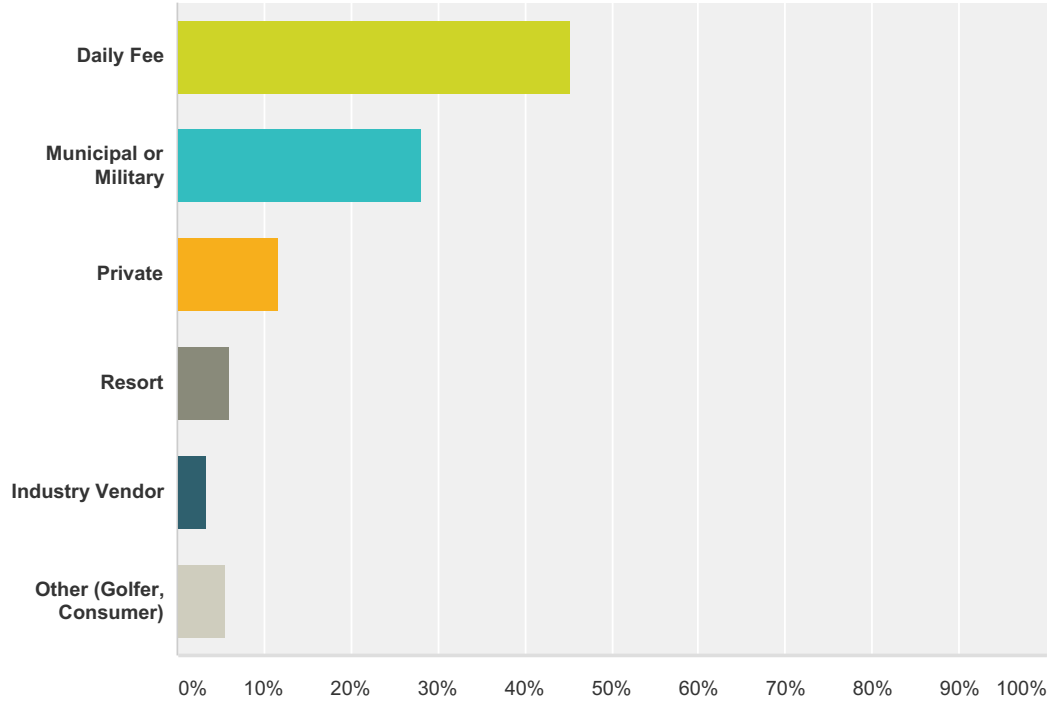


**Q1 The type of facility you operate is?**

Answered: 267 Skipped: 1



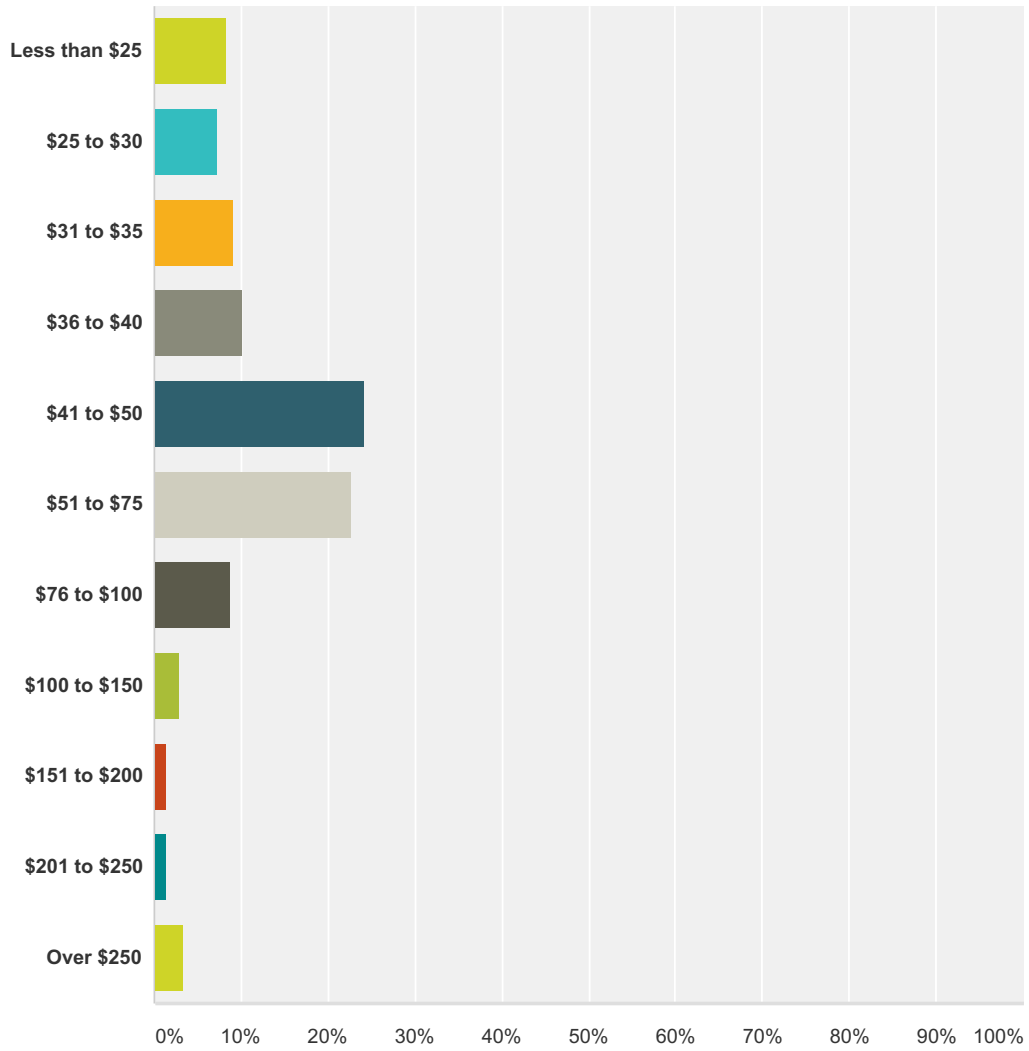
Answer Choices	Responses
Daily Fee	45.32% 121
Municipal or Military	28.09% 75
Private	11.61% 31
Resort	5.99% 16
Industry Vendor	3.37% 9
Other (Golfer, Consumer)	5.62% 15
<b>Total</b>	<b>267</b>

