

H A P P Y T H A N K S G I V I N G

N O V E M B E R 23, 2022

SPOTLIGHT

A Labor Solution Like No Other: On Course Foundation

By Rich Katz, Guest Contributor, Golf Business

Much is reported about today's labor shortages amid "The Great Resignation." Many golf courses, country clubs and resorts are feeling this pinch. But all is not lost and On Course Foundation is becoming an increasingly important resource for general managers, directors of golf, superintendents and others involved in the hiring and training processes. If you haven't heard of the organization, listen up. On Course Foundation leverages the tenets of golf as a recovery vehicle for wounded, injured and sick veterans. It conducts programs coast to coast at which its "members" learn how to play golf and golf business skills for careers in the golf industry. On Course Foundation then places members in golf jobs including Callaway, Invited (formerly ClubCorp), golf product manufacturers and service providers, and at golf properties. There are more than 2,000 members in the U.S. and abroad. NGCOA members are quick to posit veterans make spectacular employees by leveraging what they've experienced in the military... [READ MORE >>](#)

Solutions for Selling Your Golf Course

By Larry Hirsh, President, Golf Property Analysts



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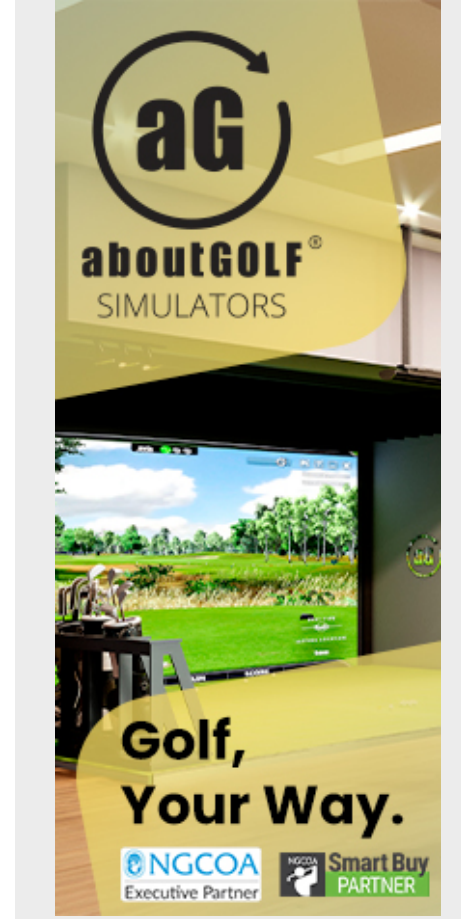


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A few weeks back, I wrote about establishing a strategy for selling your golf course. Many of our clients chose to wait, seeking to find the top of the market. That time may have passed. Thus, developing a strategy for current market conditions is necessary. I want to focus on two areas: **Deferred Maintenance** and **Seller Financing**. At nearly every golf property I visit to assist a potential seller, there are items of deferred maintenance. The three most common are irrigation, cart paths and bunkers. The American Society of Golf Course Architects publishes a Life Cycle Chart for estimating the life cycle of key components of a golf course. Often, irrigation systems have aged to a point within or exceeding the expected useful life (10-30 years) and prudent buyers are likely to consider the near term replacement of irrigation in any offer. Thus, if you haven't replaced pumps, pipes, heads or electronics since construction of the course, or installation of the system, be prepared to hear about it...

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FROM AROUND THE INDUSTRY

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- >> [University of Florida scientist studying cost-effective methods to control nematodes](#) (GCI)
- >> [Smart Irrigation Market Size, Segments, Share and Growth Factors](#) (Yahoo Finance)
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FROM GOLF BUSINESS MAGAZINE NOVEMBER/DECEMBER 2022

Good Works and a Good Image: The Strategy Around Charity

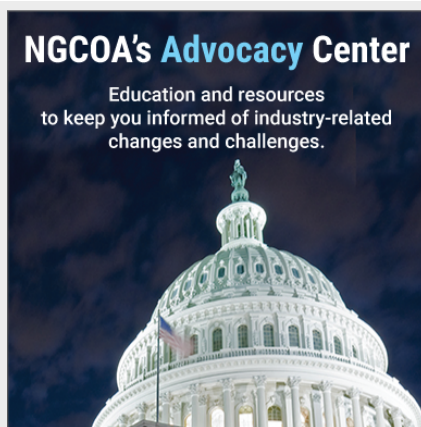
Every industry, golf included, is required to keep tabs on its public image. One way to get that process started is with some word association. If you try it with the dry cleaning industry, for example, you may get “groundwater



pollution” as a response. Indeed, the Environmental Protection Agency has been treating abandoned dry cleaning businesses... [READ MORE >>](#)

‘OP9’: A New Public-Private Effort Revives an Old Course for Charity

On a beautiful October Thursday in Memphis, two 15-year-old boys arrived at Overton Park 9 (OP9) a half-hour early for their 3:50 p.m. tee time. “We’re here because it’s free,” Grayson West said of the new public-private project that redesigned, rebuilt and rebranded the previously-named Links at Overton Park.... [READ MORE >>](#)



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The NGCOA partners and participates with industry experts to provide members with timely, business-critical reports, studies and other research content.

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