

NATIONAL GOLF CENSUS AND INDUSTRY BENCHMARKING 2008

Questionnaire for Golf Clubs and Courses

Introduction

Please complete the following questions based on your club's records, and personal knowledge of the club's members, non-member players and activities. Please return the survey to in the enclosed envelope by January 31st 2009 - or by facsimile or by scanning and email to: Facsimile (03) 9626 5095 or Email survey@golfaustralia.org.au. Please mark all surveys to the attention of Alex McGillivray at Golf Australia

Note that all responses are confidential and the data will be collated and analysed across the industry – no individual club results will be reviewed or analysed.

Name of Person Completing this Form: _____ Position in Club: _____
 Phone: _____
 Name of Golf Club: _____ Golf Link number: _____
 Location of Golf Club: Suburb or Town: _____ State: _____ Postcode: _____
 Club Email Address: _____

S1. How many holes does your club or course have?
 (please tick one box only)

9 Holes	<input type="checkbox"/>
18 Holes	<input type="checkbox"/>
27 Holes	<input type="checkbox"/>
36 Holes	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

S2. Green Type (please tick one box only)

Grass	<input type="checkbox"/>
Sand	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

S3. And what other facilities are attached to your golf club or course (that you own or lease)? (please tick all that apply)

Driving Range (members only)	<input type="checkbox"/>
Driving Range (public)	<input type="checkbox"/>
Practice Putting Green(s)	<input type="checkbox"/>
Chipping and Pitching Green	<input type="checkbox"/>
Bunker Practice Facility	<input type="checkbox"/>
Tennis Courts	<input type="checkbox"/>
Lawn or Synthetic Bowls Greens	<input type="checkbox"/>
Croquet Lawns	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

SECTION 1: COURSE DETAILS

Q1. Which type of golf club or course best describes yours? Please mark a tick (✓) in the appropriate box

Course Type	Definition	Insert (✓) for one only
Social club	Do not own a course, but have access to a course e.g. Club located at a Public or resort course	
Private Course	Play restricted to members & guests only (club may host open day or have some small allowance for public play)	
Semi Private Course	Member based club however public access is possible at most times of the week	
Public Course	Owned by a local government council, which is open to the public	
Resort Course	Privately owned, open to the public, in a resort environment. It includes additional facilities such as accommodation, tennis etc, which may have an affiliated club attached	

Q2. a. In what year was your club formed?
 (Please write in space provided) _____

b. And, in what year did you course open for play in this location? (Please write in space provided) _____

SECTION 2: GENERAL MEMBER AND NON-MEMBER PARTICIPATION DETAILS

Q3a. How many **total members** does your club have on its register for 2008 (this includes all categories)? **(Please write in space provided)** _____

Q3b. And how many **playing members** does your club have on its register for 2008 (this includes all categories)? **(Please write in space provided)** _____

Q4. In terms of **total member numbers**, what percentage of capacity does your club currently have (insert percentage)? **(Please write in space provided)** _____ %

Q5. Please provide the following details on your club's 2007/2008 playing members and non-members. **Please mark the number of players across age and gender in each case, as indicated. Please use your records or knowledge of members to allocate to the respective age groups.**

		Junior players	Youth Players	Open and senior players						Total
		12 years and under	13-18 years	18-24 years	25-34 years	35-44 years	45-54 years	55-64 years	65+ years	All age groups
How many playing members are in your club in each age group in 2008?	Males:									
	Females:									
Approximately, how many playing members are Aboriginals or Torres Strait Islanders ?	Males:									
	Females:									
Approximately, how many playing members are players with a physical or intellectual disability ?	Males:									
	Females:									

Q6a. Does your club currently have a waiting list for new membership? Yes _____
 No _____
(please tick one box only)

Q6b. If YES, how many **males and females** are currently on the waiting list? _____
(Please write in space provided) Males _____
 Females _____

Q6c. What is the expected waiting time for a new **female member** to be admitted into your club? _____
(Please write in space provided) Years _____
 Months _____

