

2025 Accommodations Tax Funds Request Application

Organization Name: LGCOA - Lowcountry Golf Course Owners

Project/Event Name: 2025 Golf Tourism Marketing and PR Campaign

Executive Summary

An ATAX Effectiveness Measurement form has been attached to this application.

2025 Accommodations Tax Funds Request Application

Date Received: 09/06/2024

Time Received: 03:56 PM

By: Online Submittal

Applications will not be accepted if submitted after 4 pm on September 6, 2024

A. SUMMARY OF GRANT REQUEST:

ORGANIZATION NAME: LGCOA - Lowcountry Golf Course Owners

Project/Event Name: 2025 Golf Tourism Marketing and PR Campaign

Contact Name: Barry Fleming

Title: Executive Director

Address: P.O. Box 7882, Hilton Head Island, SC 29938

Email Address: bfleminggolf@gmail.com

Contact Phone: 843-384-5342

Event Date: All of 2025

Event Location: Hilton Head Island

Total Budget: \$420,000.00

Grant Requested: \$200,000.00

Provide a brief summary on the intended use of the grant and how the money would be used. (100 words or less)

Golf tourism is extremely important to the Island's economy. We rode an incredible wave of golf tourism traffic throughout COVID and the stay and play revenues were record breaking. 2024, however, is not pacing as well. In an effort to reinvigorate vacationing golfers to book a 2025 golf trip to the area, funding is needed to target these travelers using proven golf tourism-specific marketing and public relations strategies and tactics. This broad mix of activity will cast a wide, yet hyper-targeted net. As we have proven the last 14 years, these efforts put heads in beds September through May each.

How does the organization/event either drive tourism to Hilton Head Island or enhance the visitor experience on Hilton Head Island? How is this impact being measured? (100 words or less)

The Lowcountry Golf Course Owners Association (LGCOA) manages the area's only golf tourism marketing effort with funds provided by LGCOA partners, as well as funds from the Hilton Head Island-Bluffton VCB, and Beaufort County ATAX. The dollars are focused on driving vacationing golfers to Hilton Head Island September through May. This is done through an extensive and targeted marketing program that includes: web ([HiltonHeadGolfIsland.com](https://www.HiltonHeadGolfIsland.com)), print and digital advertising, search engine marketing and optimization, direct marketing, connected

TV advertising, social media and email marketing. Digital analytics are in place monitoring every aspect of the marketing plan and its tactics.

A. Total Number of Physical Tourists Served: 123000

A Tourist is considered a non-resident, traveling more than 50 miles to the Town of Hilton Head Island.

B. Total Number of Physical Visitors Served:

A Visitor is considered a non-resident, who travels 50 miles or less to visit the Town of Hilton Head Island.

C. Total Number of Physical Residents Served:

A Resident is considered any person who claims their property address within the limits of the Town of Hilton Head Island as their primary residence.

D. Total Number of Physical Patrons Served (A+B+C=D):

How was the Number of Visitors/Tourists Documented? (250 words or less)

We polled the on-island golf partners for rounds and revenue captured outside of a 50 mile radius of Hilton Head Island to show the amount of rounds and revenue generated by non-local golfers. Of the 15.5 on-island courses polled, all but three provided data. Listed below are those who participated and the data that supports the value of golf tourism to Hilton Head Island.

Partners Reporting 8/1/2023 - 7/31/2024

Sea Pines Resort - Harbour Town, Atlantic Dunes, Heron Point

Palmetto Dunes Resort - Robert Trent Jones Course, George Fazio Course, Arthur Hills Course

Heritage Golf - Palmetto Hall (2), Oyster Reef, Port Royal (2), Shipyard (1.5)

Total Rounds of Golf Played Outside of 50 Miles: 369,164

With these numbers, it is reasonable to state with the average stay and play golf trip consisting of three rounds and average persons to a room at 2 that 61,527 rooms were needed to house this many golf vacationers. Multiply this by 4 nights (average length of stay) and we see that a minimum of 246,109 room nights were occupied by golf vacationers.

Cost Per Visitor: \$.81 per golfer

(\$100,000 granted funds divided by 123,000 estimated visitors)

The partners listed above were able to track rounds and revenue based on the difference between resort and golf package rounds against local/member rounds. The numbers listed above do not include local or member rounds and revenue.

In addition, our marketing and PR dollars are spent outside of 50 miles to drive traffic to HiltonHeadGolfIsland.com. We tracked the following website traffic by state to show where our dollars are having an impact January 1 - July 31, 2024. It is also important to note that we use this data to determine where best to spend our dollars based on traffic by state.

State | Website Visitors

Georgia - 10,164
Florida - 7563
New York - 6004
North Carolina - 5100
Ohio - 4215
Illinois - 4051
Pennsylvania - 3492
Texas - 3260
Massachusetts - 2732
Michigan - 2747
Indiana - 1915
California - 1720
Tennessee - 1706
New Jersey - 1563
Kentucky - 1388
Maryland - 1058
Missouri - 1026

B. DESCRIPTION OF OPERATIONS:

1. For state reporting purposes, give a brief description of the organization. (250 words or less)

The Lowcountry Golf Course Owners Association (LGCOA), comprised of 26 public and semi-private play golf courses in Beaufort County, is responsible for the area's golf tourism marketing effort to drive vacationing golfers from outside of 50 miles to visit September through May - where heads in beds are needed most.

It is very important to note that we use Town of Hilton Head Island ATAX funding to ONLY promote golf at Hilton Head Island's 15.5 golf courses.

The LGCOA and its committed DMO partner, the Hilton Head Island-Bluffton VCB, work closely together to ensure the golf tourism messaging and channels align with the overall Hilton Head Island brand. Our highly successful, 14 year partnership coupled with the annual marketing program generates tremendous revenue for the area's golf courses, resorts, accommodations, retail businesses, and restaurants on Hilton Head Island. The result of this coordinated effort also greatly benefits ATAX and its collections as our golf visitors stay on average 4 nights when vacationing on Hilton Head Island.

It is also vital for the area's small businesses to have golfers in town September through May. Ask any restaurant/bar owner and they will tell you the out-of-town golfer is the lifeblood for their business.

2. Describe in detail how the requested grant funding would be used? (250 words or less)

The comprehensive golf marketing and public relations program is designed to broaden awareness of Hilton Head Island's myriad of world-class golf resorts, championship daily fee courses, accommodations, and stay and play golf packages.

The time is now to reach the most active demographic in golf travel, golfers between the ages of 27 and 55. This demographic takes its cues on finding great destinations to play with their friends from social media and YouTube. The request for additional dollars for 2025 is to generate a tremendous amount of video content using strong golf content creators to reach millions consuming and interacting with golf content on Instagram, Twitter/X and YouTube.

A portion of the granted dollars would also be used for a connected TV Campaign in markets SCPRT is focusing on to promote golf in South Carolina. They have a significant marketing spend promoting the Myrtle Beach PGA Tour event in our core markets. We want to ensure Hilton Head Island is a part of the conversation in these markets as people viewing think about a golf trip to South Carolina.

We will also continue partnering with select golf media who provide us extensive reach and support. The majority of these efforts will be in the form of digital communications like email blasts, golf package features, and advertorial.

From a public relations standpoint, we will deploy news releases to more than 700 print and digital media touting important news and updates from the island. We will also curate engaging blog posts to be leveraged both internally and by media partners. We will host domestic golf, travel, and lifestyle media, bloggers, and social media influencers to fully immerse them in our unique golf experience.

3. What impact would partial funding have on the activities, if full funding were not received? What would the organization change to account for partial funding? (100 words or less)

The reality is we are competing against rival and in-state golf destinations with multi-million dollar golf tourism spends. It is very difficult to keep our name near the top of the consideration list with our smaller budget. Partial funding of the effort would greatly inhibit the program's overall effectiveness and thus lower the chance of putting more heads in beds in the shoulder seasons. Fewer dollars would greatly narrow our focus on a smaller set of targeted media and markets, as well as minimize the amount of geo-targeted search and social media that can be deployed - all of which have contributed to the great successes this program has had the past 14 years.

4. What is expected economic impact and benefit to the Island's tourism? (100 words or less)

Everyone on HHI wins when golfers are in town. According to SCPRT, Golf tourism is a growing economic engine for the state. In 2021, a celebrated sector of South Carolina's \$29 billion tourism industry, golf had an estimated \$3.3 billion impact on the state's economy – contributing \$18.3 million in Admissions Tax collections that year. Officials say golf generates more income than any other single entertainment or recreation activity in the state, and visitors who play golf during their trip to South Carolina spend an additional \$1.1 billion off-course. Hilton Head Island stands to benefit greatly from this type of growing impact, but increased marketing dollars are needed to capitalize.

5. In order to comply with the State's Tourism Expenditure Review Committee annual reporting requirements, **please classify your current grant request into the following authorized categories:**

1 - Destination Advertising/Promotion <i>Advertising and promotion of tourism so as to develop and increase tourist attendance through the generation of publicity.</i>	100 %
2 - Tourism-Related Events <i>Promotion of the arts and cultural events.</i>	0 %
3 - Tourism-Related Facilities <i>Construction, maintenance and operation of facilities for civic and cultural activities including construction and maintenance of access and other nearby roads and utilities for the facilities.</i>	0 %
4 - Tourism-Related Public Services <i>The criminal justice system, law enforcement, fire protection, solid waste collection and health facilities when required to serve tourists and tourist facilities. This is based on the estimated percentage of costs directly attributed to tourist. Also includes public facilities such as restrooms, dressing rooms, parks and parking lots.</i>	0 %
5 - Tourist Public Transportation <i>Tourist shuttle transportation.</i>	0 %
6 - Waterfront Erosion/Control/Repair <i>Control and repair of waterfront erosion.</i>	0 %
7 - Operation of Visitor Information Centers <i>Operating visitor information centers.</i>	0 %
Total:	100 %

6. If not covered elsewhere in the application, please describe (a) how the organization will collaborate with other organizations to enhance tourism efforts, and (b) provide a venue or service not otherwise available to visitors to the Town of Hilton Head Island. (250 words or less)

The LGCOA has a deeply committed DMO partner in the Hilton Head Island-Bluffton

Chamber of Commerce and VCB. We work very closely with them and all marketing programs are fully reviewed together before, during, and after they are launched. We meet regularly to discuss results and how to improve upon the success of the marketing efforts, as well as staying on message for the destination as a whole. This collaboration has significantly tightened the golf tourism effort over the past 14 years. The result of this great working relationship between our two organizations has delivered tremendous successes in expanding awareness, lead generation, golf vacation bookings, and ultimately more heads in beds on Hilton Head Island. In addition, we will be working closely with SCPRT as described in prior points related to their significant investment in marketing golf tourism in SC and its destinations, which includes Hilton Head Island.

7. Additional comments. (250 words or less)

The State of South Carolina Parks, Recreation and Tourism Department Increases Investment in Golf Promotion Due to Its Significant Contribution to the State's Economy.

In 2023, The PGA TOUR and Discover South Carolina announced a five-year Official Marketing Partnership that designates the Palmetto State's Department of Parks, Recreation, and Tourism as an "Official Tourism Sponsor" of the PGA TOUR. The agreement would last until 2027 and will see Discover South Carolina engage across the PGA TOUR landscape, including through digital activations and creative content as well as at PGA TOUR and DP World Tour tournaments. We have a tremendous opportunity to infuse Hilton Head Island's golf vacation experience into the conversation in markets in which they are investing marketing dollars.

Golf tourism is a growing economic engine for the state, with visitor impact extending beyond the fairway. In 2021, **golf had a \$3.3 billion economic impact statewide**, and the state continues to invest heavily in marketing South Carolina as a golfer's paradise. **Golf is of such importance to SCPRT, roughly 20 percent of total state advertising budget is spent on golf advertising and partnerships alone.**

The RBC Heritage tournament alone typically generates roughly \$105 million in economic activity and is traditionally the largest annual sporting event in the state.

Golf Tourism is Vital to Hilton Head Island and the State of South Carolina

A report titled *Economic Impact of Golf in South Carolina* was released in April 2022. This report was produced by the South Carolina Department of Parks, Recreation and Tourism with the support of the South Carolina Golf Course Owners Association, an affiliate of the National Golf Course Owners Association.

Overall Economic Impact

In 2021, golf courses and the off-course expenditures of visiting golfers had a total economic impact (direct,&

C. FUNDING:

1. Please describe how the organization is currently funded. (100 words or less)

LGCOA: \$100,000
Hilton Head Island-Bluffton VCB: \$200,000
Town of Hilton Head Island ATAX: \$100,000
Beaufort County ATAX: \$7,500
Total: \$407,500

Our LGCOA partners contribute through annual dues. In addition, the profits from Hilton Head Guide to Golf Magazine sales get the annual LGCOA contribution to \$100,000. The Hilton Head Island-Bluffton VCB contributed \$100,000 for the period July 1, 2024 - December 31, 2024. They are contributing an additional \$100,000 to the effort for the period January 1, 2024 - June 30, 2025. Lastly, Beaufort County ATAX granted us \$7,500.

2. Please also estimate, as a percentage, the source of the organization's total annual funding.

<u>68</u>	Government Sources	<u>24</u>	Private Contributions, Donations and Grants
<u> </u>	Corporate Support, Sponsors	<u>8</u>	Membership, Dues, Subscriptions
<u> </u>	Ticket Sales, or Sales and Services	<u> </u>	Other

3. Has the organization requested other ATAX or any other funding from other public sources or organizations?

Yes No

If so, please list top 3 sources and amounts.

Beaufort County ATAX Grant for 2025	\$20,000.00
Hilton Head Island-Bluffton VCB for July 1, 2025 - June 30, 2026 Fiscal	\$200,000.00

D. FINANCIAL INFORMATION:

Fiscal Year Disclosure: Start Month: **January** End Month: **December**

Financial Statement Requirements:

1. The upcoming fiscal year's **operating budget** for the organization.

Budget Provided: **Yes**

2. The previous two fiscal years and current year-to-date **profit and loss reports** for the organization.

Current fiscal year Profit Loss Report Provided: **Yes**

Previous fiscal year Profit Loss Reports Provided:

2022- Previous FY 1

2023- Previous FY 1

3. The previous two fiscal years and current year-to-date **balance sheets**.

Current fiscal year Balance Sheet Provided: **Yes**

Previous fiscal year Balance Sheets Provided:

2022 - Previous FY 1

2023 - Previous FY 1

4. The previous two years and current year **IRS Form 990 or 990T**.

Current year IRS Form 990 or 990T Provided: **Yes**

Previous IRS Form 990 or 990T Years Provided:

2021 - Previous FY 1

2022 - Previous FY 1

E. FINANCIAL GUARANTEES AND PROCEDURES:

1. Provide a copy of the **official minutes** wherein the organization approves the submission of this application.

An official set of minutes have been attached to this application.

2. Indicate whether your organization follows Town procurement guidelines or has its own procurement guidelines which are utilized and followed in the expenditure of ATAX grant funds.

Follow Town procurement guidelines

Utilize and follow organization's own procurement guidelines

Our organization does not have or follow procurement guidelines

F. MEASURING EFFECTIVENESS:

If you received 2023 or 2024 HHI ATAX funds

1. List any ATAX award amounts received in 2023 and/or 2024.

2021	\$50,000.00	Public Relations Campaign
2022	\$50,000.00	Public Relations and Content Marketing Campaign
2023	\$50,000.00	Marketing, Public Relations and Content Marketing
2024	\$100,000.00	Golf Tourism Marketing and Public Relations Campaign

2. How were the ATAX funds used? To what extent were the objectives achieved? The ATAX Effectiveness Measurement spreadsheet available in the application portal will show the numerics. Use the space below for verbal comments. (200 words or less)

Funds have been used for the following:

- Contributed content for our media partners to publish throughout their digital platforms
- Drafting and sending news releases
- Advertising partnerships with Regional and State Golf Media Groups such as Florida State Golf Association, MetGolf, GAP, Virginia State Golfer, Maryland State Golf, Carolinas Golf, Palmetto Golfer, Michigan Golf Journal, Golf Georgia, LINKS Magazine, and NYGolf.
- Digital advertising partnerships with GolfStayandPlays.com, GolfTrips.com
- Connected TV advertising campaign featuring a :30 commercial that garnered 522,000 views in select markets during all major golf championship weeks in 2024
- Produced golf travel content about our destination and distributed it to golf and travel media database.
- New blog series featuring stories from Harbour Town’s caddies launching on HiltonHeadGolfIsland.com Fall 2024

The results of these proven methods and media partnerships continue to prove to be major winners for us. Each provides tremendous value-add as well to ensure our message is reaching their high-income, traveling golfers.

3. What impact did this have on the success of the organization/event and how did it benefit the community? (200 words or less)

2024 funding helped us extend our reach very cost-effectively through the distribution of content to proven media partners that drive results. The digital content and marketing

created increased click traffic back to HiltonHeadGolfIsland.com which in turn drove coveted outbound link traffic, stay and play golf package bookings, and tee times to the partners. Locally, our restaurants, retail shop owners, and activities providers will tell you golf vacationers drove significant and much-needed revenue to their businesses. Multi-night stays are the norm for golf vacations. The average golf trip spans 4 nights, and 3 rounds - putting heads in beds, which increases accommodations tax collections.

4. How does the organization measure the effectiveness of both the overall activity and of individual programs? (200 words or less)

For all digital marketing campaigns we launched with the current funding, we track click and engagement activity, as well as all traffic sent to landing pages on HiltonHeadGolfIsland.com. The digital campaigns are designed to drive golf trip quote requests, as well as outbound traffic to course and resort partners.

For any public relations effort related to press releases, we track how many people the release was shared with by our media partners. For items picked up by media, we measure the amount of space granted to our content and provide an ad equivalency cost if we had to pay for that same space in the form of advertising. Annually, the ad equivalency cost far outshines the funds needed for this effort. We anticipate our public relations content will exceed 2,500,000 impressions by year end with an ad equivalency over \$350,000.

Our partnership with the Hilton Head Island-Bluffton VCB provides an in-depth golf tourism website - www.HiltonHeadGolfIsland.com. We are provided with a robust, real-time dashboard to view all analytics associated with all marketing campaigns. This helps us make great decisions with every marketing dollar spent to ensure we are driving great business to the island, as well as being wonderful stewards of ATAX dollars.

Website Analytics YTD (up on average 4% over same period 2023)

Site Visitors: 126,552

Sessions: 159,552

Page Views: 246,207

Outbound Links to Course/Resort Websites: 74,694

Golf Trip Quote Requests: 2042

Phone Calls Generated: 949

G. EXECUTIVE SUMMARY

Provide an executive summary using the "ATAX Effectiveness Measurement" form provided via the link on the left, or by utilizing the text area provided below to report uses of the organization's prior ATAX grant, if applicable. If creating your own format, please refer to the "ATAX Effectiveness Measurement"

form and use the criteria as a guideline in developing your executive summary below. *(1300 words or less)*

An ATAX Effectiveness Measurement form has been attached to this application.

Signature: Barry Fleming

Title/Position: Executive Director

Mailing Address: PO Box 7882, Hilton Head Island, SC 29938

Email Address: bfleminggolf@gmail.com

Office Phone Number: 843-384-5342

Home Phone Number: 843-384-5342

**2020
ATAX EFFECTIVENESS MEASUREMENT**

EXECUTIVE SUMMARY

Please refer to the SAMPLE ATAX Effectiveness Measurement Form for examples. When completing this form, please expand, contract, or add to the sections as needed (but contain the form to a total of approximately 2 pages). You may choose to use your own format instead of this form, and if doing so, please use the criteria below as a guideline. Regardless of format, each applicant should choose how they measure degree of success. Applicants need to explain why this is an effective measurement

TOPIC	THE PLAN	BUDGET	ACTUAL SPENT	RESULTS <i>When possible, provide planned results vs. actual results, and/or current year vs. prior year results.</i>
Stay and Play Golf Tourism	Drive stay and play golf vacation traffic September - May through a focused golf marketing and public relations effort. The marketing effort will include a broad mix of activities including: Connected TV Campaign, Print and Digital campaigns with state golf association media partners and other select golf media, email marketing and social media. The public relations program will create news releases, as well as content written for the golf blog, entertaining writers and social media influencers.	\$ 100,000.00	\$ 76,250.00	<p>The funds have been used to produce and distribute Hilton Head Island golf travel-related content via news releases. News releases have been drafted and distributed to the following outlets: Golf Wire, Morning Read, Where to Golf Next, and also to a list of more than 700+ golf-travel media/websites. With 1-2 more releases due out by year-end we expect these efforts to garner more than 2,500,000 impressions and more than \$350,000 in advertising equivalency.</p> <p>We have been crafting SEO-optimized blog posts for the Island Time Blog supported by the VCB on HiltonHeadGolfIsland.com, and we will be launching this fall a new blog series featuring stories from the Harbour Town golf caddies. These will be filled with neat visitor encounters and lots of humor. To drive traffic to the blog posts we will feature them in our email marketing campaigns, and on social media</p> <p>We have several golf content creators/influencers coming in this fall to play 5-7 courses and sit down with our video production team to provide video reviews of each course, as well as highlight the incredible dining, lodging and activities on the Island. We have additional opportunities with golf and travel social media groups that are in discussions for visits this fall. We are trying to nail down timing and schedules. The reach of those coming and interested in coming is in excess of 2,000,000 followers.</p> <p>Our banner advertising presence on-site at the Hilton Head Island Airport, welcoming travelers to America's Golf Island continued through the first half of the year. We are maintaining a visible presence at the airport the rest of the year with a brochure distribution station for travelers to pick up our Golf Vacation Planner and Guide to Golf.</p> <p>We are writing new content for the 2025 Hilton Head Island Golf Vacation Planner that is distributed to a targeted direct mail list of 15,000, as well as through in-house fulfillment by the VCB.</p> <p>We ran a geo-targeted Connected TV commercial campaign during each of the four major championships, as well as the RBC Heritage. We targeted Raleigh, Durham/Chapel Hill, Charlotte, Charleston (SC), Atlanta, Augusta (GA), Jacksonville, Richmond and Northern Virginia/DC. The campaign resulted in 522,000 completed views of our golf tourism commercial promoting the golf on Hilton Head Island. An incredible value for the \$17,500 investment.</p> <p>Digital marketing efforts with the following state golf association media partners continue to generate solid results. These partners include: Florida State Golf Association, Georgia State Golf Association, Carolinas Golf Association, Maryland Golf Association and the MetGolf Association (NY/NJ). While a few ran print advertisements, all launched digital campaigns in the form of dedicated email blasts and banners reaching more than 750,000 avid, high-income golfers known for traveling to the southeast for golf trips. For the remainder of 2024 we have digital programs with each of these partners to promote fall, winter and booking early for spring of 2025.</p> <p>In addition, we partnered with GolfStayandPlays.com and GolfTrips.com to expand the Hilton Head Island golf vacation message to their databases totaling more than 500,000 traveling golfers using a series of dedicated email blasts, native ads, feature package offers and banners. The Trip Captain program at GolfStayandPlays recently booked two trips totaling more than \$14,000 in addition to the incredible amount of value-add exposure they have given to us.</p> <p>We have also leveraged print, digital advertisements and dedicated email blasts with LINKS Magazine, Michigan Golf Journal and NYGolf to reach their customer bases totaling more than 150,000.</p> <p>We have an email database of avid, traveling golf vacationers that exceeds 45,000. Monthly emails are sent out promoting stay and play golf packages to The Sea Pines Resort, Palmetto Dunes Resort and the Heritage Collection of Courses on Hilton Head Head. These subscribers have either vacationed with us before or signed up to receive Hilton Head Island golf information. Average open rates are strong at nearly 22% and click through rates of 5% - all improved over 2023.</p> <p>All efforts send visitors to HiltonHeadGolfIsland.com. Once on the site we are able to track highly important metrics like quote requests for golf trips and outbound links to partner courses and resorts. YTD, all web metrics are slightly ahead (4%) of this time in 2023.</p> <p>126,522 Visitors 159,562 User Sessions 246,207 Page Views 74,694 Outbound Links to Partner Resorts/Courses 2042 Golf Vacation Quote Requests 949 Phone Calls Generated</p>
Total		\$ 100,000.00	\$ 76,250.00	

Hilton Head Island Golf Travel Survey

Executive Summary

Our golf travel survey targeted the LGCOA's active email database of 40,000. We received 1525 survey responses.

The survey was split into two separate questionnaires:

- Questions for those who have visited Hilton Head Island for a golf vacation (*65% of responders*)
- Questions for those who have NOT visited Hilton Head Island for a golf vacation (*35% of responders*)

Those that have traveled to Hilton Head Island for a golf vacation findings:

- 81% stay 4+ plays on a golf vacation - 45% stay one week plus
- 81% play 3 or more rounds on a golf vacation - 32% play 5 or more rounds
- 63% stay 6 nights or more on a golf vacation
- 65% booked their entire trip on their own
- 41% of visiting golfers were couples trips, 23% buddies trips and 15% family trips
- 40% spend more than \$1000 per person on a golf vacation (11% spend \$2000+)
- 71% traveled to HHI by car - 29% by air
- 65% would drive 9+ hours to a quality golf destination
- 98%+ were satisfied with their Hilton Head Island golf vacation
- Nearly 99% said they would make a return trip to Hilton Head Island
- Average age of responders - 15.45% are 45-54, 39.35% are 55-65, 35.97% are 66+
- Fall favorite season (42%) over spring (37%)
- 68% take multiple golf vacations a year
- 77% will return for a golf vacation within 6-12 months



Those that have NOT traveled to Hilton Head Island for a golf vacation findings:

- 32% say they haven't taken a golf trip to Hilton Head Island due to price
- Fall preferred season for golf vacation (43.76%) over spring (29.76%)
- Other destinations they consider for a golf vacation: Myrtle Beach (57%), Orlando (41%), Jacksonville/St. Augustine (20%), Pinehurst (18%) and Charleston (16%)
- 47% willing to drive 9+ hours for a quality golf vacation
- Quality of the overall destination and quality of golf course selection are primary factors in choose a destination
- 41% spend \$1000+ on a golf vacation (10.5% spend \$2000+)
- 50% take multiple golf vacations annually
- 23.4% say they plan to take a golf vacation to HHI in the next 12 months (64% undecided)

Note:

* Questions 1-26 are for those who have been to HHI for a golf vacation. Skip to question 27 for those who have NOT been to HHI.

Hilton Head Island Chamber/VCB Golf Travel Survey

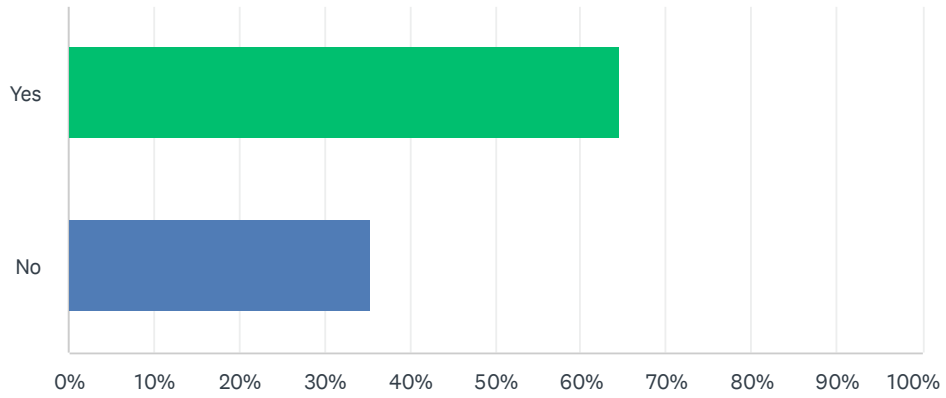
The same survey was sent by the Chamber/VCB to their database of 128,000+. There were 379 survey responses from this list. In analyzing their response data percentages for each question, survey responses were very much in line with the initial survey sent to the LGCOA database.



FOR THOSE WHO HAVE VISITED HHI ON A GOLF VACATION - Questions 1-26

Q1 Have You Taken a Golf Vacation To Hilton Head Island Before?

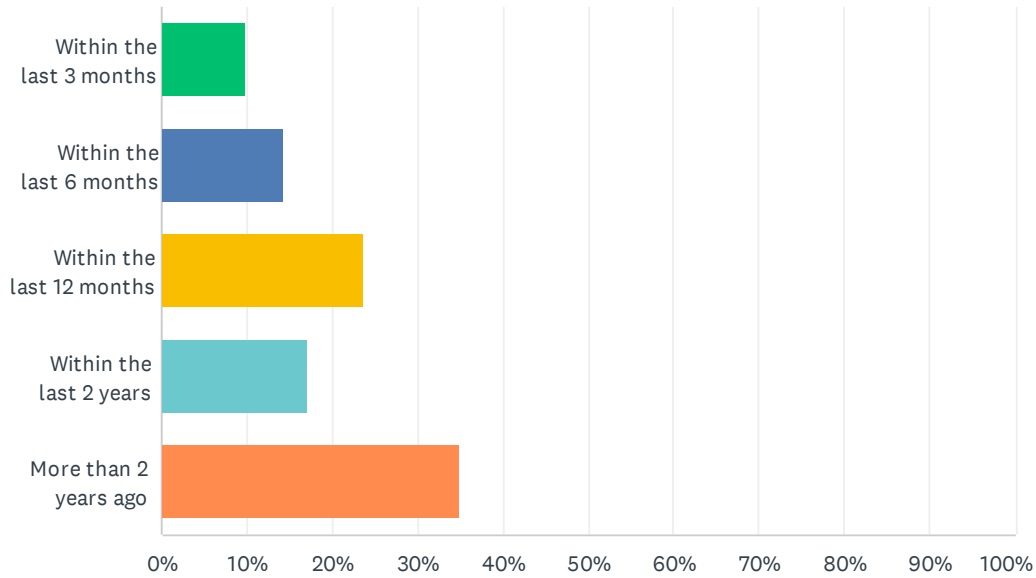
Answered: 1,525 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	64.59%	985
No	35.41%	540
TOTAL		1,525

Q2 When was your latest golf vacation to Hilton Head Island, SC?

