



WNYPGA NEWS

Official Newsletter of the
Western New York Section,
PGA



PGA

Western New York Section

December/Special Awards Edition



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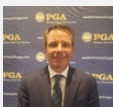
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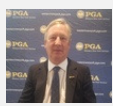
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Congratulations to the winning team

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CONNECT WITH THE SECTION



SECTION NEWS

FROM THE PRESIDENT'S DESK

Rob Horak, PGA



First, I would like to wish everyone a very Merry Christmas and Happy Holiday Season. I hope 2018 holds much success for our Section and all of its members.

2017 is almost over, but I'd like to take this opportunity before the year ends to review a few of the highlights over the past few months. Three new events this fall were great success stories. First, the Tee it Up for Troops at Wanakah on 9/11 helped raise \$10,500 for our local PGA HOPE chapters. Thanks to all that participated and to Wanakah for hosting the event.

Second, the inaugural Charity Hockey Classic was a huge success. Section professionals competed against a team from Rich Products. The event raised \$7300 for the Special Olympics NY Golf Program. Miraculously, everyone made it through the event injury free. Thanks to the participants from our Section and from Rich Products for supporting what we hope will be an annual event.

The final new event of the season was the Senior/Junior Ryder Cup Tournament held at Orchard Park C.C.. The event pitted 12 of the Section's Senior Professionals against 12 Non Senior Professionals over 27 holes of Ryder Cup format competition. Being one of the Senior professionals, I am sad to say the "Juniors" won the event by one point- 12 1/2 to 11 1/2. The event was great for Section camaraderie and fun for all those that participated.

In other news, your Section Officers and Steve attended the PGA Annual Meeting in Austin, Texas, the first week of November. I am glad to say that your Officers are very happy with the direction that CEO Pete Bevacqua and the National Officers are taking our organization. The welfare of the PGA Professional is the number one priority on their agenda. Also, at the Annual Meeting, Tim Fries was recognized for his service the past three years as District IV's Director. Thanks to Tim for all of his hard work and efforts in this position. He is replaced by Central NY's Steve Aloï for the next three years.

Finally, I would like to end by congratulating all the Section Special Award Winners. A list of all the winners will follow in this newsletter. Please take a moment to review the list and congratulate them for their achievements.

Respectfully,

Rob Horak

SECTION NEWS

EXECUTIVE DIRECTOR'S MESSAGE

Steven Bartkowski



The tournament season has come to an end here in the Western New York and the Section Staff begins a transition from “Operational” mode to “Planning” mode for 2018. Recently your Officers and I took a trip to Austin, TX for the PGA Annual Meeting and we have certainly come back energized and excited to get to work on continuing to grow this great Section and advance the PGA Member. The meeting was a wonderful opportunity for us to connect with Section Leaders across the country and learn more about the strategy at National to better serve the PGA Member. It was also bittersweet as we witnessed our very own District IV Director, Tim Fries, receive his plaque and end his service. We thank Tim for his dedication and passion, and for giving a voice to our Western New York PGA Members.

Over my time serving in different capacities as a Section Staff member this has become my favorite time of the year. Not only because I enjoy the planning for the year ahead, but also because it gives myself and the team some time to sit down and reflect on goals (if any) that we accomplished in 2017 and any shortcomings that we can work on and improve for next season.

Your 39th President, Rob Horak, began his term this past October, and like all others that he follows in the footsteps of, he has a true passion to serve the WNYPGA Membership. Rob's dedication has quickly been realized as he has visited the Section Office numerous times this off-season to engrain himself in all things related to Section Affairs. We are currently working together to finalize organizational structure of 2018 Committees and Task Forces and we both encourage you to call either one of use to get involved. The more Section Members we have sitting on active committees, the more we can understand the how we can truly serve you in areas related to Education, Tournaments, Growth of the Game, and much more.

Finally, I would like to personally wish each of our PGA Members and Apprentices a Happy Holiday and a safe and prosperous New Year. As most of us get caught up in our day-to-day tasks at our respective places of employment in-season we sometimes (at least I do,) forget about what we hear called the “work-life” balance. During the summer this balance is near impossible with the demands of the current industry. However, I hope that most of you are able to take some time during the Holiday season to take a small break from being the rock stars at your clubs and be the rock star at home with family and friends.

Wishing everyone even more success in 2018!

Respectfully,

Steven Bartkowski
WNYPGA Executive Director

AWARD WINNERS 2017 SPECIAL



GOLF PROFESSIONAL OF THE YEAR -

Dwayne Randall, PGA

Dwayne Randall is serving his 10th year as the PGA Director of Golf at Peek'N'Peak Resort in Clymer, NY. He currently serves as the Tournament Chairman on the WNYPGA Board of Directors and this is his first Golf Professional of the Year Honor. This award is given to the working club professional whose total contributions to the game best exemplify the complete PGA Golf Professional.



