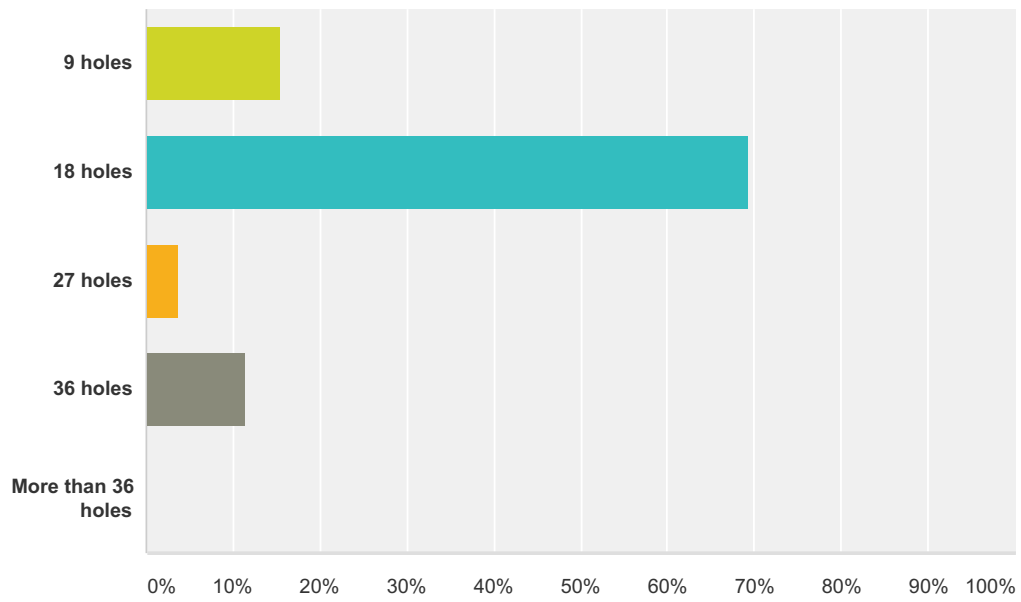


Q1 Your facility offers how many holes of golf?

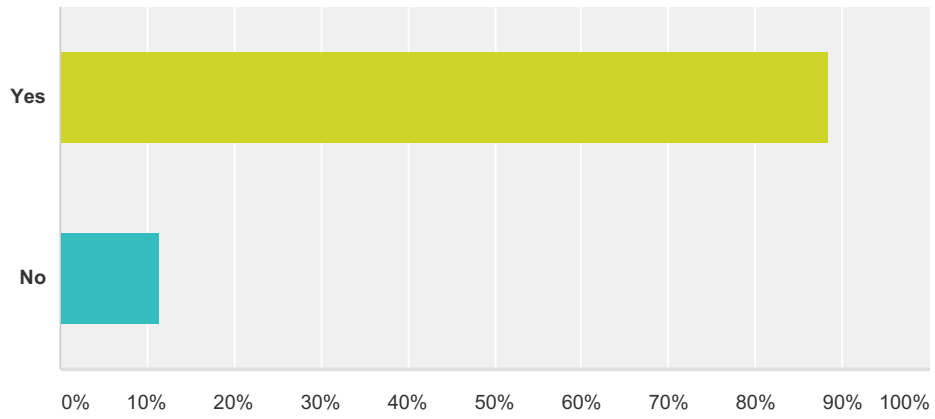
Answered: 52 Skipped: 0



Answer Choices	Responses
9 holes	15.38% 8
18 holes	69.23% 36
27 holes	3.85% 2
36 holes	11.54% 6
More than 36 holes	0.00% 0
Total	52

Q2 Would the golf course be considered regulation length, i.e., longer than 6,000 yards from the back tees?

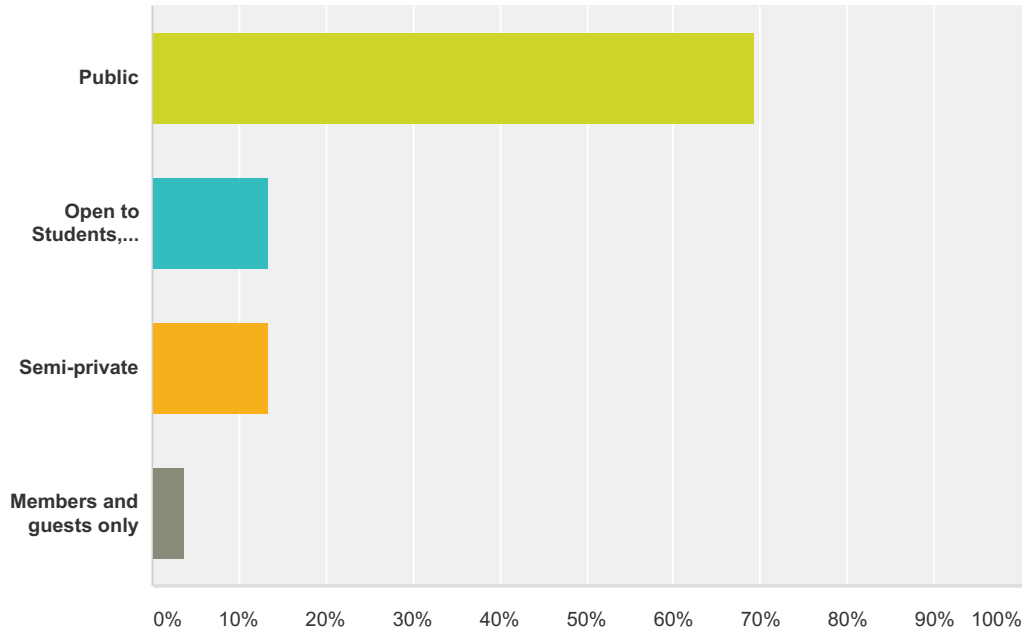
Answered: 52 Skipped: 0



Answer Choices	Responses	
Yes	88.46%	46
No	11.54%	6
Total		52

Q3 What best describes your golf course?

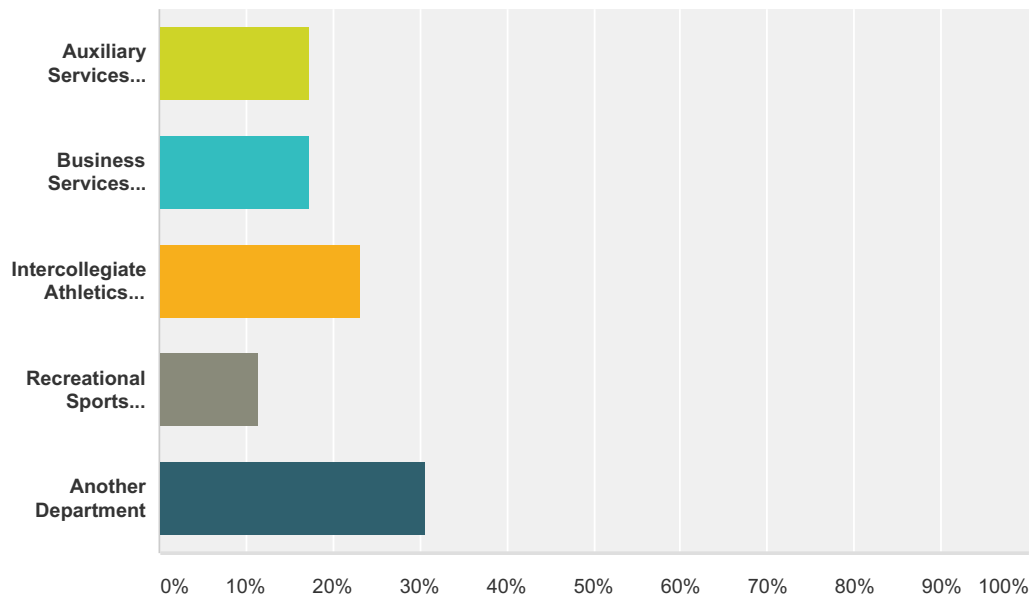
Answered: 52 Skipped: 0



Answer Choices	Responses
Public	69.23% 36
Open to Students, Faculty, Alumni, Employees of University and Guests Only	13.46% 7
Semi-private	13.46% 7
Members and guests only	3.85% 2
Total	52

Q4 Who has fiscal responsibility for the golf course?

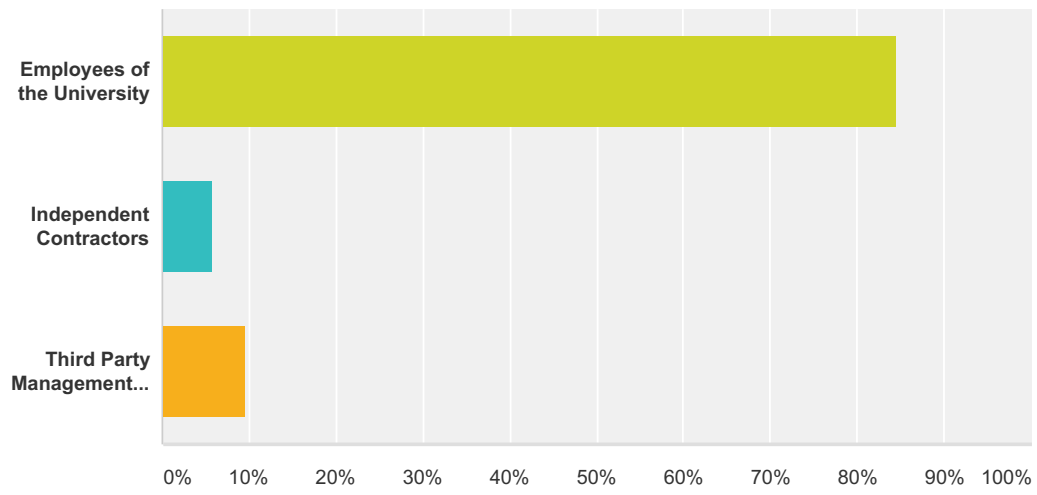
Answered: 52 Skipped: 0



Answer Choices	Responses
Auxiliary Services Department	17.31% 9
Business Services Department	17.31% 9
Intercollegiate Athletics Department	23.08% 12
Recreational Sports Department	11.54% 6
Another Department	30.77% 16
Total	52

Q5 Who has management responsibility for the golf course?

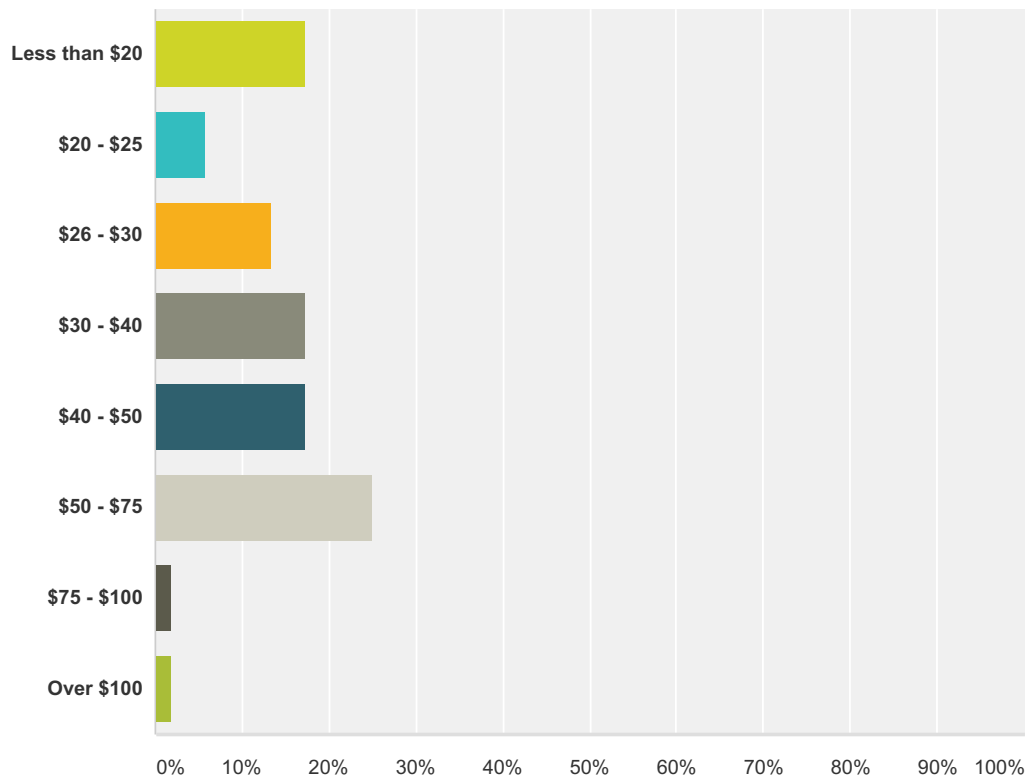
Answered: 52 Skipped: 0



Answer Choices	Responses
Employees of the University	84.62% 44
Independent Contractors	5.77% 3
Third Party Management Company	9.62% 5
Total	52

Q6 What is the highest green fee, exclusive of cart, do you charge per 18 holes?

