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2009 Nova Scotia Golf Association Men's Senior
Golf Championship
Antigonish Golf & Country Club

Economic Impact Assessment

The following report presents the economic impact of the 2009 NSGA Men's Senior Golf Championship, as generated by the Sport Tourism Economic Assessment Model. This event was hosted in Antigonish, Nova Scotia from August 4 – 7th.

Economic Impact Assessment Funding Partners

The Antigonish Regional Development Authority would like to recognize the following financial supporters:

Nova Scotia Economic and Rural Development



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1.0 Background

The Nova Scotia Golf Association Men's Senior Golf Championship is an annual event that holds a history spanning over 62 years. The Senior Championship is a four day event which circulates around the province, allowing each community golf club an opportunity to host. The championship occurs within the same week of August every year. Participants in the event must be of the male gender, be of the age 55 (or older) and be of the amateur playing level. Following the four days of play, the top four participants are then invited to play at the Nationals. In order for golf clubs to host this event, they must be members of the Nova Scotia Golf Association. Visitors came to Antigonish from across the province to attend this event.

Visitor expenditures and the expenditures of the Antigonish Golf & Country Club produced considerable economic benefits within the community of Antigonish and for Nova Scotia as a whole. Within the next section (2.0), you will find details of the survey that was conducted in order to gain insight into the number of visitors and the impact in which they had on the local economy. Section 3.0 provides a window into the operational expenditures and revenues of the Antigonish Golf & Country Club, as these figures also play a major role in the overall economic impact on the community and the province as a whole. Section 4.0 provides the STEAM¹ results of the collective expenditures from both the Antigonish Golf & Country Club's operational expenditures and the tournament's participant expenditures. Section 5.0 wraps up the report with a review of the assessment's results. The appendices consist of supplementary information regarding the economic impact model, a glossary of terms used throughout the document, and a copy of the survey used to gather the information required to complete the economic impact assessment.

¹The Canadian Sport Tourism Alliance's **Sport Tourism Economic Assessment Model (STEAM)** was used to produce the economic impact estimates outlined throughout this assessment. STEAM was officially launched in 2002. It is a model that includes survey results from the event visitors and the budget/capital expenditures of event organizers in efforts of completing an economic impact assessment.

2.0 Methodology/Survey Results

The background information that was gathered on the participants of the 2009 NSGA Men's Senior Golf Championship was collected by conducting face-to-face surveys. The surveys were designed in such a way that would depict where the survey subject was coming from, if they were staying in commercial accommodations and if so – how many nights, and specific information regarding their party. The specific design of the survey was based on the online STEAM Model and the information required in successfully completing this model. A copy of the survey used to carry out this assessment can be found in Appendix 3.

Survey Results

To ensure the quality of the data presented, a sample size calculator² was used. This equation was used to calculate the appropriate sample size required to ensure accurate representation of the population within the results. The sample size of 61 participants yields a statistically significant confidence interval of +/- 10.0%, and a 95% confidence level.

There were 168 unique participants for the three day golf tournament. As represented in **Figure 2.1**, the overall sample of valid surveys showed that 14 participants were local to Antigonish (Antigonish Town and County), which represented 23% of the total attendance numbers. Participant origin is clearly outlined in **Figure 2.2**.

Of the 168 total participants, 61 were surveyed. Participants that chose to stay overnight in Antigonish represented 69% of the total participant population, and those participants who chose the daily commute represented 31% of the total participant population. For those participants who chose to stay the night in Antigonish, the average overnight length of stay was 3.0 nights, with 100% of overnight participants staying in commercial accommodations. For those participants who chose to commute daily to the golf tournament, the average number of day trips taken by each participant was 4.0 for the entire tournament.

² For more information please visit <http://www.surveysystem.com/sscalc.htm>.

