

The Contribution of Golf to the State of Indiana

2022 IMPACT REPORT

ECONOMIC / ENVIRONMENTAL / QUALITY OF LIFE

**SUMMARY
REPORT**



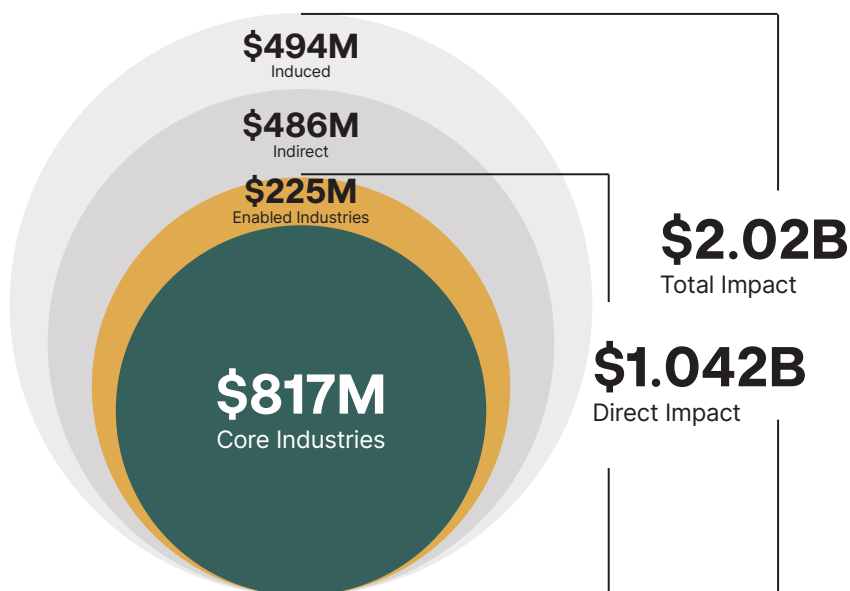
**Your Link
to the Game**

SUMMARY REPORT

ECONOMIC CONTRIBUTION TO THE STATE OF INDIANA

"The Crossroads of America." Indiana's official state motto could just as easily pertain to its extensive golf footprint, as the Hoosier State ranks just outside the Top 10 in total United States golf supply and has ties to names within the game that extend from Alice Dye to Fuzzy Zoeller.

Golf is a significant driver of economic activity across the State of Indiana through direct operational expenditures and capital investment, as well as the attraction of golf tourism, golf-related retail spending and new home construction in golf communities. Golf indirectly supports other Indiana businesses that serve and supply golf courses, drive tourist spending and support sales by retailers. Celebrated professional and amateur golf tournaments that are held in Indiana on occasion generate direct economic impact and add to the State's profile and overall appeal, while the thousands of annual events held at the State's golf facilities serve as valuable fundraising vehicles for a wide array of charities and foundations.



