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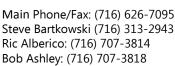
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CONNECT WITH THE SECTION











MICHAEL O'CONNOR, PGA
WNYPGA PRESIDENT

PRESIDENT'S MESSAGE

Dear PGA Professionals,

Even though the weather didn't cooperate for our first two Section Events, it seems we have turned the corner and good weather has arrived. I've enjoyed catching up with several of you at our Section tournaments and I look forward to seeing everyone throughout the summer! Congratulations to all our tournament winners thus far!

Thank you to all those Professionals who have & will make an effort to support; PGA Junior League, Hope Program and enabled access for Junior Tour events. Your participation in such programs ensures that

the PGA Professional is the leader in Golf!

We will soon be conducting our WNYPGA Summer Board Meeting. I encourage you to contact myself or Steve Bartkowski with any items you would like the Board of Directors to discuss. Your input is critical so your leadership can focus our energy to meet the needs of our Section members.

Good luck to Dwayne Randall as he will represent the WNYPGA Section later this month at the PGA Professional Championship. It will be contested at Sunriver Resort, so go low Dwayne!

Kind Regards, Michael

EXECUTIVE DIRECTOR'S MESSAGE



STEVE BARTKOWSKIWNYPGA EXECUTIVE DIRECTOR

Ladies and Gentlemen,

I would like to begin this month by saying thank you! Thank you to you as the PGA Professional who has allowed us to use your facility for the young girls and boys on the WNY-PGA Junior Tour. The tour has reached numbers that we never thought would be possible this season. I only wish I could turn back the clock to my junior golf career and be able to play the outstanding courses week in and week out that our young members have the opportunity to play.

With junior golf in mind, your Section Staff, along with the help from the RDGA, BDGA, and PGA Professionals will be conducting four local qualifiers beginning the end of this month. This is the perfect time for you to utilize the Drive, Chip & Putt Instruction Playbook at your club. This playbook was created by the PGA of America this past April to

help leverage the successful Drive, Chip and Putt Championship to develop and retain new youth golfers at their facility and leverage the popularity of the event to drive new revenue to the facility and its PGA Professionals. More Information on the Playbook.

Your fellow PGA Professionals in leadership roles are continually striving to grow the brand of your section, the brand of you as a PGA Professional, and the brand of your facilities. One opportunity that is easy for you to get involved in and takes little time to complete is the "2017 PGA Professional Interview Series" on BuffaloGolfer.com. The goal of the series is educate golfers across WNY what it means being a PGA Professional in hopes that they may have a better understanding and appreciation for what each of you does on a daily basis. The next interview is set to go live on June 14th with the newest WNYPGA Section Member - Lauren Tallman. If you are interested in completing an interview please contact Ron Montesano at buffalogolfer@gmail.com.

An additional opportunity showcases the instructional talents of our PGA Professionals. This is the "WNPGA Tip of the Week" presented by RochesterFirst.com. These video lessons shot by our very own Section PGA Members run throughout the summer and hopefully not only provide great tips for viewers, but also encourage golfers to visit their local WNYPGA Professional to improve their game. Check out the

latest videos <u>HERE</u>. The 2017 Series is sold out but if you are interested in the future please let us know.

One final thought in relation to building your brand - show your talents to more than just your students or members at your facility. If you are looking to build your brand then you should try to be in front of as many unique people as possible. This can be out at Section Programming such as Drive, Chip and Putt Events, Foundation Fundraising Initiatives such as the Duster Challenge, or even just promoting your brand on social media. I follow many of you on social media and am impressed with some of the events and programs you conduct for your members/students. Continue to be visible and engaged!

Respectfully,

Steve Bartkowski WNYPGA Executive Director

INTRODUCING THE ALL NEW DRIVE?

THE EASY CHOICE WHEN LUXURY, PERFORMANCE AND VALUE MATTER.



