





## USGA's Mission

To champion and advance the game of golf

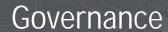


## USGA's Core Strategies



#### Championships

Provide the very best players in the world with the opportunity to compete for a title



Clarify and define the Rules of the game worldwide





#### Golf Facilities

Advance the long-term viability of the game of golf

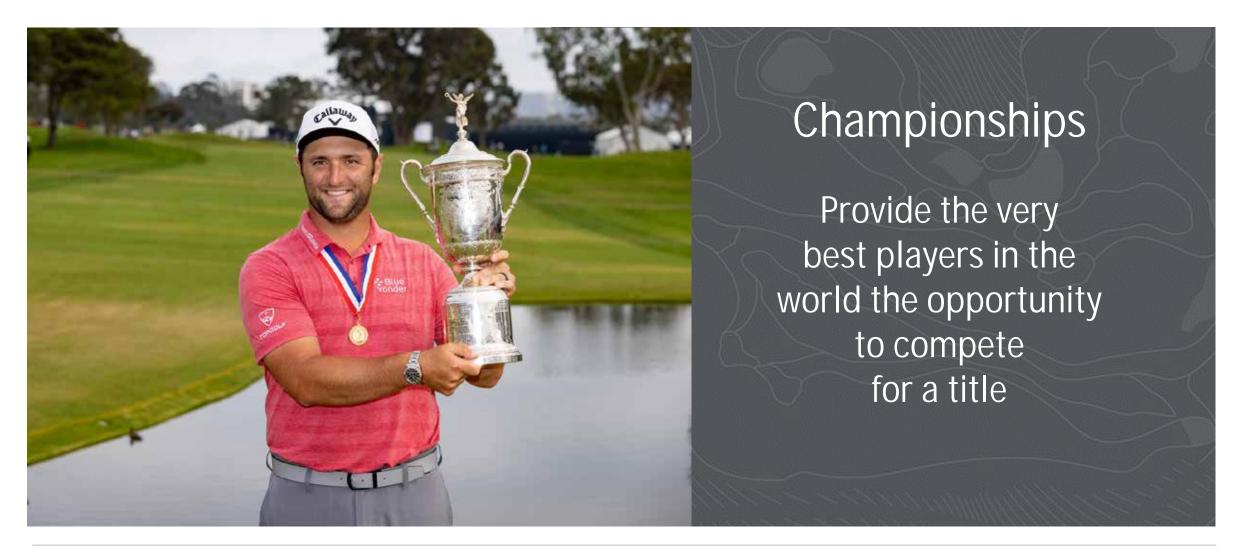
#### Golfer Engagement

Serve golfers through programs that build engagement with the game





## USGA's Core Strategies





## U.S. Open Championship

- 122<sup>nd</sup> national championship
- First conducted in 1895
- Open to anyone with a Handicap Index of 1.4 or less
- 156 Players (Exemptions & Qualifiers)
- Qualifying Takes Place May-June, 2022
- 72-Hole stroke play
- Past champions include Tiger Woods, Jack Nicklaus, Arnold Palmer, Ben Hogan, Tom Watson







## The Country Club





#### U.S. Opens Held at The Country Club

**CHAMPIONSHIP** 

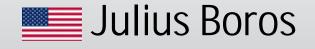
1913 U.S. Open

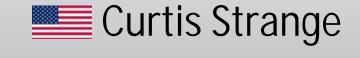
1963 U.S. Open

1988 U.S. Open

#### **CHAMPION**

Francis Ouimet









HISTORIC SETTING





1963 U.S. OPEN

Arnie watched as his ball came to rest at a rotted tree stump at the 11<sup>th</sup> hole. It took him 3 swings to get it into the fairway. He eventually lost to Julius Boros in a playoff.





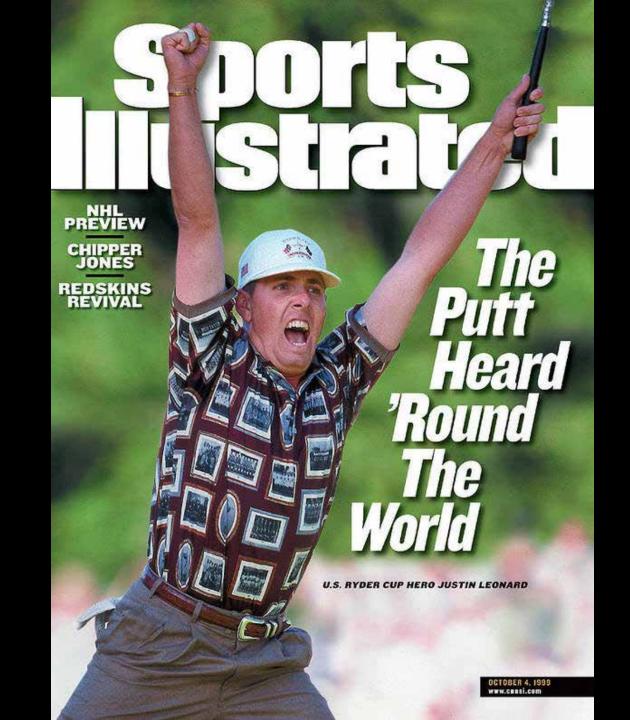
## 1999 Ryder Cup



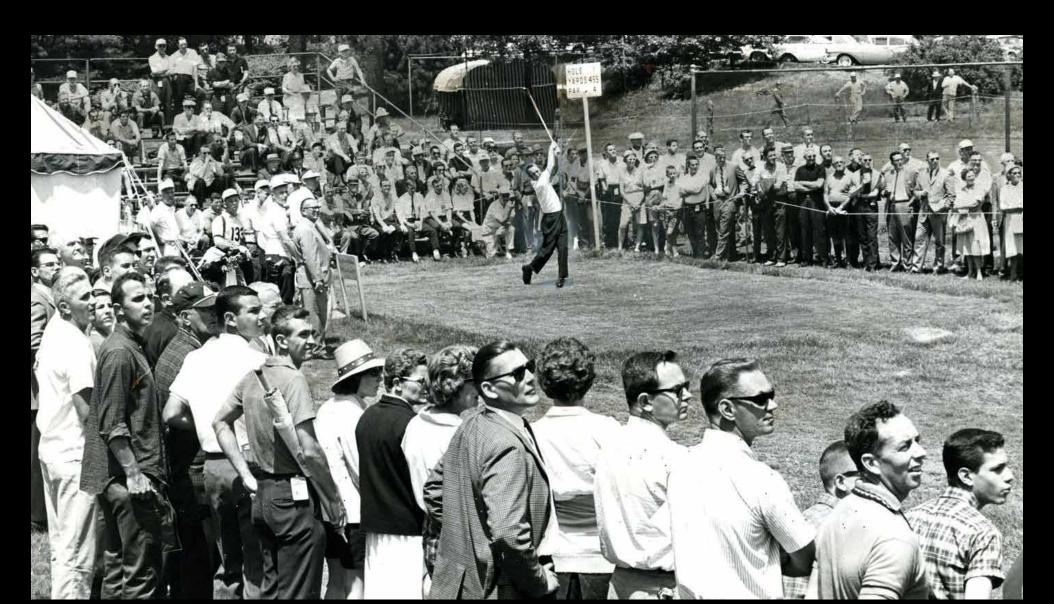
HISTORIC SETTING

## 1999 Ryder Cup

In the 1999 Ryder Cup, the 17<sup>th</sup> green was the scene of Justin Leonard's improbable, comeback-clinching 40-foot putt against Jose Maria Olazabal.







