

Six reasons it pays to be part of the NGCOA Community

The NGCOA exists to help our members be more successful. We fulfill our mission through a wide range of programs and services:



Legislative Leadership & Advocacy

- Protecting your interests, fighting for your business, and providing insights for better decision-making
- Dedicated Advocacy staff
- Online Advocacy Resource Center
- Legislative Resource Center
- We Are Golf and other initiatives



Conferences & Education

- Networking and innovative ideas to make you more successful; direct access to industry experts
- Golf Business Conference
- Accelerate online members-only portal
- Webinars, podcasts, whitepapers and reports



Networking & Connection Platforms

- Network of owner and operator peers who can help you solve problems and grow your business
- Member Directory
- Accelerate online members-only portal
- Affiliate Dual Membership (if applicable)



Business Resources

- Exclusive information and tools that can improve your business
- Benchmark by Sagacity Golf (golf performance benchmarking)
- Golf Business magazine
- GMS reviews portal
- NGCOA Buyers Guide



Purchasing Programs

- Significant savings on products and services that improve your business AND your bottom line
- Smart Buy Marketplace
- NGCOA Insurance Services
- 401(k) Retirement Plans
- HR & Payroll Services



More Membership Perks

- Additional benefits to get even more value from your membership
- Special Member pricing for NGCOA events, materials, resources and more
- Free event admission to select PGA and LPGA events

**START
\$AVING
NOW**

NGCOA Smart Buy Marketplace

NGCOA members get significant **discounts, rebates and value-added packages** from hundreds of the most recognized names and reputable, industry-leading companies. Many of these companies offer exclusive deals not available anywhere else.



Golf Cars & Utility Vehicles
Members converting from a competitor receive \$50 per-car for purchase or lease. Members renewing their fleet receive a free registration for Golf Business Conference or RevCon.



Golf Market Research Center (GMRC) Data
Reduced pricing on market profile, trends, KPI and peer group benchmarking reports.



Human Resources & Payroll
Up to 20% on HR and payroll costs.



Beverage Supplier
Rebates on various Pepsi and Gatorade fountain, bottle and can products; includes equipment and service programs.



Television Programming
Up to 60% savings on programming.



Golf Event Organization
Members receive a 7.5% discount golf event organization; NGCOA golf outing sponsors receive a 10% discount on hole-in-one insurance.



Food and Beverage
Typical savings is 7% to 15% on more than 800 vendors, including Sysco, Gordon Food Service, Performance Food Group, and many others.



Career Services
10% discount for the ExecuSearch program.



Payment Processing
Discounted rates and special incentives on payment processing fees.



Irrigation Solutions
1.5% rebate on Rain Bird Golf irrigation products.



Automotive Vehicle Manufacturer
Significant factory direct fleet discounts on 2022 GM products.



Hospitality Training and Resources
FREE access to 6 online lessons and a 20% discount on annual subscription services.



Player Reward Program
Members receive an 80% discount on the one-time set-up and license fee.



Employee Retention Tax Credit (ERTC) Consultation
Consultation, calculation, and IRS filing for the ERTC program for 2020 and 2021



Virtual Medical Services
Members receive 10% off the cost of Give Virtual Care Group Memberships (groups of 10 or more)



Performance Reporting & Benchmarking
30%-50% discount on all reporting packages.



401(k) Program
Effective and competitive 401(k) plan benefit for NGCOA member courses' employees.



Golf Course Intelligence and Pace Management Software
Receive a \$1,000 rebate (per participating golf course) when purchasing. Optimize operations and improve player satisfaction by providing full course oversight, player activity and real-time reporting.



Two-Way Radios
Rebates on two-way radio systems for golf course operations and restaurant/hospitality.



New and Used Turf Maintenance Equipment
1% rebate on new and/or 0.5% rebate on used Toro branded turf maintenance equipment.



Insurance
Comprehensive employee benefits (health, dental, vision, life and disability), property casualty insurance at competitive rates.

NGCOA-Approved Experts for Your Back Office

Golf course ownership and management often results in spending too much time with administrative responsibilities, leaving less time to interact with customers and grow your business. NGCOA partners with industry-leading companies that can save you money and reduce office tasks and effort—so you can focus on building your golf business—and have one point of contact for each partner.



