



# FEBRUARY '12 NEWSLETTER

## MESSAGE FROM NEPGA EXECUTIVE DIRECTOR



The second month of the year has arrived and we are a little closer to the 2012 season. The unseasonably warm weather and golfers continuing to “tee it up” has made it feel for some as though the 2011 season never ended. I find it very fitting in a year that the industry is introducing Golf 2.0 as an attempt to create more golfers, get lapsed golfers to return to the game and get current golfers to play a few more rounds that it is a leap year. A leap year is a year containing one extra day in order to keep the calendar year synchronized with the seasonal year. So what does that mean? It means we have one extra day this year to grow the game!

The PGA of America Annual Meeting was held in Orlando on January 23 & 24 prior to the Merchandise Show. This was the first Annual Meeting I have attended as your Executive Director and I can certainly speak on behalf of The PGA of America that they are committed to help each and every one of us to grow the game. They are putting tools in place that will allow each of us to be able to do our part. Golf 2.0 is here and you will be hearing a lot about it over the next few months. The PGA of America is hiring nine Player Development Regional Managers to foster growth in the game in key areas of demand throughout the country. New England is one of those areas!

Following the Annual Meeting was The PGA of America Merchandise Show. This was a great opportunity for me to see and thank sponsors, engage new potential sponsors and connect with PGA Professionals. I witnessed a “buzz” in the industry and a feeling that things are definitely getting better. I had many positive conversations about 2012 and a lot of people were getting those same feelings.

From the Show we headed down to Port. St. Lucie for the 11th NEPGA Winter Pro-Pro, sponsored by Terry Frechette. It was great to see NEPGA Professionals again and also witness some great golf! The Winter Pro-Pro has become a wonderful social and competitive event following the Merchandise Show each year. Put that on your radar in 2013.

As I wrap up my note in this month’s newsletter I want to leave you with an acronym for GOLF that I heard at the Annual Meeting. Golf is the Opportunity for Lifelong Friendships. I had never heard that before and it made me take a step back and think about it for a moment. The relationships and friends I have made as a result of this wonderful game will last me a lifetime. I am sure many of you would agree.

Enjoy this month and Spring will be here before we know it. As always please reach out to me if there is ever anything I can do to help you.

Respectfully,

Michael Higgins  
Executive Director  
New England PGA

### NEPGA Officers



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**Frank Swierz (NH)**  
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## WINTER PRO-PRO CHAMPIONS



On January 29, 2012 the New England PGA conducted our 11th NEPGA Winter Pro-Pro in Port St. Lucie, Florida. In those 11 years we have seen many different teams and many different winners, but there have been two things that have remained constant. The first is that each year we have played the Winter

Pro-Pro at the PGA Golf Club and the second is that Terry Frechette has been the sponsor every year! Even if you were unable to participate in this year's event please join me in thanking NEPGA Honorary Member, Sponsor and Friend; Terry Frechette for all that he does for NEPGA Members and Apprentices.

Forty professionals teed it up on the Wannamaker Course to play in just perfect conditions. 2011 Champions Brendon Ray and Peter Catanzaro defended their title quite well by posting a 6 under par 66, but that was only low enough to secure the duo 4th place. Brent Amaral, Acoaxet CC paired up with Jason Malcolm, Winchester CC and Shawn Warren, Falmouth CC paired up with Jason Parajeckas, Pleasant Valley CC and both teams tied for second place shooting 7 under par rounds of 65.

Rich Berberian, Jr and Rob Corcoran came out with a 6 under par 30 on the front nine and followed that up with three more birdies on the back to finish with a 9 under par 63 to win the 2012 NEPGA Winter Pro-Pro. A great way to start the season!

On a side note there were three skins that lived that day and all were eagles. I have conducted skins competitions in the past where only eagles lived, but never three eagles on par 4's. It took a two on a par four to win a skin. That was a first.

Thank you again to everyone that participated in this year's event. Have a great season and see you soon! See page 7 for more pictures from the 2012 Winter Pro-Pro.