Q6d. What is the expected waiting time for a new **male member** to be admitted into your club? _____
(Please write in space provided) Years _____
 Months _____

Q6e. What is the average length of time until **full membership** status is reached at your club? _____
(Please write in space provided) Years _____
 Months _____

Q6f. For those **on the wait list**, is there a fee payable – and if so what fee is payable per year or once off? **(please tick one box only – or write in space provided)** _____
 No Fee Payable
 (\$ Amount) One off Fee
 (\$ Amount) Annual Fee

Q6g. Which of the following membership categories do members move into on initially joining your club or course?
(please tick as many boxes that apply)

Full membership (7 day)	<input type="checkbox"/>
Six day membership	<input type="checkbox"/>
Five day membership	<input type="checkbox"/>
Weekday access only	<input type="checkbox"/>
Weekend access only	<input type="checkbox"/>
Clubhouse access only	<input type="checkbox"/>
Competition tee sheet restrictions	<input type="checkbox"/>
Guest restrictions	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

Q6h. This question relates to retention of members.

(i) How many members in total resigned from your club last year? _____ Total Members Resigned

(ii) And, how many members in total did you admit into your club in the last year? _____ Total Members Admitted

Q7. The following questions focus on the number of rounds and other participation aspects at your club or course. **Please write your answers in the column corresponding to the question**

Participation	Please write in Number
(i) In total how many rounds of golf were played at your course in the past year ? (Note that this includes member, non-member, corporate, social, trade, 9 hole or any other short format etc). If you do not keep accurate figures, please estimate.	
(ii) How many desired rounds could your course accommodate in a year i.e. what is its realistic capacity in the total no of rounds?	
(iii) How many of these rounds of golf were played by non-members in the past year?	
(iv) How many rounds of golf were involved in Corporate Days at the club in the past year?	
(v) How many participants were involved in golf clinics during the past year run by your course/club?	
(vi) How many students were involved in school programs conducted at your club/course in the past year? E.g. Go Go golf etc.	
(vii) And, how many juniors under 18 years of age participated in any other structured junior development program at your club/course? (Please exclude participants included in answers above)	

SECTION 3: OTHER PARTICIPATION DETAILS

Q8. Please write your answer in the column corresponding to the following additional questions relating to participation programs...

Activity	Approximate Number of...	
	People	Rounds
(i) How many school participants played golf at your club or course, outside an organised program, in the past year?		
(ii) Approximately, how many of these school participants were Aboriginals or Torres Strait Islanders ?		
(iii) Approximately, how many of these school participants were of non-English speaking origin ? (i.e. they, or their parents, were born in a country where English is not the primary language)		
(iv) How many participants played with a physical or intellectual disability played at your club or course in the past year?		
(v) Approximately, how many tourists/visitors - outside of your local area (say more than 50kms outside of your areas) played at the club during the past year?		

NOTE: This information is not intended to be intrusive. It is needed to assist in further developing a range of programs and innovations which will make Australian Golf more accessible to people of culturally and linguistically diverse origin. "Origin" means that the person or their parents were born in a non-English speaking country.

SECTION 4: STAFF VOLUNTEERS AND COMMITTEE MEMBERS

Q9. How many staff, committee, professionals and other support positions are currently **WORKING WITHIN** your golf club or course?
Please mark the number of people for each position in your club, and whether the positions are voluntary or paid.

