

2024

Maintenance Budget Survey



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INTRODUCTION

The intent of this survey and this subsequent publication is to establish baselines, trends, and allocations of resources as they relate to golf course maintenance budgets and today's golf course management.

From April 29th, 2024, through June 12th, a survey was conducted by the Golf Course Superintendents Association of America (GCSAA) to gather information and to study the expenditures, budgeting, and spending habits of golf course superintendents in the United States.

Unique survey invitation links were distributed via email to the sample group of class A and B superintendent members, totaling 7,895 individuals. By default, the unique links can be used only for one survey, preventing ballot box "stuffing" (a total of 1,309 surveys were completed and returned, for a response rate of 17%).

Margin of Error

This response rate is excellent and provides an accurate representation of the entire class A and B GCSAA membership. Margin of error is a theoretical margin of error, plus or minus in percentage points, 95% of the time, on questions where opinion is evenly split. For "average" values, most results will be within +/- 2.4 percentage points range of error with a 95% level of confidence. That is, chances are 19 out of 20 that if all Class A and B members completed and returned their surveys, the average would differ from the sample results by no more than +/- 2.4 percentage points. For many questions, the error range would be smaller than this.

Rounding, Total Responses and Cleaning

Due to rounding, percentages for some questions may not total 100%. Not all respondents answered every question in the survey; therefore, the total number of responses to a question may be less than the total responses to the survey. All studies, no matter how well designed and implemented, must deal with errors from various sources and their effects on survey results. GCSAA examined data for three different kinds of possible errors and eliminated the data from the surveys started. These cleaning parameters are:

1. Lack of data – 45% or fewer answered questions per respondent, removed entire response.
2. Outliers and inconsistencies – Values that are so far beyond the typical that they seem potentially erroneous.
3. Suspect analysis results – Answers to some questions seem counterintuitive or extremely unlikely.

Introduction (continued)

A Sampling of all Respondents

Survey Sample Overview

Sample Size	7,895
Usable Surveys after Cleaning	1,309
Percent of total sample size	17%
Margin of Error	+/- 2.4%

Sampling by Facility Size

9-Hole	6%
18-Hole	74%
27-Hole	8%
36-Hole	8%
45-Hole or more	4%

Geographic Area of Respondents

Southeast	24%
North Central	20%
Transition	19%
Northeast	15%
Upper Mountain-West	10%
Southwest	7%
Pacific	6%
Not in the U S A	0.3%

Types of Golf Course Reporting

Private	43%
Daily Fee	21%
Semi-Private	18%
Municipal	18%

EXECUTIVE SUMMARY

Alone, budgets should never be used to compare golf courses. The averages contained in this report are an amalgamation of many types of golf courses. Golf courses differ in many ways, in far more unique characteristics than can be included in these pages. Due to these vast differences, one must judge the effectiveness of budgetary expenditures by the degree of satisfaction of the golfers that play that golf course, not merely by the number of resources or money spent on maintenance.

Maintenance Budget Breakdown by Region and Facility Type

Respondents were asked to provide their total actual maintenance budget including all labor expenses and excluding capital expenditures. In 2023, the nationwide average maintenance budget for an 18-hole golf course was \$999,585.

This study will focus primarily on the calendar year 2023 actual golf maintenance expenditures. For statistical continuity only 18-hole golf course data was used. In many circumstances, respondents from outside the USA and Hawaii failed to answer in a significant number to result in a meaningful statistic.

Golf Course Maintenance Expenditures by Region

	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
2022 Actual	\$924,694	\$979,852	\$829,306	\$1,401,279	\$631,749	\$788,222	\$1,098,042	\$1,002,361
2023 Actual	\$999,585	\$1,113,324	\$877,786	\$1,539,677	\$661,746	\$854,951	\$1,183,788	\$1,078,209
2024 Budgeted	\$1,068,511	\$1,175,463	\$929,865	\$1,630,679	\$709,442	\$906,567	\$1,290,528	\$1,125,895

Golf Course Maintenance Expenditures by Course Type

	Overall	Municipal	Semi-Private	Private	Daily Fee
2022 Actual	\$924,694	\$667,213	\$680,809	\$1,285,866	\$637,872
2023 Actual	\$999,585	\$711,882	\$719,942	\$1,406,889	\$683,300
2024 Budgeted	\$1,068,511	\$758,208	\$775,917	\$1,505,390	\$725,025

2023 Actual 18-Hole Maintenance Budget Ranges

Budget Range	Percentage
< \$200,000	5%
\$200,000-\$400,000	10%
\$400,001-\$600,000	19%
\$600,001-\$1,000,000	28%
\$1,000,001-\$1,500,000	17%
>\$1,500,000	21%

Gross Revenue

The overall average percentage of total gross revenue allotted for golf course maintenance expenses is 23%.

2023 Actual Percentage of Gross Revenue Compared to Maintenance Expenditures by Facility Type	
	Overall
Average Gross Revenue	\$4,414,422
Maintenance Expenditures	\$999,585
Percent of Gross Revenue	23%

Labor

Labor expenditures varied significantly by region, with the North Central spending the lowest amount on labor and the Southwest spending the highest amount. Labor expenditures also vary significantly by facility type, with Private facilities spending the highest amount on labor.

18-Hole Facility Labor Expenditures by Region								
	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
Actual Labor 2022	\$520,164	\$566,555	\$507,343	\$751,014	\$327,485	\$435,009	\$607,606	\$592,159
Actual Labor 2023	\$567,950	\$639,570	\$504,082	\$867,654	\$351,644	\$481,712	\$667,000	\$640,295
Labor Budget 2024	\$608,876	\$680,560	\$566,245	\$905,176	\$379,164	\$518,017	\$711,648	\$666,538

18-Hole Facility Labor Expenditures by Facility Type					
	Overall	Municipal	Semi-Private	Private	Daily Fee
2022 Actual	\$520,164	\$341,915	\$337,469	\$745,821	\$345,677
2023 Actual	\$567,950	\$378,026	\$376,123	\$815,980	\$360,772
2024 Budgeted	\$608,876	\$403,778	\$411,839	\$873,630	\$383,106

Water

Nationwide, 27% of golf facilities purchase water, up one percent from 2021. Of the facilities that purchase water, the average expenditure in 2023 is \$107,562. Water varied significantly by type of course as well as region.

