



National Golf Course Owners Association Canada



# COVID-19 Webinar

## Friday, May 8<sup>th</sup>, 2020

Presented by: NGCOA Canada, Platinum Partners





National Golf Course Owners Association Canada

## Agenda COVID-19 Webinar:

- |                          |   |
|--------------------------|---|
| <b>11:00am – 11:05am</b> | Welcome message from Jeff Calderwood, NGCOA Canada CEO                    |
| <b>11:05am – 11:10am</b> | Ryley Scott   Director, Golfmax & Business Development, NGCOA Canada      |
| <b>11:10am – 11:50am</b> | KPMG Presentation and COVID 19 Q&A  |
| <b>11:50am – 12:00</b>   | Survey Highlights on the economic impact of COVID-19 on the golf industry |



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**\*SOCIAL DISTANCING**



Tempo Walk  
autonomous caddy,  
golfers can keep a safe  
distance while playing  
their round and focus  
on the game during  
these unprecedented  
times.





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- Contact-less
  - Online Booking
  - Payment
  - Check-in
- Online F&B orders



- Waiving all setup fees
- 3 FREE months of HR Services
- FREE webinar Thursday, April 30<sup>th</sup>
- Email

[kyle.campbell@deluxe.ca](mailto:kyle.campbell@deluxe.ca)



- Increase tap on all units to \$250



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- Touchless ball retrieval
- NGCOA Canada 10% Discount
- CODE: **NGCOACAN**

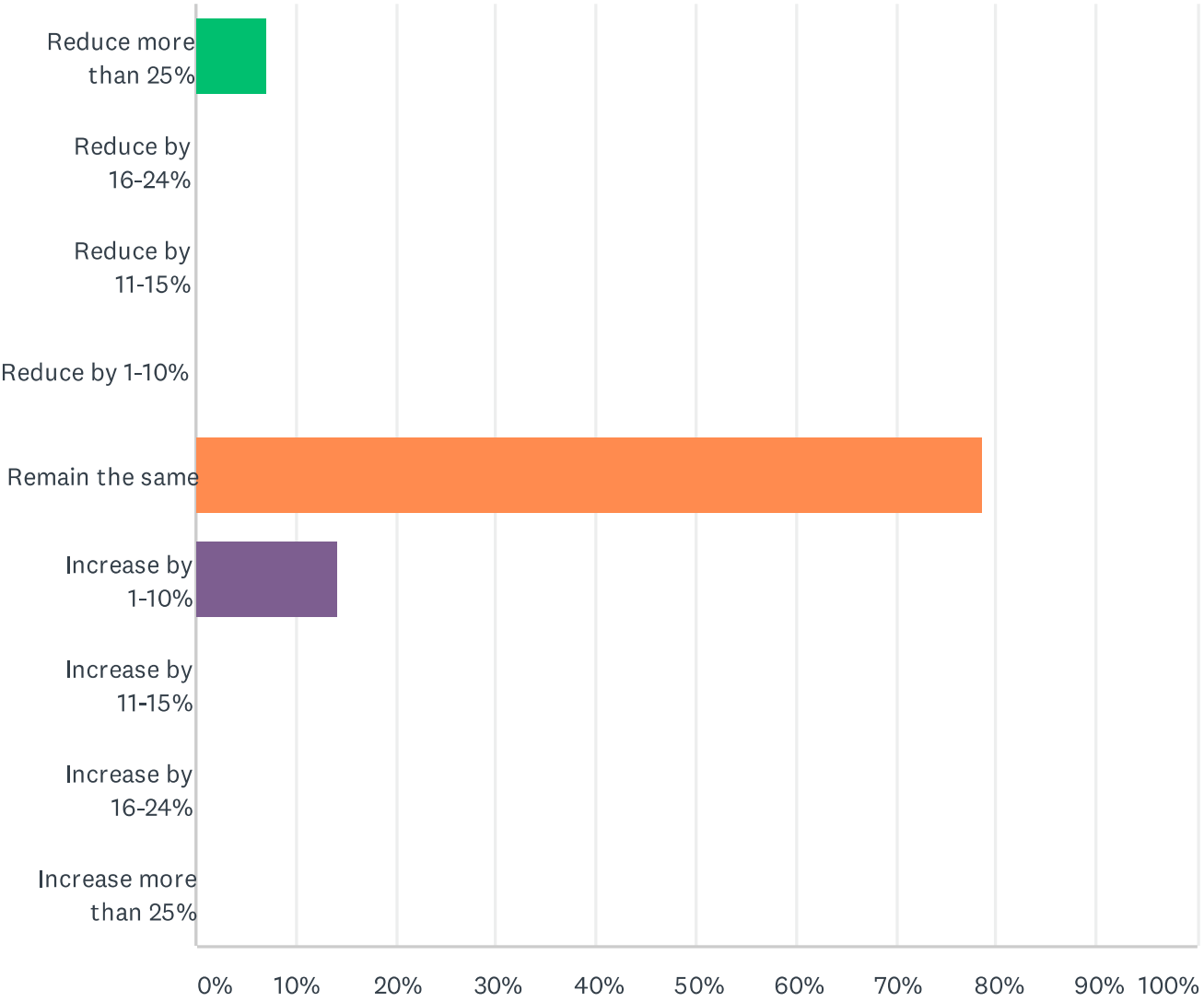


- Commercial cleaning & Disinfecting solutions
- As little as \$0.75 / gallon
- **25% discount** for NGCOA Canada

