

NORTH CAROLINA GOLF BUSINESS

A Message from Our President

Spring 2026

A Good Time to Be in the Golf Business....

In 2023, a friend of mine had the opportunity to buy a golf course and sought my opinion as a golf course owner/operator. My reply was short and simple, "it's a good time to be in the golf business!"

My involvement with the National Golf Course Owners Association (NGCOA) began in 2009, when the outlook for golf was not as bright. My family had built Verdict Ridge Golf & Country Club, on a 500-acre tract located 22 miles northwest of Charlotte, NC. The area had yet to see the push for housing expand into that market, so we were golf "pioneers." Our club had a little more than 250 members and was operating as a semi-private facility. We were confident we had built a great golf course but needed to find a way to be sustainable until the economy, housing and golf recovered. I reached out to Del Ratcliffe, who was well known in Charlotte golf and a champion of NC golf in general. It was at that meeting that Del gave me helpful insight and suggested our club join the NGCOA and is still one of the best value decisions for my club.

Whether you are a single course operator, a multi-course operator or a General Manager that answers to a Membership Board of Directors, it is nice to have others in the industry you can bounce ideas off and share experiences to support your decisions. That has been my experience for the past 17 years as a member of the National Golf Course Owner's Association (NGCOA) and over the past decade as a member of the NC Board. There is so much going on behind the scenes to keep NC golf as an economic driver for the state. In recent years, our Board has tackled issues such as ensuring every club across all 100 North Carolina counties is taxed properly by its county per NC law. We have lobbied to protect water rights in cooperation with the Golf Course Superintendents Association and worked with the NC Governor to keep Golf Open during the Covid pandemic. Everyone reading this knows how important those issues are for golf, particularly the renewed interest in golf that has continued in the years after the pandemic.

A Good Time to Be In the NCGCOA...

Today, I have the pleasure of serving on the NC Board with Kelly Miller of Pine Needles Resorts, Mark Stewart of Tobacco Road, Tim Tilma of Sandpiper Bay Golf & Country Club and Del Ratcliffe of Pinnacle Golf Properties. I am humbled to serve alongside these business leaders but even more appreciative they are down to earth and willing to give their time for the benefit of fellow owners & operators. We are seeking other owner/operators across our state to be part of our Board, in particular Western North Carolina. We invite you to join us at the annual meeting in early November at Pine Needles. We will discuss the current issues the Board is working on as well as round-table discussions with fellow owners to help your business. Yes, "It is still a good time to be in the golf business," and through the NC GCOA we are working to make it even better. For a full list of the resources available as part of membership, please visit the website at www.ncgolf.org.

Finally, we are proud to announce the first Hurricane Helene recovery grant of \$5,000 has been awarded by the NCGCOA to Asheville Municipal Golf Club, which to this day only has 9 holes back open for play. More grants will be awarded in the weeks and months ahead to help fellow NC Mountain clubs recover.



Scott Knox
NC GCOA President



A publication of the
North Carolina Golf
Course Owners
Association Chapter

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Not a NCGCOA Partner?

<https://cdn.cybergolf.com/images/1917/NC-Partner-Brochure-2025.pdf>

North Carolina GCOA News

Why Join NC GCOA?



Joining the North Carolina Golf Course Owners Association means becoming part of a network focused on helping golf facilities become more productive, efficient, and profitable. As an affiliate of the NGCOA, NC GCOA connects owners and operators

to advocacy, education, networking, and business resources that support the success of golf courses across the state.

Membership offers practical value in several ways. NC GCOA highlights networking opportunities through statewide events and the NGCOA Accelerate platform, giving members a way to connect with fellow owners and

operators, share ideas, and learn from one another. Members also benefit from the chapter's Annual Meeting, which features education, business updates, golf, and peer interaction with industry leaders from across North Carolina.

In addition, NC GCOA promotes access to broader business tools and national NGCOA benefits, including educational resources, industry insights, and group purchasing programs designed to impact a facility's bottom line. The chapter website also points members to useful tools such as news, directory access, employment postings, and government relations information.

At its core, NC GCOA membership is about having a stronger voice and better resources for your facility. Whether you are looking to stay informed, build industry relationships, access member savings, or keep up with issues affecting golf business in North Carolina, NC GCOA is positioned to help.

