

WNYPGA NEWS

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



COORS/CERTO BROTHERS WNYPGA SECTION CHAMPIONSHIP
Presented by: YAMAHA/Nuttall Golf Cars
Supported by: Golf Max/Golf Pride & The PGA Tour

PAY TO THE ORDER OF **PAUL SANDERS** \$2,800.00
TWENTY EIGHT HUNDRED and 00/100 DOLLARS

Memo: **OVERALL CHAMPION** *Jeff Randall*
Stafford CC, Stafford, NY | Aug 13-14, 2018

 **PGA**
Western New York Section

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September 2018 EDITION

President

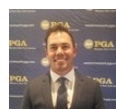
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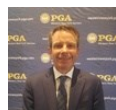
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Proud Partner of the WNYPGA Section Championship

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CONNECT WITH THE SECTION





Rob Horak, PGA
WNYPGA PRESIDENT

PRESIDENT'S MESSAGE

Well Labor Day has come and gone and another season is waning down. I hope that everyone has had good year and look forward to seeing everyone at the Fall Meeting. Your Board met in August at Stafford Country Club during the Section Championship. At this meeting, the Board discussed the options available going forward in regards to our Section Office homesite. We will provide an update of this process at the Annual Meeting in October.

I would like to take this opportunity to congratulate Chris Kulinski for being named our new Career Consultant. I know Chris will be a tremendous asset to our Section. I would like to thank Keith Fisher for all his efforts as our Consultant over the past few years. Having worked closely with Keith, I can truly say that his dedication and knowledge have been invaluable to our Section. He will remain a Consultant, but now be able to stay closer to his home in Ohio.

The KitchenAid Senior PGA Championship is now less than a year away and Steve has been very busy working with Tournament Director Bryan Karns getting all of our Section responsibilities in order. We will be needing professionals to volunteer to help during PGA week with various responsibilities such as staffing the range. Please look at your schedule and try to volunteer for at least two shifts during the week. The Tournament helps generate revenue for our Section and your help is critical in making the week a success.

Finally, I'd like to congratulate Paul Sanders for not only winning the Section Championship, but also the Match Play Championship.

In conclusion, I hope everyone is able to attend the Annual Meeting on October 15th. This is the start of a new MSR cycle, so start getting your credits now!!!

Respectfully,

Rob Horak, PGA



EXECUTIVE DIRECTOR'S MESSAGE

I am going to start my letter in what is technically the last stretch of our “playing season” with a couple of questions:

Do you play golf? How often do you play golf? Is it a couple times per week? Once per week? Once per month? Less than once per month?

I ask these questions because of an observation I made during our WNYPGA Coors Section Championship. The reason I love the WNYPGA Championship is not because it is our premier event, or because it's one of our Section's Major Championships. I love the event simply because it is the one PGA Professional only tournament a year where I get to see the most competitors in one field. Each year the tournament is represented by every corner of our Section. I get to see many Members who have been unable to participate in other events due to work and family commitments, but still try to make the trip to compete in this championship annually.

We focus so much on growing the game of golf by targeting our youth that we almost forget about growing the game personally. The WNYPGA Junior Tour, PGA Junior League and Drive, Chip and Putt are all wonderful programs and are vital to the future of golf in WNY, but I think it is so important that PGA Professionals play, and your members see you play. How can we encourage our members and juniors to play golf if we are not playing ourselves? I would love for WNYPGA Members to continue to try to play more golf – and no I am not just speaking in terms of Section Events. I am talking about beat the Pro on Saturdays at the club, taking your members to play at other facilities around our Section, or playing with your spouse or child on Sunday afternoon. Yes, we all have the pressures and responsibilities of running our respective businesses, but I think it is safe to say we all got into this industry because of our love of the game. I hope that all of you continue to make playing a priority and I will continue to challenge myself to do the same.

On behalf of the Board of Directors, we hope to see many of you in attendance at the Section Awards Ceremony, Fall Meeting, Fall Education and season finale golf event on both Sunday October 14th and 15th at our homesite The Fox Valley Club. A separate announcement will be sent out soon with all the details and timing of the two days. Look forward to seeing everyone then!

