



**Golf New Zealand
Partnership Invitation – Auckland Golf**

Golf New Zealand invites Auckland Golf to join us as we shape the future of our great game.

We believe we are stronger together and that a united approach will help us deliver on our collective ambitions.



Our Ambition

We aspire to
enrich lives
through golf.



Delivering Our Ambition

To best deliver on this ambition, we're inviting Auckland Golf to join forces with Golf New Zealand.

We want to empower your region to have the resources and workforce you need to better serve your golfing community.

By partnering together and pooling resources, we believe we can transform into a single united workforce that is focused on shaping the future of golf in Auckland.



Thank You

The last two years have been tough, but thanks to the efforts of everyone in the golf sector, golf is in a great place.



Membership and participation levels are growing.



Golf clubs and facilities are thriving.



We have a fantastic group of dedicated people throughout the network.



Partnership and collaboration between Golf New Zealand and Districts is growing.

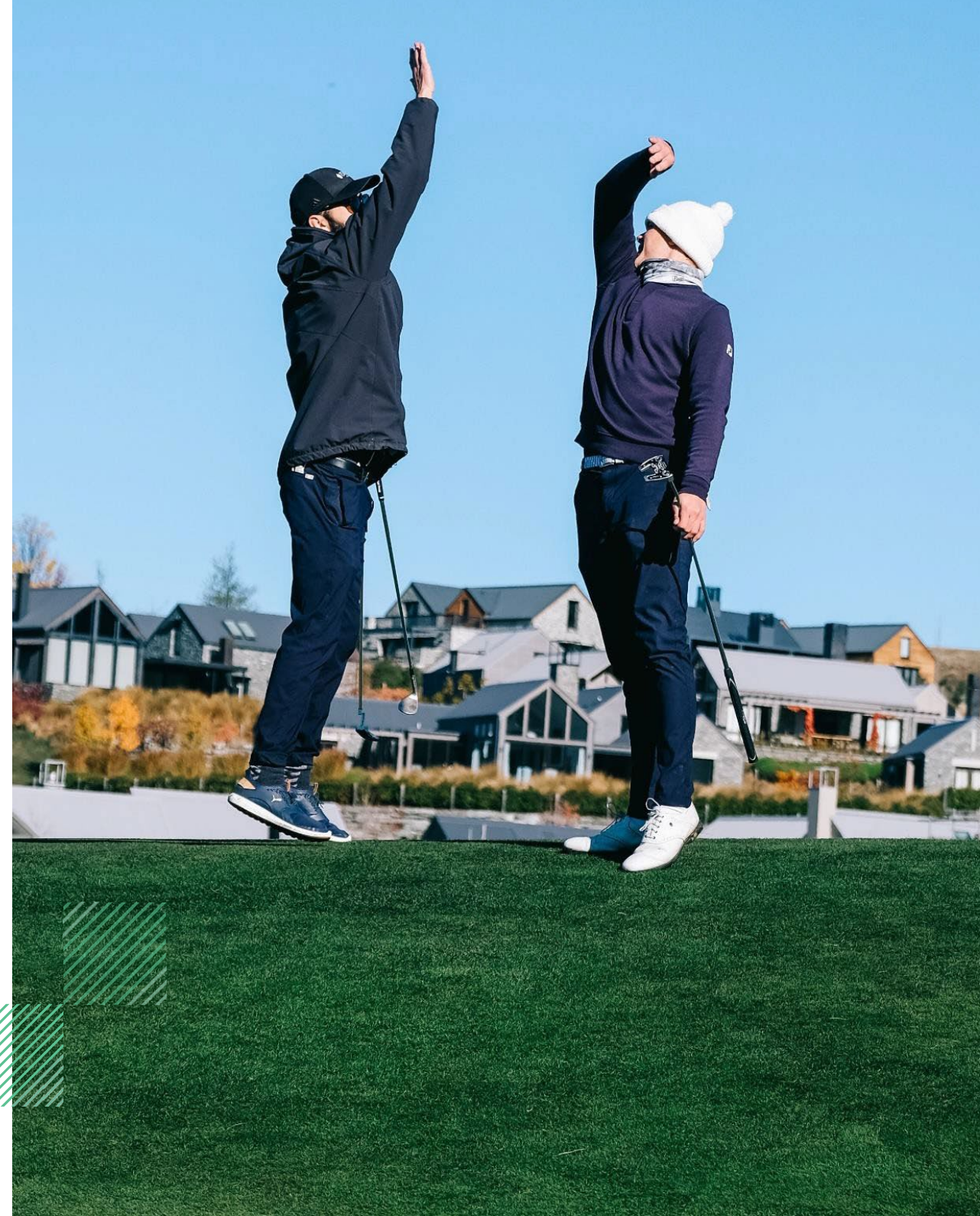


Golf is Thriving
But we can
always do
better.



The Partnership Project

A mission to
empower the
golf network in
New Zealand.



The Opportunity

Together we can enrich more lives through golf by joining forces and pooling resources.



A Moment in Time

- Golf has great momentum right now.
- Golf NZ has a strong financial base.
- We have a unique chance to shape the future of golf.



The Ambition

The Partnership Project aims to bring the golf workforce together to create one optimised team.

With a common workforce (and regional boards), we can implement one operational model that delivers a consistent set of programmes and initiatives for the benefit of the communities we serve.

By joining forces and pooling resources, we will be able to work together to achieve the desired outcomes for golf in the Auckland region.



Partnership Project Benefits

Key Benefits for Auckland Golf

- The local brand and identity of your region is maintained.
- Local governance is maintained.
- New investment into the region.
- More local roles employed.
- An enhanced local workforce is supported by a national support office.