Insurance Offerings from the BSBG Group It's Simple... We know Golf

- Both property/casualty and employee benefits offerings
- Nationwide coverage
- Industry specific expertise
- Aggressive cost savings innovation

Contact Matt Brost at
mbrost@bsbdgroup.com or 512-233-9925



Payroll and HR Services from Deluxe

- Effective and competitive human resource and payroll services at a significant savings
- Payroll processing and tax deposits
- "Hire-to-Retire" solutions and "Pay-As-You-Go" workers comp payment plan
- Integrated time and attendance platform

Contact Kyle Campbell at
Kyle.Campbell@deluxe.ca or 416-845-1875



Telehealth, Prescriptions and Mental Health Services:

- 24/7 access to a "Best in Class" Doctor, Mental Health and Crisis Care Counselors
- NO Co-Pays for General Medicine Appointments
- Up to 85% Off Prescriptions at over 50k Pharmacies
- 2nd Medical Opinion Access

Contact Mark Freeland at
mfreeland@givevirtualcare.com or 505-228-9379



401(k) Retirement Plans from Lincoln Financial

- Competitive and comprehensive 401(k) plans
- Competitive/reduced administrative costs based on economy of scale
- Enhanced employment package with quality benefits
- Peace of mind with reduced liability

Contact Todd Turner at
Todd.Turner@commonwealthfg.com
or 843-884-4545 ext. 33



Payment Processing from First American

- Partner and merchant payment solutions including in-store, online and mobile payment solutions
- Discounted rates on processing fees and special incentives
- The latest payment security
- Award-winning customer service
- U.S.-based Customer Call Center 24/7/365

Contact Jennifer Cunningham at
Jennifer.cunningham@first-american.net or
469-877-339



Executive Search Services from PGA Career Services

- CareerLinks professional search services
- Complimentary and fee-based hiring and job search assistance to employers
- 19 Career Consultants across the country

Contact Scott Kmiec at
skmiec@pgahq.com or 561-630-1760

Great Incentives When You Convert or Renew Your Golf Car Fleet



Yamaha is the “Official Golf Car Partner” of the National Golf Course Owners Association.

NGCOA members receive valuable incentives, including rebates, on Yamaha’s golf car and utility vehicle purchases and leases.

You’ll appreciate Yamaha’s technical **innovation and advancements**—including the YamaTrack GPS fleet management utility—and will find satisfaction and value in Yamaha’s **superior customer service**.

ALREADY AN NGCOA MEMBER?

- **Convert** your fleet to Yamaha golf cars and receive a \$50 rebate per golf car*
- OR
- **Renew** your current Yamaha contract and receive one FREE registration for NGCOA’s Golf Business Conference—an \$800 value

NOT YET AN NGCOA MEMBER?

- **Convert** your fleet to Yamaha golf cars and receive one year of NGCOA membership FREE, and one FREE registration for NGCOA’s Golf Business Conference—a combined \$1,175+ value
- OR
- **Renew** your current Yamaha contract and receive one year of NGCOA membership FREE— a \$375+ value

Learn more about the benefits of membership at www.ngcoa.org/membership/join, and contact Sherea Malcolm, Assistant Director of Membership, at smalcolm@ngcoa.org or 302-399-1652 with any questions.

NGCOA members who **joined prior to 03/31/19** receive the rebate payment following the **Yamaha contract date**.
After 04/01/18, new NGCOA members joining with a **1-year membership** receive the rebate payment following their **2nd year renewal**.
After 04/01/18, new NGCOA members joining with a **2-year membership** receive the rebate payment following the **Yamaha contract date**.
*Rebates are processed quarterly.



2022 Rebate for NGCOA Members



NGCOA members receive valuable incentives in our Smart Buy Marketplace including rebates on Pepsi post-mix fountain products, Pepsi bottles and cans products, and Gatorade. Pepsi also offers members an attractive equipment and service program for Fountain equipment and Bottle and Can Coolers. Plus, FREE service and preventative maintenance!



Most members save between \$300 and \$4,000 a year.

NGCOA MEMBER WITHOUT A PEPISCO ACCOUNT?

- **To participate**, contact Kelly Bisbey, National Account Sales Manager at kelly.bisbey@pepsico.com or 813.361.9583
- **Rebates** mailed twice annually (March and September)

NOT YET AN NGCOA MEMBER?

