



# PGA

New England Section

# Full Swing

Official News Magazine of the New England PGA

November 2015

## SWORN IN:

# NEPGA Officers



### WHAT'S INSIDE

Messages from NEPGA  
President

Awards Dinner Highlights

Upcoming Winter Events

PGA Scholarship Application

*Pictured left to right:*

*Ron Bibeau, PGA  
Vice-President*

*Rob Jarvis, PGA  
President*

*Larry Kelley, PGA  
Honorary President*

*Allan Belden, PGA  
Secretary*

# CONTENTS

President's Message...3

Executive Director's Message...4

Fall Meeting Video...5

NEPGA Credit Card...6-7

Awards Dinner...8

Tournament News...10

PGA of America News...12

Section News...13-15

Junior News...15

Employment News...16

Membership News...18

Social Media Highlights...19

Chapter News...20-25

Member Updates...26

Bulletin Board...27

## FRONT COVER:

Officer elections were held at the NEPGA Annual Fall Meeting on October 26th at The Haven Country Club in Boylston, MA.

## NEPGA OFFICERS



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# PRESIDENT'S MESSAGE: Rob Jarvis, PGA



It is with great excitement that I write to you today. It is truly my honor to be selected by my fellow NEPGA Professionals as the 36th President of the New England Section PGA. You have entrusted me with our highest office. With that comes a great responsibility and I accept that with open arms.

One of the tasks I look most forward to as President is contributing to our newsletter. When I was 19 years old, and a course marshal at Bangor Municipal Golf Course, I remember picking up the NEPGA Newsletter in our pro shop on a rainy day. In those days there was no internet and we mailed the monthly updates to each member club. It was that day I was first exposed to the New England Section. I was certainly aware of its existence, but not on the grand scale I am now.

I remember reading about tournament results. The names Dully, Hanefeld, Barkhouse, & Parajeckas seemed to be always taking care of business on that end. I also learned that there were meetings, growth of the game programs, education seminars, and great rules articles from Ron Green, PGA. It opened my eyes to a whole other world and encouraged me even more to become a PGA Professional like those I read about each month.

While reading those newsletters all those many years ago I never would have guessed that I would have the opportunity to lead the NEPGA into our next 100 years. I have great enthusiasm for our section and its professionals and I am very excited about continuing where President Kelley left off. We have the best staff in the country and

getting to know them even better on the campaign trail has given me a greater respect for the work they do for us and the attention to detail in which they do it.

Executive Director Mike Higgins is one of our greatest assets. His passion for our members and our section is the driving force behind our success. I look forward to working closely with him, and the rest of our staff, to continue our steady growth and cement the NEPGA as the best section in the country.

I am committed to working on your behalf. This is OUR Section and it is my intention to communicate with you as much as possible and make sure all of your needs are addressed. We have a solid plan for things to come, but I certainly do not have all the answers. If we are to achieve true greatness, we must do it as an association of members and not just a hand full of elected officials. I am very accessible and genuinely hope to hear from as many of you as possible. If you have issues to address, email is the best way to establish initial communication.

We have a lot to look forward to in the coming year. It is not only our centennial year, but the year I believe we will ascend to even greater heights. It is my honor to be a part of that and serve your best intentions. I look forward to hearing from you, and please enjoy the last remaining weeks we have left of this golf season!

Respectfully,

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

## Thank You

*The New England Section would like to thank its outgoing Officers and Directors for their years of tireless service to the 1100-plus Members and Apprentices of the NEPGA. Jimmy Noris, PGA of Dedham Country & Polo Club served as Secretary, President and Honorary President from 2009-2015. Susan Bond, PGA, Sales Representative for Straight Down Apparel, PGA Magazine and Barrington Gifts served as Secretary and Vice President from 2011-2015. District Directors Troy Pare, PGA and Zack Wyman, PGA of Vermont National CC served consecutive three year terms for the Rhode Island and Vermont Chapters respectively from 2009-2015. Thank you all for your service!*