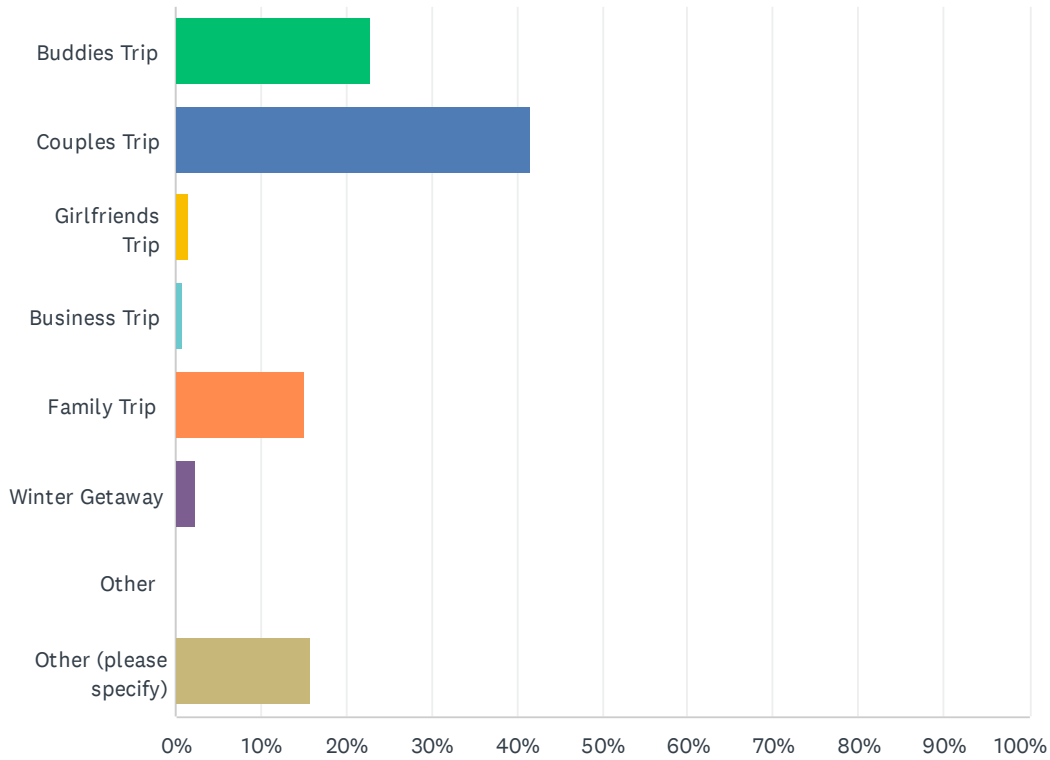
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Within the last 3 months	9.87%	76
Within the last 6 months	14.29%	110
Within the last 12 months	23.77%	183
Within the last 2 years	17.14%	132
More than 2 years ago	34.94%	269
TOTAL		770

Q3 What type of golf vacation was it?

Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES
Buddies Trip	22.73% 175
Couples Trip	41.56% 320
Girlfriends Trip	1.56% 12
Business Trip	0.91% 7
Family Trip	15.06% 116
Winter Getaway	2.34% 18
Other	0.00% 0
Other (please specify)	15.84% 122
TOTAL	770

#	OTHER (PLEASE SPECIFY)	DATE
1	Autumn getaway	8/29/2022 9:21 AM
2	Spouse	8/28/2022 2:16 PM
3	Friends and couples	8/28/2022 12:06 PM
4	Golf by myself	8/28/2022 11:05 AM

Hilton Head Island Golf Travel Survey

5	Friends trip	8/28/2022 10:25 AM
6	Me and my wife vacation	8/28/2022 10:21 AM
7	My wife and I....then I played golf one day	8/28/2022 10:19 AM
8	Golf school	8/28/2022 10:07 AM
9	6 week getaway	8/28/2022 10:06 AM
10	My wife & I go every year just after Thanksgiving	8/28/2022 9:35 AM
11	Golf with Ahepa	8/28/2022 9:11 AM
12	Family trip	8/23/2022 10:10 AM
13	Family trip	8/21/2022 10:40 AM
14	family trip	8/18/2022 1:24 PM
15	Family	8/18/2022 9:37 AM
16	Solo	8/18/2022 8:47 AM
17	Just staying with wife for 4 days	8/17/2022 10:51 PM
18	family trip	8/17/2022 4:49 PM
19	Family	8/17/2022 1:19 PM
20	Family trip	8/17/2022 12:32 PM
21	Family (son's and spouses)	8/17/2022 11:47 AM
22	Family	8/17/2022 10:58 AM
23	Family get together	8/17/2022 9:57 AM
24	family trip	8/17/2022 8:15 AM
25	Get away	8/17/2022 6:11 AM
26	Family	8/17/2022 6:01 AM
27	Family Trip	8/16/2022 9:41 PM
28	family	8/16/2022 8:53 PM
29	Reunion	8/16/2022 7:52 PM
30	Golfer on vacation with non-playing wife	8/16/2022 7:03 PM
31	family	8/16/2022 6:02 PM
32	Family trip	8/16/2022 5:51 PM
33	Family gathering	8/16/2022 5:43 PM
34	Family trip	8/16/2022 5:19 PM
35	Vacation with wife	8/16/2022 3:44 PM
36	winter get-away	8/16/2022 3:44 PM
37	Family trip	8/16/2022 3:35 PM
38	Buddies and families	8/16/2022 3:24 PM
39	Long term winter stay	8/16/2022 3:12 PM
40	Wedding	8/16/2022 2:56 PM
41	wife and son	8/16/2022 2:52 PM
42	Family	8/16/2022 2:46 PM

Hilton Head Island Golf Travel Survey

43	Golf competition	8/16/2022 2:37 PM
44	Family	8/16/2022 2:35 PM
45	Family	8/16/2022 2:35 PM
46	winter vacation	8/16/2022 2:26 PM
47	Pleasure and golf	8/16/2022 2:23 PM
48	family	8/16/2022 2:14 PM
49	Eight Couples (Two Male Foursomes purchased your golf package & played each day for a week, plus the eight women had a late breakfast & shopped/site seeing during the morning. We played golf early & met the ladies for lunch & afternoon activities, the finished the day by going to dinner each of the seven nights at a different venue.*	8/16/2022 2:14 PM
50	Family trip	8/16/2022 2:05 PM
51	Family	8/16/2022 1:54 PM
52	Family trip played with son and grandson.	8/16/2022 1:53 PM
53	Time share	8/16/2022 1:41 PM
54	Family trip	8/16/2022 1:35 PM
55	FAMILY	8/16/2022 1:29 PM
56	Family	8/16/2022 1:29 PM
57	Family	8/16/2022 1:19 PM
58	Family	8/16/2022 1:18 PM
59	Family	8/16/2022 1:09 PM
60	Family trip	8/16/2022 1:06 PM
61	Family	8/16/2022 1:04 PM
62	Family	8/16/2022 12:34 PM
63	National Tournament	8/16/2022 12:04 PM
64	Family Golf	8/16/2022 11:59 AM
65	Golf holiday	8/16/2022 11:52 AM
66	Family	8/16/2022 11:48 AM
67	Family Trip	8/16/2022 11:24 AM
68	yearly vacation with wife	8/16/2022 11:14 AM
69	Family	8/16/2022 10:56 AM
70	Family vacation	8/16/2022 10:49 AM
71	Family trip	8/16/2022 10:45 AM
72	Family	8/16/2022 10:45 AM
73	Family	8/16/2022 10:30 AM
74	Family	8/16/2022 10:24 AM
75	Meet relatives & friends for golf	8/16/2022 10:24 AM
76	RBC HERITAAGE TOUTNAMENT	8/16/2022 10:21 AM
77	family	8/16/2022 10:12 AM
78	Family Trip	8/16/2022 10:08 AM
79	family	8/16/2022 10:08 AM

Hilton Head Island Golf Travel Survey

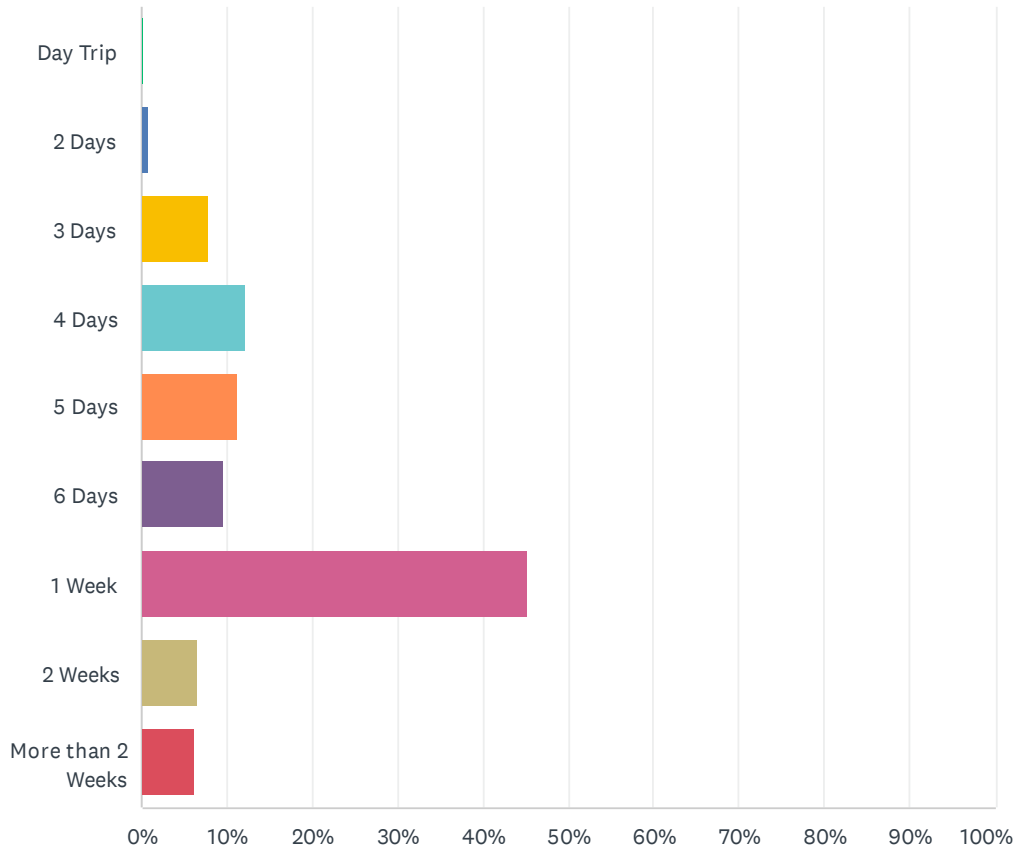
80	Family	8/16/2022 10:07 AM
81	family trip	8/16/2022 10:06 AM
82	Family vacation	8/16/2022 9:57 AM
83	Family vacation	8/16/2022 9:51 AM
84	Family	8/16/2022 9:50 AM
85	Family	8/16/2022 9:40 AM
86	Family	8/16/2022 9:34 AM
87	family vacation	8/16/2022 9:27 AM
88	Family Vacation	8/16/2022 9:24 AM
89	Group of 14 players	8/16/2022 9:21 AM
90	Golf trip	8/16/2022 9:17 AM
91	family and golf	8/16/2022 9:16 AM
92	family	8/16/2022 9:13 AM
93	Family	8/16/2022 9:07 AM
94	Family trip	8/16/2022 9:06 AM
95	FAMILY	8/16/2022 8:58 AM
96	Husband and wife golf vacation	8/16/2022 8:57 AM
97	My son and I	8/16/2022 8:55 AM
98	Family trip	8/16/2022 8:55 AM
99	both buddies trip and family trip	8/16/2022 8:50 AM
100	Family	8/16/2022 8:49 AM
101	Family	8/16/2022 8:46 AM
102	family trip	8/16/2022 8:42 AM
103	Family vacation	8/16/2022 8:42 AM
104	Family	8/16/2022 8:42 AM
105	Family	8/16/2022 8:38 AM
106	Vacation	8/16/2022 8:36 AM
107	Family	8/16/2022 8:29 AM
108	lone golfer	8/16/2022 8:25 AM
109	Beach & golf with my wife	8/16/2022 8:24 AM
110	Family trip	8/16/2022 8:23 AM
111	Family trip	8/16/2022 8:20 AM
112	Family	8/16/2022 8:17 AM
113	winter residents	8/16/2022 8:17 AM
114	Family Trip	8/16/2022 8:17 AM
115	Getaway	8/16/2022 8:16 AM
116	Family	8/16/2022 8:14 AM
117	Vacation	8/16/2022 8:10 AM

Hilton Head Island Golf Travel Survey

118	Family	8/16/2022 8:08 AM
119	family	8/16/2022 8:08 AM
120	Family trip	8/16/2022 8:08 AM
121	Family trip	8/16/2022 8:07 AM
122	Family vacation	8/16/2022 8:07 AM

Q4 How long was your golf vacation?

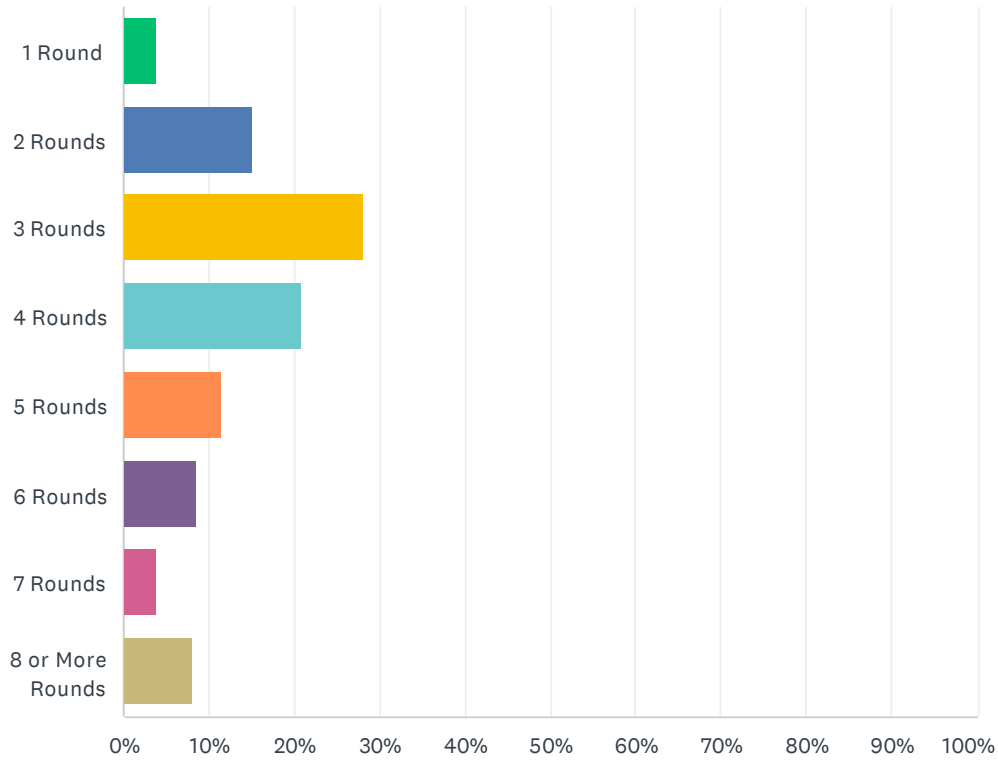
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Day Trip	0.13%	1
2 Days	0.91%	7
3 Days	7.79%	60
4 Days	12.21%	94
5 Days	11.30%	87
6 Days	9.61%	74
1 Week	45.19%	348
2 Weeks	6.62%	51
More than 2 Weeks	6.23%	48
TOTAL		770

Q5 How many rounds of golf did you play?

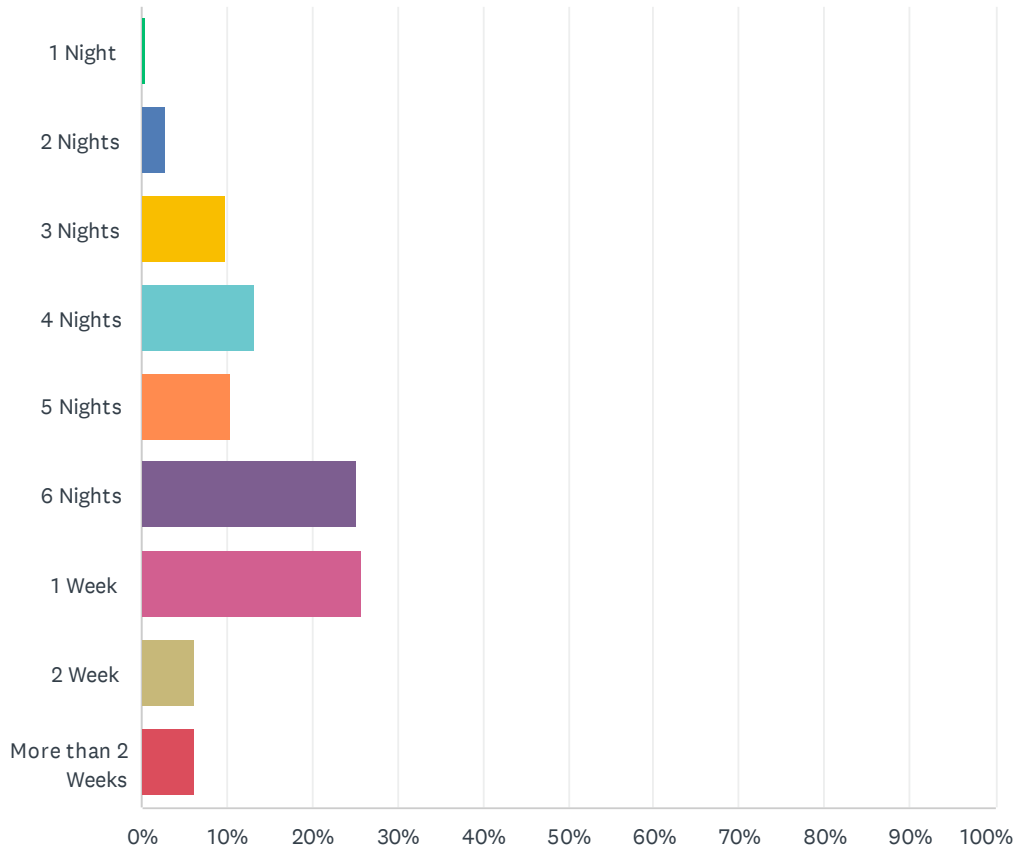
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
1 Round	3.90%	30
2 Rounds	15.06%	116
3 Rounds	28.18%	217
4 Rounds	20.91%	161
5 Rounds	11.43%	88
6 Rounds	8.57%	66
7 Rounds	3.77%	29
8 or More Rounds	8.18%	63
TOTAL		770

Q6 How many nights did you stay?

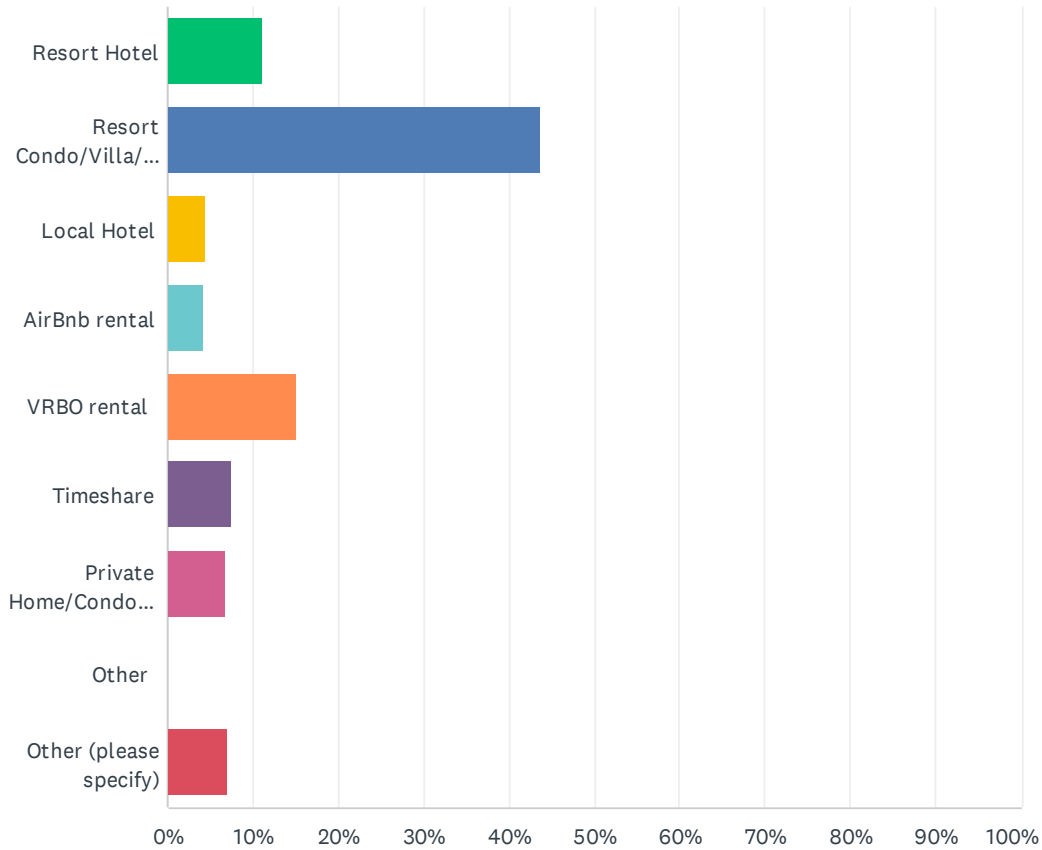
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
1 Night	0.39%	3
2 Nights	2.73%	21
3 Nights	9.87%	76
4 Nights	13.12%	101
5 Nights	10.52%	81
6 Nights	25.19%	194
1 Week	25.84%	199
2 Week	6.23%	48
More than 2 Weeks	6.10%	47
TOTAL		770

Q7 What were your accommodations?

Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES
Resort Hotel	11.17% 86
Resort Condo/Villa/House	43.64% 336
Local Hotel	4.55% 35
AirBnb rental	4.29% 33
VRBO rental	15.06% 116
Timeshare	7.40% 57
Private Home/Condo Rental	6.88% 53
Other	0.00% 0
Other (please specify)	7.01% 54
TOTAL	770

#	OTHER (PLEASE SPECIFY)	DATE
1	Friend's condo	8/28/2022 11:14 AM

Hilton Head Island Golf Travel Survey

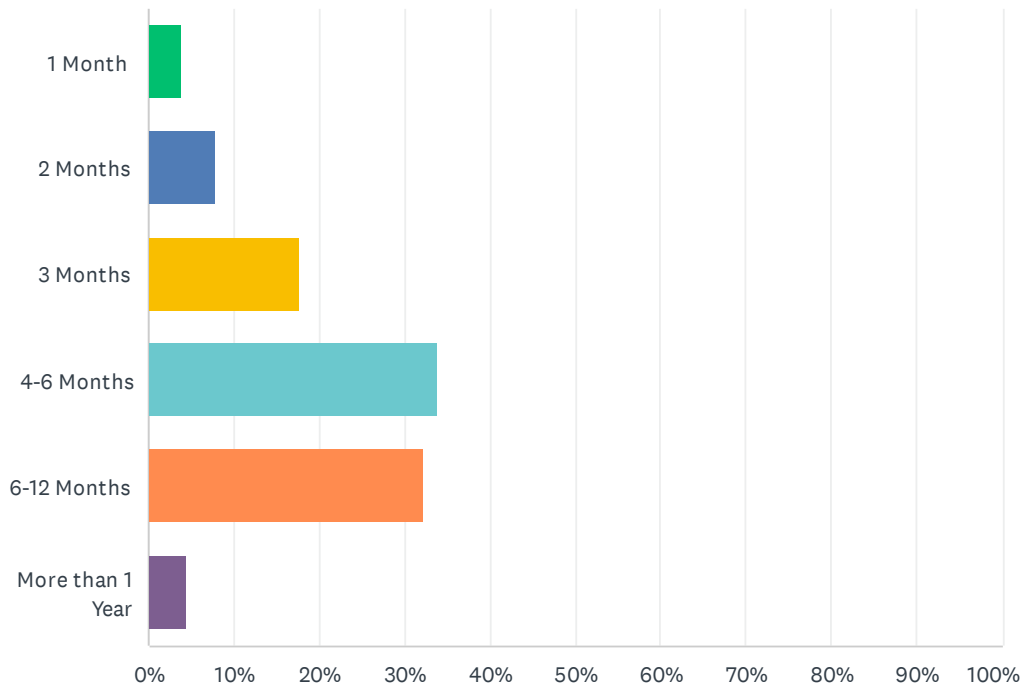
2	Family owned property	8/28/2022 10:50 AM
3	Disney	8/28/2022 10:31 AM
4	Buying time share	8/28/2022 9:42 AM
5	RV	8/28/2022 9:28 AM
6	rental	8/18/2022 9:37 AM
7	My timeshare	8/16/2022 11:15 PM
8	Friends	8/16/2022 9:05 PM
9	Condo set-up by golf agent (2 quad units - 8 players)	8/16/2022 6:26 PM
10	House rental through Red Awning	8/16/2022 5:43 PM
11	Private condo	8/16/2022 3:44 PM
12	Vacasa	8/16/2022 3:44 PM
13	Private home	8/16/2022 3:36 PM
14	Private rental	8/16/2022 3:35 PM
15	Vacation Time Rental	8/16/2022 3:24 PM
16	RCI	8/16/2022 3:23 PM
17	Family	8/16/2022 2:54 PM
18	Time share	8/16/2022 1:53 PM
19	Time share	8/16/2022 1:41 PM
20	Family House	8/16/2022 1:19 PM
21	time share condo	8/16/2022 12:43 PM
22	Marriott	8/16/2022 12:28 PM
23	Timeshare	8/16/2022 11:52 AM
24	Hilton Head Vacation Rentals	8/16/2022 11:52 AM
25	Timeshare	8/16/2022 11:48 AM
26	Time share	8/16/2022 11:45 AM
27	Vacasa Rental	8/16/2022 11:11 AM
28	Time share	8/16/2022 10:56 AM
29	Timeshare; not resort	8/16/2022 10:42 AM
30	rented condo from private owner	8/16/2022 10:30 AM
31	Timeshare	8/16/2022 10:26 AM
32	DISNEY VACATION CLUB	8/16/2022 10:21 AM
33	Rental	8/16/2022 10:08 AM
34	timeshare	8/16/2022 10:06 AM
35	Timeshare	8/16/2022 10:00 AM
36	With family	8/16/2022 9:50 AM
37	Friends unit	8/16/2022 9:43 AM
38	Family owned condo	8/16/2022 9:24 AM
39	Coastal vacation	8/16/2022 9:21 AM

Hilton Head Island Golf Travel Survey

40	Timeshare	8/16/2022 9:20 AM
41	time share rental	8/16/2022 9:10 AM
42	Timeshare	8/16/2022 9:02 AM
43	Friends home	8/16/2022 9:02 AM
44	Management rental company	8/16/2022 9:01 AM
45	Timeshare ownership	8/16/2022 8:57 AM
46	RCI Timeshare	8/16/2022 8:57 AM
47	? 2 quad units 3 bedroom 3 bath full kitchen	8/16/2022 8:46 AM
48	Private house rental	8/16/2022 8:42 AM
49	House	8/16/2022 8:39 AM
50	Timeshare	8/16/2022 8:30 AM
51	time share	8/16/2022 8:25 AM
52	Timeshare	8/16/2022 8:17 AM
53	Family stay in the area	8/16/2022 8:07 AM
54	Guest house w/ family	8/16/2022 8:06 AM

Q8 How far in advance did you start planning this golf vacation?