Respectfully,

Steven Bartkowski
WNYPGA Executive Director

{ **PGA Professionals**
#weplay }

WNYPGA ANNUAL MEETING

TO: ALL WNYPGA MEMBERS FROM: WNYPGA BOARD OF DIRECTORS

MONDAY, OCTOBER 15TH, 2018 | THE FOX VALLEY CLUB

AT A GLANCE

8:00 AM Welcome From our
Section Partners

8:10 AM Formal Meeting Begins

8:50 AM Career Consultant
Update

9:10 AM PGA Junior League Up-
date

9:20 AM Senior PGA
Championship Update

9:30 AM Old/New Business

9:45 AM Open Forum

10:00 AM Section Special Award
Winners

10:10 AM Board of Director
Elections

10:30 AM Projected
Adjournment



The spring and fall meetings are integral parts of the business affairs of the Section and all members are encouraged to attend. These meetings are your opportunity to learn, ask questions, and provide necessary feedback about both Section and National programs.

All PGA Members in attendance will receive MSR Credits which will be applied to the PGA/Education requirements of the current MSR Cycle, ending June 15th, 2018. Attendees will receive 1 PGA Required MSR Meeting/Education Credit for every hour present during the meeting and education portion.

REGISTRATION LINKS: MEETING | EDUCATION | GOLF

****ATTIRE FOR THE MEETING WILL BE JACKET AND TIE****

KING, SWANSON, & TOUHEY SEEK BOARD ELECTION

Last Fall the Election process for the Board of Directors was voted and changed by the WNYPGA Membership. As the next election is approaching, here is what you need to know as you prepare to make your selection.

- Each Director shall be elected by a majority of the eligible voting membership in attendance for a term of three years from the date of election.
- Persons interested in nominating a person seeking a position as a Director were able to notify the Section Office in writing by April 1st. The names of each person nominated (incumbent or new) were announced at the Spring Meeting and each candidate will be allowed a campaign speech to be listed in this 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 from the floor and receive a second from the floor at the Annual Meeting but will not be able to give a speech at said time.

The three PGA Members who have submitted their names this past spring for two open Director positions are:

**Bob King, PGA,
Ryan Swanson, PGA
Mike Touhey, PGA.**

A Note from Bob King, PGA: My name is Bob King and I am the Head Golf Professional at Lakeside C.C. I have been asked by a few board members to run for our WNY board. Lakeside is a small semi-private club on Keuka lake as far East as you can go in our section. In my 30+ years as a Head Professional I have worked at a Private, Public and Semi- Private Club enjoying each experience in it's own way. I feel that this experience gives me a well rounded view of our business. I would also like to think that coming from some smaller jobs I can represent our many PGA Professionals that are in similar positions. The job of being a PGA Pro has been very good to my family and I would like to in some small way give back to our section.

Sincerely, Bob King

Hit the Refresh Button to Ensure a Strong Finish

As Labor Day has come and gone the golf season is winding down. Many golf professionals fail to take the time to rejuvenate and unfortunately the effects of a long season are often seen on staff and facility managers as well. A great way to counteract the effects of a long season, ensuring a strong finish to the year is to hit the refresh button.

At the beginning of every great golfing season, employees and employers are filled with excitement and anticipation of what's to come. Why not gear the end of the season as a motivational time to celebrate achieved goals and unexpected accomplishments. One idea to help "refresh" the staff is plan a small golf outing. Staff members would enjoy dinner and a round of golf together. If your facility allows, an overnight trip wouldn't be out of the question. This is a great way to show your staff how much you appreciate all the hard work of the season and help boost morale at the same time. A little time away will allow you and your staff to recharge and come back refreshed - ready to finish the season strong.

If the overnight trip is out of the question, plan a small intimate staff outing one evening. Creating an opportunity for your staff to enjoy time together will allow for a more positive outlook and outstanding performance at your facility. "Hitting the refresh button" is not as simple as hitting the "easy button," but it is well worth it.

Everyone needs to recharge from time to time. Taking time to "refresh" as a staff helps your facility build great customer relations in the long run. What may be a profession for you, is a stress-relieving hobby for other professionals. By "hitting the refresh button" with your staff, you can be assured of always being ready to take care of your customers. Robin Sharma stated, "Starting strong is good. Finishing strong is EPIC!"

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

WAUGH NAMED NEW CEO OF PGA OF AMERICA

By: PGA of America

PALM BEACH GARDENS, Fla. (Aug. 28, 2018) – Seth Waugh, a former Deutsche Bank Americas CEO, has been named Chief Executive Officer of the PGA of America. Waugh will guide the business and overall strategy of one of the world's largest sports organizations, serving the Association's nearly 29,000 PGA Professionals into an exciting new era.

