



Tee-Off TIMES

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NEWS FROM THE PRESIDENT



*Frank Guastella
Red Fox Run*

MGCOA Needs Your Ideas

My term as President of the Michigan Golf Course Owners Association is coming to an end. It has been an honor and a privilege to serve this fine association and I would like to thank my fellow board members and the owners and operators who voted for me for having the confidence that I could lead the organization.

Serving on a volunteer board is challenging, but rewarding, and is something that I would highly recommend if you want to make a difference. Our roster of member golf courses has a number of talented owner/operators who could add a lot of value to the Board of Directors of the MGCOA if they would run for the board.

Engaged volunteers is what makes for a strong board. I would like to send out a challenge to all of the owners/operators to "step up" and run for the board. You can be a difference maker by becoming engaged and actively getting involved in committees and promoting the MGCOA. Our organization has grown by leaps and bounds over the past eight years and is now recognized as one of the leading golf organizations in the state of Michigan. We are making a difference and we must keep up this momentum. We need your

ideas, enthusiasm and passion for this business.

My time on the board may be coming to an end, but now is your time to get involved and become engaged. Please help the MGCOA move forward and continue to be a leader in the golf industry in this state and on a national level.

Frank J. Guastella

Golf Won the Battle But the War Looms Larger Than Ever

By: John Dodge Director of Government Affairs

On Sunday September 30th at 4:21 a.m. the State House of Representatives passed a budget bill that included expansion of the 6% sales tax to include several services. Golf green fees were exempted. Why had golf greens fees been exempted when so many other businesses were now going to pay sales tax? The reason is simple. Golf course owners were very active in getting the word out to their legislators. Grassroots relationships that have been developed in the last few years paid off.

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**MGCOA Annual Conference
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Golf League Championship 2007



Richard Edwartoski and Dan McCleary who played for the Detroit Athletic Club took home the trophies for first place at this year's tournament.



Staff from Handicomp, the MGCOA's partner in the Golf League Championship, enjoyed the day and how smoothly the calculations of scores occurred.



Everyone was smiling on Saturday as the weather was perfect, the competition friendly, the food fantastic, and the prizes flowing.



The team on Cleyman and Heim of the Shepherd's League II at the Majestic from received a gift certificated for golf generously donated by Kevin McKinley at Treetops Resort.



MGCOA executive director Kate Moore presented Jim Scott, owner of Gull Lake View Golf Course in Augusta with an inscribed wall clock thanking him and his staff for the outstanding service in hosting this year's tournament.



You didn't have to be the winner to be a winner. Even teams at the end of the score board won rounds of golf and prizes donated from MGCOA member courses. This truly is "the championship for everyone"

A Growing Partnership: The Golf League Championship

22 million dollars... Do I have your attention now?

As our association enters into our 4th season of the Golf League Championship, it's time to reflect on why this program started, what we have learned, and where we are going. Our original goals when we first met in the winter of 2004 were twofold. Our first goal was to enhance the revenues at our courses through new leagues and to offer an end of the year tournament to declare a State Champion. Our second goal was to benefit our association through a revenue source other than membership dues.

Getting Started

The Golf League Championship (GLC) product was created by Stu Healy and Handicomp using the idea of a "sanctioned golf league system" that was originally brought to the Association back in the 1980's via Cecil McKay and other owners. The original communication vehicle between the course, the leagues and the Association was the fax machine. The amount of time needed to enter the information was the ultimate end to the concept at that time. Enter the World Wide Web and high speed internet. It wasn't until vast availability of high speed internet and a universal comfort level with web pages that this option was viable. This GLC internet based program was started from scratch and has been evolving ever since. The program launched

in 2004, with the development of www.migolfleague.com, and we hosted our first outing at Eagle Eye Golf Course on a beautiful sunny day.

Growing

After the first year, many improvements were made to the product and we started obtaining sponsorships for the website. The program started to gain momentum. To spread the word on the product we marketed to the league golfers by way of flyers, posters, table tents, attending the Grand Rapids, Lansing and Novi Golf Shows and having one on one presentation at individual golf courses. Our Championship outings the past two years were very successful. The Golf League Championship has grown to other States, including Ohio, Indiana, Iowa, and Minnesota.