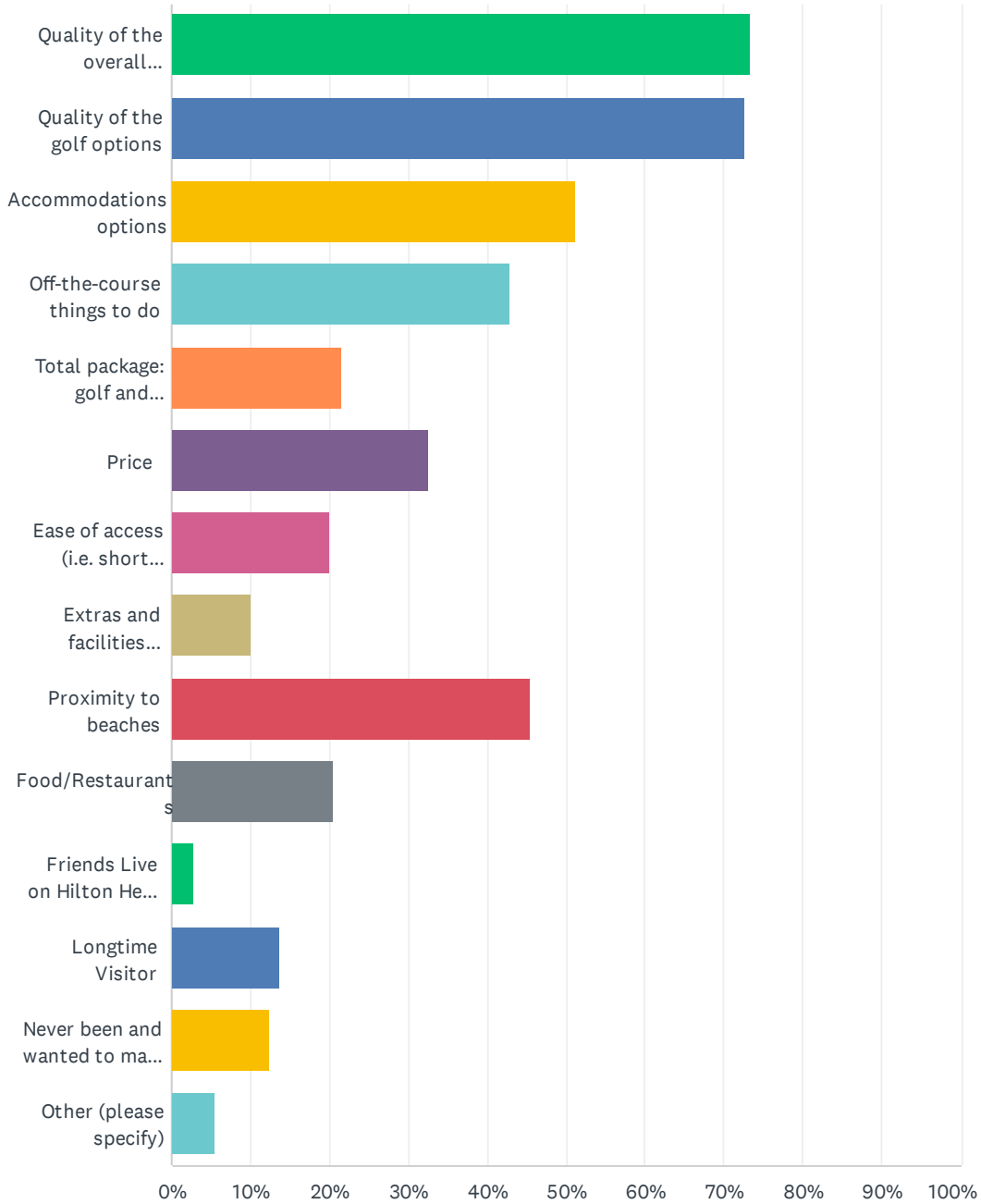
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
1 Month	3.77%	29
2 Months	7.92%	61
3 Months	17.79%	137
4-6 Months	33.90%	261
6-12 Months	32.21%	248
More than 1 Year	4.42%	34
TOTAL		770

Q9 What factors went into choosing Hilton Head Island for your golf vacation? (check all that apply)

Answered: 770 Skipped: 755



Hilton Head Island Golf Travel Survey

ANSWER CHOICES	RESPONSES	
Quality of the overall destination	73.25%	564
Quality of the golf options	72.73%	560
Accommodations options	51.17%	394
Off-the-course things to do	42.86%	330
Total package: golf and amenities all on-site	21.56%	166
Price	32.60%	251
Ease of access (i.e. short drive time, proximity to airport, etc.)	20.00%	154
Extras and facilities (spa, fitness, pool, etc.)	10.00%	77
Proximity to beaches	45.32%	349
Food/Restaurants	20.39%	157
Friends Live on Hilton Head Island	2.86%	22
Longtime Visitor	13.64%	105
Never been and wanted to make my first trip	12.47%	96
Other (please specify)	5.58%	43
Total Respondents: 770		

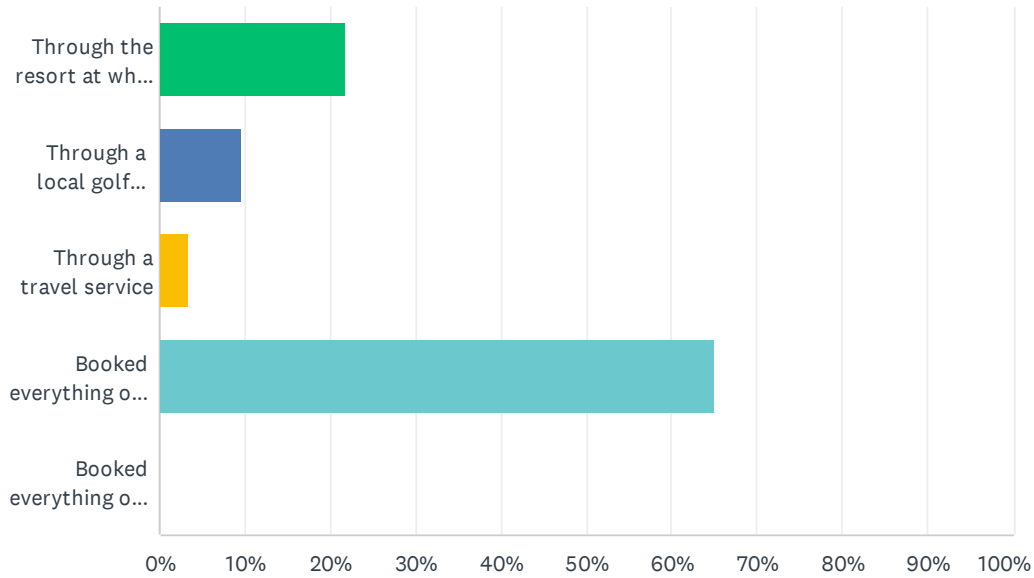
#	OTHER (PLEASE SPECIFY)	DATE
1	Met Family who live in Georgia here	8/30/2022 11:38 AM
2	Surprise vacation	8/29/2022 3:52 PM
3	ability to bike everywhere	8/29/2022 7:29 AM
4	Have family in Charleston and we had to try out Hilton Head	8/28/2022 6:14 PM
5	Return trip	8/28/2022 12:06 PM
6	My timeshare has cheap golf for owners	8/28/2022 11:04 AM
7	timeshare	8/28/2022 10:50 AM
8	No 1 place for overseas destination.	8/28/2022 10:46 AM
9	Own timeshare on HHI	8/28/2022 9:47 AM
10	Checking time share	8/28/2022 9:42 AM
11	I own at the Monarch	8/28/2022 9:39 AM
12	Business customers location	8/28/2022 9:26 AM
13	We own a timeshare in HHI	8/22/2022 6:54 PM
14	The nice climate, which was not so hot.	8/21/2022 7:13 PM
15	just love hilton head	8/18/2022 1:24 PM
16	PGA Tour RBC Heritage	8/17/2022 8:50 AM
17	golf lessons	8/17/2022 8:43 AM
18	Restaurants	8/17/2022 8:38 AM
19	Food options	8/16/2022 9:56 PM

Hilton Head Island Golf Travel Survey

20	Restaurants	8/16/2022 7:03 PM
21	I have friends there	8/16/2022 3:44 PM
22	We like Hilton Head	8/16/2022 3:23 PM
23	Friends live there	8/16/2022 2:59 PM
24	Wedding	8/16/2022 2:56 PM
25	All above	8/16/2022 2:35 PM
26	Two of the families had condo's/properties / We actually stayed "NINE" nights because of the "Religious Activities i.e. Two Sunday Services, etc.were also impressed by Hilton's Reputation (n	8/16/2022 2:14 PM
27	food, history scenery the beach	8/16/2022 1:43 PM
28	go every year	8/16/2022 1:36 PM
29	Been vacating on the Island for about 40 years	8/16/2022 12:28 PM
30	National Tournament	8/16/2022 12:04 PM
31	Golf on the island is too expensive we play off island	8/16/2022 11:48 AM
32	GREAT FOOD/RESTAURANTS	8/16/2022 11:14 AM
33	we have been several times and familiarity made it easier	8/16/2022 10:57 AM
34	Annual event	8/16/2022 10:30 AM
35	tennis is also an option	8/16/2022 10:28 AM
36	We go to Hilton Head every year	8/16/2022 10:24 AM
37	RBC HERITAGE TOURNAMENT	8/16/2022 10:21 AM
38	I come to Hilton head all the time	8/16/2022 10:07 AM
39	Not over crowded or as many children compared to Myrtle beach	8/16/2022 9:17 AM
40	good dining options	8/16/2022 9:09 AM
41	RBC golf tournament and golf with friends	8/16/2022 9:02 AM
42	I have time share	8/16/2022 9:01 AM
43	Safe and secure location	8/16/2022 8:29 AM

Q10 How did you book this golf vacation?

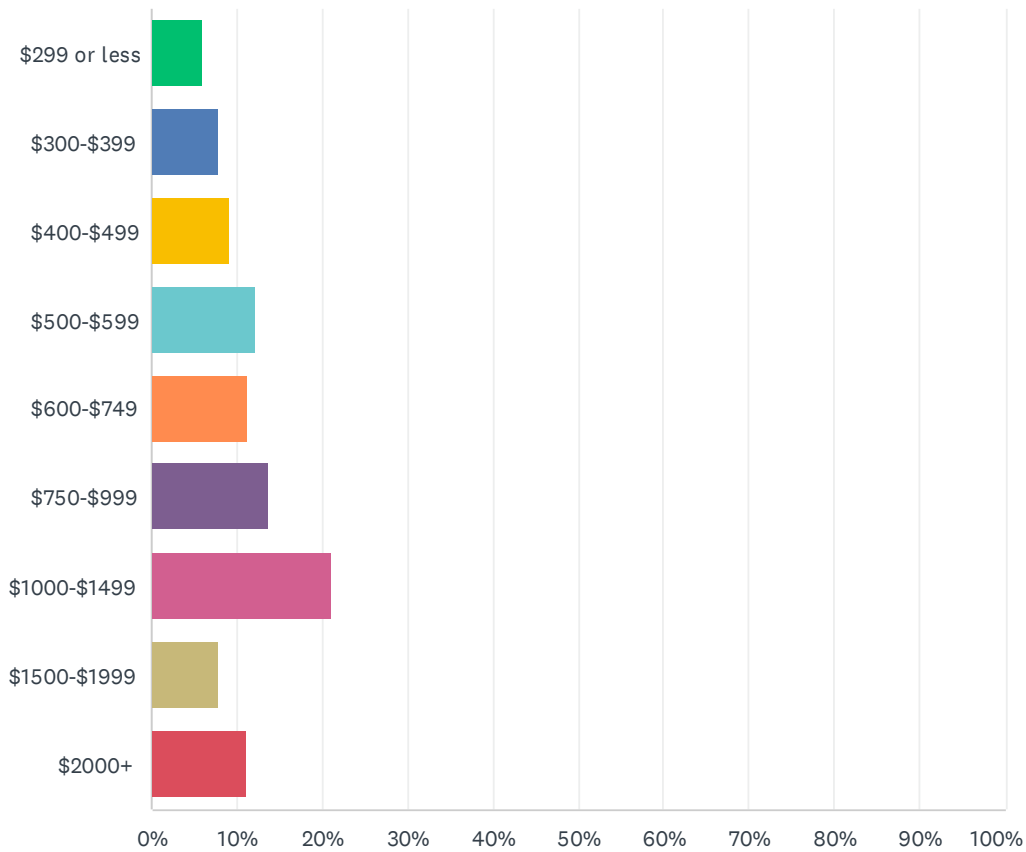
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Through the resort at which we stayed	21.82%	168
Through a local golf package provider	9.61%	74
Through a travel service	3.51%	27
Booked everything on my own	65.06%	501
Booked everything on my own	0.00%	0
TOTAL		770

Q11 What was the budget per person for your golf vacation?

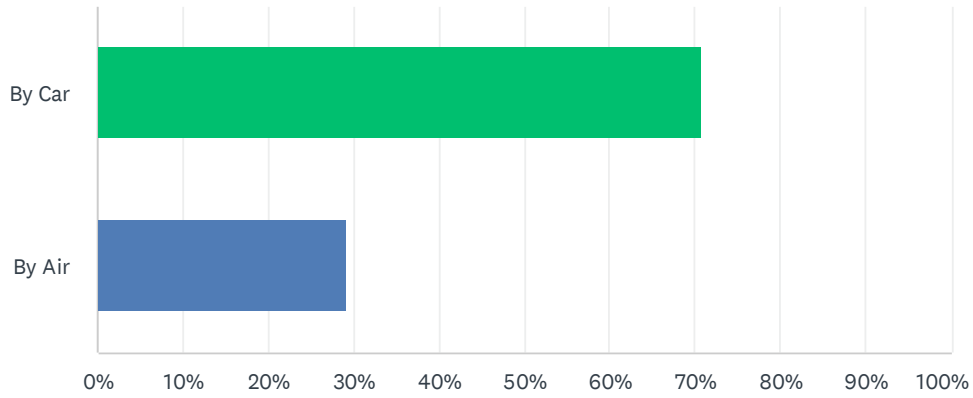
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES
\$299 or less	5.97% 46
\$300-\$399	7.92% 61
\$400-\$499	9.22% 71
\$500-\$599	12.08% 93
\$600-\$749	11.30% 87
\$750-\$999	13.64% 105
\$1000-\$1499	21.04% 162
\$1500-\$1999	7.79% 60
\$2000+	11.04% 85
TOTAL	770

Q12 How did you travel to Hilton Head Island?

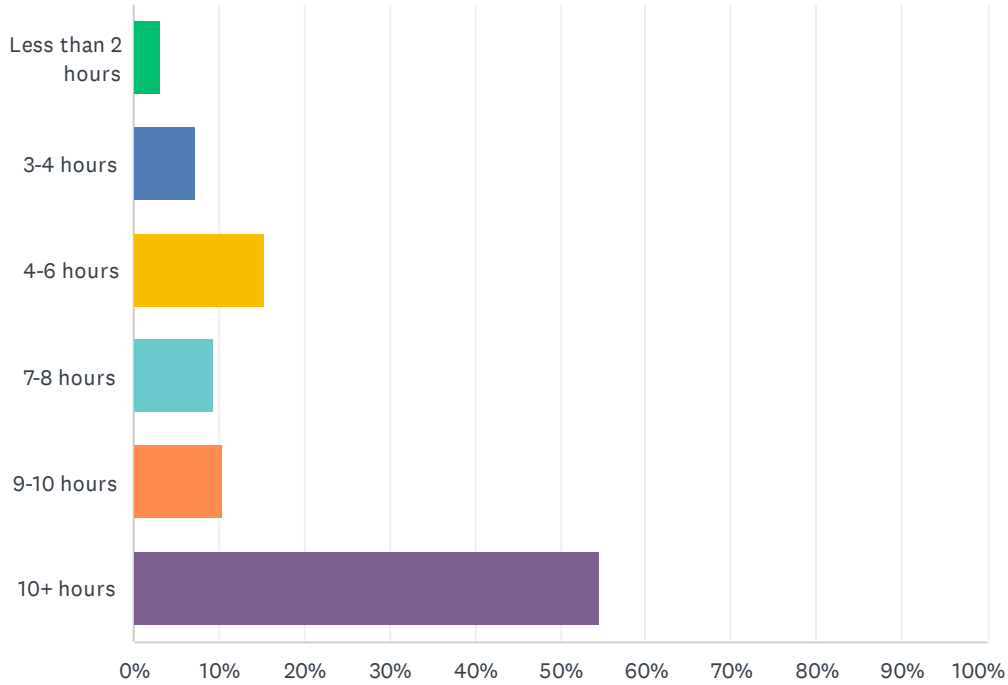
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
By Car	70.78%	545
By Air	29.22%	225
TOTAL		770

Q13 If by car, how far was the drive? (Scroll Down to next question if you traveled by air)

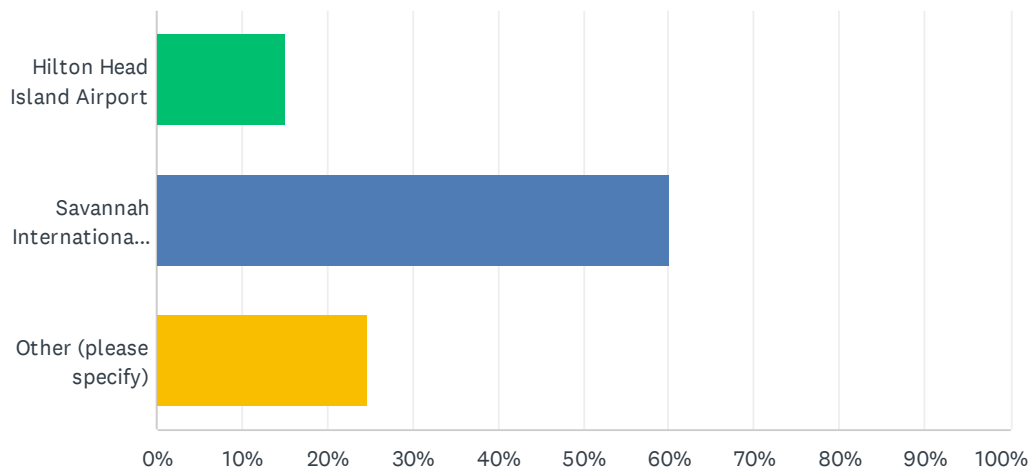
Answered: 569 Skipped: 956



ANSWER CHOICES	RESPONSES	
Less than 2 hours	3.16%	18
3-4 hours	7.21%	41
4-6 hours	15.29%	87
7-8 hours	9.31%	53
9-10 hours	10.37%	59
10+ hours	54.66%	311
TOTAL		569

Q14 If by air, which airport did you fly into? (Scroll to next question if you did not travel by air)

Answered: 336 Skipped: 1,189



ANSWER CHOICES	RESPONSES	
Hilton Head Island Airport	15.18%	51
Savannah International Airport	60.12%	202
Other (please specify)	24.70%	83
TOTAL		336

#	OTHER (PLEASE SPECIFY)	DATE
1	NA	9/11/2022 3:43 PM
2	Did not fly	9/1/2022 2:31 PM
3	Na	8/31/2022 7:49 PM
4	None	8/30/2022 11:05 AM
5	Charleston	8/29/2022 8:36 PM
6	Charleston	8/29/2022 4:04 PM
7	by car	8/29/2022 2:58 PM
8	Car	8/29/2022 9:51 AM
9	Atl	8/29/2022 8:35 AM
10	drove	8/29/2022 8:25 AM
11	n/a	8/29/2022 6:20 AM
12	Drove	8/28/2022 7:32 PM
13	Charleston Sc	8/28/2022 6:14 PM
14	Charlotte	8/28/2022 3:59 PM

Hilton Head Island Golf Travel Survey

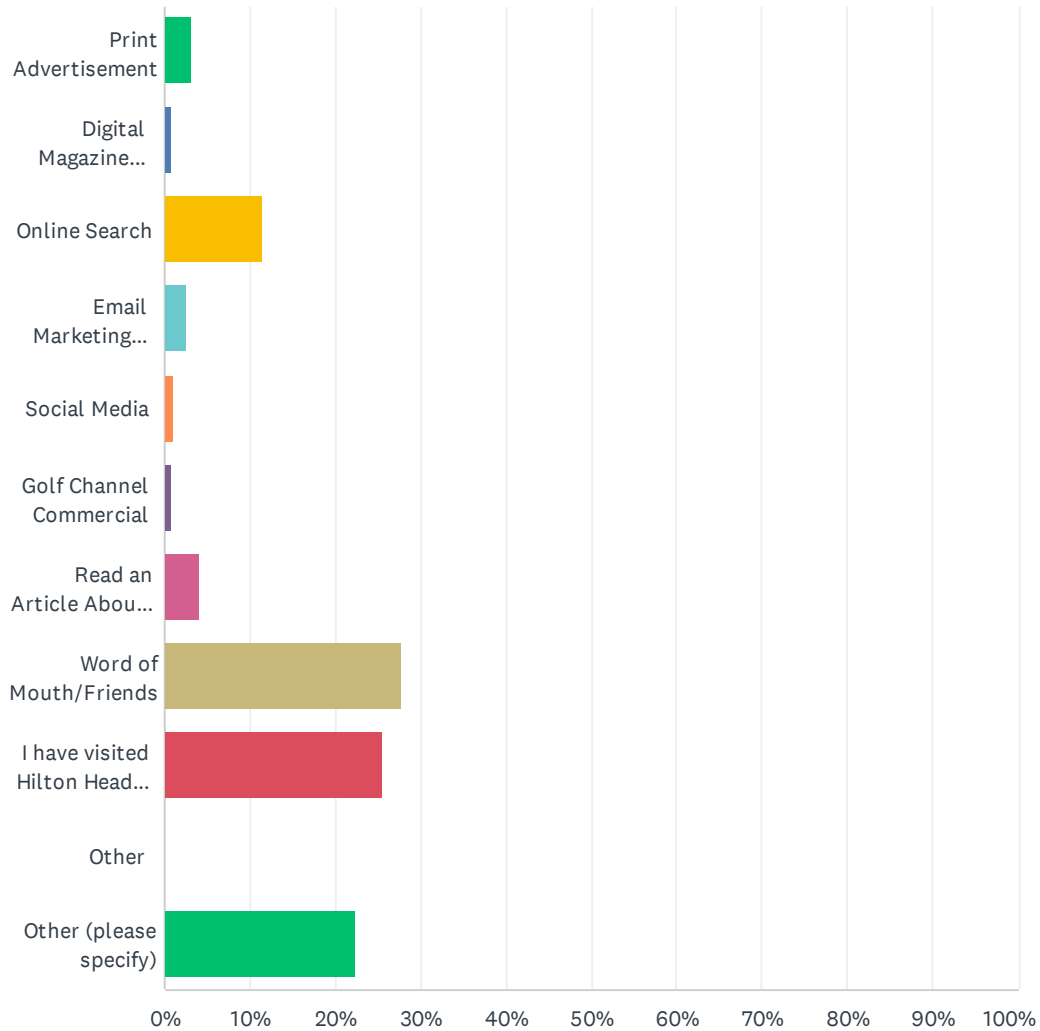
15	na	8/28/2022 1:53 PM
16	Charleston	8/28/2022 1:52 PM
17	Car	8/28/2022 1:29 PM
18	We drove	8/28/2022 1:20 PM
19	Newark	8/28/2022 12:19 PM
20	Charleston	8/28/2022 12:03 PM
21	Charleston, SC	8/28/2022 11:54 AM
22	not by air	8/28/2022 11:17 AM
23	drove	8/28/2022 11:11 AM
24	N/A	8/28/2022 10:46 AM
25	Atlanta	8/28/2022 10:45 AM
26	Charleston	8/28/2022 10:22 AM
27	Charlston	8/28/2022 10:03 AM
28	Raleigh	8/28/2022 9:42 AM
29	Dna	8/28/2022 9:38 AM
30	We have flown in before, both airports	8/28/2022 9:35 AM
31	N/A	8/28/2022 9:34 AM
32	Drove	8/28/2022 9:13 AM
33	n/a	8/28/2022 9:13 AM
34	Car	8/28/2022 9:06 AM
35	Drove	8/24/2022 8:57 AM
36	N/a	8/19/2022 11:00 PM
37	Car	8/19/2022 10:17 PM
38	na	8/18/2022 11:04 AM
39	did not fly	8/18/2022 9:37 AM
40	Car	8/17/2022 2:57 PM
41	N/A	8/17/2022 12:54 PM
42	Drove	8/17/2022 8:56 AM
43	myrtle beach	8/16/2022 9:44 PM
44	n/a	8/16/2022 8:53 PM
45	Charlotte	8/16/2022 4:59 PM
46	We drove	8/16/2022 4:49 PM
47	NA	8/16/2022 4:33 PM
48	Atlanta	8/16/2022 3:39 PM
49	n/a	8/16/2022 2:52 PM
50	NA	8/16/2022 2:37 PM
51	NA	8/16/2022 2:35 PM
52	Drive	8/16/2022 2:06 PM

Hilton Head Island Golf Travel Survey

53	Drove	8/16/2022 2:05 PM
54	Na	8/16/2022 12:30 PM
55	N/a	8/16/2022 12:29 PM
56	Signature Flight Support HXD	8/16/2022 12:26 PM
57	NA	8/16/2022 11:04 AM
58	Charleston	8/16/2022 10:24 AM
59	Drove	8/16/2022 10:21 AM
60	Atlanta GA	8/16/2022 9:42 AM
61	Na	8/16/2022 9:36 AM
62	DNA	8/16/2022 9:27 AM
63	N/A	8/16/2022 9:17 AM
64	CLT	8/16/2022 9:12 AM
65	Charleston	8/16/2022 9:10 AM
66	Na	8/16/2022 9:09 AM
67	CHarleston	8/16/2022 9:09 AM
68	Car driven	8/16/2022 8:55 AM
69	NA	8/16/2022 8:52 AM
70	Car	8/16/2022 8:48 AM
71	Na	8/16/2022 8:46 AM
72	car	8/16/2022 8:37 AM
73	Car	8/16/2022 8:35 AM
74	Na	8/16/2022 8:29 AM
75	None	8/16/2022 8:29 AM
76	Drive by car	8/16/2022 8:24 AM
77	Na	8/16/2022 8:24 AM
78	did not fly	8/16/2022 8:23 AM
79	We drove,, from Canada	8/16/2022 8:22 AM
80	Atlanta	8/16/2022 8:18 AM
81	N/A	8/16/2022 8:14 AM
82	Car	8/16/2022 8:12 AM
83	Car	8/16/2022 8:10 AM

Q15 If this was your first time taking a golf vacation to Hilton Head Island, what prompted you and your group initially to consider the area?

Answered: 770 Skipped: 755



Hilton Head Island Golf Travel Survey

ANSWER CHOICES	RESPONSES	
Print Advertisement	3.12%	24
Digital Magazine Advertisement	0.78%	6
Online Search	11.56%	89
Email Marketing Message/Newsletter	2.60%	20
Social Media	1.17%	9
Golf Channel Commercial	0.91%	7
Read an Article About the Area	4.03%	31
Word of Mouth/Friends	27.79%	214
I have visited Hilton Head Island before	25.58%	197
Other	0.00%	0
Other (please specify)	22.47%	173
TOTAL		770

#	OTHER (PLEASE SPECIFY)	DATE
1	Not 1st time	9/4/2022 3:25 PM
2	Na	8/31/2022 7:49 PM
3	I wanted the beach he is an avid golfer	8/29/2022 3:52 PM
4	not first time	8/29/2022 8:25 AM
5	It wasn't our first trip	8/29/2022 7:50 AM
6	Not first	8/29/2022 7:34 AM
7	Friend works in Hilton Head	8/29/2022 6:42 AM
8	Love to golf	8/28/2022 5:17 PM
9	It is where timeshare became available	8/28/2022 3:15 PM
10	na	8/28/2022 1:53 PM
11	Golf and beach accommodations together	8/28/2022 12:41 PM
12	Not first time	8/28/2022 12:19 PM
13	Own a timeshare on the island.	8/28/2022 11:45 AM
14	was not first time	8/28/2022 11:11 AM
15	harbour town	8/28/2022 10:46 AM
16	bucket list	8/28/2022 10:37 AM
17	been to HH 15 to 20 times	8/28/2022 10:16 AM
18	Own property there	8/28/2022 9:46 AM
19	not first time	8/28/2022 9:45 AM
20	I had been there before, but not played golf there.	8/28/2022 9:34 AM
21	Stayed for a non golf vacation prior and wanted to do a golf one	8/28/2022 9:14 AM
22	Not 1st time	8/28/2022 9:09 AM

Hilton Head Island Golf Travel Survey

23	Previous Experience	8/24/2022 10:47 PM
24	N/A	8/23/2022 10:10 AM
25	Not first time	8/21/2022 10:40 AM
26	Friends	8/19/2022 9:44 PM
27	Had never been. Wanted to visit to see if we might return.	8/19/2022 5:09 PM
28	Been there before	8/19/2022 4:09 PM
29	previous trips through interval	8/18/2022 1:24 PM
30	not first time	8/18/2022 9:37 AM
31	Not my first	8/18/2022 9:26 AM
32	N/A	8/18/2022 8:47 AM
33	Previous trips to area	8/17/2022 10:51 PM
34	Not first time	8/17/2022 4:21 PM
35	Not first time	8/17/2022 2:57 PM
36	N/A	8/17/2022 12:54 PM
37	Friends	8/17/2022 12:53 PM
38	Not first time, have been going to HHI for over 25 years	8/17/2022 12:32 PM
39	M/A	8/17/2022 9:57 AM
40	Been there before but never golf	8/17/2022 9:02 AM
41	been here before	8/17/2022 8:50 AM
42	Golf lessons in a nice climate before the golf season begins in Michigan	8/17/2022 8:43 AM
43	always wanted to go	8/17/2022 8:15 AM
44	Had a condo in HH and sold it	8/17/2022 6:11 AM
45	It was not my first time.	8/17/2022 3:59 AM
46	Not my first trip	8/17/2022 12:54 AM
47	Not my 1st time	8/16/2022 11:15 PM
48	Disney Vac club member	8/16/2022 9:56 PM
49	won i condo in a auction	8/16/2022 9:44 PM
50	Not 1st time	8/16/2022 9:39 PM
51	wasn't first time	8/16/2022 8:53 PM
52	It was not first trip to HHI	8/16/2022 8:36 PM
53	Been visiting HH since 1986	8/16/2022 7:03 PM
54	Not firstvtime	8/16/2022 5:54 PM
55	past experience	8/16/2022 5:25 PM
56	Na	8/16/2022 5:19 PM
57	Already been	8/16/2022 5:00 PM
58	Not our first trip	8/16/2022 4:52 PM
59	Not my first time. It was my 10th time coming diwn	8/16/2022 4:49 PM
60	not my first trip to HHI	8/16/2022 3:44 PM

Hilton Head Island Golf Travel Survey

61	Vacationed here before	8/16/2022 3:42 PM
62	Not first time	8/16/2022 3:35 PM
63	Previous non golf trip to HHI	8/16/2022 3:29 PM
64	We have done many family trips in the past.	8/16/2022 3:24 PM
65	Not the first golf trip to Hilton Head	8/16/2022 3:23 PM
66	have been to HH a number of times over the past few years	8/16/2022 3:00 PM
67	3rd trip to Hilton Head	8/16/2022 2:57 PM
68	Wedding	8/16/2022 2:56 PM
69	Golfweek Amateur Tour	8/16/2022 2:46 PM
70	not my first time	8/16/2022 2:45 PM
71	Golf competition/tournament	8/16/2022 2:37 PM
72	not first time	8/16/2022 2:26 PM
73	Not our first	8/16/2022 2:23 PM
74	I use to live on HHI	8/16/2022 2:18 PM
75	Been to Hilton Head 15+ times	8/16/2022 2:14 PM
76	Relatives accomadations	8/16/2022 2:06 PM
77	Return visit	8/16/2022 2:05 PM
78	I come every year with the family.I have a time share.	8/16/2022 1:53 PM
79	been there before	8/16/2022 1:43 PM
80	Not first time	8/16/2022 1:41 PM
81	Been there a number of times before	8/16/2022 1:37 PM
82	not first	8/16/2022 1:36 PM
83	Not first trip to hh	8/16/2022 1:29 PM
84	Not my first time	8/16/2022 1:18 PM
85	Visit a friend	8/16/2022 1:14 PM
86	Not first time	8/16/2022 12:30 PM
87	It wasn't	8/16/2022 12:29 PM
88	Been going to HH for the beach before getting interested in golf	8/16/2022 12:28 PM
89	National Tournament	8/16/2022 12:04 PM
90	Been there before	8/16/2022 12:02 PM
91	wasnt the first time	8/16/2022 11:55 AM
92	Have been before	8/16/2022 11:52 AM
93	3rd Trip	8/16/2022 11:52 AM
94	Came with buddies for a golf trip in the 70s love that decided to bring the families and been coming since the 70s with our families	8/16/2022 11:48 AM
95	n/a	8/16/2022 11:34 AM
96	Had been before	8/16/2022 11:24 AM
97	not my first time been going to Hilton Head Island for 30+years	8/16/2022 11:14 AM
98	Not my first trip	8/16/2022 11:14 AM

