**BOARD OF DIRECTORS**

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Michael O’Connor, PGA</td>
<td><a href="mailto:mjokah@aol.com">mjokah@aol.com</a></td>
</tr>
<tr>
<td>Vice President</td>
<td>Rob Horak, PGA</td>
<td><a href="mailto:bhhpro@rochester.rr.com">bhhpro@rochester.rr.com</a></td>
</tr>
<tr>
<td>Secretary</td>
<td>Dan Antonucci, PGA</td>
<td><a href="mailto:pgagolfman@aol.com">pgagolfman@aol.com</a></td>
</tr>
<tr>
<td>Honorary President</td>
<td>Jeff Mietus, PGA</td>
<td><a href="mailto:jeffmietuspga@hotmail.com">jeffmietuspga@hotmail.com</a></td>
</tr>
<tr>
<td>Tournament Chairman</td>
<td>Jake Northrup, PGA</td>
<td><a href="mailto:jakenorthrup1@gmail.com">jakenorthrup1@gmail.com</a></td>
</tr>
<tr>
<td>Director of Area I</td>
<td>Mike D’Agostino, PGA</td>
<td><a href="mailto:mikethepro@aol.com">mikethepro@aol.com</a></td>
</tr>
<tr>
<td>Director of Area II</td>
<td>Chris Kulinski, PGA</td>
<td><a href="mailto:kulinskichrish@rochester.rr.com">kulinskichrish@rochester.rr.com</a></td>
</tr>
<tr>
<td>Director of Area III</td>
<td>David Wedzik, PGA</td>
<td><a href="mailto:golfevolution@gmail.com">golfevolution@gmail.com</a></td>
</tr>
<tr>
<td>Director at Large</td>
<td>Steve Carney, PGA</td>
<td><a href="mailto:scarney@holidayvalley.com">scarney@holidayvalley.com</a></td>
</tr>
<tr>
<td>Director at Large</td>
<td>Dwayne Randall, PGA</td>
<td><a href="mailto:randalldwayne@yahoo.com">randalldwayne@yahoo.com</a></td>
</tr>
<tr>
<td>Director at Large</td>
<td>Ryan Swanson, PGA</td>
<td><a href="mailto:sbuswanny@yahoo.com">sbuswanny@yahoo.com</a></td>
</tr>
<tr>
<td>Director at Large</td>
<td>Michael Kiel, PGA</td>
<td><a href="mailto:mkiel@rochestrerrrr.com">mkiel@rochestrerrrr.com</a></td>
</tr>
<tr>
<td>Director at Large</td>
<td>Sean Coleman, PGA</td>
<td><a href="mailto:scoleman@pga.com">scoleman@pga.com</a></td>
</tr>
</tbody>
</table>

**SECTION STAFF**

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Executive Director</td>
<td>Steven Bartkowski</td>
<td><a href="mailto:sbartkowski@pgahq.com">sbartkowski@pgahq.com</a></td>
</tr>
<tr>
<td>Tournament Director</td>
<td>Ric Alberico, PGA</td>
<td><a href="mailto:RAlberico@pgahq.com">RAlberico@pgahq.com</a></td>
</tr>
<tr>
<td>Junior Golf Director</td>
<td>Bob Ashley, PGA</td>
<td><a href="mailto:bashley@pgahq.com">bashley@pgahq.com</a></td>
</tr>
</tbody>
</table>

**INSIDE THE ISSUE**

3. **PRESIDENT’S MESSAGE**
   Michael O’Connor, PGA

4. **EXECUTIVE DIRECTOR’S MESSAGE**
   Steve Bartkowski

5. **WNYPGA DIRECTORY APP**
   Download the WNYPGA App

6. **2017 TENTATIVE EVENT SCHEDULE**
   View WNYPGA’s current event schedule

7. **GOOGLE EVENT CALENDER**
   View all that is happening around the Section

8. **TOURNAMENT REPORT**
   Ric Alberico, PGA

9. **COMPLETE THE 2017 PGA COMPENSATION SURVEY**
   The NEW streamlined 2017 PGA Golf Professional Compensation Survey is now available

10. **NEW BOARD MEMBER**
    Congratulating Sean Moffat, PGA and Welcoming Sean Coleman, PGA

