

WELCOME NCGA Club Representatives





It's a New Era

Our MISSION:



To **inspire** all to enjoy the **benefits** of **golf** by providing **innovative** programs and services

Our VISION:



To **ensure** the game of **golf** is vibrant, inclusive and accessible

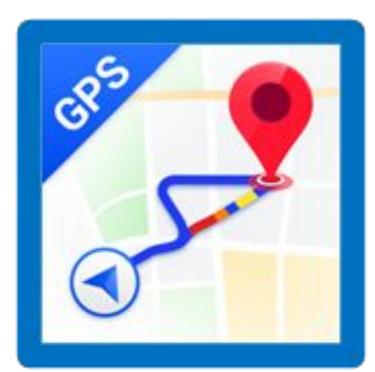




Who we Serve:

- Over 220,000 members across
 Northern California of all ages, gender, ethnicity, and skill level.
- Over 1,350 golf clubs, more than half of which are not affiliated with a specific golf course.
- **Over 350 golf facilities**, more than half of which are public.
- The greater golf community, in partnership with the USGA, through support of the California Alliance for Golf, and in collaboration with NCPGA, CGOA, CGSAA, the SCGA, and more; all to support the game and engage other golfers we have yet to serve as members.

Working Together: How do we get to where we want to go?





Working Together:G Growth(Members)

- P Participation (Club Events; Other)
- **S** Satisfaction (Feedback helps us)

V VolunteerI InvitationP Poppy

(Club Reps/TO/CR) (Club Facility, Golfers) (Group Bookings)

THANK YOU!!

For stepping into the role of Club Representative!

We look forward to a great partnership!



We have found that a high percentage of members are unaware of the breadth of our benefits and programs. Sometimes they don't even know they are NCGA members.

This is where you - our club reps - come in!



- The Club Rep is the Liaison between the NCGA and your Club's members.
- You're the first person we go to when there's something that's needed. You can then share this with your Club President, Handicap Chair, Treasurer, etc.



Key Club Rep Role Attributes

- A good communicator who is engaged with the Club and the NCGA to help other members get the most out of their membership.
- Optimally, you are familiar with most of your avid golfers to know who might best benefit from the various NCGA benefits.



• The NCGA Club Rep should try to be "in the know" about NCGA member benefits.

 We want Club Reps to have the information to be regarded by their members as the expert on NCGA programs - a go-to resource.



What is one of the easiest ways a Club Rep can stay "in the know"?

Read the Club Rep Newsletter!!



The Club Rep Newsletter:

- Is sent out only to you as the Club Rep
- Goes out in the first week of every month
- Has all the latest news and information on benefits, changes to policy, and important deadlines.



In addition to the Club Rep Newsletter

- Monthly Bulletin
- Bi-Monthly Handicap Revisions
- Visit the Member Club Resources on NCGA.org



Future Steps

- Continued Engagement with NCGA Communications (Email Open Rates, Form and Survey Submissions)
- Engagement through NCGA Club Events, Individual Events, Travel and Volunteering: Tournament Officials, Rules Seminars, Course Raters



Why?

- We have learned that the more members are engaged, the higher their satisfaction is, and consequently, retention in their club memberships are strong.
- It is a lot easier to retain members than to attract new members.
- Clubs or Members that play together stay together!



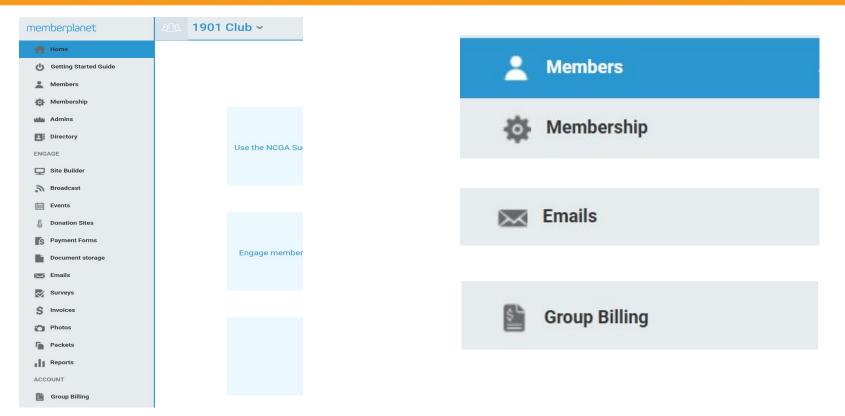
Working Together:

