



PGA

New England Section

Full Swing

Official News Magazine of the New England PGA

April 2017



FEATURING

2017 Tournament Season
Drive, Chip & Putt News
Hear from our Award Winners

Section Spring Meeting

Andover Country Club | April 11

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FRONT COVER:

Our Spring Meeting is on Tues., April 11th at Andover C.C. at 9 a.m. (registration opens at 8 a.m.). Register soon if you'd like to attend the Strategic Management Simulations seminar following the meeting-- limited to first 30 people! [Click here](#) to register for the seminar.

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PRESIDENT'S MESSAGE: Rob Jarvis, PGA



Greetings NEPGA Professionals,

The 2017 golf season is just mere days away now. The excitement is certainly building and from what our golfers are telling us, they are ready to get out and play. For many of us that

have facilities that are totally shuttered during the winter, this will be the first time we see many of our patrons since last November. It is always great to catch up with them and hear some stories about winter golf trips, time spent with their families, or just plain small talk. The relationship of one golf professional to another can be very similar. Luckily, the time for us all to reconnect is coming too.

Spring Re-Meeting

It seems like every spring we get the chance to connect all over again. Many of us have not seen one another since the annual meeting last October or at best the PGA Merchandise Show in Orlando. Spring Meetings offer more than just MSR credits or an update on the state of the NEPGA or your particular chapter. They give us the opportunity to connect with our peers...with our friends. The social interaction of golf professionals is vital to success in my opinion. None of us have arrived at the professional destination we are currently in without some sort of help. In my case, that came in the form of a great mentor, but also through just plain socializing with PGA Professionals. I have never looked at a PGA meeting of any kind with anything but excitement. I'm excited to see my peers and friends, excited to hear what they have been working on all winter, and especially excited to meet new members with whom I have never had the pleasure of knowing.

I have always tried to make a special point to arrive early to our chapter and Section meetings. For one reason there is usually some sort of coffee and pastry table and that never hurts anyone's feelings, least of all mine. Most importantly, however, it gives me time to visit with my peers and friends, and to seek out that new face in the crowd before things get started. It is important for us veteran professionals that have a large social circle to understand that some members may be attending their very first meeting in the New England Section, and may not know a single person there. I was that kid once and I remember it well. Some

15 years ago I attended my first Maine Chapter Meeting at Falmouth C.C. My mentor professional had stayed home so I could go for the first time. I was just a level one apprentice at that time. When I walked in the building there were about 40 people there already and I did not recognize a face in the crowd. I scanned the room looking for a decent place to sit and just tried to take it all in for a minute. As I looked for someone to talk to, a person made eye contact with me and started walking toward me. He extended his hand and said, "My name is Tony Decker, welcome to the Maine Chapter Spring Meeting." I introduced myself and said where I was from and Tony was kind enough to take me around the room so I could meet a few other PGA Professionals before the program got under way.

That single gesture from another PGA Professional made my day. We as golf professionals tend to huddle in these small pods at meetings and gatherings. We have all done it, and will always do it. That is just how we interact. Now imagine wanting to meet someone and having to interrupt a conversation between 4 or 5 people. Even the most confident individuals will just sit down and read the agenda for the fifth time in the last 10 minutes so they look like they are busy and not just alone. Little did I know that first introduction and conversation with Tony would lead to a 15 year plus, and I guarantee lifelong, friendship. I have since always tried to emulate some of the things he does as a golf professional and that has paid dividends for me over and over. However, the most important thing that has come out of that first extended hand was not career building, but a trusted friend and brother. I will be so proud to watch him accept the 2017 NEPGA Golf Professional of the Year award this fall. Way to go Deck!

So when you are at one of our meetings this spring, please scan the crowd. Remember these few paragraphs and introduce yourself to someone new. You never know what may come of it.

Social Section

While we are on the "social" topic, let's keep the ball rolling, so to speak. We have discussed the value of face-to-face interaction, but what about those times when we are so busy at our facilities we forget what our street address is. That is where the NEPGA social media comes into play. Our NEPGA Staff has made a big push to up our social media game. We have been adding more videos and content in the last few months than ever before. Our Facebook page, Instagram, and Twitter accounts are great places to

find out information and see what is going on throughout the section and chapters. There are always great videos and pictures of our peers playing in an event, hosting an education seminar, or even sharing something from their own facility.

Virtual interaction will never, and should never, replace our personal interactions, but they can fill a void that is naturally created by geography or the chaos that is the golf season in New England. I would like to see our professionals create a larger presence on social media and I think our NEPGA offerings are the way to do it. For example...we have approximately 1,000 members and apprentices. If 500 of those have Facebook pages and those 500 professionals have an average of just 200 friends...do the math! We have the opportunity to create a New England wide web that will not only impact the NEPGA, but you as a golf professional.

People that like or follow you and us on social media do so because they want to see content from the experts in the game. They are craving it. If we start hitting the share and follow buttons, we will all build larger audiences. When it comes to promoting new programs and offerings, there is no more effective way to get the word out fast, to those who have already shown interest, than social media. So let's build a "social section". Start by liking our Facebook page and asking your friends to like it as well. Then post, post, post and see what happens. Just do us one favor...consider reserving the cat and baby goat videos for your own personal page. Or share them with me. I can't resist those little jumping goats and I'm not ashamed to admit it.

These two segments are very different vehicles to achieving the same goal. Creating a larger network with your peers is not only vital to success, but personally enjoyable. Like most things in life, a balanced approach is usually most effective. The older generation may be more prone to face-to-face encounters, but that does not mean that they can't dive into social media a little bit. The younger professionals are typically well versed in the virtual world but certainly see value in a familiar face. The important thing is that, just like the Aerosmith song, we "Come Together". It doesn't matter what age you are, you know Aerosmith. The same applies for creating new relationships. We all can see value in interacting with our peers.

Respectfully Submitted,

Rob Jarvis, PGA
New England PGA President

EXECUTIVE DIRECTOR'S MESSAGE: Mike Higgins



The New England PGA has already been very active in 2017, but the unofficial start to the season for me is always our Spring Meeting. It signifies a new year, a new start and for many PGA Professionals it is a new beginning. The Section Spring Meeting is a wonderful gathering of our Section members, as well as the many Partners that support our Section and our golf professionals. It is a great opportunity to be with friends you have not seen in a few months, network, and learn all about what the Section has in store! I encourage you to attend our Section meeting as well as your Chapter Meeting.

This "off season" has been the most active and exciting in my 7 years as your Executive Director. We had an extremely busy employment season that started early in the fall and continues right into April. There has been a lot of movement within the Section and New England has also welcomed many new PGA Professionals from other Sections. The employment tab on NEPGA.com continues to be a solid resource to learn about the employment opportunities in New England, and we welcome your feedback on how we can improve the site.