HISTORIC SETTING



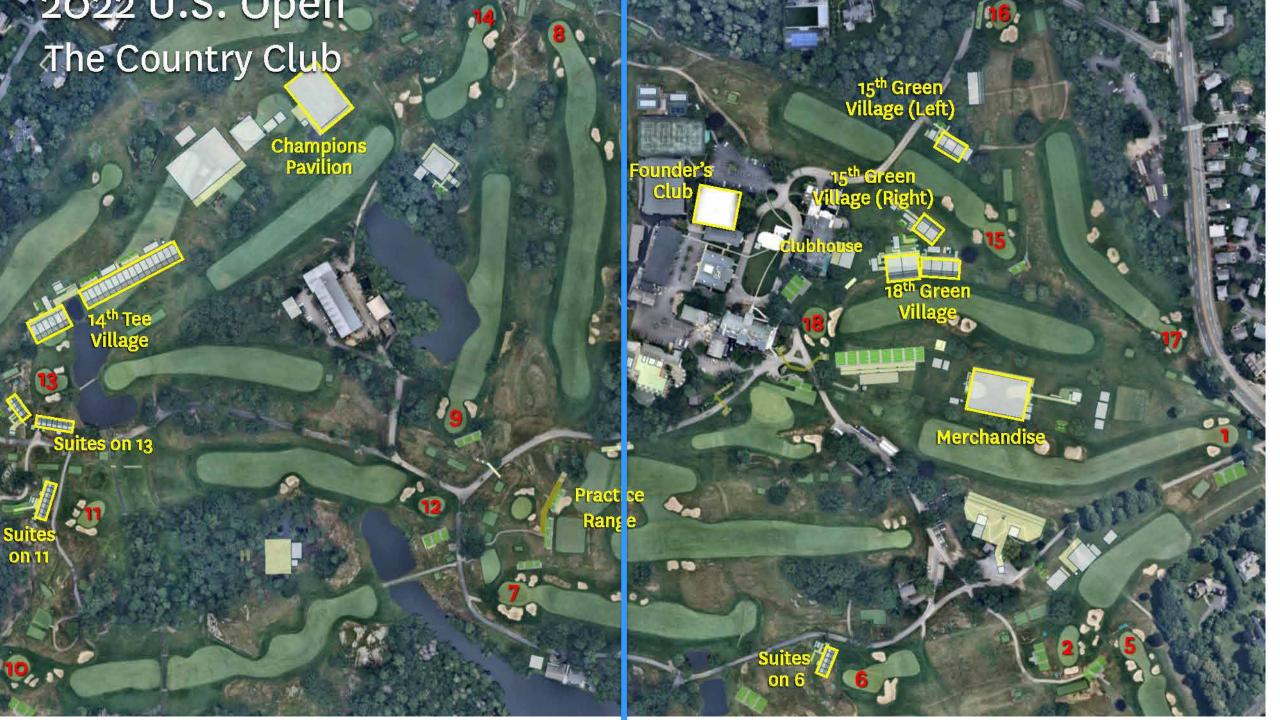
## The Country Club

"To me, the property around here is hallowed. The grass grows greener, the trees bloom better, there is even warmth in the rocks. And I don't know...but somehow or other the sun seems to shine brighter on The Country Club than on any place I have ever seen."