[JOIN](#)



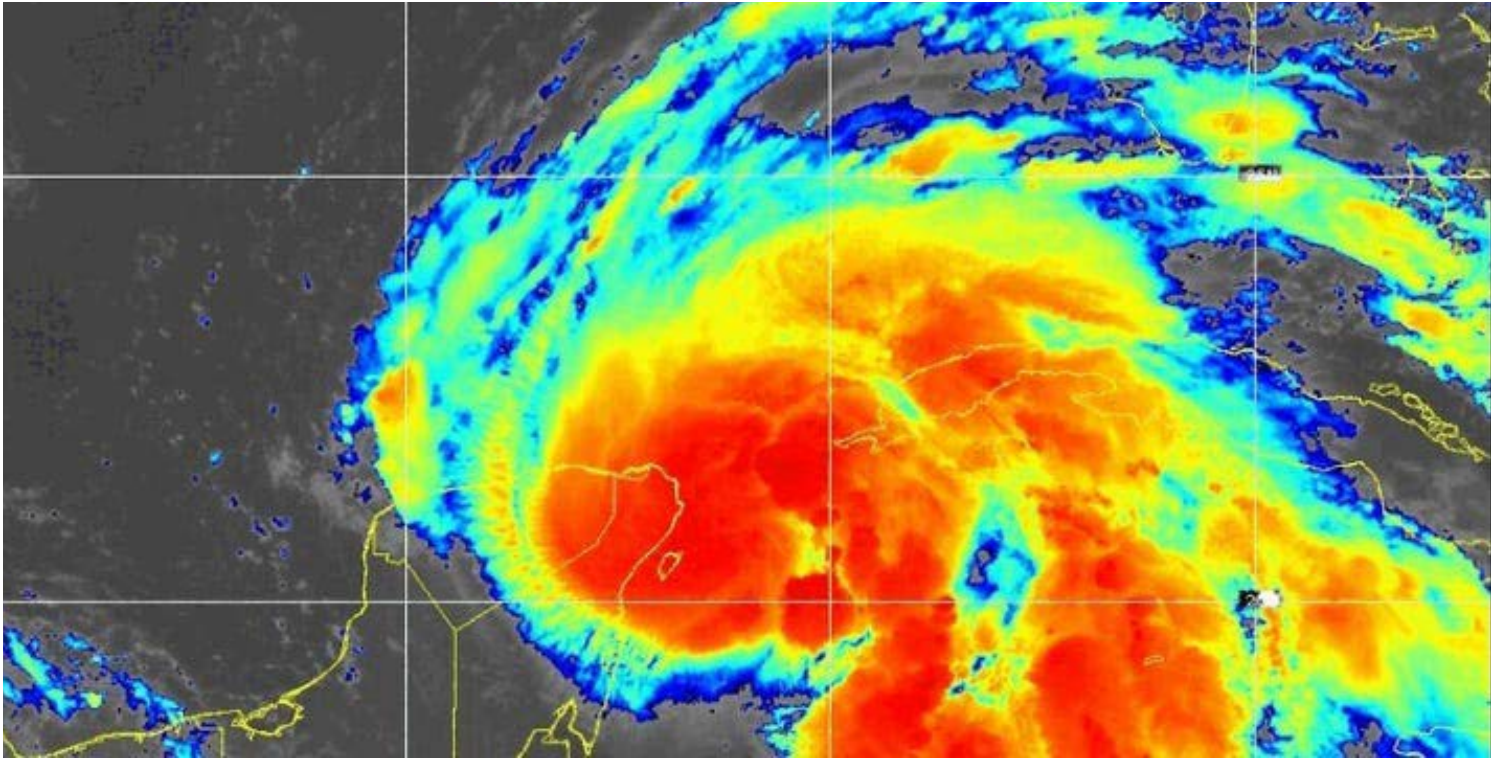
North Carolina GCOA News

NC GCOA Member Benefits

- ✔ **Networking Opportunities** – Connect with fellow golf course owners and operators through the [NGCOA Accelerate](#) platform and statewide events.
- ✔ **Annual Meeting (November 2026)** – Gather with industry leaders for education, business updates, and peer networking.
- ✔ **[Golf Business Conference](#)** – Access to national-level education, trends, and industry insights.
- ✔ **[Golf Business Podcast & Educational Resources](#)** – Ongoing learning to help you operate more efficiently and profitably.
- ✔ **Legislative Advocacy** – Representation at the state and national levels to protect and promote the business interests of golf course owners.
- ✔ **[Smart Buy Marketplace](#)** – Exclusive discounts and rebate programs from trusted industry partners.
- ✔ **Manufacturer Rebates** – Potential rebates from Toro, RainBird, Pepsi, Yamaha, and other participating companies.
- ✔ **[Compensation & Benefits Report](#)** – Access to industry benchmarking data to support staffing and budgeting decisions.
- ✔ **[Complimentary PGA & LPGA Tickets](#)** – Free tickets to select professional golf events when available.
- ✔ **Hurricane & Disaster Relief Support** – Access to emergency assistance programs when needed.