Staff, Committee, Volunteers and Support Positions	Number of Voluntary Males	Number of Voluntary Females	Number of Paid Positions – Males			Number of paid Positions – Females		
			F/T	P/T	Casual	F/T	P/T	Casual
President								
Vice-President								
Captain								
Vice-Captain								
Secretary								
Treasurer								
Other Committee Members								
CEO/General Manager/Secretary Manager								
PGA qualified CEO/General Manager/Secretary Manager								
Golf Coaches – PGA Accredited								
Golf Coaches – Other professional (e.g. ALPG)								
Golf Coaches – Accredited Amateur (NCAS)								
Golf Coaches – Volunteer								
Administrators								
Course maintenance staff (including course/green keepers, horticulturalists, trades people and equipment operators, etc)								
Clubhouse Bar and/or Kitchen and/or House Staff and Support								
Pro Shop (not included above)								
Other Support Positions								

Note: F/T = full time, P/T = Part Time

Q10a. Is your Club's course open for play throughout the full 12 months of the year? **(please tick one box only)**

Yes

No

Q10b. How many days was the course unavailable for play **in total** in the past 12 months? **(Please write in space provided – note this includes normal and abnormal closed periods)**

_____ Days

Q10c. And what were the main reasons your course or club was closed over the past 12 months? **(please tick as many boxes that apply)**

Climatic conditions

Course too wet

Course maintenance

Course construction

Major event

Heat

Drought/lack of water

Closed summer every year

Closed winter every year

Other (please specify) _____

SECTION 5: MEMBERSHIP CATEGORIES, VISITORS AND FEES

Q11a. Which of the following memberships and fee categories apply at your club?
 Q11b. What is the joining fee for each category
 Q11c. What are the current amounts paid by golfers to access these memberships?
 Q11d. What is the percentage of increase (or decrease) in fees for the past 12 months? **(Please complete each question using the columns below)**

	Q11a. Applies (✓)	11b. Joining Fee (\$) (inc GST)	Q11c. Amount (\$) (inc GST)	Q11d. % increase or decrease in past year
- Joining Fee				
- Annual Full Membership (7 Day)				
- 6 Day Membership				
- 5 Day Membership				
- Junior Member				
- Seniors Member (Age based)				
- Social Member				
- Female/Woman Member				
- Associate Member				
- Family Member				
- Life Member				
- Non Playing Member				
- 9 Hole (or Short Term) Member				
- Pay for Play style membership fee (Base plus fee per round or limited number of rounds included e.g. 5 rounds)				

Q11e. Which of the following compulsory levies are included or in addition to full membership subscriptions? (Please answer this question the same as you did in Q11a-d above)	Applies (✓)		Amount (\$) (inc GST)	% increase or decrease in past year
- Food and beverage levy				
- Locker levy				
- Golf lessons				
- Guest player passes				
- Water Levy				
- Tree Replacement Levy				
- Competition Fees (Paid Annually)				
- Competition Fees (Paid when playing)				
- Any other categories or fees (Please specify and write answers in the space provided)				

Q12a. Which of the following payment options are available for your full members (other than annual lump sum)?
(please tick as many boxes that apply)

- Monthly payments
- Quarterly payments
- Six monthly payments
- Other (please specify)
- None of these

Q12b. Do you outsource any of your club's administration services, fee or debt collection? (please tick as many boxes that apply)	Yes, we outsource administration services	<input type="checkbox"/>
	Yes, we outsource fee collection services	<input type="checkbox"/>
	Yes, we outsource debt collection services	<input type="checkbox"/>
	No, we do not outsource any of these services	<input type="checkbox"/>
	Other (please specify)	<input type="checkbox"/>

Q13. Does your club or course allow non-member introduced visitors?	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q14. The following table should be filled in to help us understand the various green fees charged at private clubs – please place a tick beside those fees that are applicable and write the relevant amount and increase in the relevant columns below.	Applies (✓)	Amount (\$) (inc GST)	% increase or decrease in past year
Private and Semi Private Courses (ONLY)			
Member introduced green fee (18 holes)			
Member introduced green fee (9 holes or part round)			
Public green fee (18 holes)			
Public green fee (9 holes or part round)			
Corporate Green Fee			
Manager Introduced Overseas			
Manager Introduced Interstate			

