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# CASE STUDY

## GOLF & COUNTRY CLUBS

*An exciting review analysis of USCG's cost savings process within the Golf & Country Clubs Industry.*



# CASE STUDY / GOLF & COUNTRY CLUBS

## Introduction



**Heritage Ranch Golf & Country Club** is a Metroplex public golf course located in Fairview, Texas. This beautiful course and club house are designed by one of the nation's leading golf course architects, Mr. Arthur Hills. Heritage Ranch offers an amazing golf experience to public golfers and members alike, serving McKinney, Plano, and Allen, Texas.

In mid 2015 Heritage Ranch began an internal review of costs associated with key operational and utility factors. Waste Management services were evaluated and it was determined that due to significant existing and rising costs it would be a top priority to look into any potential savings opportunities.

Shortly after the internal waste management review, and with limited options available, Heritage Ranch was introduced to the USCG through a strategic partner, **VGM Club**. To their satisfaction, the USCG had worked with a number of golf courses and country clubs nationwide over the years, and had produced substantial results. Through the USCG performance-based program, Heritage Ranch would be able to participate in a waste management analysis, which would include a price reduction proposal at no capital expense.

## The USCG Strategy

The USCG provides a customized waste management solution for each client. Golf & Country Clubs offer their own set of criteria for waste management requirements which the USCG is highly knowledgeable of. Through the USCG program, we provide a savings average of 30% - 40%!

### 3-Phase Auditing Process

USCG's comprehensive auditing process covers both, operational aspects and pricing components included in Heritage Ranch's overall existing waste program. Facility and waste stream audits were conducted onsite. Incumbent vendor contracts, terms and conditions were abstracted and rates were (re)negotiated.

### Logistical Bidding & Aggregate Pricing

Working with over 7,200 service providers in the waste industry, the USCG utilizes a unique position when going to bid for our clients. The USCG combines our price aggregation model together with our diverse client portfolio in order to offer Golf & Country Clubs huge volume discounts. Through our strength in negotiations, we consistently provide our clients with the lowest rates, best terms and most efficient way to service their specific waste and recycling needs.

## Recycling & Green Sustainability

Through the USCG waste management process, we develop customized recycling and green programs for our clients. These programs are designed in such a way that they do not affect the day-to-day operations of your club. In fact, historically, the USCG green programs have proven to increase efficiency while decreasing costs, and reducing waste material from ending up in landfills. Many times rebates are even available for certain recyclable material.

## Performance Metrics

The USCG was able to provide Heritage Ranch Golf & Country Club with astounding results.

- ✓ **Green Sustainability**
- ✓ **Rebates Achieved**
- ✓ **44% Cost Savings**

### Contact & Presentation Information

USCG would like to invite you to witness our process firsthand. We'll have a savings analysis back to you in as little as 30 days! Call or email us for more information on this exciting program.

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