ASSISTANT GOLF PROFESSIONAL OF THE YEAR -

Kyle Benish, PGA

Kyle Benish is the Class A PGA Assistant Professional at Holiday Valley Resort in Ellicottville, NY. The 34 year old is a resident of Lakewood, NY and began working as a PGA Apprentice at the Double Black Diamond Course in 2005. Kyle is now a two-time winner of this award - winning back in 2014. The honor is given to the Assistant Professional who has gone beyond the call of duty to promote the game of golf, his/her place of employment, and the WNYPGA.



HORTON SMITH AWARD -

Jeff Beaver, PGA

Jeff is a Western New York PGA Member and has worked as a Titleist Representative since 2004, previously serving in numerous Head PGA Professional roles at local clubs. Beaver is a four-time winner of Sales Representative of the Year but a 1st time recipient of the Horton Smith Award. This honor is handed to the PGA Professional for outstanding and continuing contributions to professional education.

SALES REPRESENTATIVE OF THE YEAR -

Jeff Beaver, PGA

Jeff is a Western New York PGA Member and has worked as a Titleist Representative since 2004. Jeff and Titleist are longtime supporters of the WNYPGA Section and its PGA Professionals. Impressively Jeff has now won this award four times (2005, 2010, 2013, 2017). The honor is for a sales representative who partners with the professionals of the Western New York Section in order to enhance the golf professional's business.

SECTION NEWS



TEACHER OF THE YEAR AWARD -

Brian Jacobs, PGA

Brian is a 12-year Class A PGA Member working as an instructor at Ridgemont Country Club in Rochester, NY. Brian also spends time as lead instructor on the Golf Channel Academy. This is Brian's first year winning this honor which is based on the professional's overall performance in teaching; unusual, innovative and special teaching programs the professional has initiated or played a key role in implementing.



YOUTH PLAYER DEVELOPMENT AWARD -

Chris Kulinski, PGA
Chris is in his second year as the Head PGA Professional at Orchard Park Country Club and sits on the Western New York PGA Board of Directors. Kulinski has now impressively won this award 2 out of the last 3 years. Work by the PGA Professional that earns this award includes involvement in the promotion and development of junior golf at club level and support for national golf programs.



PRESIDENT'S PLAQUE -

Mike D'Agostino, PGA

Mike is finishing up his 15th season as the Head PGA Professional at Penfield Country Club where he began serving as the Assistant Professional back in 1997. D'Agostino currently sits on the Western New York PGA and PGA REACH WNY Foundation Board. The President's Plaque is in just its second year of existence and is given to the PGA Professional who has contributed significantly in the area of player development.



MERCHANDISER OF THE YEAR (PRIVATE CLUB) -

Frank LaForce, PGA

Frank has served the membership of Crag Burn Golf Club for 23 years and is a first-time winner of this prestigious award. The honor is given to a WNYPGA professional who has excelled as a businessman/merchandiser in the promotion of golf in the private country club setting.



MERCHANDISER OF THE YEAR (RESORT CATEGORY) -

Troy Moss, PGA
Troy is the Head PGA Professional at Chautauqua Golf Club in Chautauqua, NY where he started serving in this role in 1996. Troy is a first-time winner of this prestigious award. The honor is given to a WNYPGA professional who has excelled as a businessman/merchandiser in the promotion of golf in the resort category.

NOT PICTURED:

BILL STRAUSBAUGH AWARD -

Jeff Mietus, PGA

Jeff Mietus is in his first year as the PGA Assistant Professional at The Park Country Club in Williamsville, NY and is a Co-Host of the Tee 2 Green radio show on WGR 550. Jeff is now a two-time winner of this prestigious honor that is given to a PGA Professional who works to help improve employment of PGA Professionals and is highly involved in the community. Jeff was a long-time PGA Board Member recently serving in the Honorary President role.

MERCHANDISER OF THE YEAR (PUBLIC FACILITY) -

Mike Roeder, PGA
Mike is a Quarter Century Member of the PGA of America and has served as the Director of Golf at Ravenwood Golf Club, Rochester, NY, since 2007. Mike has now won this award on two different occasions. The honor is given to a WNYPGA professional who has excelled as a businessman/merchandiser in the promotion of golf at a public facility.

2017 OMEGA PLAYERS OF THE YEAR

OMEGA PLAYER OF THE YEAR

Rob Krajewski, PGA

Employment: Assistant Professional at Orchard Park CC

2017 Highlights:

WNY Classic Champion

Match Play Champion

Low Pro in the Seneca Allegany Resort & Casino Pro Am

Low Pro in the Wellsville Pro Am

Runner-Up in the WNY Open

Runner-Up in the Assistant Championship

Captain of the WNYPGA Junior Ryder Cup Team



OMEGA SENIOR PLAYER OF THE YEAR

Kirk Stauffer, PGA

Employment: Head Professional at Pine Acres Country Club

2017 Highlights:

Senior Champion

Low Pro & Senior Pro in the Bartlett Pro Am

Low Senior Pro in the WNY Open

Tied for Low Senior Pro in the Lawrence Park Pro Am Invitational

Low Senior Pro in the Chautauqua Watershed Conservancy Pro Am

Low Senior Pro in the Wellsville Pro Am

Low Senior Pro in the Webster Pro Am

Top 10 in the Senior PGA Professional National Championship



OMEGA WNYAA PLAYER OF THE YEAR

Jessica Negron

Employment: Assistant PGA Apprentice at the Country Club of Buffalo

2017 Highlights:

National Car Assistant Champion

1st Place in the Assistant Association at Midvale Country Club

Runner-Up in the Assistant Association Event at the County Club of Buffalo

Pro Pro Champion



A Message from our friends at Evolve Golf...