## ▶ NEPGA Fall Meeting Video



# EXECUTIVE DIRECTOR'S MESSAGE:

## Michael Higgins



Every November the New England PGA takes a step back after a long fall to reflect on the season and try and catch our breath. Many facilities have already closed their doors for 2015, and many more will soon follow, as the days continue to get shorter and unfortunately a little colder as well. November always kicks off with our Sections final travel Pro-Am of the season – The NEPGA Las Vegas Pro-Am. Thirty four teams made the journey west this year and congratulations to John Hickson, PGA and his team on their 2015 victory. This makes back to back victories for

John, and I “bet” (Vegas humor) there are thirty three teams that will be trying to dethrone the champ next year!

Also in November the New England Section celebrated our Award Winners at our Annual Awards Banquet at The Haven in Boylston, MA. What a special night! The evening is a gathering of the Sections premier PGA Professionals and their families to celebrate their wonderful accomplishments. Once again I would like to congratulate our 2015 Award winners and Hall of Fame inductees. If you have never attended this evening please make every effort for next year. It truly is an inspirational evening.

Following the Awards Banquet your Section Officers and I traveled to Palm Beach Gardens to represent the New England Section at the 99th Annual Meeting of the PGA of America. For me this week is always an uplifting few days that excite me to bring back new ideas to New England and make what we do just a little bit better. At the meeting we were fortunate to listen to a presentation by the former Chief Marketing Officer of Southwest Airlines, Mr. David Ridley. Ridley spoke about Southwest’s obsession with putting its people first. “The only way to consistently deliver remarkable service on the front line is if your people are being treated in a manner that reflects how you want them to treat the external customer.” Ridley also said “we are in the people business, and we just happen to fly airplanes.”

I started to think about his comments and I could not help but relate them to PGA Professionals. PGA Professionals are in the people business, who just so happen to run golf tournaments, teach the game, merchandise, run successful operations, etc...(for more on what PGA Professionals do, just refer to the PGA Badge ad) Our industry is the people business. How we treat our customers, how we service our members and what kind of experience we create at our facilities, impacts their lives and ultimately your business. Your Section Staff understands that we are in the people business and I hope you see this in the events and programs that we conduct. We promise to continue that philosophy in all of what we do.

Lastly, I would like to thank each and every NEPGA Member and Apprentice for their support and dedication to their Chapter and Section in 2015. Our membership is the backbone of the New England PGA and we truly have one of the best Sections in the country. I take that back...it’s the best!

Have a safe and happy Thanksgiving holiday and please reach out to your Section Staff if there is ever anything we can do to help you.

Respectfully,

Michael Higgins  
Executive Director  
New England PGA

## Important Dates

### NOVEMBER 2-4

Las Vegas Pro-Am  
Paiute Golf Club

### NOVEMBER 7

NEPGA Special Awards Dinner  
The Haven Country Club

### NOVEMBER 11-13

PGA Annual Meeting  
PGA National Resort & Spa

### DECEMBER 14

Deadline to Submit NEPGA 2016  
Award Nominations



View more photos from our recent events on the NEPGA Facebook page.





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**PGA**  
New England Section



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# 2015 New England PGA Award Winners



Back Row, L to R: **Mark Aldrich, PGA**, Assistant Golf Professional of the Year; **R.J. Austin, PGA**, Merchandiser of the Year-Resort; **Jim Sheerin, PGA**, Hall of Fame Inductee; **Allan Belden, PGA**, Golf Professional of the Year; **Donnie Lyons, PGA**, Hall of Fame Inductee; **Bob Giusti, PGA**, Patriot Award Winner; **Brian Bickford, PGA**, Player Development Award Winner