Figure 2.1

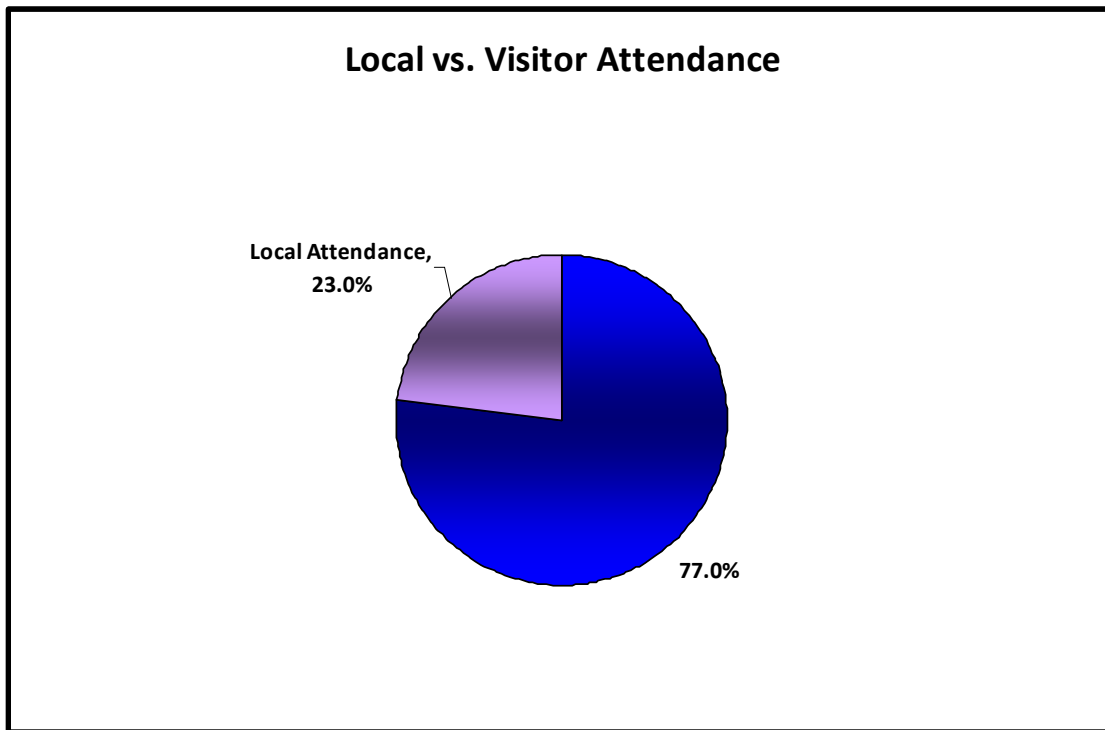
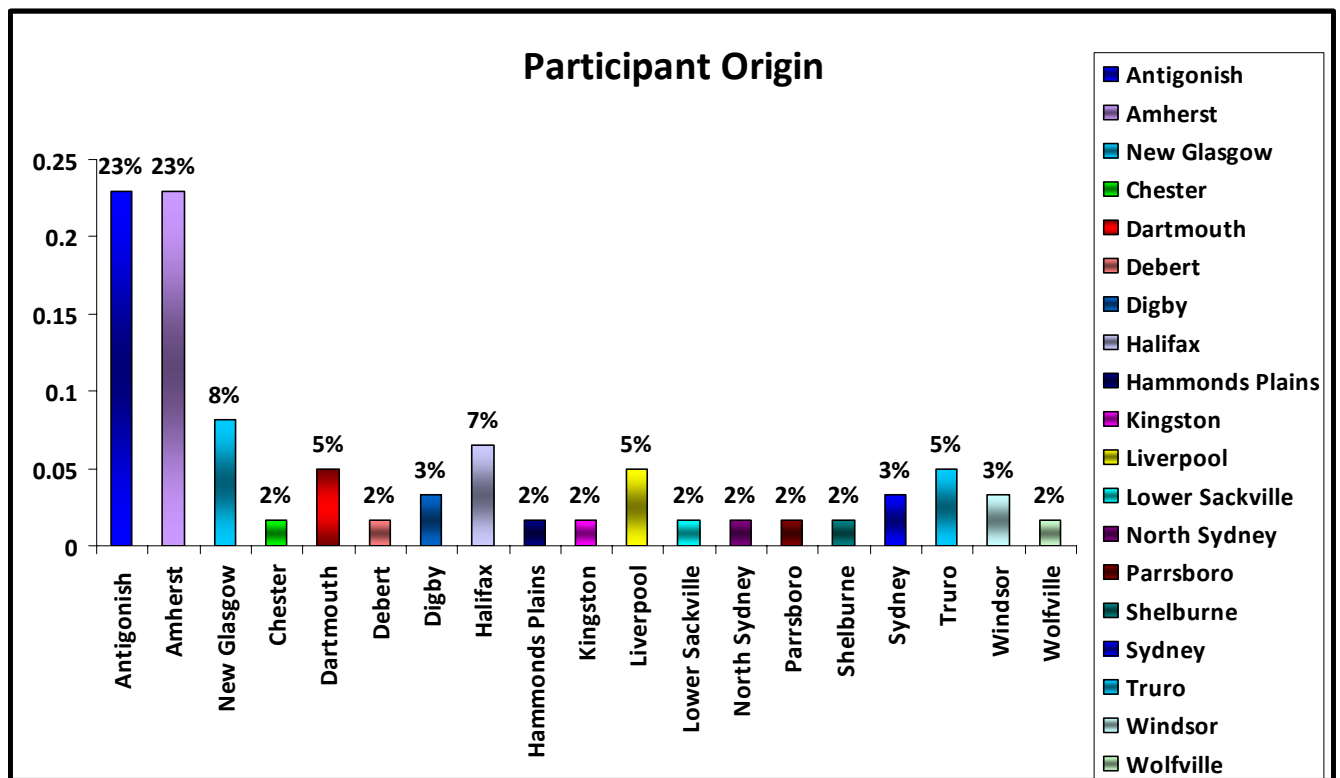