The staff has updated our website to improve functionality and make it more mobile and user friendly. We also developed a new website for our extremely successful New England Series, and our newly created New England PGA Foundation. Our off season plan to grow our followers on social media has worked. We now have almost 6000 followers throughout our platforms, and we will use these outlets to promote the NEPGA and the talented PGA Professionals in our Section. Look for a new Facebook Live Studio Series that will hopefully grow our followers to over 10,000 by the end of the year!

We were the first Section in the country to launch our own Mastercard, which includes significant benefits for cardholders and every purchase produces a donation to our New England PGA Foundation. Well this offseason our New England Section credit card has expanded to two other Sections opening their own NEPGA corporate card for their Section use, and we have recently launched a Met Section Mastercard with two more Sections to soon follow. These efforts will help our fundraising goals significantly, and allow us to fund programing that will help improve lives through the game of golf.

I have said on many occasions that the New England PGA plans to grow at an aggressive yet manageable pace. With the help of an extremely active Board of Directors and very engaged committees we have done just that. Our revenues, partners, programing and members services are at an all-time high. The plan to reinvest in the Section and the Membership is a unified goal of your leadership. The Chapter Plan to expand the support of the Chapters will see an increase in Chapter funding in 2017, that will be used to enhance events at the Chapter level. We hired new Operations Managers in both the Maine and Rhode Island Chapters; and we hired a new Section Tournament Director and Assistant Tournament Director to help conduct the more than 320 events throughout New England.

I am very excited for the Spring Meeting run in each Chapter and at Andover CC on April 11, 2017. The announcements we have will hopefully get you as excited for this season as I am. The success of the New England PGA depends upon the support of ours members. We hope that you will be engaged in 2017 and utilize what your Section has to offer and improve both professionally and personally.

It is an honor to serve as your Executive Director. I wish everyone a very successful season and as always, please feel free to reach out to a member of your Section Staff if there is ever anything we can do to assist you.

All the best,

Michael Higgins
New England PGA Executive Director

Important Dates

APRIL 6

Cape Cod Chapter Spring Meeting
Sandwich Hollows Golf Club

APRIL 11

NEPGA Spring Meeting & Strategic
Management Simulations Education
Seminar
Andover Country Club

APRIL 17

Deadline for updating your
information on PGA.org before dues
billing

APRIL 17

NEPGA Pro-Am
Thorny Lea Golf Club

APRIL 20

Massachusetts Chapter Spring
Meeting
Myopia Hunt Club

APRIL 24-26

NEPGA Pro-Pro Match Play
Championship
LeBaron Hills Country Club

APRIL 26

Vermont Chapter Spring Meeting
Rutland Country Club

APRIL 27

Maine Chapter Spring Meeting &
Titleist Education Seminar
Augusta Country Club

APRIL 28

Seniors' Association Spring Meeting
Middleton Golf Club

MAY 1

NEPGA Pro-Am
Portsmouth Country Club

MAY 4

Assistants' Association Spring
Meeting
Marshfield Country Club



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2017 NEPGA Tournament Schedule

Tuesday, April 11	NEPGA Spring Meeting	Andover CC
Monday, April 17	NEPGA Pro-Am	Thorny Lea GC
April 24-26	NEPGA Pro-Pro Match Play	LeBaron Hills CC
Monday, May 1	NEPGA Pro-Am	Portsmouth CC
Monday, May 8	NEPGA Pro-Am	Warwick CC
Tuesday, May 9	NEPGA Executive Conference Pro-Am	Kirkbrae CC
Thursday, May 11	NEPGA Hudson Cup	Duxbury Yacht Club
Tuesday, May 16	Stroke Play Series #1	Shelter Harbor GC
Monday, May 22	Acushnet Golf Pro-Assistant	Bay Club at Mattapoissett
Tuesday, May 30	NEPGA Pro-Am Championship	Pinehills GC
Sunday, June 4	Haverhill Pro-Member	Haverhill CC
June 6-7	New England Open	Quechee Club
Monday, June 12	Sam Sylvia Boys and Girls Club Pro-Am	Sankaty Head GC
Thursday, June 15	NEPGA Pro-Officer Invitational	Vineyard GC
Monday, June 19	Pro + 1 Am	Carnegie Abbey GC
Monday, June 26	Stroke Play Series #2	Sterling National CC
Tuesday, July 11	Stroke Play Series #3	George Wright GC
Thursday, July 13	NEPGA Pro-Lady Invitational	Kernwood CC
Tuesday, July 18	NEPGA Pro-Senior Invitational	Agawam Hunt Club
Sunday, July 23	Needham Pro-Member	Needham GC
Monday, July 24	NEPGA Pro-Pro Stroke Play	The Haven CC

July 31-August 1	NEPGA Senior Championship	Okemo Valley Golf Club
Monday, August 7	Stroke Play Series #4	TBA
Monday, August 14	Coakley Pro-Am	Charles River CC & Woodland GC
August 21-23	NEPGA Championship	Renaissance & Turner Hill GC
Monday, August 28	Stroke Play Series #5	Haverhill CC
September 11-12	NEPGA Assistants Championship	Bay Club at Mattapoisett
Sunday, September 17	IGOE Pro-Member	Wellesley CC
Tuesday, September 19	NEPGA Head Professional Champ.	Granite Links GC
Tuesday, September 19	NEPGA Teaching Professional Champ	Granite Links GC
Tuesday, September 26	Avidia Cup/Stroke Play Finals	Misquamicut Club
Saturday, Sept. 30	NEPGA Awards Banquet	Nashawtuc GC
Monday, October 2	NEPGA Pro-Superintendent Invitational	Hatherly GC
Wednesday, Oct. 4	Mohegan Sun Sox vs. Stripes Champ.	Mohegan Sun CC
Tuesday, October 10	NEPGA Senior/Junior Championship	Walpole CC
October 8-14	Dublin, Ireland Pro-Am	Dublin, Ireland
Monday, October 16	Cape Cod Fall Festival Pro-Am #1	Oyster Harbors Club
Tuesday, October 17	Cape Cod Fall Festival Pro-Am #2	TBA
Wednesday, Oct. 18	Cape Cod Fall Festival Pro-Am #3	Eastward Ho! CC
Thursday, October 19	Cape Cod Fall Festival Pro-Am #4	Wianno Club
Monday, October 23	George Wemyss Scholarship Pro-Am	TPC Boston
Monday, October 30	NEPGA Fall Meeting	Blue Hill CC
November 13-15	Las Vegas Pro-Am	Las Vegas, NV

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UPCOMING TOURNAMENTS

NEPGA Pro-Am Thorny Lea Golf Club | Monday, April 17th

The first event of the NEPGA tournament Season kicks off in Brockton, Mass. on April 17. The Thorny Lea Pro-Am will provide a great opportunity for all to shake off some winter rust that's been piling on. Tee times begin at 8:20am and you are free to pick your start time. Golf carts, range, and lunch are all included in your entry fee. The deadline is on April 10th. It is \$360 per team entry and \$410 for a team and pro entry. Thank you to partners National Car Rental, Mohegan Sun, and Oakley.



