

## **Survey Findings**

### **Services Offered:**

63% of peer group faculty clubs serve dinner. Cornell's does not.

84% of peer group clubs offer table service at lunch. Cornell's does not.

79% of peer group clubs have parking available. Cornell's does not.

### **Cost to Members:**

Median annual dues at peer group clubs is \$169. At Cornell, annual dues are \$74.

Median lunch check at peer group clubs is \$10. At Cornell, it is \$5.

### **Faculty Perception of Value/Price:**

35% of eligible faculty in the peer group belong to their faculty club, as opposed to 12% at Cornell.

### **Finances:**

Operating losses in 90% of peer group clubs are offset by revenues from functions. Cornell's club is excluded from this opportunity.

Only half of peer group clubs receive a subsidy.

### **Summary:**

To the question "On a scale from 1 to 10, where 1 is nearly moribund and 10 is healthy and thriving, how would you rate your club", the median answer by the peer club managers was 8. Cornell's manager's response was 2.

## **Conclusions**

1. The quality of services offered by Cornell's faculty club is so low that despite low price levels, it cannot attract the level of participation of peer faculty clubs.
2. 18 out of 19 peer faculty clubs are considerably healthier than is Cornell's.
3. The relationship between the Hotel School and the Statler Club is probably at the root of the Statler Club's difficulties.
4. Small incremental changes will not solve the problem.

## **What's Needed**

1. Administration resolve to create a Faculty Club consistent with the quality of Cornell's faculty.
2. The Administration should appoint a committee (with sufficient support) to examine the problem, and propose a solution.