Q15. Which of the following competition play does your club or course allow for visitors or green fee players? (Please tick the relevant column on the RHS)	Insert (✓) for all relevant competition play
(i) Member introduced guests can play in competitions if they have a GA or overseas handicap	
(ii) Non member local guests can play in competitions if they have a GA or overseas handicap	
(iii) Non member non-local guests can play in competitions if they have a GA or overseas handicap	
(iv) Reciprocal members can play in competitions if they have a GA or overseas handicap	
(v) Other Restrictions (Please specify)	

Q16. How many reciprocal clubs is your club or course affiliated with - within your state or elsewhere? (Please write a number in the relevant boxes)	No. of reciprocals
Within your state's Metropolitan Area	
Within your state's regional or country areas	
Interstate	
Overseas	

Q17. What benefits are offered to your members by the clubs you have reciprocal rights with? Please tick all boxes that apply	Not at all	Sometimes	Usually	Always
Free, full course access				
Discounted green fees access				
Membership transferability				
Other (please specify)				

Q18a. Please rate your level of concern, at your club, over the following current issues that may or may not be affecting the industry or your club.
(Please tick one answer in each box per issue)

	Rating of importance				
	No concern at all	Somewhat concerned	Concerned	Very concerned	Extremely concerned
Operational Issues					
Rising maintenance costs					
Corporate governance requirements					
Cost of labour					
Business Environment Issues					
General Club Insurance costs/availability					
Player Public Liability costs/availability					
Federal Taxes/rates					
State Taxes/rates					
State Legislation that adds additional labour on-costs					
Fuel/petrol prices					
Impact of property values on club costs					
OH&S / Chemical handling etc					
Encroaching residential development pressure					
Environmental Issues					
Water costs					
Access to Water/ water supply					
General environmental issues					
Member/Player Issues					
Slow play					
Attraction of juniors					
Attraction of females					
Attraction of male members					
Retaining existing members					
Attraction of fee players, e.g. daily, corporate days, social groups.					
Ageing membership					
Clubhouse patronage					

Q18b. Are there any other issues that need to be considered by the industry? (Please specify)

SECTION 6: OTHER CLUB OR COURSE ACTIVITIES

Q19a. How many service club (e.g. Rotary, Lions etc) or charity days were held at your club in the last year? (Please write in space provided) _____

Q19b. How much money was raised for registered charity organisations at your club/course in the last financial year? Please include estimated funds raised for charity by all organisations' golf days at your facility. (Please write in space provided) \$ _____

Q20a. Does your club have a Pro Shop? **(please tick one box only)**

Yes

No

Q20b. If YES, who operates the Pro Shop? **(please tick one box only)**

The Club

Sub-contracted to a club professional

Sub-contracted to a third party

Q21. Does your club have a liquor licence? **(please tick one box only)**

Yes

No

Q22a. Which of the following best describes the food services available at your club? **(please tick one box only)**

Full meal service at most times of the day

Light meal/snacks at specific times of the day

No food service at all

Q22b. Who operates your food and beverage facilities? **(please tick one box only)**

The club

Leased to a third party (contract caterer or person)

Q23. Which of the following facilities or services does your club offer? **(please tick as many boxes that apply)**

A website (with member results and other club information)

Credit card facilities

EFTPOS facilities

Direct Debit facilities

Online tee time bookings

Email newsletters for members

Other (please specify)

Q24. What type of internet connection is available at your club? Please tick the box(s) that apply to your club or course.

Type of connection	Definition	Available at club (✓)	Available at club official's home (✓)
Dial up	Analogue connection (up to 56k speed) using a modem connected to a computer		
DSL "always on connection" ADSL/ISDN/Broadband	A connection usually a separate wire to the normal phone lines, which is always connected to the internet. ADSL is the most common form.		
Wireless	Wireless broadband is the newest internet connection, and enables connection using radio frequency bands rather than telephone line.		
None	My club is unable to connect to the Internet at the club or officials home -please indicate or none at all		

SECTION 7: CLUB/COURSE DEVELOPMENT

The following section intends to review some of the broader strategic directions that the industry, clubs and courses are investigating.