[Register Online](#)



NEPGA Pro-Pro Match Play Championship

LeBaron Hills Country Club | Mon.-Wed., April 24th-26th



The first Championship on the 2017 schedule, the Pro-Pro Match Play at LeBaron Hills, takes place on Monday-Wednesday, April 24- 26. It's early in the year, but for those who qualify and keep winning, we start with a marathon, not a sprint. A Qualifying round on Monday morning to decide the twelve qualifiers will be followed that afternoon with first round matches for eight of those twelve teams. The top four qualifiers receive byes into the Quarterfinal round on Tuesday. Quarterfinal and Semi-Final matches are scheduled for Tuesday morning and afternoon respectively. The Championship match will be played on Wednesday morning. Jeff Martin, PGA and Troy Pare, PGA are the defending Champions.

A big Thank You to our sponsors Golf Max and Prize Possessions. LeBaron Hills is a long time host of NEPGA events; many thanks to the membership who always make us feel welcome as well as Host PGA Professional Tom Rooney and Superintendent Mark Klimm.

[Register Online](#)

New England PGA Ireland Pro-Am

Oct. 8-14, 2017



Royal Dublin GC



European Club



The Island GC



Portmarnock GC



County Louth

\$3,499**

Includes: Five night stay in 5-star hotel, golf, transportation from golf to hotel, welcome cocktail party, Irish Breakfast each morning and awards and farewell dinner

****The above price is Land Only. Celtic Golf will be happy to assist with booking your round-trip airfare. Airfare price may fluctuate and will be determined at time of booking.**

View Event Details...

2017 SECTION & CHAPTER SPRING MEETING SCHEDULE

DATE	MEETING	SITE	TIME
Thursday, April 6th	Cape Cod Chapter	Sandwich Hollows Golf Club	9 am
Tuesday, April 11th	Section Spring Meeting	Andover Country Club	9 am (8 am registration; education to follow meeting—must pre-register)
Thursday, April 20th	Massachusetts Chapter	Myopia Hunt Club	10 am
Wednesday, April 26th	Vermont Chapter	Rutland Country Club	9 am (Sponsor Pro-Pro to follow)
Thursday, April 27th	Maine Chapter	Augusta Country Club	9 am
Friday, April 28th	Seniors' Association	Middleton Golf Course	9 am (Pro-Pro to follow)
Thursday, May 4th	Assistants' Association	Marshfield Country Club	8:30 am golf (meeting to follow)

Golf Expo Boston

Thank you to all of our volunteers that helped out at this year's Golf Expo Boston! See you next year!



Congrats!

Congratulations to NEPGA Professional Tony Morgan of K-Motion Interactive on the birth of his son, Maximus "Max" Morgan, on March 6th, 2017 (7.2 lbs).

2017 NEPGA Award Winner *Spotlight*

Barry Churchill, PGA NEPGA Teacher of the Year



What age did you begin to play golf?
12

Who taught you the game?
My Father.

Where did you go to school?
Essex Jct High School, Essex VT University of VT, Burlington, VT

Who inspired or mentored you?

All the great teachers, past and present inspire me to become a better instructor. Phil Rodgers, PGA mentored me while at Sombrero CC in Marathon, FL.

When did you decide to become a PGA Professional and why?

During my first job in the golf business in 1987 at the Basin Harbor Club in Vergennes, VT. I always loved the game, but I realized that I loved interacting with the guests the most. I've been in the business ever since.

Of all the courses that you have played, which one is your favorite?

The Old Course at St. Andrews. Not because of the condition of the course, but the history and the lore. Also, the difference in the outgoing 9 compared to the incoming 9. The wind makes the two 9's very different.

Tell us about your family.

Jolane, my wife of 21 years from Minnesota and Alanna our 13 year old daughter.

ter. Plus two cats, Storm and Pumba. Jolane works at the University of Vermont Medical Center. Alanna is an accomplished Level 8 gymnast. We travel all over the country during gymnastics competition season.

What other interests do you have besides the game of golf?

I enjoy spending time with family at our camp in Northern VT. I love to do the landscaping around our house. I hate it when there's more than 6 weeds in the Kentucky Bluegrass lawn!

What would you like to leave as your legacy to the game?

As a golf instructor, I want to be remembered as the pro that showed how to use golf to teach life lessons. I want the local community to recognize and remember that my efforts introduced and allowed so many to be able to enjoy this great game.

Brian Diamond, PGA NEPGA Youth Player Development Award



What age did you begin to play golf?
6

Who taught you the game?

Learned by just playing a lot of golf at the 9-hole municipal course in my town. My dad would drop me off at 7:30 am and pick me up after dark.

Where did you go to school?

Ferris State University - Professional Golf Management

Who inspired or mentored you?

I'm just inspired by so many people that I read about or see through media doing great things personally and professionally.

When did you decide to become a PGA Professional and why?

I learned about the PGM Program at Ferris State when I was a High School Senior and that was a clear path for me to

pursue as a career.

Of all the courses that you have played, which one is your favorite?

My friends laugh because every course I play is my "Favorite".

Tell us about your family.

Fantastic parents who live in New York. Two brothers living in NY and London. My Daughter Caroline is 16 and my son Zach is 13.

What other interests do you have besides the game of golf?

Hockey (playing and coaching) and skiing.

What would you like to leave as your legacy to the game?

Being a PGA Golf Professional allows me to fulfill my personal mission to make a positive impact in someone's life every day.

IT'S PLAYTIME!

EVENT DETAILS

A free golf skills competition for boys and girls ages 7 to 15, of any ability. The 2018 National Finals will be held at Augusta National Golf Club on the eve of the 2018 Masters.

