



PGA

New England Section

Full Swing

Official News Magazine of the New England PGA March 2017

New England PGA Teaching & Junior Golf Summit

K VEST
human motion
LEARNING SYSTEMS



EPIC SPORTS
IMPROVING GOLF PERFORMANCE

Featured Presenters:



Tony Ruggiero



Nicole Weller, PGA/LPGA



Cordie Walker



Dr. Greg Cartin



Matt Reagan, PGA



Tony Morgan, PGA

FEATURING

NEPGA Summit Details
Award Winners & HOF Inductees
Spring Meeting Schedule

Also Featured in this Issue...

2017 NEPGA Award Winners and Hall of Fame Inductees Announced—see page 6!

CONTENTS

President's Message...3

Executive Director's Message...4

NEPGA Teaching & Jr Golf Summit...5

NEPGA Award Winners...6-7

NEPGA Credit Card...8-9

Section News...10-13

Junior News...14-17

Membership News...18

Employment Message...19

PGA of America News...19

Education Opportunities...20-21, 23

Superintendent Feature...22

Chapter & Assn. News...24-26

Social Media Corner...28

Membership Updates...29

Bulletin Board...30

FRONT COVER:

Registration for the Teaching and Junior Golf Summit is open and filling up fast! Sign up today to attend this wonderful two-day event. See page 5 of this newsletter for more information and to register. In addition, the class of 2017 NEPGA Award Winner and Hall of Fame Inductees has been announced! See pages 6-7 for the story.

NEPGA OFFICERS



Rob Jarvis, PGA
President
robjarvis@pga.com



Ron Bibeau, PGA
Vice President
rbibeau@thefirstteemaine.org



Allan Belden, PGA
Secretary
allanbelden@gmail.com



Larry Kelley, PGA
Honorary President
larry@fivestargolfcars.com

NEPGA BOARD OF DIRECTORS

Brian Bickford, PGA

District Director
Maine
(207) 829-2225
bbickford@cumberlandmaine.com



Mike Bradshaw, PGA

District Director
Rhode Island
(401) 333-1303
pgapro@kirkbrae.com



John Fields, PGA

District Director
MA - Eastern
(617) 484-5360
jfields@belmontcc.org



Dan Gillis, PGA

Senior Director
(978) 692-4606
dangillis.nlcc@gmail.com



Rob Hardy, PGA

District Director
New Hampshire
603-767-5601
Rob.hardy@mizunousa.com



Scott Hickey, PGA

District Director
MA - Central
(508) 869-9900
scotth@cypriankeyes.com



Lou Rivers, PGA

District Director
MA - Southern
(508) 543-4661
lourivers@pga.com



David Soucy, PGA

District Director
Vermont
(802) 422-4653
vtgolfpro@yahoo.com



Glenn Kelly, PGA

District Director
Cape Cod
(508) 548-2932
glennpkelly@netscape.net



PRESIDENT'S MESSAGE: Rob Jarvis, PGA



Greetings NEPGA Professionals,

I hope this message finds all of you well. The days are much longer now and we are officially through the most difficult part of the winter.

I am not positive on this, but I highly doubt that February is anyone in New England's favorite month. In fact, I think there are even some NEPGA Board Directors who do a celebratory dance when the calendar changes! Now that March is here, a litany of exciting opportunities are just around the corner and I want to make sure that you know all about them.

Spring Meetings

Our Chapter and Section spring meetings are at least a month away, but we want to make sure you know when and where all of them are. Like most things NEPGA, the meeting schedule is available on our website. If you click over to www.nepga.com/meetings you will find the schedule outlined there. We are still waiting to confirm a couple of details, but the bulk of the information is already available on our website.

Chapter meetings are certainly a great source of MSR credits, but they are much more than that. I have yet to attend a Chapter meeting in which I left without some sort of interesting interaction with one of our NEPGA Professionals. Sometimes it is simply a comedic story and other times it is a great industry idea or program initiative one of our members has created. However, there is one thing I know these interactions will bring and that is a new friendship that will last a lifetime. The value of attending Section and Chapter meetings is priceless. You may have to travel, you may have to take time away from your facility, but I promise you networking with your peers will pay dividends for the duration of your career. It is also important to remember that you can attend any Chapter meeting throughout our Section. In fact, I challenge some of you to attend a bordering Chapter meeting and introduce yourself to a host of professionals you may not know. You will be glad you did!

Foundation Progress

Ok...I get it. By now some of you are probably saying, "Is President Jarvis ever going to submit a letter without some sort of Foundation message?" The answer is probably not. It is clear to most, especially our NEPGA Board of Directors, that I am very bullish on our Foundation. It will certainly take time, but I truly feel that this endeavor will go down as the single most wonderful initiative to ever come from NEPGA Professionals. I have personally witnessed the impact that the sport of golf can have on all three of our foundation pillars. The stories of success that have come from programming targeted toward our military, our youth, and our diverse and inclusive friends are, and will be, our greatest legacy.

At our recent BOD meeting we have allocated funds to distribute toward specific programming in line with each of the three pillars and additional funds have also been earmarked for a few individual grants that meet the qualifying criteria. We have finished the rough drafts of our applications and will have that, among other information, available to you on our Spring meeting tour. Yet another great reason to attend.

As wonderful as this all is, it would not be possible without financial resources. I am proud to say that we have also outlined some strategic fundraising efforts for 2017. The Section will be doing its part with some fantastic special events, but you can also participate in your home Chapter. As the son and grandson of Combat Veterans, I am very pleased to announce that the Maine Chapter, my home chapter, will be hosting its first Pro-Veteran tournament to help raise funds for the NEPGA Foundation! These special events are only one piece of the fundraising puzzle, but I urge you all to participate in any way you can. Our Foundation webpage is still in its infancy, but to keep updated through the season, please visit www.nepga.com/foundation.

Seminars, Seminars, and More Seminars

Let's get this out of the way... www.nepga.com/education. There is an unbelievable amount of opportunity

coming your way as an NEPGA Professional. Special thanks need to be given to Tracy Djerf, PGA and Mike Bradshaw, PGA. Under their leadership, and a host of quality committee members, there has never been a better education schedule than we have now. We have great PGA Junior League Seminars, education on the new Golf Genius Software, retailing strategy, and even how to design a good looking scorecard. There are many more offerings than these, but since I have listed our nepga.com website three times already I know you will all be heading over there to check things out on your own so I won't spoil your fun.

In addition to the opportunities listed above, we have two major seminars in the final stages of planning. Back after popular demand...The NEPGA Teaching and Junior Golf Summit! You asked for it, and we are giving it to you. The dates are March 21-22 at Andover CC so mark your calendars for what is sure to be an exciting two days.

Lastly, we have a new program coming to us from the PGA of America Education Department. The NEPGA is one of the pilot sections to be offering the Strategic Management Simulation. This event will follow our Spring Meeting on April 11, 2017. Since I know you will all be there, you had better sign up for this one quick. It is limited to 30 participants due to the involvement and technology required to run the event.

There will be many more details coming your way on these two exciting programs so be on the lookout. If you happen to miss an email...I won't say it again, but you know where to go to find the information.

It has been a wonderful winter season for the NEPGA and I hope that you can all see just how much effort is put into running the New England PGA on your behalf. I am always proud of our staff and our elected officials, but this winter has really been something special. I look forward to seeing many of you this spring!

Respectfully,

Rob Jarvis, PGA
New England PGA President

EXECUTIVE DIRECTOR'S MESSAGE: Mike Higgins



mer. I started playing golf because I wanted something to do in June, July

Growing up I enjoyed playing many different sports. I played soccer and football in the fall, basketball in the winter, and baseball in the spring. Then around 8 years old I started playing golf in the summer.

and August. I enjoyed all of the sports that I played, but there was something that connected me to the game of golf that has stuck with me for a lifetime. I don't remember my first basket, I don't remember my first home run or even my first touchdown, but I do remember my first birdie. It was on the downhill 15th hole at Green Hill Municipal GC in Worcester, MA. I hit my Haig Ultra three wood on the green to 8 feet, my father helped me line up my putt, and I drained it! My dad looked at his friend who was playing with us and said "Mike made his

first birdie before he made his first par!" I still get that same excited feeling every time I make a birdie putt! Though I had great experiences from all the sports I played, my experiences and relationships through golf have stayed with me my entire life.