G Growth

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 P Poppy (Group Bookings)

- Memberplanet
 - Managing your club Roster
 - Has communication features to email your members keeping them engaged
 - All club billing is done through <u>Memberplanet.com</u>







- Memberplanet (Members and Membership)
 - Adding and removing members can be done manually or by using Membership Levels and Automation.
 - We have short step-by-step tutorial videos on adding and removing members on https://ncga.org/renewal-hub



- Memberplanet (Communications with Members)
 - Memberplanet allows you to build and send emails with full integration for formatted text, images, and custom hyperlink buttons.
 - Emails can be saved as templates for easy reuse.
 - When used in conjunction with distribution lists and Smart Lists, clubs can send trackable communication to their entire group or easily tailor their message to target a specific set of recipients.



New Additional Communications Tool:

- New Marketing Materials
 - Marketing Material Templates that clubs can use to email prospective members or post around the facility.
 - Clubs can co-brand to market their clubs on-site/email. Includes NCGA benefits and a professional look/tone/feel.



- Memberplanet (Club Billing)
 - New invoices are generated at the beginning of each month and will include any new members added in the previous month

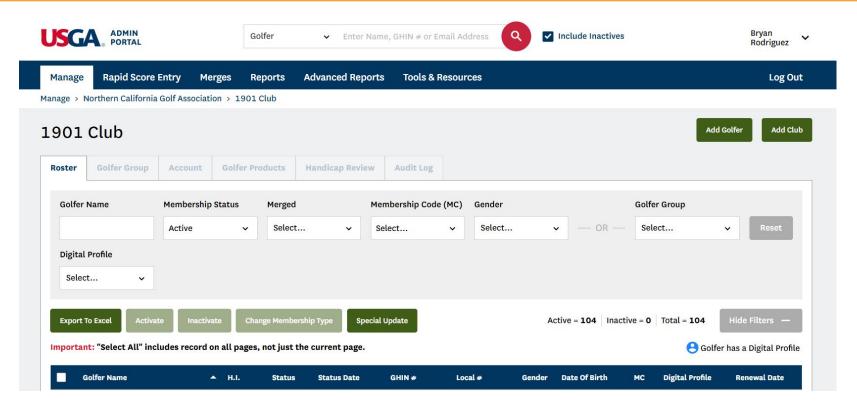


- Memberplanet (Club Billing)
 - What happens when a member is not active but the club forgot to remove them?
 - Memberplanet is set up so that if you lapse the member from your club roster in the month the club is billed, it will generate an auto-credit for your club.



- USGA Admin Portal
 - Digital Profiles
 - Handicapping and Score Editing
 - USGA Assessments and Quizzes
 - Login to your Club's Admin Portal at <u>https://adminportal.usga.org/auth/login</u>







- USGA Admin Portal (Digital Profiles)
 - One of the biggest NCGA benefits is access to a handicap
 - Members must have a digital profile set up to access their GHIN number.
 - This means having an up to date email address on file



- USGA Admin Portal (Digital Profiles)
 - Easily check your roster to view who does not have a digital profile set up.

Nevarez, Paul	0
O'Brien, Caroline	8
Orozco, Lupe	
Ow, Derrick	Θ
<u>Owen, Gavin</u>	Θ



- USGA Admin Portal (Score Editing and Handicapping)
 - The club's handicap chair is the go-to person at your club to make any edits to your members' scores or handicaps.



- USGA Admin Portal (Assessments & Quizzes)
 - The USGA will send out yearly assessments that only take a minute to complete.
 - Rules of Handicapping tests are sent out by the USGA every four years, when there is a new revision to the Rules.
 - Both the assessments and the tests are required for the club to be in compliance with the USGA.



Partnering for Participation

New Additional Benefits:

New Club Finder Tool

- Empowers prospective members to discover the best club for them.
- Gain insights into what other clubs offer, which can inspire new, innovative ideas for your club.



Working Together:

(Members)

P Participation

G Growth

- **S** Satisfaction (Feedback helps us)
- V Volunteer (Club Reps/TO/CR)
 I Invitation (Club Facility, Golfers)
 P Poppy (Group Bookings)

Tools to Help Your Club Participation

Bluegolf

- BlueGolf is an excellent tool to help your clubs generate more participation and improve the efficiency for club events. The NCA provides complimentary access to all NCGA Clubs.
- It has significantly improved in recent years. All NCGA events utilize this program.
- Bluegolf TM tournament software is available for free to all clubs to use for their own events.
- Bluegolf can help cut down your time working on running events and allows for higher participation from your members



Tools to Help Your Club Participation

- Bluegolf
 - To login to your club's BlueGolf platform go to <u>https://tm.bluegolf.com/</u>
 - For webinars and training in Bluegolf please go to <u>https://bluegolf.supporthero.io/container/show/webinars</u>



In addition to tools the NCGA has amazing benefits ready for your members to participate in!