10. **PGA FINANCIAL SCHOLARSHIP**
    Deadline—March 1st at 5:00 PM EDT

11. **DISTRICT DIRECTOR’S REPORT**
    Tim Fries, PGA

12. **EMPLOYMENT BRIEF**
    Keith Fisher, PGA

13. **MEMBERSHIP UPDATES**

14. **GOLF MAX / GOLF PRIDE**
    Supporter of the 2017 Pro-Pro Championship & Assistant’s Association

**CONTACT THE SECTION**

The Cabin at Fox Valley Club
6161 Genesee Street
Lancaster, NY 14086

Main Phone/Fax: (716) 626-7095
Steve Bartkowski (716) 313-2943
Ric Alberico: (716) 707-3814
Bob Ashley: (716) 707-3818

wnewyork@pgahq.com
westernnewyork.pga.com

**CONNECT WITH THE SECTION**

[Facebook](http://www.facebook.com)
[Twitter](http://www.twitter.com)
[Apple iTunes](http://www.apple.com)
[Android App](http://www.android.com)
PRESIDENT’S MESSAGE

Michael O’Connor, PGA

Happy New Year! It’s my sincere hope that you had a terrific holiday season and your able to recharge for the upcoming season.

Our new Executive Director Steve Bartkowski has been working diligently to prepare for the upcoming year. As many of you know Steve has tremendous passion and a strong work ethic. Under Steve's leadership, and with support from his team Ric and Bob, I’m very excited for the future of the Section. A special thank you to Ric and Bob for their support and dedication during the transition in the Section Office.

Your WNYPGA Board met in Orlando during the PGA Merchandise Show this past January. Aside from bringing Steve on board and conducting traditional Section business, there was great discussion on how to move our Section forward. As a result of these discussions we have scheduled our first full day Strategic Planning Session for this March. Our goal is to meet for intense strategic planning sessions in the spring and fall of every year. These sessions will be anywhere from 1-2 days in length. Our focus is to establish our path forward and to bring you the WNYPGA Section Member benefits from our programs, tournaments and employment opportunities.

Rob, Dan, Steve and myself met with Keith Fisher our Employment Consultant in Orlando to strategize on how to improve the employment landscape in the WNYPGA Section. Keith is working diligently to enhance compensation in current PGA facilities and is actively engaging non PGA facilities. However, to ensure Keith’s success we need to arm him with solid information. We are currently ranked 30th in the country for Sections that have completed the Compensation Survey. Please take a few minutes to fill out this survey on PGA.org, as this information will ultimately benefit you and other PGA Members in the Section. I want to congratulate our Section Members for your participation in Careerlinks. The WNYPGA is ranked #1 in the Country with 86% of you participating - great job!

As your planning for your clubs 2017 season of activities, please add PGA Junior League to the list. It’s a tremendous way for you to enhance your Junior Program, while generating revenue for you and your club. Please contact your Area Director for more information and price structure. Contact; Mike D'Agostino in the Rochester Area, Chirs Kulinski in the Buffalo Area and Dave Wedzik in the Erie/Souther Tier Area.

The Spring Meeting is scheduled for Monday April 3rd at Fox Valley, with a foursome scramble to follow the meeting. Please get engaged and come kick off the 2017 season with us.

I look forward to seeing you soon!

Kind Regards,

Michael
EXECUTIVE DIRECTOR’S MESSAGE

Steve Bartkowski

“Sense of community is a feeling that members have of belonging, a feeling that members matter to one another and to the group, and a shared faith that members’ needs will be met through their commitment to be together (McMillan, 1976).”

PGA Professionals,

I recently found that quote in an article I was reading about The Psychology of Communities and Factors that create that “Sense of Community.” You may ask yourself – “why were your reading that article”? Well, I stumbled across this piece because of the positive energy and sense of community that I have felt since moving back into the Western NY region. One really takes for granted what a special tight knit area that our great Section is nestled in, until they move away. Just the other day I stopped for a cup of coffee on my way to work - and to my surprise the lady in front of me paid for my purchase. Of course I followed suit and did the same for the family in the car behind me.

This sense of community and belief in the culture was never more apparent than when I visited our PGA Professionals administering the PGA HOPE (Helping Our Patriots Everywhere) program this past Monday at the Canandaigua VA. It is extremely inspiring to see our members giving back to the community that has afforded us all the opportunity to do what we love day in and day out.