18-Hole Facility Water Expenditures for Facilities that Purchase Water								
	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
Actual Water 2022	\$106,770	\$127,553	\$97,825	\$266,406	\$32,231	\$83,487	\$65,508	\$47,943
Actual Water 2023	\$107,562	\$137,966	\$86,622	\$254,110	\$32,914	\$98,371	\$74,331	\$50,481
Water Budget 2024	\$113,632	\$162,930	\$107,275	\$266,029	\$29,947	\$92,374	\$72,158	\$49,616

Largest Expenditures

The largest portions of the golf maintenance budget are summarized in the table below. These six expense categories make up 83% of the total budget at courses overall / nationwide, according to respondents for actual expenditures during 2023. Water was excluded from this list since only 27% of courses purchase water.

Expenses	Percent of Budget
Labor	59.5%
Equipment Lease Expense	5.9%
Fertilizer	5.5%
Repair Maintenance/Equipment	4.5%
Fungicides	4.3%
Fuel and Lubricants	3.2%

Budget Outlook

The table below illustrates survey participants anticipated funding outlook for maintenance expenses in 2025, by region.

Compared to 2024 Will Budget Increase, Decrease or Remain Unchanged in 2025?								
	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
Increase	71%	67%	68%	75%	73%	60%	73%	82%
Decrease	2%	2%	2%	3%	1%	6%	1%	1%
Unchanged	27%	31%	30%	22%	26%	34%	26%	17%

Overall nationwide, 71% of respondents estimate that their 2025 maintenance budget will increase. Survey participants say their estimated 2025 expenditures will remain the same at 27%. Just 2% predict there will be a decrease in their facilities approved 2022 budget.

The tables below show the 2023 cost of maintenance per acre of maintained turf at 18-hole golf courses, based on region and facility type.

Regional Golf Course Maintenance Expenditures per Acre								
	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
2023 Actual	\$8,925	\$10,450	\$8,444	\$15,428	\$5,299	\$7,304	\$11,173	\$9,387

Golf Course Maintenance Expenditures per Acre by Facility Type					
	Overall	Municipal	Semi-Private	Private	Daily Fee
2023 Actual	\$8,925	\$6,356	\$6,486	\$12,128	\$5,890

THE 18-HOLE GOLF COURSE MAINTENANCE BUDGET LINE ITEMS

Considering the nature of the survey process, not all respondents answered all questions, thus, the line-item budgets will not equal actual expenditures or budget totals.

Line items for water and overseeding averages, only include respondents that indicate they purchased water or overseeded. Water and overseeding line items have only been reported by region. These line items are more relevant to regions than type of golf courses.

Expenditures and Budgets Nationwide

Average Nationwide 18-Hole Maintenance Budget						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$520,164	59.3%	\$567,950	59.3%	\$608,876	59.5%
Power Irrigation	\$15,621	1.8%	\$16,079	1.7%	\$17,440	1.7%
Utilities Maintenance Building	\$14,007	1.6%	\$14,867	1.6%	\$15,810	1.5%
Equipment Lease Expense	\$50,765	5.8%	\$55,937	5.8%	\$60,708	5.9%
Repair / Maintenance Equipment	\$41,475	4.7%	\$45,929	4.8%	\$45,861	4.5%
Fertilizer	\$47,633	5.4%	\$52,358	5.5%	\$56,366	5.5%
Herbicides	\$14,285	1.6%	\$15,195	1.6%	\$16,112	1.6%
Fungicides	\$40,149	4.6%	\$42,824	4.5%	\$43,640	4.3%
Insecticides	\$7,669	0.9%	\$8,519	0.9%	\$9,513	0.9%
Growth Regulators	\$5,366	0.6%	\$6,492	0.7%	\$7,099	0.7%
Wetting Agents	\$6,694	0.8%	\$7,669	0.8%	\$8,648	0.8%
Fuel and Lubricants	\$30,237	3.4%	\$30,924	3.2%	\$32,914	3.2%
Small Tools	\$5,097	0.6%	\$5,561	0.6%	\$6,023	0.6%
Equipment Rental	\$4,184	0.5%	\$4,589	0.5%	\$5,051	0.5%
Irrigation Repairs and Maintenance	\$14,551	1.7%	\$16,264	1.7%	\$18,017	1.8%
Refuse / Waste Removal	\$4,641	0.5%	\$5,022	0.5%	\$5,404	0.5%
Sand / Soil	\$20,408	2.3%	\$23,152	2.4%	\$25,532	2.5%
Seed / Sod / Sprigs	\$11,563	1.3%	\$13,292	1.4%	\$13,510	1.3%
Continuing Education / Travel	\$2,865	0.3%	\$3,199	0.3%	\$3,690	0.4%
Dues / Subscriptions	\$1,688	0.2%	\$1,837	0.2%	\$2,044	0.2%
Service Agreements	\$9,210	1.1%	\$10,768	1.1%	\$11,346	1.1%
Golf Course Accessories	\$5,946	0.7%	\$6,694	0.7%	\$7,203	0.7%
Office and Building Supplies	\$2,918	0.3%	\$2,966	0.3%	\$3,205	0.3%