Front Row, L to R: **Jim Salinetti, PGA**, Youth Player Development Award; **Rob Jarvis, PGA**, Horton Smith Award Winner; **Joanne Flynn, PGA**, Bill Strausbaugh Award Winner; **Ray Lajoie, PGA**, Deacon Palmer Award Winner, **Graham Cunningham, PGA**, Teacher of the Year; **Mark Gammons, PGA**, Merchandiser of the Year-Private

Not pictured: **John Tuffin, PGA**, Merchandiser of the Year-Public; **Shawn Warren, PGA**, Player of the Year

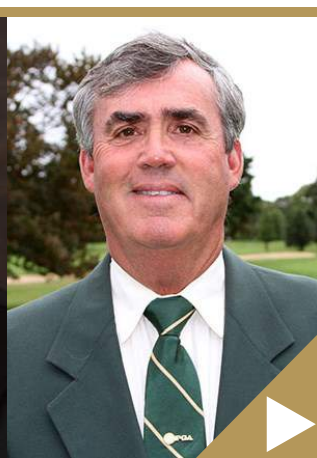
## WATCH: Special Award Winner Videos



Golf Professional of the Year



Hall of Fame Inductees



Deacon Palmer Award Winner





# ORANGE WHIP®

**The Orange Whip** is excited to partner with the New England PGA Section. We are looking forward to meeting everyone, as we attend different events throughout the year, and helping you promote the game of golf in New England. Together we can make golf more fun and enjoyable for everyone.

## New England Off-Season

The lack of swing activity during the off-season negatively affects the fundamentals of the golf swing. The time off leads to a...

- Loss in your Rhythm, Tempo, Timing and Balance
- Decrease in Flexibility
- Decrease in Strength & Coordination of the Golf Muscles
- Loss of Confidence

## Orange Whip 5 Minute Off-Season Routine

Why come into next golf season and have to develop your swing all over again. Start the year in mid-season form and start lowering your handicap on day one!

Follow these 5 minute drills on a daily basis and your golf swing will thank you.

1. Torso Twist [\[VIDEO\]](#)
2. Hinging Forearm Rotation [\[VIDEO\]](#)
3. Full Swing [\[VIDEO\]](#)

Check out our wholesale price list, sales packages, and training brochure by [clicking here](#) or call 877-505-9447.

**Customize the Orange Whip for Your Next Member/Guest or Other Event** [\[Click Here\]](#)

## All About the Orange Whip

The past few years have been a testimony to the Orange Whip's quality and effectiveness.

- **Voted #1 Teaching & Training Aid by PGA.com**
- **Voted #1 Teaching & Training Aid by the GRAA**
- **Used by over 300 PGA, LPGA and Champions Tour Players**
- **Endorsed by over 75 of the top 100 Teaching Professionals**
- **Top swing trainer choice of PGA and LPGA Members**

Thank you for your support!

Jim Hackenberg, PGA





# Hickson Doubles Down in Vegas

The NEPGA held the 15th Annual Las Vegas ProAm November 2-4 at the Las Vegas Paiute Resort, 25 minutes northwest of the Las Vegas Strip, with 34 teams from the New England Section competing over three rounds on the Sun, Snow and Wolf Mountain courses, all designed by the legendary Pete Dye. The teams were met with a Goldilocks & the 3 Bears assortment of weather; one day hot, one day cold and one just right. Despite some howling winds, the golf was still remarkable, with many teams shooting under par each day. None better than 2014 Champion John Hickson (with a few different partners), whose team fired a three round total of 382, or 50-under par in the 2 Best Ball of 5, Gross plus Net format. This was good for a 14 shot victory over the team from Windham CC led by Marc Spencer. A very special thank you to Five Star Golf Cars for sponsoring, as well as Garmany Golf & Travel for hosting our first ever Ireland Golf Experience Shootout, won by Greg Bonheur from Windham CC.



