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**Newsflash No 1 – April 2023**

**Please circulate to:**

**Club President, Club Chair, and Club Board Members.**

**Club General Manager, Manager, Club Administrator,**

**PGA Professional, Golf Operations Manager, Course Superintendent,**

**Food and Beverage Supervisor**

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| **In this issue we cover*** **GMA NZ – Education Programme 2023**

 [**BMI Joe Perdue Certification Review Course**](https://www.golfmanagers.co.nz/assets/_site_/downloads/NZ_CCM_Review_Course_Schedule_-_2021_-_updated_August_14_2021.docx)  – **Apr 12-14 and May 22-24, 2023**  **BMI General Manager/COO Course 1-5 May 2023** **BMI Club Management –** **19-23 June 2023** **BMI Food and Beverage Management – 24-28 July 2023** **BMI Leadership Principles** 1**-5 May 2023*** **GMA NZ Summit August 28, 2023, Lower Hutt – “Partnering beyond the green”**
* **GMANZ Resource Centre**

 **GMA NZ 2022 - Results of Wages and Salary Review.*** **GMA NZ Branch news**
* **Branch forum programme**
* **GMA NZ Golf Club Executive Recruitment Service**

**Vacancies****General Manager – Howick Golf Club****Operations Manager – OnPar Limited****Golf Operations Assistant – Royal Auckland and Grange Golf Club****Golf Retail Assistant - Royal Auckland and Grange Golf Club****Course Superintendent – Maungakiekie GC****Course Superintendent – Rotorua GC****Course Superintendent – Karori GC****Thank you - Sponsors** |

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| **A picture containing drawing, game  Description automatically generated**Good afternoon.The thoughts of the Board of Golf Managers Association are with the managers, staff and members of those clubs so devastatingly damaged by the effects of Cyclone Gabrielle. In many instances the recovery process will be long and arduous and a drain on staff and finances.Stay strong and please communicate with the Association if in need. We are here to help.All the best,Richard NauckPresident, **GMA NZ** |

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| **Club Management Association of America | LinkedIn**The **Golf Managers Association of New Zealand’s** stated goal is to improve the standard of club management here in NZ through continuing education and by offering the **Club Management Association of America’s** internationally recognized BMI Educational Programme, which leads to **Certified Club Management (CCM)** status, to its members**.** **2023 BMI Educational Programme*** **BMI Club Management**–  Feb 13-17, 2023. Completed
* **BMI General Manager/ Chief Operating Officer** – May 1-5, 2023.
* Click here to register
* Click here to view the course curriculum, timetable and case study
* **BMI Leadership Principles** –.
* [**BMI Joe Perdue Certification Review Course** **and BMI examination**](https://www.golfmanagers.co.nz/assets/_site_/downloads/NZ_CCM_Review_Course_Schedule_-_2021_-_updated_August_14_2021.docx) – April 12-14, 2023, and May 22-24, 2023
* **BMI Club Management –** 19-23 June 2023
* [Click here to register](https://www.golfmanagers.co.nz/assets/_site_/downloads/BMI_Club_Management_Flyer_-_June_19-23_2023.docx)
* [Click here to view course curriculum and timetable](http://www.golfmanagers.co.nz/assets/_site_/downloads/BMI_Club_Management_Course_Curriculum_timetable_3.docx)
* **BMI Food and Beverage Management –** 24-28 July 2023
* [Click here to register](https://www.golfmanagers.co.nz/assets/_site_/downloads/BMI_Food_and_Beverage_July_10-14_2023.docx)
* [Click here to view the course curriculum timetable and case study](https://www.golfmanagers.co.nz/assets/_site_/downloads/Food_and_Beverage_Management_-_July_10-14_2023_-_Curriculum_timetable_and_case_study_2.docx)
* **BMI Leadership Principles** – Next course 2024

Managers who participate in the BMI Career Development Programme receive a host of benefits including:* Making contact with industry experts.
* Networking with fellow managers who manage the most innovative and prestigious clubs across the country.
* Discussing new ideas that can be implemented in your own club.
* Receiving instruction from the nation's finest club management educators
* Visiting and touring other club operations; and
* Growing not only as individuals, but as an integral part of our national club network.

