### Company comparison DGV/BVGA

With the module **DGV** / **BVGA** comparison module module, PC CADDIE offers a centralised evaluation function for the company comparisons of the German Golf Association (DGV) and the Federal Association of Golf Courses (BVGA).

Simply enter the required data in PC CADDIE. PC CADDIE then calculates the values, which you can then to the relevant association.

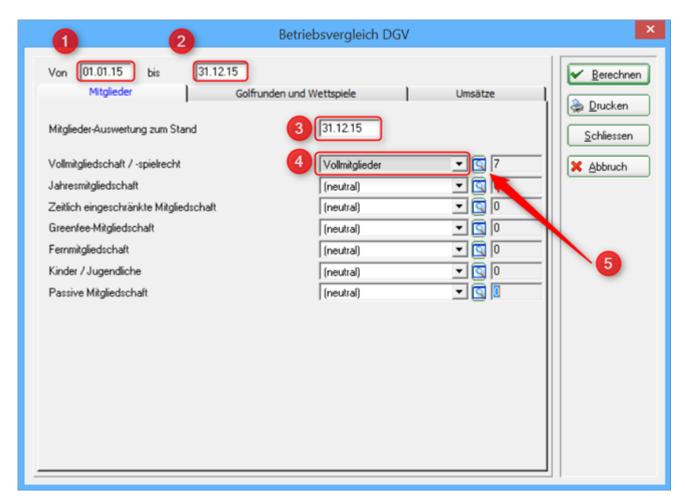
The advantage lies in the standardised input and calculation of the benchmarking data for each club or operator.

In the menu, select **Persons/DGV Company comparison** or **BVGA Company comparison**.

### **Company comparison DGV**

Click on the menu item **Persons/DGV Company comparison** the following window will open:

You are in the first tab **Members**.



• For 1. and 2. specify the comparison period. *From* and *to* specify the comparison period.

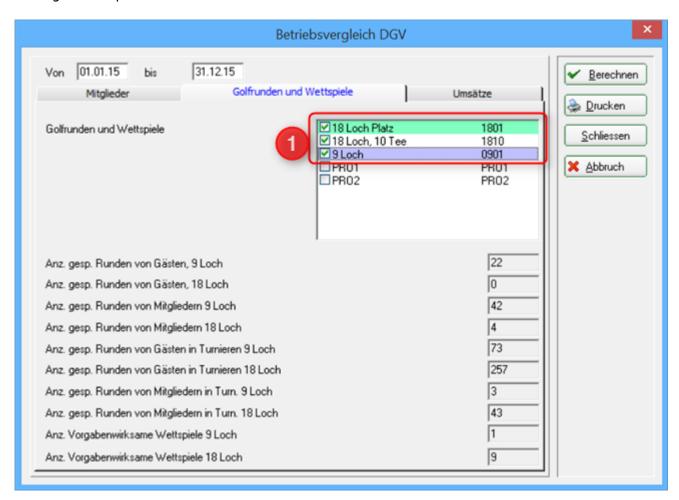
- In 3. you define the date of the member evaluation.
- Here you define the person group of the respective membership form.
- If these have not yet been created, you can define them under **5.** Define them. Please also refer to List of persons under the menu item **Person group**
- Select all forms of membership that exist in your club. If you do not have a membership form, select *neutral*. In this example, only full membership/right to play is defined.

It is important here that you do not define a person group twice or define a membership form for another person group. Therefore, check your filters again for correctness before you calculate and

print the evaluation!

In the 2nd tab *Golf rounds and competitions* tab, tick the corresponding timetable areas that are to be included in the operational comparison.

The number of rounds played by guests and members, divided into 9 holes and 18 holes, as well as the number of 9 or 18 hole tournaments with a handicap are calculated automatically. No further settings are required here.