Expenditures and Budgets by Facility Type

Average Municipal-Nationwide 18-Hole Maintenance Budget						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$341,915	60.9%	\$378,026	60.4%	\$403,778	60.9%
Power Irrigation	\$10,610	1.9%	\$11,402	1.8%	\$12,524	1.9%
Utilities Maintenance Building	\$14,603	2.6%	\$14,753	2.4%	\$16,471	2.5%
Equipment Lease Expense	\$23,260	4.1%	\$25,944	4.1%	\$29,450	4.4%
Repair / Maintenance Equipment	\$34,860	6.2%	\$41,056	6.6%	\$38,849	5.9%
Fertilizer	\$25,167	4.5%	\$28,901	4.6%	\$31,471	4.7%
Herbicides	\$10,379	1.8%	\$10,610	1.7%	\$10,858	1.6%
Fungicides	\$21,542	3.8%	\$23,886	3.8%	\$24,099	3.6%
Insecticides	\$4,185	0.7%	\$4,196	0.7%	\$4,338	0.7%
Growth Regulators	\$2,588	0.5%	\$3,069	0.5%	\$3,275	0.5%
Wetting Agents	\$3,348	0.6%	\$3,817	0.6%	\$3,698	0.6%
Fuel and Lubricants	\$18,817	3.4%	\$19,908	3.2%	\$21,405	3.2%
Small Tools	\$3,109	0.6%	\$3,388	0.5%	\$3,627	0.5%
Equipment Rental	\$4,722	0.8%	\$4,734	0.8%	\$4,144	0.6%
Irrigation Repairs and Maintenance	\$10,036	1.8%	\$14,124	2.3%	\$14,078	2.1%
Refuse / Waste Removal	\$1,795	0.3%	\$1,875	0.3%	\$2,003	0.3%
Sand / Soil	\$10,107	1.8%	\$11,230	1.8%	\$12,617	1.9%
Seed / Sod / Sprigs	\$4,814	0.9%	\$5,757	0.9%	\$6,564	1.0%
Continuing Education / Travel	\$1,725	0.3%	\$2,098	0.3%	\$2,522	0.4%
Dues / Subscriptions	\$1,196	0.2%	\$1,379	0.2%	\$1,471	0.2%
Service Agreements	\$5,217	0.9%	\$7,347	1.2%	\$6,418	1.0%
Golf Course Accessories	\$3,921	0.7%	\$4,313	0.7%	\$4,763	0.7%
Office and Building Supplies	\$3,452	0.6%	\$3,835	0.6%	\$4,152	0.6%

Average Semi-Private-Nationwide 18-Hole Maintenance Budget						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$337,469	54.2%	\$376,123	54.7%	\$411,839	54.6%
Power Irrigation	\$13,398	1.8%	\$14,280	2.1%	\$15,158	2.0%
Utilities Maintenance Building	\$13,896	1.8%	\$14,695	2.1%	\$15,542	2.1%
Equipment Lease Expense	\$39,374	5.2%	\$42,134	6.1%	\$54,876	7.3%
Repair / Maintenance Equipment	\$36,402	4.8%	\$40,059	5.8%	\$38,725	5.1%
Fertilizer	\$38,741	5.1%	\$43,549	6.3%	\$46,515	6.2%
Herbicides	\$13,571	1.8%	\$16,679	2.4%	\$17,145	2.3%
Fungicides	\$27,043	3.6%	\$30,092	4.4%	\$32,887	4.4%
Insecticides	\$5,575	0.7%	\$6,768	1.0%	\$7,686	1.0%
Growth Regulators	\$4,631	0.6%	\$5,167	0.8%	\$5,603	0.7%
Wetting Agents	\$5,012	0.7%	\$5,755	0.8%	\$6,703	0.9%
Fuel and Lubricants	\$28,118	3.7%	\$25,893	3.8%	\$28,687	3.8%
Small Tools	\$3,684	0.5%	\$4,176	0.6%	\$4,552	0.6%
Equipment Rental	\$2,521	0.3%	\$3,129	0.5%	\$2,916	0.4%
Irrigation Repairs and Maintenance	\$13,947	1.8%	\$13,891	2.0%	\$18,266	2.4%
Refuse / Waste Removal	\$3,034	0.4%	\$3,306	0.5%	\$3,286	0.4%
Sand / Soil	\$14,424	1.9%	\$16,650	2.4%	\$17,568	2.3%
Seed / Sod / Sprigs	\$8,580	1.1%	\$10,533	1.5%	\$9,580	1.3%
Continuing Education / Travel	\$1,598	0.2%	\$1,901	0.3%	\$2,331	0.3%
Dues / Subscriptions	\$1,034	0.1%	\$1,141	0.2%	\$1,295	0.2%
Service Agreements	\$4,372	0.6%	\$5,228	0.8%	\$5,609	0.7%
Golf Course Accessories	\$4,550	0.6%	\$5,154	0.7%	\$5,352	0.7%
Office and Building Supplies	\$1,577	0.2%	\$1,735	0.3%	\$1,850	0.2%

Average Private-Nationwide 18-Hole Maintenance Budget						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$745,821	60.3%	\$815,980	60.4%	\$873,630	60.9%
Power Irrigation	\$19,235	1.6%	\$19,736	1.5%	\$21,414	1.5%
Utilities Maintenance Building	\$16,762	1.4%	\$18,157	1.3%	\$19,048	1.3%
Equipment Lease Expense	\$82,697	6.7%	\$91,547	6.8%	\$95,806	6.7%
Repair / Maintenance Equipment	\$48,647	3.9%	\$53,316	3.9%	\$53,812	3.8%
Fertilizer	\$65,247	5.3%	\$71,033	5.3%	\$75,876	5.3%
Herbicides	\$17,239	1.4%	\$17,660	1.3%	\$19,204	1.3%
Fungicides	\$60,051	4.9%	\$63,097	4.7%	\$61,267	4.3%
Insecticides	\$11,406	0.9%	\$12,835	1.0%	\$14,216	1.0%
Growth Regulators	\$7,686	0.6%	\$9,361	0.7%	\$10,192	0.7%
Wetting Agents	\$9,292	0.8%	\$10,491	0.8%	\$11,867	0.8%
Fuel and Lubricants	\$38,519	3.1%	\$39,841	3.0%	\$41,696	2.9%
Small Tools	\$6,964	0.6%	\$7,647	0.6%	\$8,251	0.6%
Equipment Rental	\$5,682	0.5%	\$6,097	0.5%	\$6,213	0.4%
Irrigation Repairs and Maintenance	\$16,841	1.4%	\$17,932	1.3%	\$19,772	1.4%
Refuse / Waste Removal	\$7,268	0.6%	\$7,824	0.6%	\$8,493	0.6%
Sand / Soil	\$29,975	2.4%	\$34,060	2.5%	\$37,951	2.6%
Seed / Sod / Sprigs	\$15,379	1.2%	\$17,178	1.3%	\$17,199	1.2%
Continuing Education / Travel	\$4,367	0.4%	\$4,852	0.4%	\$5,328	0.4%
Dues / Subscriptions	\$2,288	0.2%	\$2,430	0.2%	\$2,644	0.2%
Service Agreements	\$14,806	1.2%	\$16,714	1.2%	\$17,791	1.2%
Golf Course Accessories	\$8,151	0.7%	\$9,220	0.7%	\$9,680	0.7%
Office and Building Supplies	\$3,526	0.3%	\$3,325	0.2%	\$3,599	0.3%

