



# You and members of your team are invited to the NEGCOA Spring Meeting at Hopkinton CC (2025 NEGCOA Course of the Year!)

**Date:** Thursday, April 10, 2025

**Location:** Hopkinton Country Club [www.hopkintoncc.com](http://www.hopkintoncc.com)  
204 Saddle Hill Rd 508.435.4630  
Hopkinton, MA 01748

**Host:** JoAnn Parks, General Manager

**Early Bird Rate:**  
(On or before 3/31/25): \$45 Member Clubs, \$55 Non-Members

**Regular Rate:**  
(After 3/31/25- 4/3/25): \$50 Member Clubs, \$65 Non-Members  
\$75 Vendors (one rate applies)

9:30am – 10:00am Registration  
10:00am – 10:30am Chapter Update/Open Discussion  
10:30am – 12:30pm Speaking Program/Discussion  
12:30pm – 1:45pm Networking Lunch  
1:45pm Closing Remarks/Depart

.....(optional afternoon golf can be arranged, contact JoAnn Parks in advance of the event).....



## "The Mission Critical Nature of Capital Planning in the For Profit Golf Facility"

Ray Cronin, Founder, Club Benchmarking

Club Benchmarking's research led to the insight that the financial outcome over time in the member-owned golf facility is directly related to capital income and capital investment. While there is a difference in the financial and business model of the for-profit golf facility and the not-for-profit member-owned club, capital planning is just as mission critical in both clubs.

This session will address the relationship between capital planning and profitability over time in both member-owned and for-profit facilities and how capital planning is directly related to balancing profit and reinvestment in the for-profit facility.



## "Fairways Under Fire: Navigating Legal Challenges in the Golf Industry"

**Presentation and panel discussion** Join us for an insightful discussion that delves into the evolving legal landscape of the golf industry. We'll explore what the recent Cazenovia Golf Course court case means for course operators and the broader golf community. Gain valuable perspectives from industry experts, including renowned golf course architect Robert McNeil, and uncover how these cases are shaping

risks, insurance costs, and public perception. Don't miss this opportunity to stay informed and proactive about the challenges and opportunities ahead!

*This meeting proudly sponsored by:*