NEW ENGLAND QUALIFIERS

June 3, 2017

Val Halla Golf & Recreation Center
Cumberland, ME

June 17, 2017

Button Hole Golf Course
Providence, RI

June 27, 2017

The International Golf Club
Bolton, MA

July 11, 2017

The Bay Club at Mattapoisett
Mattapoisett, MA

July 16, 2017

Cyprian Keyes Golf Club
Boylston, MA

July 18, 2017

Windham Country Club
Windham, NH

July 26, 2017

Granite Links Golf Club
Quincy, MA

August 2, 2017

Okemo Valley Golf Club
Ludlow, VT

NEW ENG. SUB-REGIONAL QUALIFYING

August 13, 2017

Renaissance Golf Club
Haverhill, MA

NEW ENG. SUB-REGIONAL QUALIFYING

August 16, 2017

Pinehills Golf Club
Plymouth, MA

NEW ENG. REGIONAL QUALIFYING

October 1, 2017

Winged Foot
Mamaroneck, NY

CHAMPIONSHIP FINAL

April 1, 2018

Augusta National Golf Club
Augusta, GA



PGA

New England Section

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NEWS FROM THE JUNIOR TOUR: *Jacy Settles*

NEPGA Junior Tour presented by



The NEPGA Jr Tour had a strong showing at the 2017 Drive, Chip & Putt National Finals at Augusta National Golf Club this past Sunday as three NEPGA Junior Tour mem-

bers competed. Brian Glennon (Hingham, MA) had an excellent competition as he finished 3rd in the Boys 14-15 division with 20 points; Gabrielle Shieh (Carlisle, MA) finished 4th in the Girls 14-15 division with 19 points, and Zachary Colón (Bolton, MA) WON the Boys 12-13 in a play off – 24 points.

From DriveChipandPutt.com:

Zachary Colón got a final bit of advice Sunday from his favorite player, two-time Masters champion Bubba Watson. Colón was standing in line getting ready to putt in the Drive, Chip and

Putt National Finals when Watson approached, shook his hand, and said, "Go get 'em."

Colón obliged. He holed the second putt of the competition, from 15 feet, on the 18th green at Augusta National Golf Club to force a playoff in the Boys 13-14 division, then won the playoff against Clinton Daly to win the national championship.

Colón, from Bolton, Mass., scored 8 points across the board, finishing third in each category to post a total of 24 points. Daly amassed his 24 points by finishing second in both chipping and putting and fifth in driving.

"I don't know how to describe it," Colón said of the experience. "Unbelievable. Even better than what I imagined."

Colón's objective going into the competition was to soak it all in.

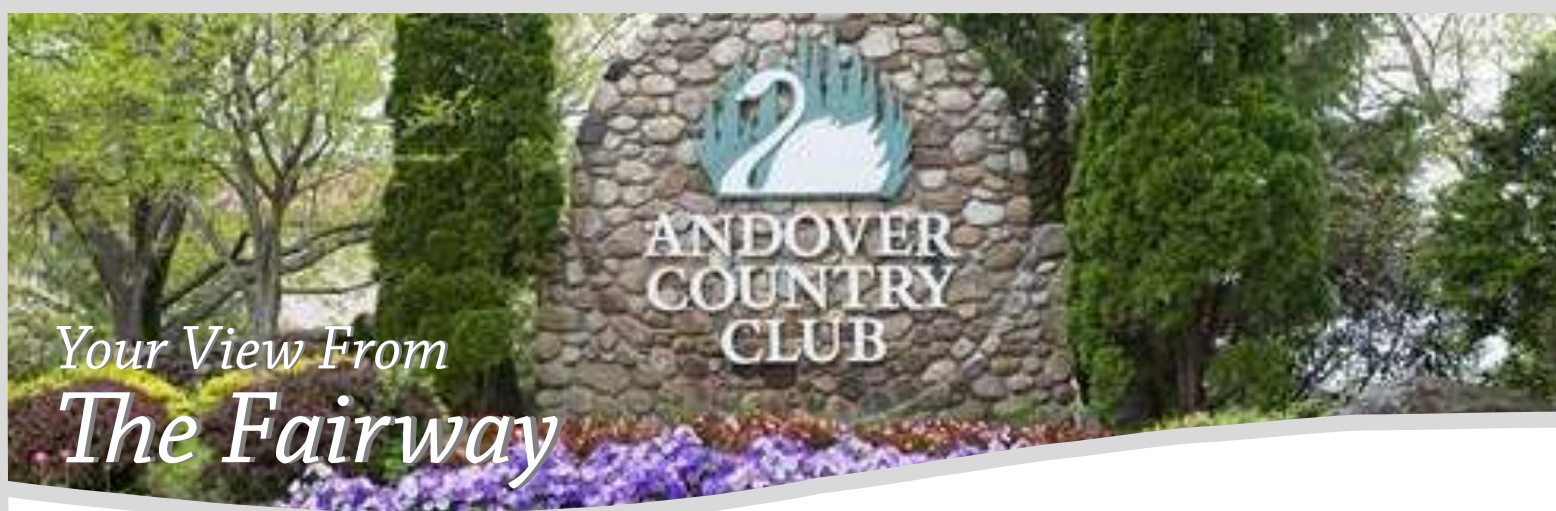
"I tried to have as much fun as possible and remember that we're all winners already," he said.

Jr Tour Registration

The 2017 NEPGA Jr Tour Membership Tournament Registration is open for the season with our first event starting on April 15th. Please help spread the word about the NEPGA JR Tour to your juniors as it is perfect for those wishing to play in college, make the high school golf team or just a youngster looking to make new friends in a tournament setting. The NEPGA Junior Tour Membership includes a membership package and access to all events. Visit our website www.nepgajuniortour.com for more information.



Masters champion Bubba Watson presents Zachary Colón with the overall First Place trophy in the Boys 1213 division during the 2017 Drive, Chip and Putt National Finals at Augusta National.



Your View From The Fairway

APRIL MEMBERSHIP NOTES: Joan Stuart

NEPGA Section Spring Meeting

Tuesday, April 11th

Registration begins at 8:00am

Andover Country Club

60 Canterbury Street, Andover, MA 01810

Please join us for the NEPGA Spring Meeting as we welcome the 2017 Season along with the opportunity to visit with your NEPGA sales representatives prior to the meeting! Further information will be emailed out prior to the meeting and also posted on www.NEPGA.com.

Strategic Management Simulations

Seminar following Section Spring Meeting

Date & Time: Tuesday, April 11, 2017, 1pm-5pm

Location: Andover Country Club

Cost: \$30 (Includes lunch)

MSR: 4 PGA Education MSR Credits

Details: The PGA has designed and developed simulation interventions to enable PGA Professionals to understand real world golf situations aligned with a primary focus on improving marketing and sales at a golf facility. The simulation of real-world scenarios has long been used effectively and strategically as a method for business training. Presenting learners with situations that resemble ones they might be confronted with is what constitutes experiential learning. Participants can be expected to:

- better retain learned information
- learn immediately how to apply that information to the real challenges they will face in the workplace
- learn what kinds of challenges they are preparing to face
- engage creatively with the learning process

Presenters will be Dawes Marlatt & Todd Sammons from the PGA of America Education Department.