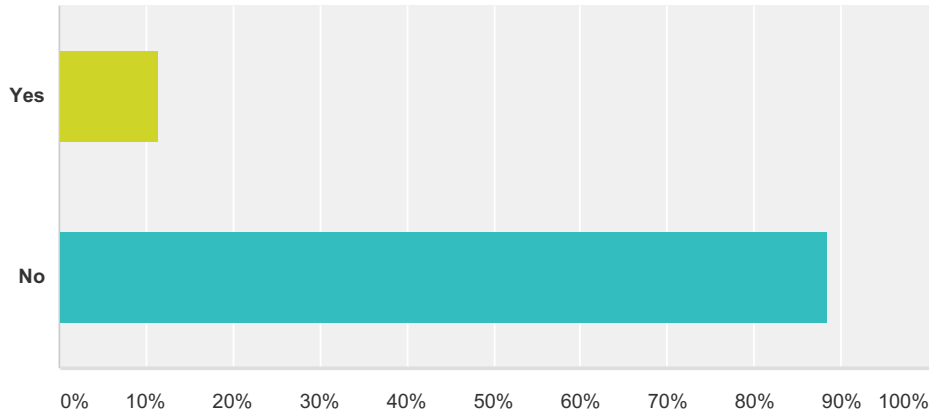
Answered: 52 Skipped: 0



Answer Choices	Responses
Less than \$20	17.31% 9
\$20 - \$25	5.77% 3
\$26 - \$30	13.46% 7
\$30 - \$40	17.31% 9
\$40 - \$50	17.31% 9
\$50 - \$75	25.00% 13
\$75 - \$100	1.92% 1
Over \$100	1.92% 1
Total	52

Q7 Do you require the use of carts?

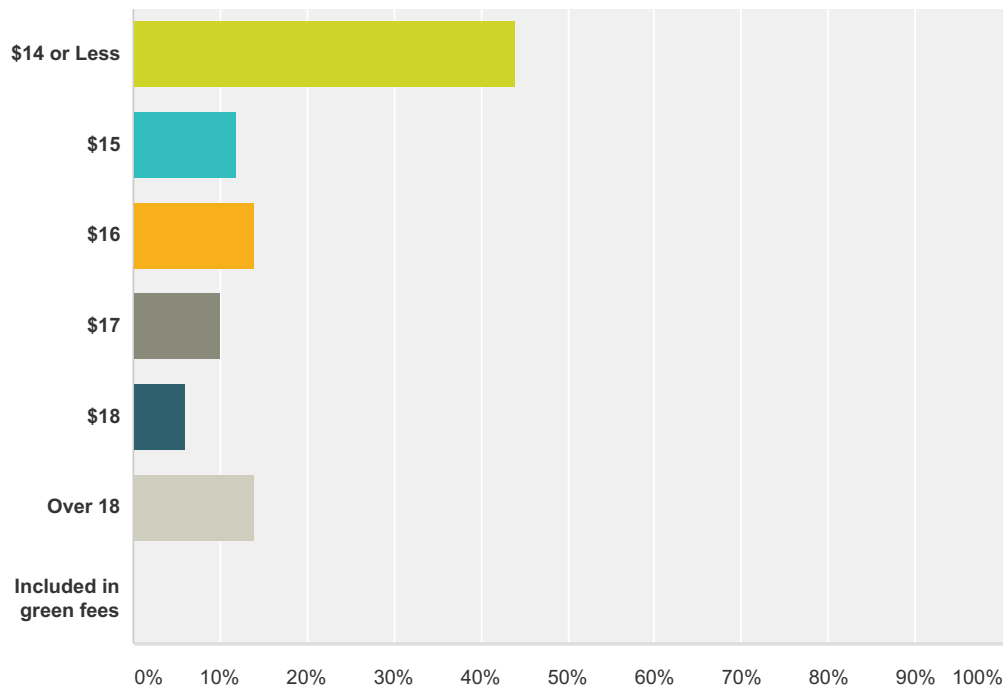
Answered: 52 Skipped: 0



Answer Choices	Responses	
Yes	11.54%	6
No	88.46%	46
Total		52

Q8 How much do you charge per person for carts per 18 holes?

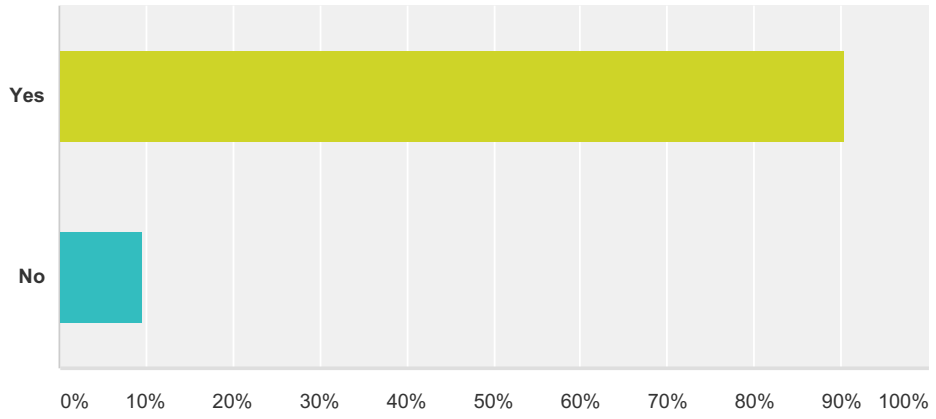
Answered: 50 Skipped: 2



Answer Choices	Responses
\$14 or Less	44.00% 22
\$15	12.00% 6
\$16	14.00% 7
\$17	10.00% 5
\$18	6.00% 3
Over 18	14.00% 7
Included in green fees	0.00% 0
Total	50

Q9 Do you offer season passes?

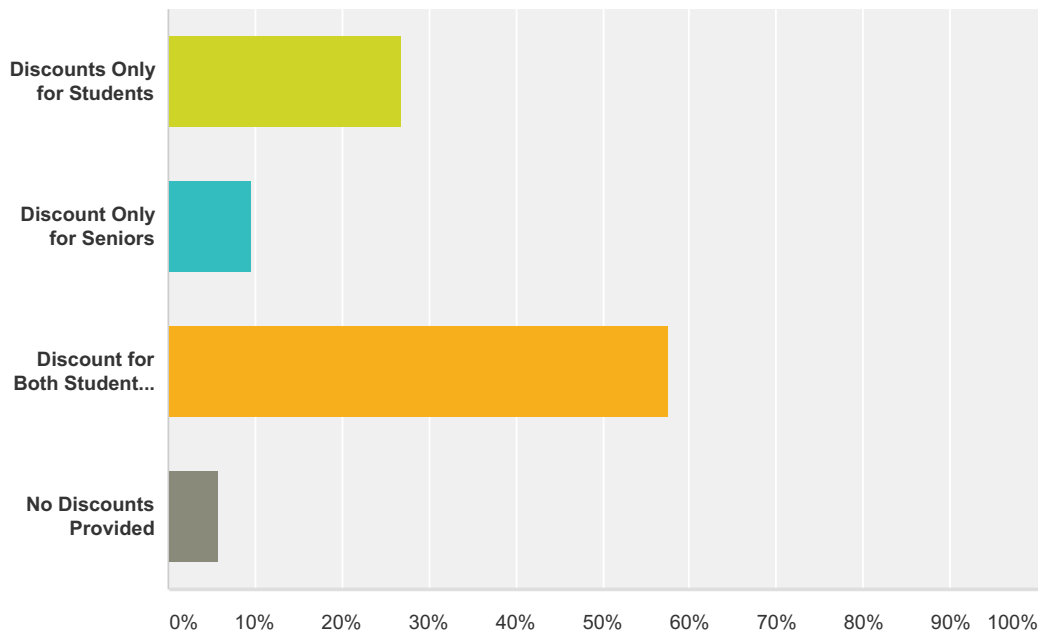
Answered: 52 Skipped: 0



Answer Choices	Responses	
Yes	90.38%	47
No	9.62%	5
Total		52

Q10 Do you have a discounted rate for students and senior citizens?

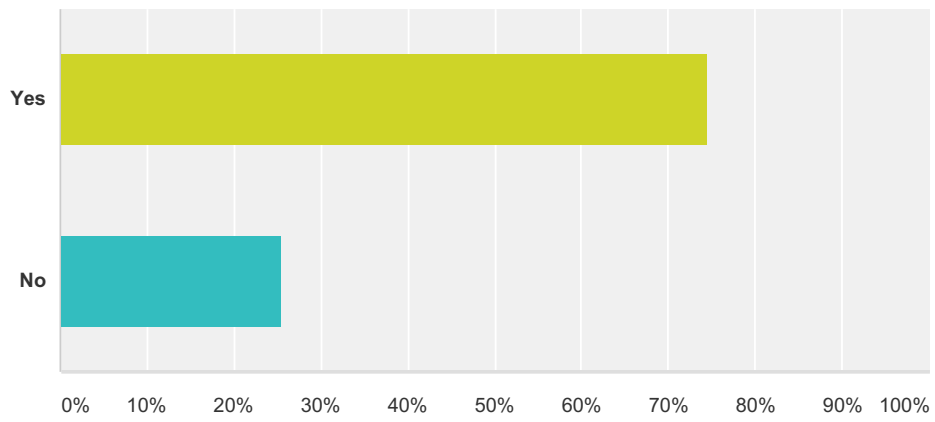
Answered: 52 Skipped: 0



Answer Choices	Responses
Discounts Only for Students	26.92% 14
Discount Only for Seniors	9.62% 5
Discount for Both Students and Seniors	57.69% 30
No Discounts Provided	5.77% 3
Total	52

Q11 Do the golf teams have free access to the golf course and practice facilities?

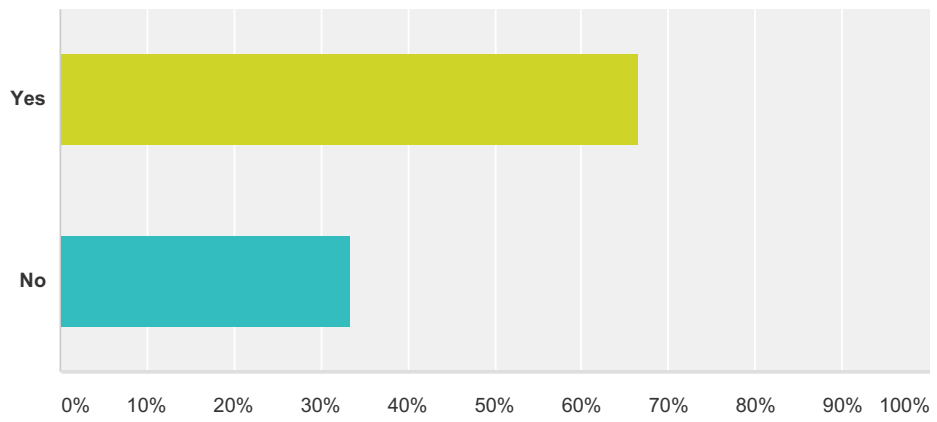
Answered: 51 Skipped: 1



Answer Choices	Responses
Yes	74.51% 38
No	25.49% 13
Total	51

Q12 Do the golf teams have their own private practice area?

