



CLUB NEWS

A quarterly Golf NSW Newsletter

CHAIRMAN'S MESSAGE



Welcome to the first edition of Club News, Golf NSW's quarterly newsletter, intended to keep you better informed of our current activities.

It is a brutal reality that many clubs are currently struggling. Although membership numbers are under pressure, especially for many country clubs, decreasing membership subscription income is a common source of concern. Unfortunately the situation has been compounded by the economic climate and extreme weather conditions suffered across the state. Our CEO, Stuart Fraser, will comment more on this subject on the following page.

Stuart joined us in September last year after serving over eight years as the CEO of a Sydney metropolitan golf club. That experience, together with his role on the National Board of Golf Management Australia, will provide valuable insight into current conditions at member clubs.

Shortly after Stuart's arrival we held the second Annual General Meeting since the amalgamation of the Women's and Men's

Associations. Election for six of the nine Board positions was held and it has been a pleasure to welcome John Robinson (Elanora Country Club and The Australian Golf Club) to the Board. John has an I.T. background and is an active Rules Official at State and National level.

A recent issue of magnitude has been investigations by the NSW Environmental Protection Authority (EPA) in relation to alleged use of "unregistered" chemicals by golf clubs. The subsequent investigation, which has also included activities of turf growers and chemical suppliers, has led to issuance of a number of Notices (please explain) which has led to fines in a number of cases and potentially further action in others. We have taken the view that it has been essential to enhance the industry's environment credibility and need to meet community and regulatory expectations. We have formed an alliance with the Australian Golf Course Superintendents' Associations (State and National), Golf Management Australia (NSW), E-Par (an environmental management system provider) and most critically, the EPA. A pilot program to continue

to enhance the image of our industry has been launched. It involves no less than 42 clubs. Please do not hesitate to contact us if you require any assistance with this matter.

We are delighted with the success of the recent staging of the 2013 Bing Lee/Samsung Women's NSW Open at Otlands Golf Club, which included 30 elite amateurs from most states in Australia, plus representation from New Zealand (including world number 1 amateur ranked player, Lydia Ko) and the US Mid-Amateur Champion (Meghan Stasi) who has won that championship for four of the past seven years. Our thanks go to the NSW Government for their support with this initiative. We consider this Championship part of a program to fulfil one of our primary strategic objectives - to increase participation of girls and women in our wonderful game.

I hope you enjoy the newsletter and would welcome any suggestions for content of future publications.

Kind regards

Chris Allen
Chairman

CEO'S MESSAGE

It gives me great pleasure to communicate to you via this inaugural edition of the Club News, a quarterly publication to Golf Clubs and our key industry stakeholders on behalf of Golf NSW.

The purpose of this circular is to keep all member Clubs "in the loop" with industry news and trends, along with a focus on Golf NSW initiatives and programs.

Having recently been a Golf Club Manager, I am fully aware of the financial pressures currently facing Golf Clubs, and I intend to use this experience and knowledge as Golf NSW looks to develop initiatives and corporate partnerships that will assist in relieving the financial pressures on Club operations.

On a National level, Golf NSW in conjunction with Golf Australia, is currently working in close collaboration with other key industry stakeholders, including Golf Management Australia, Professional Golfers Association, and Australian Golf Course Superintendents' Association, to formulate a Club Support and Development Program. This program will assist Clubs whose operations may be under pressure. I look forward

to updating you with the progress of this initiative which is due to be launched in the second half of 2013.

It is very refreshing to see all key industry stakeholders working together and pooling resources in an effort to address the pressures facing the Golf Clubs Australia wide.

Insurance is one area of Club operations which can be very costly. To help minimise this cost Clubs should consider how the Australian Golf Insurance Scheme can be used to achieve this. Details of this initiative are featured below.

The recent adverse wet weather conditions, especially in the north of the State, have not been the best start to the year for some Clubs, however, if required I am sure the resilient golf industry will come together to provide whatever support is required.

I would like to take this opportunity to wish all member Clubs a successful 2013, and Golf NSW looks forward to working with you to help grow this wonderful game.

Stuart Fraser
Chief Executive Officer

THE NATIONAL INDUSTRY-WIDE INSURANCE PROGRAM



Did you know that as an affiliated golf club in NSW, the club, its affiliated players, officials, volunteers and trialling participants in recognised development programs have the benefit of being covered by the Australian Golf Insurance Scheme?

How did this come about?

In 2006 Golf Australia identified the need to review a player's risk exposure to the game and led a review into Player insurance coverage. A survey was sent out to all clubs seeking information about what insurance cover they provided.

Alarmingly the survey revealed that just over half the clubs claimed to have player insurance. Smaller clubs were more at risk, with a number reporting minimal or no coverage for player or equipment insurance. Essentially it also meant that about 80% of players were not covered. This was not only a risk to individuals and clubs, but to our golfing industry as a whole.

Following in the footsteps of a number of national sporting organisations, Golf Australia set out to develop a national insurance program to provide consistency in coverage for players at affiliated clubs. Through an insurance product partnership between Golf Australia and insurer Sportscover, all Golf Australia-affiliated golfers now have on-course protection (for personal injury or property damage), no matter where they happen to play.

Through this, the national insurance scheme provides comprehensive cover for golfer's personal liability with a limit of \$20 million. It also gives them access, through their own club, a cost-effective cover for personal accident and golf equipment insurance which includes all players, members, employees and volunteers at the club. This exclusive scheme was developed to provide clubs with the widest cover available at the most competitive premiums.