**Q2 What is your zip (postal) code?**

Answered: 262 Skipped: 6

### Q3 How much is your green fee for 18 holes with cart during prime time?

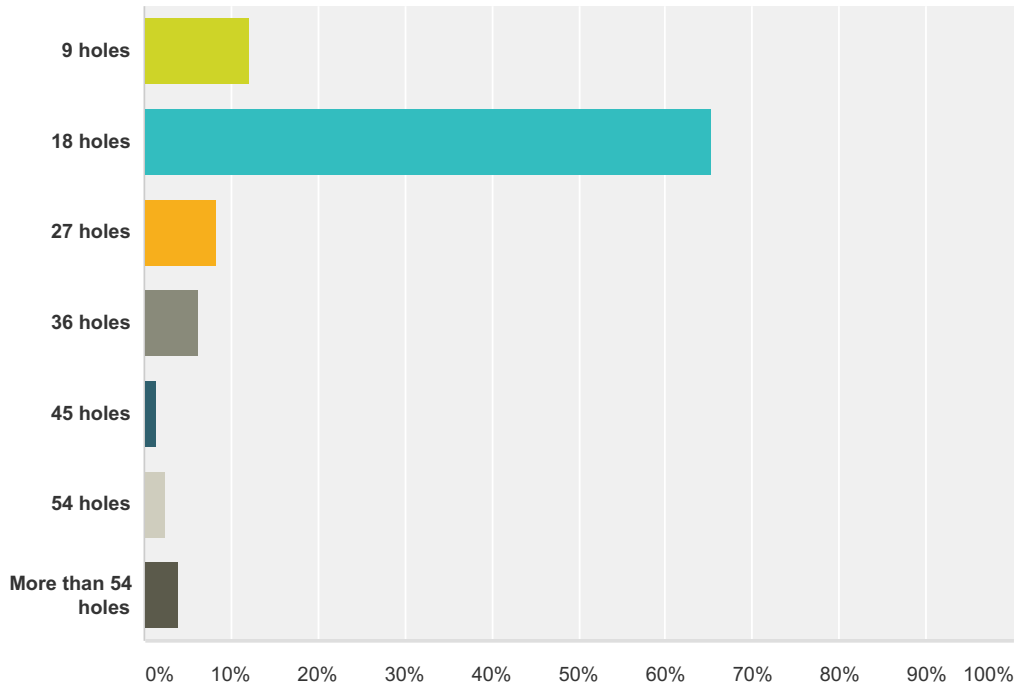
Answered: 206 Skipped: 62



Answer Choices	Responses	
Less than \$25	8.25%	17
\$25 to \$30	7.28%	15
\$31 to \$35	9.22%	19
\$36 to \$40	10.19%	21
\$41 to \$50	24.27%	50
\$51 to \$75	22.82%	47
\$76 to \$100	8.74%	18
\$100 to \$150	2.91%	6
\$151 to \$200	1.46%	3
\$201 to \$250	1.46%	3
Over \$250	3.40%	7
<b>Total</b>		<b>206</b>