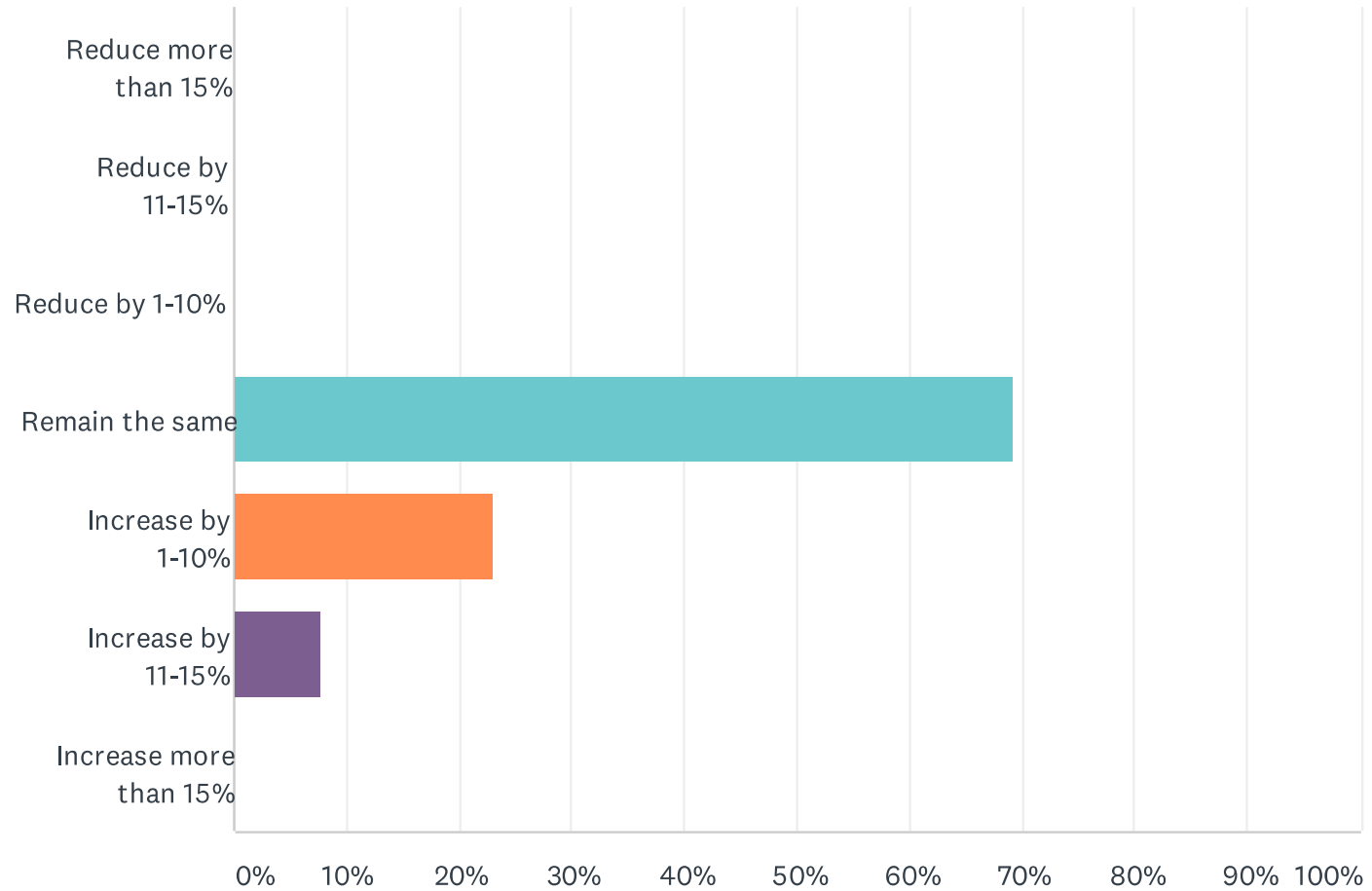


- Sneeze guards
- Physical signage
- Floor decals
- **5% discount** for NGCOA Canada

Q2 Have you or will you change your green fee rates due to Covid-19 measures.



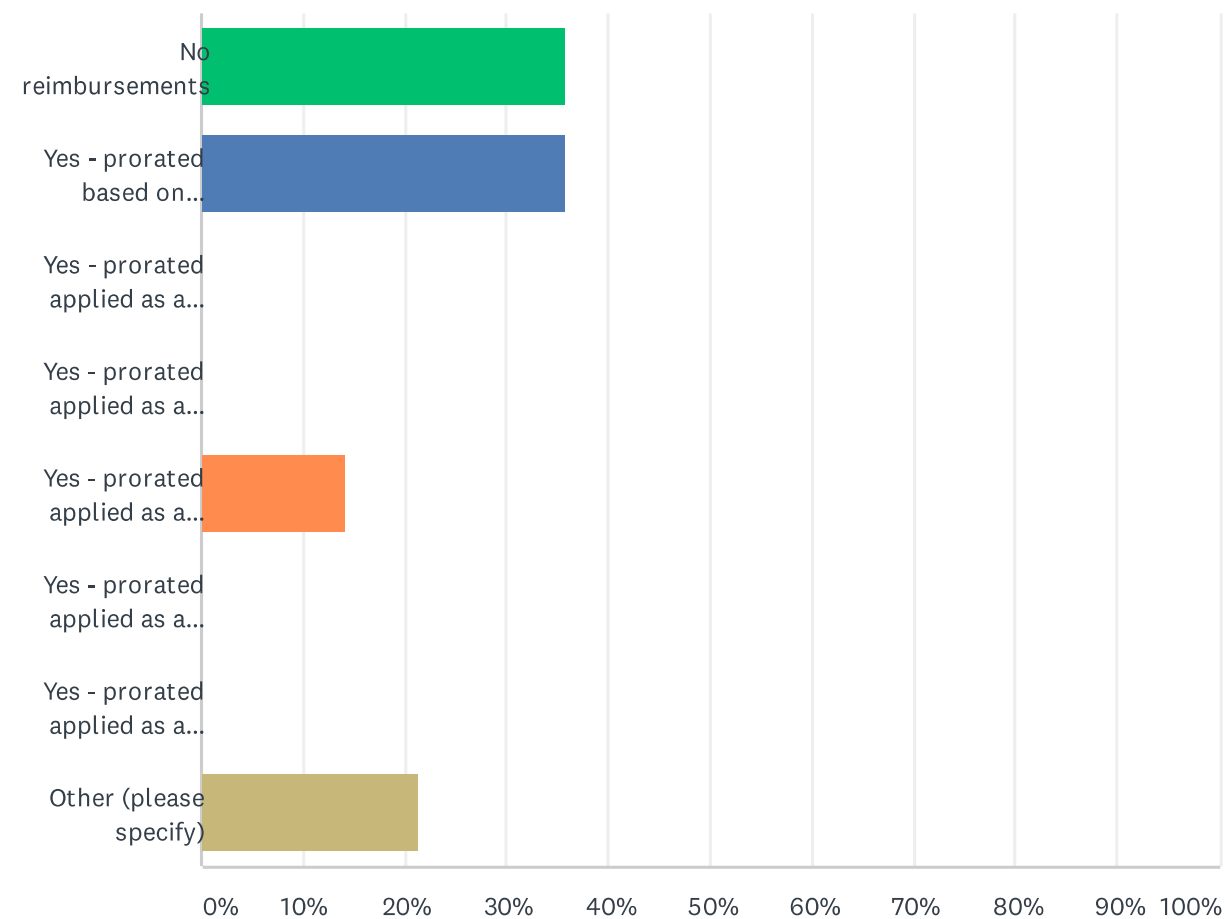
## Q3 Have you or will you change your cart rental fees?