Partnering for Participation

NCGA Member Benefits:

- Official USGA Handicap
- Events for Everyone
- Everyday NCGA Member Rates at Participating Courses
- Member Rates for Hotels, Rental Cars, Golf Services
- All-New Poppy Ridge 18-hole Course
- Golf News, Information, and Content
- New FREE Fantasy Golf League
-And More!



Partnering for Participation

Official USGA Handicap

• FREE Access to the USGA GHIN Mobile App for score posting



- Track your stats
- Easy-to-use digital scorecard
- Apple Watch integration
- 3D Course Maps and GPS



Partnering for Participation

Events for Everyone!

- The NCGA administers over 650+ event days each year!
- Here is how our Operations Team does it



Framework to Serve Our Members and Clubs

	Championships	Events & Tournaments	Recreational	Development & Education
Individual - Men/Coed - Women	Women's Legacy	Senior Series	Women's Single Day Events Outings Trips	The Joy of Galf NCGA
Team	GOLF SINCE 1901	Senior Series	Women's Single Day Events Outings Trips	GOLF SINCE 1901
Club	GOLF SINCE 1901	GOLF SINCE 1901	Outings Trips	COLF SINCE 1901
Junior	JUNIOR TOUR OF NORTHEN CALIFORNIA	Junior Golf Competitions	Youth on course	youth on course
	NORTHERN CALIFORNIA		Junior Golf	NCGA Foundation

Operations Department & Competition Involvement



The Operations department conducts or assists with events for every type of golfer in Northern California. In 2025, the NCGA will be involved with the following scope of events:

- City Championships
- Collegiate Championships
- NCAA Championships
- Senior Golf Associations Competitions
- NCPGA Qualifying and Championships
- USGA Qualifying and Championships
- CWAC Championships
- NCGA Qualifying and Championships
- California Amateur Championships
- Junior Tour of Northern California Championships
- CIF Championships

- Weekend Net Tour
- eClub Competitions
- Member Outings
- Member Trips
- Charitable Fundraising Competitions
- PGA Tour Qualifying and Championships
- PGA Champions Tour Qual. and Champ.
- Korn Ferry Tour Qual. and Championships
- Drive, Chip and Putt Qualifying
- NCGA Play Events
- National Amateur Championships
- Historical Private Women's Championships
- Historical Public Women's Championships
- Women's Open Days and Play Days



Operations Department Other Responsibilities

The Operation Department assists the Governance Department with many other aspects of golf administration outside competitions, including the following responsibilities:

- Amateur Status
- Points Program Management
- Volunteers
 - Applications/Interviews
 - Training/Certification
 - Service Recognition/Retirement
 - Benefits/Awards
 - TOCR Day
 - Uniforms

- Rules of Golf
 - Rules Inquiries
 - Rules of Golf Articles
 - Rules of Golf Seminars
 - Club Seminars
 - Rules Resource website
 - Online Rules School
 - TOCR Website
 - Course Marking/Local Rules Review



NCGA Club Events

Throughout the year, the NCGA hosts specific Club Events for both Type 1 Regular Clubs and Type 2 Associate Clubs. Our goal is to have every club play in at least one of these events during the year.

Regular Club Events

- Four-Ball Net
- Zone Championship
- Senior Four-Ball Net
- NCGA Team Match
- NCGA Players League

Associate Club Events

- Associate Club Four-Ball Net
- Associate Club Championship
- Senior Four-Ball Net

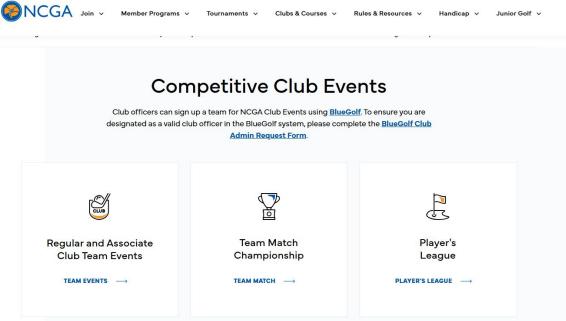
These events require a Club Admin to register your club's team. Have them reach out to us today to learn more!