### Q4 How many holes of golf are at your facility?

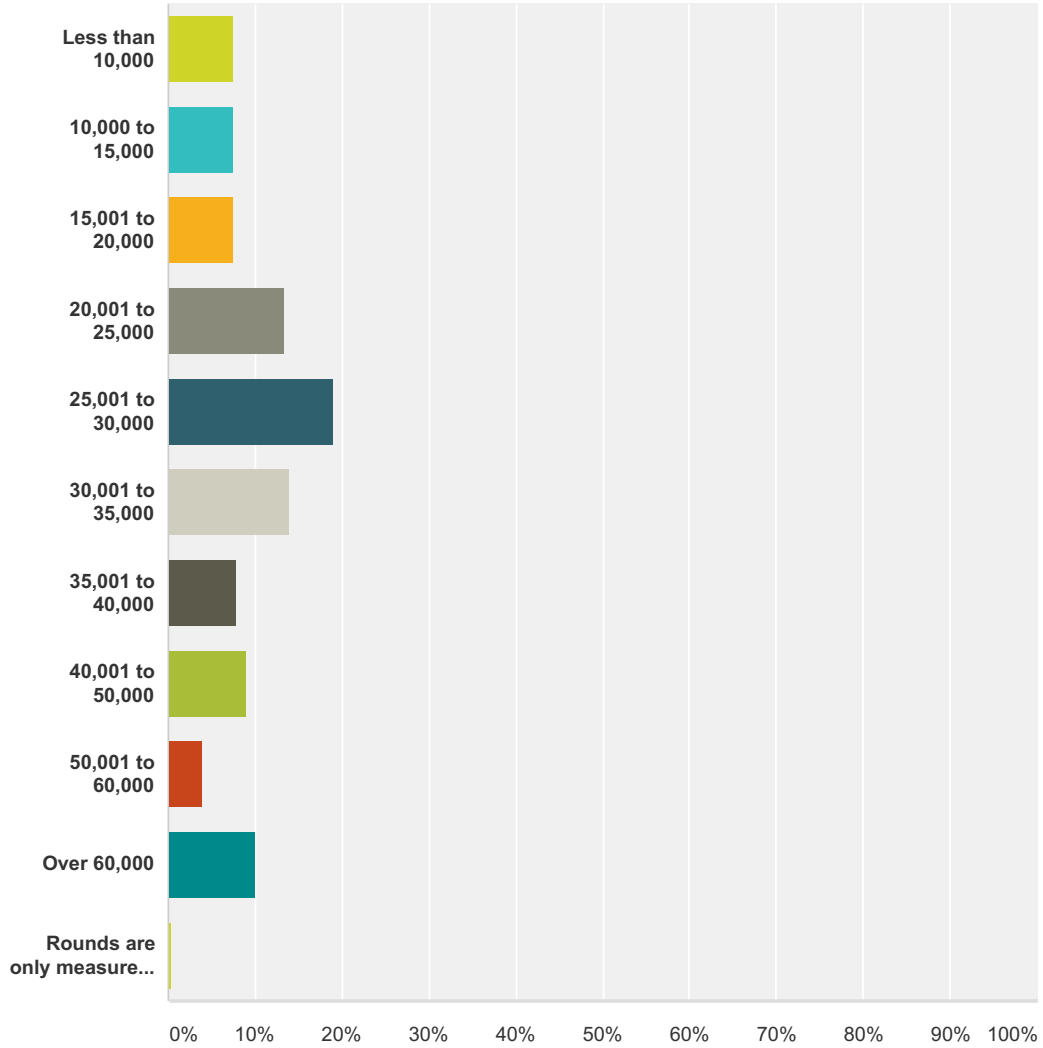
Answered: 205 Skipped: 63



Answer Choices	Responses
9 holes	12.20% 25
18 holes	65.37% 134
27 holes	8.29% 17
36 holes	6.34% 13
45 holes	1.46% 3
54 holes	2.44% 5
More than 54 holes	3.90% 8
<b>Total</b>	<b>205</b>

### Q5 How Many Rounds (starts - not 18-hole equivalents) are Played at Your Course Annually?

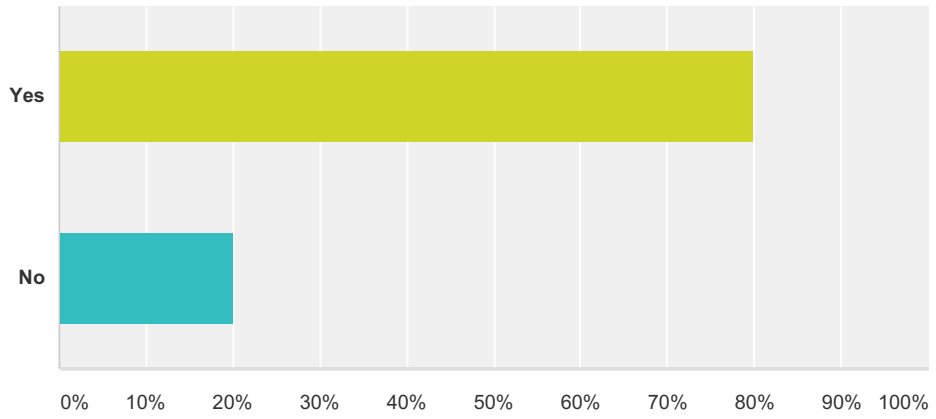
Answered: 201 Skipped: 67



Answer Choices	Responses
Less than 10,000	7.46% 15
10,000 to 15,000	7.46% 15
15,001 to 20,000	7.46% 15
20,001 to 25,000	13.43% 27
25,001 to 30,000	18.91% 38
30,001 to 35,000	13.93% 28
35,001 to 40,000	7.96% 16
40,001 to 50,000	8.96% 18
50,001 to 60,000	3.98% 8
Over 60,000	9.95% 20
Rounds are only measured based on 18-hole equivalents	0.50% 1
<b>Total</b>	<b>201</b>

### Q6 Do you offer a unlimited play season pass?

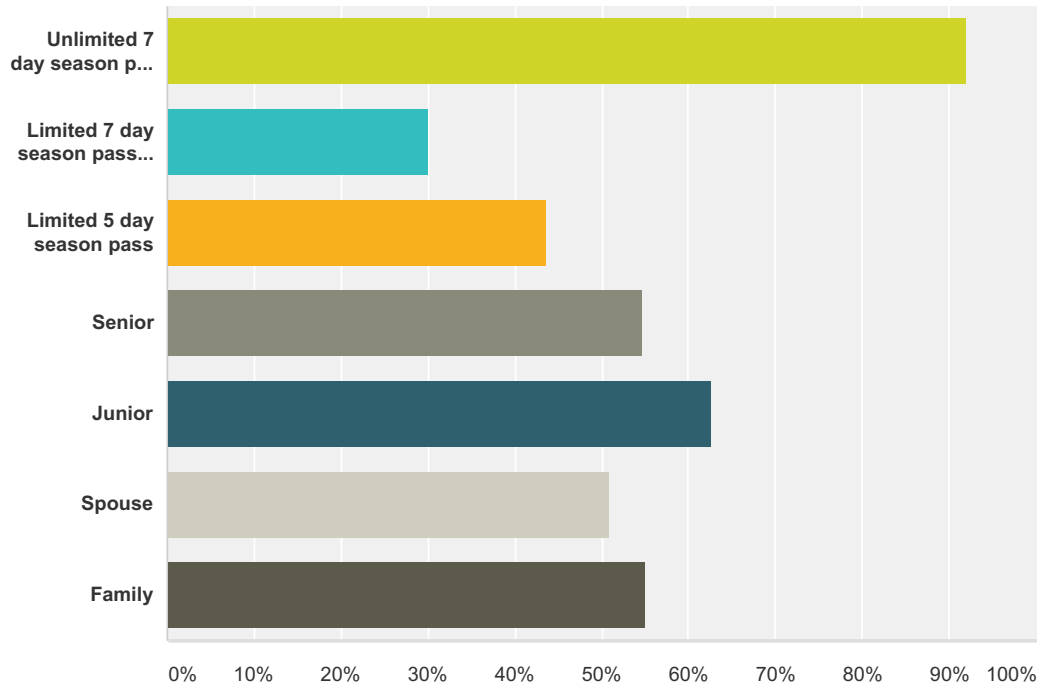
Answered: 205 Skipped: 63



Answer Choices	Responses
Yes	80.00% 164
No	20.00% 41
<b>Total</b>	<b>205</b>

**Q7 What type of golf season passes do you offer? Check all that apply.**

Answered: 163 Skipped: 105



Answer Choices	Responses
Unlimited 7 day season pass with no restrictions	92.02% 150
Limited 7 day season pass with time restrictions on the weekend	30.06% 49
Limited 5 day season pass	43.56% 71
Senior	54.60% 89
Junior	62.58% 102
Spouse	50.92% 83
Family	55.21% 90
<b>Total Respondents: 163</b>	