As March quickly approaches us, I hope that many of you are able to sneak in one last golf trip in warmer climates before returning to your respective facilities. When everyone does finally report back to their facility, I hope that each of you are recharged and energized for the new golf season.

February and March are a time of substantial planning for your section staff. This spring we will be excited to announce some new partnerships, new events, foundation programming and a summary from the Board’s Strategic Planning Session to each of you. The Spring Meeting will be held at the Fox Valley Club on Monday, April 3rd. More specific details and itinerary will be relayed to the membership leading up.

I hope to see the majority of you in attendance!

Respectfully,

Steve Bartkowski
NEW WNYPGA DIRECTORY APP

Digital Member, Facility and Partner Directory, Western New York PGA Professional with Profiles, Partners and Sales Reps Listed, Contact Information at Your Fingertips

The New WNYPGA Directory APP is Affordable, Accurate & Accessible. PGA Members can enjoy access to our digital directory in the Western New York PGA App (Powered by BlueGolf)! With help from BlueGolf, you are now able to access a digital version of our member directory to enhance your experience connecting and networking with WNYPGA Professionals, facilities, partners and sales reps on and off the golf course. The directory enables PGA Members to connect with colleagues in just a few taps. You can search for members by Last Name and Facility Name. Information within the Directory is updated every evening by BlueGolf, in coordination with the PGA of America, in order to offer you the most up to date information possible from the convenience of your device. The Directory can only be accessed by members/apprentices of the WNYPGA Section and you can login with your Blue Golf Login Credentials.

Reasons Why We are Going Digital on an App:
• Affordable—the app is FREE
• Accurate—the app is update nightly via the PGA of America Member Management System. The directory info you search for is always up to date. No longer do you have to worry about the book being out of date.
• Accessible—the app is portable and super easy to use to find members, facilities, directions, sales reps and section sponsors.

Key Features:
• View WNY PGA tournament info, tee times, leaderboards and standings
• Find courses and course info - across the U.S. and Canada
• Read the latest WNY PGA news
• Season standings and stats.

How to download and install on iPhone, iPod Touch and iPad
On your device's home screen, tap the App Store icon.
In the Store, search for "Western New York PGA".
Tap on the App to select it.
Tap the FREE button to download.
# 2017 Tentative Event Schedule

## April
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mon 3</td>
<td>Spring Meeting &amp; Foursome Scramble</td>
</tr>
<tr>
<td>May 1</td>
<td>Senior Junior Championship</td>
</tr>
<tr>
<td>Fri 5</td>
<td>PAT</td>
</tr>
<tr>
<td>Mon 8</td>
<td>Titleist Scratch Pro-Am</td>
</tr>
<tr>
<td>Fri 12</td>
<td>Webster Pro-Am</td>
</tr>
<tr>
<td>Mon 15</td>
<td>WNY Open</td>
</tr>
<tr>
<td>Mon 22</td>
<td>Seneca Allegany Casino &amp; Hotel Pro-Am</td>
</tr>
<tr>
<td>Tue 30</td>
<td>Pro-Officer</td>
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## May
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fri 2</td>
<td>Lawrence Park Pro Am Invitational</td>
</tr>
<tr>
<td>Mon 5</td>
<td>Bartlett Pro-Am</td>
</tr>
<tr>
<td>Fri 9</td>
<td>Lake View Pro-Am Invitational</td>
</tr>
<tr>
<td>Mon 12</td>
<td>Children’s Hospital Pro-Am Invitational</td>
</tr>
<tr>
<td>Fri 16</td>
<td>PAT</td>
</tr>
<tr>
<td>Mon 19</td>
<td>Moon Brook Pro-Am Invitational</td>
</tr>
<tr>
<td>Mon 26</td>
<td>Chautauqua Watershed Conservancy Pro-Am</td>
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## June
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>Thu-Sun 6-9</td>
<td>Web.com LECOM Challenge</td>
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<tr>
<td>Mon 10</td>
<td>Pine Acres Pro-Am</td>
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<tr>
<td>Fri 14</td>
<td>PAT</td>
</tr>
<tr>
<td>Mon 17-18</td>
<td>WNY PGA Professional Championship</td>
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<tr>
<td>Fri 21</td>
<td>Wellsville Pro-Am</td>
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<tr>
<td>Mon &amp; Tue 24-25</td>
<td>Blaisdell Pro-Am &amp; Qualifier</td>
</tr>
<tr>
<td>Mon 31</td>
<td>WNY Classic</td>
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## July
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mon 7</td>
<td>Holiday Valley Pro-Am</td>
</tr>
<tr>
<td>Sun 13</td>
<td>Midvale Pro-Am Invitational</td>
</tr>
<tr>
<td>Mon-Tue 14-15</td>
<td>Coors Section Championship</td>
</tr>
<tr>
<td>Fri 18</td>
<td>PAT</td>
</tr>
<tr>
<td>Fri 25</td>
<td>Assistant Championship</td>
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</table>