At Yamaha, the best golf cars just got better. Our new lineup of cars is now more beautiful and luxurious than ever before. The new Drive² comes equipped with the comforts and conveniences today's golfers demand, like an improved automotive-inspired dash that is 34% bigger with built-in slots for range finders and mobile devices, no-slip storage compartments, and optional USB ports to stay powered up and connected during every round. The Drive² lineup also features modular body panels, new colors, and performance-tuned suspension for the smoothest ride on the course. With innovations like these, it's no wonder Yamaha was rated #1 in customer satisfaction, customer support, and reliability.⁽¹⁾

The Drive². Another reason why Yamaha is the easy choice.

Visit MayTheBestCarWin.com to schedule a test drive or for more information go to YamahaGolfCar.com





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CHRIS ZUMPANO NEEDED AN EXTRA HOLE TO CLAIM HIS FIRST MAJOR

COMPLETE RESULTS LINKS

PROFESSIONAL DIVISION **RESULTS**

> **SENIOR** DIVISION **RESULTS**

AMATEUR RESULTS Monday, May 15th -Stafford CC, Stafford, NY -

Stafford Country Club hosted the first major championship of the 2017 season after a tough start to the 2017 season with rain seemingly in the forecast every day. Claiming victory, and his first championship in made a birdie the WNYPGA Section, was Chris Zumpano who is an Assistant Professional at Oak playoff hole, Hill Country Club. Chris shot a 1-under par 71 and finished tied with Mike Kiel and sional Divi-Rob Krajewski. The three players needed to take it to extra holes. Chris drove his tee shot on Hole #18, the first playoff hole, over the 280 yard Par 4, chipped with- Club and in three feet and made the

putt for birdie for the win!

Kirk Stauffer, Head Professional at Pine Acres Country Club, tied with Jim Mrva, Head Professional at Monroe

Golf Club with two over par 74s. Kirk three on hole #18, the first to win the Senior Profession.

Charlie Barth from the Cherry Hill

Andy Fretthold from River Oaks Golf Club tied for low Amateur honors.

Thank you to our host club and sponsor NEW ERA!



SHOW ME THE MONEY

HIGHLIGHTING CONTRIBUTING SPONSORS

NEW ERA CAP | GOLF MAX/GOLF PRIDE | CLUB CAR | DONALD ROSS SPORTSWEAR

THANK YOU

The Western New York Section would like to highlight our event sponsors from the previous month of May who made contributions to the WNYPGA to enhance our tournament program, educational events and other activities here on the "Show Me the Money" page.

Please take a moment to express your gratitude via mail, email or social media when possible.









WNY OPEN @ STAFFORD COUNTRY CLUB

*NEW ERA CAP (@NewEraCap)

E.J. Flammer, Senior Category Manager, Golf (ej.flammer@neweracap.com) **Brendon Burke**, Golf Sales Representative (Brendon.Burke@neweracap.com)

New Era Cap 160 Delaware Avenue Buffalo, NY 14202

ASSISTANTS ASSOCIATION EVENT @ COUNTRY CLUB OF BUFFALO

*GOLF MAX / GOLF PRIDE (@Golfmaxusa / @golfpridegrips)

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Mike Sierchio, National Sales Director Golf Max 535 E 42nd St. Paterson, NJ 07513

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Donald Ross Sportswear 8500 Roll Rd, Unit J Clarence, NY 14031







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Exclusively at Finer Golf Shops and Resorts



DR103 VET June/July17 AJ 10. ndJ 1 427/17 12/49 PV

WELCOMING NEWEST ELECTED PGA MEMBER

LAUREN TALLMAN, PGA

Q & A with the Newest **Elected Member – Lauren** Tallman, PGA

Election Date - May 3rd, 2017

Where did you grow up? I am originally from Ithaca, New

What college did you attend?

I attended Lock Haven University in Pennsylvania for 2 years and then transferred home to Tompkins County Community College to earn an Associate's degree in Sports Management.

Where was your first job in the golf industry?

My first job in the golf industry was at PGA Tour Superstore in Myrtle Beach, South Carolina. I worked there for 2 years giving indoor golf lessons and club fittings with the About Golf software. It was there that I developed a love and understanding for the importance of properly fit golf clubs for each person. I still use the knowledge I gained while working on the high tech machines to help my students understand the importance of finding the correct golf clubs for them.

