



# NGCOA Mid-Atlantic Membership

Serving Golf in Virginia, Maryland & Washington, DC

## Networking Communities and Conferences

The Accelerate digital platform puts you in the room with owners/operators who share the same challenges as you — a great place to seek solutions. The *Golf Business Conference* offers great networking and education.

## Advocacy

NGCOA and our Mid-Atlantic Chapter are on the job in DC, Richmond and Annapolis tracking issues that affect our members. NGCOA and allied associations support WE ARE GOLF and National Golf Day to protect our industry and business interests.

## Chapter Annual Meeting

The chapter's premier event is the NGCOA Mid-Atlantic Annual Meeting, held in the fall. It features great education with top speakers, networking, golf and a reception. The event includes a *VIP Party* and Awards recognition for Mid-Atlantic industry leaders.

## Smart Buy Marketplace

NGCOA works with key vendors to offer member-only pricing, rebates and value-added products and services. Savings can be substantial.

## Operating Solutions

NGCOA and our chapter combine to offer operating solutions to grow revenue and control costs. Some of our offerings include *Golf Business* magazine, the website [www.ngcoa.org](http://www.ngcoa.org), online manuals and articles, Golf Business Podcasts, *NGCOA* eLetter, online buyer's guide, email updates and tee time solutions. NGCOA is your advocate against third party resellers. In addition, members receive the Compensation & Benefits Survey results to aid in staffing.

## Regional Services

The NGCOA Mid-Atlantic Chapter represents courses in Virginia, Maryland and Washington, DC. In our region, the chapter publishes *Mid-Atlantic Golf Business* newsletter and produces educational meetings, great for networking. The website, [www.ngcoamidatlantic.org](http://www.ngcoamidatlantic.org) is also a great resource for news, member

directory access and for your free job postings. The chapter also collaborates with allied associations to produce joint events aimed at impacting your bottom line by \$10K or more. The chapter works with vendors through the Partner Program, to showcase companies engaged in supporting member clubs. The chapter does surveys periodically on important topics such as health care costs.

## Rounds Growth

NGCOA partners with allied associations to offer player development programs, such as "Get Golf Ready," "Drive, Chip & Putt," "PGA Junior League," "The First Tee," and "Women's Golf Day."

## Membership Perks

NGCOA members receive special perks from our allied associations, including free admission to championship golf events. Privileges vary, but in some cases guests are included. NGCOA membership also affords free admission to the PGA Merchandise Show, and the PGA Buying and Education Summit.

*"Superintendents, Managers, Golf Professionals, & Course Owners are all feeling the pinch from challenges to our industry. Only the NGCOA brings owners and their teams to the table to lead the way. Difference-making solutions are happening here to boost cash flow. Get involved. Bring problems. Enjoy solutions."*

— Damon DeVito, Affinity Management



Advocacy



SmartBuy



Annual Meeting



Official Magazine



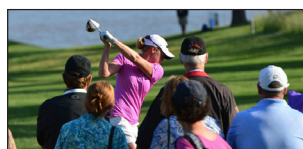
Awards



Education



Website



Membership Perks



VIP Party



Rounds Growth



Conferences



## National Golf Course Owners Association and NGCOA Mid-Atlantic Application for Membership

Golf Course/Company: \_\_\_\_\_

Street Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Mailing Address (if different): \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Owner Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email (required for members-only logins): \_\_\_\_\_

Primary Contact (if different): Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email (required for members-only logins): \_\_\_\_\_

Website: \_\_\_\_\_ Tax ID# (required for cash rebates): \_\_\_\_\_

• **Two-for-One Membership** – When you join, you become a member of both the NGCOA and the Mid-Atlantic Chapter. Together, we represent you on national and local issues, help you connect with peers, and provide educational and savings opportunities. Here's your first chance to save! Save 10% on membership dues when you choose a three-year membership.

### One-Year Membership Dues

9 Holes/Golf Range \$215  
 18 Holes \$395  
 27 Holes to 36 Holes \$595  
 3 – 5 Courses\* \$895  
 6 – 10 Courses\* \$1,795

\*Course = 18 Holes

### SAVE 10% - Three-Year Membership Dues

9 Holes/Golf Range \$580.50 (save \$64.50)  
 18 Holes \$1,066.50 (save \$118.50)  
 27 Holes to 36 Holes \$1,605.50 (save \$178.50)  
 3 – 5 Courses\* \$2,416.50 (save \$268.50)  
 6 – 10 Courses\* \$4,846.50 (save \$538.50)

### Type of Course (please select one):

Daily Fee  Semi-private  Private  Resort  Municipal  Military  Golf Range; Alternative Facility

If you operate more than one course, please attach contact information on all courses.

• **NGCOA Mid-Atlantic - Please check out the chapter's website at [www.ngcoamidatlantic.org](http://www.ngcoamidatlantic.org).**

• **Payment - Please enclose a check made payable to NGCOA MA or pay by credit card at [www.ngcoamidatlantic.org](http://www.ngcoamidatlantic.org).  
Mail (to address below) or email application ([dnorman008@gmail.com](mailto:dnorman008@gmail.com)).**

Total \$ \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp. Date: \* \_\_\_\_\_ MC/Visa last 3 digits on signature strip: \_\_\_\_\_

Credit Card Billing Address (if different from above): \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_