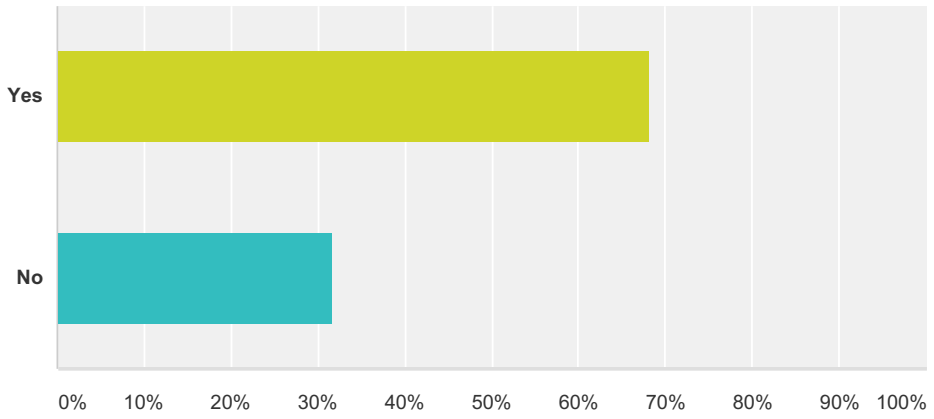
**Q8 What is the price for unlimited 7 day season pass with no restrictions**