My first green grass golf job was at Bath Country Club, in Bath NY. I worked for David Thompson for 2 seasons (2013, 2014). In the winter I traveled to Sarasota Florida to work at Heron Creek GC. In 2015 and 2016 I relocated to the CNY PGA and worked at the Country

Club of Ithaca for Martha Wells. In 2016 I was awarded the "Assistant Golf Professional" of the year for CNY PGA.

Where do you currently work?

In 2017 I relocated to Victor, New York in the pursuit of doing what I love on a full time basis. Currently I am an independent golf instructor at Ravenwood Golf Club and Eagle Vale Golf Course. I have established the LPGA Girls Golf of Greater Rochester program at both of these facilities. This program has introduced 36 girls ages 7-14 to golf through marketing to local schools and businesses. I hope to grow this program further this season and for to students of all abilities, and many seasons to come. In addition I also conduct U.S. Kids Golf Level 1

clinics at both facilities for boys and girls, as well as a Pee Wee (ages 4-6) program that is completely booked until end of June.

What are your career aspirations?

My goal is to position myself at a golf facility that is receptive to the new **PGA Golf initiatives** and welcoming to programs such as U.S. Kids Golf, LPGA Girls Golf, and women's golf programs such as "Nine and Dine" etc. I believe the growth of the game of golf begins with

junior golfers and women golfer participation. I enjoy organizing and running golf instruction programs and watching them blossom into exciting events that people look forward to participating in on a weekly, monthly, or yearly basis. Additionally, if facilities want to be profitable in the future, growth of the game initiatives should be embraced to help them survive and gain membership instead of lose them. My ideal position would be "Director of Instruction" or "Player Development Coordinator" at a facility in the Rochester area.

I am happiest when teaching golf watching as they experience their "best shot ever.'



WNYPGA MEMBERSHIP UPDATES

Best of Luck to all who have started a new role in May.

NAME SERVES AS FACILITY NAI	ME
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Matthew Clark, PGA A-8 (Assistant Professional)

Jeffrey Mietus, PGA A-8 (Assistant Professional)

Jessica Negron B-8 (Apprentice Assistant)

Michael C Shine B-8 (Apprentice Assistant)

Erik Yaekel B-14 (Apprentice Director of Instruction)

Niagara Frontier Country Club The Park Country Club Country Club of Buffalo Country Club of Buffalo Eagle Vale Golf Club



PGA FINANCIAL SCHOLARSHIPS WINNERS

2017 Western New York Section John Cox Scholarship Winner, **Elizabeth Kaye**.

2017 Western New York Section Scholarship Winner, **Margaret LaForce**.

NAME	CLASS LEVEL	CUM. GPGA	WEIGHTED CUM. GPGA	CURRENT GPA	WEIGHTED CURRENT GPA	COLLEGE TOTAL ACTIVTY	WEIGHTED COLLEGE ACTIVITY	SCHOLAR INDEX	WINNERS
Elizabeth Kaye	Sophomore	3.85	57.75	3.85	28.88	19.00	7.31	93.94	John Cox 2017 National 2014
Margaret LaForce	Sophomore	3.73	55.95	3.88	29.10	10.00	3.85	88.90	National 2017 National 2016

REGISTRATION IS NOW OPEN

2017 WNYPGA CHAMPIONSHIP



WNY PGA PROFESSIONAL CHAMPIONSHIP



July 17-18, 2017

Arrowhead Golf Club

Sponsored by: Club Car - Mercedes Benz – OMEGA Supporting Sponsors: The PGA Tour

You MUST REGISTER through PGA National by visiting www.pga.org, www.pgatournaments.com or by calling 1-800-474-2776.

ENTRY: \$140

REGISTRATION DEADLINE:

Wednesday, July 5, 2017 11:59 PM.

FORMAT: 36 Hole Stroke Play to qualify for 3 Spots and 3 Alternate Spots for the 2018 PGA Professional Championship, presented by Club Car, Mercedes-Benz USA and OMEGA will be played at Bayonet Black Horse in Seaside, CA., June 17-20, 2018.

