

Professional Turf Group

Business Plan

					85% Non-member	Member
Course Evaluation					\$ 5,916.00	\$ 5,028.60
	Hrs.	Unit \$	Factor	Total		
Site Visit	16	58.00	3	\$ 2,784.00		
Computer Time	8	58.00	3	\$ 1,392.00		
Intellectual Property	10	58.00	3	\$ 1,740.00		
Shop Survey					\$ 4,550.00	\$ 3,867.50
	Hrs.	Unit \$	Factor	Total		
Shop Site Visit	8	35.00	5	\$ 1,400.00		
Computer Time	8	35.00	5	\$ 1,400.00		
Intellectual Property	10	35.00	5	\$ 1,750.00		
Equipment Catalog					\$ 5,600.00	\$ 4,760.00
	Hrs.	Unit \$	Factor	Total		
Shop Site Visit	16	35.00	5	\$ 2,800.00		
Photo Manipulation	4	35.00	5	\$ 700.00		
Computer Time	12	35.00	5	\$ 2,100.00		
Agronomic Survey					\$ 12,670.00	\$ 10,769.50
	Hrs.	Unit \$	Factor	Total		
Site Visit (take samples)	8	58.00	5	\$ 2,320.00		
Soil Sample Results	18	30.00	2	\$ 1,080.00		
Sand Fraction - GRN	3	300.00	1.5	\$ 1,350.00		
Sand Fraction - FW	3	300.00	1.5	\$ 1,350.00		
Water Samples	3	300.00	1.5	\$ 1,350.00		
Computer Time	8	58.00	5	\$ 2,320.00		
Intellectual Property	10	58.00	5	\$ 2,900.00		
Staff / Man-Hour					\$ 8,990.00	\$ 7,641.50
	Hrs.	Unit \$	Factor	Total		
Operations Analysis	24	58.00	5	\$ 6,960.00		
Computer Time	2	58.00	5	\$ 580.00		
Intellectual Property	5	58.00	5	\$ 1,450.00		
Employee Standards / Prodedures					\$ 5,220.00	\$ 4,437.00
	Hrs.	Unit \$	Factor	Total		
Operations Analysis	24	58.00	5	\$ 2,320.00		
Computer Time	8	58.00	5	\$ 2,320.00		
Intellectual Property	10	58.00	5	\$ 2,900.00		
Combined					\$ 14,210.00	\$ 12,078.50
Budgeting (Zero-Based)					\$ 64,660.00	\$ 54,961.00
	Hrs.	Unit \$	Factor	Total		
Agronomic Survey				\$ 12,670.00		
Combined Employee Survey				\$ 14,210.00		
Shop Survey				\$ 4,550.00		
Equipment Catalog				\$ 5,600.00		
Irrigation System Analysis				\$ 7,500.00		
GPS Property Mapping				\$ 6,500.00		
Operations Analysis	16	58.00	5	\$ 4,640.00		
Computer Time	16	58.00	5	\$ 4,640.00		
Intellectual Property	15	58.00	5	\$ 4,350.00		
Irrigation System Analysis					\$ 7,500.00	\$ 6,375.00
GPS Property Mapping					\$ 6,500.00	\$ 5,525.00
	Hrs.	Unit \$	Factor	Total		
Unlimited copies for Operation Mngmnt						

Monthly Service Fee

Silver Member		Addtn'l Costs	\$ 1,250.00
Course Evaluation		\$ 5,028.60	
Purchasing			
National Account Pricing	20%		
Vender Discounts	7.5%		
Phone Consultation			
Site Visits	1/2 Day \$ 400.00	Full Day \$ 650.00	

Gold Member		Addtn'l Costs	\$ 1,500.00
Course Evaluation		\$ 5,028.60	
Agronomic Survey		\$ 10,769.50	
Site Visit - 1 per month			
Quarterly Reports			
Shop Review			
Equipment Inventory Update			
Agronomic Review			
Budget Adherence			
Board Presentations			
Purchasing			
National Account Pricing	20%		
Vender Discounts	7.5%		
Phone Consultation			

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Project Management			Member 5%	Non-Member 7%
	Specifications			
	Bidding Documents			
	Contractor Notifications			
	Site Visits			
	Bid Awarding			
	Project and Budget Monitoring			
	Green Renovation	\$ 500,000.00	\$ 25,000.00	\$ 35,000.00
	Green Re-grassing	\$ 175,000.00	\$ 8,750.00	\$ 12,250.00
	Tee Construction	\$ 85,000.00	\$ 4,250.00	\$ 5,950.00
	Bunker Renovation	\$ 350,000.00	\$ 17,500.00	\$ 24,500.00
	Landscaping		\$ -	\$ -
	Tree Planting / Removal Program		\$ -	\$ -
	Total Re-grassing	\$ 1,200,000.00	\$ 60,000.00	\$ 84,000.00
	Irrigation System	\$ 750,000.00	\$ 37,500.00	\$ 52,500.00

Superintendent Placement		\$ 100,000.00	Member 5%	Non-Member 7%
	Job Descriptions			
	Resume Analysis			
	Reference Research		\$ 5,000.00	\$ 7,000.00
	Interviews			
	Recommendation			