North Carolina GCOA News

NC GCOA Continues Hurricane Helene Relief Effort



In the wake of Hurricane Helene, many golf facilities across Western North Carolina faced severe flooding, major property damage, and significant operational disruption. To help support recovery efforts, the North Carolina Golf Course Owners Association launched the Hurricane Helene Relief Grant Program to provide direct assistance to affected courses and golf industry businesses. The program remains open, and NC GCOA is continuing to accept applications from facilities still working through storm-related recovery.

One of the first facilities to receive support is Asheville Municipal Golf Course, which experienced devastating flood damage. According to its application, Hurricane Helene completely flooded and

wiped out the front nine holes, damaging greens, tee boxes, irrigation, cart paths, a course restroom, and other structures. The facility is currently operating as a 9-hole course while recovery continues.

NC GCOA wants affected facilities to know that this effort is ongoing. Even if a course has already completed some of its cleanup and repair work, applications are still encouraged. Relief funds may be used for storm cleanup, course restoration, infrastructure recovery, equipment repair or replacement, and other documented hurricane-related expenses. Applications should be submitted by

the golf course owner or operator, and NC GCOA membership is not required to apply.



[**Apply Now**](#)

North Carolina GCOA News

Golf Inc. Strategies Summit 2026: A Valuable Opportunity for Owners and Operators



Golf course owners and operators looking to stay ahead of the curve should have the Golf Inc. Strategies Summit 2026 on their radar. Set for September 29–October 1, 2026, at The Westin Hilton Head Island Resort & Spa in South Carolina, the summit is built specifically for golf business leaders who want practical ideas, valuable connections, and fresh perspective on the future of the industry.

This is more than just a conference — it is a chance to learn directly from top industry professionals and peers facing many of the same challenges and opportunities. The event is expected to feature 80+ presenters, 25+ education sessions, and 8+ networking events, giving attendees a strong mix of business insight, operational takeaways, and meaningful conversations with other decision-makers in golf.

For owners and operators,

the value is clear. Golf Inc. specifically lists the summit as a fit for owners and operators of golf courses, executives of management companies, buyers, sellers, investors, general managers, board members of private clubs, and operators of daily-fee courses. Whether you are focused on improving operations, increasing profitability, evaluating trends, or expanding your network, the summit offers an environment designed around those priorities.



The setting only adds to the appeal. Hosted at an oceanfront resort on Hilton Head Island, the summit combines business-focused education with a destination that encourages relationship building and relaxed networking outside the meeting room. For industry leaders who want to step away from the day-to-day, recharge, and come back with new ideas, this event offers a compelling reason to attend.

[Read More](#)

NC GCOA Member Benefits

Enjoy PGA & LPGA Championship Access as an NGCOA Member

PGA & LPGA Tournaments

Your NGCOA membership grants you access to many of the PGA and LPGA Championships. Typically, NGCOA members and one (1) accompanying guest are entitled to receive complimentary daily grounds access. Reach out to Danielle Boghosian at dboghosian@ngcoa.org for details.

*Schedule as of January 2026 and subject to change.

2026 PGA of America Tournaments



ARONIMINK GOLF CLUB | NEWTOWN SQUARE, PA
MAY 11 - MAY 17, 2026

- 2026 PGA Championship: May 11-17, 2026, Aronimink Golf Club, Newtown Square, PA
- 2026 Senior PGA Championship: April 16-19, 2026, The
- 2026 KPMG Women's PGA Championship: June 25-28, 2026, Hazeltine National Golf Club, Chaska, MN



2026 LPGA Tournaments

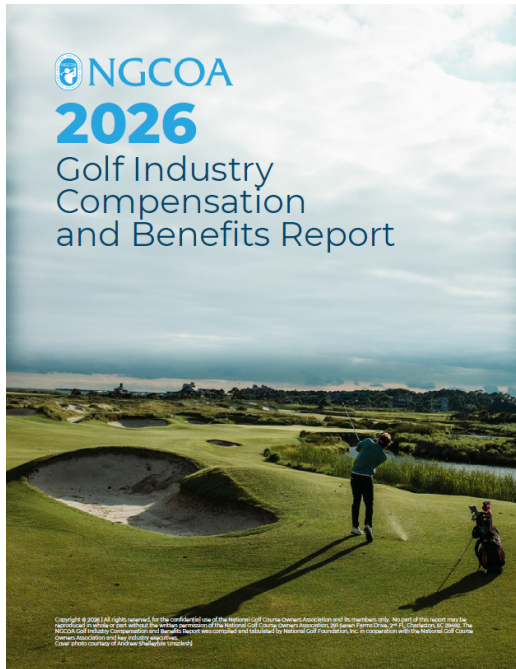
Members are able to attend any domestic tournament besides the majors. Please go to Will Call and present your current membership credential to receive one (1) grounds ticket.

