

February 2021 Edition



PGA

Western New York Section



WESTERN NEW YORK

WNYPGA NEWS

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



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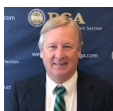
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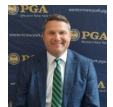
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CONTACT THE SECTION

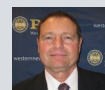
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WNYPGA PRESIDENT'S MESSAGE

DAN ANTONUCCI, PGA



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Dan Antonucci,
PGA Certified Professional

FROM THE PRESIDENT'S DESK

Dan Antonucci, PGA Certified Professional

The winter season is cruising along and Mother Nature hit us hard in February. A foot and a half of snow by me in Niagara County. I know some of you have more than that. On the positive side, the golf season is only about 5 weeks away. Temperatures will improve and melt this snow, as we all hope to get an early start on opening our courses.

Obviously Covid-19 is still prevalent in our lives and it looks like we will be following the same type of CDC Guidelines as we did in 2020. Please keep yourself up to date and informed about any restrictions, or restrictions being lifted in the next couple months. Some national reports say the country will enter "herd immunity" in April, other reports say we will be wearing masks and following constraints until the fall. Of course we all like the the April report, since it in coincides with the start of our golf season in Western NY.

A possible controversial subject that was just introduced is the "Key Proposed Changes to Amateur Status Rules" being introduced by the USGA and R&A. This would be a bold revision to the present rules, allowing economic support and sponsorship abilities to amateur players. Personally as a traditionalist, I can foresee possible problems on our professional side with this decision. We will monitor what the National PGA Board states about this potential rule change. If you have any thoughts or opinions, please email me at PGAGolfman@aol.com. I'd like to hear what my fellow WNYPGA Professionals think about this subject.

On a fun note, the PGA Reach WNY Foundation Team will be running in the 2021 Buffalo Marathon on Sunday, May 30th. The Team consists of 15 runners, including our Executive Director, Steve Bartkowski and WNYPGA Hall of Fame Member, Tim Fries, PGA. The goal of the team is to raise \$25,000 for the PGA REACH Foundation. This will benefit the entire Foundation and our initiatives. I ask for you to place a donation, whatever your heart desires, for our team in this year's marathon.

You can donate to the cause here: [GoFundMe Charity Buffalo Marathon Team](#)

I wish everyone a happy, healthy and prosperous 2021 golf season. Be the leader at your facility!

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
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The month of March in Western New York is very similar to the on-deck circle for the golf season. We are all standing in the batter's box watching the pitcher wondering have we done enough to prepare for the upcoming season. With the recent snow storms, what seems like everyday in the Buffalo region, it sometimes is hard to even think about green grass and birds chirping. But, whether we have an early or late start, the WNYPGA leadership and staff have been laser focused preparing for 2021.

The start to our golf season will be the first of its kind this year as we will be welcoming everyone to Glen Oak GC on Monday, April 19th for the 2020 Annual Meeting and 2021 Spring Meeting. New Board Members will be elected, constitutional changes will be brought forth to the Membership and discussions will take place for new opportunities coming this season and long term for the WNY-PGA and PGA REACH WNY. We will be making sure everyone is socially distanced and correct protocols are followed as we finally can get back together in person for the first time since the fall of 2019.

The upcoming season's tournament schedule is loaded with different formats of events and fantastic venues. Add our partnerships to the mix and we have quite a lineup for those that tee it up this year! Everything from team events, stablefords, match play and individual stroke play championships. For those that have continued to ask for events that they can bring their amateurs to, we have many pro-ams that allow for you to entertain your own members - be it the WNY Classic, Pro-Scratch, and some weekly pro-ams.

The Professional National Championship once again will be held in April this season leading up to the PGA Championship at Kiawah Island in May. Best of luck to our competing WNYPGA Professionals Rob Krajewski, Neil Reidy and Jeff Urzetta.

Despite being restricted with many COVID-19 gathering stipulations this winter, the leadership has put together NEW digital education digital seminars that discussed bringing value, teaching with technology, using collaborative team tools and merchandising. Even furthermore, with CLUB CAR on board supporting the WNYPGA Academy, there are now over 10 MSR opportunities on demand for all Section Members to access. Even more are coming down the pipeline!

We have completed staff promotions and acquisitions and have put together what I feel to be the best possible mix of talent and expertise to best serve YOU the Member. We welcome back Ric Alberico and Bob Ashley who will be heading up the Professional Tournament and Player Development departments, respectively. We have promoted Jacob Coles to his first full-time position in the Section as Operations Coordinator. Hope continues to impress each day as our PGA Works Fellow and we have added another PGA Works Fellow MacKenzie Culhane to continue to improve our growth of the game initiatives.

EXECUTIVE DIRECTOR'S MESSAGE

STEVEN BARTKOWSKI



Steven J. Bartkowski | Executive Director
Western NY PGA | PGA REACH Western NY
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Employment continues to be at the forefront of our Section and one of my top priorities. You should be proud we are scratching the surface and leading the region in data collection that is helping in many new jobs and current positions to raise comp, raise payroll budgets or produce new opportunities for PGA Professional revenue.. At the end of the day though, this effort is nothing without your data input on our Employment Survey. The only way we can change the employment scene is 100% buy in. Similar to cash is king - data is king! Please help us fill out the 2021 Section survey that will be coming out soon. It is simple to complete and anonymous. Leading the way in a lot of this charge is our PGA Career Services team member Chris Kulinski who has had quite a busy season. Over this "offseason" Chris has had over 100 interactions with WNYPGA Members and 40 interactions with employers in our Section. Thank you Chris!