Average Daily Fee-Nationwide 18-Hole Maintenance Budget						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$345,677	57.9%	\$360,772	57.0%	\$383,106	56.4%
Power Irrigation	\$14,301	2.4%	\$13,921	2.2%	\$15,167	2.2%
Utilities Maintenance Building	\$7,827	1.3%	\$8,166	1.3%	\$8,719	1.3%
Equipment Lease Expense	\$17,489	2.9%	\$17,930	2.8%	\$19,235	2.8%
Repair / Maintenance Equipment	\$35,720	6.0%	\$38,937	6.1%	\$40,358	5.9%
Fertilizer	\$36,129	6.0%	\$38,938	6.1%	\$43,514	6.4%
Herbicides	\$12,493	2.1%	\$13,142	2.1%	\$13,764	2.0%
Fungicides	\$26,556	4.4%	\$28,019	4.4%	\$30,807	4.5%
Insecticides	\$4,930	0.8%	\$5,062	0.8%	\$6,024	0.9%
Growth Regulators	\$3,801	0.6%	\$4,827	0.8%	\$5,428	0.8%
Wetting Agents	\$5,811	1.0%	\$6,874	1.1%	\$7,879	1.2%
Fuel and Lubricants	\$24,474	4.1%	\$25,525	4.0%	\$26,643	3.9%
Small Tools	\$4,029	0.7%	\$4,105	0.6%	\$4,515	0.7%
Equipment Rental	\$1,940	0.3%	\$2,427	0.4%	\$3,181	0.5%
Irrigation Repairs and Maintenance	\$14,192	2.4%	\$16,510	2.6%	\$17,474	2.6%
Refuse / Waste Removal	\$2,806	0.5%	\$3,206	0.5%	\$3,483	0.5%
Sand / Soil	\$13,728	2.3%	\$15,588	2.5%	\$16,772	2.5%
Seed / Sod / Sprigs	\$11,602	1.9%	\$13,640	2.2%	\$14,770	2.2%
Continuing Education / Travel	\$1,611	0.3%	\$1,638	0.3%	\$2,204	0.3%
Dues / Subscriptions	\$1,424	0.2%	\$1,594	0.3%	\$1,916	0.3%
Service Agreements	\$5,243	0.9%	\$6,219	1.0%	\$7,280	1.1%
Golf Course Accessories	\$4,157	0.7%	\$4,657	0.7%	\$5,573	0.8%
Office and Building Supplies	\$1,540	0.3%	\$1,640	0.3%	\$1,885	0.3%

Expenditures and Budgets by Region

Average 18-Hole Maintenance Budget for the Pacific Region						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$566,555	54.8%	\$639,570	55.6%	\$680,560	55.7%
Power Irrigation	\$23,974	2.3%	\$22,330	1.9%	\$25,097	2.1%
Utilities Maintenance Building	\$8,668	0.8%	\$9,550	0.8%	\$10,035	0.8%
Equipment Lease Expense	\$24,113	2.3%	\$24,417	2.1%	\$24,058	2.0%
Repair / Maintenance Equipment	\$43,602	4.2%	\$47,453	4.1%	\$49,950	4.1%
Fertilizer	\$43,602	4.2%	\$49,251	4.3%	\$53,106	4.3%
Herbicides	\$9,766	0.9%	\$10,213	0.9%	\$9,233	0.8%
Fungicides	\$29,444	2.8%	\$33,968	3.0%	\$37,159	3.0%
Insecticides	\$2,663	0.3%	\$3,282	0.3%	\$3,716	0.3%
Growth Regulators	\$3,360	0.3%	\$3,978	0.3%	\$4,953	0.4%
Wetting Agents	\$8,308	0.8%	\$8,843	0.8%	\$9,322	0.8%
Fuel and Lubricants	\$29,896	2.9%	\$30,601	2.7%	\$31,778	2.6%
Small Tools	\$4,624	0.4%	\$5,456	0.5%	\$5,832	0.5%
Equipment Rental	\$2,967	0.3%	\$2,920	0.3%	\$4,147	0.3%
Irrigation Repairs and Maintenance	\$18,386	1.8%	\$19,790	1.7%	\$20,276	1.7%
Refuse / Waste Removal	\$5,487	0.5%	\$5,482	0.5%	\$5,845	0.5%
Sand / Soil	\$29,959	2.9%	\$34,260	3.0%	\$37,462	3.1%
Seed / Sod / Sprigs	\$18,363	1.8%	\$22,056	1.9%	\$22,218	1.8%
Continuing Education / Travel	\$2,625	0.3%	\$3,021	0.3%	\$3,920	0.3%
Dues / Subscriptions	\$1,494	0.1%	\$2,079	0.2%	\$2,041	0.2%
Service Agreements	\$12,001	1.2%	\$14,607	1.3%	\$15,830	1.3%
Golf Course Accessories	\$5,387	0.5%	\$5,888	0.5%	\$7,997	0.7%
Office and Building Supplies	\$1,731	0.2%	\$1,822	0.2%	\$1,908	0.2%
Water (45% Purchased Water)	\$127,553	12.3%	\$137,966	12.0%	\$143,369	11.7%
Overseeding (7% Overseeded)	\$10,241	1.0%	\$10,979	1.0%	\$11,500	0.9%

Averages for water and overseeding only include respondents that indicate they purchase water or overseeded