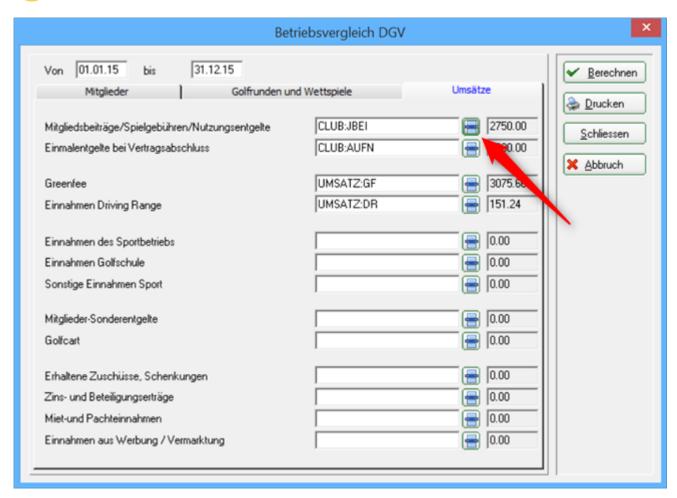


In the tab **Turnover** tab, the company comparison is cross-account area. If you click on the list button (arrow), you will see all existing product groups in the respective account area (see screenshot after next). Tick the corresponding article selection here. In our case, the product group annual fees was selected in the CLUB account area.

Make sure tha

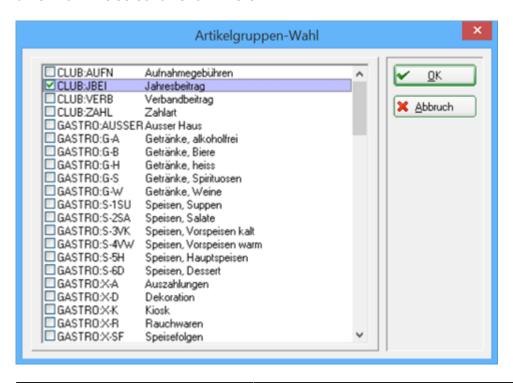
Make sure that all items in all account areas are also assigned to the correct product group.



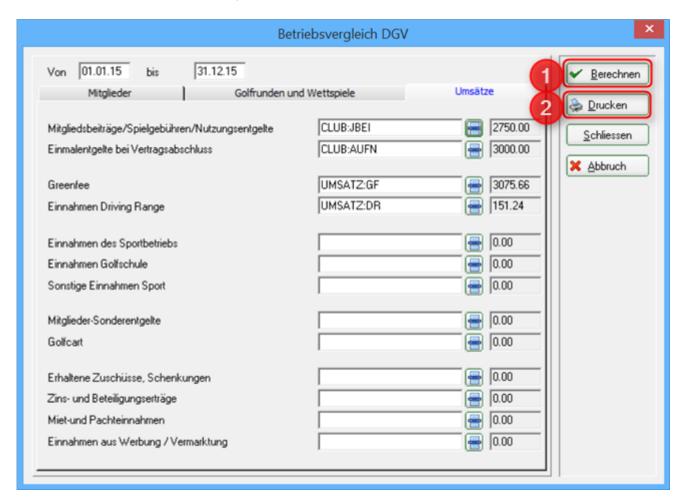


If you click on the list button, the following window opens.

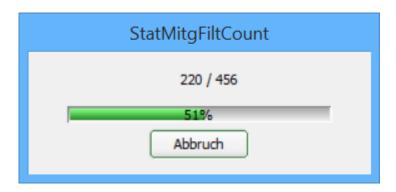
Here you can see that the article group selection is available from both the CLUB account area and the GASTRO account area. All other product groups are also displayed for you. These may of course differ from the selection shown here!



Once all entries have been made, click on 1 Calculate.



PC CADDIE calculates the totals. You receive the following display.



After the calculation, the totals are visible in all three tabs (members, rounds of golf and competitions as well as turnover) in the grey fields on the right.

Finally, you can print the entire company comparison under point 2 **Print**.

