



## **CLARE GOLF & COUNTRY CLUB 2025 BUDGET SUMMARY**

### **2025 Budget and Financial Projection Summary**

This budget and projection do not reflect any revenues from government funding/grants (ie. Canada Summer Jobs)

Draft projections attempt to strike a balance between the increased cost of doing business while appreciating that our prime demographic is aging which will impact our growth in membership numbers in the coming years despite good uptake in new memberships.

Our strategy should be to maintain our membership base and continually improve the quality of our non-member experience through increased tee sheet & cart availability combined with improved F&B offerings to better align with our competitors.

### **2025 Budget assumes:**

1. Food and Beverage- The 19<sup>th</sup> Hole Restaurant will review all pricing, balancing increases from our suppliers with our competitors' pricing, to target a food cost percentage of 40%. Budget assumes a slight decline (10%) in overall Food and Beverage volumes, impacted by loss of associated Congress Mondial business and reduced contracted group/event business on the books for 2025.
2. 5% Increase on 2025 Memberships and Member Services pricing and status quo on volumes of all paid memberships.
3. 5% Increase in Golf Services and Green fee pricing. Budget assumes that revenues driven by price increases will be offset by associated loss of Congress Mondial business and reduced contracted group/event business on the books for 2025. We can expect that we will recoup some business displaced by 2024 business volumes, but we must be cognizant that the weather in 2024 was also far better than average with far fewer closures and cart path restrictions.
4. We have budgeted a 2% cost of living increase in labour (and 4% minimum wage increase as legally required). Please note that the minimum wage will increase by a further 5% in October 2025. We are budgeting for our labour costs to be 45% of overall revenues and will meet this target by reducing staffing levels (and potentially service levels) in the Pro Shop predominantly. This same metric was 48% in 2024 and 54% in 2023.
5. Budget assumes a 2% increase in all expense lines.

### **Revenues:**

#### **2024 Non -repeating Business**

- June- Dartmouth Seniors bus tour
- June- Wedding reception
- June- Terra Fondo

- June- D'entremont Invitational
- July- Golf Nova Scotia (NSGA) Junior Boys and Girls
- July/August- Congress Mondial

**2024 Repeating Business:**

- All Member/club hosted events/tournaments are scheduled to repeat in 2025.
- July- Curling Club Fundraiser
- July- Tentative - Make-A-Wish Foundation tournament.
- July/August- Amero Golf Group
- August- Belliveau Motors/ Clare Health Centre Fundraiser
- August- Les Loups (ESDC) Fundraiser

**2025 New Business:**

- No new large group business on the books as of March 2025.
- 1 small catering group event in May (still early for one-off golf group and catering requests)

**Expenses:**

**2024 non-repeating expenses:**

- Kitchen Stove repair
- Concrete Curbs- Fuel Tank protection

**2025 Budgeted expenditures:**

- AC unit repair (pro shop/locker room)
- Hydraulic door closure repairs- steel doors
- Company truck repair
- Tee-Sign printing- 3 or 4 new sponsor signs/ Golf Course Signage- Pace of Play
- Wall of Fame completion
- Restaurant table treatments
- Paint for off-season projects