Register: [Click here](#) to register by April 7, 2017. *Limited to first 30 people to register.*

Complimentary Access Details for The Masters

April 3-9; Augusta National Golf Club, Augusta, Georgia



As a courtesy extended by Augusta National; Class A PGA Members, Life Members and Master Professional Members only (this offer is not extended to Class F, Inactive, Retired Member nor Apprentices).

No spouse or families (including Practice Rounds). Must show Membership Card and Photo I.D. each day. Go to North Gate off of Berckmans Road, follow signage to PGA Booth located to the far right of the ticket pavilion to receive daily ticket. NOTE: Daily tickets are not available to purchase for spouse. Ticket Information (706) 667-6700. www.masters.com

ACH Payments for Purse Winnings

As we begin the 2017 Tournament Season, again a reminder about the advantages of receiving your purse winnings as a direct deposit either into your checking or savings account.

- Why wait to receive your money?
- Why risk the possibility that the check may get lost in the mail?
- Why wait for the check to be sent or forwarded to a new address?
- Why have a stop payment fee deducted from your check when the Section has to stop payment because you never received the check?

The simple solution is to have the money deposited directly into your account. Please [click here](#) for the ACH Payment Form and follow the instructions on the form. If you need any guidance, please call the section office at 508.869.0000 or email jstuart@pgahq.com.

PGA Annual Operations Survey

Complete by June 5th

The PGA Annual Operations Survey is now available on PGA.org. We encourage you to complete the survey as it allows you to compare your top-line revenues and expenses against other "like" green grass and off-course facilities and also serves as a value guide during the budgeting process. Additionally, data from this survey is used to support state and national economic impact studies which are vital to telling the story about golf's impact on the economy. Here are some key points to note:

- **Highest-Ranked Pro's** Survey to be completed by the highest-ranked PGA Professional at each facility, or to any other golf professional with proxy rights for their facility.
- **Confidential** Information gathered through this service is strictly confidential to individual facility management and is presented in aggregate with other facilities for reporting purposes.

- **MSR Credits** Members will automatically receive up to two MSR credits upon completion of the survey if submitted by the deadline of June 5th.
- **Streamlined** To improve your survey experience, many areas have been streamlined to ensure that you only answer questions that are relevant to the operational areas you manage. In addition, there is a downloadable version of the survey on the Annual Operations Survey landing page that you can use as a worksheet to simplify your online experience and save time.

[Click Here to Begin the Survey](#)

District 1 Director Report:

Noel Gebauer, PGA



[Click here](#) to view the PGA of America Highlight Summary for the month of March featuring Drive, Chip & Putt Championship highlights, PGA Junior League Golf news, PGA Junior Golf Camps expansion announcement and more!

Online Education Videos Available on PGA.org

Videos of the education seminars held at the Member Business Center during the 2017 PGA Merchandise Show are now available on PGA.org. Earn two PGA Education MSR credits by watching a video and taking an assessment at its conclusion. The PGA Town Hall is worth one PGA Meeting MSR credit. [Click here](#) to watch the videos.

Strategic Management Simulations (following NEPGA Spring Meeting)

DATE/TIME: Tuesday, April 11, 2017 1pm-5pm

LOCATION: Andover Country Club

COST: \$30 (Includes lunch)

MSR HOURS: 4 PGA Education MSR Credits

DETAILS: The PGA has designed and developed simulation interventions to enable PGA Professionals to understand real world golf situations aligned with a primary focus on improving marketing and sales at a golf facility.

The simulation of real-world scenarios has long been used effectively and strategically as a method for business training. Presenting learners with situations that resemble ones they might be confronted with is what constitutes experiential learning. Participants can be expected to:

- better retain learned information
- learn immediately how to apply that information to the real challenges they will face in the workplace
- learn what kinds of challenges they are preparing to face
- engage creatively with the learning process

Presenters will be Dawes Marlatt & Todd Sammons from the PGA of America Education Department.

DEADLINE: April 7, 2017. *Limited to first 30 people to register.*

[Register Here](#)

U.S. Kids Golf Certified Coach Seminar

DATE/TIME: Thursday, April 20, 2017 8:15am - 4:30pm

LOCATION: Nashawtuc Country Club

COST: \$195 (early registration by April 13) or \$245 (for late registration). Includes all seminar materials, luncheon, the U.S. Kids Golf Book of Games and optional online training and testing.

MSR HOURS: 8 PGA Education MSR Credits for the day, 2 additional credits for completing online certification requirements.

DETAILS: Participating in a U.S. Kids Golf Certified Coach Seminar enhances the coach's knowledge of all aspects of youth golf coaching while providing tools to enable professionals to grow their programs. [Click here](#) for more information.

[Register Here](#)

Titleist Seminar (following Maine Chapter Spring Meeting)

DATE/TIME: Monday, April 27, 2017 11:30am - 3:30pm

LOCATION: Augusta Country Club

COST: Free

MSR HOURS: 4 PGA Education MSR Credits

DETAILS: Michael Rich who is head of Titleist Golf Ball Fitting department and Frederick Waddell from the Titleist Research and Development division along with Greg Ludes will be presenting. Michael and Frederick will discuss ball fitting, wedge fitting, manufacturing, and merchandising. This is an extraordinary opportunity with ample amounts of knowledge to be gained through these gentlemen.

*RSVP to
marsenault@pgahq.com*

2017 PGA Professionals' National Clubfitting Conference

DATE/TIME: Tuesday-Wednesday, May 2-3, 2017

LOCATION: Worcester Country Club

COST: Free

MSR HOURS: 13 PGA Education MSR Credits for attending entire 2-day event

DETAILS: The conference will include indoor discussions and live outdoor fittings with top professionals, recognized for being highly knowledgeable in the area of club fitting. [Click here](#) to view an agenda.

Register Here

Making Golf Accessible

DATE/TIME: Monday, May 15, 2017 3pm-7pm

LOCATION: Braintree Municipal Golf Course

COST: \$15

MSR HOURS: 4 PGA Education MSR Credits

DETAILS: Join Bob Beach, PGA and Rick Johnson, PGA for a workshop on making golf accessible for those with disabilities. After years of experience, Bob was awarded with the 2014 Special Olympics Conrad Rehling Award for his dedication and service to Special Olympics through the game of golf. [Click here](#) to see a short video about Bob and the programs at Braintree Municipal.