League Impacts

Through a survey by the MGCOA in the summer of 2007, we were able to acquire some very interesting facts on the impact of leagues on our golf courses.

- Out of 259 courses who answered our survey, only 25 stated they did not have leagues.

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A Growing Partnership

- There are 2,756 leagues at these courses. This is an average 10.64 leagues per course.
- 76,668 league golfers play at these 259 courses. The average league is 27.81 players.
- The average course has 296 league players.

If the average league player plays 16 weeks, league players constitute 1,226,688 nine hole rounds at these 259 courses.

At a rate of \$18 per player per night for golf and cart, league players generate over 22 million dollars in just green fees and carts at these courses.

As you can see, leagues play an important part of our bottom lines. Keep in mind this does not include any food, beverage or merchandise that these golfers will purchase at your facility. For an overall impact on Michigan golf, recognize that Michigan has about 900 golf courses.

What we have learned

Through several meetings, observations and input from GLC users, we have observed the following.

- Most courses have room for more leagues.
- Most of our leagues are run by a point person, typically a league secretary.
- Many leagues have been around for years.
- Most leagues are very loyal to their “home” course.
- Many leagues are uncomfortable changing their format or scoring system.
- Course owners hold these league players tight to the vest, as they are vital to their bottom lines.
- Many leagues are intimidated by the “Championship” tag, as they are more of a social golfer vs. a competitive golfer.
- We have found it challenging to have the long term league secretary buy into the Golf League Championship format, as they are comfortable with their current programs.

Action plan

As we move forward the Golf League Championship, several marketing items are being considered.

- a. The Golf League Championship format is a tool that can be used to enhance your current leagues or as an added value product to create new leagues.
- b. The Golf League Championship is going to offer a sister program for individual golfers as part of a Golf League Network. Individuals will be able to sign up and have the same programs as a league. The goal is to have more of our valuable league and casual golfers partake in this product.
- c. The current format of a two person best ball needs

to be expanded to other formats.

- d. The league secretary is the key person in determining what type of system they will use. Our committee is in the process of developing a marketing plan to make sure all league secretaries have access to this information. The development of a Golf League Secretaries Association is one area we are looking at to have these critical golfers become more engaged at our facilities.
- e. We have had discussions if the name “Golf League Championship” is the best name for the product.
- f. The system needs to reward golfers in a number of ways, including but not limited to when a golfer improves their score, random rewards, hole in ones, double eagles, etc. Rewards could include golf rounds, golf balls, hotel and restaurant packages.
- g. We are looking for sponsorships to underwrite this program.
- h. Work on a joint venture with the P.G.A. to grow the game through building new league initiatives, including those for younger executives, clergy, seniors etc.
- i. “League in a Box” as an education platform for our Association members to learn how to create and grow our league base players.
- j. Produce scoring data for course owners on how golfers play their courses.
- k. Work on additional media coverage.

We hope you take advantage of this developing tool to enhance the experiences of your league players. May your tee sheet be full and your greens roll true.

Written by Bill Fountain, managing partner of The Majestic at Lake Walden in Hartland and vice president of the board of directors of the MGCOA. Bill has been on the oversight committee of the Golf League Championship since 2004

Welcome New Corporate Member:



For 15 years, Club Prophet Systems has been the golf industry's leading technology partner. Club Prophet Systems is the home of Pro-ShopKeeper and Starter Hut software. CPS provides cutting-edge solutions for point-of-sale, tee time reservations, E-commerce, E-marketing, event management, customer management, USGA Handicaps and much more.



How Government Budgets!!