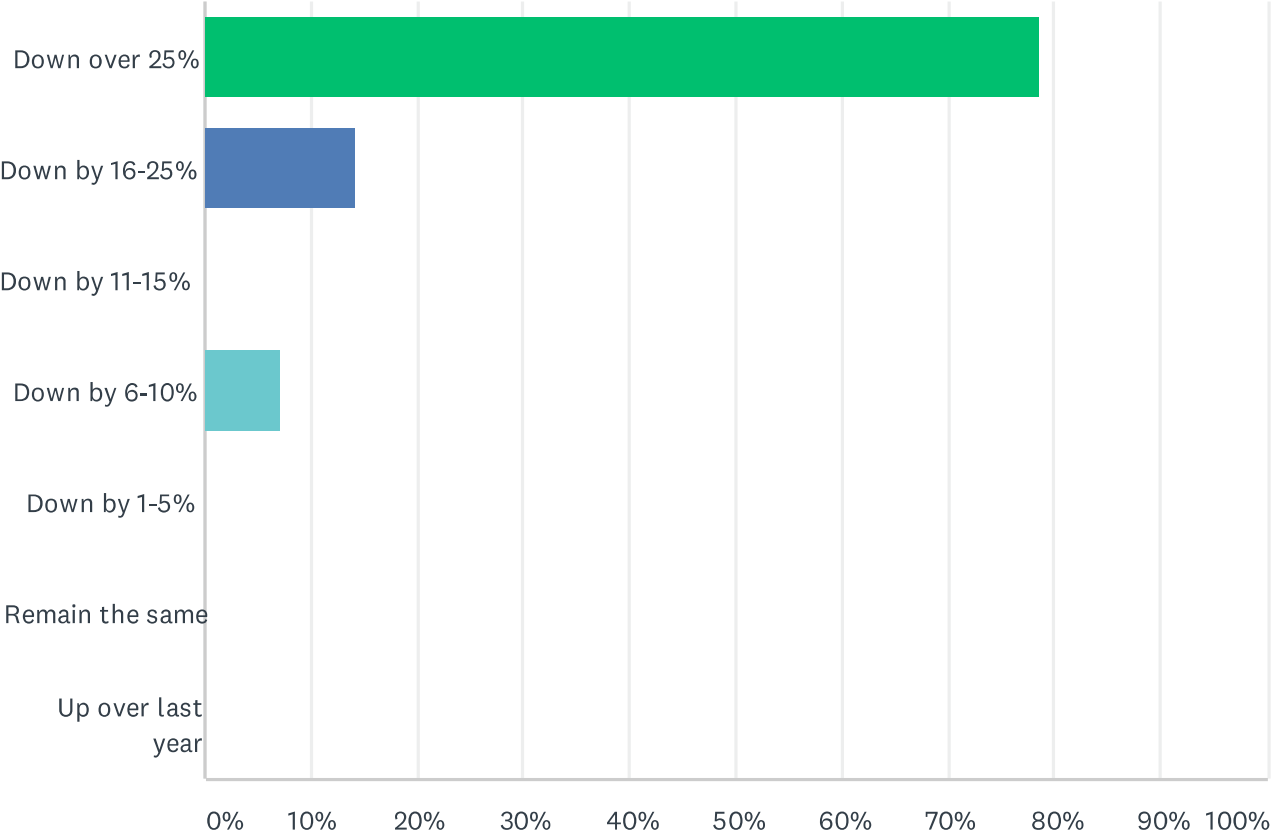
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Q4 If your season is starting later than normal due to COVID-19, are you considering reimbursement for a portion of the membership dues?