- Hilton Grand Vacations Tournament of Champions, Jan 29-Feb 1, 2026, Lake Nona Golf & Country Club, Orlando, FL
- Fortinet Founders Cup, Mar 19-22, 2026, Sharon Heights Golf & Country Club, Menlo Park, CA
- Ford Championship presented by Wild Horse Pass, Mar 26-29, 2026, Whirlwind Golf Club at Wild Horse Pass, Phoenix, AZ
- Aramco Championship, Apr 2-5, 2026, Shadow Creek Golf Course, Las Vegas, NV
- JM Eagle LA Championship, Apr 16-19, 2026, El Caballero Country Club, Los Angeles, CA
- The Chevron Championship, Apr 23-26, 2026, Memorial Park Golf Course, Houston, TX
- Mizuho Americas Open, May 7-10, 2026, Mountain Ridge Country Club, West Caldwell, NJ
- Kroger Queen City Championship, May 14-17, 2026, Maketewah Country Club, Cincinnati, OH
- ShopRite LPGA Classic powered by Wakefern, May 29-31, 2026, Seaview, A Dolce Hotel, Bay Course, Galloway, NJ
- U.S. Women's Open presented by Ally, June 4-7, 2026, Riviera Country Club, Pacific Palisades, CA
- Dow Championship, June 11-14, 2026, Midland Country Club, Midland, MI
- Meijer LPGA Classic for Simply Give, June 18-21, 2026, Blythefield Country Club, Belmont, MI
- KPMG Women's PGA Championship, June 25-28, 2026, Hazeltine National Golf Club, Chaska, MN
- The Standard Portland Classic, Aug 13-16, 2026, Columbia Edgewater Country Club, Portland, OR
- FM Championship, Aug 27-30, 2026, TPC Boston, Norton, MA
- Walmart NW Arkansas Championship presented by P&G, Sep 25-27, 2026, Pinnacle Country Club, Rogers, AR
- LOTTE Championship presented by Hoakalei, Oct 1-4, 2026, Hoakalei Country Club, Ewa Beach, Oahu, Hawaii
- The ANNIKA driven by Gainbridge at Pelican, Nov 12-15, 2026, Pelican Golf Club, Belleair, FL
- CME Group Tour Championship, Nov 19-22, 2026, Ritz Carlton Golf Resort, Tiburón Golf Club, Naples, FL

Events may vary; please check websites for dates and locations.

NC GCOA Member Benefits

2026 NGCOA Compensation & Benefits Report: A Must-Have Resource for Golf Course Operators



The 2026 NGCOA Golf Industry Compensation & Benefits Report is one of the most valuable business resources available to golf course owners and operators. Designed specifically for the golf industry, this comprehensive report provides

detailed insights into compensation trends, benefits, and staffing structures across the country.

What Is the Report?

The Compensation & Benefits Report is a data-driven benchmarking tool that allows golf facilities to compare their employee pay and benefits against others in the industry.

Compiled in partnership with the National Golf Foundation, the 2026 edition includes data from 1,138 golf facilities nationwide, making it one of the most complete and up-to-date resources available.

The report breaks down compensation across all major operational areas, including:

- Administration (General Managers, Controllers, HR)
- Maintenance & Agronomy (Superintendents, Assistants, Technicians)
- Golf Operations (Professionals, Instructors, Shop Staff)
- Sales & Marketing
- Food & Beverage

It also analyzes data by facility type, revenue, region, and size, helping you compare your operation to similar facilities.

Why It Matters

In today's competitive labor market, having accurate compensation data is critical. This report helps you:

Benchmark Salaries

Ensure your pay structure is competitive to attract and retain top talent.

Evaluate Benefits Packages

Understand what other facilities are offering in health insurance, retirement plans, and additional benefits.

Make Informed Decisions

Use real industry data—not guesswork—when setting budgets, hiring, or adjusting compensation.

Stay Ahead of Trends

The 2026 report shows that median compensation has increased approximately 9% since 2023, reflecting rising labor costs and market demand.

Key Insights from the 2026 Report

- General Managers earn a median of approximately \$115,000
- Superintendents earn a median of approximately \$85,800
- Assistant Superintendents earn a median of approximately \$56,160
- Health insurance is offered by about 66% of facilities, with employers covering a significant portion of premiums
- Over 50% of facilities offer retirement plans, most commonly a 401(k)

These insights provide a clear snapshot of where the industry stands today.

A Valuable Tool for Your Operation

Whether you're hiring a superintendent, reviewing staff compensation, or planning your annual budget, the 2026 Compensation & Benefits Report gives you the data you need to make confident, informed decisions.



