



## The European Golf Course Owners Association

The European Golf Course Owners Association provides services to support golf course owners in their aims, represents their interests and improves the golf business on a European level. The EGCOA supports owners through the dissemination and sharing of knowledge. More than 600 golf course owners are united in the EGCOA.

The EGCOA was established in 2004 and is headquartered in Amsterdam (Netherlands). Owners and operators of golf courses throughout Europe, from owners of 9-hole facilities to multiple-course owning

companies, are all united in the European Golf Course Owners Association, which works to protect their interests. With the growing role of the European Union and the shift of decision making from a national to a European level, the role of the EGCOA as Europe's leading authority on the business of golf course ownership is constantly increasing. This not-for-profit organisation represents owners associations from 12 countries and more than 600 golf course owners across Europe.

For further information, visit [www.egcoa.eu](http://www.egcoa.eu).

---

### The prime goals of the association are:

- To grow the golf business;
- To protect the interests of golf course owners and the supply side of the golf industry on a European level;
- To professionalize and improve the golf business

### Members:

The EGCOA has members in 24 European countries. The following national associations are also members: United Kingdom, Norway, Finland, Sweden, Denmark, Germany, Austria, Switzerland, Holland, France, Italy, Slovenia, Portugal and the Czech Republic, with further growth expected in the coming years.

More golf courses will unite in National Owners Associations and become members of the EGCOA. Increasingly more individual courses are also joining the association. In several countries, initiatives have been started to create owners associations, supported by the EGCOA. Contact has been established in Spain, Ireland, Poland, Ukraine, Bulgaria and Dubai.

### Co-operation with the NGCOA (USA):

The EGCOA works closely with the National Golf Course Owners Association of the USA. The EGCOA has signed an agreement with the NGCOA, whereby all courses that are part of the EGCOA also become members of the NGCOA. Equally, all European courses that want to join the NGCOA can do so via joining the EGCOA.

### The Board of the EGCOA consists of:

#### Marcel Welling – President

The Netherlands - *Also board member of the NGCOA, USA.*

#### Alexander von Spoercken - Vice-President

Germany - *Also president of the German Golf Course Owners Association BVGA.*

#### Peter Arendorff - Secretary

Denmark - *Also president of the Danish Golf Course Owners Association FPG.*

#### Philippe Wibaux - Treasurer

France - *Also president of the French Golf Course Owners Association GGGF.*

### The Advisory Board of the EGCOA consists of:

#### Mr. Jaime Ortiz-Patiño

Spain, *President & Owner, Valderrama Golf Club*

#### Office

Danzigerkade 8  
1013 AP Amsterdam  
Netherlands  
Tel: +31 (0) 203306103  
Fax: +31 (0) 20330 6105  
E-mail: [office@egcoa.eu](mailto:office@egcoa.eu)

#### E-mail:

[info@egcoa.eu](mailto:info@egcoa.eu)

#### Website:

[www.egcoa.eu](http://www.egcoa.eu)

#### Lodewijk Klootwijk

CEO  
[lk@egcoa.eu](mailto:lk@egcoa.eu)

#### Liz Tjostolvsen

Mgt Assistant  
[lt@egcoa.eu](mailto:lt@egcoa.eu)

### Preferred suppliers



### Partners





## EGCOA Member Benefits

- 1. Protection of Your Interests:** Increasingly more rules and regulations are issued on a European level, because of the growing role of the EU and the shift of decision making from a national to a European level. Golf course owners are represented on an EU level through their membership with the EGCOA. Key issues on the agenda include VAT tariffs across Europe and growing the game of golf by cooperating with other stakeholders, creating a structure that makes growth possible. The supply side of the golf industry in Europe can only exist when the community is united.
- 2. NGCOA Membership:** The EGCOA works closely with the National Golf Course Owners Association of the USA, and has signed a co-operation agreement with the NGCOA. All courses that are part of the EGCOA also become members of the NGCOA. Equally, all EU courses that would like to join the NGCOA can do so by joining the EGCOA.
- 3. The Annual EGCOA Conference:** EGCOA Members qualify for a special delegate rate when they attend the annual European Golf Business Conference. The aim of the conference is to bring the European golf industry together in order to obtain fresh ideas on how to improve the operation of golf courses, exchange information about matters of mutual concern, and to network with fellow industry colleagues. The Conference takes place in a different European city each year.
- 4. Magazines:** EGCOA Members receive the following industry magazines:
  - US Golf Business Magazine(monthly): [www.golfbusinessmagazine.com](http://www.golfbusinessmagazine.com)
  - Golf Management Europe (bi-monthly): [www.portman.uk.com/GME](http://www.portman.uk.com/GME)
  - Golf Business Development (bi-monthly): [www.golfbusinessdevelopment.com](http://www.golfbusinessdevelopment.com)
  - Golf Course Architecture Magazine (quarterly): [www.golfcoursearchitecture.net](http://www.golfcoursearchitecture.net)
- 5. EGCOA LinkedIn Group:** EGCOA Members are able to participate in the EGCOA LinkedIn group: an online community of EGCOA members and partners where participants can share ideas and help each other solve operational problems. Free advice on a wide range of topics from hundreds of fellow golf course owners!
- 6. Members Only Website Access:** EGCOA Members can access the Members Only sections of several websites, including the EGCOA site - [www.egcoa.eu](http://www.egcoa.eu), [www.ngcoa.org](http://www.ngcoa.org) (National Golf Course Owners Association, USA), and that of the English Golf Union ([www.englishgolfunion.org](http://www.englishgolfunion.org)). If your golf club needs to put together a marketing plan, acquire new members, retain existing members, increase visitor business or understand marketing techniques such as e-marketing, than these websites can provide essential guidance.
- 7. Info Central:** EGCOA Members have free access to 'Info Central' – an online library of operations documents and useful articles on course operations. Here members can browse sample cart

