

October/November 2020 Edition



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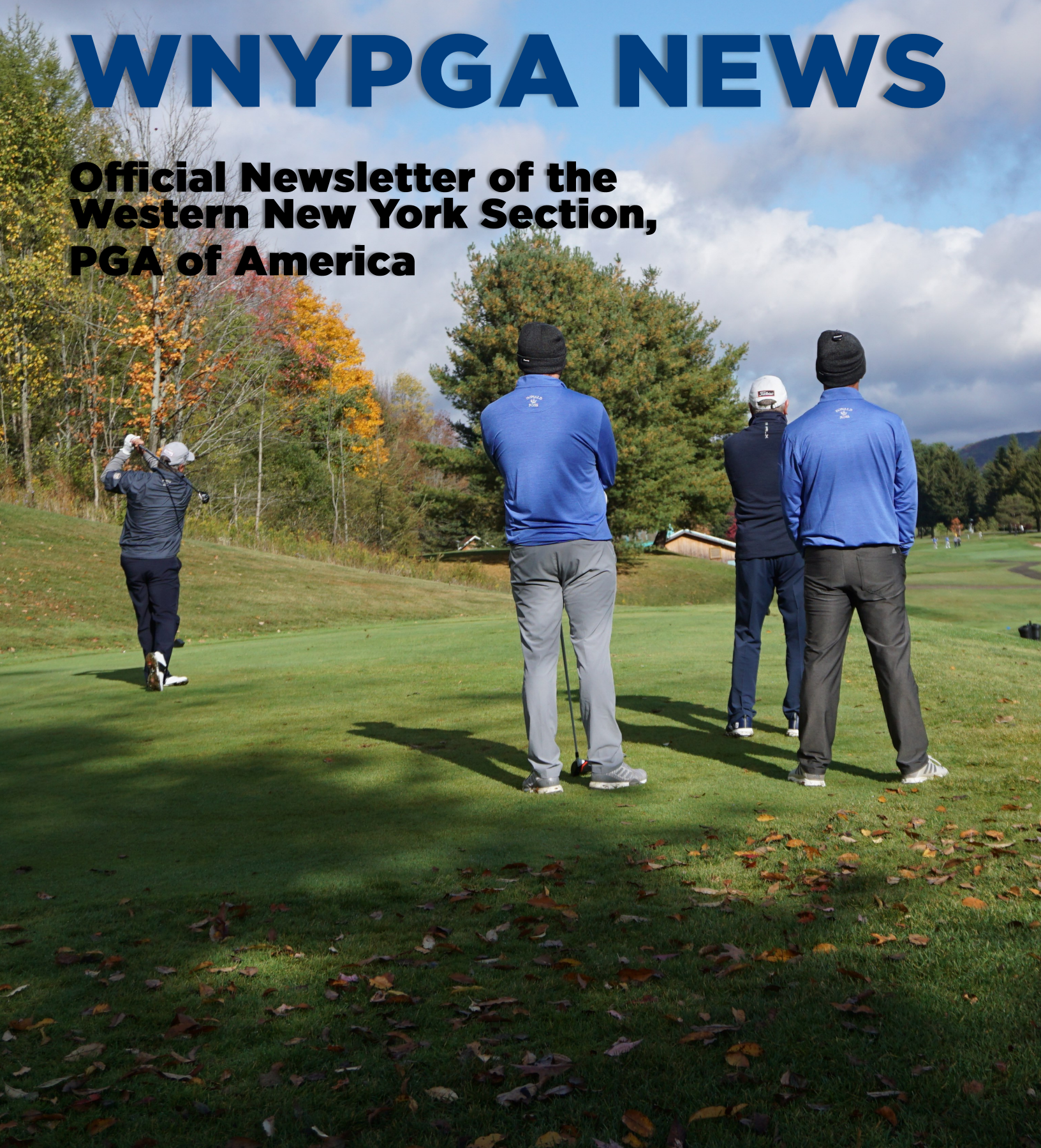
Western New York Section



WESTERN NEW YORK

# WNYPGA NEWS

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





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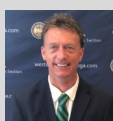
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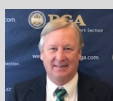
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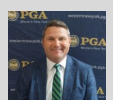
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# WNYPGA PRESIDENT'S MESSAGE



PGA Certified Professional  
Niagara Frontier G.C.  
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716-745-3329



**Dan Antonucci,  
PGA Certified Professional**

## FROM THE PRESIDENT'S DESK

Dan Antonucci, PGA Certified Professional

What a year 2020 has been so far. We battled through a global pandemic during our golf season. I am sure we all have some outrageous new golf stories that we will share somewhere down the road. A National Election for President, that is still not resolved and might not be for weeks. Good thing we have the Buffalo Bills who are playing great football. Super Bowl (without fans) here we come!

Congratulations go out to Steve Carney, Master PGA Professional at the Holiday Valley Resort for being named our 2020 WNYPGA Golf Professional of the Year. I have known Steve for many years and I can tell you that you will not meet a more well rounded, super experienced and consummate Professional. Add in the fact that he is at the Master Professional level! A well deserved honor for a great friend from our Section.

Best wishes to Don Rea, PGA Professional at the Augusta Ranch Golf Club in Mesa, AZ for being elected as our National PGA Secretary in October. He will be a talented addition to our National Executive Board. He is a Professional with tremendous vision and enthusiasm. We all wish him well in his new position.

As a side note, I'd like to thank the Clubs that participated in the 100-Hole Golf Marathon this year. Glen Oak G.C. won the trophy over the Kahkwa Club and my own Niagara Frontier G.C. In all, we raised almost \$8,000.00 for the PGA REACH WNY. It was such a unique and different golf experience for me and really brought some good into this crazy year. Please think about participating at your Club in 2021.

The off season is here and we made it through some challenging times. It was an enormous learning experience for all of us, which will only make us better PGA Professionals. Enjoy the down time and recharge the battery. Have a very Happy Thanksgiving with your family and friends.

Thank you for all you do every day as a PGA Professional, promoting golf and making it the greatest game on earth.

**Respectfully submitted,  
Dan Antonucci, PGA Certified Professional  
WNYPGA Section President**



## EXECUTIVE DIRECTOR'S MESSAGE STEVEN BARTKOWSKI

**Steven J. Bartkowski**  
**Executive Director**

Western NY PGA | PGA REACH Western NY  
Foundation

C/O Glen Oak Golf Club

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### WHAT'S NEXT?

PGA Professionals,

As I sit here writing this message for the October/November WNYPGA News it appears that COVID19 numbers are yet again on the rise. Here in Erie County we are preparing for yet another shut down of many non-essential businesses and the potential of schools going back to strictly digital learning. It seems that until we find a vaccine (and maybe even longer) keeping up

with the unprecedented scope of this pandemic may be unrealistic. My prediction is that this will still be a discussion this spring and maybe even at this same time next year.