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the Upper-West Mountain Region						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$507,343	53.3%	\$504,082	52.1%	\$566,245	52.1%
Power Irrigation	\$25,247	2.7%	\$24,021	2.5%	\$26,884	2.5%
Utilities Maintenance Building	\$24,639	2.6%	\$27,301	2.8%	\$27,159	2.5%
Equipment Lease Expense	\$51,250	5.4%	\$53,349	5.5%	\$61,870	5.7%
Repair / Maintenance Equipment	\$40,517	4.3%	\$45,850	4.7%	\$44,019	4.1%
Fertilizer	\$37,350	3.9%	\$41,557	4.3%	\$46,441	4.3%
Herbicides	\$9,299	1.0%	\$8,823	0.9%	\$10,700	1.0%
Fungicides	\$14,202	1.5%	\$16,225	1.7%	\$18,359	1.7%
Insecticides	\$1,525	0.2%	\$2,266	0.2%	\$2,769	0.3%
Growth Regulators	\$5,745	0.6%	\$7,382	0.8%	\$8,462	0.8%
Wetting Agents	\$7,758	0.8%	\$9,700	1.0%	\$10,996	1.0%
Fuel and Lubricants	\$28,695	3.0%	\$30,284	3.1%	\$31,418	2.9%
Small Tools	\$4,494	0.5%	\$5,727	0.6%	\$5,785	0.5%
Equipment Rental	\$4,713	0.5%	\$5,042	0.5%	\$5,071	0.5%
Irrigation Repairs and Maintenance	\$17,833	1.9%	\$19,134	2.0%	\$21,695	2.0%
Refuse / Waste Removal	\$3,955	0.4%	\$5,095	0.5%	\$5,079	0.5%
Sand / Soil	\$21,581	2.3%	\$25,994	2.7%	\$31,149	2.9%
Seed / Sod / Sprigs	\$7,746	0.8%	\$9,431	1.0%	\$10,861	1.0%
Continuing Education / Travel	\$3,361	0.4%	\$3,581	0.4%	\$4,587	0.4%
Dues / Subscriptions	\$2,347	0.2%	\$2,897	0.3%	\$3,290	0.3%
Service Agreements	\$6,455	0.7%	\$9,770	1.0%	\$9,608	0.9%
Golf Course Accessories	\$6,344	0.7%	\$6,797	0.7%	\$7,825	0.7%
Office and Building Supplies	\$4,430	0.5%	\$3,833	0.4%	\$3,644	0.3%
Water (38 % Purchased Water)	\$97,825	10.3%	\$86,622	9.0%	\$107,275	9.9%
Overseeding (4% Overseeded)	\$17,096	1.8%	\$12,500	1.3%	\$15,600	1.4%

Averages for water and overseeding only include respondents that indicate they purchase water or overseed.

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the Southwest Region						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$751,014	53.0%	\$851,329	55.7%	\$905,176	55.8%
Power Irrigation	\$35,697	2.3%	\$36,822	2.2%	\$41,131	2.2%
Utilities Maintenance Building	\$7,356	0.5%	\$7,733	0.5%	\$8,192	0.4%
Equipment Lease Expense	\$52,425	3.3%	\$56,472	3.3%	\$61,508	3.4%
Repair / Maintenance Equipment	\$54,630	3.4%	\$61,954	3.6%	\$64,393	3.5%
Fertilizer	\$58,966	3.7%	\$61,560	3.6%	\$69,059	3.8%
Herbicides	\$18,687	1.2%	\$18,880	1.1%	\$22,002	1.2%
Fungicides	\$28,611	1.8%	\$30,643	1.8%	\$31,779	1.7%
Insecticides	\$6,192	0.4%	\$6,416	0.4%	\$7,595	0.4%
Growth Regulators	\$7,407	0.5%	\$8,125	0.5%	\$11,616	0.6%
Wetting Agents	\$12,688	0.8%	\$12,676	0.7%	\$14,402	0.8%
Fuel and Lubricants	\$37,508	2.4%	\$39,451	2.3%	\$43,241	2.4%
Small Tools	\$9,220	0.6%	\$10,205	0.6%	\$11,262	0.6%
Equipment Rental	\$4,625	0.3%	\$6,234	0.4%	\$7,296	0.4%
Irrigation Repairs and Maintenance	\$32,816	2.1%	\$29,997	1.8%	\$32,929	1.8%
Refuse / Waste Removal	\$16,036	1.0%	\$16,347	1.0%	\$18,594	1.0%
Sand / Soil	\$28,712	1.8%	\$33,180	1.9%	\$36,691	2.0%
Seed / Sod / Sprigs	\$44,245	2.8%	\$45,759	2.7%	\$49,457	2.7%
Continuing Education / Travel	\$2,423	0.2%	\$2,609	0.2%	\$3,636	0.2%
Dues / Subscriptions	\$1,700	0.1%	\$1,897	0.1%	\$2,509	0.1%
Service Agreements	\$18,925	1.2%	\$21,089	1.2%	\$23,350	1.3%
Golf Course Accessories	\$9,978	0.6%	\$11,535	0.7%	\$12,730	0.7%
Office and Building Supplies	\$4,072	0.3%	\$4,620	0.3%	\$4,965	0.3%
Water (70.0 % Purchased Water)	\$266,406	16.8%	\$254,110	14.8%	\$266,029	14.5%
Overseeding (42% Overseeded)	\$74,421	4.7%	\$66,475	3.9%	\$66,255	3.6%

Averages for water and overseeding only include respondents that indicate they purchase water or overseeded

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the North Central Region						
Line Items	2022 Actual		2023 Actual		2024 Budget	
	Labor	\$327,485	55.8%	\$351,644	56.5%	\$379,164
Power Irrigation	\$7,662	1.3%	\$8,391	1.3%	\$8,558	1.3%
Utilities Maintenance Building	\$9,869	1.7%	\$10,030	1.6%	\$10,780	1.6%
Equipment Lease Expense	\$19,861	3.4%	\$21,424	3.4%	\$24,449	3.7%
Repair / Maintenance Equipment	\$29,388	5.0%	\$32,242	5.2%	\$32,124	4.8%
Fertilizer	\$24,146	4.1%	\$24,582	4.0%	\$26,521	4.0%
Herbicides	\$5,142	0.9%	\$5,495	0.9%	\$5,537	0.8%
Fungicides	\$43,405	7.4%	\$44,232	7.1%	\$47,009	7.1%
Insecticides	\$4,169	0.7%	\$4,607	0.7%	\$5,292	0.8%
Growth Regulators	\$4,051	0.7%	\$4,425	0.7%	\$4,994	0.8%
Wetting Agents	\$5,275	0.9%	\$5,966	1.0%	\$6,617	1.0%
Fuel and Lubricants	\$23,782	4.1%	\$23,590	3.8%	\$24,872	3.8%
Small Tools	\$3,241	0.6%	\$3,340	0.5%	\$3,404	0.5%
Equipment Rental	\$3,949	0.7%	\$4,584	0.7%	\$4,194	0.6%
Irrigation Repairs and Maintenance	\$9,263	1.6%	\$9,774	1.6%	\$11,473	1.7%
Refuse / Waste Removal	\$2,134	0.4%	\$2,133	0.3%	\$2,245	0.3%
Sand / Soil	\$12,389	2.1%	\$12,892	2.1%	\$13,703	2.1%
Seed / Sod / Sprigs	\$4,286	0.7%	\$4,425	0.7%	\$5,247	0.8%
Continuing Education / Travel	\$2,205	0.4%	\$2,521	0.4%	\$3,001	0.5%
Dues / Subscriptions	\$1,874	0.3%	\$1,607	0.3%	\$1,683	0.3%
Service Agreements	\$4,904	0.8%	\$5,134	0.8%	\$5,457	0.8%
Golf Course Accessories	\$3,908	0.7%	\$4,236	0.7%	\$4,399	0.7%
Office and Building Supplies	\$2,091	0.4%	\$2,109	0.3%	\$2,345	0.4%
Water (14 % Purchased Water)	\$32,231	5.5%	\$32,914	5.3%	\$29,946	4.5%
Overseeding (0% Overseeded)	\$0	0.0%	\$0	0.0%	\$0	0.0%

