

2022 Golf League Operational Proposal

The goal of the golf program within this Golf League Operational Proposal is to hold leagues to the standards set by the [Golf Guidelines](#) and eliminate lost revenue due to league player no-shows.

Foremost, this proposal is originating due to a presumed loss of potential revenue that is directly tied to league no-shows or leagues not meeting the minimum requirements as outlined in the Golf Guidelines. Staff has seen across the board that due to the lenient individual pay-by-week policy, it allows for the league member to opt out of playing for the day with no repercussion and in turn creates a lost green fee for the course. By going through the Point of Sale system (Teesnap), course by course, league by league, day by day, we were able to pull data on exactly how many players actually paid each day for each league on each course.

The average league player no show rate between all four courses was 27% in 2021. Based on knowledge and research this rate is consistent with prior year numbers. Should we use the number of league player no-shows to produce a monetary number, the Golf Program as a whole did not realize approximately \$144,000 in league fees. As a result of this no-show number, general golfer's availability is significantly lessened and large potential unrealized cart revenue.

In researching what other area courses require of their leagues, it was found that six (6) area public golf courses require leagues to pay-in-full up-front for the season.

In conclusion, we propose two items in relation to league requirements.

1. We propose that the City of Madison Golf Courses require and enforce a minimum of 12 players for a minimum of 12 weeks (Already a requirement within the Golf Guidelines.)
 - a. If under 12 players for any given week, the players that do play would be required to pay the difference between the league rate already paid and daily fee rate.
2. We propose that the City of Madison Golf Courses require all leagues to pay for the league season up-front.
 - a. Individual leagues may opt to collect payment from each of their players and supply the golf course with one payment for all league players; OR the league may supply the golf course with a player listing and individuals may pay for their full league season up-front.
 - b. League representatives will be responsible for filling out the standard league agreement form with basic contact information, the number of players and number of weeks they will be responsible for paying for. A final price will be calculated on the league agreement as well.

Sample Agreement to follow:

League Agreement

This agreement between the City of Madison and the above signed Golf League shall be for a term of one calendar year. (January 1st through December 31st).

- **Responsibilities:**

- City of Madison Responsibilities:
 - The City of Madison guarantees that the above league will receive the specified amount of tee times for the specified amount of weeks as stated above. Starting tee time may be negotiable.
 - The City of Madison guarantees that the above league will receive an equal or lower greens fee rate than the general public at the time of league play.
 - The City of Madison will hold the league's day and time in each proceeding year until such time the league is no longer active at the City of Madison Golf Courses.
- Golf League Responsibilities:
 - To be considered a "league," a minimum of 12 players for 12 weeks is required.
 - **Up-front full-season payment is required of all leagues.**
 1. The League Representative may collect payment from members and supply the League's golf course with one payment prior to the league starting play for the season, OR;
 2. The League Representative may opt to have each individual player in the League pay the course directly prior to the league starting play for the season.
 - The Golf League Representative shall provide the golf shop staff a tee sheet with players names, starting times, and any flag events to be created by shop staff no later than 24 hours in advance.

- **Standards of League Play**

- Nine-hole leagues playing at Glenway or Monona will tee off on hole number 1 at intervals of ten (10) minutes. Nine-hole leagues playing at Odana or Yahara will tee off on hole number 1 or 10 at intervals of ten (10) minutes.
 - League play at Odana Hills will rotate between the front nine and back nine each week based on the schedule provided.
- Leagues that play at Odana Hills on Fridays, Saturdays or Sundays will play off hole number 1 only.
- The Golf Course reserves the right to insert public play in between league groups or in league tee times should the league tee times not be filled.

- League Representative must check in with the golf shop staff no fewer than 15 minutes prior to the league's first tee time to confirm players are ready to play.
 - The league will not be scheduled to play on Memorial Day, Independence Day and Labor Day.
 - No coolers, carry-on food or beverage is allowed. All food and beverage MUST be purchased from the clubhouse or beverage cart per Wisconsin State Ordinance. Coolers are available for a \$5.00 deposit which will be returned to the renter when the cooler is returned. Cash only.
 - Due to the limited number of golf carts, league players MUST share riding carts when able. Single-rider carts will be provided if the player asks to ride alone AND pays for both seats of the cart. The League Representative will be responsible for communicating this policy with other members of the league.
- **League Play Cancelled for Inclement Weather.**
 - Inclement weather days are bound to happen. If weather is threatening, or the golf course has experienced heavy rains, we ask that the League Representative contact the pro shop for a status update.
 - If the Golf Professional or Golf Course Superintendent call a rain-day, we will do so at least one hour prior to your starting time and will attempt to contact the League Representative. It will be the responsibility of the League Representative to circulate word of cancellation to other league members.
 - The League Representative may also call a rain-day due to inclement/dangerous conditions. The League Representative must then contact the golf shop first to provide a status update, then circulate word of cancellation to other league members.
 - Rain or inclement conditions are not automatically grounds for cancellation. If the course is open, the league can play in any conditions outside of dangerous conditions or when closed by golf course management.
 - Two (2) rain make-up dates will be added to the end of each league's above specified schedule. If the league opts to utilize a make-up day at the end of the league season, the funds from the cancelled day will transfer to the make-up day.
 - Make-up league days are allowed during the season on a different day or different time instead of at the end of the league season, but must be made in advance with golf shop staff and are subject to the availability of tee times.
 - If the league does not opt to utilize a make-up day, each player's funds for that day will be returned to them in the form of club credit on their Loyalty account.
 - If individual players from the league opt to play the course on a day that the league has determined not to play
 - Any player who is unable to play for a scheduled league round due to extenuating circumstances, will have their funds returned to them in the form of club credit on their Loyalty account if the League Representative informs the golf shop of the no-show within 24 hours after the day of play.
 - Should an inclement weather condition arise during play of a league round and all league players have played at least 5 holes, the league round will count and will not be eligible for a make-up day/club credit.
 - Any individual who has paid for a cart for a league round that gets cancelled would be responsible for obtaining a rain check or club credit for the cart from the golf shop staff.