I started thinking about how golf has impacted my life after reading an article written by the PGA of America and the Player Development Committee listing the **"Top 10 Reasons Kids Should Play Golf."**

Develop Life Long Benefits: Benefits of golf include making life-long friends and learning a game that can be played.

Spend Quality Time with Family: Golf can be an event around which all family members can gather for several hours. It is a great opportunity for parents to provide positive feedback and encouragement to children.

Spending Time Outdoors: Walking and being active in the outdoors allows for breathing in fresh air and establishes healthy exercise habits, far beyond indoor video games or television.

Business Skills: In addition to etiquette and the ability to play comfortably with new acquaintances, golf teaches self-confidence, improves the ability to work with numbers, and applies problem solving skills that are critical in business.

Anyone Can Play: Men, women, children, people from all over the globe and all walks of life come together on a golf course. The diversity found on a golf course opens young golfers to a broader view of the world and all people.

Self-Improvement: Golf challenges the player toward constant self-improvement. Players analyze what they did well and what has to change to improve. Players develop habits of self-improvement by self-analysis skills, seeking professional instruction, and accepting critiques from others.

Etiquette and Values: Golf has a rich tradition of etiquette which lives on today. Playing golf teaches youth how to behave towards self and others, and imparts values such as truthfulness and strength during adversity.

Health: Golf is an active game and is less injury prone than contact sports. Conditioning for golf improves strength of core muscles that support the spine, improves flexibility, and allows participants the opportunity to be active and fit.

Controlling Emotions: In golf as in life, there are achievements and disappointments. Learning from mistakes and overcoming obstacles improves a player's game, and teaches them to optimistically carry out the same pattern in day to day life.

Fun: Young people grow up too quickly in today's busy, technological world. Gathering with friends to play golf gives young golfers the opportunity to spend enjoyable times in friendly competition or collegial companionship.

I couldn't agree more with these 10 reasons to play golf! There are lessons that can and should be taught to all golfers, but certainly to juniors. Right now Junior Golf in the United States is growing at a tremendous rate. We have programs like PGA Junior League, Drive, Chip and Putt, as well as our own New England PGA Junior Tour which are vehicles that are introducing juniors to this game of a lifetime. We have PGA Professionals at the forefront of this growth and they are introducing golf and all of the life lessons

that come along with it.

So the next time you are with one of your students, ask them what sports do to they play. Ask them why they started playing golf. Ask them who their favorite person to play golf is. Heck, ask them if they remember making their first birdie! Then talk about some of the 10 reasons juniors, as well as everyone, should play golf. I am sure it will make for a fun lesson or at least a fun conversation.

I said earlier that I started playing golf because I wanted something to do in June, July and August, but that isn't true. I started playing golf because I wanted to spend more time with my dad. He was my favorite person to play golf with and I will always remember being with him as I made my first birdie on the 15th hole at Green Hill.

Respectfully,

Michael Higgins
New England PGA Executive Director

New England PGA Teaching and Jr. Golf Summit

March 21-22,
8am-4pm both days
Andover Country Club

K VEST[®]
human motion
LEARNING SYSTEMS



ERNESTSPORTS[®]
IMPROVING GOLF PERFORMANCE



Tony Ruggiero



Nicole Weller, PGA/LPGA



Cordie Walker



Dr. Greg Cartin



Matt Reagan, PGA



Tony Morgan

Before March 10th,
\$110 for both days
\$65 for one

After March 10th, price rises to \$125 and \$75

Non-PGA Members: \$175 Both days, \$105 for one

All in attendance will receive Tony Ruggiero's book "Lessons from the Legends"

Remember to register by March 10th to receive special pricing!

Click Here to Register Today!

SHINING STARS

New England PGA Announces 2017 Award Winners

The New England PGA named its 2017 Award winners and Hall of Fame members ahead of the start of the upcoming season.

Potential candidates for awards have to move through a two-step process. First, the candidate must be nominated by one of his or her peers and accept the nomination. From there, the NEPGA's Special Awards Committee and the executive board reviews the applications of the nominees, and makes a decision based on who best exemplifies the qualities outlined for each award.

The 2017 honorees and their awards are:

Tony Decker, PGA

Professional of the Year

Brian Diamond, PGA

Youth Player Development Award

Brian Bickford, PGA

Merchandiser of the Year-Public

Jim DiMarino, PGA

Bill Strausbaugh Award

Tyler Gosselin, PGA

Assistant Professional Player of the Year

Drew Anderson, PGA

Merchandiser of the Year-Resort

Mike Bradshaw, PGA

Horton Smith Award

Kim O'Neil, PGA

Patriot Award

Ed Carbone

George S. Weymss Award

Barry Churchill, PGA

Teacher of the Year

Mark Heartfield, PGA

Deacon Palmer Award

Willie Ogg Jr., PGA

Hall of Fame

Todd Cook, PGA

Player Development Award

Stuart Cady, PGA

Merchandiser of the Year-Private

Jim Lane, PGA

Hall of Fame

William Robertson Ogg Jr., PGA was a member for the New England Section's Worcester Country Club and was instrumental in the history of the PGA. Originally from Scotland, Ogg came to be one of the founding members of the PGA of America and served as its Vice President. In 1927, Ogg was instrumental in arranging the first Ryder Cup matches at Worcester CC, and also designed layouts for two other courses in New England.

As a staff member for Wilson, he pioneered a new design for a club, one that would distribute the weight away from the heel of the club head, allowing the ball to move towards the "sweet spot" of the blade. This was the forerunning design to the perimeter-weighted or cavity back irons.

Outside of structural contributions to golf, Ogg was a great player. He won several area events including the 1921 Shawnee Open, 1923 Maine Open, 1924 New England PGA Championship and 1924 Massachusetts Open. Nationally, he played in the 1923 PGA Championship and finished T9.

Ogg died in December of 1959, and the New England PGA will honor his legacy and contributions to the game of golf with his addition to the NEPGA Hall of Fame.

Jim Lane, PGA is another influential member of the New England Section. He worked as the Head Professional at Winchester Country Club for 25 years and found great success amongst the members and the community. For the NEPGA, Lane was awarded the Merchandiser of the Year Award in the Private Category in 1996 and the Bill Strausbaugh Award in 1999.

With his successes, he felt his calling was to act on a greater platform within the New England Section and ran for the executive board. Lane served as president of the New England PGA from 2005 to 2007, working to improve the quality and impact of PGA Professionals and the Section as a whole.

Ogg, Lane, and all of the NEPGA awardees will be honored at the NEPGA Annual Awards Banquet this fall.



L to R:

Tony Decker, PGA
 Jim DiMarino, PGA
 Mike Bradshaw, PGA
 Barry Churchill, PGA
 Todd Cook, PGA
 Brian Diamond, PGA
 Tyler Gosselin, PGA
 Kim O' Neil, PGA
 Mark Heartfield, PGA
 Stuart Cady, PGA
 Brian Bickford, PGA
 Drew Anderson, PGA
 Ed Carbone
 Willie Ogg Jr., PGA
 Jim Lane, PGA

NEPGA Professionals Mortgage Program


When you think about home financing, think Avidia Bank.


Whether it's your primary or vacation home, investment property, construction or home improvements, Avidia Bank has the solution.

Same day pre-approval and a \$300 closing credit for all NEPGA members.

Also, an additional \$500 off closing costs for first-time homebuyers.

Apply online by clicking [here](http://avidiabank.com), at avidiabank.com or speak with a mortgage expert by calling 800-508-2265.



 **Avidia Bank**
avidiabank.com

 Member FDIC | Member DIF | NMLS# 422902

The NEPGA Avidia Bank MasterCard®*



Benefits ●●●

- No annual fee
- No balance transfer fee
- 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#
- **3 Points** for travel (gas, airfare, hotel) and **2 points** for all other purchases.**
- Redeem points for merchandise, cash and gift cards

Apply Online!