So, what was the budget mess in Lansing all about? Let's take a look at the way you budget your business verses the way the Governor budgets. Let's say you have a maintenance budget of \$100,000 and determine your 2008 budget needs to be 10% smaller. $\$100,000 - 10,000(10\%) = \text{a } \$90,000 \text{ budget for } 2008.$

Now let's look at the Governor's budget submitted to the Legislature. We are going to round off the 2006-07 budget to 60 BILLION dollars. For the 2007-08 budget the Governor submitted a budget of 64 BILLION dollars. State revenues were not sufficient to cover the entire 4 BILLION dollar increase. It was estimated that the shortfall was approximately 1.75 BILLION dollars. In other words, had the legislature not enhanced revenues and cut expenses 1.75 BILLION dollars, the budget would be 62.25 BILLION dollars. That is an increase in real dollars of 2.25 BILLION dollars. NOT SO! The Governor and Legislature consider that 1.75 BILLION dollars a budget cut when in fact they would be spending 2.25 BILLION dollars. While *we* subtract for budget cutting purposes the government adds on the increases first. Would it not be nice to say we have a \$100,000 budget for 07, need to add on \$10,000 for 08 but would consider a \$105,000 a budget cut! You figure it out!

[Continued from page 1](#)

Golf Won the Battle But the War Looms Larger Than Ever

Thank-yous are in order. First we need to thank the Government Affairs Committee. Several of these owners held meetings with their Legislators, came to Lansing to talk with them and invited them to their properties. Throughout the last month of negotiations many of our members emailed and wrote legislators, sometimes on a daily basis. Not only did MGCOA members contact their own Legislators but many were in constant contact with key leaders of both chambers. In the end both the Senate Majority Leader Mike Bishop, Minority Leader Mark Schauer plus House Majority Leader Andy Dillon and House Minority Leader Craig DeRoche were well versed on the effects a sales tax would have on golf and Michigan tourism.

Next, kudos to MGCOA Lobbyist Eric Rule. Eric has a very good relationship with Senator Bishop's office. Matt Miner, the Senators Chief of Staff was present at our Golf Outing in August. Before noon on the 29th, golf green fees had been

included. Eric was in constant contact with Mr. Miner on exempting golf and replacing it with other businesses. Senator Bishop then made the deal arguing that tax on golf would be bad for tourism. Thank you Eric for your efforts on our behalf.

But the war is just starting. Remember, the MGCOA opposed any expansion of the sales tax on any services. By passing this legislation the government now has a toe in the door. It will be much easier to expand the tax to other services the next time the Governor introduces a deficit-ridden budget proposal. The MGCOA needs to stay vigilant. In order to do so we need your involvement. Start now by asking your Legislator to come to your facility and discuss issues facing our business. The MGCOA office can help by providing information or we would be happy to join you in any such meeting. If you have any questions or comments we encourage you to contact our office.

Thank You!

The MGCOA would like to thank the following owners who have participated as members of the MGCOA Government Affairs Committee.

- | | | | |
|---------------|---|------------------|-------------------------------|
| Bob Koutnik | Red Fox Run, Grayling | Sam Cottone | Twin Lakes, Oakland |
| Jon Scott | Gull Lake View, Augusta | Patty McCarthy | Reddeman Farms, Chelsea |
| Dave Richards | Resort/Golf Marketing, Bloomfield Hills | Kathy Aznavorian | Fox Hills, Plymouth |
| Jim Jeltema | Clearbrook, Sagatuck | Joe Miesle | Hunters Ridge, Howell |
| Matt Milosch | Carleton Glenn, Carleton | Joe Tignanelli | The Wyndgate, Rochester Hills |
| Bill Fountain | The Majestic, Hartland | Steve Ramey | Chisholm Hills, Lansing |
| Curtis Wright | Copper Hills, Oxford | Tom Schwark | Sycamore Hills, Macomb |
| Ed Clark | Sandy Ridge, Midland | | |

Rather than standing on the sidelines please call the MGCOA office and join this group of active golf course owners.

Water Withdrawal Legislation Ramping Up

Sen. Patty Birkholz has been leading point on the issue of developing a Great Lakes strategy to regulate water withdrawals in the state. She is expected to announce task force meetings around the state in November to gather intelligence and then lay out her plan shortly after.

Probably the most pressing issue impacting golf courses deals with how withdrawal capacity is defined. MGCOA members played a very active role the last time water issues arose, and it was very helpful in getting our point across to Birkholz. It is highly recommended that once the task force meeting schedule is circulated, that members attend these meetings to provide their insight on how the proposal would impact their businesses. Look for email updates regarding task force meeting dates.

Term Limits Issue Heats Up

With the public debacle that was the balancing of the state budget clearly in the memory of Michigan residents, term limits reform is catching on. Numerous business groups have been quietly gaining support to put a term limits reform effort on the January ballot.