## Betriebsvergleich DGV

Daten von 01.01.15 bis 31.12.15

Stand: 06.10.15, 16:26 Uhr

Attribut	Wert
Mitglieder Vollmitgliedschaft / -spielrecht Jahresmitgliedschaft Zeitlich eingeschränkte Mitgliedschaft Greenfee-Mitgliedschaft Fernmitgliedschaft Kinder / Jugendliche Passive Mitgliedschaft	7 0 0 0 0 0
Golfrunden und Wettspiele Anz. gesp. Runden von Gästen, 9 Loch Anz. gesp. Runden von Gästen, 18 Loch Anz. gesp. Runden von Mitgliedern 9 Loch Anz. gesp. Runden von Mitgliedern 18 Loch Anz. gesp. Runden von Gästen in Turnieren 9 Loch Anz. gesp. Runden von Gästen in Turnieren 18 Loch Anz. gesp. Runden von Mitgliedern in Turn. 9 Loch Anz. gesp. Runden von Mitgliedern in Turn. 18 Loch Anz. Vorgabenwirksame Wettspiele 9 Loch Anz. Vorgabenwirksame Wettspiele 18 Loch	22 0 42 4 73 257 3 43 1
Umsätze (€)  Mitgliedsbeiträge/Spielgebühren/Nutzungsentgelte Einmalentgelte bei Vertragsabschluss Greenfee Einnahmen Driving Range Einnahmen des Sportbetriebs Einnahmen Golfschule Sonstige Einnahmen Sport Mitglieder-Sonderentgelte Golfcart Erhaltene Zuschüsse, Schenkungen Zins- und Beteiligungserträge Miet-und Pachteinnahmen Einnahmen aus Werbung / Vermarktung	2750.00 3000.00 3075.66 151.24 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0

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PROBEINSTALLATION: Testclub AG

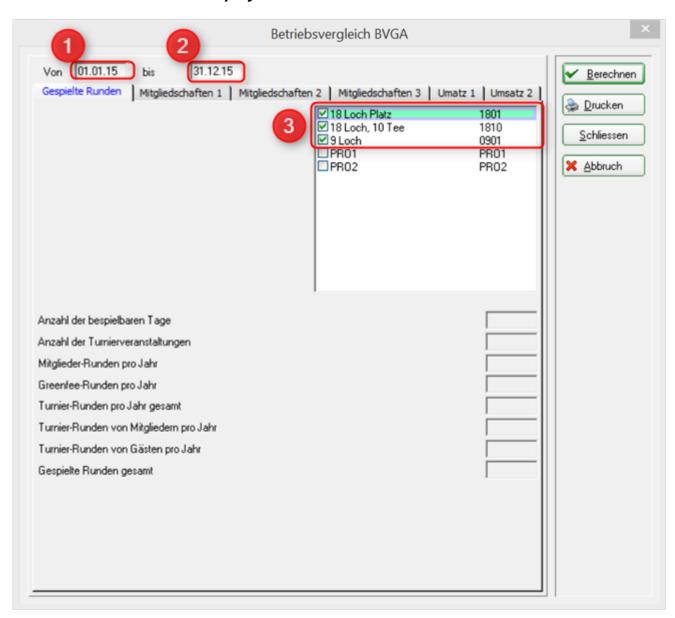
Information and forms for the German Golf Association's company comparison can be found here on the DGV homepage:

