



PGA

New England Section

Full Swing

Official News Magazine of the New England PGA December 2015

From:
Shawn Hester, PGA

From:
Avidia Bank

From:
Matt Walsh, PGA
in memory of Sioux Campbell

From:
Steve Mann, PGA

From:
Eddie Kirby, PGA
in memory of John Tuscher, PGA

From:
John Fields, PGA

From:
Glenn Kelly, PGA
in memory of all the PGA
Professionals who have passed away

From:
Stephen Doyle, PGA
in memory of Manseur
"Manny" Salem

WHAT'S INSIDE

2016 NEPGA Award Nominees

2016 NEPGA Tentative
Tournament Schedule

PGA Merchandise Show Details

From:
Chris Carter, PGA

From:
Bob Beach, PGA
in memory of Andrea &
Ken Campbell

From:
Adam Hemeon, PGA
in memory of Sioux Campbell

From:
Mark Larrabee, PGA
in memory of Jeff Hadley

From:
Tim Bishop

From:
Lou Rivers, PGA

From:
Tom Giffin, PGA

From:
Brian Bain, PGA
in memory of Paul Butler

From:
Stuart Cady, PGA

From:
Lou Katsos, PGA

From:
Tom Rooney, PGA

From:
Jim DiMarino, PGA

From:
Dan Diskin, PGA
in memory of Tom Murphy

From:
Brian Hamilton, PGA
in memory of Warren Birch

Thank You

to those who have contributed to the NEPGA Scholarship Fund this holiday season!

CONTENTS

President's Message...3

Executive Director's Message...4

2016 Award Nominees...5

NEPGA Credit Card...6-7

Employment News...8

Section News...10-11

Junior News...11

PGA of America News...12-13

Membership News...14

Social Media Highlights...15

Chapter News...16-17

Member Updates...18

Bulletin Board...19

FRONT COVER:

The Section wishes to thank those who have contributed to the NEPGA Scholarship Fund this holiday season as we aim to reach our goal of \$10,000! Through the generosity of our Section members and sponsor Avidia Bank, we are currently at \$7,750. See page 14 of this news magazine to find out how to donate before the year is over!

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PRESIDENT'S MESSAGE: Rob Jarvis, PGA



It is the most wonderful time of the year! If you're anything like me, the holiday season is just that. For many of us, this time of year is one of the first chances we really get to spend significant time with our families and loved ones. The summer grind has come to a halt. We no longer have to miss out on barbeques, graduation parties, concerts, and all the other fun activities those not in the golf

profession can enjoy on a regular basis.

As we prepare for a fun-filled holiday season, I think it is important to remember the true essence of this time of year. Regardless of what holiday you celebrate, they all have similarities surrounding them. Old family traditions, spending time with loved ones, cookies, stringing up lights, surprising our children...did I mention cookies? What is equally important is what this season is not about. Black Friday, Cyber Monday, Plaid Friday, and whatever Wednesday is called now, were never a part of my holiday season as a child or now later in life.

We are all fortunate in our lives. Some of us, most of us, have had our shares of ups and downs at one time or another. We may be experiencing one of those times right now. This holiday season I ask that you keep this in perspective. Not everyone has a tree full of presents under it. Some folks have no family remaining and will spend the season in solitude. Many of our country's military will spend this year overseas defending our freedom. Some folks will sleep outside on Christmas Eve.

My intention is not to make the more fortunate feel guilty, or to be depressing. I simply ask that you look around you and do something nice for your fellow man. As PGA Professionals, we are held to a high standard. Some of that standard is creation of our own and some of it is how the community perceives us. We have a giving nature. We help those in need. We donate thousands of dollars and hundreds of hours to various charities throughout the country and the world. I believe we are not just leaders in our industry, but leaders in kindness.

The old saying is that "it is better to give than receive". That is partially true. I have been very fortunate in my life to have great holiday experiences. However, the greatest gift I have received has been through making small efforts to help those in need this time of year. My wife and I have the honor of working with our local Shriners on their "Festival of Trees" holiday campaign. As you can see by the picture, we get to decorate a tree (we buy it on super clearance in January) and put toys for kids underneath it. Folks from the community come and buy tickets to stuff in the buckets next to the trees they like. If their ticket is drawn, they get the tree and everything under it. All of the

proceeds go to the Shriners Children's Hospital. That has quickly become the most fulfilling holiday tradition we have.

I understand not everyone may be in the position to give financially. In fact, some of the kindest things you can do require no money. Maybe help serve lunch at a soup kitchen. Volunteer at a local hospital or VA. Write a Christmas card to one of our men and women in arms. There are dozens of great things you can do to give back that require nothing but your time. Trust me, it will not only make a difference in someone's life, but it may be the highlight of your holiday season.

In closing I ask this of all of you...Be a leader in kindness this year. Show your community that PGA Professionals are not just stewards of the game of golf, but stewards of mankind. Thank you and please enjoy this most wonderful time of year!

Respectfully,

Rob Jarvis, PGA
New England PGA President
robjarvis@pga.com



EXECUTIVE DIRECTOR'S MESSAGE: Michael Higgins



This newsletter is the final submission of the 2015 season. It has been a very active season and as I say every December, "where did the year go?" The success of this season could not have been achieved without the hard work of the NEPGA Staff, the Section Officers, Board of Directors and active committee members. I would like to thank all of these fine

individuals that contributed to the NEPGA being the best Section in the country.