## 2012 NEPGA AWARD NOMINATIONS

NEPGA Section award nominees have until **today, February 3rd by 5pm** to submit the award nomination form. Online nomination forms were emailed to the nominees during the first two weeks of January. If you were nominated for an award and need to have the form resent to you, please contact Joan at the Section office, [jstuart@pgahq.com](mailto:jstuart@pgahq.com). Click [here](#) to view the list of nominations.

If you have submitted your nomination form, please check the nomination list to make sure we have received your submission as indicated on the list in the "Status" column.

## MESSAGE FROM NEPGA PRESIDENT



Dear NEPGA Professional,

I would like to personally ask you to support our New England PGA Golf Pass. As a section, we pride ourselves as being the leader amongst the 41 sections of The PGA of America. Our mission is to promote the game of golf and improve the vocation of the golf professional. What better way to promote golf than to offer play at some of the finest courses in our section at a preferred price for the golf pass members? In light of today's economy, golfers might find they are playing less than they would like to because their money used for discretionary spending is also less.

In researching the golf cards that the other sections of The PGA of America are offering, the New England PGA is behind in the value of its present golf pass. For instance, the Georgia Section has over 100 courses on its golf card along with discounted lessons at 22 courses. The Iowa Section has over 200 courses on its golf card (including some private facilities) and also offers discounted lessons at 30 courses! Along with over 100 courses on the Utah Section's golf card, there is one free round at seven different courses. Right now, we have only 17 courses on ours. By participating in our own Golf Pass, it is a win-win situation for both the facility and the consumer. You are able to fill tee times and lesson times that might not be used and the Golf Pass member has the opportunity of playing your course or having a lesson with a PGA Golf Professional at a preferred price. If the golfer is happy with what he or she receives, the chances are great for a return visit to play and/or book another lesson at your normal rates.

Proceeds from the sale of the New England PGA Golf Pass are used to promote the NEPGA Junior Golf Program along with Growth of the Game initiatives and the New England PGA Foundation. Please consider participating on the year's Golf Pass as a facility for both green fees (including carts) and golf lessons at a preferred price for our golf pass members. You will choose the parameters for both. If you have any questions, please call the NEPGA office at 508.869.0000 or email Joan Stuart at [jstuart@pgahq.com](mailto:jstuart@pgahq.com). She will be more than happy to answer any questions that you might have. If you would like to fill out a Participating Golf Pass Form, please click [here](#). It can either be emailed to Joan Stuart or faxed to the NEPGA office at 508.869.0009. We will be going to print on February 23rd and would appreciate your response by February 17th.

Thank you for your consideration.

Jim Noris, PGA  
NEPGA President

\*See page 6 for the list of current Golf Pass facilities.

## EMPLOYMENT NEWS ON NEPGA.COM



The New England PGA is very excited to announce the creation of a new Employment section on the navigation line on [www.nepga.com](http://www.nepga.com). This new section will allow NEPGA Members and Apprentices to see job opportunities throughout the Section.

The main components to the new Employment section are:

- 1.) Facilities will have the opportunity for their PGA member job opening to be listed on the Members Only side of our website. (Simply log into [nepga.com](http://nepga.com) using your username and password to view these openings.)
- 2.) Head professionals will have the opportunity to list their assistant professional openings on the public side of the website.
- 3.) Available industry positions will also be able to be listed. ie: Golf Coach, Sales Representative, Retail positions, etc..

The Facility Relations Committee will continue to meet with facilities to assist them in their hiring process of a PGA Professional, and we will continue to help them produce job notices through PGA jobfinder. As a new/additional NEPGA Member benefit, if the facility agrees, we will also list the job opportunity on the member's only side of the website under the PGA Member tab.

Head Professionals have the opportunity to list any Assistant Professional opening on the public side of the website. All NEPGA Professionals that would like to list an Assistant Professional opening can simply email the positions information to Joan Stuart at [jstuart@pgahq.com](mailto:jstuart@pgahq.com) and we will post the opening until your position is filled.

The New England PGA is committed to providing the best service to our PGA Members. We have a dedicated Facility Relations Committee, and we are very fortunate to have an experienced Employment Consultant in Michael Packard, PGA. Michael is always available to assist NEPGA Members, Apprentices and PGA Facilities with all of your employment needs.

