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Southern
California PGA

CLUB CO-OP NEWSLETTER



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A NOTE FROM NIKKI GATCH...

We are excited to offer a great new benefit to our SCPGA Members and their facilities, with our new Club Co-Op. The Co-Op is FREE and will provide you with significant savings at your facility (including food services, janitorial and cleaning services and supplies, pest control, and many more products and services).

We are confident you will find HUGE savings through the Co-Op and encourage you to take advantage of this value-added opportunity!

CLUB CO-OP Q&A: RUSS CIPOLLA OF TEAMFOUR FOODSERVICE

What is your take on food costs, post-pandemic?

As is the case in many industries, workforce and supply-chain issues are two big reasons behind higher food prices. The inflation rate has gone down in the last year, so everyone is happy about that, but it remains above pre-pandemic levels and the economic situation is still concerning. Food operators have managed to de-inflate the cost of proteins and commodities, like meat, cheese and oils, but not the grocery items. On grocery items, I think we're seeing distributors trying to keep their margins up—plus manufacturers and distributors, like operators are experiencing labor shortages, so they are cutting back their number of SKUs and putting resources into higher-moving items.



What strategies are working for golf and country clubs in the current environment?

Food & Beverage directors are beginning to realize that they need to become more important to their distributors. And the way they are doing that successfully might seem counter intuitive. Rather than shopping multiple sources for the best prices, they are consolidating their purchasing with one or maybe two suppliers.

Because if you're shopping around, in her eyes you're *not* important—and you *won't* get the best pricing. A few clubs learned this the hard way coming out of the pandemic when their distributors decided to weed out some of their accounts and said, "Sorry, we can't service you anymore."

Should clubs push for formal agreements with suppliers?

Absolutely. Ask for an agreement that memorializes how their program works and what their mark-ups are going to be. Also, with so many items being discontinued, ask your distributor to ensure that they will continue to supply you with critical items—that's another reason you want to be important to your distributor; if products get allocated, the distributors' most important customers are taken care of.

Southern California PGA member clubs can now work with your company, Team Four, through the Club Co-Op program. What are the advantages of that relationship?

The greatest advantage is that we make \$7 billion in annual purchases and that influences pricing more than a F&B director buying a million dollars for a club. That same club working through Team Four is basically wielding \$7 billion in purchasing power because we are negotiating contract pricing on a huge number, not on a club-by-club basis. Also, we have negotiated master distribution agreements that define the mark-ups that can be used, which means that a distributor can't just charge a customer what the market will bear. We can audit that for our members. We have negotiated contract pricing on most of the products for over 400 manufacturers—at well below the distributors' normal cost. We also have the experience and knowledge to source products and find alternatives if something becomes price prohibitive. Finally, our distributors are not allowed to drop our customers, regardless of their size. We guarantee uninterrupted service.

Note: The administrative fee TeamFour Foodservice collects from its manufacturers and distributors enables the company to offer its contract pricing to SCPGA member clubs at no charge. To contact Russ, email rcipolla@teamfourfoods.com



NEW CO-OP VENDOR!

We welcome Relax Sauna to the SCPGA Club Co-Op family. The company has a remarkable track record and a legion of devotees who swear by the effectiveness of Far Infrared Light in warm-up and recovery. The company's lightweight, portable saunas are in wide use among college and professional sports teams...including a certain Southern California major-league ballclub. A five-minute sit (clothes-on) before heading to the first tee works wonders in loosening muscles and preventing common injuries.

Golf is promoted as a low-impact, low-risk sport. But we know better, don't we?

The company is offering a no-cost demo program to a limited number of SCPGA-member facilities. We wouldn't be surprised to find one or two in every club this time next year. For more information, visit the [Relax Sauna Club Co-Op page](#) or click here for more product information <https://relaxsaunas.com/pages/essential-golf>.

WELCOME TO
OUR WEDDING

We are so glad you're here!

Leah
&
Danny

10.22.2022

GETTING THE VISUALS RIGHT

The weddings, fundraisers, and other public events you host at your property are only as good as their weakest link, right?

Often that eyebrow-raising component is hastily designed and wildly overpriced signage.