An Independent Director on the PGA of America Board of Directors, Waugh is completing a three year term of service, during which the Association focused on a long-term strategic plan to serve the PGA Member and grow the game.

Since 2017, Waugh has served as a Senior Advisor and then a Managing Director at Silver Lake, a global leader in technology investing. He will continue on as a Senior Advisor to the firm.

In 2016, he was also appointed Non-Executive Chairman of Alex. Brown, following the sale of Deutsche Bank's Private Client Services division to Raymond James. Waugh also served in the management of Florida East Coast Industries in 2014.

"It is an honor and privilege to be invited to lead this remarkable Association into its second century," said Waugh. "Like so many, I share a passion for the game that has given so much to me, and in the process, has somehow become a huge influence in my life. The opportunity to work with the nearly 29,000 PGA Professionals and others in the game to give back and to help our beautiful sport evolve is a true gift. I look forward to getting into the field to engage with our Members, learn more about the issues that matter most to them, and look for ways to enhance their careers and lives. I am grateful for the trust that the Officers and the Board are showing in me. It will be exciting to see all the good that we can do together as an Association and an industry."

"Leaving Silver Lake has been the hardest decision of my career, and I want to thank my partners for their support and commitment to excellence. There is a reason they are the best in the world at what they do."

"I am also grateful to my predecessor Pete Bevacqua for leaving the PGA in such strong shape, with a long-term strategic plan that will be the road map for our planning. Because of Pete's good work and the work of the leadership team, the PGA Staff, the Board and Officers, and our Sections, I take over at a time that allows us to optimize our impact—and put particular focus on how to add value to our dedicated Members. I am truly grateful for the game of golf and this amazing opportunity, and I can't wait to get started."

Previously, Waugh spent 13 years at Deutsche Bank, including 10 years as CEO of the Americas, overseeing an unprecedented time of growth for the Bank in the region. He also served as Chairman of the Deutsche Bank Americas Advisory Board, an



external strategic advisory team conceived under his leadership. During this time, Waugh worked with the PGA TOUR to create the former Deutsche Bank Championship (now the Dell Technologies Championship) in Boston.

"With Seth Waugh steering the PGA of America as our new CEO, we are gaining a leader who is respected across multiple industries for his vast strategic management experience and vision," said PGA President Paul Levy. "Seth's passion for PGA Members and the game of golf—as demonstrated by his service on the PGA of America's Board—coupled with his global expertise in business, will serve our Members well."

Prior to joining Deutsche Bank, Waugh was CEO of Quantitative Financial Strategies (QFS). He also spent 11 years in various leadership roles at Merrill Lynch, culminating in serving as Co-Head of Global Debt Markets. Earlier in his career, Waugh managed the Corporate Bond and International Trading desks at Salomon Brothers.

Waugh serves on the Board of Franklin Templeton Advisors and the Advisory Board of Workday, Inc. He also served on the FINRA Board of Governors until 2015. Waugh's philanthropic endeavors have included serving on the boards of the: World Trade Center Memorial Foundation; YMCA of Greater New York; Multiple Sclerosis Society of Greater New York; Executive Committee of Partnership for New York City; St. Vincent's Services of Brooklyn; Local Initiatives Support Corporation; and Harlem Village Academies, as well as President of the Board of the Lawrenceville School, and Trustee at Wake Forest University.

Waugh holds a B.A. in Economics and English from Amherst College. Seth and his wife, Jane, reside in North Palm Beach, Florida. Together, they have five children, one of whom, Clancy, played golf at Wake Forest and SMU, and is now trying his hand in the professional game.

Waugh succeeds Bevacqua, who was recently named NBC Sports Group President, and will officially start at the PGA on Sept. 24. John Easterbrook Jr., PGA will continue to serve as Interim CEO until such time.

SANDERS SHINES IN 2018 MAJORS

Paul Claims both the Section and Match Play Championship

Heading into the 2018 Season, Paul Sanders had one Major Championship attached to his name—2002 Coors Section Championship. This all changed in the past few months, however, as Paul claimed both the WNYPGA Coors Section Championship and the WNYPGA Match Play Championship in a span of just about a month.