Thank you for letting Evolve Golf be a part of the Western New York PGA!

Evolve Golf is honored to partner with the Western New York PGA again for the 2017 season. We appreciate the opportunity to provide custom logo Epoch tees, P1Rx repair tools. If you haven't made it to an event, please let us send you a few Western New York PGA Section logo tees, repair tools, and ball markers for your bag.

New Products from Evolve Golf!

Evolve Golf is proud to introduce our new [Motionwool Socks](#), and [EC2 Hand Crafted Metals](#), both are designed to be uniquely customized for your club. The new lines are made here in the USA, just like our [Epoch tees](#), [P1RX repair tools](#), and [Ball Markers](#), and are only available through green grass shops. Let us show you exactly how our Motionwool socks and EC2 Hand Crafted Metals will look with your logo and colors. Contact us for free custom digital mock up.

Fall Specials

Free Shipping

Order 2 or more Evolve Golf products, and you can qualify for free shipping on all your orders for the year! Contact us for the details.

Epoch S3 Packs

5 count Epoch S3 packs in any size, and a range of traditional, bold, or team colors. Case of 50 packs for \$27.50. Free shipping and a free display with every order. [Epoch-S3 Pro Shop Packs](#)

Motionwool Socks

Motionwool socks are available fully customized to fit your club. Your club colors and logo are woven into the sock design as it is made for perfect fit and feel. 120 pair minimum for all Motionwool custom orders. Let us show you a digital mock up. Contact us with your logo file, and we will provide a free mock up and quote. Stock Motionwool socks are available in minimums of just 36 pairs. [Motionwool](#)

EC2 Metals

Unique, hand forged metal pieces customized for your club. You pick the design and finishes. Minimum order only 36 pieces. Free shipping on order of 72 pieces. Contact us for a free digital proof of your logo on the EC2 Metals. [EC2 Metals](#)

EC2 Black Box Tournament Packs

Add a touch of class to any event. Combine your choice of Evolve Golf product to build a custom EC2 Black Box. Minimum of 10, pricing starts at \$10 each. [EC2 Black Box Tournament Packs](#)

Weekend Trial Pack

We are always happy to send you out a free trial pack to sample with your members, guests, and staff. Just ask.

Evolve Golf sells direct to golf shops like yours. We design and make every product that we offer. Our goal is to make purchasing high value essentials easy and affordable, so you can focus on more important things, like your customers. Let us help plan a prebook order of bulk essentials for your season, design a custom Motionwool sock, or set up a custom EC2 Black Box with hand forged custom metals for an upcoming tournament. Put us to work for you. If you haven't experienced the quality of our products and customer service, please give us an opportunity to do so, we won't let you down.

Kind Regards,

Adam Brown, Western New York Section PGA Account Manager

[Evolve Golf, Inc.](#)

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Adam@evolvegolf.com



Now Available: PGA Scholarship Application

Children and grandchildren of PGA members may now submit the PGA Financial Assistance Fund Scholarship Program application until the deadline of March 1, 2018 at 5 p.m.

2017 Western New York Scholarship Winners:

Elizabeth Kaye

&

Margaret LaForce

IMPORTANT DATES REGARDING THE PGA SCHOLARSHIP APPLICATION

November 16, 2017—Access the the PGA Scholarship Application (click on the photo above)

