



PGA

Western New York Section

WNYPGA NEWS



*Official Newsletter
of the Western New
York Section, PGA*

SEPTEMBER 2017 EDITION

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CONNECT WITH THE SECTION



SECTION NEWS

EXECUTIVE DIRECTOR'S MESSAGE

Steven Bartkowski



First off, my thoughts and prayers go out to anyone who may have family or friends in Texas or Florida. With the recent destruction caused by Harvey and the prediction of yet another in Hurricane Jose, falling in line behind Irma, it makes me think that the tough season we have had due to rain is not as “devastating” as we/I made it out to be. Most of us are still fortunate enough to have our health and homes.

As we all approach the final stretch of the season with Labor Day in the rearview mirror I would like to take a minute to thank the team here of Bob Ashley, Ric Alberico, and our summer intern Victoria Gray. Your staff at the Section Office has conducted over 75 tournaments to date for PGA Professionals and Junior Tour Members alike. Each of them have also have a hand in the PGA REACH Western New York Foundation Programming as well as Drive, Chip, & Putt Events. There were a few times this summer that there were even multiple

events on the same day! And despite all the rain, and due in large part to their efforts, many of our events have seen an increase in participation and we are targeted to be on budget. Way to go team!

Your Board of Directors have put together what I think will be a great finale to the 2017 Season. Sunday, October 8th will kick off with the Inaugural National Car Rental Sponsor Appreciation Scramble, supported by Adidas, right at your home site—the Fox Valley Club. PGA Professionals will have the opportunity to bring two of their members/friends to play in a scramble format and will be paired with one of our 2017 Section Sponsors who have given our members the opportunity to play for the some wonderful purses. That night will conclude with a dinner and the Section Awards Ceremony to celebrate the achievements of your fellow PGA Professionals.

On Monday, October 9th, The Fox Valley Club will host the Section Annual Fall Meeting. The day will begin with the Michael Breed Seminar, presented by Mass Mutual, and conclude with the meeting proper. The meeting will bring some proposed amendments to the constitution, 2017-2018 Board Elections will take place, and we will take a look back at the Business Activities of the previous year.

Details are being finalized for the 8th and 9th of October and will be relayed to the membership in the coming week. We hope to see many of you in attendance!

Please also be on the lookout for details regarding a Player Development Seminar to be held on October 23rd and the Inaugural Charity Hockey Game which will give the opportunity to WNYPGA Professionals to lace up the skates and play in a hockey game to help raise money for the Special Olympics WNY Golf Program.

I look forward to seeing many of you at these numerous events this Fall and encourage you to reach out to me anytime.

Respectfully,

Steven Bartkowski
WNYPGA Executive Director

PRESIDENT'S MESSAGE

Michael O'Connor, PGA

Fellow PGA Members,

In advance of our Annual Meeting we wanted to give each of you an opportunity view the synopsis of Proposed Amendments to the Constitution & By-Laws. Please let me know if you have any questions otherwise I look forward to seeing many of you at The Fox Valley Club on October 9th.

Synopsis of Proposed Amendments to be Presented at the WNYPGA Fall Meeting

Proposed Amendment #1

Proposed by: WNYPGA Board of Directors

Subject: Election of Officers

Section of the Constitution: Article V – Section 1

Current: *All persons nominated for office must be present to accept or decline nomination. The President, Vice President, Secretary, and Honorary President shall be elected at each Annual Meeting by a two-thirds majority of the eligible voting membership in attendance. The President shall not be eligible to hold said office for more than two consecutive terms of one year.*

Proposed: All persons nominated for office must be present to accept or decline nomination.

The President, Vice President, and Secretary shall be elected every two (2) years at the Annual

Meeting by two-thirds a majority of the eligible voting membership in attendance for a term

consisting of 2 years. No officer shall succeed him/herself in an office in which he/she has been elected.

Membership shall have the right to remove any officer, with a two-thirds majority vote, prior to their term end if extenuating circumstances arise.

A. Persons interested in nominating a person seeking a position as an Officer may notify the Section Office in writing by April 1st of each year. The names of each person nominated (incumbent or new) will be announced at the Spring Meeting and each candidate will be allowed a campaign speech to be listed in the September Newsletter.

