

Indiana Golf Course Owners Association Industry Partner Program

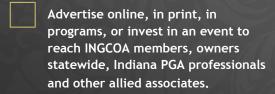
BE A PARTNER

MEMBERSHIP MEANS BUSINESS

Supporting the INGCOA through membership and sponsor programs brings you the opportunity to deliver your message to a target market – Indiana's largest gathering of golf course owners and operators.

| Events offer | unparalleled opportuni | ty |
|---------------------|------------------------|----|
| for personal | contact and networking | Į. |

| 19 | Showcase your business during the |
|----|-----------------------------------|
| س | annual tradeshow and golf outing. |



TODAY'S BUSINESS DECISIONS ARE OFTEN BASED ON RELATIONSHIPS. RELATIONSHIPS REQUIRE MULTIPLE POINTS OF COMMUNICATION.

WE CAN HELP.

The Indiana Golf Course Owners Association brings together owner/operators interested in advocacy, education, promotion and growth of Indiana's golf industry. To this end, the Association invites all Indiana's course owners, PGA Professionals, Superintendents and club managers to participate in all events and programs. The Association communicates regularly with this audience that represents \$909.6 million in direct spending in Indiana's economy.

The Indiana Golf Course Owners Association strives to bring quality programs, beneficial resources, and networking opportunities to its members, while seeking industry relationships that offer value, savings and expertise in the business of golf. The Association delivers expertise in programs for rounds growth, operating solutions, savings solutions, networking communities and legislative advocacy.

Leading golf's future! The Association is excited about the opportunities ahead, join now and be involved while we lead America's golf's future.

INDIANA GOLF COURSE OWNERS ASSOCIATION

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FREQUENTLY ASKED QUESTIONS

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Is membership in the Association a requirement to participate in marketing opportunities?

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Yes. INGCOA Bylaws are specific, requiring a feebased membership for corporations providing goods and services to golf course owners and operators. Membership is granted upon application and approval of the board of directors.



Can I become a Corporate Member and participate in other promotions on an ala carte basis?



Yes. Choose the level of sponsorship that fits your marketing budget and achieves your objectives in delivering your message

| Event Opportunities | | | | |
|----------------------------|---|--|--|--|
| Golf Outing | | | | |
| \$1,500 | Title Sponsor - includes Logo on Tee Gift | | | |
| \$800 | Lunch Sponsor | | | |
| \$600 | Prize Sponsor | | | |
| \$400 | Beverage Sponsor | | | |
| S250 | Special Hole Contest Sponsor | | | |
| \$150 | General Hole Sponsor | | | |
| \$500 | Team Registration Package - includes foursome, general hole sponsor & team bonus package (raffles, mulligans etc.). | | | |
| Annual Business Conference | | | | |
| \$2,500 | Presenting Sponsor | | | |
| \$1,000 | Lunch Sponsor | | | |
| \$750 | Course of the Year Sponsor | | | |
| \$500 | Keynote Sponsor | | | |
| \$500 | Breakfast Sponsor | | | |
| \$350 | Afternoon Break Sponsor | | | |
| \$250 | Educational Session Sponsor | | | |
| \$500 | Exhibit Space - Table/Booth | | | |
| \$150 | Individual Conference Registration | | | |

\$1.7 billion

The <u>Golf Economic Impact Study</u> reveals golf's economic impact on Indiana's economy reaches \$909.6 million in direct spending. The report finds expenditures as:

| \$608.9 | Golf facility operations |
|---------|----------------------------|
| \$ 43.0 | Course capital investments |
| \$ 53.9 | Golfer supplies |
| \$ 2.8 | Tournaments |
| \$ 64.8 | Real Estate |
| \$136.2 | Hospitality and tourism |

Are you getting your share?

GET THE MOST RESULTS AND BEST VALUE FROM THESE OPTIONAL MEMBER SPONSOR PACKAGES

| | ANNUAL INVESTMENT | BENEFITS |
|-----------------|-------------------|---|
| PLATINUM | \$3,500 | Premier Sponsorship Recognition at Business Conference and Golf Outing Logo included on all Print Materials |
| PARTNER | | Choice of Conference Keynote Speaker, Breakfast or Outing Prize Sponsorship (or \$500 towards other) |
| | | Article Insertion in a Quarterly Newsletter |
| | | Exhibit Space - Table/Booth at Business Conference |
| | | Up to Two Conference Registrations |
| | | Golf Outing Team Registration Package |
| | | Golf Outing Special Hole Contest Sponsorship |
| | | Logo Ad Link on Quarterly Newsletters |
| | | Plus All the Benefits of Corporate Membership |
| | 40 500 | Described to the Description of Description |
| GOLD PARTNER | \$2,500 | Premier Sponsorship Recognition at Business Conference Logo included on all Print Materials |
| | | Exhibit Space - Table/Booth at Business Conference |
| | | Two Conference Registrations |
| | | Golf Outing Team Registration Package |
| | | Golf Outing Special Hole Contest Sponsorship |
| | | Logo Ad Link on Quarterly Newsletters |
| | | Plus All the Benefits of Corporate Membership |
| SILVER | | Exhibit Space - Table/Booth at Annual Business Conference |
| PARTNER | \$1,500 | Two Conference Registrations |
| TAKTILK | | Golf Outing General Hole Sponsor |
| | | Logo Ad Link on Quarterly Newsletters |
| | | Plus All the Benefits of Corporate Membership |
| | | This Air the benefits of corporate Membership |
| CORPORATE | \$500 | Logo Ad with Link on Website |
| MEMBER | | Listing in Golf Outing Program |

Listing in Annual Conference Partner Program

Corporate Memberships run for 1 year