- 1<sup>st</sup> Sebasco Harbor -50, 382
- 2<sup>nd</sup> Windham CC -36, 396
- 3<sup>rd</sup> Ridgewood CC -35, 397
- 4<sup>th</sup> Ould Newbury GC (Margeson) -31, 401
- 5<sup>th</sup> TPC Boston (Baldassare) -22, 410

## Pack Your Bags! Upcoming Winter Events

### 2016 NEPGA

January 30, 2016  
10am Tee Times \$350/Team  
Disney's Magnolia Course  
R.J. Shepherd Co.

## WINTER PRO-PRO

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

[Register Here](#)

# PGA

New England Section

## Casa de Campo Pro - Am

La Romana, Dominican Republic  
March 1-6, 2016

[Register Here](#)





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read the FAQs**



**ENROLL**

**4**





## PGA Financial Assistance Fund Scholarship Application

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

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

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

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

### High School Graduating Senior:

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

### Current College Student (has not reached senior year) :

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

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

**Apply Here**

## 2016 PGA Winter Championships Schedule

The PGA Winter Championships is a six-event series for PGA members played in January and February at PGA Golf Club in Port St. Lucie, Fla. Registration is now open! [Click here](#) to view more information on each of the events listed to the right:

Quarter Century Championship  
Senior Stroke Play Championship  
Senior-Junior Team Championship  
Women's Stroke Play Championship  
Stroke Play Championship  
Match Play Championship

## PGA Professional Player of the Year Standings

Rich Berberian, Jr. currently rounds out the top 10 players in the race for the 2015 OMEGA PGA Professional Player of the Year. The winner will be named on Saturday, December 19, 2015, after the last PGA Tournament Series event. [Click here](#) to view the standings as of November 17th.

## District 1 Director Report: Donnie Lyons, PGA



[Click here](#) to view the PGA of America Highlight Summary for the month of October including the 2015 PGA Hall of Fame class announcement, Senior PGA Professional National Championship highlights and the winner of our PGA Player of the Year Award.



## 2016 NEPGA Special Award Nomination Forms

The NEPGA is currently accepting nominations for the 2015 Section Special Awards. The Section is asking for members in good standing to complete and submit the nomination form(s) by December 14, 2015. The online forms were emailed to NEPGA members on November 16th. If you need the award nomination forms emailed to you again, please contact Joan at the Section office, [jstuart@pgahq.com](mailto:jstuart@pgahq.com).

Thank you in advance for taking the time to participate in the special awards nomination process!

## 2015 NEPGA Partners

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

### Thank You!



## Ouimet Scholarship Fund: Boston Marathon

The Francis Ouimet Scholarship Fund is proud to partner with the John Hancock Boston Marathon Non-Profit Program once again to charity bibs for the 120th running of the Boston Marathon on April 18, 2016! Are you, or someone you know, interested in running and raising money for Ouimet Scholarships?

### What selected #TEAMOUIMET runners receive:

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- Official #TEAMOUIMET gear
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- Pre-Marathon Team Dinner
- Great sense of pride for making Scholarships possible

Apply Today at [ouimet.org](http://ouimet.org)!

## #TEAMOUIMET





### NEPGA Through the Years

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

#### ***The NEPGA Incorporates***

*The NEPGO officially became incorporated within the Commonwealth of Massachusetts on February 2, 1921, when its certificate of organization was filed with Secretary of State Frederic Cook. The names attached to the filing were Burgess, John J. Keenan, C. Harry Bowler, Herbert Nicolls, George Dernbach, Donald Vinton and David G. Tait.*

*The leadership held its first official meeting on that same day at 16 Hawley Street, in Boston's Back Bay.*

*The NEPGO conducted its first tournament that April with Bowler serving as host professional at Winchester Country Club. Forty-four players took part, with Worcester's Willie Ogg the winner. Bowler reported the organization had grown to seventy-nine members and the treasury was growing at a healthy rate.*