March 1, 2018—Deadline for submitting application

March 19, 2018—Deadline for receiving the supporting documents

May, 2018—Scholarship recipients will be announced and notified

July, 2018—Scholarship checks will be mailed out

August, 2018—Deadline for photo submission

October, 2018—Scholarship recipients will be on PGA.org and in the PGA Magazine

***Please pass along these dates to any interested individuals.**



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SECTION NEWS

2018 Tentative Professional Schedule



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Professional Tournaments



PGA

Western New York Section



*Please note sites and dates are subject to change

APRIL	Mon	16	Spring Meeting & Foursome Scramble	Fox Valley Club, Lancaster, NY
	Mon	23	OPEN	
	Mon	30	Senior-Junior Championship	Niagara Frontier CC, Youngstown, NY
MAY	Fri	4	PAT	Tan Tara CC, N. Tonawanda, NY
	Mon	7	Scratch Pro-Am	Brook-Lea CC, Rochester, NY
	Fri	11	Webster Pro-Am	* Webster GC, Webster, NY
	Mon	14	WNY Open	* Stafford CC, Stafford, NY
	Mon	21	Seneca Allegany Casino & Hotel Pro-Am	* Elkdale CC, Salamanca, NY
	Mon	28	MEMORIAL DAY	
	Tue	29	Pro-Officer/Superintendent	Wanakah CC, Hamburg, NY
JUNE	Fri	1	Lawrence Park Pro Am Invitational	* Lawrence Park GC, Erie, PA
	Mon	4	Bartlett Pro Am	* Bartlett CC, Olean, NY
	Fri	8	Lake View Pro-Am Invitational	* Lake View CC, North East, PA
	Mon	11	Children's Hospital Pro-Am	Crag Burn GC, East Aurora, NY
	Wed	13	NYS Open Qualifier	Transit Valley CC, East Amherst, NY
	Fri	15	PAT	Buffalo Tourn. Club, Lancaster, NY
	Mon	18	Moon Brook Pro-Am Invitational	* Moon Brook CC, Jamestown, NY
	Mon	25	Chautauqua Watershed Conservancy Pro-Am	* Chautauqua GC, Chautauqua, NY
JUL	Mon	2	Web.com Qualifier	* Shorewood CC, Dunkirk, NY
	Thu-Sun	5-8	Web.com LECOM Challenge	* Peek'n Peak Resort, Clymer, NY
	Mon	9	Pine Acres Pro Am	* Pine Acres CC
	Fri	13	PAT	Buffalo Tourn. Club, Lancaster, NY
	Mon	16	Kahkwa Club Invitational	* Kahkwa Club, Erie, PA
	Mon-Tue	23-24	Blaisdell Pro Am & Open	Pennhills Club, Bradford, PA
	Mon	30	WNY Classic	* TBD
AUG	Friday	3	Pro-Junior Championship	TBD
	Mon	6	Holiday Valley Pro-Am	* Holiday Valley Resort, Ellicottville, NY
	Sun	12	Midvale Pro-Am Invitational	* Midvale CC, Penfield, NY
	Mon-Tue	13-14	Section Championship	* TBD
	Fri	17	PAT	Wild Wood CC, Rush, NY
	Mon-Tue	20-21	WNYPGA Professional Championship	* Peek'n Peak Resort, Clymer, NY
	Fri	24	WNYPGA Assistant Championship	Pennhills Club, Bradford, PA
	Mon	27	Wellsville Pro-Am	* Wellsville CC, Wellsville, NY
SEPT	Thur-Fri	30-31	WNYPGA Senior Championship & PGA Sr. P.C.	* Chautauqua GC, Chautauqua, NY
	Mon	3	LABOR DAY	
	Tue	4	Pro-Assistant Championship	Irondequoit CC, Rochester, NY
	Mon-Tue	10-11	Match Play Championship	* Clifton Springs CC, Clifton Springs, NY
	Fri	14	PAT	Seneca Hickory Stick, Lewiston, NY
	Mon	17	Pro-Pro Championship	CC of Buffalo, Amherst, NY
	Mon-Tue	24-25	Tour Championship	* Niagara Falls CC, Lewiston, NY
OCT	Sun	30	Locust Hill Pro-Am	* Locust Hill CC, Pittsford, NY
	Mon	1	Senior Junior Cup Matches	Orchard Park CC, Orchard Park, NY
	Fri	5	PAT	Gowanda CC, N. Collins, NY
	Mon	15	WNYPGA Fall Meeting	Fox Valley Club, Lancaster, NY

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PGA REACH WNY FOUNDATION UPDATE



WESTERN NEW YORK

On Friday, November 17th the PGA REACH WNY Foundation teamed up with StayRich to conduct the Inaugural Charity Hockey Classic at Riverworks in downtown Buffalo, NY. The game featured a team of Rich Products Corporation associates who played against a group of our WNYPGA professionals. **The event raised \$7,300 for the Special Olympics NY Golf Program.**

For information about each of the organizations please see the short blurbs below.

PGA REACH WNY FOUNDATION

The PGA REACH WNY Foundation was created in 2010 by WNYPGA Professionals with a goal of providing support to various organizations in the Buffalo, Rochester, Erie and the Southern Tier through the game of golf. With a focus on benevolence, the foundation looks to fund various programs such as the Western New York Section PGA Junior Golf and various underprivileged youth golf programs. Another focus of the foundation is to partner with a variety of initiatives that serve the physically challenged, the Military, and female golf.