Figure 2.2



3.0 Operational Expenditures

The Antigonish Golf & Country Club is continuously making investments into the course and country club to ensure that the golfer's overall experience is highly efficient and maximized. Although much investment goes into the Club overall, no initial investment was made into the hosting of the NSGA Men's Senior Golf Championship. In order to host the championship, the golf club must be a member of the Nova Scotia Golf Association. This association then assumes all costs associated with the actual hosting of the event, and provides all promotional material. The Antigonish Golf & Country Club pays an annual association membership fee of \$8,000.00. This amount is calculated based on a fee per member rate. The hiring of additional staff was not required for the hosting of this event, as club members who were not participating in the event volunteered.

Total event revenue was \$26,100, which came from a variety of sources. The Pro Shop had sales that totalled \$5,200, food and beverage sales totalled \$6,500 and \$14,400 came in the form of payment from the Nova Scotia Golf Association. Registration (fees) is conducted by the NSGA, and this payment (\$14,400) was the Antigonish Golf & Country Club's revenues from power car rentals, the one meal that was included with registration fees, gift certificates purchased, and the stipend charged per round of golf played.

4.0 Economic Impact Results

The collective spending of the 168 participants, plus the revenues of the Antigonish Golf & Country Club (as a result of hosting the event) totalled \$50,219. This amount then generated economic spinoffs in the amount of \$78,589 for the Province of NS, of which, \$61,188 occurred within Antigonish. This spending supported \$9,710 in wages and salaries for the Antigonish³. The total net economic activity (GDP) produced by the four day golf tournament was \$50,036 for the Province of NS, with \$40,588 of that amount occurring within the community of Antigonish.

Both the Province of NS and the Municipalities of Antigonish will be positively affected by the tax revenues in which this event has generated. Tax revenues totalled \$10,305. The Golf Tournament supported tax revenues on all three governmental levels. Federal Government tax revenues were in the amount of \$4,691 and Provincial Government tax revenues were in the amount of \$4,651. Municipal Government tax revenues were in the amount of \$963.

