

Midwest Golf Course Owners Association
Minnesota, Nebraska, North Dakota, South Dakota



MEMBERSHIP INFORMATION

JOIN OUR COLLABORATIVE NETWORK TODAY!



BENEFITS

- Local + National Membership
- Member Golf/Education Events
- National Savings Programs
 - Carts, Equipment, HR, etc.
- Regional Partner Buyers Guide
- Industry Data and Reports
- Golf Advocacy Support
- Accelerate Online Forum
- Staff Training and Education
- Professional Networking

SIGN UP ONLINE:



FOR MORE INFORMATION

chris@mwgcoa.com - 651-324-8873 - mwgcoa.com



ADVOCATE PARTNERS



Insurance

A Better Way to be Insured
10% MWGCOA Member Discount
MN, NE, ND, SD



Tournament Management

Everything You Need for Your Best Golf Event. Solutions to Make Tournament Planning Pain Points Painless
MN, NE, ND, SD



Chemicals, Plants, Fertilizer, Equip.

Minnesota's largest selection of plants for your golf course.
MN, ND, SD



Asphalt Paving

Commercial asphalt paving solutions
Driveways, Parking Lots, Cart Paths
MN

COLLABORATOR PARTNERS



Irrigation

Distributor for Rain Bird irrigation components
MN



Facility Essentials/Linens/Mats

Local Values, Big Box Prices
Exclusive MWGCOA buyers guide
MN, NE, ND, SD



Golf Cars & Utility Vehicles

Your course, Our solutions
MN



Golf Course Management Software

All In One, Golf Management Software, Built by Golf Industry Professionals
MN, NE, ND, SD



Range Netting, Mats, Apparel

Turf and Equipment Solutions for Golf Courses
MN, NE, ND, SD



Golf Course Construction

Professional garden, landscaping, and world-class golf construction
MN, ND, SD



Financing/Leasing Services

Solutions for your unique business goals
MN, NE, ND, SD



Irrigation Design, Service, Installation

Precision Irrigation, Perfect Play
Complimentary design consultations
MN, NE, ND, SD



Toro Equipment and Irrigation

Quality Equipment, Complete Solutions, Every Day
MN, ND, SD



Golf Course Design

Course designs, master planning, renovations, construction observation
MN, NE, ND, SD



HR & Payroll Services

Minimize busywork, maximize impact
20% New Client Discount
MN, NE, ND, SD



Radio Solutions

Sales and Service of two-way radio communications
MN



Insurance

Customized insurance coverages for businesses since 1900
MN, ND



Tournament Software

SMART Golf Software aims to deliver the highest quality scoring program!
MN, NE, ND, SD



Insurance

Helping Business Leaders manage and mitigate risk since 1913
MN



Golf Cars & Utility Vehicles

EZGO Golf Cart Distributor
MN, ND



Golf Cars & Utility Vehicles

Yamaha Golf Cart Distributor
MN, ND, SD

FIND CONTACT INFORMATION AT MWGCOA.COM, OR CONTACT CHRIS@MWGCOA.COM FOR MORE DETAILS

Insuring Your Course's Success



Cox Insurance is a trusted leader in golf course insurance, helping owners tailor coverage for every aspect of their business so they can focus on delivering a great experience on and off the course.

Hazard-Free Golf Starts with the Right Coverage

Golf Course Property: Covers damage to buildings, greens, fairways, or other structures on the golf course due to natural disasters (like storms or fires), accidents, or theft.

Golf Course General Liability: Covers slip and fall accidents, golf cart collisions, or other incidents on the golf course that result in injuries to patrons.

Events & Entertainment Coverages: *Liquor Liability* and *Food & Beverage* insurance can safeguard against claims related to food or alcohol incidents.

Maintenance Equipment, Golf Carts & Tools: Covers stolen or damaged golf carts and maintenance equipment used for course upkeep.

Miscellaneous Additional Coverages:

- Tees, green, and cut fairways
- Trees, shrubs, plants, debris removal
- Outdoor golf covered property
- Golf ball damage
- Environmental contamination

Exclusive Benefits for MWGCOA Members

As a member of MWGCOA, you gain access to the Cox Golf Insurance Program — custom-built to protect the full scope of your golf course operations.

10% Member Discount

Enjoy exclusive savings on comprehensive coverage tailored for private, semi-private, and daily fee courses.

Tailored Protection for Every Course

Whether you're running a public, private, municipal, or resort course, our program adapts to your specific needs — covering everything from daily operations to special events and unique exposures.