So, that leads me to question—What's Next? What is next for our country? What is next for family gatherings such as birthdays and holidays? What is next for travel? What is next for local businesses? And what is next for the golf industry?

This past season we didn't even know where to begin. We made adjustments on the fly and called many audibles along the way. We had the "excuse" of not having a playbook to get through a global pandemic. I tell you this because I hope you are thinking about your approach to your respective operations over the next few months in relation to spring. There is no mistaking that COVID19 not only rejuvenated people's love for the game but also created new golfers. No one can deny the fact, that based on actual data, the game of golf is providing customers at a level we haven't seen since "The Tiger Era." It may not be feasible to sustain 100% of what we have seen this year in terms of customers, but if you don't evaluate and plan for new ways to engage your customers this offseason you may miss an enormous opportunity when spring rolls around. I think that we can all agree that we were not ready or prepared to manage golf during a pandemic, but now we know what to expect, and we have no excuse not to prepare.

Over the next few months myself and both the Section and Foundation Board of Directors will be evaluating our Operations and continuing to plan for what is next from a strategic model. We have already created new programming and new partnerships (i.e. WNYPGA Academy, Go Golf US, Doubles Golf) that focuses energy on the change instead of fighting the old. This offseason we will be making trips throughout our Section to have Town Halls discussions with each of you our PGA Members. I personally look forward to these conversations that I am sure I will gain a great bit of knowledge from.

I wish you all success in the remainder of the 2020 season. As always, if there is anything that either myself or another Section Staff member can do to assist you, please do not hesitate to reach out.

Respectfully,

**Steven J. Bartkowski | Executive Director**  
**Western NY PGA | PGA REACH Western NY Foundation**





## ***The Next Generation of Learning Inclusive to WNYPGA Professionals***

Powered by



On behalf of the Section Education Committee, we are excited to announce the addition of [The WNYPGA Academy](#) to the Education/Professional Development program. Over the past year the Committee and Staff have worked diligently to partner up with third party, Brain Cert, which is a proven successful e-learning platform. We believe this optional education platform will only enhance the education/professional development opportunities already given by the Section and the PGA of America - ultimately allowing for more flexibility as work/life schedules become more and more demanding.

The goal of the [The WNYPGA Academy](#) is to provide WNYPGA Professionals with an inclusive and affordable online learning platform that allows for expanded education both related to the golf business and non-related to the golf business. We believe this directly fits in with the Section's Mission of being a professional force for PGA Members to maintain and upgrade their skill level to allow them to compete in today's business world.

### **\*\*Benefits of Academy Enrollment \*\***

- *Unlimited Access to WNYPGA Academy Education (On-Line & In-Person)*
  - *Free Access to In Person WNYPGA General Education Seminars*
    - *Required Educations MSR's*
  - *Low-Cost Education in a timely fashion*
    - *Ease of Use*

To Enroll: [CLICK HERE](#)

For step-by-step: [CLICK HERE](#)





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## WNY'S LEADER IN SYNTHETIC TURF GOLF APPLICATIONS

Thank You to the following facilities for their patronage and support for each project we complete:

Park Country Club

Glen Oak Golf Course

Transit Valley Country Club

Midvale Country Club

Timber Ridge Golf Club

Geneva Country Club

Pinehurst Golf Club

PGA REACH

**WE DESIGN, INSTALL, AND SELL SYNTHETIC TURF PRODUCTS FOR  
INDOOR AND OUTDOOR GOLF APPLICATIONS**



Proud Sponsor of WNYPGA Section and WNY PGA REACH.

A portion of each project in the Section is donated to  
PGA REACH WNY



[CLICK ON THE IMAGES FOR LINKS TO:](#)



[www.westernnewyork.pga.com](http://www.westernnewyork.pga.com)



# GO GOLF U.S. Powered by The WNYPGA

A digital golf pass based out of Western NY.

**GO GOLF U.S. powered by The WNYPGA, will work to drive rounds and revenues to our Section PGA facilities.** We have seen success in fellow PGA Sections working in the golf pass space and are excited to bring this new member benefit to our Section.

Created and operated by local WNYPGA Professional Scott Chambers, PGA and his business associate Alan Liwush, **GO GOLF U.S.** is a marketing and technology-based solution to help courses optimize their tee sheet and grow the game of golf locally. Users receive discounted rates at participating WNYPGA golf courses based on the purchase of an "eBook". A portion of eBook sales is given directly to PGA Professionals, The WNYPGA Section and Children's Hospitals.

## WHY PARTICIPATE WITH GO GOLF U.S. POWERED BY THE WNYPGA?

**1. INCREASE ROUNDS AT OFF PEAK TIMES:** With no "revenue sharing model" like other industry wide tee time and coupon sites. Each course will set their pricing and restrictions, GO GOLF U.S. will help drive revenue to underutilized time frames.



**2. FREE MARKETING:** With GO GOLF U.S. your club will be front and center on wnypga.com and will be marketing facilities to over 20,000 customers and supporters of the Children's Hospitals in WNY. GO GOLF U.S. will also provide social media marketing for clubs on the app and as the user database grows, they will provide direct marketing for courses within the eBook.

**3. DIRECT BENEFIT TO THE PGA PROFESSIONAL**

**4. REACH A NEW DEMOGRAPHIC:** Access to a mobile platform is built to drive younger players to the game of golf. The platform is also of no cost to the club.

**5. NEW REVENUE STREAM FOR THE SECTION:** A portion of the sales will directly benefit the Section to continue to provide enhanced programming, education and tournaments to execute our mission of Serving the PGA Member and Growing the Game of Golf.

