We’re excited to bring you the first edition of Multi-Course Owner Quarterly, an e-newsletter packed with thought-provoking content, tips and trends, and news beats of what’s happening in your golf business. We strive to continue adding value to your NGCOA membership—while strengthening your owner/operator community—and hope these newsletters will help accomplish that. If you have news to share with your MCO peers, we’d love to get your word out; please add Jay Andersen, NGCOA’s Director of Membership, at jandersen@ngcoa.org to your distribution.

**Teaching Golf in California May be a Thing of the Past**

If passed this law will require employers to convert to regular employee status those independent contractors delivering services at their place of business. [Read more](#)

**Emerging Simulator Strategies Proving Profitable for Indoor-Golf Success**

These days, indoor ball striking is enabled, encouraged and welcomed as a profit center. [Read more](#)

**The True Cost of Raising the Minimum Wage**

If golf starters were paid $15 an hour, customers would have to dig a bit deeper into their pockets. [Read more](#)

**Golf Entertainment Expanding in Phoenix**

NextLinks recently formed a strategic business partnership with the innovative entertainment-and-dining enterprise That’s Eatertainment Corp. (TEC). [Read more](#)

**Bobby Jones Links Increased Membership by 700%**

The Georgia Club in Statham announces that it will achieve a long-time goal on Nov. 1, when it transitions from a semi-private to a private club. [Read more](#)

**MCO NEWS BEAT**

- Troon Named One of Arizona’s Most Admired Companies
- KemperSports Selected to Manage Nemadji Golf Course in Superior, Wisconsin
- The Inaugural NGF GOLF 100 Golf Management Companies
- OB Sports Acquires Premier Golf Centers
- Billy Casper Golf Selected to Manage Spring Creek Golf Club
- Troon Selected To Manage Brookstone Park In Derry, New Hampshire

**NGCOA REMINDERS**

- Save the Date for GBC20 at the 2020 PGA Merchandise Show in Orlando
- Interested in Benchmarking Your Golf Course Performance Against Others?
- NGCOA MCO Members get 1.5% Rebate on Rain Bird Irrigation