You can apply for the NEPGA Avidia Bank MasterCard® at nepga.avidiabank.com or click here.*

*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.

#At participating PGA Pro Shops.



Member FDIC | Member DIF | NMLS# 422902



Congrats to Our Certified NEPGA Professionals!

The Certified Professional Program is an online, career-enhancing educational curriculum that supports the goals of PGA members who are committed to continuously improving their business and teaching skills to meet the increasing demands of the golf industry. The following NEPGA Professionals became certified in 2016 and 2017.

Instruction

Mark A. Aldrich, PGA
Todd M. Cook, PGA
Jeff D. Czerwinski, PGA
Brian R. Damon, PGA
Richard A. Durocher, PGA
Patrick J. Fannon, PGA
Shawn P. Hester, PGA
Chip Johnson, PGA
Nicholas A. Knight, PGA
Mark C. Larrabee, PGA
Todd A. Scarafoni, PGA
John F. Sullivan Jr., PGA
Christopher M Twombly, PGA

Golf Operations

Michael J. Bradshaw, PGA
Robert Carey, PGA
Sean R. Chipman, PGA
Patrick J. Fannon, PGA
Andrew T. Farrea, PGA
Michael R. Gelinas, PGA
Chip Johnson, PGA
Mark J. Mangion, PGA
Brian S. Moskevich, PGA
Stephen W. Sheridan, PGA
John F. Sullivan Jr., PGA
Ben A. Tyler, PGA
Ryne W. Varney, PGA

Player Development

Andrew T. Farrea, PGA
Jim W. Campbell, PGA
John F. Sullivan Jr., PGA
Todd B. Smith, PGA
Gordon S. Swennes, PGA

General Management

Allan J. Belden, PGA
John P. Fields, PGA
Karen H. Gray, PGA
Adam N. Hemeon, PGA
Andrew E. Jordan, PGA
John F. Sullivan Jr., PGA
Matthew T Walsh, PGA

NEPGA Professionals Named Top 50 Kids Teachers

Congratulations to NEPGA Professionals **Roger Adams** of Highfields Golf & Country Club and **Roman Greer** of Cranberry Valley Golf Course for being named to the list of Top 50 Kids Teachers for 2016 by U.S. Kids Golf.

"These coaches are honored as more than instructors," explained Dan Van Horn, the President and Founder of U.S. Kids Golf. "They create outstanding opportunities for young golfers to learn in a fun and rewarding environment that instills a love for the game and engages the entire family. Their ability to connect with students and fully engage them in the learning process sets them apart."

Important Dates

MARCH 15

Visual Merchandising Seminar
Belmont Country Club

MARCH 21-22

New England PGA Teaching &
Junior Golf Summit
Andover Country Club

MARCH 27

Teachers Teaching Teachers
Seminar #3
Mulligan's Island

MARCH 31

PGA Professional Compensation
Survey Deadline

Welcome, New Member!

Young Gyu Jang, PGA

Elected January 4, 2017

Where do you work?
Quail Ridge

Where are you from?
South Korea

Where did you attend college?
South Korea

What was your first job in the
golf business?
Teaching Professional

What are your career aspirations?
Teaching and operating player
development programs

2017 SECTION & CHAPTER SPRING MEETING SCHEDULE

DATE	MEETING	SITE	TIME
Tuesday, April 4th	New Hampshire Chapter	Intervale Country Club	9 am
Wednesday, April 5th	Rhode Island Chapter	Kirkbrae Country Club	10 am
Thursday, April 6th	Cape Cod Chapter	Sandwich Hollows Golf Club	9 am
Tuesday, April 11th	Section Spring Meeting	Andover Country Club	9 am (education to follow)
Thursday, April 20th	Massachusetts Chapter	Myopia Hunt Club	TBA
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)
TBA	Vermont Chapter	Rutland Country Club	9 am (Sponsor Pro-Pro to follow)

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...



Avidia Bank donates \$12,690.59 to the New England PGA Foundation! Cliff Thompson, Vice President, Mark O'Connell, President, Mike Higgins Executive Director, Bart Murphy, Chief Lending Officer.



Higgins attempts to deposit the donation into the NEPGA Foundation account.

New England PGA Master Card Generates Over \$12,000 for our NEPGA Foundation!

The New England Section is very excited about the success of our NEPGA Mastercard. Over 400 cards have been issued and a percentage of every purchase is donated from Avidia Bank to our New England PGA Foundation. As you can see every purchase adds up, so our 2017 goals are to hit 500 cards and a \$20,000 donation to our Foundation. Please help us spread the word to your friends and family!

No Interest, No Payments for 90 days on the NEPGA Business Credit Cards!

All NEPGA Business Card holders can avoid interest charges (and save money) on your purchases made in March, April and May of 2017! Any existing purchase balance, or any other purchases during these months will not be charged interest and no payments are required until the end of June! If your payment is credited to pay off your entire credit card balance no later than June 27th, Avidia Bank will not assess interest charges accrued. So basically if you pay off whatever your balance is on your monthly statement dated May 29th, 2017, you will

Here are some of the benefits:

- No Annual Fee – You are actually paid \$100 per year (annually)
- 4 Points for every dollar spent on golf purchases. This includes your PGA Dues, entry fees into NEPGA events, greens fees at facilities, purchases in PGA golf shops, and golf merchandise invoices.
- 3 Points for every dollar spent on travel and entertainment. This includes flights, rental cars, hotels, gas, restaurants, movies, etc. (During June, July and August this will increase to 6 points.)
- 2 Points for every dollar spent on everything else!



- Points NEVER expire!
- Low interest rate!
- No balance transfer fees and a low fixed interest rate through 2018!
- No interest or payment for 90 days for Business Card Holders!
- A percentage of every purchase is donated to our NEPGA Foundation.

have avoided any interests for up to 90 days! If you do not pay off your balance by June 27, your interest will start accruing again. Any questions about this or any other Avidia Bank program, please do not hesitate to contact us at nepga@avidiabank.com or 978.567.3566.

*Excludes cash advance and balance transfer transactions or existing balances.

NEPGA Welcomes

Max Doctoroff & Mike Arsenault



The New England Section is pleased to announce the hiring of PGA Professional **Max Doctoroff** as its newest Tournament Director, effective February 1, 2017. Max comes to us after a 10-year career as an Assistant Golf Professional and Tournament Administrator at two premiere clubs in greater Boston and south Florida.

Max was born and raised in Belmont, MA, where he caught the golf bug as a teenager and had his first experience with competitive golf on the Belmont High School golf team. He went on to study English literature at the University of Arizona, and it was during college that Max took his first job in the golf industry, spending his summers both as a starter and a member of the grounds crew at Leo J. Martin Memorial Golf Course in Weston, MA. Max credits the experience of engaging with golfers every day, learning the fundamentals of golf operations and golf course maintenance, as well as frequent play with his decision to pursue a career in the golf industry.

Max moved down the road in Weston to the Pine Brook Golf Club working under Head Golf Professional Keith Barber as his Assistant and tournament administration guru. During his tenure at Pine Brook, Max was responsible for all aspects of both club and outside events, and brings a passion and expertise for tournament administration to the NEPGA team. "I am thrilled to join the NEPGA team and begin this next part of my career in the golf business, and look forward to bringing my excitement for golf tournaments to the best Section tournament program in the country."

Max has hit the ground running with the NEPGA, and is looking forward to teaming up with fellow PGA Professional Ron Green, shadowing him in his final season as the Director of Rules & Competitions for the Section. "We are thrilled to have Max as part of the NEPGA Tournament staff, and the opportunity for Max to be a sponge this year as he works side by side with Ron will ensure a smooth passing of the torch from Greenie upon his retirement at the end of the 2017 season," said Executive Director Mike Higgins. "We hope you will come say hello to Max at one of our Section tournaments this season!"