ELIGIBILITY: MP* A1, A2, A4, A5*, A6-24, LMA, LMMA (*Eligibly Employed)











NATIONAL CAR RENTAL WNYPGA ASSISTANT CHAMPIONSHIP



Friday, August 25, 2017

Springville Country Club

Tournament Sponsor: National Car Supporting Sponsors: Srixon, Cleveland Golf & XXIO, Golf Advisor, John Deere

Registration for this event MUST be completed by call the PGA of America at 1-800-474-2776 or by visiting www.pga.org or www.pgatournaments.com.

ENTRY: \$160

DEADLINE TO REGISTER: Wednesday, August 9, 2017 11:59 pm.

FORMAT: 36 Hole Stroke Play to qualify for 2 Spots and 3 Alternate Spots for the 2017 National Car Rental Assistant PGA Professional Championship on PGA Golf Club's Wanamaker course - November 9-12, 2017.

ELIGIBILITY: A-8 & Apprentices, eligibly employed









SENIOR PROFESSIONAL CHAMPIONSHIP



WNYPGA Senior Championship

Presented by: Mercdes-Benz USA Supported by: John Deere & The PGA

Thursday, August 31 & Friday, September 1, 2017

Monroe Golf Club

DEADLINE: Wednesday, August 23, 2017 11:59 pm

ELIGIBILITY: MP* A1, A2, A4, A5*, A6-24, LM, LMA, LMM, LMMÁ (*Éligibly Employed)

FORMAT: 36 Hole Stroke Play. (18 for Classic Division)

2 Spots – 3 Alternate Spots

2017 Qualifiers will compete at Desert Mountain, Scottsdale, AZ Sept 28 – Oct 1,2017







EMPLOYMENT BREIF



KEITH FISHER, PGAEMPLOYMENT
CONSULTANT

Utilize the *TEAM* Approach!

Throughout history, golf has been recognized as an individual sport. With each swing or stroke, the player must conquer the course on his or her own terms. If one goes back far enough, the club professional was similarly an individual in the workplace. Often an independent contractor, the professional owned the concessions and was almost solely responsible for the success or failure of the golf operation at the club or golf facility.

But in today's golf facility environment, the PGA golf professional is part of a team of managing professionals who must work cooperatively to achieve success for the facility. Using the TEAM concept, we offer this acronym for the slogan to the TEAM approach; "Together Everyone Achieves More"! Today's PGA Professional must be willing to be part of a team at their facility to achieve the highest level of success for their facility.

In a challenging, competitive marketplace where many facilities are struggling financially, it is imperative that each PGA Professional understand that their success, and ultimately their continuing employment, may be tied to functioning effectively in a TEAM environment. And their TEAM will have three distinct relationship sets that must be managed effectively.

Manage UP – relationships and communication up the ladder (general manager, golf committee chair, owner, etc.) may be the most critical of the three. Regular meetings (weekly, bi-weekly or monthly) throughout the season plus a year end performance review enables professionals to be fully aware of their employer's expectations and how they are meeting them. Most importantly, regular meetings enable communications back to the employer on challenges faced and progress in meeting their expectations.

Manage OUT - managing relationships with peers in other departments at a club/facility can be very challenging but is extremely critical. Successful professionals know a positive, cooperative attitude when working with greens superintendents, food and beverage managers, office managers, etc. pays dividends in the long run. Nothing can spell success in the TEAM concept more than consistent, positive management of these relationships. Regular communication to share ideas that help all departments get better can be key in the club/facility's overall success.

Manage *DOWN* – for professionals in management roles, clearly setting expectations for staff performance and providing training and guidance to meet those expectations is essential. Staff members thrive when managing professionals show interest in them, provide them the tools and knowledge to succeed and offer praise when they meet or exceed expectations. A hearty "job well done" or "pat on the back" goes a long way in motivating staff to go the extra mile. When expectations aren't met, a calm correction plus encouragement to improve will always be more effective than a slap on the wrist. Staff members want to do a good job, help them do it any way possible!

Being a true TEAM player is not always easy but helps offer professionals the best chance for long term success. No professional can work long term in such a challenging environment without bumps in the road; the best professionals just manage the bumps better. Building strong relationships up, out and down can be essential in making the road as smooth as possible!