Averages for water only include respondents that indicate they purchase water. Not enough respondents overseeded turf to make a statistical representation

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the Transition Region						
Line Items	2022 Actual		2023 Actual		2024 Budget	
	Labor	\$435,009	52.8%	\$481,712	52.5%	\$518,017
Power Irrigation	\$9,849	1.2%	\$11,023	1.2%	\$11,534	1.2%
Utilities Maintenance Building	\$11,690	1.4%	\$12,322	1.3%	\$12,649	1.3%
Equipment Lease Expense	\$37,127	4.5%	\$42,362	4.6%	\$54,208	5.7%
Repair / Maintenance Equipment	\$38,800	4.7%	\$45,159	4.9%	\$43,061	4.5%
Fertilizer	\$38,586	4.7%	\$42,605	4.6%	\$44,201	4.6%
Herbicides	\$13,549	1.6%	\$14,203	1.5%	\$15,172	1.6%
Fungicides	\$46,307	5.6%	\$48,736	5.3%	\$41,762	4.4%
Insecticides	\$7,310	0.9%	\$7,271	0.8%	\$8,113	0.8%
Growth Regulators	\$4,902	0.6%	\$5,257	0.6%	\$5,555	0.6%
Wetting Agents	\$4,927	0.6%	\$5,676	0.6%	\$6,429	0.7%
Fuel and Lubricants	\$23,805	2.9%	\$25,210	2.7%	\$26,793	2.8%
Small Tools	\$3,794	0.5%	\$4,229	0.5%	\$4,268	0.4%
Equipment Rental	\$3,003	0.4%	\$3,360	0.4%	\$3,393	0.4%
Irrigation Repairs and Maintenance	\$10,940	1.3%	\$13,154	1.4%	\$14,404	1.5%
Refuse / Waste Removal	\$2,177	0.3%	\$2,435	0.3%	\$2,592	0.3%
Sand / Soil	\$14,615	1.8%	\$16,311	1.8%	\$17,356	1.8%
Seed / Sod / Sprigs	\$8,598	1.0%	\$12,334	1.3%	\$10,510	1.1%
Continuing Education / Travel	\$2,307	0.3%	\$2,566	0.3%	\$2,965	0.3%
Dues / Subscriptions	\$1,379	0.2%	\$1,465	0.2%	\$1,662	0.2%
Service Agreements	\$4,322	0.5%	\$5,858	0.6%	\$4,982	0.5%
Golf Course Accessories	\$4,259	0.5%	\$4,741	0.5%	\$5,218	0.5%
Office and Building Supplies	\$2,950	0.4%	\$2,997	0.3%	\$2,189	0.2%
Water (20 % Purchased Water)	\$83,487	10.1%	\$98,371	10.7%	\$92,374	9.6%
Overseeding (8% Overseeded)	\$9,430	1.1%	\$8,795	1.0%	\$9,765	1.0%

Averages for water and overseeding only include respondents that indicate they purchase water or overseeded

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the Southeast Region						
	2022 Actual		2023 Actual		2024 Budget	
Line Items						
Labor	\$607,606	52.9%	\$667,000	53.0%	\$711,648	53.7%
Power Irrigation	\$17,533	1.5%	\$18,743	1.5%	\$19,683	1.5%
Utilities Maintenance Building	\$13,415	1.2%	\$14,456	1.1%	\$16,406	1.2%
Equipment Lease Expense	\$87,957	7.7%	\$94,963	7.5%	\$95,378	7.2%
Repair / Maintenance Equipment	\$47,167	4.1%	\$51,593	4.1%	\$51,884	3.9%
Fertilizer	\$75,602	6.6%	\$83,183	6.6%	\$90,604	6.8%
Herbicides	\$27,860	2.4%	\$29,175	2.3%	\$30,858	2.3%
Fungicides	\$30,895	2.7%	\$32,782	2.6%	\$31,878	2.4%
Insecticides	\$12,883	1.1%	\$14,379	1.1%	\$16,713	1.3%
Growth Regulators	\$5,087	0.4%	\$6,067	0.5%	\$7,009	0.5%
Wetting Agents	\$5,704	0.5%	\$6,510	0.5%	\$7,488	0.6%
Fuel and Lubricants	\$38,687	3.4%	\$38,526	3.1%	\$40,245	3.0%
Small Tools	\$5,799	0.5%	\$6,015	0.5%	\$6,783	0.5%
Equipment Rental	\$5,333	0.5%	\$5,400	0.4%	\$5,439	0.4%
Irrigation Repairs and Maintenance	\$15,096	1.3%	\$18,890	1.5%	\$18,951	1.4%
Refuse / Waste Removal	\$5,523	0.5%	\$6,433	0.5%	\$6,760	0.5%
Sand / Soil	\$25,773	2.2%	\$30,025	2.4%	\$32,715	2.5%
Seed / Sod / Sprigs	\$11,868	1.0%	\$13,147	1.0%	\$12,687	1.0%
Continuing Education / Travel	\$3,081	0.3%	\$3,479	0.3%	\$3,556	0.3%
Dues / Subscriptions	\$1,673	0.1%	\$1,885	0.1%	\$2,098	0.2%
Service Agreements	\$14,975	1.3%	\$17,019	1.4%	\$18,629	1.4%
Golf Course Accessories	\$7,669	0.7%	\$9,078	0.7%	\$8,894	0.7%
Office and Building Supplies	\$2,613	0.2%	\$2,683	0.2%	\$3,165	0.2%
Water (24% Purchased Water)	\$65,508	5.7%	\$74,331	5.9%	\$72,158	5.4%
Overseeding (32% Overseeded)	\$12,538	1.1%	\$12,983	1.0%	\$14,352	1.1%