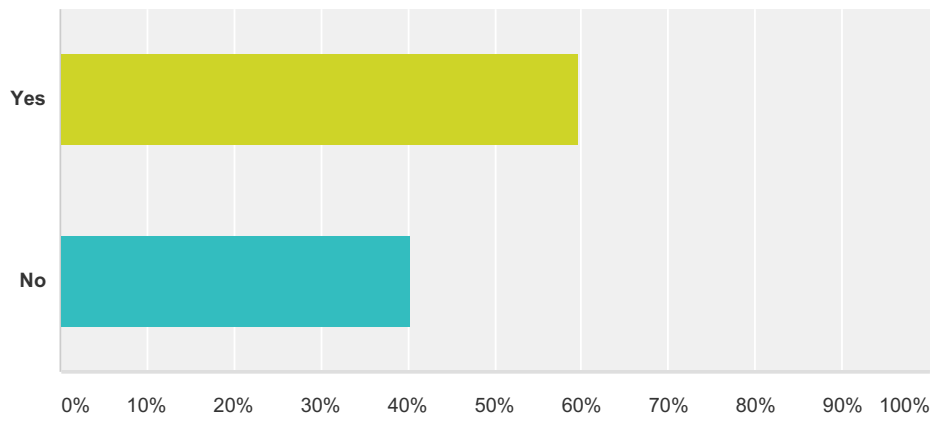
Answered: 51 Skipped: 1



Answer Choices	Responses	
Yes	66.67%	34
No	33.33%	17
Total		51

Q13 Do you offer beer and/or wine at your facility?

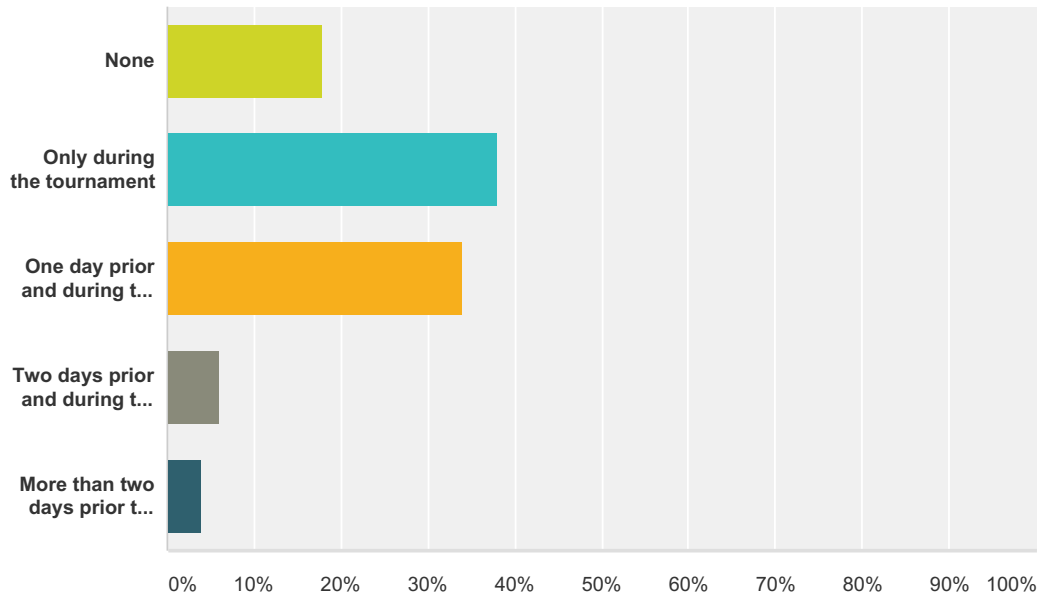
Answered: 52 Skipped: 0



Answer Choices	Responses
Yes	59.62% 31
No	40.38% 21
Total	52

Q14 If the golf course is holding a conference golf championship tournament, how many days is the course closed?

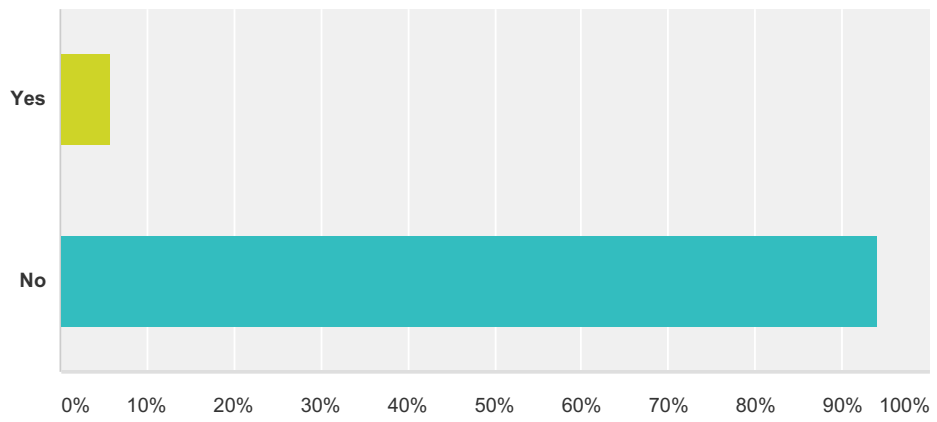
Answered: 50 Skipped: 2



Answer Choices	Responses
None	18.00% 9
Only during the tournament	38.00% 19
One day prior and during the tournament	34.00% 17
Two days prior and during the tournament	6.00% 3
More than two days prior to the tournament and during the tournament	4.00% 2
Total	50

Q15 Is your golf course closed during a football game?

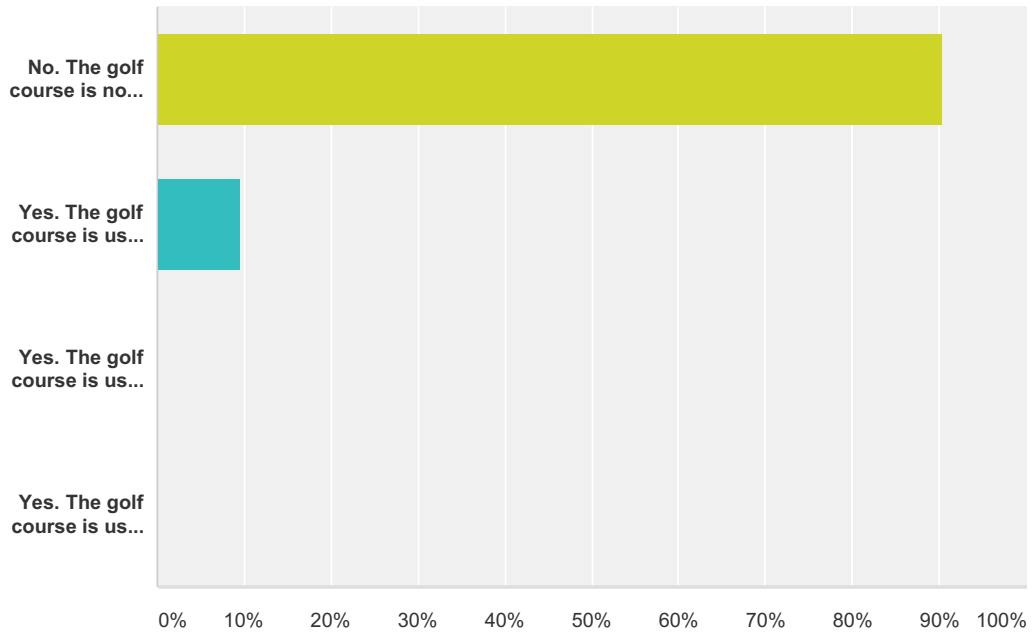
Answered: 52 Skipped: 0



Answer Choices	Responses	
Yes	5.77%	3
No	94.23%	49
Total		52

Q16 Is the golf course used as a parking lot during football games? If so, does the golf course receive any revenue from that event

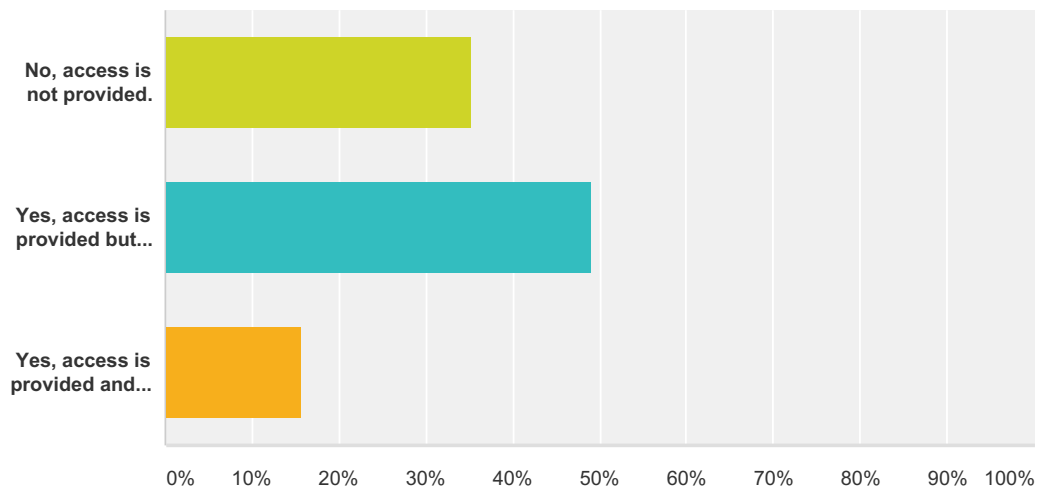
Answered: 52 Skipped: 0



Answer Choices	Responses	
No. The golf course is not used as a parking.	90.38%	47
Yes. The golf course is used as a parking lot but the golf course does not receive any revenue.	9.62%	5
Yes. The golf course is used as a parking lot and we receive a share of the revenue.	0.00%	0
Yes. The golf course is used as a parking lot and we receive 100% of the parking revenue.	0.00%	0
Total		52

Q17 Do you provide access to Course by Intercollegiate Cross Country Teams and do you receive compensation for success access?

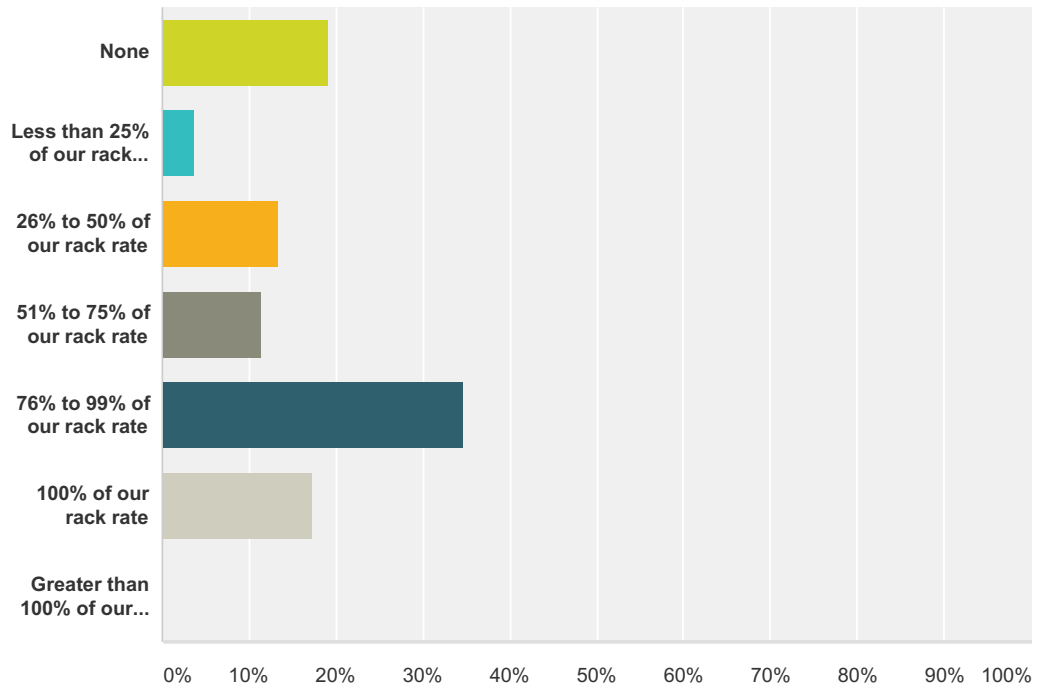
Answered: 51 Skipped: 1



Answer Choices	Responses
No, access is not provided.	35.29% 18
Yes, access is provided but no compensation received.	49.02% 25
Yes, access is provided and compensation is received.	15.69% 8
Total	51

Q18 If the golf course is utilized by the Athletic Department or other University Department for an event, on average, what revenue do you receive?