Q25a.	Is your club or course extending/planning to extend the number of golf holes over the next 5 years? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q25b.	Is your club or course considering reducing the number of holes? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q25c.	If yes to either Q25a. Or Q25b. - How many holes? (Please write in space provided)	_____	holes
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Q26a.	Does your club have a Club House? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q26b.	Has your club recently built a new club house (say since 2004)? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q26c.	Is your club considering building a new club house – or conducting a major refurbishment over the next 5 years? (please tick one box only)	Considering building a new clubhouse _____	<input type="checkbox"/>
		Conducting a major refurbishment _____	<input type="checkbox"/>
		None of these _____	<input type="checkbox"/>

Q27a.	Is your club considering moving its location? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q27b.	If yes, in how many years do you anticipate moving? (Please write in space provided)	_____	years
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Q28.	Is your club considering developing land for residential or commercial purposes? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q29a.	Does your club have a strategic plan? (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

Q29b.	Is your strategic plan available to your members (please tick one box only)	Yes _____	<input type="checkbox"/>
		No _____	<input type="checkbox"/>

SECTION 8: PAY FOR PLAY VENUES ONLY

Section 8 (Q30-32b) is For Public, Resort and Semi-Private Courses only – ALL others go to Q33a.

Q30a. How much are **weekend green fees** for 18 holes? **(Please write in space provided)** \$ _____ (excluding GST)

Q30b. How much are **weekend green fees** for 9 holes? **(Please write in space provided)** \$ _____ (excluding GST)

Q30c. Do **weekend green fees** vary according to time of day/year? **(please tick one box only)**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

Q31a. How much are **weekday green fees** for 18 holes? **(Please write in space provided)** \$ _____ (excluding GST)

Q31b. How much are **weekday green fees** for 9 holes? **(Please write in space provided)** \$ _____ (excluding GST)

Q31c. Do **weekday green fees** vary according to time of day/year? **(please tick one box only)**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

Q32a. Does your course offer any form of membership/frequent play schemes? **(please tick one box only)**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

Q32b. If yes, what is the annual fee? **(Please write in space provided)** \$ _____ (excluding GST)

SECTION 9: GOLF CARTS – FOR ALL COURSES AND CLUBS
FOR ALL CLUBS AND COURSES

Q33a. Are Golf Carts available at your club/course? **(please tick one box only)**

Yes, for all players	<input type="checkbox"/>
Yes, but restricted (e.g. based on medical certificate)	<input type="checkbox"/>
No	<input type="checkbox"/>

Q33b. If yes, what is the hire fee? **(Please write in space provided)**

18 holes	\$ _____ (excluding GST)
9 holes	\$ _____ (excluding GST)

Q33c. How many carts does your club/course have? **(Please write in space provided)** Write in: _____

Q33d. Who has ownership of the carts? **(please tick one box only)**

Club	<input type="checkbox"/>
Professional	<input type="checkbox"/>
Both the Club and the Professional	<input type="checkbox"/>

Q33e. If club controlled, are they owned or leased? **(please tick one box only)**

Owned	<input type="checkbox"/>
Leased	<input type="checkbox"/>

Q33f. Do you allow players or members to utilise their own carts? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q33g. Do cart fees vary over different time periods of the year? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q33h. Do cart fees vary over different time periods of the day? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

SECTION 10: OTHER GOLF ISSUES

Q34a. What is the average length of time required by players to complete a competition round at your club or course? (please tick one box only)	Less than 4 hours	<input type="checkbox"/>
	4 - 4.15 hours	<input type="checkbox"/>
	4.16 – 4.30 hours	<input type="checkbox"/>
	4.31 – 4.45 hours	<input type="checkbox"/>
	4.45+ hours	<input type="checkbox"/>

Q34b. Has the average round time increased, decreased or stayed the same in the last 2 years? (please tick one box only)	The average round length has increased	<input type="checkbox"/>
	The average round length has stayed the same	<input type="checkbox"/>
	The average round length has decreased	<input type="checkbox"/>