On ncga.org, <u>navigate to the Member Club Resources page</u>



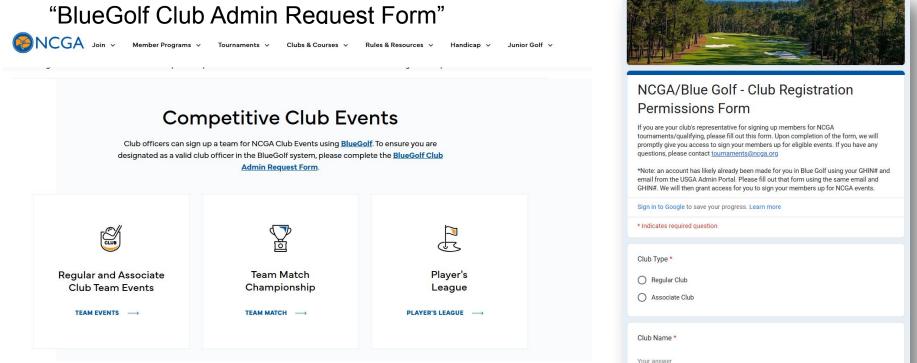


 Scroll down to find the Competitive Club Events section and click on the "BlueGolf Club Admin Request Form"





Scroll down to find the Competitive Club Events section and click on the





 Head to the NCGA Event Calendar to access the full list of events. Under the "Tournaments" tab, select the "Schedule & Registration" option. Then, click on the "View 2025 Master Calendar"

Source A Join - Member Programs	✓ Tournaments ∧	Clubs & Courses 🗸	Rules & Resources 🗸	Handicap 🗸	Junior Golf 🗸
	Tournament Information				
	Schedule & Registration				
	Results				

NCGA Full Schedule and Registration

You can browse all upcoming events via our calendar. Click on an event for more details, including course, eligibility, format, and registration information.

VIEW 2025 MASTER CALENDAR -



• You can further filter down the calendar by selecting "Regular Club Events", "Associate Club Events",





		Championships -			
Full Schedule	Championships Eligibility	All Events			Q 🏭 🖻
Date	Tournaments	All Tournaments			
Jan 3	Team Match - Saturday Registration	All Seminars	Leaderboard	\heartsuit	
Jan 3	Team Match - Thursday Registrat	Associate Club Events California Amateurs	Leaderboard	\heartsuit	
Mar 24-26	26th NCGA Senior Four-Ball Char Poppy Hills GC · Pebble Beach, C		Leaderboard	\heartsuit	View leaderboard
Mar 31 - Apr 1	20th NCGA Women's Net Amateu Poppy Hills GC · Pebble Beach, C		Leaderboard	\heartsuit	View leaderboard
Apr 22 - Jul 26	Team Match - Saturday	Member Travel	Leaderboard	\bigcirc	View leaderboard
Apr 22 - Aug 7	Team Match - Thursday	Mixed Team Series Open Day (Women)	Leaderboard	\heartsuit	View leaderboard
Apr 24	NCGA Four-Ball Qual - Corica Pa PARK Corica Park - South · Alameda, C/		Leaderboard	\heartsuit	View leaderboard
Apr 29-30	PWGA Legacy Senior & Super Se Madera G & CC · Madera, CA Madera Municipal · Madera, CA	Regular Club Events Senior Golf	Leaderboard	\heartsuit	View leaderboard
May 5-6	33rd NCGA Associate Club Four- Poppy Hills GC · Pebble Beach, C		Leaderboard	\heartsuit	View leaderboard
Apr 3	Assoc Club Four-Ball Net Q Paradise Valley · Fairfield,	USGA Qualifying	Info	\heartsuit	View leaderboard
Apr 10	Assoc Club Four-Ball Net Q	Weekend Net Tour	Info	0	View leaderboard