What does this mean for clubs?

Any golfer with an official Golf Australia handicap is covered by the scheme, providing any affiliated club with the safeguard that provides access to the specialist Golf Club Insurance Policy. Green fee players are only covered under this insurance if the club takes out the Golf Australia Service fee that includes player liability and other services such as benchmarking, game development and promotion. The fee for this is \$1 per round, of which the club retains 50c to go to its own promotion or game development activity – a great revenue raiser for clubs.

Clubs also have the ability to choose which broker they wish to deal with and do not need to go to a single insurance broker to receive benefits that the buying power of Golf Australia can generate. This can result in lower annual premiums and peace of mind regarding impact on the clubs' own insurance policies.

**For more information contact Sportscover on:
1300 39 79 39 or email golfaust@sportscover.com**



2013 RULES SEMINARS & EXAMS

Last year there was a very busy schedule with the rules seminars and exams. It was suggested that the interest was related to the fact that it was the first year of the four year production cycle of the *R&A Rules of Golf* book. The level of interest from Clubs has remained for 2013, which is very pleasing.

We have developed an on-line exam for 2013, which we are sure will be much more convenient and accessible for the majority. It also takes some of the pressure away from those who would prefer not to do an exam amongst their peers.

After each seminar, participants will be provided an access code and password which will enable them to do the exam on-line at their convenience, rather than physically having to return to where the seminar was conducted. Participants will be notified of their results immediately after the exam is completed or when the three hour limit has expired.

To allow sufficient time to develop this facility and ensure that it functions properly, it has been decided that we will not be conducting any seminars until June 2013.

EVENTS UPDATE

Clubs now have the opportunity to enter their members in the three state wide competitions run by Golf NSW, at no cost which includes: KENO Mixed Fourball, Men's Fourball, and the Women's Fourball Classic events.

Each event utilises existing club events as the first round, with the top pair(s) making it to the District or Metropolitan Final, and then a State Final, at the magnificent Bonville Golf Resort. Golf NSW has now decided to make entry into these events *free*. Online entry is now available to enter these events. To register visit the Events page on www.golfnsw.org

JUNIOR GOLF IN NSW

Golf NSW has over 6,000 registered junior members of golf clubs. The driving force behind the continued growth of junior golf in NSW is the Jack Newton Junior Golf Program (JNKG).

A string of successes amongst the junior members and teams recently caught the eye of the Minister for Sport and Recreation, Graham Annesley, who issued a media release congratulating the NSW junior squad following its State of Origin victory over arch rivals Queensland at Newcastle in January.

Golf NSW is committed to introducing juniors to the game which is essential to maintain and grow the game of golf.

JACK NEWTON JUNIOR GOLF



Welcome to the first instalment of the junior section of the Golf NSW newsletter and Happy New Year from Jack and all our members. JNKG has recognised that in today's technological world, effective communication is critical.

In order to improve our service to members and stakeholders, and to support JNKG Territory Managers, JNKG has engaged a Communications Manager, Sheridan Graham-Tupaea, to oversee that communication process. Sheridan will be the "go-to" person for information and promotions related to junior golf in NSW.

As the peak body for junior golf in NSW, JNKG works closely with Golf NSW and has the ability to draw on its programs, build partnerships between DGAs, Clubs and Schools to generate regular participation amongst its members. The Encourage Shield is one such event that showcases how JNKG, DGAs and Clubs can forge such partnerships.

JNKG was charged with the administration of the Metropolitan Encourage Shield in 2009. A State Final was introduced involving Country District Golf Associations. In 2012 the event grew to include the Sydney Metropolitan region and 13 DGAs comprising 101 clubs and 630 juniors participating in the handicap match play competition. The State Final for the 2012 competition was held in early January at Newcastle Golf Club in conjunction with the State of Origin. Port Macquarie Golf Club became the first non-metropolitan team to win the event.

What this event also highlighted was the growth of junior golf participation in these various districts through JNKG's support.

In the Newcastle Hunter region alone we have 154 trained teachers running over 80 programs through various centres to promote golf and increase participation.

In following editions JNKG will outline the various activities from the schools program, through the tournaments to elite development, and introduce you to the personnel who drive junior golf in NSW. Watch this space!

Peter Van Wegen
CEO – JNKG

**For more information contact JNKG on:
9567 7736 or email jnkg@jnkg.com.au**



Encourage Shield Winners – Port Macquarie. L-R: Lily Baker, Lachlan Richards, Tom Biron, Jackson Jubelin, Sam Hutchison & Jean Thongkhai.

SRIXON EXTENDS INVOLVEMENT IN NSW

One of the leading brands in golf, Srixon already plays a significant role as a Major Supporting Partner of Golf NSW. This involvement greatly assists with the High Performance Program, as well as the many events on our annual calendar.

As a further extension of the arrangement, Srixon have now become associated with the pre-eminent club teams competition in Sydney – now known as the “Srixon Metropolitan Major Pennants”.

All participating clubs received an offer to offset the high cost of outfitting their teams for the competition, as well as having the chance

to participate for further product incentives based on their success. An overwhelming response was received, so much so that Srixon will be the No. 1 ball played in the competition this year.

This arrangement solely benefits our member clubs participating, and we are hopeful that this type of commitment will continue in future years as well as extending this to other team competitions.

James Black
General Manager, Commercial

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