Hilton Head Island Golf Travel Survey

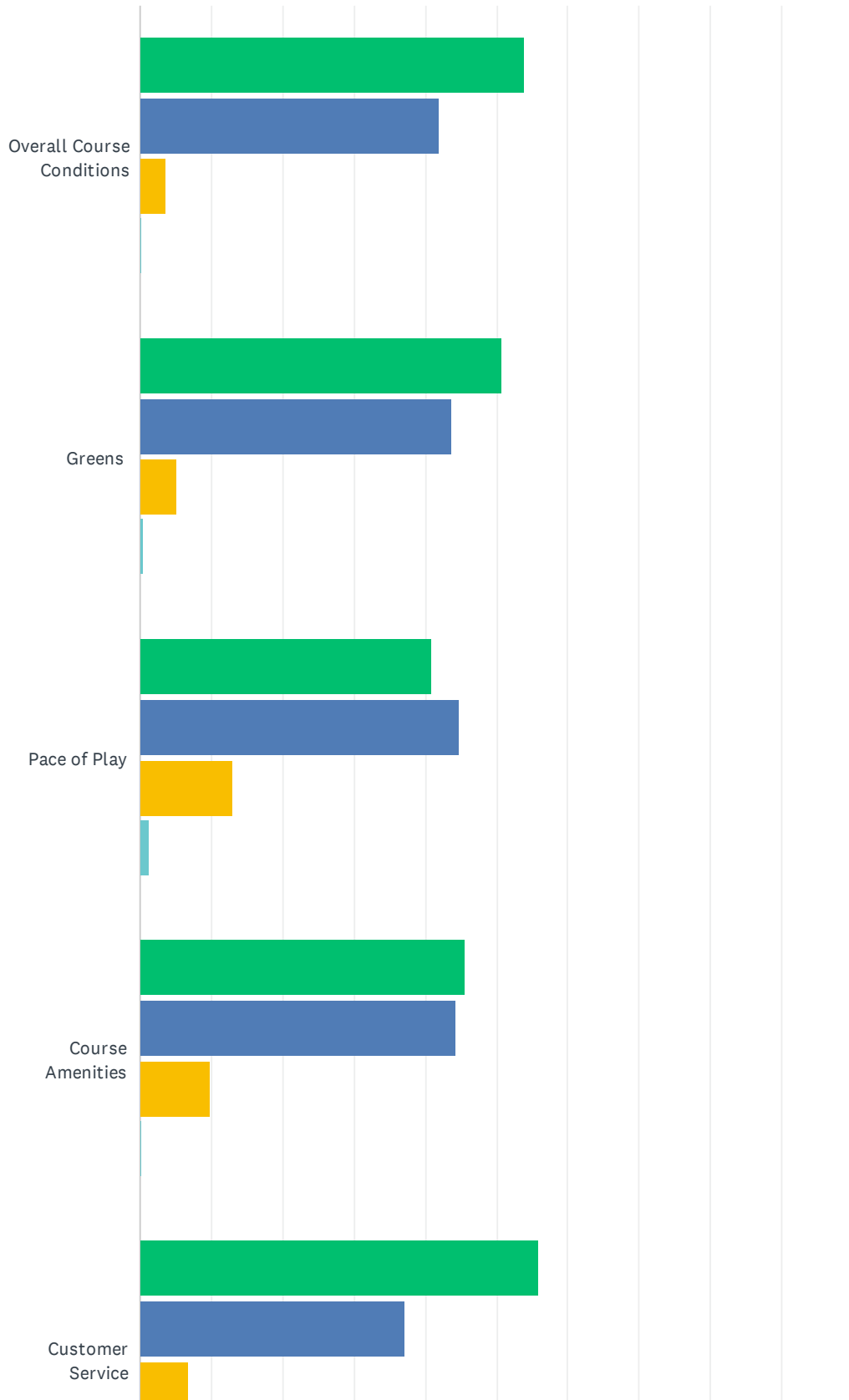
99	Past vacation stays at Hilton Hd	8/16/2022 11:12 AM
100	Not first time	8/16/2022 11:04 AM
101	was not our first time.	8/16/2022 10:57 AM
102	Not first time	8/16/2022 10:56 AM
103	Have been taking this trip for more than 40 years.	8/16/2022 10:56 AM
104	Not our first vacation to HH. Spinnaker Resorts	8/16/2022 10:53 AM
105	been there for vacation many times	8/16/2022 10:52 AM
106	Not our first visit	8/16/2022 10:49 AM
107	Spouse wanted to visit	8/16/2022 10:45 AM
108	Not my first	8/16/2022 10:30 AM
109	Harbour Town	8/16/2022 10:30 AM
110	Not my first time	8/16/2022 10:26 AM
111	HGVC Destination	8/16/2022 10:24 AM
112	not my first time	8/16/2022 10:24 AM
113	\	8/16/2022 10:21 AM
114	I've been there before.	8/16/2022 10:13 AM
115	not our first time	8/16/2022 10:12 AM
116	Past accommodations	8/16/2022 10:08 AM
117	return visit	8/16/2022 10:08 AM
118	Not first trip	8/16/2022 10:07 AM
119	n/a	8/16/2022 9:55 AM
120	Previous vacation	8/16/2022 9:51 AM
121	Not first trip	8/16/2022 9:49 AM
122	Friends have place	8/16/2022 9:43 AM
123	Not my first time	8/16/2022 9:40 AM
124	not first trip	8/16/2022 9:38 AM
125	not first time	8/16/2022 9:35 AM
126	Not my first time	8/16/2022 9:24 AM
127	I've been coming to hell now every year for the past 45 years	8/16/2022 9:21 AM
128	Not my first	8/16/2022 9:17 AM
129	charity auction for the PYSO.	8/16/2022 9:16 AM
130	not our first golf trip	8/16/2022 9:14 AM
131	not our first time	8/16/2022 9:13 AM
132	Not my first trip	8/16/2022 9:09 AM
133	Past experience	8/16/2022 9:04 AM
134	Owner	8/16/2022 9:02 AM
135	RBC tournament	8/16/2022 9:02 AM
136	not my first trip	8/16/2022 9:01 AM

Hilton Head Island Golf Travel Survey

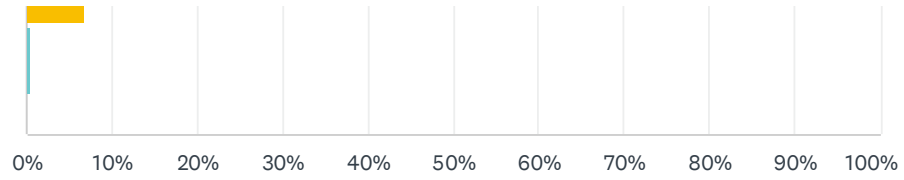
137	Return trip	8/16/2022 8:59 AM
138	VISITED MANY TIMES	8/16/2022 8:58 AM
139	Friend was going there	8/16/2022 8:57 AM
140	know people who live there.	8/16/2022 8:52 AM
141	not first time	8/16/2022 8:50 AM
142	Looking to buy Real estate	8/16/2022 8:49 AM
143	Not first trip	8/16/2022 8:48 AM
144	This was not my first visit	8/16/2022 8:45 AM
145	We own a timeshare there	8/16/2022 8:44 AM
146	Not our first trip	8/16/2022 8:42 AM
147	not our first trip	8/16/2022 8:42 AM
148	Not my first trip	8/16/2022 8:42 AM
149	Not first time	8/16/2022 8:42 AM
150	Not first	8/16/2022 8:39 AM
151	Attend RBC every year	8/16/2022 8:39 AM
152	Not my 1st trip	8/16/2022 8:38 AM
153	Spring break	8/16/2022 8:38 AM
154	agent	8/16/2022 8:37 AM
155	Not first trip-prob 20th	8/16/2022 8:36 AM
156	Na	8/16/2022 8:29 AM
157	not first time	8/16/2022 8:25 AM
158	ben here many times for vacation	8/16/2022 8:23 AM
159	First time in HH was for a destination wedding. Fell in love with HH, been coming back for 11 yrs. Sometimes trice a year.	8/16/2022 8:22 AM
160	Had our Honeymoon in HH 48 years ago.	8/16/2022 8:20 AM
161	Not our first trip	8/16/2022 8:19 AM
162	Golf show information	8/16/2022 8:18 AM
163	was not the first time to HHI	8/16/2022 8:17 AM
164	part of Fisher Cup with 72 golfers, been going for 25 years	8/16/2022 8:16 AM
165	Not First Time	8/16/2022 8:15 AM
166	Not our first time.	8/16/2022 8:13 AM
167	Went to school in South Carolina.	8/16/2022 8:12 AM
168	Had visited HHI previously.	8/16/2022 8:12 AM
169	Been there before	8/16/2022 8:11 AM
170	NA	8/16/2022 8:10 AM
171	It was on the way to our final golf destination in Florida	8/16/2022 8:09 AM
172	We have been to HHI before	8/16/2022 8:09 AM
173	Not our first trip to HHI	8/16/2022 8:07 AM

Q16 Please Rate the Golf Played on Your Vacation

Answered: 770 Skipped: 755



2022 Hilton Head Island Golf Travel Survey

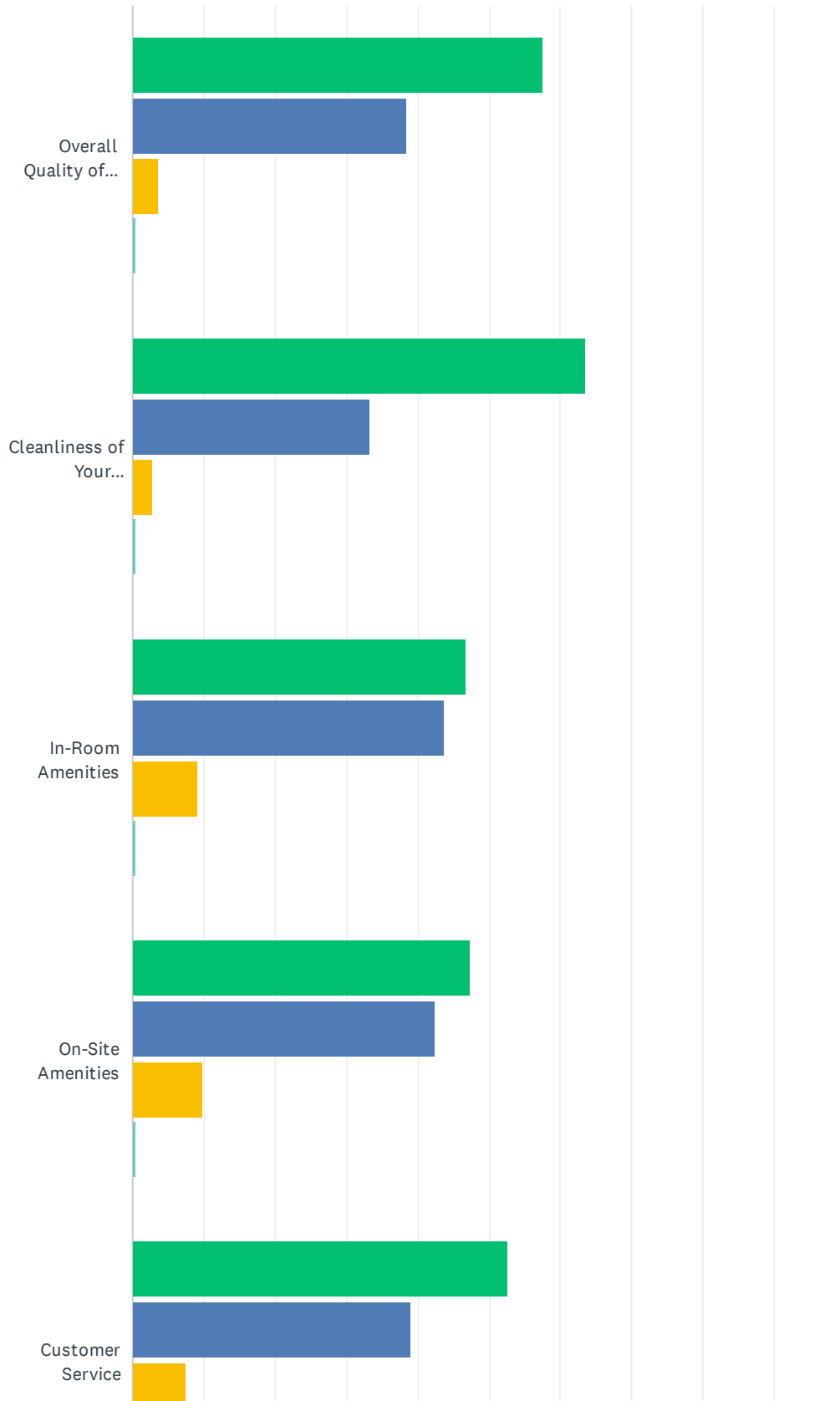


■ Excellent
 ■ Good
 ■ Average
 ■ Poor

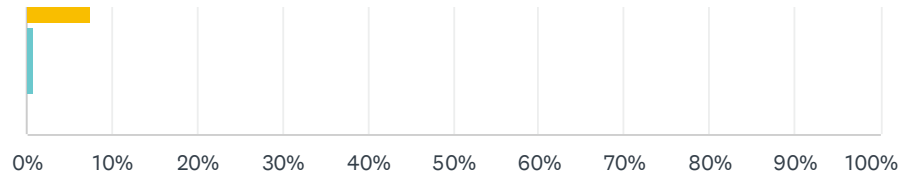
	EXCELLENT	GOOD	AVERAGE	POOR	TOTAL	WEIGHTED AVERAGE
Overall Course Conditions	54.03%	42.08%	3.64%	0.26%	770	3.50
	416	324	28	2		
Greens	50.78%	43.77%	5.06%	0.39%	770	3.45
	391	337	39	3		
Pace of Play	41.04%	44.68%	12.99%	1.30%	770	3.25
	316	344	100	10		
Course Amenities	45.58%	44.42%	9.87%	0.13%	770	3.35
	351	342	76	1		
Customer Service	55.84%	37.01%	6.75%	0.39%	770	3.48
	430	285	52	3		

Q17 Please Rate Your Accommodations

Answered: 770 Skipped: 755



Hilton Head Island Golf Travel Survey

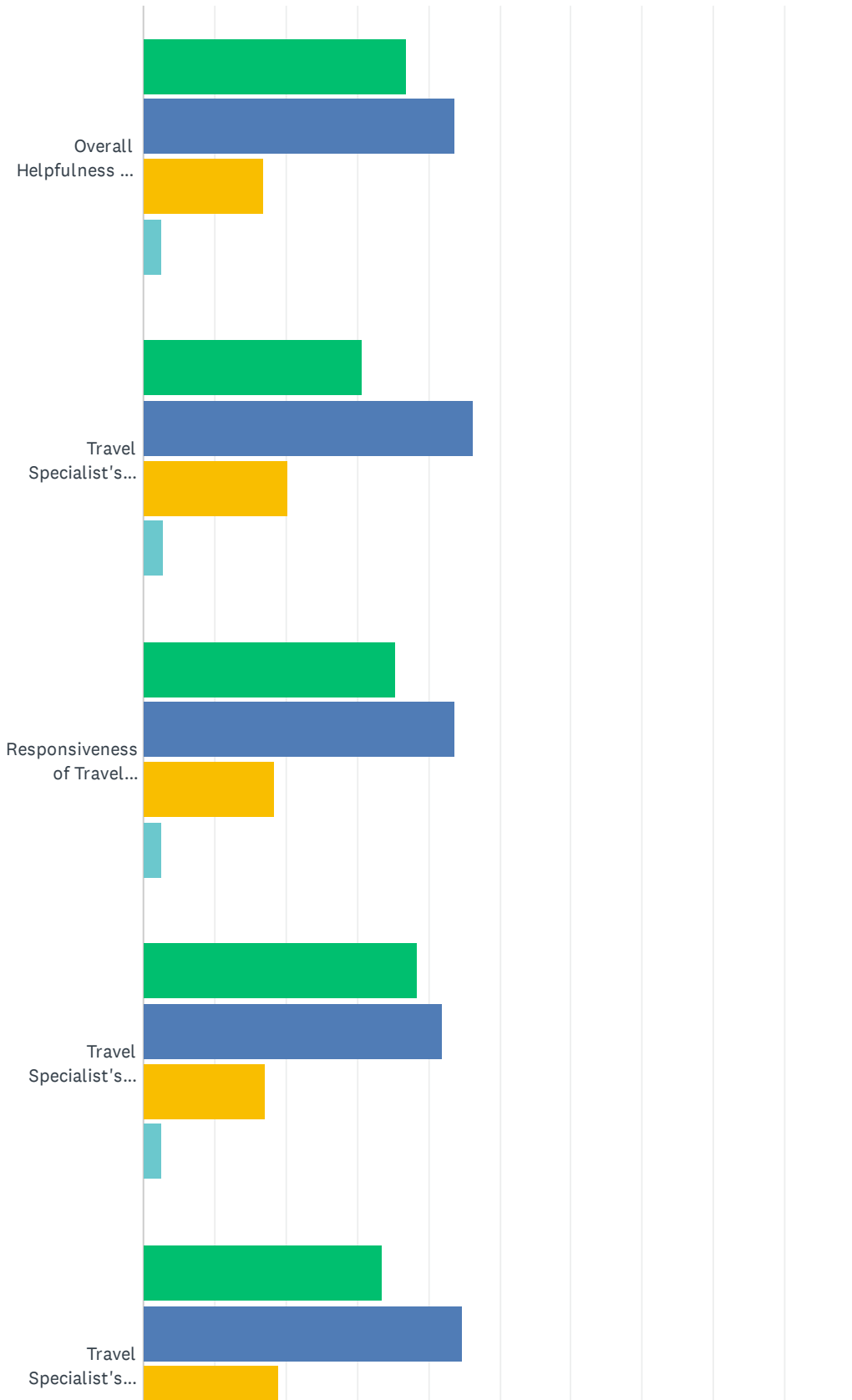


■ Excellent
 ■ Good
 ■ Average
 ■ Poor

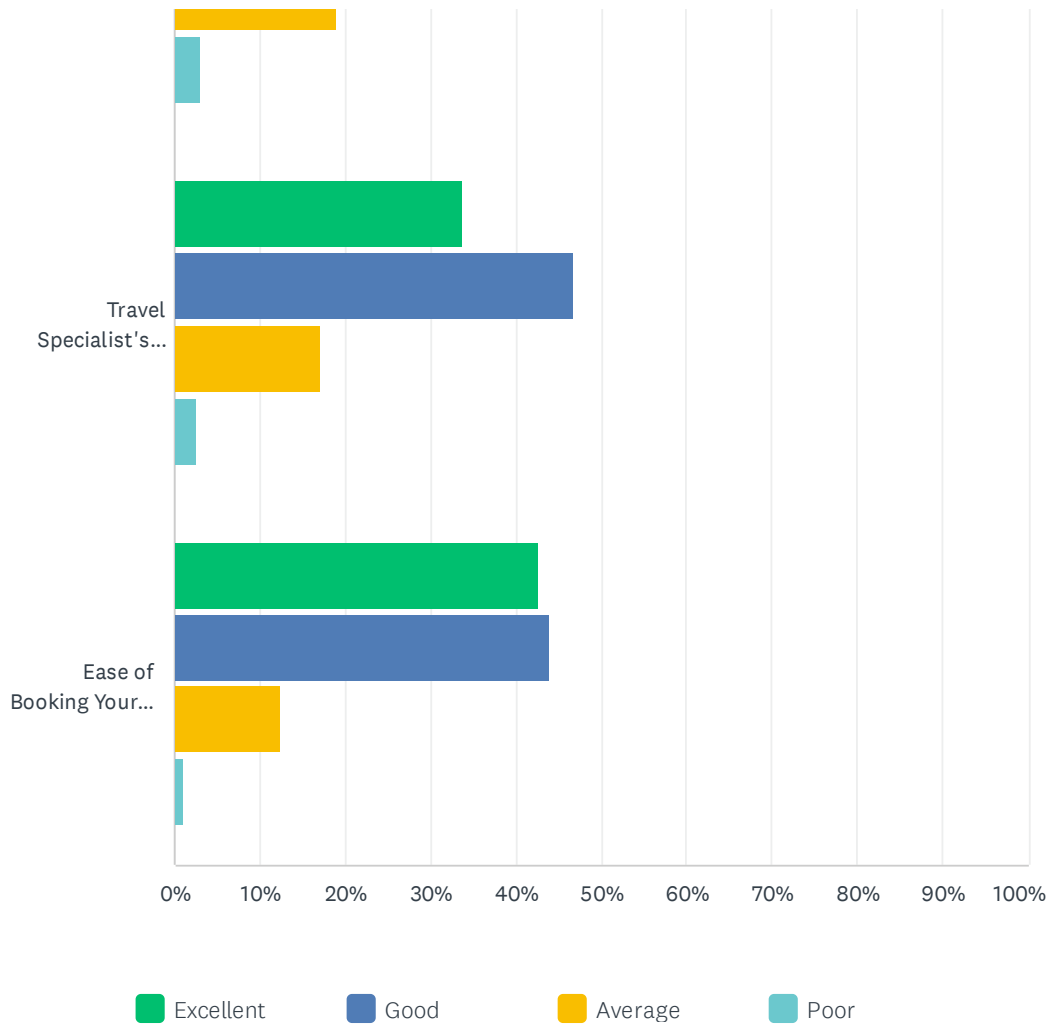
	EXCELLENT	GOOD	AVERAGE	POOR	TOTAL	WEIGHTED AVERAGE
Overall Quality of Accommodations	57.53% 443	38.31% 295	3.64% 28	0.52% 4	770	3.53
Cleanliness of Your Accommodations	63.51% 489	33.25% 256	2.86% 22	0.39% 3	770	3.60
In-Room Amenities	46.75% 360	43.64% 336	9.22% 71	0.39% 3	770	3.37
On-Site Amenities	47.40% 365	42.34% 326	9.74% 75	0.52% 4	770	3.37
Customer Service	52.60% 405	39.09% 301	7.40% 57	0.91% 7	770	3.43

Q18 Please Rate Your Golf Vacation Reservation Process

Answered: 770 Skipped: 755



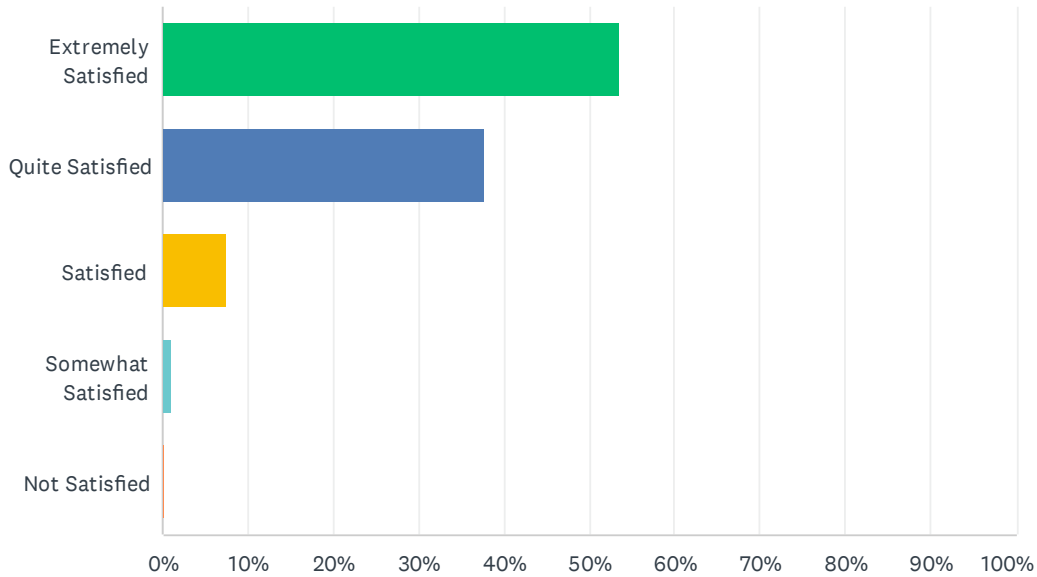
Hilton Head Island Golf Travel Survey



	EXCELLENT	GOOD	AVERAGE	POOR	TOTAL	WEIGHTED AVERAGE
Overall Helpfulness of Travel Specialist	36.88% 284	43.64% 336	16.88% 130	2.60% 20	770	3.15
Travel Specialist's Ability to Build a Trip to Fit Your Budget	30.65% 236	46.36% 357	20.26% 156	2.73% 21	770	3.05
Responsiveness of Travel Specialist to Your Needs/Questions	35.32% 272	43.77% 337	18.44% 142	2.47% 19	770	3.12
Travel Specialist's Knowledge of the Overall Area	38.44% 296	42.08% 324	17.01% 131	2.47% 19	770	3.16
Travel Specialist's Knowledge of the Area's Golf Courses	33.38% 257	44.68% 344	18.96% 146	2.99% 23	770	3.08
Travel Specialist's Knowledge of the Area's Accommodations	33.64% 259	46.62% 359	17.14% 132	2.60% 20	770	3.11
Ease of Booking Your Trip	42.73% 329	43.90% 338	12.34% 95	1.04% 8	770	3.28

Q19 How satisfied were you regarding your golf vacation to Hilton Head Island?

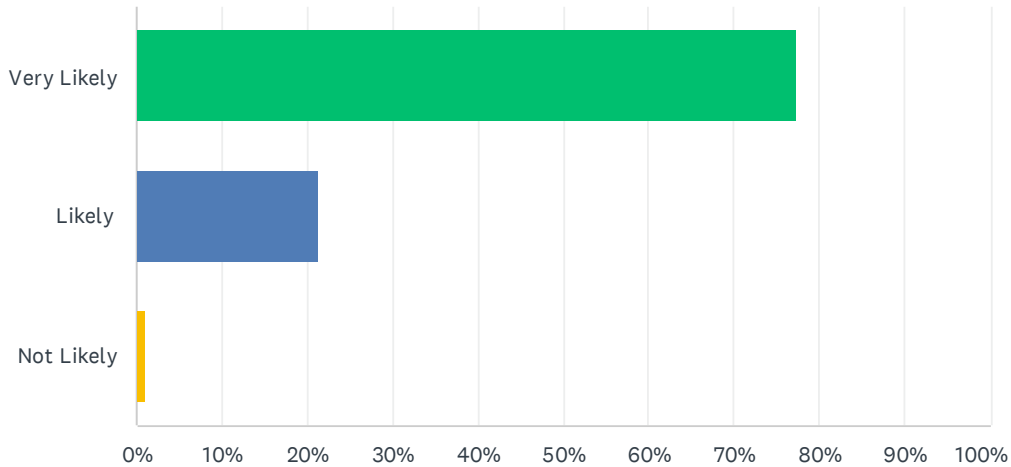
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Extremely Satisfied	53.51%	412
Quite Satisfied	37.79%	291
Satisfied	7.40%	57
Somewhat Satisfied	1.04%	8
Not Satisfied	0.26%	2
TOTAL		770

Q20 How likely are you to take a return golf vacation to Hilton Head Island?

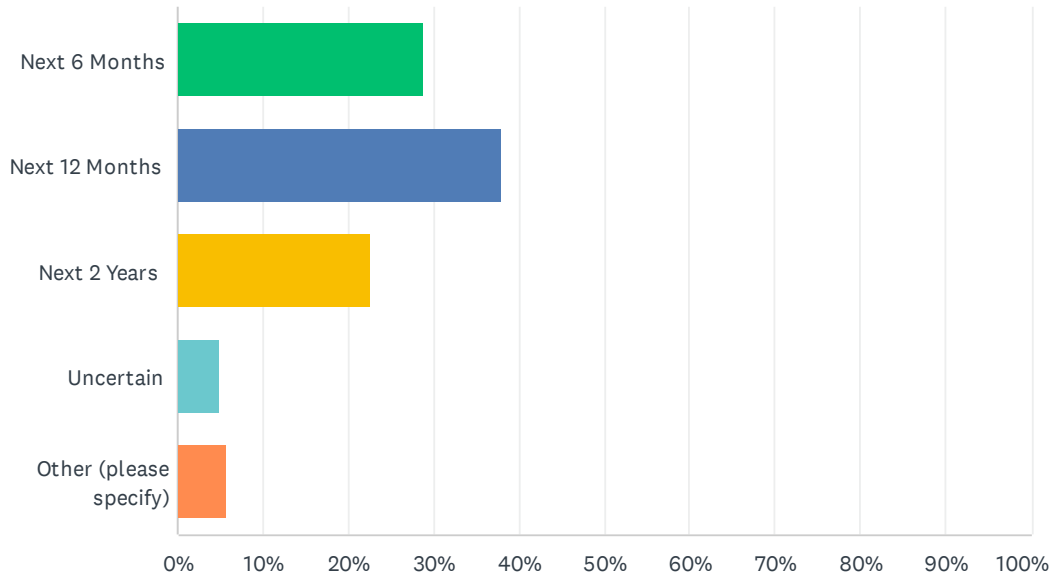
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Very Likely	77.40%	596
Likely	21.43%	165
Not Likely	1.17%	9
TOTAL		770

Q21 If you will return for another golf trip to Hilton Head Island, how soon would you return?

Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Next 6 Months	28.70%	221
Next 12 Months	38.05%	293
Next 2 Years	22.60%	174
Uncertain	4.94%	38
Other (please specify)	5.71%	44
TOTAL		770

#	OTHER (PLEASE SPECIFY)	DATE
1	We are going back in October 2022	9/5/2022 8:40 AM
2	3-4 months	8/29/2022 8:44 AM
3	Would be a reunion visit	8/29/2022 12:42 AM
4	Returning 9/29/22 to 10/2/22	8/28/2022 11:34 PM
5	Living on fixed income. No money for travel	8/28/2022 11:18 AM
6	8	8/28/2022 11:06 AM
7	September 2022	8/28/2022 9:39 AM
8	Next 5 years	8/22/2022 3:42 PM
9	Never	8/21/2022 2:34 PM
10	?	8/19/2022 12:50 PM

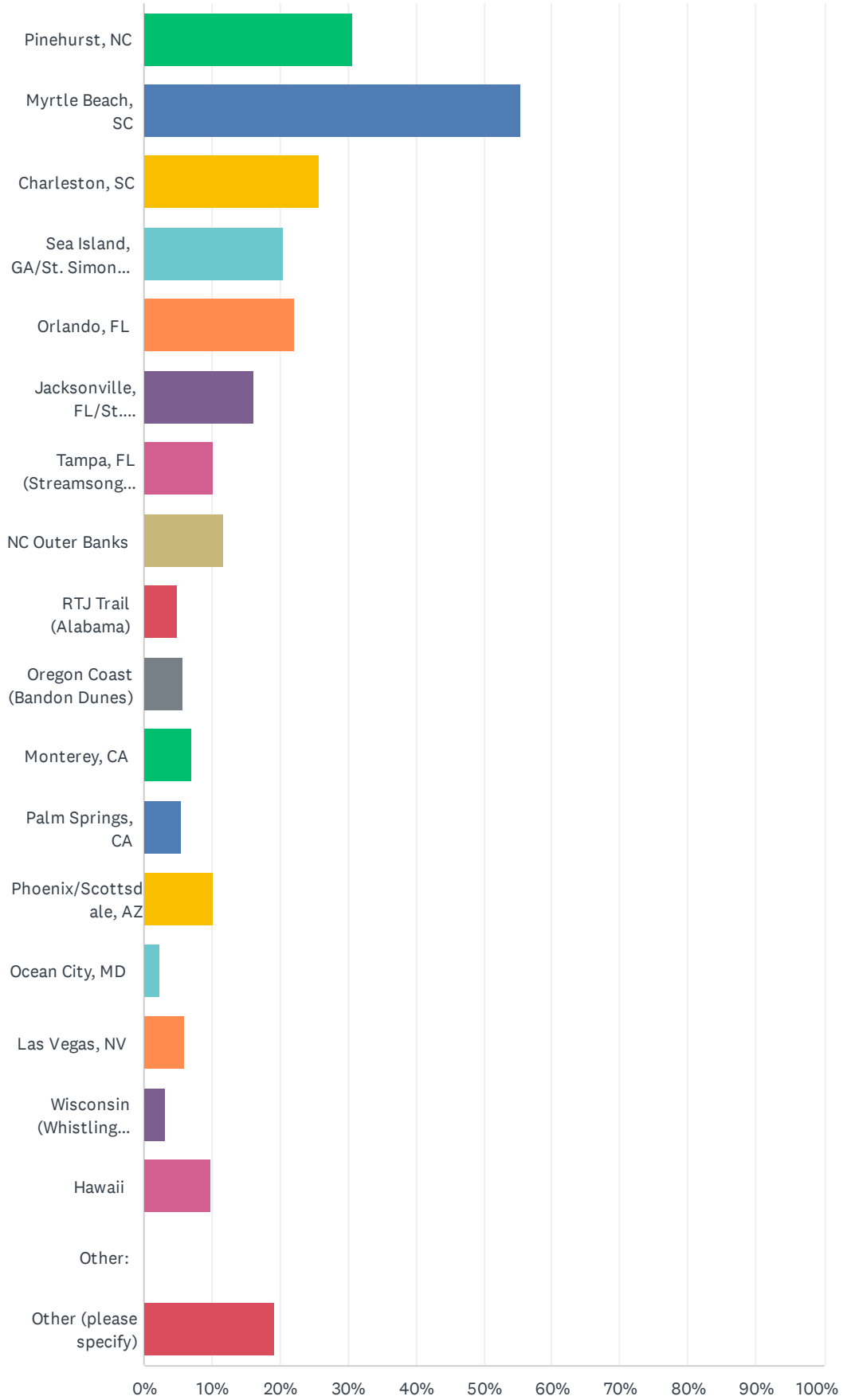
Hilton Head Island Golf Travel Survey

11	May 2023	8/17/2022 8:56 PM
12	You never say never,a very long time	8/17/2022 12:53 PM
13	Unknown	8/17/2022 10:58 AM
14	dont know	8/17/2022 8:15 AM
15	One month	8/17/2022 7:31 AM
16	Uncertain at this time	8/17/2022 12:54 AM
17	next month	8/16/2022 9:44 PM
18	September 2022	8/16/2022 6:02 PM
19	We live here now.	8/16/2022 5:43 PM
20	This October	8/16/2022 4:52 PM
21	Not sure	8/16/2022 4:36 PM
22	Not sure	8/16/2022 3:18 PM
23	When we feel safe travelling to the USA again	8/16/2022 3:00 PM
24	I am ready any time, but those with multiple responsibilities have choices to make regarding family-work-social responsibilities.	8/16/2022 2:14 PM
25	next month	8/16/2022 1:58 PM
26	Don't know. Lots of places to play	8/16/2022 1:35 PM
27	There now	8/16/2022 1:29 PM
28	10 years	8/16/2022 1:14 PM
29	NOT SURE.	8/16/2022 1:10 PM
30	ASAP; have not recently gone due to the pandemic	8/16/2022 12:28 PM
31	Unsure	8/16/2022 11:52 AM
32	I am not certain	8/16/2022 11:51 AM
33	Not sure	8/16/2022 11:24 AM
34	Trying to get someone to call me now to rebook for this year, i have emailed called several times with no call back	8/16/2022 11:17 AM
35	Not sure as there are other places to explore	8/16/2022 11:11 AM
36	Would love to, been 6 times, but prices have increased above out budget, both course and hotel	8/16/2022 10:56 AM
37	Will be there in 2 months	8/16/2022 10:07 AM
38	3 years	8/16/2022 9:10 AM
39	Covid irradiation	8/16/2022 8:59 AM
40	8 weeks from now	8/16/2022 8:44 AM
41	Coming back in September 2022!	8/16/2022 8:43 AM
42	Not sure. Live in Michigan	8/16/2022 8:32 AM
43	Not sure	8/16/2022 8:17 AM
44	In December	8/16/2022 8:17 AM

Q22 What other U.S. golf destination(s) did you consider for this vacation?
(check all that apply)

Answered: 770 Skipped: 755

Hilton Head Island Golf Travel Survey



Hilton Head Island Golf Travel Survey

ANSWER CHOICES	RESPONSES	
Pinehurst, NC	30.65%	236
Myrtle Beach, SC	55.45%	427
Charleston, SC	25.71%	198
Sea Island, GA/St. Simons Island, GA	20.39%	157
Orlando, FL	22.21%	171
Jacksonville, FL/St. Augustine, FL	16.23%	125
Tampa, FL (Streamsong Resort)	10.13%	78
NC Outer Banks	11.82%	91
RTJ Trail (Alabama)	4.81%	37
Oregon Coast (Bandon Dunes)	5.84%	45
Monterey, CA	7.14%	55
Palm Springs, CA	5.58%	43
Phoenix/Scottsdale, AZ	10.13%	78
Ocean City, MD	2.34%	18
Las Vegas, NV	5.97%	46
Wisconsin (Whistling Straits)	3.12%	24
Hawaii	9.87%	76
Other:	0.00%	0
Other (please specify)	19.09%	147
Total Respondents: 770		

#	OTHER (PLEASE SPECIFY)	DATE
1	NA	9/11/2022 3:43 PM
2	none	9/5/2022 8:40 AM
3	None- this was a family trip	8/30/2022 11:38 AM
4	Tennessee	8/30/2022 10:09 AM
5	None	8/29/2022 8:35 AM
6	Gulf shores	8/29/2022 7:50 AM
7	Michigan	8/29/2022 6:42 AM
8	Kiawah	8/29/2022 6:31 AM
9	Did not consider others	8/29/2022 12:42 AM
10	None	8/28/2022 10:14 PM
11	Noone	8/28/2022 8:59 PM
12	Destin FLA	8/28/2022 8:37 PM
13	none	8/28/2022 7:31 PM

Hilton Head Island Golf Travel Survey

14	None	8/28/2022 5:31 PM
15	Only HHI	8/28/2022 3:33 PM
16	Kiawah	8/28/2022 2:38 PM
17	Destin	8/28/2022 2:24 PM
18	Destin Beach, FL	8/28/2022 2:18 PM
19	Oglebay WV, northern Michigan	8/28/2022 1:53 PM
20	Fripp Island, SC Jekyll Island, GA World Woods, Brooksville, FL	8/28/2022 1:21 PM
21	None	8/28/2022 1:20 PM
22	Ohio	8/28/2022 1:16 PM
23	Jacksonville, FL	8/28/2022 12:41 PM
24	None	8/28/2022 12:19 PM
25	None of the above	8/28/2022 12:03 PM
26	Bandon Dunes	8/28/2022 12:00 PM
27	Innisbrook	8/28/2022 11:46 AM
28	None	8/28/2022 11:13 AM
29	None	8/28/2022 11:02 AM
30	LA	8/28/2022 10:46 AM
31	Denver	8/28/2022 10:37 AM
32	Ireland, Scotland	8/28/2022 10:19 AM
33	Just HH	8/28/2022 10:06 AM
34	New england	8/28/2022 10:03 AM
35	Michigan	8/28/2022 9:56 AM
36	Fairfield Glades Tennessee	8/28/2022 9:52 AM
37	None	8/28/2022 9:47 AM
38	just wanted hilton head	8/28/2022 9:41 AM
39	None	8/28/2022 9:39 AM
40	None -- That trip was specifically intended for HHI	8/28/2022 9:36 AM
41	Branson Missouri	8/28/2022 9:35 AM
42	pinehurst nc and biloxi ms	8/28/2022 9:31 AM
43	Utah	8/28/2022 9:29 AM
44	Fort lauderdale	8/28/2022 9:28 AM
45	Sarasota, FL	8/28/2022 9:28 AM
46	none	8/28/2022 9:23 AM
47	None	8/28/2022 9:21 AM
48	No other plans.	8/28/2022 9:19 AM
49	None	8/28/2022 9:18 AM
50	None	8/28/2022 9:07 AM
51	Biloxi	8/21/2022 7:13 PM

Hilton Head Island Golf Travel Survey

52	Branson Missouri Paynes Valley	8/18/2022 1:24 PM
53	None	8/17/2022 12:53 PM
54	VA and NC mountains	8/17/2022 8:38 AM
55	Michigan	8/17/2022 6:41 AM
56	None	8/17/2022 6:01 AM
57	Florida Gulf Coast	8/17/2022 12:54 AM
58	No other	8/16/2022 11:15 PM
59	ocean city MD	8/16/2022 9:44 PM
60	Scottsdale	8/16/2022 9:41 PM
61	Santee Sc	8/16/2022 7:46 PM
62	None	8/16/2022 7:36 PM
63	Visit HH each year, wasn't considering another option	8/16/2022 7:03 PM
64	Alabama RTJ Trail	8/16/2022 6:26 PM
65	none	8/16/2022 6:02 PM
66	None	8/16/2022 5:43 PM
67	none	8/16/2022 5:25 PM
68	Jones golf trail, AL	8/16/2022 5:00 PM
69	None	8/16/2022 4:36 PM
70	Daytona Beach FL	8/16/2022 3:44 PM
71	South Florida	8/16/2022 2:59 PM
72	Ireland	8/16/2022 2:57 PM
73	None	8/16/2022 2:56 PM
74	None other	8/16/2022 2:54 PM
75	Kentucky Courses	8/16/2022 2:35 PM
76	Arizona	8/16/2022 2:28 PM
77	None we come each year	8/16/2022 2:23 PM
78	Club corp courses in GA & FL + The Villages	8/16/2022 2:18 PM
79	Destin/Pan Handle of Florida ~ Phoenix/Fountin Hills, Az. ~ Nashville, Tn. ~ Disney Fla. Area	8/16/2022 2:14 PM
80	None	8/16/2022 2:06 PM
81	Pine Valley	8/16/2022 1:43 PM
82	PHX , TUC	8/16/2022 1:42 PM
83	Time share on HH	8/16/2022 1:41 PM
84	We always travel to Hilton Head for golf	8/16/2022 1:37 PM
85	none	8/16/2022 1:36 PM
86	Kiawah	8/16/2022 1:35 PM
87	none	8/16/2022 1:19 PM
88	NONE OF ABOVE	8/16/2022 1:10 PM
89	Daytona	8/16/2022 12:43 PM

Hilton Head Island Golf Travel Survey

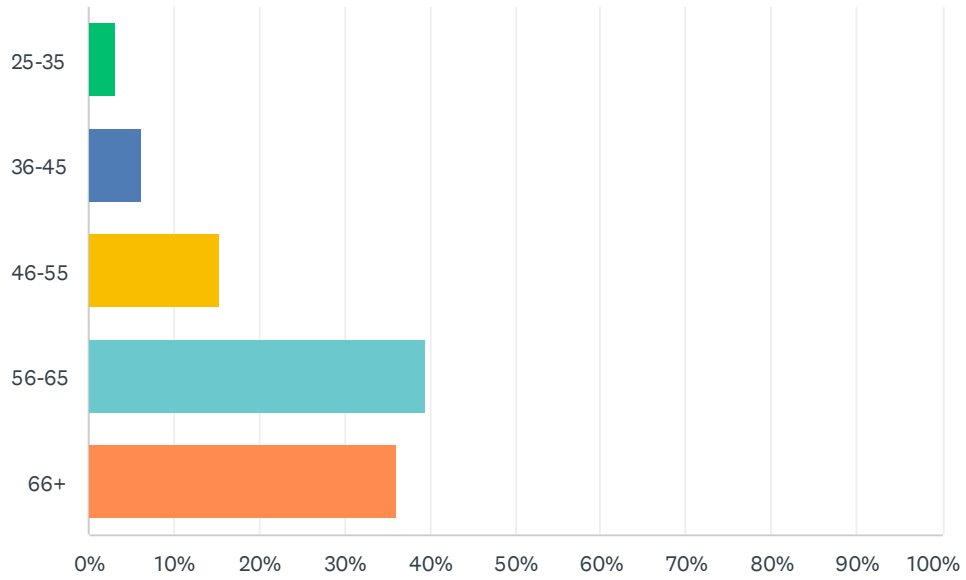
90	Arizona	8/16/2022 12:32 PM
91	None	8/16/2022 12:29 PM
92	LOVE Hilton Head; have been to NC but nothing compares to HH	8/16/2022 12:28 PM
93	ocean city ,MD.	8/16/2022 12:11 PM
94	None	8/16/2022 12:04 PM
95	Robert Trent Jones Jones Golf Trail	8/16/2022 12:02 PM
96	Gulf coast of Florida	8/16/2022 11:52 AM
97	Phoenix Az	8/16/2022 11:52 AM
98	Palm Springs	8/16/2022 11:45 AM
99	Las Vegas	8/16/2022 11:44 AM
100	dominican republic	8/16/2022 11:40 AM
101	none	8/16/2022 11:29 AM
102	Phoenix Scottsdale	8/16/2022 11:28 AM
103	None	8/16/2022 11:24 AM
104	Sarasota/Bradenton	8/16/2022 11:14 AM
105	Maine	8/16/2022 11:11 AM
106	Santee	8/16/2022 11:04 AM
107	Canada	8/16/2022 10:57 AM
108	None	8/16/2022 10:56 AM
109	Just Hilton Head	8/16/2022 10:53 AM
110	Delray Beach, FL	8/16/2022 10:49 AM
111	None	8/16/2022 10:30 AM
112	none	8/16/2022 10:30 AM
113	Palm Desert-California	8/16/2022 10:28 AM
114	Arizona	8/16/2022 10:24 AM
115	Las Vegas, NV	8/16/2022 10:21 AM
116	Montana, Colorado, Lake Tahoe	8/16/2022 9:51 AM
117	Scotland	8/16/2022 9:43 AM
118	Nova Scotia or Ireland	8/16/2022 9:26 AM
119	None	8/16/2022 9:24 AM
120	Pebble Beach	8/16/2022 9:21 AM
121	None	8/16/2022 9:16 AM
122	None	8/16/2022 9:14 AM
123	none	8/16/2022 9:13 AM
124	None	8/16/2022 9:10 AM
125	Alabama	8/16/2022 9:02 AM
126	None	8/16/2022 9:02 AM
127	none	8/16/2022 9:01 AM

Hilton Head Island Golf Travel Survey

128	Wanted to go to this specific area.	8/16/2022 9:01 AM
129	Tennessee	8/16/2022 8:57 AM
130	Alabama Trail, Overseas	8/16/2022 8:50 AM
131	RTJ Alabam	8/16/2022 8:46 AM
132	None	8/16/2022 8:42 AM
133	Kiawa	8/16/2022 8:38 AM
134	Scottsdale AZ	8/16/2022 8:24 AM
135	did not consider any others	8/16/2022 8:23 AM
136	Midwest	8/16/2022 8:20 AM
137	Scottsdale AZ, Naples FL	8/16/2022 8:19 AM
138	Palm Springs CA	8/16/2022 8:17 AM
139	Scottsdale, Az	8/16/2022 8:17 AM
140	Big Cedar Branson, MO	8/16/2022 8:17 AM
141	turkey / vietnam / portugal	8/16/2022 8:16 AM
142	jones golf trail	8/16/2022 8:16 AM
143	Ft. Myers, FL	8/16/2022 8:15 AM
144	Portugal, Europe	8/16/2022 8:14 AM
145	Only HH.	8/16/2022 8:13 AM
146	Torrey Pines	8/16/2022 8:11 AM
147	didn't consider another area	8/16/2022 8:08 AM

Q23 What is the age range for your golf group?

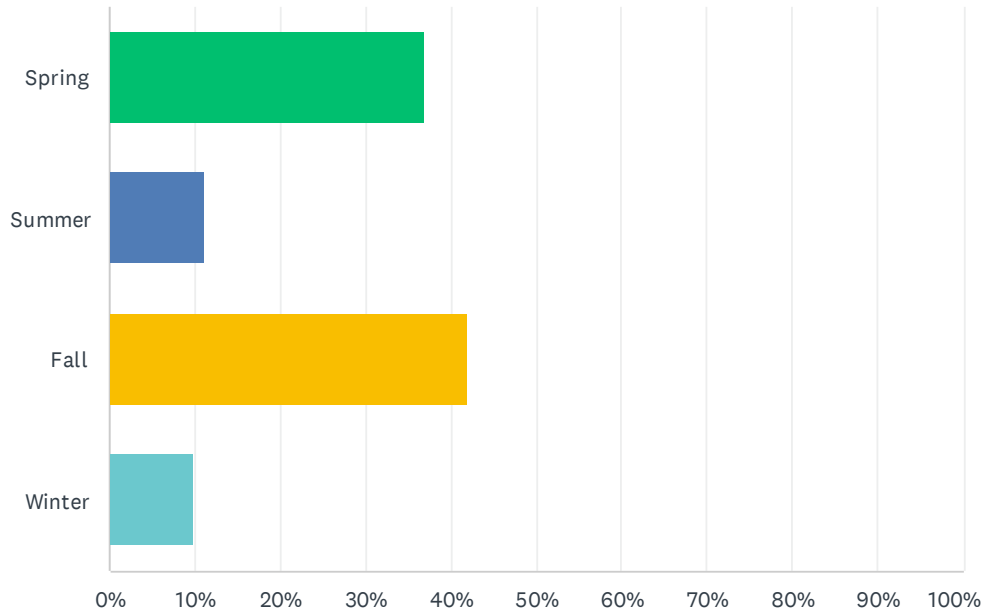
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
25-35	3.12%	24
36-45	6.10%	47
46-55	15.45%	119
56-65	39.35%	303
66+	35.97%	277
TOTAL		770

Q24 Which is your preferred season for golf travel?

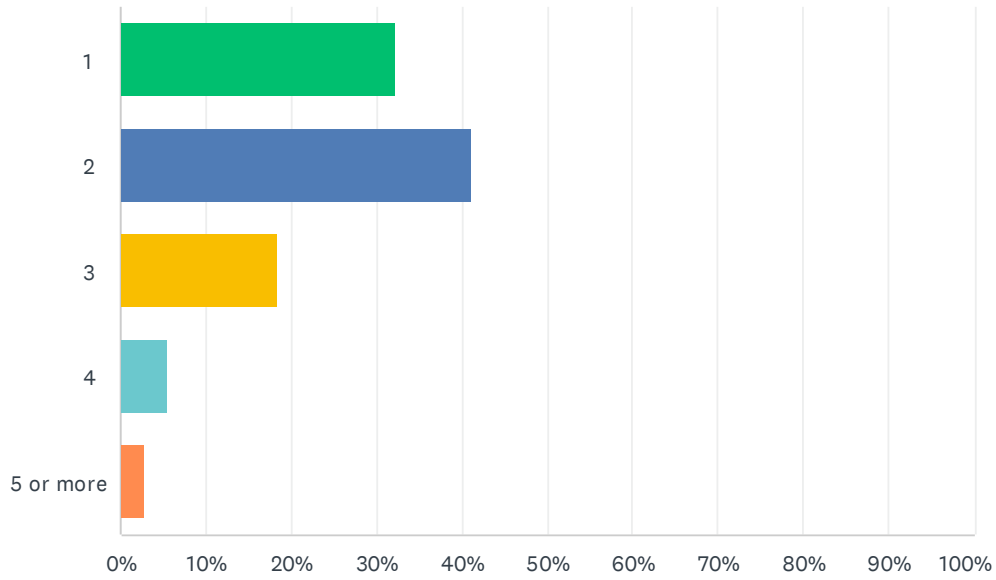
Answered: 770 Skipped: 755



ANSWER CHOICES	RESPONSES	
Spring	36.88%	284
Summer	11.17%	86
Fall	42.08%	324
Winter	9.87%	76
TOTAL		770

Q25 How many golf vacations do you take annually?

Answered: 770 Skipped: 755

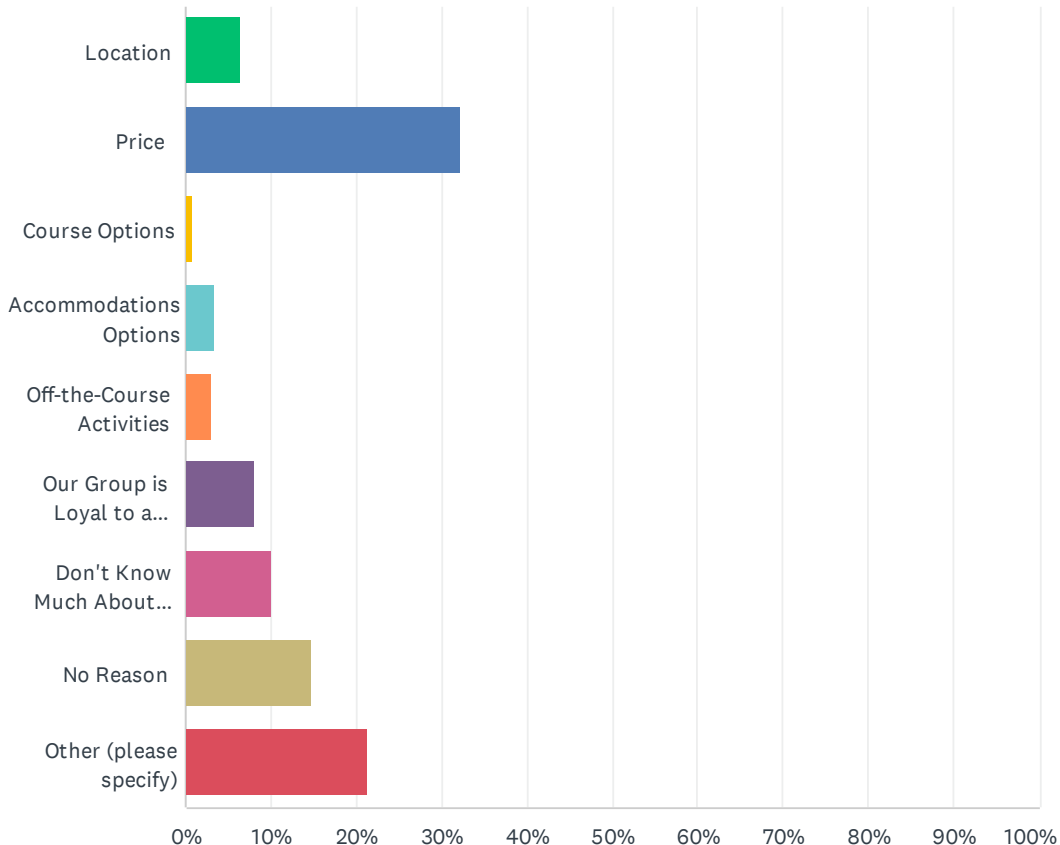


ANSWER CHOICES	RESPONSES	
1	32.21%	248
2	41.17%	317
3	18.31%	141
4	5.45%	42
5 or more	2.86%	22
TOTAL		770

FOR THOSE WHO HAVE NOT VISITED HHI ON A GOLF VACATION

Q27 What has kept you from booking a golf vacation to Hilton Head Island?

Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
Location	6.35%	29
Price	32.17%	147
Course Options	0.88%	4
Accommodations Options	3.50%	16
Off-the-Course Activities	3.06%	14
Our Group is Loyal to a Another Destination	8.10%	37
Don't Know Much About Hilton Head Island	10.07%	46
No Reason	14.66%	67
Other (please specify)	21.23%	97
TOTAL		457

#	OTHER (PLEASE SPECIFY)	DATE
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Hilton Head Island Golf Travel Survey

1	i live in Bluffton, SC	8/30/2022 2:58 PM
2	Work too much!	8/30/2022 10:49 AM
3	No one to go with.	8/30/2022 7:49 AM
4	Distance (from Pa), young family	8/29/2022 8:42 PM
5	Busy with wedding, work etc	8/29/2022 9:35 AM
6	coming in october	8/29/2022 9:23 AM
7	my personal schedule	8/29/2022 9:04 AM
8	Other vacation destinations have come first	8/29/2022 7:39 AM
9	essential workers	8/29/2022 7:33 AM
10	Covid, timing, price, etc.	8/29/2022 1:43 AM
11	Usually with family that doesn't golf	8/28/2022 7:40 PM
12	Time	8/28/2022 5:21 PM
13	I have reservations in October	8/28/2022 4:48 PM
14	Just recently started playing golf plan to play when I visit in Oct	8/28/2022 3:46 PM
15	Have beach house	8/28/2022 2:21 PM
16	Looking to 2023 and other possible locations.	8/28/2022 1:13 PM
17	Although I take my clubs with me whenever I vacation in Hilton Head, I only golf if I have the time available, therefore, I cannot deem my travels as a so called "GOLF VACATION."	8/28/2022 12:52 PM
18	Haven't had time to set aside and come	8/28/2022 12:31 PM
19	Never thought about it before	8/28/2022 12:03 PM
20	Pulling group together. Timing	8/28/2022 11:41 AM
21	I live out here,hence, no need to vacation there	8/28/2022 10:41 AM
22	TOO FAR	8/28/2022 10:26 AM
23	I have two children,they are now in college so I now have time to take a trip	8/28/2022 10:21 AM
24	Had a trip booked and hurricane matthew hit	8/28/2022 10:03 AM
25	Covid restrictions	8/28/2022 9:57 AM
26	Accomodations required are 4 bed, 4 bath condo w/ kitchen, dining and LR. Views would be a plus	8/28/2022 9:53 AM
27	Tend to travel for golf in home state Michigan	8/28/2022 9:50 AM
28	We booked vacation 11/5-11/10	8/28/2022 9:44 AM
29	Booked last year. Not yet this year.	8/28/2022 9:27 AM
30	Covid	8/28/2022 9:21 AM
31	Covid, we were booked and had to cancel	8/28/2022 9:08 AM
32	Golfed closer to home	8/22/2022 9:17 PM
33	corona problems by travel in all	8/21/2022 3:43 AM
34	When I plan trips for our group I look at price, course times available, and food availability	8/18/2022 7:20 PM
35	Unaware of the great options until recently	8/18/2022 4:24 PM
36	Researching and planning on vacationing in the future	8/18/2022 9:45 AM
37	we are going in October	8/17/2022 11:12 PM

Hilton Head Island Golf Travel Survey

38	Alot of competition but I believe we are coming up in November	8/17/2022 1:36 PM
39	I don't golf. But love Hilton Head.	8/17/2022 8:59 AM
40	Vacation Time... but now I'm retired	8/17/2022 7:22 AM
41	I've visited Hilton Head, but not for golf. We wanted to just walk on the beach, and explore the island.	8/16/2022 11:10 PM
42	Travelled elsewhere	8/16/2022 7:36 PM
43	work	8/16/2022 6:18 PM
44	Group rotates courses	8/16/2022 5:50 PM
45	Pandemic and other travel plans	8/16/2022 4:52 PM
46	Geared to male groups not husband and wife.	8/16/2022 4:37 PM
47	no vacation time	8/16/2022 3:55 PM
48	COVID, Trump and His wackos.	8/16/2022 3:45 PM
49	Have not had the opportunity yet (i.e. time)	8/16/2022 3:12 PM
50	Plan to come in October	8/16/2022 3:02 PM
51	I have taken a vacation to Hilton Head and played golf, but golf was not the primary reason for vacation.	8/16/2022 1:28 PM
52	Due to perceived popularity of the course there is a concern that tee times would be tricky to obtain for the quality and price we would want to pay and play. We would build a vacation around the golf and would need to be certain we would have an above and beyond experience.	8/16/2022 12:37 PM
53	farther away than myrtle beach	8/16/2022 12:30 PM
54	Hard to get dates	8/16/2022 12:10 PM
55	Coordinating home/pet care.	8/16/2022 12:03 PM
56	Unsure of where to stay (home/condo) possibly dog friendly but not necessary	8/16/2022 12:03 PM
57	Never heard about it	8/16/2022 11:28 AM
58	Too busy before, not now.	8/16/2022 10:46 AM
59	Just schedule	8/16/2022 10:18 AM
60	Covid	8/16/2022 10:12 AM
61	Never planned a trip here?	8/16/2022 10:10 AM
62	Beginning golfer	8/16/2022 10:10 AM
63	covid ..& getting a 2nd person to go	8/16/2022 10:07 AM
64	COVID 19	8/16/2022 9:59 AM
65	Just haven't made it there yet but its next on the list!	8/16/2022 9:39 AM
66	Still planning, hope to book	8/16/2022 9:33 AM
67	we are heading there next week - just haven't been	8/16/2022 9:33 AM
68	Mainly schedule issues	8/16/2022 9:24 AM
69	Unaware of options	8/16/2022 9:22 AM
70	It on my list to go sometime but live in MN	8/16/2022 9:22 AM
71	Lots of other choices, just haven't prioritized HH	8/16/2022 9:21 AM
72	COVID	8/16/2022 9:20 AM
73	No time to travel	8/16/2022 9:16 AM

