A Guide to Running a Successful Golf Outing
Congratulations!

Your organization put you in charge of a golf outing because you’re either a veteran of these events, or you missed the last meeting when they selected a committee chair. Lucky for you, the Michigan Golf Course Owners Association has put together this handy guide to help you in your newfound task.

The purpose of this guide is to help you:

• Raise funds
• Assure participants have an enjoyable experience
• Make life easier for you and the golf course operator

About the Michigan Golf Course Owners Association

The Michigan Golf Course Owners Association is proud to present you with this handy guide to a successful golf outing. The MGCOA is a non-profit trade association which is “The Voice of Michigan’s Golf Business.” Golf course owners/operators who belong to the Association truly care about the golf industry and its future in Michigan. To receive a complete listing of all the MGCOA members, including city and telephone number, contact the association office and please consider a MGCOA member when planning your next outing.

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Planning

Step 1 Pre-Planning

Prepare a Preliminary Budget

Since the purpose of most golf outings is to raise funds, you need to have a budget. Below are some of the factors you need to consider as you draft a preliminary budget. This preliminary budget will be a useful starting point for your discussions about costs and packages with golf courses.

Revenue:
- Golfers
- Hole sponsors
- Major Sponsor
- Mulligans
- Raffle
- Auction
- Other (see page 20)

Expenses:
- Green fees & carts
- Food & beverage service
- Alcohol & beverage cart
- Printed material: program, postage, signs etc.
- Trophies/contest prizes
- Goodie bag
- Non-donated raffle prizes
- Photographer
- P.A. System
Determining Time & Place
Since the space for golf outings is in high demand, many organizations book their event 9-12 months prior to the event. Therefore, before you contact a course for availability of dates, your organization should select several different days and dates.

Format
For larger outings, most golf courses will encourage you to play a scramble format. A scramble is when a foursome acts as a team to shoot the best score. Everyone hits their ball off the tee, then as a team, they select the ball in the best position and each player hits a shot from there. The team continues to do this until they finish the hole. The advantage of a scramble format is that it allows players of all different skill levels to enjoy the outing while contributing to the team score.

Additionally, for larger groups, a shot-gun start is most popular because all players start and finish at the same time. Because each foursome starts from different holes which restricts the number of non-outing golfers a course can accommodate, most facilities have a minimum number of golfers for shot-gun starts. Some courses may also have restrictions on the starting time for shot-guns.

Once you and your committee have a rough budget, selected a range of dates, and agreed on a format, it’s time to select a course.
Planning

Step 2 Selecting a Course

To have a successful outing, you need to compare and select the one that fits your organization’s needs and style. In addition to availability of dates and the outing format, below are some critical factors you should consider.

Food Service Availability & Cost
Whether it’s a continental breakfast, lunch at the turn, or dinner after the event, most successful golf outings include a meal service at some point in the day. Make sure the course you select has adequate accommodations and menu for the size and type of group you expect. Many courses can put together a package of golf, cart, and food on a per person basis. When a meal is being served following golf, it is suggested that food service begins when two thirds of the golfers are in.

Alcohol Service
If you’re interested in beer, wine, and or liquor service, make sure your course has a liquor license. Then determine what costs the course will charge for liquor, tax and service, and options for beverage service such as stationary beverage areas or mobile beverage carts.

The MGCOA reminds you that state laws do not allow golfers to bring their own alcoholic beverages on courses with a liquor license. Most courses do not allow coolers to be brought on the premises either. Additionally, the golf course has an obligation to monitor and control the responsible service and consumption of alcohol. Consumption by individuals under 21 years of age is prohibited by law.
Planning

Step 2 Selecting a Course cont.

Rain/Weather Policy

Golfers tend to be fanatics and will play in almost any weather. Additionally, most outings are scheduled on a rain or shine basis. Generally, once booked, outings are only subject to cancellation if weather conditions become dangerous or if the conditions could cause damage to the course. Therefore, the MGCOA recommends that you inquire about the course’s weather cancellation policy and clarify what responsibilities both you and the course would have in the event of poor weather.