Personalized Service, Proven Expertise

As a third-generation agency with more than 75 years in the industry, Cox Insurance combines the capabilities of a national firm with the personalized service of a local, dedicated partner.



Let's connect to discuss your insurance program:

Derek Gruber 651-925-5436 derek@coxins.net



A BETTER WAY TO BE INSURED.

COXINS.NET | 651-647-0001



GOLFSTATUS®

GolfStatus is the leading event management platform for charity golf tournaments & fundraisers.

Save time and raise more money with simple, powerful technology that engages the right donors and sponsors, streamlines tournament management, and drives impact.

Contact: Cash Dinkel, PGA | cassius@golfstatus.com

MGCOA Members Offer:

Earn \$50 for every outside outing you refer to GolfStatus!

1 - Book a meeting with Cash Dinkel, PGA

2 - Send individual emails to organizers holding charity events or outside outings at your facility.

3 - Copy pgaintro@golfstatus.com on every email.

4 - Earn \$50 for each email introduction. There are no caps on referrals!

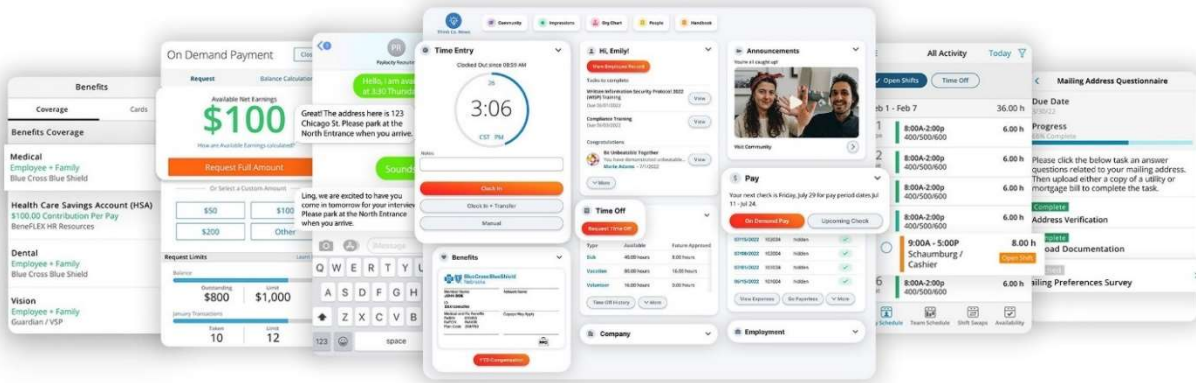
ADVOCATE PARTNER

MIDWEST GOLF COURSE OWNERS ASSOCIATION





MWGCOA Members that sign up as new Paylocity clients in 2025 receive a 20% discount on Paylocity HR and Payroll Solutions!



Namita Desai, HCM Account Executive
ndesai@paylocity.com
608-628-6466



MWGCOA MEMBERSHIP PERKS

- ★ Competitive & customizable pricing & Buy-Group Options for MWGCOA Members
- ★ Free next-day business delivery (on most items)
- ★ Assigned to BE Account Manager that is an active MWGCOA Partner

 Business
Essentials



Office Supplies

Everything you need for your front desk & supply cabinet



Facilities/Jansan

Keep your golf members & course staff healthy!



BE Interiors

Lounge, cafe, or office furniture to fit your space, budget, and timeline.



Breakroom/Cafe Supplies

Create a course culture with supplies for food & drink



Print & Promo

From staff shirts to score cards we do branded promotional apparel, printing, and store merch.



Warewash & Laundry

A customized service plan for your needs. (Available in the Minneapolis area only)

1 Source for All Your
Business Essentials

- Over 50,000 items in-stock
- Local MN company
- Local Customer Service



For membership rates contact:

Olivia Monk

omonk@orderbe.com

763-595-5340

44 Northern Stacks Drive, Suite 120
Minneapolis, MN 55421

orderbe.com

START
SAVING
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 a \$50 per-car rebate for purchase or lease. Members renewing their fleet receive a free registration for Golf Business Conference.



Enterprise Resource Planning Software

Preferred pricing for NGCOA members.



Branded Event Merchandise

Get \$200 credit on your first order and start earning 20% margin on every custom, branded merch order—risk-free.



HR, Payroll, and Benefits Solutions

Preferred pricing for NGCOA members.



Course Management Software

Make the switch to Club Caddie and receive a complimentary Clover Flex device, valued at over \$600.



