



GOLF NSW - THE BUSINESS

PART 1

A snapshot of Golf NSW - What it does!

- Golf NSW is the peak organisation and custodian of the game of golf (amateur) in NSW
- Provide guidance, direction and advise to member Clubs and DGAs
- Promote and encourage the playing and enjoyment in the game of golf to all
- Ensure fair play, good fellowship and the well-being of the game generally
- Support social and community golf, beginners to elite & representative players and teams

More people playing more golf!

PART 2

The Hierarchy!



PART 3

Who is Who?

The Board

Chairman:	Chris Allen	Pennant Hills Golf Club (Metropolitan - Zone A)
Deputy Chair:	Sue Fabian	Pennant Hills Golf Club (Metropolitan - Zone A)
Chairman of Finance:	John Lock	Carnarvon Golf Club (Metropolitan - Zone C)
Directors:	Frank Gal	Richmond Golf Club (Metropolitan - Zone C)
	Alan Harrison	Federal Golf Club (Country - Zone E)
	Jean Moran	Shelley Beach Golf Club (Country - Zone D)
	Lynne Ritchie	Lithgow Golf Club (Country - Zone F)
	John Waanders	Muree Golf Club (Country - Zone D)
	Darrell Watts	Murwillumbah Golf Club (Country - Zone D)

The Staff

Chief Executive Officer:	Greg Mills
General Manager Golf:	Graeme Phillipson
Chief Financial Officer:	Denise Rogers
General Manager Commercial:	James Black
High Performance Manager:	Khan Pullen
Events Manager:	Christy Collier
Manager - Golf Services	Rod Clark:
Communications Officer:	Mitsie Kent
Events Administrator:	Julia Skamperle
Golf Programs Coordinator:	Jon Shineberg
Golf Programs Coordinator:	Nicole Bessant
Course Rating & Golf Administrator:	Adam Dransfield
Executive Assistant:	Cherie Allan
Finance Coordinator:	Wynter Hines
Receptionist:	Ann Larson

Patron & Patron Member Clubs

Her Excellency Professor Marie Bashir AC, CVBO, Governor of NSW

The Australian Golf Club & The Royal Sydney Golf Club

The Committees

Women's & Men's Match Committees - Chaired by Sandra Gilles and Les Browne

Handicapping & Course Rating - Chaired by Lynne Ritchie

Rules & Amateur Status - Chaired by Frank Gal

Finance (includes Audit & Risk) - Chaired by John Lock

The NSW Golf Foundation

Chairman: Chris Allen

Governors: Sue Fabian
Katrina Brown
Jim Glenday
John Robinson

Mission

Statement: As distinct from the respective golf Associations in NSW, the role and mission of the NSW Golf Foundation is to raise additional and incremental funds through tax deductible donations which are to be allocated in the form of grants to applicants with any requirement that is deemed to build a strong and vibrant future for golf in NSW.

www.golfnsw.org/default.aspx?s=NSW-Golf-Foundation

Associated Organisations

Jack Newton Junior Golf

Directors representing Golf NSW - Chris Allen, Darrell Watts and Sandra Gillies

www.jnjg.com.au

Australian Golf Heritage Society

Representatives from Golf NSW include - John Lock and Jim Glenday

www.australiangolfheritage.org.au

PART 4

What does Golf NSW do - The wider view?

General

1. Promote & foster the game to all;
2. Affiliate Clubs & DGAs;

3. Assist with Legal & financial guidance issues;
4. Workplace relations & administrative support;
5. Respond and provide guidance to clubs and DGAs on a myriad of operational and political matters;

Golf Department

6. Stage a NSW Open and Women's NSW Open each year;
7. Conduct approximately 50 major amateur tournaments & participation events on an annual basis;
8. NSW Teams & Representations;
9. Communicate with member Clubs and DGAs;
10. Provide a comprehensive Club Management Manual;
11. Provide Training, Support & Encouragement to a variety of industry stakeholders;
12. Representation on the Council of ClubsNSW;
13. Government relations and support;
14. Manage a High Performance Golf Program;
15. Financially support and assist Jack Newton Junior Golf;
16. Financially support and assist the Australian Golf Heritage Society;
17. Charity support – NSW Golf Foundation grants program;

Rules & Amateur Status

18. Manage and educate the golf community on the Rules & Amateur Status Regulations;
19. Conduct Club & State Level Seminars, Exams and maintain database of accredited officials;
20. Conduct Club Level Rules Presentations;
21. Respond to Rules queries and liaise with Golf Australia re related matters;
22. Provide clubs with guidance on Local Rules & deliver newsletters and quizzes on this subject;
23. Manage Rules Committee meetings;
24. Attend NSW Open/s, re rules duties & arrange rosters of officials;
25. Manage database & correspondence for those seeking reinstatement of their Amateur Status;

Handicapping & Course Rating

26. Manage and educate the golf community on Handicapping & Course Rating systems and related matters;
27. Maintain database of course ratings;
28. Advise and train DGAs & rating teams;
29. Liaise with Chairman re rating issues;
30. Issue temporary course ratings when required and issue Rating Certificates;
31. Maintain ratings on GolfLink database;
32. Respond to queries regarding handicapping and course rating;
33. Manage Committee meetings

Technical Services

- 34. Assist with general queries including clubs seeking to affiliate;
- 35. Support the Talented Athlete Camp program managed by JNJG;
- 36. Manage claims under Country Development Program;
- 37. Liaise with Centres and Golf Australia regarding Golf Access program;

Communicate

- 38. Information from Golf Australia, R & A to our member Clubs & DGAs;
- 39. Changes to Rules, Handicapping & Course Rating;
- 40. Distribute Rules & Decisions books, etc.;
- 41. Manage the organisations website;
- 42. Drop Zone newsletters;
- 43. Club Connect/Bulk mail-outs;
- 44. Provide updates to Directors, Councillors and other stakeholders;
- 45. Manage a player scholarship program;
- 46. Building a single brand for the benefit of all golfers – that is Golf NSW!