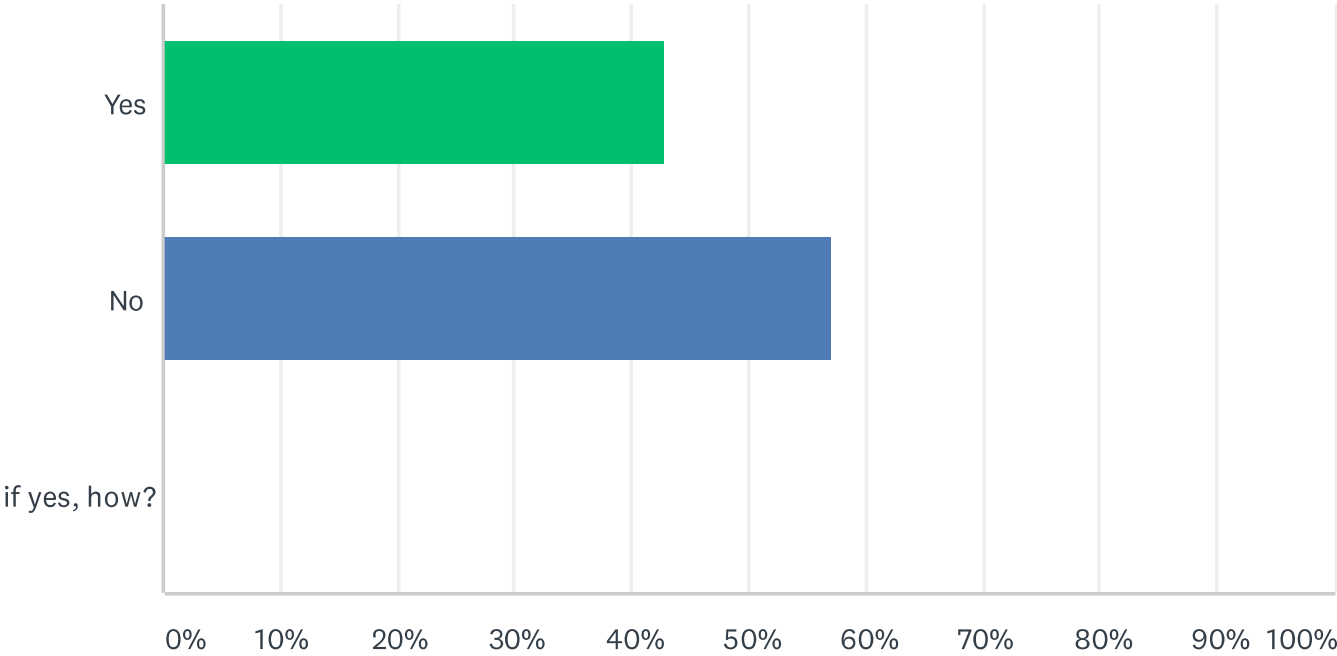


Q5 How do the number of events at your course in 2020 differ from the events held in 2019?



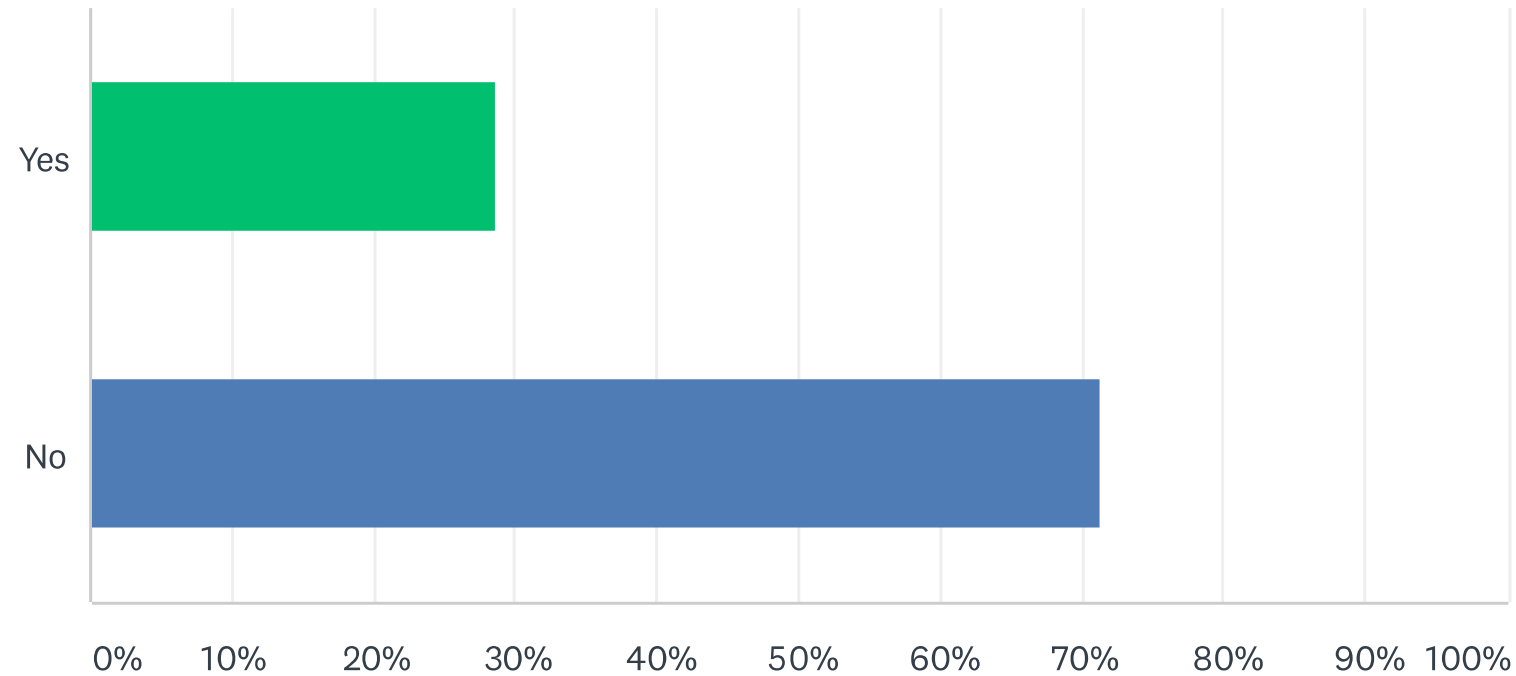
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Q6 As a result of the COVID-19 crisis, will you change your events reservation/cancellation policy?