DGV Company comparison

### **Company comparison BVGA**

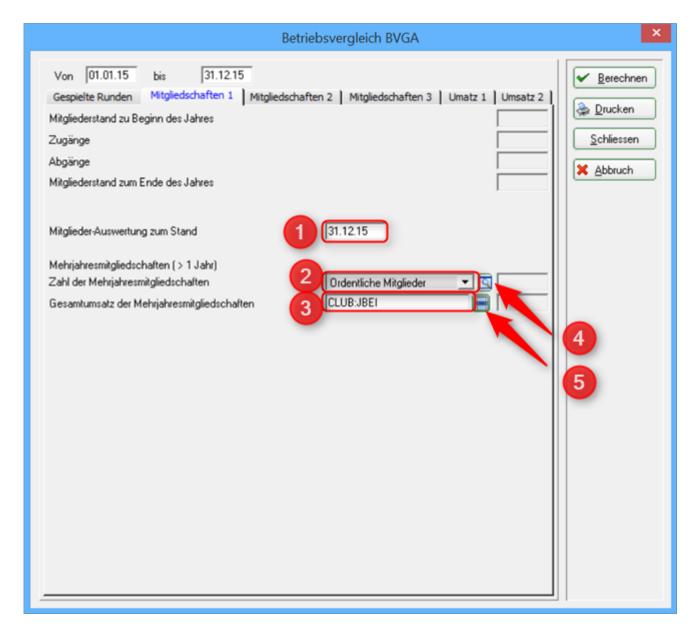
Click on the menu item **Persons/BVGA Company comparison** the following window will open:

#### You are in the first tab Rounds played.

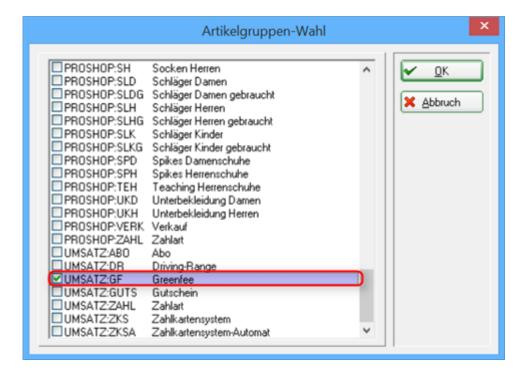


- For 1. and 2. specify the comparison period. *From* and *to* for comparison.
- In 3. you define the timetable areas to be included in the evaluation.

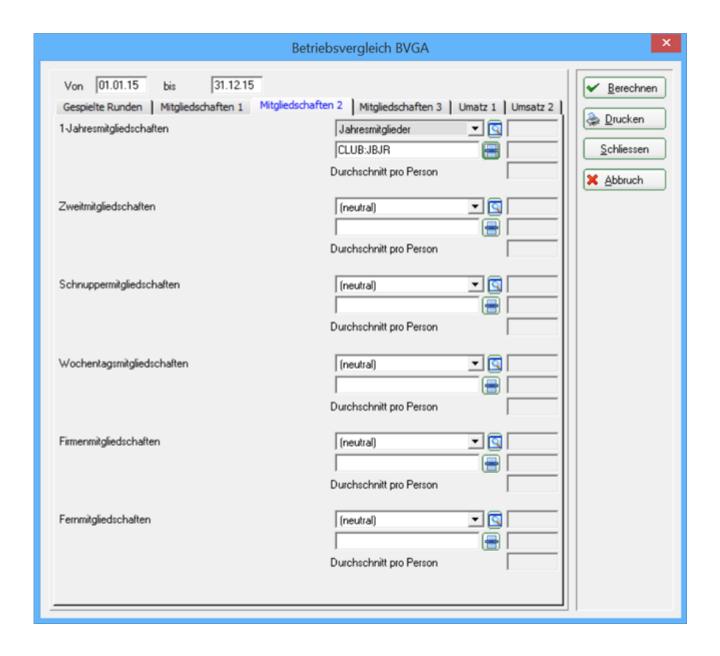
In the tab *Memberships* tab, define at **1** tab, define the status of the member evaluation. Enter the date here.