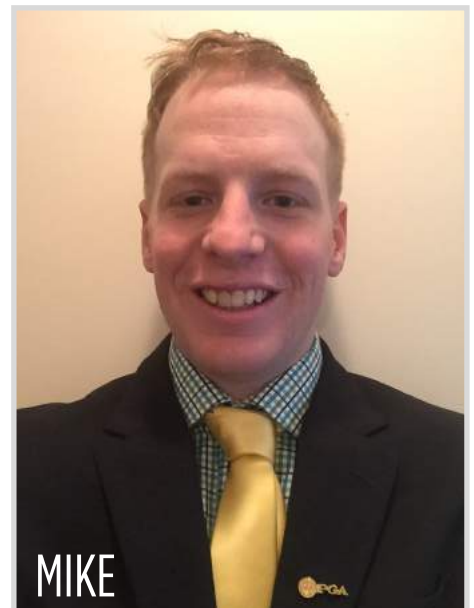
In his spare time, he enjoys playing disc golf, attending concerts, and reading fiction. Max is proud to be a PGA Member, and is thrilled to join the team at the New England PGA. He can be reached at mdoctoroff@pgahq.com or 617.669.8929.

Originally from Gorham, ME, **Michael Arsenault** is a graduate from Methodist University with a degree in Business Administration as well as a concentration in Professional Golf Management. He's an accomplished player and won the Class A School Boy State Championship for Maine. Following a few years of traveling including schooling, internships, and professional work he elected to come back to his roots in Maine.

His path to the New England PGA has been filled with exciting movement. He's worked at prestigious golf courses such as the Golf Club of Cape Cod, Old Palm Golf Club in Palm Beach, FL, Exmoor Country Club in IL, and began his professional career at Dunegrass Golf Club in Old Orchard Beach, Maine. However, he found his passion for tournament operations following his time at Exmoor and will turn that into a major part of his career as the new Maine Chapter Operations Manager.

"We are very excited to have Mike join the NEPGA and Maine Chapter team, and are looking forward to him leading the Maine Chapter with a passion for running quality events and supporting his fellow PGA Professionals," said Jason Hurd, Maine Chapter President from Augusta Country Club. "His familiarity with the Chapter and Maine golf scene should provide a seamless start to his golf administration career."

In his spare time Michael enjoys working out, fishing, mountain biking and hiking. Michael is thrilled to continue his golf career and enhance his passion for tournament operations as a member of the New England PGA Section. He can be reached at 207.310.1648 or marsenault@pgahq.com.



Join the Team: PGA Junior League Golf Drives Revenue and Growth for PGA Professionals

PGA of America investing in targeted marketing, advertising and public relations to grow PGA Junior League Golf participation across New England



PGA Junior League Golf has become a popular fixture on the schedules of many kids, their families and PGA Professionals alike. Why? Two words: It's fun.

As a social and inclusive opportunity for boys and girls ages 13 and under of all skill levels to learn and enjoy the game of

golf, PGA Junior League Golf participants, much like in other recreational league sports, wear numbered jerseys and play on teams with their friends.

Each team is captained by a PGA or LPGA Professional, who serves as the coach and is at the forefront of creating a welcoming environment for all to enjoy the game. The program utilizes a popular scramble format that creates a nurturing environment for learning and development – both on and off the course. Peer-to-peer mentorship also plays a large role in PGA Junior League Golf, with older, more experienced players guiding younger participants.

As one of the PGA of America's fastest growing programs, PGA Junior League Golf participation has climbed 300 percent the last three years. In 2016, 36,000 youth participants competed on 2,900 teams in 47 states, and in all 41 PGA Sections.

PGA Junior League Golf certainly lends itself to the trend in youth golf participation nationwide, which has increased by

600,000 since 2011: the largest jump in total youth sports volume, beating out soccer, basketball, football and baseball, according to the Sports Fitness Industry Association and National Golf Foundation.

And, New England PGA Professionals are helping to lead that charge. Last year, the New England PGA Section ranked second in the country in PGA Junior League Golf Captain participation and played a key role in growing the program to its record-setting numbers.

This year, the PGA of America has chosen the New England PGA Section to pilot and invest in targeted marketing, advertising and public relations efforts regionally, all designed to drive PGA Junior League Golf participation at facilities across the Section.

PGA Professionals who host PGA Junior League Golf teams are seeing the residual effects of the program. Last year, Captains across the country generated \$4.2 million in registration revenues alone, bringing families together and creating a community-like feel at their facilities.

Aside from registration revenues, PGA Professionals are seeing boosts in lesson participation, rounds played, golf equipment and apparel purchases, food & beverage sales during and after practices and matches, and overall facility usage.

Both Troy Pare, Head PGA Professional at Ledgemont Country Club in Seekonk, Massachusetts, and Rick Altham, Head PGA Professional at Gorham Country Club in Maine, have seen first



hand the benefits of opening their PGA Junior League Golf registration to the public: they are selling memberships because of it.

Pare knew opening his PGA Junior League Golf registration to the community meant the opportunity to grow engagement at his club. Roughly 14,000 printed flyers later, he was in 17 area schools promoting the program, and he sold a corporate membership to a parent who now has a neighbor interested in joining. "What better way to grow membership than to get kids from the community involved? Parents are willing to spend money on their kids. It's going to prove fruitful somewhere down the line," Pare commented.

Altham, in his third season of captaining a team, sold two family memberships last year through PGA Junior League Golf. His private lessons and camps are exploding, his ladies beginner clinics have waiting lists, and he's now expanding to offer family lessons. "It's affected everything," he said.

The most common hesitation Altham hears from fellow PGA Professionals is the lack of staff, a fear he shared before captaining his first team. His advice? Just get started; the help is there.

"At our facility, we have retired members who want to volunteer, high school kids helping with clinics and matches, and parents always want to be involved. With one practice and one match a week, it's extremely doable," he added.

Brian Diamond, PGA Teaching Professional at Atkinson Resort & Country Club in New Hampshire, coached six teams of nearly 70 kids alongside Captain and Director of Golf Peter Doherty, PGA. Doherty and Diamond lead the Northeast in PGA Junior League Golf participation, and Diamond recently received the 2017 Youth Player Development Award from the New England PGA Section, an honor he attributes directly to PGA Junior League Golf.

Diamond found much success in recruiting other youth league participants over to a game they could learn and enjoy in their off-season. Knowing parents make summer schedules so far in advance, Diamond is proactive in driving registration. He's found incredible success in creating a Facebook page specifically for the club's junior golf activities, which parents stay tuned to and share with friends. These strategies are clearly working, as Atkinson is planning for eight teams of almost 100 kids this season.

Diamond has also leveraged his PGA Junior League Golf to build his teaching business. Once he started the Atkinson Women's Golf and Social Network with a group of moms each Tuesday, the dads began doing the same on Thursdays. Sixteen PGA Junior League Golf participants, ready to take their game to the next level, enrolled in his Aim for Competition program. With all of the interest they've generated, Diamond and Doherty have also piloted pre- and post-regular season PGA Junior League Golf teams.

"We have a whole community fired up about the game of golf, and I think a large part of that is due to PGA Junior League



Golf," he added.

Nationally, PGA Junior League Golf has the support of some of the brightest stars in the game. Rory McIlroy, Michelle Wie, Rickie Fowler and Lexi

Thompson all serve as

Ambassadors for PGA Junior League Golf, lending their support to PSA promotions, meet-and-greets with participants and an overall belief that PGA Junior League Golf is a solid avenue to take for growing the game.



In addition, the PGA of America, Grayhawk Golf Club and National Car Rental partnered with Golf Channel in November to televise a two-hour, primetime special highlighting the 2016 PGA Junior League Golf National Championship presented by National Car Rental last November. The 2017 PGA Junior League Golf Championship will again be held at Grayhawk Golf Club, November 16-19.

Although PGA Junior League Golf has certainly grown over time, there is one aspect that stands strong: having fun. In 2017, that's what thousands of youngsters, their families and PGA and LPGA Professionals will be doing, too.

If you have any questions or need more information, contact Brian Bain, New England PGA Player Development Regional Manager, at bbain@pgahq.com or 617-820-4411.

