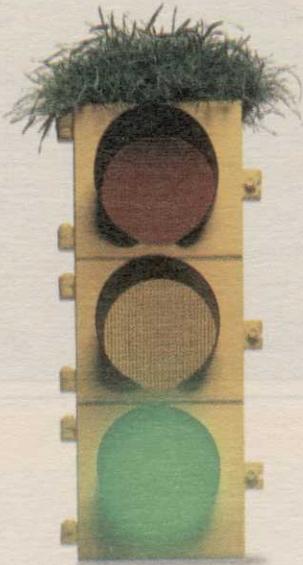


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Signalgrass is just one of many weeds that Pennant® prevents. So now you can choke out your worst weeds without beating up on ornamentals and warm-season turf.

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CIRCLE #125

Direct Economic Impacts of Regulation
Golf Facilities in the U.S. — 1989

	Daily Fee	Municipal	Private	Total
Employees				
Full-time	71,272	14,015	81,555	166,842
Part-time	34,604	11,315	52,295	98,214
Total Employment	105,876	25,330	133,850	265,056
Wages (000s)	\$855	\$199	\$1,228	\$2,282
Total Expenditures (000s)	\$2,230	\$482	\$2,790	\$5,502

The National Golf Foundation estimates that the direct economic impact of all regulation facility operations in the United States exceeded \$5.5 billion in operating expenditures, including nearly \$2.3 billion in wages providing more than 265,000 full- and part-time jobs. This data shows breakdowns of employment, wages and total expenditures by facility type.

Nine-hole regulation golf facilities
(Mean of the sample)

A total of 321 regulation nine-hole facility operators responded to the National Golf Foundation survey, representing about 8 percent of all such facilities nationwide. The average economic impact of these facility operations, by type, in 1989, follows:

	Daily Fee	Municipal	Private
Employees			
Full-time	7	6	6
Part-time	5	4	7
Total Employment	12	10	13
Wages (000s)	\$55.9	\$59.9	\$88.2
Total Expenditures (000s)	\$151.8	\$135.7	\$198.2

18-hole regulation golf facilities
(Mean of the Sample)

A total of 776 regulation, 18-hole facility operators responded to the NGF's survey, representing approximately 12 percent of all such facilities nationwide. Their average direct economic impact follows:

	Daily Fee	Municipal	Private
Employees			
Full-time	17	14	37
Part-time	7	12	23
Total Employment	24	26	60
Wages (000s)	\$247.7	\$220.8	\$564.0
Total Expenditures (000s)	\$611.7	\$527.4	\$1,284.5

27+-hole regulation golf facilities
(Mean of the sample)

A total of 148, 27-plus-hole facility operators responded to the survey, representing nearly 23 percent of all such facilities. The average direct economic impacts of these facilities follows:

	Daily Fee	Municipal	Private
Employees			
Full-time	51	25	73
Part-time	24	21	35
Total Employment	75	46	108
Wages (000s)	\$410.4	\$375.5	\$1,077.6
Total Expenditures (000s)	\$1,360.3	\$999.3	\$2,440.9

U.S. economy benefits greatly from golf industry, study finds

The golf industry infuses the U.S. economy with billions of dollars and hundreds of thousands of jobs, according to figures released in a study commissioned by the National Golf Foundation.

The Jupiter, Fla.-based NGF estimated the direct economic impact of all regulation facility operations in the United States in 1989 exceeded \$5.5 billion in operating expenditures, including nearly \$2.3 billion in wages, and provided more than 265,000 full- and part-time jobs.

Using the "multiplier effect," this means regulation courses produced \$17.5 billion in business sales/receipts; the full-time equivalent of 376,000 jobs; \$6.1 billion in household income; and nearly \$2.7 billion in local, state and federal taxes, according to the NGF. The study was based on figures for 1989 when there were 12,600 golf facilities in the United States. There are closer to 13,500 today.

The report — "The Economic Impact of Golf Course Operations on Local, Regional and National Economies" — includes a worksheet which golf course operators can use to determine the economic impact of their facility on their region.

The report said that in addition to providing recreational opportunities and adding open space, golf facilities mean salaries, wages, tips and so forth paid to employees as well as others in the community whose companies sell the facilities services, equipment and supplies.

"Furthermore, expenditures made by businesses and households, as a result of the facility's direct payment for goods and services, expand jobs and income indirectly within the economy of the region [also called multiplier effects]," the report said.

Other economic benefits, it said, are:

- Non-municipal facilities pay property taxes, while municipal ones may contribute significant operating surpluses directly to public funds.
- Nearby property values are enhanced, increasing a locality's tax base and fiscal

Using the 'multiplier effect,' regulation courses produced \$17.5 billion in business sales/receipts; the full-time equivalent of 376,000 jobs; \$6.1 billion in household income; and nearly \$2.7 billion in local, state and federal taxes

revenues.

• By elevating the overall attractiveness and quality of life of its community, a golf facility can be an important influence in both household and business location decisions that improve fiscal and economic potential.

• Local restaurants, hotels, service stations, other retailers — and the people they employ — can benefit from sales they might not otherwise realize through visitors to the golf facilities.

The survey results indicate private clubs, on average, spend more than double that of municipal or daily-fee facilities on annual operations. This means their impact on the economy of an area is likely to be greater, even as they may offer less opportunity for local resident facility play.

Referring to the economic multiplier effect, the report said: "Regional economies are usually diverse enough to assure that for every dollar spent by a golf facility, more than a dollar is realized in the economy of the region."

"The expenditures made for a golf facility typically affect many businesses and households within its area economy. These include not only the direct vendors but also the suppliers to the vendors and so on... Similarly, household earnings and job opportunities expand regionally."

The report and worksheet are available from the NGF at 1150 South U.S. Highway One, Jupiter, Fla. 33477; telephone 407-744-6006.

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