



GIA

Golf Industry Association

May 2023

Newsletter

www.igia.co.in

PRESIDENT'S MESSAGE

Message from Golf Industry Association

President: Mr Anil Seolekar

Dear Members,

Let me Welcome Mr Darvesh Kumar as the new DG of GIA, he is an experienced golfer and dynamic personality. His more detailed profile forms one of the articles in this newsletter.

At GIA we should see further positive movement with his full-time involvement.

On behalf of the whole GIA Board and membership I would like to thank Vincent Pinto who has served the GIA for the past two years in a totally voluntary capacity. He has set a high standard, is a man of great integrity and a strong supporter of golf in India. We hope he will continue to support GIA.

Save the dates: We as an organisation will have the GIA Golf & Turf Summit to be held in Delhi 5 to 7 of October 2023. Promising this time more attention to details, networking and quality of speakers besides getting all Golf Associations together under one roof.

GIA is also developing regional seminars, the dates and venues to be released soon, this will be another opportunity for GIA members to network and gain information on golf across India.

The Board has also reset the annual AGM date to coincide with the annual Golf & Turf Summit so as to allow incoming Board to have enough time to commence organizing the next Summit.

Wishing all the best, good golfing, good business and happy life.

Regards to all,

Anil Seolekar



About Golf Industry Association (GIA)

It's a non-profit Industry Association registered under the Societies Act of India, formed by Golf Industry Groups.

Core Activities:

- 1** Promote Golf in India through researched information dissemination to all levels of government and the general public. The GIA will specifically develop a golf related research document each year to present to all levels of government and to promote this information through media outlets
- 2** Educate and inform its members by the offering of an annual conference, targeted training opportunities and professional Industry interaction.
- 3** Assist to build and promote the Indian Golf industry by supporting the activities and aims of the Indian Golf Union, the Government of India Tourism Authority and other golf related groups through the running of an annual Golf Expo



Why you should join:

- Membership is open to all Golf related establishments / organizations including golf clubs as well as to individuals involved in an official capacity in the Indian Golf Industry.
- This gives you a universal platform to co-ordinate and to interact with serious players in the Golf industry
- As a member you are entitled to avail of the services rendered by the Association such as expert advices on construction of Golf Courses, redesigning of courses, turf management, course maintenance, irrigation, etc.

Membership

Corporate - Rs 25,000/- plus GST at applicable rate -Full Member Rights
 Individual - Rs 5,000/- plus GST at applicable rate -No Voting Rights
 Associate - Rs.5, 000/- plus GST at applicable rate - No Voting Rights
 GIA Greens Section (Active Golf Superintendents) Annul Fee of Rs1,000 + GST at applicable rate - No voting rights
 Membership is open to: -
 Corporate Membership is open to all Golf related companies/establishments / organizations including golf clubs.
 Individual Membership is open to individuals having worked in an official capacity within the Indian Golf Industry for a minimum of twelve months.
 Associate Membership is open to non golfing institutions such as Tour and Travel organizations etc.
 Membership of the GOLF INDUSTRY ASSOCIATION is restricted to those Associations, Individuals or Companies who agree to and abide by the GOLF INDUSTRY ASSOCIATION Constitution and GOLF INDUSTRY ASSOCIATION Code of Ethics.
 A full copy of the GOLF INDUSTRY ASSOCIATION Constitution along with Code of Ethics is available on the GOLF INDUSTRY ASSOCIATION web site.