Click Here to Register as a
PGA Junior League Golf
Captain on PGA.org/PGAJLG



PGA Junior League Golf 16U Teams

The following note is from Jim Salinetti, PGA, NEPGA Junior Golf Committee Chairman



Dear Fellow Professionals,

By now, many of you have seen and/or experienced the amazing impact that PGA Junior League Golf can have on junior golfers, PGA Professionals and facilities. In my opinion it is the best player development program put in place by the PGA of America in the organization's history. And the best part is that we now have the opportunity to continue to grow the program.

While the original PGAJLG program is designed for children ages 13 & under, I urge you to consider creating a 16U team or league at your facility. The 16U program gives junior golfers ages 14-16 the opportunity to continue their golf journey in a team environment. Similar to the original program, 16U is for boys and girls of all abilities. It is an initiative that

gives opportunity to golfers at an age where we often lose teenagers to other sports and activities.

You can register your 16U team at www.pgajlg.com. For 2017, there will not be a national post season tournament for 16U. However, we would like to conduct a Section Championship for those teams and leagues that are interested. PGA Player Development Regional Manager, Brian Bain, will be in contact with those PGA Professionals registering for 16U teams. If you have any questions please reach out to Brian at bbain@pgahq.com or (617)820-4411.

I wish you all the very best as the 2017 golf season nears. Please join me and hundreds of PGA Professionals throughout the Section in welcoming PGA Junior League Golf to your facility this year.

New England Section PGA Welcomes Zodiac Event Displays

The New England Section PGA is proud to welcome Zodiac Event Displays as a key sponsor. Zodiac Event Displays is a boutique branding agency specializing in promotional signage, including pop-up tents, flag banners, trade show materials, banner stands, market umbrellas, pop-up signs, and tee markers to name a few. Zodiac products are widely used throughout the Golf industry among others, and are highly effective tools for branding in and around the links. All of their flag banner products carry a lifetime warranty on the hardware, providing a considerable return on investment. Visit them at zodiacdisplays.com to learn more about their offerings.



NEWS FROM THE JUNIOR TOUR: Jacy Settles

NEPGA Junior Tour presented by



Dear NEPGA Professionals,

I hope this finds you well and enjoying the offseason. Spring is right around the corner and golfers are already trying to plan their upcoming tournament/event schedules, especially junior golf families. I've had the opportunity to sit down with a few families to help guide them in their junior golf tournament scheduling and it's been wonderful.

Making the time to help your junior members & families provides a great opportunity to learn more about the total scope of junior golf outside of New England (outside junior golf organizations, etc.) as well as learn more about the specific junior golfer and his/her family.

If you don't already do so, I'd encourage you to have a junior golf gathering at your club for your members just to talk about all the things they can participate in, whether it's at the club or elsewhere. It's a great bonding experience and definitely shows your value to your members. This past week, I was humbled to be invited by the Atkinson Resort CC staff – Peter Doherty, PGA, Brian Diamond, PGA, Sean Chipman, PGA & Tom Smith, PGA to speak at their junior golf meeting. It was a fun time to spread the news of the NEPGA Jr Tour to junior golfers who may or may not have been aware of our program. The NEPGA Jr Tour is your Jr Tour and something to be proud of and I'm always happy to come to your facility to speak to your juniors about what we do.

Thanks again to the Atkinson Resort CC staff and thanks to all the NEPGA Professionals for your support!

Thank you,

Jacy



Register for a Drive, Chip & Putt Qualifier Near You!



[Click Here to Register](#)

DATE

Sat, June 3, 2017
Sat., June 17, 2017
Tues., June 27, 2017
Tues., July 11, 2017
Sun., July 16, 2017
Tues., July 18, 2017
Wed., July 26, 2017
Wed., August 2, 2017
Sun., August 13, 2017
Wed., August 16, 2017

SITE

Val Halla GC (Cumberland, ME)
Button Hole Golf Course (Providence, RI)
The International Golf Club (Bolton, MA)
The Bay Club (Mattapoisett, MA)
Cyprian Keyes GC (Boylston, MA)
Windham CC (Windham, NH)
Granite Links GC (Quincy, MA)
Okemo Valley GC (Ludlow, VT)
SUBREGIONAL: Renaissance (Haverhill, MA)
SUBREGIONAL: Pinehills GC (Plymouth, MA)



Your View From The Fairway

MARCH MEMBERSHIP NOTES: *Joan Stuart*

Attention all NEPGA Members and Apprentices!

Updating Employment, Classification and Section Affiliation is an important step for all members and apprentices at this time of year as it relates to the annual dues invoices that will be created for fiscal year 2017/2018. Please take the time to review your information on your personal dashboard on www.pga.org.

Annual dues are invoiced as of May 1, 2017 and are payable by June 30, 2017 to avoid suspension and assessment of the Late Fee.

Still Looking for an Assistant for the 2017 Season?

All NEPGA Professionals who would like to list an Assistant Professional or Teaching Professional opening for 2017 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 include a brief description of the position, the deadline for résumés, the dates of employment, and contact information. It is always recommended that these positions are also posted on www.pga.org. Also, if you need help for outside operations, we can also list those positions 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.

Please be sure to contact Joan Stuart at jstuart@pgahq.com or by phone 508.869.0000 if the position that has been posted on the website has been filled. Please [click here](#) to view the Assistant/Teaching Positions that are still on www.nepga.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.



2017 Compensation Survey

Your Compensation Information is confidential, secure, and needed by your fellow PGA Professionals.

Calling all New England Section members!

Your Chapter and Section needs all active members and apprentices to participate, so if you have not completed the 2017 Survey, please do your part in helping to create the most complete database of compensation information.

Some key changes and updates for this year's survey:

- Additional logic changes in programming for members to complete areas only relevant to them
- New questions on international employment interests
- New question on total facility revenue, which helps compare to the total payroll expense
- New benefit questions related to Vacation/Paid Time Off
- New job title category, Assistant General Manager

You can access the survey from the PGA.org Employment homepage, or by [clicking here](#).

Deadline to participate and receive MSR is Friday, March 31st.

559 PGA Professionals representing the New England Section have NOT completed this year's survey, which means only 38% of the membership has helped to educate employers on fair market value for a golf professional.

[Start Survey](#)

There is still time for you to help your Chapter and your Section:

Massachusetts Chapter: 245 PGA Professionals
Cape Cod Chapter: 91 PGA Professionals
New Hampshire Chapter: 76 PGA Professionals
Maine Chapter: 57 PGA Professionals
Rhode Island Chapter: 42 PGA Professionals
Vermont Chapter: 48 PGA Professionals

Please be assured that the compensation information you provide in the survey is completely anonymous and confidential, and no one sees or has access to your personal information. Also, if you are the lead PGA Professional at your facility, please make sure that all PGA members and apprentices on your staff complete the survey as well. PGA members who complete the survey by March 31st will receive 2 MSR credits (maximum 5 survey credits per MSR cycle year).

Your information is invaluable to the Facility Relations Committee and more importantly to your fellow PGA Professionals.

Please help to support our efforts.

Michael Packard, PGA
Employment Consultant serving:
Central New York, Connecticut, New England & Northeastern NY Sections
mpackard@pgahq.com
508.419.6609

PGA NEWS



District 1 Director Report:

Noel Gebauer, PGA



[Click here](#) to view the PGA of America Highlight Summary for the month of January featuring the PGA's first Chief Membership Officer, our new Ryder Cup Captain John Deere partner news, our 2017 Lifetime Achievement Recipient and more!

Masters Tournament Access

As a courtesy extended by Augusta National, the following members are offered complimentary access to the Masters being held on April 3-9, 2017 in Augusta, GA: 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, themasters.com.

EDUCATION

UPCOMING SEMINARS

Education opportunities are open to all NEPGA members.

Visual Merchandising—Focusing on Your Focal Points

DATE/TIME: Wednesday, March 15, 2017 10am-1pm

LOCATION: Belmont Country Club

COST: \$25 (Includes lunch)

MSR HOURS: 3 PGA Education MSR Credits

DETAILS: Andrea Rowan will give a presentation that will help identify the focal points in your golf shop and determine how to create impactful displays within those areas.