We look forward to your receiving your registrations and ask that you make contact if you require further information - [eo@gmanz.co.nz](https://d.docs.live.net/a72c106d8ba7d744/DJT/GMANZ/GMANZ%20Newscasts/Newscasts%202022/eo%40gmanz.co.nz) “The professional and club-industry focused BMI programme was a no-brainer to get involved with.  The competencies covered are club specific with everyday relevance to our club/working environment.” Hugo Littlejohn General Manager Maungakiekie Golf Club |

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|  A picture containing graphical user interface  Description automatically generated**Dates: August 27, 28, 29 2023****Venue: Lower Hutt Events Centre, Lower Hutt****The Lower Hutt Event Centre****Programme**

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| **Day 1 - Sunday 27 August 2023** |
| From 10.30 am | Golf Day | Boulcott’s Farm Heritage Golf Club |
| 12,00 pm | Golf – Shotgun start | Boulcott’s Farm Heritage Golf Club |
| 5.00 pm | Golf Prizegiving | Boulcott’s Farm Heritage Golf Club |
| 5.30pm | Trade Show Opens | Trade Exhibition Hall Lower Hutt Event Centre |
| 6.00pm -8.00pm | Meet and greet | Trade Show Opens |

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| **Day 2 - Monday 28 August** |
| 8.00 am – 5.00 pm | Registration opens | Reception desk Lower Hutt Event Centre |
| 8.00 am – 6.00 pm  | Trade Show Opens | Trade Exhibition Hall Lower Hutt Event Centre |
| 8.30 am – 10.30 am | Plenary Sessions  | Hall 1 Lower Hutt Event Centre |
| 10.30 am – 11.00 am | Morning tea | Trade Exhibition Hall Lower Hutt Event Centre |
| 11.00 am – 12.30 pm | Plenary Sessions | Hall 1 Lower Hutt Event Centre |
| 12.30 pm – 1.30 pm | Lunch | Trade Exhibition Hall Lower Hutt Event Centre |
| 1.30 pm – 3.30 pm | Plenary Sessions | Hall 1 Lower Hutt Event Centre |
| 3.30 pm – 4.00 pm | Afternoon tea | Trade Exhibition Hall Lower Hutt Event Centre |
| 4.00 pm – 5.00 pm | Plenary Session | Hall 1 Lower Hutt Event Centre |
| 5.00 pm – 6.00 pm | Hospitality Hour | Trade Exhibition Hall Lower Hutt Event Centre |
| 7.00 pm  | Conference Dinner | Hall 1 Lower Hutt Event Centre |
| 9.00 pm | GMANZ /PGA Awards | Hall 1 Lower Hutt Event Centre |
| 9.30 pm | Guest speaker | Hall 1 Lower Hutt Event Centre |
| 11.00 pm | Close |  |

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| **Day 3 - Tuesday 29 August** |
| 8.00 am – 12.00 pm | Registration opens | Reception desk Lower Hutt Event Centre |
| 8.00 am – 4.00 pm  | Trade Show Opens | Trade Exhibition Hall Lower Hutt Event Centre |
| 8.30 am – 10.30 am | Plenary Sessions  | Hall 1 Lower Hutt Event Centre |
| 10.30 am – 11.00 am | Morning tea | Trade Exhibition Hall Lower Hutt Event Centre |
| 11.00 am – 12.00 pm | Plenary Session | Hall 1 Lower Hutt Event Centre |
| 12.00 pm – 1.00 pm | Lunch | Trade Exhibition Hall Lower Hutt Event Centre |
| 1.00 pm – 3.00 pm | Plenary Sessions | Hall 1 Lower Hutt Event Centre |
| 3.00 pm – 3.30 pm | Afternoon tea | Trade Exhibition Hall Lower Hutt Event Centre |
| 3.30 pm – 4.15 pm | Keynote speaker | Hall 1 Lower Hutt Event Centre |
| 4.15 pm – 4.30 pm | Conference closing | Lower Hutt Event Centre |

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| **REGISTRATION FEES**

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| **Client** | **GMA NZ/PGA** |
| **Event** | **Conference** |
| Dates | 27-29 August 2023 |
| Participants  | 230 |
| Exhibitors | 40 |
| Registration fees | Excl GST |
| Delegates - members - Early bird | $400.00 |
| Delegates - members - Standard | $450.00 |
| Delegates - non-members - Early bird | $450.00 |
| Delegates - non-members - Standard | $500.00 |
| Golf Day | $80.00 |
| Extra dinner guest | $150.00 |
| Extra golf guest | $80.00 |
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| **Partners/Sponsors Fees**  |  |
| Platinum Partner -incl equipment display, 2 nights’ accommodation and dinner for 2 persons | $10,000.00 |
| Gold Partner - incl equipment display 2 nights’ accommodation, dinners for 2 persons | $7,500.00 |
| Silver Partner incl equipment display, dinner for 2 persons | $5,000.00 |
| Trade exhibitors fees incl equipment display, dinner for 2 persons | $4,000.00 |
| Trade exhibitors fees, incl table display, dinner for 2 persons | $1,000.00 |
| To register you can click [**here**](https://www.golfmanagers.co.nz/conferences/gma-pga-2023/registration.html) |  |