Answered: 34 Skipped: 234



**Q9 Do you track the number of playable golf days at your facility?**

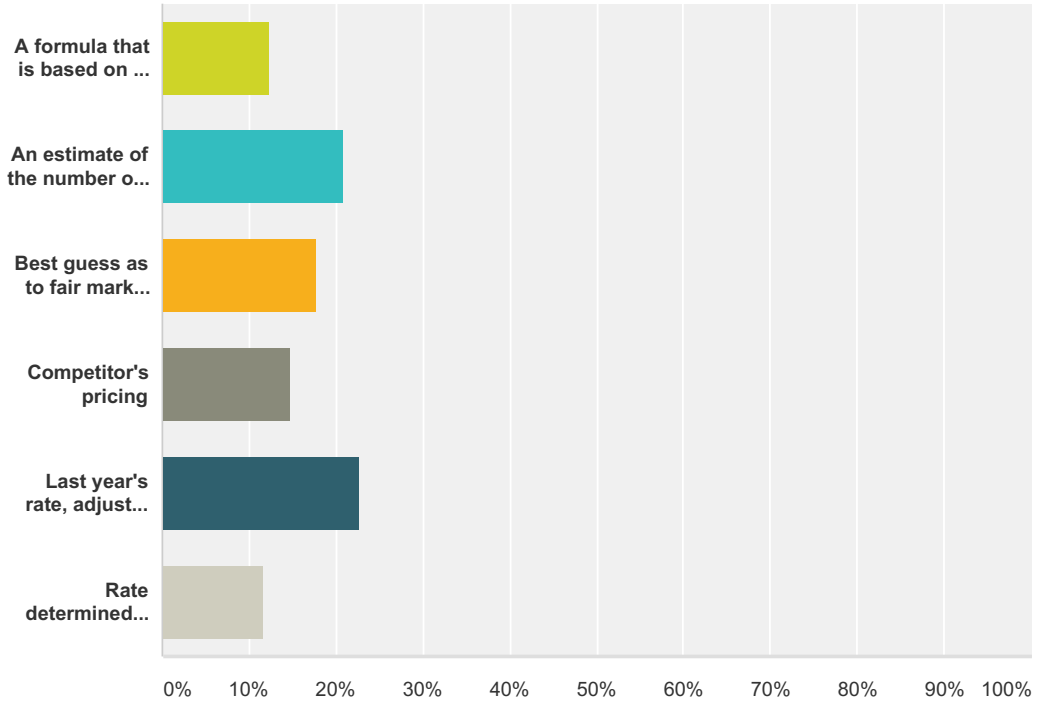
Answered: 161 Skipped: 107



Answer Choices	Responses
Yes	68.32% 110
No	31.68% 51
<b>Total</b>	<b>161</b>

**Q10 The price for unlimited season play passes is determined based on the following criteria...**

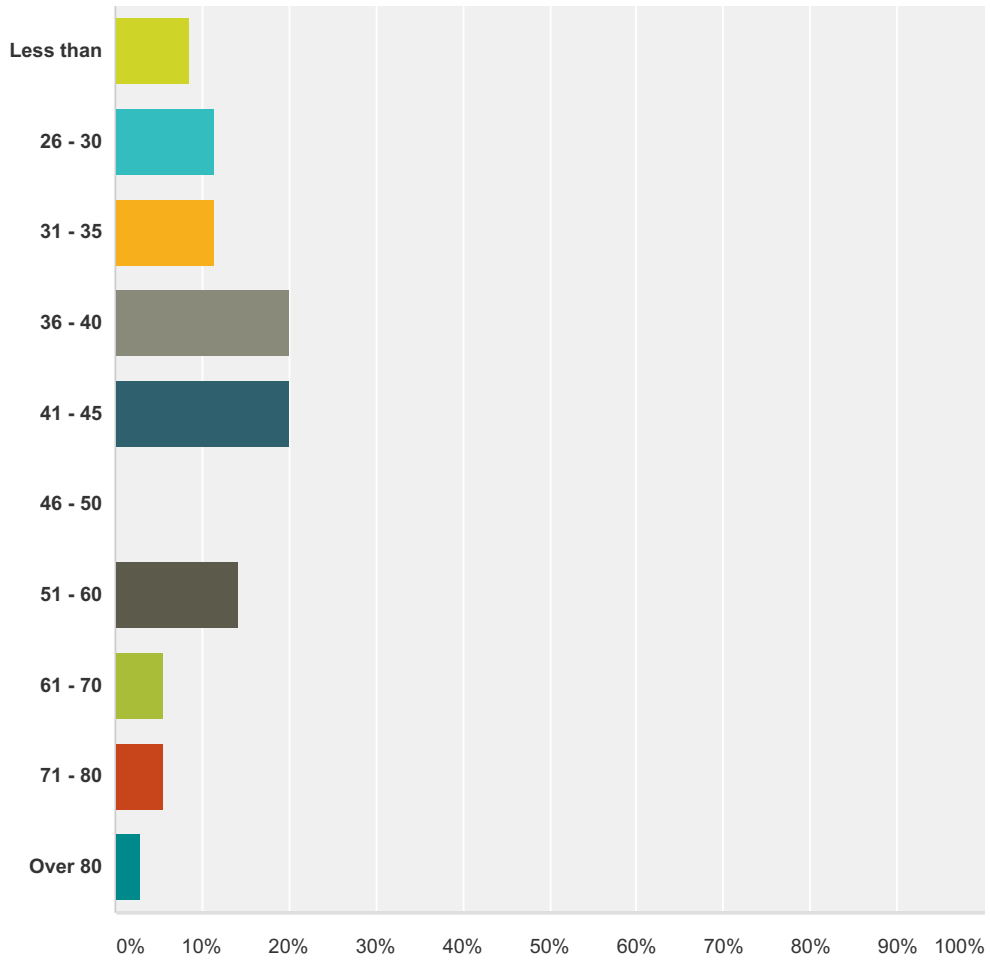
Answered: 163 Skipped: 105



Answer Choices	Responses
A formula that is based on the number of playable days, an estimate of the % of rounds that a golfer will play, with an appropriate discount for prepaying in advance.	12.27% 20
An estimate of the number of rounds a golfer will play	20.86% 34
Best guess as to fair market value	17.79% 29
Competitor's pricing	14.72% 24
Last year's rate, adjusted for inflation and market conditions	22.70% 37
Rate determined based on customer politics	11.66% 19
<b>Total</b>	<b>163</b>

### Q11 How many rounds do you base the season pass on?

Answered: 35 Skipped: 233



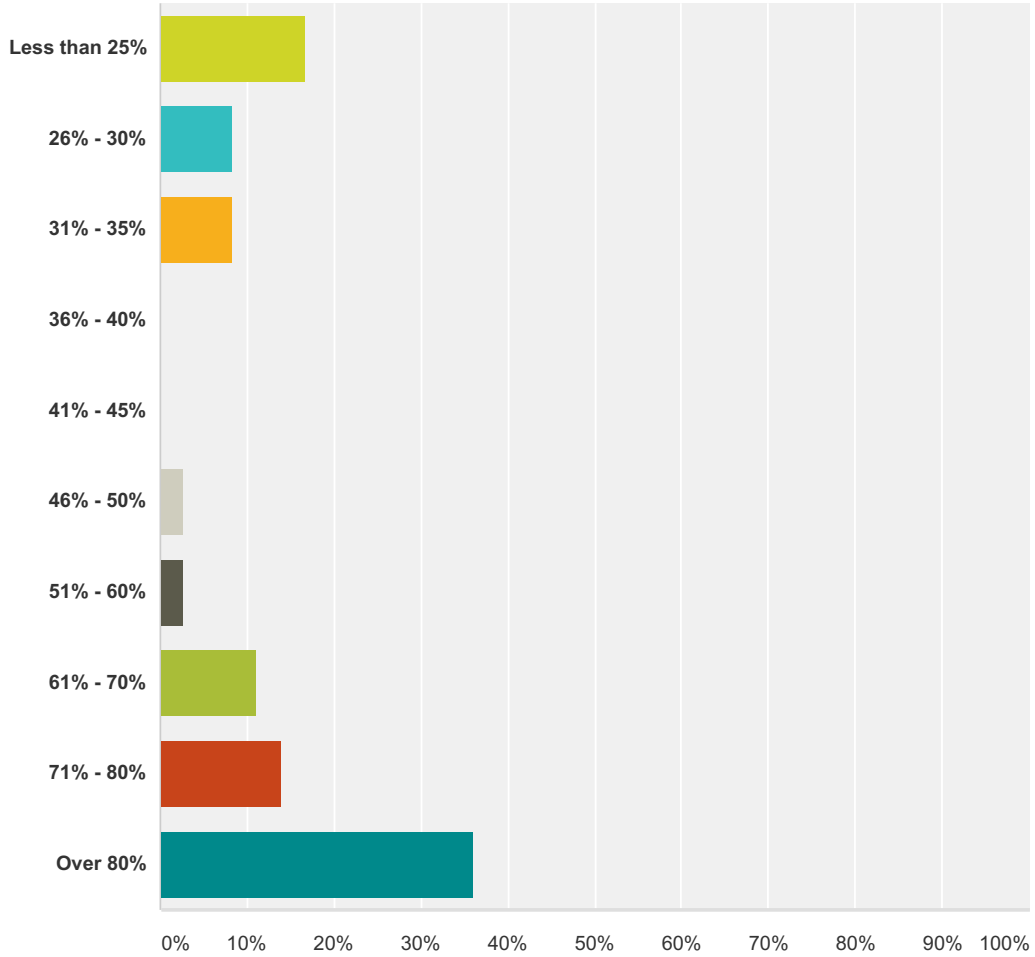
Answer Choices	Responses	Count
Less than	8.57%	3
26 - 30	11.43%	4
31 - 35	11.43%	4
36 - 40	20.00%	7
41 - 45	20.00%	7
46 - 50	0.00%	0
51 - 60	14.29%	5
61 - 70	5.71%	2
71 - 80	5.71%	2
Over 80	2.86%	1
<b>Total</b>		<b>35</b>

