





- 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

## MSG Staff Assignments

#### NBC Sports – Mimi Griffin

Clubhouse – Jeanne Taylor & Ashley Lodovice

Village on 18 – Jeanne Taylor

Village on 15 – Kelly Segin

#### Village on 14 – Emily Geosits

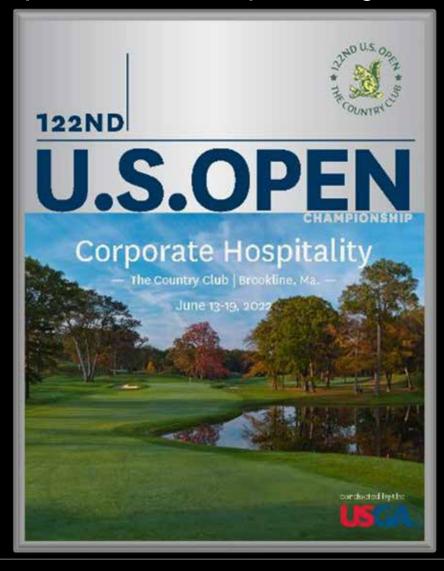
Suites on 11 – Kim Werner & Erin Maher

Suites on 13 – Danielle Bonder

Suites on 6 – Cheryl Gasper



## Corporate Hospitality Manual



- Link to manual was emailed to contacts in late December
- Valuable resource to help with your planning
- ▼ Updated as new information becomes available
- ▼ Information in Manual
  - I. 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:** 

U.S. WOMEN'S OPEN HOSPITALIT.

Username: USOPENsuite

Password: 2022corporatepatron

U.S. OPEN HOSPITALITY

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



ABOUT US

U.S. OPEN HOSPITALITY

U.S. WOMEN'S OPEN HOSPITALITY

CONTACT US

LOG OUT

#### **SUITE 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.



CLIENT AREA

2022 U.S. OPEN HOSPITALITY



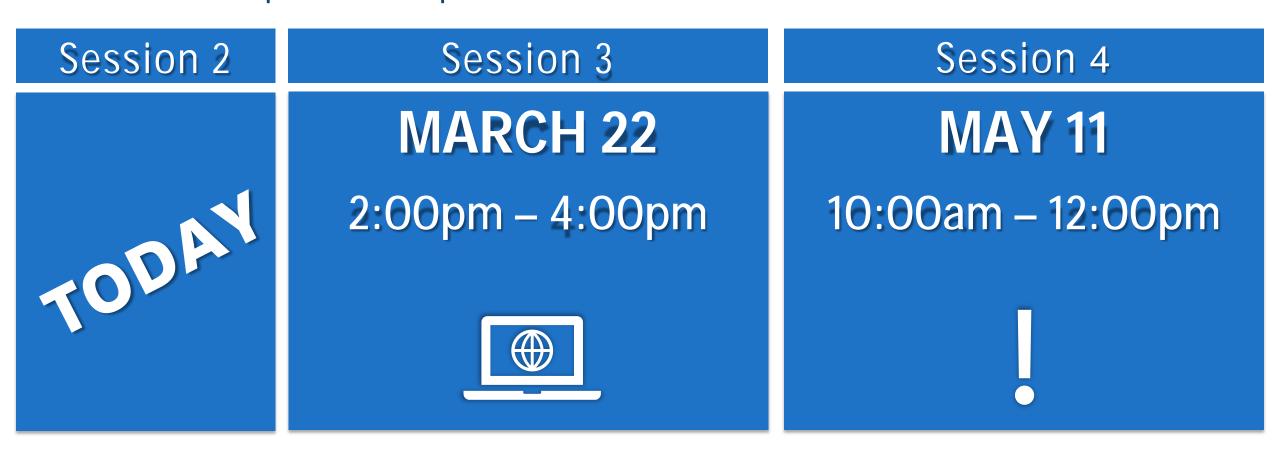
2022 U.S. SENIOR OPEN HOSPITALITY



FUTURE CHAMPIONSHIPS



#### Future Corporate Update Sessions



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



# ridgewells

# Important Dates

#### **FEBRUARY 1**

Payment In Full Due to Ridgewells

Preferred methods of payment: ACH/Wire Transfers & Checks

#### MID-FEBRUARY

Menu Will Be Released

Additional upgrades will be available

#### MAY 6

Orders For Menu Upgrades Due With Payment In Full

Additions or changes after May 6 will be subject to a 25% price increase

#### **QUESTIONS?**

**CARRIE COFFEE** 

P: 301.907.3748

E: ccoffee@ridgewells.com



# Local Vendors









MCCREA'S









# How To Use GoTab

#### **INSTRUCTIONS:**

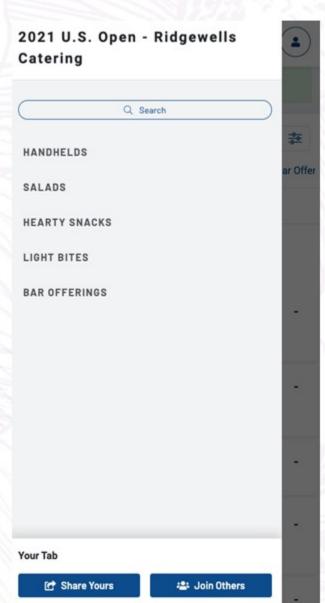
- Each seat/table will have a unique QR code (pictured right)
- 2. SCAN QR CODE with the camera on your phone and click pop-up link
- 3. ORDER on your phone
- 4. Your order will be delivered to your table/seat within minutes. ENJOY!

