



Golf Club Benchmarks

Annual Membership Pricing

STANDARD Membership	\$2,300.00 per course (m)
BASIC Membership	\$500.00 per course (m)

Additional Users	\$500.00 per user (m)
Onetime setup	\$500.00 per course (m)

(m) Multi-Year and Multi-Course Pricing is Available

Benchmark Reports	BASIC	STANDARD
Best-in-Class Benchmark Report Card * **	X	X
Annual Benchmark - Financial *		X
Annual Benchmark - Operations / KPIs **		X
Annual Benchmark - Financial Opportunity (o)		X
Annual Benchmark - Includes Regional and National Averages * **		X
Year over Year - My Course	X	X
Year over Year - My Region		X
Year over Year - Industry		X

(o) Fin'l Opportunity computes the dollars added to your profitability if your Financial Benchmarks meet the National Avg.

* Benchmark - Financial Metrics	BASIC	STANDARD
Golf Operations Breakdown: Revenue, COGS, Net Margin	X	X
Food and Beverage: Revenue, COGS, Net Margin	X	X
Retail Merchandise: Revenue, COGS, Net Margin	X	X
Golf Course Maintenance: Expense	X	X
Clubhouse & Administration: Expense	X	X
Net Income	X	X

** Benchmark - Operations / KPIs Metrics	BASIC	STANDARD
Real Estate - Acres, Holes, Maintenance Cost per Acre	X	X
Number of Employees - Golf Shop (Full and Part Time)	X	X
Number of Employees - Grounds (Full and Part Time)	X	X
Water Expense	X	X
Rounds / Starts - Played	X	X
Rounds / Starts - Playable Starts (Weather Computed)	X	X
Rounds / Starts - Utilization Percent (Played ÷ Playable Starts)	X	X
Revenue Per Start / Average Daily Rate (ADR)	X	X
Weekend Rack Rate	X	X

For additional pricing information contact mike@greenlightadvisors.com or call 312-719-0308, ver.June_2024