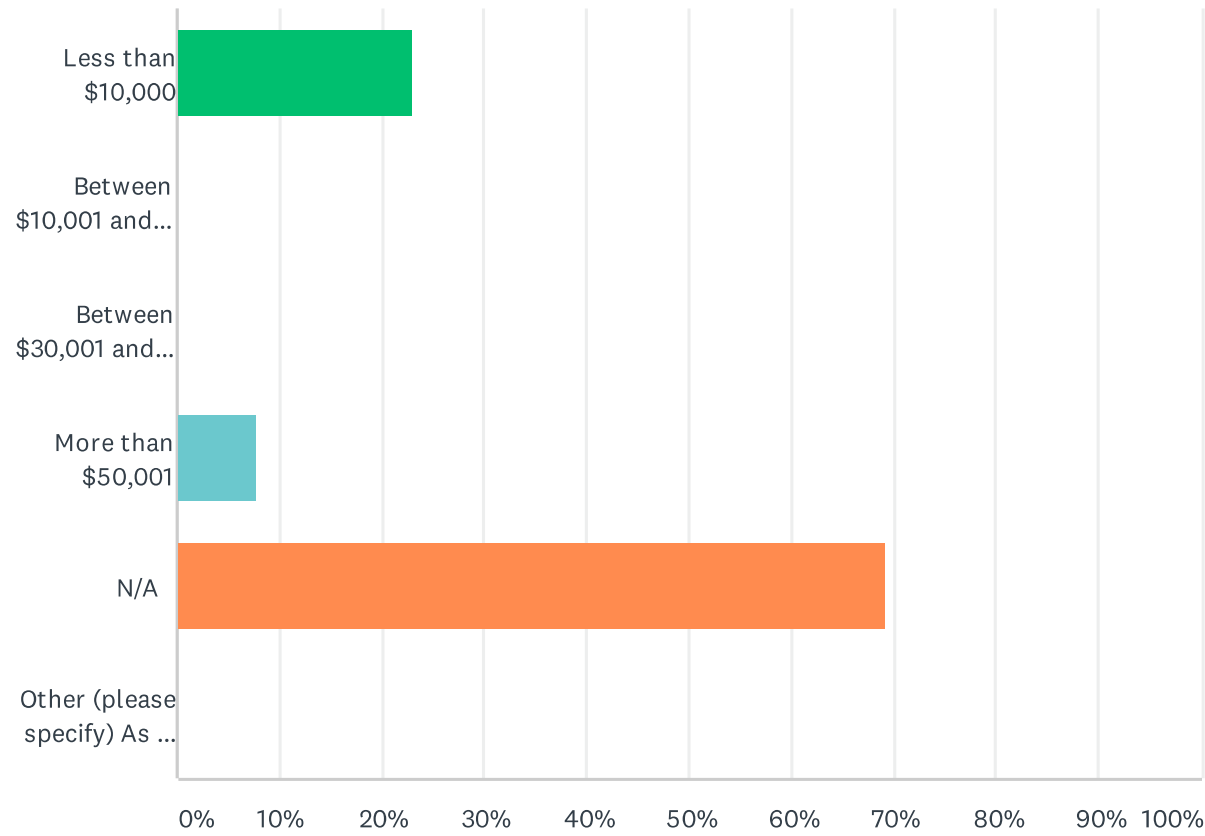
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## Q7 Do you have an online store?

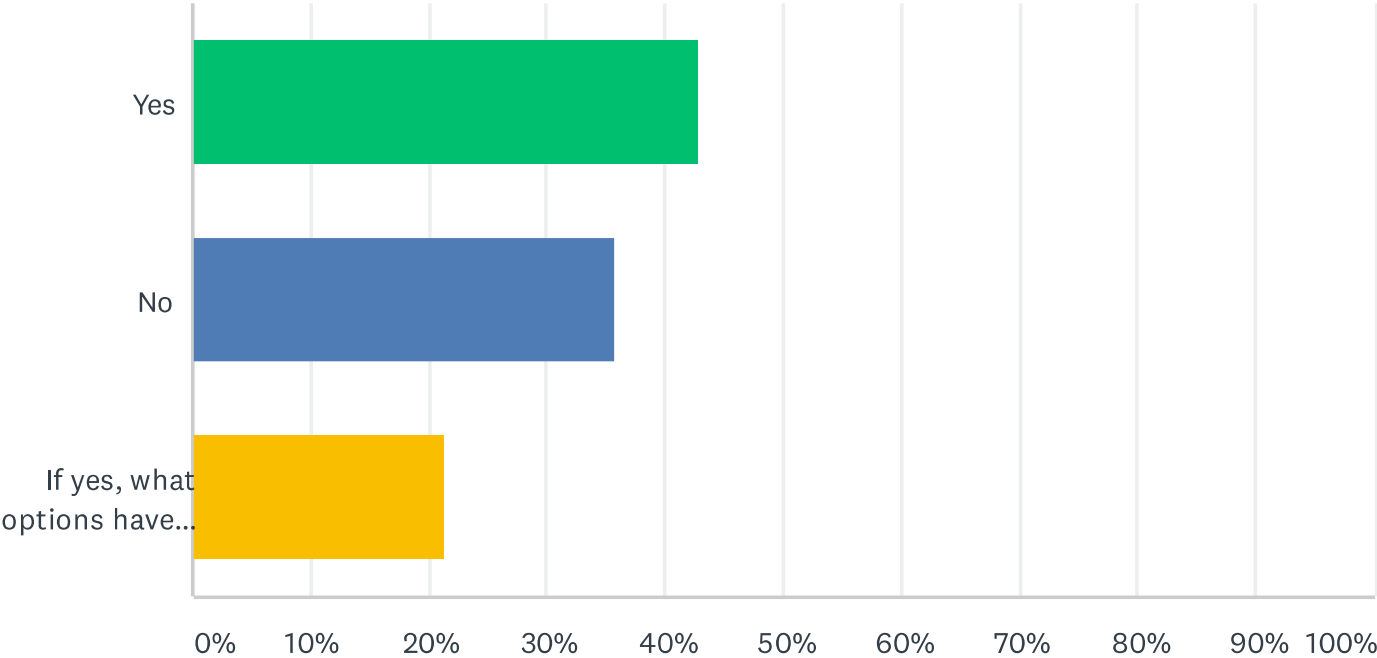


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Q8 If you have an online store, what best represents your online sales (of all items available) to date for 2020?