B. The nomination of each person seeking election to a position as an Officer must receive a second from the floor at the Annual Meeting. Persons seeking a position as an Officer may also be nominated and receive a second from the floor.

C. If more than one person is seeking a position as an Officer, each individual will be required to make a five minute presentation at the Annual Meeting.

E. A motion may be presented for an absentee nomination for an office if approved by two thirds majority of those voting. If elected, such officer will be sworn in at a later date.

Reason for Proposal:

Officers have historically served two year terms with the current policy– now making it official.

Will allow for Officers to be more consistent and allow for a better planning process with the ability of knowing they have 2 years to carry out the needs of the Section PGA Members.

Honorary President should not have to be elected as he/she is the “Honorary” President.

Membership is protected in case an Officer is not fulfilling his/her roles to serve the membership with the additional note.

Proposed Amendment #2

Proposed by: WNYPGA Board of Directors

Subject: Duties of the Honorary President

Section of the Constitution: Article V – Section 2

Current: *No duties given to the Honorary President.*

Proposed: Honorary President: The Honorary President shall be the most immediate Past President of the Western New York Section. He or she shall be responsible for conducting the elections at the Western New York Section Annual Meeting.

Reason for Proposal:

To define the role of the Past President who is an important piece to the Board of Directors.



Michael O'Connor, PGA
WNYPGA President

SECTION NEWS

Proposed Amendment #3

Proposed by: WNYPGA Board of Directors

Subject: Composition of the Board of Directors

Section of the Constitution: Article VI – Section 1

Current: *The Section Board shall have 13 seats consisting of the President, Vice President, Secretary, Tournament Chairman (appointed by the President), Honorary President, five (5) Directors at large and (3) Area Directors elected from each of the following described areas within the Section. AREA I East of routes 63, 77, and 98. (Rochester) AREA II West of routes 63, 77, and 98. (Buffalo) AREA III All of PA within the Section and NY counties of Chautauqua, Cattaraugus, and Allegany. (Erie)*

Persons interested in nominating a person seeking a position as a Director at Large or Area Director may notify the Section Office in writing by September 1st of each year. The names of each person nominated (incumbent or new) will be published in the September Section newsletter indicating the position they are seeking.

The nomination of each person seeking election to a position as a Director at Large or Area Director must receive a second from the floor at the Annual Meeting. Persons seeking a position as a Director at Large or Area Director may also be nominated and receive a second from the floor.

If more than one person is seeking a position as a Director at Large or Area Director, each individual will have the opportunity to make a presentation speech of no more than two minutes.

Nominations for each Area Director will be entertained at the Annual Meeting and require a second from the floor.

Area Directors shall be elected by a majority vote of the eligible voting membership in attendance.

If there are more than two nominees for the area Director, the nominee with the most votes shall be elected.

Nominations and seconds for the five (5) Directors at Large will be entertained at one time. Each eligible voting member in attendance shall vote for their five (5) selections. The five nominees receiving the most votes will serve a one (1) year term. If a vacancy occurs in the Board of Directors, the President shall appoint an acting Director to serve as a replacement until the next Annual Meeting, at which time an election will be held. This acting Director will have all the rights and duties of the Director replaced.

Proposed: The Section Board shall be composed of eleven (11) voting members – President, Vice President, Secretary, Honorary President, Tournament Chairman (appointed by the President) and six (6) Directors elected by the membership at large at the Annual Meeting. All must be PGA Members in Good Standing.

Each Director shall be elected by two-thirds a majority of the eligible voting membership in attendance for a term of three years from the date of election except that the first board elected after adoption of these By-laws shall consist of two (2) Directors having a one year term, two (2) Directors having a two year term, and two (2) Directors having a three year term.

No Director will serve more than two consecutive terms of 3 years each to which he/she has been elected.

Persons interested in nominating a person seeking a position as a Director may notify the Section Office in writing by April 1st of each year. The names of each person nominated (incumbent or new) will be announced at the Spring Meeting and each candidate will be allowed a campaign speech to be listed in the September Newsletter.

The nomination of each person seeking election to a position as a Director must receive a second from the floor at the Annual Meeting. Persons seeking a position may also be nominated and receive a second from the floor but will not be able to give a speech at said time.

Nominations and seconds for the two (2) Directors will be entertained at one time. Each eligible voting member in attendance shall vote for their two (2) selections. The two nominees receiving the most votes will each serve a (3) year term.

