



ECONOMIC CONDITIONS: 2009 MID-YEAR UPDATE

Your current fiscal year starts with which month? _____

DUES

1. The actual average dues rate change for the current year (as compared to prior year)?

- Decrease 1-3%
- Decrease 4-6%
- Decrease over 6%
- Remain the same
- Increase 1-3%
- Increase 4-6%
- Increase over 6%

2. The total Dues income for the current year is expected to change over the prior year by?

- Decrease \$1 - \$50,000
- Decrease \$50,000 - \$100,000
- Decrease over \$100,000
- Remain the same
- Increase \$1 - \$50,000
- Increase \$50,001 to \$100,000

Membership

1. The actual number of member resignations for your current year?

- No Resignations
- 1 - 10
- 11 - 20
- 21 - 30
- 31 - 40
- over 40



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2. The actual number of member downgrades for your current year?

- No Downgrades
- 1 - 10
- 11 - 20
- 21 - 30
- over 30

3. Does your club offer a *Leave of Absence* policy?

- No
- Yes

If yes,

- a. Length of absence allowed? _____
- b. What is the fee associated with the policy? _____
- c. How many members went into this category this year? _____
- d. What % of *Leave of Absence* members do you project will return? _____

4. The actual number of new members through 6/30/2009 for your current year?

- No new members
- 1 - 10
- 11 - 20
- 21 - 30
- over 30

5. The expected number of new members from 7/1/2009 to the end of your fiscal year?

- No new members
- 1 - 5
- 5 - 10
- 11 - 15
- 16 - 20
- over 20



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6. Did you change your dues categories to attract new members?

- No
- Yes

If yes, how? _____

INITIATION FEES

1. Did you reduce initiation fees to attract new members?

- No, did not reduce fees
- Yes:
 - Decreased fee by 1 - 25%
 - Decreased fee by 26 - 50%
 - over 50% Decrease

2. Did you adopt a “new member” initiation fee program in current year?

- No, we did not adopt a new member program
- Yes:
 - No Initiation Fee
 - Trial Membership
 - Extended Payment terms
 - Other, Describe _____



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OPERATING REVENUES

Compared to Last Year...

1. The expected number of golf outings for the current year is projected to?
 - Decrease 1 - 10%
 - Decrease 11 - 20%
 - Decrease over 20%
 - Remained the same
 - Increase 1 - 10%
 - Increase over 10%

2. The revenue from golf outings is expected to change due to number of participants and/or reduction of rates?
 - No Decrease expected
 - Decrease 1 - 10%
 - Decrease 11 - 20%
 - Decrease 21 - 30%
 - Increase 0 - 10%
 - Increase 11 - 20%

3. The expected number of parties (member and non-member) for the current year?
 - No Decrease expected
 - Decrease 1 - 10%
 - Decrease 10 - 20%
 - Decrease over 20%
 - Remain the same
 - Increase 1 - 10%
 - Increase over 10%



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4. Expected number of wedding functions for the current year? (vs. last year)
- Decrease 1 - 10%
 - Decrease 10 - 20%
 - Decrease over 20%
 - Remain the same
 - Increase 1 - 10%
 - Increase over 10%
5. The average size (# attending) of wedding functions has?
- Decreased 1 - 10%
 - Decreased 11 - 20%
 - Decreased over 20%
 - Remained the same
 - Increased 1 - 10%
 - Increased over 10%
6. Project the average charge per person at a party/wedding 2009 (vs. 2008?)
- Decrease
 - Remain the same
 - Increase
7. The actual daily food and beverage sales (excluding parties/outings) through 6/30/2009?
- Decreased 1 - 5%
 - Decreased 6-10%
 - Decreased over 10%
 - Remained the same
 - Increased 1 - 5%
 - Increased 6 - 10%
 - Increased over 10%



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8. The actual guest green and cart fees (excluding outings) through 6/30/2009?

- Decreased 1 - 5%
- Decreased 6 - 10%
- Decreased over 10%
- Remained the same
- Increased 1 - 5%
- Increased 6 -10%
- Increased over 10%

9. Project the number of golf guest rounds for 2009 (vs. 2008)?

- Decrease 1 - 5%
- Decrease 6-10%
- Decrease over 10%
- Remain the same
- Increase 1 - 5%
- Increase 5 - 10%
- Increase over 10%

OPERATING EXPENSES

1. Expenses for the current year are expected, on average, to:

- Decrease 1 - 5%
- Decrease 6 - 10%
- Decrease over 10%
- Remain the same
- Increase 1 - 3%
- Increase 4 - 6 %
- Increase over 6%



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2. Payroll, benefits and taxes for the current year are expected, on average, to:

- Decrease 1 - 5%
- Decrease 6 - 10%
- Remain the same
- Increase 1 - 3%
- Increase 4 - 6 %
- Increase over 6%

NET INCOME/CAPITAL

1. Expected Operating Net Income for your current year?

- Loss
- Breakeven
- Profit

2. Expected Cash Flow for your current year?

- Deficit
- Breakeven
- Surplus

3. Expected Capital Expenditures for current year as compared to prior year?

- Decrease 1 - 20%
- Decrease over 20%
- Remain the same
- Increase 1 - 10%
- Increase over 10%

4. Is your Club proceeding with a major capital improvement plan?

- Yes
- No