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NGCOA

REVENUE TRACKER

March 2021

\$Revenues	%C from 2020
MARCH	+180.8%
YTD	+59.0%
#Transactions	%C from 2020
MARCH	+143.2%
YTD	+50.7%

MONTH: revenues & transactions for the month [Mar 2021 vs. Mar 2020]
YTD: Cumulative revenues & transactions for the calendar year to Mar 31 [2021 vs. 2020]

Data is total Visa, MC, Amex & Debit volume from over 700 NGCOA Canada member facilities. Report does not include cash or cheque revenue.

\$Revenues	British Columbia	Alberta	Prairies	Ontario	Quebec	Atlantic
MONTH	+124.2%	+164.1%	+156.4%	+300.8%	+145.8%	+144.4%
YTD	+47.8%	+54.8%	+82.3%	+71.6%	+89.5%	+45.9%

#Transactions	British Columbia	Alberta	Prairies	Ontario	Quebec	Atlantic
MONTH	+106.2%	+157.5%	+144.5%	+241.4%	+109.1%	+163.4%
YTD	+61.4%	+37.8%	+43.5%	+34.7%	+79.4%	+57.8%

REPORT HIGHLIGHTS

March 2020 was the month that COVID was declared a global pandemic and first exerted its influence on golf revenues (*decrease of 36% over March 2019*) through government mandated closures. Fast forward to March 2021 and it is no surprise to see National Revenues come in at almost triple those of March 2020. The resurgence in demand for golf as being a safe recreational activity during the 2020 season appears to be translating into increased 2021 membership sales as well as early sales of April and even May tee times. Good weather in some areas of the country and early course openings could also be contributing to the tremendous increases being seen for March. The resilience of the golf industry and the ability of many courses to adapt their restaurant business into a takeout operation could also be another factor in these exceptional increases in March and the overall YTD increase of 59%.