*More important, the NEPGO was successfully acting as an employment arm, assisting members in securing jobs. The group received an endorsement of sorts from noted golf course architect Donald Ross, whose summer base of operations was in Rhode Island. Ross's career in America had started at Oakley Country Club in Watertown, Mass., and Essex County Club in Manchester. Ross's connection to the newly-formed organization inspired him to donate a trophy in his name to be awarded to the NEPGO champion. The trophy was later renamed in honor of long-time NEPGA president Tom Mahan, Sr.*

*In an attempt to ensure its standing in the larger golf community, the NEPGO made it part of its mission to work cooperatively with the United States Golf Association and the regional amateur golf associations.*

*Next up tourney-wise in the inaugural season was an amateur-professional better-ball event at Woodland, won by Belmont Springs pro Bert Nicoll and member H.H. Marden with a 36-hole aggregate of 136. Next came an historic mixed foursome match pairing NEPGA pros with members of the Women's Golf Association of Boston (later to be renamed the Women's Golf Association of Massachusetts). Reportedly this marked the first such pairing in the country sponsored by a professional organization.*

*NEPGO membership grew to one hundred and five by mid-season (115 by year's end), an impressive number since there were fewer than one thousand professionals in the U.S. at the time. Several more amateur-professional events were conducted, leading up to the climax of the competitive season in October, the inaugural NEPGA championship at Myopia Hunt Club, won by Gil Nichols of Providence by one shot over Frenchman Louis Tellier.*

*The first formal year of the NEPGO ended with the conduct of fifteen tournaments in which \$2626 in prize money was awarded. Moreover, the organization had made significant progress in establishing a benevolent fund and an employment service. Boston sportswriters credited Burgess by year's end with forming a group of golf professionals who were "probably better organized ... than any other group of golf instructors in the country." In the eyes of many expert golf observers, the NEPGO had in one year become a yardstick by which all other PGA sections in the country could measure themselves.*

*The PGA of America had taken note of the immediate success of the NEPGO as a successfully, self-governed entity. Word had gotten out to other sections as well. Thus, the PGA of America was prepared to respond. The NEPGO's revolt had paid dividends. The National began a thorough reorganization in 1922 that took eighteen months to complete.*

*Burgess and Friends responded in kind at its annual meeting on May 1, 1922, by voting to affiliate with the PGA of America, as George Sargent wrote in *The Professional Golfer of America* magazine. Sargent's article noted that it was hoped that "all other associations not yet affiliated will soon follow in the footsteps of New England, Western Pennsylvania and West Virginia, Ohio and Wisconsin."*

*Most important, the PGA of America's constitution was revised, enabling the regional sections, like the NEPGO, to be one hundred percent independent. The sections would have their own officers to conduct their own affairs, while at the same time electing one representative to serve on the national executive committee. As a result, the NEPGO voted to re-join National, at which time the PGA of America recognized the New England Section as the NEPGA, rather than the NEPGO.*



## SECTION NEWS *Continued...*

### 2015 Special Olympics Tournament

The highlight of the 15th annual NEPGA/Special Olympic Tournament held at the Braintree Municipal Golf Course on Sunday October 18th was the presence of four NEPGA female members playing and coaching Special Olympic athletes. Beth O'Kelly PGA, Karen Gray PGA, Lettie Trespasz PGA, and longtime supporter of the tournament Susan Ladd Bond PGA. The presence of these four women along with LPGA member Pam Kerrigan added a great deal to the tournament. These golf professionals are fantastic role models to our female Special Olympians. Steve Clancy PGA and Tom Waters PGA have been helping Special Olympic athletes for fifteen years. Their support of this tournament is much appreciated. John Fields PGA played in our tournament for the first time and was extremely generous in bringing tee prizes for our athletes. My final highlight of the tournament was Frank Dully PGA playing in the tournament with my friend blind golfer Bill McMahon. Frank Dully and Bill McMahon were classmates at Holy Cross College. It was great to have them playing together at our tournament. Many thanks to all the PGA professionals who participated. You cannot believe how much it means to our sixty eight Special Olympic athletes to have the chance to play with "real pros."

