



- **Peak green fees** at public courses have increased **16% since 2020**, driven by higher demand and increased input costs.<sup>2</sup>
- **Average 18-hole maintenance budget: \$999,585**, with elite courses exceeding **\$1.5 million**.<sup>3</sup>
- **Labor** comprises **57–60%** of maintenance budgets; water, fuel, fertilizer, and equipment have also risen significantly.<sup>36</sup>
- **Venue surcharges** (closure fees, F&B minimums, event security, and insurance) have all increased post-COVID and have grown at similar or higher rates.

These cost pressures are magnified by hosting at two top-ranked, major-championship venues. The realities underscore the importance of higher participant pricing to preserve event quality and mission yield.

### 2.3 Venue Premium: Top 100 Course Standard

Club	Initiation Fee	Annual Dues	Notes
Oak Hill CC (2024)	\$78,000–\$100,000 <sup>4</sup>	\$27,000+	Among the most storied clubs in the U.S.; multiple major-championship host venue <sup>7</sup>
Baltusrol Golf Club (2026)	~\$150,000 <sup>5</sup>	~\$18,500	Host of multiple major championships <sup>8</sup>
Oakland Hills CC (2027)	\$125,000 <sup>6</sup>	\$21,260	Top 20 U.S. Course

Hosting at elite venues carries **substantially higher direct expenses** (closure fees, F&B minimums, and operational surcharges), but also elevates the perceived and philanthropic value of participation.

## 3. Benchmarking: Comparable Premium Charity & Pro-Am Events

The proposed **\$7,500 standard rate** remains below comparable charity and pro-am events held at similarly prestigious venues:

Event	Venue	Price per Player	Key Notes
Nexus Cup	Liberty National (NJ)	\$15,000+	Invitational charity hosted by Tiger Woods; benefits youth golf programs <sup>9</sup>
Tiger Woods Invitational	Pebble Beach (CA)	\$12,500–\$15,000	Celebrity pro-am benefitting the TGR Foundation <sup>10</sup>
Zurich Classic Pro-Am	TPC Louisiana (LA)	\$7,000–\$10,000	Major PGA TOUR Pro-Am; corporate sponsor event <sup>11</sup>
RBC Heritage Pro-Am	Harbour Town Golf Links (SC)	~\$7,000	PGA TOUR charity event <sup>12</sup>

### Takeaway:

A \$7,500 price point is *positioned conservatively* relative to market peers, offering a premier experience at below-industry-average pricing and remaining competitive yet value-forward. It undercuts the Nexus and Tiger Invitational by 40–50%, offering a strong ROI for donors and sponsors.

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## 4. Financial Modeling: 30% Expense Ratio (70% Mission Yield)

Adopting a **30% expense ceiling** formalizes fiscal discipline while scaling impact.

- *Expense (E) = 0.30P*    and    *Net to Mission (N) = 0.70P*

Tier	Price	Expense (30%)	Net to Mission (70%)	Incremental Mission Impact vs. Old \$5,000
Early Commit	\$6,900	\$2,070	\$4,830	+\$1,330 per participant
Standard	\$7,500	\$2,250	\$5,250	+\$1,750 per participant
Premium	\$9,000	\$2,700	\$6,300	+\$2,850 per participant

A full foursome at the standard rate yields **\$21,000 to the mission**, compared to roughly \$11,000 under the prior pricing structure.

This 70% return standard will be maintained across all future sites.

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## 5. References

1. U.S. Bureau of Labor Statistics (CPI-U, FRED Series CPIAUCNS): +44% inflation, 2011–2025.
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3. GCSAA 2024 Maintenance Budget Survey; USGA “State of Course Management” report.
4. *Golf Monthly* (2023): “How Can I Play Oak Hill Country Club?”
5. *Club Benchmarking Report: Private Club Economics* (2023) – Baltusrol.
6. Crain’s Detroit Business (2025): “Oakland Hills hikes initiation fee 30% as clubhouse rebuild continues.”
7. *Robb Report* (2024): “Inside America’s Elite Golf Clubs.”
8. *New Jersey Monthly* (2023): “Top Private Clubs and Membership Costs.”
9. *Nexus Cup Official Site* (2024): Event details and participant pricing.
10. *TGR Foundation* (2024): “Tiger Woods Invitational” participant overview.
11. PGA TOUR (2024): Zurich Classic Pro-Am registration materials.
12. *Hilton Head Sun* (2023): “RBC Heritage Pro-Am Overview.”