## August
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>Fri 1</td>
<td>Senior Championship &amp; PGA Sr. P.C.</td>
</tr>
<tr>
<td>Tue 5</td>
<td>Pro-Assistant Championship</td>
</tr>
<tr>
<td>Fri 8</td>
<td>PAT</td>
</tr>
<tr>
<td>Mon-Tue 11-12</td>
<td>Match Play Championship</td>
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<tr>
<td>Mon 18</td>
<td>Golf Max/Golf Pride Pro-Pro Championship</td>
</tr>
<tr>
<td>Mon-Tue 25-26</td>
<td>OMEGA Tour Championship</td>
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## September
<table>
<thead>
<tr>
<th>Date</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Sun 1</td>
<td>Locust Hill Pro-Am</td>
</tr>
<tr>
<td>Mon 2</td>
<td>Senior Junior Ryder Cup</td>
</tr>
<tr>
<td>Fri 6</td>
<td>PAT</td>
</tr>
<tr>
<td>Mon 9</td>
<td>WNYPGA Fall Meeting &amp; Twosome Scramble</td>
</tr>
</tbody>
</table>

* Counts toward Player of the Year Award
The WNYPGA Section Office Staff has updated their phone office system to PGA of America Partner, Ring Central. PGA Professionals will now be able to reach each staff member directly.

**MAIN LINE (716) 626-7095**  
STEVE BARTKOWSKI (716) 313-2943  
RIC ALBERICO (716) 707-3814  
BOB ASHLEY (716) 707-3818
TOURNAMENT REPORT
Ric Alberico, PGA

PGA Professionals,

The WNYPGA Tournament Schedule is nearly completed and we are excited for the season to get underway. The complete events list is viewable at the WNYPGA Section Website, BlueGolf website or on the WNYPGA App. Registration for the events on BlueGolf will be available soon. Thank you to all of the host PGA professionals for their continued support and cooperation of our season!

Updated BlueGolf Tournament Information Pages will include the names and addresses of the management team of each facility and sponsor information for your reference. We encourage each of you to send thank you letters out to the respective parties.

As an added member benefit, the WNYPGA Hole in One Fund has been added to for the 2017 Season. Entry is $50 and can be found on the Tournament Schedule online or your WNYPGA App. Any and all Section Professionals that are entered into the Hole in One Fund and make a Hole in One during a WNYPGA Section Sanctioned event will share the total collected purse. If no Hole in One is made during the season, the collected purse will be donated to the WNYPGA Foundation.

The 2017 Playing Ability Test schedule, registration and sites can be found at the PGA.org website.

The PGA National Championships are listed on the WNYPGA Tournament Schedule. Registration for the WNY PGA Professional Championship, the WNY PGA Senior Professional Championship and the WNY PGA Assistant Championship require registration at the PGA.org website. Registration start and deadline will be posted on BlueGolf as soon as the information becomes available.

Invitational Pro Am entries will be sent by the respective head professionals. Please refer to Tournament Regulations Article I, Section 3 and Article IV, Section 4 for participation and invitation information.

We are looking forward to a great season of tournament play!

Sincerely,
Ric Alberico, PGA
WNYPGA Tournament Director

TOURNAMENT REPORT
Bob Ashley, PGA

WNYPGA Junior Tour - The 2017 WNYPGA Junior Golf Tour Membership Registration opened on Monday January 3rd and Tournament Registration started the following Monday January 10th. We are on our way to record numbers in both as there is still plenty of room for growth due to the new additions to our schedule and the generosity of our WNYPGA Members. New sites include Churchville G.C., Shelridge C.C., Triple Creek G.C., Bartlett C.C., Tan Tara G.C., and Durand Eastman G.C.. We now have three 36 Hole Junior Events that are recognized by the American Junior Golf Association and Junior Golf Scoreboard the WNYPGA Section Junior Championship, Niagara Falls Invitational, and the WNYPGA Junior Tour Championship. Future plans are to include more 36 Hole Events that are instrumental for Junior's that are seeking college scholarships.