### Preferred suppliers



### Partners





rental agreements, job descriptions, employee manuals, tournament proposals, etc. Info Central can be found in the Members Only sections of the EGCOA/NGCOA websites.

8. **Newsletters:** EGCOA Members receive monthly email newsletters on new benefits and programs from the EGCOA and NGCOA.
9. **EGCOA/NGCOA Bookstore:** EGCOA members qualify for discounts on Manuals and Publications available in the EGCOA and NGCOA online bookstores.
10. **NGCOA Conference and GIS:** EGCOA members qualify for preferential member rates for the annual NGCOA Solutions Summit and Golf Industry Show (GIS).
11. **Rebates and Discounts:** EGCOA Members qualify for rebates and discounts with a range of EGCOA preferred suppliers and corporate partners, such as Toro (1% on all Toro equipment).
12. **Complimentary Admission:** As dual members of the NGCOA, EGCOA members have access to complimentary tickets to the PGA Championship and PGA Senior Championship. In addition, EGCOA members qualify for complimentary admission to the PGA Merchandise Show, PGA Fall Expo and CMAA Trade Show.
13. **Affiliate Membership of the CMAE:** The EGCOA is an affiliate member of the Club Managers Association of Europe (CMAE). The key benefits of this affiliate membership are as follows:
  - EGCOA Members qualify for a 50% discount on membership of the Club Managers Association of Europe (CMAE).
  - EGCOA Members qualify for free entrance to the annual World Conference of the Club Managers Association of America (CMAA).
  - A club manager working for an EGCOA member club is able to apply to take the Certified Club Manager exam (CCM), and as long as that individual has worked for the EGCOA member club for at least 5 years, this time will be recognized as part of the 6 years minimum required to qualify for CCM eligibility (so an experienced manager can 'fast-track' and take the CCM exam in just 12-18 months time if they wish).
  - All EGCOA conferences, seminars and workshops qualify as part of Education and Association Credits, so a manager who attends EGCOA events will be able to earn credits towards certification. These are back-dated, so managers who have attended past EGCOA events can claim credits for educational activities already attended.
  - The CMAE provides access for EGCOA member clubs to the CMAE educational programs at preferential rates.

Preferred suppliers



Partners





**Membership Application - European Golf Course Owners Association &  
National Golf Course Owners Association**

(Note: This form is for courses **without** a National Owners Association)

Name of Course/Club	
Postal Address	
Zip/Post Code	
Place	
Country	
Website Address	
Phone	
Fax	
First Name - Main Contact Person	
Last Name - Main Contact Person	
E-mail Address of Main Contact Person	
Course: please tick/highlight	<input type="checkbox"/> Daily Fee <input type="checkbox"/> Semi-Private <input type="checkbox"/> Member-Owned <input type="checkbox"/> Resort
Number of holes with yearly fee: please mark	<input type="checkbox"/> 9 holes = € 180,- <input type="checkbox"/> 18 holes = € 255,- <input type="checkbox"/> >18 holes = € 355,- <input type="checkbox"/> in development = € 255,-
For Multi-course owners, we have a special fee: Base Fee of € 255,- for the first course and €180,- for any other courses.	Number of courses: _____  Please add a list of courses and the contact persons at each of these, so that these people can also enjoy member benefits.
Start of membership: day / month / year:	____ / ____ / ____
By signing for the membership I declare to agree with the cancellation period of 3 months prior to the end of the calendar year. Only written cancellations of membership can be accepted.	Cancellations received later than October 1 <sup>st</sup> will be accepted per the end of the next year.
Signature & Date	

Preferred suppliers



Partners