³ Jobs accounted for throughout this study pertain to the number of jobs, vs. full time equivalent (FTE: two people working half time would represent two jobs or one FTE).

Table 4.1 Total Economic Impact

	Total Nova Scotia	Local Area Antigonish	Rest of Nova Scotia
Initial Expenditure	\$50,219	\$50,219	\$0
Gross Domestic Product			
Direct Impact	\$34,659	\$34,659	\$0
Indirect Impact	\$9,348	\$3,542	\$5,806
Induced Impact	\$6,029	\$2,387	\$3,642
Total Impact	\$50,036	\$40,588	\$9,447
Wages & Salaries			
Direct Impact	\$6,258	\$6,258	\$0
Indirect Impact	\$5,341	\$1,973	\$3,368
Induced Impact	\$3,682	\$1,478	\$2,204
Total Impact	\$15,281	\$9,710	\$5,572
Employment (Full-year jobs)			
Direct Impact	0.3	0.3	0.0
Indirect Impact	0.1	0.1	0.1
Induced Impact	0.1	0.1	0.0
Total Impact	0.6	0.4	0.1
Total Taxes			
Federal	\$4,691	\$3,119	\$1,572
Provincial	\$4,651	\$3,321	\$1,330
Municipal	\$963	\$730	\$233
Total	\$10,305	\$7,170	\$3,135
Industry Output			
Direct & Indirect	\$65,734	\$56,098	\$9,636
Induced Impact	\$12,855	\$5,090	\$7,765
Total Impact	\$78,589	\$61,188	\$17,401

5.0 Conclusion

The NSGA Men's Senior Golf Championship, which took place from August 4 – 7, 2009 at the Antigonish Golf & Country Club, was a success by all means. The championship allows for players of various skill levels and regions to meet. Participants were given the opportunity to exhibit their talents, build upon the skill set they have previously developed, and interact with fellow golf enthusiasts. 168 participants attended the event, and as a result of their attendance, the economic activity within the community of Antigonish was increased by \$24,119. Operational revenues of the Antigonish Golf & Country Club brought the economic activity increase from \$24,119 to \$50,219. This increase resulted in a net increase in economic activity of \$50,036 throughout the province of Nova Scotia, of which \$40,588 occurred in Antigonish. The total industry output (gross economic activity) upheld by the event was \$78,589 (\$61,188 within Antigonish), which supported \$15,281 in wages and salaries throughout Nova Scotia, and \$9,710 within Antigonish.

Appendix 1. Economic Impact Methodology – Sport Tourism Economic Assessment Model⁴

Background

Briefly, the purpose of STEAM is to calculate both the provincial and regional economic impacts of sport tourism. The economic impacts are calculated on the basis of capital and operating expenditures on goods, services and employee salaries, and on the basis of tourist spending within a designated tourism sector. The elements used to measure the economic impacts are Gross Domestic Product (GDP), Employment, Taxes, Industry Output and Imports. STEAM measures the direct, indirect & induced effects for each of these elements.

Technical Description of the Impact Methodology used by STEAM

STEAM and many other impact studies are based on input-output techniques. Input-output models involve the use of coefficients that are based on economic or business linkages. These linkages trace how tourist expenditures or business operations filter through the economy. In turn, the coefficients applied are then used to quantify how tourism related activity in a particular region generates employment, taxes, income, etc. The input-output approach indicates not only the direct and indirect impact of tourism, but can also indicate the induced effect resulting from the re-spending of wages and salaries generated.

