



Golf Course Income and Expense Survey

V1 1/2020

Property Information

Property owner	Geocode
Property address	Doing business as (DBA) or building name
Mailing address	

Current Rates

Course Type	Number of Holes	Annual Rounds Played	Average Fees Per Round
Private			\$
Public			\$
Other			\$
Additional Fees			
Average monthly dues	\$		
Initiation fees	\$		

Members and Rounds	2018	2019
Number of golf members		
Number of total members		
Golf member rounds played		
Total golf rounds played		
Days of operation		

Annual Income and Operating Expenses (Annual Operating Expenses are on the following page)

Annual Income	2018	2019
Membership dues and initiation fees	\$	\$
Greens and cart fees	\$	\$
Food and beverage	\$	\$
Clubhouse and banquets	\$	\$
Golf merchandise	\$	\$
Other (guest, pool, range)	\$	\$

Annual Operating Expenses		
Golf Course Expenses	2018	2019
Golf shop payroll and benefits	\$	\$
Course maintenance and repairs	\$	\$
Food and beverage	\$	\$
Golf merchandise	\$	\$
Cart lease	\$	\$
Other (guest, pool, range)	\$	\$
Undistributed Expenses		
General and administrative	\$	\$
Insurance	\$	\$
Management fee	\$	\$
Clubhouse payroll and benefits	\$	\$
Mortgage interest	\$	\$
Marketing	\$	\$
Rent (land or equipment)	\$	\$
Property taxes	\$	\$
Utilities	\$	\$
Depreciation expense	\$	\$
Reserves for replacement	\$	\$
Capital expenses	\$	\$

Clarification for other expenses, irregularities, issues affecting certain items, etc.

Has the property been listed for sale in the last 5 years?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
If Yes, provide the date the property was listed.				
If Yes, provide the list price.	\$			

Survey completed by		Date
Title		Contact phone
Email address		

Golf Course Income and Expense Survey Terminology

General Terms

Days of operation—The number of days open for business within the calendar year for new membership.

Income Terms

Membership dues and initiation fees—Any membership dues paid by member for use of golf course and one-time initiation fees charged for new membership.

Greens and cart fees—Annual income generated from use of greens and carts.

Food and beverage—Income generated from the sale of food and beverages.

Clubhouse and banquets—Income from rental of clubhouse or banquet room.

Golf merchandise—Income from sales of merchandise sold

Other income (guest, pool, range)—Income from other sources related to cart storage, driving ranges, pool charges, tennis court or fitness charges. Include income that does not within any other category.

Operating Expense Terms

Golf shop payroll and benefits—Salary and wages for staff associated with pro shop.

Course maintenance and repairs—Costs associated with the general upkeep and repair of greens, fairways, tee boxes, fertilization and irrigation systems. Includes salaries of employees dedicated to these services.

Food and beverage expense—Cost of food and beverages sold.

Clubhouse payroll and benefits—Expenses include salary, wages, and benefits related to staff needed to operate the clubhouse.

Golf merchandise—Costs of goods sold.

Cart lease—Lease payments associated with golf carts.

Other expenses—Costs from the operation of cart storage, driving ranges, pool charges, tennis court or fitness charges. Include expenses that do not fall within other categories.

General and administrative—Expenses including professional fees and other administrative fees associated with the administrative work on the property. These would include general office supplies, postage, legal fees, and payroll specifically allocated to administration of the property.

Insurance—Fixed expense of the property's annual insurance premium for replacement in case of fire or other property loss.

Management fee—Agency fee paid by owner to a management company to oversee day-to-day operation of the property.

Clubhouse payroll and benefits—This expense category includes the wages, salaries, benefits, payroll taxes and related worker's compensation expenses for staff dedicated to the clubhouse.

Mortgage interest—Mortgage interest paid by owners to banks or other financial institutions on the property.

Marketing—Expenses for online and direct mail advertising, print ads, promotional items, sponsorships, and related costs for promoting the property.

Rent (land or equipment)—Rent for land upon which part (or all) of the golf course may reside or equipment rented for use maintaining and operating the golf course.

Property taxes—Amount paid for property taxes.

Utilities—Expenses including internet, phone, electricity, gas, water, sewer, and trash.

Depreciation expense—Annual non-cash expense used to recover the loss in value of an asset.

Reserves for replacement—Allowance or reserve for the replacement of short-lived items that will not last for the remaining economic life of a property.

Capital expenses—Expenses that do not typically occur on an annual basis. Examples include roof replacement, building addition, parking lot replacement, air conditioner replacement, etc.