For more information click here

Continued to next page
2018 Drive, Chip and Putt - Registration opened on January 25th for the 2018 National Drive, Chip and Putt Championship

Eligibility
The Drive, Chip and Putt Championship is open to boys and girls ages 7-15. Boys and girls compete in separate divisions in four age categories: 7-9 years old; 10-11 years old; 12-13 years old; and 14-15 years old. Participants will be grouped based on their age as of the National Finals Sunday, April 1, 2018. Participants must be at least 7 years of age on Sunday, April 1, 2018, and may not be older than 15 years of age on Sunday, April 1, 2018. Please note: a player may participate in local, sub-regional and regional qualifying if he/she is 6 years old provided that he/she turn 7 years old prior to April 1, 2018. A 15-year-old who will turn 16 years of age prior to April 1, 2018, is not eligible to participate.

Western New York Local Qualifiers
**Participants may register to compete in only one local qualifier.

<table>
<thead>
<tr>
<th>Day</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>Friday June 30th</td>
<td>Genesee Valley Golf Club, Rochester, NY</td>
</tr>
<tr>
<td>Thursday July 6th</td>
<td>J.C. Martin Golf Course, Erie, PA</td>
</tr>
<tr>
<td>Thursday July 13th</td>
<td>The Fox Valley Club, Lancaster, NY</td>
</tr>
<tr>
<td>Thursday July 20th</td>
<td>The Fox Valley Club, Lancaster, NY</td>
</tr>
</tbody>
</table>

From each Local Qualifying Site the three overall point earners in each of the boys and girls divisions from the four age brackets will advance to the Sub-Regional qualifying level of the competition to be held on August 16th at Turning Stone Resort and Casino, Verona, NY.

For more information or how to register [click here](#).

2017 PGA Junior League Golf - Registration is now open for Captains and Juniors.

The foundational youth growth-of-the-game program of the PGA of America, PGA Junior League Golf offers boys and girls—ages 13 and under of all abilities—a fun, social and inclusive opportunity to learn and play golf in a recreational team setting with their friends, complete with numbered jerseys. PGA and LPGA Professionals serve exclusively as Captains, providing kids with expert coaching and instruction. With parents and family members encouraged to assist as coaches and volunteers, PGA Junior League Golf involves the entire family and introduces them to an all-ages sport they can play and enjoy together for a lifetime.

In 2016 the WNYPGA Section had 5 PGA Junior League Golf Leagues in which 21 total teams competed. There were 2 Leagues each in the Buffalo and Rochester Areas and 1 in Erie. The Section is anticipating a substantial increase in participation in 2017 and the Buffalo Area already has a goal of 15 teams. Mike D’Agostino is the League Manager in Rochester, Jonathan Decker and Mike Dzaibo are the League Managers in Buffalo and the Erie League Manager is Sean Coleman. To register as a captain and questions [click here](#) or contact the Area League Managers or myself Bob Ashley at bashley@pgahq.com or 716-707-3818.

**COMPLETE THE 2017 PGA COMPENSATION SURVEY**

The **NEW streamlined 2017 PGA Golf Professional Compensation Survey is now available for Section Members to complete**

The NEW streamlined 2017 PGA Golf Professional Compensation Survey is now available for Section Members to complete. In theory, you will now be directed to answer only questions that are relative to your position. This survey provides key information to assist with performance evaluations, contract renewals, staff budgeting and other employer/employee interactions. Thus allowing PGA Professionals and their employers to know where they stand on the compensation scale in comparison to other Professionals and Facilities around the section. Your participation is key to ensuring WNY’s information is valid and meaningful.

All survey responses are treated confidentially with results being reported only if there are five or more responses. PGA Members who complete the survey by March 31, 2017 can receive up to two MSR Credits.

