

# 2026 Director Manager Dinner

**WEDNESDAY,  
APRIL 1, 2026**

Islington Golf Club

Cocktails at 6:00pm

Presentation at 7:00pm

Dinner at 7:30pm

**OUR GUEST  
SPEAKER**



**Chris Barron, CCM**

Vice President

Private Club Partnerships

Club Benchmarking

**“Operating Dues – The Foundation of every Private Club’s Financial Engine”**

In this presentation data will be presented showing the weight that operating dues carry in the private club financial model. Operating dues is the single income source that can build growth via compounding and represents nearly 80% of the funds that a club has to fund it’s fixed operation expenses. Additionally, there will be data presented showing that while non-dues revenue in clubs (guest fees, food and beverage, etc.) is significant, it is rarely a significant driver of “profit” in the private club business model. Data illustrating the importance of consistently “fueling the dues engine” is paramount for the financial well being of any private club.

Register: [admin@cmacontario.com](mailto:admin@cmacontario.com)

Charges: 72 hours cancellation required to avoid charges

Dress: Business Attire; jacket & tie encouraged; no denim

This event is open to all CMAC members who are encouraged to attend with a current club director.