PRELIMINARY SPEAKER PROGRAMMEA PRELIMINARY LIST OF TOPICS TO BE COVERED BY OUR EXPERTS INCLUDES:1. **Participation** - product development, inclusion, females, juniors, and equal opportunity
2. **Technology** - systems, business intelligence, coaching, education and innovation
3. **Customer centricity** - experience, loyalty, service, and engagement
4. **Communication** - strategy, communication, implementation, and success
5. **Governance** – strategy, financial planning, benchmarking, diversity,

 Watch this space as we confirm our speakers. |

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| So yesterday we made a loss, but we got rich!I could see the weather forecast - snow, rain, wind, freezing temperatures. So why even open the van, it’ll be dead along the river?There’s a few reasons. But first, here’s how the day shaped up financially…Revenue = £275Value Added Tax payable = £45Barista wage (8 hours) = £115Owner wage (3 hours) = £0Coffee / milk / bakes costs = £100Disposables costs: £10Fixed operating costs = £10Net loss = -£5But here’s the thing. Even though our coffee sales were way down, we earned something WAY MORE valuable than profit…Respect & Consistency.In street coffee, if customers aren’t sure whether you’ll be there they won’t take the risk - they’ll head to their local brick & mortar cafe. They need to guarantee their effort with a coffee fix.Dear Coco’s main currency is Dependability. So we use days like yesterday to trade our stock on the Credibility Stock Exchange. Yes we took a hit in the back pocket - but our stock price went up.**Golf Club - Wage and Salary Survey** Click [here](https://www.golfmanagers.co.nz/assets/_site_/downloads/Club_wages_and_salary_survey_-_Aug_2022_-_Final.pdf) to view the results the Golf Club Salary and Wages Survey as at 1 Sept. 2022.Base salary and wage figures quoted. Figures quoted expressed as $000’s.----------------------------------------------------------------------**Golf Balls Leaving Property Resources**Please see links below:<https://www.golf.co.nz/resource-detail/golf-balls-leaving-property-nuisance-and-negligence><https://www.golf.co.nz/resource-detail/negligence-nuisance-case-studies><https://www.golf.co.nz/resource-detail/noise-complaints> |

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| **A picture containing drawing, game  Description automatically generated**Executive Recruitment ServiceThe Golf Managers Association of New Zealand (GMA NZ) is now offering an Executive Recruitment Service to its members at attractive rates .GMA NZ will connect your Club with skilled professionals who are looking for permanent opportunities and streamline the process to ensure that your recruitment needs are met.Finding the right person for a role is more than just a skills match. Combining many years of club management knowledge and a high-calibre level of member service driven to deliver on your hiring objective, your Club will benefit from GMA NZ personalised talent identification solutions.The industry specific, end-to-end service, conducted in partnership with selected club board personnel includes:* Composing Job Descriptions for management positions across the entire golf club sector
* Creating an appointment process timeline
* Managing the vacancy advertising campaign
* Interviewing candidates
* Selecting and managing short lists
* Arranging final interviews
* Providing benchmarked salary packages
* Negotiating and finalising salary packages
* Preparing employment agreements
* Attractive rates for GMA NZ members

Recent appointments:Kelly Brenton – GM Te Puke Golf ClubClinton Butler – GM Rotorua Golf ClubFor a confidential golf club executive recruitment proposal contact:Des ToppExecutive Officer Golf Managers Association of New ZealandW: [www.golfmanagers.co.nz](https://d.docs.live.net/a72c106d8ba7d744/DJT/GMANZ/GMANZ%20Newscasts/Newscasts%202022/Apr%202022/www.golfmanagers.co.nz)E: eo@gmanz.co.nzT: 021 392 007*Testimonial:**On behalf of the selection committee, I would like to sincerely thank you for your assistance in the recruitment process.  It has been very successful, and we will not hesitate to use GMANZ again for our recruitment.**I also look forward to a strong continued relationship with you and GMA NZ in regard to staff development and education.**Craig McCulloch**Chairman**Te Puke Golf Club**December 2, 2022* |