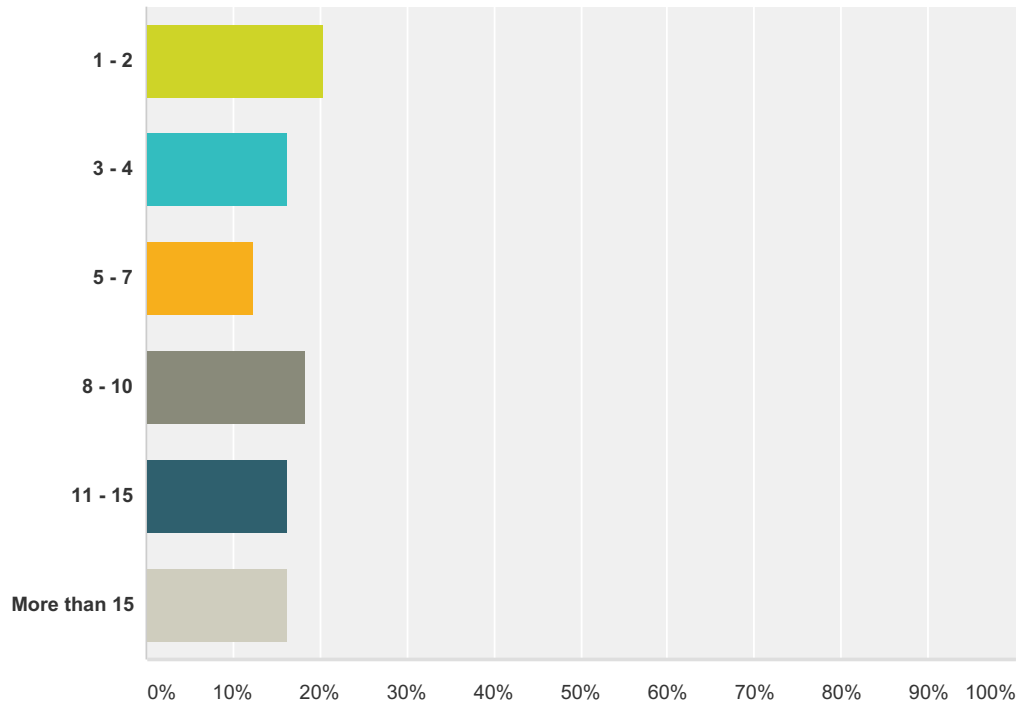
Answered: 52 Skipped: 0



Answer Choices	Responses
None	19.23% 10
Less than 25% of our rack rate	3.85% 2
26% to 50% of our rack rate	13.46% 7
51% to 75% of our rack rate	11.54% 6
76% to 99% of our rack rate	34.62% 18
100% of our rack rate	17.31% 9
Greater than 100% of our rack rate	0.00% 0
Total	52

Q19 How many days is the golf course utilized for Athletic Department or other University events?

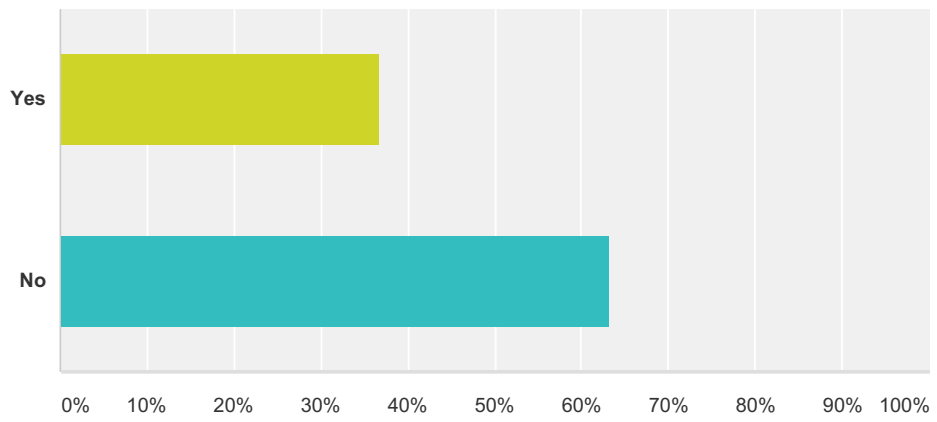
Answered: 49 Skipped: 3



Answer Choices	Responses
1 - 2	20.41% 10
3 - 4	16.33% 8
5 - 7	12.24% 6
8 - 10	18.37% 9
11 - 15	16.33% 8
More than 15	16.33% 8
Total	49

Q20 Does your school have a turf grass research program?

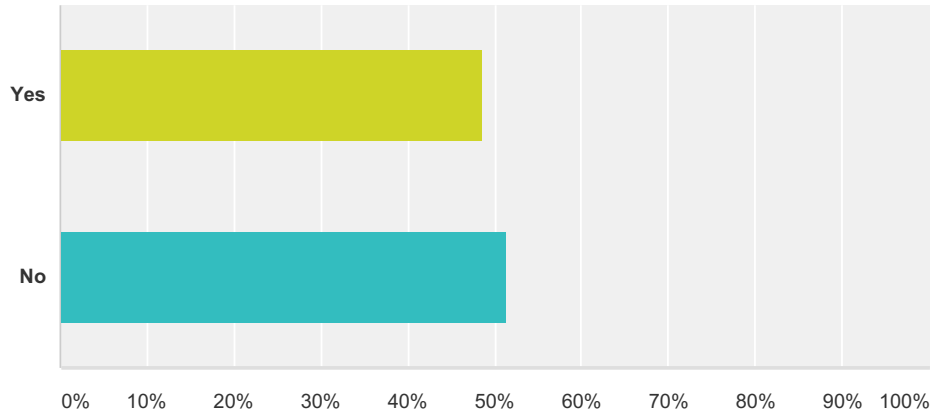
Answered: 49 Skipped: 3



Answer Choices	Responses	
Yes	36.73%	18
No	63.27%	31
Total		49

Q21 If your school does have a turf grass research program, does it work in cooperation with the golf course in conducting experiments or providing assistance to the golf course maintenance personnel?

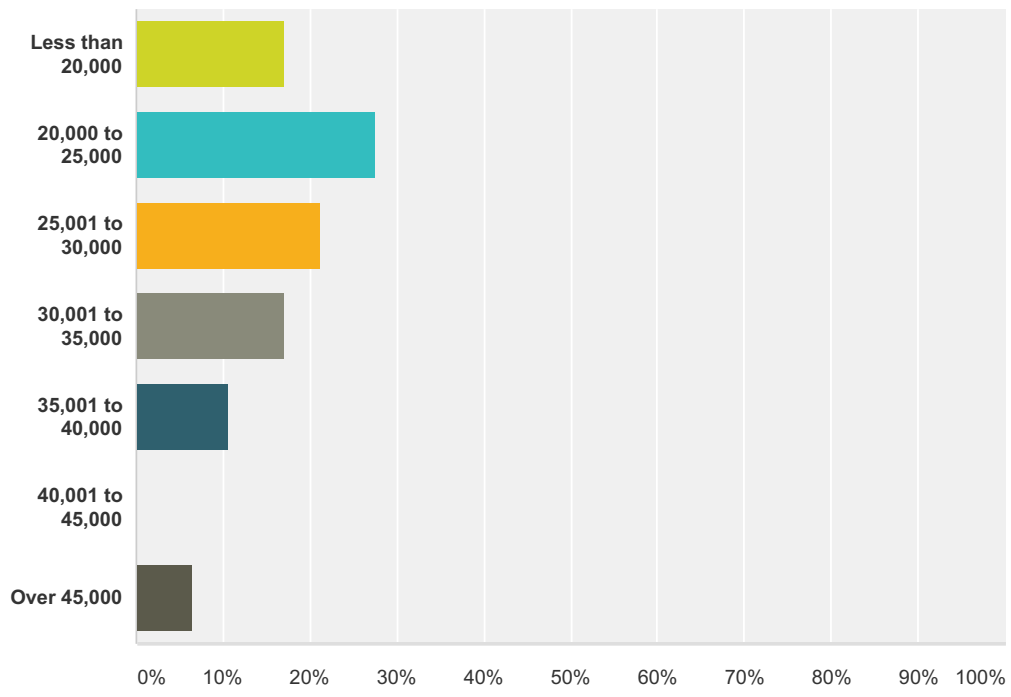
Answered: 35 Skipped: 17



Answer Choices	Responses
Yes	48.57% 17
No	51.43% 18
Total	35

Q22 How many rounds (starts) are played annually per 18 holes?

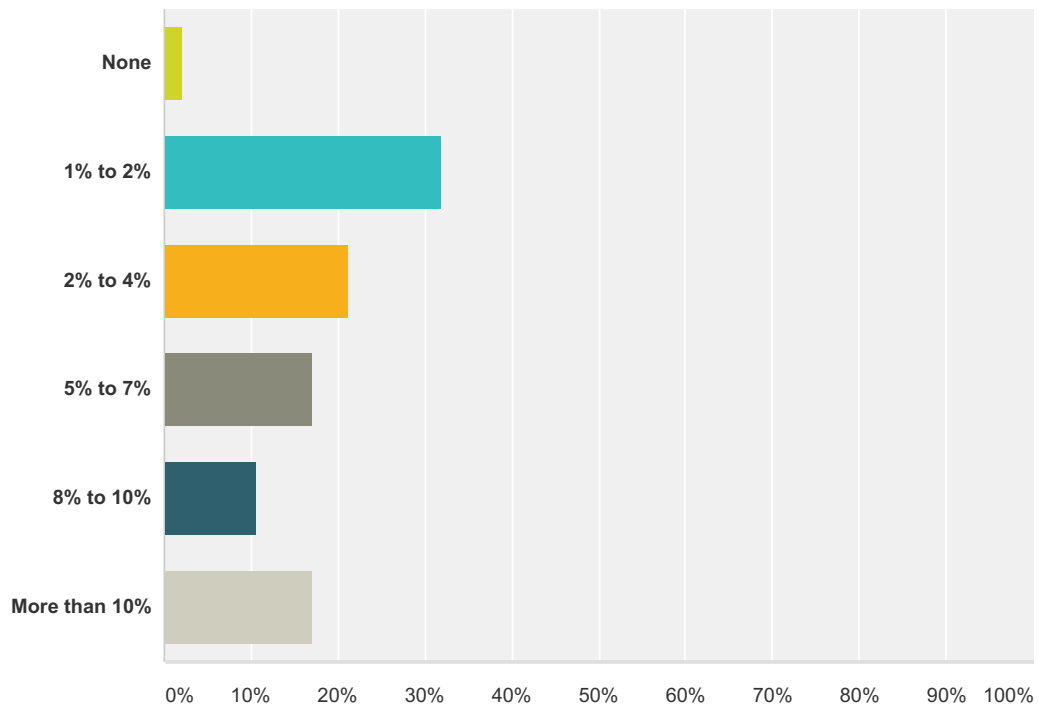
Answered: 47 Skipped: 5



Answer Choices	Responses	Count
Less than 20,000	17.02%	8
20,000 to 25,000	27.66%	13
25,001 to 30,000	21.28%	10
30,001 to 35,000	17.02%	8
35,001 to 40,000	10.64%	5
40,001 to 45,000	0.00%	0
Over 45,000	6.38%	3
Total		47

Q23 What percentage of your rounds are complimentary?