I know many of us will look back on our year and reflect on our successes as well as our failures. Setting goals for the upcoming year typically is the next step after our time of reflection, and I recently viewed a comparison chart of successful people and unsuccessful people that might be helpful in setting your personal and professional goals for 2016.

Successful People

- Read every day
- Compliment
- Embrace change
- Forgive others
- Talk about ideas
- Continuously learn
- Accept responsibility for their failures
- Have a sense of gratitude
- Set goals and develop life plans

Unsuccessful People

- Watch TV every day
- Criticize
- Fear Change
- Hold a grudge
- Talk about people
- Think they know it all
- Blame others for their failures
- Have a sense of entitlement
- Never set goals

I hope you find the list helpful as I personally want to incorporate the traits of successful people in my goals for next season!

The holidays are always a great opportunity to connect with friends and family. Earlier this year I received a call from a PGA Professional that read my December 2014 Newsletter message and told me "I heard your message and reached out to an old friend. I am so glad that I did, because my friend passed away after a long illness and is no longer with us." In an effort that someone else may hear my holiday message I would like to run it again for 2015. Even if it is only one person, it is worth it. I know I will be making calls this holiday season.

From 2014: As we sometimes get distracted by the holiday lights, the extravagant department store advertisements and displays, or the radio stations that have been playing holiday music since Halloween, let us not forget those that are less fortunate or alone this holiday season. Call that friend from college you haven't

spoken with in a while. Reach out to your grandparents that are a few states away. Let your neighbor know that you are thinking about their family as their child is protecting our country while stationed in another part of the world. Connect with that someone who may have recently lost a loved one and will be spending the holiday without them for first time. You will be happy that you did...and so will they.

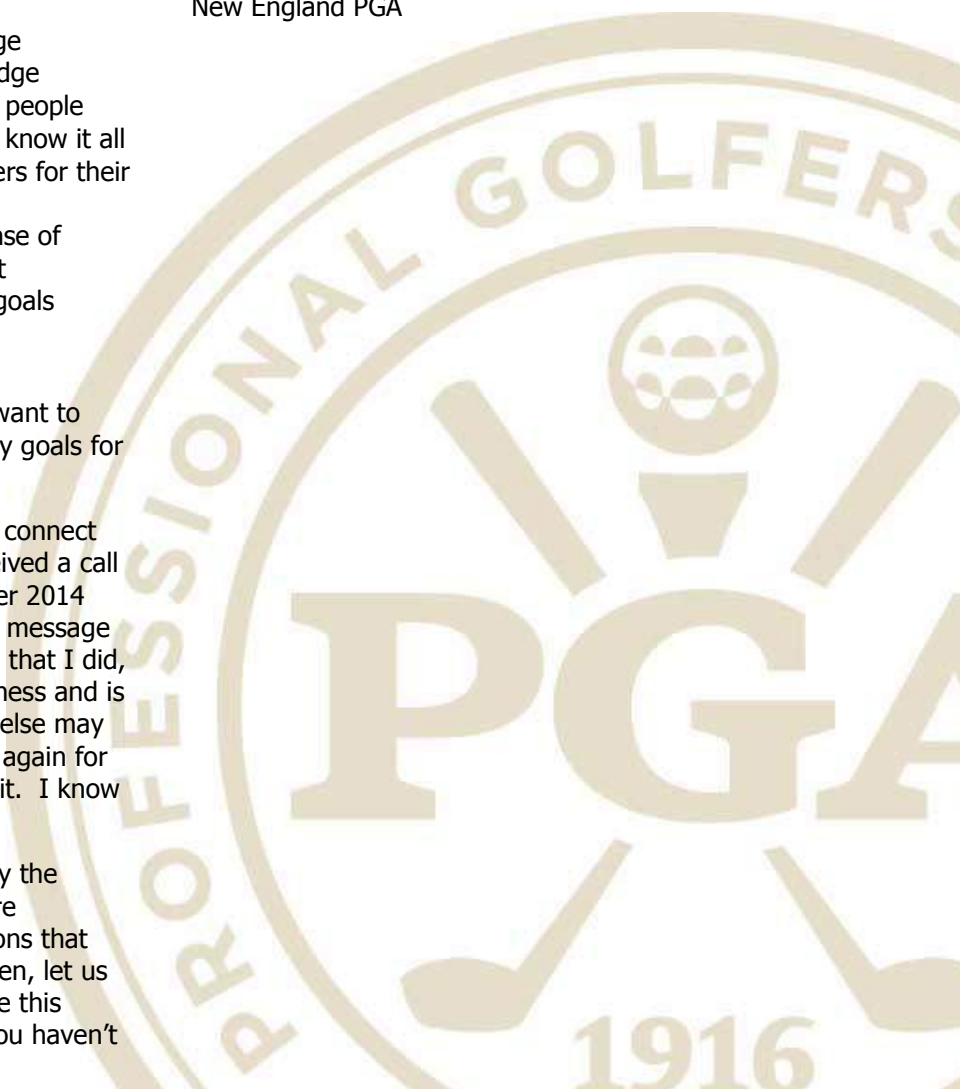
Remember the epiphany our green friend who lives on top of Mount Crumpit once had... "Maybe Christmas doesn't come from a store. Maybe Christmas perhaps, means a little bit more."