DEADLINE: May 12, 2017

Register Here

Remove the Soft & Slow... Replace with Firm and Fast

Submitted by the Golf Course Superintendents Association of New England

Our friends from the GCSANE will be authoring some articles to help all of us get a better understanding of what Superintendents do.

Aeration means many different things to many different people. Take a quick poll and you will soon discover an array of ideas and expletives to describe the "necessary evil" that occurs at your club several instances per season. I would like to take this opportunity to describe why aeration is a great thing, and why we as golfers should all embrace its existence.

In its most basic form, aeration is the process in which a core of soil is removed from a green (or other playing surface) and filled with sand and/or other fertilizers and amendments. These channels serve as an avenue for water, oxygen, nutrients and gas exchange, while also removing the compacted organic matter and thatch which, over a relatively short period of time, seals off the surface of the green making playing conditions much less than ideal. This theory sounds fairly easy to comprehend and most members I speak with agree that aeration must be a good thing. Those comments are always followed up with...

1. "Is it necessary?"

2. "How often does it need to be done?"

Question 1 is easy...YES! All greens in every situation and climate need to be aerated. As old and dated as the process may seem, there is absolutely no substitute or replacement for core aeration. Taking that notion a step further, no matter how good (or bad) a green plays, it will be even better after healing from the process. The thatch which develops as grass grows is the cause for slow, bumpy, and soft conditions. As a professional problem solver, this solution is easy...get the thatch out!

Question 2 is a bit more loaded but also

an easy one for turf managers. We are constantly monitoring thatch by means of many different methods. The problem isn't always deciding whether or not a green needs to be aerated but why OUR greens need it and THEIRS don't. A good rule of thumb is to expect most greens to need aeration 2 or 3 times per year and/or to remove 12-20 percent of the surface annually. Some putting surfaces require less surface removal than others due to variances in soil structure and turfgrass species/varieties, therefore it isn't necessarily accurate to assume all clubs aerate at the same time or frequency each season.

Personally, I have cared for three clubs as a Superintendent and each property required significantly different approaches to greens aeration. Again, these decisions are some of the most important and sensitive to the overall health and playability of our putting surfaces and often difficult to incorporate into tournament schedules and daily play. The processes involved are generally aggressive, a lot of work, time consuming, and require a bit of luck from Mother Nature to complete on time and without flaw. These reasons alone disprove one of the misconceptions that Superintendents and their staffs LOVE aerating greens and would do so as often as possible if permitted! Certainly not the case, but we are comfortable knowing that conditions will always be greatly improved as soon as the healing process is complete. Heavy rains flush more quickly, frequent mowing and rolling is less invasive, plant health and nutrition flourishes, and overall playability of the surfaces is vastly improved. These benefits alone make it all worthwhile.

Without a doubt, there is a 7-10 day inconvenience involved with playing on recently punched greens, and we as

golfers can all agree that it can be frustrating those first few times out. Over the years our profession has certainly seen improvements in the techniques and tools used to complete the task, and have witnessed reduced healing times as a consequence. This period of disruption is a small price to pay for the benefits of aeration and a simple remedy for the natural deterioration of high quality conditions as time elapses from the last aeration and topdressing...Get the soft and slow out / Replace with firm and fast!

Thank you for reading.

Donald D'Errico
Grounds & Greens Superintendent
The Cape Club / Spring Valley CC



Fred Couples



Be a part of history.

Sign up to volunteer among the game's legendary names at Salem Country Club during the 2017 U.S. Senior Open Championship. With more than 20 committees to choose from, there's something for everyone.

Register to volunteer at 2017USSeniorOpen.com.



2017 U.S. Senior Open | June 26 - July 2 | Salem Country Club



CAPE COD & RHODE ISLAND CHAPTER NEWS

Submitted by Mickey Herron, PGA, Cape Cod & Rhode Island Chapter Tournament Manager

AWARDS...ACHIEVEMENTS...CERTIFICATIONS...

Having represented two chapters for 6 years, one task for this writer outshines all others...mentioning Award Winners!

So many outstanding fellow golf professionals were nominated for 2017 Section and Chapter Awards over the winter – 53 to be exact – for Section nominees from Cape & Rhode Island. This group was led by four nominees for Section Professional of the Year from each chapter – Jay Wick, Jesse Schechtman, Mark Heartfield and Sean Edmonds from Cape Cod – joined by Dave Tiedemann, Jim DiMarino, Brent Amaral and Brad McCluski from Rhode Island. After the final tally by the Section Awards Committee three major awards were earned by members of our two chapters:

HORTON SMITH AWARD

MIKE BRADSHAW – KIRKBRÆ CC

BILL STRAUSBAUGH AWARD

JIM DIMARINO – CARNEGIE ABBEY CLUB

DEACON PALMER AWARD

MARK HEARTFIELD – SANKATY HEAD GC

All this comes on the heels of 2016 where the Cape Chapter was well represented by TEACHER OF THE YEAR, PHIL TRUONO (MIACOMET), YOUTH DEVELOPMENT, ROMAN GREER (CRANBERRY VALLEY) AND PLAYER DEVELOPMENT, RICK JOHNSON (SPALDING ADAPTIVE REHAB), while BRADSHAW captured his first HORTON SMITH AWARD. Congratulations all!

RI Chapter Award Winners:

Professional of the Year:
Mike Bradshaw, Kirkbrae CC

Assistant of the Year:
Bill Maguire, Point Judith CC

Teacher of the Year:
Shane Drury, Swansea CC

Youth Player Development Award:
John Rainone, North Kingstown Muni GC

Merchandiser of the Year:
Brad McCluski, Wannamoisett CC

Partner of the Year:
Peter Butt, FootJoy

Player of the Year (sponsored by D. Moynihan):
Dave Tiedemann, Shelter Harbor

Cape Cod Chapter Award Winners:

Professional of the Year:
Jesse Schechtman, Hyannis Golf Course

Teacher of the Year:
Bob Quirk, Jane Frost Performance Ctr

Youth Player Development Award:
Andrew Walkley, Eastward Ho!

