



MID-ATLANTIC

NGCOA Mid-Atlantic Membership

Serving Golf in Virginia, Maryland and Washington, D.C.

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 *NGCOA Conference & Golf Industry Show* offers great networking and education. The new *TechCon* event keeps you up-to-date on the latest industry technology.

Advocacy

NGCOA and our Mid-Atlantic Chapter are on the job in DC, Richmond and Annapolis tracking issues affecting 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.

Purchasing Network

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, online manuals and articles, distance learning (webinars), *NGCOA Circuit* eLetter, online buyer's guide, email updates and tee time solutions. NGCOA is your advocate against third party resellers.

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 is also a great resource for news, member directory access and for job postings. The

chapter also collaborates with allied associations to produce joint events like *Golf 2.0*, 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 the PGA of America to offer player development programs, such as "Get Golf Ready," "Drive, Chip & Putt" and "Women's Golf Month."

Membership Perks

NGCOA members receive special perks from our allied associations, including free admission to championship golf events, such as the PGA Championship, The PGA Senior Championship and LPGA events. Privileges vary, but in some cases spouses and children are included. NGCOA membership also affords free admission to the PGA Merchandise Show.

"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



Awards



Official Magazine



Education



Annual Meeting



Rounds Growth



Membership Perks



VIP Party



Website



Conferences



NGCOA

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 NGCOA Mid-Atlantic. 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* \$820
- 6 – 10 Courses* \$1,650

* 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* \$2,214.00 (save \$246)
- 6-10 Courses* \$4,455.00 (save \$495)

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.

◆ **Mid-Atlantic GCOA - Please check out the chapter's website at www.ngcoamidatlantic.org.**

◆ **2015 Compensation & Benefit Report – Compare your data to your peers and know where your facility stands.**
 \$225 – Please send me the 2015 report.

◆ **Free Manuals – Download these titles in the NGCOA Bookstore at www.ngcoa.org.**

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| Guide to a Profitable Food & Beverage Operation | 51 Ways to a More Profitable Golf Operation |
| Pace of Play | 51 Ways to Legally Protect Your Golf Course |
| Successfully Marketing Your Golf Course | 51 Ways to Increase Customer Retention |
| How to Buy and Sell a Golf Course | Internet Marketing: Your Course Online |

◆ **Payment - Please enclose a check made payable to NGCOA Mid-Atlantic or pay by credit card at www.ngcoamidatlantic.org.
Mail (to address below) or email application (dnorman008@gmail.com).**

Total (Membership Dues + optional 2015 Comp/Ben Report) \$ _____

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

Credit Card Billing Address (if different from above): _____

Name on Card: _____ Signature: _____

Auto Renew Option →

Please automatically charge my credit card (**account number encrypted**) every due date.
Saves time and paper!