GIA Board Members	
Name	Designation
Mr Anil Seolekar	Patron & Current GIA President
Mr Aakash Ohri	Patron
Mr Devang Shah	Patron
Mrs Deepali Shah Gandhi	Patron
Mr Bandon De Souza	Patron
Mr Anit Mehrotra	Vice President
Mr Phil Ryan	Director
Mr Karan Bindra	Director
Mr Sandeep Trehan	Director
Mr Ateet Gaur	Director
Mr Darvesh Kumar	Director General



Benefits of becoming an GIA Member:

- Receive information about industry developments through GIA website and newsletter
- Make contacts and network with other members – leaders in the industry
- Receive invitations to zonal and national networking and educational programs featuring international and Indian experts
- Receive a 15% discount on Exhibition space fees to the India Golf Expo – the industry’s most important annual event.
- Receive one complimentary delegate pass to the India Golf Expo (For golf clubs who become corporate members) which includes the main conference, lunches, networking coffee breaks and hosted gala dinners
- Gain access to presentations, articles and support information on our “Member’s Only” area on the website
- Post questions to members and get answers and insights to problems and queries through vast expertise of our members
- Receive notices about international conferences and events
- Vote at the annual India Golf Expo Awards
- List your company on the GIA website & use the GIA Logo in email signatures & stationary

Additional Benefits:

Audit and assistance on any two of the below topics in a year, if a personal visit is required by one of our experts then only pay for expenses associated with same

- Golf course maintenance issues
- Golf course machinery queries
- Golf course renovation and upgrade
- Golf club management (including billing and accounting management)
- Golf Operations management (including handicapping and tournament management)
- F&B operations
- HR services
- Pro shop operations (including merchandising)
- Golf Academy / Teaching systems / Driving range management

GIA Account Details

Account Name: Golf Industry Association
 Bank Name: Axis Bank Limited
 Branch: Bund garden, Pune
 Address of Branch: Ashoka Galaxy, Plot No 1, Galaxy Society,
 Dhole Patil Road, Bundgarden, Pune – 411001
 Account Type: Saving Account
 Account No: 911010034935000
 IFS Code: UTIB0000073
 Swift code for wire transfer bundgarden branch – AXISINBB073

Introducing the new Director General of the Golf Industry Association



Darvesh Kumar is an accomplished business professional with a diverse background in multiple industries, including estate management, telecom, and entrepreneurship. Darvesh started his career as an Estate Manager at Duncan, where he quickly climbed the ranks to become the youngest acting manager.

He then transitioned to the telecom industry, where he spent 14 years working for leading companies such as HFCL, Reliance, and Tata's. At Reliance Darvesh's entrepreneurial spirit led him to start his own BPO business for leading telecom and e-commerce organizations.

Alongside his business pursuits, his passion for sports could not keep him away from the love of life and he set up Chasma Shah Sports with a mission to run a consistent and sustainable sports development program, Darvesh had represented

University of Delhi in hockey and was also the key member of

the Delhi State hockey team, His versatility and skill did not restrict him to one sport, he was also member of the badminton team which won the Delhi university championship

He is an avid golf addict with a decent single digit handicap of 7. He is a regular member on the Seniors AVT Champions Tour and had won the Kolkata leg in the age category 55-59 (Gross)