**Q12 How do you define a playable day?**

Answered: 41 Skipped: 227

**Q13 What percentage of playable days is your season pass measured on? To illustrate, if you have 191 playable days, i.e., Chicago, what PERCENTAGE of those days would you forecast that the golfer with a season pass would play?**

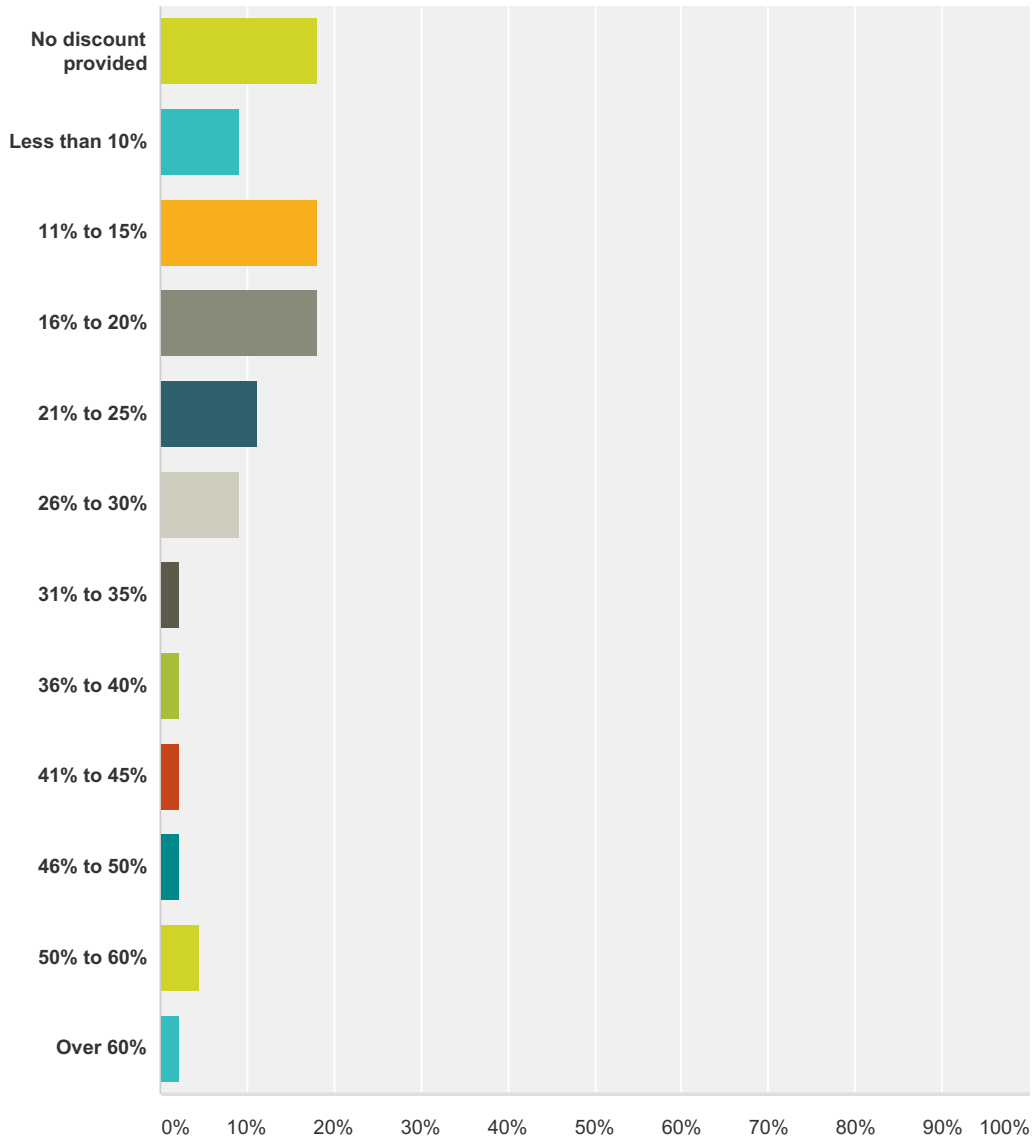
Answered: 36 Skipped: 232



Answer Choices	Responses
Less than 25%	16.67% 6
26% - 30%	8.33% 3
31% - 35%	8.33% 3
36% - 40%	0.00% 0
41% - 45%	0.00% 0
46% - 50%	2.78% 1
51% - 60%	2.78% 1
61% - 70%	11.11% 4
71% - 80%	13.89% 5
Over 80%	36.11% 13
<b>Total</b>	<b>36</b>

