

# USBC Regional Call

## *“Bettering Proprietor Relationships”*

February 2024



THE UNITED STATES BOWLING CONGRESS | BOWL.COM



# General Housekeeping

★ RVP Compliance



★ Convention Delegates

★ Convention Registration now open!



# AGENDA

1

Overview of the Bowling Industry

2

Understanding Issues and Priorities

3

Stop

4

Collaborate

5

Listen

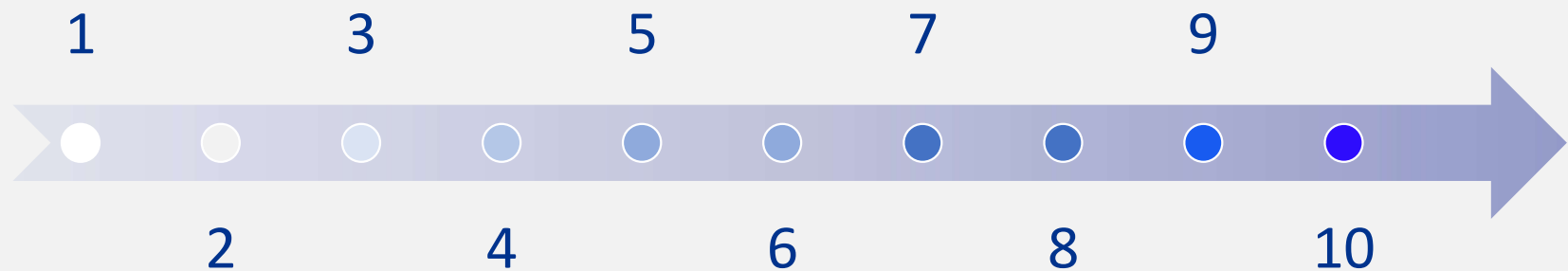
6

Question & Answer

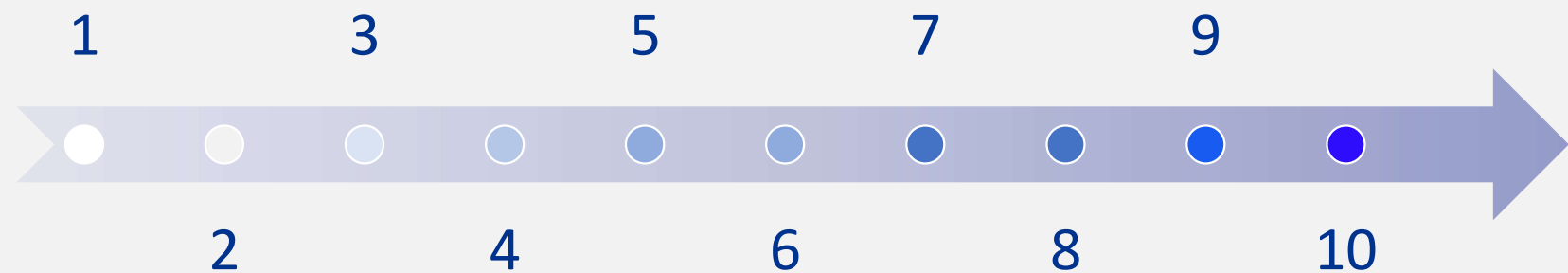


# Opening Thoughts

How important is it for the association to have a positive relationship with proprietors?

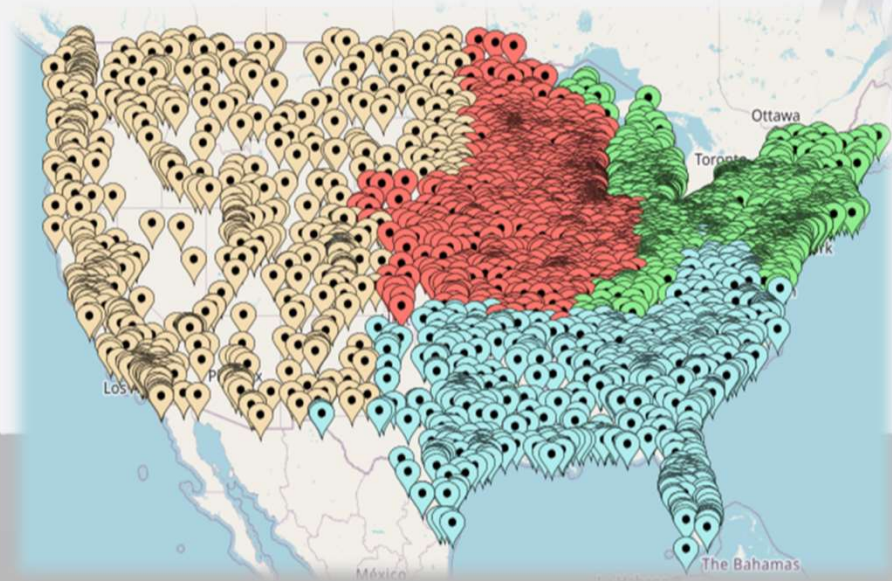


# How would you currently rate your relationships with your proprietors?



# Bowling Industry Overview

- ★ 3800+ certified USBC centers
- ★ 53% of associations have a single center
- ★ Largest operator owns less than 10% of the total centers



# Understanding Issues and Priorities

## Issues Proprietors Face

Rising Costs

Limited Lane Availability  
(Inventory)

Staffing Shortages

## Issues Associations Face

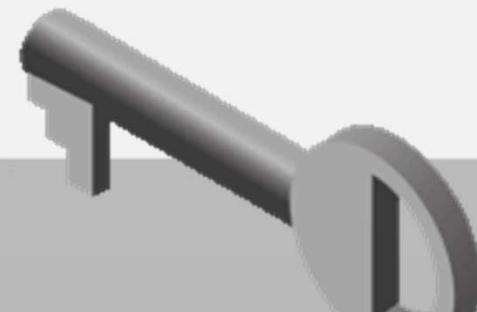
Rising Costs

Bids/Lanes for Tournaments

Vacancies on Board



Proprietors are the KEY!!





What are your successes/ best practices when working with proprietors in your area?



# Survey Comments

“Bowling Center Management understand the need to provide weekends for bowling tournaments”

“Financial support with decreased lineage for tournaments”

“Biggest issue we have is keeping to a time-honored schedule that bowlers know. Centers are asking more and more to move tournaments from traditional time slots.”



How you can help...



# Stop In

★ Visit

★ Bring Coffee or lunch

★ Ask how to assist



# Collaborate

- ★ Tournament lanes
- ★ Create win-win scenarios
- ★ League nights
- ★ Do what's best for the MEMBERS



# Listen

- ★ What are their issues
- ★ How they envision their business to run
- ★ Assist and address issues as needed
- ★ Let them call you for help



## Take Action

What is something actionable that your board can do to better the proprietor relationship?









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**ASSOCIATION  
DEVELOPMENT**

Next Call Topic: *"Annual Meeting Best Practices"*

## **Association Contact Information**

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