



PGA

Western New York Section



Official Publication of the Western New York Section

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**Western New York
Section PGA**

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Letter From Chip Clover, Western New York PGA President

It's officially March and the excitement that I feel as I look forward to re-establishing connections with my membership and getting a golf club back in my hands again are tempered with the plight of those who are not quite as fortunate. It comes as no surprise that many facilities are struggling to maintain their memberships and just keep the doors open while the number of PGA Professionals losing their jobs around the country and within our own section is troubling at the very least.

If you are aware of someone who has lost his or her position, please offer whatever help you can. Maybe it means making a phone call to a contact of yours or making room on your staff if even in a limited capacity but the effort itself is what counts. There are a number of PGA Professionals in our country who are currently under-employed but that appears to be a better alternative to allow that individual the necessary time to search out their next position.

The MSR cycle runs through June of 2011. Those of you that need meeting points specifically can only achieve those points by attending our spring and fall meetings (6 credits each) or by attending the PGA national meeting (8 hours), another Section meeting (6 hrs. max), chapter meeting (4 hrs. max), or a National Allied Association meeting (2 hrs. max).

The compensation survey has been online since early in the year and Tom Kendrick, our National Employment Director and I am asking you to please complete it at your earliest convenience. The information gathered in this survey allows our employment department to better understand the current state of our industry and the quality of our jobs but they can't do this without our assistance. The deadline to complete this vital tool is March 15th.

This is the time of the year that we are all asked to register for the Play Golf America Programs on the PGA Links web-site. Don't be overwhelmed by the number of offerings, rather; view the offering like a menu and choose only the programs that best fit your facility and are most likely to be successful for you. One program done well will be much more impacting than taking on multiple programs done marginally.

The Section Staff under Joe's direction has done a very good job implementing the Admin Program into our section operations to date and some of those changes are noticeable already. Our web-site and e-mail blasts already have a more professional appearance and those are direct improvements from our team down at the National Office. There is much to learn for the Section Staff, your Officers, and the Board of Director's and we anticipate some bumps along the way, which is why I am asking each of you for your patience as we all become more familiar with the system.

Looking forward to seeing each of you at the spring meeting,

Chip



Note from Joe Bertino, Western New York PGA Executive Director

With just a few weeks to go before it all starts again for you, I'd like to touch on just a few notes that should be of some interest to you all.

Our First Niagara – WNYPGA Junior Tour launched its registration this past week, and participation seems to be going at least as well as last year, with many events already full for some age groups- We registered over 110 juniors in our first week alone! After resolving some credit card acceptance issues, we think we have a pretty good handle on the online registration procedures that will ultimately make it easier for you to register for and submit payment of your choice!

The WNYPGA Spring General Meeting will be held at Transit Valley Country Club, 7811 Transit Rd, E. Amherst, NY 14051, on Monday April 12th. The meeting is scheduled to run from 8:30am through 11:30am (continental breakfast begins at 8:00am), with attending Members receiving 6 MSR Meeting credits. Transit Valley would like to make lunch (to which we have invited our directory listing sales representatives) available after the meeting, and we'd love for you to stay! Tom Kendrick will also be offering some critical employment information on a few key topics that should be of interest to a great many of you. His knowledge is truly something to take advantage of any time it is available. Weather permitting, an informal pick up golf game will be held after the lunch, and we intend to have media representatives from the section join each group to help celebrate the kick-off of the new season.

- The Meeting itself (6 meeting hours)- no charge
- Lunch after the meeting (if you'd like to stay, and pay that day)
- Education with Tom Kendrick (4 MSR hours, begins at 1:00pm, \$20 charge)
- Informal golf game afterwards. (nominal fee payable that day)

In order for Transit Valley CC and our staff to prepare for the four separate activities, we are asking you to register for each of the following:

You will simply go to our website's member only side and register for those which you expect to attend. If you are unable to register online, you can always call our office at (716)626-0603 and have Julie do it for you! For the education seminar (and for future online events), you may pay with Visa, Mastercard, Discover, American Express, or you have the option to register and then pay that day with a check. We expect to have registration begin next Friday March 12th, and we'd ask that you try to register as soon as possible to help us all prepare.

As a reminder, in addition to other opportunities, March 15th is the deadline to submit an application for the PGA Financial Assistance Fund's scholarship program. The application needs to be completed online all in one sitting at www.pgalinks.com. The required test scores and transcripts must also be received at PGA by that date. Please don't miss out on this opportunity for your children or grandchildren!

I truly look forward to seeing you all on Monday April 12th,

Joe Bertino

2010 Western
New York PGA
Spring Meeting

Monday, April 12th
Transit Valley Country
Club

Come and kick off the
2010 season with us!