**Q14 What discount from the rack rate is offered to your season pass holder?**

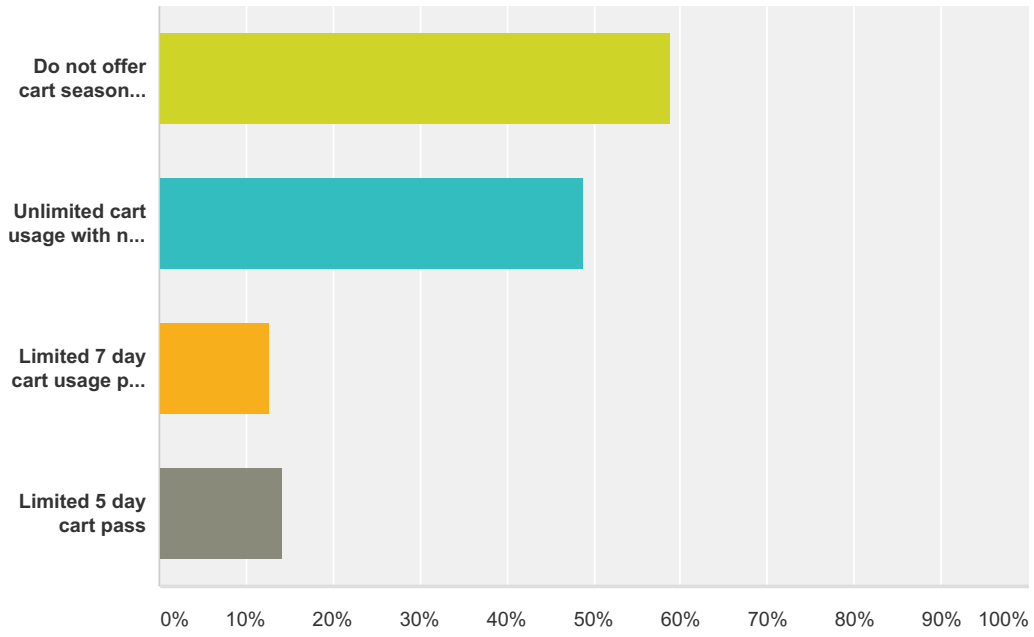
Answered: 44 Skipped: 224



Answer Choices	Responses
No discount provided	18.18% 8
Less than 10%	9.09% 4
11% to 15%	18.18% 8
16% to 20%	18.18% 8
21% to 25%	11.36% 5
26% to 30%	9.09% 4
31% to 35%	2.27% 1
36% to 40%	2.27% 1
41% to 45%	2.27% 1
46% to 50%	2.27% 1
50% to 60%	4.55% 2
Over 60%	2.27% 1
<b>Total</b>	<b>44</b>

**Q15 What type of cart season passes do you offer? Check all that apply.**

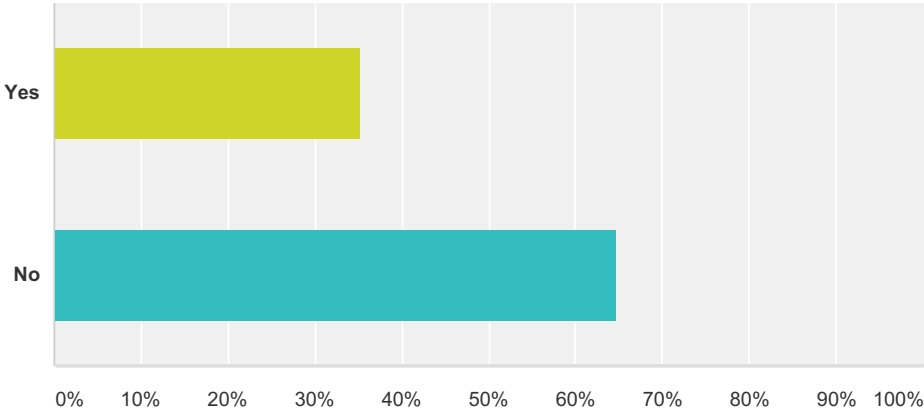
Answered: 190 Skipped: 78



Answer Choices	Responses
Do not offer cart season passes	58.95% 112
Unlimited cart usage with no restrictions	48.95% 93
Limited 7 day cart usage pass with time restrictions on the weekend	12.63% 24
Limited 5 day cart pass	14.21% 27
<b>Total Respondents: 190</b>	