Thank you to the PGA golf professionals and all of the other volunteers who were part of this NEPGA Special Olympics Tournament on October 18th: Ron Bibeau, Tom Waters, Steve Demmer, Keith Barber, Mark Nelson, Pam Kerrigan, Chip Johnson, Chris O'Rourke, John Fields, Dan Gaughan, Karen Gray, Frank Dully, Lettie Trespasz, Beth O'Kelly, Francis Kolarik, Rick Veitch, Bill Maguire, John Gordon, Scotty Allen, Susan Ladd Bond, Eddie Whalley, Kevin Jean, James Falco, Jeffrey Friel, Chuck Yeager, Steve Clancy, and Bob Beach.



[Click here](#) to view more photos from the event on our **Community Outreach** page.

## NEWS FROM THE JUNIOR TOUR: Jacy Settles



*NEPGA Junior Tour  
presented by*



consisted of bowling and lunch. It was a fun time as funny stories were shared, feedback about the intern experience was given, and opinions of how to improve the NEPGA Jr Tour were heard. Every year I am always eager to have this event as it provides what I previously mentioned, but most importantly it allows me to display my appreciation to the team for all their hard work for the summer.

I hope this finds you well. When the NEPGA Jr Tour summer season officially ended in August, I hosted the NEPGA interns to an outing which

Considering how busy we all are throughout the golf season, it is very easy to forget to show your thanks & appreciation for a job well done. I urge you not to forget all the hard work your staff has given you and please show your appreciation in some fashion. Doing such only makes your employees want to return year after year and motivates them to continue to be dependable and reliable. So as your golf season comes to a close and some of your staff leaves until next year, don't forget all the extra effort that was given by your staff to support you—show them your appreciation.

## EMPLOYMENT MESSAGE: Michael Packard, PGA



### Planning for 2016, don't forget the pending FLSA

On June 30<sup>th</sup> 2015, the Department of Labor announced it would propose overtime regulations that would entitle overtime pay to most salaried workers who earned Less Than \$50,440 per year. This change is part of an effort to help grow and strengthen the middle class. The Department of Labor published an announcement on July 6<sup>th</sup> of this year in the Federal Register entitled, "Notice of Proposed Rulemaking" and invited comments prior to September 4<sup>th</sup>.

If approved and implemented, the rule would increase the salary threshold under which salaried executive, administrative and professional workers are entitled to overtime compensation. The current threshold of \$455.00 per week (\$23,660 annually) would increase to \$970.00 per week (\$50,440 annually).

The PGA of America along with allied golf associations (CMAA, GCSAA, and NGCOA) submitted an industry-wide document to the Department of Labor prior to the September 4<sup>th</sup> deadline. At this time the Department of Labor is analyzing submitted comments on the proposed rule and is expected issue a final ruling in early 2016. It is also expected that once finalized, an accelerated implementation period of approximately 90 days will take place.

[Click here](#) for more information on the Proposed Overtime Rule.

[Click here](#) for Industry Comments to the Department of Labor.

Below are some **High-Level** thoughts to consider, regardless of your current employment status:

- New rule modifies the minimum weekly salary
  - ~ Any salaried employee making <\$970 per week will be due overtime pay
  - ~ Commissions, nondiscretionary bonuses and incentive pay are NOT included in salary
  - ~ Primary test for exemption will likely change
- New rule also modifies the Highly Compensated Employee yearly salary
- New rule will likely impacting staffing levels, worker shifts and compensation packages for all employees
- A new multi-factor "economic realities" test would be established to classify workers – effective now
  - ~ Guidance sets out (6) factors to review (no single factor determines classification)
    - \* Is the work performed an integral part of the club business?
    - \* Does the worker's managerial skill affect their ability to make a profit or loss?
    - \* What are the investments in each business by club and worker?
    - \* Does the work require a special skill or initiative?
    - \* How permanent is the relationship between worker and club?
    - \* How much control does the club have over the worker?
      - ❖ KEY – look at all factors and decide how economically dependent or independent the worker is from the club
- If it can be explained the worker is in a business for themselves, then it is more likely they will be seen as an independent contractor