All impacts generated by the model are given at the direct impact stage (i.e. the "front line" businesses impacted by tourism expenditures), indirect impact stage (i.e. those industries which supply commodities and/or services to the "front line" businesses) and the induced impact stage (induced consumption attributable to the wages and salaries generated from both the direct and indirect impact). In this sense, the model is closed with respect to wages. Imports are also determined within the model, so the model is closed with respect to imports. Additional exports are not assumed with the induced impact. Another assumption of the model, which leads to more conservative impacts, is that not all commodities and/or services purchased are assumed to have at least one stage of production within the province. This assumption is crucial for souvenirs, gasoline and other commodities. Taxes and employment are key economic considerations. However, as these concepts fall outside of the System of National Account Provincial input/output tables, their impacts must be calculated separately. Current tax and employment data for each region is used to econometrically estimate a series of coefficients and rates. These coefficients and/or rates are then applied to measures determined within the input-output framework of the model, yielding the final tax and employment figures.

⁴ The "Economic Impact Methodology - STEAM" has been quoted in its entirety from the Canadian Sport Tourism Alliance's STEAM User's Guide. The guide can be found at: http://www.canadiansporttourism.com/app/DocRepository/1/Products/STEAM_Users_Guide_2.pdf

Regional (Sub-Provincial) Impact Methodology

The method used to simulate interprovincial commodity flows and ultimately regional impacts follows directly from regional economic principles. The principle is referred to as the "gravity model". Basically the "gravity model" states that the required commodity (& service) inputs will be "recruited" in a manner that takes into consideration economies of scale (i.e. production costs), transportation costs and the availability of specific industries. Economies of scale (i.e. lower production costs) are positively correlated with input demand while greater transportation costs are negatively correlated with input demand. Fulfilling that demand from other provincial regions is contingent on the fact that the specific industry does actually exist. An advantage of using the "gravity model" to simulate interprovincial commodity flows is that as the industrial composition of the labour force changes, or as new industries appear for the first time in specific regions, the share of production between the various sub-provincial regions also changes.

By following this principle of the gravity model, all sub-provincial regions of a province are assigned a coefficient for their relative economies of scale in each industry (using the latest industry labour force measures) as well as a coefficient to represent the transportation cost involved to get each industry's output to the designated market. One variation on the "gravity model" principle involves the estimation of "relative trade distances" by incorporating different "weights" for different modes of transport. Once these coefficients are generated for all regions and over all industries, a measure of sensitivity (mostly relative to price, but in the case of service industries also to a "local preference criteria") is then applied to all commodities. Another variation on the strict "gravity model" approach is that the measure of sensitivity is adjusted by varying the distance exponent (which in the basic "gravity model" is 2) based on the commodity or service required. The variation in distance exponents revolve, principally, around two research hypotheses: (1) the greater the proportion of total shipments from the largest producer (or shipper), the lower the exponent, and (2) the greater the proportion of total flow which is local (intra-regional), the higher the exponent.

Appendix 2: Glossary of Terms Used by STEAM⁵

Initial Expenditure - This figure indicates the amount of initial expenditures or revenue used in the analysis. This heading indicates not only the total magnitude of the spending but also the region in which it was spent (thus establishing the "impact" region).

Direct Impact - Relates ONLY to the impact on "front-line" businesses. These are businesses that initially receive the operating revenue or tourist expenditures for the project under analysis. From a business perspective, this impact is limited only to that particular business or group of businesses involved. From a tourist spending perspective, this can include all businesses such as hotels, restaurants, retail stores, transportation carriers, attraction facilities and so forth.

Indirect Impact - Refers to the impacts resulting from all intermediate rounds of production in the supply of goods and services to industry sectors identified in the direct impact phase. An example of this would be the supply and production of bed sheets to a hotel.

Induced Impact - These impacts are generated as a result of spending by employees (in the form of consumer spending) and businesses (in the form of investment) that benefited either directly or indirectly from the initial expenditures under analysis. An example of induced consumer spending would be the impacts generated by hotel employees on typical consumer items such as groceries, shoes, cameras, etc. An example of induced business investment would be the impacts generated by the spending of retained earnings, attributable to the expenditures under analysis, on machinery and equipment.

Gross Domestic Product (GDP) - This figure represents the total value of production of goods and services in the economy resulting from the initial expenditure under analysis (valued at market prices).