STAYRICH

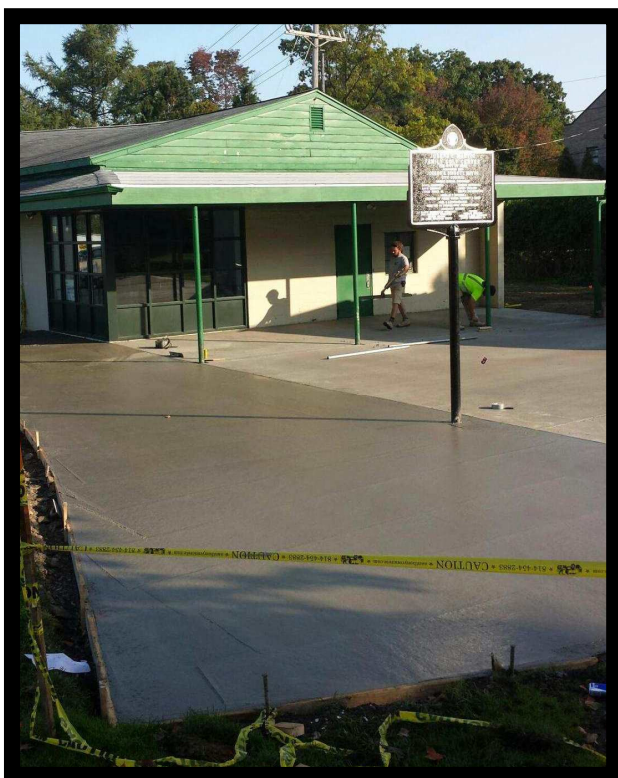
Created in 2015, StayRich is an internal group of Rich Products associates who came together and strives to support young professionals in their development and engagement by bringing them together to not only enhance their own Rich Experience but enhance the community they live and work in. One of the focuses of the group is to enhance the region in which our young professionals live and work to ensure a bright future for the community and organization.

The PGA Professionals Who Played Were:

Rosa, Marc (Wanakah CC)
Smith, Matt (Springville CC)
Decker, Jonathan (CC of Buffalo)
Viscardi, Andy (GOLFTEC – Rochester)
Gertner, Steve (Club Car)
Schneider, Don (Tan Tara GC)
O'Connor, Michael (The Kahkwa Club)
LaForce, Frank (Crag Burn GC)
Falkner, Tim (Crag Burn GC)
Bock, Joe (Hickory Stick GC)
Blair, Rodney (Transit Valley CC)
Wojtaszczyk, Josh (Diamond Hawk GC)
Antonucci, Dan (Niagara Frontier CC) (Coach)

PHOTOS FROM THE GAME





JC MARTIN FAMILY GOLF

THE RESTORATION PROJECT CONTNUES TO GIVE BACK

This past September the Erie Community Foundation once again teamed up with your PGA REACH Foundation to complete another phase of the plan at the JC Martin Family Golf Center. Another \$10,000 was put to great use as new concrete was placed all around the clubhouse to create a base for a junior golf education area.

In 2011 the WNYPGA Foundation (as it was formerly known) was proud and honored to take part in a project such as this that impacts the lives of golfers throughout an entire community. The total project has cost over \$500,000 and today is host to many initiatives such as Drive, Chip & Putt and PGA Junior League Golf which allow kids access to the game of golf in Erie, PA.

Calling All Rochester PGA Professionals!

Head PGA Professional at Penfield CC, Mike D'Agostino, needs your help to once again make the Rochester PGA HOPE Program a success. The winter session will once again be held at the Canandaigua VA Hospital, beginning in February, on Monday's at 10:00 AM.

This is just another way to market your net worth as a PGA Professional in the community....and you get paid while doing it!

For more information on how to get involved please contact Mike at mikethepro@aol.com.



In September GCW Capital Co-Founder, Tom Waring, and Chief Compliance Officer, Shawn Glogoski, partnered with Steve Wischmann in organizing a Tee It Up For The Troops Fundraiser to benefit WNY Veteran's Organizations.

WNYPGA Executive Director, Steven Bartkowski, had the opportunity to sit on the event planning committee and this past November Tom and Steve presented a check for \$10,500 to the PGA REACH WNY Foundation which was one of three beneficiaries.

The funds will be used to help enhance the Buffalo, Erie, and Rochester PGA HOPE Chapters in 2018.

SECTION NEWS



Hello everyone,

As PGA Members and apprentices, you are at the forefront of PGA Jr. League and its tremendous growth. You are creating communities at your facilities through the network of families that participate in this program, and in doing so, you are providing boys and girls the opportunity to learn, play and love an activity that can become their lifetime sport. The lifelong impact you can have on any one family is powerful.

To better support the growth of the program and your work as Captains, PGA has hired 12 Regional League Managers to provide expert coaching and resources to help you recruit, retain and engage kids, families and communities through PGA Jr. League at your facilities.

I want to introduce myself as the Regional League Manager for the Middle Atlantic, Tri-State and Western New York Sections. I am a 25-year member of the PGA of America, former facility operator, and a past captain of the PGA Junior League. I look forward to connecting with you!

My goal is to help you develop and grow a PGA Jr. League program that brings value to you as a PGA Member. I am here to provide guidance and tools to help you engage with your customers through PGA Jr. League. Ultimately, I want to be a supportive resource for you in your role as a PGA Jr. League Captain.

A few questions to think about as we head into the new season... feel free to email or call me with your responses:

If you participated in the program last year, how do you see it growing and expanding at your facility? Are there any issues, roadblocks or challenges you had in the past year that can be addressed? What are some of your best practices that others can replicate?

If you haven't been a Captain, what's holding you back? What are your concerns about implementing PGA Jr. League at your facility?