Keith Fisher is a PGA Professional and Employment Consultant for the PGA of America. He can be contacted at (937) 475-4509 or by e-mail at kfisher@pgahq.com.

WNYPGA JR TOUR PRESENTED BY NEW ERA **OFF TO A HOT START**

2017 WNYPGA Junior **Tour presented by NEW ERA Going Strong Despite** the Weather

The 2017 WNYPGA Junior Tour is off and running. Saturday April 22nd, the Juniors endured frigid conditions at Midvale Country Club in Fairport, NY and still posted some amazing scores. Mike Tomzcak took home the gold in the Boys 16-18 Division with a score of 78. The South Wales native, Luke Stanley, fired a 78 and captured the Boys 13-15 Division. In the Boys 10-12 9Hole Division, Joshua Bradley claimed the title with a 46. In the Girls 16-18 Division, Emily Kase of Tonawanda won the gold by firing a 91. Mikah McDonnell battled the elements and finished with a solid 91 to take first place in the Girls 13-15 age division.

Mother Nature was kind with sunny skies and temperatures in the 60's as 70 Juniors competed at Ridgemont Country Club in Greece, NY on Sunday afternoon. Julia Zigrossi of Spencerport, NY was the gold medal winner in the Girls 10-12 Division, shooting a nine hole score of 52. In the Boys 10-12 9 Hole Division, Nolan Lin posted a 45 for the victory. There were co-champions in the Boys 16-18 Division with Mike Minnehan and Matt Coffey each posting an 80. The Boys 13-15 Division was won by Matt Jackson who ran away from the course firing a 77 to take the title. Mikah McDonnell of

Webster, NY completed the weekend sweep in the Girls 13-15 Division shooting a 93 to take the first place honor.

The WNYPGA Tour was on its Batavia swing for week 2. Saturday April 29th, Terry Hills Golf Club hosted boys and girls ages 13-18. Alex Z. shot a 75 to win the 16-18 boys division. Matt Jackson fired a 74 to take the Gold in the 13-15 age division. Stephanie Wippert of Clarence, NY took the honors in the 16-18 age division with a 98. In the Girls 13-15 Division, Brenna Callahan finished

strong with back to back birdies on the back nine, finishing with an 83 for the crown.

Stafford Country Club hosted the Tour on Sunday. The Boys 9 Hole Division was won by Joshua Bradley with a 44. Julia Zigrossi of Spencerport, NY took home the gold in the Girls 9 Hole Division with a 55. The Boys 13-15 Division had cochampions with

Charlie Fischer and Ian Wagner firing 82's. In the Girls 16-18 Division, Heather Haas was victorious shooting an 87. Cory Ignaczak finished with an 81 to win the boys 16-18 division. Sarah White was the victor in the Girls 13-15 Division with a score

of 83.

The WNYPGA Junior Tour visited Tan Tara Golf Club in North Tonawanda on Saturday May 7th and the weather wasn't the only thing that heated up. 12 year old Alex Standish of South Wales, NY playing in his first tournament ever stole the show. On his very first swing he scored a Hole-In-One on the 112 yard par 3 first hole! It didn't faze fellow competitor Robert Cehulik who lit it up with a 39 to take home the gold. Tori leach the defending Girls 10-12 year old Player of the

> Year posted a 50 to win her division. Tan Tara member Emily Kase used her local knowledge win the Girls 16 Division -18 with an 87. Brenna Callahan won her second straight Girls 13 event shooting a 95 to edge fellow Clarence High School team mate Alyssa "LB" Ballaro by a



ALEX STANDISH Celebrates his Hole-In-One on the 1st Hole at Tan Tara Golf Club

single stroke. Carter Hassenplug traveled all the way from Northeast, PA to win the Boys 13-15 Division with a 79. Low round of the day went to Joe Tomczak who shot 77 to claim the Boys 16-18 Division.