In order to gain public support for modifying the length of terms a legislator could serve, a couple of incentives may be added. One would prohibit a legislator from serving as a lobbyist for 2 years after their term ends. The other, more popular item, would dock a legislator's pay for a day when they are not present at session.

Interior Design Bills Pass House

A package of bills giving interior designers professional standing with local building and zoning officials passed the House this week. The bills are controversial as they pit interior designers against architects and engineers.

The bills basically say unlicensed individuals cannot hold themselves out to be interior designers if they do not meet the licensing requirements. MRA remained neutral on the bills after winning a retail exemption stating: A retail employee providing interior design services on the premises of a retail establishment or to further a retail sale would be exempt. The bills face an uncertain future in the Senate.

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Reflecting on Michigan's New Budget

By Tom Schwark, Past President, MGCOA and owner of Sycamore Hills Golf Course, Mt. Clemens



In my last article I predicted that the budget wouldn't get done until the last hour or later, and that the budget gap would be closed 50-60% with spending cuts and 40-50% with tax increases. I was right about the last hour deal, but I was way wrong when spending cuts only closed 25% of the budget gap.

Actually, I'm not as much disappointed with the size of the spending cuts, as I am the makeup of the tax increases. I would have preferred the entire \$1.4 billion tax increase to be done entirely through a state income tax increase. Instead of generating \$700 million by increasing the state income tax from 3.9% to 4.35%, just increase the state income tax to 4.7-4.8% and generate the entire \$1.4 billion needed. Forget about the tax on services. Of course, I was delighted when I heard green fees were exempt from the service tax. Great job, John Dodge and Eric Rule. However, the service tax is causing a tremendous amount of confusion and it is suppose to take effect on December 1 this year. I'm afraid it may cause some businesses to reduce or eliminate their presence in Michigan. I have heard of a consulting firm that has offices in

Southfield, Chicago, and Dallas. They're planning on shifting more of their business to the Chicago and Dallas offices. I also think it will shift more of the economy underground. Palm readers, fortunetellers, massage therapists, landscapers, and others will do more cash business and report only a small portion of their income. For those reasons, the tax on services may not generate the revenue anticipated. On the other hand, when you start factoring in the business-to-business taxes generated, some economic forecasters are predicting it will bring in more revenues than predicted. Either way, in the end Michigan residents will be paying the increased taxes one way or another.

There are other reasons why I don't like to see a tax on services. Once it becomes implemented and accepted, it becomes easy in the future to add new services to the list. Next time we face another budget deficit, hopefully not next year, how easy will it be to

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Cost Saving Ideas for Fall and Winter Months

It's no secret that a sure way for your golf course to save money is by being diligent when it comes to good safety and loss control practices. This will help you save on your insurance premiums, as well as the incidental costs associated with any loss, or injury to an employee or guest. This is a good time of year to conduct safety inspections and perform required maintenance.

Whether part of your operation remains open throughout the winter months, or you close completely, your "to do" list should include:

- Trimming trees and removing dead trees & limbs from your property, especially those in parking lots and in-play areas of the course.
- Slips and falls are the most frequent claim in the insurance industry. Keep an ample supply of salt on hand for your driveway and sidewalks. Check to be sure snow removal equipment is in good condition, or transfer that risk to an independent snow removal contractor.
- Remember, it gets dark earlier – check exterior lighting and make sure emergency lighting is in place and operating.
- Reduce your risk of fire by making sure cooking equipment, exhaust hoods and filters are free of grease accumulation; motors for refrigeration and other equipment are oiled, cleaned and ventilated to reduce overheating.

Additional things to consider if you will be closing for the winter months:

- All expensive inventory should be reduced as far as possible, and then stored in your most secure building or building area. Secure pro-shop merchandise where it will be "out of sight – out of mind."
- Do not keep alcohol or money on-premises if closing for winter months. Keep cash register drawers open. Remember: if you shut off your power, the batteries in your cash register will only last approximately one month.
- Tools should be locked up securely, particularly torches, hacksaws, bolt cutters, etc. - there is no sense in providing equipment to break into other areas or buildings.
- Arrange for someone to visit the property on a regular basis to check out the building and equipment for any attempted vandalism or break-ins, and to give the impression that someone is around occasionally checking things out.