Assistant/Apprentice of the Year:
Trevor England, TGC

Sponsor of the Year:
Peter Guild, Callaway Golf

Dutch Wessner 15thgolfclub.com
Player of the Year:
Gregg Richbourg, Cape Cod National

MORE ACHIEVEMENTS... CERTIFICATIONS..... (recently earned)

PGA CERTIFICATIONS:

GOLF OPERATIONS:

Patrick Fannon, Blue Rock GC
Michael Gelinas, Pawtucket GC

PLAYER DEVELOPMENT:

Jim Campbell, Cape Cod National

PGA MEMBERSHIP:

Jamey Magas, Newport CC (A-8)
Austin Molen, PGA of America, FL (gone but not forgotten!) (A-11)

QUARTER CENTURY CLUB:

Steve Demmer, Lake Mohawk GC, NJ
Section
Gary Young, PGA Tour

2017 STATE GOLF ASSOCIATION MAJOR HOSTS:

MASS OPEN - Doug Errhalt, The Golf Club at Sacconnesset
MASS PUBLINX – John Tuffin, Pinehills GC
RHODE ISLAND OPEN - Chad Spencer, Valley GC
RHODE ISLAND AM - Troy Pare, Ledge-mont GC

Welcome back to the Cape Chapter as new Head Professionals: Brendan Reilly, Atlantic GC and Scott Trethewey, Bay Pointe Club and Mike Roy, the Ridge Club.

VERMONT CHAPTER NEWS

Submitted by VT Chapter President Roger A. King, PGA

Hi everyone,

I hope this spring finds you well and looking forward to the 2017 golf season.

I for one am looking forward to our Spring Meeting being held on Wednesday April 26th at Rutland C.C. It is al-

ways great to get together with my great fellow professionals.

I would also like to welcome our new chapter members and congratulate my fellow professionals who have accepted new positions.

Come on golf season!!!

Roger A. King, PGA
Head Golf Professional
Sugarbush Resort Golf Club

MASSACHUSETTS CHAPTER NEWS

Submitted by Jacy Settles, Massachusetts Chapter Tournament Manager

The MA Chapter is ready to shake the snow off and get to the short grass. That being said, the MA Chapter season kicks off on Monday, April 10 at TPC Boston for its 6,5,5 tournament. The full schedule is listed below and we hope that you can pencil those dates into your calendar.

April 10	MA Chapter ** 6,5,5**Format - TPC Boston
April 20	MA Ch.Spring Meeting - Myopia Hunt Club
June 7	MA Chapter Pro+3Am - Foxborough CC
September 5	Massachusetts PGA Champ - Marlborough CC
October 24	MA Chapter Fall Pro-Pro - Cyprian Keyes GC
November 6	MA Chapter Indy Stableford - Thomson CC
November 13	MA Chapter Pro-Pro - Blue Hill

The Player of the Year points system will remain the same and you can [click here](#) to view the awarding process.

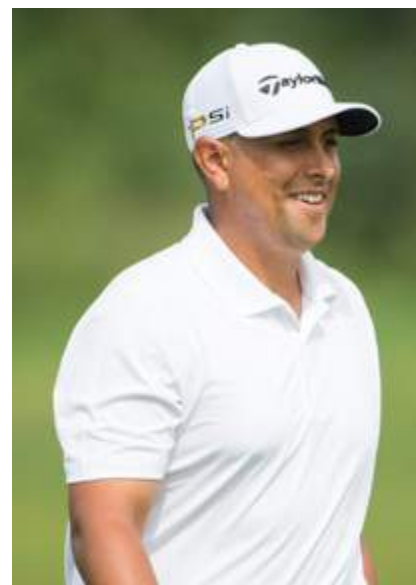
We also extend our Congratulations to those newly-elected members in the MA Chapter.

Robert P. Bruso, PGA	Essex County Club
Benjamin T. Claus, PGA	Boston Golf Club
Philip D. Cornetta, PGA	Sun 'N Air Golf Center
Edward J. Doherty II, PGA	Oak Hill Country Club
Connor J. Dupont, PGA	Hopkinton Country Club
Young G. Jang, PGA	Quail Ridge Country Club
Brenden J. Mitchell, PGA	The Country Club
Connor S. Mulcahy, PGA	The Country Club
David L. Presutti, PGA	TPC of Boston
Diamo J. Streater, PGA	The Country Club

N.H. CHAPTER NEWS

Submitted by N.H. Chapter President Tim Loch, PGA

Rich Berberian, Jr., Windham CC Assistant Professional, competed in the Puerto Rico Open and despite three rounds of six under par (70-69-71) ran into some difficulty in round four (76). He still managed a two under total of 286. The tournament winner was D.A. Points with a four-day total of twenty under par.



The Chapter kicks off its 2017 schedule with a Pro-Am at The Oaks Golf Links on April 17th. That event is followed by a very busy May with Pro-Ams at Wentworth By The Sea Country Club on May 8th; Concord Country Club, May 15th; Campbell's Scottish Highlands, May 22nd and Beaver Meadow Golf Club on May 30th.

The Chapter is grateful for the tremendous support it has received from sponsors for the coming season and expresses appreciation to the following partners:

Chris Conrad, Martignetti Liquors	MBC Marketing
Larry Kelley, Five Star Golf Cars	Avidia Bank
Don Groft, Yamaha	PGA Tour
Danny Brown, Club Car	NH SR Golf Association
Callaway	Mohegan Sun

SENIORS' ASSOCIATION NEWS

Submitted by Joan Stuart

Save the Date! Friday, April 28th the Senior Association will kick-off the 2017 Tournament Season with their Spring Meeting at Middleton Golf Course at 9:00 am followed by a Pro-Pro at the conclusion of the meeting. Come join the Association and reconnect with your peers and catch up with them on how they spent this past winter.

Membership Dues are \$25 and the Senior Association is open to any PGA Professional in good standing who will turn 50 years of age in 2017. For more information, please contact Joe Carr, PGA 508.873.7768 or Dennis Selvitella, PGA 508.410.4984.

To pay your 2017 Senior Membership Dues, please [click here](#).

2017 Seniors' Association Schedule

April 28	Middleton GC Spring Meeting with Pro/Pro after
May 10	Gannon GC Pro 3 Am
May 18	Indian Ridge Pro 3 Am
May 25	Milton-Hoosic Club Pro 3 Am
June 20	George Wright GC Pro 3 Am
July TBA	Tatnuck CC
July 31 & Aug 1	NEPGA Senior Championship Okemo Valley GC
Sept TBA	Bass Rocks GC
October 4	Mt. Pleasant GC Pro-Pro
October TBA	Pleasant Valley CC
TBA	Kirkbrae CC



PGA

New England Section
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Social Corner



"The New England PGA congratulates our Junior tour Members playing in the Drive, Chip, and Putt National Final at Augusta National Golf Club"



"Our Second Panel Discussion at the Teaching and Junior Golf Summit is on Building a Community around programming! Featuring Kaitlyn Sharpless, Tony Ruggiero, Brian Bain, Dave Donnellan, and Chris Carpenter!"