Averages for water and overseeding only include respondents that indicate they purchase water or overseeded

The 18-Hole Golf Course Budget by Region (continued)

Average 18-Hole Maintenance Budget for the Northeast Region						
Line Items	2022 Actual		2023 Actual		2024 Budget	
	Labor	\$592,159	57.5%	\$640,295	57.6%	\$666,538
Power Irrigation	\$11,472	1.1%	\$11,483	1.0%	\$12,834	1.1%
Utilities Maintenance Building	\$20,335	2.0%	\$20,905	1.9%	\$21,604	1.8%
Equipment Lease Expense	\$47,369	4.6%	\$55,488	5.0%	\$63,401	5.4%
Repair / Maintenance Equipment	\$44,529	4.3%	\$46,614	4.2%	\$46,827	4.0%
Fertilizer	\$46,953	4.6%	\$50,793	4.6%	\$53,534	4.6%
Herbicides	\$9,140	0.9%	\$11,579	1.0%	\$11,698	1.0%
Fungicides	\$67,547	6.6%	\$72,666	6.5%	\$79,713	6.8%
Insecticides	\$11,613	1.1%	\$13,107	1.2%	\$13,802	1.2%
Growth Regulators	\$7,903	0.8%	\$9,667	0.9%	\$9,373	0.8%
Wetting Agents	\$7,660	0.7%	\$8,735	0.8%	\$9,954	0.9%
Fuel and Lubricants	\$31,265	3.0%	\$32,362	2.9%	\$33,505	2.9%
Small Tools	\$6,887	0.7%	\$7,094	0.6%	\$8,011	0.7%
Equipment Rental	\$3,880	0.4%	\$4,084	0.4%	\$4,652	0.4%
Irrigation Repairs and Maintenance	\$13,179	1.3%	\$14,036	1.3%	\$17,718	1.5%
Refuse / Waste Removal	\$2,866	0.3%	\$3,410	0.3%	\$3,427	0.3%
Sand / Soil	\$20,738	2.0%	\$22,365	2.0%	\$24,928	2.1%
Seed / Sod / Sprigs	\$10,360	1.0%	\$11,547	1.0%	\$12,210	1.0%
Continuing Education / Travel	\$3,858	0.4%	\$4,248	0.4%	\$4,768	0.4%
Dues / Subscriptions	\$1,430	0.1%	\$1,590	0.1%	\$1,765	0.2%
Service Agreements	\$7,357	0.7%	\$7,638	0.7%	\$7,813	0.7%
Golf Course Accessories	\$6,347	0.6%	\$6,830	0.6%	\$7,430	0.6%
Office and Building Supplies	\$3,444	0.3%	\$3,681	0.3%	\$3,928	0.3%
Water (22% Purchased Water)	\$52,079	5.1%	\$50,481	4.5%	\$49,615	4.2%
Overseeding (0% Overseeded)	\$0	0.0%	\$0	0.0%	\$0	0.0%

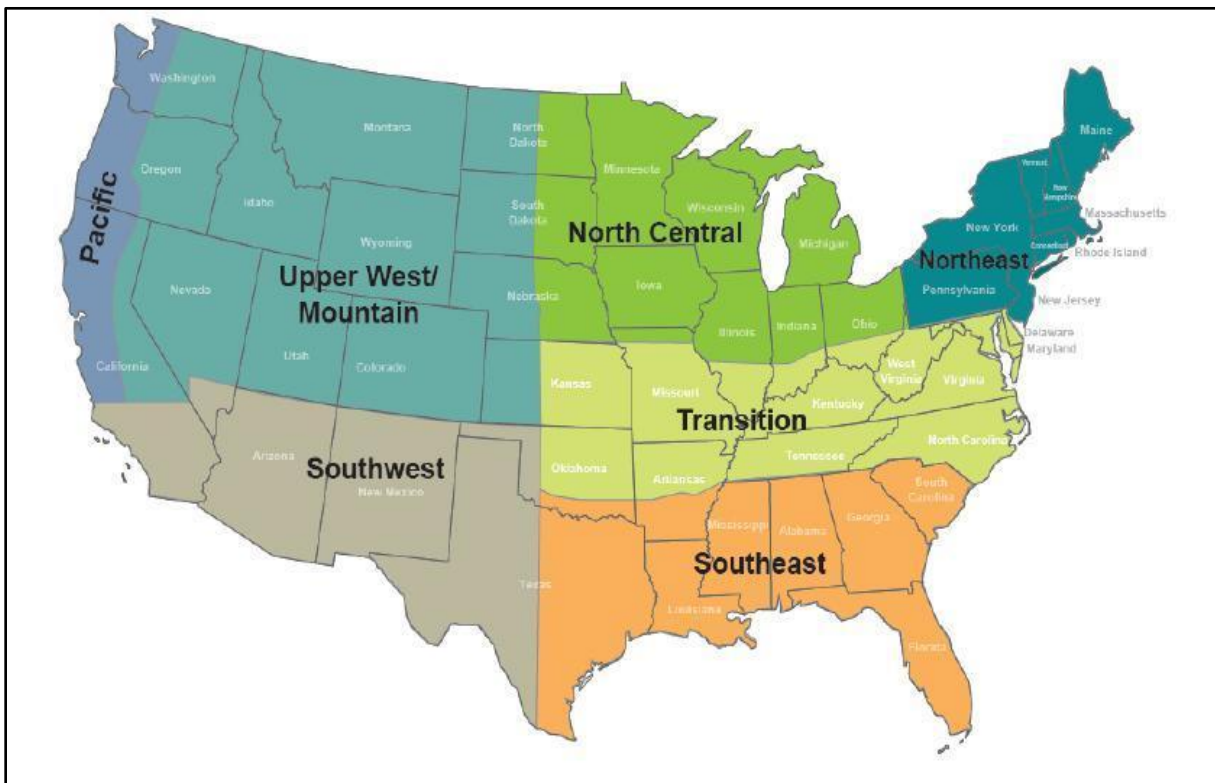
Averages for water only include respondents that indicate they purchase water, not enough respondents overseeded turf to make a statistical representation

SURVEY DEMOGRAPHICS

Several of the demographic questions had a response rate below the statistical threshold for the region of Hawaii and outside the United States, for this reason these geographic regions will be omitted on the tables to follow.

