



David Sonley
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Preliminary Business & Financial Questionnaire

Course Name _____ Owner _____

Course Address _____

Course Website Address _____

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.

Management Company _____

Be sure to include: a) who has decision making authority _____

b) Where personnel and other expenses are incurred, who makes the decision _____

c) 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 (circle) 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 _____



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Golf Course Information

Rounds played previous years (18 hole) equivalent:

Year _____ Rounds _____
 Year _____ Rounds _____
 Year _____ Rounds _____

Green Fees/player Price:

In Season Weekday _____ Weekend _____
 off Season Weekday _____ Weekend _____

Membership Prices:

What are the monthly dues associated with membership?

Full Weekday

Family \$ _____ \$ _____

Couple \$ _____ \$ _____

Corporate \$ _____ \$ _____

Single \$ _____ \$ _____

Junior \$ _____ \$ _____

What is the initiation fee?

Family \$ _____ \$ _____

Couple \$ _____ \$ _____

Corporate \$ _____ \$ _____

Single \$ _____ \$ _____

Junior \$ _____ \$ _____

How many memberships are possible? _____

How many are sold today? _____

What is the turnover? _____

Are there Assessments? Yes (circle) No

If yes, describe timing, amount and purpose of last two (2) assessments _____

Are there minimums? Yes (circle) No

If yes, please

explain _____

Course

Architect _____ Type _____

(public, semi-private, private) Year Built _____

Nearest Metropolitan Area _____



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Yardage from Championship:

Tees _____
 Par _____ Slope _____ Rating _____
 Sets of Tees _____
 Total acreage of property _____
 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? _____

Zoning _____
 Topography and Drainage _____
 Utilities _____
 Parking Spaces _____
 Previous Year Property Taxes _____

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
 Cart Fee _____
 Cart Paths: Yes (circle) No (cart path information)
 Material – circle one - Asphalt – Concrete – Other
 Width _____ Date Completed _____ **Linda Gill-**



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Practice Facilities:

Range Yes (circle) No
 Lighted Range Yes (circle) No
 Putting Green Yes (circle) No
 Range Tee Capacity _____
 Range Tee Surface _____
 Tee to Green: Yes (circle) No
 If not Tee to Green, please explain

 Turf Type: Greens _____
 Varieties _____

 Tee _____
 Varieties _____

 Fairway _____
 Varieties _____
 Rough _____
 Varieties _____

Water Source _____
 Water Permit Capacity
 year _____

If purchased, average cost per year past 3 years
 \$ _____

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 _____



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Irrigation System:

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

Manufacturer and model of equipment _____

Type of Heads _____

Number of Heads _____

Satellites _____

Central _____

Describe age, capacity, manufacture and condition of pumps _____

Market Information:

What would you consider your market and why? _____

Number of courses in market with comparable rates:

Public _____

Private _____

Semi-Private _____



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Clubhouse and Facilities

Clubhouse:

Permanent (circle one) Temporary
 Year Built _____ Sq. Footage _____ Number of Stories _____
 Exterior Walls _____ Floor Covering _____
 Dining Capacity _____ Banquet Capacity _____
 Insured Value _____

Pro Shop:

Included in Clubhouse _____ Separate _____ Sq. Ft. _____

Maintenance Building:

Permanent (circle one) Temporary
 Sq. footage _____ Type _____
 (wood, brick, steel, etc.)
 Date Built _____ Insured value _____
 List any other buildings and use _____

Of On Course _____
 Restrooms _____
 Caretaker Residence on property Yes (circle) No Sq.
 Ft. _____

PLEASE SEND COMPLETED PRELIMINARY FORM TO
ATTENTION: DAVID SONLEY
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