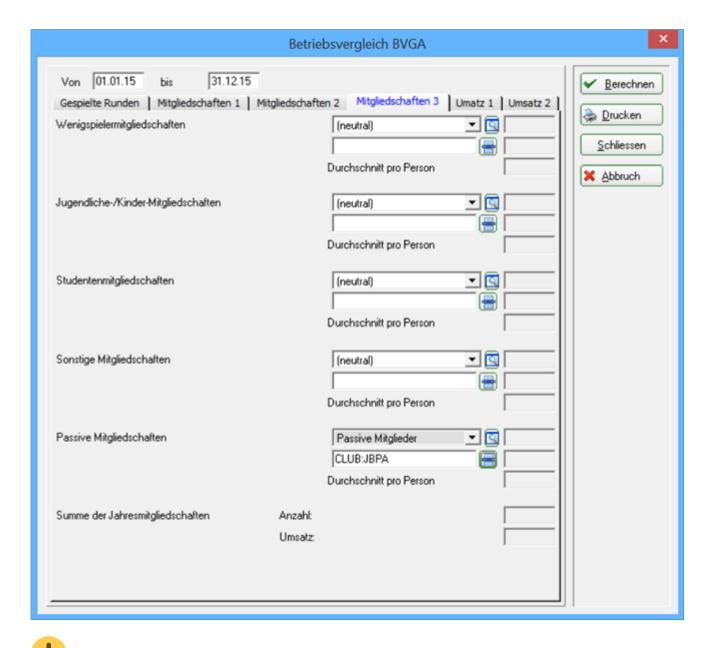


- With 2. select the group of members who have a multi-year membership.
- If this group has not yet been created, you can select it under **4** to define the member groups. Please also refer to List of persons under the menu item **Person group**
- At **3.** select the account area in which you write your annual invoices or the product group of the articles. If you click on **5.** the following opens **Article group selection**. Here you can easily make your selection by ticking the box.



Please also fill in the tabs **Memberships 2** and **Memberships 3** accordingly. Here you have a further choice of different types of membership that are taken into account in the company comparison.



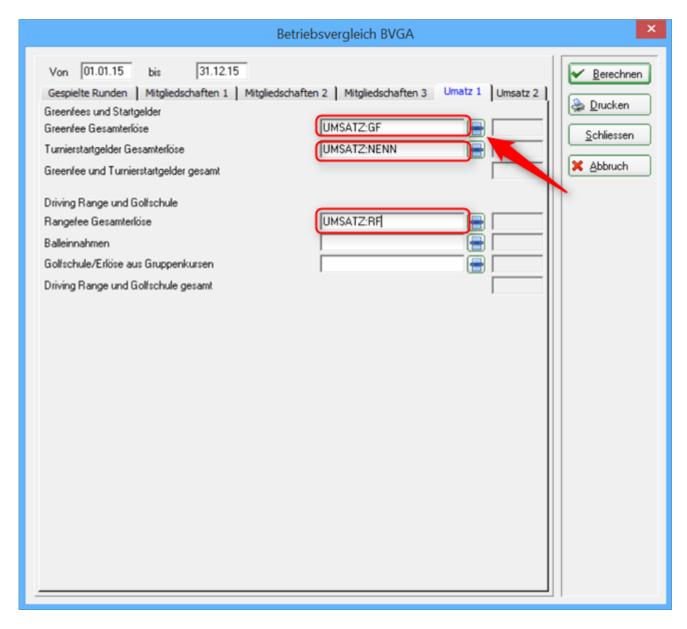


In the example above, only the **1-year memberships** and **Passive memberships** are filled

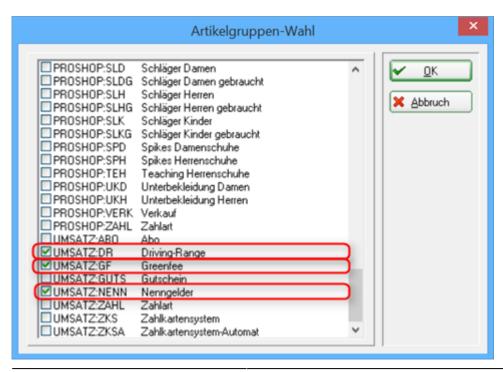
in. If you do not offer one or more of the specified memberships, select *neutral* .