[Click Here to Get Your Free Copy](#)

NC GCOA Member Benefits

Getting Started with NGCOA's Accelerate Platform



The Accelerate Platform is NGCOA's exclusive online community built specifically for golf course owners and operators. It's designed to make it easy to connect with peers, access valuable resources, and stay engaged with the latest industry conversations.

How to Join and Get Started

Getting started with Accelerate is simple:

- 1. Log In**
Visit the NGCOA website and click "Sign In" in the top right corner. Use your NGCOA email and password. If you don't remember your password, you can reset it using the "forgot password" option.
- 2. Access Your Profile**
Once logged in, navigate to "My Profile" to view and update your information. Add your role, facility details, and a photo to help other members connect with you. You can even sync your LinkedIn profile for quick setup.
- 3. Join a Community**
Hover over the "Communities" tab and select "All Communities." From there, choose a group that fits your interests and click "Join."
- 4. Set Your Email Preferences**
When joining a community, choose how you'd like to receive updates:
 - Real-time notifications
 - Daily digest summaries
 - No email (view messages online only)

5. Start Engaging

You can post questions, respond to discussions, or even reply directly from your email. Sharing experiences and insights is what makes the platform valuable for everyone.

Key Benefits of Accelerate

Connect with Industry Peers

Engage directly with golf course owners and operators across the country to share ideas, ask questions, and learn from real-world experiences.

Access a Robust Resource Library

Browse articles, reports, and tools in the NGCOA Resource Library to help you make informed business decisions.

Stay Informed on Industry Trends

Follow conversations and updates on topics impacting your operation—from staffing and technology to revenue strategies.

Build Your Professional Network

Add contacts, message other members, and grow your network within the golf industry.

Share Knowledge and Best Practices

Upload documents, contribute to discussions, and help shape the collective knowledge of NGCOA members.

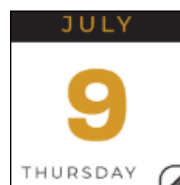
Accelerate is a powerful tool to help you stay connected, informed, and ahead in today's evolving golf landscape. If you haven't logged in yet, take a few minutes to get set up and start engaging with your fellow members today.

NGCOA Virtual Events: Member Roundtables

Click the link to get registered!



[Robotics & Autonomous Fleets: What's Real, What's Worth It, What's Next](#)



[Culture Check: What's Working, What's Not, and What Needs to Change](#)

National News

National Golf Day 2026: Golf's Voice on Capitol Hill

Each year, leaders from across the golf industry travel to Washington, D.C. for National Golf Day, the sport's premier advocacy event—and 2026 is shaping up to be another impactful year.

The 2026 National Golf Day will take place May 4–6 in Washington, D.C., bringing together golf course owners, operators, superintendents, and industry partners to advocate for the future of the game.

What to Expect in 2026

National Golf Day is a multi-day event focused on education, advocacy, and service. The schedule typically includes:

- **Legislative Meetings on Capitol Hill**

Participants meet directly with Members of Congress, federal agencies, and policymakers to discuss issues impacting the golf industry—including workforce, taxation, environmental stewardship, and business growth.

- **Advocacy Briefings & Industry Updates**

Attendees receive key talking points and updates on current legislative priorities before heading into meetings.

- **Community Service Projects**

A signature component of the event, where participants give back through beautification and improvement projects in the Washington, D.C. area—highlighting golf's commitment to community and environmental stewardship.

- **Networking & Industry Collaboration**

The event brings together leaders from NGCOA, GCSAA, PGA of America, USGA, and other allied organizations, creating a unified voice for golf.

Why It Matters

National Golf Day is more than just an event—it's the industry's opportunity to tell its story. Representatives advocate on behalf of 15,000+ golf-related businesses and approximately 2 million jobs tied to the game across the United States.

By meeting face-to-face with decision-makers, participants help ensure that lawmakers understand:

- Golf's significant economic impact
- The importance of maintaining access to essential tools and resources
- The industry's role in environmental stewardship and community engagement



A Unified Voice for Golf

Led by the American Golf Industry Coalition, National Golf Day brings together all sectors of the game under one message: golf is a vital contributor to local communities, economies, and quality of life.

For NC GCOA members and golf course operators, participation in National Golf Day is a powerful way to stay engaged in advocacy efforts that directly impact your business and the future of the industry.



[View full event details](#)

National News

2026 NGCOA Award Winners Recognized



If you haven't reviewed it yet, now is the time—this is one of the most practical and impactful resources NGCOA provides to its members.