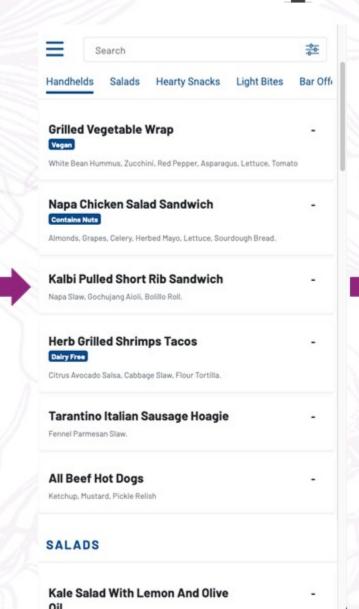


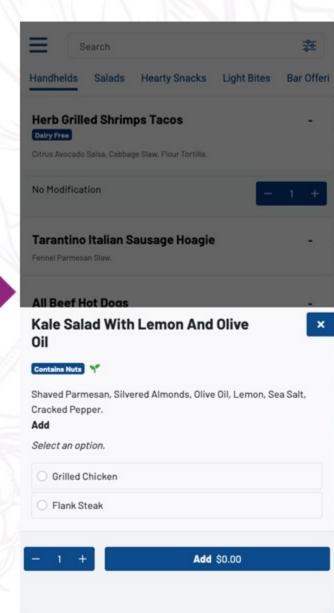




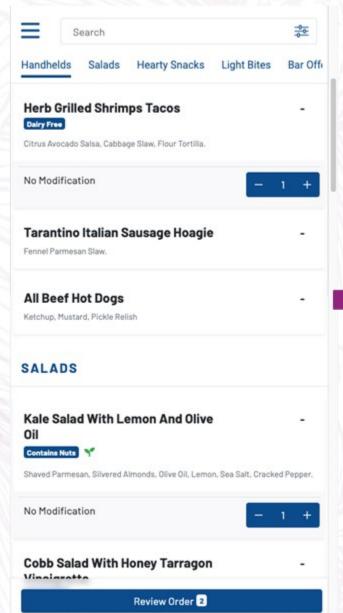
# The GoTab Experience

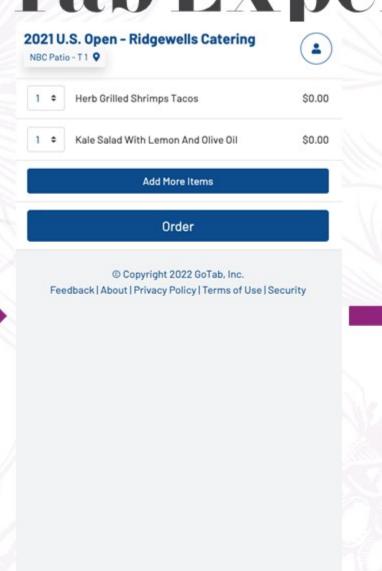


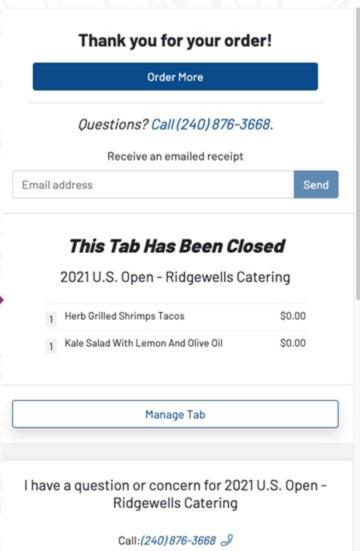




# The GoTab Experience







Ouestions or concerns...

# Sustainability

## What Are We Doing?

Sourcing from local vendors

Using compostable disposables whenever possible

Hiring locally

500+ employees for hospitality alone

Engaging with local non-profit organizations

Supporting USGA sustainability programs on course







Open-Air Suites Decor



## 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



## Championship Format

- Full field consists of 156 players
- The format is stroke play
- There is no Pro-Am at the U.S. Open
- Thursday & Friday players tee off in threesomes from 1st and 10th tee
  - 1<sup>st</sup> 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
- Saturday & Sunday players tee off in twosomes from 1st tee only
  - Start times Saturday & Sunday determined by the size of the field



## Championship Week Schedule

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

Tuesday, June 14<sup>th</sup> Practice Round

Wednesday, June 15<sup>th</sup> Practice Round

Thursday, June 16<sup>th</sup> 1<sup>st</sup> Championship Round

Friday, June 17<sup>th</sup> 2<sup>nd</sup> Championship Round

Saturday, June 18<sup>th</sup> 3<sup>rd</sup> Championship Round

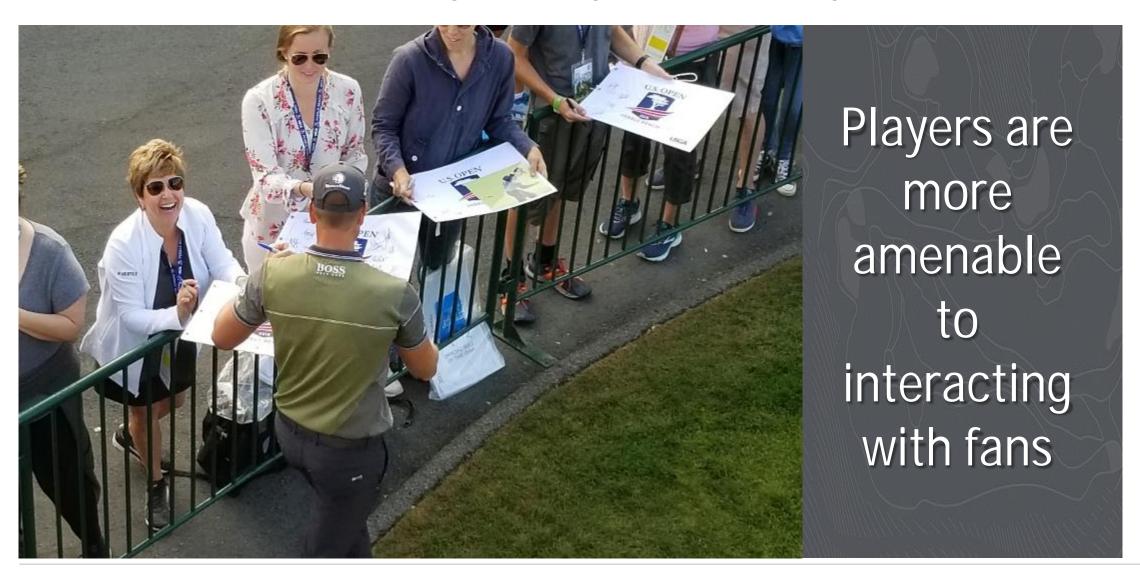
Sunday, June 19<sup>th</sup> 4<sup>th</sup> Championship Round

## Playoff Format

Starting in 2018, the U.S. Open, U.S. Women's Open, U.S. Senior Open and U.S. Senior Women's Open implemented a two-hole aggregate playoff in the event of a tie at the end of 72 holes of stroke play.

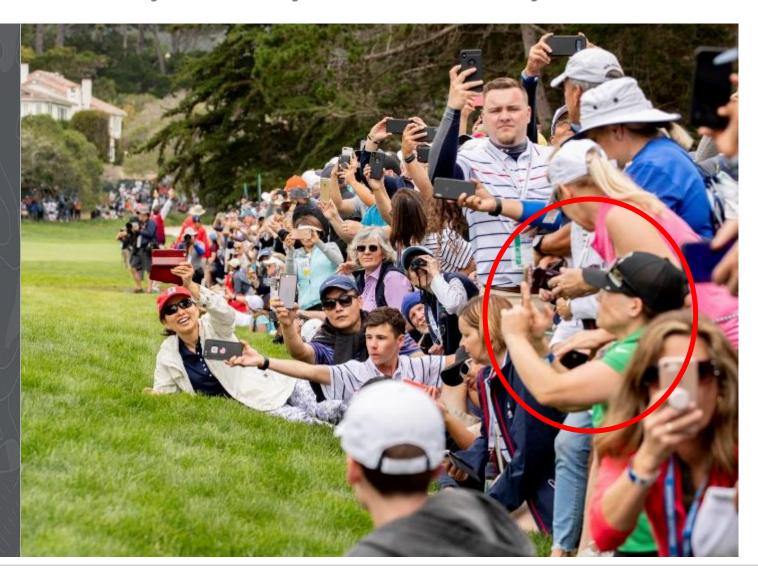
If players are still tied after the two-hole playoff, the extraholes session will then move to sudden death.