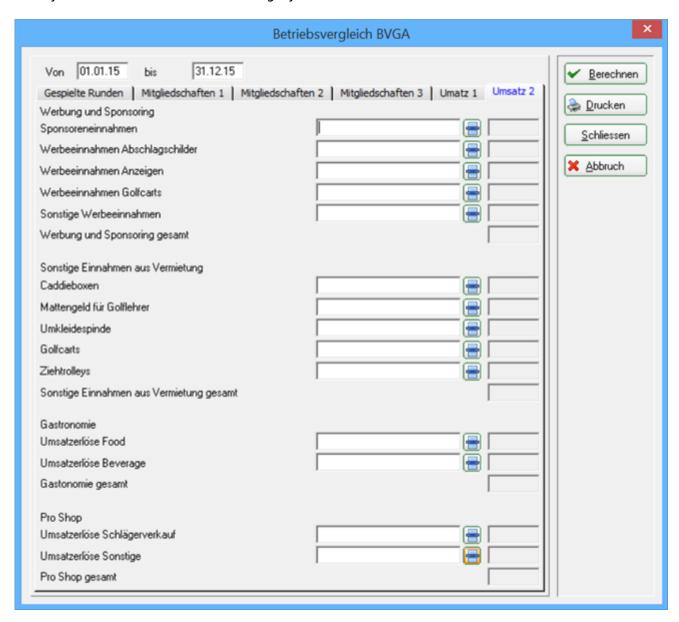
In the tabs **Turnover 1** and **Turnover 2** tabs, proceed in exactly the same way as for memberships. Select the correct product group here. To do this, click on the article group selection button again (see arrow).



#### The following selection opens:

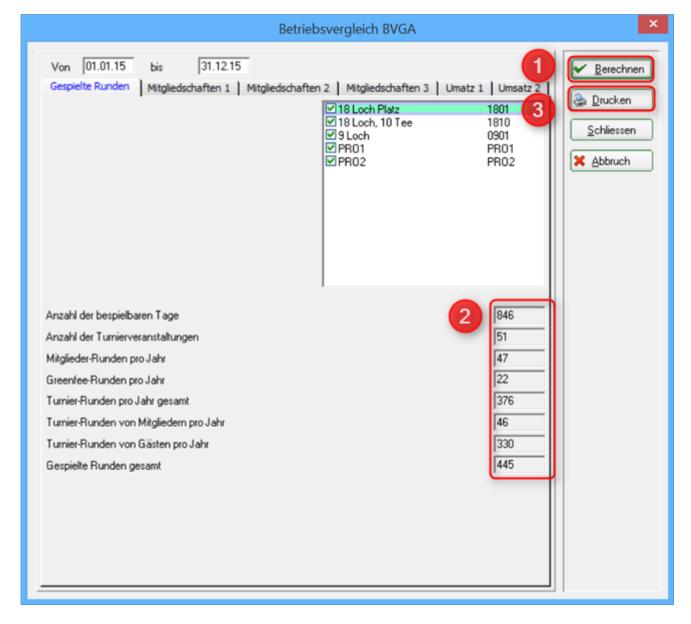


Here you select the merchandise category of the account area for the individual sales.

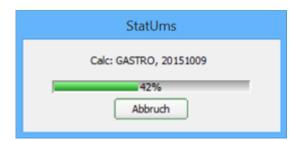


If all the details and all the required fields have been filled in, you can click on the *Calculate* button to have PC CADDIE calculate the data. This may take a while.

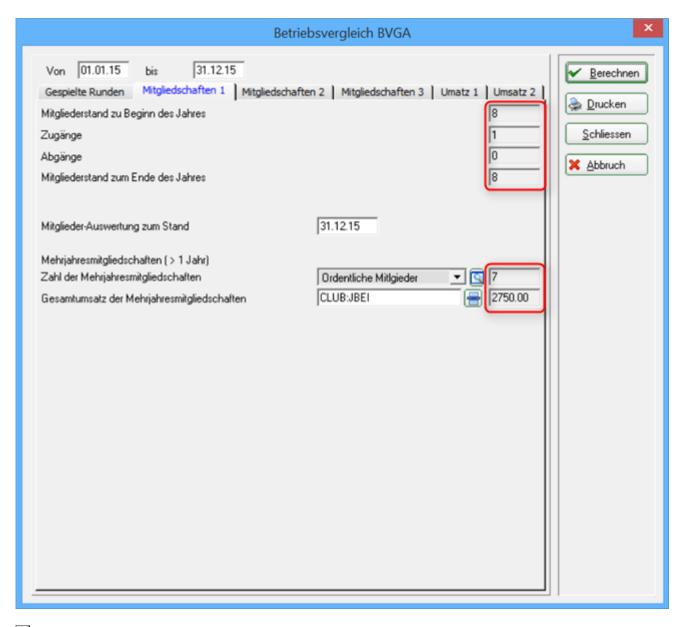
You will then see that all the details for **point 2** are filled in.