NOTE: The multiplier (A), Total/Initial, represents the total (direct, indirect and induced) impact on GDP for every dollar of direct GDP. This is a measure of the level of spin-off activity generated as a result of a particular project. For instance if this multiplier is 1.5 then this implies that for every dollar of GDP directly generated by "front-line" tourism businesses an additional \$0.50 of GDP is generated in spin-off activity (e.g. suppliers).

The multiplier (B), Total/\$ Expenditure, represent the total (direct, indirect and induced) impact on GDP for every dollar of expenditure (or revenue from a business perspective). This is a measure of how effective project related expenditures translate into GDP for the province (or region). Depending upon the level of expenditures, this multiplier ultimately determines the overall level of net economic activity associated with the project. To take an example, if this multiplier is 1.0, this means that for every dollar of expenditure, one dollar of total GDP is generated. The magnitude of this multiplier is influenced by the level of withdrawals, or imports, necessary to sustain both production and final demand requirements. The less capable a region or province is at fulfilling all necessary production and final demand requirements, all things being equal, the lower the eventual economic impact will be.

⁵ The "Glossary of Terms Used by STEAM" has been quoted in its entirety from the Canadian Sport Tourism Alliance's STEAM User's Guide. The guide can be found at: http://www.canadiansporttourism.com/app/DocRepository/1/Products/STEAM_Users_Guide_2.pdf

GDP (at factor cost) - This figure represents the total value of production of goods and services produced by industries resulting from the factors of production. The distinction to GDP (at market prices) is that GDP (at factor cost) is less by the amount of indirect taxes plus subsidies.

Wages & Salaries - This figure represents the amount of wages and salaries generated by the initial expenditure. This information is broken down by the direct, indirect and induced impacts.

Employment - Depending upon the selection of employment units (person-years or equivalent full-year jobs) these figures represent the employment generated by the initial expenditure. These figures distinguish between the direct, indirect and induced impact. "Equivalent Full-Year Jobs", if selected, include both part-time and full-time work in ratios consistent with the specific industries.

NOTE: The multiplier (B) is analogous to Multiplier (B) described earlier with the exception being that employment values are represented per \$1,000,000 of spending rather than per dollar of spending. This is done to alleviate the problem of comparing very small numbers that would be generated using the traditional notion of a multiplier (i.e. employment per dollar of initial expenditure).

Industry Output - These figures represent the direct & indirect and total impact (including induced impacts) on industry output generated by the initial tourism expenditure. It should be noted that the industry output measure represents the **sum** total of all economic activity that has taken place and consequently involve double counting on the part of the intermediate production phase. Since the Gross Domestic Product (GDP) figure includes only the **net** total of all economic activity (i.e. considers only the value added), the industry output measure will always exceed or at least equal the value of GDP.

Taxes - These figures represent the amount of taxes contributed to municipal, provincial and federal levels of government relating to the project under analysis. This information is broken down by the direct, indirect and induced impacts.

Imports - These figures indicate the direct, indirect and induced final demand and intermediate production requirements for imports both outside the province and internationally.

Appendix 3: 2009 NSGA Men's Senior Golf Championship Survey

1. Where are you from?
2. Will you be spending the night in Antigonish?
3. How many nights?
4. How many nights will be spent in commercial accommodations?
5. If not staying the night, how many day trips will you be making?
6. # of people travelling in your party
7. # of those people participating?
8. # of those people who are spectators?

Disclaimer: *The results of this economic impact analysis are intended to act as a guide and are not considered definitive of the actual events. All projections should be considered an event's potential economic impact. The projections are based on standardized spending estimates that may or may not reflect that of the highlighted event's attendees. In addition, the projections are based on the organizer's data regarding attendance, composition and characteristics. These forecasts are subject to uncertainty and evolving future events, therefore actual results may vary from forecasted results. Additionally, these forecasts only recognize the economic benefits of the event, and do not consider any displacement or substitution costs that may occur as a result of hosting the event.*