We hope that you will find this new service both informative and helpful. There are more details about this service on the website, but be sure to reach out to Mike Higgins at [mhiggins@pgahq.com](mailto:mhiggins@pgahq.com) with any questions.

Michael Higgins  
Executive Director  
New England PGA



PGA

Official Card of PGA Professionals

## GOLF 2.0 MESSAGE



Well the winter has been a mild one and golf is being played around New England! I am happy to be back after the 95th Annual Meeting and the Merchandise Show where Golf 2.0 was the main topic. This is an exciting time for our Association!

**Player Development = Your Future  
It's Personal**

Two important tools are now available to help all of us with our Player Development programs, the "GamePlan" & "Playbook". You can use the Player Development GamePlan to gain an overview and understanding on the recommended action steps to enhance your Player Development efforts. The Player Development Playbook is the more comprehensive resource for you to use, as it provides detailed information and direction for each of the steps. Please visit [Golf20.net](http://Golf20.net) to access the Player Development Playbook to utilize at your facility.

The cycle of player development excellence involves six steps: Communication, Analysis, Planning, Marketing, Execution and Tracking. In the upcoming months I will touch in more detail on each of the six steps. We are fortunate in New England that we are at a perfect time of the season to make a difference this year with our programs.

Please feel free to reach out to me with any questions as I am here to help us as a Section be more effective and in the forefront of Player Development. I can be reached at 617-820-4411 or by email at [bbain@pgahq.com](mailto:bbain@pgahq.com).

Brian Bain, PGA  
PGA Player Development Regional Manager ~ Boston

## NEPGA SPRING TRAVEL PRO-AM



Join us in the Caribbean for the 2012 NEPGA Spring Travel Pro-Am! Trade in the white snow of New England for the white sand beaches of Barbados this March.

The Spring Travel Pro-Am is open to all NEPGA members & apprentices. This trip is complimentary for the professional including the flight. Please contact the Section office with any questions. Click [here](#) to learn more about this new event! For additional details, click [here](#) to visit the Travel Pro-Am web site. **The deadline to register is February 15, 2012.**

## UPCOMING EDUCATION SEMINAR

The Harmon Golf & Fitness Club will host a Golf Bio-Mechanics & Fitness Cracker Barrel on Monday, February 27 from 10am-1pm. PGA members in attendance will earn 3 MSR credits in the Education category. The registration fee is \$30. Please click [here](#) to register!

Click [here](#) for directions to the Harmon Golf & Fitness Club.



## 2011 PING REGIONAL CLUB FITTER

**PING**

Allan Belden at Worcester Country Club has been honored as a 2011 PING Regional Club Fitter of the Year, PING announced today.



The company, which pioneered custom fitting nearly 40 years ago, recognized Belden for his commitment to helping golfers of all abilities improve their games through custom fitting.

“Golfers know PING for our leadership in custom fitting, and we are held to a higher

standard, so we’re grateful for experts like Allan who demonstrate every day how properly fit equipment leads to lower scores and more fun on the golf course,” said John A. Solheim, PING Chairman & CEO. “Allan is a consummate professional who combines excellent communication skills with technical expertise, and is a tireless advocate for PING’s fitting philosophy. For all these reasons, he is very deserving of this recognition.”

Nominating Allan Belden at Worcester Country Club for the honor was Jim McNamara, PING Field Representative for the region.

### DID YOU KNOW?

A new feature has been added to NEPGA.com! An Employment section can now be found on our site and includes listings of open job positions and business opportunities. Be sure to take a look at each menu item under Employment to take advantage of all of the resources available to you. The “Head Professional Job Opportunities” and “Business Opportunities” pages require you to first enter your professional login information. These pages are frequently updated with the latest job information— check back often!

Click [here](#) to visit the “Did You Know?” page on NEPGA.com to find other beneficial tips and information.

## NATIONAL GOLF EXPO BOSTON



The Golf Expo - Boston will be held again this year at The Seaport World Trade Center on March 2-4, 2012. We are looking

for volunteers for each shift to give short lessons to the public. This is a great way to earn MSR hours under "Growth of the Game" and it is always an enjoyable event.

Please click [here](#) to volunteer on any of the days and be sure to indicate your shirt size. Thank you in advance for your participation!