Listen to this podcast to learn more about attracting talent to your facility.

[Episode 4: Attracting Talent by Consultant Conversations](#)

A podcast on Anchor Attracting talented employees is essential, but how you do it in a tight labor market. The Consultants look at the issue from a slightly different perspective.

Finally, ladies and gentlemen what we do and where we go as a Section and Foundation is all up to you. There are so many tools available to you as a WNYPGA Section Member. To name a few - our new ever expanding education platform, PGA.coach, our local employment data, Doubles Golf, future golfers coming up through our Junior Tour and PGA Junior League, many of partnerships, our relationship with the PGA of America, and our new golf pass Go Golf US that drives revenue to facilities, professionals and our Section. While not all of these tools will work for everyone, we know from first hand successes that instilling one or two of these will bring both personal, facility and overall golf industry success. We as a Section can only succeed with buy in from our Members. At the end of the day we are stronger in numbers. The more we engage as a whole the better off we will be as we celebrate our 100 year anniversary in 2025.

I sincerely wish each one of you a prosperous and successful 2021 season. I am humbled to call myself your Executive Director. If either myself or any of your talented WNYPGA Staff can ever be of assistance to you or your facility, please do not hesitate to reach out.

Respectfully Submitted,
Steven Bartkowski
Executive Director



Save the Date

2020 Annual WNYPGA Meeting

2021 WNYPGA Spring Meeting

April 19th, 2021

Glen Oak Golf Course

711 Smith Rd.

East Amherst, NY 14051

We will be meeting in person so mask up
and we look forward to seeing you all then!



PGA

Western New York Section



CLICK ON THE IMAGES FOR LINKS TO:



www.westernnewyork.pga.com

CONGRATULATIONS!

PGA Junior League Game Changer Award Winner

Lauren Tallman, PGA (Ravenwood Golf Club)



How long have you been working with PGA Jr League?

I taught my first PGA Junior League team in 2014 while I was working as the assistant at Country Club of Ithaca. I loved the program and knew when I moved to Ravenwood Golf Club I needed to offer the program in the Rochester area.

- 2018 I hosted two junior league teams at Ravenwood
- 2019 I had four teams and one U17 team at Ravenwood
- 2020 we had four teams and two U17 teams at Ravenwood



Learn more about the PGA Junior League [HERE](#)

Game Changers have the largest PGA Jr. League programs in their Section.

What format have you found works best for you?

Hosting an in house program since 2019 has helped grow the junior program at Ravenwood exponentially. Parents appreciate the consistent match schedule, players enjoy competing and improving on a familiar golf course weekly, and Ravenwood staff appreciates the added revenue stream from the junior league.

What are your favorite practice tips or on course advice you like to give to your team?

The focus over the last two seasons has been the importance of reaching the green in less than two shots when players are 80 yards and in. Players have embraced the mentality of improving their short irons and “scoring clubs”, and now their scores are lowering. At practice we always have a 80 yard and less station set up for players to rotate through so they are getting consistent repetition with their short irons.

What has been your greatest challenge with PGA Jr League (and how you solved it)?

My greatest challenge has been managing the growing participating numbers, and scheduling on course time at Ravenwood. To solve the wonderful problem of growing participation, additional practices were added to keep the student:teacher ratio low (6:1). To solve the on course challenge, junior league matches were spread out between Saturday and Sunday so Ravenwood would not have to accommodate 50+ junior golfers all on one day.

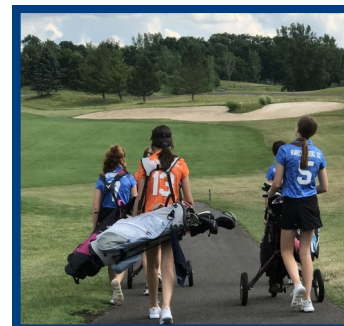
What has been your proudest PGA Jr League moment?

I have many proud moments each week at practice and while observing the matches. Here are some of the highlights:

- Watching a participant FINALLY hit his driver over the marsh on #8 at Ravenwood after he worked so hard all season to accomplish this goal. Seeing his parents and teammates cheer for him so loudly the players on #7 turned and looked!
- Seeing parents amazement when their child drains a 30-foot putt like its no big deal.
- Helping a student who is unable to participate in any other sports due to his health be able to excel in golf and make new friends along the way.

What advice would you give to other PGA Jr League captains and coaches?

I would advise other PGA Jr League captains and coaches to grow their participation numbers so they can host their own in house leagues. If you need ideas on how to grow your program, reach out to me and I am happy to give you some best practices that worked for me.



What's in the Bag?

Featuring Tim Falkner, PGA
Crag Burn Golf Club

I have been lucky enough to be on staff with Taylormade Golf ever since I received my Class "A" certification in 2013. Their support for PGA Professionals is always top notch and they always go above and beyond to keep all of their Staff Pros happy.

Driver:

Taylormade SIM 2, 10.5 degree with Graphite Design 72 gram X shaft.