#### Practice Rounds Monday, Tuesday and Wednesday



#### Practice Rounds Monday, Tuesday and Wednesday

Cameras
are
permitted
and
encouraged



#### Practice Rounds Monday, Tuesday and Wednesday



atmosphere





Players are competing for the most coveted title in golf

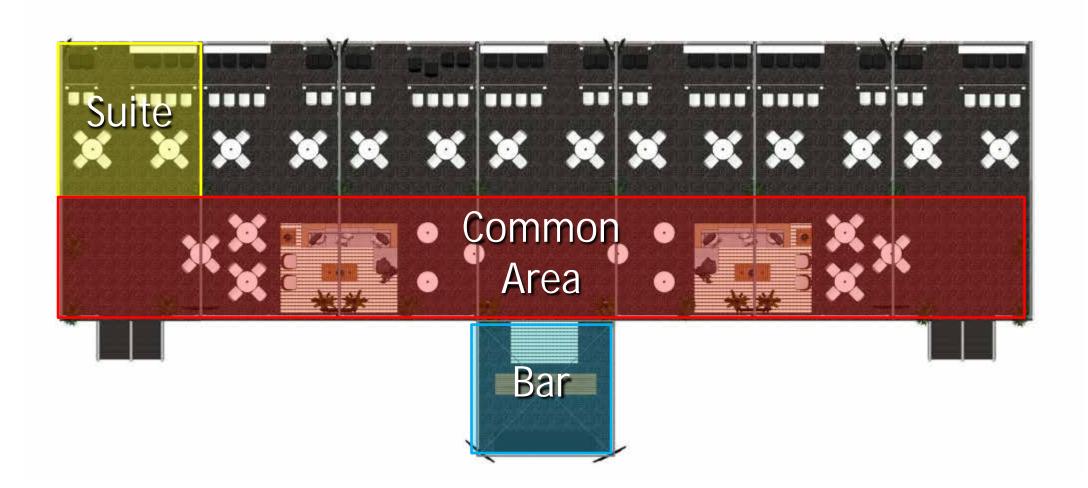




## Corporate Hospitality Venues



#### 30 TICKET STANDARD PACKAGE

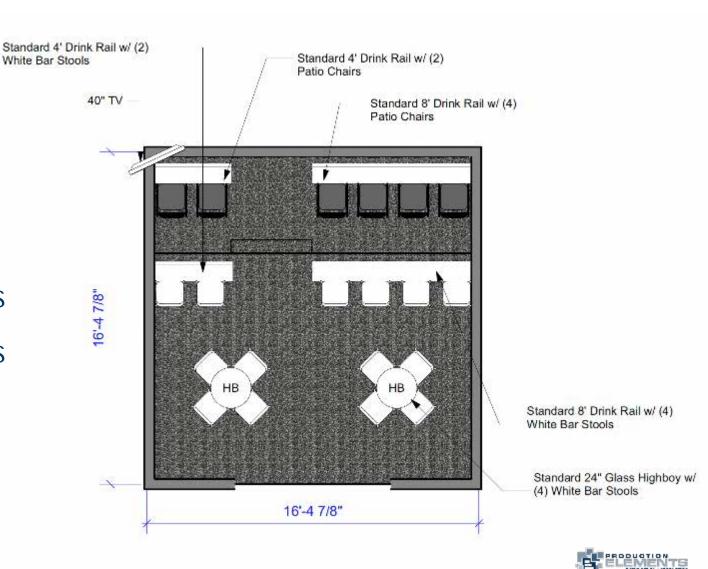




#### 30 TICKET STANDARD PACKAGE

#### **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



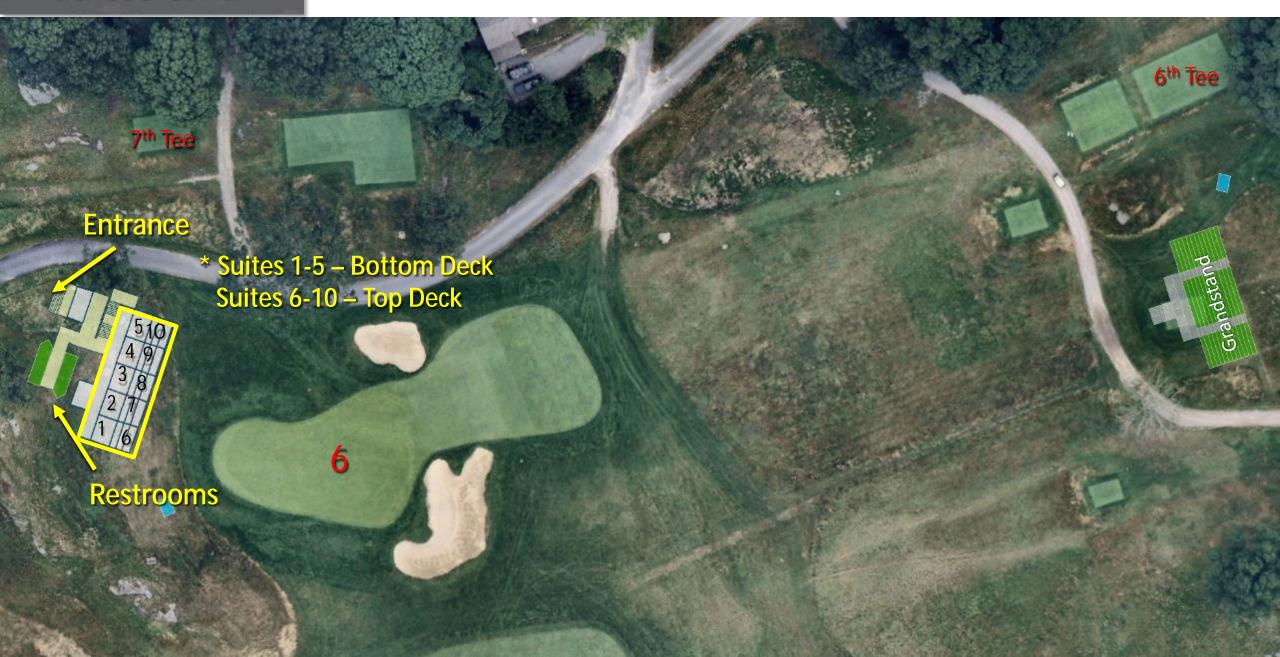
#### Suites on 13

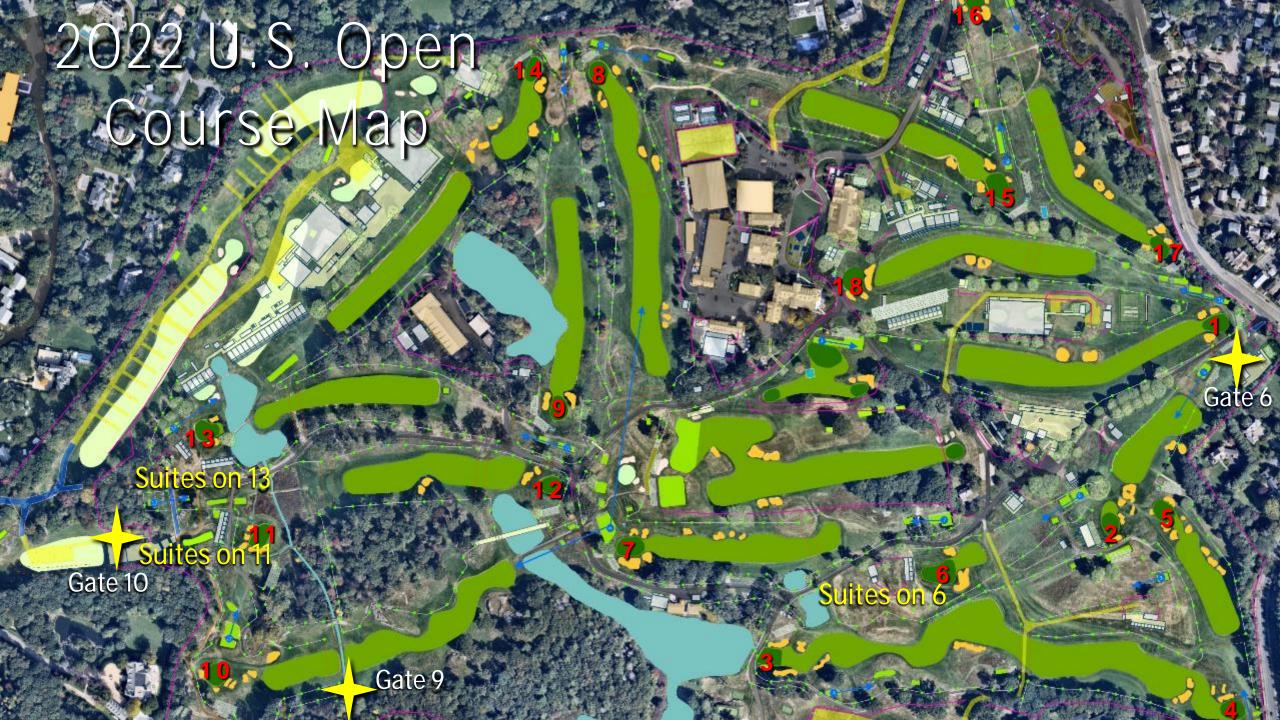


#### Suites on 11



#### Suites on 6













### Trophy Club

The Monday & Tuesday tickets included in the Weekly Suite package gain access to the Trophy Club, located along the 14<sup>th</sup> fairway.