[COMPLETE SURVEY HERE](#)
NEW BOARD MEMBER
Welcoming Sean Coleman, PGA

We are excited to announce that Sean Moffat, PGA has accepted a job as the 1st Assistant at San Antonio Country Club. Sean was an integral part of the Section Board of Directors for his efforts on PGA HOPE and Junior League in Erie, PA and will certainly be missed. Per the Section Constitution and By-Laws, President Michael O’Connor has appointed Sean Coleman to fill Moffat’s role. Coleman has been invested in both HOPE and Jr League in Erie in the past few years which will make a smooth transition.

If you wish to contact Sean Moffat and congratulate him on his opportunity please feel free to shoot him a note at seanmoffat@pga.com.

CONGRATULATIONS TO SEAN MOFFAT

PGA FINANCIAL ASSISTANCE FUND SCHOLARSHIP APPLICATION NOW AVAILABLE

Established in 1986, the program provides college scholarships for children and grandchildren of PGA Members. It encourages and promotes the attainment of higher educational goals for the children and grandchildren of PGA Members, based on evidence of a high level of academic achievement during high school or college. Last year, this program awarded 128 scholarships totaling $295,000.

Important Information

• Applications must be completed and submitted online at PGA Financial Assistance Fund Scholarship Program by 5:00 p.m. ET on March 1, 2017.
• Students must submit, via mail, a sealed official transcript for the first semester of the current school year and ACT/SAT test scores. These must be IN HAND at the PGA headquarters office by March 18, 2017.
• Please be aware of your spring break times from school as school offices may be closed.
• If you are applying for financial need also submit the first page of your Student Aid Report (SAR).

High School Seniors:
• Cumulative unweighted GPA of 3.4 or higher
• SAT/ACT Test Scores
• Expected Family Contribution (EFC) Score from SAR report, if applicable

Current College Students:
• Cumulative GPA of 3.4 or higher
• Most recently completed semester GPA
• Expected Family Contribution (EFC) Score from SAR report, if applicable

Apply Now
To learn more about the Application Requirements and to begin your application CLICK HERE.
Hello everyone,
Hope you all had a great holiday season and finish to 2016. It was quite a year for our PGA as Jimmy Walker captured his first major at Baltusrol on the final hole, Davis Love III and our US team won back the Ryder Cup at Hazeltine, and we triumphantly celebrated our 100th year! As I head to Headquarters later this month for the PGA’s Annual Planning Session I wanted to highlight just a few notes coming from National that might be of interest to you.

John Easterbrook Jr., PGA, executive vice president and chief operating officer at Troon, has been named the first Chief Membership Officer of the PGA of America. Easterbrook, a 30-year member of the PGA of America, will be based at PGA Headquarters in Palm Beach Gardens, Florida, and will report to PGA CEO Pete Bevacqua. In the newly created Chief Membership Officer role, Easterbrook will oversee the core PGA Member-focused areas of the organization, including education, employment, member services and section business operations. He will officially begin his duties on March 9. While at Troon for the past 20 years, Easterbrook was instrumental in the growth of the company’s portfolio and was responsible for the day-to-day operation of a vast global business that includes more than 15,000 associates located in 275 courses across 36 states in the U.S. and 31 countries worldwide. Easterbrook was responsible for the development of operating standards and financial benchmarking, directed field operations and sales and marketing, and was a member of the senior executive committee.

U.S. Golf Industry Unveiled Charitable Impact - A collaboration of leading organizations representing all segments of the U.S. golf industry announced details about the game’s $3.9 billion annual charitable impact with more golf facilities than ever hosting an event in 2016. According to a study conducted by the National Golf Foundation (NGF), golf as a fundraising vehicle includes an estimated: 12,700 golf facilities, 143,000 event and 12 million participants.

John Deere, a worldwide leader in manufacturing and services for Agriculture, Construction, Forestry and Turf, has been named the Official Golf Course Turf Equipment Provider of the PGA of America. The wide-ranging five-year agreement includes support of the PGA Championship, KitchenAid Senior PGA Championship and the KPMG Women’s PGA Championship. John Deere will offer equipment programs to PGA-owned facilities and Championship sites over the term of the agreement. In addition, John Deere will provide discounts on home lawn maintenance equipment for PGA Professionals to access through John Deere Golf Dealerships. John Deere, which celebrates its 180th anniversary this year, also will be a supporting sponsor of the National Car Rental Assistant PGA Professional Championship and the Senior PGA Professional Championship presented by Mercedes Benz USA. Additionally, John Deere will support PGA REACH, the charitable foundation of the PGA of America, and its initiatives.

