

# Non-Dues Revenue Idea Bank: Nine and Wine Charity Golf Event

## Submitting HBA:

Greater Orlando Builders Association (Florida)  
www.greaterorlandoba.com

## HBA Point of Contact:

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## Description and Purpose

This is a casual, non-competitive nine-hole walking golf tournament, with sponsors that offer wine tastings at each tee box. There also are silent and live auctions following the event. The HBA's goal is to raise money for local charities supported by the Greater Orlando Builders Association Foundation.

## Funding the Event

The event is funded entirely with player fees and sponsor support.

## Overcoming Obstacles

The HBA didn't encounter any major obstacles in executing this event. Realize the first year can be the most challenging, but attendance will increase with each subsequent year.

## Basic Steps to Execute the Event

- Identify a course that encourages walking, allows donated wine to be served without a corkage fee, and agrees to keep greens fees to a minimum since it is for charity and golf carts are not used.
- Offer live music during the reception.
- Keep the event casual.