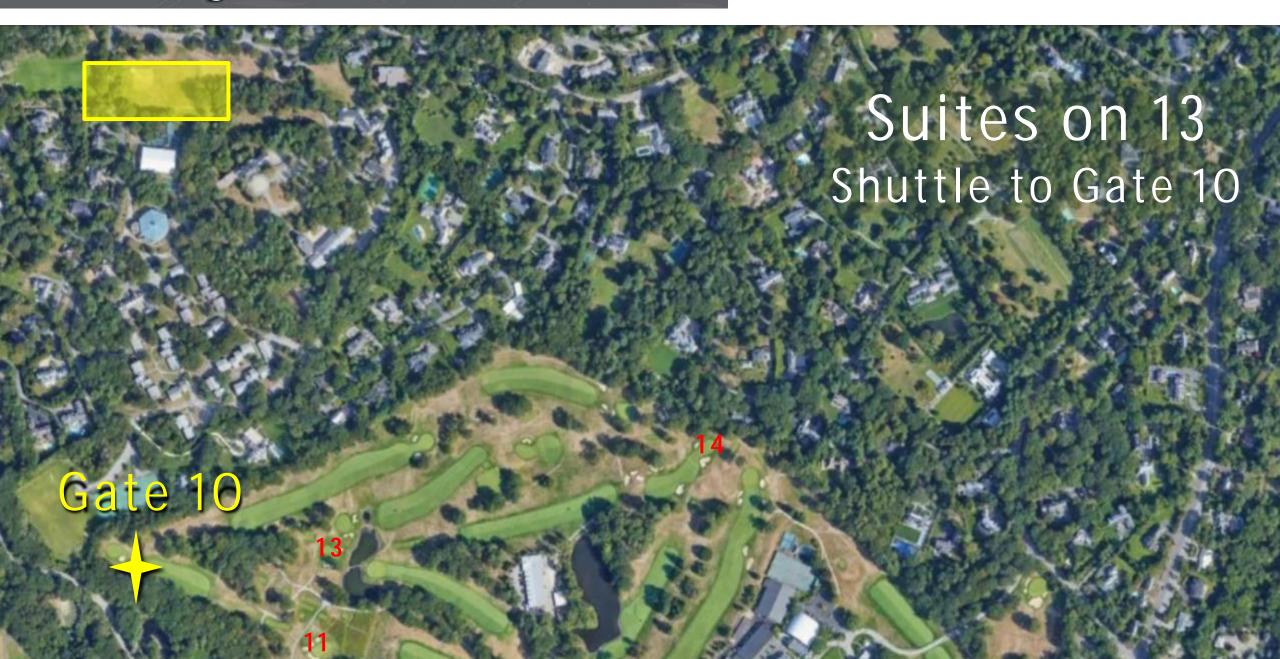


## Course Maps





VIP Parking – Suites on 13 – Pine Manor



## VIP Parking – Suites on 11 – Putterham



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



### VIP Parking Passes

# 15 VIP Parking Passes Per Day



### Ride Share – Larz Anderson Park

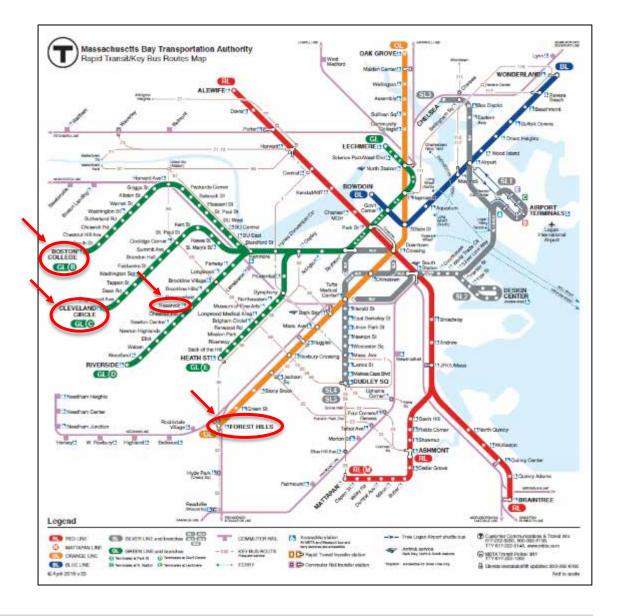


### Vehicle Size Restrictions

Parking Area/ Vehicle	Sedan	SUV	Econoliner/ Conversion Van (19' or less)	Sprinter Van	Mini-Coach	Coach Bus
Pine Manor	Yes to Park	Yes to Park	Yes to Park	No to Park	No to Park	No to Park
Putterham	Yes to Park	Yes to Park	No to Park	No to Park	No to Park	No to Park
Larz Anderson Park	Yes to Park or Drop	Yes to Park or Drop	Yes to Park or Drop	No to Park or Drop	No to Park or Drop	No to Park or Drop