I have enjoyed serving the New England Section and its wonderful PGA Professionals. Thank you so very much for the opportunity, and I am excited for 2016 and beyond.

I sincerely wish you all a very Merry Christmas, the Happiest of Holidays and a Safe and Successful New Year!

Respectfully,

Michael Higgins
Executive Director
New England PGA



2016 NEPGA Special Award Nominations

The nomination period for the 2016 NEPGA Special Awards has come to a close. All of our nominees are listed below. Nominees will be sent the official nominations forms during early January with a submission deadline of February 5, 2016. Thank you to everyone who participated in our annual awards process!

Golf Professional of the Year

Norm Alberigo
James Antonelli
Bob Beach
Stuart Cady
Tony Decker
Mike Dugas
Sean Edmonds
Boomer Erick
John Fields
Tom Giffin
Bob Giusti
Steve Gonsalves
Brian Hamilton
Steve Hancock
Mark Heartfield
Jason Hurd
Rob Jarvis
Brian Kelley
Larry Kelley
Steve Lundquist
Steve Mann
Mike Menery
Bob Miller
Jimmy Noris
Peter Norton
Jim O'Mara
Don Roberts
Dave Tiedemann
Brendan Walsh
Jay Wick
Zack Wyman

Hall of Fame

Susan Bond
Jack Gale
Arthur Harris
James Lane
Bob Menne
Bill Safrin

Horton Smith Award

Brent Amaral
Ron Bibeau
Mike Bradshaw
Tom Cavicchi
Tracy Djerf
Rob Jarvis
Mark O'Brien
Erik Sorensen
Eric Steindel

Teacher of the Year

Mark Ashton
Keith Barber
Eric Barlow
John Blair
Allie Bloomquist
Todd Campbell
Gary Cardoza
Tom Cavicchi
Chris Colucci
Boomer Erick
Terry Felty
Kristy Gleason
Webb Heintzelman
Shawn Hester
Andrea Johnson
Chip Johnson
Dave Marcotte
Scott Mayer
Anne McClure
Todd McKittrick
Joe McNulty
Sean McTernan
Paul Meunier
Kyle Phelps
Bob Prange
Tim Riese
Don Roberts
Mike Rothera
Jason Sedan
Abby Spector
Marc Spencer
Tim Tierney
Jimmy Tirone
Bob Tramonti
Phil Truono

Patriot Award

Bob Beach
Todd Campbell
Mike Cloutier
Bill Curtin
Dick Dichard
Doug Errhalt
Brian Gara
Dan Gaughan
Bob Giusti
Jim Tobin

Youth Player Development Award

Ben Alexander
John Chatelain
Todd Cook
Paul Coutoumas
Nicholas J. Deni
Brian Diamond
Peter Doherty
Dave Donnellan
Mark Gammons
Dan Gaughan
Roman Greer
Matt Havers
Andrew Jordan
Aaron Karr
Kirk Kimball
David Moore
Jim Ouellette
Abigail Spector
Mike Sullivan
Andrew Walkley
Tim Watroba

Bill Strausbaugh Award

Matt Arvanitis
Mike Bradshaw
John Del Bonis
Jim DiMarino
John Fields
Bob Giusti
Brian Golden
Adam Hemeon
Larry Kelley
Glenn Kelly
Alex Kirk
Dave Mazzeo
John Rainone
Dave Soucy
Doug Van Wickler
Brendan Walsh
Zack Wyman

George S. Wemyss Award

Susan Bond
Peter Dalton
Gary Larrabee

Assistant Golf Professional of the Year

TJ Anthoine
Chris Bohac
Jim Chojnowski
Matt Closter
Joe DiSanto
Michael Farrell
Tyler Gosselin
Rob Jarvis
Nick Kaiser
Aaron Karr
Ryan Kesten
Bill Maguire
Nick Maresca
Tom Moffatt
Brian Moskevich
Mark Nelson
Brendon Ray
Mike Roy
Michael Sullivan
Zachary Sweet
Dan Venezio
Tim Watroba
Jason Winslow

Player Development Award

Ron Bibeau
Brian Bickford
Barrie Bruce
Chris Carpenter
Graham Cunningham
Joanne Flynn
Matt Havers
Rick Johnson
Aaron Karr
Don Lyons
Scott MacArthur
Jill Phillips
John Rainone
Michael Rothera
Abigail Spector
John Wollen
Zack Wyman
Greg Yeomans

Merchandiser of the Year ~ Private

James Antonelli
Mike Bradshaw
Stuart Cady
Graham Cunningham
Tony Decker
John Fields
Nick Glicos
Brian Hamilton
Adam Hemeon
Steve Mann
Todd McKittrick
Jim Noris
Mark Nowosielski
Jim O'Mara
Kyle Page
Jeff Phillips
Eri Seguin
Erik Sorensen
Eric Steindel
Chris Twombly
Matt Walsh
Jay Wick

Merchandiser of the Year ~ Public

Brian Bickford
Peiter DeVos
Tony DiGiorgio
Nick Glicos
Mark O'Brien
Josh Olney
Jim Pavlik
Don Roberts
John Tuffin
Al Vallante

Merchandiser of the Year ~ Resort

Pat Fannon
Gary Soule

Deacon Palmer Award

William J. Flynn
(posthumously)
Mick Herron
Peter Norton
Brian Owens
Mark Petrucci
Abby Spector

Avidia Bank NEPGA Professionals Program

At Avidia Bank, we know you and your Pro Shop are a vital part of the golf community. To help you succeed, we have made it our practice to deliver specialized financial solutions and expertise including a banking relationship package - **NEPGA Professionals Banking** delivers the best of Avidia, so you can be at your best.

