

# REVENUE POLICY - 2024



## Principles

The revenue policy is in effect from December 1st of the current year to November 30th of the following year.

As the Québec Golf Federation (Golf Québec) has an obligation to ensure the long-term viability of the organization, this policy may be modified during the course of the year by resolution of the Board of Directors.

Nominal values mentioned in this policy are in Canadian dollars.

## Services Offered by Golf Québec and Golf Canada

- Competition organization
- Rules of golf (referees and seminars)
- Course ratings
- Handicap system
- Sport development
- Communications and promotion of sport and industry

## Membership Revenue

Membership fees are non-refundable and non-transferable. They give access to the services offered by Golf Québec and Golf Canada during an active golf season, from April 1 to October 30. Membership fees are taxable.

Type of Members	Cost Before Taxes
Member club – facility fee (membership payable according to number of 9 holes in operation)	\$750/for the first 9-hole + \$250/for additional 9-holes
Driving range or par 3 course – facility fee	\$300
Member club – individual member fee (membership payable by the club according to the number of individual members declared)	\$42/club-activated individual member  Note: If the club declares all its individual members or a minimum of 200 individual members, its facility fee is credited.
Individual member affiliated to a member club	Their membership is paid for by their home club
Individual member not affiliated to a member club	\$59.95, available online, valid for one year from the date of purchase

## **Grant Revenue**

We receive grants from the MEQ:

- Programme de soutien aux fédérations sportives du Québec (PSFSQ).
- Programme de soutien au développement de l'excellence (PSDE).
- Programme de soutien aux événements sportifs (PSES), (PSESI).
- Donation matching program, Placements Sports.

We receive other grants:

- Golf Canada for our discovery and introduction programs and for promoting diversity and inclusion.
- Ville de Montréal for our office space.
- Institut national du sport (INS) to support our excellence initiatives.
- Fondation Aléo to support academic and athletic excellence.

All these grants are awarded on the basis of applications submitted annually.

Any other grant not included in this list is subject to the same policy.

## **Sponsorship Revenue**

Golf Québec strives to develop partnerships in order to keep member and participant fees as affordable as possible.

These sponsorship partnerships must be in line with Golf Québec's mission and values.

## **Donation Revenue**

An annual Fundraiser Tournament is organized to support the discovery and introduction programs.

An annual fundraiser is also organized through our social media channels.

Any other donation of monetary value.

## **Competition Revenue**

Registration fees for provincial competitions vary:

- Depending on the number of days for each event.
- Depending on the rates charged by the host clubs.
- Depending on whether there are complementary activities such as a meal.

In general, when the registration deadline for a competition has passed and a person decides not to take part, a refund is possible if the request is submitted at least 48 hours before the start of the first round of the concerned event. A \$25 administration fee will be retained by Golf Québec in such cases.

Within 48 hours of the start of the first round, only requests for refunds accompanied by a medical note will be evaluated. When eligible, a \$25 administration fee will be retained by Golf Québec.

## **Training Revenue**

### *Coaches' training*

Coaches' training is the responsibility of the PGA of Canada, and therefore generates no revenue for Golf Québec.

### *Referees' training*

- Level 1 is given online and is free of charge.
- A 12-week training webinar on the provincial level is offered by Golf Québec to prepare participants for the certification exam given by Golf Canada.
  - Webinar: \$150, including exam and taxes
  - Exam (without webinar): \$80, including taxes

## **Golf-études Program Revenue**

For the school year running from September 2023 to June 2024, registration fees have been set at \$3,680 per student-athlete.

The program includes a week-long training camp in the United States, in March. Participation in this activity is optional. Participants must pay an additional \$2,150, which includes accompanying coaches, transportation, lodging, and the training site.

## **Sortez, golfez Campaign Revenue**

Discovery cards promoting Québec courses are on sale, and rounds are valid until the end of the active season. The golf rounds sold through these cards are donated by participating golf clubs:

- 5-round card: \$149.99
- 10- round card: \$299.99

We are also seeking sponsorship for this campaign.

## **Placement Revenue**

Covered by the Placement Policy Statement.