

Midwest Golf Course Owners Association  
**Golf Business Midwest Chapter Conference**  
Tuesday, November 15, 2022  
Hastings Golf Club - Hastings, MN



Midwest Golf Course Owners Association  
Golf Business Conference

Greetings members and partners,

It is already time again to plan for the Fall Golf Business Conference. This is our annual event to connect with industry professionals to share and collaborate on the business of golf. In recent years, much of our gathering can be seen as a way to celebrate our successes and ensure our resiliency well into the future.

**This year's event is Tuesday, November 15th at Hastings Golf Club.** The conference will follow a similar format to past years - partner exhibits, educational panels, and collaborative conversation... followed by a productive happy hour! The agenda will be updated and posted online at [mwgcoa.com](http://mwgcoa.com) as the topics are confirmed.

As in all business, if you're not moving forward you're moving backward. Our annual fall conference is an opportunity to look forward while learning from the recent past. Additionally, the sudden change in trajectory for the business of golf provides us the luxury of recent memories of when profitability was even more of a challenge. As a result, our fall conference becomes even more important for us to come together, learn from one another, and build our businesses in a way that ensures resilience for many years to come.

For many operators, the success of 2022 brought new challenges - primarily around labor and wage pressures. Building a team, retaining talent, and creating opportunities for new leaders in our industry are more important than ever. **We are extremely fortunate to have former Minnesota Twins Manager, Ron Gardenhire, as our keynote speaker.** Ron is a master in building a team, identifying talent and leadership, and creating a winning culture. These skills and experiences transcend baseball and we're excited to learn from him - it doesn't hurt he's an avid golfer.

Please join us Tuesday, November 15th at Hastings Golf Club. Registration information is attached.



---

## Agenda

---

8:15am	Check-in, meet and greet, continental breakfast
9:30am	Meeting Opens and Welcome  “What is your goal coming to the conference today – networking, education or looking for purchasing deals for 2023 resources or maybe all three?” Please ask questions, meet your fellow members and be engaged which benefits us all.
10:00am	Kris Schoonover Structuring your Business to Attract and Retain the Next Leaders in Golf. Staffing, labor, H2B visas, UW Stout-GEM, PGA Career Services
10:45am	Break
11:00am	Karen Kill, Kyle Axtell, Scott Arcand, Pat Renner Public, Private Partnerships in Water Conservation
12:00pm	Lunch
12:30pm	Keynote Speaker - Ron Gardenhire <i>Building Successful Teams</i>
1:00pm	Break
1:15pm	Allied Association Updates
2:00pm	Mike Dickoff Make IT Matter - recognizing information technology as a key part of your business operations.
3:00pm	Networking Happy Hour

Midwest Golf Course Owners Association  
**Golf Business Midwest Chapter Conference**  
Tuesday, November 15, 2022  
Hastings Golf Club - Hastings, MN



Name: \_\_\_\_\_

Facility: \_\_\_\_\_

Email for invoice: \_\_\_\_\_

For Active Members

\$55/person

Number of People Attending: \_\_\_\_\_

Names of Attendees: \_\_\_\_\_

For In-active Members

\$155/person

Number of People Attending: \_\_\_\_\_

Names of Attendees: \_\_\_\_\_

If you'd like to renew your dues to the chapter, please check the box below and we'll send you an electronic invoice for online payment to the email above.

Please check my membership status. If I'm inactive or past due, please invoice me in advance and consider me active for the conference.

18 Hole Facility - \$435

9 Hole Facility - \$215

27 or 36 Hole Facility - \$640

Multi-course Operator (3-5) - \$850

Multi-course Operator (6+) - \$1,575

Corporate Partners - \$699

Please complete the form above, scan and email to [info@mwgcoa.com](mailto:info@mwgcoa.com). We'll complete an online invoice for your registration OR mail checks to MWGCOA at 1599 McKusick Rd, Stillwater, MN 55082. Please make every effort to complete your registration by November 1st. If you have questions, please email [info@mwgcoa.com](mailto:info@mwgcoa.com) or call Patrick Renner at 651-321-3728