Play Golf America

Let's once again lead the nation in participation for some important Player Development initiatives- April is Free Fitting & Trade-Up Month! Be sure to register for this exciting event online and be a part of Play Golf America

National Program. PGA Professionals provide free 15 minute equipment fitting sessions to help golfers improve their game and trade up their equipment. **We were #1 in 2009!**

Please register for Free Lesson Month (May)! New for 2010, Professionals may offer free family clinics. We finished an outstanding 4th out of 41 sections last year, but had led the country for for several years before that- **We want to be #1 again!**

Education

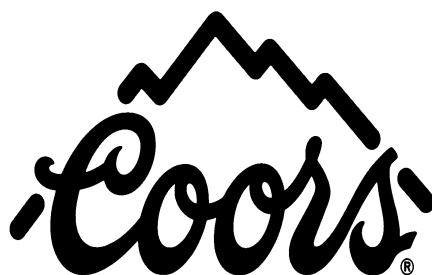
There will be a rules seminar on Saturday, March 27th at the Doug Miller Sports Dome in Greece, NY. The seminar will be conducted by Wilson Fitch who is a USGA rules official and will run from 9am-2pm. The cost is \$30 per person which includes a decision book and lunch. Each PGA Professional will receive 5 MSR credits after completion of the seminar.

Please send checks to:

Western New York Section PGA

Po Box 1728

Williamsville, NY 14221



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PGA™

Official Card of PGA Professionals

Employment Briefs from Tom Kendrick, PGA Employment Consultant

PRE-SEASON STAFF SESSION!

For many PGA professionals the season is right around the corner. Eager players, members and guests will be returning to facilities anticipating the new season, all hoping to play better and enjoy the game more in 2010. For head professionals and general managers, you and your staff can play a big role in fulfilling their optimistic expectations. In preparation for the new season, bring your staff together for a pre-season meeting and training session. Use the time to inform, train, educate and motivate your staff members on what is ahead for 2010.

Clearly define the challenges your facility is facing, discuss and brainstorm new ideas being sure to get your staff's input, then define the action plan that includes them in achieving success for the facility. For returning staff members, review performance in 2009 and preview improvements for 2010. New staff members will receive training in the basics. All staff members should clearly understand their role and how they will be an instrumental part of a successful 2010 season. Plan an all day session with an evening pizza party and social time. What a great way to kick off the season!

2010 PGA Compensation Survey

The 2010 PGA Compensation Study is available on PGALinks. The mission is simple - the more PGA Professionals that participate in the survey - the more valid our data. Employers place high credibility on Section numbers vs. National numbers so we need high participation in all areas so we can break down the information and get employers and professionals what they need.

- The Compensation Survey is very confidential. PGA professionals input their numbers rectly into the database - they are not read by anyone at HQ. The anonymity of the dividual and their facility is protected.
- Beginning in 2010 the Compensation Survey will be conducted annually, rather than every two years. Compensation is too important to be working with data that is outdated.
- The Compensation Survey complements the new Compensation Tool which allows us to turn the data around faster and get it posted for use. We expect information from the 2010 Compensation Survey to be available April 15.
- On a National basis In 2008, 57% of our members participated in the Compensation Survey. In 2010 so far, only 40% of our members have participated in the Compensation Survey. Our goal for the 2010 Compensation Survey is 65% participation.
- For the WNY Section in 2008, it ranked 30th of the 41 Sections with 55% participation. In 2010, the Section rank has dropped to last place, 41st, with only 31% participation to this date.
- Members have through March 15 to participate in the Compensation Survey, so we still have time to reach our goal.



We encourage you to click on the following link, login using your PGALinks Username and Password and complete the 2010 PGA Cmpensation Survey.

[Click Here to begin the 2010 PGA Compensation Survey](#)

Members on the Move!

Michael Dziabo, PGA, A-4 at Lancaster Country Club
 David A. Granata, PGA, A-1 at Webster Golf Club
 Dean Jewart, PGA, LMA is now a Life Member
 Terry L. Stiltner, PGA, A-1 at Bartlett Country Club

Welcome to the Western New York PGA!

David P. Snacki, PGA is the A-1 at The Fox Valley Club

March Birthdays

<u>Date</u>	<u>Name</u>	<u>Date</u>	<u>Name</u>
3/1	Jeff Kaye	3/16	Paul Sanders
3/2	Chuck Salitan	3/18	Jennifer Bellso
3/6	Steven Carney	3/19	Paul Riccio
3/8	John LaCrosse	3/19	Sam Urzetta
3/9	Ric Alberico	3/20	Brendan Murphy
3/11	Daniel Cantoni	3/20	Brian Tolnar
3/11	Jim Mrva	3/21	Steve Gertner
3/12	Wally Holmes	3/23	Sean Kennedy
3/13	Craig Carlson	3/23	Frank LaForce
3/13	David Wedzik	3/27	Andrew Dvornski
3/14	Timothy Knapp	3/28	Adam Singer
3/15	Alex Wright	3/29	Billy Kaye

April Birthdays

<u>Date</u>	<u>Name</u>	<u>Date</u>	<u>Name</u>
4/3	Ben Wilson	4/17	Steve O'Neill
4/6	Dianne Wilde	4/17	Jeremy Wabick
4/7	Thomas Donahue	4/17	Ray Ziats
4/9	Gene Ashe	4/20	Thomas Laszewski
4/9	Michael Lessard	4/23	Eric Yaekel
4/9	Linda Opalisky	4/26	Jeffrey Lezark
4/13	Bob King	4/26	George Pfeiffer
4/14	Edward Borek	4/27	Joseph Lusardi
4/14	Ryan Daley	4/30	Michael DiCroce
4/14	Mark DeRidder	4/30	Dan Graney
4/15	Joe Bertino		

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