- Francis Ouimet -

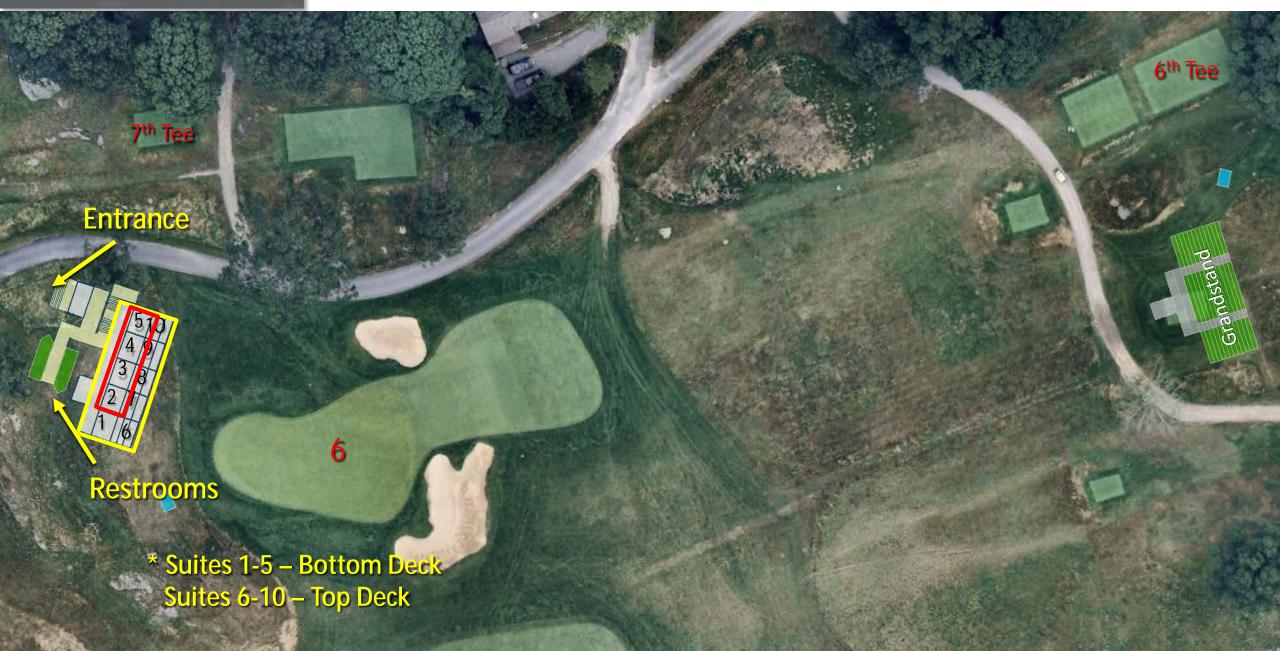
## Corporate Hospitality Venues





Daily Suites – #9, 13, 14, 15





#### Champions Pavilion

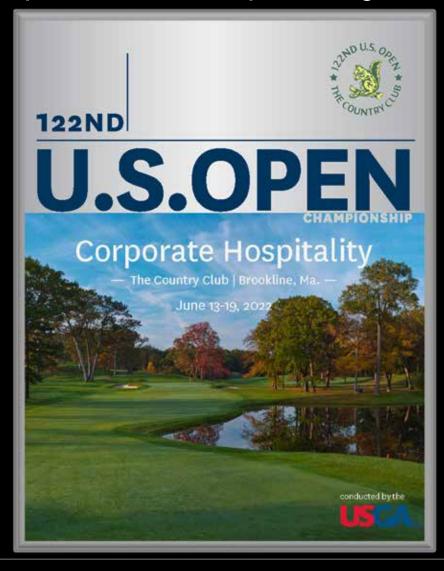






- Exclusive Corporate Hospitality Marketing & Management Company for the U.S. Open since 1995
- Staff with over 130 years of collective experience in the sports marketing industry.
- Responsibilities include:
  - Formulation of program
  - Sales
  - Client Resources Update Sessions & Hospitality Manual
  - Corporate Hospitality Operations
  - On-site Management

## Corporate Hospitality Manual



- ✓ Link to manual will be emailed to daily contacts
- Valuable resource to help with your planning
- ▼ Updated as new information becomes available
- ▼ Information in Manual
  - Timeline and Forms
  - II. Meetings and Resources
  - III. Championship Information
  - IV. Maps and Layouts
  - V. Hospitality Program Information
  - VI. Tickets
  - VII. Parking and Transportation
  - VIII. Catering and Décor
  - IX. Merchandise
  - X. Hospitality Program Requirements
  - XI. Meeting Minutes

## Corporate Hospitality Timeline



A valuable resource to help keep you on track with all important dates & deadlines



## Client Log-in – www.msgpromotions.com



#### **LOG-IN CREDENTIALS**

#### **Suite Patrons:**

Username: USOPENsuite

Password: 2022corporatepatron

#### **Table Patrons:**

Username: USOPENtable

Password: 2022corporatepatron

## Client Log-in – www.msgpromotions.com



ABOUT US

U.S. OPEN HOSPITALITY

U.S. WOMEN'S OPEN HOSPITALITY

CONTACT US

LOG OUT

CLIENT AREA

#### TABLE PATRONS

Click on any of the links on the right side of the screen for more information pertaining to the various aspects of your involvement in the U.S. Open Corporate Hospitality Program.







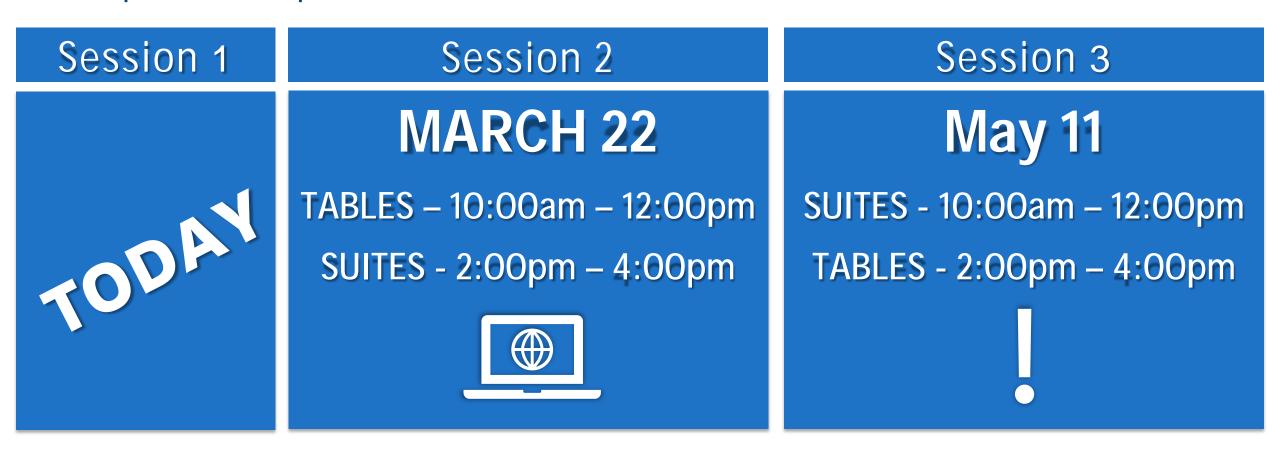
2022 U.S. SENIOR OPEN HOSPITALITY



FUTURE CHAMPIONSHIPS



#### Corporate Update Sessions



A reminder and RSVP form will be emailed to you at least two weeks in advance of each meeting



# ridgewells

## Tables







#### Let's Talk About Food!

Sandwiches, Salads, Entrees, Hearty Snacks & Lite Bites Options For Grab-n-go, Local Treats, Rotating Specials

Food Hall Style Set Up

Action Stations

Self-service Stations
Integration of Local Vendors & Purveyors

#### **Shared Full Bar**

Beer, Wine, Liquor, Non-Alcoholic Beverages

#### **Service Hours**

Breakfast 8:00AM—11:00AM

*Lunch* 11:00AM—3:00PM

Snack 3:00PM—7:00PM

Bar Service
11:00AM—7:00PM



## Suites





#### In-Seat Service

Sandwiches, Salads, Entrees, Snacks, Rotating Specials

- I. Each seating area will have a unique QR code
- 2. Scan the QR code with your camera phone
- 3. Place your order on your phone
- Your order will be delivered to your seat in minutes

#### **Shared Full Bar**

Beer, Wine, Liquor and Non-Alcoholic Beverages
Available on each level

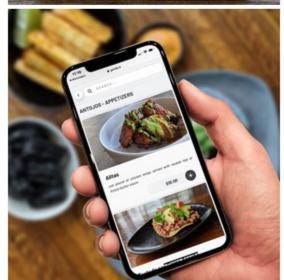
#### Service Hours

Breakfast 8:00AM—11:00AM Lunch & Snack
11:00AM—7:00PM

Bar Service
11:00AM—7:00PM







# Next Steps

#### **IMPORTANT DATES**

**NOVEMBER 2021** 

F&B Invoices Sent To All Clients

FEBRUARY 2022

Championship Menu Released

**FEBRUARY 1, 2022** 

Payment In Full Due to Ridgewells

Preferred methods of payment: ACH/Wire Transfers & Checks

Ridgewells billing contact:

Beena Freeman (bfreeman@ridgewells.com)

#### **QUESTIONS?**

CARRIE COFFEE

P: 803.553.0942

E: ccoffee@ridgewells.com





# Championship Format

- Full field consists of 156 players
- The format is stroke play
- There is no Pro-Am at the U.S. Open
- On Thursday & Friday players tee-off in threesomes from 1st and 10th tee
  - 1st tee time on Thursday & Friday is approximately 6:45 a.m.
- The "cut" is made after 36 holes
  - Players with the lowest 60 scores plus ties
- On Saturday & Sunday players tee-off in twosomes from 1st tee only
  - Start times on Saturday & Sunday are determined by the size of the field



# Championship Week Schedule

Monday, June 13<sup>th</sup>

Tuesday, June 14th

Wednesday, June 15th

Thursday, June 16th

Friday, June 17th

Saturday, June 18th

Sunday, June 19th

**Practice Round** 

Practice Round

**Practice Round** 

1st Championship Round

2<sup>nd</sup> Championship Round

3<sup>rd</sup> Championship Round

4th Championship Round



# Playoff Format

In the event of a tie at the end of 72 holes of stroke play, there will be a two-hole aggregate playoff.