Captain registration will take place in November during the Championship, and I'll be in touch before registration opens. You can find all of my contact information below, and please know that I'm only a text, phone call, e-mail or video chat away.

Sincerely,

Doug Wert, PGA
(719) 351-2738
dwert@pgahq.com



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PGA Jr. League is proudly supported by:



Please Note:

Doug has created a private "Best Practices" Facebook Page for all PGA Professionals in this region to use to learn new ideas and continue to grow their program.

Join Today: <https://www.facebook.com/groups/region3pgajuniorleague/>

SECTION NEWS



REGISTER FOR THE 2018 SEASON OF PGA JR. LEAGUE TODAY!

PGA Professionals,

Just a friendly reminder that Captain Registration is now open for the 2018 Season!

Interested PGA Professionals and returning Captains can **register today by [CLICKING HERE](#)**

Below are some key participation insights from 2017 that showcase how PGA Jr. League works for everyone at every facility:

- **Experience Level of Players:** 80 percent of players were beginner or recreational golfers, demonstrating the developmental nature of the program.
- **Ages:** Almost half of players were ages 10 and under (43%) while the other half (57%) were 11-16, reflecting the popularity of the program across a wide spectrum of ages.
- **Gender by Participation:** 25 percent of players were girls, which is slightly higher than the national average.
- **Facility Type:** 51 percent of hosting facilities were public and 49 percent were private, demonstrating that the program can drive value to all facility types.
- **Retention of Players from 2016:** 73 percent of eligible players returned to the program!

Additionally, PGA Jr. League generated significant financial impact for PGA Professionals this past year:

- **Total Revenue:** PGA Professionals generated nearly \$6 million in income (after the \$75 fee is deducted)
- **Average Program Fee:** Increased to \$207 (from \$192 in 2016).
- **Average Income per Captain:** \$2,437

2018 SEASON ENHANCEMENTS

- **Greater Local Support Through Regional League Managers (RLMs):** Through a new field team, you and your Members will receive hands-on support, improved service, increased communication, and valuable coaching from a PGA Jr. League expert in your area.
- **New and Improved Jersey Program:** Each player will receive two high-quality Garb jerseys: one blue and one orange (home and away). Through our new fulfillment partner, parents can now choose from boys and girls cuts and sizes, as well as add a jersey number and the Captain's chosen team name to the back.
- **Enhanced Team Kits:** Along with the two custom jerseys, players will receive a PGA Jr. League ball cap, performance tee-shirt, high-quality bag tag, draw string bag and more. Thanks to National Car Rental's support, the improved jersey program and enhanced team kits will have no effect on the \$75/player fee. The NCR logo will appear on the left sleeve of the jerseys in exchange for off-setting the increased cost of the team kit.
- **Enhanced Website:** As part of our ongoing commitment to making the website more user-friendly and efficient, several enhancements are in the works for 2018 that will assist Captains with all aspects of administering the program.
- **Post-Season:** We recognize that the current sub-regional model of the post-season creates challenges for PGA Professionals, families and Sections. With National Car Rental's desire to shift the Pro-Am dollars to Sections via PGA Jr. League (as shared on Friday's E.D. call), we see an opportunity to partner with Sections and revamp how the sub-regionals are organized and/or move to a Section Championship model. We are early in the process of organizing ideas and will collaborate with the E.D. Committee, Junior Golf Committee, and PGA Jr. League Member Advisory Council once proposals are ready to discuss.



PGA

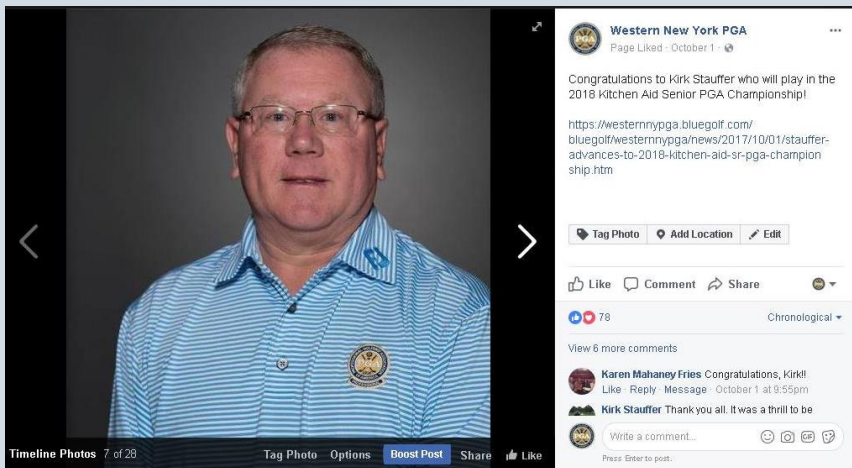
Western New York Section

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SECTION NEWS

PGA WINTER CHAMPIONSHIPS

If you are heading South this Winter and were looking to play some golf, registration is now open for the PGA of America Winter Championships. [CLICK HERE](#) for eligibility information, entry fees and purse dollars.