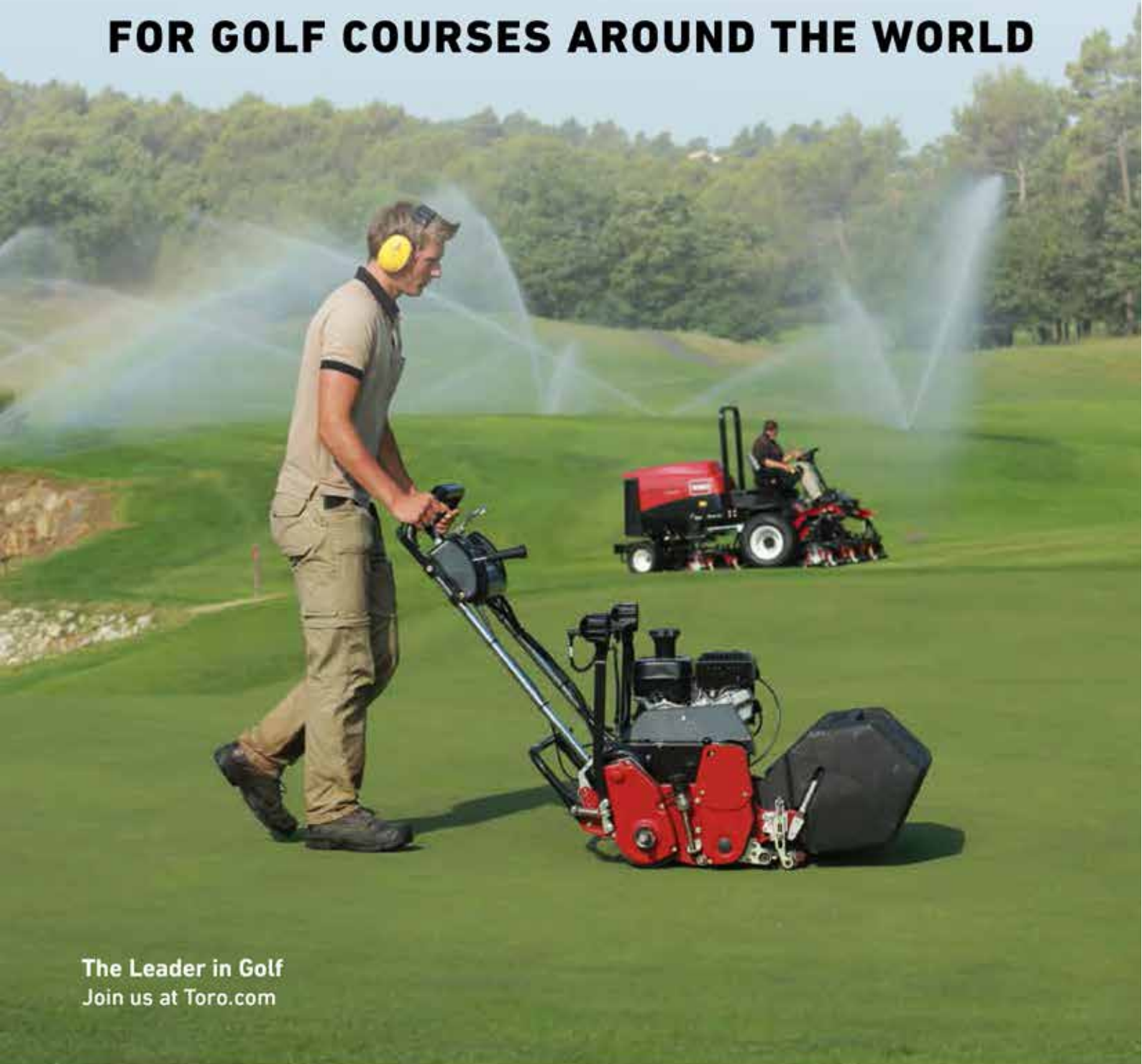
Darvesh has been member of Management Committee of the prestigious Chandigarh Golf Club and handled the responsibility of Chairman Tournaments and conducted the top-notch tournaments such as, Jeev Milkha Singh Invitational golf, Tata steel PGTI golf, Military Lit fest Golf, Pentangular Inter Club Golf

Darvesh holds a management post-graduate degree from Symbiosis and a Commerce (Hons) graduate from the University of Delhi, with a total of 37 years of diverse cross-functional experience.

The GIA Board welcomes Darvesh on board and he can be contacted via email on: dg@igia.co.in



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Toro's Partnerships Highlight Commitment to Sustainability



Toro's approach to developing innovative turf management equipment and precision irrigation solutions is driven by a desire to make jobs easier for superintendents and maintenance crews – all while helping care for the greens they work and the air they breathe.

Toro is committed to creating products with an approach focused on:

- Product safety
- Customer-centric innovation
- Water stewardship
- Energy efficiency and engine emissions reduction
- Waste reduction

Our sustainability efforts also extend to the golf courses we work with and organizations we partner with.

