



2213 Forest Hills Drive
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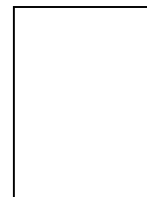
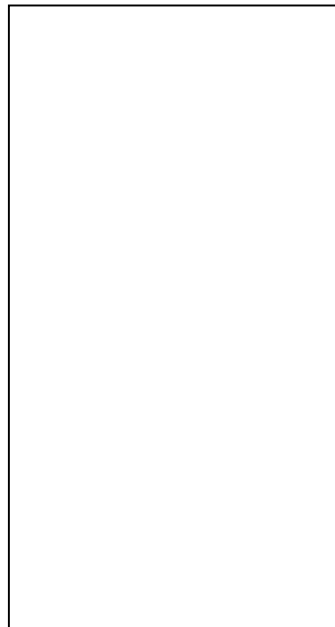


CLUB ADVISORY SERVICE



SERVICES

- Appraisals
- Feasibility Analysis
- Market Analysis
- Operational Consulting
- Market Positioning Analysis
- Highest & Best Use Analysis
- Development Consulting
- Property Acquisition Consulting
- Property Disposition Consulting
- Brokerage
- Litigation Support
- Ad-Valorem Tax Analysis & Consulting
- Agronomic Consulting



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3 Phase Program

Operational reviews are designed to be independent analyses of a club's facilities and operation. In an effort to help clubs identify potential areas of improvement in a cost-effective manner, Golf Property Analysts has developed a three-phase operational audit process. The three phases are as follows:

- **Phase I- One-Day Review:**

The consultation will include a one- day site visit and will address pertinent physical, financial and operational issues. Phase I is designed to be a cost-effective process and can typically be done for \$3,500 to \$5,000.

- **Phase II-Detailed Analysis:**

Phase II expands on the topics analyzed in Phase I providing a more detailed analysis focused on specific problem or interest areas identified in Phase I.

- **Phase III-Implementation**

Phase III can best be described as an implementation phase. Golf Property Analysts as a part of Phase III will either work to help implement the specific recommendations made in Phase II or to provide other services as deemed necessary, such as:

Phase III may involve the development of a full appraisal report, feasibility analysis, project management as deemed necessary.

Who Can Benefit from an Operational Review?

- Any club or course seeking an **independent** review of their facilities and operations.
- A board run private club looking for solutions to problems, ways to improve operations or considering upgrades in facilities or key staff additions.
- A municipally owned, golf facility aiming to review management, make long term plans and seeking independent counsel void of political influence.
- Any club considering the development of a long-term plan for future operation and improvements.

Our staff combines nearly 50 years experience in the golf property consulting and appraisal profession with experience on over 1,000 properties in 43 US states and Canada. We have provided expert consulting on upscale and affordable courses and on private, semi-private, daily fee and municipal facilities.

We are also the only golf property consulting/appraisal firm with an on-staff agronomist.

Laurence A. Hirsh

Laurence A. Hirsh, CRE, MAI, SGA is the president of Golf Property Analysts, and a 1978 graduate of Penn State University. He is a many times published author, including The Appraisal Journal and other publications and has lectured frequently on golf property appraisal and consulting. A recognized expert, he has worked in 43 states and Canada, testified as an expert witness in numerous jurisdictions and visited and played many of the world's greatest golf course and club facilities He is a member of the following professional organizations:



Memberships

- Counselors of Real Estate (CRE)
- Appraisal Institute (MAI)
- Society of Golf Appraisers (SGA)
- National Golf Foundation
- Golf Course Superintendents Association
- Natl. Golf Course Owners Association
- National Club Association
- Urban Land Institute
- Golfweek Magazine Course Rater

