New publication tracks trends in daily fee, resort management

Golf course managers and operators take heed: A recent publication warrants your attention. "Trends in Resort and Daily Fee Golf, 1992 Edition" is a statistical review incorporating operating and financial data on approximately 100 daily fee, resort and semi-private golf courses throughout the United States. The data used in this edition was compiled from the year ending Dec. 31, 1991.

This publication is designed as a reference and management/operational aid for golf course operators and others in the golf industry. It shows results in the following categories: revenue per round, average income and expenses, golf course maintenance expenses, maintenance costs per hole, and average expense variations 1991 vs. 1990. The results are reported by region and by type of course: resort, daily fee, semi-private.

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According to Mike Hughes, executive director of the NGCOA: "It details the actual financial results of a large number of daily fee operations. Now for the first time a golf course operator can compare their operations with others, both on a national and regional basis."

This report, especially when used with the NGCOA's Uniform System of Accounting for Daily Fee and Resort Golf Courses, allows the direct comparison of financial information between operations. The Uniform System encourages the uniform categorization of revenues and expenses, plus the uniform presentation of financial statements to maximize the management information available to the operator. Most large and many smaller operators have already adopted the system.

The report sells for $50 to members of the NGCOA, $75 to non-members. To order either, call 1-800-933-4262.

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