If you have any questions regarding this program, please submit to **nepga@avidiabank.com**.

Business Benefits ●●●

Commercial Checking Account*

- No monthly service fee.
- No daily fees or transaction fees, including per check fees.
- \$250 per year to be used towards new checks.
- No fee bank checks.
- An optional, no fee automatic sweep for balances in excess of \$25,000.
- Free Business Express, our on-line banking tool, including bill payment and wire transfers.

Commercial Money Market Account

- No fees.
- Competitive interest rates.

eDeposit – Make check deposits from the convenience of your own office

- No need to purchase or rent a scanner (normally \$600 - \$1,200), we'll loan you one of ours, free of charge.
- No cost to service the scanner, we'll even replace it if needed.
- No per deposit or per check deposited fees.
- No monthly maintenance fee (normally \$50).

Merchant Card Services - Provide your customers with the convenience of paying with debit/credit cards

- Highly competitive rates.
- Free use of merchant terminal, normally \$350 - \$550 if purchased.
- Free maintenance and service of terminal.
- No set up fee (normally \$150).

Business Lines of Credit and Term Loans

- 90 Day Deferral Option. Ask how it works!
- Whether you're just starting out or looking to expand. Let's talk!

Closing Cost Discounts on Residential Mortgages

- \$300 off closing costs for all NEPGA members
- Additional \$500 off closing costs for First-Time Home Buyers

***You must maintain one of the following requirements:**

\$10,000 in your business checking account(s) or A minimum \$25,000 balance in a business loan(s).

The NEPGA Avidia Bank MasterCard®*

Now you can get the card that's just right for you—right from us. You'll enjoy very competitive rates and personalized local service.

Benefits ●●●

- No annual fee
- No balance transfer fee
- Zero liability
- Extended warranty
- ID theft protection
- Purchase assurance
- Avidia Bank will credit a portion of every NEPGA MasterCard® purchase to the NEPGA Foundation

Generous rewards program ●●●

- **16,000 points** after initial purchase and annually thereafter
- Earn 4 points for each dollar spent for all NEPGA sponsored events and any merchandise purchased in PGA Pro Shops
- Earn 3 points per dollar spent for travel and 2 points per dollar spent for all other purchases**
- No expiration or cap on points earned
- Redeem points for merchandise, cash and gift cards

Apply Online!

You can apply for the NEPGA Avidia Bank MasterCard® faster and easier than ever before. Visit nepga.avidiabank.com to apply.

*The MasterCard rate for which we approve you will be based on your creditworthiness and other factors.

**Transactions excluded from point calculation include cash advances, ATM withdrawals, convenience checks, and balance transfers, any fees and card-related charges posted to a Card account, tax payments or any unauthorized charges or transactions. Avidia Bank is not affiliated with any retailer participating in the bonus point program. Avidia Bank reserves the right to change the program at any time.



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PGA

New England Section

EMPLOYMENT MESSAGE: Michael Packard, PGA



6 Tips To Ace Your Phone Interview

If your resume lands in the "YES" pile, the next step a Search Committee or a General Manager may offer is a phone screening. The purpose of this is to test your communication skills, can you

articulate on your work experience, which will determine if an interview will be granted. The sole purpose and the only outcome are for them to test your communication skills.

Here are six important tips that will make sure you ace your phone interview:

1. *Be Prepared*

Basic preparation steps include having your resume in front of you, making sure you are on a good phone line with no disturbances, and allocating enough time for the screening, even if it goes beyond what was scheduled.

2. *Research the Position and the Interviewer/Committee*

The first question, usually an ice-breaker by the employer is, "What do you know about us?" They also want to know if you have spent time reviewing the position and facility. If you do not know some particulars about the position or the facility you are applying for, you will most likely be downgraded on the applicant list. Spend some time reviewing the facility website, their social media and press releases, and see what members say about them. Utilize your PGA Professional network and your industry contacts inquiring about the opportunity.

Also, go to LinkedIn and review the background of the person conducting the interview. Check if the manager you will be reporting to participates in LinkedIn groups and discussions, and see if you have anything in common. If given the opportunity, always try to bring out the common ground in the phone interview with one of the search committee members by including their success with the duties of the job you are applying. For example, "Mr. Smith, when you were the CEO for IBM, I am certain that you were successful with leading your team because you had excellent communication with your managers and you expected high expectations."

3. *Project Energy and Interest*

The words you use account for only a fraction of the effectiveness of your communications. Tone and body language are most important, and since you are on the

phone, success depends on your intonation.

Put energy in your voice and demonstrate a high level of interest. An old telemarketing trick is to have a mirror in front of you and smile when you speak since that automatically affects your tone in a positive way.

4. *Ask Questions and Build Rapport*

People hire people they like, so it is important to turn the interview into a conversation by asking intelligent questions. Show off your expertise by following up their question with an insightful question of your own. Those who just answer questions and wait for the next question can be at a disadvantage.

Use a conversational tone, as if you are having lunch with a friend, telling a story, instead of just responding to questions.