Cancellation Policy

You should also be aware that canceling an event after you booked it might cost you money. You need to understand, to the golf course owner/operator, golf is more than just a glamorous sport, it’s a business that provides one’s livelihood. When you book an outing with an owner/operator, the course will turn away other business in order to accommodate your group. That’s why it’s common for there to be non-refundable deposits and a guaranteed number from your group.

If something does go wrong and you must cancel, or if you thought you were going to have 120 golfers and you’re only going to have 70 (or vice versa), it is important that you notify the course as soon as possible. This may allow the course to minimize any cost that might be incurred.

If this is the first outing that your group is scheduling, the MGCOA suggests that you be both conservative and accurate in your estimate.
DEADLINES, GUARANTEES & PAYMENT
Usually a guarantee must be given prior to the event. Keep this in mind when setting your deadline for participants. Try to collect as much registration money as possible before the day of the event to discourage no-shows. Some courses also require a non-refundable deposit for large groups.

ETIQUETTE & DRESS CODE
Consider the dress code of the participants. Some courses don’t allow shorts or tank tops. Also, consider the experience of the participants. If many who will be playing are not “golfers” you might want to include a brief list of golf etiquette in the welcome packets, i.e. replace divots, keep pace with group in front of you, etc.

SIGN POLICY
Most courses have restrictions on placement of signs. Large stakes pounded into the ground damage the turf. Taping or stapling your signs over the course may damage their property. Respect the property of others and follow their sign policy.

GIFT CERTIFICATES / GIFT CARDS
When looking for prizes for winners, consider purchasing gift certificates from the host course's pro shop (if they have one). That way the winners can get their prize that same day and choose exactly what they want.
Planning

Step 3 Finalize Your Budget

Now, after you know how much everything will cost, you can finalize your budget. By the way - you may be able to get corporate underwriters to cover some or all of these costs.

Once you book the event with the golf course, it is common for you to be financially obligated by non-refundable deposits, guarantees, or prepayments. Therefore, because you want to raise money - not spend money - the MGCOA suggests that your sales effort not only be focused at getting golfers to attend, but at getting money “up front.”

Step 4 Sales & Communication

PRINTED MATERIAL

A successful sales effort may require the following printed materials: registration form, save-the-date postcard, letters seeking sponsorship, program with rules and agenda for the day of the event, organization banner or sign, signs for the hole sponsors, name badges, etc.

REGISTRATION FORM

Your registration form should include an RSVP deadline based on your deadline to provide the course with a guarantee. Also, the RSVP should include request for payment.

Provide space on the form for golfers to list the names of their foursome or others they will be playing with.
REGISTRATION FORM CONT.
Getting this information up-front will make your life easier. Several days before the event you will normally be required to provide the course with a players list to identify the foursomes or pairings for the carts and competition.

Send a confirmation to remind them of the event and include an agenda of activities. Include information about driving range, food, map, etc.

Event Program or Welcome Letter
You should have a “welcome letter” on the day of the event. An outline of the day’s activities will reduce your headache from having to answer the same question 100 times. Include rules, agenda, and the following items:
- Gaming Holes
- Sponsors
- Play Format & Rules

ORGANIZATION BANNER AND/OR SIGNAGE
You need to prominently display who you are at the event. Also, your sponsors will be looking for obvious recognition at their sponsored hole(s).

GIVE THEM SOMETHING TO REMEMBER
You want your players to remember you long after the round of golf is over. Give them something that lasts, something to take with them like a photo of their team, a calendar, paperweight, clock, etc. Be creative. You want them to come back and play in your event next year.
Unless you’re super human, you’re going to want and need help. In addition to assistance in your sales effort, you will need help on the day of the event.

**CONTESTS**

Often two volunteers are needed to be witnesses at any game hole that provides a substantial prize and is insured (see pages 23-24).

**REGISTRATION**

Don’t assume the course will “check-in” your group. Often the course will prepare name cards for carts if you provide them with a pairing sheet. However, it is a good idea to have two members of your staff do the checking of registrants - to collect money, sell raffle tickets and mulligans, hand out welcome packets, etc.

**EVENT TASKS**

There are several areas where you will need help such as: stuffing the “goodie bags”, running the contest holes, and selling raffle tickets/mulligans.

Be considerate of your volunteers! Make sure to bring plenty of sun block, insect repellent, “fanny packs” and change for those handling money, refreshments, etc.