The President may appoint a member to fill any vacancies on the board to serve as the replacement until the next Annual Meeting, at which time an election will be held to fill the remainder of the unexpired term. During the time of replacement said individual will have all the rights of the replaced.

Reason for Proposal:

Officers and PGA Members can expect a consistency of personnel and program follow-through with 3-year staggered terms of Directors.

Currently rapid changeover year in and year out causes too little time for leadership to serve the membership and advance the Section.

Allowing candidates to present a speech leading up in the Section Newsletter will allow the membership to make a decision solely on facts.

Limiting the Directors to certain areas only limits who may serve on the Board. Those elected to Director Positions would serve the entire membership and committees would include area representation to ensure programming is being carried out Section wide.

Proposed Amendment #4

Proposed by: WNYPGA Board of Directors

Subject: Paid Expenses

Section of the By-Laws: Article II

Proposed: Removal of the authorization of Dues for President, Vice President and Secretary.

Reason for Proposal:

Historically this has never been followed and is simply a cleanup of the By-Laws.

Kind Regards,

Michael

2017-2018 BOARD OF DIRECTORS NOMINATIONS

Per the WNYPGA Constitution and By-Laws, persons wishing to nominate a candidate for any seat on the WNYPGA Board of Directors must do so in writing by September 1st for the nominee to be listed in the September WNYPGA Newsletter. Nominations will still be required and taken from the floor at the WNYPGA Annual Meeting. The following PGA Professionals have been nominated by September 1st -

President - Rob Horak, PGA (Canandaigua CC)

Vice President - Dan Antonucci, PGA (Niagara Frontier CC)

Secretary - Jake Northrup, PGA (The Penn Hills Club)

Mike Touhey, PGA (Moon Brook CC)

Honorary President - Michael O'Connor, PGA (The Kahkwa Club)

Director of Area I - *Michael D'Agostino, PGA (Penfield CC)

Director of Area II - *Chris Kulinski, PGA (Orchard Park CC)

Director of Area III - Steve Carney, PGA (Holiday Valley GC)

Director at Large - *Ryan Swanson, PGA (Pinehurst GC)

Director at Large - *Dwayne Randall, PGA (Peek'n Peak Resort)

Director at Large - *Mike Kiel, PGA (Midvale CC)

Director at Large - Kyle Benish, PGA (Holiday Valley GC)

Director at Large – Vacant Spot Available

*Incumbent

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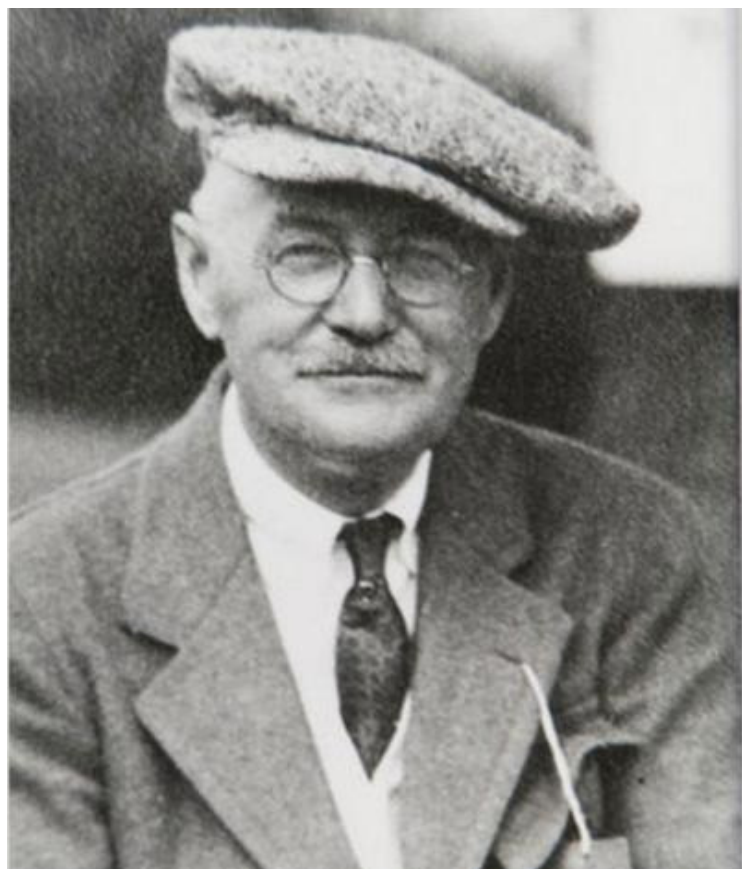
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FRIES GOES AN EXTRA HOLE TO WIN THE 2017 COORS SECTION CHAMPIONSHIP