GEO Foundation for Sustainable Golf

Founded in 2006, the GEO Foundation is an international, not-for-profit, nongovernmental organization dedicated entirely to helping the global golf industry establish leadership in sustainability. The foundation also delivers guidance, certification and communications for golf course management, new golf development and golf event staging.

Toro has partnered with the GEO Foundation since 2014, providing programmatic and general support, as well as funding for several initiatives. Toro helps contribute to the GEO Foundation's OnCourse Certification Program, which helps develop environmentally sustainable strategies for golf courses and clubhouses, specifically centered around water efficiency strategies.

Sentosa Golf Club

The world-renowned Sentosa Golf Club in Singapore is recognized globally for its commitment to the environment. The 36-hole facility has twice been named the "World's Best Eco-Friendly Golf Facility" and in March 2023 became the world's first carbon-neutral golf club.

Toro's long-standing relationship with Sentosa Golf Club includes powering the club's operations with a range of hybrid and electric equipment, as well as battery-powered landscape tools – all focused on reducing emissions and promoting overall sustainability.



Sentosa Golf Club

St Andrews Links Trust

Toro has worked with St Andrews, the Home of Golf, since 1999. St Andrews' seven golf courses currently use Toro® hybrid and all-electric equipment to help reduce emissions, as well as Toro Lynx® Central Control System to reduce water usage and create best-in-class turf conditions.



St. Andrews Links

RISHI NARAIN GOLF MANAGEMENT PVT LTD

Profile - GIA Member



In profiling the various GIA members, this newsletter features GIA member Rishi Narain Golf Management Pvt Ltd (RNGM) and its founder Rishi Narain. RNGM joined GIA in 2013 and served the board as a special invitee from 2013 to 2017 before being voted to the board where he served actively from 2017 to 2021. Just this week, in a matter of pride for Indian golf and the GIA, Rishi has been named as non-playing captain of the Asia-Pacific Golf Confederation (APGC) team for this year's Bonallack Trophy, the Ryder Cup-style match play team events that pit the 12 leading amateurs from APGC member nations against their counterparts from the European Golf Association (EGA) taking place at Spain's La Manga Club from August 3-5.

At the helm for the APGC's men's team will be Rishi, the first time an Indian has been given this honour since the tournament began in 1998.

For more on this announcement - <https://www.apgc.online/narain-and-mckinnon-to-lead-apgc-teams>

This is the latest international accolade for Rishi who was named in 2015 as one of Asia's 30 most powerful people in Golf by the Asia Pacific Golf Summit (Singapore) and Golf Inc. magazine (USA) in recognition of the contribution Rishi has made in developing the sport in India.

In 2019 Rishi was given the "Asia Pacific Pioneer of Golf award" at the Asian Golf Awards for the path he has trailblazed in Asian Golf.

Narain was a member of the gold medal-winning Indian team at the 1982 Asian Games, where he finished fourth individually, and is one of only two Indian golfers to have won national amateur titles at three levels - Junior (1979), Men's (1984) and Senior (2018 and 2022).

After four years playing college team golf at NCAA Division A top-ranked Brigham Young University, Narain turned pro, playing on the Asian Tour as well as domestic circuits in India and Malaysia between 1988 and 1992.

Narain was subsequently a leading coach in India for many years before turning his attention to marketing and managing golf tournaments and sponsorships.

Recently, he's been a mentor to some of India's leading young professionals and amateurs, including Avani Prashanth, individual winner at this year's Queen Sirikit Cup.

RN Sports Marketing, managed 5 editions of the GIA's India Golf & Turf Expo from 2015 to 2019 which in

2018 saw a 4 member delegation from the R&A of St Andrews discussing sustainability issues with over 200 show delegates in Bangalore.

RN Sports Marketing also conceptualised India Learn Golf Week which ran in 2017 & 2018 which helped raise awareness among some 50 golf clubs across India to open doors to golfers to walk in with nominal charge for introductory golf lessons, spreading awareness on the importance of making the game more accessible across India.