The 64th PGA Merchandise Show signaled a strong start to the year and welcomed more than 40,000 golf industry professionals from all 50 U.S. states and 84 countries around the world. The 2017 edition delivered exciting product and industry announcements that energized the industry for the New Year. PGA Professionals uncovered the newest products, trends and technology from more than 1,000 exhibiting golf companies and brands. This included 271 companies new to the event. Nearly 1,000 media from 31 countries came to cover the newest golf products, trends, industry announcements and newsmakers of the game. Golf Channel delivered nearly 20 hours of coverage with “Morning Drive” and “Golf Central,” giving viewers worldwide insider access. Also, complementing the many media outlets providing daily live digital coverage, SiriusXM PGA TOUR Radio Network broadcast 34 hours live during PGA Merchandise Show Week.

If you have anything you would like to share please don’t hesitate to contact me. I look forward to seeing everyone at the WNYPGA Spring Meeting on April 3rd. Until then make some birdies and commit to playing more golf this season!

Respectfully,
Tim Fries, PGA
EMPLOYMENT BRIEF

Keith Fisher, PGA

PGA Compensation Survey, Use It to Your Advantage
The PGA Compensation Survey is the most credible source of compensation information in the golf industry. This is primarily due to the overwhelming support from you, the PGA Professional. In 2016, over 14,000 PGA Professionals completed the PGA Compensation Survey. To keep you armed with the most accurate data, it is necessary to refresh the statistics with up-to-date information. All PGA Professionals, both Apprentices and Members, in all job categories, are encouraged to participate. The better the participation, the better the information we will have to work with. Please understand that all individual responses are completely confidential.

Participation in the survey provides you and your colleagues with accurate compensation information when you need it for negotiations, job searches and budgeting. An accurate reflection of what all members are earning is needed, so we encourage all PGA Professionals to support this survey, especially our most highly compensated professionals. If highly compensated individuals do not participate, the survey numbers reflect lower earnings, which then in turn hurts all future job opportunities. Your peers, your local PGA Section and especially PGA Employment Consultants who meet with employers need accurate information to help upgrade positions for all PGA Professionals.

NOTE: Through the first three weeks of the Comp Survey, response is lagging well behind previous years; I urge you to participate and please remember that all information submitted is confidential, so don’t let this be a deterrent. If you have any questions, please feel free to call me about the particulars with regard to the confidentiality of the survey.

The survey has been streamlined and should only take 15-20 minutes to complete if you are prepared with the necessary information. Click on the provided link to begin:

pga.org/articles/take-pga-golf-professional-compensation-survey

PGA members who complete the survey by March 31, 2017, can receive up to two (2) Member Service Requirement (MSR) credits. IMPORTANT NOTE: MSR credit is not applied at the time of survey submission, but will be posted periodically throughout the course of the study with all MSR credits applied by the end of March.

Your fellow PGA Professionals and I appreciate your participation. Results and data from the Survey will be available later this spring. If you have questions or need assistance finding PGA Compensation Survey data for your own situation, please contact me.

Keith Fisher, PGA is an Employment Consultant for the PGA of America.

He can be contacted at (937) 475-4509 or by e-mail at kfisher@pgahq.com.

SECTION NEWS

MEMBERSHIP UPDATES | FEBRUARY 2017

NEWLY ELECTED MEMBERS
Robert A. Krajewski, PGA

NEW REGISTERED APPRENTICES
None

TRANSFERS INTO THE SECTION
None

EMPLOYMENT CHANGES
Robert G. Comerer, PGA
Zachary D Kuzara
Jason G. Polka, PGA
Joshua M Wojtaszczyk, PGA
Limited Time Offer

WNY PGA Members Only

White Tiger Systems, website provider for Western New York PGA Section, is excited to offer section members a special promotion. Our RealTime website builder and eClub is designed specifically for the busy professional, like you, who wants to fully represent their business online, quickly and easily!

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Use Promo Code PGANY17

Question? Please contact WhiteTigerSystems, not Section staff, with any questions you may have.

Contact Info:
Laura Aragon
Laragon@whitetigersystems.com
Teresa Wortman
Teresa@whitetigersystems.com.

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