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| **GMA NZ News****GMA NZ Northern Branch –** **Matt Owen reporting**Next meeting planned May - details to follow.**GMA Bay of Plenty Branch – Mike Williams reporting**29th May 2023 10.30am start Omanu Golf Club Topics for discussion * Omanu Golf Club course redevelopment tour and process
* Dot Golf update – Mat Eagleson

**GMA NZ Central Branch – Amy Sidford** Next meeting planned June - details to follow. Topics for discussion* Clubhouse hospitality and trends

**GMA Northern South Island Branch – Mike Hadley** Next meeting planned Wednesday 22 June - details to follow.**GMA Southern South Island branch – Shelley Duncan** Details to follow. |

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| **Job board****Golf Operations Positions****On Par Limited - Operations Manager**Click [**here**](https://1drv.ms/w/s%21AkTXp4ttECyngthOcbbeg70t0LrJnw?e=BhLWAh) to view advertisement.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_-**Royal Auckland and Grange Golf Club Golf Operations Assistant**Click[**here**](https://www.golfmanagers.co.nz/assets/_site_/downloads/Golf_Operations_Assistant_advert.docx) to view advertisement **Royal Auckland and Grange Golf Club Retail Assistant** Click[**here**](https://www.golfmanagers.co.nz/assets/_site_/downloads/Retail_Assistant_advert.docx) to view advertisement \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**Course staff****Maungakiekie Golf Club - Course Superintendent**Click [here](https://www.golfmanagers.co.nz/assets/_site_/downloads/MGC_Course_Superintendent_Advert.docx)to view advertisement**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_****Karori Golf Club - Course Superintendent**Clic**k** [**here**](https://www.golfmanagers.co.nz/about/employment.html)to view advertisement**.****\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_****Rotorua Golf Club Course Superintendent**[Click**here** to view advertisement](https://www.golfmanagers.co.nz/assets/_site_/downloads/Course_Superintendent_Job_Advert_2024.docx)**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_****Karori Golf Club – Greenkeeper – 2ic**Click [**here**](https://www.golfmanagers.co.nz/assets/_site_/downloads/Greenkeeper_2IC_advertisement_Feb_2023_final.docx) to view advertisement**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_****Carrington Golf Course – Greenkeeper**Click[**here**](https://www.seek.co.nz/job/59258711) to view advertisement.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**Te Puke Golf Club – Greenkeeping Labourer**Click[**here**](http://www.golfmanagers.co.nz/assets/_site_/downloads/Greenkeeping_Labourer_1.docx) to view advertisement  |

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|  | **Principal Sponsor** |  |
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|  | **Platinum Sponsor** |  |
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|  | **Educational Supporters** |  |
| Text  Description automatically generated |  A picture containing graphical user interface  Description automatically generated | A close up of a sign  Description generated with very high confidence |
|  | **Gold Sponsors** |  |
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| A picture containing text  Description automatically generated | Logo  Description automatically generated with medium confidence | A picture containing text, clipart  Description automatically generated |
|  | A picture containing application  Description automatically generated |  |
|  | **Silver sponsors** |  |
| Text  Description automatically generated with medium confidence | Text  Description automatically generated with low confidence | A picture containing graphical user interface  Description automatically generated |
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|  | **Bronze sponsors** |  |
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| Remember to go to [www.golfmanagers.co.nz](http://www.golfmanagers.co.nz/) for all Association informationKind regards**Des Topp**Executive OfficerGolf Managers Association of New Zealand P O Box 39 272, Howick, Auckland 2145+64 21 392 007  II   eo@gmanz.co.nz  II [www.golfmanagers.co.nz](http://www.golfmanagers.co.nz/) II <https://www.facebook.com/golfmanagers/> Text  Description automatically generated    Text  Description automatically generated with low confidence        A picture containing text  Description automatically generated  Logo  Description automatically generated Text, letter  Description automatically generated     **BMI Logo**            Icon  Description automatically generated Logo  Description automatically generatedThe Golf Managers Association of New Zealand Inc takes your privacy seriously and your details will not be passed on to any other organisation. [Click](https://www.golfmanagers.co.nz/assets/_site_/downloads/GMANZ_Privacy_Policy_1_12_2020.pdf) here to read our full privacy statement. CAUTION: This electronic email message and any attached files contain information intended for exclusive use of the individual or entity to whom it is addressed and may contain information that is proprietary, privileged, confidential and/or exempt from disclosure under New Zealand law. If you are not the intended recipient, you are hereby notified that any viewing, copying,disclosure or distribution of this information may be subject to legal restriction or sanction. Please notify the sender, by electronic mail or telephone, of any unintended recipients and delete the original message without making copies.  |