**PHOTOGRAPHER**

Whether you hire a photographer, or have an “expert” on your staff, it is customary for them to be stationary at one of the contest holes or travel with the course ranger to capture pictures. A word of caution - when taking pictures, have a system to identify the golfers. It is amazing how all foursome begin to look alike!
Planning

Step 5 Volunteers cont.

POST GOLF SET-UP
If you’re having cocktails and food service after golf, you’ll need to have help setting up the banquet room. Start your food service when two thirds of golfers are in to speed up the event. Awards and prizes can be handed out during or after the event or food service. The MGCOA strongly recommends that any award and prize festivities be organized so that they run smoothly and quickly.

Step 6 Awards & prizes

After a full day of golf and being in the sun, the one thing golfers all agree on is they don’t want to hear long speeches, or sit through poorly organized prize drawings. Therefore, be organized and brief as you announce winners of the competition and game holes, award prizes, and thank your sponsors. This is affectionately known as the “15 minutes of fame” because after 15 minutes, the attention span of your golfers is shot.

**TIP:** Use your prizes wisely. Use your best prizes in raffle drawings that bring in revenue rather than awards to team winners or those hitting the longest drive, closest to the pin, etc. These skilled (or lucky) golfers deserve appropriate recognition and mementos, but not revenue producing prizes. Instead of quality, try quantity and send everyone home with something.
PHOTOGRAPHY

Documenting your event will ensure your participants remember your outing for years to come. We recommend that you take many pictures, even videotape if available.

- **Team Photos**: Choose a tee box where you can set up a tri-pod and still photographer. Photograph each team and then display the photos for all to see. Give the photos away as a gift at the award dinner (or sell them as another fund raiser). If you frame the photo, be sure your tournaments name or company name is on it so they will remember you.

- **Individual Photos**: Photos of the golfer in action are great giveaways with the group photo.

- **Action Photos**: Have a photographer drive around the course during the outing in a golf cart and take photos of the golfers on the course. Take some unique photos, golfers looking for balls under trees, etc. Display these for some extra laughs.

- **Video**: Take footage of all the golfers throughout the event and put together a collage to show or sell. You can also put this on your website.
Successful organizers keep working even after the event is over. Here is the list of things that will insure your successful event this year and for years to come.

- **Balance the Budget:**
  Make sure you determine how much money you made on the event.

- **Determine Money Raised for Charity:**
  Make it known your outing was successful in raising the money it set out to raise.

- **Pay all the Bills:**
  Make sure you pay all of the bills in a timely manner.

- **Committee Recap:**
  About 2 weeks after your event, have the committee discuss the things that went well and what needs improvement for next year.

- **Send “thank you” notes:**
  Show your appreciation to golfers, sponsors and volunteers

- **Create or update your database**
  Keep track of everyone!
Questions

Frequently Asked Questions

WHY CAN’T WE BRING OUR OWN FOOD?
Just like any food service operation, there are certain health department guidelines that must be followed. Check with your chosen course for their policy. Those who do not have food service accommodations may suggest a caterer for you.

HOW LONG WILL THE EVENT TAKE?
The golf portion will vary, but a rule of thumb is 5 hours for shot-gun starts, and for schedules tee times, 5 hours plus the time it took to get your golfers started on the course. If there is a program and food service afterwards, check with the individual course to see their typical turn-around time.

WHAT ABOUT THIRD PARTY LIABILITY INSURANCE?
With today’s litigious society, and depending on the makeup of your group, you might consider purchasing liability insurance.

WHAT HAPPENS IF WE HAVE A LOT OF NO-SHOWS?
In most cases, you must pay for the guaranteed number that you have the course. Refer to page 7 for more information.

WHAT ABOUT SPECTATORS?
Visitors are usually prohibited from driving around the course. Doing so could be dangerous, especially when they don’t know their way around the course. Course rangers will normally assist in moving key volunteers or VIPs around the course.
Questions

WHAT DO I NEED TO KNOW ABOUT MINORS?

Liquor control is the #1 concern on the golf course owner’s mind when mentioning minors. If you’re inviting a younger crowd, keep in mind that your outing can’t change state law - consumption of alcohol by someone less than 21 years of age is against the law.