5. *Ask the Most Important Question*

Clubs have a reason they are looking for a new talented golf professional and it is your job to find out what their chief source of "pain" is. Clubs do not want to hire status quo, they want to be better than before. Do this by asking:

"What is the biggest challenge someone will face in this job in the next six months?"

This lets you target your responses and demonstrate how you have successfully handled these challenges before.

6. *See If They Have Any Concerns*

Don't just end the call wondering how you did, ask them. For example:

"Based on what we discussed today, do you think I am a good candidate for this position?"

Now, when they respond, you should be able to handle any concerns they may have.

Michael Packard, PGA

Employment Consultant serving:

Central New York, Connecticut, Metropolitan, New England, New Jersey & Northeastern NY Sections

mpackard@pgahq.com

860.851.9008



Tis the Season to Plan for Severe Weather

Though the weather outside may be frightful, it's time to plan for 2016. Our industry leading lightning detection and alerting capabilities help you keep golfers and staff safe from severe weather events in the New England region throughout the golf season.

WeatherBug Club Safety Offers:



On-site real-time
weather monitoring



Lightning detection via our
Total Lightning Network



Outdoor Alerting
System



Lightning and severe
weather alerts delivered
to mobile devices

Go to business.weatherbug.com/clubsafetyne to learn how WeatherBug Club Safety can make sure you're ready for summer severe weather today!

SECTION NEWS



NEPGA Through the Years

In anticipation of the publishing of "The First 100 Years of the New England PGA, 1916-2016," we will feature a series of short vignettes looking back on the Section's unique history in our monthly news magazine.

Tom Mahan, Sr. and Eugene "Skip" Wogan: The NEPGA's First Dynamic Duo

The Section was pretty much run out of the pro shop of the president from its founding in 1916 until 1970, but the first significant change in operation came with the election of Tom Mahan, Sr., of United Shoe Country Club in Beverly, Mass. as president in 1944. Although it was a singular election, the result was a two-man reward.

When Mahan took the gavel from predecessor Scotty Law, he made recent president Eugene "Skip" Wogan (1940-41) of Essex County Club his right hand man and secretary-treasurer, a position he held until his death in 1957. Wogan previously had served as president of what was then known as the New England Professional Golfers Organization (NEPGO) in 1926 and 1927. Between the two, they ran the Section with a firm, authoritative approach that benefited everyone involved with the NEPGA.

In Wogan's second year as president, the NEPGO formally dissolved the name "New England Professional Golfers' Organization (NEPGO) and renamed itself the New England Professional Golfers' Association (NEPGA). The action took place on March 28, 1941 in an official filing in the Supreme Judicial Court of Suffolk County.

They most importantly brought along many young men as future members of the Section.

Most memorably, they organized a news-making dinner every April, usually on the day after the Masters, and often attracted a big name player as the guest speaker. Ever heard of Ben Hogan, Sam Snead, Jimmy Demaret, Jack Burke and Tony Lema? They made it to Boston the day after the Masters and gave the usual sellout crowd at the Statler Hilton (or elsewhere) a stirring speech.

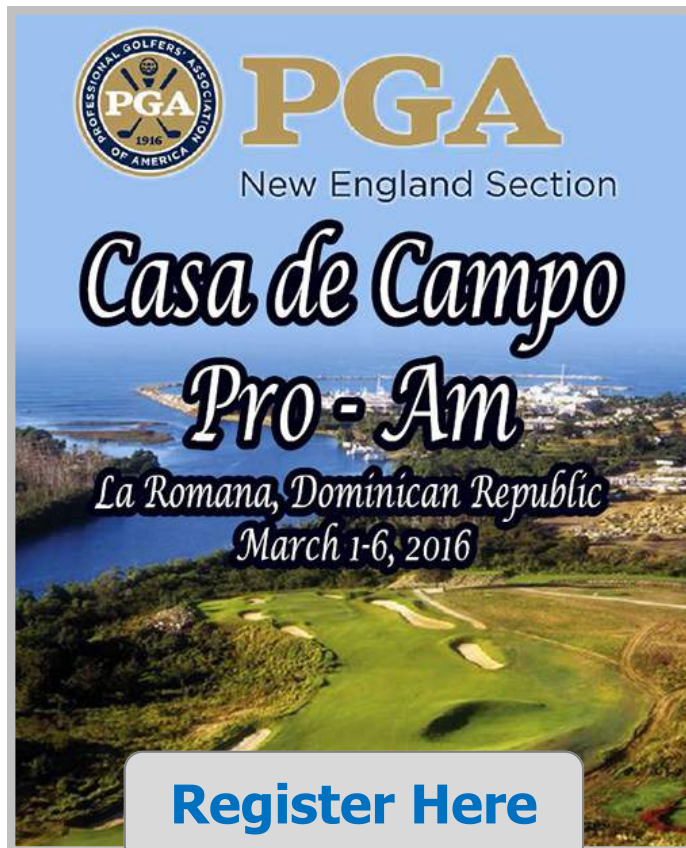
Initiated in 1934 by Section president Lewis Myers and Eugene Wogan, the annual season-kickoff "Get-Together" dinner was part of an all-day and evening NEPGA affair.