We would like to thank the following PGA Professionals who have already signed up to volunteer: Bob Beach, Barrie Bruce, John Grimley, Steve Hancock, Rick Karbowski, Brian O’Hearn and Doug Ruttie.







### GO GREEN FOR THE 2012 SEASON!

If you are a NEPGA member or apprentice who plays in Chapter and/or Section events, please consider going green by receiving your tournament winnings through an ACH transfer to your checking or savings account.

Every year there are instances of paper checks getting lost in the mail. When this happens, we have to notify our bank to stop payment on the lost check (and there is a fee involved) and have a new check re-issued. This process can delay your payment for about two weeks! **The section has paid the stop payment fee in the past but this fee will be passed on to the professional starting in 2012.**

To avoid this happening to you, please click [here](#) to download the ACH Form that is very easy to fill out. All you need to do is to send it to the office (P O Box 743, Boylston, MA 01505) along with a voided check.

## 2012 SECTION AND CHAPTER SPRING MEETING SCHEDULE

Date	Meeting	Location		Time
April 2nd	New Hampshire Chapter	Intervale Country Club Click <a href="#">here</a> for directions.		9am
April 9th	Cape Cod Chapter	Sandwich Hollows Click <a href="#">here</a> for directions.		TBA
April 10th	NEPGA Section	Andover Country Club Click <a href="#">here</a> for directions.		9am
April 11th	Maine Chapter	Val Halla Golf Course Click <a href="#">here</a> for directions.		TBA
April 27th	Seniors’ Association	Middleton Golf Club Click <a href="#">here</a> for directions.		9am
May 2nd	Vermont Chapter	Rutland Country Club Click <a href="#">here</a> for directions.		9am

## 2011 PGA OF AMERICA AWARDS



Back row, third from right: NEPGA Professional Brian Bain, 2011 PGA President's Plaque winner. Click [here](#) to view Brian's acceptance video on PGALinks.com.

## NEPGA DIRECTORY ADVERTISING



**PGA**

New England Section

The New England PGA produces a yearly section directory that includes PGA member contact information, facility phone numbers,

facility driving directions and salesperson listings. It has become the number one reference for PGA members and apprentices in New England.

One of the most popular means of advertising for companies and individuals alike has been a listing in the salesperson section of the NEPGA directory. In 2012 the New England PGA Directory will be available online for our PGA Professionals.

A listing in this year's NEPGA Directory will continue to be the same as last year: \$50. All salespersons will have the ability to edit their information throughout the year. The salesperson listing will be the only advertising opportunity in the 2012 NEPGA Directory and the only way for a salesperson to display their information with the NEPGA. Continued for 2012 – If your company is a sponsor of the New England Section in 2012 your salesperson listing is complimentary. Our goal is to make 2012 the most complete sales rep listing ever!

Click [here](#) to complete and submit the directory listing order form.

## 2012 PGA COMPENSATION SURVEY



**PGA**

Now is the time to complete the 2012 PGA Golf Professional Compensation Survey. Your participation ensures that your Section's compensation information is valid and meaningful.

Members who complete the survey by March 16, 2012, can receive up to 2 MSR credits. Click [here](#) to complete the survey.

## RYDER CUP JUNIOR ACADEMY



**JUNIOR ACADEMY**

This year the New England PGA will be selecting one boy and one girl for an all expense paid trip to the Ryder Cup Junior Academy in Port Saint Lucie, Florida. The academy will be a seven-day program (July 1-8, 2012) conducted annually at the Center for Learning and Performance. \*\*You must be in high school and between the ages of 14-17 to participate.\*\* Click [here](#) for more information about the program.

Please send all of the below materials (4 items) to the following address by **Friday, February 24, 2012 at 5pm**: New England PGA, Attn: Jacy Settles, 67A Shrewsbury St., Boylston, MA 01505.

### REQUIRED ITEMS FOR APPLICATION:

- 1) Completed Application Form
- 2) Letter of Recommendation from a PGA Professional
- 3) 300-500 word essay about why they deserve to be selected to participate in the 2012 Ryder Cup Junior Academy
- 4) A high school transcript with GPA
- 5) Must be registered member of the 2012 NEPGA Jr. Tour

Click [here](#) for the Application Criteria & Form.