Other things to consider are pace of play, golf etiquette, and carts. Some younger players are lucky enough to have the skill for golf, however, others may not know about golf etiquettes and their inexperience could slow up the play. Also, because of liability issues, most courses require a valid driver’s license in order to drive a cart.

WHAT ABOUT SIGNS ON THE COURSE?

Before you order any signs, plan to pound stakes into the ground, or plan to staple your signs on the course, check with you course to determine their policy. Sign frames with wire posts are commonly used by outings and cause very minimal damage to the greens.

HOW DOES HOLE-IN-ONE INSURANCE WORK?

It’s really very simple. The outing decides on a prize, like a car, and purchases Hole-In-One insurance based on the value of the car, difficulty of the hole, and other factors. If someone does get a Hole-In-One, the insurance policy pays them, not you. Two volunteers are required by most companies to witness all shots. Refer to your chosen course for reputable insurance companies, car dealerships, Hole-In One prize ideas, etc.

IF I’M HOSTING A POLITICAL FUND RAISER, WHAT DO I NEED TO KNOW ABOUT STATE ELECTION LAWS?

Contact the Michigan Golf Course Owners Association for information at (517) 482-4312.
ARE THERE RULES FOR A GOLF SCRAMBLE?

You should state a set of rules in your printed material, especially if you’re planning to give away valuable prizes.

The following is a standard set of rules for an 18-hole, shot-gun start, four-person golf scramble:

*Sample Scramble Rules

Each team member tees off, men from the middle tee and women from the forward tee.

The team decides which tee shot is in the best position and each team member places the ball within 12 inches of the best ball, but no closer to the hole. If the selected shot is in a bunker or water hazard, all shots must be played from the bunker or water hazard. Also, if the selected shot is off the green, all shots must be played from off the green.

This process continues after each shot until the hole is complete.

Each team member’s tee shot must be used at least three times. Your scorecard must indicate where each player’s three tee shots were used.

One score is recorded for the team while moving to the next hole.

Your scorecard must indicate where your team used mulligans (coupon for an extra shot). Mulligans must be turned in with the scorecard. (Limit of four mulligans per foursome).

The scorecard indicating the team’s correct score must be submitted to the score keeper immediately upon completion of the 18 hole round in order to be eligible for prizes. In the case of ties, the winning teams will be determined by comparing the most difficult to the least difficult hole, rated by men’s handicap, until the tie in broken.

*Check with your chosen course for rule on other scramble or format variations.
In addition to golfers, there are many other ways to increase revenue at your golf outing. You have the best source for ideas at your fingertips - the management of your chosen course. Have the course suggest the best holes for your games. Also, some courses may have information on Hole-In-One insurance, car dealerships, etc.

**HOLE SPONSORSHIPS**

Perhaps the easiest way to raise money is to sell hole sponsorships - either one for each hole, or two (one sign at the tee, one at the green). Companies can also sponsor the practice green, driving range, etc. Remember to thank all sponsors with appropriate signs and mention them in your program. Separate competing companies, in other words, don’t put Coke and Pepsi on the same hole!

**CORPORATE SPONSORS**

The best way to sell a corporate sponsorship is to have them underwrite a portion of you event. For example, the cocktail hour is sponsored by Company A, today’s dinner is brought to you courtesy of Company B, Hole-In-One Contest sponsored by Company C, etc.

**RAFFLE TICKETS**

This is where you want to offer your most valuable prizes. Use your raffle to make money. Put your best prizes into the raffle - not as gifts to the winners of your skill competitions. Have someone selling them all day - during registration, at the turn in the course, at the cocktail reception, etc. Prominently display the prizes and/or explain them in your printed material, signage, etc.
MULLIGANS
A mulligan, to put it simply, is an extra shot. Below is an example of a mulligan which was sold for $5.00. Generally, it is a good idea to limit one mulligan per person, per 9 holes, otherwise play will be slowed. Depending on your group, the price of the mulligan can be raised or lowered.

GAMBLING HOLE
Draw a 10' circle around a pin on a par 3 hole approximately 150 yards. A volunteer stands on the tee box and offers the golfers the opportunity to double their money by hitting the ball inside the circle. They put up $5, $10 to $20. If they hit the ball in the circle they double their money. If they don’t, you keep the money.