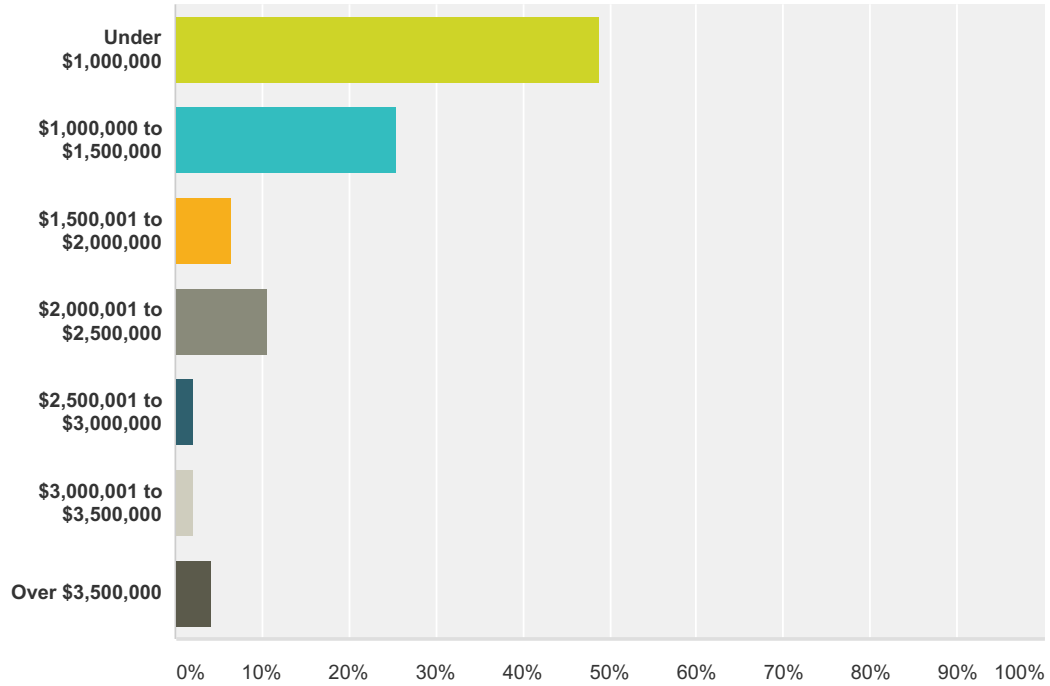
Answered: 47 Skipped: 5



Answer Choices	Responses	
None	2.13%	1
1% to 2%	31.91%	15
2% to 4%	21.28%	10
5% to 7%	17.02%	8
8% to 10%	10.64%	5
More than 10%	17.02%	8
Total		47

Q24 What is the gross revenue, per 18 holes from operation of the golf course from green fees (including season passes and membership fees, if any), carts, merchandise, food and beverage, and other (range, lessons, etc.). Please don't include inter-department transfers for student fees, loans, etc.

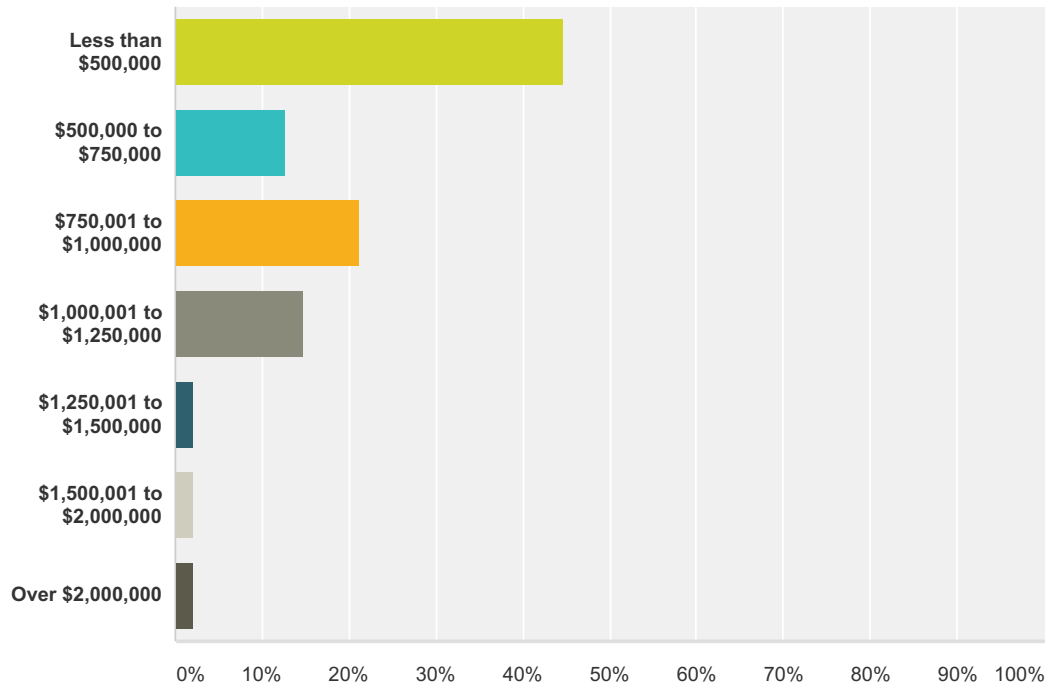
Answered: 47 Skipped: 5



Answer Choices	Responses
Under \$1,000,000	48.94% 23
\$1,000,000 to \$1,500,000	25.53% 12
\$1,500,001 to \$2,000,000	6.38% 3
\$2,000,001 to \$2,500,000	10.64% 5
\$2,500,001 to \$3,000,000	2.13% 1
\$3,000,001 to \$3,500,000	2.13% 1
Over \$3,500,000	4.26% 2
Total	47

Q25 What is the gross revenue from green fees (including season passes and membership fees)?

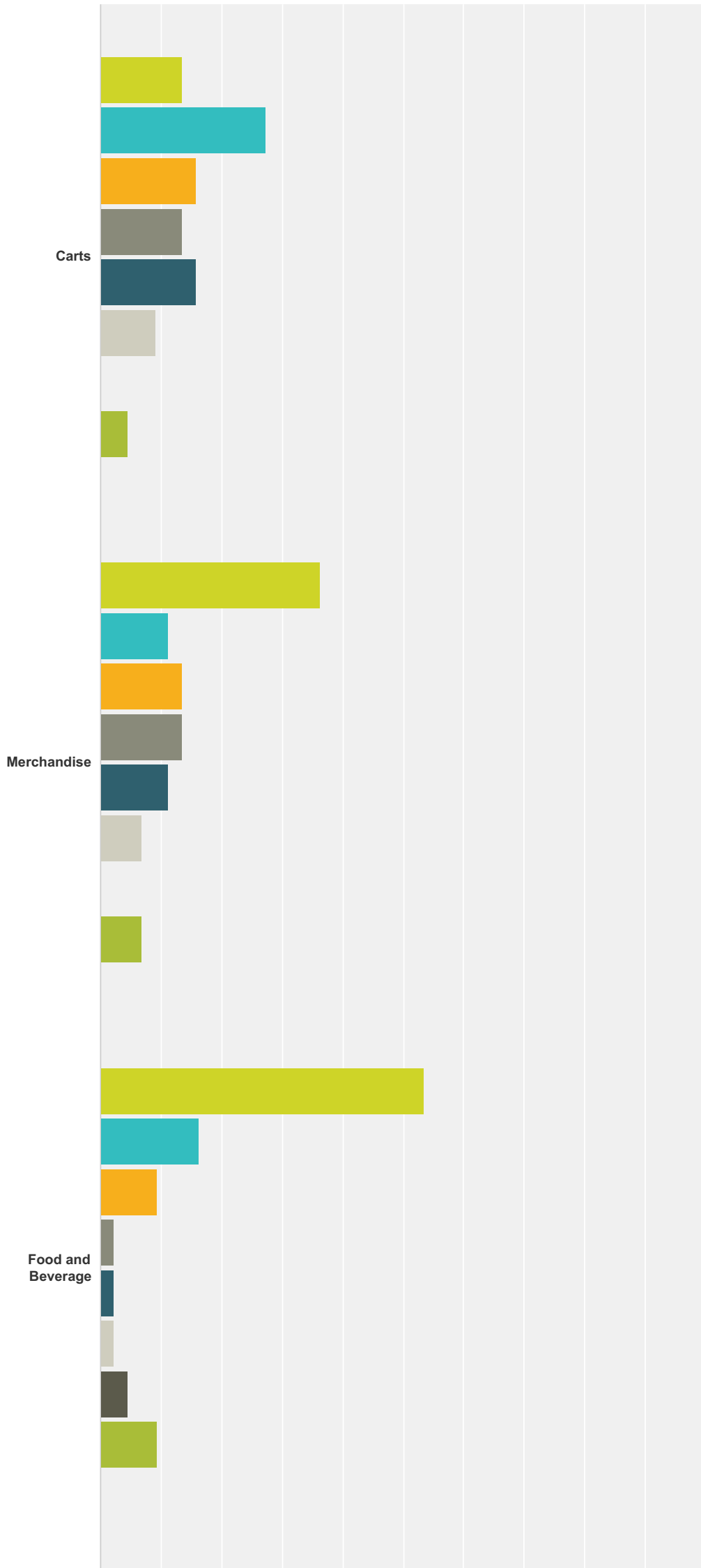
Answered: 47 Skipped: 5



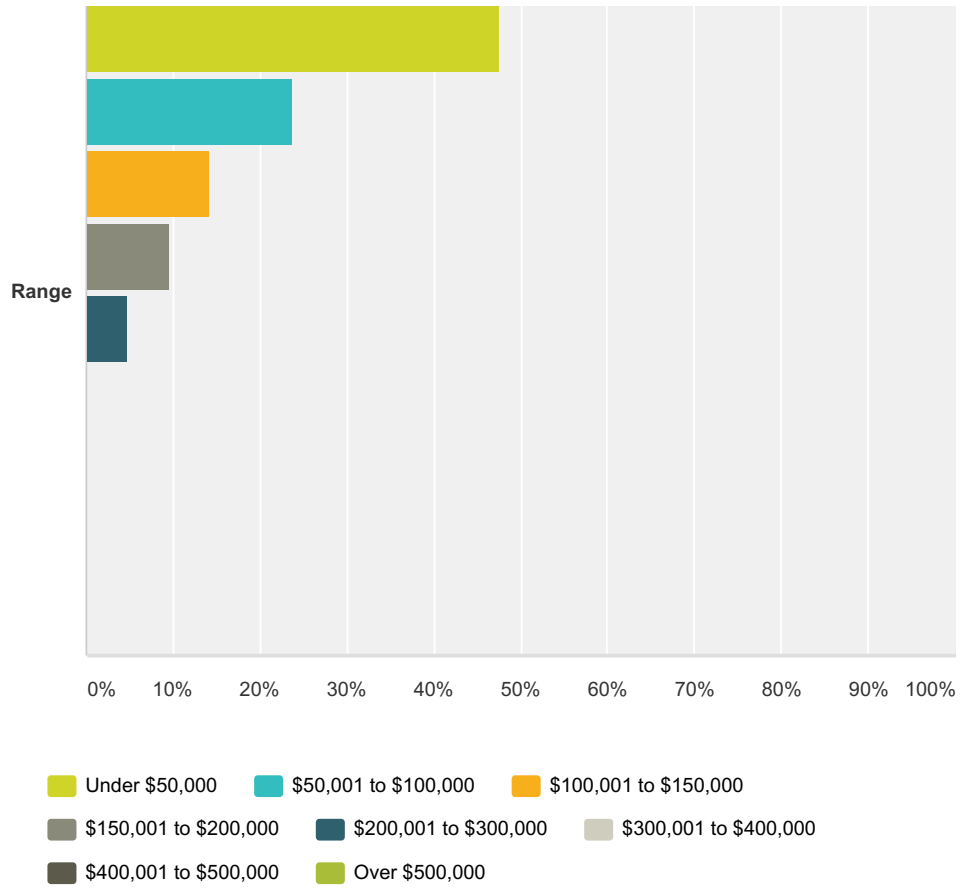
Answer Choices	Responses
Less than \$500,000	44.68% 21
\$500,000 to \$750,000	12.77% 6
\$750,001 to \$1,000,000	21.28% 10
\$1,000,001 to \$1,250,000	14.89% 7
\$1,250,001 to \$1,500,000	2.13% 1
\$1,500,001 to \$2,000,000	2.13% 1
Over \$2,000,000	2.13% 1
Total	47

Q26 What is the revenue earned from the following activities?