## LEARN MORE & GET YOUR CLUB INVOLVED TODAY!

**Alan Liwush | Go Golf U.S.**

(585) 749 - 2296

alan@gogolfus.com

**Scott Chambers, PGA**

(585) 802-4044

schambers@webstergolf.com

# GO GOLF U.S.





# PGA

Western New York Section

## 2020 Hall of Fame Inductees

### Congratulations to all our 2020 Hall of Fame inductees!



#### JACK GORDON, PGA

- Head Professional at Country Club of Buffalo
- Head Professional at Westwood country Club
- Head Professional at Transit Valley Country Club
- Professional at Cathcart Castle Golf Club
- First WNYPGA President (1927 to 1931)
- PGAS National Vice President representing WNY
- WNYPGA Section Champion 1927
- Author of *Understandable Golf and Ten Commandments of the Golf Stroke*

#### JOHN KONSEK

- N.Y.S. Jr. Amateur Championship 1957
- N.Y.S. Men's Amateur Championship 1958, 1959, 1960
- East Aurora Jr. Masters 1954, 1957
- Porter Cup 1959, 1961
- Monroe Invitational 1959, 1964
- Big 10 Championship Medalist and All-American (Purdue University) 1958, 1959, 1960
- U.S. Open 1958, 1960
- Purdue Sports Hall of Fame Member
- Greater Buffalo Sports Hall of Fame Member



#### MICHAEL O'CONNOR, PGA

- 2020 - WNYPGA Board of Directors Officer - President
- 2018 - 2019 WNYPGA Board of Directors Officer - Vice President
- 2016 - 2017 WNYPGA Board of Directors Officer - Secretary
- 2012 & 2018 WNYPGA Bill Strausbaugh Award Recipient
- 2015 - WNYPGA Player Development Award Winner
- 2011 - WNYPGA Golf Professional of the Year
- 2008 - 2010 WNYPGA President's Plaque Award Winner
- 2007 - 2015 WNYPGA Board of Directors - Area II Director - Buffalo
- J.C. Martin Golf Course Renovation Project



#### JON HOECKER, PGA

- Member since 1986 and PGA Quarter Century Member for 25 years
- Brook-Lea Professional since 1994
- WNYPGA Tour Champion
- 1 WNYPGA Match Play Championship Title
- 1 Senior WNYPGA Championship Title
- Teacher of the Year 2003
- WNYPGA Horton Smith Award 2004, & 2005
- WNYPGA Golf Professional of the Year 2000
- WNYPGA Board of Directors (Vice President 2005-2007 & President 2007-2009)






**PGA**

Western New York Section

## Congratulations to our 2020 Section Award Winners!

**Congratulations to all our winners and nominees! To even be considered for a section award is a great honor. We enjoy recognizing all the achievements of our members throughout the year especially during this particularly unique year.**

Award	Winner
Golf Professional of the Year	Steve Carney, PGA, MP
Assistant Professional of the Year	Kyle Benish, PGA
Bill Strausbaugh Award	Chris Kulinski, PGA
PGA Professional Development Award (Former Horton Smith)	Steve Carney, PGA, MP
Teacher of the Year	Marc Rosa, PGA
Merchandiser- Private	Mike Kiel, PGA
Merchandiser - Public/Semi Private	Bob King, PGA
Merchandiser - Resort	Steve Carney, PGA, MP
Player Development Award	Brian Jacobs, PGA
Youth Player Development Award	Lauren Tallman, PGA
Patriot Award	Rob Krajewski, PGA
Player of the Year	Kirk Stuafter, PGA
Senior Player of the Year	Kirk Stuafter, PGA
Assistant Player of the Year	Matt Stasiak
Female Player of the Year	Lauren Tallman, PGA
Salesperson of the Year	Jeff Beaver, PGA
Media Representative of the Year	Kevin Sylvester
Spectator of the Year	Tina Stauffer





# PGA

Western New York Section

## Congratulations to our 2020 Section Award Winners!



### GOLF PROFESSIONAL OF THE YEAR

Steve, Carney, PGA, MP  
Holiday Valley Resort

The WNYPGA Golf Professional of the Year Award is determined annually by the section to honor the working club professional whose total contributions to the game best exemplify the complete PGA golf professional.

### PGA PROFESSIONAL DEVELOPMENT AWARD

Steve Carney, PGA, MP  
Holiday Valley Resort

The WNYPGA PGA Professional Development Award (former Horton Smith Award) is designed to give special recognition to an individual golf professional for outstanding and continuing contributions to professional education.

### MERCHANDISER OF THE YEAR (RESORT)

Steve Carney, PGA, MP  
Holiday Valley Resort

The PGA Merchandiser of the Year awards recognizes those WNYPGA professionals who have excelled as merchandisers in the promotion of golf. This person shall have demonstrated skill in the planning of sales by presenting products to his/her market on a timely basis, and through the use of specialized merchandising techniques such as displays, advertising, etc.



### ASSISTANT PROFESSIONAL OF THE YEAR

Kyle Benish, PGA  
Holiday Valley Resort

The Assistant Professional of the Year Award was established in 1998 to honor an Assistant Professional who has gone beyond the call of duty to promote the game of golf, their place of employment and the WNYPGA.

### MERCHANDISER OF THE YEAR (PRIVATE)

Mike Kiel, PGA  
Midvale Country Club

The PGA Merchandiser of the Year awards recognizes those WNYPGA professionals who have excelled as merchandisers in the promotion of golf. This person shall have demonstrated skill in the planning of sales by presenting products to his/her market on a timely basis, and through the use of specialized merchandising techniques such as displays, advertising, etc.



### MERCHANDISER OF THE YEAR (PUBLIC)

Bob King, PGA  
Lakeside Country Club

The PGA Merchandiser of the Year awards recognizes those WNYPGA professionals who have excelled as merchandisers in the promotion of golf. This person shall have demonstrated skill in the planning of sales by presenting products to his/her market on a timely basis, and through the use of specialized merchandising techniques such as displays, advertising, etc.







# PGA

Western New York Section

## Congratulations to our 2020 Section Award Winners!



### BILL STRAUSBAUGH AWARD

Chris Kulinski, PGA  
PGA of America

The Bill Strausbaugh Award is to honor a PGA Member for service to his/her association, service to his/her fellow PGA Professionals in helping them improve their employment situations, and service to the community.



### PATRIOT AWARD

Rob Krajewski, PGA  
Glen Oak Golf Course

The PGA Patriot Award bestows special recognition on a WNYPGA Golf Professional, who personifies patriotism through the game of golf and demonstrates unwavering commitment and dedication to the men and women who have valiantly served and protected the United States of America.



### YOUTH PLAYER DEVELOPMENT AWARD

Lauren Tallman, PGA  
Ravenwood Golf Club

The WNYPGA Youth Player Development Award recognizes the WNYPGA Professional who is a leader in junior golf and who reflects the ideals of those who work with youth. Work by this PGA Professional includes involvement in the promotion and development of junior golf at club level and support for national golf programs. The interest, concern and ability to provide opportunities and experience for juniors to learn and play golf are qualities of a successful junior golf leader.



### PLAYER DEVELOPMENT AWARD

Brian Jacobs, PGA  
Mill Creek Golf Club

The WNYPGA Player Development Award (former President's Plaque Award) recognizes the WNYPGA Professional who has a significant achievement with Player Development and Growth of the Game initiatives.





# PGA

Western New York Section

## Congratulations to our 2020 Section Award Winners!



### TEACHER OF THE YEAR

Marc Rosa, PGA  
Wanakah Country Club

The WNYPGA Teacher of the Year Award 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; articles written in books and magazines; as well as outstanding golfers the professional has instructed.