Beginning the week at Stafford Country Club in mid-August it was fair to say that Dwayne Randall of PeekNPeak Resort was a favorite to win the coveted Henry P. Certo Trophy for the first time, due to his recent form. Leading up to the Section Championship Dwayne had either won or placed top 5 in 12 out of 13 events—a quite impressive streak.

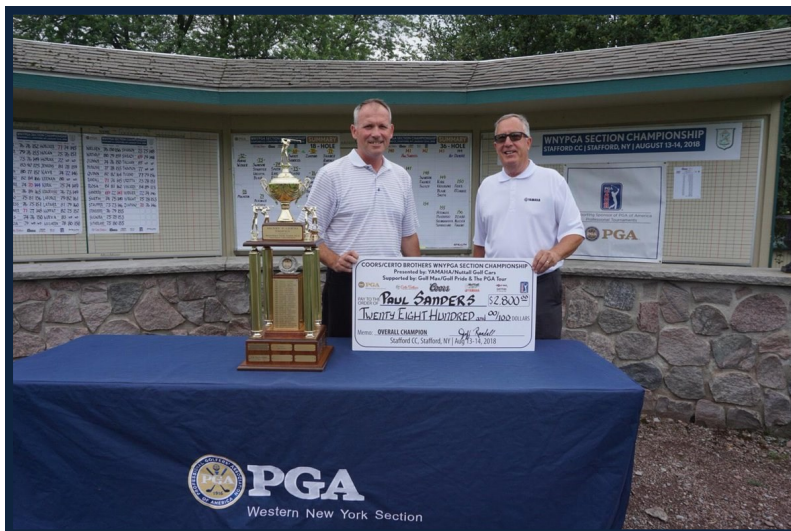
However, after Paul had an opening round of 68, tied with Mike Sweazy of Wild Wood CC, Paul set out to prove that he was ready to claim his second Championship of his career.

Hear what Paul had to say after his first round 69 in the video below—



“Certainly the putter worked quite well.” - Paul Sanders

The weather certainly didn’t make things easy in round two of the Coors Section Championship as cool and wet conditions took precedent. As



the field was halfway through their round the horn sounded pulling golfers off the course for unfair playing conditions.

Of the weather delay, this is what Paul had to say, “Towards the end of the front nine I was actually having some difficulty keeping it together, so that little break actually helped me.”

This proved to be true as Paul had a pretty steady back nine with only one bogey on the 15th hole. He finished up his day at even par and 3-under par for the two day total which 3-strokes clear of our runner-up Patrick Damore (Lakewood GC).

Hear what Paul had to say after being named the 2018 Coors WNYPGA Section Champion in the video below—





PGA
Western New York Section



WNYPGA Section Championship

Presented By:




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RESULTS

Name		R1	R2	Final
1. Paul Sanders, Ravenwood GC	-3	69	72	141
2. Patrick Damore, Lakewood GC	E	74	70	144
T3. Dwayne Randall, PeekNPeak Resort	+1	71	74	145
T3. Jon Hoecker, Brook-Lea CC	+1	71	74	145
T5. Kirk Stauffer, Pine Acres CC	+2	73	73	146
T5. Jack Widger, Elkdale CC	+2	72	74	146
T5. Jeff Kaye, Livingston CC	+2	74	72	146
T5. Chris Zumpano, Oak Hill CC	+2	70	76	146
T9. Ryan Swanson, Pinehurst GC	+4	73	75	148
T9. Tim Falkner, Crag Burn GC	+4	71	77	148
T9. Mike Sweazy, Wild Wood CC	+4	69	79	148

The 2018 Match Play Championship was held at Clifton Springs Country Club and yet again the weather did not deem to want to cooperate for the players. The field of 16 Class A PGA Members headed to Clifton Springs on Monday the 10th only to be disappointed as day 1 was completely washed out.

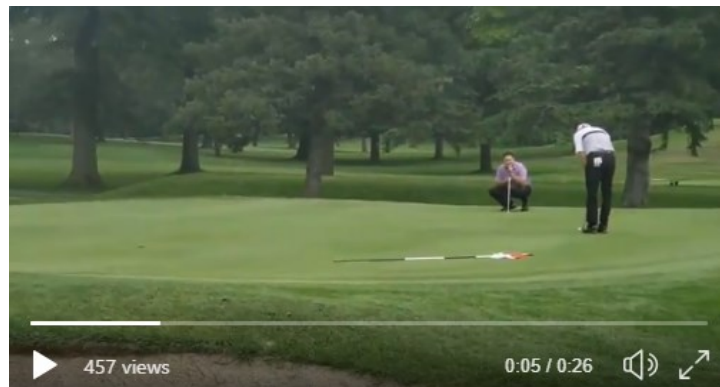
As day 2 arrived, the Professionals geared up for what was anticipated to be a long day of 54 holes of golf if they were to be successful. The Tournament Committee decided to attempt three matches in one day to get down to the final match.