- An aligned strategy and a consistent set of programmes and initiatives for the benefit of the local community.
- Golf New Zealand underwrites the annual P&L.

Key Benefits for Golf New Zealand

- A common national and regional strategy for golf throughout the country.
- One operational model that delivers a consistent set of programmes and initiatives.
- A united, aligned, and efficient workforce.
- The local brands and identities of each region are maintained.
- Economies of scale are realised with upside being reinvested into the game.
- Commercial properties are consolidated.

Problems we are solving...

- Misalignment.
- Duplication and inefficiency.
- Lack of leverage.



Operations

The model is a true partnership which would see Auckland Golf and Golf New Zealand joining forces and pooling resources for the benefit of golf.



Annual Planning

The workforce becomes one operational unit with Golf New Zealand ensuring the delivery of all operational matters under contract from Auckland Golf.

Each year, your local Board would agree an annual business plan and budget with Golf New Zealand who then set about delivering the outcomes as defined in the Partnership Agreement.

The Golf New Zealand team would report to the Auckland Golf Board at each Board meeting on progress in the region.



Financial Model

95% of all income received by Auckland Golf is pooled with extra investment from Golf New Zealand. These monies are then used to deliver the services under the contract as agreed.

All regional funds are allocated specifically to the local region. The retained 5% is to assist the local region with the running of its governance and committee functions.

Golf New Zealand underwrites the annual profit and loss statement for each regional partner. The Auckland Golf entity, balance sheet and assets all remain in place and continue to be the property of Auckland Golf.

Local Workforce

- The one workforce model is focused on ensuring local people live and work locally.
- The local roles and their specific job descriptions typically focus on regional leadership and club support, participation growth and performance golf.
- All locally employed people report to Golf New Zealand with recruitment undertaken by a panel comprising the local region and Golf New Zealand.