AUCTIONS
Whether it be a traditional auction, or silent, this is an excellent opportunity to auction off donated or purchased prizes. A silent auction is done totally on paper, usually with the prize prominently displayed, and could be held during your cocktail reception. Be aware that a verbal auction takes more time and organization.

CELEBRITY SHOOT-OUTS
An exciting way to increase revenue is to invite a celebrity to play in your outing. Perhaps you could incorporate them into your awards program as well.
BEAT THE PRO
Have a golf pro stand on a tee box and give each golfer the opportunity to drive the ball farther than the Pro. They put up $5, $10 to $20. If they beat the Pro they double their money; if they don’t, you keep the money.

PUTTING CONTEST
Before and after the golf tournament, have a putting contest on the practice green. $5 gives a golfer 3 chances to putt a ball into a hole 10’ away. 1 in gets them to the finals. During the finals, all qualifiers putt for a great prize. You keep the cash.

SKINS
Willing golfers put in $20 in the pot at the beginning of the tournament. Team with the lowest score on a hole and there are no ties on that hole, the team wins the pot. Percentage of the pot goes to your group.

STRING SALE
Similar to mulligan sales, you can sell string. The player can buy 5 feet of string for $5. They can use the string to move their ball closer to the hole or out of a hazard (one string, one move).
Golf's impact on the state is well over $2.2 billion dollars.

MGCOA Supports the stabilization and growth of Travel Michigan's tourism promotion budget and environmental stewardship at all golf operations.

About the Michigan Golf Course Owners Association

At the heart of the great game of golf are great golf courses. After all, what would the game of golf be without the playing field — golf courses?

People with vision, drive, determination and a love of the game build golf's playing fields. Golf course owners — whether they are a part of a corporate structure, operating many courses or a family business operating one course — are the heart of the golf business.

Michigan Golf Course Owners Association provides owners with the tools they need to succeed in the complex and competitive golf business. Their success ensures that the playing fields continue to meet the demands of passionate golfers across the state.

Hosting a golf outing can be an excellent way to treat friends, business colleagues or customers to a day of fun, relaxation and to the extent you wish, competition. Charities have also found that a golf outing is a great way to raise funds. The charity benefits and their guests have a great time.

When planning your outing, please consider one the Michigan Golf Course Owners Association's members listed in the back of this handbook, by county.

Support those courses that support the growth and development of the industry through their dedication and effort.
Please consider these MGCOA member courses for your next outing!

**Alcona**
- Greenbush Golf Course - Greenbush

**Allegan**
- Cheshire Hills Golf Course - Allegan
- Clearbrook Golf Club & Restaurant - Saugatuck
- Eagle Creek Golf Course - Allegan
- Glenn Shores Golf Course - South Haven
- Hidden Valley Golf Course - Shelbyville
- Lake Monterey Golf Course - Hopkins
- Lynx Golf Course - Otsego
- Ravines Golf Club - Saugatuck
- Virtual Acres - Glenn
- Winding Creek Golf Course - Holland

**Antrim**
- A-GA-Ming Golf Course - Kewadin
- Bellaire Golf Club - Bellaire
- Cedar River Golf Course - Bellaire
- Centennial Farm Golf Club - Bellaire
- Schuss Mountain Golf Course - Bellaire
- Shanty Creek Resort - Bellaire
- Sundance Golf Club - Kewadin
- The Legend Golf Course - Bellaire
- The Summit Golf Course - Bellaire

** Arenac**
- Singing Bridge Golf - Tawas City

** Barry**
- Gun Ridge Golf Course - Hastings
- Mulberry Fore Golf Course - Nashville
- Mullenhurst Golf Course - Delton
- Yankee Springs Golf Course - Wayland

** Bay**
- Maple Leaf Golf Course - Linwood
- Sandy Ridge Golf Course - Midland

** Benzie**
- Champion Hill Golf Course - Beulah
- Crystal Downs Country Club - Frankfort
- Crystal Mountain Resort/Betsie Valley - Thompsonville
- Crystal Mountain Resort/Mountain Ridge - Thompsonville
- Mistwood Golf Course - Lake Ann
- Pinecroft Golf Course - Beulah

