

SEPTEMBER 9, 2020

OPINION

Until Further Notice: Leagues/Outings Are Cancelled

By JJ Keegan, *Envisioning Strategist, JJKeegan+*

With several months of operating in a new environment completed, certain surprising details are emerging regarding what makes a golf course profitable. The superficial observer would think that leagues, outings and tournaments representing pre-booked rounds would be beneficial to a golf course's bottom line. Such is turning out not to be the case...

[READ MORE >>](#)

SPOTLIGHT

Florida Appeals Court Remands Disney Real Estate Tax Case to Trial Court

By Larry Hirsh, *President, Golf Property Analysts*

Among the more challenging elements of a real estate tax assessment on a golf or club property is the allocation of *real* and *personal* property value. A recent case (5D18-2927) in the Florida 5th District Court of Appeals (Disney v. Singh) clearly demonstrates the complexity of the issue. Though not a golf property, this case refers to the assessment of the Disney Yacht and Beach Club in Orange County. At issue is the valuation methodology used to estimate the "just value" (market value) of the real property. Lodging properties, like golf courses and clubs are typically purchased and sold as going concerns, with considerable tangible and intangible personal property intertwined within the fabric of the bundle of rights... [READ MORE >>](#)

FROM AROUND THE INDUSTRY

- [The Resurgence of the United Golfers Association](#) (Bunkershot.com)
- [Women's Golf Day Reports Record-Breaking Results](#) (Golf Business News)
- [USGA set to move handful of operations, including equipment testing, to Pinehurst](#) (Golf Digest)
- [Ladies on the Rise: Making Strides in the Golf Industry](#) (Troon)



COVID-19 Best Practices

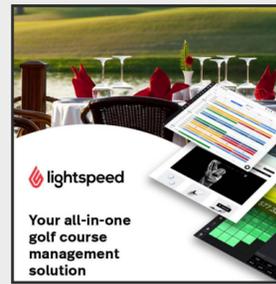
[VIEW NOW](#)



An All-In-One, Cloud-Based, Award Winning Golf Management Solution



Club Caddie is a Participating Sponsor of RevCon 2020



GOLF BUSINESS MAGAZINE - SEPTEMBER/OCTOBER 2020



Miles To Go Before I Sleep

By Jay Karen, *NGCOA CEO*

This issue of *Golf Business* happens to fall upon the five year anniversary of my homecoming at NGCOA. Only upon the exercise of reflection am I reminded of the good work we have done. I also can't help but feel the weight of a few regrets and the work undone... [READ MORE >>](#)

Fitting Market Booms in a Covid-19 Era

The mantra coming out of the COVID crisis was near universal. Rounds were up; revenues were down. But dumping all the golf business into such a big pile meant operators missed a lot of gemstones hidden in the rubble. The biggest among those was the club-fitting market.... [READ MORE >>](#)



Stay informed! Read reviews on Golf Management Systems (GMS), and write your own to help your peers.



Secure your space at NGCOA's NEWEST event, Golf Business RevCon 2020. If you're responsible for the financial growth and success of a golf business, this event is for you!



The NGCOA is arranging ways to provide various types of assistance to these golf courses. Thank you for your consideration and assistance with this critical effort.

Share Golf Business WEEKLY with a Friend!

Do you know someone who should be reading Golf Business WEEKLY? We encourage you to forward this email to your colleagues and peers so they can enjoy the latest business-to-business news about the golf industry. [CLICK HERE](#) to subscribe.



This email was sent by Golf Business. To unsubscribe and/or manage your email preferences, please [click here](#). Resident of Canada or the European Union? [Click here](#) to give us your consent to continue communicating with you.