



CLARE GOLF & COUNTRY CLUB 2026 BUDGET SUMMARY

2026 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, being competitive in the marketplace and recognizing the contributions and financial limitations of our membership base.

Our proposed strategy is to maintain our membership base while continually improving the quality of our member and non-member experience through strategic tee sheet management and improved F&B offerings to better align with our competitors.

2026 Budget assumes:

1. Food and Beverage- The 19th Hole Restaurant will review all pricing, balancing increases from our suppliers with our competitors' pricing, to target a 48% margin or better. Budget assumes an increase to overall Food and Beverage volumes, impacted by expanding our hours of operation by another hour into the evening and opening 1 month earlier than usual. We see continued growth in the local market and have established a good reputation for quality products and service at a fair price. The local market has lost two popular restaurants since 2024, increasing demand. This budget also assumes the return to off-season holiday parties and group business. (November/December)
2. 5% Increase on 2025 Memberships and Member Services pricing and status quo on volumes of all paid memberships.
3. A \$100.00 increase in the cost of golf shed rentals (From \$300 to \$400). This is to remedy an undercharged service and reflect the true market value of unit rentals (storage rentals on the low end are minimum \$600.00 annually).
4. 5% Increase in Golf Services and Green fee pricing. Budget assumes status quo on business volumes based on history and business currently on the books.
5. Increase in tournament revenue reflects recognizing monies for the rebuilding of on course shelters.
6. We must recognize that the weather was exceptionally favorable in 2024 and 2025 high season. Our ability to manage the tee sheet strategically during favorable periods, react quickly to changing business conditions and to pivot into Food & Beverage business that is not tied to golf, will help insulate us further from the impacts of poor weather.
7. Retaining and recruiting skilled labour continues to be a challenge. Necessary increases for skilled positions have been built into the budget along with the legally required increases to minimum wage. We are budgeting for our labour costs to increase to 47% of overall revenues.

This same metric was 45% in 2025, 48% in 2024 and 54% in 2023. 36K of the proposed 60k YOY increase reflects extension of food and beverage hours and operating season (pre/post season).

8. Budget assumes a 2% increase in most expense lines (taxes, insurance, utilities) and accounts for anticipated purchases (noted below) in R&M and Supplies expenses. An additional 5k buffer has been included in the R&M line reflecting anticipated fuel price increases.
9. Capital Purchases
 - a. Propose budgeting for used truck (used \$25k as guideline) in 2026 vs. outlay of funds required to pass safety and upkeep plus the eventual need to purchase a replacement. This assumption has been included in depreciation numbers.
 - b. Propose planning for Golf Cart purchases/replacement of aged club cars in 2027 and 2028. This will mean limping through with our existing fleet this season and reducing inventory vs. incurring repair costs on those aging units.

Revenues:

2025 Non -repeating Business

- May- CDMHA Closing Banquet
- July/August - Recreation Dept. lunches

2025 Repeating Business: * smaller tentative tournaments can be replaced by other group/Green Fee business if they don't fulfill (prime space)

- All Member/club hosted events/tournaments are scheduled to repeat in 2026.
- July- Curling Club Fundraiser
- July/August - Tentative - Make-A-Wish Foundation tournament.
- July- Belliveau Motors/ Clare Health Centre Fundraiser
- August- Tentative- Les Loups (ESDC) Fundraiser

2026 New Business:

- March-November – Clare Ukulele Players (CUP)- once monthly public performance space- anticipated meals/drink for 100 + and introduction to new clientele.
- April- PGA coach clinic- room rental/meals
- May - Golf Group – May 30th- 30+ golfers with meals
- May - Quilters Retreat- May 28th- Catering (50 + people)
- June- Prom/Grad Party- meals 60 people
- August- Bus tour – meals for 50 people
- August- 50th class reunion- meals for 50+ people

Expenses:

2025 non-repeating expenses R&M and Supplies:

- Security System refit
- Alarm Panel replacement
- Wall of Fame
- Electrical work- laundry
- Kitchen Supplies (china/fridge storage rack & Rolls/pans/catering equip & linens etc)

- Hydraulic Door Closure repair
- Golf Clubs (rentals)

2026 Budgeted expenditures R&M and Supplies:

- Freezer Door Replacement
- Maintenance Tools
- Replacement discs for ball picker
- Replacement stance mats
- Training Costs (pesticide application)
- Additional propane costs for kitchen (season extension- April)