** Berrien**
- Blossom Trail Golf Club - Benton Harbor
- Brookwood Golf Course - Buchanan

** Branch**
- Golf Club of Coldwater - Coldwater

** Calhoun**
- Bedford Valley Golf Course - Battle Creek
- Cedar Creek Golf Club - Battle Creek
- Cedar Farms Golf Club - Battle Creek
- Springbrook Golf Course - Springfield
- The Medalist Golf Club - Marshall
- Tomac Woods Golf Course - Albion

** Cass**
- Hampshire Country Club - Dowagiac
- Indian Lake Hills Golf Course - Eau Claire
- Spruce Ridge Golf Club & Resort - Dowagiac

** Charlevoix**
- Alpine Course - Boyne Falls
- Belvedere Golf Club - Charlevoix
- Boyne U S A Resorts - Boyne Falls
- Charlevoix Country Club - Charlevoix
- Monument at Boyne Mountain - Boyne Falls
- The Mallard Golf Club - East Jordan

** Clare**
- Devil's Knob - Harrison
- Eagle Glen Golf Club - Farwell
- Snow Snake Ski & Golf - Harrison

**Clinton**
- Eagle Eye Golf Course - Bath
- Hawk Hollow Golf Course - Bath
- Highland Hills Golf Club - DeWitt
- The Emerald at Maple Creek - St Johns
- Timber Ridge Golf Club - East Lansing
- The Falcon Golf Course - Bath

** Crawford**
- Forest Dunes Golf Club - Roscommon
- Fox Run Country Club - Grayling

** Dickinson**
- Timberstone Golf Course - Iron Mountain

** Emmet**
- Arthur Hills at Boyne Highland - Harbor Springs
- Bay Harbor Golf Club - Bay Harbor
- Country Club of Boyne - Harbor Springs
- Crooked Tree Golf Club - Petoskey
- Donald Ross Memorial Course - Harbor Springs
- Heather Golf Course - Harbor Springs
- Moor Course at Boyne Mountain - Harbor Springs
- The Inn at Bay Harbour Golf and Resort - Boyne Falls
- True North Golf Club - Ada

** Genesee**
- Coyote Preserve Golf Club - Fenton
- Fenton Farms Golf Club - Fenton
- Flint Golf Club - Flint
- IMA Brookwood - Burton
- Loch Lomond Golf Course - Flint
- Southmoor Country Club - Grand Blanc
- Spring Meadows Country Club - Linden
- Tyrone Hills of Michigan - Fenton

** Grand Traverse**
- Elmbrook Golf Course - Traverse City
- High Pointe Golf Club - Williamsburg
- Interlochen Golf Course - Interlochen
- The Kingsley Club - Kingsley

** Gratiot**
- Glenbrier Golf Course - Perry
- Hidden Oaks Golf Course - St Louis
- Overbrook Golf Course - Middleton
- The Ridge Golf Course, Inc - Saginaw

** Ingham**
- Branson Bay Golf Course - Mason
- Brookshire Golf Club - Williamston
- Chisholm Hills Golf Course - Lansing
- Eldorado Golf Course - Mason
- Forest Akers Golf Course - Lansing
- Meridian Sun Golf Club - Haslett
- Oak Lane Golf Course - Webberville
- Willow Creek Golf Club - Stockbridge
Ionia
Double ORO Ranch Iron Horse Golf Course - Belding

Iosco
Red Hawk Golf Club - East Tawas
Wicker Hills Golf Club - Hale

Iron
George Young Recreation Complex - Caspian

Isabella
Bucks Run Golf Club - Mt. Pleasant
Pohiacat Golf Club - Mt. Pleasant
Riverwood Golf Course - Mt. Pleasant
The Pines Golf Course At Lake Isabella - Lake Isabella
Winding Brook Golf Club - Shepherd

Jackson
Concord Hills Golf Course - Concord
Gauss’ Green Valley Golf Club - Jackson
Grande Golf Club - Jackson
Greenbriar Golf & Camping - Brooklyn
Hankard Hills Golf Course - Pleasant Lake
Hill’s Heart of the Lakes Golf Course - Brooklyn
Pine Hollow Golf Club - Jackson