3 Wood:

Taylormade SIM, 15 degree with Diamana White Board 82 gram X shaft.

Hybrid:

Taylormade M6, 20 degree with Graphite Design 82 gram Stiff Shaft.

Irons:

Taylormade p760's, 4 - PW with Nippon 130 gram X shafts.

Wedges:

Taylormade TP Milled Grind 2 Wedges, 52, 56, and 60 degree. I like a little softer shaft in my wedges so all my wedges have the Nippon 120 Stiff shafts in them.

Putter:

Anyone who plays with me in our section knows that I am not exactly known for my putting prowess..... so I kind of use a "flavor of the week" approach to my putters.. I probably try more putters than anyone, just looking for that one magical putter that drains lots of putts. Currently I have a Spidex X 34.5" putter with a Superstroke 1.0 grip, but we all know that will be back on the shelf after another "38 putts" performance in the Spring!

Carry Distance:

Driver : 285	8 Iron: 165
3 wood : 260	9 Iron: 150
3 Hybrid: 235	PW: 135
4 Iron: 220	52 degree: 120
5 Iron: 205	56 degree: 105
6 Iron: 192	60 degree: 80
7 Iron: 178	

Other Accessories:

I always go through a ton of gloves per season so I usually have plenty of Taylormade TP or FootJoy PureSoft Gloves in the bag. I always try and have a Gatorade or water handy at all times. Contrary to belief, I do not carry chicken wings directly in the golf bag but I do try and have a banana or granola bar. I usually almost always wear FootJoy S/L shoes and Oakley Sunglasses while I play as well.

I am looking forward to another great golf season and just wanted to thank the WNYPGA Staff for all that they do for PGA Professionals and golfers in the Buffalo, Erie and Rochester Regions!



Precise Yardage Books Announced as NEW 2021 Partner

The Western New York Section is excited to announce **Precise Yardage Books as a NEW Section Tournament Supporting Partner for 2021**. As a new partner Precise Yardage Books will be supporting both the WNYPGA Section Championship and WNY Open to be held at The Country Club of Buffalo and Stafford Country Club, respectively. As part of their support owner Scott Brady and team will be providing professional yardage books for all competing PGA Professionals and Amateurs. All WNYPGA Professionals will also receive a discounted rate on yardage books for their club members at their respective facilities.

The Team at Precise Yardage Books offers customers unparalleled experience in Professional and Amateur Golf. They have been able to use their combined 50 years of caddying on the PGA, Korn Ferry and LPGA Tours as their guide to making a Professional, quality yardage book that has everything the competitive golfer needs. It is imperative that they provide their clients with a product they are an integral part of designing. A yardage book that club members will be proud to hand to their guests as a treasured keepsake. Providing exemplary personal service and Professional, quality yardage books to their clients is their goal!

"We provide a professional, quality yardage book that satisfies the needs of your competitive events. But more importantly we want your book to be an every day seller as a valued keepsake for Members and Guests. Please let us show you how your book will become a profitable fixture in your golf shop," Scott Brady, Owner of Precise Yardage Books.

Precise Yardage Books currently has worked to create yardage books for the following clubs in the WNYPGA Section:

CC of Buffalo
Lancaster CC
Crag Burn GC
Wanakah CC



"We are excited to work with Precise Yardage Books to add another element of professionalism to our tournaments for both WNYPGA Professionals and amateur golfers across the region. The partnership fits directly inline with our mission of being a leader of tournament operations. We are thrilled to add them to our list of partners and hope to create a longstanding relationship with them," Steven Bartkowski WNYPGA Executive Director.

For more information on our new partner, visit www.preciseyardage.com or contact Scott via his contact information below.

Scott Brady, Owner
Precise Yardage Books
Phone: 423-619-7571
Email: preciseyardagebooks@gmail.com





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Website: customturf.com

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

The Future of Coaching

AND the Future of the WNYPGA Player Development Programming

[PGA.Coach](#) has already been proven to be successful for WNYPGA Professionals (see Brian Jacobs' testimonial to the right). The scientifically proven program will be used in future years for the WNYPGA Section. We encourage all WNYPGA Professionals to go through the training to be included in the future benefits.

How do you get started?

- Go to 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.
- Update your PGA.Coach profile to attract new business



"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 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 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

WNYPGA MEMBERS PGA.COACH CERTIFIED

Ric Alberico, PGA
Bob Ashley, PGA
Kyle Benish, PGA
Rodney Blair, PGA
Tom Bolduc, PGA
Chip Clover, PGA
Chris Devincentis, PGA
Brett Emrick, PGA
Curtis Evanicki
Tim Fries, PGA
Travis Geiger, PGA

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Travis Perkins, PGA
James Russell
Tony Saccomanno, PGA
Paul Sanders, PGA
Kirk Stauffer, PGA
Lauren Tallman, PGA
Daniel Vanill
Jack Widger, PGA
Eric Wilson, PGA



PGA Exclusive Initiatives Driving Revenue to Your Facility

DOUBLES GOLF

WHAT: What is Doubles Golf?

Rebranding of the two-person 9-hole scramble. Developed by the creators of PGA Junior League & Jack Nicklaus.

