

NGCOA offers members administrative expertise

CHICAGO — The National Golf Course Owners Association (NGCOA) has teamed with CNA UniSource, a Professional Employer Organization (PEO), to make available administrative expertise and employee benefit options in a program designed exclusively for NGCOA members.

"This program is responsive

to the employment-related issues that our golf course owners are now routinely facing," said Mike Hughes, executive director of NGCOA. "By making these services available, we can assist our members in transferring the burden of administration and allow them to re-focus their energies on growing their businesses."

Under a co-employment arrangement, CNA UniSource assumes responsibility for many of the administrative functions that course managers are accountable for today. The program's base product provides payroll administration, workers' compensation, and human resource services. It also makes

available a wide array of optional benefits products, including group health and dental coverage, short- and long-term disability, group long-term care and group life, health care and dependent care reimbursement, pre-paid legal services and retirement plans.

"Keeping up with employment-related requirements and other administrative responsibilities

has become a full-time job in itself," said Dan Cacchione, senior vice president of marketing. "With CNA UniSource, golf course owners will be better able to dedicate their time to serving customers and managing their core business. At the same time, with more than 16,000 employees under contract, CNA UniSource may be able to offer employee services and benefit structures to the golf course owner that might otherwise not be available, or would be individually available only at a higher price."

CNA UniSource services will be available to all NGCOA members with 10 or more employees and who have administrative responsibilities for human resources and personnel activities. Members will decide individually if they will take advantage of the program. The countrywide launch began in September, with an initial focus on Florida, Texas and Arizona. The independent insurance agency of Grandy, Pratt, McCoy, Rosenberg & Associates of West Des Moines, Iowa, will act in a marketing and consulting capacity for the program.

NGCOA members can access this program through any CNA UniSource-licensed agent or by contacting a local CNA UniSource office, located in most major cities.

AGC-UK facilities growing quickly

SURREY, England — American Golf (UK) Ltd. has acquired Oak Park Golf Club in Surrey on a 25-year operating agreement and lease bringing to 19 the number of properties operated by American Golf in the United Kingdom.

Oak Park, founded in 1984 as a par-3 facility, was expanded in 1985 and 1993 to its current 27 holes. Situated in the village of Crondall, three miles west of Farnham, the main 18-hole, par-70 Woodland course measures 6,318 yards while the 9-hole, par-36 Village course is 3,279 yards. The other facilities include a 16-bay driving range with specialist teaching bays, practice bunkers and chipping and putting greens.

The location fits in well with existing American Golf (UK) operated clubs in Surrey, Hampshire and Berkshire to include Pyrford Golf Club, Milford Golf Club, Blue Mountain Golf Center, Cams Hall Estate Golf Club and Paultons Golf Center.

Oak Park is the fifth acquisition by American Golf (UK) Ltd. this year and follows the acquisition of Abbotsley Golf Club and Hotel at the end of July. The company also just opened a new Peter Alliss-designed course called Traditions Golf Course, which is situated in Pyrford between Wolong and Weybridge.

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