Kalamazoo
Gull Lake View Golf Club - Augusta
Hickory Ridge Golf Course - Galesburg
Ridgeview Golf Course - Kalamazoo
Stoneedge at Gull Lake View - Augusta
The Moors Golf Club - Portage
Yarrow Golf & Conference Center - Augusta

Kent
Arrowhead Golf Course - Lowell
Boulder Creek Golf Club - Belmont
Lake Doster Golf Club - Plainwell
Maple Hill Golf Course - Grandville
Quail Ridge Golf Club - Ada
Saskatoon Golf Club - Alto
Scott Lake Country Club - Comstock Park
The Highlands Golf Course - Grand Rapids
The Rogue Golf Club - Sparta
Thornapple Pointe Golf Club - Grand Rapids
Tyler Creek Golf Course & Campground - Grosse Point Farms

Lapeer
Lapeer Country Club - Lapeer
Metamora Golf & Country Club - Metamora
Washakie Recreation Area - North Branch

Leelanau
Kings Challenge - Cedar

Lenawee
Devils Lake Golf Course, Inc. - Manitou Beach
Evergreen Golf Course - Hudson
Irish Hills Golf Club - Ann Arbor
Raisin Valley Golf Club - Tecumseh
Woodlawn Golf Club - Adrian

Livingston
Hawk Meadows at Dama Farms - Howell
Hunters Ridge Golf Course - Howell
Moose Ridge Golf Club - South Lyon
Oak Pointe Country Club - Brighton
Rush Lake Hills Golf Club - Pinckney
The Jackal Golf Club - Brighton
The Majestic at Lake Walden - Hartland
Timber Trace Golf Club - Pinckney
Whispering Pines Golf Club - Pinckney

Mackinaw
The Jewel Golf Course - Mackinaw Island
Hessel Ridge Golf Course - Hessel

Macomb
Boulder Lakes Golf Club - Chesterfield
Cedar Glen Golf Club - New Baltimore
Cherry Creek Golf Club - Shelby Twp.
Cracklewood Golf Club - Macomb
Greystone Golf Course - Romeo
Heather Hills Golf Club - Romeo
Hickory Hollow Golf Club - Macomb
Maple Lane Golf Club - Sterling Heights
Oak Ridge Golf Club - New Haven
Rammerl Golf Club - Sterling Heights
St. Clair Shores Country Club - St. Clair Shores
Sycamore Hills Golf Club - Mt. Clemens
Timberwood Golf Club - Ray
Wolf Creek Golf Club - Adrian

Manistee
Manistee National Golf & Resort - Manistee
The Heathlands - Onekama

Marquette
Red Fox Run Golf Course - Gwinn

Mason
Hemlock Golf Club - Ludington

Mecosta
Falcon Head Golf Club - Big Rapids
St. Ives Golf Club - Stanwood
Tulymore Golf Course - Stanwood

Menominee
Indian Hills Golf Course, Inc. - Stephenson

Midland
Forest View Golf Center - Midland

Monroe
Bedford Hills - Temperance
Carleton Glen Golf Club - Carleton
Carrington Golf Club - Monroe
Giant Oaks Golf Course - Temperance
Green Meadows Golf Course, Inc. - Monroe
Whiteford Valley Golf Course - Ottawa Lake

Montcalm
Brookside Golf Course - Gowen
Whitefish Lake Golf, Grill & Loon’s Nest Banquet Center - Pierson

Montmorency
Elk Ridge Golf Course - Atlanta
Fountains at Garland - Lewiston
Garland - Lewiston
Monarch at Garland - Lewiston
Reflections at Garland - Lewiston
Swampfire at Garland - Lewiston
Thunder Bay Golf Resort - Hillman
Muskegon
Chase Hammond Golf Course - Muskegon
Hickory Knoll Golf Course - Montague
Old Channel Trail Golf Course - Montague
Stonegate Golf Club - Muskegon
University Park - Muskegon