Answered: 44 Skipped: 8



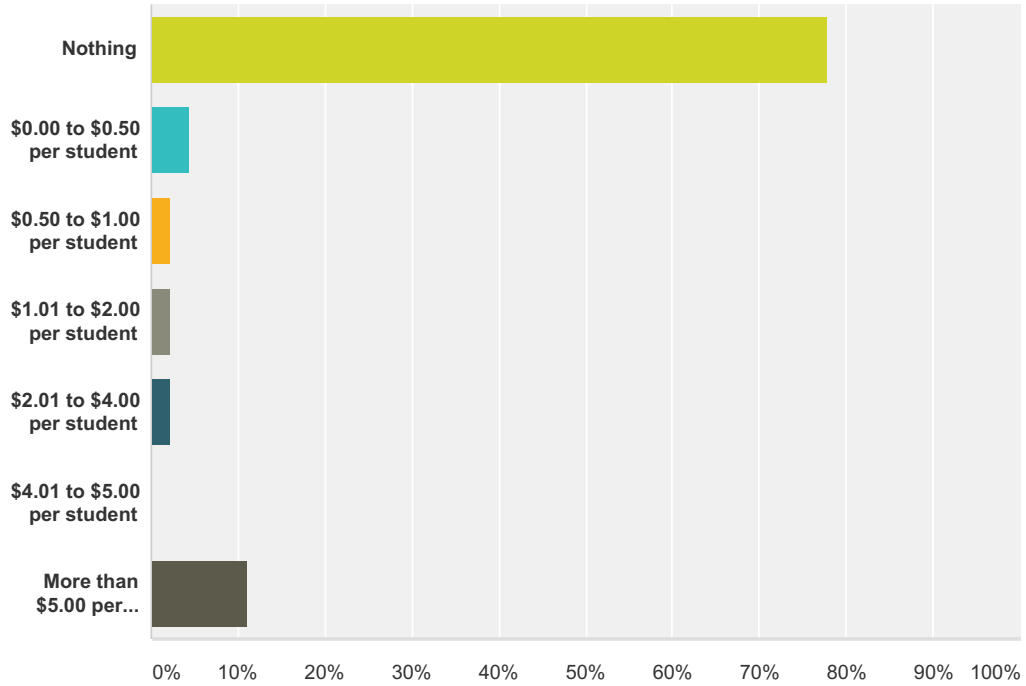
University Affiliated Golf Course



	Under \$50,000	\$50,001 to \$100,000	\$100,001 to \$150,000	\$150,001 to \$200,000	\$200,001 to \$300,000	\$300,001 to \$400,000	\$400,001 to \$500,000	Over \$500,000	Total
Carts	13.64% 6	27.27% 12	15.91% 7	13.64% 6	15.91% 7	9.09% 4	0.00% 0	4.55% 2	44
Merchandise	36.36% 16	11.36% 5	13.64% 6	13.64% 6	11.36% 5	6.82% 3	0.00% 0	6.82% 3	44
Food and Beverage	53.49% 23	16.28% 7	9.30% 4	2.33% 1	2.33% 1	2.33% 1	4.65% 2	9.30% 4	43
Range	47.62% 20	23.81% 10	14.29% 6	9.52% 4	4.76% 2	0.00% 0	0.00% 0	0.00% 0	42

Q27 How much does your golf course receive in financial support/subsidy from student's tuition or recreational services fees? In answering this question, please enter a number representing total financial support received from the University divided by the number of undergraduate students.

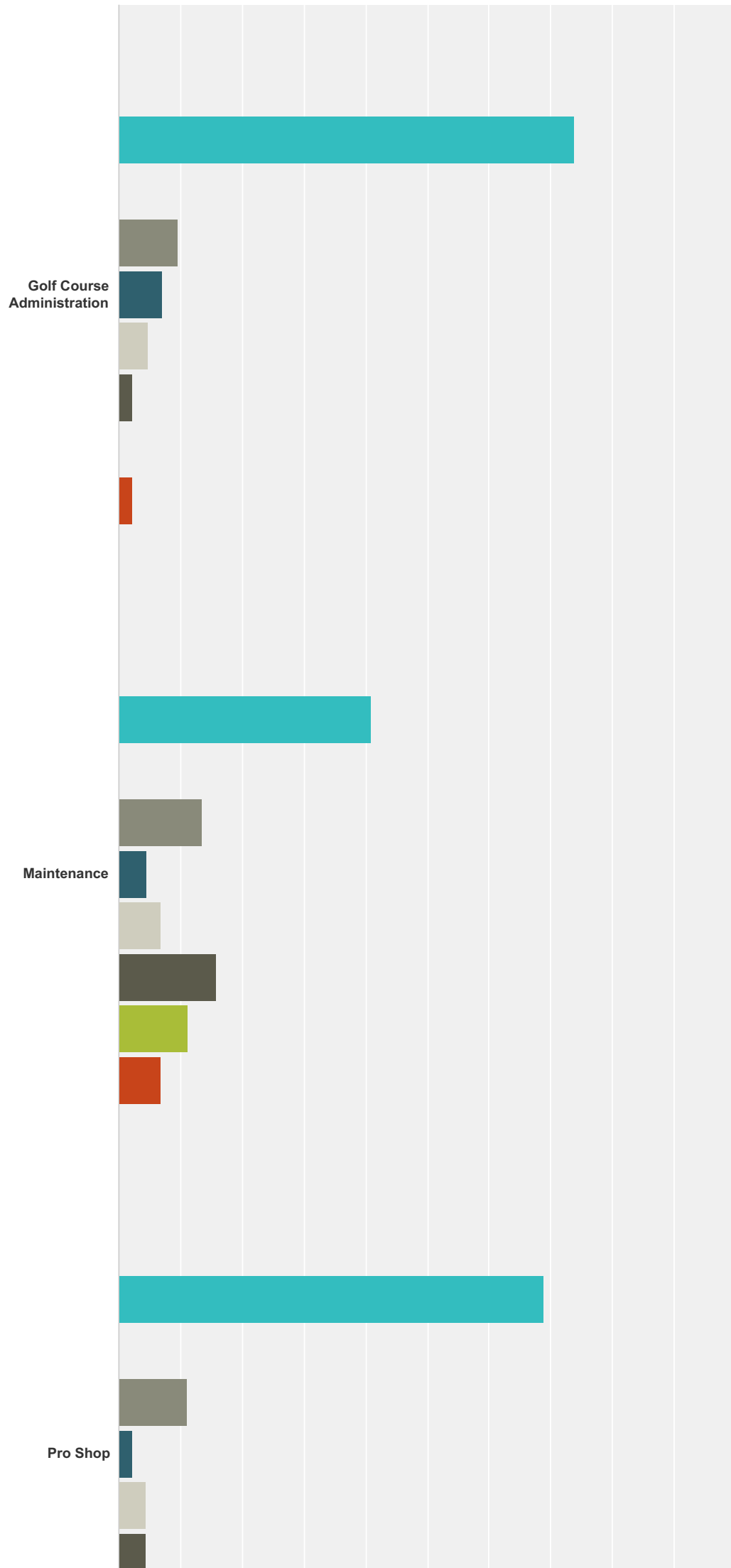
Answered: 45 Skipped: 7



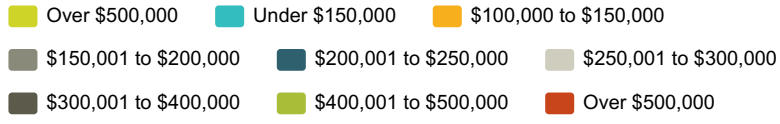
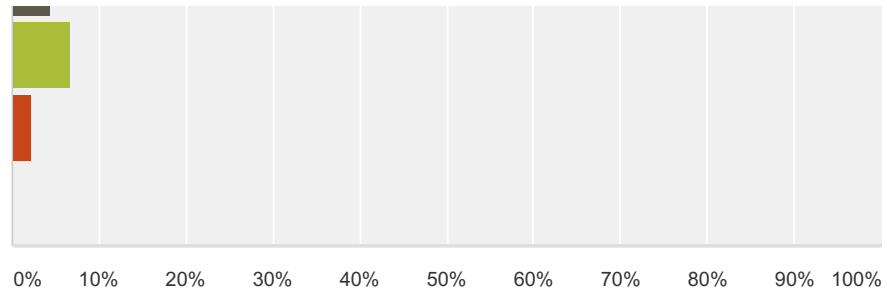
Answer Choices	Responses	Count
Nothing	77.78%	35
\$0.00 to \$0.50 per student	4.44%	2
\$0.50 to \$1.00 per student	2.22%	1
\$1.01 to \$2.00 per student	2.22%	1
\$2.01 to \$4.00 per student	2.22%	1
\$4.01 to \$5.00 per student	0.00%	0
More than \$5.00 per student	11.11%	5
Total		45

Q28 What are your payroll expenses (salary and all fringe benefits) for the following departments

