

Springfield Golf & Country Club

PGA Junior League Revenue

Summer Season 13 & Under	Data
Inputs:	
Registration fee	\$175
Net Registration Income (fee - \$75)	\$100
# of Players	26
# of Families (Two families have two kids)	24
Average increase in monthly bill of JLG family	\$105
# of months facility is open	12
Registration Income from PGA JLG	\$2,600
Additional Facility Revenue Driven by PGA JLG	\$30,240
Total Revenue Impact of PGA Junior League Golf	\$32,840

16U Regular Season	Data
Inputs:	
Registration fee	\$150
Net Registration Income (fee - \$75)	\$75
# of Players (families)	7
Average increase in monthly bill of JLG family	\$105
# of months facility is open	12
Registration Income from PGA JLG	\$525
Additional Facility Revenue Driven by PGA JLG	\$8,820
Total Revenue Impact of PGA Junior League Golf	\$9,345

13U Fall Season	Column1
Inputs:	
Registration fee	\$95
Net Registration Income (fee - \$75)	\$78
# of Players	26
# of Families*	6
Average increase in monthly bill of JLG family	\$105
# of months facility is open	12
Registration Income from PGA JLG	\$2,015
Additional Facility Revenue Driven by PGA JLG	\$7,560
Total Revenue Impact of PGA Junior League Golf	\$9,575

*Significant overlap in Fall & Spring Team Members

2015 Net Revenue from Registration Fees	\$5,140
2015 Total Revenue Impact of PGA JLG	\$104,560

Member Upgrade & Acquisition			
2 family conversions from Social to Golf			
	Amount		
Upgrade initiation (per family)	\$18,000.00		
Dues Increase (Annual per family)	\$3,600.00		
2015 Income	\$43,200.00		
1 Family Acquisition Social			
Initiation	\$ 6,000		
Dues (Annual)	\$ 3,600		
2015 Income	\$ 9,600		
Sample Family			
(Upgraded from Social to provide more golf access for 2014 PGA JLG Participant			
"Southall"	2014	2015	%
Initiation	\$ 6,000	\$ 18,000	200%
Dues	\$ 3,600	\$ 7,200	100%
Golf Shop Spend	\$ 213	\$ 510	139%
F&B Spend	\$ 275	\$ 1,609	485%
Total	\$ 10,088	\$ 27,319	171%

Josh Tremblay, PGA was the earliest adopter in the MAPGA of PGA JLG and is in his third year as PGA Head Professional at Springfield Golf & CC. He is the President of the Central Chapter (Greater DC) and running for Secretary of the Section.

After conducting his first season of PGA JLG with three other facilities, Josh became a vocal supporter of PGA JLG, announcing at Chapter & Section Meetings, "It is the best thing that we have done for Junior Golf at Springfield in the past three years. It was so good, you would think that we didn't do anything for kids before this.

In 2015, Josh was able to start a second team in U13, had been vocal about the need for U16 (although he would like U18) and helped to organize the Section Fall League.