Sanders defeated Jason Piurkoski (Impact Snap), Patrick Damore (Lakewood Golf Center) and defending champion Rob Krajewski (Orchard Park CC) to solidify his spot in the final match. While on the bottom bracket Mike Sweazy of Wild Wood CC defeated Dwayne Randall (PeekNPeak Resort)

and Bobby Hogan (River Oaks GC) to find himself in the final. The Final Match proved to have some irony as both Paul and Mike were former Assistants at Clifton Springs Country Club.

Due to the aerification schedule at Clifton Springs, the pair agreed to play the final match the next day at 9:00 am at Stafford Country Club.

Paul Sanders, PGA defeated Mike Sweazy, PGA (Wild Wood Country Club) 1 up in the final match in the 2018 WNYPGA Match Play Championship.



CONGRATULATIONS

NEWLY ELECTED PGA MEMBERS

Erik Barzeski, **PGA**
Golf Evolution

Christian Hoecker, **PGA**
Monroe Golf Club

QUARTER CENTURY MEMBERS

Ron Graham, **PGA**
North Hills GC



Nine Professionals to Represent The Section on a National Stage

Congratulations and best of luck to all our WNYPGA Members and Associates that have qualified and will be representing our Section on the National Stage!

WNYPGA Professional Champion Kirk Stauffer (Pine Acres CC) along with Dwayne Randall (PeekNPeak Resort) and Jason Ballard (Oak Hill CC) will be competing in the 52nd PGA Professional Championship, presented by Club Car, Mercedes-Benz USA and OMEGA will be played at Belfair West & East Courses, Bluffton, SC, April 28-May 1, 2019.



RESULTS

The National Car Rental Assistant Championship Rob Krajewski (Orchard Park CC) along with Mike Boss (River Oaks GC) will compete in the 2018 National Car Rental Assistant PGA Professional Championship on PGA Golf Club's Wanamaker course - November 15-18, 2018.



RESULTS

The WNYPGA Senior Champion Jon Hoecker (Brook-Lea CC) along qualifiers Steve Barber (Locust Hill CC) and Michael O'Connor (The Kahkwa Club) will compete in the National Senior Championship October 25-28, 2018 at PGA Golf Club. Our exempt Professional Kirk Stauffer (Pine Acres CC) will also tee it up at PGA Golf Club for his play in the Senior PGA Championship in 2018.



RESULTS

Q & A with Rob Stein, President of Donald Ross Sportswear



Donald Ross Sportswear has been a loyal partner of the WNYPGA Section since 2017, but has aligned with PGA Professionals since its inception in 2008. Let's learn more about the company as we sit down with the President, Rob Stein.



Q. What is your role in Donald Ross Sportswear? My role with Donald Ross Sportswear is to oversee all facets of our company business. Sales, marketing, design, and customer service. I am fortunate to oversee a highly talented and motivated staff that enjoys what we do day in and day out. Several of our sales and management staff are current or former PGA Professionals.

Q. When and where did the company begin? The company began business in the summer/fall of 2008. The company was founded right here in Clarence, New York.

Q. Where are you currently located? We currently have 2 locations. Sales, Marketing, and Design are located in Clarence, New York. And Customer Service, embroidery, and fulfillment are all located in Pinehurst/Aberdeen, NC.

Q. What is the vision of the company? The vision of the company is to produce the finest knitwear in the world using moisture wicking technical yarns, using classic inspired patterns and colors. All in a generous "golf fit".

Q. Can you purchase product in retail stores or are you exclusive in Golf Shops? We are currently available exclusively in, "on course green grass golf shops only".

Q. What does it mean to you to be a Partner with the Western New York PGA Section and its 300 PGA Professionals and Associates? Being partners with the WNYPGA is very important to us. The section has given us tremendous support. One of the true hallmarks of our business plan was to create a brand that was exclusive to the PGA Professional. We have been able to honor that pledge since our inception.