### SALESPERSON OF THE YEAR

Jeff Beaver, PGA  
Titleist

The Salesperson of the Year Award was established in 1998 to honor a Sales Representative who partners with the professionals of the Western New York Section in order to enhance the golf professional's business.



### MEDIA REPRESENTATIVE

Kevin Sylvester  
Tee to Green

The Media Representative of the Year Award was established in 1998 to honor a media representative who promotes the PGA and by doing so helps to elevate the organization to a new level of respect and prestige throughout the Western New York area.



### SPECTATOR OF THE YEAR

Teena Stauffer  
Wife of Kirk Stauffer, PGA

The Spectator of the year is an individual who attends many Western New York PGA events to support the professionals who compete.





**PGA**

Western New York Section

## Congratulations to our 2020 Section Award Winners!

**PLAYER OF THE YEAR**

Kirk Stauffer, PGA  
Chautauqua Golf Club

**2020 Highlights:**

- This is his 12th Player of the Year Title
- OMEGA Tour Champion at the Kahkwa Club
- Match Play Champion at Crag Burn GC

**SENIOR PLAYER OF THE YEAR**

Kirk Stauffer, PGA  
Chautauqua Golf Club

**2020 Highlights:**

- WNYPGA Senior Championship at Glen Oak GC
- Senior-Junior Match Play Team Captain
- Senior-Junior Match Play Champion

**WOMAN PLAYER OF THE YEAR**

Lauren Tallman, PGA  
Ravenwood Golf Club

**2020 Highlights:**

- WNY Open Champion
- WNY Classic Champion
- WNY Section Champion
- This is her 3rd Player of the Year Title

**ASSISTANT PLAYER OF THE YEAR**

Matt Stasiak  
Battistoni Golf Center

**2020 Highlights:**

- NCR Assistant PGA Professional Champion
- WNYAA Season Long Match Play Champion
- WNYAA Holiday Valley Champion
- This is his first Player of the Year Title





PGA

Western New York Section

2021  
UPDATE

## Tentative 2021 Schedule

## APRIL

19 Monday **Spring Membership Meeting & Golf**  
Glen Oak Golf Club, East Amherst, NY

## MAY

3 Monday **Pro-Pro Scramble**  
Wild Wood Country Club, Rush, NY  
10 Monday **Titleist Scratch Pro-Am**  
Brook Lea Country Club, Rochester, NY  
17 Monday **WNYPGA Stableford**  
Lancaster Country Club, Lancaster, NY  
24 Monday **Elkdale Pro-Am\***  
Elkdale Country Club, Salamanca, NY

## JUNE

1 Tuesday **WNYPGA Pro-Officer/Superintendent**  
Ravenwood Golf Club, Victor, NY  
4 Friday **Lawrence Park Invitational Pro-Am\***  
Lawrence Park Golf Club, Harborcreek, PA  
11 Friday **Lake View Invitational Pro-Am\***  
Lake View Country Club, North East, PA  
14 Monday **Moon Brook Invitational Pro-Am\***  
Moon Brook Country Club, Jamestown, NY  
21 Monday **Children's Invitational**  
Park Country Club, Williamsville NY  
23 Wednesday **NYS Open Qualifier**  
Glen Oak Golf Club, East Amherst, NY  
25 Thursday **Bartlett Pro-Am\***  
Glen Oak Golf Club, East Amherst, NY  
28 Monday **Chautauqua Pro-Am\***  
Chautauqua Golf Club, Chautauqua, NY

## JULY

12 Monday **WNY Open\***  
Stafford Country Club, Stafford, NY  
19 Monday **Kahkwa Invitational\***  
The Kahkwa Club, Erie, PA  
26-27 Mon-Tue **Blaisdell Pro-Am & Open**  
Pennhills Club, Bradford, PA

## AUGUST

2 Monday **WNY Classic\***  
Glen Oak Golf Club, East Amherst, NY  
9 Monday **Holiday Valley Pro-Am\***  
Holiday Valley Resort, Ellicottville, NY  
15 Sunday **Midvale Invitational Pro-Am\***  
Midvale Country Club, Penfield, NY  
16 Monday **Sr-Jr Pro-Pro / Pro-Am Championship**  
Mill Creek Golf Club, Churchville, NY  
23-24 Mon-Tue **WNYPGA Section Championship\***  
Country Club of Buffalo, Williamsville, NY  
27 Friday **NCR Assistant Championship**  
TBD  
30 Monday **Wellsville Pro-Am\***  
Wellsville Country Club, Wellsville, NY

## SEPTEMBER

2-3 Thurs-Fri **WNYPGA Senior Championship\***  
The Golf Club at Blue Heron Hills, Macedon, NY  
7 Tuesday **Pro-Assistant Championship**  
Transit Valley Country Club, East Amherst, NY  
12 Sunday **Locust Hill Pro-Am\***  
Locust Hill Country Club, Pittsford, NY  
13-14 Mon-Tue **Match Play Championship\***  
Crag Burn Golf Club, East Aurora, NY  
20 Monday **Pro-Pro Championship**  
Niagara Falls Country Club, Lewiston, NY  
27-28 Mon-Tue **OMEGA Tour Championship\***  
River Oaks Golf Club, Grand Island, NY

## OCTOBER

4 Monday **Junior-Senior Cup Matches**  
Holiday Valley Resort, Ellicottville, NY  
11 Monday **WNYPGA Annual Meeting & Shootout**  
Glen Oak Golf Club, East Amherst

\*Denotes OMEGA Player of the Year Points Event  
Updated—11/12/2020







*"I received a lead during the PGA Championship from PGA.Coach. I followed up immediately and today I was able to meet with the student. I did a New Student Assessment which is my gateway product and was able to enroll the student for a long term, 1:1 coaching program. I never would have had that lead without PGA.Coach and just wanted you, again, to know how grateful I am. As always if I can be of any service please let me know."*

Brian Jacobs, PGA

## Three WNYPGA Professionals Gain New Students (& Revenue) during PGA Championship Week

[PGA.Coach](#) has already been proven successful for three WNYPGA Professionals (see Brian Jacobs' testimonial to the left). The Promotion on the new [PGA.com](#) during PGA Championship week has brought new clients to local PGA Coaches in our Section. Just a friendly reminder, to be able to utilize this new "Find a Coach" tool on PGA.com you must be registered through PGA.Coach.

### How do you get started?

- Go to [www.PGA.Coach](http://www.PGA.Coach) and sign up for the PGA.Coach training.
- Once you complete your virtual training, you will be given access to the PGA Coach app where you can build lesson plans, promote your business and more.