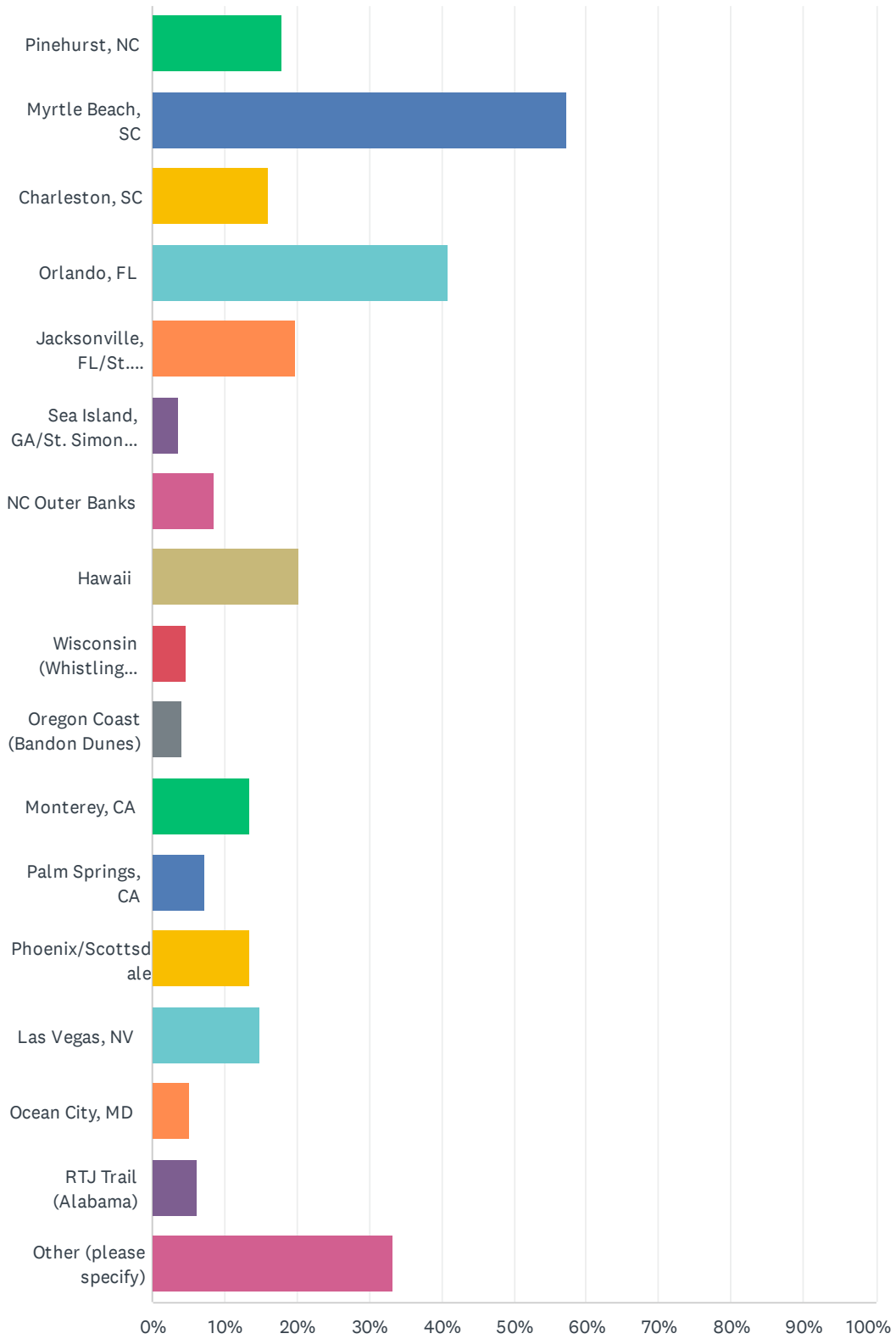
Hilton Head Island Golf Travel Survey

74	It's on the list, just haven't been there yet.	8/16/2022 9:14 AM
75	HHI is our annual family summer vacation spot	8/16/2022 9:07 AM
76	had codo in Branson, went there. closer	8/16/2022 9:06 AM
77	I have gone to many other locations instead (Myrtle, Pinehurst,Bandon, Florida, Hawaii,etc.	8/16/2022 9:05 AM
78	Haven't had a chance yet	8/16/2022 9:03 AM
79	my schedule but we are going in November	8/16/2022 8:54 AM
80	coming in october	8/16/2022 8:54 AM
81	never thought about it	8/16/2022 8:53 AM
82	no particular reason	8/16/2022 8:44 AM
83	No reason	8/16/2022 8:43 AM
84	had 1 planned, canceled due to Covid	8/16/2022 8:43 AM
85	Many other options	8/16/2022 8:43 AM
86	Time	8/16/2022 8:42 AM
87	Mostly travel to the gulf coast	8/16/2022 8:41 AM
88	Covid cancelled the one I had arranged	8/16/2022 8:37 AM
89	We have been to Myrtle a bunch of times and hear how that was a cheaper alternative.	8/16/2022 8:37 AM
90	Usually timeframe. We are either booking in March or November so the weather can be iffy during those months.	8/16/2022 8:34 AM
91	Getting others to commit	8/16/2022 8:29 AM
92	Used to live there so have played most courses	8/16/2022 8:23 AM
93	Havent done one to hilton head yet	8/16/2022 8:17 AM
94	Travel restrictions	8/16/2022 8:13 AM
95	need people to go with, Brother ,friends	8/16/2022 8:10 AM
96	I am retired but wife still works. I play 125 games at home, my wife does not play.	8/16/2022 8:07 AM
97	Never came up on our radar	8/16/2022 8:05 AM

Q28 What other U.S. golf destination(s) have you visited? (check all that apply)

Answered: 457 Skipped: 1,068

Hilton Head Island Golf Travel Survey



Hilton Head Island Golf Travel Survey

ANSWER CHOICES	RESPONSES	
Pinehurst, NC	17.94%	82
Myrtle Beach, SC	57.33%	262
Charleston, SC	15.97%	73
Orlando, FL	40.92%	187
Jacksonville, FL/St. Augustine, FL	19.91%	91
Sea Island, GA/St. Simons Island, GA	3.72%	17
NC Outer Banks	8.53%	39
Hawaii	20.35%	93
Wisconsin (Whistling Straits)	4.60%	21
Oregon Coast (Bandon Dunes)	4.16%	19
Monterey, CA	13.35%	61
Palm Springs, CA	7.22%	33
Phoenix/Scottsdale	13.35%	61
Las Vegas, NV	14.88%	68
Ocean City, MD	5.03%	23
RTJ Trail (Alabama)	6.13%	28
Other (please specify)	33.26%	152
Total Respondents: 457		

#	OTHER (PLEASE SPECIFY)	DATE
1	Michigan	9/10/2022 9:54 PM
2	Northern Michigan courses	9/9/2022 4:40 PM
3	Mexico	8/31/2022 4:26 PM
4	Asheville	8/30/2022 5:10 PM
5	Northern Michigan	8/30/2022 1:08 PM
6	Lake of the ozarks	8/30/2022 11:57 AM
7	Poconos, PA. Reynolds Plantation, GA	8/29/2022 8:42 PM
8	Naples, FL	8/29/2022 12:50 PM
9	Sioux Falls SD	8/29/2022 9:23 AM
10	Michigan, Tennessee and Whistler, BC.	8/29/2022 8:49 AM
11	Nothing outside of the courses near where we live.	8/29/2022 7:33 AM
12	Never gone specifically for golf.	8/29/2022 1:43 AM
13	Northern Michigan	8/29/2022 1:19 AM
14	Schus Mountain, MI	8/28/2022 11:19 PM
15	Michigan	8/28/2022 10:00 PM

Hilton Head Island Golf Travel Survey

16	Garland	8/28/2022 9:15 PM
17	Fort myers, fl	8/28/2022 8:28 PM
18	Santee, SC; Palm Coast FL;	8/28/2022 7:40 PM
19	none	8/28/2022 5:44 PM
20	Traverse City Mi	8/28/2022 4:59 PM
21	San Diego	8/28/2022 4:51 PM
22	Callaway Gardens	8/28/2022 4:48 PM
23	See above	8/28/2022 3:46 PM
24	New York	8/28/2022 3:43 PM
25	Santee	8/28/2022 3:37 PM
26	Cabot, Nova Scotia, Bandon Dunes, Amelia island	8/28/2022 3:09 PM
27	Seven Springs, PA Hidden Valley, PA, Lenape Heights, PA	8/28/2022 2:08 PM
28	Pebble Beach and surrounding areas	8/28/2022 2:04 PM
29	Michigan	8/28/2022 1:40 PM
30	Michigan, cancun mexico	8/28/2022 1:39 PM
31	tuscon	8/28/2022 1:34 PM
32	Ft lauderdale	8/28/2022 1:31 PM
33	Poconos PA, Williamsburg VA	8/28/2022 12:52 PM
34	Disney	8/28/2022 12:50 PM
35	Michigan, Ohio, Maine	8/28/2022 12:03 PM
36	West Virginia, Michigan	8/28/2022 11:13 AM
37	San Diego	8/28/2022 10:44 AM
38	Mississippi	8/28/2022 10:41 AM
39	None	8/28/2022 10:23 AM
40	Puerto Rico all trips taken with my wife BK (before kids)	8/28/2022 10:21 AM
41	Michigan	8/28/2022 10:10 AM
42	Missouri	8/28/2022 10:03 AM
43	Destin and San destin	8/28/2022 10:01 AM
44	Just started golf the past 3 years	8/28/2022 9:57 AM
45	Michigan	8/28/2022 9:53 AM
46	New York State many courses when we lived there.	8/28/2022 9:36 AM
47	Missourt	8/28/2022 9:35 AM
48	NH & MA	8/28/2022 9:34 AM
49	West Palm, Atlanta	8/28/2022 9:27 AM
50	None	8/28/2022 9:27 AM
51	New Smryna Beach florida	8/28/2022 9:25 AM
52	Osage Beach	8/28/2022 9:25 AM
53	Branson, Mo	8/28/2022 9:23 AM

Hilton Head Island Golf Travel Survey

54	Death Valley California	8/28/2022 9:23 AM
55	Haven't	8/28/2022 9:21 AM
56	Scotland	8/28/2022 9:20 AM
57	Curacao	8/28/2022 9:11 AM
58	Michigan	8/28/2022 9:11 AM
59	Texas, California, Washington, Branson	8/28/2022 9:10 AM
60	Clearwater Florida for the many golf courses	8/28/2022 9:10 AM
61	Tucson	8/28/2022 9:09 AM
62	Santee	8/28/2022 9:08 AM
63	Ocean City Maryland Ocean City Maryland Ocean City Maryland Ocean City Maryland	8/23/2022 4:56 PM
64	Naples and around	8/21/2022 3:43 AM
65	None	8/20/2022 3:37 PM
66	Boyne Mountain, MI Shanty Creek, MI, Galena, IL	8/18/2022 8:45 PM
67	North Carolina and West Virginia	8/18/2022 7:20 PM
68	New Orleans, Las Vegas, Scottsdale	8/18/2022 5:18 PM
69	None	8/18/2022 4:24 PM
70	San Antonio la Cantera Resort	8/18/2022 9:45 AM
71	Oglebay WV	8/17/2022 7:48 PM
72	Michigan	8/17/2022 7:21 PM
73	Miami, Palm Beach	8/17/2022 3:34 PM
74	N/A	8/17/2022 1:13 PM
75	Not to golf, to vacation.	8/17/2022 8:59 AM
76	Scottsdale, AZ - Williamsburg, VA	8/17/2022 8:14 AM
77	AL Golf Trail, NY Area (Bethpage), Ireland	8/17/2022 7:22 AM
78	Michigan	8/17/2022 5:58 AM
79	Michigan	8/17/2022 12:35 AM
80	San Diego, and Newport Beach	8/16/2022 11:10 PM
81	Ozarks	8/16/2022 9:59 PM
82	Arizona	8/16/2022 9:06 PM
83	michigan, St. Georges, Vegas	8/16/2022 8:57 PM
84	Gaylord, MI	8/16/2022 8:18 PM
85	Massena, Syracuse, Turning Stone, Massanutten	8/16/2022 7:48 PM
86	Arizona	8/16/2022 5:31 PM
87	Michigan	8/16/2022 4:57 PM
88	Port St Lucia, Brooksville	8/16/2022 4:37 PM
89	ocean city Maryland	8/16/2022 3:55 PM
90	Las Vegas	8/16/2022 3:45 PM
91	Michigan	8/16/2022 3:39 PM

Hilton Head Island Golf Travel Survey

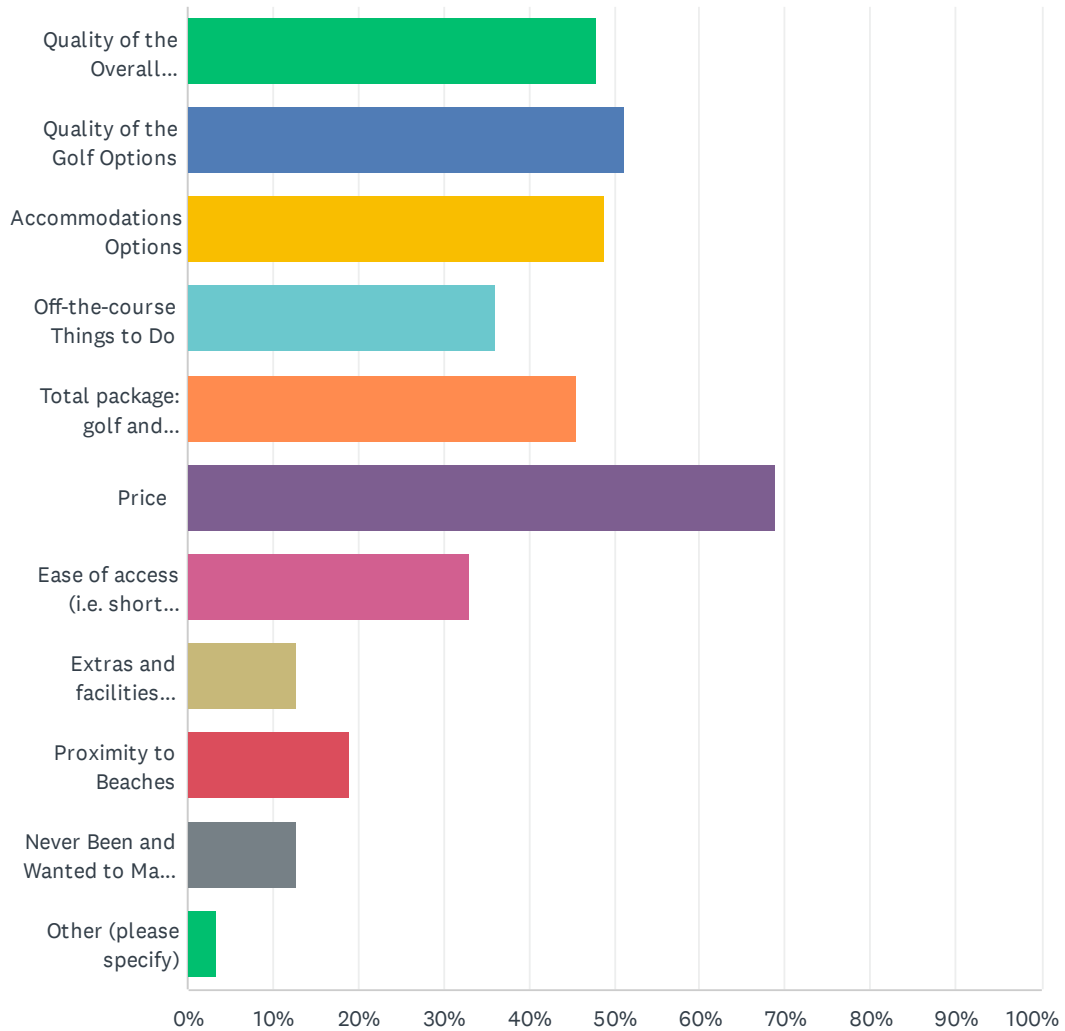
92	San Antonio tex, Scottsdle Ariz, Bumingham ala , Hot Springs Ark Branson MO.	8/16/2022 3:02 PM
93	Miami	8/16/2022 2:43 PM
94	Az, NM, ID, UT	8/16/2022 2:12 PM
95	Las Vegas, NV & Clearwater, FL	8/16/2022 2:10 PM
96	Shangra-la, Oklahoma. Branson, Mo, arkansas	8/16/2022 2:06 PM
97	Gulf shores	8/16/2022 1:33 PM
98	Palm Springs, Panama City	8/16/2022 1:16 PM
99	Cape Cod	8/16/2022 1:14 PM
100	Palm Springs	8/16/2022 1:03 PM
101	Las Vegas, San Diego, Phoenix	8/16/2022 12:53 PM
102	Everywhere - Dominican Republic, Costa Rica, Canada	8/16/2022 12:37 PM
103	Arizona and California	8/16/2022 12:10 PM
104	Williamsburg and Ocean City Md	8/16/2022 12:03 PM
105	Palm Springs, Arizona, greenbrier	8/16/2022 12:03 PM
106	indianapolis in	8/16/2022 12:01 PM
107	Clearwater	8/16/2022 12:01 PM
108	Sandestin Fla	8/16/2022 11:45 AM
109	torrey pines	8/16/2022 10:56 AM
110	Michigan, Florida, Texas, arizona	8/16/2022 10:56 AM
111	northern michigan	8/16/2022 10:46 AM
112	Fort Myers, Naples, Florida	8/16/2022 10:25 AM
113	scottsdale az	8/16/2022 10:24 AM
114	Pebble Beach	8/16/2022 10:08 AM
115	Ft Lauderdale Mideria Beach fl	8/16/2022 10:07 AM
116	Tucson	8/16/2022 9:54 AM
117	Stratton, VT	8/16/2022 9:33 AM
118	las vegas, mesquite. michigan	8/16/2022 9:33 AM
119	Michigan	8/16/2022 9:28 AM
120	Scottsdale, AZ	8/16/2022 9:24 AM
121	Scottsdale, AZ Palm Springs, CA	8/16/2022 9:22 AM
122	Kiawah, Palm Springs (CA), Port St Lucie	8/16/2022 9:21 AM
123	Scottsdale	8/16/2022 9:20 AM
124	Palm springs	8/16/2022 9:16 AM
125	Scotland & Ireland	8/16/2022 9:15 AM
126	Norther Michigan, southern Indiana	8/16/2022 9:14 AM
127	Michigan and Ohio locations that are closer	8/16/2022 9:10 AM
128	gulf shores, ala	8/16/2022 9:09 AM
129	Robert Trent Jones Alabama	8/16/2022 9:09 AM

Hilton Head Island Golf Travel Survey

130	Mesquite	8/16/2022 9:08 AM
131	Branson	8/16/2022 9:06 AM
132	Treasure Coast FL, Palm Desert CA, Poconos	8/16/2022 9:05 AM
133	n/a	8/16/2022 9:03 AM
134	Cuba and Mexico	8/16/2022 9:03 AM
135	Maples, central Florida, south Florida	8/16/2022 9:02 AM
136	Grand Rapids, MI (Mike DeVries Trio)	8/16/2022 8:57 AM
137	Delaware and Maryland	8/16/2022 8:57 AM
138	Sioux Falls SD	8/16/2022 8:54 AM
139	Tennessee area	8/16/2022 8:49 AM
140	CROSSVILLE , TN FAIRFIELD GLADE	8/16/2022 8:43 AM
141	Local courses	8/16/2022 8:33 AM
142	Florida, PGA	8/16/2022 8:30 AM
143	Whistling Straights	8/16/2022 8:30 AM
144	Michigan	8/16/2022 8:29 AM
145	Orlando	8/16/2022 8:29 AM
146	Grand cayman	8/16/2022 8:13 AM
147	Michigan and Wisconsin	8/16/2022 8:13 AM
148	Alabama ,,Midwest ,	8/16/2022 8:10 AM
149	Gatlinburg, TN	8/16/2022 8:09 AM
150	Fort Myers	8/16/2022 8:07 AM
151	Michigan	8/16/2022 8:06 AM
152	Las Vegas, Phoenix-Scottsdale	8/16/2022 8:05 AM

Q29 What factors go into choosing where you will take a golf vacation?

Answered: 456 Skipped: 1,069



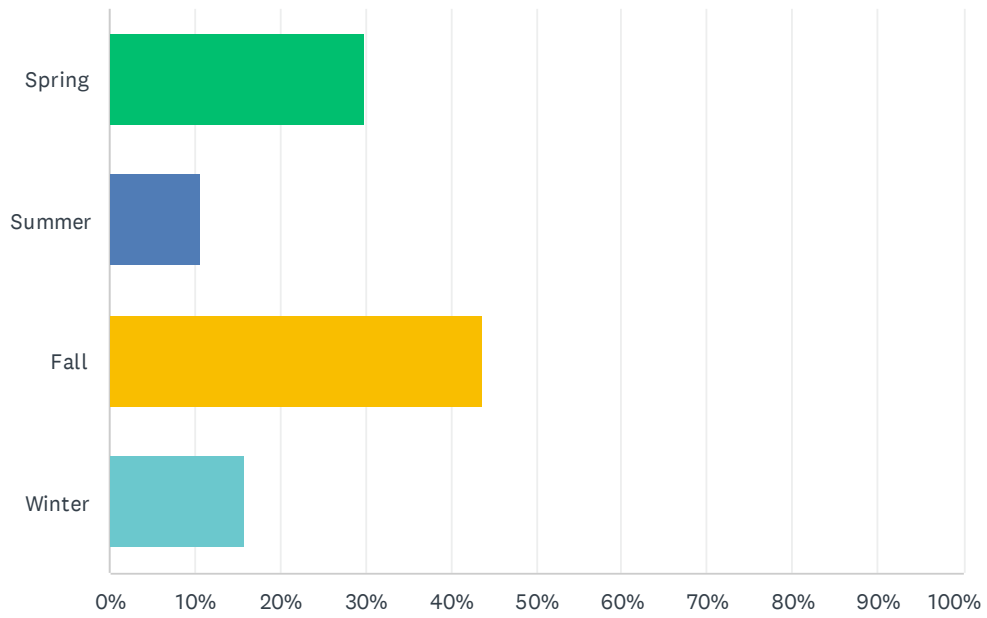
Hilton Head Island Golf Travel Survey

ANSWER CHOICES	RESPONSES	
Quality of the Overall Destination	48.03%	219
Quality of the Golf Options	51.10%	233
Accommodations Options	48.90%	223
Off-the-course Things to Do	35.96%	164
Total package: golf and amenities all on-site	45.61%	208
Price	68.86%	314
Ease of access (i.e. short drive time, proximity to airport, etc.)	33.11%	151
Extras and facilities (spa, fitness, pool, etc.)	12.72%	58
Proximity to Beaches	19.08%	87
Never Been and Wanted to Make My First Trip	12.72%	58
Other (please specify)	3.51%	16
Total Respondents: 456		

#	OTHER (PLEASE SPECIFY)	DATE
1	Need to be close distance from Accommodations to Courses.	8/29/2022 8:49 AM
2	Sister lives Charlotte, so near NC is best.	8/29/2022 1:43 AM
3	Family lives in area	8/28/2022 4:51 PM
4	Tennis clinics or matches set up for my wife	8/28/2022 3:40 PM
5	Wife doesn't play so finding a match for her interests	8/28/2022 2:21 PM
6	central location	8/28/2022 11:03 AM
7	Time share options	8/28/2022 10:03 AM
8	Corona problems and the strong dollar range against the EURO	8/21/2022 3:43 AM
9	Restaurants	8/16/2022 4:37 PM
10	Other things to do if we get rained out like casinos	8/16/2022 10:56 AM
11	weather	8/16/2022 10:24 AM
12	Group choice	8/16/2022 10:18 AM
13	warm weather is winter	8/16/2022 10:07 AM
14	Cost of flights to destination	8/16/2022 9:22 AM
15	central location	8/16/2022 9:09 AM
16	Restaurants close	8/16/2022 8:49 AM

Q30 Which is your preferred season for golf travel?

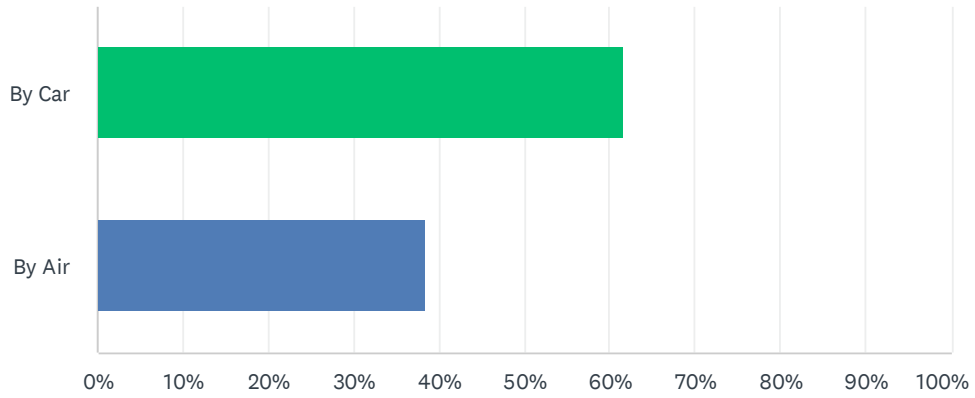
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES
Spring	29.76% 136
Summer	10.72% 49
Fall	43.76% 200
Winter	15.75% 72
TOTAL	457

Q31 How do you typically travel when you take a golf vacation?

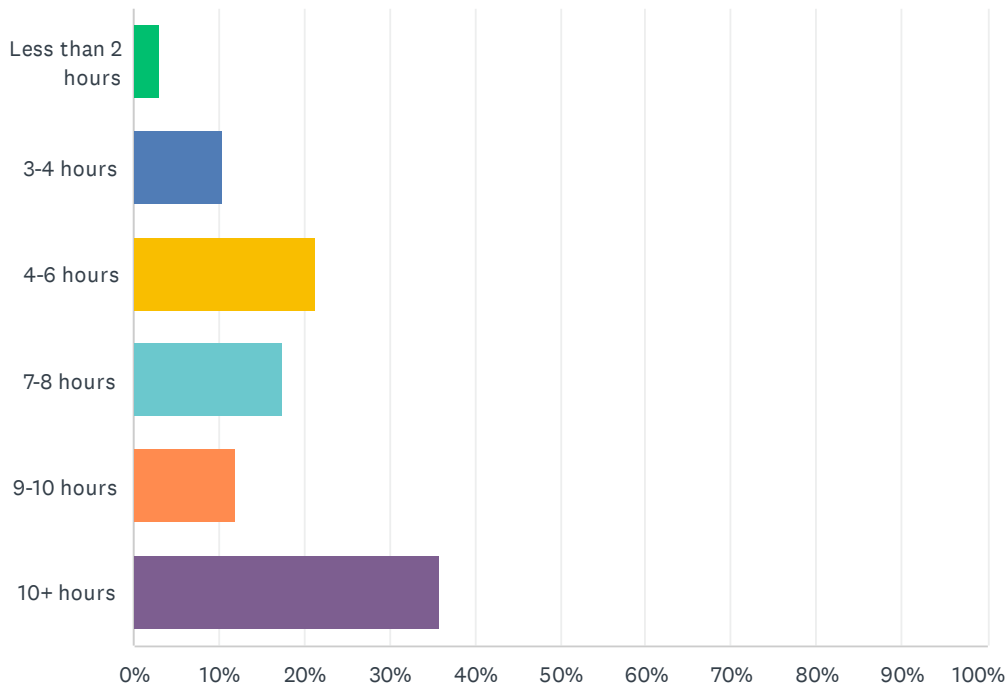
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
By Car	61.71%	282
By Air	38.29%	175
TOTAL		457

Q32 If by car, how far are you willing to drive? (Scroll Down to next question if you only travel by air)

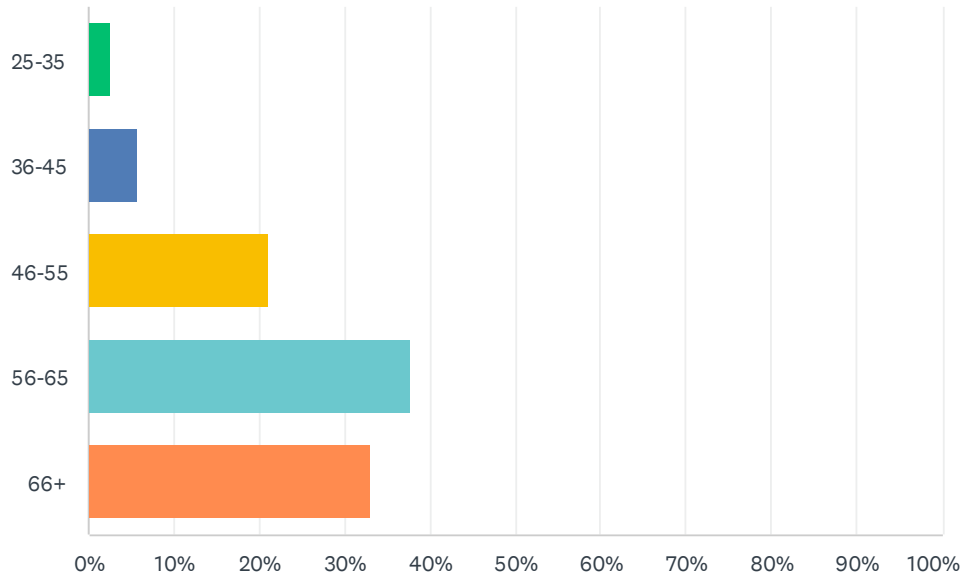
Answered: 410 Skipped: 1,115



ANSWER CHOICES	RESPONSES	
Less than 2 hours	2.93%	12
3-4 hours	10.49%	43
4-6 hours	21.22%	87
7-8 hours	17.56%	72
9-10 hours	11.95%	49
10+ hours	35.85%	147
TOTAL		410

Q33 What is the age range for your golf vacation group?

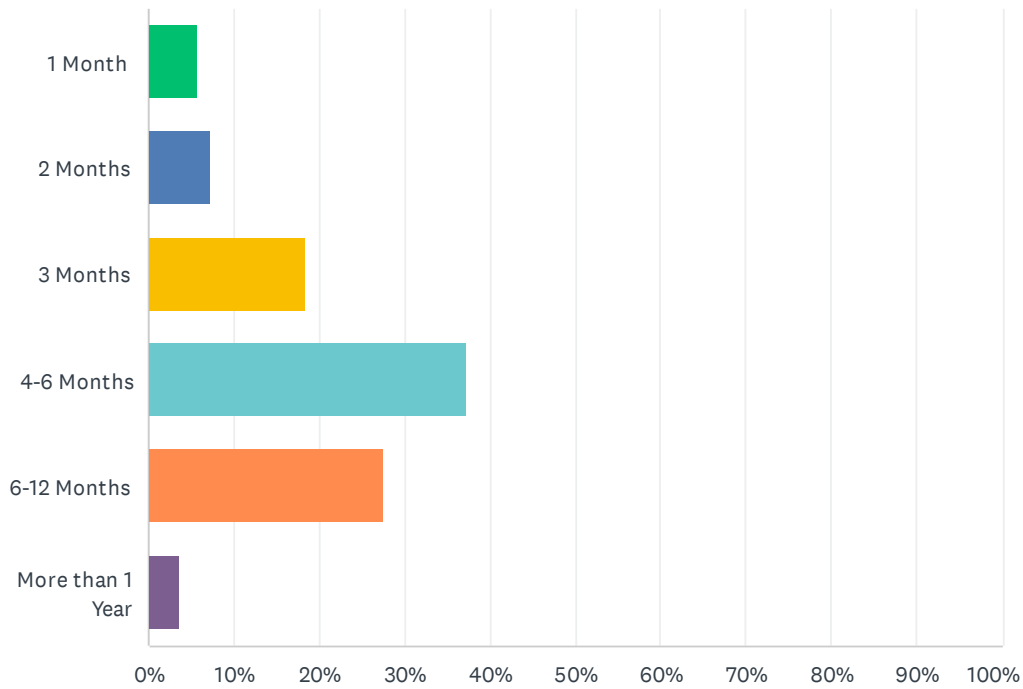
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
25-35	2.63%	12
36-45	5.69%	26
46-55	21.01%	96
56-65	37.64%	172
66+	33.04%	151
TOTAL		457

Q34 How far in advance do you typically start planning a golf vacation?

