Brought to you by NGCOA

### MARCH 24, 2021

### OPINION

## It's Tough to Grow a Game Without Places to Grow It: The '1.3 to 1 Ratio' Conundrum

By Craig Kessler, Dir. of Gov. Affairs, Southern California Golf Association

One and one-third human beings is what a maxed-out golf course puts on one acre of open space under current COVID restrictions... a 1.3 to 1 ratio that has been the game's ticket to spectacular success during the pandemic. It's the unshakable fact about the game that persuaded public policy makers that golf is among the safest forms of outdoor recreation; indeed, the safest when one considers that unlike other outdoor recreational activities, the business model of golf involves strict control over ingress and egress. To be 100% accurate, golf doesn't place 1.3 persons all by themselves on that 1 acre. Four persons share a hole, which does put them in proximity on tees and greens, but if there is an easier place to guarantee 6 feet of separation than a tee or a green, I'd like to know... READ MORE >>

# Heard on the Street – The Latest Facts, Tidbits, and Speculation...

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

The business of golf is ever-changing. Keeping up with the last can be a challenge. For the golf course owner staying abreast of recent development, in 2 minutes, you will be current with all that matters. 1) Rounds were up 13.6% in 2020. Most courses are budgeting up to a 10% increase over 2019? A significant variable is the timing for the opening of ballparks, restaurants, and other entertainment venues. Colorado Rockies are at 42.6% for opening day. Everything is optimistically thinking there will be high retention of those introduced to golf in 2020... READ MORE >>

#### FROM AROUND THE INDUSTRY

- Rocket Mortgage Classic to host event to create path for Black golfers (Crain's Detroit Business)
- GGA Partners & Nextgengolf Release Findings from 5th Annual Research Study on Millennial Golf Community (PGA)
- Nationally Recognized Attorney Robyn Nordin Stowell Joins Nelson Mullins in Greenville (Nelson Mullins)
- Black firm to manage University Park Golf Club (The Crusader Newspaper)







### GOLF BUSINESS MAGAZINE MARCH/APRIL 2021

# TRAILBLAZER Mackenzie Mack Is Setting New Standard For The Game

### Can a Course Owner Require COVID Vaccinations?

Almost one year ago, the Coronavirus changed the way we live, work and play. It was almost like the world paused to reset our way of life. Unlike so many small businesses across the U.S., the golf industry encountered only a short period of lockdown... READ MORE >>

### Clearview Golf Club: A Family Legacy For Renee Powell

Under a clear Canton sky, the marker, sturdy and alone, cinnamon brown with gold trim and crowned with the leaves of a buckeye, says it all. Beneath the Ohio Historical Marker heading, the inscription reads: "Golfer and World War II veteran William J. Powell, excluded from playing on many American golf courses because of his race, overcame the indignity of discrimination by creating his own course... READ MORE >>



Find Tee Time Advocacy information and resources in NGCOA's Advocacy Center. Visit <u>Tee Time Advocacy</u> to learn more!



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



Resources for managing everything from your back office to the green, and everything in between, can be found in NGCOA's Workplace Center.

### 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.

The views and opinions featured in Golf Business WEEKLY are those of the authors and do not necessarily reflect the position of the NGCOA.

## GOLF BUSINESS MAGAZINE

291 Seven Farms Drive, 2nd Floor | Charleston, SC 29492 | 800 933-4262