If the playoff results in a tie after two holes, the tied players would immediately continue to play hole-by-hole (sudden death format) until the champion is determined.









Cameras are permitted and encouraged





Players are competing for the most coveted title in golf



Full capacity crowds







# VIP Parking – Suites on 6 - Larz Anderson Park



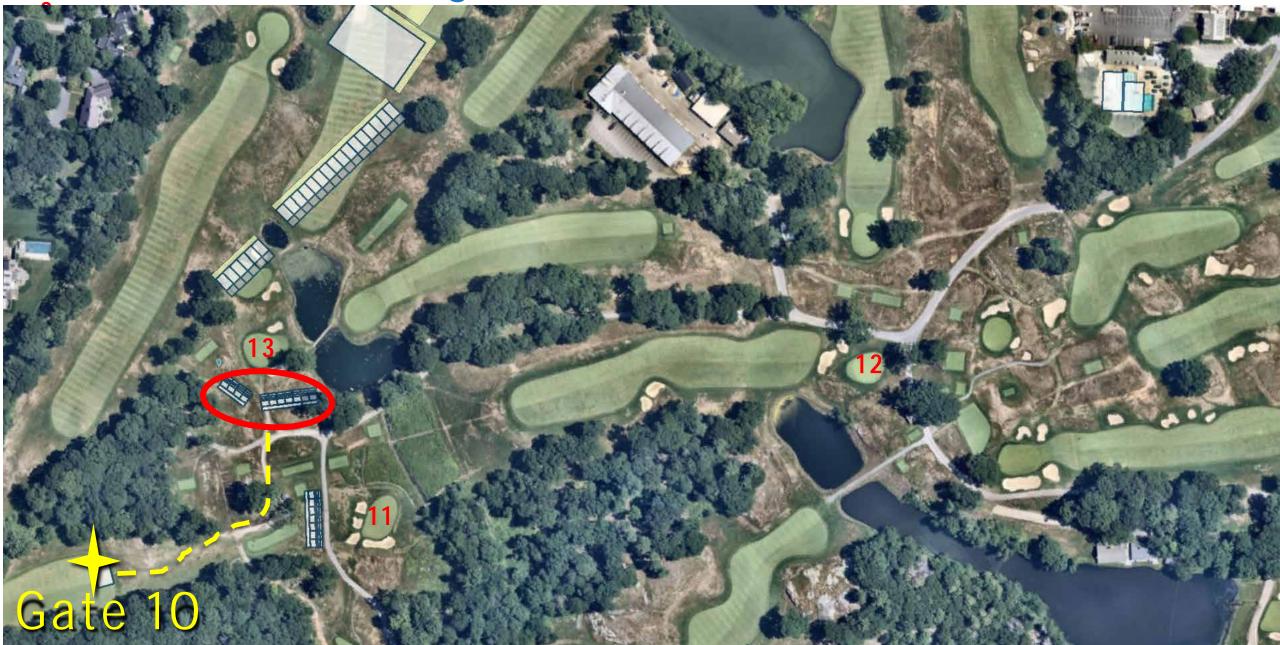
# VIP Parking – Suites on 6 - Larz Anderson Park Entrance



# VIP Parking – Suites on 13 – Pine Manor



VIP Parking – Suites on 13 – Pine Manor



### VIP Parking-Champions Pavilion-Boston College/Brighton Campus



VIP Parking-Champions Pavilion-Boston College/Brighton Campus

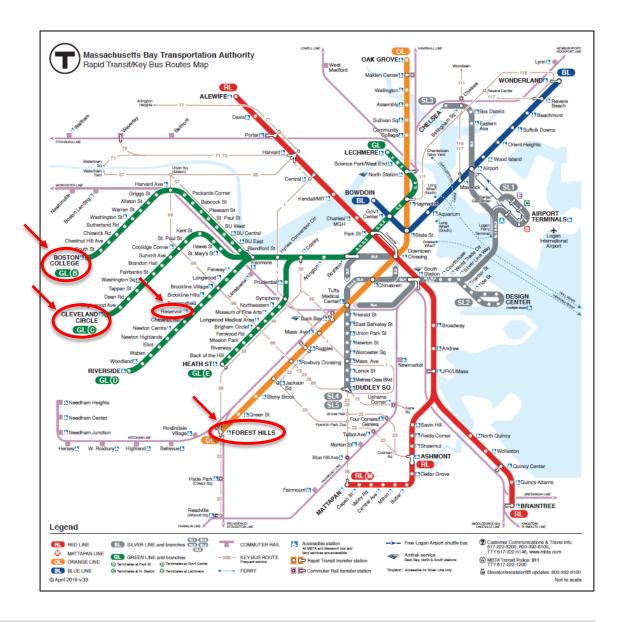


## Ride Share - Larz Anderson Park



#### MBTA – Mass Transit

- MBTA Orange Line Forest Hills Station (Primary Option)
  - **\$** Shuttle 15-minutes to Newton Street depot
- MBTA Green Line Boston College Station (B Line)
  - **§** Shuttle 20-minutes to Clyde East depot
  - **§** Walk to Boston College Chestnut Hill Campus Shuttle Depot (0.5 miles)
- \$ MBTA Green Line Cleveland Circle Station (C Line)
- MBTA Green Line Reservoir Station (D Line)
  - **§** Shuttle 10-minutes to Clyde East depot





# MBTA – Orange Line Shuttle Drop-Off



# MBTA – Green Lines (B, C, D) Shuttle Drop-Off





#### 1. Timeline Dates

December 15 - Final Payment for Hospitality Package Due to USGA



- January 21 DAILY SUITE PATRONS ONLY Décor Questionnaire Due to PEI
- February 1 Catering Payment Due to Ridgewells
- February 15 Ticket Distribution & Parking Pass Shipment Form Due



## Ticket Information Form – Due February 15th



The USGA has determined that all tickets will be digital, and all parking passes will be printed for the 2022 U.S. Open.