Pack Your Bags! Upcoming Winter Events



We are excited to visit Mickey's Magnolia Course at the Walt Disney Resort in Orlando, FL which hosted the PGA TOUR from 1971 until 2012, boasting former Champions such as Jack Nicklaus and Tiger Woods. There is room for 24 teams to participate, and teams may be comprised of two NEPGA Professionals OR one NEPGA Professional and one Non-NEPGA Professional from another Section in good standing. Deadline is Saturday, January 23rd. Please contact the Section Office with any questions.

[Register Here](#)



[Register Here](#)

2016 NEPGA Tentative Tournament Schedule

The 2016 New England PGA tentative tournament schedule is now available. [Click here](#) to view the schedule and start marking your calendar for 2016! As the schedule is updated, visit the homepage of NEPGA.com to see the new version. It is located under Quick Links in the sidebar.

PAT Sites Needed for 2016

The New England PGA is looking for a few sites for our 2016 PAT Schedule. We would like to have at least one PAT in each state. At this time we are reaching out to facilities in New Hampshire, Maine, and Vermont during the months of June, July, and August. The most important requirements are listed below:

1. The golf course must be set at least 6,000 yards for men and the women's yardage must be set at least 78%, but not more than 85%, of the men's yardage.
2. The course must have a minimum USGA course rating of 68.0 for both men and women.
3. Use of a the driving range to warm up before the 36 hole competition

The facility determines the maximum size of the field, the tee times (players are sent out in threesomes), and also the onsite fees to cover the range and golf carts (and some also include lunch between rounds).

If you have an interest, please contact Joan Stuart at jstuart@pgahq.com or call the NEPGA Section Office at 508.869.0000.

2015 NEPGA Partners

The 2015 Season was a successful one for the New England Section, and we could not have accomplished all that we did without the support of our outstanding New England PGA Partners! Whether you played in 20 tournaments or one, or took part in any New England PGA programs throughout the year, we ask that you take a few minutes to thank our partners for supporting the NEPGA and its Professionals during the season. Click the below image for a full list of our Partners and their representatives contact information.

Thank You!



NEWS FROM THE JUNIOR TOUR: Jacy Settles



NEPGA Junior Tour
presented by

TaylorMade



Adams

Christmas is a time of giving and being with family. On behalf of the NEPGA Jr Golf Department, I want to wish you all a Merry Christmas and a Happy New Year! 2016 will be an exciting year as the Junior PGA Championship (Wannamoisett CC) will be visiting the Section!

2016 PGA Financial Assistance Fund Scholarship Application

The 2016 PGA Financial Assistance Fund Scholarship Program application is now available online. Graduating high school seniors and college students who are the children or grandchildren of PGA members in good standing can apply on PGA.org to be considered for financial support for college.

New this year!

The deadline date for submitting the online application is March 1, 2016. The applicant will have until March 18, 2016 to submit their transcript, scores and supporting documents.

The program is an academic based scholarship program that takes into account the specific criteria depending on the class level of the student.

In addition, financial need will be taken into consideration. If applying for financial need, the applicant must also submit the Expected Family Contribution score from your Student Aid Report, along with his/her transcript and application.

High School Graduating Senior:

- High School cumulative grade point average (GPA) must be at least 3.4 on a 4.0 scale
- ACT and/or SAT test scores
- Extracurricular activities

Current College Student (has not reached senior year):

- College cumulative GPA must be at least a 3.4 on a 4.0 scale
- Most recently completed college semester or quarter GPA
- Extracurricular activities

The number of scholarships earned will be limited to two scholarships over four years of undergraduate college attendance.

Apply Here

District 1 Director Report: Donnie Lyons, PGA



[Click here](#) to view the PGA of America Highlight Summary for the month of November including Annual Meeting highlights, the PGA LEAD program and the recap from the PGA Junior League Golf Championship.

2016 PGA Show Week

Youth & Family Golf Summit

Sunday-Monday, January 24-25, 2016

Chapin Theater - Orange County Convention Center

Early bird pricing available before Dec. 31st

[View Details & Register](#)

PGA Show Demo Day & Workshops

Tuesday, January 26, 2016

Orange County National Golf Center

PGA Show Days & Education Conference

Wednesday-Friday, January 27-29, 2016

Orange County Convention Center

[View Details & Register](#)

Visit PGAShow.com for all event details including:

- [PGA Member page](#) featuring PGA Perks Discounts, PGA Education Conference Discounts, MSR Credit Breakdown & Town Hall Meeting
- [Education page](#) featuring an overview of all available education opportunities
- [Hotel & Travel Information](#)
- [Downloading the Mobile App](#)

2ND YOUTH & FAMILY GOLF SUMMIT

presented by OMEGA

SUNDAY + MONDAY, JANUARY 24-25, 2016

ORANGE COUNTY CONVENTION CENTER | ORLANDO, FL

CREATE LIFELONG CUSTOMERS, TODAY:

- Increase family golf activity at your facility
- Drive rounds and revenue from youth and family golfers
- Latest insights on programming for all abilities
- Youth development strategies from around the globe
- New research at the forefront of youth athletic development
- Discover which youth results employers value most

PGA/LPGA members, PGA Students and PGA Apprentices **\$275** | Non-Members **\$299**

*Discounted price of **\$225** for PGA/LPGA Members and Apprentices available NOW through December 31st, 2015!*



PGA™

Youth & Family Golf
Summit

Register on PGA.ORG



DECEMBER MEMBERSHIP NOTES: Joan Stuart

The above picture is not your view from the fairway with this mild weather that we have experienced so far this December but in the spirit of the season, we can dream of pristine snow covering our golf courses!