Q. Anything else you would like to add? We feel very fortunate to be in an industry that we are passionate about involving a game that we love!



SAVE 10% ON 2019 SENIOR PGA CHAMPIONSHIP GROUNDS TICKETS THROUGH YOUR PGA PROFESSIONAL

The Senior PGA Championship will be returning to Oak Hill Country Club on May 21-26, 2019. Purchase tickets through the WNYPGA and you will save 10%!

Visit: https://ems.pgalinks.com/ticketing/index.cfm?sale_id=424

Use code: wnypga

OR

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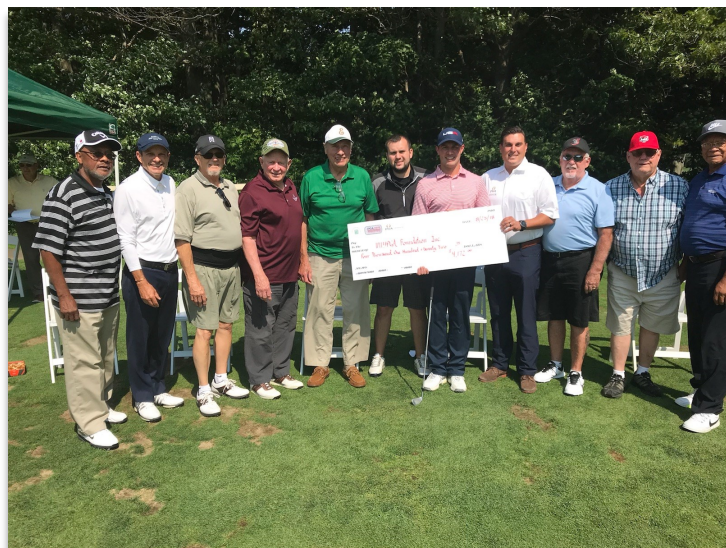


WESTERN NEW YORK

When the Foundation Board of Trustees met this past Spring it was the beginning of a new Chapter for the PGA Member driven Foundation - PGA REACH WNY. Independent Directors were added to the strong core of PGA Members already serving on this Board. One of the first goals of this newly formed group was to create awareness for the work that the Foundation has and continues to do. From inside our PGA circle, we all know the time and effort many PGA Members have put into the JC Martin Project, PGA HOPE, and PGA Junior League over the years. All across Buffalo, Rochester, and Erie the Section Members are changing lives for the better through the game of golf. The Board felt it was important to begin to tell this story outside our circle, which has been occurring since its inception in 2010.

Through these conversations spawned the concept of "100 Hole For HOPE." The awareness campaign would bring together both PGA Members and Amateurs all playing the game we love for an important cause. At the Kahkwa Club, led by Michael O'Connor and Sean Coleman, a foursome started the day at sunrise and played alternate shot raising over \$4,000 for PGA HOPE. A week later at Glen Oak GC, led by Tim Fries and Jeff Mietus, PGA Members and Veterans completed the same initiative raising over \$1,500 for HOPE.

It is a fact that suicide is a major issue among military Veterans, with recent statistical studies showing that 22 Veterans a day commit suicide. PGA HOPE WNY is working to change this statistic. This summer alone PGA HOPE WNY touched close to 50 Veterans across the Section. A few PGA Facilities have given free access to those who have graduated from the program and a local PGA Facility actually hired a HOPE graduate in a starter role at the club. Thank you to our PGA Members who continue to give back to those who have served our nation!





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WNYPGA @WNYPGA · Aug 31

Birdieing 4 of his last 6 holes, @BrookLeaCC Head Pro Jon Hoecker captures his 2nd @WNYPGA Senior Championship of his career! Thank you to our supporters @GolfAdvisor @JohnDeere @PGATOUR



Twitter

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Western New York PGA

Published by Why Pga (?) · August 16 at 7:54 PM ·

Congratulations to our 2018 WNYPGA Junior League Champions from Erie Palmer (Blue)!! And great job to Buffalo South for coming in 2nd (Orange)!! It was a long day but we had a great time, good job to everyone who played today! #WNYPGA #PGA #SectionChampions @ Glen Oak Golf Course



Facebook

Western New York PGA



wnypga
• Rochester Red Wings

wnypga Great night for some triple AAA baseball and free golf lessons with @wnypga Pros!

23 likes
AUGUST 7

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