HOW: The steps to host Doubles Golf at your facility

Golf Facility

- Register your Doubles Golf® facility
- Utilize marketing material to advertise Doubles Golf® at your facility
- Host Doubles Golf® Club Championship (Week with any tee time OR one day event)
- Send your top teams to compete at the Section/State Championship

WNYPGA Section & US Doubles Golf

- Provide marketing material and promote your golf facility
- WNYPGA hosts Section/State Doubles Golf® Championship
- Doubles Golf® provides scoring system
- Doubles Golf® hosts USA National Amateur Championship

WHO: Amateur golfers compete for a National Championship

Divisions

- Men's: Team of any two men 25 years of age or older.
- Women's: Team of any two women 25 years of age or older.
- Mixed: Team of one man and one woman 25 years of age or older.
- Senior: Team of any two players 60 years of age or older

Registered WNYPGA Doubles Golf Facilities

- | | |
|------------------------------|----------------------------------|
| • Crag Burn Golf Club | • Seneca Hickory Stick Golf Club |
| • Glen Oak Golf Course | • Southern Meadows Golf Club |
| • Lakeside Country Club | • Wild Wood Country Club |
| • Niagara Frontier Golf Club | |



REGISTER:

To register a team [CLICK HERE](#)

To register your golf facility
[CLICK HERE](#)

QUESTIONS:

Hope Warkoczeski
hwarkoczeski@pgahq.com

Bob Ashley, PGA
bashley@pgahq.com

Tyler Stanfield, PGA
t.stanfield@leaguegolf.com

Click the Image to the right to view a video testimonial from Tim Fries, PGA at Glen Oak Golf Course about Doubles Golf.

Learn More:

Doublesgolf.com

wnypga.com



PGA Exclusive Initiatives Driving Revenue to Your Facility

PGA Junior League

PGA Junior League Captain Registration is OPEN

Captain registration for PGA Junior League is open and you can register to help young golfers build friendships, knowledge of the game, and a community. Captains must be PGA Members, PGA Associates or LPGA Members in good standing. Coaches can assist captains and do not have to be members. To register as a PGA Jr. League captain you can [click here](#)!



There are some changes to PGA Jr. League in 2021 as we continue to make the best experience possible to grow the game of golf. You can read more about the few changes coming to PGA Junior League to improve the experience by [clicking here](#). There is a new Pre-Registration Planning Tool that is an additional planning tool to help captains create the best PGA Junior League experience possible. Participant registration opened on February 1st, 2021! Captain Registration closes April 1st, 2021.

Missed the Master Class meetings and/or the round table discussions?

[CLICK HERE](#) to view the PGA Junior League Master Class that discusses [PGA Jr. League](#), [PGA Family Cup](#) and [PGA.Coach](#).

If you have questions about PGA Junior League you can contact the Section Office or PGA Junior League Regional Director, Doug Wert, PGA at dwert@pgahq.com or call (719) 351-2738.



What is PGA Junior League?

PGA Jr. League exists to bring communities together through fun, team golf experiences... plus those experiences that transcend golf itself, like friendships that last for years to come or a newfound sense of confidence. What started as an idea penned on a napkin while watching the Little League World Series has grown to more than 60,000 boys and girls on teams spanning all 50 states in 2019.

This unique approach highlights team play versus individual competition and serves as a feeder system to transition youth golfers to existing junior golf programs, such as those offered by local PGA Sections.

Click the videos below to learn more about PGA Junior League and its Ambassadors!



CLICK ON THE IMAGES FOR LINKS TO:



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PGA Exclusive Initiatives Driving Revenue to Your Facility

GO GOLF U.S.

A digital golf pass based out of Western
New York



GO GOLF U.S. powered by The WNYPGA, works 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 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:** GO GOLF U.S. will provide 15% of up front sales to the Golf eBooks for all passes sold with said PGA Professionals respective code. A great way to provide more revenue to your Assistant Professionals without pulling from the golf operations budget.
- 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.

LEARN MORE & GET YOUR CLUB INVOLVED TODAY!

[CLICK HERE](#) to register your golf facility for the Go Golf U.S. Pass

Alan Liwush | Go Golf U.S.

(585) 749 - 2296

alan@gogolfus.com

Scott Chambers, PGA

(585) 802-4044

schambers@webstergolf.com





WNYPGA Section Staff Spotlight

Featuring Jacob Coles Operations Coordinator

What is your original hometown?

My hometown is Pittsfield, MA, in Western Massachusetts. It's about 10 minutes or so from the New York border. Originally, I was born in Greenville, South Carolina and lived in Maryland for the first half of my life. So Maryland is a close second!

How long have you been a PGA Member?

I have been a PGA Member for zero years. As I continue on with the PGA and the Section I have looked more into getting my certification and am still deciding whether or not to pursue this opportunity. My golf game also needs to improve first, but that is another story.



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

I was introduced to the game of golf by my uncle who got me my first job at a country club in my hometown as a snack bar manager. Later on, he was able to introduce me to Rachel Mabee, Director of the PGA WORKS program for PGA National (also wife of Eric Mabee for anyone who is curious). After talking with Rachel about some of the opportunities that are in the golf industry, I saw golf was an industry I could make a career in. I have been working with the WNYPGA Section in various roles to help grow the section and promote opportunities in the golf industry.

Are there any fun programs you have initiated for golfers?