Sunday Chautauqua Golf Club played host to the WNYPGA Juniors and the great play continued. Max Via of Buffalo was medalist with a 75 to win the Boys 16-18 Division. Lawrence Park member Sarah White made it 2 events and 2 victories winning the Girls 13-15 Division shooting 92. Jeremy Edmonds took the gold medal back to Penfield, NY shooting an 82 to capture the Boys 13-15 Division. In the Girls 16-18 Division Maddy Catalano was victorious with a 101. Gwendolyn Yarnall

continued her strong play from last season posting a 50 to win the Girls 10-12 Division. In the Boys 10-12 Division Alex Schlickling carried the momentum from his second place finish at Tan Tara to win at Chautauqua with a 42.

Niagara Frontier Golf Club in Youngstown, NY hosted the WNY-PGA Jr Tour on May 27th and the weather was spectacular for the rescheduled date. Gwendolyn Yarnall was victorious in the Girls 9 Hole Division as was Robert Cehulik in the Boys 9 Hole Division firing a 43. Amanda Gaffney won the Girls 16-18 Division with a score of 85. Sarah White of Erie, PA won her 4th straight 13 – 15 Girls Division event posting an 80. In the Boys 13-15 Division Ian Wagner took the Gold Medal with a 77. Cary Ignaczak was medalist with a 72 to capture the Boys 16 – 18 Division.

Some of our Early Junior Tour Winners:



Boys 16 – 18 Division **DYLAN ANGELO**



Boys 9 Hole Division (L to R)

ROBERT CEHULIK, CARTER DITTMAN, NOLAN LIN



Girls 9 Hole Division (L to R)

GWENDOLYN YARNALL KAYLA BUCZKOWSKI



Girls 13 – 15 Division (L to R) **SARAH WHITE CLAIRE YIOULOS**



Boys 13 – 15 Division (L to R)

ADAM TATA IAN WAGNER **LUKE STANLEY**



Girls 16 – 18 Division (L to R)

EMILY KASE HEATHER HAAS AMANDA GAFFNEY

OPPORTUNITY FOR JUNIORS TO REPRESENT THE WNYPGA ON A **NATIONAL STAGE**

Two Boys and Two Girls Will Represent the WNY-**PGA On the National Stage for First Time Ever**

Starting in 2017 the Junior PGA Championship will be split into two separate championships, the Girls Junior PGA Championship and the Boys Junior PGA Championship.

2 Boys and 2 Girls between the ag-

es of 13-18 will be representing the Junior PGA Championship is where Western NY PGA.

WNYPGA Professionals please make sure your top juniors register for the WNYPGA PGA Junior Championship on June 30th at the Fox Valley Club in Lancaster, NY. For Information and registration **CLICK HERE**

A History of showcasing tomorrow's stars one of golf's major championships for juniors, the

the best in the world get their start.

Begun in 1976, at Walt Disney World Resort in Orlando, Fla., the Championship has been a popular stop on the national junior circuit for many of today's PGA and LPGA touring professionals.



WNYPGA FOUNDATION TO BENEFIT

On behalf of the Foundation Board of Trustees we excited to announce that three different organizations will be including your WNYPGA Foundation as the beneficiary of their events this season.

The organizations and events include:

- 1 LECOM/CCIDA Junior Pro-Am and Regular Pro-Am at Peek N' Peak Resort on July 3rd and 5th
 - 2 **The Duster Challenge** at The Fox Valley Club on July 21st
 - 3 **Tee it Up for the Troops** at Wanakah CC on September 11th

Please view the below details and feel free to forward along to any of your members who may be interested in participating. Or, if you are interested in volunteering or donating a foursome, equipment or anything else for raffle items please contact Steve Bartkowski in the Section Office at (716) 313-2943









SECTION SPECIAL AWARDS

Now Accepting Nominations for the 2017 Season Below

The Western New York PGA conducts a special awards program each year that gives recognition to Section PGA Professionals for their outstanding contributions, performance, and achievements within their golf profession and the Western New York Section.

The Awards Committee is now accepting nominations for the 2017 season. Please use the link below to nominate fellow WNYPGA Professionals, or even yourself, for these prestigious awards.

If you should have any questions regarding the process please contact Awards Chairman David Wedzik or Co-Chairman Ryan Swanson.

CLICK HERE TO SUBMIT YOUR NOMINATIONS

Nominations will be accepted until end of business on Friday, June 30th