GolfBusiness WEEKLY

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OPINION

Consistent Inconsistency

By JJ Keegan, Envisioning Strategist & Reality Mentor, JJKeegan+

With over 9,000 daily fee golf courses and nearly 3,000 municipal golf courses, one would think that there would be generally accepted policies and practices throughout the industry. Such appears not to be the case based on an industry survey we conducted in February 2021. Here is where significant disparity exists: Tee Time Intervals... Suppose one compares eight vs. 10-minute tee time intervals. In that case, the additional revenue that can be earned from using an eight-minute interval is upwards of $160,000, presuming the courses are operating at only 50% of capacity. Is 8 minutes the right interval? Not necessarily. The tee time interval should be correlated to the difficulty of the golf course. Del Ratcliffe, Ratcliffe Golf Services, who oversees four golf facilities for Mecklenburg Co., had an interesting observation reviewing the data... READ MORE >>

SPOTLIGHT

Golf Course "Volunteers" Sue for Unpaid Wages

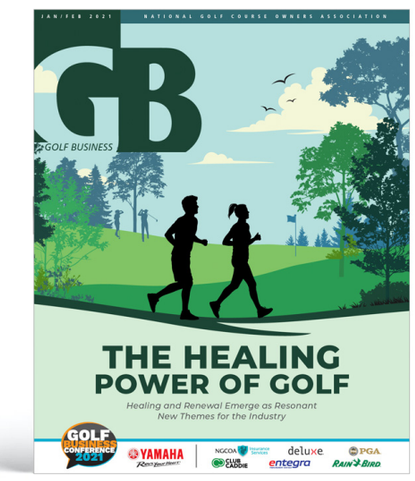
By Rob Harris, Editor, Golf Dispute Resolution

Palm Beach County finds itself defending a putative class action lawsuit brought by three individuals challenging the "golf facility volunteer" moniker given to them for providing services at three county owned golf courses. Plaintiffs describe their services as follows... READ MORE >>

FROM AROUND THE INDUSTRY

- New Deacon Tool to Help Courses Improve Golfer Experience (USGA)
- Golf real estate: Booming markets changing club life (Golfweek)
- Clubessential acquires foreUP, as management software market continues to recapitalize (Golf, Inc.)
- St. Augustine golf course owner fumes over state's refusal to pay for bulldozer damage (Jacksonville.com)

FROM GOLF BUSINESS MAGAZINE



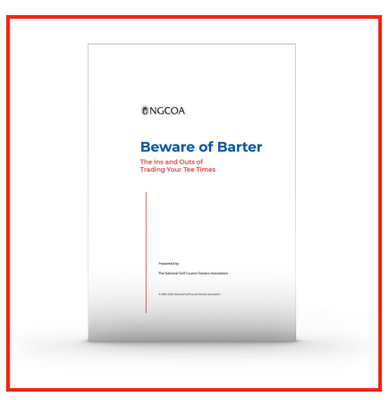
American Dunes: The Tradition of Honoring our Military

Near the eastern shore of Lake Michigan there's a point on the map where golf's tradition of giving back intersects with America's reverence for military service — especially when that service exacts a steep personal cost... READ MORE >>

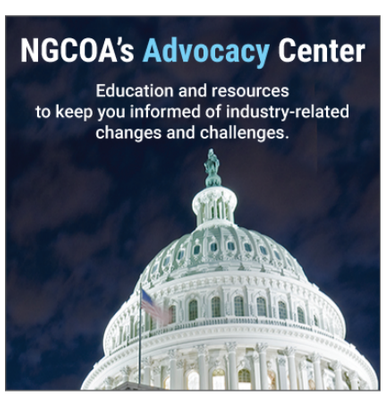
Carolina Country Club Shifts Focus to Fitness

The facility was second to none. When Roger Milliken, CEO of Milliken & Co., one of America's leading textile manufacturers, built Carolina Country Club as a place for his executives to live and recreate in the company's home base of Spartanburg, SC, it was everything a country club was supposed to be... READ MORE >>

The Golf Business Podcast brings you original, curated, informative content to help your golf course business thrive and grow.



Find Golf USA Tee Time Coalition information and resources in NGCOA's Advocacy Center. Visit Tee Time Advocacy to learn more!



The NGCOA strives to provide guidance, interpretation and suggestions for action when it comes to industry related challenges.

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