I have been able to do different programs/ initiatives through PGA HOPE (Helping Our Patriots Everywhere) from running clinics to starting Golf Nights for our veterans during the start of the pandemic. I've been able to help organize various fundraising efforts like Closest to the Pins, our PGA HOPE/ TEAM FAST Can Drive and more as well.

I am also involved with our 100-Hole Marathon every year. Since starting we have been able to expand from one club participating to three and we are always looking to have more join! I also help run our WNYPGA Junior events under direction of Bob Ashley, PGA and briefly took on the role as Interim Junior Golf Director from September until the end of our Junior Season in October when we started our Junior Tour Fall Series.

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

I am entering my third season with the WNYPGA. I started with the Section in May 2019 as the WNY PGA WORKS Fellow. During May 2020, I took on the role of Coordinator of Foundation Operations (CFO if anyone asks) and I recently entered the role of Operations Coordinator at the start of 2021.

Have you won any awards or honors?

I have not won any awards... yet. In all seriousness, hopefully I can earn some down the line, but for now just making sure I do all I can for the Section is what's important.

What are some of your main goals, career or playing?

From a career standpoint, I want to make sure our programming is executed to the best of our abilities, promote our section and professionals whether it be through online or in the community. I want to help grow the game to increase opportunities for anyone interested in the golf industry. From a personal and playing perspective, if I can break 100 this year and get at least three birdies this season that would be a huge milestone. Always looking for more as well, but those would be good benchmarks for this season.



Employment Opportunities

Below are some employment opportunities available in the Western NY PGA Section. There are other employment opportunities at pga.org that you can discover. You can also find more information about these opportunities at our website wnypga.com. **If you would like to post an open position in the WNYPGA please contact Chris Kulinski at ckulinski@pgahq.com to help reach candidates.**

Position	Golf Facility
1st Assistant Professional	Country Club of Buffalo
1st Assistant Golf Professional	The Kahkwa Club
2nd Assistant Professional	The Kahkwa Club
Assistant Golf Professional	Monroe Golf Club
Assistant Golf Professional	Ravenwood Golf Club
Assistant Golf Professional	Wanakah Country Club
Assistant Golf Professional/Shop Attendant	East Aurora Country Club
Certified Personal Coach	GOLFTEC (Rochester, NY)
General Manager	Orchard Park Country Club
Head Golf Professional	Genesee Valley Golf Course
PGA Intern	Monroe Golf Club
Teaching Professional	Ravenwood Golf Club

Career Consultant:



PGA Professional Chris Kulinski is the PGA of America's Employment Consultant proudly serving Western, Central and Northeast New York PGA sections. He has been tasked with providing professionals with the necessary tools, strategies and education to implement at the facility level, along with recruiting men and women into the business of golf. Chris is happy to help any and all PGA Professionals in Western New York to achieve their career goals. **If you have comments or questions for PGA Employment Consultant Chris Kulinski, PGA you can call (716) 316-4160 or email ckulinski@pgahq.com**



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 **Club Car Pro-Officer/Superintendent**
Ravenwood Golf Club, Victor, NY
4 Friday **Lawrence Park Invitational Pro-Am***
Lawrence Park Golf Club, Harborcreek, PA
7 Monday **PGA REACH Golf Classic**
Glen Oak Golf Course, East Amherst, NY
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**
Pennhills Club, Bradford, PA
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 **Golf Max 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 Player of the Year Points Event
Updated—1/20/2021





The Next Generation of Learning Inclusive to WNYPGA Professionals

Powered by



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

Current Courses Available:

- How to Utilize SuperSpeed Golf
- Showing Your Value as a PGA Professional
- Digital Coaching with Ikonik Golf
- Expand Your Brand with Operation 36
- How to Sell Your Business with Brian Jacobs Golf
- Golf Genius Tournament Software Best Practices
- Teaching with Technology

2021 Sharpen Your Axe Digital Education Series

Thank you to all those WNYPGA Members who have joined us in the month of February for the WNYPGA Sharpen Your Axe Digital Education Series. The offseason is the perfect time to enhance your professional development and knock out MSR hours. There has never been an easier way than this series that you can access from the comfort of your home.

Below you can find the series schedule:

- **Monday, Feb. 8th: RECORDING AVAILABLE on ACADEMY**
"Changing the Operating Model for a Better Future"
Hosted by Ian James of Retail Tribe
- **Tuesday, Feb. 16th: RECORDING AVAILABLE on ACADEMY**
"Teaching With Technology"
Hosted by Marc Rosa, PGA and Rob Krajewski, PGA
- **Monday, Feb. 22nd: RECORDING AVAILABLE on ACADEMY**
"Utilizing Digital Collaborative Tools for Internal Communication"
Hosted by Chris Kulinski, PGA and Steven Bartkowski
- **Monday, Mar. 1st, 1:00 PM EST:**
"Merchandising Best Practices"
Hosted by Steve Carney, PGA; Bob King, PGA; and Mike Kiel, PGA



2021 PGA Merchandise Show

Although it would have been great to meet in person for the 2021 PGA Merchandise Show, the PGA of America continues to put safety first while adapting and delivering the best options. The virtual show was a great success and provided great opportunities for connecting.

