

Preliminary Business & Financial Questionnaire General & Financial Information

Course Name _____ Owner _____

Form of Ownership _____
(Ex. C Corporation, Limited Liability Co., Partnership, Proprietorship)

Does this company hold all assets, including land? If not, describe ownership structure - all companies/individuals and relationships.

Be sure to include:

A) Who has decision-making authority where personnel and other expenses are incurred?

B) Who makes the decision where equipment is owned? _____

Revenues / Expenses at least one year (Please attach Income/Expense statement, preferably two years)

Are audited statements available? Yes No If Yes, what years? _____

Debt Secured: (RE) Long Term \$ _____ Short Term \$ _____

Secured: Equipment Long Term \$ _____ Short Term \$ _____

Unsecured: Long Term \$ _____ Short Term \$ _____

Annual Capital Expenditures _____

Is property subject to a land lease, right of first refusal, or option to purchase? Yes (circle) No

If yes, please explain _____

Are there any unusual title restrictions or covenants? Yes (circle) No

If yes, please explain _____

Are there any environmental concerns or problems? _____

Date of Environmental Phase I report _____

Has a Phase II Environmental ever been done? _____

Date and type of last survey _____

ALTA Survey? _____

Rounds played per year (18 hole) equivalent 2005 _____ 2006 _____
 2007 _____ 2008 projected _____

Current Greens Fees / player		2006	2007	2006	2007
In season:	Weekday	High	_____ / _____	Low	_____ / _____
	Weekend	High	_____ / _____	Low	_____ / _____
Off season:	Weekday	High	_____ / _____	Low	_____ / _____
	Weekend	High	_____ / _____	Low	_____ / _____

Current Cart Fees/player 2007: \$ _____ 2006: \$ _____

Carts Utilization _____% Range Fees \$ _____

Course Information

Architect _____ Type _____
 (public, semi-private, private)

Location of Golf Course _____ Year Built _____

Nearest Metropolitan Area _____

Yardage from Championship Tees _____
 Par _____ Slope _____ Rating _____

Total acreage of property _____ Turf Area _____

Is course part of a Development? Yes (circle) No
If yes, what is the level of quality and completion of the development? _____

What are the expansion possibilities for the course? _____

Clubhouse Facility Permanent (circle) Temporary
Sq. footage _____ Type _____
(wood, brick, stucco, etc.)
Date Built _____ # of Stories _____

Banquet / Outing Capability _____

Cart Storage Facility Permanent (circle) Temporary
Sq. footage _____ Type _____
(under clubhouse, separate, open w/roof, open)
Date Built _____ Cart Capacity _____

Manufacture of fleet _____

of Carts _____ Owned (circle) Leased
Age of Fleet _____ Electric (circle) Gas

Maintenance Building Permanent (circle one) Temporary None
Sq. footage _____ Type _____
(wood, brick, steel, etc.)
Date Built _____

List any other buildings and use _____

Practice Facilities Range Yes (circle) No
Putting Green Yes (circle) No
Range Tee Capacity _____
Range Tee Surface _____

Carts Paths Yes (circle) No Tee to Green Yes (circle) No
If not Tee to Green, please explain _____

(cart path information)
Material Width _____
Date Completed _____
Circle one: - Asphalt - Concrete - Other

Turf Type

Greens _____
Varieties _____

Tee _____
Varieties _____

Fairway _____
Varieties _____

Rough _____
Varieties _____

Water Source _____

Capacity per month or year _____

If purchased, average annual cost over the past 3 years \$ _____

Water contracts or permits, if not perpetual source Yes (circle) No
If yes, please explain _____

Storm Water Drainage System Yes (circle) No

Please list number of Lakes _____ Creeks _____ Rivers _____

Is any portion of the golf course in a flood plain? Yes (circle) No
If yes, please explain _____

Irrigation System a) Automatic (circle one) Manual None
b) Valve in Head (circle one) Block Valve Quick Coupler

Manufacturer and model of equipment

Heads _____

Satellites _____

Central _____

Describe age, capacity, manufacture and condition of pumps

MARKET INFORMATION

What do you consider your market and why? _____

Number of courses in market with comparable rates Public _____

Private _____

Semi-Private _____

Names and Fees of competitive courses in area PEAK GREEN FEE W/cart Annual Rounds

1. _____ \$ _____

2. _____ \$ _____

3. _____ \$ _____

If memberships are available, describe _____

How many memberships possible? _____

How many are sold today? _____

What is turnover? _____

What are the dues associated with membership?

	2007	2006	2005
Family	\$ _____	\$ _____	\$ _____
Corporate	\$ _____	\$ _____	\$ _____
Single	\$ _____	\$ _____	\$ _____
Junior	\$ _____	\$ _____	\$ _____

What is the initiation deposit?

Family	\$ _____	\$ _____	\$ _____
Corporate	\$ _____	\$ _____	\$ _____
Single	\$ _____	\$ _____	\$ _____
Junior	\$ _____	\$ _____	\$ _____

Are there Assessments? Yes (circle) No
If yes, describe timing, amount and purpose of last 2 assessments _____

Are there minimums? Yes (circle) No
If yes, please explain _____