The National Golf Course Owners Association recently honored its 2026 award winners during Golf Business Conference 2026, held January 19–21 in Orlando. The

annual awards recognize outstanding individuals, facilities, and advocates whose leadership and contributions continue to strengthen the golf industry.

Leading this year's honorees was Renee Powell, recipient of the 2026 NGCOA Award of Merit, the association's most prestigious honor. Powell was recognized for her long-term impact on the game as an LPGA/PGA Professional, golf ambassador, and trailblazer whose career has helped break barriers and expand opportunities in the sport.



Renee Powell – Award of Merit

Among the facility awards, Erin Hills in Erin, Wisconsin earned the Jemsek Public Course of the Year award; Osprey Point Golf Course in Boca Raton, Florida was named Municipal Golf Course of the Year; and Walt Disney World® Golf in Lake Buena Vista, Florida received the Resort Golf Course of the Year honor. NGCOA said these facilities were recognized for excellence in operations, guest experience, community impact, and leadership within the game.



Erin Hills – Jemsek Public Course of the Year

continued on next page

National News

2026 NGCOA Award Winners Recognized (continued)



Osprey Point Golf Course – Municipal Golf Course of the Year



Walt Disney World® Golf – Resort Golf Course of the Year

continued on next page

National News

2026 NGCOA Award Winners Recognized (continued)

The Don Rossi Award was presented to Barbara Searle, Director of Membership for NGCOA, for her significant and lasting contributions to the association and its members. The Paul Porter Award went to Elaine Gebhardt, Executive Director of the New England Golf Course Owners Association, recognizing her commitment, service, and leadership at the affiliate level.

NGCOA also announced its 2026 Champion Award recipients, who will be honored during the Champions Circle dinner at 2026 National Golf Day in Washington, D.C. This year's honorees are Kevin McDonnell, Representative Richard Hudson, Oklahoma Lieutenant Governor Matt Pinnell, and the Empire State Golf Alliance, each recognized for advocacy efforts that advanced and protected the interests of golf course owners and operators.



Barbara Searle – Don Rossi Award



Elaine Gebhardt – Paul Porter Award



Kevin McDonnell



Congressman Richard Hudson
(NC-09)



Oklahoma Lieutenant Governor
Matt Pinnell



The Empire State Golf Alliance

National News



**WOMEN'S
GOLF DAY®**

May 26 - June 2

Events celebrating women and girls playing golf
and learning the skills that last a lifetime.

[Join the Global Women's Golf Day Movement](#)



Over 1,350 locations in 85 countries have hosted Women's Golf Day.

This is a simple, proven way to:

- ✓ Attract new female golfers
- ✓ Increase revenue
- ✓ Build community
- ✓ Showcase your facility

Flexible & Easy Format:

Pick any date May 26 – June 2, 2026
2 hours of golf (play or instruction)
2 hours of social engagement

You set pricing. Public or private — your choice.

NC GCOA Member Discount:

Use promo code **NGCOA26**

Get the \$350 package for \$159

👉 Register at womensgolfday.com



National News

Save the Date!



GOLF BUSINESS CONFERENCE 2027

ORLANDO • JANUARY 25–27

Get ready to start the year strong—January’s Golf Business Conference is the premier event for golf course owners and operators, offering a dynamic blend of education, networking, and industry camaraderie.

What Awaits You in 2027

- **Engaging Learning Opportunities**

This year’s conference will feature targeted breakout sessions and pre-conference workshops designed to tackle the most pressing challenges in course ownership and operations—from staffing and turf management to marketing, revenue optimization, and emerging technologies.

- **Unmatched Networking & Social Events**

Reconnect with familiar faces and make new industry connections at a variety of social gatherings: from the Yamaha Golf Outing and welcome receptions to the Sponsor Fair with happy hour and NGCOA Awards presentations.

- **Inspiration and Recognition**

The closing luncheon is always a standout, featuring special recognition — in 2026, Renee Powell was honored with the Award of Merit. Expect a similarly inspiring program in 2027.

- **Extend Your Experience with the PGA Show**

Thanks to NGCOA’s longstanding collaboration with the PGA of America and Reed Exhibitions, attendees can stick around after the conference to attend select PGA Show events—without paying extra.

Why You Should Attend

- Return to your club or course energized and equipped with actionable strategies to elevate your operations.
- Reconnect with peers across the region and build lasting professional relationships.
- Access expert-led insights, real-world solutions, and lessons learned directly from fellow operators.

Stay tuned for the official date, location, registration details, and speaker lineup for GBC 2027! If you’re eager to start planning now, I’m happy to help you coordinate or keep you updated as details are released.

NC GCOA Partner News

FLASHPredict™ Lightning Forecast • World's First Lightning Prediction System



FLASHPredict™ provides proactive warnings, giving advanced lead time, to make safety & operational decisions before first strikes arrive.

