



DO YOU RENT YOUR GOLF COURSE?

Gill Bridle advises where the secretary/manager can find help about rent increases at the golf course.

Secretary At Work: October 2006 *(reviewed March 2012)*

From time to time we are contacted by secretaries/managers who are facing a dramatic increase in the rent for their golf course. The implications of such a rise are far reaching with additional pressures on membership and usually resulting in a substantial rise in membership fees. All this at a time when waiting lists are diminishing or non-existent.

How can we help you?

Many of you will know of Hugh Wilkinson of Cheltenham who has been associated with the GCMA for a number of years. Hugh is a Chartered Surveyor with specialist knowledge of the golfing market. He has acted for many golf clubs throughout England in their rent review and lease renewal negotiations, and only acts for golf clubs not for Landlords. Hugh is an active golfer, and is a member of Cotswold Hills and Burnham & Berrow golf clubs.

Occasionally Hugh Wilkinson writes for the GCMA and two of his documents are currently in the GCMA Library. The first one is entitled 'Guidance on rent reviews & lease renewals' (Lib Doc 7019) with the second title focusing on rates 'The Rates burden explained (Lib Doc 6037).

How can we help each other?

From the golf club perspective, Rod Mitchell who at the time was Manager of Sutton Coldfield Golf Club was in the unenviable position of having a large rent increase. He contacted HQ on a number of occasions and we came to the conclusion that a database of Golf Clubs and Secretaries who had gone through the same harrowing experiences would be of great benefit in the future. This prompted him to write fully about the whole procedure and the resulting article was published in October 2005 ('Negotiating increases in rent' Lib Doc 7018). Both Rod and Hugh agreed that it would be a great help to other golf clubs in the future to have access to the details of other clubs who rent their course.

The support of fellow members would be invaluable to the individual members concerned. In addition the details of each club and the name of the secretary would be held in the strictest of confidence with permission sought before releasing a name, contact details or information of the golf club. All data will be held at the offices of the GCMA.

Can you help in building this information?

Rod Mitchell has suggested the following headings as a start to compiling a useful database on clubs which rent all or part of their golf course. Please consider being part of this help which would supply vital information to the secretary and representative before negotiating in this matter.

- ✎ Name of GC
- ✎ Date Founded
- ✎ Private Members/Proprietary/Other
- ✎ No of holes
- ✎ Yardage
- ✎ Par SSS
- ✎ Includes/Excludes Clubhouse
- ✎ Area of land
- ✎ Existing rent and terms
- ✎ Rent review dates
- ✎ Public access: Y/N
- ✎ Facilities for the Disabled: In the clubhouse/On the golf course

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