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**NGCOA Mid-Atlantic Board Conference Call  
2:00 pm, Tuesday, October 10, 2017  
Minutes**

Mike Fentress, Glen Byrnes, Rick Rounsaville, Keith Miller, Jonathan Ireland,  
Mike Bennett, Bob Swiger, Mike Hatch, Tyler Eastham, David Norman, John Anderes

Agenda

1. Call to order – 2:03 pm

*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.*

1. Approval of Minutes – Motion to Approve: Mike Bennett, 2nd: Mike Fentress - Approved
2. Treasurer’s Report – Glen Byrnes
   1. Partner Program is about $4,600 off of projection but additional dues support has made up for the revenue. We have a net increase in membership with new members joining in 2017.
   2. Dues revenue was budgeted based on the projection given to us by National office. It was a conservative budget, plus we had success marketing the membership plan to yield significantly more dues revenue.
3. Update from National
   1. Mike Hatch mentions that TechCon was successful and that National is ramping up for the Annual Conference in San Antonio
   2. Multi-Course Operators
      1. Currently MCOs pay a smaller fee based on the number of courses they have. Currently only $25 gets reimbursed to the affiliates for each course. National is discussing increasing that amount.
   3. Affiliate Relationships
4. Government Relations Update
   1. National Golf Day
      1. Very successful
      2. More meetings with congressmen than ever before.
   2. WOTUS
      1. This has been stayed and there is a national effort to make the rule go away.
5. Event Recaps
   1. Golf 2.0
      1. Four meetings have been held year-to-date at Independence GC in Richmond
      2. Very successful and valuable idea sharing
      3. It has been difficult to get participation during the season, hopefully we get more participation as the season slows down
   2. Joint Meeting with CMAA
      1. Two Rivers CC hosted and the meeting went very well
   3. TechCon
      1. David Norman attended and thought it was a fantastic event.
      2. It was very well received as a whole
6. Annual Meeting & VIP Party – October 17-18
   1. Annual Meeting – 18th
      1. Registration is slow thus far
      2. We need to boost participation – David Norman and Tyler Eastham will personally call and email prospects.
      3. Peter Hill of Billy Casper Golf is speaking – “State of the industry”
      4. Jay Karen – NGCOA CEO – “National update”
      5. Bob Helland – GCSAA Gov’t Relations “Government relations update”
      6. Greg Stenzel – MAPGA “Hiring Practices”
   2. Awards Presentation
      1. Private – Farmington
      2. Public – 1757 GC
      3. Sustainability – Belle Haven
      4. Mid-Atlantic Golf Leader – Wayne Nooe of Kingsmill
   3. VIP Reception on the evening of the 17th
      1. Putting contest will happen on the putting green
      2. Great event for networking
7. Mid-Atlantic Golf Council
   1. 2018 Regional Conference
      1. March 6th at Belle Haven Country Club, Alexandria
      2. Speakers – golf leaders will share their stories and insights on the state of the industry
         1. Jay Karen – CEO NGCOA
         2. Peter Bevacqua – CEO of PGA
         3. Rhett Evans – CEO GCSAA
         4. Steve Mona – CEO World Golf Foundation
         5. Working on a USGA representative
      3. The speakers will sit on a panel for the afternoon session of the meeting
8. Old & New Business
   1. 2018 NGCOA Conference & GIS (Feb. 6-8)
   2. Don Ryder has stepped off of the board. The board will need to elect a new board member in his place. Mike Bennett elects to defer making the selection until after the Annual Meeting so we can get a collection of good candidates to choose from. Bob Swiger commends Don for his outstanding service.
   3. We will begin promoting GIS after the Annual Meeting
9. Adjourn – 2:33 pm