Kapnick Insurance Group representatives will be participating in the upcoming MGCOA Annual Conference, and will be available to answer questions and provide additional information regarding golf course safety and loss control. **If you would like us to provide you with a comparative review, bring your insurance policies along. We can help you reduce your costs without sacrificing valuable protection. With over 27 years of providing golf course insurance packages we enjoy sharing our experiences.**

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MGCOA

National Golf Course Owners Association Chapter

October, 2007

Dear Members and friends of the MGCOA:

This has been an amazing year! State Government has been on the attack and continues to attack your ability to run a profitable business. Owners and operators of those golf courses that donate inventory to the Golden Passbook to Michigan Golf are truly the protectors of golf business in Michigan.

Proceeds from Golden Passbook sales continue to enhance our efforts to protect the golf industry at the state capitol. It is an uphill battle. The passbook is the only financial support for government affairs efforts. Sales proceeds pay for our Lobbyist, Government Affairs Director, Government Affairs functions and all staff support. Below, please find a partial listing of issues currently on the table.

- ✓ Our Legislative Day held in Lansing in late February was the best attended ever. We visited each and every House and Senate office. Representatives, Senators and key staffers recognized our association and in many instances invited owners to sit and chat. Mark your calendars for the first week of March 2008.
- ✓ This year Michigan Golf Course Owners Association did more than just visit Legislators. Small groups of owners met with the Speaker of the House, Minority Speaker and Majority and Minority Leaders in the Senate.
- ✓ Legislation to combat further expansion of Municipal golf systems is an ongoing effort.
- ✓ We were involved in the battle to replace the Small Business Tax (SBT). Although results are still unclear we believe Personal Property Tax relief and certain credits make the change tax neutral or may save golf courses money.
- ✓ We have been battling the "luxury tax", sales tax on Green Fees along with other entertainment and family items such as bowling, movie and sporting event tickets. We have allies such as Mike Illich, Detroit Tigers and Redwings, and the Davidson's from the Pistons along with interests such as the travel and tourism industry.
- ✓ We continue to battle proposals to increase taxes on beer, wine and liquor.
- ✓ Because of your generosity our Political Action Committee checkbook has a balance of almost \$14,000. With your continued support we should have over \$20,000 for the 2008 election cycle.
- ✓ Currently we are looking into possible ways to make property tax classifications more favorable to our members.
- ✓ We lobbied strongly for the state to spend more for Michigan's number one industry. That industry is tourism. The budget has been increased greatly despite tough economic times.

The parade of issues we face will not decrease. As you can see we are now a pro-active force in Lansing. **Our ability to do so is 100% due to your continued support.** Thank you for participating in the 2007 Golden Passbook to Michigan Golf.

Thank you for your continued support.