Answered: 46 Skipped: 6



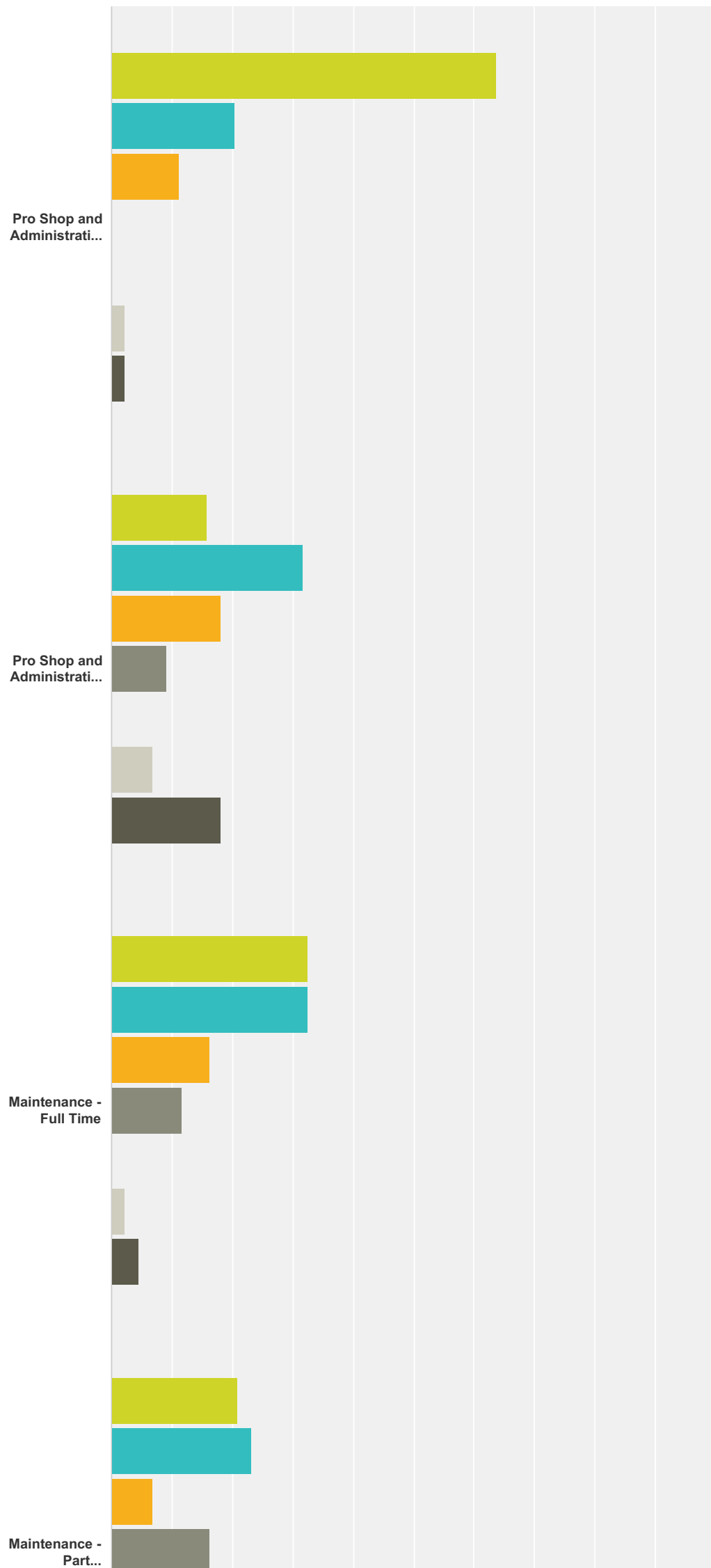
University Affiliated Golf Course



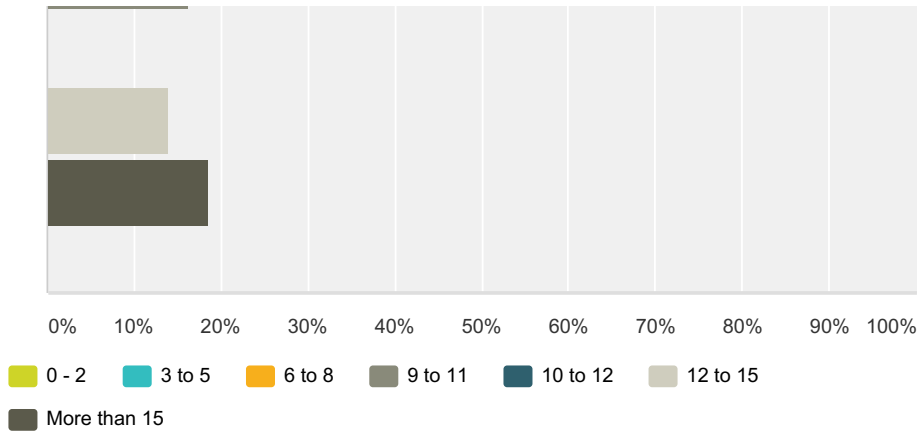
	Over \$500,000	Under \$150,000	\$100,000 to \$150,000	\$150,001 to \$200,000	\$200,001 to \$250,000	\$250,001 to \$300,000	\$300,001 to \$400,000	\$400,001 to \$500,000	Over \$500,000	Total
Golf Course Administration	0.00% 0	73.81% 31	0.00% 0	9.52% 4	7.14% 3	4.76% 2	2.38% 1	0.00% 0	2.38% 1	42
Maintenance	0.00% 0	40.91% 18	0.00% 0	13.64% 6	4.55% 2	6.82% 3	15.91% 7	11.36% 5	6.82% 3	44
Pro Shop	0.00% 0	68.89% 31	0.00% 0	11.11% 5	2.22% 1	4.44% 2	4.44% 2	6.67% 3	2.22% 1	45

Q29 What are the staffing levels at your facility per 18 holes?

Answered: 45 Skipped: 7



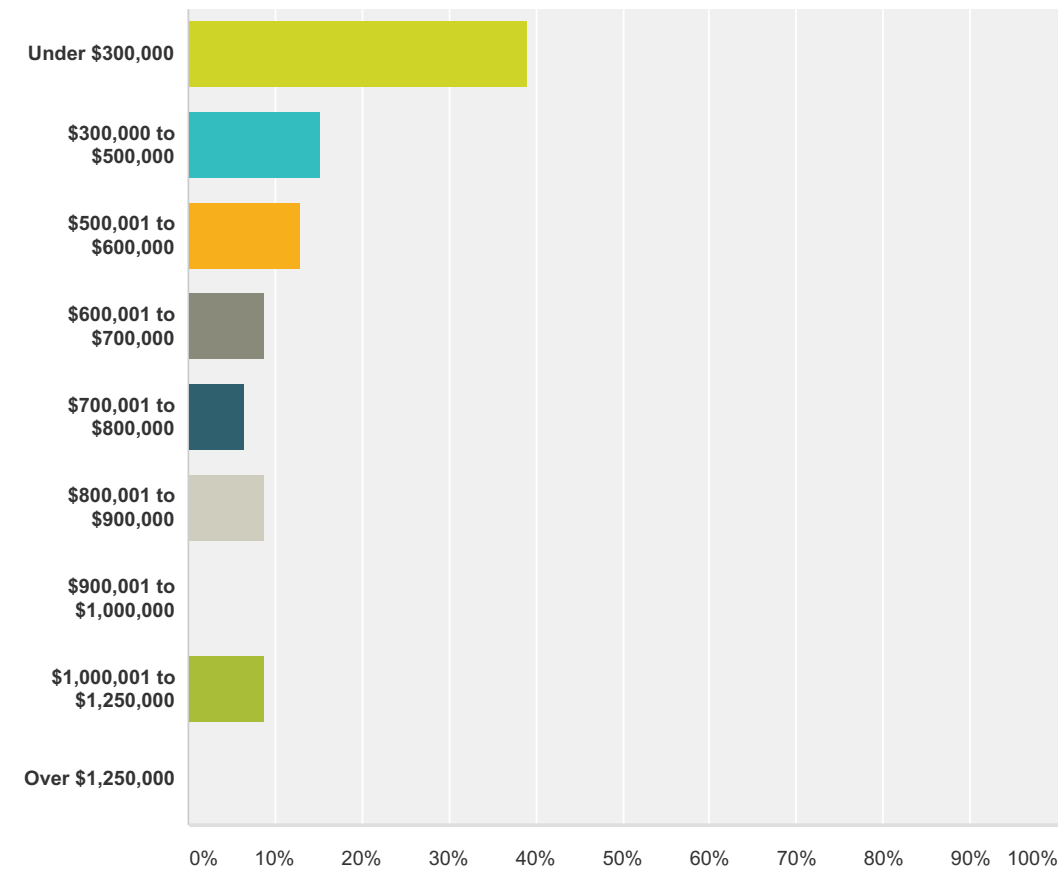
University Affiliated Golf Course



	0 - 2	3 to 5	6 to 8	9 to 11	10 to 12	12 to 15	More than 15	Total
Pro Shop and Administration - Full Time	63.64% 28	20.45% 9	11.36% 5	0.00% 0	0.00% 0	2.27% 1	2.27% 1	44
Pro Shop and Administration - Part Time/Seasonal	15.91% 7	31.82% 14	18.18% 8	9.09% 4	0.00% 0	6.82% 3	18.18% 8	44
Maintenance - Full Time	32.56% 14	32.56% 14	16.28% 7	11.63% 5	0.00% 0	2.33% 1	4.65% 2	43
Maintenance - Part Time/Seasonal	20.93% 9	23.26% 10	6.98% 3	16.28% 7	0.00% 0	13.95% 6	18.60% 8	43

Q30 What is the total maintenance budget per 18 holes?

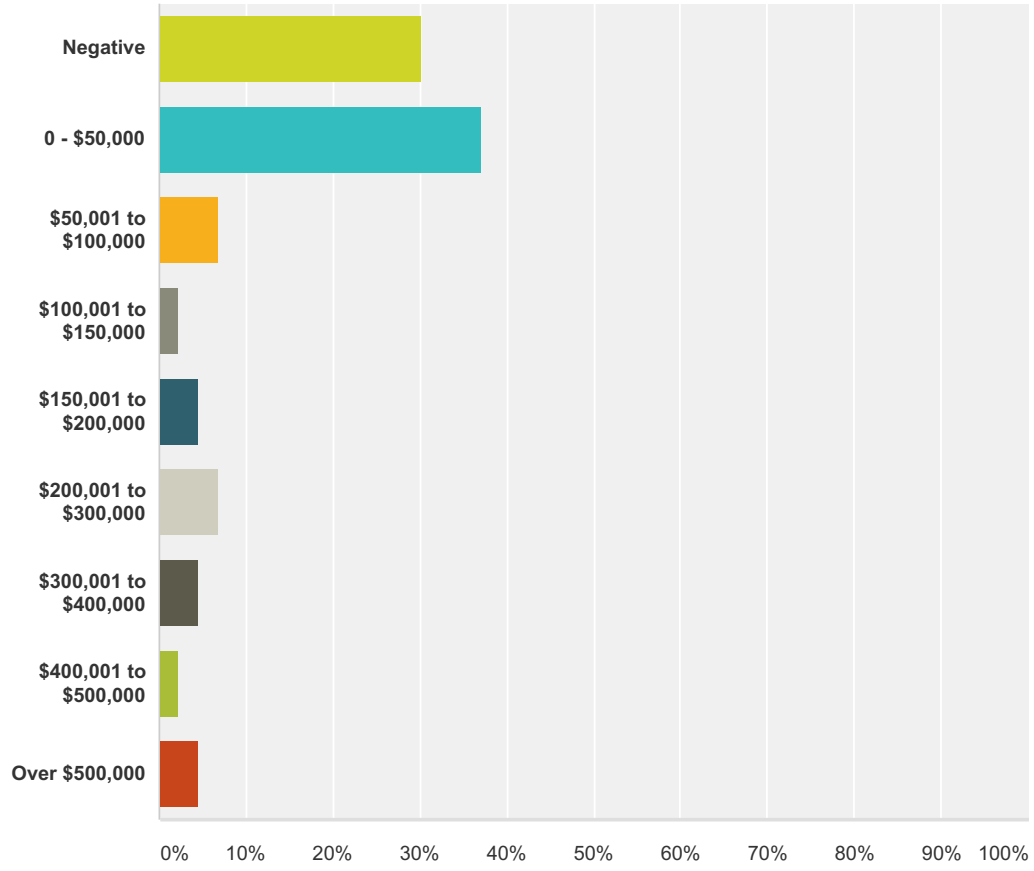
Answered: 46 Skipped: 6



Answer Choices	Responses
Under \$300,000	39.13% 18
\$300,000 to \$500,000	15.22% 7
\$500,001 to \$600,000	13.04% 6
\$600,001 to \$700,000	8.70% 4
\$700,001 to \$800,000	6.52% 3
\$800,001 to \$900,000	8.70% 4
\$900,001 to \$1,000,000	0.00% 0
\$1,000,001 to \$1,250,000	8.70% 4
Over \$1,250,000	0.00% 0
Total	46

Q31 What is the EBITDA (earnings before interest, taxes, depreciation and amortization)?