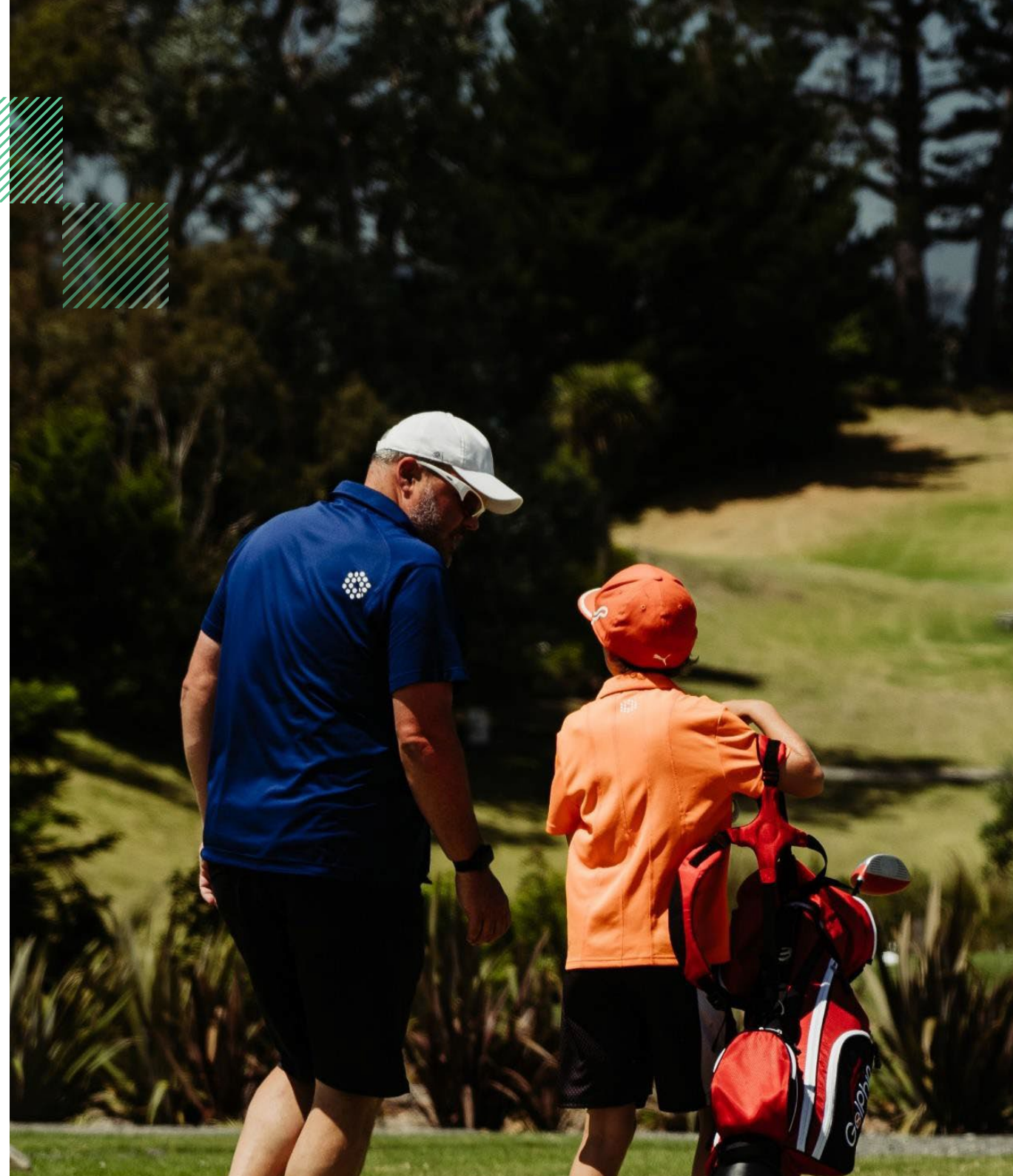
National Support

The local workforce is supported by a national support office who enable the local roles to focus on advancing the strategic ambition for Golf Otago rather than administration.



National Support

The regional based team members have full access to the national support office. The support services provided include human resource management, financial management, year-end audit and reporting, commercial and trust funding, member services, local government liaison, player development, marketing, communications and pr, graphic design, website and digital channels, golf operations, and general administration.



Progress to date...