- **Join NGCOA** today at <https://www.ngcoa.org/join>
- **Become eligible** for Pepsi product rebates and take advantage of this money saving benefit to receive rebates twice annually (March and September)
- **To participate**, contact Kelly Bisbey, National Account Sales Manager at kelly.bisbey@pepsico.com or 813.361.9583

Learn more about the benefits of membership at www.ngcoa.org/membership/join, and contact Sherea Malcolm, Assistant Director of Membership, at smalcolm@ngcoa.org or 302-399-1652 with any questions.

You must be an exclusive Pepsi customer. You cannot be contracted for any other Pepsi golf program, i.e. PGA. Rebate checks are made payable to your course and go directly to your bottom line. Your local bottler must set up your account under the National Account Parent Number 7937. Please ensure that your contract reads...PEPSI-COLA / NGCOA FOUNTAIN BEVERAGE SALES AGREEMENT.

2022 Rain Bird Rebate for NGCOA Members



NGCOA members receive valuable incentives in our Smart Buy Marketplace, including rebates on Rain Bird's golf irrigation product purchases.

With exclusive benefits like true two-way communication and simplified upgrades you can complete in a click, Rain Bird makes it easy for you to keep your course at the top of its game.

All U.S. member golf courses are eligible for this rebate, including private, semi-private and municipal courses.

RAIN BIRD

 **NGCOA**

ALREADY AN NGCOA MEMBER?

- **Receive a 1.5% rebate** on Rain Bird Golf Irrigation Products*
- **To claim your rebate** go to www.ngcoa.org/viewdocument/rain-bird-irrigation-solutions

NOT YET AN NGCOA MEMBER?

- **Join NGCOA** today at www.ngcoa.org/membership/join
- **Become eligible instantly** for Rain Bird product rebates and take advantage of this money-saving benefit

Learn more about the benefits of membership at www.ngcoa.org/membership/join, and contact Sherea Malcolm, Assistant Director of Membership, at smalcolm@ngcoa.org or 302-399-1652 with any questions.

*Paid to the member golf course and based on the final selling/award price and is for NGCOA member courses that purchase Rain Bird Golf Products in 2022. Golf Products include the following categories, as identified in the Rain Bird Golf Catalog located on the Rain Bird website at www.rainbird.com/golf/support: Golf Central Control, Advanced Control Technologies, Golf Field Control Systems, Gear Driven Rotors, Golf Valves, and Golf Pumps and Filtration.

Rain Bird Landscape Products are excluded from the Smart Buy Program Rebate.

2022 Toro Rebate for NGCOA Members



NGCOA members receive valuable incentives in our Smart Buy Marketplace, including rebates on qualified purchases of new and used Toro equipment, when purchased from an authorized Toro distributor.

With roots dating back to 1914, Toro is a leading worldwide provider of innovative solutions that make it easy for you to keep your course at the top of its game.

All U.S. member golf courses are eligible for this rebate, including private, semi-private and municipal courses.



ALREADY AN NGCOA MEMBER?

- **1% REBATE** on NEW Equipment Purchase/Lease **
- **0.5% REBATE** on USED Equipment Purchase/Lease **
- Existing courses converting from a competitive brand
- Initial purchases for newly constructed courses
- **To claim your rebate** go to <https://www.ngcoa.org/info-centers/smart-buy/agronomy>

NOT YET AN NGCOA MEMBER?

- **Join NGCOA** today at www.ngcoa.org/membership/join
- **Become eligible instantly** for Toro product rebates and take advantage of this money-saving benefit

Learn more about the benefits of membership at www.ngcoa.org/membership/join, and contact Sherea Malcolm, Assistant Director of Membership, at smalcolm@ngcoa.org or 302-399-1652 with any questions.

**Eligible product lines include Walk-Powered Greens Mowers, Riding Greens Mowers, Fairway Mowers, Rough Mowers, Trim & Surrounds Mowers, Hover Mowers, Greens Rollers, Greens Aerators, Fairway Aerators, Deep-Tine Aerators, Power Bunker Rakes, Aeration Core Processors Topdressers & Material Handlers, Chemical Sprayers/Application Products, Debris Management Systems, Tow Behind, Mounted or Self-Propelled Engine, Hydraulic or PTO Driven Blowers, Sweepers & Power Rakes, Snow & Ice Management Products, Gasoline or Diesel Powered Utility Vehicles greater than 410cc. Submit your claim today for equipment purchased or leased as of November 1, 2017.