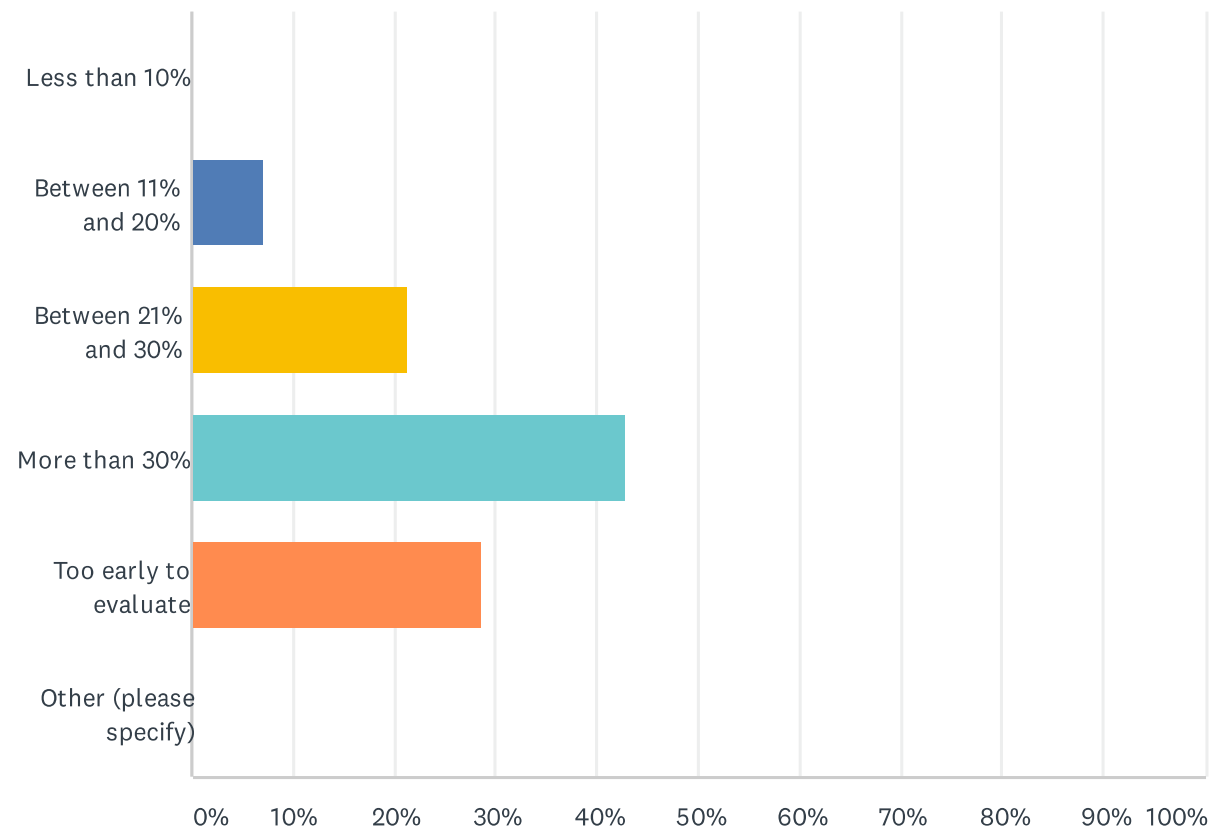
# Q9 Have you or will you contact your suppliers to discuss payment options?



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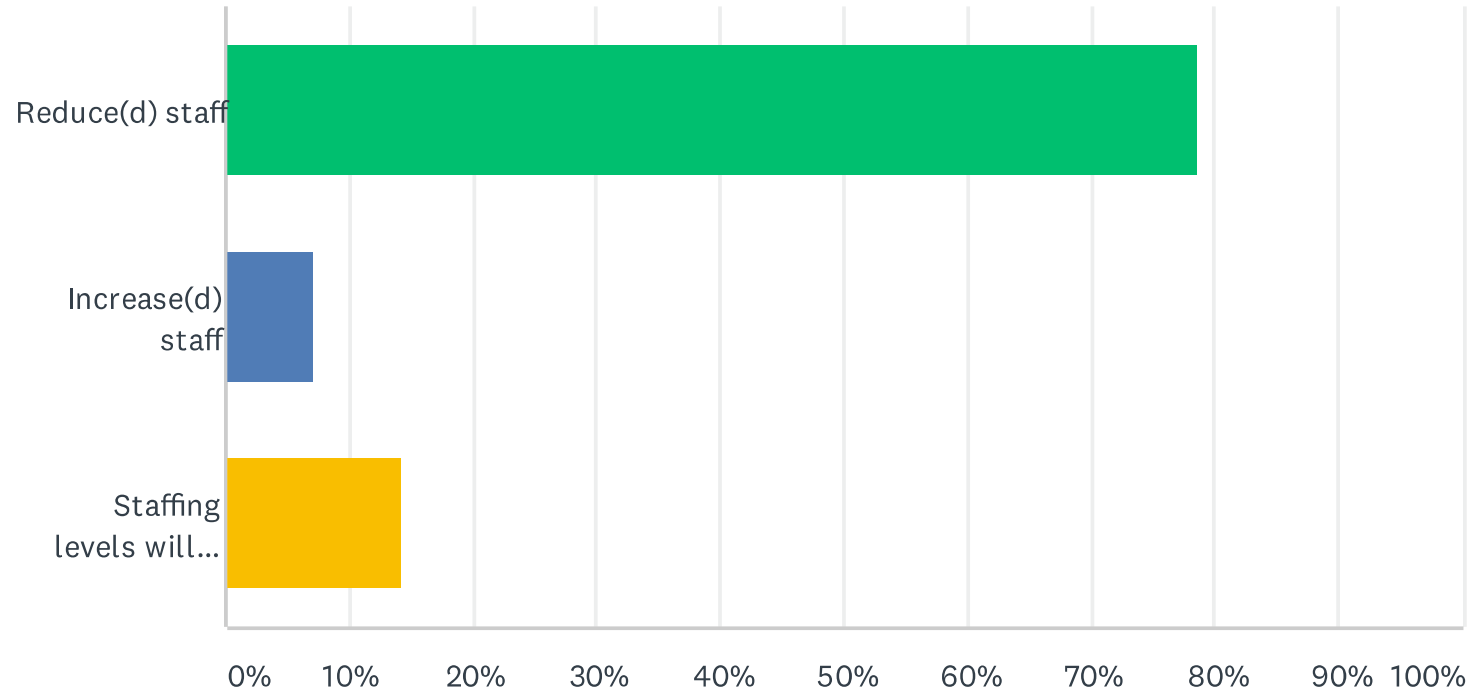


Q10 What do you estimate your gross revenue losses to be for the 2020 season?