MEMBERSHIP UPDATES

Changes reported between 3/6/2017–4/4/2017

NEW APPRENTICES

Name	Class	Facility
Brian J. Goulart	B-8	Andover Country Club
Michael R. Holenko	B-8	Farm Neck Golf Club
Michael J Otazo	B-8	Sable Oaks Country Club

NEW MEMBERS

Name	Class	Facility
Christopher M. Kopelcheck, PGA	A-8	Newport Country Club
Douglas B. Rutherford, PGA	A-8	Vineyard Golf Club
Charles E. White, PGA	A-8	The Ridge Club

NEW QUARTER CENTURY MEMBERS

Name	Class	Award Date
J David Mazzeo, PGA	LMA	3/31/2017
Mike E. McBroom, PGA	A-1	3/31/2017

NEW HALF CENTURY MEMBERS

Name	Class	Award Date
Richard E. Hanscom, PGA	LM	3/31/2017

CLASSIFICATION CHANGES

Name	Class	Facility
Mike Bailey, PGA	A-1	Montague Golf Club
Ryan R. Barry, PGA	A-1	The International Golf Club
Richard J. Berberian Jr., PGA	A-14	Vesper Country Club
Matthew F. Closter, PGA	A-4	Woodstock Country Club
Stephen H Colt Jr., PGA	A-1	Country Club of Halifax
Matthew R. Cunningham, PGA	A-8	The Milton Hoosic Club
Shawn E. Durocher, PGA	A-1	Cyprian Keyes Golf Club
Liam C. Friedman, PGA	A-8	Nashawtuc Country Club
Keith W. Gagnon, PGA	A-11	Massachusetts Golf Association
Jim F. Gunnare, PGA	A-8	Portsmouth Country Club
Robert V. Hardy, PGA	A-20	Parsons Xtreme Golf, LLC
Dennis P. Hoye, PGA	A-8	Bass River Golf Course
Bryan C. Kienke, PGA	A-1	Cohasset Golf Club
Edward T. Kirby, PGA	A-6	North Kingstown Municipal GC
Steven F. Landi, PGA	A-9	Tri-State Golf Company
Peter N. Maki, PGA	A-1	Wedgewood Pines Country Club
Diane McHeffey, PGA	A-1	Newport Country Club
Andrew M Papalia	B-8	Country Club of Halifax
Paul J. Politano, PGA	A-1	Ralph Myhre CC/Middlebury Col
Brendan J. Reilly, PGA	A-4	The International Golf Club
Scott G. Trethewey, PGA	A-1	Bay Pointe Club

NEW CPP CERTIFICATIONS

Name	Class	Facility	Area
Allen J. Belden, PGA	A-1	Worcester Country Club	Golf Operations
Scott Mayer, PGA	A-14	Nonesuch River Golf Club	Instruction
Todd W. McKittrick, PGA	A-1	Manchester Country Club	Instruction
Sean P. McTernan, PGA	A-6	Brae Burn Country Club	Player Development
Michael C. Sullivan Jr., PGA	A-8	Charles River Country Club	Player Development
John M. Tosone, PGA	A-13	Weekapaug Golf Club	General Management
Zachary T. Zondlo, PGA	A-1	Sugarloaf Golf Course	Instruction

FIRST TIME TRANSFERS INTO SECTION

Name	Class	Facility	From
Joseph J. Dargin, PGA	A-8	Bellevue GC	South FL
Liam C. Friedman, PGA	A-8	Nashawtuc CC	Western NY
James B. Heninger, PGA	A-6	Baker Hill GC	N. California
Bryan C. Kienke, PGA	A-1	Cohasset GC	Philadelphia
Andrew M Papalia	B-8	CC of Halifax	Tri-State
Tyler A. Santacroce, PGA	A-8	The Kittansett Club	Indiana
Zachary R Tucker	B-8	Cape Cod National GC	S. Central

EMPLOYMENT CHANGES

Name	Class	Facility	Start
Richard A. Altham, PGA	A-1	Biddeford Saco Country Club	3/13
Michael P. Arsenaault, PGA	A-8	Val Halla Golf&Recreation Ctr.	4/1
Mike Bailey, PGA	A-1	Montague Golf Club	3/29
Ryan R. Barry, PGA	A-1	The International Golf Club	3/26
Richard J. Berberian Jr., PGA	A-14	Vesper Country Club	4/15
Kenneth E. Bielski, PGA	A-8	Country Club of New Bedford	4/2
Daniel R Britt	B-8	Purpoodock Club	4/1
Matthew F. Closter, PGA	A-4	Woodstock Country Club	3/15
Stephen H Colt Jr., PGA	A-1	Country Club of Halifax	3/9
Matthew R. Cunningham, PGA	A-8	The Milton Hoosic Club	4/10
Christopher R. Daly, PGA	A-8	Burlington Country Club	4/3
Joseph J. Dargin, PGA	A-8	Bellevue Golf Club	3/20
Benjamin M. Egan, PGA	A-8	The Bay Club	4/2
Liam C. Friedman, PGA	A-8	Nashawtuc Country Club	3/14
Keith W. Gagnon, PGA	A-11	Massachusetts Golf Association	4/3
Michael T Gravelese	B-8	Windham Country Club	4/1
Jim F. Gunnare, PGA	A-8	Portsmouth Country Club	4/1
Dennis P. Hoye, PGA	A-8	Bass River Golf Course	3/25
David J. Jankowski, PGA	A-8	The Hermitage Golf Club	3/17
Adam L. Kaplan, PGA	A-8	Nashawtuc Country Club	3/14
Ryan Kesten, PGA	A-8	Concord Country Club	4/1
Bryan C. Kienke, PGA	A-1	Cohasset Golf Club	3/27
Edward T. Kirby, PGA	A-6	North Kingstown Municipal GC	4/3
Steven F. Landi, PGA	A-9	Tri-State Golf Company	3/6
Scott D. MacArthur, PGA	A-1	Pembroke Country Club	3/20
Peter N. Maki, PGA	A-1	Wedgewood Pines Country Club	3/13
Diane McHeffey, PGA	A-1	Newport Country Club	4/1
Andrew M Papalia	B-8	Country Club of Halifax	3/28
Paul J. Politano, PGA	A-1	Ralph Myhre CC/Middlebury Col	3/27
Brendan J. Reilly, PGA	A-4	The International Golf Club	4/3
Tyler A. Santacroce, PGA	A-8	The Kittansett Club	4/1
Ryan D Train	B-8	Oakley Country Club	4/1
Scott G. Trethewey, PGA	A-1	Bay Pointe Club	4/3

In our next issue...

*Results from the first tournaments
of the season!*



PGA

New England Section

Sample Ad Space
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