**NGCOA Mid-Atlantic Board Conference Call**

**2:00 pm, Thursday, March 29, 2018**

David Norman, Tyler Eastham, Mike Bennett, Glen Byrnes, Mike Hatch, Damon DeVito, John Anderes, Ronnie Miles

**Minutes**

1. Call to order
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 – Approved by Acclamation
4. Treasurer’s Report – Approved by Acclamation
5. Update from National – Norman reported that the Golf Business Conference in San Antonio was successful. The MCO Retreat will be July 17-18 in Chicago and top resort operators will be invited. The new Director of Education Boots Gifford has been on board a few weeks and is working on *Golf Business* Magazine and education. TechCon is scheduled for October 10-11 in Las Vegas. The new Director of Marketing and Communications is Renee Flowers. There will be a key leaders meeting May 7-8 in Chicago between national and the affiliates.
6. Government Relations Update – Ronnie Miles reported that 130 are signed up for National Golf Day, which includes 31 from NGCOA. They are studying various issues in two buckets, Labor and Environmental: H2B, Stars Act, Overtime Rule, National Turfgrass Research, Endangered Species Act, PHIT Act, tax issues including the loss of the entertainment deduction, Opportunity Zones, Tip Management. He also commented on the Acushnet (Titleist) contract issue – they are happy to work one-on-one with clubs who do not agree with the terms of their sales agreement regarding property liens. He also noted that the quarterly *Impact Report* will now merge into a platform on Accelerate in a more timely fashion.
7. Event Recaps
   1. NGCOA Conference & GIS – The conference seemed to be on par with prior years, despite adding TechCon last year. The Celebration Dinner honoring the LPGA was terrific, and Nancy Lopez entertained the crowd with a “fireside chat.”
   2. Mid-Atlantic Golf Conference – great event with lots of insights from the national organizations about what is in the works for the future of golf. In discussions to do the meeting every year (rotate location between RVA and DC) or every other year. PGA is in line to speak again in 2019 if we have the conference again next year.
8. Upcoming Events
   1. National/Affiliate Strategic Planning May 7-8
   2. Joint Meeting May 14 at Farmington CC
9. 2018 Annual Meeting
   1. Location Suggestions:
      1. NOVA: Lansdowne, Trump National, Belle Haven,
      2. RVA: David Norman will work on a short list
   2. Preliminary Dates: October 24-25
10. Mid-Atlantic Golf Council
    1. Lobbyist discussion – Related experience by the superintendents in fighting and defeating a bill affect water in eastern Virginia. Brought about a discussion on the need for a lobbyist, perhaps to be co-funded by allied associations in the Golf Council.
11. Partner Update – doing well with renewals and have a new Diamond Partner
12. Membership – reviewed membership report – 8 brand new clubs and 18 past members rejoined in the past year.
13. Old & New Business
    1. D&O Liability Insurance through national is no longer offered
    2. Chapters must find their own D&O insurance. David Norman is scoping out costs
    3. What should the current fund balance be used for? Lobbyist, member recruitment, promotional materials, common issue for all members…?
       1. Member recruitment is a key to growing the association – maybe subsidize entries into the Annual Meeting/Golf Event for new member recruits or those that have not attended in the past 2-3 years.
       2. Damon Devito suggests forming a subcommittee to decide what to do with the funds – Damon and David Norman can discuss strategy.
14. Adjourn