Sincerely,

Bill Fountain
Committee Chairman
Government Affairs

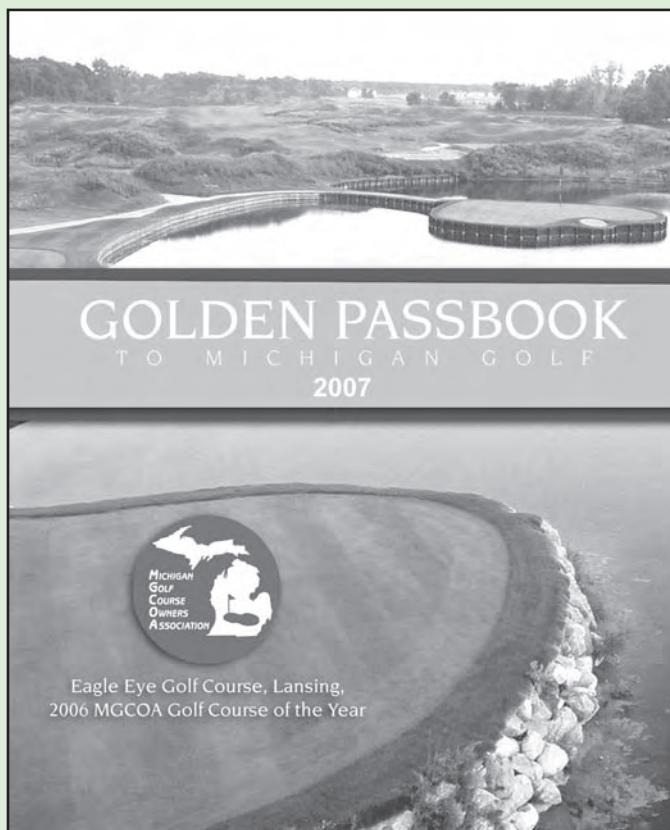
Kate Moore
Executive Director
MGCOA

John Dodge
Director
Government Affairs

Eric Rule
Chief Lobbyist

2007 Golden Passbook Courses

Golf Course	Location	Golf Course	Location
A-GA-Ming Golf Course	Kewadin	Shanty Creek Resort	Bellaire
Apple Mountain Resort	Freeland	Sycamore Hills Golf Club	Mt. Clemens
Boyne U S A Resorts	Boyne Falls	The Emerald at Maple Creek	St Johns
Brookshire Golf Club	Williamston	The Fortress	Frankenmuth
Bucks Run Golf Club	Mt. Pleasant	The Majestic at Lake Walden	Hartland
Carleton Glen Golf Club	Carleton	The Medalist Golf Club	Marshall
Chisholm Hills Golf Club	Lansing	The Natural	Gaylord
Clearbrook Golf Club & Restaurant	Saugatuck	Thoroughbred Golf Course	Rothbury
Concord Hills Golf Course	Concord	Timber Ridge Golf Club	East Lansing
Copper Hills Golf & Country Club	Oxford	Timber Trace Golf Club	Pinkney
Crystal Mountain Resort - Betsie Valley	Thompsonville	Timberstone Golf Course	Iron Mountain
Eldorado Golf Course	Mason	Treetops Resort	Gaylord
Elmbrook Golf Course	Traverse City	Wallinwood Springs	Jenison
Fox Hills Golf & Banquet Center	Plymouth	Whitefish Lake Golf, Grill &	Pierson
Fox Run Country Club	Grayling	Loon's Nest Banquet Center	
Garland Resort	Lewiston	Wilderness Valley Resort & Black Forest	Gaylord
Grand Haven Golf Club	Grand Haven		
Grande Golf Club	Jackson		
Gull Lake View Golf Club	Augusta		
Hawk Hollow Golf Course	Bath		
Hemlock Golf Club	Ludington		
High Pointe Golf Club	Williamsburg		
Hunters Ridge Golf Course	Howell		
Indian Lake Hills Golf Course	Eau Claire		
Lake Doster Golf Club	Plainwell		
Lake Forest Golf Club	Ann Arbor		
Manistee National Golf & Resort	Manistee		
McGuire's Evergreen Golf Course	Cadillac		
Meridian Sun Golf Club	Haslett		
Mystic Creek Golf Club	Milford		
Oak Lane Golf Course	Webberville		
Old Channel Trail Golf Course	Montague		
Otsego Club Collection of Great Golf	Gaylord		
Pohlcat Golf Club	Mt. Pleasant		
Raisin Valley Golf Club	Tecumseh		
Ravines Golf Club	Saugatuck		
Red Fox Run Golf Course	Gwinn		
Red Hawk Golf Club	East Tawas		
Reddeman Farms Golf Club	Chelsea		
Riverwood Golf Course	Mt. Pleasant		
Sandy Ridge Golf Course	Midland		
Saskatoon Golf Club	Alto		



2008 Golden Passbook to Michigan Golf is now in production.....Thank you!

Reflecting on Michigan's New Budget

Continued from page 8

add additional items to the list of services taxed? I've already read about some critics of the service tax saying it would only be fair if all services were taxed. It will be a constant battle for golf courses and other exempt services to be excluded from the taxed services list in the future. The democrats argue for service taxes by saying we are becoming a more service oriented society and this will help "stabilize" future sales tax revenues. They also argue that many states are taxing some services today. However, some of those states, like Florida, have NO state income tax. Many of the other states that tax services have state sales tax rates that are lower than Michigan.