	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
Municipal	15%	17%	29%	12%	28%	16%	14%	12%
Semi-Private	18%	10%	16%	23%	11%	24%	20%	12%
Private	45%	35%	32%	44%	34%	45%	50%	60%
Daily Fee	22%	38%	22%	21%	27%	16%	16%	16%

Regions Map



Survey Demographics (continued)

The table below shows the ranges of the average peak-season green fee including golf cart rental; private clubs reported guest fee with golf car rental.

Peak Season Green Fee (<i>including golf cart</i>) Per Year by Region								
	Overall	Pacific	Upper West-Mountain	Southwest	North Central	Transition	Southeast	Northeast
Less than \$40	5%	6%	4%	7%	7%	7%	5%	3%
\$40 - \$55	14%	7%	12%	13%	20%	19%	11%	11%
\$56 - \$70	14%	17%	20%	7%	16%	15%	12%	11%
\$71 - \$100	23%	30%	25%	15%	25%	23%	19%	28%
\$101 - \$145	18%	16%	13%	19%	20%	18%	17%	21%
More than \$145	26%	22%	28%	40%	13%	17%	37%	26%

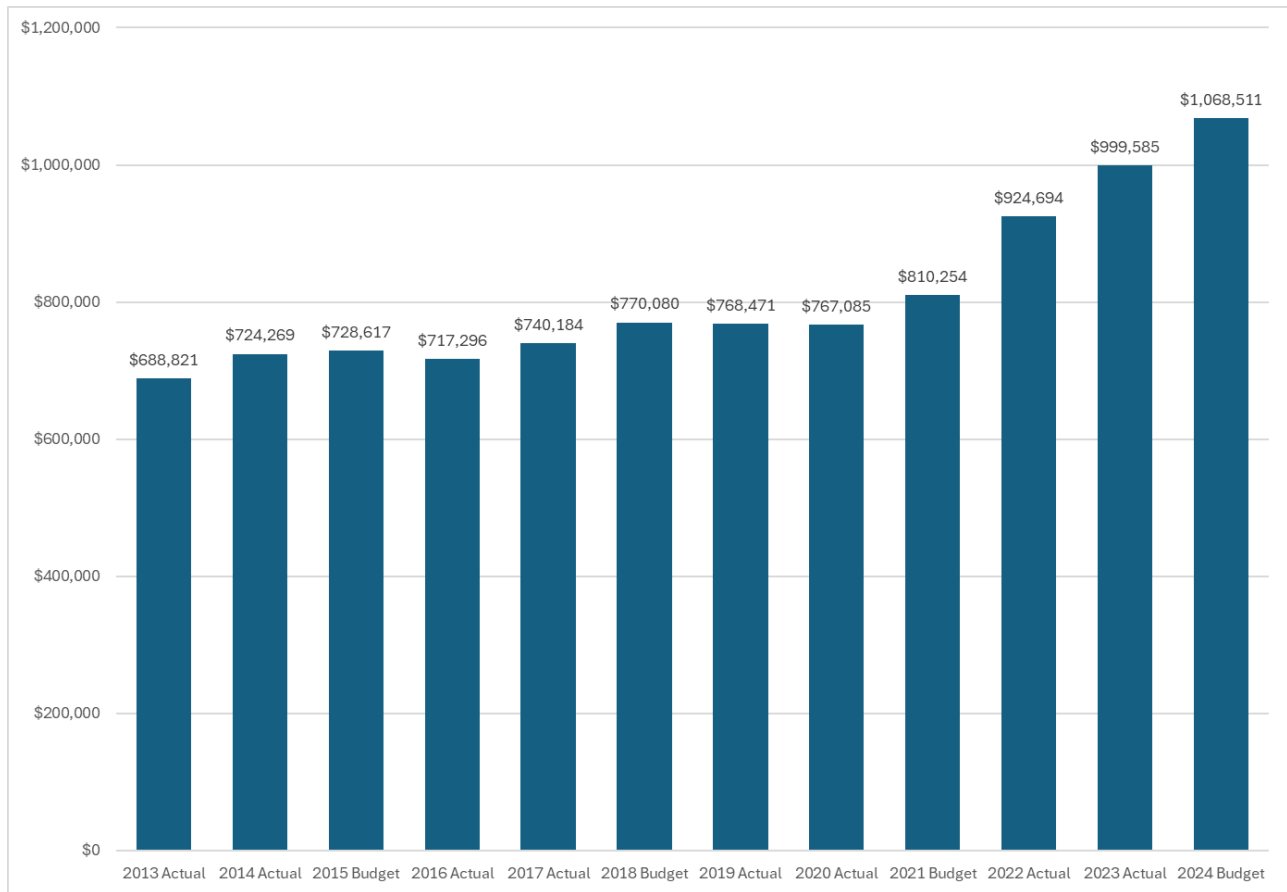
The table below shows the ranges of rounds played in 2023.

Rounds Per Year	
	Overall
< 12,000	7%
12,001-17,000	11%
17,001-25,000	29%
25,001-35,000	26%
35,001-50,000	19%
>50,000	8%

ADDENDUM- Nationwide Maintenance Budget Trend 2013 to 2024

Total budget expenditure comparisons by year, from the 2015 maintenance budget survey, the 2018 maintenance budget survey, the 2021 maintenance budget survey and the current 2024 maintenance budget survey:

Please note, respondents were asked to report actual expenditures for 2013, 2014, 2016, 2017, 2019, 2020, 2022, 2023 and a budget projection for 2015, 2018, 2021 and 2024.



-END OF REPORT-



Golf Course Superintendents Association of America
1421 Research Park Drive
Lawrence, KS 66049