Andrea currently presents the Martin/Fennec/Altus lines in the Metropolitan Section. Prior to that she was the Director of Visual Merchandising for Summit Brands. Andrea is also a long-time member of the Association of Golf Merchandisers (AGM) and is the author of "Ten Successful Steps to Visual Merchandising and Visual Standards", which the AGM has adopted as part of their Merchandising Manual.

DEADLINE: March 13, 2017

[Register Here](#)

New England PGA Teaching & Junior Golf Summit

DATE/TIME: Tuesday-Wednesday, March 21-22, 2017 8am-4pm

LOCATION: Andover Country Club

COST: Pricing for PGA Members & Apprentices:

Register by March 7th - \$65 to attend 1 day, or \$110 to attend both days

Register after March 7th - \$75 to attend 1 day, or \$125 to attend both days

Pricing for Non-PGA Members:

\$105 to attend 1 day, or \$175 to attend both days

MSR HOURS: 16 PGA Education MSR Credits (2-day total)

DETAILS: Featuring Tony Ruggiero, Nicole Weller, PGA/LPGA, Cordie Walker, Dr. Greg Cartin, Matt Reagan, Tony Morgan, PGA. Day 1: Focus on Teaching and Coaching. Day 2: Focus on Junior Golf

DEADLINE: March 17, 2017

[Register Here](#)

Teachers Teaching Teachers Seminar 3: Working with the Better Player

DATE/TIME: Monday, March 27, 2017 9:30am-11:30am

LOCATION: Mulligan's Island

COST: \$15

MSR HOURS: 2 PGA Education MSR Credits (2-day total)

DETAILS: What did the instructor see? How did he/she see it? What did the instructor prescribe for the student? What tools did he/she use to accomplish the goals of the session? How do you get your message across to the better player? David Marcotte, PGA Head Golf Professional at Point Judith CC, will give you the answers! Agenda as follows: 9:30am-10am: Pre-lesson checklist | 10am-11am: Live lesson | 11am-11:30am: Q&A with the instructor

DEADLINE: March 25, 2017

[Register Here](#)

Preparing for Your Financial Future

DATE/TIME: Thursday, April 6, 2017 7pm-8:30pm

LOCATION: Vesper Country Club (Main Clubhouse—River Room)

COST: \$20

MSR HOURS: 2 PGA Education MSR Credits

DETAILS: Presenter: John Goulos. John is a Financial Advisor and Financial Representative that works for the Living Legacy Financial Group. He will be presenting on all aspects of Financial Planning and Disability Protection. This is a great opportunity to ask any questions you might have had about planning for your next step in life.

DEADLINE: April 4, 2017.

[Register Here](#)

Strategic Management Simulations—Section Spring Meeting Seminar

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

All of the above offers benefits that traditional role learning often does not. For more information, please contact Member Education at 866-866-3382.

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

[Register Here](#)

Investing in Golf Course Trees

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. Next month is on Aeration...

Back in 1995 when I took my first head superintendent's job the club owner surprised me with the offer of an open checkbook! Of course there were strings attached to this gesture as I had to spend all the money on rebuilding expenses for six of the course's eighteen greens. It seemed as though the club was experiencing difficulty keeping turf on said greens during the stressful parts of each season and the owner reasoned it was because they were poorly built. At first I didn't make an argument against the rebuilding approach because hey, a project like this one would look great on my resume; and given the owner was ready to fork over several hundred thousand dollars for this venture it seemed like a no brainer to me. That was until I performed the first site investigation and noticed something glaringly wrong with the picture.

The course had been built decades before and portions of the layout, particularly where the troubled greens were, had been carved out of a heavily wooded area. In the ensuing years following construction the course began to mature nicely, as did the countless large hemlock, oak, and white pine trees dotting the property. There was a battle going on and the greens were losing badly to the towering trees which surrounded them. Once I brought this to the owners attention he reminded me I was hired for my golf course construction expertise and there was to be no more talk of removing any trees!

During the ensuing season we experienced issues with turf quality as expected. The following spring we were the poster child for winter kill as the heavily shaded (and soon to be rebuilt) greens succumbed once again to the elements. Prior to commencing any formal construction on the new greens I made one final plea to the owner regarding the tree removal. Once I convinced him we could spend just tens of thousands on tree work (about the cost of rebuilding one green at the time) and

get better results than closing the course for major construction, he began to listen. A noted architect also chimed in on the process and mentioned as much as he'd love to work with us we'd be foolish to undertake such a big project without first addressing the original cause of our troubles.

That fall we invested substantial dollars into tree removal work around our six troubled green complexes. The club owner was shocked at our turnaround the following summer and immediately demanded more tree felling throughout the property. Keep in mind this was back twenty plus years ago when each and every tree was considered an integral (and thus irremovable) part of most every golf course. Unless a tree fell down on its own due to extreme weather, disease, or old age they were in many instances untouchable.

With course conditioning standards continually on the rise a great number of facilities, particularly older clubs which feature mature trees, are facing decisions like those previously mentioned. Removing a tree isn't always a cut and dried process. If you consider there are numerous reasons ranging from safety to turf quality to strategic impacts on the layout, it's imperative that the stakeholders become aware of the whys surrounding a decision to remove a tree. At my first club there was one and only one person to convince with regard to changes on the property. With my current position there are many more stakeholders involved, meaning the intentions must be clearly communicated and expected benefits explained to over 350 people.

If you're not the proverbial waver of the magic wand at your facility there are a number of great resources I've utilized over the years to help with decision making regarding trees on your property. Having a formal set of maintenance standards in place is a great starting point. Formal standards can help identi-

fy specific conditioning demands for your club. By extension they may help warrant certain environmental conditions (like full sunlight) required to achieve specific standards like green speed and such. Should you require a third party opinion I'd recommend the USGA Green Section, a golf course architect, or your local arborist.

It is important when developing a tree program that your budget include not only removal expenses, but restoration expenses for the affected area. The stumps, roots, and remnants left behind sometimes produce a scope of work and expense similar to that of the tree removal program itself. Have you made allocations for items like excavation, fill, topsoil, irrigation, cart path repair, and seed/sod? These items can produce surprising expenses when not considered as part of the tree program itself.

Finally, I've found it's extremely important to produce results above and beyond what's expected with regard to course quality and communication following tree removals. I'd highly recommend before, during, and after photos at a minimum in addition to some post selling of your program. These are critical follow up steps which help reinforce the value of a tree program. I still take time to periodically remind my membership several of our greens are almost 120 years old and are flourishing thanks to the tree work we performed many years back. Maybe you're at a facility with many new members who may not realize this work was even performed as it might have taken place prior to their joining of your club. How will you communicate the long term value of this investment?

Michael Luccini CGCS
Greens Superintendent
Franklin Country Club
Franklin, MA



LEARN & EARN WITH TITLEIST UNIVERSITY

LEARN

Sign up today for Titleist University, a one-stop resource for industry leading product information and fitting training. Complete the online courses to get the most up-to-date information on Titleist golf ball and golf club products, including the New Pro V1® and Pro V1x™ golf balls.

To sign up for Titleist University and go through the Golf Ball and Golf Club Certification training:

1. Go to www.titleistuniversity.com
2. Click "Sign up for a new account"
3. Complete the Registration form
*** Use the registration code **TitleistU**
4. Once registered, you are automatically enrolled in the Golf Ball and Golf Club training.
5. To begin, click "Golf Ball Product, Fitting, and Certification" or "Golf Club Product, Fitting, and Certification" on the Welcome page.

EARN

PGA Members will earn MSR credits for completing the 2017 Golf Ball and Golf Club Certifications. To receive your credits, send your certificates of completion to Tammy Bishop at the PGA of America by email to TBishop@pgahq.com.

For any questions related to the online Titleist Golf Ball Certification training, please contact Michael Rich, Titleist Golf Ball Fitting and Education Manager, at Michael_Rich@acushnetgolf.com or (508) 979-3224. For any questions related to the online Titleist Golf Club Certification training, please contact Daniel Hinckley, Partner Fitting Program Lead, at Daniel_Hinckley@acushnetgolf.com or 760-603-6160.