GOI

	1	Associate Club Events	5 -	
Full Schedule	Championships Eligibility			Q Ⅲ- A
Date To	urnaments			
May 5-6 🧯	33rd NCGA Associate Club Four-Ba Poppy Hills GC - Pebble Beach, CA	ll Net L	.eaderboard	2 View leaderboard
Apr 3	Assoc Club Four-Ball Net Qua Paradise Valley · Fairfield, C/		Info	2 View leaderboard
Apr 10	Assoc Club Four-Ball Net Qua Coyote Creek GC - Valley · S		Info	View leaderboard
Apr 11	Assoc Club Four-Ball Net Qua De Laveaga · Santa Cruz, C/		Info	View leaderboard
Apr 16	Assoc Club Four-Ball Net Qua Boundary Oak GC · Walnut C		Info 🤇	View leaderboard
Apr 16	Assoc Club Four-Ball Net Qua Windsor GC · Windsor, CA	I - Windsor	Info 🤇	View leaderboard
Apr 17	Assoc Club Four-Ball Net Qua Ancil Hoffman GC · Carmicha		Info	View leaderboard
Aug 25-26	43rd NCGA Associate Club Champio B & BH - Blackhorse · Seaside, CA B & BH - Bayonet · Seaside, CA	onship ()	Info	ク 営 Register
Jul 24	NCGA Associate Club Qual - E Del Monte GC · Monterey, C/		Info) ≱ Register \$855
Jul 31	NCGA Associate Club Qual - E Baylands Golf Links · Palo Al		Info) 営 Register

• Find the event that your members would like to compete in and click "Register". To find out more info on the event, you can click on the "Info" button. Then the system will confirm that you are a Club Admin by having you input your GHIN# and verify your info.

	Tournaments Registration		
Email address or Handicap Id:	NCGA Senior Four-Ball Net Qual - Metropolitan TEAM #1		
Continue	Player #1: Select Clear		
Cancel	Player #2: Select Clear		
	TEAM #2		
	Player #1: Select Clear		
	Player #2: Select Clear		
	TEAM #3		
	Player #1: Select Clear		
	Player #2: Select Clear		
	Back Next Cancel		



For some events, clubs are allowed to send up to 3 teams!

• The final page will have you input your payment information to confirm entry of your

team.

Tournaments Reg	istration		
Click here to use Tou	rnament Participant Nan	ne.	
Name on Credit Card:			
Address:			
Address(cont):			
City:			
State:		~	
Zip:			
Credit Card Number:			
Credit Card Id:	•	(3 or 4 digits)	
Expiration Month/Year:	**	mm/yy	
	Save card for future	euse	
n order to complete r	edistration the cardhold	er must, by law, be 13 or older.	



New Additional Benefits to Grow Together:

- Free Fantasy Golf League
- Club Participation and Engagement Metrics



Partnering for Participation

All new Fantasy Golf League

- Free Fantasy Golf League open to all members.
- Prizes for the top scorers in the league.
- The league runs throughout the year keeping members engaged



Partnering for Participation

New Additional Benefits:

- Club Engagement and Participation Metrics
 - Helps clubs see their engagement in the following areas:
 - Growth
 - Club Team Event Entries
 - Facility has hosted an NCGA event
 - Facility is a member benefit course
 - Club event held at Poppy Hills or Poppy Ridge
 - Percentage of Members that have Posted a Score
 - Tournament Official/Course Rater Participation



Working Together:

- **G** Growth (Members)
- **P** Participation (Club Events; Other)
- **S** Satisfaction (Feedback helps us)

Volunteer

Invitation

P Poppy (Group Bookings)

V - Volunteer





BECOME A VOLUNTEER TOURNAMENT OFFICIAL WITH THE NCGA

Our incredible team of more than 300 volunteers make everything we do possible. We invite you to join us in our efforts and become eligible for fantastic benefits!

V - Volunteer

- We would love to see all clubs have at least one Club member volunteer as a Course Rater or a Tournament Official.
- It is a great way for members to stay engaged in the game with a behind the scenes look!
- Go to <u>https://ncga.org/about/volunteer</u> to learn more and to register.

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 Invitation
 P Poppy (Group Bookings)

I - Invitation

Opportunities to Include/Invite NCGA...

- Invite the NCGA to host an NCGA Tournament or Rules Seminar at your facility
- To have your facility host a tournament or seminar please contact Bryce Leon at bleon@ncga.org

Working Together:

(Members)

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Poppy

Most golf associations would love to have even one member-owned course available to their members. Our NCGA clubs and members are lucky enough to have three great courses available

- Poppy Hills
- Poppy Ridge
- The Ridge 9



We want to ensure that all our NCGA Clubs take advantage of this enormous benefit.

- Associate Clubs bring out your club to enjoy these outstanding courses at a great rate for one of your events.
- Regular Clubs come and join us during your facility's yearly aerification.



NCGA Club Member Benefit at Poppy Hills

At Poppy Hills, we pair legendary golf with fresh, contemporary cuisine and superior service to help you host a seamless and memorable golf event.