QUARTER CENTURY CHAMPIONSHIP Jan 4-5, 2018
Deadline: Wednesday, December 13th at 5:00 PM
Groups A-3 (ages under 50-64) [CLICK HERE TO REGISTER](#)
Groups 4-9 (ages 65 and older) [CLICK HERE TO REGISTER](#)

SENIOR STROKE PLAY CHAMPIONSHIP Jan 7-8, 2018
Deadline: Wednesday, December 13th at 5:00 PM
Groups 1 & 2 (ages 50-59) [CLICK HERE TO REGISTER](#)
Groups 3-9 (ages 65 & older) [CLICK HERE TO REGISTER](#)

SENIOR JUNIOR TEAM CHAMPIONSHIP Jan 14-17, 2018
Deadline: Wednesday, January 10th at 5:00 PM
[CLICK HERE TO REGISTER](#)

FOUR-BALL STABLEFORD CHAMPIONSHIP Jan 28-30, 2018
Deadline: Wednesday, January 17th at 5:00 PM
[REGISTER HERE](#)

WOMENS STROKE PLAY CHAMPIONSHIP Feb 4-6, 2018
Deadline: Wednesday, January 24th at 5:00 PM
[REGISTER HERE](#)

STROKE PLAY CHAMPIONSHIP Feb 4-6, 2018
Deadline: Wednesday, January 24 at 5:00 PM
[REGISTER HERE](#)



PGA
2018 MERCHANDISE SHOW
The MAJOR of Golf Business

January 23, 2018 | PGA Show Demo Day & Instructional Workshops
January 24-26, 2018 | PGA Show Days & Education Conference
Orlando, FL

pgashow.com

"Grow your business & career at the MAJOR of Golf Business"

Join thousands of your peers and industry professionals as they gather for the leading golf industry event of the year.

The Show floor will feature an enhanced Equipment Test Center (ETC), all-new LIVE Fashion Show, new PGA Show Education Conference tracks, the must-see New Product Zone and so much more. Don't miss all that the 2018 PGA Merchandise Show has to offer."

[Click here](#) for more information and to register for the 2018 PGA Show!

Please note that fellow PGA Professional Steve Gertner, PGA, has taken the role of Sales Representative for our Section Title Partner - Club Car. If you wish to contact Steve for well wishes, or, to set up an appointment please contact him via below:



Steve Gertner
steve.gertner@irco.com

585-507-3970

SECTION NEWS

EMPLOYMENT OPPORTUNITIES ACROSS THE WNYPGA

In addition to your employment opportunities on PGA.org, if you would like to list an Assistant Professional Position on our website please contact Executive Director, Steven Bartkowski, at sbartkowski@pgahq.com and your job will be listed in similar fashion to those below.

POSITION	FACILITY	DEADLINE	DATES	RESUME SUBMISSION
Assistant Golf Professional	Brook-Lea CC, Rochester, NY	Open Until Filled	04/01/18-11/01/18	Click Here for More Information
Assistant Golf Professional	Brookfield CC, Clarence, NY	Open Until Filled	2018 Season	Click Here for More Information
Assistant Golf Professional	Fox Valley Club, Lancaster, NY	Open Until Filled	04/10/18-10/10/18	Click Here for More Information
Assistant Golf Professional	Lancaster CC, Lancaster, NY	Open Until Filled	04/24/18-09/30/18	Click Here for More Information
Assistant Golf Professional	Lancaster CC, Lancaster, NY	Open Until Filled	04/01/18-11/04/18	Click Here for More Information
Assistant Golf Professional	Penfield CC, Penfield, NY	Open Until Filled	04/01/18-10/31/18	Click Here for More Information

OWNERSHIP OPPORTUNITY

Indoor Golf Business for Sale in Macedon, NY - Click [HERE](#) for more information

“PROS FOR HIRE” TAB ON THE SECTION WEBSITE

In 2017 the Western New York Section Website underwent an upgrade. As part of this upgrade we added a Section called “Pros for Hire” which we hope will help both local job seekers and job posters. The “Pros for Hire” tab is only accessed by PGA Professionals logging into the Professional side of the site and allows for those who are currently in the job market to post their most updated resumes. Please contact Section Staff Member Steven Bartkowski if you wish to post your resume, or if you have any questions how to view the resumes.

WNYPGA MEMBERSHIP UPDATES

Congratulations to all those WNYPGA Members who have attained Quarter & Half Century PGA Status this year!

NAME	MONTH	HONOR
Bob Ashley, PGA	July	Quarter Century
Joe Borawski, Sr., PGA	December	Half Century
Jim Brado, PGA	November	Quarter Century
Jim Buchanan, PGA	December	Half Century
Tony Duran, PGA	December	Half Century
Jim Edmister, PGA	July	Quarter Century
Bob King, PGA	May	Quarter Century
Ed Mills, PGA	June	Half Century
John Rossi, PGA	November	Quarter Century

SECTION NEWS

EMPLOYMENT BRIEF

Keith Fisher, PGA



Success!