#### CONTACT INFORMATION FOR DIGITAL TICKET DISTRIBUTION:

- Please indicate the contact information for the representative who will be managing your company's digital ticket distribution.
- The representative listed will receive instructions on how to access your digital tickets in the Spring of 2022.

#### SHIPPING INFORMATION FOR VIP PARKING PASSES:

The package will be sent approximately 6 weeks prior to the championship via 2-day delivery and cannot be sent to a P.O. Box.

Note: The USGA will not release any tickets or parking passes until they are in receipt of your fully executed hospitality agreement, certificate of insurance and all payments due on your hospitality package.

## Corporate Sign Form – Due February 15th



- Corporate identification signs include only the 2022 U.S. Open logo and the name of your company, and will be uniform in color, typeface, and size.
- Company name will appear on your table/suite sign and on the locator board in your facility







## Corporate Sign Form – Due February 15th



- Corporate identification signs include only the 2022 U.S. Open logo and the name of your company, and will be uniform in color, typeface, and size.
- Company name will appear on your table/suite sign and on the locator board in your facility







# Corporate Sign Form – Due February 15<sup>th</sup>



- Corporate identification signs include only the 2022 U.S. Open logo and the name of your company, and will be uniform in color, typeface, and size.
- Company name will appear on your table/suite sign and on the locator board in your facility
- Be VERY SPECIFIC with regard to capitalization, spacing, punctuation, abbreviations, etc.
- Signs can accommodate no more that 20 characters per line and a maximum of 3 lines
- Sharing partners will have all names printed on one sign
- No other signs or displays are permitted on your table or the exterior of your suite during Championship week.

- January 21 DAILY SUITE PATRONS ONLY Décor Questionnaire Due to PEI
- February 1 Catering Payment Due to Ridgewells
- February 15 Ticket Distribution & Parking Pass Shipment Form Due and Corporate Sign Form Due
- February 25 DAILY SUITE PATRONS ONLY Clients to Receive Design Deck, Floor Plan, Budget and Service Agreement From PEI





- January 21 DAILY SUITE PATRONS ONLY Décor Questionnaire Due to PEI
- February 1 Catering Payment Due to Ridgewells
- February 15 Ticket Distribution & Parking Pass Shipment Form Due and Corporate Sign Form Due
- February 25 DAILY SUITE PATRONS ONLY Clients to Receive Design Deck, Floor Plan, Budget and Service Agreement From PEI
- March 1 Option Ticket Order Form Due



Option Ticket Pricing	
Weekly - \$850	Friday - \$185
Monday or Tuesday - \$50	Saturday - \$195
Wednesday - \$80	Sunday - \$190
Thursday - \$160	

Food & Beverage Pricing	
Suites - \$140 pp/day	Champions Pavilion - \$140 pp/ day



- January 21 DAILY SUITE PATRONS ONLY Décor Questionnaire Due to PEI
- February 1 Catering Payment Due to Ridgewells
- February 15 Ticket Distribution & Parking Pass Shipment Form Due and Corporate Sign Form Due
- February 25 DAILY SUITE PATRONS ONLY Clients to Receive Design Deck, Floor Plan, Budget and Service Agreement From PEI
- March 1 Option Ticket Order Form Due
- March 18 DAILY SUITE PATRONS ONLY Final approval of décor, signed budget/service agreement and full payment due to PEI



# 2. Become Familiar With Your Package

**▼** Location - In relation to the course



# 2. Become Familiar With Your Package

- **▼**Location In relation to the course
- ✔ Package Type Open-Air Suite or Reserved Table