What it Delivers:

- FirstStrike™ Predicts Lightning Before It Happens
- 1-Hour 99.6% Lightning Prediction Accuracy
- 1-km Resolution, Updated Every 2 Minutes
- All Clear Notifications Sent Based on Atmospheric Conditions

What it Delivers:

Stay ahead of dangerous storms with our industry-first, patented Flash AI Lightning system, predicting lightning before it strikes, down to less than a half mile resolution.

First Strike: Know when and where lightning will hit before the first bolt.

All Clear: Instantly see where lightning risk remains and where it's safe to resume outdoor activities.

1 Hour High-Res Lightning Probability: Know if your lightning risk is going up or down over the next 60 minutes.

5 Hour Lightning Probability: Exclusive, extended forecast to give even more clarity on outdoor safety.

Feature	Competitors	FLASH
Detection vs. Prediction	Reactive: Lightning Already Struck	Proactive: FLASH Alerts Before the Storm
Prediction Accuracy	None	99.6% (1-Hour)
Resolution	10km+ (City-wide)	1km (Less than ½ Mile)
Forecasting Continuity	Radar Only	Integrated with 7 Day Flash Forecast Blend
Operational Guidance	Generic Red/Yellow Zones	Custom Industry Indices
Hardware Availability	Detection Only	Tied into FLASH Prediction Model



“Flash Weather AI has completely transformed how we’ve operated events. From the spot-on lightning prediction and return-to-play guidance, to pinpoint timing from Flash forecasts when looking at incoming precipitation and severe weather, the stress of adjusting event schedules on the fly is now a thing of the past.”

Nick Williams,
Director of Competition for the NCAA Big 12 Conference

Contact Us to Learn More Today
t.gallagher@flashweather.ai | flashweather.ai

NC GCOA Partner News

Introducing Club Prophet Cloud: The Next Era of Club Operations

This is a big moment not just for us at Club Prophet, but for the future of golf operations

Club Prophet Cloud

For decades, Club Prophet has been at the forefront of this industry. We didn't just participate in the evolution of golf management software; we helped shape it. From the earliest days of tee sheets and POS systems to today's increasingly complex, multi-faceted operations, we've been a constant: building, refining, and supporting the technology that courses rely on every day.

That legacy matters deeply to us, and it's exactly what makes this launch so exciting.

Built on Experience and Designed for What's Next.

[Club Prophet Cloud](#) is the culmination of everything we've learned over years of working alongside golf course owners and operators. It represents a natural evolution that brings together our deep industry expertise with the flexibility and scalability that modern operations demand.

But this isn't just about technology, it's about trust.

Our customers know that when they partner with Club Prophet, they're getting more than software. They're getting a team, and with an average support tenure of more than eight years, our customer service team brings unmatched experience, continuity, and commitment to every relationship. That level of consistency is rare and it's a big part of why so many courses have grown with us over time.

Cloud carries that same DNA forward.

Expanding What's Possible from Simulator to Private Clubs
Historically, Club Prophet has been synonymous with operational excellence across a wide range of course types. Now, with Cloud, we're expanding what's possible, especially for resort and country club facilities.

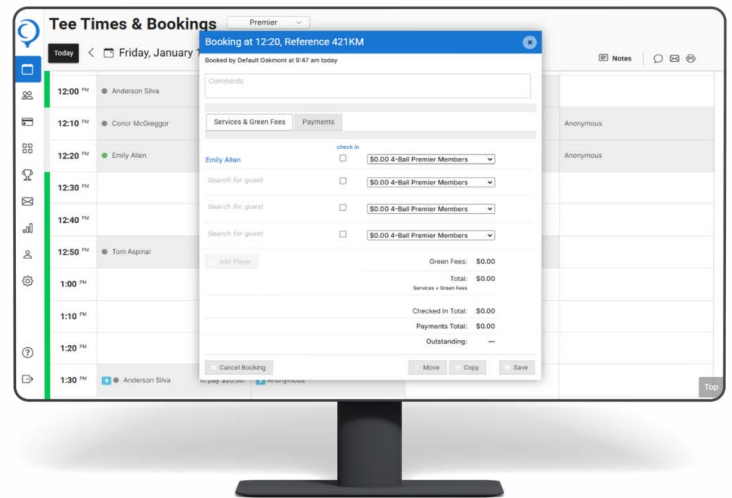
Club Prophet Cloud is purpose-built with the flexibility and depth required to support these more complex environments. From advanced member management tools to robust tournament and event management modules, every feature is designed to meet the expectations of today's private club operations.