The Industry Presentations, Town Hall and Workshop videos are now available if you would like to distribute to your membership and/or post to your Section website. Additionally, PGA Professionals have the opportunity to earn MSR Credits by watching these on-demand workshops on the Virtual PGA Show website.

All the video links are available on PGA.org and can be accessed by clicking [HERE](#).



MEMBER EDUCATION



WNYPGA Hires Next PGA WORKS Fellow

Mackenzie Culhane joins WNYPGA Staff

PGA WORKS Fellowship

PGA WORKS is a strategic initiative, designed to diversify the golf industry's workforce. Funded by PGA REACH, the 501(c)(3) charitable foundation of the PGA of America, PGA WORKS leverages fellowships, scholarships, career exploration events, and the PGA WORKS Collegiate Championship to inspire and engage talent from diverse backgrounds to pursue key employment positions across the golf industry. Mackenzie will be the third PGA WORKS Fellow the Western NY PGA Section will host.

Meet Mackenzie

Prior to joining the WNYPGA team, I graduated from SUNY Brockport, majoring in Sport Management and minoring in Communications. I interned for both OnCore Golf and Brian Jacobs Golf Academy. Both of these positions helped prepare me for the PGA Works Fellow position by showing me the inner workings of the golf world including; sponsorships, marketing, social media, event planning and most importantly the love for golf and how it brings people of all backgrounds together.

Golf has been a part of my life for as long as I can remember. My grandparents live down in Pinehurst, North Carolina and would take my cousins and I when we were young to LPGA events and Junior PGA events when they were in the area. I remember seeing Michelle Wie practicing on the hole in my grandparents backyard and just idolizing her. My family members are members at Oak Hill Country Club and Cobblestone Creek Country Club, so I am around the golfing community quite a bit and get as much as I can out of it as I can.

Outside of work with golf, I love to go on walks with my dog as well as workout. I played soccer my whole life so I also like to lace up the cleats and relive my glory days every now and then.



Growing up, I was always around golf and that created a lifelong love of the game that further made me want to turn it into a career. I hope to be able to give the youth in the region a similar experience and help develop a love for the game because golf is a lifetime sport that can be played by anyone and everyone.

I am truly honored to be an addition to the WNYPGA team and to get the opportunity to share the love of golf with people of all backgrounds in an effort to change the face of the golf industry.

Join us in welcoming the next PGA WORKS Fellow Mackenzie Culhane!



2021 WNYPGA Junior Tour Membership



2021 UPDATE

MEMBERSHIP INFORMATION:

All registered players may register for up to 10 events (full-time) and up to 5 events (part-time). Please note: Entry into each event is on a first come, first served basis and the 10 or 5 events is NOT guaranteed. Partial refunds while in season will only be considered if ALL events are completely booked and/or there are extraordinary personal circumstances.

- Membership for Full Time 2021 WNYPGA Junior Tour— Max of 10 events – 18 Hole: \$450.00
- Membership for Part Time 2021 WNYPGA Junior Tour— Max 5 events – 18 Hole: \$350.00
- Membership for Full Time 2021 WNYPGA Junior Tour—Max 10 events – 9 Hole: \$350.00
- Membership for Part Time 2021 WNYPGA Junior Tour – Max of 5 events – 9 Hole: \$250.00

ELIGIBILITY:

The WNYPGA Junior Tour is open to juniors residing within the boundaries of the WNYPGA Section who reached the age of 10 but will not reach their 19th birthday before August 4, 2021.

Juniors will be separated by their age on June 30th, 2021 into the following divisions:

- Boys 16-18
- Girls 13-15
- Boys 13-15
- Boys 9 Hole (10-12)
- Girls 16-18
- Girls 9 Hole (10-12)



WNYPGA JUNIOR TOUR MEMBER BENEFITS:

- WNYPGA Jr Tour Membership Gift Package: WNYPGA Jr Tour Member Bag Tag, WNYPGA / WNYPGA REACH Golf Towel, WNYPGA Hat
- Junior Golf Hub Account: Free Player Profile: Free 30 Day Trial Premium Membership and Discounted Premium Membership available to our Junior PGA Tour Members. – All the info needed for aspiring college golfers – Digital Golf Resume available to over 750 College Coaches – Detailed information on over 2000 College Golf Programs and more
- Enhanced Blue Golf Account – Tournament Planner: Scorecard App & College Finder
- College Golf / Careers in Golf Seminar : Included in 2021 Junior Membership to learn from College Coaches and Industry Professionals.
- World Golf Handicap for all Members who need one

2021 WNYPGA JUNIOR TOUR SCHEDULE:

36 Hole Scoring Events for 2021

Event 1: Saturday April 17th Midvale CC, Sunday April 18th Ridgemont CC

Event 2: Saturday May 1st Terry Hills GC, Sunday May 2nd Stafford CC

Event 3: Saturday May 22nd Chautauqua GC, Sunday May 23rd Shorewood CC

Event 4: Saturday June 12th Gowanda CC, Sunday June 13th Elkdale CC

**36 Hole Scoring Events are played over 2 days at 2 different locations. Player must register into both individual 18 Hole events

To view the full 2021 WNYPGA Junior Tour Schedule [CLICK HERE](#)

