



FORT RUCKER FAMILY & MWR

# Silver Wings Golf Course

## *Tournament Package Information*

Silver Wings Golf Course is a 27-hole facility open to the public and available for all types of Tournaments and Outings. We specialize in Unit functions, Private Organization Fundraising, and Charity Tournaments. Silver Wings offers a variety of amenities to accommodate any size of event that you may be looking to host at a quality facility and at a reasonable rate. If you are looking to have a "shotgun start" (minimum of 48 golfers) or tee times, we can meet your needs.

The staff at Silver Wings is committed to making your golf outing a great success, and will partner with you throughout the process. Stan Tanna, Manager and Tournament Director, will assist you throughout the entire planning process - from initial preparations, offering tournament recommendations, to the final scoring.

### **Golf Tournament Packages**

Several Golf Tournament Packages are available to accommodate any tournament needs in the Fort Rucker area. These packages are customized to include Catering, Beverage, Tee Prizes, Gift Certificates, Awards, Clinics, and on course events. You can customize your tournament to include use of driving range, short game area for an additional contest, longest drive competitions, closest to the pin or hit the green games can be provided for on-course participation. If you're interested in holding an event at Silver Wings you can call Stan Tanna at (334) 255-0089. He will discuss the options available, send you a tournament package, and answer all of your questions.

### **Sponsorship and Profitability**

So you've been assigned the task of coordinating the next Golf Outing, and you have no records from the prior tournament? Not to worry... our staff will work closely with you, and advise you on steps and timing. Not only that, we will assist in making your event a financial success.

### **Sponsorship**

Profitability in golf tournaments and outings is directly proportionate to your success in sponsorship. There are businesses and individuals that will sponsor tees, hole-in-one competitions, the driving range – all in exchange for visibility at your event, and the goodwill created from working with units, organizations and businesses of Fort Rucker. The process is easy – for a fundraiser, simply ask for the fundraising forms from the golf staff, complete and take to the Soldier Service Center, Building 5700, Room 310. The form will then be processed and you will be notified when approval is granted. For further information, please ask the Golf Course staff or call (334) 255-2292/0089.

Now, here's the part that is often times confused – there is a \$50 charge for each sponsor's sign and \$100 for each sponsor's banner, which is paid directly to MWR. This payment is due in accordance with Army Regulations regarding advertising and sponsorship on an Army installation. Before you protest too loudly, here's the good news – your event will receive a credit for all sponsorship monies collected, and will be deducted from your final bill. So, let's say you took in 18 tee sponsors, and paid MWR \$900 (\$50 each), the \$900 will be deducted from your final bill.



# 2016/2017 Golf Tournament Packages

## PAR PACKAGE

\$34.00 per person Weekday/ \$37.00 per person Weekend & Holidays\*  
Green Fee & Cart

Includes all cart and green fees for participants up to 48 golfers. Silver Wings Tournament Director will provide all proximity markers, carts sign, scorecards, and scoreboards.

## BIRDIE PACKAGE

\$48.00 per person Weekday/ \$51.00 per person Weekend & Holidays\*  
Green Fee & Cart

Includes all cart and green fees for participants up to 48 golfers. Silver Wings Tournament Director will provide all proximity markers, carts sign, scorecards, and scoreboards. Additional amenities include: Unlimited driving range for one hour prior to the tournament start, Choice of Birdie Tournament Meal – Sandwich, Side or Soup, Chips, Pickle and Iced Tea/Coffee.

## EAGLE PACKAGE

\$60.00 per person Weekday/ \$63.00 per person Weekend & Holidays\*  
Green Fee & Cart

Includes all cart and green fees for participants up to 48 golfers. Silver Wings Tournament Director will provide all proximity markers, carts sign, scorecards, and scoreboards. Unlimited driving range for one hour prior to the tournament start, two Beverage Tickets, Deluxe Tournament Meal – Sandwich, Side or Soup, Chips, Pickle, Dessert and Iced Tea/Coffee.

## BEVERAGE PACKAGES

2 Drink Beverage Tickets (Iced Tea, Soft Drink, Bottled Water, Domestic Can Beer) at \$4 per player  
2 Non-alcoholic Beverage Tickets at \$3 per player  
Draft Beer Special – Keg Beer available from Tournament Starting time until 30 minutes past scoring at \$5 each for one keg, minimum of 100 players for two kegs. Kegs will be placed at convenient locations on the course. Imported Draft Beer available for an additional \$2 per person.

## TOURNAMENT GIFT PACKS

Add your logo to golf balls, towels, hats, clothing, divot tools, tee-packs, shoe bags, head covers & many other great ideas. Call for special corporate pricing.  
(Timelines, Minimums & Setup charges do apply)



# Silver Wings Golf Course

## Tournament Profitability

### Silver Wings Golf Course Members

SWGCG will reduce the tournament fee by \$10, to the tournament organizer when the cost of the event is reduced for members of Silver Wings Golf Course. ***For those events that do not recognize a discounted amount for SWGC Members, no price reduction is available.***

### Profitability

How much money can you make?

#### Example #1

Let's say that you have 48 players and you choose the Par Package, that's \$34 per player initially, or \$1632.00. You charge \$45 for Members and \$55 for non-members, and have 24 of each. You will collect \$2400.00. You will be charged \$24 for Members and \$34 for non-members, or a total of \$1392. Without any other revenue, you have made \$1008. Now, sell eighteen tee sponsors at \$50 each and that's another \$900. You're now up to \$1908.00.

#### Example #2

Let's say that you have 100 players and you choose the Birdie Package, that's \$48 per player initially, or \$4800. You charge \$55 for Members and \$65 for non-members, and have 50 of each. You will collect \$6000. You will be charged \$38 for Members and \$48 for non-members, or a total of \$4300. Without any other revenue, you have made \$1700. Now, sell eighteen tee sponsors at \$50 each and that's another \$900. You're now up to \$2600. Add Mulligans at \$10 per player (x96), and you've added another \$960, making your total \$3560. (Mulligans cost you absolutely nothing, and almost everyone takes advantage of them!)

#### Example #3

Finally, let's say that you have 148 players and you choose the Eagle Package, that's \$60 per player initially, or \$8880. You charge \$65 for Members and \$75 for non-members, and have 74 of each. You will collect \$10360.00. You will be charged \$50 for Members and \$60 for non-members, or a total of \$8140. Without any other revenue, you have made \$2220. Now, sell eighteen tee sponsors at \$50 each and that's another \$900. You're now up to \$3120. Add Mulligans at \$10 per player (x148), and you've added another \$1,480, making your total \$4600. (Mulligans cost you absolutely nothing, and almost everyone takes advantage of them!)

### Make it Memorable!

The best outings and tournaments are those that everyone goes home a winner! Bags of tees – a sleeve of balls – a gift certificate to the Golf Shop – just make sure the last place finisher still takes something away from your event. Your golfers will think nothing but the best, and will make certain they participate in your next event.

**Questions? Concerns? Please contact any of the staff at Silver Wings and you'll get all the help you need!**