NOTE: These documents can also be found on NEPGA.com (select "Scholarships" from the Junior Golf drop down menu).

## JR TOUR MEMBERSHIP OFFER



**PGA**

New England Section  
Junior Tour

New to the 2012 NEPGA Jr. Tour – **FREE MEMBERSHIP!** We are offering a **FREE** membership to children ages 9-21) of PGA Professionals. To receive the free membership, please click [here](#) to complete the application for each child and mail or fax it to the section office.

## PGA SCHOLARSHIP APPLICATION



**PGA**

Children and grandchildren of PGA members who are planning to attend college in the fall of 2012 are encouraged to apply for financial assistance through the PGA Financial Assistance Fund Scholarship Program. The application is now available on the homepage of PGALinks.com. After submitting the application, you must send an "official" transcript from your school to The PGA of America. The online application deadline date and receipt of the transcript is March 15, 2012, 5:00 p.m. Click [here](#) for more information.

PGALinks also offers helpful resources on preparing for college and additional scholarship opportunities. Click [here](#) to view more college preparation assistance and available scholarships. Click [here](#) to view some useful tips on searching for and completing scholarship applications.

## 2012 GOLFPASS FACILITIES

Thank you so much to the following facilities who have generously agreed to be listed on the NEPGA GolfPass:

**Maine:** Fox Ridge Golf Club and Bob Darling, PGA; Cape Arundel Golf Club and Ken Raynor, PGA; Rockland Golf Club and Keenan Flanagan, PGA; Samoset Resort and Golf Club and Gary Soule, PGA.

**Massachusetts:** CC of Halifax and Bob Giusti, PGA; Holden Hills CC and Jeff Bailey, PGA; Reedy Meadow GC and Donnie Lyons, PGA; Winchendon School GC and Tom Borden, PGA; Crystal Lake Golf Club and Peter Vlahos, PGA; Hillview Golf Course and Chris Carter, PGA

**NH:** Hooper GC and Ronald Rosko, PGA

**VT:** Lake Morey CC and Bill Ross, PGA; Ralph Myhre GC and Jim Dayton, PGA; Montague GC and Paul Meunier, PGA; Sugarbush Resort GC and R J Austin, PGA; Woodstock Inn & Resort and CC and Jim Gunnare, PGA; The Golf Club at Equinox and Craig Luckey, PGA; Vermont National Country Club and Zack Wyman, PGA

If you would like to fill out a Participating Golf Pass Form, please click [here](#). It can either be emailed to Joan Stuart or faxed to the NEPGA office 508.869.0009. We will be going to print on February 23rd and would appreciate your response by February 17th.

## NEW ENGLAND GREEN SEMINAR

In hopes of helping New England area clubs prepare for the new season, the USGA Green Section, GCSANE and MGA have come together to host the 2012 New England Green Section Seminar at Blue Hill Country Club in Canton, MA on Tuesday, March 20, 2012.

This seminar is targeted towards green committee chairpersons (and green committee members), superintendents, club managers, golf professionals, presidents and owners. Club board members and interested members and staff are also welcome to attend.

The cost per attendee is \$40 and that includes a continental breakfast, seminar and a networking luncheon. PGA members in attendance will earn 4 MSR education credits. Click [here](#) to view the agenda and register for the event.

## FROST GROWS THE GAME GLOBALLY



Jane Frost, PGA Professional from Sandwich Hollows GC in Sandwich, MA has been chosen as one of the LPGA Teaching and Club Professionals to bring the game of golf to South Korea. She will be traveling to Seoul in May to be part of the first teaching program in South Korea's history. "I am very excited and honored to

have been selected," Jane states. Jane is always listed as one of the top 50 women teachers in Golf Digest. She was named NEPGA Teacher of the Year in 1996 and Cape Cod Chapter of the NEPGA Teacher of the Year in 1998.

## CHAPTER & ASSOCIATION NEWS

### MAINE CHAPTER



The Maine Chapter Spring Meeting is scheduled for Wednesday, April 11 at Val Halla GC. The meeting will start at 9:00 AM.

