

## **CLUB ADVISORY SERVICE**

In an effort to help clubs identify potential areas of improvement in a cost-effective manner, Golf Property Analysts has developed a three-phase independent operational review process. The three phases are as follows:

### ***PHASE I- One-Day Visit:***

The consultation will include a one- day site visit and will address the following issues:

- identification of the club's overall goals
- financial operations review: revenues, expenses, debt and tax assessment
- current market position/membership
- discussion with club management and leadership
- tour and review of all club facilities
- agronomic review
- overall land, safety and real estate related issues, including highest and best use review
- a written executive summary is provided outlining issues and cursory recommendations.



The objective behind the One-Day Review is to offer a cost effective way for clubs to undergo a limited, independent "check-up" and identify any issues warranting further attention. The written executive summary to be provided can serve as an independent guideline to assist the club with its short and long term strategic planning.

### ***Phase II-Detailed Analysis:***

Phase II expands on the topics analyzed in Phase I providing a more detailed analysis, including:

- market research and analysis
- financial analysis
- cash flow analysis
- Highest and Best Use Analysis
- equipment and capital improvement plan
- specific recommendations
- detailed maintenance review and written maintenance plan development
- master plan review



### ***Phase III-Implementation***

Phase III is an implementation phase. Golf Property Analysts will either work to help implement the specific recommendations made in Phase II or provide other services as deemed necessary:

- market value appraisal
- tax assessment analysis
- mortgage financing package preparation
- brokerage services
- project management
- other services