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**NGCOA Mid-Atlantic Board Conference Call**

**2:00 pm, Thursday, March 30**

**Tyler Eastham, David Norman, Glen Byrnes, Bob Swiger, Mike Hatch, Ronnie Miles, Rick Rounsaville,  
Damon DeVito, Keith Miller, Mike Fentress, John Anderes, Don Ryder**

*Agenda*

1. Call to order – 2:03 pm – Bob Swiger
2. Antitrust Statement - *NGCOA Mid-Atlantic is a not-for-profit organization. The Association is not organized to and may not play any role in the competitive decisions of its members or their employees, nor in any way restrict competition among members or potential members. NGCOA MA clearly and unequivocally supports the policy of competition served by antitrust laws.*
3. Approval of Minutes – One correction was made – Motion carried to approve minutes by acclamation.
4. Treasurer’s Report – Glen Byrnes comments that everything is in good order. David has done a good job implementing the changes in dues with National.
   1. David Norman made additional comments on the treasurer’s report.
   2. Motion carried to approve minutes by acclamation.
5. Update from National
   1. Mike Hatch notes we are making headway partnering with allied associations on initiatives
   2. Mike Hatch notes TechCon in Las Vegas is gaining traction and the quality of content is very impressive
6. Government Relations Update – Ronnie Miles
   1. National Golf Day – April 26th
      * 1. 35 NGCOA representatives planning to be there – encourage our board to attend
        2. Total group over 160 people including affiliate organizations
        3. 30 Registered for the Inaugural Advocacy Forum on April 25th
           1. Focusing on Taxes, Environmental, and Labor
           2. Will send David Norman info on the forum, asking members for questions in the three categories of the issues
           3. Starts at 11:30 am to include a luncheon and awards ceremony.
        4. Finalizing the next quarterly impact statement
      1. Stays on Key Legislation
         1. Overtime Rule – in a stay with the courts
            1. Trump Administration has talked a lot about labor and helping employees; probably a modification to the overtime rule rather than reversal or abolition
         2. WOTUS – Also in the courts with a stay
            1. Reverts back to the original EPA rule which allows EPA to be subjective in water rulings and will probably create legal issues going forward
         3. PHIT Act – offers tax breaks for healthy lifestyles; has gotten support but is a budgetary issue
      2. Sugar Beverage Tax
         1. Concern because it is considered to be a floor tax, distributors charge the tax by the ounce and will push that fee to the retailer who must decide how much to absorb and how much to pass along to the customer. Philly is passing the tax to the customer.
         2. Up until now it has been a city tax.
         3. CA has tried to pass as a statewide tax and WV and IL are looking at this being a statewide tax
         4. Members are encouraged to engage in the local chamber of commerce and make sure the fully understand the impact to the community and consumer
      3. Volunteer Labor
         1. DOL is looking more into these issues and golf has a history of volunteer laborers
         2. Courses with volunteers are encouraged to know the law. By law they cannot be used as starters, marshals, cart attendants, or any regular employee position unless the course is a non-profit.
      4. Bartered Items
         1. FLA has hit some golf courses with paying back taxes on donated green fees.
         2. NGCOA would like to know if any of our courses have experienced this.
         3. NGCOA will inform members when they know more information.
7. Events
   1. Golf 2.0
      1. Co-op event with VSGA, MAPGA, CMAA, NGCOA-MA, VGCSA
      2. Great meeting with terrific networking
      3. Many said the #1 priority problem is recruiting “millennials” – it will be addressed at the next meeting on April 13th at Independence
      4. Damon DeVito notes that it was a well done event with a mixed group in the audience. Phil Owenby did a great job and everyone took some good points from the meeting. Mentioned the topic of budget cuts and how it is seen by the superintendent and vendors.
      5. Mike Hatch notes is was a great effort and will continue to build. It is good that NGCOA-MA is involved.
      6. Keith Miller comments it would be great to do something similar in the NOVA / MD area so they can be more involved. John Anderes and Rick Rounsaville express the same interest. John may be able to get something together at one of his clubs in Annapolis.
   2. Joint Meeting on June 12
      1. Williamsburg at Two Rivers Country Club
      2. Topic: Labor – will discuss H2B program
      3. Joint with CMAA and VGCSA. Some sponsors are lined up.
   3. Annual Meeting & VIP Party
      1. Looking to go to NOVA – Joel Gohlmann with BCG will host and is looking for a location
      2. We may be able to do VIP party at Trump National, depending on Annual Meeting location
      3. Mid-week in October with a similar date to last year
8. Membership Promotion and Admin Update
   1. Transitioned to Chapter accepting dues payments and promoting membership
   2. David Norman reports it is going well, National is helping us and are sending invoices on our behalf. We are accepting the dues and paying National their cut once every quarter
   3. Every time we get a payment, we must alert National.
   4. Worked with National to create a new membership brochure to highlight member benefits and includes an application. A personalized letter from Mike Bennett was sent to clubs inviting them to join.
   5. Board is open to prospective members calling board members for more info and to discuss the association
9. Partner Program Update
   1. We have $15,400 worth of partnerships sold – puts us ahead on sales, but we are slightly behind on collections due to timing
   2. David Norman recognizes and thanks all partners by name
10. Mid-Atlantic Golf Council – 2018 Regional Conference
    1. March 6, 2018
    2. Looking at Belle Haven CC in Alexandria
    3. Regional Conference similar to what the USGA used to run and generally attracted reps from clubs, GM, Superintendents, Club Presidents, Golf Professionals
    4. Talk about club issues
    5. We have commitments from Rhett Evans CEO GCSAA, Steve Mona CEO WGF
    6. We have invited Jay Karen CEO NGOCA, he is checking his schedule
11. Survey
    1. Last Year was the Health Care Benefits Survey
       1. Damon DeVito notes that legislatures have passed or are close to passing to allow associations to offer health care plans
          1. David Norman will look into it and ask Ronnie Miles.
    2. Rick Rounsaville suggests a Costs Survey. David Norman has a model from a VGCSA survey and will send an adapted draft. Rick will assist as needed.
12. Old & New Business
13. Adjourn – 2:50 pm