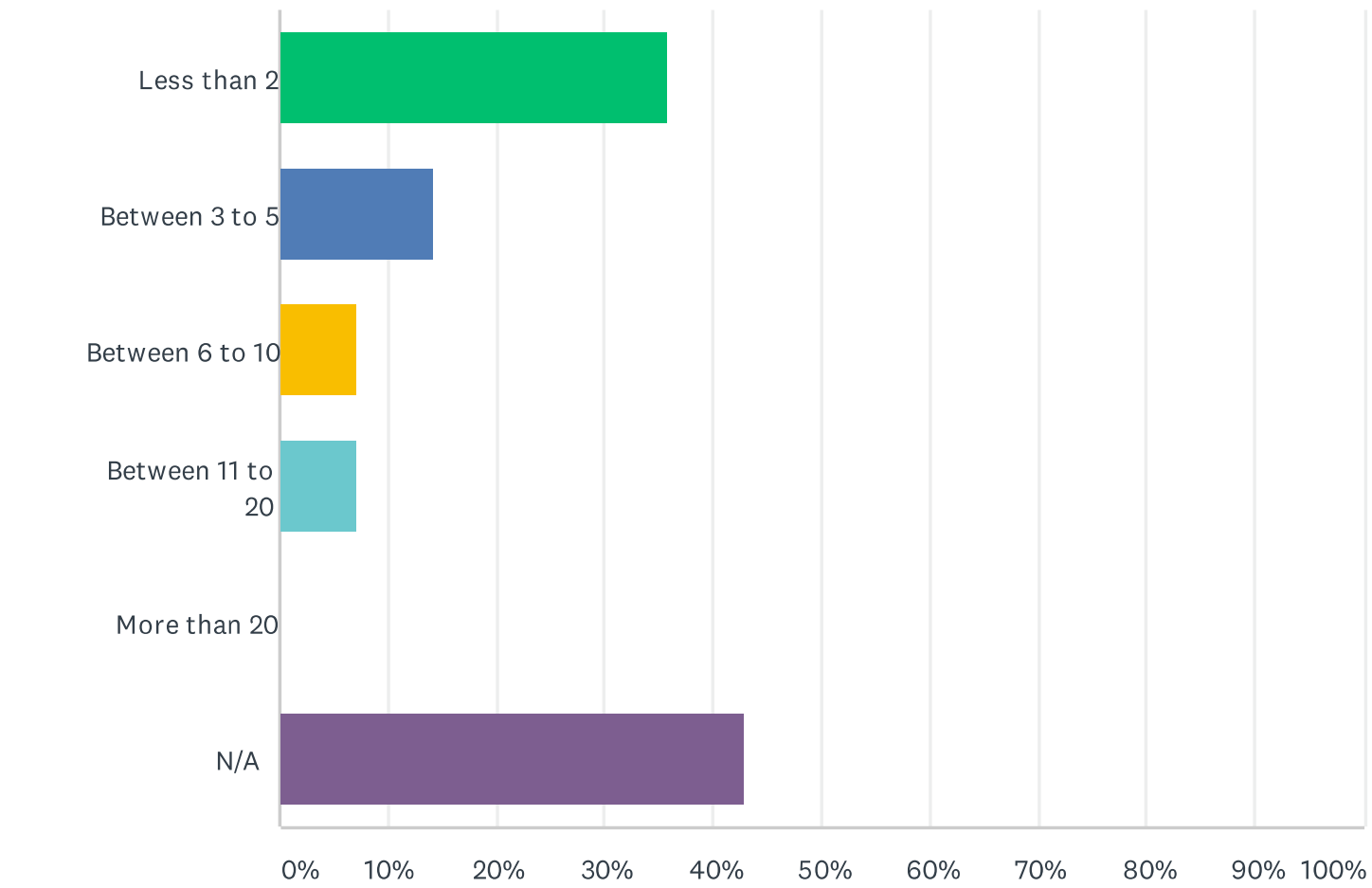
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## Q11 Have you or will you make adjustments to your workforce?