I've heard a pretty good outcry against the service tax, but I don't know if it will be enough to get it rolled back. I am surprised that the Republican Party went along with the service tax increase. It is not a business friendly tax. I thought that if the democrats got their way with only 25% of the budget gap closed with spending cuts, the republicans could have said they will only agree to a \$1.4 billion tax increase, if the tax increase is done solely through a state income tax increase. As of the time of this writing, October 10, 2007, there are rumblings of eliminating the tax on services. The speaker of the House, Andy

Dillon, has suggested eliminating the tax on services and, instead, raising the state sales tax rate to 7%. I don't like raising the sales tax to 7% either. Besides, that requires a statewide vote and I'm certain that Michigan voters would not approve it. Michigan has a relatively high state sales tax already compared to other states. A 7% state sales tax would put us near the top of the list. Conversely, Michigan's state income tax is relatively low. Raising the state income tax to 4.7-4.8% would still rank Michigan in the lower half of all the states. As I see it, the legislators had two choices. One alternative was to raise the state income tax only, to say 4.8%, and still be in the bottom half of all states in state income tax rates. Or, the other alternative was to raise the state income tax, but only to 4.35%, and add a seemingly random and confusing list of some services to the state sales tax, which is one of the higher state sales tax rates in the U.S. already. This creates a new accounting procedure for those businesses that did not have to collect state sales tax previously. It also taxes business-to-business transactions, which have previously been exempt from the state sales tax. I cannot understand why the legislators chose the more complicated, controversial, and confusing alternative.

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Strategic Forecaster and Life Styles Editor, The Futurist

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TREY ROGERS

A member of the Michigan State faculty since 1988, Dr. Rogers’ expertise and experience have been foundational to the training of the best golf course groundskeepers in the country. He also has led essential research in the improvement of athletic fields and golf courses around the world. Trey Rogers explains how to master the well-manicured look, from basic site preparation to mowing, fertilizing, irrigating, and of course, safe and effective pest management.



JEFF SPENCER

DEQ specialist, hopes your golf course isn’t “A View to a Kill” when it comes to environmental stewardship. Jeff will present a program on Golf Course Energy Conservation and Pollution Prevention Opportunities. He will also discuss the Michigan Turfgrass Environmental Stewardship Program. **Plus... Golf Course Superintendents can earn educational credit for attending this informative session.**



ROBERT HOOD

Attorney Robert Hood will lead us through the current tax statutes and answer any questions you have about the upcoming restructuring of the Michigan Business Tax or other business related legal questions. Let’s hope he doesn’t scare “The Living Daylights” out of us.



THURSDAY: BUSINESS MEETING & GOVERNMENT AFFAIRS SYMPOSIUM



TIM SKUBICK, JOHN DODGE & ERIC RULE

One thing we know about Michigan: Legislature... “Tomorrow Never Dies.” The Government Affairs Symposium will feature a panel including government affairs coordinator John Dodge, lobbyist Eric Rule, government affairs committee members, and featuring Lansing’s longest serving member of the state capitol press corps with 35 years of covering Michigan government and politics, Tim Skubick.





Schedule of Events:		
Tuesday, Nov. 27	7:00 pm	Opening Night Reception
Wednesday, Nov. 28	8:30 am	Registration
	10:00 am	Conference Speakers Commence
	4:00-7:00 pm	Vendor Fair
	7:00 pm	Awards Dinner
Thursday, Nov. 29	8:30 am	Registration
	9:00 am	Business Meeting
	10:00 pm	Government Affairs Symposium
	12:30 pm	Luncheon & Conference Conclusion

Conference Registration

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Packages

	Member	Non-member	
A) All Conference Events	\$295	\$365	*(includes Tuesday's Opening Reception, Vendor Fair & Awards Dinner)
B) Wednesday Only	\$215	\$265	
C) Social Attendee*	\$125	\$160	

Attendee Names

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Room reservations can be made at the discounted rate of \$119.00. A reservation form can be accessed at either www.mgcoa.org or www.soaringeaglecasino.com. Group code 97236M. Rooms must be reserved by November 6, 2007 to receive this rate. For more information call the MGCOA at 800-860-8575.

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