Titleist

CAPE COD & RHODE ISLAND CHAPTER NEWS

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

TITLE SPONSOR



Peter Guild, representing Callaway Golf, has once again committed to being Title Sponsor for both the Cape Cod and Rhode Island Chapter tournament schedules. This will be his 7th consecutive year supporting the 250 golf professionals comprised in both Chapters – featuring his financial support of two Chapter Championships – Rhode Island's will be hosted by Warwick GC's PGA HP Matt

Walsh on October 2nd while the Cape visits Ocean Edge on September 28th hosted by PGA HP Brandon Roseth.



Peter Guild

BLUEGOLF REGISTRATION NEWS

Registration begins March 20th...the first day of Spring! Each Chapter's tournament schedule will be open to Chapter members only for a 10-day period. **REGISTRATION & CANCELLATION NOTE:** There is no penalty if you happen to cancel a registration before the 3-day window leading up to a respective event. Hence, it is suggested you sign up early for those events you might be considering later in the season.



TGC Practice



Rob Oppenheim & Bill Belichick



Glenn Kelly, PGA being sworn in as Cape Cod District Director

TOURNAMENT SCHEDULES

Each Chapters' tentative schedules are posted on the Section website—click on the Chapter drop down menu and on cape-codpga.com. As in the past, included within this pre-season **combo schedule** are all SECTION EVENTS, CAPE & RHODE ISLAND EVENTS and MASS CHAPTER dates as well.

Note: The Mass Open will be contested at The Golf Club of Cape Cod (TGC) in mid-June, hosted by our highly respected colleague Doug Errhalt – PGA HP – who was an integral influence in building a new secondary practice facility near the first tee. The Cape Chapter is pleased to offer a Spring Pro-3Am at TGC – May 18th, a great State Open prep one month prior to the event.

EDUCATIONAL SEMINARS (local)

March 27th – TEACHING the TEACHERS – at Mulligans Island Golf Center

March 29th – HARDGOODS ROUNDTABLE – at Kirkbrae

Information on all seminars throughout the Section are on nepga.com.

FROM PARADE TO PEBBLE

The Super Bowl parade was on a Tuesday. Coach Belichick was on Spyglass GC's first tee on that Thursday, pictured here with New England's Rob Oppenheim, who gained entry via sponsor's exemption.

Also playing was our Section Champ & PGA National Club Pro Champion Richie Berberian Jr. who just missed the 3-day cut by one shot – but still earned 14K for his efforts. Belichick and partner Ricky Barnes missed the team cut by one shot as well. Oppenheim finished in the top 10 earning over 200K and a spot in the LA Open. Later, he credited his fine play to spending three days with the Coach and his Super Bowl success!

MAINE CHAPTER NEWS

Submitted by Maine Chapter President Jason Hurd, PGA

The Maine Chapter is finalizing the 2017 playing schedule, with some new tournament editions. We have brought on a Pro-Veteran Pro-Am event hosted by Martindale Country Club on June 20th. As well as adding in two separate Professional Day events on July 10th at the Woodlands Club, and October 2nd at Augusta Country Club. These professional day events are Pro-Pro events where teams are blind drawn based on participants. We hope you all try out this new and exciting format!

Sponsorships are constantly being pursued and any leads are always encouraged!

The Maine Chapter Spring Meeting will be April 27th at Augusta Country Club, time to be determined.

Looking forward to a great season!

MASSACHUSETTS CHAPTER NEWS

Submitted by Jacy Settles, Massachusetts Chapter
Tournament Manager

In December, prior to the Holidays, The Massachusetts Chapter took part in the start of the NEPGA Foundation by showing support to the Planting The Seed Foundation in Worcester, Mass.

Members Allan Belden, PGA Mark Aldrich, PGA, Shawn Du-rocher, PGA, and Brian Smith, PGA were at the drive to present the Foundation donation (\$1,000). The non-profit group is dedicated to helping Worcester-area youths who are homeless or about to become homeless. Outside of the annual toy drive, the group helps to provide underprivileged children with school supplies, access to resources, and summer camp activities. Our PGA Professionals showed support and made a generous donation at the group's annual toy drive for the holiday season.

The 2017 Massachusetts Chapter Schedule is almost complete and is as follows:

April 10 - TPC Boston - Pro-Pro - 6,6,6

April 20 - Myopia - Spring Meeting & Pro-Pro

June 7 - Foxborough CC - Pro+3am

Aiming for **September 5** for the Chapter Champ - TBD

Aiming for **Oct 24** for the Fall Meeting & Pro Pro - TBD

Nov 6 - Thomson CC - Individual Stableford

Nov 13 - Blue Hill CC - Pro- Pro

N.H. CHAPTER NEWS

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

The N.H. Chapter held a PGA MSR Education seminar on January 18th at Pease GC in Portsmouth. The seminar consisted of three separate learning experiences beginning with Greg Howell of the New Hampshire Golf Association who discussed the new Genius Handicap Software. PGA Head Professional and 2015 NEPGA Merchandiser of the Year, Gordon Swennes of Wentworth By The Sea, presented merchandising fundamentals and Dr. Greg Cartin of GC3 Performances Consulting, Sport Psychology, talked about the mental side of the game including mindful techniques to enhance performance.

Rich Berberian Jr. , Windham CC, participated in the AT&T Pebble Beach ProAm where he made the modified cut and qualified for the Genesis Open at Riviera Country Club where he missed the cut but shot a second round score of 69 in miserable weather conditions. Next up is the Puerto Rico Open on March 20-26.

The NHC will hold its annual Spring Meeting of members at Intervale CC on Tuesday, April 4, 2017 beginning at 9:00 a.m.

[Click here](#) to view the NHC 2017 Tournament Schedule.

VERMONT CHAPTER NEWS

Submitted by VT Chapter President Roger A. King, PGA

Winter is flying by and we will be golfing in New England before you know it. Our Vermont committees have been working hard to get our events scheduled and our budgets in line. I want to thank them all for their tireless work.

As golf professionals, we should always strive to find ways to increase the exposure of our great game. Personally, working at a resort that is predominately known for its skiing, it is my job to keep golf on the minds of our guests. One way we have done this is running SNAG golf clinics at the health club. After a day of skiing, we are able to get the kids and parents to spend an hour with me learning and having fun playing golf. This has led to additional lessons, questions about the course, and new golf pass holders. The hope in this is to increase the PGA brand and to continue to grow the importance of what we PGA members offer.

I would love to hear about some ideas that my fellow professionals that stay in snowy New England have to help golf stay relevant over the winter months. My email is rking@sugarbush.com.

Thanks and I hope you are having a great winter.

ASSISTANTS' ASSOCIATION NEWS

Submitted by Assistants' Association President Ryan Kesten, PGA

The NEAA board traveled down to the PGA Show this past January to see the latest and greatest of the golf industry and network with our fellow PGA members. For those who didn't get to attend here are just a few highlights; Flightscope will be launching a new entry level launch monitor, a new company called Blast Golf 360 has created a new teaching device to help instructors and students with putting, and Callaway had the booth of the century with the launch of their new driver the Epic.

This upcoming season is right around the corner and hopefully mother nature will allow most of the clubs to open in the month of April for play. The spring meeting for the NEAA will be held on May 4th at Marshfield Country Club. Golf will begin at 8:30am followed by our spring meeting. Following the meeting we will be having a draw party for the match play.

On April 6th the Assistants' Association will be having John Goulos who is a financial advisor give a presentation at Vesper Country Club at 7:00 PM...mark your calendars.

Sign up's for the annual season long match play will open on March 15th. The field will be limited to the 1st 32 individuals who register.

We are still looking for a few sites for the fall— if your facility has the ability to host an NEAA event please reach out to anyone on the board.