Q34c. If increased or decreased, by how much time? (Please write in space provided)	Minutes: _____
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Q35a. Do you host a regular open day? (please tick one box only)	Yes, weekly	<input type="checkbox"/>
	Yes, monthly	<input type="checkbox"/>
	Yes, but less frequently	<input type="checkbox"/>
	No, not at all	<input type="checkbox"/>

Q35b. If yes: What do you charge visitors for the green fee on the open day? (Please write in space provided)	\$ _____ (excluding GST)
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Q36. Do you offer a short format competition e.g. 9 holes? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q37a. Do your members pay a daily competition fee? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q37b. If yes, what is the amount? (Please write in space provided)	18 holes	\$ _____ (excluding GST)
	9 holes	\$ _____ (excluding GST)

Q38a. Do you handicap 9 hole (or less than 18 hole) competitions? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q38b. Do you operate a timesheet? (please tick one box only)	Yes	<input type="checkbox"/>
	No	<input type="checkbox"/>

Q38c. If YES which days? **(please tick as many boxes that apply)**

Monday	<input type="checkbox"/>
Tuesday	<input type="checkbox"/>
Wednesday	<input type="checkbox"/>
Thursday	<input type="checkbox"/>
Friday	<input type="checkbox"/>
Saturday	<input type="checkbox"/>
Sunday	<input type="checkbox"/>

Q39a. What would the approximate percentage split of how your members or players currently book times at your club or course? **(please write in percentage)**

In person	%
Phone	%
Website/Internet	%

Q39b. If website booking is currently **not available** at your club or course, do you plan on developing a new website in the next 2 years? **(please tick one box only)**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

Q40. Which of the following services would your club or course be interested in? (select any that apply) **(please tick as many boxes that apply)**

Online billing for club members that provides direct payment into the club bank account	<input type="checkbox"/>
Club email newsletter facility for members	<input type="checkbox"/>
Assistance with the development of a club website	<input type="checkbox"/>
Assistance with member survey instruments/services	<input type="checkbox"/>
Assistance with strategic planning services	<input type="checkbox"/>

Q41. Does your venue currently have Gaming Machines? **(please tick one box only)**

Yes	<input type="checkbox"/>
No	<input type="checkbox"/>

SECTION 11: OTHER FINANCIAL ISSUES

The responses to the following questions are completely confidential and will be used to provide industry benchmark and analysis. None of the results will be analysed at an individual or club level.

Q42a. Please **circle** the total remuneration applicable for the following key positions (if applicable at your club) **(Note: This is total remuneration package cost, including Super and other benefits, green fees percentage , car etc – that is applicable to your club or course.)**

CEO/Club General Manager/ Secretary Manager	Course Superintendent/Head Green Keeper	Club Professional
Less than \$40,000	Less than \$40,000	Less than \$40,000
\$40,000 - <\$60,000	\$40,000 - <\$60,000	\$40,000 - <\$60,000
\$60,000 - <\$80,000	\$60,000 - <\$80,000	\$60,000 - <\$80,000
\$80,000 - <\$100,000	\$80,000 - \$100,000	\$80,000 - \$100,000
\$100,000 - <\$125,000	\$100,000 - <\$125,000	\$100,000 - <\$125,000
\$125,000 - <\$150,000	\$125,000 - <\$150,000	\$125,000 - <\$150,000
Greater than \$150,000	Greater than \$150,000	Greater than \$150,000

Q42b. In relation to your **club professional** which of the following components make up the **total cost** of their remuneration package **to the club?** **(please tick as many boxes that apply)**

Salary	<input type="checkbox"/>
Retainer	<input type="checkbox"/>
Retail – e.g. A percentage of Pro Shop (retail, ball hire etc)	<input type="checkbox"/>
Retail – e.g. 100 percent of Pro Shop (retail, ball hire etc)	<input type="checkbox"/>
Green fee percentage	<input type="checkbox"/>
Green fees- 100%	<input type="checkbox"/>
Buggies and/or Carts	<input type="checkbox"/>