## WNYPGA MEMBERS PGA.COACH CERTIFIED

Tom Bolduc, PGA  
Linda Opalisky, PGA  
Paul Sanders, PGA  
Rich Conwell, PGA  
Jeff Mietus, PGA  
Joe Lusardi, PGA  
Ric Alberico, PGA  
Bob Ashley, PGA  
Chip Clover, PGA  
Chris Devincentis, PGA  
Tim Fries, PGA

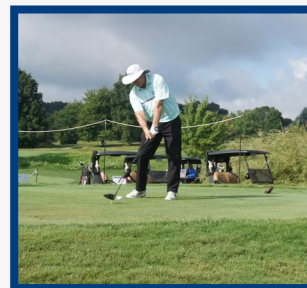
Bob King, PGA  
Kirk Stauffer, PGA  
Jack Widger, PGA  
Tony Saccomanno, PGA  
Sean Lalley, PGA  
Jim LaBuda  
Travis Geiger, PGA  
Rodney Blair, PGA  
Brian Jacobs, PGA  
Kyle Benish, PGA  
Chris Kulinski, PGA

Stacy M. Harrower, PGA  
Rob Krajewski, PGA  
Tom Maloney, PGA  
Sean Moffat, PGA  
Brett Emrick, PGA  
Travis Perkins, PGA  
Lauren Tallman, PGA  
James Russell  
Curtis Evanicki  
Daniel Vanill  
Eric Wilson, PGA

# Play like the Pros

## Featuring Jon Hoecker, PGA

### Hitting Your Driver Further



Dear Fellow WNYPGA Members:

I consider my teaching and golf game a work in progress. I like to think the best is yet to come.

Watching good players play and then trying to figure out what they are doing well and how I might incorporate those things into my teaching and my own game is a way I stay stimulated. The resources I use in my never ending attempt to improve are:

1. Going to tour events
2. Watching YouTube related videos
3. Taking lessons
4. Playing with good players who I think I can learn something from

The following video is one of over 100 that I have sent out to my members in the last 8 years or so. It makes for fun discussion around the club and hopefully will help them enjoy the game more.

#### Jon Hoecker, PGA

Head Golf Professional

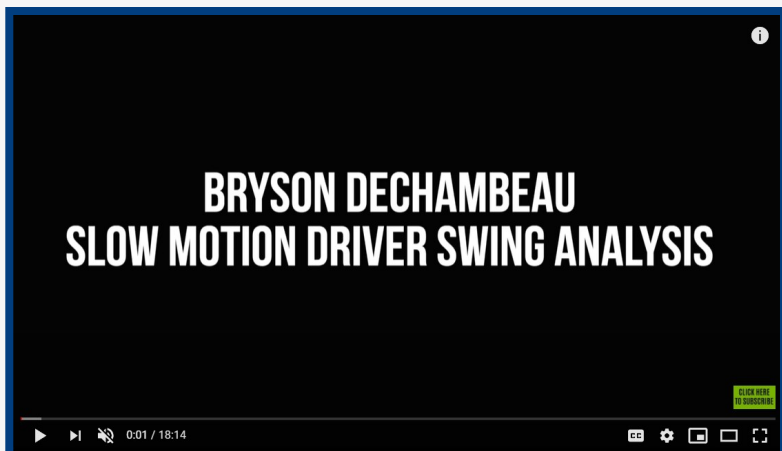
Brook-Lea Country Club

Click the image to the right to view a Jon's video sent to membership about hitting your driver further.



#### BRYSON DECHAMBEAU SLOW MOTION DRIVER SWING ANALYSIS

Click the image to the left to view an additional swing analysis video of Bryson DeChambeau to help improve your distance. video sent to membership about hitting your driver further.





## Assistant Professional Spotlight

### Featuring Joe Buss

### Brook-Lea Country Club

**What is your original hometown?**

I grew up here in Rochester, New York.

**How long have you been an Associate?**

I have been an B-8 Associate for about five years.

**What/who inspired you to get into the golf industry?**

When I was in college, I started working during the summers at a golf course and was able to play a lot, work in the shop, and help teach camps and clinics. I realized that a career in golf combined my passion for Teaching and Coaching with my increasing love for the game of golf. After I graduated from college, I joined the PGA program and began working at Brook-Lea.

**Are there any fun programs you have initiated for the golfers at your Country Club?**

I run weekly Junior clinics in the spring as well as a summer camp. I also help instruct what we call the "futures league." New golfers who don't yet feel comfortable playing in a full league join this and we run weekly clinics on different aspects of the game and then they go play a few holes in a scramble format. This helps to encourage those new golfers to enjoy and pursue the game.

**How long have you been in the section and have you had any other jobs?**

This was my 5th year working at Brook-Lea and my 5th year in the section. I did not have any other Assistant Pro jobs before this but I worked at a course in Pennsylvania during college.

**Have you won any section awards?**

This year I was nominated for Assistant Professional of the Year

**What are some of your main goals, playing and professional?**

My main goal is to be a head professional at a golf course. I have a passion for golf and helping others to enjoy the game more and more. I hope that wherever I end up I have the opportunity to do all the things that I love, teaching, organizing and running tournaments, and of course, playing golf.

Pictured Below Joe Buss , Assistant Golf Professional at Brook-Lea Country Club coaches a junior golfer.



# What's in the Bag?

## Featuring Matt Stasiak

### Battistoni Golf

**Driver:** I am playing the TaylorMade SIM Max. I use a 9° head turned down to 8.25° to promote a lower launch, lower spin, and cut bias. This year I switched the Graphite Design Tour AD XC-7 X-Stiff shaft. I play a relatively long driver shaft at 45.75" which maximizes club head speed and ball speed but have seen an increase in driving accuracy since making the switch to this shaft.

**Fairway:** I am playing the TaylorMade SIM Max 15° three wood. I currently have the UST Mamiya LIN-Q Purple Stiff shaft. This shaft helps promote a slightly higher ball flight with a little more spin which I like for tee shots that require a little more accuracy and precision. My 3 wood length is slightly longer than average at 44" but have seen an increase in accuracy and control since making the change to this shaft/head combination this year.

**Driving Iron:** I just recently made the switch the new TaylorMade driving iron. I am currently playing the TaylorMade SIM Utility Driving Iron with 19° of loft. TaylorMade has made some great adjustments from the original UDI and I now have a club I can comfortably hit 240+ yards on tight driving holes. I use the Diamana 90 gram hybrid shaft.

**Irons:** Last year I made the switch to the TaylorMade P760 irons. I spent a lot of time in the spring of 2019 testing different shafts before deciding on the Nippon N.S. Pro Modus Tour 130 gram extra shift shafts. I play my irons at a half inch long and 2 degrees flat. Since making the switch to these irons, I have seen a huge improvement in distance control and being able to control my trajectory and spin on approach shots.