Direct Impact

Golf Economy Total Direct Expenditures

\$1.042B

Total Contribution



Economic Impact

\$2.022 B



Employment

23,317 Jobs



Wages and Benefits

\$612.6 M



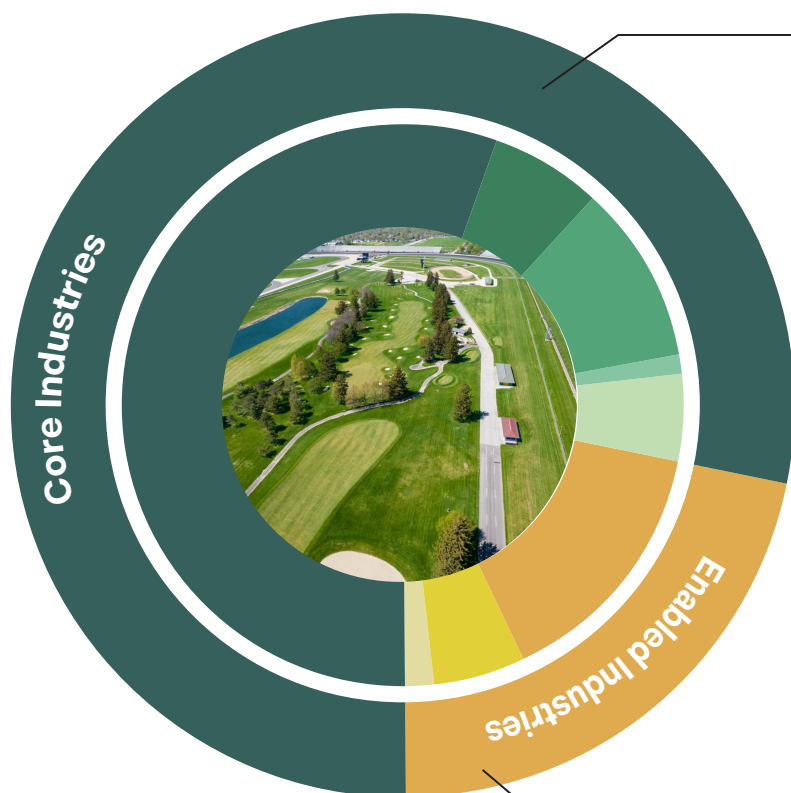
State & Local Taxes

\$147.2 M

SUMMARY OF ECONOMIC CONTRIBUTION

TOTAL ECONOMIC CONTRIBUTION OF THE GOLF SECTOR
STATE OF INDIANA

\$1.042B



\$816.9M

\$579.8M
Golf Facility Revenue*

\$67.3M
Capital Investments

\$107M
Golf-related Supplies**

\$12.4M
Tournaments & Associations

\$50.4M
Charitable Events

OTHER KEY TAKEAWAYS

368
Golf Facilities

8.6M **~554K**
Rounds in 2021 Individual Golfers

54%
Golf Facilities made a Capital Improvement

166
Golf-related Companies

72
Golf Associations or Non-profit Organizations

158K
Overnight Trips

3,750
Charity Golf Events

\$225.1M

\$152.9M
Golf Tourism

\$57.4M
Golf-Related Residential Construction**

\$14.8M
Property Tax Impact***

*Revenue from golf facility operations including on-course merchandise sold.

**Total retail sales do not include on-course merchandise sold.

*** Property tax impact of \$14.8 million is the net gain for local taxing authorities

GOLF CONTRIBUTION HIGHLIGHTS

Golf continues to be in a leadership position compared to many recreation activities in Indiana. In addition to the economic contribution noted above, there are other impacts that golf has on the State of Indiana, including:



Golf provides upwards of **37,000 acres of green space** within the State and provides affordable outdoor recreation to tens of thousands of Hoosiers.



Nearly all (**81%**) of Indiana golf facilities offer a **junior golf program**, while **57%** report hosting scholastic golf, military and veterans' programs and **25%** report participation in First Tee programming.



Indiana has **55 separate locations** that host an active First Tee program, spread out over **18** separate metro areas with the State.

An estimated **3,000 children participated in a First Tee program** somewhere in the State in 2021. This program is actively making new investment to serve children from a variety of socioeconomic backgrounds, providing them with training of both mind and body in the values of honesty, integrity, and perseverance.

GOLF'S IMPACT ON THE QUALITY OF LIFE IN INDIANA

Golf courses can elevate the quality of life in communities in which they are present by helping to improve the health and well-being of citizens and by providing an outlet for youth activities and programming.

As 82% of the State's 368 golf facilities are open to the public, many Indiana golf courses are providing affordable outdoor recreation to more than half a million Hoosiers.



80%

of golf facilities hosted a charitable event in 2021

GIVING

Approximately 80% of golf facilities in Indiana held a charitable event in 2021. Along with professional golf events from the Senior LPGA and Korn Ferry Tour, as many as 3,752 local golf charity tournaments raised an estimated total of \$50 million in charitable contributions through active fund-raising.



531 to 2467

calories burned walking 18 holes

LIVING

While golf is an industry with economic importance, the game also supports the health and well-being of roughly one in thirteen Americans. A study released in June of 2019 concluded that spending 120 minutes or more per week in nature is positively correlated with well-being.