#### 2012 Major Championship Schedule

##### **Senior-Junior Championship**

Thursday, May 3rd at Spring Meadows

##### **Pro-Pro Stroke Play Championship**

Tuesday, May 8th at Webhannet

##### **Maine Senior PGA Championship**

Tuesday, June 5th at Waterville

##### **Maine PGA Chapter Championship**

Tuesday & Wednesday, June 5-6 at Waterville CC

##### **State of Maine Championship**

Tuesday & Wednesday, July 24-25 at Sugarloaf GC

##### **Pro-Assistant Championship**

Wednesday, October 11th at Martindale CC

The Tournament Committee recently voted to conduct an Assistants Championship for the Maine Chapter in 2012. This was a very popular event back in the 90's and we thought we would try to bring this event back to life. Assistants will have the opportunity to sell raffle tickets in an effort to defray the cost of the entry fee. The Chapter is currently looking to secure a site and hopes to schedule the event in August.

I attended the PGA Merchandise Show last week and left Orlando with a very optimistic outlook for the 2012 season. There was a lot of positive energy on the Show floor. I had a few meetings with potential sponsors for the Chapter. My plan is to spend the majority of this month securing and growing these partnerships.

I also attended a great seminar on Golf 2.0. You are going to see and hear so much about this new player development initiative. I strongly urge all of you to get out in front of this. While the snow is on the ground, take some time to go online and learn more about this. If we all do our part then we will grow the number of golfers, rounds and revenue. Is there a better message we can send to our employers?

Tony Decker, PGA  
NEPGA Maine Ch. Tournament Operations Manager  
207-671-9242





# A GREAT START TO 2012!

Highlights from the PGA Annual Meeting & Merchandise Show and the NEPGA Winter Pro-Pro



95<sup>TH</sup> PGA ANNUAL MEETING

**GOLF**  
2012  
PGA  
GROWING THE GAME  
FRIENDS,  
FAMILY,  
FUN!



## New Apprentices

<u>Name</u>	<u>Class</u>	<u>Facility</u>
Jacob Greene	B-8	Winchendon School GC

## New Half Century Members

<u>Name</u>	<u>Class</u>	<u>Date</u>
Chester Wheeler, PGA	LM	1/31/2012

## New Quarter Century Members

<u>Name</u>	<u>Class</u>	<u>Facility</u>	<u>Date</u>
Gary Dorsi, PGA	A-1	Green Valley CC	1/31/2012

## Classification Changes

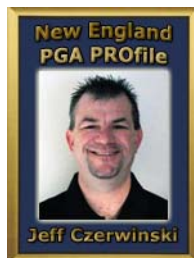
<u>Name</u>	<u>Class</u>	<u>Facility</u>
Ron Bibeau, PGA	A-14	The First Tee of Maine
Phill Davis Jr., PGA	A-15	Dick's Sporting Goods
Bert Prenaveau, PGA	LM	

## Employment Changes

<u>Name</u>	<u>Class</u>	<u>Start</u>	<u>Facility</u>
Ron Bibeau, PGA	A-14	1/23	The First Tee of Maine
Bill Cunningham, PGA	A-1	2/1	Sterling National CC
Phill Davis Jr., PGA	A-15	2/13	Dick's Sporting Goods

\*These reports reflect changes made between January 18, 2012 and February 2, 2012.

## NEPGA FEBRUARY PROFILE



PROfile: Jeff Czerwinski, **PGA**

Year turned Pro: 1997

Facility: Golf Town

Click [here](#) to view entire PROfile.

## NEPGA BULLETIN BOARD

*GolfTEC Boston*  
 NEPGA Professionals:  
 practice at any one of  
 three practice facilities  
 Dec. 1 - March 1  
[Click here for details!](#)

*2012 BARBADOS*  
 NEPGA SPRING  
 TRAVEL PRO-AM  
 March 11-15, 2012  
[Click here for details!](#)

*Callaway Golf*  
 Demo Day Rep  
 Needed for 2012 season  
[Click here for details!](#)

To promote your upcoming club event, please send the details to Joan Stuart at [JStuart@pgahq.com](mailto:JStuart@pgahq.com).