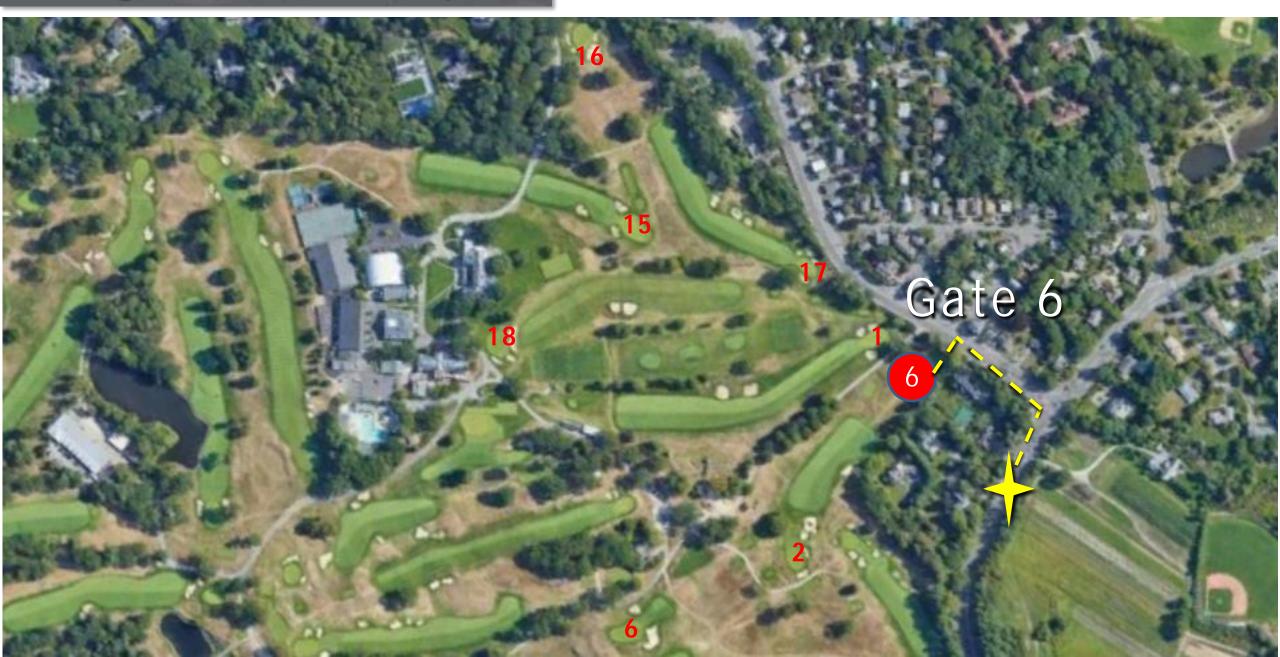
#### MBTA – Mass Transit

- 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

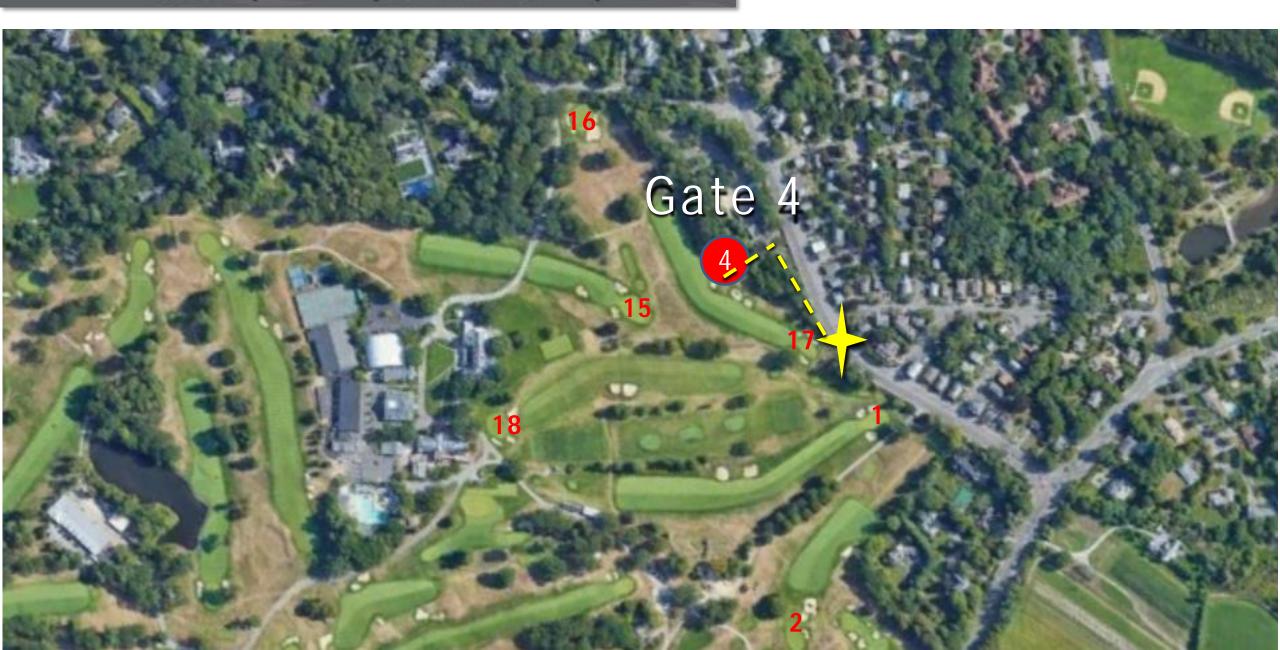




# Orange Line Shuttle Drop-Off



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





## Ticket Allocation

	Package Tickets	Staff Tickets	Option Tickets	VIP Parking Passes
Open-Air Suites	30	2	2	15



### **Option Tickets**

### **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 plus tax



#### **BACKGROUND**

The United States Golf Association (USGA) is moving to a mobile ticketing solution, starting with the 2022 U.S. Open Championship at The Country Club in Brookline, MA.

- Eliminates contact points and makes the customer experience safer and more convenient
- Enhances ticket security and significantly reduces opportunity for bad characters to take advantage of fans
- Simplifies the distribution process of tickets, utilizing email address instead of having to mail or personally deliver/distribute tickets
- Increases ability to track tickets and utilization
- Better for the environment, reduces significant paper waste from printed tickets
- Keeping up to date and on par with the sports and entertainment industry trends and technology innovations



#### **AXS FAN ACCOUNT MANAGER**

Account managers will be able to access and distribute tickets via the U.S. Open App or USGA.org Ticket Portal webpage

- Each organization will need to designate one account manager and provide their name and email address to be set up as the administrator in the AXS ticketing platform. This information can be provided via the Ticket Distribution & Parking Pass Shipment Form in the hospitality manual. This form is due February 15th
- The account manager will then need to sign into their account on either the App or USGA.org Ticket Portal webpage
- Transferring tickets to attendees is then a simple, easy, and seamless process

## ACCOUNT MANAGER FAQ's (I/III)

#### Why is the USGA switching to all digital tickets?

• In response to the Covid-19 pandemic, a shift to digital-only ticketing will provide the safest, most convenient, and flexible way to manage and distribute tickets.