**Wedges:** I like to have as many wedges as I can in my bag. My pitching wedge is the TaylorMade P760 at 47°. My gap wedge is the TaylorMade Hi-Toe 52°, bent one degree strong to 51°. Finally, my sand wedge and lob wedge are the TaylorMade MG2 wedges at 56° and 60°. I prefer to carry four wedges so that I have as many options as possible with approach shots into greens and chips/pitches when I am greenside.

**Putter:** 15 years ago I bought a Scotty Cameron Newport 2 35" putter and I have never been able to find something that performs better. I have a lot of good memories with that putter and always play my best golf when it is in the bag. I like to practice and occasionally play with a mallet putter to help groove my stroke. But when it is time to compete, the Newport 2 is in the bag.

#### Carry Distances:

Carry Distances:				9 iron	161yds
Driver	295yds	5 iron	207yds	PW	143yds
3 Wood	270yds	6 iron	195yds	51-degree	130yds
Driving Iron	240yds	7 iron	184yds	56-degree	115yds
4 iron	218yds	8 iron	173yds	60-degree	100yds

**Ball:** I play the TaylorMade TP5 Pix golf ball. Last year, I made the switch to the TaylorMade TP5 and could not be happier with the performance. I had played the same ball for 15+ years and when I finally made the switch, I immediately saw an increase in distance with full swings. In addition to improved distance, I have seen significantly better distance control and spin control with my irons, wedges and greenside shots. This year I have been playing the TP5 Pix which has given me more confidence around the greens and with my putting.

**Gloves:** My glove of choice is the TaylorMade Tour Preferred glove. I am very picky when it comes to what glove I use and these gloves last forever and have great feel.

I am looking forward to playing in the Assistant Championship in Port St. Lucie in a few weeks. Even though I have not played as much as I would have liked to this summer due to some back issues, I am feeling very confident that I can go down and compete with some great players this year. There is no better feeling than competing and I can not wait to get down there and see how I stack up. Looking forward to seeing everyone in 2021!





## Best Practices

Featuring Rich Conwell, PGA

### THE JUNIOR GOLF PROGRAM NOBODY SAW HAPPENING

In the Fall of 2019, I sat down to read excerpts and highlights of the [Ralph Wilson Foundation Study on Youth Sports](#). Chock full of wonderful information, the two takeaways from this document were kids were not having fun and parents could not afford sports.

As a PGA Professional, growing the game of golf through youth programs has always been of large importance to me. One main reason I enjoy my current facility as much as I do is that Junior Golf has always been promoted. We have always had 30-50 kids in a junior program. The program features eight lessons and eight play opportunities, with varying hole divisions such as 3 or 9 or 18. As I would conduct programs, something seemed to be missing. After I read the aforementioned report, I realized two things: There was way too much money being charged for admission to the program, and kids were not having fun. In short, Ralph Wilson's people explained my problem, I was missing the mark on two fronts: financial and fun.

As we progressed into 2020, I decided to react to both issues. First, I reduced the average cost of the program (member vs. non-member) by roughly 50%, reducing the cost for the same program to \$100.00 per participant. Second, adopted the American Development Model (ADM) to my teaching of the program. PGA Coach is the PGA of America's version of the American Development Model. With this program I created lesson plans, goals, fitness, health, cross sport training and FUN into my lesson plans. We had tennis balls, hula hoops, cones, volleyballs, agility ladders, and of course golf balls and golf clubs.

After controlling what I could, I was still confronted with growing a program threatened by money. Yes, the program was reduced in price, but it was not enough. I needed to lower the financial hurdle, so I set about finding a white knight. I needed to find a sponsor that allowed me to lower the price to \$35.00 per student. I had a conversation with one person who asked me to "let my imagination run away with me. How many kids?" My answer was 100, which would be a donation of \$6,500.00. That same person said "We are in for \$10,000.00." Once that special benefactor was secured (he/she will be forever anonymous) I needed to have equipment for the kids to use. Enter special benefactor number two. An anonymous member of Shorewood Country Club allowed me to purchase 17 sets of US Kids golf clubs for the program. The membership supported us through the donation of "experienced" golf balls, gave up the golf course on play days, and offered support and motivation that spurred the program to excellence.

Now the advertising. As I went into the community with my super affordable, well equipped program in tow, I was confronted with one major hurdle: Covid-19. I treated the pandemic as an opportunity. Youth sports had been suspended, schools were closed, Youth Organizations were not opening on time, so the opportunity to have kids participate in a safe environment was great. Within four weeks of the program being unveiled at the new price and provided equipment, I had 152 kids signed up. Please read that again, 152 kids. At that point, my imagination had officially run away from all of us.

I went about creating a reliable communication network, and divided the kids into 16 person instruction groups, play day tee times and PGA Coach Lesson plans. On the instruction days, I would teach from 8 AM to 7 PM, 8 different days. The curriculum was created on the PGA Coach App and delivered by me. On play days, we averaged 120 "STARTS" per play day, all players utilizing lesson information to improve scores, and parents welcomed to walk with the group that contained their child.

In summary, [PGA Coach](#) was my instructional road map. Benefactors eliminated the economic hurdles and committed to something fun. My program boasted 88 hours of instruction, 960 rounds of golf, one incident of crying (from a child), families being on a golf course who had never set foot on one before, 19 new memberships and countless smiles created, candy bars eaten and soft drinks consumed.

The program had over \$15,000 in donations, nearly a 1,000 rounds of golf, 5,280 minutes of instruction, and an incredible amount of fun. I said the word fun, the kids said the word fun, the parents said the word fun, more than any golf or instruction or any other word. I realize the scope of this program is daunting, but I encourage all PGA Professionals to try to expand your program. You will prove yourself invaluable to your facility, do your part in growing the game, become a hallmark of the community and, ultimately, become a better PGA Professional. In addition, maybe you will discover a Junior Golf Program Nobody Saw Happening.



Submitted by  
**Rich Conwell, PGA**  
Shorewood Country Club

**PGA.COACH™**



**RALPH C. WILSON, JR.**  
FOUNDATION



# DOUBLES GOLF

Doubles Golf has provided amateur golfers an opportunity to compete for a National Championship. On November 4th & 5th, teams from across the country competed at the inaugural USA National Doubles Golf Championship at The Bear's Club in Jupiter, Florida. The following teams represented the Western New York Section at the Championship:



**Men's Team:** Steve Bartkowski & John Osberg  
(Glen Oak Golf Course)

**Women's Team:** Janet Cook & Kim Karagatis  
(Niagara Frontier Golf Club)

**Mixed Doubles Team:** Jim Dunlop & Cathy Dunlop  
(Crag Burn Golf Club)

**Senior's Team:** Jim Atwood & Mike Rose  
(Glen Oak Golf Course)



You can view our press release about the inaugural [USA National Doubles Golf Championship here.](#)

The competitors played three rounds at the Bear's Club in Jupiter, FL. Our very own Steve Bartkowski and John Osberg won the Men's Division at the inaugural U.S. Doubles Golf Amateur Championship. If you are interested in providing this competitive opportunity for your members and registering as a Doubles Golf facility, contact Hope Warkoczeski at [hwarkoczeski@pgahq.com](mailto:hwarkoczeski@pgahq.com)

You can view more results by [clicking here!](#)





## WNYPGA PROFESSIONAL CIRCUIT



PGA

Western New York Section

2020  
UPDATE

**Left:** Kirk Stauffer, PGA from Chautauqua Golf Club won WNYPGA Player of the Year and Senior Player of the Year.

To view player of the year points from 2020 you can view them by [clicking here](#).

