2005 TWIN CITY GOLF COURSE SURVEY

These budget figures were generated from 10 private metropolitan golf courses. While they are not reflective of all the courses throughout the state, the numbers can be used to justify your needs and or improve your bargaining power.

Thank you to Ben Just at Midland Hills for generating the survey.

<table>
<thead>
<tr>
<th>BUDGET/STAFF SIZE</th>
<th>Club A</th>
<th>Club B</th>
<th>Club C</th>
<th>Club D</th>
<th>Club E</th>
<th>Club F</th>
<th>Club G</th>
<th>Club H</th>
<th>Club I</th>
<th>Club J</th>
<th>Club K</th>
<th>Club L</th>
<th>Club M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Budget ($)</td>
<td>786k</td>
<td>825k</td>
<td>630k</td>
<td>739k</td>
<td>913k</td>
<td>850k</td>
<td>720k</td>
<td>900k</td>
<td>800k</td>
<td>800k</td>
<td>784k</td>
<td>803k</td>
<td>730k</td>
</tr>
<tr>
<td>Quantity of Full Time Staff</td>
<td>5</td>
<td>4</td>
<td>4</td>
<td>8</td>
<td>7</td>
<td>6</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>Quantity of Seasonal Staff</td>
<td>25</td>
<td>24</td>
<td>23</td>
<td>25</td>
<td>20</td>
<td>25</td>
<td>22</td>
<td>25</td>
<td>12</td>
<td>15</td>
<td>16</td>
<td>16</td>
<td>14</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>GOLF COURSE ACREAGE</th>
<th>Greens</th>
<th>Tees (not including range tees)</th>
<th>Fairways</th>
<th>Rough</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.8A</td>
<td>3.1A</td>
<td>28A</td>
<td>50A</td>
</tr>
<tr>
<td></td>
<td>3A</td>
<td>2A</td>
<td>28A</td>
<td>75A</td>
</tr>
<tr>
<td></td>
<td>2.7A</td>
<td>1.5A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3A</td>
<td>2A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3.1A</td>
<td>2.5A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3A</td>
<td>2.3A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3.2A</td>
<td>2.5A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3A</td>
<td>2.3A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3.5A</td>
<td>2.2A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3.8A</td>
<td>2.1A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>2.0A</td>
<td>2.1A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>2.8A</td>
<td>2.1A</td>
<td>28A</td>
<td>60A</td>
</tr>
<tr>
<td></td>
<td>3.7A</td>
<td>2.0A</td>
<td>28A</td>
<td>60A</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EQUIPMENT</th>
<th>Manufacturer</th>
<th>Toro</th>
<th>Toro/JD</th>
<th>Jac</th>
<th>Toro</th>
<th>Toro</th>
<th>Toro</th>
<th>Toro/Jac</th>
<th>Mixed</th>
<th>Jac</th>
<th>Toro</th>
<th>Toro</th>
<th>Toro</th>
<th>Toro</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total inventory ($)</td>
<td>786k</td>
<td>900k</td>
<td>?</td>
<td>1M</td>
<td>1.1M</td>
<td>1.1M</td>
<td>1M</td>
<td>1M</td>
<td>200k</td>
<td>?</td>
<td>?</td>
<td>1.6M</td>
<td>?</td>
<td>1M</td>
</tr>
<tr>
<td>Purchasing Equipment Budget ($)</td>
<td>50,000</td>
<td>300k</td>
<td>104</td>
<td>65k</td>
<td>120k</td>
<td>?</td>
<td>175k</td>
<td>60-80k</td>
<td>50k</td>
<td>60k</td>
<td>100k</td>
<td>150k</td>
<td>130k</td>
<td>37k</td>
</tr>
<tr>
<td>Equipment Repair Budget ($)</td>
<td>27k</td>
<td>30k</td>
<td>23k</td>
<td>24k</td>
<td>20k</td>
<td>35k</td>
<td>44k</td>
<td>30k</td>
<td>20k</td>
<td>29k</td>
<td>18k</td>
<td>25k</td>
<td>32k</td>
<td></td>
</tr>
<tr>
<td>Lease?</td>
<td>carts</td>
<td>club</td>
<td>carts</td>
<td>No</td>
<td>2 carts</td>
<td>carts</td>
<td>carts</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td></td>
</tr>
<tr>
<td>Tractors (&amp; years old)</td>
<td>4 (2-45)</td>
<td>2 (2-30)</td>
<td>3 (3-60)</td>
<td>2 (0-12)</td>
<td>5 (2-51)</td>
<td>3 (6-30)</td>
<td>3 (2-13)</td>
<td>3 (2-11)</td>
<td>2 (10)</td>
<td>2 (6-10)</td>
<td>4 (10-12)</td>
<td>4 (2-10)</td>
<td>4 (4-10)</td>
<td>4 (3-10)</td>
</tr>
<tr>
<td>Fairway Units (&amp; years old)</td>
<td>4 (4-6)</td>
<td>3 (0-4)</td>
<td>6 (0-12)</td>
<td>3 (0-4)</td>
<td>3 (2)</td>
<td>4 (0-4)</td>
<td>3 (0-4)</td>
<td>3 (1-2)</td>
<td>2 (4)</td>
<td>2 (2-3)</td>
<td>2 (2)</td>
<td>2 (4-3)</td>
<td>2 (4-10)</td>
<td></td>
</tr>
<tr>
<td>Removes Fairway Clippings (Y/N)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

| IRRIGATION | Manufacturer | Toro | Toro | Rainbird | Toro | Toro | Toro | Toro | Toro | Toro | Toro | Toro | Toro | Toro |
| Number of rows | Double | Single | Triple | Triple | Double | Quad | Double | Double | Double | Double | Double | Double | Double | Double |
| Cost to install ($) | 780k | 236k | 325k | 275k | 970k | 800k | 725k | 725k | 725k | 725k | 725k | 725k | 725k | 725k |
| Repair Budget ($) | 12k | 8k | 12k | 5k | 8k | 3k | 7k | 10k | 8k | 9k | 9k | 5k | 10k |