



20 April 2016

Mark Wiltshire Golf have been the management company at Humewood Golf Club for the past four years. In this time I have come to know them as an extremely professional and efficient company in all aspects of managing a golf club.

Humewood Golf Club found itself in a very precarious financial position four years ago. It was obvious that poor management at every level in the operational aspect of the club was the root cause of the problem.

Mark and his team proposed a six point recovery plan to us as a committee and then to the bank and I am pleased to report that this has resulted in a dramatic recovery of our financial position so much so that we are now making an operational profit for the first time in eight years!

Mark Wiltshire Golf understand the core business associated with running a golf club. This has resulted in us being able to identify where change was needed so as to affect a positive growth in the financials of the club. They set high standards and know what such standards should be and then ensure that those are met by keeping to the targets set.

Mark Wiltshire Golf have always been respectful of the powers of the committee at Humewood and have worked in tandem with us in achieving our goals. I have found them to be excellent "team players" and have enjoyed the inclusive manner in which they go about their business.

Mark Wiltshire Golf took over the management of the golf course as well in 2014 and have applied the same eye to detail here. The result is a course in excellent condition for the entire year and now recognized by Golf Digest as the 11th best course in South Africa and by Planet Golf as the 94th best course in the world! (The only South African course in the top 100 courses).

I have found the entire team honest, hardworking, respectful and extremely approachable. It has been a pleasure to work with such a professional team.

I can therefore unreservedly recommend Mark Wiltshire Golf to any golf club as a Golf Management Company that would certainly raise standards to new levels.

Yours sincerely

Dr John H. Black (President - Humewood Golf Club)

041-374 1557