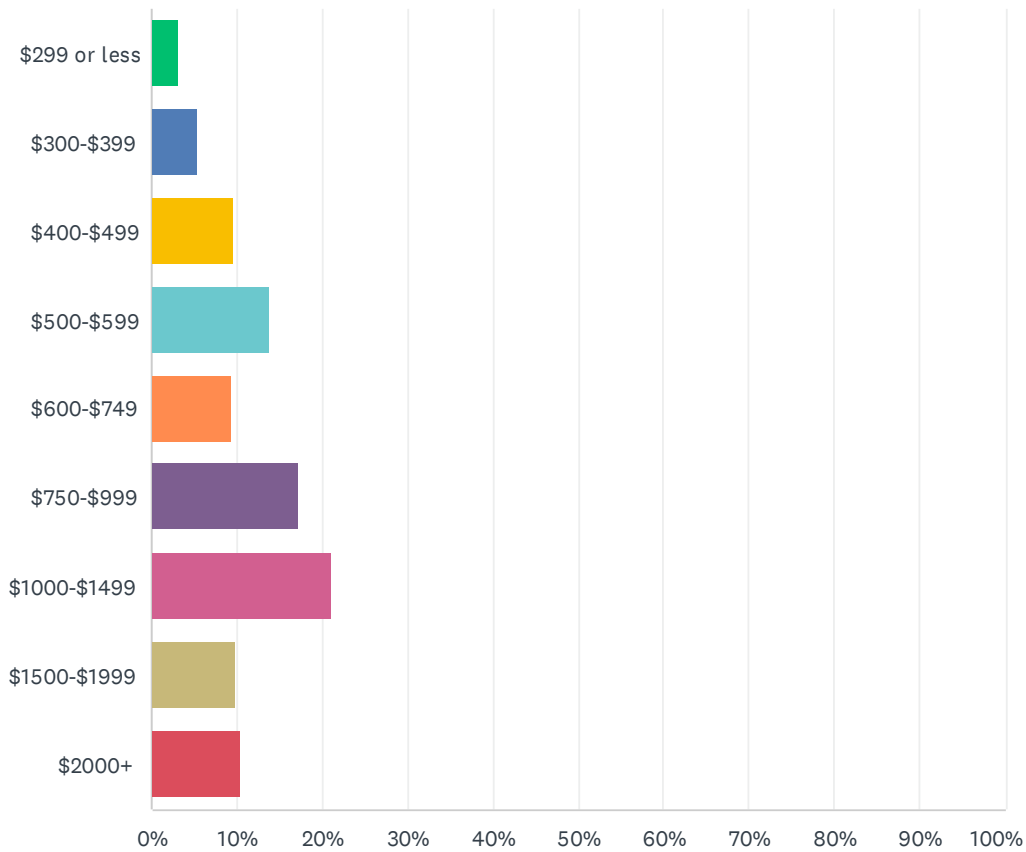
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES
1 Month	5.69% 26
2 Months	7.22% 33
3 Months	18.38% 84
4-6 Months	37.42% 171
6-12 Months	27.57% 126
More than 1 Year	3.72% 17
TOTAL	457

Q35 What is the typical budget per person for your golf vacation?

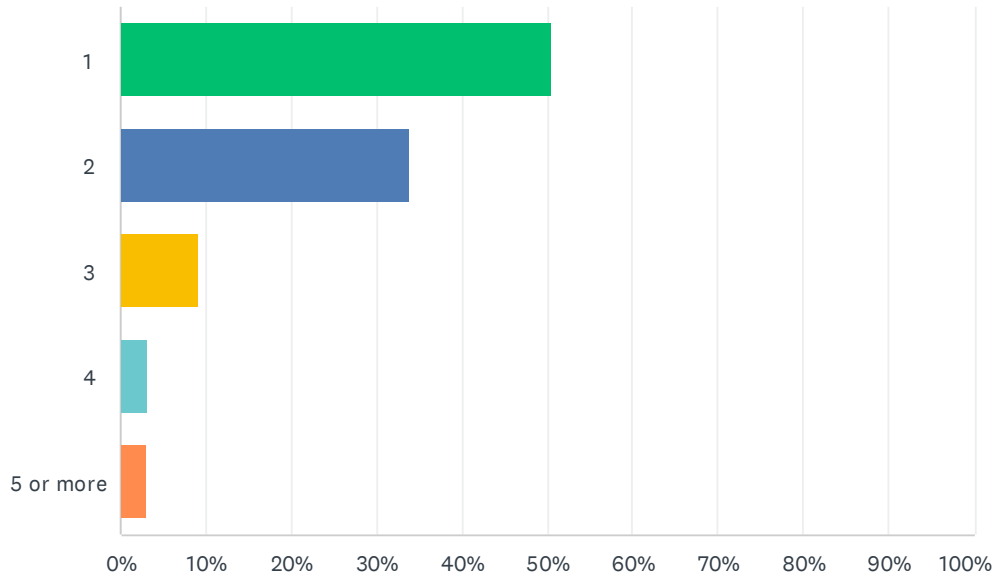
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
\$299 or less	3.28%	15
\$300-\$399	5.25%	24
\$400-\$499	9.63%	44
\$500-\$599	13.79%	63
\$600-\$749	9.41%	43
\$750-\$999	17.29%	79
\$1000-\$1499	21.01%	96
\$1500-\$1999	9.85%	45
\$2000+	10.50%	48
TOTAL		457

Q36 How many golf vacations do you take annually?

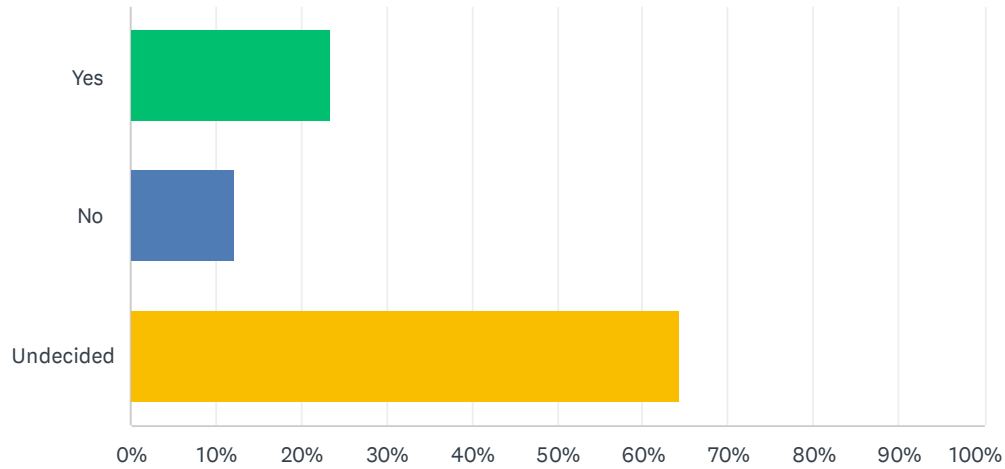
Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
1	50.55%	231
2	33.92%	155
3	9.19%	42
4	3.28%	15
5 or more	3.06%	14
TOTAL		457

Q37 Do you plan on taking a golf vacation to Hilton Head Island within the next 12 months?

Answered: 457 Skipped: 1,068



ANSWER CHOICES	RESPONSES	
Yes	23.41%	107
No	12.25%	56
Undecided	64.33%	294
TOTAL		457

LGCOA MEETING MINUTES

Alexanders Restaurant

March 13, 2024

Attendees: Brad Marra, Barry Fleming, John Farrell, Lisa Dahlstrom, Jim Uremovich, Karen Kozemchak, Clark Sinclair, Alex Franseen, Sam Wolfe, Ariana Pernice, Lance Buntin, Charlie Kent, Bubba Self, Bill Kennedy

Brad: Approval of November, 2023 meeting minutes – Approved

Barry: Rounds for January 2024 (Down 13% – February 2024 (Up 11%)
See Lisa’s sheet to see where rounds are up or down

Barry: 2024 Heritage: We are supporting the RBC Heritage this year – there are no Clubhouse Badges for this year’s tournament. Ticket prices have gone up, so we are purchasing Grounds Tickets (50 for Friday/100 for Saturday and 50 for Sunday. That takes care of 25 courses in our association. Everything will be electronic allocation. Send Barry your preferred allocation and we will fill them to the best of our ability.

ATAX: We will be gathering the information needed for our ATAX submission this spring & summer. We plan to request \$200,000 for 2025. Is this amount request approved by everyone? All answered – YES.

Brad: As you know, last year the chambers supplemental ATAX ask was denied by town council (this is where 50% of our funding resided) – so we were unable to participate and purchase Heritage tickets in 2023 but Brad met with the chamber recently and they are going to carve out \$200,000 out of their budget to give to us, which is great because there is no other partner out there that they give a portion of their budget to spend as they want to. We also got \$100,000 from ATAX so we are back to over \$300,000 in funding which is the highest amount of funding that we’ve ever had and we had it 2 years ago and it looks like we are back to that level of funding again. Karen did an incredible job of presenting for our \$100K ask and we are going to go in this year and try to get that amount up even higher. I think, moving forward, we are going to have as much money as we have ever had in the past and that’s a positive thing.

Barry: The state allocates 20-25% of their total marketing budget to golf and we think that is incredibly positive and can only help us in our asks in the future.

Brad: The chamber doesn’t get their funding until July. We’re going to use the money that we have saved up over the past several years to make sure that we are fully funded until that period of time. Golf is getting a little tougher, so we’re going to make sure that we are spending what we need to, to keep our numbers up as much as possible.

Barry: SC House Amendment: Admissions Tax: Per Terry Sedalik – the Senate Finance Full Committee passed this bill almost unanimously to eliminate Admissions Tax on Golf Club Dues. Next is the Full Senate vote – It is on the uncontested part of the calendar – so they are in a wait mode as to when it goes to the full senate.

Barry: Robbie sent us his Marketing Report + Verbs analytics – so please review both of those reports **Also, the state of South Carolina is one of two states (Hawaii is the other) that have entered into a marketing agreement with the PGA Tour.** The state spent 12.5 million dollars over 5 years for this partnership which will give the state some exclusive marketing, branding and other opportunities. Robbie has reached out to PRT/Dwayne Parrish and piggy-back some of that marketing where it is available with PR, Social Media, Social golf groups +++. Robbie needs to know of any capital improvements that you might have on your calendars and if so, please send me any that you might want put out there.

Ariana: We could use any special imagery, offers, etc. that we can put out there with our social media, etc. – so the more we have on our site, the better for everyone. We are also doing some seasonal emails so get us anything you might want us to push out. The state is really pushing our national and international branding and especially – Golf! We'll also be doing some travel shows.

Brad: Spring Outlook: March golf is not up to where we want it yet – BUT our accommodations are up in March whereas, April golf looks to make up any March downturn. We think that both months overall looks fine.

Lisa: Last two weeks of March – look strong and last two weeks of April also look very good. Early bookings for summer are not coming in as early as we normally see but we think it will probably fill in somewhat like 2023 summer. We think fall looks like it might be a good one.

John: March was way behind but we're catching up really fast and we're projecting to be up 1%. Our group business is also picking up. We like international travelers!

Bill

Kennedy: We have a new learning center that should be opening this summer plus were going to be building a 12-hole short course. We're up to 80 beds and we average about 51% occupancy which is pretty good for a private club. The club owns 5 cottages and a 12 bedroom lodge & we have another 10 privately owned cottages that we can rent and the club receives a management fee for those rentals. We hope to be built out within the next 5 years. 35-40% of their daily play is guest play!

Brad: Meeting Adjourned.
Thanks everyone for coming.

LGCOA 2025 Budget	2025			
Revenues				
Passbook LCGOA	10,000			
Passbook LCGOA	62,500			
GI Mkt Fees / Courses	26,000			
Beaufort County Tax Grant	20,000			
HHI ATAX Grant Funding	200,000			
HHI Chamber Tourism Funding	200,000			
Revenue Sub-Total:	518,500			
Membership Overall Dues Revenue				
Bear Creek	970.00			
Chechessee Creek GC	1,082.00			
Great Life Golf (Pinecrest & Dolphin Head)	1,160.00			
Golden Bear / Indigo Run	870.00			
Fripp Island Resort	1,194.00			
Metropolitan Golf Group (Crescent & Eagles Pt)	1,160.00			
Old South	1,082.00			
Palmetto Dunes	1,696.00			
Rose Hills GC	1,082.00			
Sea Pines Resort	1,696.00			
Heritage Golf Group	1,680.00			
HH Nat'l	1,082.00			
Sun City Hilton Head	1,360.00			
Legends @ Parris Island	1,082.00			
Island West	1,082.00			
Membership Total:	18,278.00			
Total Revenues:	536,778			
Expenses				
Professional Services				
Bookkeeping	4,700			
Tax Accounting	750			
Total Professional Services:	5,450			

Administrative				
Travel / Entertainment	7,500			
Meeting and Program Expnese	1,400			
Misc. Office Supplies	1750			
Rent	4,800			
Telephone/Fax/Email	500			
Bank Charges / Credit Card Fees	2,950			
Internet / Online	250			
Insurance Expense	1,500			
Total Administrative:	20,650			
Salary / Wages				
Executive Director	50,000			
Year end Bonus:	1,000			
Total Salary / Wages:	51,000			
Dues & Subscriptions				
SCGCOA & NGCOA	7,500			
Member Dues/Chambers/Hosp	1000			
National Golf Foundation	675			
Total Dues & Subscriptions:	9,175			
Golf Passbook Expense				
Commissions and Fees Expense	300			
Passbook Expenditure Schedule	450			
Passbook Promotional Ads	0			
Passbook Printing & Graphics	2500			
Postage/Certified Mail (passbooks)	500			
Total Passbook Expense:	3,750			
Marketing				
Social Media/Content Creation	150,000			
Consulting: Impact Golf Marketing	35,000			
Creative: Impact Golf Marketing	2,500			

Email Marketing	7,500			
Digital Marketing	150,000			
Public Relations	20,000			
Connected TV	40,000			
Golf Vacation Planner	15,000			
Total LGCOA Marketing Expenses:	420,000			
Taxes				
Other Taxes Expense	50			
SC Admissions-Passbooks	250			
Beaufort County (2.5%)-Passbook	<u>100</u>			
Total Taxes:	400			
Total Expenses:	510,425			
Net Income LCGOA - Association	\$26,353			
Guide To Golf				
Revenues				
Spring - Advertising	59,075			
Summer - Advertising	59,875			
Fall - Advertising	62,625			
Total Revenues	181,575			
Cost of Sales				
Printing Cost - Spring	18,805			
Printing Cost - Summer	18,805			
Printitng Cost - Fall	18,805			
Article Writing Cost	2,500			
Graphics Cost-Spring Issue	1,500			
Graphics Cost-Summer Issue	1,500			
Graphics Cost-Fall Issue	1,500			

Distribution Cost	18,000			
Total Cost of Sales	81,415			
Expenses				
Bad Debt Expense				
Bank Charges	1,200			
Commissions-Fleming Golf	25,000			
Accounting/Consulting	5,300			
LGCOA General Mktg	500			
Meals and Entertainment Exp	500			
Postage & UPS Expense	150			
Rent or Lease Expense	4,800			
Supplies Expense	500			
Total Expenses	37,950			
Total Cost of Sales & Expenses	119,365			
Net Income - GUIDE TO GOLF	62,210			
Net Income - Combined	88,563			

SC Low Country Golf Course Owners Assoc.
Balance Sheet
For the Seven Months Ending July 31, 2024

ASSETS		
Current Assets		
CSB Checking	\$ 10,908.06	
CSB Operating	\$ 30,276.00	
CSB Marketing	\$ 36,230.29	
CSB Money Market	\$ 278,645.48	
Accounts Receivable	59,225.83	
Total Current Assets		415,285.66
Magazine - Goodwill	\$ 200,000.00	
Accumulated Depreciation		
Property & Equipment		
Total Property and Equipment		200,000.00
Other Assets		
Total Other Assets		
Total Assets		\$ 615,285.66
LIABILITIES AND CAPITAL		
Current Liabilities		
Settlement with Frey Media		
Accounts Payable	\$ 24,447.94	
Admissions Tax payable	\$ 49.40	
Total Current Liabilities		24,497.34
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		24,497.34
Capital		
Retained Earnings	612,337.73	
Net Income	(21,549.41)	
Total Capital		590,788.32
Total Liabilities & Capital		\$ 615,285.66

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2023

ASSETS		
Current Assets		
CSB Checking	\$ 111,494.03	
CSB Operating	\$ 20,421.00	
CSB Marketing	(\$ 2,409.18)	
CSB Money Market	\$ 306,338.99	
Accounts Receivable	42,567.83	
Total Current Assets		478,412.67
Magazine - Goodwill	\$ 200,000.00	
Accumulated Depreciation		
Property & Equipment		
Total Property and Equipment		200,000.00
Other Assets		
Total Other Assets		
Total Assets		\$ 678,412.67
LIABILITIES AND CAPITAL		
Current Liabilities		
Accounts Payable	\$ 61,711.54	
Admissions Tax payable	\$ 4,363.40	
Total Current Liabilities		66,074.94
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		66,074.94
Capital		
Retained Earnings	683,174.98	
Net Income	(70,837.25)	
Total Capital		612,337.73
Total Liabilities & Capital		\$ 678,412.67

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2022

ASSETS		
Current Assets		
CSB Checking	\$ 91,182.41	
CSB Operating	\$ 78,338.47	
CSB Marketing	(\$ 4,454.27)	
CSB Money Market	\$ 302,395.25	
Accounts Receivable	38,367.83	
Total Current Assets		505,829.69
Magazine - Goodwill	\$ 200,000.00	
Accumulated Depreciation		
Property & Equipment		
Total Property and Equipment		200,000.00
Other Assets		
Total Other Assets		
Total Assets		\$ 705,829.69
LIABILITIES AND CAPITAL		
Current Liabilities		
Accounts Payable	\$ 17,813.39	
Admissions Tax payable	\$ 4,841.32	
Total Current Liabilities		22,654.71
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		22,654.71
Capital		
Retained Earnings	731,915.32	
Net Income	(48,740.34)	
Total Capital		683,174.98
Total Liabilities & Capital		\$ 705,829.69

SC Low Country Golf Course Owners Assoc.
For the Seven Months Ending July 31, 2024

	GL Account Code	January- July 2024
Revenues		
Passbook LCGOA (400)	M-400	\$ 1,360.00
Passbook LCGOA (125)		
Interest / Misc. Income	4100	2,306.49
GI Mkt Fees / Courses	MKT-405	\$ 19,194.00
Beaufort County Tax Grant		\$ 3,750.00
HHI Tax Grant		\$ 93,850.32
Other Income	4300	
Revenue Sub-Total:		120,460.81
Membership Revenue		
Dolphin Head		
Pinecrest	MR-4001	
Crescent Pointe		1,194.00
Country Club HHead/Golden Bear	MR-4003	
Brown Golf	MR-4004	
Old South	MR-4005	2,214.00
Palmetto Dunes	MR-4006	1,696.00
Sea Pines Resort	MR-4007	
Heritage Golf Group	MR-4009	3,600.00
HH Nat'l	MR-4010	1,082.00
Hampton Hall	MR-4011	
Sun City Hilton Head	MR-4017	1,360.00
The Legends	MR-4020	1,082.00
Chechessie Creek Club		1,082.00
Great Life Golf		2,000.00
Membership Total:		15,310.00
Total Revenues:		135,770.81
Expenses		
Professional Services		
Bookkeeping	6100	2,287.85
Marketing Consultant		
Tax Accounting	6102	640.00
Total Professional Services:		2,927.85
Administrative		
Travel / Entertainment	6201	
Casual Labor		
Misc. Office Supplies	6204	1,747.03
Rent		5,657.00
Telephone/Fax/Email	6206	374.08
Bank Charges / Credit Card Fees	6300	2,641.98
Internet / Online	6208	492.00
Contributions	6920	
Insurance Expense	6950	1,369.00
Total Administrative:		12,281.09

SC Low Country Golf Course Owners Assoc.
For the Seven Months Ending July 31, 2024

	GL Account Code	January- July 2024
Salary / Wages		
Executive Director	6000	23,333.38
Total Salary / Wages:		23,333.38
Dues & Subscriptions		
SCG-NGCOA	6601	10,087.68
Member Dues/Chambers/Hosp	6602	13,803.38
Miscellaneous Subscriptions	6603	
Total Dues & Subscriptions:		23,891.06
Golf Passbook Expense		
Commissions and Fees Expense	6650	
Passbook Expenditure Schedule	6700	
Passbook Promotional Ads	6702	
Passbook Printing & Graphics		16,560.09
Postage/Certified Mail (pb's)	6703	463.15
Total Passbook Expense:		17,023.24
Marketing		
Public Relation / Advertising - HHI Tax Grant	MKT-6410	53,412.00
Sponsorship Expense	MKT-6413	17,500.00
Heritage Promotion	MKT-6415	
Broadcast Golf Channel & Radio Advertising	MKT-6416	
Digital	MKT-6417	10,000.00
Trade Shows / Regional Shows		3,500.00
Consumer Golf Shows		
Buffalo PR - Golf Island Mktg		
Consulting - Impact Golf	MKT-6425	17,500.00
Email Marketing	MKT-6424	18,000.00
Misc. Expense Contingency	MKT-6436	
Total LGCOA Marketing Expenses:		119,912.00
Taxes		
Other Taxes Expense	6250	
SC Admissions-Passbooks	6707	
Beaufort County (2.5%)-Passbok	6709	
Total Taxes:		0.00
Total Expenses:		(199,368.62)
Net Income LCGOA - Association		(\$ 63,597.81)

SC Low Country Golf Course Owners Assoc.
For the Seven Months Ending July 31, 2024

	GL Account Code	January- July 2024
Guide To Golf		
Revenues		
Spring - Golf Course Listings		\$ 13,300.00
Spring - Golf Course Ads	40100	\$ 34,915.00
Spring - Other Ads	40200	6,060.00
Summer - Golf Course Ads	40410	15,000.00
Summer - Other Ads	40420	42,475.00
Fall - Golf Course Ads	40600	
Fall - Other Ads	40650	
Other Income		
Total Revenues		111,750.00
Cost of Sales		
Printing Cost - Spring	5000	20,305.25
Printing Cost - Summer	50010	20,305.25
Printng Cost - Fall	50020	
Article Writing Cost	50500	1,850.00
Graphics Cost-Spring Issue	51000	
Graphics Cost-Summer Issue	51001	
Graphics Cost-Fall Issue	51002	
Distribution Cost	57000	10,500.00
Total Cost of Sales		52,960.50
Gross Profit		58,789.50
Expenses		
Bad Debt Expense	61500	
Bank Charges	62000	
Commissions-Fleming Golf	63500	13,941.10
Commissions/Contract Labor		
Accounting/Consulting	68500	2,800.00
LGCOA General Mktg	69400	
Meals and Entertainment Exp	70500	
Postage & UPS Expense	73500	
Rent or Lease Expense	74000	
Supplies Expense	75500	
Utilities Expense	78000	
Total Expenses		16,741.10
Net Income - GUIDE TO GOLF		\$ 42,048.40
Net Income - Combined		(\$ 21,549.41)

SC Low Country Golf Course Owners Assoc.

Income Statement

For the Twelve Months Ending December

31, 2023

	GL Account Code	January- December 2023
Revenues		
Passbook LCGOA (400)	M-400	\$ 73,074.84
Passbook LCGOA (125)		
Interest / Misc. Income	4100	3,943.74
GI Mkt Fees / Courses	MKT-405	\$ 26,500.00
Beaufort County Tax Grant		\$ 20,000.00
HHI Tax Grant		\$ 21,094.66
Other Income	4300	258.00
Revenue Sub-Total:		144,871.24
Membership Revenue		
Bear Creek		970.00
Brown Golf	MR-4001	1,160.00
Golden Bear / Indigo Run		
Country Club HHead/Golden Bear	MR-4003	658.00
Crescent Pointe		1,132.00
Old South	MR-4005	
Palmetto Dunes	MR-4006	1,846.00
Sea Pines Resort	MR-4007	1,846.00
Heritage Golf Group	MR-4009	2,000.00
HH Nat'l	MR-4010	1,132.00
Hampton Hall	MR-4011	
Sun City Hilton Head	MR-4017	1,360.00
The Legends	MR-4020	1,132.00
Chechessie Creek Club		1,132.00
Great Life Golf		1,293.00
Membership Total:		15,661.00
Total Revenues:		160,532.24
Expenses		
Professional Services		
Bookkeeping	6100	3,535.95
Marketing Consultant		
Tax Accounting	6102	600.00
Total Professional Services:		4,135.95
Administrative		
Travel / Entertainment	6201	1,169.27
Casual Labor		510.00
Misc. Office Supplies	6204	1,871.14
Rent		120.00
Telephone/Fax/Email	6206	621.14
Bank Charges / Credit Card Fees	6300	3,138.27
Internet / Online	6208	492.00
Contributions	6920	1,000.00
Prior Period Old Write off		
Insurance Expense	6950	1,252.00
Total Administrative:		10,173.82

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2023

	GL Account Code	January- December 2023
Salary / Wages		
Executive Director	6000	36,666.74
Total Salary / Wages:		36,666.74
Dues & Subscriptions		
SCG-NGCOA	6601	11,308.11
Member Dues/Chambers/Hosp	6602	940.00
Miscellaneous Subscriptions	6603	
Total Dues & Subscriptions:		12,248.11
Golf Passbook Expense		
Commissions and Fees Expense	6650	520.00
Passbook Expenditure Schedule	6700	
Passbook Promotional Ads	6702	
Passbook Printing & Graphics		2,534.62
Postage/Certified Mail (pb's)	6703	505.25
Total Passbook Expense:		3,559.87
Marketing		
Public Relation / Advertising - HHI Tax Grant	MKT-6410	107,464.13
Spring 2017 Planner Printing	MKT-6413	
Heritage Promotion	MKT-6415	20,000.00
Broadcast Golf Channel & Radio Advertising	MKT-6416	27,500.00
Digital	MKT-6417	10,000.00
Trade Shows / Regional Shows		3,500.00
Printing/Production		
Graphic Design		
Consulting - Impact Golf	MKT-6425	30,000.00
Email Marketing	MKT-6424	8,000.00
Misc. Expense Contingency	MKT-6436	7,000.00
Total LGCOA Marketing Expenses:		213,464.13
Taxes		
Other Taxes Expense	6250	50.00
SC Admissions-Passbooks	6707	
Beaufort County (2.5%)-Passbok	6709	
Total Taxes:		50.00
Total Expenses:		(280,298.62)
Net Income LCGOA - Association		(\$ 119,766.38)

SC Low Country Golf Course Owners Assoc.

Income Statement

For the Twelve Months Ending December

31, 2023

	GL Account Code	January- December 2023
Guide To Golf		
Revenues		
Spring - Golf Course Ads	40100	\$ 15,550.00
Spring - Other Ads	40200	39,753.00
Summer - Golf Course Ads	40410	17,950.00
Summer - Other Ads	40420	38,728.00
Fall - Golf Course Ads	40600	15,550.00
Fall - Other Ads	40650	40,893.00
Other Income		
Total Revenues		168,424.00
Cost of Sales		
Printing Cost - Spring	5000	35,313.80
Printing Cost - Summer	50010	1,500.00
Printintg Cost - Fall	50020	20,305.25
Article Writing Cost	50500	2,600.00
Graphics Cost-Spring Issue	51000	
Graphics Cost-Summer Issue	51001	
Graphics Cost-Fall Issue	51002	331.32
Distribution Cost	57000	18,240.00
Total Cost of Sales		78,290.37
Gross Profit		90,133.63
Expenses		
Bad Debt Expense	61500	
Bank Charges	62000	
Commissions-Fleming Golf	63500	28,054.50
Freight Expense		
Accounting/Consulting	68500	4,400.00
LGCOA General Mktg	69400	
Meals and Entertainment Exp	70500	
Postage & UPS Expense	73500	
Rent or Lease Expense	74000	8,750.00
Supplies Expense	75500	
Utilities Expense	78000	
Total Expenses		41,204.50
Net Income - GUIDE TO GOLF		\$ 48,929.13
Net Income - Combined		(\$ 70,837.25)

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2022

ASSETS		
Current Assets		
CSB Checking	\$ 91,182.41	
CSB Operating	\$ 78,338.47	
CSB Marketing	(\$ 4,454.27)	
CSB Money Market	\$ 302,395.25	
Accounts Receivable	38,367.83	
Total Current Assets		505,829.69
Magazine - Goodwill	\$ 200,000.00	
Accumulated Depreciation Property & Equipment		
Total Property and Equipment		200,000.00
Other Assets		
Total Other Assets		
Total Assets		\$ 705,829.69
LIABILITIES AND CAPITAL		
Current Liabilities		
Accounts Payable	\$ 17,813.39	
Admissions Tax payable	\$ 4,841.32	
Total Current Liabilities		22,654.71
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		22,654.71
Capital		
Retained Earnings	731,915.32	
Net Income	(48,740.34)	
Total Capital		683,174.98
Total Liabilities & Capital		\$ 705,829.69

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2022

	GL Account Code	January- December 2022
Guide To Golf		
Revenues		
Spring - Golf Course Ads	40100	\$ 48,800.00
Spring - Other Ads	40200	7,875.00
Summer - Golf Course Ads	40410	49,863.00
Summer - Other Ads	40420	2,825.00
Fall - Golf Course Ads	40600	49,863.00
Fall - Other Ads	40650	7,625.00
Other Income		
Total Revenues		166,851.00
Cost of Sales		
Printing Cost - Spring	5000	13,738.76
Printing Cost - Summer	50010	16,112.10
Printing Cost - Fall	50020	16,928.30
Article Writing Cost	50500	1,600.00
Graphics Cost-Spring Issue	51000	
Graphics Cost-Summer Issue	51001	
Graphics Cost-Fall Issue	51002	
Distribution Cost	57000	18,960.00
Total Cost of Sales		67,339.16
Gross Profit		99,511.84
Expenses		
Bad Debt Expense	61500	
Bank Charges	62000	
Commissions-Fleming Golf	63500	25,727.75
Freight Expense		1,200.00
Accounting/Consulting	68500	4,800.00
LGCOA General Mktg	69400	71,055.75
Meals and Entertainment Exp	70500	
Postage & UPS Expense	73500	
Rent or Lease Expense	74000	3,350.00
Supplies Expense	75500	
Utilities Expense	78000	
Total Expenses		106,133.50
Net Income - GUIDE TO GOLF		(\$ 6,621.66)
Net Income - Combined		(\$ 48,740.34)

SC Low Country Golf Course Owners Assoc.
Income Statement
For the Twelve Months Ending December
31, 2022

	GL Account Code	January- December 2022
Revenues		
Passbook LCGOA (400)	M-400	\$ 67,316.63
Passbook LCGOA (125)		
Interest / Misc. Income	4100	2,053.85
GI Mkt Fees / Courses	MKT-405	\$ 22,500.00
Beaufort County Tax Grant		\$ 10,000.00
HHI Tax Grant		\$ 78,551.17
Other Income	4300	
Revenue Sub-Total:		180,421.65
Membership Revenue		
Bear Creek		970.00
Brown Golf	MR-4001	1,210.00
Golden Bear / Indigo Run		
Country Club HHead/Golden Bear	MR-4003	
Fripp Island Resort	MR-4004	1,194.00
Old South	MR-4005	1,082.00
Palmetto Dunes	MR-4006	1,696.00
Sea Pines Resort	MR-4007	1,696.00
Heritage Golf Group	MR-4009	1,210.00
HH Nat'l	MR-4010	1,082.00
Hampton Hall	MR-4011	
Sun City Hilton Head	MR-4017	1,360.00
The Legends	MR-4020	2,082.00
Chechessie Creek Club		
HH Lakes		
Membership Total:		13,582.00
Total Revenues:		194,003.65
Expenses		
Professional Services		
Bookkeeping	6100	3,830.00
Marketing Consultant		
Tax Accounting	6102	750.00
Total Professional Services:		4,580.00
Administrative		
Travel / Entertainment	6201	3,076.47
Casual Labor		450.00
Misc. Office Supplies	6204	1,648.63
Rent		
Telephone/Fax/Email	6206	752.43
Bank Charges / Credit Card Fees	6300	2,742.93
Internet / Online	6208	266.36
Contributions	6920	18,200.00
Prior Period Old Write off		12,910.00
Insurance Expense	6950	1,237.00
Total Administrative:		41,283.82

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2023

Do not enter social security numbers on this form as it may be made public.

