



# Golf Club Benchmarks

## Annual Membership Pricing

<b>STANDARD Membership</b>	<b>\$2,300.00</b>	<i>per course</i>
<b>BASIC Membership</b> <small>(100% credited toward upgrade within 90 days)</small>	<b>\$750.00</b>	<i>per course</i>
Additional Users	\$500.00	<i>per user</i>
One-Time Onboarding Fee	\$500.00	<i>per course</i>

<b>Benchmark Reports</b>	<b>BASIC</b>	<b>STANDARD</b>
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

<b>Financial Benchmarks by Region and Industry</b>	<b>BASIC</b>	<b>STANDARD</b>
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

  

<b>Operations Benchmarks by Region and Industry</b>	<b>BASIC</b>	<b>STANDARD</b>
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](mailto:mike@greenlightadvisors.com) or call 312-719-0308, ver.Feb\_2026