#### PC CADDIE calculates all data:



As an example, you can also see the completed data in the tab **Memberships 1** and **Turnover 1**.



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You can then click on *3 Print* to print the data and transfer it to the forms provided by the Bundesverband Golfanlagen:

# **Betriebsvergleich BVGA**

Daten von 01.01.15 bis 31.12.15

Attribut	Wert
B.1 Gespielte Runden  Anzahl der bespielbaren Tage Anzahl der Turnierveranstaltungen Mitglieder-Runden pro Jahr + Greenfee-Runden pro Jahr + Turnier-Runden pro Jahr gesamt Turnier-Runden von Mitgliedern pro Jahr Turnier-Runden von Gästen pro Jahr	846 51 47 22 376 46 330
B.2 Mitglieder  Mitgliederstand zu Beginn des Jahres  + Zugänge  - Abgänge  Mitgliederstand zum Ende des Jahres	8 1 0 8
C.2.1 Mehrjahresmitgliedschaften Zahl der Mehrjahresmitgliedschaften Gesamtumsatz der Mehrjahresmitgliedschaften	7 2750.00

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Attribut	Wert
C.2.2 Jahresmitgliedschaften 1-Jahresmitgliedschaften - Umsatz - Durchschnitt pro Person	435 2750.00 392.86
Zweitmitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Schnuppermitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Wochentagsmitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Firmenmitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Fernmitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Wenigspielermitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Jugendliche-/Kinder-Mitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Studentenmitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Sonstige Mitgliedschaften - Umsatz - Durchschnitt pro Person	0 0.00 0.00
Passive Mitgliedschaften - Umsatz - Durchschnitt pro Person	437 0.00 0.00
Summe der Jahresmitgliedschaften - Anzahl: - Umsatz:	872 2750.00

Attribut	Wert
C.3 Greenfees und Startgelder	
Greenfee Gesamterlöse	3075.66
Turnierstartgelder Gesamterlöse	0.00
Greenfee und Turnierstartgelder gesamt	3075.66
C.4 Driving Range und Golfschule	
Rangefee Gesamterlöse	3075.66
Balleinnahmen	0.00
Golfschule/Erlöse aus Gruppenkursen	0.00
Driving Range und Golfschule gesamt	3075.66
C.5 Werbung und Sponsoring	
Sponsoreneinnahmen	0.00
Werbeeinnahmen Abschlagschilder	0.00
Werbeeinnahmen Anzeigen	0.00
Werbeeinnahmen Golfcarts	0.00
Sonstige Werbeeinnahmen	0.00
Werbung und Sponsoring gesamt	0.00
C.7 Sonstige Einnahmen aus Vermietung	
Caddieboxen	0.00
Mattengeld für Golflehrer	0.00
Umkleidespinde	0.00
Golfcarts	0.00
Ziehtrolleys	0.00 <b>0.00</b>
Sonstige Einnahmen aus Vermietung gesamt	0.00
C.9 Gastronomie	
Umsatzerlöse Food	0.00
Umsatzerlöse Beverage	0.00
Gastonomie gesamt	0.00
C.10 Pro Shop	
Umsatzerlöse Schlägerverkauf	0.00
Umsatzerlöse Sonstige	0.00
Pro Shop gesamt	0.00

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You can find information and forms for the comparison of operations of the Federal Association of Golf Courses here on the BVGA homepage:

</ignore>BVGA Company comparison