**Below:** Matt Stasiak from Battistoni Golf Center won the Assistant Player of the Year.

To view Player of the Year points from 2020 you can view them by [clicking here](#).



**Above:** Steve Carney, PGA MP from Holiday Valley Resort at the Senior-Junior Cup Matches hosted at Holiday Valley Resort on October 5th, 2020.

To view more about the Senior-Junior Cup Matches, [click here](#).

**Right:** Kyle Benish, PGA from Holiday Valley Resort at the Senior-Junior Cup Matches hosted at Holiday Valley Resort on October 5th, 2020.





# 2020 UPDATE

## Junior Tour Participants Compete in Televised Championship

Western New York PGA Junior Tour participants, Gwen Yarnall and Jayde Forde, have qualified for the Notah Begay III Junior Golf National Championship. The televised event at Koasati Pines at Coushatta Golf Club in Kinder, Louisiana takes place on November 15th-17th, 2020. You can watch our Junior Tour participants represent the Western New York PGA on the Golf Channel.

You can view the schedule of events by clicking here.

Learn more information by visiting their website:

[Notah Begay III Junior Golf National Championship](#)

**CONGRATULATIONS!**



WNYPGA Junior Tour Participants  
Gwendolyn Yarnall (left) and Jayde Ford

## College Signing Period

We enjoy celebrating the success of our junior golfers! As you probably know, the College Golf National Letter of Intent Window begins November 11, 2020. This important milestone for a junior golfer on the road to college golf is a great opportunity for Junior Golf Hub and the Western NY PGA to assist in educating golf families about collegiate golf and congratulate every junior golfer who signs this season.

Our goals are to:

1. Congratulate each signee in the WNYPGA during this year's NLI Signing Period
2. Educate each Junior Member and family in the WNYPGA on What You Need to Know about the National Letter of Intent for College Golf

If you have or intend to sign a National Letter of Intent please contact Junior Golf Director, Bob Ashley, at [bashley@pgahq.com](mailto:bashley@pgahq.com) so that we may share your success.





# 2020 UPDATE

## Military, Youth, Diversity



WESTERN NEW YORK

### National Day of HOPE

"With the approval of Public Law 380 on June 1, 1954; November 11th became a day to honor American Veterans of all wars. Here we are 66 years later in 2020, still honoring our American Heroes but instead of large parades and gatherings, we are celebrating these brave men and women from our own homes and socially distanced gatherings. Virtually join us, starting October 1st and culminating on November 11th, 2020, to help make a difference in our military Veteran's lives. By joining or [giving to this campaign](#), you will help PGA HOPE impact countless Veteran's lives through the continued use of the PGA HOPE program.



WESTERN NEW YORK

PGA HOPE introduces golf to Veterans with disabilities to enhance their physical, mental, social and emotional well-being. Because of the memorandum of understanding (MOU) with the Department of Veterans Affairs, PGA HOPE programming is offered at no cost for Military Veterans as a form of therapy and is funded by PGA REACH."

We are so lucky in Western New York because we are able to serve over 50 veterans through PGA HOPE. The program is saving lives especially during this unique year. PGA HOPE is the flagship military program of PGA REACH, the charitable foundation of the PGA of America. With the help of PGA HOPE ambassadors, like our own Nick Martone a Marine Corps Veteran, we are able to learn how to continuously serve those who have served. **You can help our effort to support the PGA HOPE Program and help PGA REACH WNY raise the most by donating to our [PGA National Day of HOPE 2020 Page!](#)**

#### Video Message from PGA HOPE Ambassador

Click the image below to hear a message from Nick Martone our PGA HOPE Ambassador.



#### National Day of HOPE GoFundMe Page

Click the image below to hear a message from Jack Nicklaus about PGA HOPE (Helping Our Patriots Everywhere).



## 2020 UPDATE

Military, Youth, Diversity



WESTERN NEW YORK

## Foundation Focus

***"Impacting lives through the game of golf"***

The PGA REACH WNY Foundation is growing every day and we want to make it easier to share updates about PGA REACH with you all. We have created 'Foundation Focus' the official quarterly newsletter of the Western New York PGA Section Foundation, PGA REACH WNY.

PGA REACH is the charitable foundation of the PGA of America and has a mission to impact the lives of youth, military, and diverse populations by enabling access to PGA Professionals, PGA Sections and the game of golf. PGA REACH WNY was created with a goal to provide support to various organizations within the Western NY PGA Section. The foundation works to fund and support programs like Junior Golf, PGA HOPE, PGA WORKS, and Special Olympics New York.

The Foundation Focus newsletter wants to be sure all who are involved with the foundation can see the good PGA REACH WNY is doing in the community. You can read the first Foundation Focus issue by clicking on the image or visiting our website. If you would like to contribute to our foundation please contact the Section office.

**Foundation Focus  
Newsletter**

Click the image below to read the first issue of Foundation Focus!

**Video Message from  
PGA HOPE**

Click the image below to hear a message from Scott Smalter, a Navy Veteran, who is one of our active PGA HOPE participants.





# PGA Financial Assistance Fund Scholarship 2020

The PGA Financial Assistance Fund Scholarship application will be available on **December 1, 2020**. It is open to the children and/or grandchildren of PGA Class A Members or Life Members in good standing. The student must have a minimum cumulative GPA of 3.4 (unweighted GPA based on a 4.0 scale). The scholarship will apply to the 2021-2022 school year.

The online scholarship application is managed by International Scholarship & Tuition Services (ISTS). The application will be accessible through [PGA.org](https://PGA.org) and accessible by going directly to the application site. The students who applied last year will go to the login page and login with the information they used last year. The username is their email address. The password is what they created.