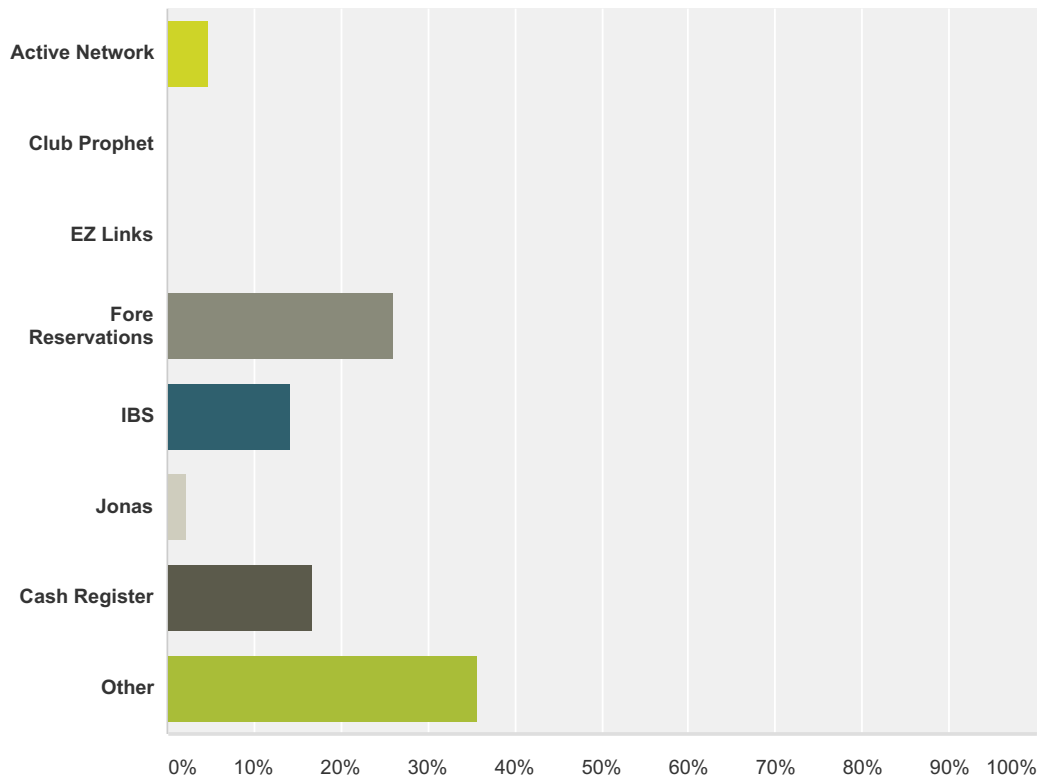
Answered: 43 Skipped: 9



Answer Choices	Responses	
Negative	30.23%	13
0 - \$50,000	37.21%	16
\$50,001 to \$100,000	6.98%	3
\$100,001 to \$150,000	2.33%	1
\$150,001 to \$200,000	4.65%	2
\$200,001 to \$300,000	6.98%	3
\$300,001 to \$400,000	4.65%	2
\$400,001 to \$500,000	2.33%	1
Over \$500,000	4.65%	2
Total		43

Q32 Who is your software vendor

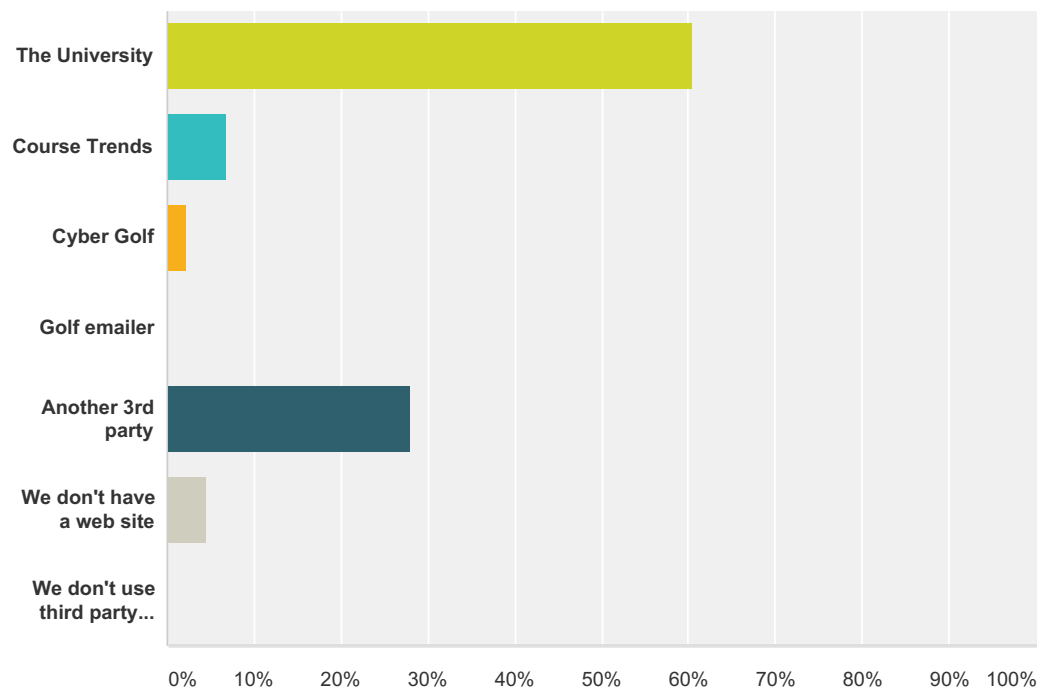
Answered: 42 Skipped: 10



Answer Choices	Responses
Active Network	4.76% 2
Club Prophet	0.00% 0
EZ Links	0.00% 0
Fore Reservations	26.19% 11
IBS	14.29% 6
Jonas	2.38% 1
Cash Register	16.67% 7
Other	35.71% 15
Total	42

Q33 What support provider created your web site and email marketing tools?

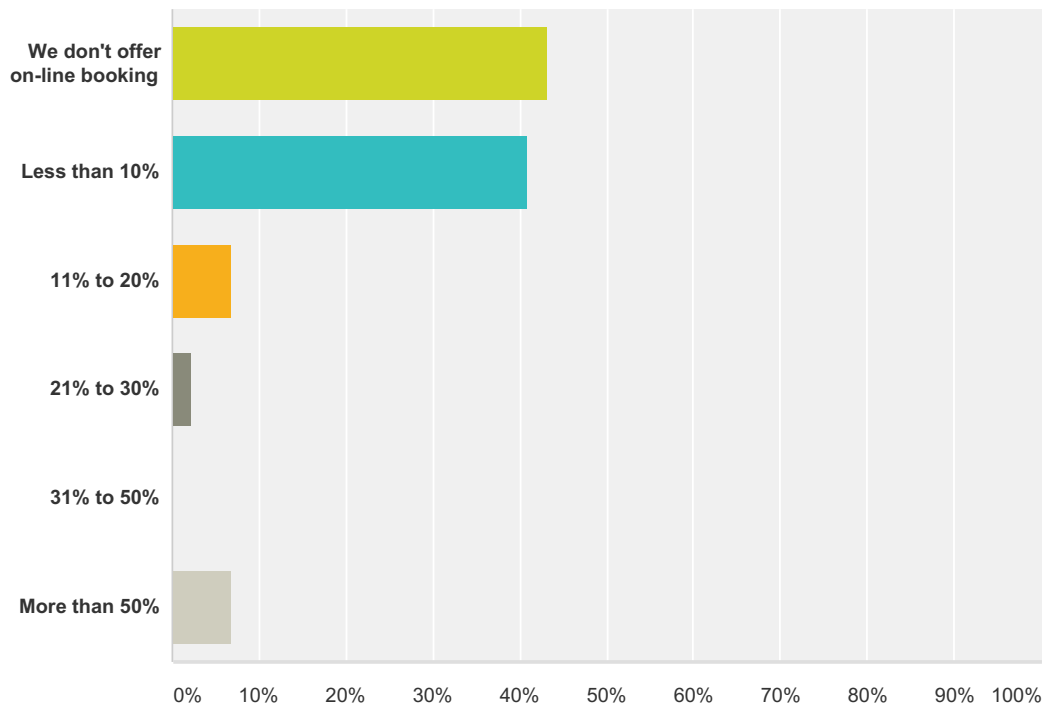
Answered: 43 Skipped: 9



Answer Choices	Responses
The University	60.47% 26
Course Trends	6.98% 3
Cyber Golf	2.33% 1
Golf emailer	0.00% 0
Another 3rd party	27.91% 12
We don't have a web site	4.65% 2
We don't use third party marketing tools	0.00% 0
Total Respondents: 43	

Q34 What percentage of your tee times are booked via the Internet

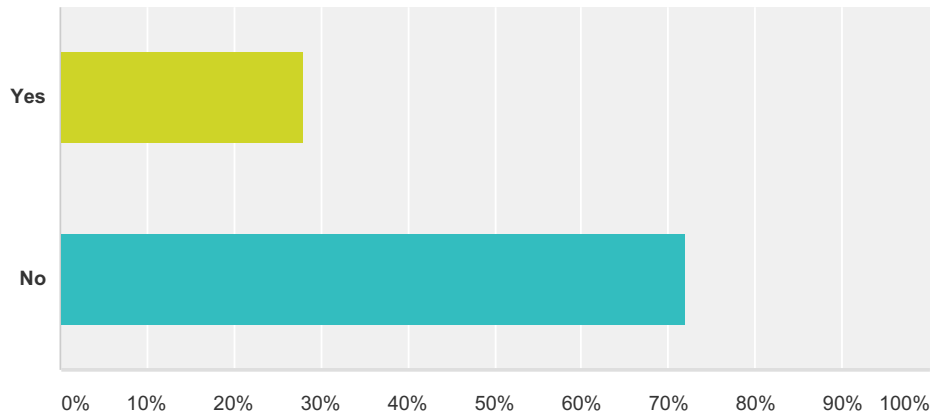
Answered: 44 Skipped: 8



Answer Choices	Responses
We don't offer on-line booking	43.18% 19
Less than 10%	40.91% 18
11% to 20%	6.82% 3
21% to 30%	2.27% 1
31% to 50%	0.00% 0
More than 50%	6.82% 3
Total	44

Q35 Do you participate in any third party marketing (discounting) programs, i.e., golfnow.com, lastminuteteetimes.com, teemaster.com, teetimewatch.com, etc.

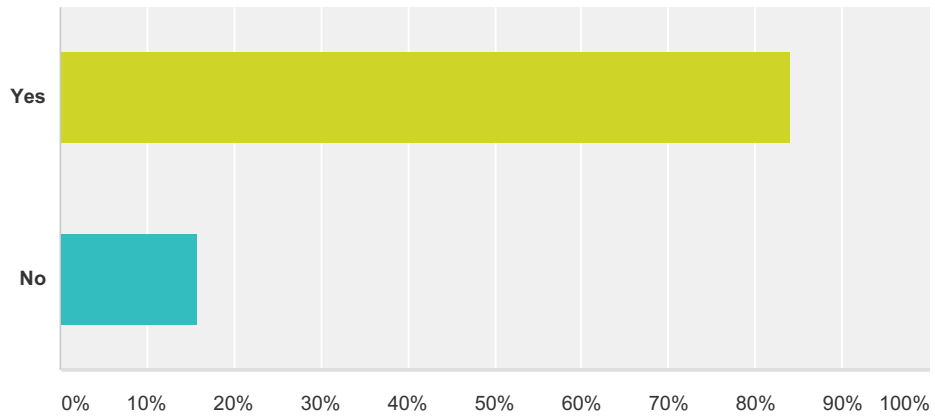
Answered: 43 Skipped: 9



Answer Choices	Responses	
Yes	27.91%	12
No	72.09%	31
Total		43

Q36 Would you like to participate in an annual educational conference regarding the management of golf courses at colleges and universities?

Answered: 44 Skipped: 8



Answer Choices	Responses
Yes	84.09% 37
No	15.91% 7
Total	44

Q37 Do you have any other comments that you would like to submit?

Answered: 12 Skipped: 40

Q38 Please enter your email address to receive on June 15, 2009, a copy of this survey.

Answered: 40 Skipped: 12