Here is a great quote I came across by Will Rogers (stage and motion picture actor, Vaudeville performer, American cowboy, humorist, newspaper columnist, and social commentator) - "If you want to be successful, it's just this simple; Know what you are doing, Love what you are doing and Believe in what you are doing."

As PGA Professionals, these three items should come easily. We know our industry, we love the game, and we believe in growing the game. I haven't come across any Professional that would say those three cliches do not resonate with them. So why do so many of us not reach the success we strive to achieve?

As a PGA Career Consultant I have daily conversations with professionals about their careers. And, while Professionals say they have the knowledge, love, and belief; in many instances I find this doesn't carry forward for our Professionals. Many do not put an emphasis on anything at all, they just drift along doing little, if anything, to manage their career or improve their skills as a professional.

Here's the bottom line; it is up to us if we want to succeed in this business, or any business for that matter. Yes, the golf industry is challenged in ways many of us, who have been around for a while, never imagined. And yes, it is discouraging and disappointing to see how golf as a game and an industry has suffered over the past 8 to 10 years. Decline in participation, facility closures, belt-tightening by owners and facilities, and in some areas contraction of job opportunities are the results.

With these challenges, PGA Professionals have two choices, do nothing and put their jobs and careers at risk; or grow their skill set to adapt to the changing conditions and make themselves the most valuable professional and employee at their facility. Don't wait for someone to tell you what to do or worse yet, find yourself without a job wondering what to do next. Take your career in hand, find out what you can do to be more valuable and marketable, adopt a positive attitude, take a leadership role, be a rainmaker and pace setter, be innovative and creative, find out what you can do to make a positive difference wherever you are working; only then you will see what success can really look like for you.

I have found a common theme when talking with the most successful professionals in our business and with employers who share what they value in their professionals. It is this; the "best" are not satisfied with "status quo". They are constantly striving to improve, trying different things to make things better, working on improving weak skills or acquiring new skills, and always challenging themselves (and if they are managers challenging their staff) to get better!

As we approach year's end, I'll ask these questions:

Do you work to increase your knowledge and skills?

Do you love what you do?

Do you believe in what you do and why you do it?

If the answer to any of these are no, then it is a great time to begin to increase your knowledge and skills, find the love for the profession again, and find that belief in what and why you do it.

When you strive to become more successful, stay true and stand firm on your foundation. As Mr. Rogers states, "Know what you are doing, Love what you are doing, and Believe in what you are doing". This guiding theme will always lead you to take the steps to be successful moving forward.

I wish all of you a wonderful Christmas holiday and a happy and prosperous New Year. As we approach this new year there is not a better time than NOW to be resolved to "own" your career and take steps to be a better professional and person each and every day in 2018!

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



PGA

Western New York Section

2018 Western New York PGA Junior Tour *Registration Opens on Monday, January 15th*



PURPOSE:

The WNYPGA Junior Golf Tour provides an opportunity and atmosphere for juniors to enjoy the camaraderie, friendship, and sportsmanship of competitive golf at a series of premier venues throughout the Western New York Section of the PGA of America. Players in all divisions will compete in a season long points race to qualify for the season ending Junior Golf Tour Championship.

ELIGIBILITY:

The WNYPGA Junior Tour is open to juniors residing within the boundaries of the WNYPGA Section who have attained an age of 10 years but not to have reached their 19th birthday before August 7, 2018.

For Information regarding eligibility,
policies, procedures and more:

[CLICK HERE](#)

To view the 2018 Tentative Junior Tour
Schedule:

[CLICK HERE](#)



DISTRICT 4 DIRECTOR REPORT: Steve Aloï, PGA



[Click Here](#) to view the District 4 Director Summary which includes a recap of the 101st PGA Annual Meeting, Future Championship Sites, Inaugural National Day of PGA HOPE, and more.



**Congratulations to Lily Zhang of
Williamsville on Advancing to the
2018 DCP Finals at Augusta
National!!**



INAUGURAL WNYPGA SENIOR-JUNIOR RYDER CUP

Orchard Park CC, October 2nd, 2017



JUNIORS

Tom Keenan
John Daddario
Jason Piurkoski
Michael Shine
Dwayne Randall
Chris Kulinski
Patrick Damore
Tim Falkner
Paul Sanders
Sean Coleman
Rob Krajewski
Cody Endress



Donald Ross
SPORTSWEAR



SENIORS

Lon Nielsen
Rob Horak
Mark Kirk
Jack Widger
Steve Latimer
Danny Kaye
Mike Touhey
Frank LaForce
Scott Jenkins
Rod Blair
Bobby Hogan
Michael O'Connor



The inaugural WNYPGA Senior-Junior Cup Matches were conducted at Orchard Park Country Club. Teams were determined by the players with the highest total of points on the OMEGA Player of the Year Standings for respective divisions.

The Junior Team (Red Shirts) defeated the Senior Team (Blue Shirts) 12 ½ Points to 11 ½ Points.