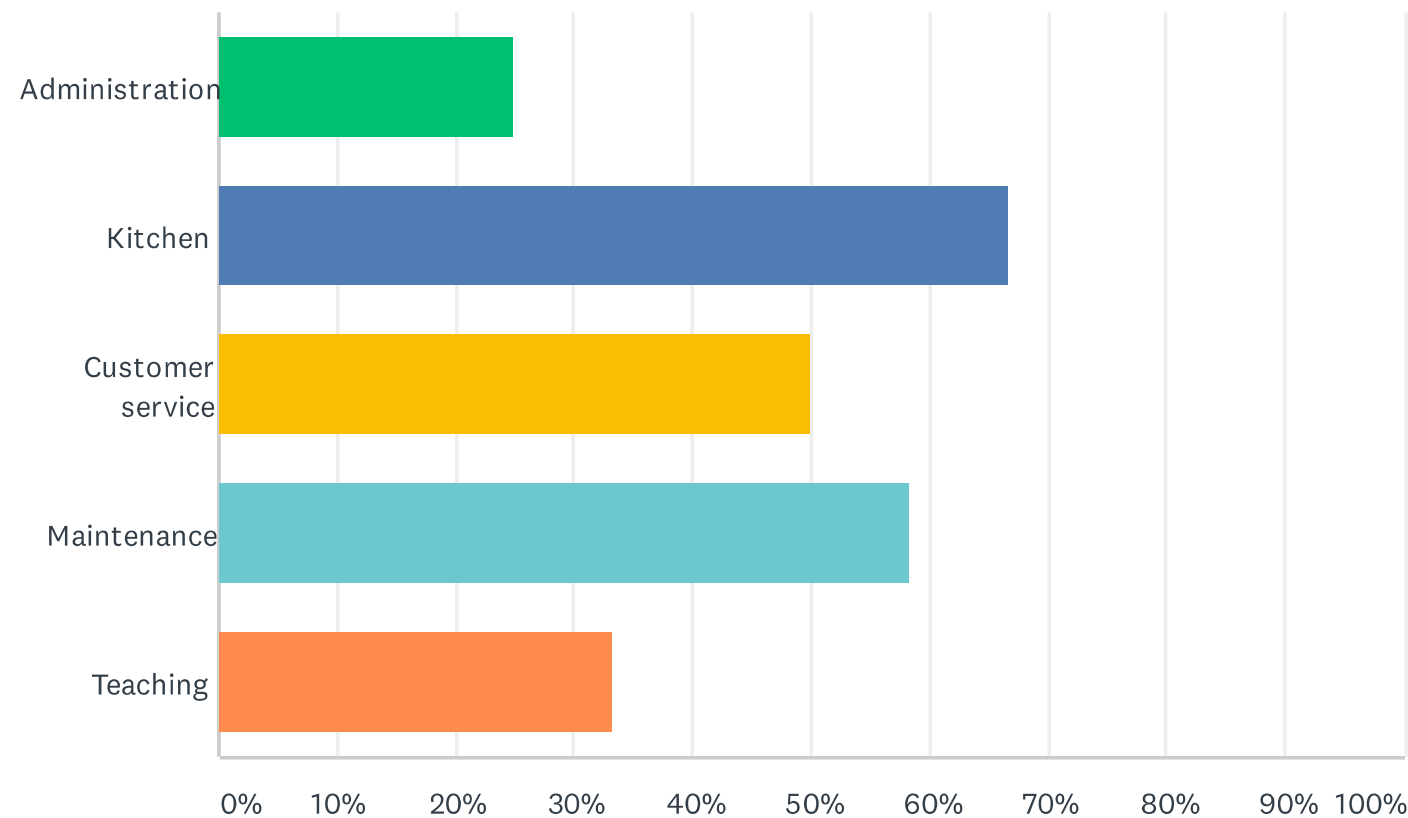


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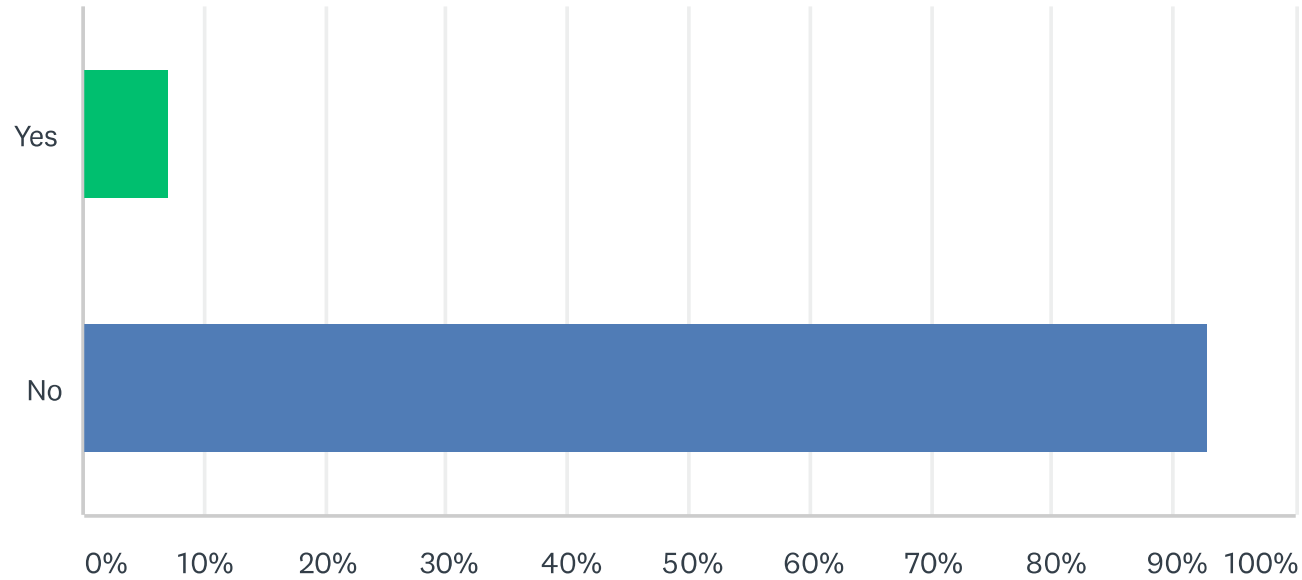
# Q12 Due to the COVID-19 crisis, did you layoff any employees?



Q13 If you had layoffs, which areas of the operation were affected?

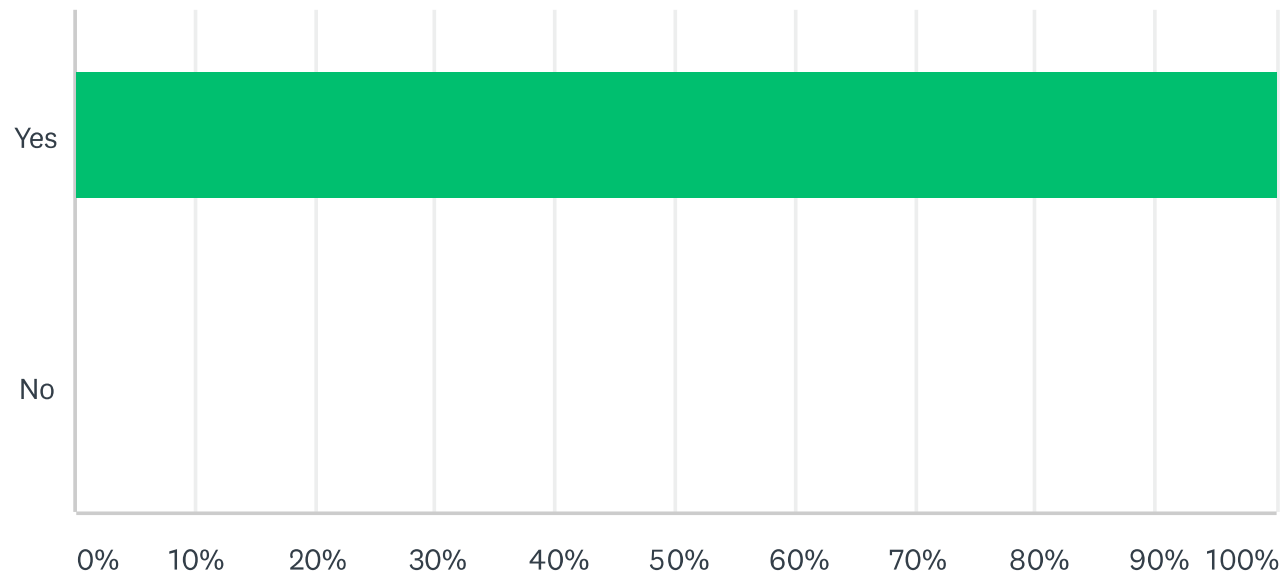


Q14 Do you have any employees that were / are infected by COVID-19?



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Q16 Once you open, will you implement best practices at your golf course such as the ones recommended on the NGCOA Canada website (<https://www.ngcoa.ca/resources/4679/best-practices/>)?







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**RESOURCE CENTER:**

**<https://www.ngcoa.ca/resources>**

***Jim Thompson, Regional Director:***

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***THANK YOU FOR YOUR PARTICIPATION!***

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