Annual Holiday Scholarship Appeal

Now that the holidays are here, the NEPGA Scholarship Fund Committee is holding its annual Holiday Appeal asking for your help and support. Since 1985, children and grandchildren of New England PGA members have been awarded college scholarships through this Fund. Today, faced with ever increasing tuition costs, more and more of our members are in need of financial assistance in order for their children to attend college. At the same time, we have experienced large increases in the number of applicants over the last few years. The Fund is in need of donations if it is to continue to help deserving students reach their academic goals.

The Fund has two main venues for fund raising, the annual Scholarship Pro-Am's and individual donations. If you participated in one of this year's Scholarship Pro-Am's, please accept our heartfelt thanks. We hope everyone will put the 2016 events on your calendar as soon as the dates are published and make plans to participate. Perhaps you could plan now to build the entry fee into your club budget for next year.

During this holiday season, we ask that each New England PGA Member make a tax deductible donation to the fund, preferably by December 31, 2015. Any amount you can

contribute will be most welcomed and appreciated. Please [click here](#) to submit your donation online or [click here](#) to download the Donation Form. You will receive a personal letter acknowledging your contribution for income tax purposes.

On behalf of the entire Scholarship Committee and all the NEPGA students we will assist, please accept our sincere thanks for your

valuable support. Last year we surpassed our goal of \$5,000! Please help us do the same this year with a goal of \$10,000 with a very generous donation to start us off from Avidia Bank.

PGA Merchandise Show

All information regarding the 2016 PGA Merchandise Show can be found on their website www.pgashow.com. The Show begins with Demo Day on Tuesday, January 26th and continues on January 27 through January 29 with the Show and educational opportunities. This year there is even a free mobile app that you can download, PGAShow2Go, which will be available after the holidays.

Looking for an Assistant for 2016?

All NEPGA Professionals who would like to list an Assistant Professional or Teaching Professional opening for 2016 on www.nepga.com can email the information on those openings to Joan Stuart at jstuart@pgahq.com and it will be posted under our website's Employment Tab until that position is filled. Please [click here](#) to download the job opportunity form. It is always recommended that these positions are also posted on www.pga.org. Also, if you need help for outside operations or are looking for a position for yourself, we can also list those for you. If you are interested or have any questions, please call the NEPGA office at 508.869.0000.

Also, if you are interested in obtaining a position or a new position, we do also offer this service on our website. Please email Joan Stuart at jstuart@pgahq.com if you would like to use this service.

Worth Repeating!

From the October and November issue s of "Full Swing" please take a minute to review the article about ACH payments for tournament prize money. Just this past month I have had calls from a number of NEPGA Professionals about lost checks. Beginning in 2016, the section will no longer incur the stop payment fee from our bank and will have to deduct this fee (at present \$20) from your re-issued check. [Click here](#) to download the direct deposit form.

\$10,000

\$7,750





PGA

New England Section

Social



Corner

"@newenglandpga: 2015 was another great one for the NEPGA, and we couldn't do it without our outstanding partners! As we approach our Centennial season in 2016, we're thanking our partners and getting started on making the next 100 years even sweeter! #wickedgoodcookies #yum"



"nepga.com: Give to the NEPGA Scholarship Fund this Holiday Season and help Us Reach our Goal of \$10,000 & Light the NEPGA Scholarship Fund Candle!"

"Happy Holidays from the New England PGA!"

