



Golf Club Benchmarks

Annual Membership Pricing

STANDARD Membership **\$2,300.00** *per course*

BASIC Membership *(100% credited toward upgrade within 90 days)* **\$750.00** *per course*

Additional Users **\$500.00** *per user*
One-Time Onboarding Fee **\$500.00** *per course*

Benchmark Reports	BASIC	STANDARD
Best-in-Class Report Card [™]	X	X
Annual Benchmark - Financials - by Region and Industry		X
Annual Benchmark - Operations / KPIs - by Region and Industry		X
Year over Year - My Course	X	X
Year over Year - My Region		X
Year over Year - Industry		X

Financial Benchmarks by Region and Industry	BASIC	STANDARD
Golf Operations Breakdown: Revenue, COGS, Gross Margin		X
Food and Beverage: Revenue, COGS, Gross Margin		X
Retail Merchandise: Revenue, COGS, Gross Margin		X
Golf Course Maintenance: Expense		X
Clubhouse & Administration: Expense		X
Net Income		X

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

For additional pricing information contact mike@greenlightadvisors.com or call 312-719-0308, ver.Feb_2026