Our professional and dedicated Group Golf Ambassador can customize a package that's right for you.

<u>How to Book a Club Event</u> <u>https://poppyhillsgolf.ncga.org/group-outings</u> Contact Cassidy Young (831) 622-8239 or cyoung@ncga.org

Partnering for Growth

NCGA Member Benefits at Poppy Hills:

Non-member

Green Fees: **\$350** Cart Fees: **\$25 per rider**

Non-member Twilight

Monday–Thursday: **\$100** Friday–Sunday: **\$120** Cart Fees: **\$25 per rider**

Member

Monday–Thursday: **\$95** Friday–Sunday: **\$125** Cart Fees: **\$25 per rider**

Member Twilight

Monday–Thursday: **\$60** Friday–Sunday: **\$90** Cart Fees: **\$25 per rider**



NCGA Club Member Benefit at Poppy Ridge

NCGA CLUB MEMBER BENEFIT

NCGA Club Bookings are one of the most valuable member benefits

Enjoy the Same Affordable Rates as Members do for Everyday Play

\$70 Green Fee Weekdays \$100 Green Fee Weekends \$25 Cart Fees (includes GPS on carts)

Single Point of Contact from Booking through Execution of the Event Experienced and Professional Staff Exceptional F&B Offerings 9-hole events available on The Ridge 9 (\$25 GF WD, \$35 GF WE)

HOW TO BOOK A CLUB EVENT

https://poppyridgegolf.ncga.org/host-an-event Contact Tiffani Lew, 925-456-8238 or <u>tlew@ncga.org</u>

Partnering for Growth

NCGA Member Benefits at Poppy Ridge:

Non-Member

Poppy Ridge 18-hole Course

Monday-Thursday: **\$150** Friday-Sunday: **\$175** Cart Fees: **\$25** per rider

Twilight

Monday-Thursday: **\$80** Friday-Sunday: **\$100** Cart Fees: **\$15** per rider



Member

Poppy Ridge 18-hole Course

Monday-Thursday: **\$70** Friday-Sunday: **\$100** Cart Fees: **\$25** per rider Seniors 60+ (M-TH only): **\$75** includes green fee & cart

Member Twilight

Monday-Thursday: **\$50** Friday-Sunday: **\$75** Cart Fees: **\$15** per rider

Poppy Ridge Renovation



It's a New Era

PROJECT OBJECTIVES

Create the best 18-golf course

-Ability to host NCGA Championships

-Enjoyable for players of all skill levels

-Create a more walkable golf course

Support Player Development/Growth of the Game

-17,000 SF Putting Green

-6,000 SF Chipping Green with 2 bunkers

-New turf/irrigation on the driving range

-Shorter 9-hole standalone course

-Par 34

-1,900 to 2,800 yards

-Remove time and intimidation/barriers

-Options for those entering and exiting the game

Redesign features that help support ongoing excellent condition standards

-State of the Art Irrigation and Drainage System

-Santa Ana Bermuda Tees, Fairways, Surrounds

-Prestige Bentgrass Greens

-California Native Grasses

-Fairway and green topdressing and aerification programs

Keep green fees affordable and provide value to NCGA Members



VISION

Ribbon Tees



It's a New Era -Blend into the landscape and offer a wide variety of setup options Wide Fairways

-Allows players of all abilities to have fun, appropriate given the wind patterns, better players are forced to think about position off the tee

Short Grass Around the Greens

-Players can use any club in the bag, harder for good players to determine which shot to play, easier for average golfers (can putt from off the green)

Shorter Green to Tee Connections

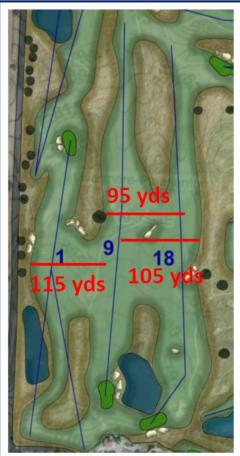
-Improves Pace of Play, Shorter Walk

Variety of Playing Directions & Yardages

-Provides variety and takes you on a journey throughout the round -Use prevailing wind patterns to balance Par 3's, Par 4's, Par 5's

PLAYABILITY ANALYSIS

Jay Blasi From July 2022



Strategically connecting fairways will give players much wider areas to play to without drastically changing turf quantities.





With these benefits, tools and most importantly you, our Club Reps, we know we can continue to grow this game we all love so much!





THANK YOU!





It's a New Era