Through the new Club Co-Op program, you now have a direct connection to a true, full-service company that *includes* the work of an award-winning design

department in its very affordable pricing. GPS offers fast turnaround on products that POP...including foam core, banners, PVC signs and more.



[CLICK HERE FOR MORE INFORMATION](#)

DID YOU KNOW?

- The federal government's ERC (Employee Retention Credit) Program has fallen short of its projected goals in part because businesses lack the expertise to determine whether or not they qualify.
- A high percentage of golf and country clubs that were initially disqualified from the program are now eligible, particularly if they operate a restaurant or event space and lost revenue; your tax advisor or CFO is unlikely to be entirely up-to-date on the maze of regulations and paperwork involved.
- A major reason you see so many TV ads for the ERC Program is because A) the guidelines continually change to encompass more businesses and B) the program is likely to end less than a year from now.
- The ERC program has attracted some bad actors and fly-by-night providers that are unable or unwilling to defend their work if there are problems down the road. It is critical for organizations to go through this process with a reputable and experienced company.
- Through the new Club Co-Op program, Southern California PGA members can find out in a matter of minutes whether they are likely to receive ERC funds...and feel confident that they are working with an industry leader.
- There is no charge for the initial consultation, and a fee only if funds are recovered.

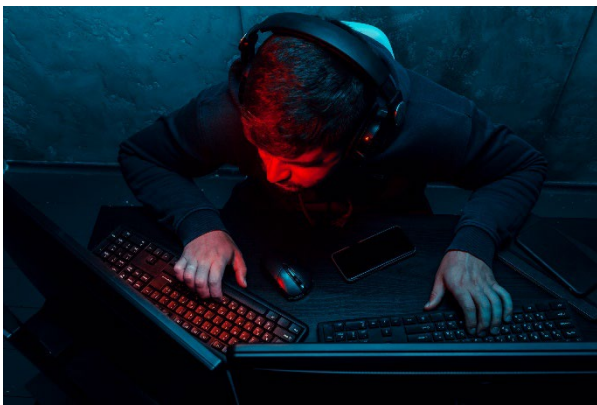
[VISIT THE PAGE](#)

If you experienced any of the following situations during the pandemic, you could now apply/reapply for ERC funds:

- Full or partial shutdown
- Interrupted operations
- Supply chain interruption
- Inability to access equipment
- Inability to work with vendors
- Reduction in goods/services available to members
- Reduction in hours of operation
- Time/revenue lost to increased sanitation of your facility



WOULD YOUR CLUB KNOW HOW TO RESPOND TO A CYBER BREACH, A MALWARE VIRUS OR A RANSOMWARE ATTACK? WOULD YOU KNOW IF YOUR CLUB IS UNDER ATTACK RIGHT NOW?



Golf and country clubs typically store personal and financial information on high-income individuals, making them potential targets for hackers and cyber criminals. Given the relatively low cost of cyber insurance, a surprisingly small percentage of clubs have active policies, and those that do tend to be ill-prepared or under-insured.

What does a cyber-attack on a golf club look like? It may take the form of a phishing email or social-media messaging to a member whose data was mined from your network, asking for sensitive information. And it will look as if it came from YOU.

A good cyber policy takes a risk-management approach that includes personnel training, regular security audits, strong passwords and encryption software and hardware—*as part of the premium*. It should also be tailored to address any specific exposures that might be unique to your operation.

The Club Co-Op is working with major carriers to create exactly this type of policy. It should be available to SCPGA member facilities within the next few months.

FROM THE CO-OP ADMINISTRATOR...

We have made great progress in assembling our field of participating vendors for the SCPGA Club Co-Op. Many companies offering goods and services would love to be part of the co-op but haven't "made the cut." Working with Nikki Gatch, Tom Addis and other SCPGA staffers, we established a high bar for inclusion...namely, *Is this a legitimate, value-added member benefit?*

The Club Co-Op is *your* co-op. We can't say that often enough. In that spirit, we are starting work on a slate of Best Practices webinars that reach beyond golf and explore areas relevant to improving your business. If you would like to contribute your ideas to this process, I invite you to reach out and email us at coop@scpga.com