#### Who will create my AXS account?

• The USGA ticket department will use the information provided on your Ticket Distribution & Parking Pass Shipment Form to create your company's account on the AXS ticketing platform. The Ticket Distribution & Parking Pass Shipment Form is due by February 15<sup>th</sup> and can be found in the Corporate Hospitality Manual as well as the client section of the MSG Promotions website. Please reach out to your MSG representative if you need the link to the manual resent.

#### When will digital tickets be issued?

- Digital tickets can be accessed in your account 30-60 days prior to Championship week.
- Note: The USGA will not release any tickets until they are in receipt of your fully executed hospitality agreement, Certificate of Insurance and all payments due for your hospitality package.

#### How do I manage my tickets?

- Digital tickets can be managed through the U.S. Open app or through the USGA ticket portal by visiting USGA.org. Through the dashboard, you will have the ability to:
  - Transfer tickets to employees or clients
  - Keep track of tickets you have already transferred and what still remains in your ticket inventory
  - Update your account information
- You can also manage your tickets in the AXS app. You can download the AXS app from the Apple App Store or the Google Play Store.

#### Can I send multiple tickets to the same person?

Yes, you can send as many tickets as you would like to someone.

#### Does the person I send tickets to need to have an AXS account?

Yes, the person receiving the tickets would need to create their own AXS account to access their tickets. They can download the AXS app from the Apple App Store or the Google Play Store.



## ACCOUNT MANAGER FAQ's (II/III)

#### How do my guests access their digital tickets?

• When you transfer tickets to a guest, they will receive an email letting them know that you sent them tickets, along with "next steps" instructions. They will have to download the AXS app and create an account using the same email address you used to transfer their tickets.

#### Can my guest print out their tickets at home?

No. Guests will not be able to print their tickets from the AXS app.
 Mobile tickets must be scanned from a smartphone for entry. They will need have to have their tickets open in the AXS app when entering the Championship.

#### Can my guests use a screenshot of their tickets?

• No. A mobile ticket must be provided within the AXS app. The digital ticket will be scanned at the admission gate and at the entrance to your hospitality area. Tickets will not be accepted at either the admission gate or hospitality entrance if they are a screenshot.

## What if my guests phone runs out of battery, is lost/stolen or loses service, or they cannot log into their account?

 Once transferred, the tickets are connected to your guest's account, they simply have to come to the Will Call trailer, present their ID, and our ticket resolution team will assist them.

#### What if my guest does not have a smartphone?

- If your guest does not have a smartphone, they simply must go to the Will Call trailer at the main entrance, present their ID, and our ticket resolution team will assist them.
- Please note their ticket must have already been transferred to their email address.

### What if I forward tickets to the wrong person, can I reclaim the tickets?

- Yes. You can reclaim tickets if they haven't already been accepted by the recipient. If the recipient has downloaded the AXS app and accepted the tickets, then a member of the USGA ticket department will have to recall those tickets and place them back into your account.
- We recommend double-checking the email address to be safe.

### If I transfer tickets and that person is unable to attend, can I get the tickets back?

- Yes. You can reclaim tickets if the recipient hasn't already accepted them. If the recipient has downloaded the AXS app and accepted the tickets, then a member of the USGA ticket department will have to recall those tickets and place them back into your account.
- We recommend double-checking the email address to be safe.

## ACCOUNT MANAGER FAQ's (III/III)

## What does my guest do once they have entered the Championship?

 Your guest will need to proceed to your hospitality area. They will again have their ticket scanned (for the last time) and then be issued a day specific wristband that will allow access into your venue for the day.

#### Who can I contact if I need assistance with digital tickets?

• If you need further assistance, please contact the USGA Ticket Office at (800) 698-0661 between the hours of 9 a.m. and 5 p.m. EST, Monday – Friday. You can also contact us via email at <a href="mailto:tickets@usga.org">tickets@usga.org</a>.

#### How do I place my option ticket order?

- The Option Ticket Order Form is available in the Corporate Hospitality Manual as well as the client section of the MSG Promotions website and can be submitted any time prior to March 1st. Beginning on February 7th, the USGA will begin processing payment for any option ticket orders. The USGA will email the contact listed on the order form a secure link to pay for the option tickets via credit card. Option tickets can be accessed in your account 30-60 days prior to Championship week. All option ticket orders must be submitted by Tuesday, March 1st.
- Note: Option tickets will not be released unless full payment is received for both your hospitality package and the option tickets ordered.





### Access into Hospitality Areas



Access into the hospitality areas will be STRICTLY enforced

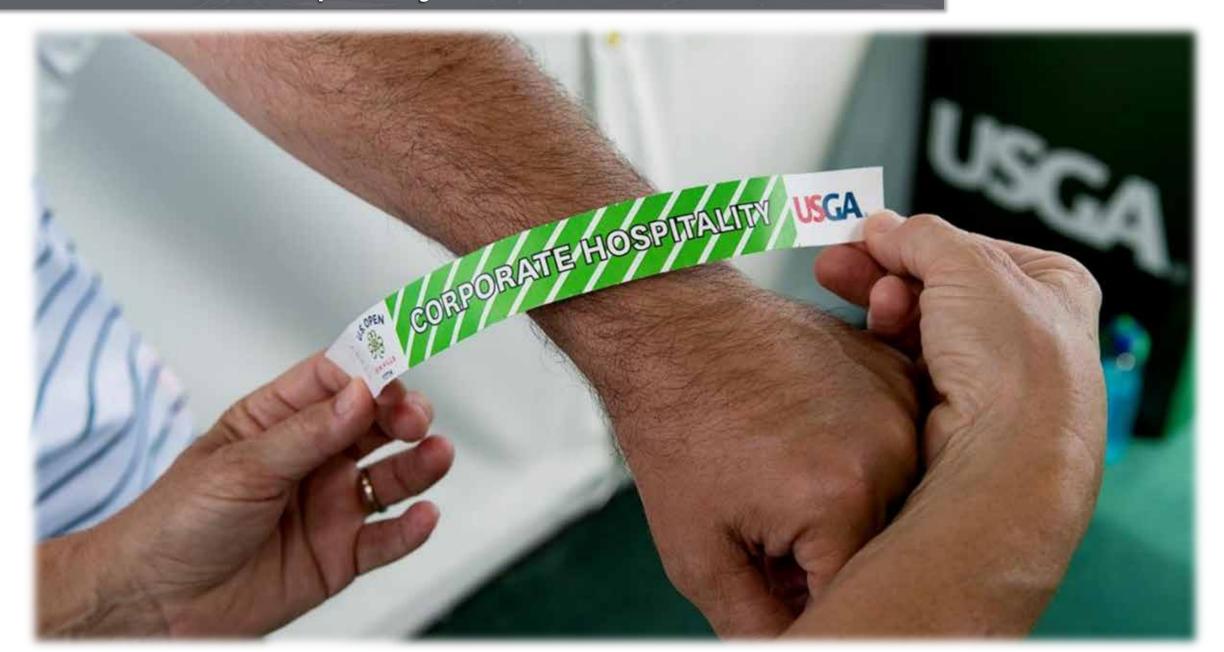
All areas will have dedicated staff including:

- MSG Promotions Staff
- Area Captains
- Interns
- Volunteers

## Access into Hospitality Areas



### Access into Hospitality Areas – Wristband Process



## **Hospitality Services**



# **Hospitality Services**



### Restrooms



# Storage Units



## Accessibility



## Access into Hospitality Areas



#### Accessibility





# 1. Upcoming Timeline Dates

- February 1 Catering Payment due to Ridgewells
- February 9 Clients receive the Championship Menu



# 1. Upcoming Timeline Dates

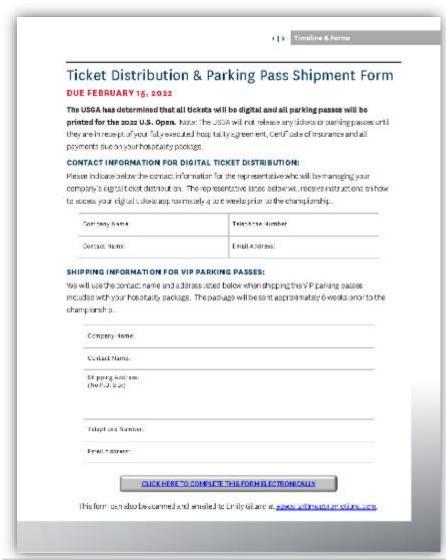
- February 1 Catering Payment due to Ridgewells
- February 9 Clients receive the Championship Menu
- February 15 Ticket Distribution & Parking Pass Shipment Form Due



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#### Ticket Distribution & Parking Pass Shipment 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 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 suite sign and on the locator board in your facility

#### Corporate Sign Form – Due February 15th

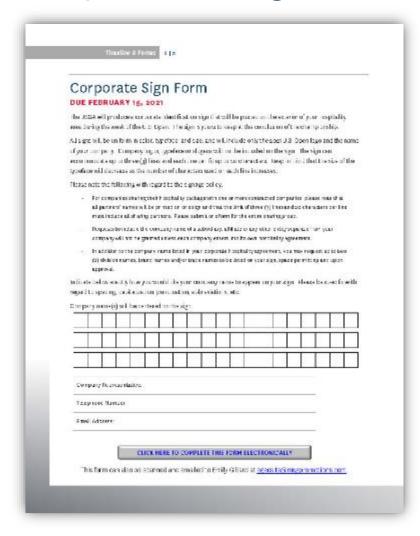


- Corporate identification signs include only the 2022 U.S. Open logo and the name of your company, and will be uniform in color, typeface, and size.
- Company name will appear on your suite sign and on the locator board in your facility



Sample of a locator board from the 2019 U.S. Open.

#### 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 the exterior of your suite during Championship week.

# 1. Upcoming Timeline Dates

- February 1 Catering Payment due to Ridgewells
- February 9 Clients receive the Championship Menu
- February 15 Ticket Distribution & Parking Pass Shipment Form Due

• February 18 – Deadline for final approval of décor, signed budget/service agreement, and 50% deposit due to PEI





# 1. Upcoming Timeline Dates

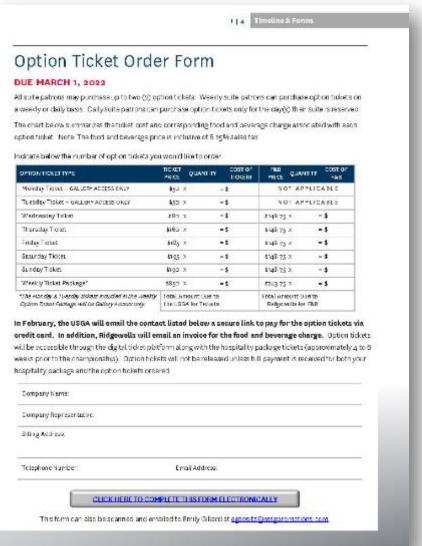
- February 1 Catering Payment due to Ridgewells
- February 9 Clients receive the Championship Menu
- February 15 Ticket Distribution & Parking Pass Shipment Form Due
- February 18 Deadline for final approval of décor, signed budget/service agreement, and 50% deposit due to PEI
- March 1 Option Ticket Order Form due



#### Option Ticket Order Form – Due March 1st

- Weekly suite patrons can purchase up to two (2) option tickets on a weekly or daily basis.
  - The USGA will email a secure link to pay for the cost of the tickets.
  - You will receive a separate invoice from Ridgewells for the food & beverage charge

     □
- Option tickets will be accessible through the digital platform along with your hospitality tickets.
- Option tickets will not be released unless full payment is received for both your hospitality package and the option tickets ordered.





#### Option Ticket Costs

Note: The food and beverage price is inclusive of 6.25% sales tax.

	TICKET COST	F&B COST	TOTAL COST
Weekly Ticket Package*	\$850	\$743.75	\$1,593.75
Monday Ticket (Gallery Access ONLY)	\$50	N/A	\$50
Tuesday Ticket (Gallery Access ONLY)	\$50	N/A	\$50
Wednesday Ticket	\$80	\$148.75	\$228.75
Thursday Ticket	\$160	\$148.75	\$308.75
Friday Ticket	\$185	\$148.75	\$333.75
Saturday Ticket	\$195	\$148.75	\$343.75
Sunday Ticket	\$190	\$148.75	\$338.75

<sup>\*</sup>The Monday & Tuesday tickets included in the Weekly Option Ticket Package will be Gallery Access only.

# 1. Upcoming Timeline Dates

- February 1 Catering Payment due to Ridgewells
- February 9 Clients receive the Championship Menu
- February 15 Ticket Distribution & Parking Pass Shipment Form Due
- February 18 Deadline for final approval of décor, signed budget/service agreement, and 50% deposit due to PEI
- March 1 Option Ticket Order Form due
- March 18 Graphic files due to PEI if applicable



#### 2. Become Familiar With Your Package

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

	Package Tickets	Staff Tickets	Option Tickets	VIP Parking Passes
Suites	30	2	2	15



- **▼** Determine which type of invitation option you will use
  - Electronic templates or printed notecards



- **▼**Finalize your A, B and C list
  - Determine which guests will be invited on which days



- **▼**Finalize your A, B and C list
  - Determine which guests will be invited on which days



- **▼**Finalize your A, B and C list
  - Determine which guests will be invited on which days



# 4. Finalize your décor plans

- ✔ Provide feedback to PEI as soon as possible
  - Final approval and 50% deposit due to PEI by February 18<sup>th</sup>