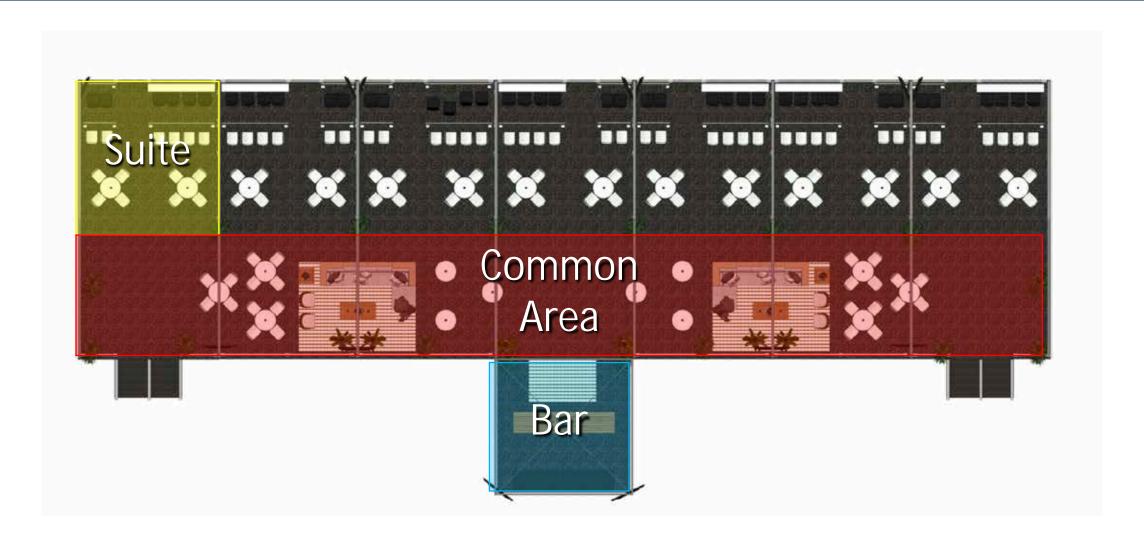








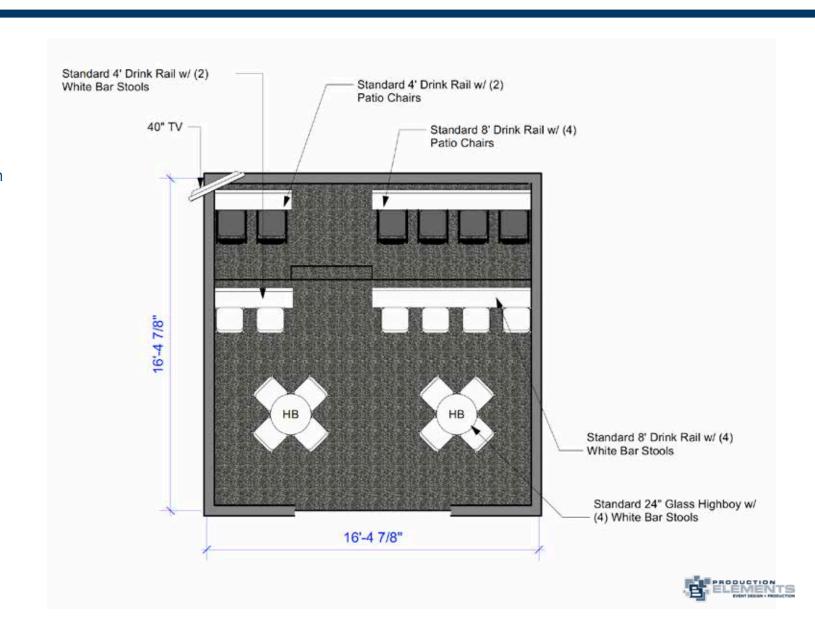
Open-Air Luxury Suites

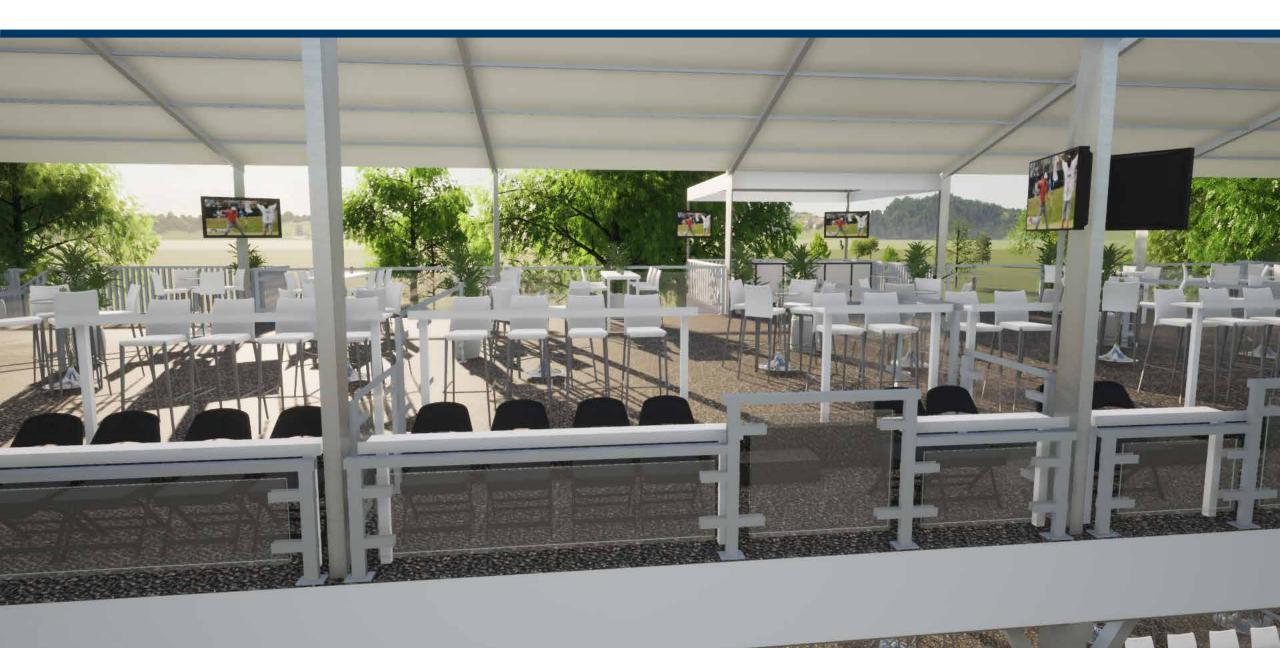




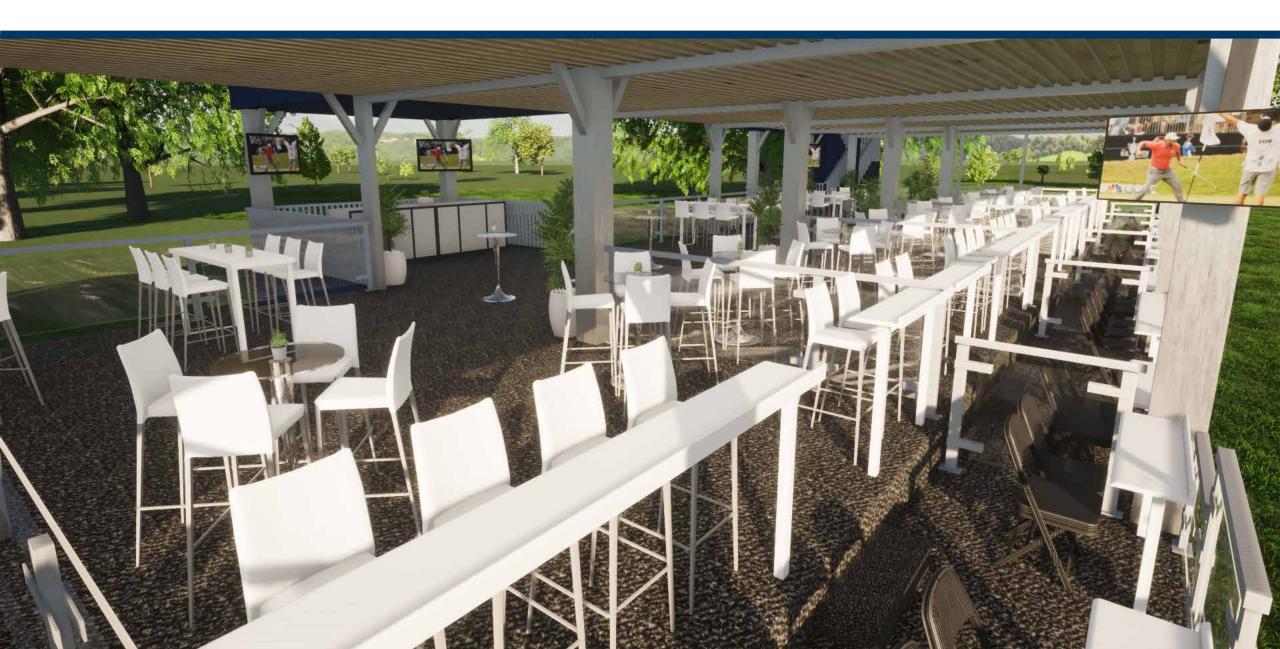
#### INCLUDED:

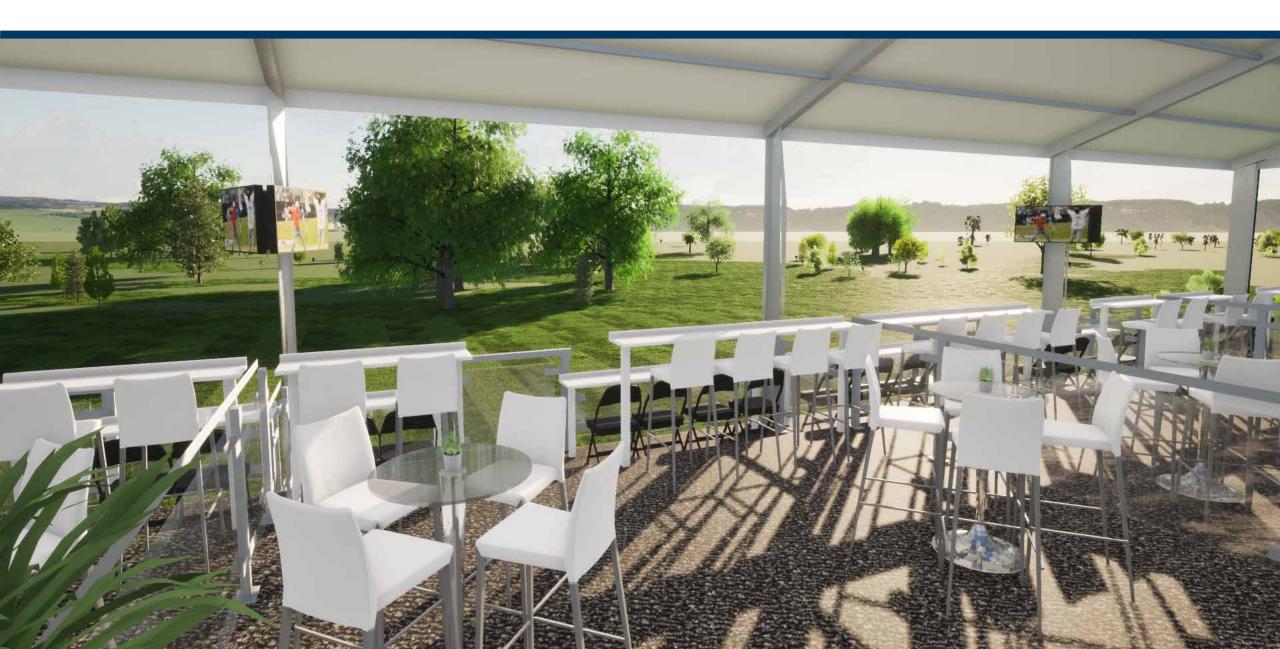
- (2) 24" Glass Highboys with (4) White Bar Stools each
- (1) 8' Drink Rail w/ (4) White Bar Stools
- (1) 4' Drink Rail w/ (2) White Bar Stools
- (1) 8' Drink Rail w/ (4) Patio Folding Chairs
- (1) 4' Drink Rail w/ (2) Patio Folding Chairs
- (1) 40" Exterior TV
- Faux Succulents (2) Small Centerpieces
- Graphite Carpet
- Total Seating: 20

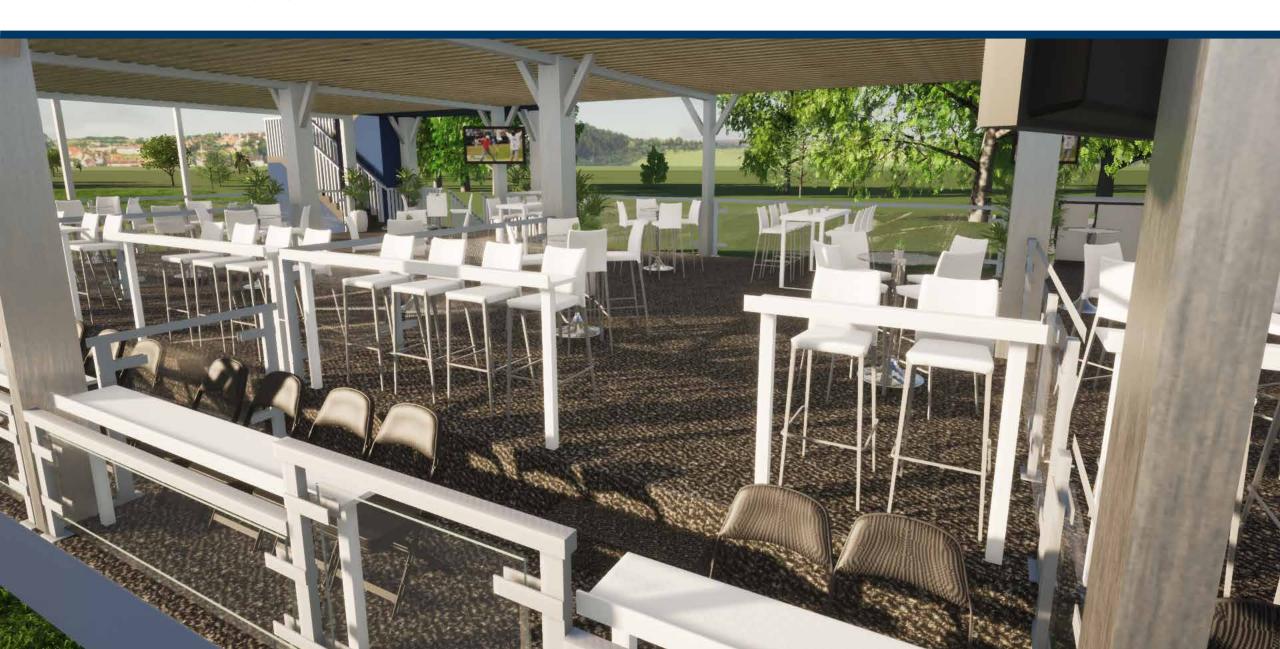












## STANDARD PACKAGE MOOD BOARD















## 2. Become Familiar With Your Package

- **▼**Location In relation to the course
- ✔ Package Type Open-Air Suite or Reserved Table
- ▼Amenities included Ticket and VIP Parking Allocations

	Package Tickets	Staff Tickets	Option Tickets	VIP Parking Passes
Daily Suites	30	2	2	15
Daily Tables	12	1	2	5



- **▼**Consider invitation options
  - Electronic templates or printed notecards



- Develop an A, B and C list
  - Consider who you want to invite on which days



- Develop an A, B and C list
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- **▼** Develop an A, B and C list
  - Consider who you want to invite on which days



- **▼** Develop an A, B and C list
  - Consider who you want to invite on which days



4. Review Co-Branded Merchandise Opportunities





## Benefits of the Corporate Merchandise Program

Exclusive opportunity reserved for U.S. Open Corporate Clients

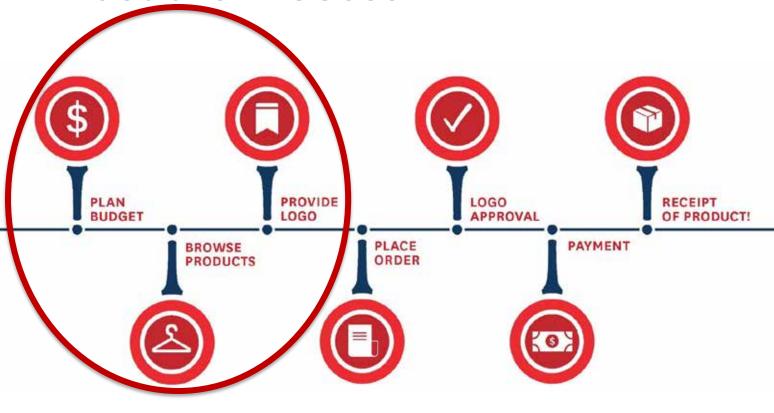
Extends your investment in the U.S. Open through co-branding