WNYPGA JUNIOR TOUR





2021 UPDATE

2021 WNYPGA Jr Tour Schedule

WNYPGA JUNIOR TOUR

APRIL

17 Saturday
Penfield, NY
18 Sunday
Rochester, NY
24 Saturday
Walworth, NY
25 Sunday
Orchard park, NY

Midvale CC
Ridgemont CC
Greystone GC
Orchard Park CC

19 Saturday

Lockport, NY

26-27 Saturday-Sunday Fore Tour Series

Glen Oak GC
East Amherst, NY

29 Tuesday

2021 WNYPGA Junior Championship
Glen Oak GC
East Amherst, NY

Lockport Town & CC

MAY

1 Saturday
Batavia, NY
2 Sunday
Stafford, NY
8 Saturday
Rochester, NY
15 Saturday
Lancaster, NY
16 Sunday
Ellicottville, NY
22 Saturday
Chautauqua, NY
23 Sunday
Dunkirk, NY
29 Saturday
Brockport, NY
30 Sunday
North East, PA

Terry Hills GC
Stafford CC
Lake Shore CC
The Fox Valley Club
Holiday Valley Resort
Chautauqua GC
Shorewood CC
Timber Ridge GC
Lake View CC

JULY

1 Thursday
Mendon, NY
6 Tuesday
Fairport, NY
9 Friday
Churchville, NY
12 Monday
Lockport, NY
16 Friday
Churchville, NY
19 Monday
Livingston, NY
20 Tuesday
Lancaster, NY
23 Friday
Geneva, NY
26 Monday
Webster, NY
28 Wednesday
Dunkirk, NY
29 Thursday
Erie, PA

Mendon GC
Eagle Vale GC
Churchville GC
Willowbrook GC
Mill Creek GC
Livingston CC
Lancaster CC
Geneva CC
Webster GC
Shorewood CC
The Kahkwa Club

JUNE

5 Saturday
Rush, NY
6 Sunday
Olean, NY
12 Saturday
Collins, NY
13 Sunday
Salamanca, NY

Wild Wood CC
Bartlett CC
Gowanda CC
Elkdale CC

AUGUST

2-3 Monday-Tuesday
WNYPGA Junior Tour Championship
Stafford, NY

**This schedule is subject to change*



Coaching Equipment for Sale!

Karen Bukowski, LPGA, PGA is selling some of her coaching aids. The equipment has brought hours of FUN to her students and she hopes it will continue to do so for some other students. Items can be bought together or individually.

The entire set is going for \$1,600 or at the listed price that is half off the original price for the equipment.

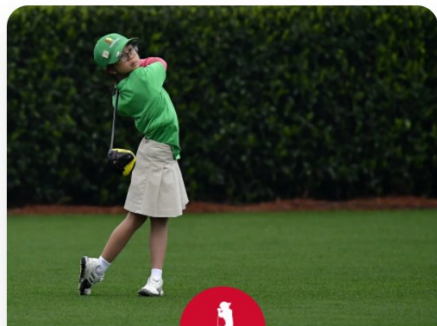
If interested please contact Karen Bukowski, LPGA, PGA at karenbukowski13@gmail.com.



Items Available	Description of Item	Original Price	Sale Price
Small Snag Kit		\$1,201	
5	Flag Sticks	\$29.99 a piece	\$15.00
4	Snag a Zoo	\$34.95 a piece	\$17.46
4	Snago Matic	\$34.95 a piece	\$17.46
2	Roller Paint Brushes	\$19.95 a piece	\$9.98
2	Large Bullseyes	\$139.99 a piece	\$70.00
1	Snag Green	\$18.85	\$9.43
SNAG Suit with Helmet		\$213.76	
1	SNAG Suit w/Helmet	\$251	\$125.50
Eyeline Training		\$149.99	
1	9 Eyeline Short Game Flat Circles	\$89.95	\$44.98
2	Eyeline Chipping Targets 6 in a Set	\$105 a piece	\$52.50
Birdie Ball Kit		\$70	
1	Birdie Ball Chipping Kit	\$139.99	\$70.00
Junior Stand Bags		\$37.50	
3	First Tee Stand Bags	\$25 a piece	\$12.50

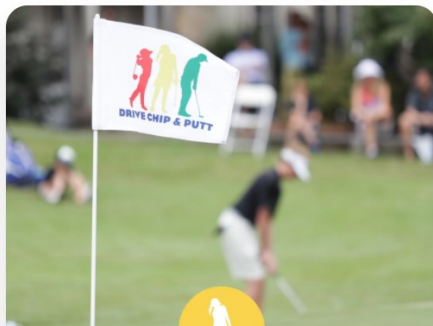
Drive Chip & Putt

Registration for Drive, Chip & Putt opens March 1st, 2021



Drive

Each participant will have 3 Drives down a 40-yard wide fairway. Drives must finish in the fairway to score points.



Chip

Each participant will attempt three 10-15 yard shots at the scoring hole. Chips will be measured from the center of the hole with scoring rings.



Putt

Each participant will attempt one putt from 6 feet, 15 feet and 30 feet. Putts will be measured from the center of the hole with scoring rings.

What is Drive Chip & Putt?

A joint initiative founded in 2013 by the [Masters Tournament](#), [United States Golf Association](#) and [The PGA of America](#), Drive, Chip and Putt is a free nationwide junior golf development competition aimed at growing the game by focusing on the three fundamental skills employed in golf.