# 5. Other ConsiderationsGolf Opportunities

Belmont Country Club The Club at New Seabury

Charles River Country Club Salem Country Club

Concord Country Club Thorny Lea Golf Club

Lake Winnipesaukee Golf Club Vesper Country Club

The Harvard Club

The Weston Golf Club

The Kittansett Club Winchester Country Club

Meadow Brook Golf Club

If interested, please contact Jeanne Taylor – jtaylor@msgpromotions.com

# 6. 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

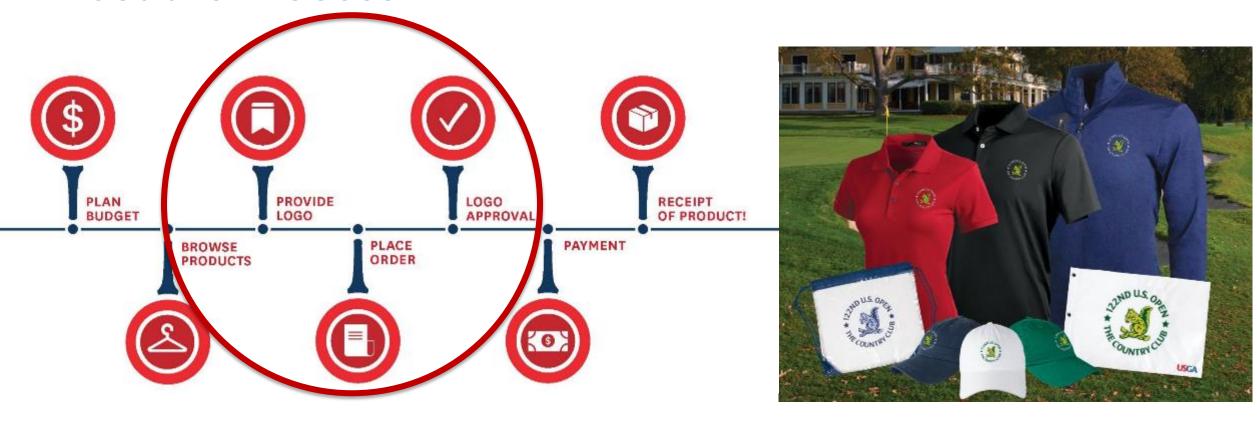
# Where can you order bulk U.S. Open Merchandise?





corporatemerch.usga.org

#### Trust the Process





# Custom Digital Invitations







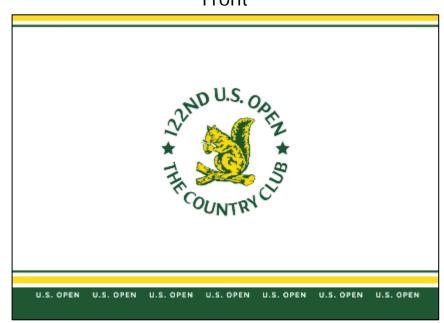




- Web-based template application with customizable text
- Only way to include 2022 U.S. Open logo and course imagery in marketing
- Includes your logo on bottom of each template
- Each individual template: \$150
- One-time, \$400 cost for access to all 4 templates
- Co-branded email header: \$100

#### **Custom Printed Invitations**

- Printed on 100 lb. heavy white card stock
- 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
- High quality envelope with liner options included
- Addressing included for individual delivery Front







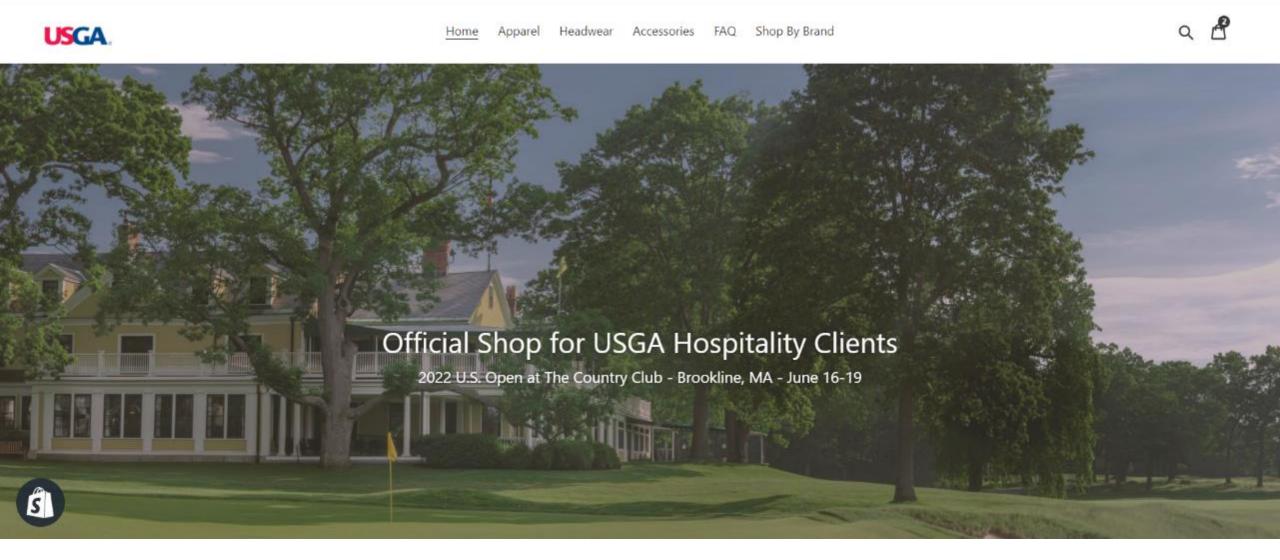
#### What to think about NOW:

- Do you need invitations for your guests?
  - Printed vs. Digital
- How many people do you plan on purchasing gifts for?
- What is your in-hand date?
- Do you plan on providing a cobranded gift with the delivery of tickets?
  - Notebooks
  - Hats
  - Towels
- Gifting in your hospitality space
  - Apparel
  - Sustainable drinkware
  - Caps









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Home

Apparel

Headwear

Accessories

#### Accessories





Clear Drawstring Bag TOURNAMENT SOLUTIONS

\$13.00 USD



Micro-Scrubber Towel DEVANT \$28.00 USD



Poker Chips TOURNAMENT SOLUTIONS \$5.00 USD



Screen Printed Flag TOURNAMENT SOLUTIONS \$16.00 USD



Embroidered Flag TOURNAMENT SOLUTIONS \$32.00 USD



HAAS-JORDAN \$39.00 USD



Koozie TOURNAMENT SOLUTIONS \$7.00 USD



Clear Zipper Tote TOURNAMENT SOLUTIONS \$16.00 USD





**USGA** 

#### C



#### Accessories



#### Pro Line Umbrella

HAAS-JORDAN

\$39.00 USD

Style
2022 U.S. Open

- Championship logo only: \$36.00
- 62" canopy ar
- Solid fiberglass construction
- · Lightweight frame
- · Pro-Grip handle
- Domestic
- \* Minimum order quantity of 25 pieces co-branded

# 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



#### CORPORATE MERCHANDISE

#### PROGRAM





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