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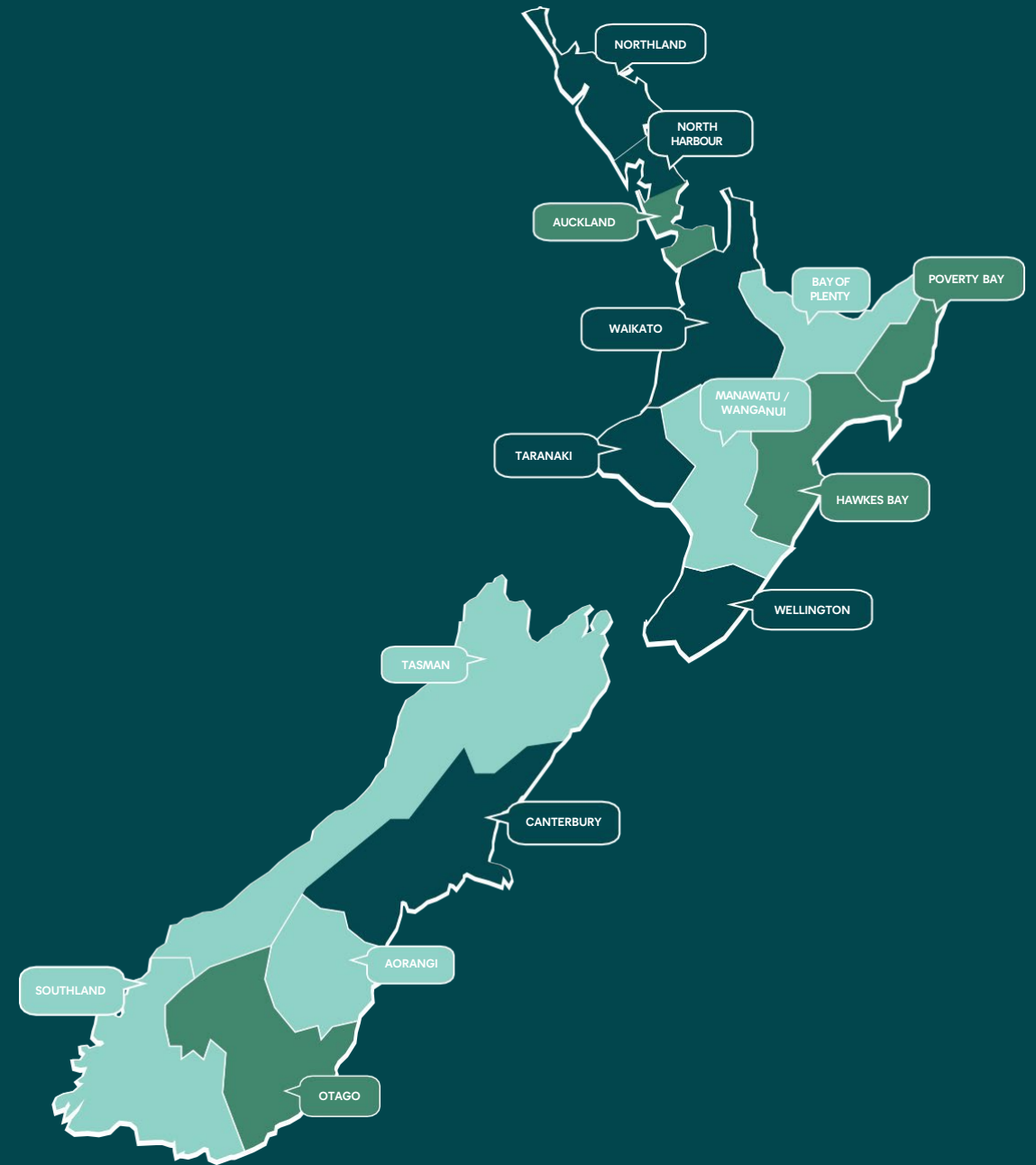
Districts have now partnered with Golf New Zealand.

5

Districts in discussions.

&

NZ Māori Golf & PGA partnerships likely to commence soon.



Feedback So Far...

'The partnership has already shown huge benefits to our golf region. The professional administrative and golf support provided by Golf NZ under the agreement has strengthened the relationships with Golf clubs and provided on the ground Golf development.