Tim Fries, PGA Professional at Transit Valley Country Club, shot a two round total 69-76-145 to win the Coors WNYPGA Section Championship a second time after defeating Tom Keenan, PGA Golf Professional at Whispering Woods Golf Club (71-74-145) on the first hole of a sudden victory playoff. Finishing third was Lon Nielsen, Orchard Park, NY with 71-76-147. Tied for fourth were Kirk Stauffer (Pine Acres CC) with 72-76-148 and Chris Zumpano (Oak Hill CC) with 69-79-148. A total of 54 WNYPGA Professionals competed in the 36 hole event.

Presenting the check and the Henry P. Certo Trophy is Joe Certo (right) with Ron Valardo (left), both representing Certo Brothers Distributing, to Tim Fries (center).

The late Henry P. Certo was a friend and Honorary Member of the WNYPGA and his son Joe was honored to present the trophy in his father's name (Click the video on the top right to view the presentation of the new Henry P. Certo Trophy).

FINAL RESULTS



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

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Your 2017 [@NationalPro](#) [@WNYPGA](#) Assistant Champion Jessica Negron (CC of Buffalo)...36 hole total of 5-under par!



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PGA Professionals on the course here at [#CobblestoneCreekCC](#) follow live hole by hole scoring for lead groups here: westernnypga.bluegolf.com/bluegolf/weste...



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EMPLOYMENT BRIEF

Keith Fisher, PGA



September 2017

Employment Brief- Take Charge Of Your Career by Answering These Questions

Are you on a career fast track? If you don't feel you are, there is a good chance that you haven't thought much about career management. Career management is similar to spending time on the range and practice facilities. From the best players to the worst players, all would benefit from a little more time spent practicing. Typically, the more you practice your game, the better results you see when you go to the golf course. Career management utilizes the same proactive approach as working on your game prior to playing. There is no time like the present to start investing in you and your career aspirations. If you commit to a lifetime of learning and taking charge of your career, you will put yourself ahead of the competition. The current state of the golf industry has seen a reduction of those good to great professional positions and if you are not setting yourself up to be ahead of your competition then you will be left behind. Here are some easy ways to start working on your career management.

How Do You Measure Up?- Assess your current abilities to determine your level of expertise. Check out current job openings and job descriptions similar to what you would be interested in as a your next career move and see what employers are looking for in terms of skills and education. If you find yourself failing to meet the criteria that employers are looking for, you can begin to make the necessary changes to gain the skills and education that you see needed to make that next move.

Do You Have A Positive Self- Image?- If you are confident, comfortable, and open within interactions with others that is fantastic. If not, you can work on building to all of those things by practicing and role-playing with either a friend or a career coach. This will allow you to gain a clearer understanding of your strengths, allow you to tackle fears you may have, and have a better opportunity to reach your goals by becoming a more confident individual all around.

How Well Do You Interact With Your Peers?- Do you include your team when working toward the objectives you have laid out? Do you show an interest in meeting team driven objectives? If you answered yes to these, then you are the right track. You have to be willing to go above and beyond the scope of your job description, to take on additional challenges with the others within your team to produce a successful operation. If you decide that you will only do what is in your job description and don't want to assist others with items for the overall good, you will want to look into working on your team building skills. An example of this is:

If you are in a Head Professional role, you have to be the model of team work. On the contrary if you are currently an Assistant Professional, you will need to exemplify that you are a team player and can build a winning team. En route to your next career path, you will likely take on the team building responsibility.

Are You Focused On Lifelong Learning?- Is your continuing education aligning with your life and work objectives? What knowledge and skills will you need to reach your future goals? How are you staying current with new technologies and trends that are emerging? Whether you are looking to advance your career to the next level or enhance your current position, taking advantage of continuing education is essential. All of the additional learning opportunities should align with your key interest and provide a sense of purpose. There are a multitude of opportunities to enhance you as a professional. This is a great time to look into the Certified Professional Program, the education presentations within your section or even neighboring sections, and when you head to the Merchandise Show next year, check out the education seminars. If you are not taking advantage of any furthering education opportunities you will be passed by a professional who has taken the initiative to further their knowledge and skill set.