Provides you & your guests with memorable items from their time at the Championship

# Where can you order bulk U.S. Open Merchandise?



## Trust the Process





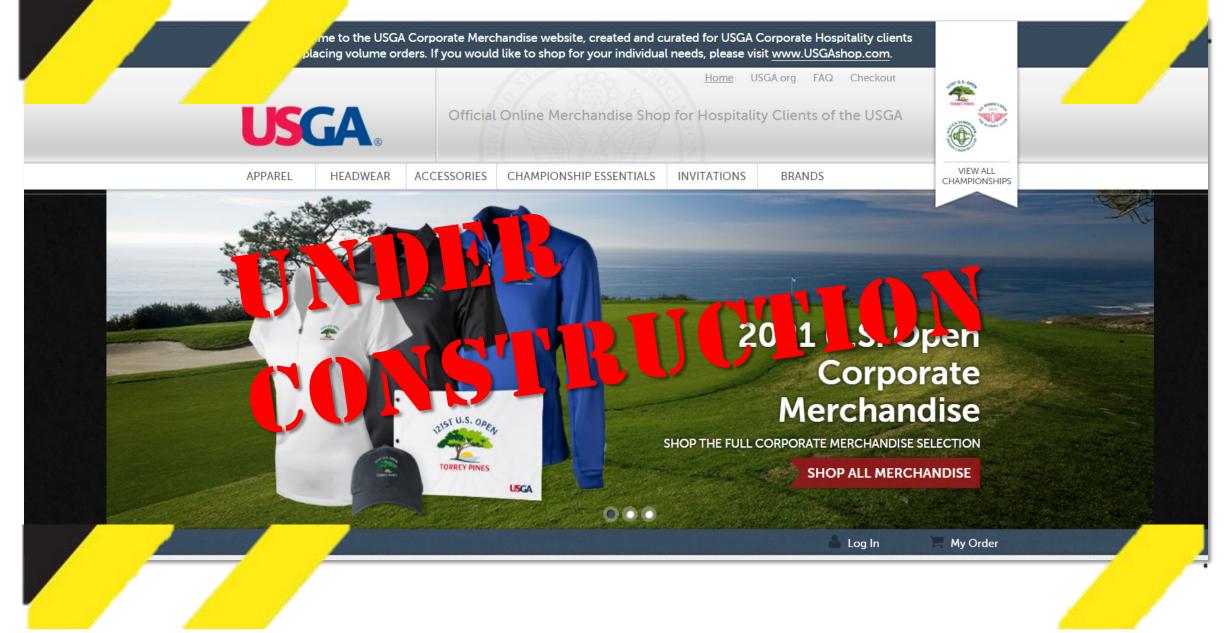
#### What to think about NOW:

- How much do you want to spend?
  - Items in Corporate Collection cover a variety of price points and brands
- Do you need invitations for your guests?
  - Printed vs. Digital
- How many people do you plan on purchasing gifts for?
  - Do you plan on providing a gift with the delivery of tickets?
    - Lanyards
    - Hats
  - Gifting in your hospitality space
    - Apparel
    - Reusable drinkware
    - Hats









corporatemerch.usga.org/2021-us-open/

## Providing your Logo

#### What do you plan on ordering?





If logo needs to be embroidered, a .DST or .EMB file is required

- Apparel
- Headwear

If logo can be screen-printed, etched, etc., an .EPS or .JPG can be used

- Accessories
- Towels
- Drinkware

## Custom Digital Invitations









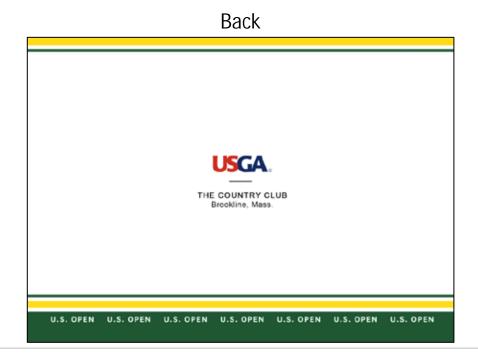
- Web-based template application with customizable text
- Only way to include 2022 U.S. Open logo and course imagery in marketing
- One time \$400 cost for access to all 4 templates
- Includes your logo on bottom of each template
- Each template is also available on an individual basis at \$150.00 per template



#### **Custom Printed Invitations**

- Printed 100 lb. Heavy White Paper
- Customizable interior for your logo and text
- Only way to include 2022 U.S. Open logo on printed invitations
- Cost of \$3.00 per card (includes envelope)
- Addressing included for individual delivery







## Mark your Calendars!



### CORPORATE MERCHANDISE

PROGRAM





## UPGRADE EXAMPLES





Registration Desk



Furniture



Rugs







Storage

Centerpieces

Graphics/Branding

#### GENERAL INFORMATION

#### PROCESS – Daily Suites Only

Production Elements (PEI) will be sending you a proposal including your standard package ground plan and creative décor deck over the next couple of months. If you are interested in upgrading or customizing your space in any way, or if you have any questions regarding your standard package décor package, please reach out to PEI, and they can arrange for a call to discuss all items specific to your space.



#### MILESTONE DATES

#### BY FRIDAY, JANUARY 21, 2022

Completed questionnaire returned to PEI

Only required if choosing to upgrade your space

#### BY FRIDAY, FEBRUARY 25, 2022

Target Date for clients to receive design deck, floor plan, budget, and service agreement from PEI

#### BY FRIDAY, MARCH 18, 2022

- Deadline for final approval of décor and signed budget/service agreement
- Décor payment due to PEI
- Graphic Files due to PEI
- \*Decisions/changes made after March 18th are subject to a 20% rush fee



#### CONTACT INFORMATION

**Denny Beaubien** 

**Executive Producer/CEO** 

(c) 213.280.7844

denny@productionelements.com

Deja Gagner

Senior Account Manager/ Head Designer (c) 612.499.1349

deja@productionelements.com

**Lauren Connell** 

**Events Assistant** 

(c) 713.824.2938

lauren@productionelements.com

**Production Elements** 

5777 West Pico Boulevard Los Angeles, CA 90019

(o) 323.933.6600

(f) 323.933.6601

www.productionelements.com