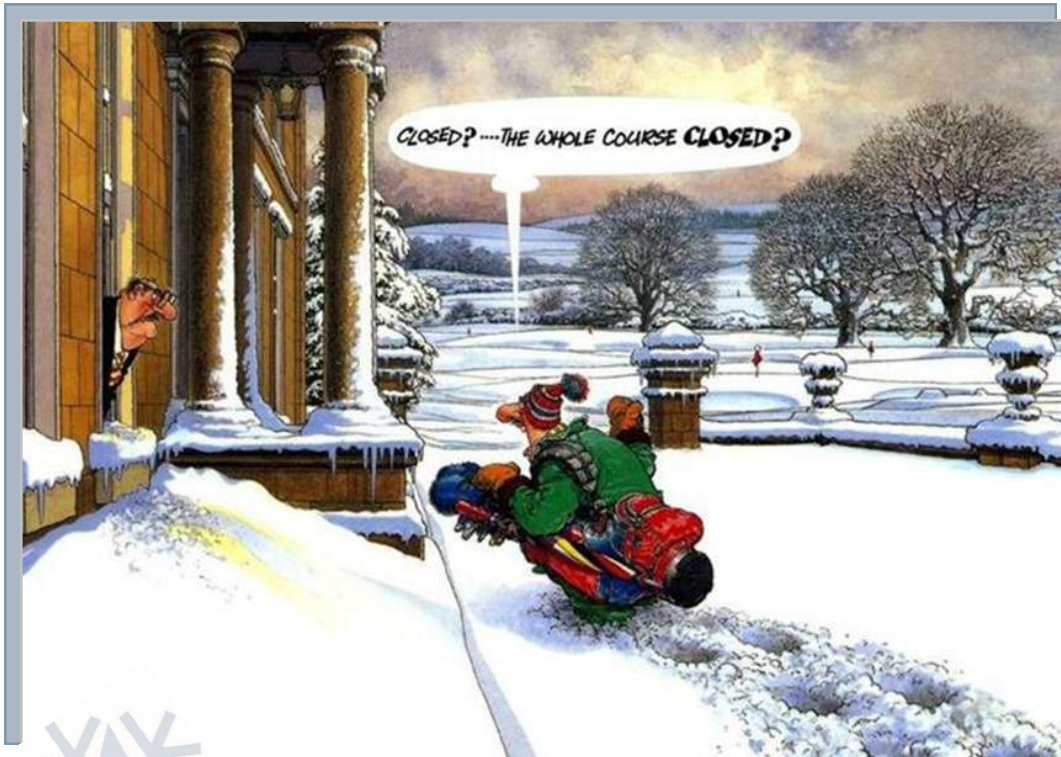


CAPE COD & RHODE ISLAND CHAPTER NEWS

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

Holiday Cheer from Rhode Island & Cape Cod!

Wishing You a Great Christmas, Hanukah...& no snow this winter!





NEW HAMPSHIRE CHAPTER NEWS

Submitted by Frank Swierz, New Hampshire Chapter Tournament Manager

Three New Hampshire professionals are participating in the popular winter PGA Tournament Series. Playing in the field are Rich Berberian, Jr. of Windham CC, Matt Arvanitis of Southern NH University and Danny Kish of Eastman GL. The Tournament Series features six 36-hole events at the PGA Golf Club in Port St. Lucie, Florida.

The NHC 2016 Tournament schedule is complete and kicks off with the Spring Meeting on April 7, 2016. The first Pro-Am of the year will be held at The Oaks on April

18, 2016. The schedule includes 25 events highlighted by the chapter championship at North Conway CC on August 8 and 9, 2016.

The NHC is pleased to announce that Frank Swierz will be returning for his 13th year as tournament manager. The New Hampshire Chapter professionals wish the members of the NEPGA Board of Directors as well as the section staff and their families, a Merry Christmas and a Happy New Year!



VERMONT CHAPTER NEWS

Submitted by Dave Christy, PGA, Vermont Chapter Tournament Manager

The Vermont BOD and Chapter Members would like to wish Happy Holidays to the Professionals and their families in the New England Section. Our Chapter professionals send along a safe and healthy holidays wish to the NEPGA staff and their families. Our best wishes for a wonderful holiday season go out to all our generous sponsors from this past season.

The VT Chapter BOD and Tournament Committee has

finalized our 2016 playing schedule and budgets for the coming year. Our Tournament Committee has introduced some new venues as well as having incorporated a few new formats. Our new venues for 2016 include Stowe CC as host for our Pro Lady Championship in early July. Burlington CC and Vermont National CC will host our Stroke Play Championship later in July. The Vermont Chapter looks forward to once again hosting the New England Open at the Quechee Club.



PGA

New England Section
Massachusetts Chapter

*Wishing You Happy Holidays
and a New Year filled with all
that brings you joy!*



PGA

New England Section
Seniors' Association

Tees the Season!

*The Seniors' Association wishes everyone a
wonderful holiday season and best of luck in
the new year!*



PGA

New England Section
Maine Chapter

*Wishing you the joy of family
and friends and the happiness
of the holiday season!*



PGA

New England Section
Assistants' Association

*May peace, happiness & prosperity
be yours during this Holiday Season
& throughout the New Year!*

MEMBERSHIP UPDATES

Changes reported between 11/21/2015–12/16/2015

NEW MEMBERS

Name	Class	Facility
Sean D. Fellows, PGA	A-8	New Seabury Cape Cod
Steven M. Field, PGA	A-8	Thorny Lea Golf Club
Jo-Anna R. Krupa, PGA		Charles River CC

NEW APPRENTICES

Name	Class	Facility
Alexander F. Robbins	B-6	GolfTEC - Burlington

NEW HALF CENTURY MEMBERS

Name	Class	Award Date
Allan L. Stewart, PGA	LM	11/30/2015

CLASSIFICATION CHANGES

Name	Class	Facility
Mike Pry, PGA	A-1	Dennis Pines/ Dennis Highlands

FIRST TIME TRANSFERS INTO SECTION

Name	Class	Previous Section
Jason L. Murray, PGA	A-1	North Florida

What's Coming Up *in our next issue...*

Spring Education & Volunteer
Opportunities

Spring Meeting Schedule

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PGA

New England Section

[Click here](#) to purchase
a hard copy of the
2015 NEPGA
Member Directory.

*There is a \$15 shipping and
handling charge for each
Directory ordered.

NEPGA Professionals
can earn \$1,000
commissions with Golf
Simulator Sales Lead
[Click here for details](#)

Ed Banks/Custom Golf
Shop Closing: All Shop
Equipment for Sale
[Click here for details](#)

The NEPGA Section
office will be closed for
the holidays beginning
on Thurs., Dec. 24th.
We will resume
normal business hours
on Mon., Jan. 4th.

MARKETPLACE

For Sale:

- Custom Club Rack
- 6 Riksha rental pull carts
- Pro Shop Counter
- Junior Explnar
- Titleist NXT Practice Balls
- Set of 6 Shop Fixtures

Looking to Buy:

- Range Ball Washer

[Click here to see details
on all items!](#)

Sample Ad Space
SELL YOUR
INVENTORY STOCK
HERE