Commercial

- 47. Manages a commercial department;
- 48. Marketing and Sales of sponsorship and funding opportunities;
- 49. Continuing development and management of the Golf NSW brand and associated images; and
- 50. Merchandising and apparel arrangements;
- 51. Stakeholder relationship management.

Contact details

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PART 5

Why Affiliate with Golf NSW?

Benefits of Affiliation or Membership with Golf NSW

Background

1. Individual sporting clubs cannot operate effectively in an open market without the support, guidance and governance opportunities which are all provided by affiliation with a higher authority. Similarly, the immediate higher authorities to clubs such as the DGA (regional) and or Golf NSW (state) cannot operate with total effectiveness without membership or affiliation with Golf Australia (national sporting organisation or entity).

As the R & A will only recognise national organisations such as Golf Australia insofar as the control and implementation of the Rules of Golf and Amateur Status is concerned, you can see the relevance of the connections between each level of governance. One can always debate the values and virtues of all levels of Government, as with politics generally, but that can be a very complex and subjectively based debate;

2. Golf NSW's management, guidance, education and communication of Rules and associated matters include:
 - Management and distribution of the Rules of Golf books. (48 pallets or 300,000 books received on a four year cycle);
 - Management and distribution of the Rules of Amateur Status;
 - Management and distribution of the Decision on the Rules of Golf books every 2 years;
 - Management distribution of the Illustrated Rules of Golf book and DVDs every second year; and
 - Distribution of the Rules of Golf DVD produced by the R & A

Plus, Golf NSW:

- Conducts in excess of 15 club level rules seminars and follow up exams across the state each year;
- Conducts state level accredited seminars and exams;
- Manages and rosters accredited rules officials at all 50+ Golf NSW conducted events each year, including the men's and women's NSW Opens as well as the Australian Men's and Women's Opens;
- Supports clubs and DGAs with guidance on Conditions of Play and reviews and construction of Local Rules where requested;
- Delivers numerous club level rules presentations and education sessions each year;
- Responds to rules queries from a number of clubs, DGAs and individuals on a daily basis;

- Significantly contributes to and participates in the ongoing development of the national rules accreditation program;
3. Golf NSW is the state custodian of the Australian Handicapping and Course Rating System which incurs the responsibility to:
- Respond to constant queries from clubs, DGAs and individuals regarding both aspects;
 - Contribute to assessment of the systems when requested to by Golf Australia which has been frequent and ongoing in recent few years;
 - Provide guidance and support regarding Section 8 issues, where clubs require direction when they need to consider unusual handicap increases or decreased;
 - Maintain a database of educated course raters who act on behalf of DGAs and Golf NSW when courses require rating services;
 - Re-educate the course rating population to enable GolfNSW to rate all courses within the state with the new USGA system;
 - Subsequently, educate our staff and volunteer network re the Slope style handicapping system as it nears introduction;
 - Manage *GolfLink* queries as and when required; and
 - Provide an entry level software handicapping tool (One Golf) which was developed for smaller clubs which is highly subsidised by Golf NSW.
4. Golf NSW manages the affiliation process for new clubs including legal compliance and assessment.
5. Golf NSW stages upward of 50 events and tournaments across the state promoting the game and playing and socialising opportunities for all levels, but particularly for the club golfer:
- [Click here](#) to view full calendar of events;
 - Manage a High Performance program for the developing players both men and women including state teams representation; and
 - Golf NSW owns and conducts the NSW Open and Women's NSW Open each year to both promote the game of golf generally as well as provide genuine pathway opportunities for our best amateur players.
6. Golf NSW provides general guidance and support to clubs across all aspects of their operations, if asked:
- Act as a sounding board re legal issues and matters of concern to clubs. No legal advice is offered by frequently legal advice is sought if the matter has relevance to many clubs as opposed to an individual or local issue only;
 - Provide a very comprehensive management tool and on-line reference guide (Golf Club Management Manual) which contains over 250 pages of information;
 - Produce a Club Directory contacts publication each year;
 - Provide, manage and maintain the GolfNSW website as both a promotional vehicle as well as a communication link to all including secure information related to clubs and DGAs;

- Deliver a bulk mail to clubs on a regular basis to share, highlight and promote the activities and events of Golf NSW to all stakeholders groups who form part of our industry; and
 - Provide template constitutions and the like for clubs and DGAs.
7. Golf NSW represents the golf industry's interest on the ClubsNSW Council.
 8. Golf NSW successfully manages a commercial arm of the business to drive sponsorship underpin business operations and to minimise the reliance on affiliation fee revenue.
 9. Golf NSW manages the NSW Golf Foundation in conjunction with a Board of Governors who regularly allocates grants to clubs and individuals across the state who has a desperate and deserving need for financial support.
 10. Golf NSW provides significant financial and VIK support to Jack Newton Junior Golf who hold the major responsibility for the promotion of the game to young people across the state operating a wide range of programs aimed at junior golfers. Membership of the JNJG for juniors is provided free of charge.