By tapping the creative and competitive spirit of girls and boys ages 7-15, Drive, Chip and Putt provides aspiring junior golfers an opportunity to play with their peers in qualifiers around the country. Participants who advance through local, sub-regional and regional qualifying in each age/gender category earn a place in the National Finals, which is conducted at Augusta National Golf Club the Sunday before the [Masters Tournament](#) and is broadcast live by [Golf Channel](#).



These are the Drive Chip & Putt Events in Western New York:

Thursday, June 24th

JC Martin GC

Thursday, July 8th

Glen Oak GC

Thursday, July 15th

Genesee Valley GC

Thursday, July 22nd

Seneca Hickory Stick

Friday, August 6th

Sub Regional

Glen Oak GC

Sunday, September 19th

Regional

Oak Hill Country Club

The 2021 Drive Chip & Putt National Finals will be held on Sunday, April 4th, 2021 at Augusta National Golf Club. Learn more here: [DriveChipandPutt.com](https://www.DriveChipandPutt.com)



2020 UPDATE

Military, Youth, Diversity



WESTERN NEW YORK

Buffalo Marathon—Goal to raise \$25,000



During the annual Buffalo Marathon on Sunday, May 30th, 2021, partners and volunteers from PGA REACH Western NY will be running the virtual marathon to raise funds and awareness for PGA REACH WNY initiatives. The funds raised will go to programs supporting our founding pillars: Military, Youth and Diversity/Inclusion.

Visit our GoFundMe Charity: [Buffalo Marathon Campaign](#)

Learn more on our website: [Volunteers Run Buffalo Marathon for PGA REACH WNY](#)

Steve Bartkowski
Justin Chatelle
Steve Coulton
Dave Costello
Tim Fries, PGA

Ryan Funk
John Osberg
Nick Martone
Bobby Powalski
Phil Pandy

Joe Shapiro
Brad Smith, PGA
Alex Villafranca
Justin Wainwright

Buy HOPE Give HOPE—Limited amount left!

Purchase one of our limited edition PGA HOPE shirts created by Verde Golf and a portion of the proceeds will go toward purchasing a golf shirt for our 2021 PGA HOPE Veterans. Verde golf was created with the intention to make golf fun.

Verde golf has become a partner to the PGA HOPE WNY program and has helped to celebrate our Veterans. By purchasing a Verde Golf shirt you can purchase a shirt for a PGA HOPE Veteran. Every shirt bought will go back to our PGA HOPE program to purchase graduation shirts to celebrate our 2021 PGA HOPE Programs in Buffalo, Erie and Rochester.

Limited edition shirts will be available in golf shops of PGA Professionals who volunteered to help with PGA HOPE class instruction. You can find the limited edition polo at these golf shops in Western NY:

- Fox Valley Country Club
- Glen Oak Golf Course
- Lancaster Country Club
- Niagara Frontier Golf Club
- Penfield Country Club
- Shorewood Country Club



BUY THIS



GIVE THIS



PGA Financial Assistance Fund Scholarship 2020

The PGA Financial Assistance Fund Scholarship application now available! 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 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 April 5th, 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:

- April 5, 2021 – Deadline for submitting Application
- April 5, 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.



BE SOCIAL WNY!

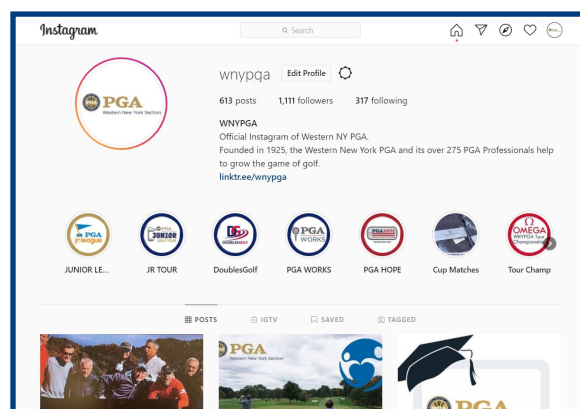
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@WNYPGA



Instagram

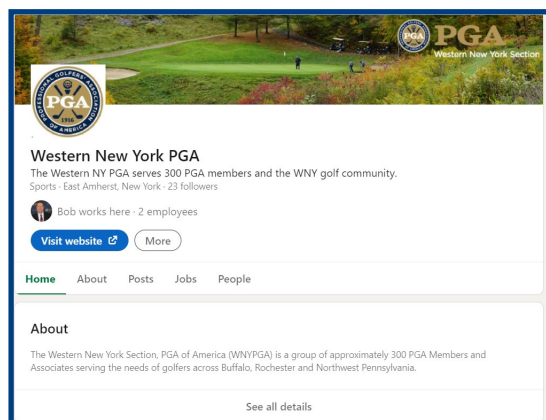
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@PGAREACH_WNY



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PGA REACH Western NY



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@PGAREACHWNY



Vimeo
WNY PGA



Follow us on Social media to learn more about what is happening in the Western NY PGA Section and with the PGA REACH Western NY foundation!

CLICK ON THE IMAGES FOR LINKS TO:



www.westernnewyork.pga.com

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SECTION PRESENTING PARTNERS



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JUNIOR PROGRAM PARTNERS



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