



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 opportunity for personal contact and networking.
- Showcase your business during the annual tradeshow and golf outing.
- Advertise online, in print, in programs, or invest in an event to reach INGCOA members, owners statewide, Indiana PGA professionals and other allied associates.

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

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

A Yes. INGCOA Bylaws are specific, requiring a fee-based 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.

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

A 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
\$250	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

in Indiana

The Golf Economic Impact Study 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 PARTNER	\$3,500	<ul style="list-style-type: none"> Premier Sponsorship Recognition at Business Conference and Golf Outing Logo included on all Print Materials 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
GOLD PARTNER	\$2,500	<ul style="list-style-type: none"> 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 PARTNER	\$1,500	<ul style="list-style-type: none"> Exhibit Space - Table/Booth at Annual Business Conference Two Conference Registrations Golf Outing General Hole Sponsor Logo Ad Link on Quarterly Newsletters Plus All the Benefits of Corporate Membership
CORPORATE MEMBER	\$500	<ul style="list-style-type: none"> Logo Ad with Link on Website Listing in Golf Outing Program Listing in Annual Conference Partner Program Corporate Memberships run for 1 year