We have seen a growth in Junior participation and initiatives to increase the female involvement in the game. Clubs are being enabled to improve the health of their present member experiences and future planning.

We will never look back - this agreement has given our golf region sustainability in all facets of the game administration and playing experiences.'

- District Association Chair

'It is exciting to be part of the Partnership Project and see the immediate impact a better way of working can have on the delivery of golf in a district.'

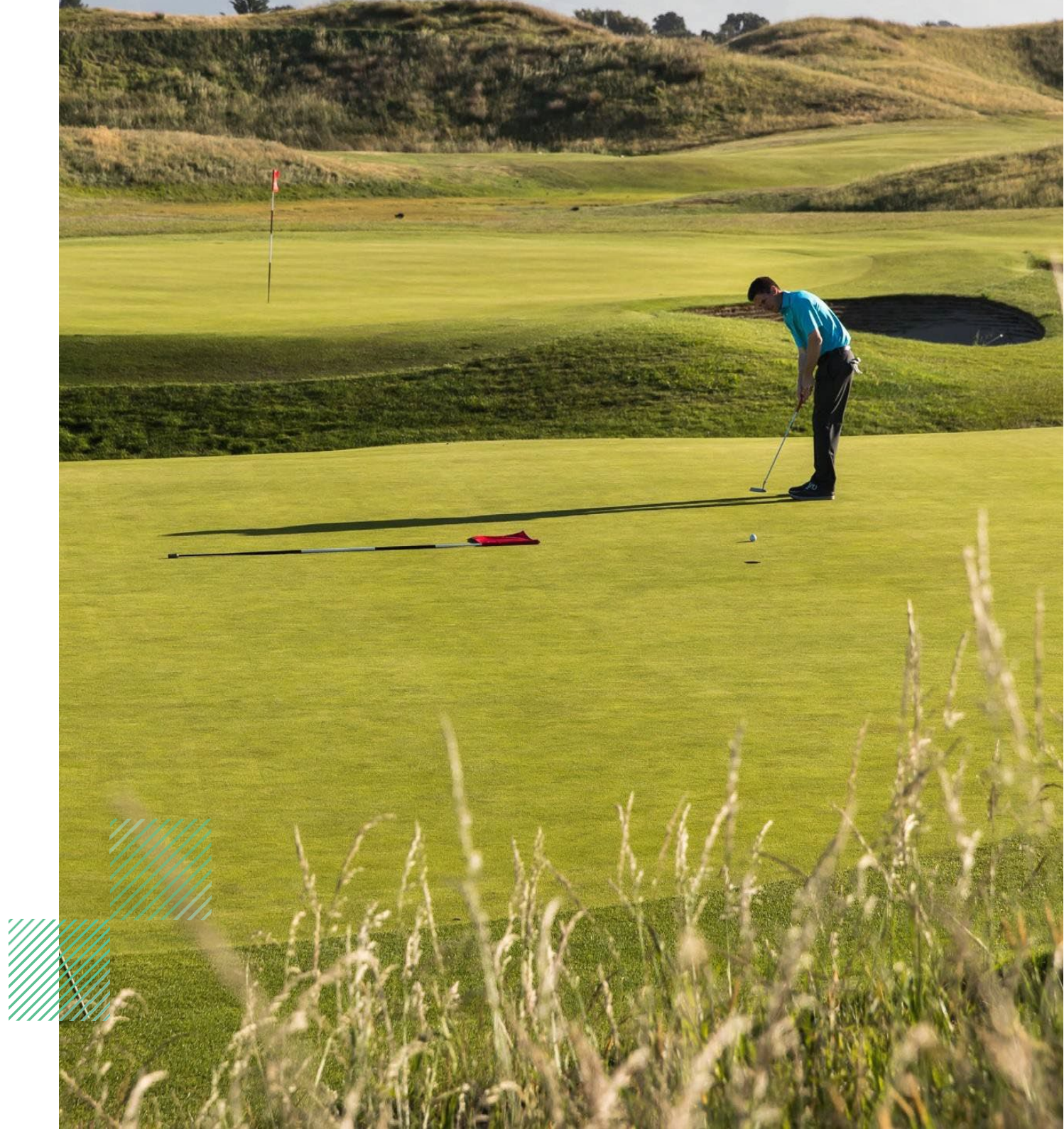
- Local Staff Member

'I worked for the DA, pre partnership, for at least 20 years in a variety of roles and enjoyed my time working with them. Our partnership together with Golf New Zealand started on the 1st of October 2021 and we have not looked back. It's been a really challenging ride through COVID but the support team at Golf NZ has been amazing. We have worked as a team to build a strong strategic and business plan - it is great to have a real vision of enriching more lives through Golf in our region. Our daily purpose is to grow & support Golf in our Region. Golf NZ is an extremely inclusive organisation to work for and I would highly recommend for other districts to get on board. It's definitely a very bright and exciting future for Golf in our region, thanks to our partnership with Golf NZ.'

- Local Staff Member

2025 Ambitions

- All 14 District Associations are part of the Partnership Project and we have one united workforce who are delivering our strategic ambition in local regions around the country.
- The national workforce is a united force who are delivering a consistent set of programme and services in local communities.
- In each local region across New Zealand, we see a participant base that is growing and diversifying.
- The golf club and facility network values the support provided by the golf administration network.
- The golf club and facility network is thriving and well positioned to support the future demand for the game.



Auckland Golf Partnership Questions

How would Golf New Zealand:

- Undertake the work that AGI is currently doing.
- Undertake and build on the work that Golf NZ is already doing in the Auckland district.
- What else would a partnership bring that isn't already being delivered.



Auckland Golf's Current Work

Through a partnership, this would be covered by:

- Employing a range of dedicated staff such as:
 - A club support and leadership role.