Open to Public Inspection

Go to www.irs.gov/Form990 for instructions and the latest information.

Department of the Treasury Internal Revenue Service

Header section A-M containing organization details: SOUTH CAROLINA LOW COUNTRY GOLF, COURSE OWNERS ASSOCIATION, HILTON HEAD ISLAND, SC 29938. Includes tax-exempt status (501(c)(6)), website (WWW.LGCOAGOLFPASSBOOK.COM), and form of organization (Corporation).

Part I Summary

Summary table with columns for line number, description, and amounts for Prior Year and Current Year. Rows include mission statement (1), governance (2-7), revenue (8-12), expenses (13-19), and net assets (20-22).

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete.

Signature of officer: BARRY FLEMING, EXECUTIVE DIRECTOR. Date field.

Paid Preparer Use Only section: Preparer HUBERT L. BERNHEIM, CPA, dated 05/02/2024. Includes firm name and address.

May the IRS discuss this return with the preparer shown above? See instructions. [X] Yes [] No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

PROMOTE ACTIVITIES DESIGNED TO
IMPROVE THE GOLF COURSE INDUSTRY AND ITS GOLF RELATED OPERATIONS
AND PROVIDE GREATER ACCESS TO THE PUBLIC GOLF COURSES

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 389,968. including grants of \$) (Revenue \$ 328,957.)

TO CONSIDER THE PROBLEMS OF OPERATION, MANAGEMENT, DEVELOPMENT AND
PROMOTION OF GOLF AT GOLF COURSES WHICH ARE OPEN TO THE PUBLIC
IN THE LOW COUNTRY

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 389,968.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		X
2 Is the organization required to complete Schedule B, Schedule of Contributors? See instructions		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>		X
b Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV.</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV.</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I. See instructions</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).		
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>		X
b	A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>		X
29	Did the organization receive more than \$25,000 in noncash contributions? <i>If "Yes," complete Schedule M</i>		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note: All Form 990 filers are required to complete Schedule O	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance <i>(continued)</i>		Yes	No		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X		
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		X	
b	If "Yes," has it filed a Form 990-T for this year? <i>If "No" to line 3b, provide an explanation on Schedule O</i>	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	Organizations that may receive deductible contributions under section 170(c).				
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	Sponsoring organizations maintaining donor advised funds.				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	Section 501(c)(7) organizations. Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	Section 501(c)(12) organizations. Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	Section 501(c)(29) qualified nonprofit health insurance issuers.				
a	Is the organization licensed to issue qualified health plans in more than one state? <i>Note: See the instructions for additional information the organization must report on Schedule O.</i>	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? <i>If "No," provide an explanation on Schedule O</i>	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? <i>If "Yes," see the instructions and file Form 4720, Schedule N.</i>	15			
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? <i>If "Yes," complete Form 4720, Schedule O.</i>	16			
17	Section 501(c)(21) organizations. Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? <i>If "Yes," complete Form 6069.</i>	17			

Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
1b	Enter the number of voting members included on line 1a, above, who are independent		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?	X	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
7b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	X	
b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		X
10b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
11b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13		X
12b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?		
12c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done		
13	Did the organization have a written whistleblower policy?		X
14	Did the organization have a written document retention and destruction policy?		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	X	
b	Other officers or key employees of the organization	X	
If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
16b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed
- 18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request Other (explain on Schedule O)
- 19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20 State the name, address, and telephone number of the person who possesses the organization's books and records.
 BARRY FLEMING, 1 CORPUS CHRISTI PLACE #116, HILTON HEAD, SC 29928 (843)842-2322

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) BARRY FLEMMING EXECUTIVE DIRECTOR	38.00	X					64,721.	0.	0.	
(2) BRAD MARRA PRESIDENT	5.00	X					0.	0.	0.	
(3) JOHN FARRELL VICE PRESIDENT	5.00	X					0.	0.	0.	
(4) ANDY HINSON SECRETARY/TREAS	5.00	X					0.	0.	0.	
(5)										
(6)										
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b Subtotal							64,721.	0.	0.	
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							64,721.	0.	0.	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual	3	X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	4	X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person	5	X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants, and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b	15,661.			
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	41,095.			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	268,257.			
	g	Noncash contributions included in lines 1a-1f	1g	\$			
	h	Total. Add lines 1a-1f		325,013.			
	Program Service Revenue			Business Code			
2a		-----					
b		-----					
c		-----					
d		-----					
e		-----					
f		All other program service revenue					
g	Total. Add lines 2a-2f						
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		3,944.	0.	0.	3,944.
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
	6a	Gross rents	(i) Real	(ii) Personal			
			6a				
			6b				
	b	Less: rental expenses	6b				
	c	Rental income or (loss)	6c				
	d	Net rental income or (loss)					
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
			7a				
			7b				
	b	Less: cost or other basis and sales expenses	7b				
	c	Gain or (loss)	7c				
	d	Net gain or (loss)					
8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18						
		8a					
		8b					
c	Net income or (loss) from fundraising events						
9a	Gross income from gaming activities. See Part IV, line 19						
		9a					
b	Less: direct expenses	9b					
c	Net income or (loss) from gaming activities						
10a	Gross sales of inventory, less returns and allowances						
		10a					
b	Less: cost of goods sold	10b					
c	Net income or (loss) from sales of inventory						
Miscellaneous Revenue			Business Code				
	11a	-----					
	b	-----					
	c	-----					
	d	All other revenue					
e	Total. Add lines 11a-11d						
12	Total revenue. See instructions			328,957.	0.	0.	3,944.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2	Grants and other assistance to domestic individuals. See Part IV, line 22				
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	64,721.	64,721.	0.	0.
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages				
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9	Other employee benefits				
10	Payroll taxes				
11	Fees for services (nonemployees):				
a	Management				
b	Legal				
c	Accounting	8,536.	4,400.	4,136.	0.
d	Lobbying				
e	Professional fundraising services. See Part IV, line 17				
f	Investment management fees				
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)				
12	Advertising and promotion	295,315.	295,315.	0.	0.
13	Office expenses	2,381.	0.	2,381.	0.
14	Information technology				
15	Royalties				
16	Occupancy	8,870.	8,750.	120.	0.
17	Travel	1,169.	1,169.	0.	0.
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings				
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization				
23	Insurance	1,252.	1,252.	0.	0.
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	TELEPHONE AND INTERNET	1,113.	1,113.	0.	0.
b	BANK CHARGES AND CREDIT CARD FEES	3,138.	0.	3,138.	0.
c	DONATION	1,000.	1,000.	0.	0.
d	DUES AND FEES	12,248.	12,248.	0.	0.
e	All other expenses	50.		50.	0.
25	Total functional expenses. Add lines 1 through 24e	399,793.	389,968.	9,825.	0.
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Return of Organization Exempt From Income Tax

OMB No 1545-0047

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2022

Department of the Treasury
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 2022, and ending 20

B Check if applicable:
 Address change
 Name change
 Initial return
 Final return/terminated
 Amended return
 Application pending

C Name of organization SOUTH CAROLINA LOW COUNTRY GOLF
 Doing business as COURSE OWNERS ASSOCIATION
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite
POST OFFICE BOX 6142
 City or town, state or province, country, and ZIP or foreign postal code
HILTON HEAD ISLAND, SC 29938

D Employer identification number
57-0951405

E Telephone number
(843) 384-5352

G Gross receipts \$ 347,944.

F Name and address of principal officer:
CARY CORBITT, POST OFFICE BOX 6142, HILTON HEAD, SC 29938

H(a) Is this a group return for subordinates? Yes No
H(b) Are all subordinates included? Yes No
 If "No," attach a list. See instructions.
H(c) Group exemption number

I Tax-exempt status: 501(c)(3) 501(c) (6) (insert no.) 4947(a)(1) or 527

J Website: WWW.LGCOAGOLFPASSBOOK.COM

K Form of organization: Corporation Trust Association Other

L Year of formation: 1992 **M** State of legal domicile: SC

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>PROMOTE ACTIVITIES DESIGNED TO IMPROVE THE GOLF COURSE INDUSTRY AND ITS GOLF RELATED OPERATIONS AND PROVIDE GREATER ACCESS TO THE PUBLIC GOLF COURSES</u>		
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	<u>3</u>	<u>3</u>
	4	Number of independent voting members of the governing body (Part VI, line 1b)	<u>4</u>	<u>3</u>
	5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	<u>5</u>	<u>0</u>
	6	Total number of volunteers (estimate if necessary)	<u>6</u>	<u>0</u>
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	<u>7a</u>	<u>0.</u>
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	<u>7b</u>	<u>0.</u>	
Revenue	8	Contributions and grants (Part VIII, line 1h)	<u>Prior Year</u> 259,666.	<u>Current Year</u> 345,890.
	9	Program service revenue (Part VIII, line 2g)		
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	985.	2,054.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	260,651.	347,944.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	2,500.	18,200.
	14	Benefits paid to or for members (Part IX, column (A), line 4)		
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	68,075.	65,728.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		
	b	Total fundraising expenses (Part IX, column (D), line 25)	<u>0.</u>	
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	208,985.	312,757.
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	279,560.	396,685.	
19	Revenue less expenses. Subtract line 18 from line 12	-18,909.	-48,741.	
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	<u>Beginning of Current Year</u> 646,035.	<u>End of Year</u> 705,829.
	21	Total liabilities (Part X, line 26)	23,610.	22,655.
	22	Net assets or fund balances. Subtract line 21 from line 20	622,425.	683,174.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: BARRY FLEMING, EXECUTIVE DIRECTOR Date: _____

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: HUBERT L BERNHEIM Preparer's signature: _____ Date: 08/25/2023 Check if self-employed PTIN: P01284405

Firm's name: HUBERT L. BERNHEIM, CPA Firm's EIN: 36-2750133

Firm's address: POST OFFICE DRAWER NINE, HILTON HEAD ISLAND, SC 29938 Phone no.: (843) 671-6005

May the IRS discuss this return with the preparer shown above? See instructions Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:
PROMOTE ACTIVITIES DESIGNED TO
IMPROVE THE GOLF COURSE INDUSTRY AND ITS GOLF RELATED OPERATIONS
AND PROVIDE GREATER ACCESS TO THE PUBLIC GOLF COURSES

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 385,791. including grants of \$) (Revenue \$ 347,944.)
TO CONSIDER THE PROBLEMS OF OPERATION, MANAGEMENT, DEVELOPMENT AND
PROMOTION OF GOLF AT GOLF COURSES WHICH ARE OPEN TO THE PUBLIC
IN THE LOW COUNTRY

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 385,791.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A		X
2 Is the organization required to complete Schedule B, Schedule of Contributors? See instructions		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? If "Yes," complete Schedule C, Part III		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? If "Yes," complete Schedule D, Part V		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI		X
b Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII		X
c Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX		X
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X		X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I. See instructions		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		X
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		X

Part IV Checklist of Required Schedules (continued)

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part II		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV		X
b	A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? If "Yes," complete Schedule L, Part IV		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		X
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note: All Form 990 filers are required to complete Schedule O	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)		Yes	No		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	Organizations that may receive deductible contributions under section 170(c).				
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	Sponsoring organizations maintaining donor advised funds.				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	Section 501(c)(7) organizations. Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	Section 501(c)(12) organizations. Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	Section 501(c)(29) qualified nonprofit health insurance issuers.				
a	Is the organization licensed to issue qualified health plans in more than one state? Note: See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15			
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			
17	Section 501(c)(21) organizations. Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

Table with columns for line number, question, and Yes/No checkboxes. Includes questions 1a through 9 regarding governing body members, family relationships, and documentation.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with columns for line number, question, and Yes/No checkboxes. Includes questions 10a through 16b regarding local chapters, conflict of interest policies, whistleblower policies, and compensation review.

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection.
19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records.

BARRY FLEMING, 1 CORPUS CHRISTI PLACE #116, HILTON HEAD, SC 29928 (843) 42-2322

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) BARRY FLEMMING EXECUTIVE DIRECTOR	38.00	X					65,728.	0.	0.	
(2) BRAD MARRA PRESIDENT	5.00	X					0.	0.	0.	
(3) JOHN FARRELL VICE PRESIDENT	0.00	X					0.	0.	0.	
(4) ANDY HINSON SECRETARY/TREAS	0.00	X					0.	0.	0.	
(5)										
(6)										
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b Subtotal							65,728.	0.	0.	
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							65,728.	0.	0.	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514		
Contributions, Gifts, Grants, and Other Similar Amounts	1a	Federated campaigns	1a					
	b	Membership dues	1b	13,582.				
	c	Fundraising events	1c					
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	88,551.				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	243,757.				
	g	Noncash contributions included in lines 1a-1f	1g	\$				
	h	Total. Add lines 1a-1f		345,890.				
	Program Service Revenue	2a	Business Code					
b								
c								
d								
e								
f		All other program service revenue						
g		Total. Add lines 2a-2f						
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		2,054.	0.	0.	2,054.	
	4	Income from investment of tax-exempt bond proceeds						
	5	Royalties						
	6a	Gross rents	6a	(i) Real	(ii) Personal			
				6b				
				6c				
	d	Net rental income or (loss)						
	7a	Gross amount from sales of assets other than inventory	7a	(i) Securities	(ii) Other			
				7b				
				7c				
	d	Net gain or (loss)						
	8a	Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	8a					
	b	Less: direct expenses	8b					
	c	Net income or (loss) from fundraising events						
	9a	Gross income from gaming activities. See Part IV, line 19	9a					
b	Less: direct expenses	9b						
c	Net income or (loss) from gaming activities							
10a	Gross sales of inventory, less returns and allowances	10a						
			10b					
c	Net income or (loss) from sales of inventory							
Miscellaneous Revenue	11a	Business Code						
	b							
	c							
	d	All other revenue						
	e	Total. Add lines 11a-11d						
12	Total revenue. See instructions		347,944.	0.	0.	2,054.		

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	18,200.	18,200.		
2	Grants and other assistance to domestic individuals. See Part IV, line 22				
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	65,728.	65,728.	0.	0.
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages				
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9	Other employee benefits				
10	Payroll taxes				
11	Fees for services (nonemployees):				
a	Management				
b	Legal				
c	Accounting	9,380.	4,580.	4,800.	
d	Lobbying				
e	Professional fundraising services. See Part IV, line 17				
f	Investment management fees				
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)				
12	Advertising and promotion	279,833.	279,833.	0.	0.
13	Office expenses	3,299.	0.	3,299.	0.
14	Information technology				
15	Royalties				
16	Occupancy	3,350.	3,350.	0.	0.
17	Travel	3,076.	3,076.	0.	0.
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings				
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization				
23	Insurance	1,237.	1,237.	0.	0.
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	TELEPHONE AND INTERNET	1,018.	1,018.	0.	0.
b	BANK CHARGES	2,743.	0.	2,743.	0.
c	TAXES-SUNDRY	52.	0.	52.	0.
d	DUES AND FEES	8,769.	8,769.	0.	0.
e	All other expenses				
25	Total functional expenses. Add lines 1 through 24e	396,685.	385,791.	10,894.	0.
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year	
Assets	1	Cash—non-interest-bearing	441,942.	1	467,462.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	4,093.	4	38,367.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a		
	b	Less: accumulated depreciation	10b	10c	
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets	200,000.	14	200,000.
	15	Other assets. See Part IV, line 11		15	
16	Total assets. Add lines 1 through 15 (must equal line 33)	646,035.	16	705,829.	
Liabilities	17	Accounts payable and accrued expenses	23,610.	17	22,655.
	18	Grants payable		18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D		25	
	26	Total liabilities. Add lines 17 through 25	23,610.	26	22,655.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 27, 28, 32, and 33.				
	27	Net assets without donor restrictions		27	
	28	Net assets with donor restrictions		28	
	Organizations that do not follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds	622,425.	31	683,174.
32	Total net assets or fund balances	622,425.	32	683,174.	
33	Total liabilities and net assets/fund balances	646,035.	33	705,829.	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	347,944.
2	Total expenses (must equal Part IX, column (A), line 25)	2	396,685.
3	Revenue less expenses. Subtract line 2 from line 1	3	-48,741.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	622,425.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	573,684.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

	Yes	No
1 Accounting method used to prepare the Form 990: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
b Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.		
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?		X
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits.		

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

A For the **2021** calendar year, or tax year beginning **2021**, and ending **2021**, and ending **20**

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization SOUTH CAROLINA LOW COUNTRY GOLF		D Employer identification number 57-0951405
	Doing business as COURSE OWNERS ASSOCIATION		E Telephone number (843) 384-5352
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	G Gross receipts \$ 260,651.
	POST OFFICE BOX 6142		
City or town, state or province, country, and ZIP or foreign postal code HILTON HEAD ISLAND, SC 29938			
F Name and address of principal officer: CARY CORBITT, POST OFFICE BOX 6142, HILTON HEAD, SC 29938		H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
		H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
If "No," attach a list. See instructions.			
I Tax-exempt status: <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c)(6) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		H(c) Group exemption number ▶	
J Website: ▶ WWW.LGCOAGOLFPASSBOOK.COM			
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		L Year of formation: 1992	M State of legal domicile: SC

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <u>PROMOTE ACTIVITIES DESIGNED TO IMPROVE THE GOLF COURSE INDUSTRY AND ITS GOLF RELATED OPERATIONS AND PROVIDE GREATER ACCESS TO THE PUBLIC GOLF COURSES</u>		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	3
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	3
	5 Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	0
	6 Total number of volunteers (estimate if necessary)	6	0
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	308,584.	259,666.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,900.	985.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	310,484.	260,651.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		2,500.
	14 Benefits paid to or for members (Part IX, column (A), line 4)		
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	72,136.	68,075.
	16a Professional fundraising fees (Part IX, column (A), line 11e)		
	b Total fundraising expenses (Part IX, column (D), line 25) ▶		0.
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	239,433.	208,985.
	18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	311,569.	279,560.
19 Revenue less expenses. Subtract line 18 from line 12	-1,085.	-18,909.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	673,137.	646,035.
	22 Net assets or fund balances. Subtract line 21 from line 20	31,804.	23,610.
		641,333.	622,425.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date
	<u>BARRY FLEMING, EXECUTIVE DIRECTOR</u> Type or print name and title	05/19/2022

Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input checked="" type="checkbox"/> if self-employed	PTIN
	HUBERT L BERNHEIM		05/19/2022		P01284405
	Firm's name ▶ HUBERT L. BERNHEIM, CPA	Firm's EIN ▶ 36-2750133			
Firm's address ▶ POST OFFICE DRAWER NINE, HILTON HEAD ISLAND, SC 29938			Phone no. (843) 671-6005		

May the IRS discuss this return with the preparer shown above? See instructions Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:
PROMOTE ACTIVITIES DESIGNED TO
IMPROVE THE GOLF COURSE INDUSTRY AND ITS GOLF RELATED OPERATIONS
AND PROVIDE GREATER ACCESS TO THE PUBLIC GOLF COURSES

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 270,161. including grants of \$) (Revenue \$ 260,161.)
TO CONSIDER THE PROBLEMS OF OPERATION, MANAGEMENT, DEVELOPMENT AND
PROMOTION OF GOLF AT GOLF COURSES WHICH ARE OPEN TO THE PUBLIC
IN THE LOW COUNTRY

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 270,161.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		X
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? See instructions		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>		X
b Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV.</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV.</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I. See instructions</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules *(continued)*

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>		X
b	A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>		X
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note: All Form 990 filers are required to complete Schedule O	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)		Yes	No		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. See instructions.	2b	X		
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		X	
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X	
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X	
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X	
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X	
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	Organizations that may receive deductible contributions under section 170(c).				
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	Sponsoring organizations maintaining donor advised funds.				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	Section 501(c)(7) organizations. Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	Section 501(c)(12) organizations. Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	Section 501(c)(29) qualified nonprofit health insurance issuers.				
a	Is the organization licensed to issue qualified health plans in more than one state? Note: See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X	
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15			
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			
17	Section 501(c)(21) organizations. Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
1b	Enter the number of voting members included on line 1a, above, who are independent		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?	X	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
7b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
8a	The governing body?	X	
8b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		X
10b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
11b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13		X
12b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?		
12c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done.		
13	Did the organization have a written whistleblower policy?		X
14	Did the organization have a written document retention and destruction policy?		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15a	The organization's CEO, Executive Director, or top management official	X	
15b	Other officers or key employees of the organization	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
16b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17** List the states with which a copy of this Form 990 is required to be filed ►
- 18** Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request Other (explain on Schedule O)
- 19** Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records ►
 BARRY FLEMING, 1 CORPUS CHRISTI PLACE #116, HILTON HEAD, SC 29928 (843) 842-2322

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) BARRY FLEMMING EXECUTIVE DIRECTOR	38.00	X					68,075.	0.	0.	
(2) BRAD MARRA PRESIDENT	5.00	X					0.	0.	0.	
(3) JOHN FARRELL VICE PRESIDENT	0.00	X					0.	0.	0.	
(4) ANDY HINSON SECRETARY/TREAS	0.00	X					0.	0.	0.	
(5)										
(6)										
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b Subtotal							68,075.	0.	0.	
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							68,075.	0.	0.	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514		
Contributions, Gifts, Grants, and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b 11,926.					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e 29,000.					
	f All other contributions, gifts, grants, and similar amounts not included above	1f 218,740.					
	g Noncash contributions included in lines 1a-1f	1g \$					
	h Total. Add lines 1a-1f ▶		259,666.				
Program Service Revenue	Business Code						
	2a _____						
	b _____						
	c _____						
	d _____						
	e _____						
	f All other program service revenue . .						
g Total. Add lines 2a-2f ▶							
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts) ▶		985.	0.	0.	985.	
	4 Income from investment of tax-exempt bond proceeds ▶						
	5 Royalties ▶						
	6a Gross rents	6a	(i) Real				
			(ii) Personal				
	b Less: rental expenses	6b					
	c Rental income or (loss)	6c					
	d Net rental income or (loss) ▶						
	7a Gross amount from sales of assets other than inventory	7a	(i) Securities				
			(ii) Other				
	b Less: cost or other basis and sales expenses	7b					
	c Gain or (loss)	7c					
	d Net gain or (loss) ▶						
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	8a					
b Less: direct expenses	8b						
c Net income or (loss) from fundraising events . . ▶							
9a Gross income from gaming activities. See Part IV, line 19	9a						
b Less: direct expenses	9b						
c Net income or (loss) from gaming activities . . . ▶							
10a Gross sales of inventory, less returns and allowances	10a						
b Less: cost of goods sold	10b						
c Net income or (loss) from sales of inventory . . . ▶							
Miscellaneous Revenue	Business Code						
	11a _____						
	b _____						
	c _____						
	d All other revenue						
e Total. Add lines 11a-11d ▶							
12 Total revenue. See instructions ▶		260,651.	0.	0.	985.		

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	2,500.	2,500.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	68,075.	68,075.	0.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	9,265.	4,465.	4,800.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	700.		700.	
12 Advertising and promotion	183,500.	183,500.		
13 Office expenses	2,616.	0.	2,616.	
14 Information technology				
15 Royalties				
16 Occupancy	3,000.	3,000.		
17 Travel	434.	434.		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance	956.	956.		
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a TELEPHONE AND INTERNET	639.	639.		
b BANK CHARGES	1,233.	0.	1,233.	
c TAXES-SUNDRY	50.		50.	
d DUES AND FEES	6,592.	6,592.		
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	279,560.	270,161.	9,399.	0.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	422,603.	1	441,942.
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	50,534.	4	4,093.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges		9	
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a		
	b Less: accumulated depreciation	10b		10c
	11 Investments—publicly traded securities		11	
	12 Investments—other securities. See Part IV, line 11		12	
	13 Investments—program-related. See Part IV, line 11		13	
	14 Intangible assets	200,000.	14	200,000.
	15 Other assets. See Part IV, line 11		15	
16 Total assets. Add lines 1 through 15 (must equal line 33)	673,137.	16	646,035.	
Liabilities	17 Accounts payable and accrued expenses	31,804.	17	23,610.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	31,804.	26	23,610.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions		27	
	28 Net assets with donor restrictions		28	
	Organizations that do not follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds	641,333.	31	622,425.
	32 Total net assets or fund balances	641,333.	32	622,425.
33 Total liabilities and net assets/fund balances	673,137.	33	646,035.	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	260,651.
2	Total expenses (must equal Part IX, column (A), line 25)	2	279,560.
3	Revenue less expenses. Subtract line 2 from line 1	3	-18,909.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	641,333.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	622,424.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits.		

**SCHEDULE O
(Form 990)**

Supplemental Information to Form 990 or 990-EZ

OMB No. 1545-0047

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

2021

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

Name of the organization

SOUTH CAROLINA LOW COUNTRY GOLF

Employer identification number

57-0951405

Pt VI, Line 6: LOW COUNTRY GOLF COURSE OWNERS

Pt VI, Line 11b: VISUAL REVIEW BY BOARD OF DIRECTORS

Pt VI, Line 15a: APPROVED BY INDEPENDENT BOARD OF DIRECTORS

Pt VI, Line 15b: OFFICERS ARE NOT COMPENSATED

IRS e-file Signature Authorization for a Tax Exempt Entity

For calendar year 2021, or fiscal year beginning _____, 2021, and ending _____, 20_____

2021

Department of the Treasury
Internal Revenue Service

▶ Do not send to the IRS. Keep for your records.
▶ Go to www.irs.gov/Form8879TE for the latest information.

Name of filer SOUTH CAROLINA LOW COUNTRY GOLF	EIN or SSN 57-0951405
Name and title of officer or person subject to tax BARRY FLEMING, EXECUTIVE DIRECTOR	

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line 1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. Do not complete more than one line in Part I.

1a Form 990 check here . . . ▶ <input checked="" type="checkbox"/>	b Total revenue, if any (Form 990, Part VIII, column (A), line 12) . . .	1b 260,651.
2a Form 990-EZ check here . . . ▶ <input type="checkbox"/>	b Total revenue, if any (Form 990-EZ, line 9)	2b _____
3a Form 1120-POL check here ▶ <input type="checkbox"/>	b Total tax (Form 1120-POL, line 22)	3b _____
4a Form 990-PF check here . . . ▶ <input type="checkbox"/>	b Tax based on investment income (Form 990-PF, Part V, line 5) . . .	4b _____
5a Form 8868 check here . . . ▶ <input type="checkbox"/>	b Balance due (Form 8868, line 3c)	5b _____
6a Form 990-T check here . . . ▶ <input type="checkbox"/>	b Total tax (Form 990-T, Part III, line 4)	6b _____
7a Form 4720 check here . . . ▶ <input type="checkbox"/>	b Total tax (Form 4720, Part III, line 1)	7b _____
8a Form 5227 check here . . . ▶ <input type="checkbox"/>	b FMV of assets at end of tax year (Form 5227, Item D)	8b _____
9a Form 5330 check here . . . ▶ <input type="checkbox"/>	b Tax due (Form 5330, Part II, line 19)	9b _____
10a Form 8038-CP check here ▶ <input type="checkbox"/>	b Amount of credit payment requested (Form 8038-CP, Part III, line 22)	10b _____

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that I am an officer of the above entity or I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

I authorize _____ to enter my PIN as my signature
ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶ _____ Date ▶ 05/19/2022

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

5	7	0	4	1	2	5	1	3	5	5
---	---	---	---	---	---	---	---	---	---	---

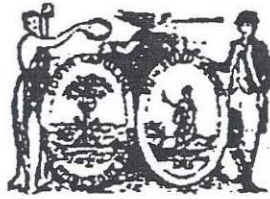
Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ _____ Date ▶ 05/19/2022

**ERO Must Retain This Form – See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So**

State of South Carolina

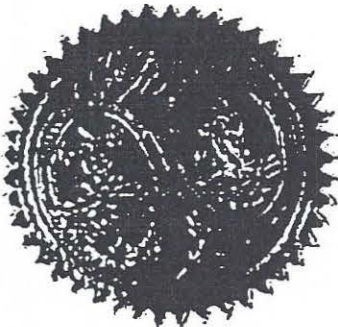


OFFICE OF THE
SECRETARY OF STATE
CERTIFICATE OF INCORPORATION
NONPROFIT CORPORATION

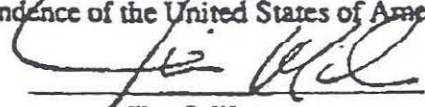
I, JIM MILES, SECRETARY OF STATE OF THE STATE OF SOUTH CAROLINA HEREBY CERTIFY:

SOUTH CAROLINA LOW COUNTRY GOLF
That "COURSE OWNERS ASSOCIATION", a nonprofit corporation duly organized under the laws of the State of South Carolina on January 2, 1992, and having a perpetual duration unless otherwise indicated below, has as of the date hereof filed a Declaration and Petition for Incorporation of a nonprofit corporation for Religious, Educational, Social, Fraternal, Charitable or other eleemosynary purpose.

Now, therefore, I Jim Miles, Secretary of State, by virtue of the authority in me vested, by Chapter 31, Title 33, Code of 1976 and Acts amendatory thereto, do hereby declare the organization to be a body politic and corporate, with all the rights, powers, privileges and immunities, and subject to all the limitations and liabilities, conferred by Chapter 31, Title 33, Code of 1976 and Acts amendatory thereto.



Given under my Hand and the Great Seal of the State at Columbia this 2nd day of January, A.D. 19 92, and in the two hundred and 16th year of the Independence of the United States of America.


Jim Miles
Secretary of State