From 2015 to 2019 RNSM began to publish Golf Digest magazine and since 2020 has published the digital India Golf Weekly which enjoys readership of 33,000 subscribers across India.

RNSM has managed and sourced sponsorship for several long lasting tournaments in Professional, Amateur, Junior and Corporate Golf with an emphasis on creating value for and maintaining long term relationships with sponsors.





Dedicated Instagram channel charts Carnoustie irrigation project

A dedicated Instagram channel and brand new blog are charting the progress of a major irrigation installation taking place on the historic Championship Course at Carnoustie Golf Links in Scotland.

Installation highlights, major milestones and the day-to-day experiences of the greenkeeping team and expert project partners are being featured by Carnoustie at [carnoustie.rainbird](https://www.instagram.com/carnoustie.rainbird/). Links Superintendent Kevin Stott and Irrigation Technician Stephen Sutherland are giving followers a unique, behind-the-scenes view of the renovation process in images and video, providing an account of the work involved as it happens. In addition, subscribers to Rain Bird Golf's global 360 e-newsletter can gain further insights from a brand new project blog, along with the latest product news and global irrigation insights.

The Rain Bird IC System™ with new CirrusPRO™ software was designed by Adrian Mortram and is being installed by MJ Abbott. The project is scheduled for completion at the end of March and when fully operational, will deliver the ultimate in control technology and irrigation efficiency to align with Carnoustie Golf Links' carbon net zero ambition.

Follow the installation on Instagram: <https://www.instagram.com/carnoustie.rainbird/>

Subscribe to Rain Bird 360: <https://360.rainbird.com/>



Rain Bird work at Carnoustie



ADVANCED GOLF COURSE IRRIGATION

Your course's irrigation has always been in your hands. Now it literally is. With the CirrusPRO™ irrigation control system, you can securely adjust your irrigation settings from any smart device. This means you can make updates right from the system's map and watch them happen in real time.

ENGINEERED TO WATER SMARTER

Whether paired with the Rain Bird® IC System™, a satellite-based system or field decoders, CirrusPRO is easy to install and use. CirrusPRO delivers everything you'd expect from a smart system, plus a few unique features that will bring your playing conditions to the next level.

MORE FREEDOM

Every system feature and all course data can be accessed from anywhere, on any smart device – there's no need to download multiple apps! You can also customize the interface to fit your needs, including the ability to:

- Add unlimited users.
- Choose from 10 languages
- Select which map layers are visible

BETTER DATA

CirrusPRO actively monitors course conditions with APIs and widgets like Weather Forecast, RainWatch and Smart Weather, and notifies you when there's a potential issue. Directly from the system's map, you can access up-to-the-minute information, including:

- The last time each station was irrigated as well as the amount irrigated, whether manually or through a program
- Exactly how much time is left on every station via the real-time countdown feature.
- Any active adjustments along with an indication if the adjustment is high, low or no runtime.

COMPLETE CONTROL

Best of all, you can water by seconds, ET, rotation or application. CirrusPRO makes efficient irrigation easier by eliminating the need to manually calculate runtime based on precipitation rate. This enables you to irrigate by precise measurements. You can also set up auto responses for when conditions change unexpectedly. From the system's map, you can do the following tasks:

- Take action on multiple stations at the same time.
- Make critical manual adjustments in an instant.
- See every nozzle associated with your rotors, so you can perform audits quickly.

When you have a complete course view and crucial data at your fingertips, you can make more informed irrigation decisions and conserve more water. No matter what the day brings, you'll be ready with CirrusPRO.

SGDC

TURF... AND BEYOND



SCAN ME



ONGOING PROJECT UPDATES

DWARKA GOLF COURSE IN ADVANCED STAGES OF CONSTRUCTION



GIA 2022
WFS
SUMMIT
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GIA
Golf Industry Association
INDUSTRY AWARDS 2022
OCTOBER 14th - NEW DELHI
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Indoor Golf comes to Chennai - Bharath Arvind

Golfer's Edge Chennai (GEC) is a new indoor golf centre in the heart of Chennai city (Alwarpet), and it opened its doors to the public this March. The centre features an ultra-realistic HD virtual simulator and an exclusive 170 sq.ft. putting turf.