With a fully integrated, club-branded mobile app, courses can extend their experience beyond the clubhouse to engage members in new ways and deliver the kind of seamless, modern interaction they expect.

This is not a stripped-down or simplified solution. It's a powerful, fully realized platform that adapts to the way your club operates.

Flexibility Without Compromise

One of the defining advantages of Club Prophet Cloud is its flexibility.



While our Signature solution continues to deliver exceptional performance with deep feature functionality, Cloud introduces a new level of adaptability to provide courses the ability to scale, evolve, and configure their systems in ways that align with their unique needs.

Cloud is about optionality, choice, and most importantly, it's about giving operators the confidence that their technology can grow with them.

A Foundation for the Future of Golf

Golf operations are changing and becoming more complex. Today's facilities are more dynamic than ever, blending traditional golf with entertainment experiences, simulators, hospitality offerings, lodging, and more. As operations become more interconnected, the technology that powers them must evolve as well.

That's where Club Prophet Cloud begins to open the door to what's next.

As part of the broader Fullsteam Hospitality ecosystem, Cloud is uniquely positioned to support a more connected future where best-of-breed solutions work together seamlessly, unified by shared data and integrated workflows. It's a vision centered on flexibility, interoperability, and long-term growth.

And we're just getting started.

The Next Chapter Starts Now

Club Prophet Cloud is more than a new product. It's a reflection of who we are and where we're going.

It's built on decades of experience, powered by a team that knows this industry inside and out, and it's designed to help forward-thinking operators meet the moment while they shape and lead the future.

Position Your Business to Outperform Expectations



Don't settle for the predictable play.

Switch to Paychex and give your business the comprehensive technology and proactive HR guidance it needs to outmaneuver the competition and achieve your goals.

3 Ways We Rise Above the Competition

Our services and expertise redefine industry norms by delivering:

1

Dedicated support

from a payroll specialist and HR business partner who take a 360° view of your business. Plus, on-demand support via chat, phone, and email to provide guidance and real-time advice.

2

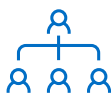
Customized technology solutions

tailored to your unique needs, depending on your business size, with the ability to grow and scale your services as your company evolves.

3

Compliance confidence

with specialists who monitor the ever-changing regulatory landscape, backing our service and technology teams while providing updates that may apply to your business.



89%

of clients recommend that other companies switch to Paychex.¹

“One of the biggest challenges we had was, ‘What do you do about hiring people? What do you do about paying people? What do you do about the benefits?’ **We really needed a turnkey solution. Paychex was a great resource for us.**”

– Stephen Croll,
COO, *American Society of Tropical Medicine and Hygiene*

¹ Paychex Client Survey – June 2022 – Clients surveyed 1-500+EE (N=300)

Your Winning Strategy for Business Success

The all-in-one Paychex solution supports businesses of all sizes to increase efficiency, helping them save time and money. **You can expect:**



One scalable platform

that grows with you. **Set up Paychex Flex® once, learn it once, and add features as needed.**



Flexible support options

to fit your budget and operational needs, regardless of how many employees you have. **We ensure every business has the help it needs.**



24/7 support

that is only a call, click, or swipe away to make sure you **get a response when and where you need it.**



AI-powered analytics

pulled from your company's data, with additional help from your HR business partner for more informed decision-making.



A leading 401(k) provider

with fee transparency and seamless payroll integration — **all within a single platform.**



Comprehensive software integrations

for hiring, accounting, HR, and more. Connect with platforms like ZipRecruiter, Indeed, LinkedIn, JobTarget, QuickBooks, and others.



Time and attendance technology

with flexible punch options, real-time manager access, and payroll integration to **help eliminate errors, resulting in happier employees on payday.**



Dedicated HR professional support

with personalized guidance tailored to your needs. **On average, our professionals bring over 15 years of experience** to proactively identify risks and address strategic and day-to-day HR issues — not just generalized best practices.



Best-in-class technology

to help streamline tasks, enable self-service with an intuitive mobile application, and delivering **99.9% uptime, so you can always access your data.**



Compliance and risk support

with 200+ analysts monitoring the latest laws and regulations. Plus, our safety experts can help protect your business from potential risks.



Benefits administration

through Flock® or Employee Navigator. Manage benefits with confidence, **from easy enrollment to employee self-service.**



Payroll and tax services

with flexible entry and pay options to meet your people's needs. **Plus, automatic tax calculation and payment to prevent costly errors and non-compliance.**



Talent management solutions

to help make recruiting, retaining, promoting, and upskilling your staff easier than ever.

Focusing on employee engagement throughout the entire lifecycle can help increase productivity and reduce turnover.

Learn how we help ~800,000 businesses like yours compete to win.

Contact me today.



Taylor Clay



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