



Makefield GC Report thru September 30, 2026

Administration

- (Mgt Team to Review)
 - January – September 30, 2026 Financials Highlights:
 - 2026 Rounds played thru 9/30 are 39,262 rds
 - vs 39,719 in 2025 **(-457)**
 - 2026 Green Fees & Cart fees thru 9/30 \$1,983,059
 - Vs Budget \$2,048,273 **(-\$65,214)**
 - Vs 2025 \$2,108,111 **(-\$125,052)**
 - 2026 Merchandise Total thru 9/30 \$167,815
 - Vs Budget \$172,500 **(-\$4,685)**
 - Vs 2025 \$149,668 **(+\$18,147)**
 - COGS 26' = 68% vs Budget COGS = 76%
 - 2026 Driving Range thru 9/30 \$217,795 vs Budget \$201,000
 - 2026 F&B thru 9/30 \$938,155
 - vs Budget \$814,250 **(\$123,905)**
 - Vs 2025 \$847,772 **(+\$90,383)**
 - 2026 Banquet Sales \$333,071 vs 2025 Banquet Sales \$270,317 **(+\$62,754)**

Golf Course Update

- MHGA Association Highlands Cup will be played on Saturday, October 31. Looking forward to another great day of golf and competition. Another great year overall!
- Hosted 27 corporate outings during the year which was an increase of 7 NEW outings!
 - **PLEASE READ GOOGLE REVIEWS as customers have been extremely pleased with attention to detail from start to finish with our outings and events.**
- PGA HOPE Clinics being conducted in October with 10-12 veterans, very successful!
- PGA HOPE Event will be held on Friday, November 6th and currently have 22-4somes already
 - Philadelphia PGA Section is working with MHGC to create an Online Auction site for ALL the items donated for fundraising. Goal is to raise \$10,000
- Joe Garstka – Golf Academy Update 2026

F&B Update

- Banquets and Events transitioning to Offseason marketing and Holiday parties
 - Prime Rib nights and Trivia coming back this fall!
 - 8 events booked in October

Grounds Update

- Extremely WET month. 5 Sundays in a row with a rainout.
 - Golf NOW avg. for month of September is 3.92 rain days. 2025=2.67 2026=5.52
- Fairway Slit Seed project very successful as golf course is in really great condition overall.

Marketing/Advertising

- See attachment for review, Cantor Design