 - A youth participation role.
 - A general participation role.
 - A golf operations role.

These local roles would be enhanced by allocating national staff resources to regional delivery.

STRATEGIC PURPOSE	OBJECTIVES	OUTCOMES
Servicing the Game	Support Member Clubs to improve capability and financial strength	Healthier Member Clubs
	Support the training of staff and volunteers	More enjoyable experiences for participants
	Ensure that the AGI governance and administrative structure is appropriate for meeting the needs of the game	AGI Constitution that is relevant; AGI people that add value to the game; AGI performs well
	AGI and Member Clubs communicate frequently (two-way)	Better understanding of issues
	Be a voice for golf in Auckland	Strong proactive relationships with key partners
	Support Member Clubs initiatives to grow the use of their facilities	Member Clubs and facilities are integral to their local communities
	Implement industry relevant health and safety practices	Minimal accidents
Promoting the Game	Work with NZG and Member Clubs to increase the profile and perception of the game	Aucklanders have a greater awareness of the game of golf
	Support NZG researched and designed participation programmes	Grow and retain participation at Member Clubs
	Utilise modern channels for promoting AGI and Member Club activity	Engaged participants
	Work with NZG on communicating with players	The DotGolf data is used by AGI
Perfecting the Game	Implement a strong high performance programme	More Auckland players winning nationally and internationally
	Work closely with NZG on the securing of a high performance facility in Auckland	Top players drawn to Auckland
	Ensure strong and modern interclub competitions occur	Best players stay in the game

Building on Golf New Zealand's Auckland Work

- Current regional work is by request and a temporary intervention.
- A partnership would sustain the current services delivered as Golf New Zealand's regional investment strategy has moved to the Partnership model.
- A partnership would enhance the services delivered in the Auckland region as more roles would be employed to deliver more services to the region.



What Else Does a Partnership Bring?

Enhanced support services:

- Human resource management.
- Financial management.
- Year-end audit and reporting.
- Commercial and trust funding.
- Local government liaison.
- Marketing, communications and pr.
- Graphic design.
- Website and digital channels.
- Golf operations.
- General administration.



Questions and Disucssion