Sincerely,

The NEAA Board

SENIORS' ASSOCIATION NEWS

Submitted by Joan Stuart

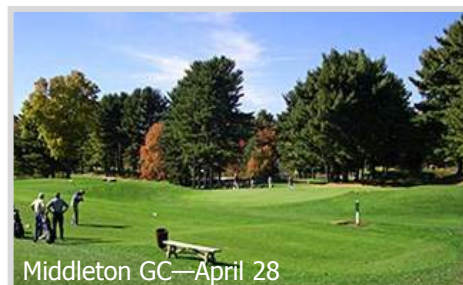
Seniors' Association 2017 Tournament Schedule

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 Sr Championship/Sr PNC Qualifier Okemo Valley GC
Sept TBA	Bass Rocks GC
October 4	Mt. Pleasant GC Pro-Pro
October TBA	Pleasant Valley CC
TBA	Kirkbrae CC

Come join the NEPGA Seniors' Association! If you are turning 50 years of age in 2017, you are invited to become a member of the Association and play in the Seniors' Association events. This year the Association is visiting a few new venues: Indian Ridge Country Club and Mt. Pleasant Golf Club.

Membership Dues are \$25 and the Seniors' 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](#).



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





PGA

New England Section
EST. 1916

Social Corner

New England PGA shared PGA Junior League Golf's video.
March 2 at 11:51am · 🌐



3,966 Views

PGA Junior League Golf
March 1 at 2:28pm · 🌐

Join a team today at www.pgajlg.com

Like Page

PGA Junior League Golf is growing in New England!

New England PGA @NEPGA · 22h

The @pgaofamerica announced today that shorts are OK in practice rounds at their Championships. Tell us what you think!

71% Cool! (Pun intended) ✓👍
29% Pros=Pants ✗

85 votes · 1 hour left

4 2



The PGA of America Announced it would be OK to wear shorts in practice rounds for all of its major championships today, tell us what you think!



New England PGA @NEPGA · Feb 12

Marcia Melone, PGA still cranking out lessons on day 2 of the @Greaternegolf! Swing by to get tuned up! @pgaofamerica



2 9

New England PGA Retweeted

Chris Sleeper @Sleepysgolf · Feb 11

Great job fighting back to make the cut @BerberianJr you're making the @NEPGA proud!

2 9

New England PGA @NEPGA · Feb 12

Let's go, Kirk!

Salem Country Club @SalemCC1895

Looks who is making a run in the @AllianzChamp? @SalemCC1895 Director of Instruction Kirk Hanefeld! #Golf #whowillwin #PGA 🏆🏆🏆

5

MEMBERSHIP UPDATES

Changes reported between 1/11/2017 & 3/5/2017

NEW APPRENTICES

Name	Class	Facility
Daniel R Britt	B-8	Purpoodock Club
Kevin B Ellis	B-8	Boothbay Harbor Country Club
Andrew W Gildea	B-8	Pinehills Golf Club
Travis P Mitchell	B-8	The Oaks Golf Links
Ryan D Train	B-8	Oakley Country Club

NEW MEMBERS

Name	Class	Facility
Matthew J. Bradbury, PGA	A-1	Crotched Mt. GC & Resort
Philip D. Cornetta, PGA	A-14	Sun 'N Air Golf Center
Jamey G. Magas, PGA	A-8	Newport Country Club
Brenden J. Mitchell, PGA	A-8	The Country Club
David L. Presutti, PGA	A-8	TPC of Boston
Diamo J. Streaser, PGA	A-8	The Country Club

NEW QUARTER CENTURY MEMBERS

Name	Class	Award Date
Albert J. Charest, PGA	RM	2/28/2017
David P. Melody, PGA	A-13	1/31/2017
Marcus M. Munsill II, PGA	A-6	1/31/2017
Gary M. Young, PGA	A-22	2/28/2017

NEW HALF CENTURY MEMBERS

Name	Class	Award Date
James M. Ellis, PGA	LM	1/31/2017

FIRST TIME TRANSFERS INTO SECTION

Name	Class	Facility	Transferred From
Christian A. Comeau, PGA	A-8	Wannamoisett CC	Illinois
Max J. Minnick, PGA	LM		South Florida
Michael A. Packard, PGA	A-11	PGA of America	Connecticut
Nick M. Torcivia, PGA	A-8	Essex County Club	Metropolitan

CLASSIFICATION CHANGES

Name	Class	Facility
Thomas J. Anthoine IV, PGA	A-4	The Quechee Club
Dan M. Botelho, PGA	A-8	Walpole Country Club
Matthew F. Closter, PGA	A-4	Woodstock Country Club
Stephen H Colt Jr., PGA	A-1	Country Club of Halifax
Max Doctoroff, PGA	A-11	New England Section
Kori D. Doring, PGA	A-11	The First Tee of New Hampshire
Brian D Gernux	B-1	Brookmeadow Country Club
Ron Hewins, PGA	LM	
Christopher A. Kasheta, PGA	A-13	Red Tail Golf Club
Jason P. Malcolm, PGA	A-8	Nashua Country Club
Peter K. Norton, PGA	A-6	Blue Hill Country Club
John Pawlak, PGA	A-1	Bretwood Golf Course
Douglas A. Ruttle, PGA	A-1	Alburg Golf Links

EMPLOYMENT CHANGES

Name	Class	Start	Facility
Dan M. Botelho, PGA	A-8	2/7	Walpole Country Club
Matthew F. Closter, PGA	A-4	3/15	Woodstock Country Club
Stephen H Colt Jr., PGA	A-1	3/9	Country Club of Halifax
Christian A. Comeau, PGA	A-8	2/14	Wannamoisett Country Club
Max Doctoroff, PGA	A-11	1/22	New England Section
Kori D. Doring, PGA	A-11	1/19	The First Tee of NH
Benjamin M. Egan, PGA	A-8	4/2	The Bay Club
William J Galvin Jr.	B-8	3/1	Bradford Country Club
Brian D Gernux	B-1	3/1	Brookmeadow Country Club
Richard J. Gray, PGA	A-8	2/4	Manchester Country Club
Christopher A. Kasheta, PGA	A-13	2/27	Red Tail Golf Club
Robert A. Keene, PGA	A-1	2/1	The International Golf Club
Jason P. Malcolm, PGA	A-8	3/1	Nashua Country Club
David P. Melody, PGA	A-13	2/1	Haverhill Golf & CC
Peter K. Norton, PGA	A-6	1/24	Blue Hill Country Club
Douglas A. Ruttle, PGA	A-1	3/1	Alburg Golf Links
Nick M. Torcivia, PGA	A-8	1/30	Essex County Club

In our next issue...

Upcoming Tournament News

Volunteer Opportunities

*Highlights from National Golf Expo Boston
and the NEPGA Teaching & Jr Golf Summit*



PGA

New England Section



MARKETPLACE

For Sale:

- 15 Clothing Racks
- GC2 Launch Monitor
- Custom Club Rack
- Pro Shop Counter
- 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**

It's Back!
**North Shore
Golf Magazine**

[Click here to
check it out!](#)

NEPGA SECTION STAFF

Michael J. Higgins
Executive Director
mhiggins@pgahq.com

Dave McAdams
Director of Operations
dmcadams@pgahq.com

Max Doctoroff, PGA
Tournament Director
mdoctoroff@pgahq.com

Joan Stuart
Accounting/Finance Director
jstuart@pgahq.com

Ron Green, PGA
Rules & Championships Director
rgreen@pgahq.com

Jacy Settles
Director of Junior Golf Programs
jsettles@pgahq.com

Kristen Garrone
Marketing & Communications Manager
kgarrone@pgahq.com

Chris Clayton
Asst. Tournament Director
cclayton@pgahq.com

NEPGA CHAPTER TOURNAMENT MANAGERS

Mike Arsenault, PGA (ME)
Ch. Tournament Manager
Cell 207.310.1648
marsenault@pgahq.com

Dave Christy, PGA (VT)
Ch. Tournament Manager
Cell 802.476.7007
dchristy@pgahq.com

Mickey Herron, PGA (CC/RI)
Ch. Tournament Manager
Cell 508.505.5120
mherron@pgahq.com

Frank Swierz (NH)
Ch. Tournament Manager
Cell 603.493.5282
f.swierz@comcast.net