



800-860-8575  
MichiganGCA.org

# Membership Engagement Pays Back!

## Real Money

- Michigan Clubs Fund dividends workers compensation program can save you 50%
- Entegra Procurement Services saves you 7% to 10% plus quarterly rebates
- Coca Cola has discounts and rebates
- Club Car partners with ClubProcure as the exclusive cart provider. Rebates available.
- ClubProcure Club membership is reduced by up to \$250 annually
- MGCA pays your membership into the Small Business Association of Michigan & NGCOA
- TORO/Spartan distributors saves you hundreds, if not thousands on equipment
- NGCOA Smart Buy Program savings
- Up to \$400 Direct TV Savings (or MORE when converting from another provider)
- Yamaha Golf Cart rebates
- Credit Card Processing will save significant \$\$ and hassle

## Association Initiatives

- Create, produce and promote the Golden Passbooks to Michigan Golf to fund the association's legislative advocacy
- Always striving to educate the golf operator to ensure their business grows through the Educational Support Foundation
- MGCA represents approximately 1/3 of all golf courses in Michigan
- Created strategic partnerships with SBAM, NGCOA and ClubProcure so members will be able to maximize their membership investments

## Golfer Retention and Promotion

- MIGolfLeague.com, an internet based golf league management system through GolfLeagueNetwork.com (GLN)
- Golf League Championship for GLN golfers
- Player Development Leadership grant (\$1,500) for programs focused on golfer retention and promotion
- Golden Passbooks to Golf bring new golfers to participants facilities
- John Dodge Carpe Diem Award (\$1,000) annual grant available to members' staff for creative and innovative business enhancement

## Resources

- "Guide to a Successful Golf Outing" booklet is available for members to attract and retain outing business
- "Tee Off Times" quarterly newsletter
- Bi-Monthly e-news to members on new opportunities, education, information
- Michigan Golf Business Conference and Vendor Fair
- Education Programs, Events and Webinars
- Golf Outing and Supplier Field Day
- Michigan Golf Business Call Center: 800-860-8575

## Legislative Action

- Lobby for Michigan Golf Industry
- Manage the Michigan Golf Alliance, a collaboration of Michigan golf associations
- Bi-Weekly legislative newsletters
- Has a seat on the Michigan Water Task Force
- Attends legislative meetings and monitors, evaluates and fights for the Michigan Golf Industry at the Capitol
- Brochure of Golf Industry economic impact

**To Join**  
visit [MichiganGCA.org](http://MichiganGCA.org)  
and click on  
**MEMBERSHIP**

1005 Abbot Road  
Suite A  
East Lansing, MI 48823  
(517) 482-4312  
800-860-8575  
[MichiganGCA.org](http://MichiganGCA.org)  
[jpaisley@MichiganGCA.org](mailto:jpaisley@MichiganGCA.org)