### Q16 Do you allow offer private cart usage on your golf course?

Answered: 196 Skipped: 72

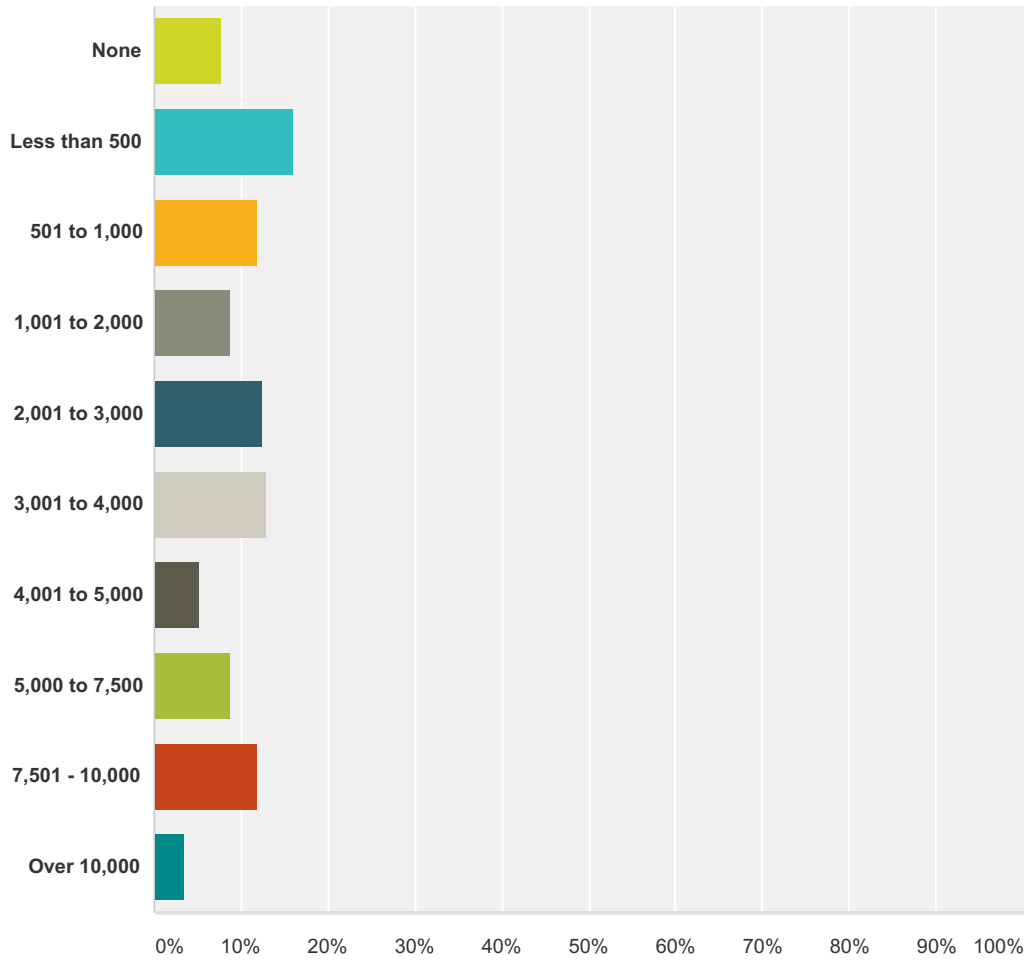


Answer Choices	Responses
Yes	35.20% 69
No	64.80% 127
<b>Total</b>	<b>196</b>



**Q17 How many email addresses, per 18 holes, do you maintain in your database?**

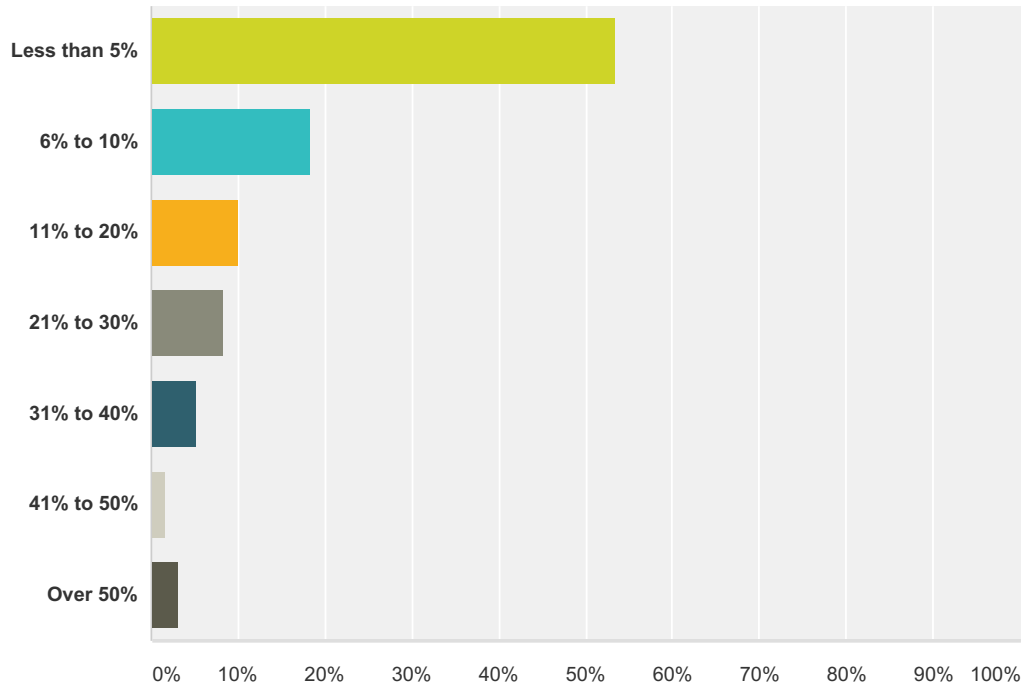
Answered: 192 Skipped: 76



Answer Choices	Responses	
None	7.81%	15
Less than 500	16.15%	31
501 to 1,000	11.98%	23
1,001 to 2,000	8.85%	17
2,001 to 3,000	12.50%	24
3,001 to 4,000	13.02%	25
4,001 to 5,000	5.21%	10
5,000 to 7,500	8.85%	17
7,501 - 10,000	11.98%	23
Over 10,000	3.65%	7
<b>Total</b>		<b>192</b>

**Q18 What percent of your tee time reservations are booked via your web site?**

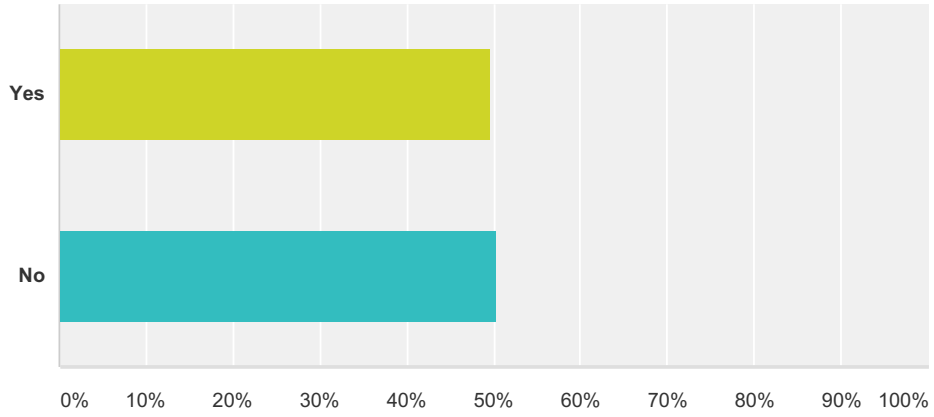
Answered: 191 Skipped: 77



Answer Choices	Responses
Less than 5%	53.40% 102
6% to 10%	18.32% 35
11% to 20%	9.95% 19
21% to 30%	8.38% 16
31% to 40%	5.24% 10
41% to 50%	1.57% 3
Over 50%	3.14% 6
<b>Total</b>	<b>191</b>

**Q19 Would you like software companies, i.e., Active Network, Course Trends, EZ Links, Golfnow.com, etc. to offer a fixed price for their services that could be paid in cash or by barter in which you selected the tee time and the minimum rate that the "trade time" time could be offered to the golfer?**

Answered: 171 Skipped: 97



Answer Choices	Responses
Yes	49.71% 85
No	50.29% 86
<b>Total</b>	<b>171</b>

**Q20 If you would like to receive a copy of this survey, please enter your email address? Golf Convergence greatly appreciates your assistance in helping formulate the appropriate research to guide an industry. Thank you, JJ Keegan**

Answered: 166 Skipped: 102