



Makefield GC Report thru May 31, 2026

Administration

- (Mgt Team to Review)
 - January – May 31, 2026 Financials Highlights:
 - **2026 Rounds played thru 5/31 are 13,321 rds**
 - **vs 13,849 in 2025 (-528) (Wet Memorial Day Weekend)**
 - **2026 Green Fees & Cart fees thru 5/31 \$724,627**
 - **Vs Budget \$752,494 (-\$27,867)**
 - **2026 Merchandise Total thru 5/31 \$71,655**
 - **Vs Budget \$66,650 (+\$5,005)**
 - **COGS 26' = 61 % vs Budget COGS 75%**
 - **2026 Driving Range thru 5/31 \$85,494 vs Budget \$85,000**
 - **2026 F&B thru 5/31 \$354,380**
 - **vs Budget \$311,900 (+\$42,480)**
 - **2026 Banquet Sales \$113,984 vs Budget Banquet Sales \$104,100**

Golf Course Update

- Public Tee Sheet booking – Golf Back booking engine (Non Resident only with dynamic Pricing)
- RFQ site visit from SFC on Tuesday, June 23rd
- MHGA Association May and June events WELL subscribed with Positive Feedback!
 - July 4th weekend, normal tee times but may offer a FLAG Tournament and BBQ offerings will be had in the grill. 250th Style!
- Ladies SUMMER Social in August will be promoting via email / social / ladies league players
- Top Tracer has been VERY active avg. 3-4 bookings per week and ONLINE reservations are being had when tee times are filled on course.
- (5) NEW Outing this Spring Very successful with Great reviews via Google and online!
- Golf Academy very Active with LAG clinics (Learning Adult Golf), Summer Camps and Clinics, Jr PGA League starting up along with our Girls on Course Program. MHGC recipient of a \$5,000 Grant for our Girls on Course Program, well done coach Joe and our Girls!!

F&B Update

- Bar & Restaurant Summer menu as of May 1st and summer hours as well.
- Friday Music Nights have started as of May 29th and food and drink specials offered.
- PGA Championship and US Open Championship WATCH PARTIES have been organized and well attended. Food and Drink specials offered.
- Banquets and Events very busy! In May we had 15 events booked, and in June we have 12 events with 1 Wedding in June!

Grounds Update

- Golf Course is in good shape even with the water challenges
 - Aeration went well which helped, hand watering greens more often, new wetting agent on the greens has helped.
 - Irrigation is a challenge with older sprinkler heads and electronics wearing out.
 - New Software is working Great!
 - New Staff members have been added and working out well



Marketing/Advertising

- See attachment for review, Cantor Design

Capital Update

- Capital Plan for 2026 continues forward as previously stated.