While GEC caters to the golfing enthusiasts in the city with a fully air-conditioned indoor facility that will enable visitors to play golf all-year-round, it also aspires to make learning golf affordable, accessible and entertaining to new players. GEC has customised coaching sessions, memberships, and special programs for adults and children.

The golf simulator features practice modes to replicate a real golf driving range experience, and offers over 150,000 golf courses from around the world including the world famous Old Course at St. Andrews, Scotland (The Home of Golf), Pebble Beach Golf Links and Augusta National (home of The Masters Tournament) to play in. With a high speed tracking camera and live analysis of every swing, chip and putt, the simulator offers a very real golfing experience to learn and improve your game.



Bharath Arvind and Hari Natarajan, Co-Founders of Golfer's Edge Chennai, are both avid golfers and sports enthusiasts who believe that golf is a fast growing sport in India, and want to make the sport available to a larger public.

Bharath Arvind, says, "We have created this facility so as to make it a casual, comfortable, and safe environment for all visitors to experience golf in an entertaining and approachable manner. Our hope is that, maybe one day, we produce a champion golfer or top amateur who began their journey right here at GEC Chennai".

GEC offers individual and group coaching classes for children and young adults. GEC will soon open its first summer camp for kids between 7-12yrs. For its kids coaching program and summer camps, the company has partnered with Golphin, an award winning company from Scotland that designs and manufactures junior golf sets, and will use Golphin's proprietary mobile app - MyPathway2Golf to make learning fun.

"Chennai is such a sports-obsessed city, but has limited opportunities for anyone wanting to play or learn golf. With GEC we hope to make it a more accessible and affordable sport, and with an indoor air-conditioned facility we hope we can make golfing a year-long sport, even in Chennai's hot summers", says Hari Natarajan.

GEC is a brand by GIA member, TeeTime Ventures (TTV), a Bengaluru-based sports and recreational services company. Since 2014 TTV has successfully completed over 50 indoor golf and sports installations across India and Sri Lanka and works with the Hospitality, Real Estate, Sports, Corporate and Armed Forces industries amongst others. Golfer's Edge Chennai is the company's flagship experience centre.



IPI Adds Golf Course Construction to Range of Services

For the past 30 years, GIA member company IPI has been at the forefront of introducing the latest technologies for water management and turf maintenance to support the golf industry. Under the leadership of Mr. Ravi Garyali, Managing Director & founder of IPI, the company has decided to expand its business by adding Golf Course Construction to its range of services, transforming IPI into an integrated golf course construction, development, operation, and maintenance company. With this move, the company is now capable of providing high standards turn-key golf course projects from concept to completion.

Among the company's most recent awarded projects are new gems in the crown of Maharashtra State. The Godrej City Panvel - Mumbai, a 9-hole golf course along with a Mini Golf with Artificial Turf, provides several amenities focused on well-being. Meanwhile, the Kharghar Golf Course, an expansion of the existing 9-hole golf course, is being transformed into a state-of-the-art facility with 18 holes along with full length driving range and is set to be tagged as an "International Golf Course" as envisioned by CIDCO.

This year has been particularly remarkable for IPI, as the company has once again been recognized with the "Partner in Excellence" by TORO award for its outstanding quality of service and commitment in the Asia Pacific Region. This award is a testament to IPI's dedication to providing the highest level of service to its clients and its unwavering commitment to excellence in every aspect of its operations. With its expanded range of services and continued commitment to excellence, IPI is poised to make a significant contribution to the growth and development of the golf industry in India.





To advertise in the newsletter write to dg@igia.co.in

To get more details about the Golf Industry Association write to dg@igia.co.in

This Newsletter is collated and edited by



for the Golf Industry Association

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