Lessons _____	<input type="checkbox"/>
Motor Vehicle _____	<input type="checkbox"/>
Other (please specify) _____	<input type="checkbox"/>

Q43. Please complete the following pro-forma revenue and expenditure statement for the last financial year. This data is important to understand the size of the golf industry in Australia. **(Please write in spaces provided)**

Revenue	Amount
Revenue	
Joining fees (see note)	\$
Membership fees (subscriptions)	\$
Competition fees	\$
Green fees	\$
Cart hire fees	\$
Food and beverage gross revenue	\$
Golf Shop Retail (if operated by club)	\$
Net Gaming	\$
Other	\$
Total revenue	\$
Expenditure	
Food & beverage - Cost of Goods	\$
Pro-Shop – Cost of Goods	\$
Ground & course expenses – Gross, excluding wages	\$
House expenses - Gross, excluding wages	\$
Administration - Gross, excluding wages	\$
Total Wages	\$
Insurance	\$
Total Depreciation (all not to be included above)	\$
Statutory Charges (rates & taxes)	\$
Total Expenditure	\$
(Note: This may include other items not included above)	

Q44a. How does your club treat member joining fees in the financial statements? (Please tick one box only)	<u>Included in trading or operating revenues</u> _____ <input type="checkbox"/> <u>Set aside as a capital reserve (i.e. members equity)</u> _____ <input type="checkbox"/>
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Q44b. How does your club treat corporate joining fees in the financial statements? (Please tick one box only)	<u>Included in trading or operating revenues</u> _____ <input type="checkbox"/> <u>Set aside as a capital reserve (i.e. members equity)</u> _____ <input type="checkbox"/> <u>Does not apply</u> _____ <input type="checkbox"/>
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Q44c. From your Last Audited Statements can you please tell us your club or organisations...	
	Amount
Total Current Assets	\$
Total Assets	\$
Total Current Liabilities	\$
Total Liabilities	\$

Q45. What was the nature of any capital expenditure in the past year at your club or organisation?			
	Total Dollars	Clubhouse and other member facilities	Course
Please indicate the total amount and the approximate percentage of expenditure in space provided	\$	%	%

Q46a. Does your club own or lease your course? (Please tick one box only)	Own _____	<input type="checkbox"/>
	Lease _____	<input type="checkbox"/>

Q46b. If owned, what is the most recent assessed value of the course? (valuation or director's estimate) (Please write in space provided)	\$ _____
And what was the date of this assessed value? (Please write in space provided)	Year _____

Q46c. If leased, what is the term of your current lease? (Please write in space provided)	_____ Years
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Q47. What type of legal entity is your club? (please tick one box only)	Company Ltd _____	<input type="checkbox"/>
	Company Limited by guarantee _____	<input type="checkbox"/>
	Incorporated Association _____	<input type="checkbox"/>
	Unincorporated Association _____	<input type="checkbox"/>

Q48a. Is your club part of a larger club? (please tick one box only)	Yes _____	<input type="checkbox"/>
	No _____	<input type="checkbox"/>

Q48b. If yes what type of club? (e.g., RSL) (Please write your answer in below)

Q49. What is the total size of the land on which your club is located? (Please write in space provided)	_____ Hectares or _____ Acres
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Q50. If there are other issues or comments you would like to make about the operations of your club, or the development of golf more broadly, please do so in the space provided.

Thank you very much for your time and assistance.

Contact Alex McGillivray at Golf Australia by phone on 03 9626 5069 if you have any questions about this form or the National Golf Census and Benchmarking process. Please return the form to Golf Australia, in the reply paid envelope provided by January 31st 2009, or by facsimile or email to: **Facsimile (03) 9626 5095 or Email alexm@golfaustralia.org.au**