Oakland
Bald Mountain Golf Club - Lake Orion
Beacon Hill Golf Course - Commerce Township
Boulder Pointe Golf Club - Oxford
Brentwood Golf Course - White Lake
Brookwood Golf Club - Rochester Hills
Copper Hills Golf & Country Club - Oxford
Highland Hills Golf Course - Highland
Knollwood Golf Course - West Bloomfield
Liberty Golf Club - Clarkston
Mulberry Hills Golf Club - Oxford
Mystic Creek Golf Club - Milford
Normandy Oaks Golf Course - Royal Oak
Oakland Hills Country Club - Bloomfield Hills
Orchard Lake Country Club - Orchard Lake
Oxford Hills Golf Course - Oxford
Paint Creek Country Club - Lake Orion
Pine Trace Golf Club - Rochester Hills
Plum Brook Golf Club - Sterling Heights
Pontiac Country Club - Waterford
Rackham Golf Course - Huntington Woods
Royal Oak Golf Course - Royal Oak
Shenandoah Golf Club - W. Bloomfield
Shepherd's Hollow Golf Course - Clarkston
Tanglewood Golf Club - South Lyon
Twin Lakes Golf Club - Oakland
Westwynd Golf Course - Rochester Hills
Wyndgate - Rochester Hills

Oceana
Benona Shores Golf Course - Shelby
Grand View Golf Course - New Era
Thoroughbred Golf Course - Rothbury

Ogemaw
Edgewood Greens Golf Course - Prescott
West Branch Country Club - White Lake

Otsego
Black Forest & Wilderness Valley Resort - Gaylord
Marsh Ridge Resort - Gaylord
Otsego Club Collection of Great Golf - Gaylord
Rick Smith Signature - Gaylord
Rick Smith Tradition - Gaylord
Robert Trent Jones Masterpiece - Gaylord
The Classic - Gaylord
The Natural - Gaylord
The Tribute - Gaylord
Tom Fazio Premier - Gaylord
Treetops Resort - Gaylord
Wilderness Valley Golf Club - Gaylord

Ottawa
Grand Haven Golf Club - Grand Haven
Sand Creek Golf Course - Marne
Terra Verde - Nunica
Wallinwood Springs - Jenison

Saginaw
Apple Mountain Resort - Freeland
Bridgeport Golf and Grille - Bridgeport
Crooked Creek Golf Course - Saginaw
Swan Valley Golf Course - Saginaw
The Fortress - Frankenmuth

Sanilac
Marlette Golf Club - Marlette

Shiawassee
Corunna Hills - Corunna

St. Claire
Black River Country Club - Port Huron
Fore Lakes Golf Club - Kimball
Golden Hawk Golf Club - Casco Township
Holly Meadows Golf Course - Capac
Michigan Meadows Golf Course - Casco
Rattle Run Golf Course - St. Clair
Selridge Golf Club - Selridge
St. Clair River Country Club - St. Clair
Willow Ridge Golf Course - Fort Gratiot

St. Joseph
Island Hills Golf Club - Centreville

Van Buren
Beeches Golf Club - South Haven
Diamond Springs Golf Course - Hamilton
HawksHead Links - South Haven
Heritage Glen Golf Course - Paw Paw
Jeptha Lake Golf Course - Bloomingdale

Washtenaw
Ann Arbor Country Club - Ann Arbor
Downing Farms Golf Course, Inc. - Northville
Fox Hills Golf & Banquet Center - Plymouth
Lake Forest Golf Club - Ann Arbor
Reddeman Farms Golf Club - Chelsea
Salem Hills Golf Course - Northville
Stonebridge Golf Club - Ann Arbor
The Links at Whitmore Lake - Whitmore Lake
Travis Pointe Country Club - Ann Arbor

Wayne
Brae Burn Golf Course - Plymouth
Chandlar Park - Detroit
Coyote Golf Club - New Hudson
Detroit Golf Club - Detroit
Gateway Golf Club - Romulus
Glenhurst Golf Course - Redford
Hawthorne Valley - Westland
Lakes of Taylor - Taylor
Northville Hills Golf Club - Northville
Palmer Park Golf Course - Detroit
Rouge Park Golf Course - Detroit
Taylor Meadows Golf Club - Taylor
The Woodlands - Wayne
Tournament Players Club of Michigan - Dearborn
Whispering Willows Golf - Livonia

Wexford
Eldorado Golf Course - Cadillac
McGuire's Evergreen Golf Course - Cadillac
The Briar at Mesick - Mesick