Golf Market Research Center (GMRC) Data

Reduced pricing on market profile, trends, KPI and peer group benchmarking reports.



Knife Sharpening & Exchange Service

Receive your first box of knife exchange for free, plus enjoy an exclusive 40% discount on our regular pricing. Get a free honing steel with account setup!



Beverage Supplier

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



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.



Television Programming

Up to 60% savings on programming.



Employment Services

10% discount for ExecuSearch services.



Credit Card Processing

Save an average of \$4,000 annually on processing fees and administrative costs.



Irrigation Solutions

1.5% rebate on Rain Bird Golf irrigation products.



Golf Video Production Services

NGCOA members receive 10% off any video package.



Employment Screening

First 5 background checks at no cost, and 35% discount on package prices.



401(k) Program

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



Golf Course Optimization and Pace Management Software

Receive a consultation (valued at \$1,000) on all Tagmarshal Golf Course Optimization Product Purchases made by December 31, 2025.



Golf Tournament Software

NGCOA members receive \$300 off a first year subscription.



Golf Management Software

NGCOA Members Receive a Free 15" Touch-screen Computer Workstation "and" a Clover Flex Handheld Device "per" MID, valued at over \$3,500.



Golf Ball Recovery Service

Preferred pricing for NGCOA members and earn money by joining the golf ball recovery program.



New and Used Turf Maintenance Equipment

1% rebate on new and/or 0.5% rebate on used Toro branded turf maintenance equipment.

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



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
- Research reports and data
- Golf Business magazine
- NGCOA Buyers Guide



Purchasing Programs

- Significant savings on products and services that improve your business AND your bottom line
- Smart Buy Marketplace
- 401(k) Retirement Plans



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

NGCOA Research and Publications to Benefit Your Business

The NGCOA regularly partners and participates with industry experts and organizations to compile, produce and publish timely, business-critical reports, guides, studies and other research content. These publications are complimentary to NGCOA members as a benefit of membership.



The NGCOA 2024 Golf Industry Compensation & Benefits Report and the NGCOA 2024 Golf Industry Compensation & Benefits Report for Multi-Course Owners are important resources for owners and operators.

These publications contain the most recent and reliable compensation and benefits levels

based on 842 participating facilities. It represents the most complete, accurate and up-to-date compensation data in the industry, and is designed to allow NGCOA members to easily compare compensation levels and benefit policies among their peer golf course businesses.



The 2024 Golf Business Pulse Report examines emerging trends and critical issues for the year ahead, a macro perspective on the state of golf course operations, and a deeper analysis into three key operating areas: Operations, Agronomy and Marketing.

This year's report incorporates perspectives drawn from in-depth interviews conducted with NGCOA

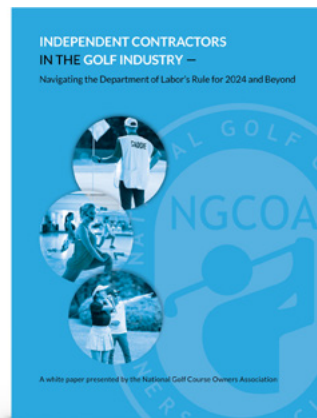
members and a comprehensive and empirical survey of 242 facility owners and operators on emerging trends and critical issues for the year ahead. Readers will notice year over year trending analysis, revealing significant shifts and developments.



Deck of Cards— How to Ace Credit Card Processing and Save Money was researched and written by *Golf Business* magazine contributor Harvey Silverman, featuring insights from the co-founder of Claymore Payments Consulting Kevin McDonnell. It is a detailed description of the merchant processing ecosystem, and is designed to educate and arm readers with the facts and

knowledge needed to make smart decisions on GMS and the merchant processing cycle.

The white paper also includes links to resources to stay abreast of the constantly changing and updating merchant processing industry. It's critical to your business to understand the risks, recognize the factors in play, and get this right.



Independent Contractors in the Golf Industry— Navigating the Department of Labor's Rule for 2024 and Beyond is a white paper that examines The Department of Labor's new Independent Contractor Rule which took effect in March 2024 and impacts various professionals in the golf industry, including golf teachers, caddies and fitness instructors. Under this new rule, individuals cannot vol-

untarily opt out of being employees, and if you inadvertently misclassify your employees, you can be hit with substantial fines and penalties.

No matter your role or title at your golf business, you may be required to make MAJOR changes in your current business model.

Join NGCOA to receive these valuable publications as a benefit of your membership!