Have You Developed A Comprehensive Network Of Associates?- Networks consist of friends and family members, but it is not just a list of friends on Facebook and Twitter. Your contact list needs to be expanded to ensure you have included individuals from within our industry. Ensure that you are an active member within and out of the section. Once you have a network established, you will want to keep in contact with them. Talk to them about best practices and utilize them to hear about potential job openings or to assist you with a reference that could lead to you landing your dream position. Our industry is a "small" industry and a very accessible one to create a strong and productive network group that will only assist you as you move forward in your career.

Are You Accountable For Your Career?- If you are, then you have the education, social skills, technical expertise, and a comprehensive list of contacts within your professional network. This all adds up to you getting your resume ready along with a solid list of references and you're ready to go out and find that dream position.

If you are managing your career and heading in the direction you desire, excellent. If not, now is the time to take control of your career and steer it in the direction of your dream job.

I will be visiting the Western New York PGA Section this coming Fall, Winter, and Spring to provide individual career counseling sessions. If you would like to sign up for one of these sessions please reach out to me to schedule your time. I will also reach out to Professionals on an individual basis to set up these sessions. These sessions will provide you the professional an opportunity to take a look at your career and assess your skill sets so we can set up a plan for your future career moves or to enhance your current role. I look forward to the opportunity to assist you with your career goals.

Source material from Patricia Erikson on careerealism.com

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

SECTION NEWS

NATIONAL QUALIFIERS

Congratulations and good luck to all those PGA Professionals & Apprentices who have qualified and will have the opportunity to represent WNY on the national stage.

Qualifying for the 2018 PGA Professional Championship was Tim Fries, Jeff Urzetta & Dwayne Randall.

Qualifying for the 2017 National Car Rental Assistant PGA Championship was Jessica Negrón & Rob Krajewski.

Qualifying for the 2017 Senior PGA Professional Championship was Kirk Stauffer, Jim Mrva & Jon Hoecker.



WNYPGA MEMBERSHIP UPDATES

Welcome to our new Apprentice Adam Ming & Good Luck to those in new roles.

| NAME | SERVES AS | FACILITY NAME |
|-------------------|-----------------------------|-------------------------|
| David Green, PGA | A-6 (Teaching Professional) | Willowbrook Golf Course |
| Adam Ming | B-8 (Apprentice Assistant) | Wanakah Country Club |
| Pat Phillips, PGA | A-6 (Teaching Professional) | Tan Tara Golf Club |



PGA

Southern Texas Section

It certainly has been a tough spring/summer for golf here in the Northeast, however, nothing can compare to the devastation that Texas has seen in Hurricane Harvey. The storm has caused much more inconvenience than just cancelled golf tournaments and missed budget numbers. Last recorded rain total was up to 51.88 inches in some areas with the death rate continuing to rise.

The PGA of America is and continues to be a family and this bond is certainly witnessed on and off the golf course here in the Western New York Section. Please find a short note we have received from the Southern Texas Executive Director asking for any help that you as fellow PGA Professionals can provide.

Dear Fellow PGA Professionals and Section Offices,

No words can adequately express any of our feelings or emotions as we ascertain the damage and impact of Hurricane Harvey. The numerous emails, calls and text messages from all of you have been heartwarming, but not surprising. I/we value each of you not only as colleagues but friends.

PGA Members, or any individual, can help by donating to the PGA Disaster Relief Fund at PGA.org. The STPGA Office will also accept clothing or other donations to help any golf industry personnel impacted by Harvey. Gift cards can also be sent to the Section Office. The Section Officers and Executive Director will be responsible for determining the distribution of any of these type gifts. Donations of this type are not tax deductible but you should always consult a tax professional in making this determination.

The STPGA Office has resumed normal operating hours beginning Thursday, August 31. Please feel free to reach out if we might be of assistance anytime.

*Mike Ray, PGA
Executive Director
Southern Texas PGA
22305 Gosling Road
Spring, Texas 77389*