A student who is applying for the first time will have to create an account to access the application. After creating the account, they will be asked for a Program Key. The program key is: PGA

**The one deadline for submitting the scholarship application and for submitting the supporting documents is March 23, 2021 at 11:59 PM Pacific Time.** The PGA Scholarship Committee will continue to oversee the process, and the criteria will remain the same. Learn more by [clicking here!](#)

## Important dates:

- March 23, 2021 – Deadline for submitting Application
- March 23, 2021 – Deadline for submitting Supporting Documents
- May 2021 - Notification of Selection Results
- July 2021 - Funds Disbursed
- August 2021 - Deadline date for photo submission
- October 2021 - The PGA Financial Assistance Fund Scholarship recipients will be in PGA Magazine and PGA Magazine digital version.





WESTERN NEW YORK



PGA

Western New York Section

# Raising Funds for Frontline Workers

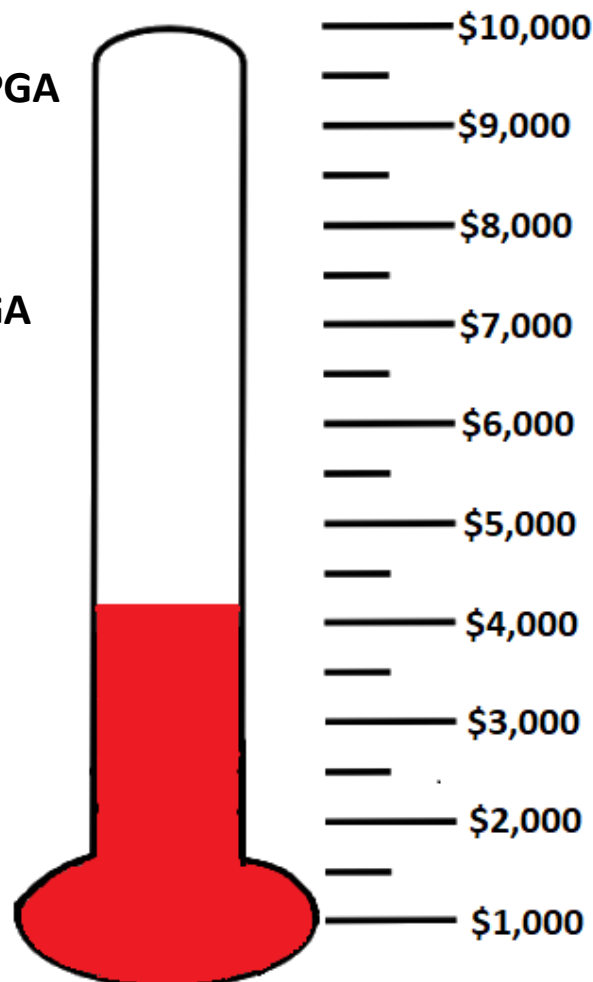
## #PLAYINGFORCOVID19

Our WNYPGA Professionals will be donating a portion of all their tournament earnings to frontline workers through #PLAYINGFORCOVID19. The PGA REACH WNY Foundation will be matching those donated earnings to make an even larger impact.

**Thank you to those who have dedicated a percentage of their earnings!**  
**Total: \$4,082.56**

Matt Clark, PGA  
 Tim Fries, PGA  
 Bobby Hogan, PGA  
 Matt Jarrell  
 Greg Kaye, PGA  
 Jeff Kaye, PGA  
 Bob King, PGA  
 Rob Krajewski, PGA  
 Chris Kulinski, PGA  
 Steve Latimer, PGA  
 Mike Mancari  
 Sean Moffat, PGA  
 Michael O'Connor, PGA  
 Dave Patronik

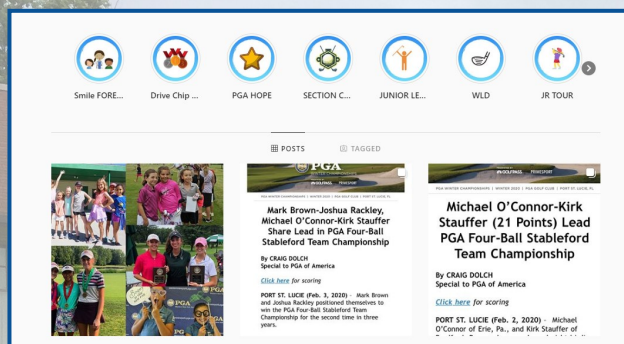
Dwayne Randall, PGA  
 John Rossi, PGA  
 Anthony Schiro  
 Kirk Stauffer, PGA  
 Jay Sutherland, PGA  
 Mike Sweazy, PGA  
 Mike Touhey, PGA



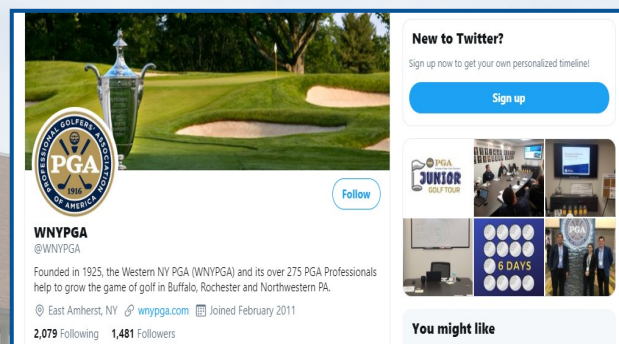


# BE SOCIAL WNY!

## INSTAGRAM



## TWITTER



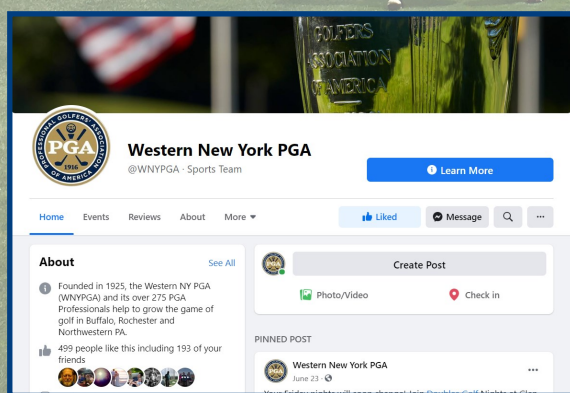
[@wnypga](https://www.instagram.com/wnypga)

[@pgareach\\_wny](https://www.instagram.com/pgareach_wny)

[@WNYPGA](https://twitter.com/WNYPGA)

[@PGAREACHWNY](https://twitter.com/PGAREACHWNY)

## FACEBOOK



[@WNYPGA](https://www.facebook.com/WNYPGA)

## NEW VIMEO



[WNYPGA](https://vimeo.com/WNYPGA)

Follow the Section and the Foundation on Twitter, Instagram, and our *new* Vimeo Page to stay up to date on our WNYPGA events!



## 2020 SECTION TITLE PARTNERS



## 2020 SECTION PRESENTING PARTNERS





## 2020 SECTION SUPPORTING PARTNERS



## 2020 JUNIOR PROGRAM PARTNERS