*The Department of Labor stressed the definition of an "employee" is to be liberally interpreted to provide broad coverage for workers – the basic intent is to classify most workers as "employees".*

Clearly the pending rule change could dramatically impact the golf industry and how golf facilities operate their business. Many golf operations are considered small businesses, and do not have the flexibility with their budgets to significantly increase wages to employees. There exists the potential to lay off employees or decrease hourly wages in order to prevent a significant impact to their annual budget.

Please take time to familiarize yourself with the Proposed Overtime Rule as well as the Industry Comments on PGA.org.

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# *Golf Membership Consultants are now Golf Life Navigators*

## *Simplify the Florida Relocation Process*



**Company does legwork free of charge, identifies ideally suited club and real estate options**

According to census data, 10,000 people will turn 65 each day this year – and every day for the next 10plus years. Add that 300,000 people a year have moved to Florida in each of the past three years and you've got what business-owners term "critical mass." That is, market demographics and demand are there for the right products and services to thrive through providing consumers with what they want, how they want it. Golf Life Navigators is a company born from this time-proven business formula.

GNL's executive team are lifestyle-enhancing trusted advisors – PGA of America professionals and real estate experts with vast market insight and relationships – who help people moving to and or relocating in Florida find and select the golf club or real estate property best suited to their wishes. It's a much-needed service as there are more than 1,200 clubs in Florida and tens of thousands of homes, condos and other real estate properties from which to choose.

Trying to wade through all of that data is stressful, overwhelming and virtually impossible for individuals and couples. Want a golf club that has many other active-lifestyle amenities and social programs? More interested in a pure golf experience where walking is encouraged and tee times easy to secure? Is living on or near the water the first consideration?

Enter GLN. After consulting with clients and learning their unique circumstances and desires via in-depth analysis, it skillfully guides discerning golfers, club members and home buyers to the places best designed to befit their unique lifestyle and financial plans.

PGA Professionals are renowned for their commitment to service guests and members in exemplary fashion. This dedication courses through the company's service DNA. Helping clients surgically narrow their choices to a select few is the tip of the iceberg. They escort them to prospective clubs and properties. Play golf with them on the club's course(s). Introduce them to the GM, Director of Golf, Social Events Manager, even other club members or property owners for first-person testimonial feedback.

Through its carefully vetted network, GLN offers clients top-rated service providers to further make stress-free and confident decision-making. Need a Florida tax expert? No problem. Interested in consulting a top interior designer? Easy. You name it, GLN has thought of it, which is precisely why the company was started.

"Time and again our members and guests would ask us every question imaginable," said GLN President Jason H. Becker. "They'd ask about equity memberships nuances, how to find a reputable HVAC company, what are the best restaurants and wine bars – it was clear our experience in the market and Florida golf and real estate lifestyle was unparalleled. Because we provide our consulting services to clients without charge, they know they can trust us. That's what we want – clients for life, friends for life. We're not some sterile business driven only by self-interest. We're exist to ensure one of the most important decisions of our clients' lives is made with confidence and enjoyment." GLN's real estate divisions – Golf Life Properties and Aberdeen & Crail – find primary and secondary residences in gated golf and non-golf communities. For more information, visit [GolfLifeNavigators.com](http://GolfLifeNavigators.com) or call 800-447-8707.



## Your View From The Fairway

### NOVEMBER MEMBERSHIP NOTES: Joan Stuart

#### Annual Holiday Scholarship Appeal

With the holiday season approaching, the NEPGA Scholarship Fund Committee is holding its annual Holiday Appeal asking for your help and support. Since 1985, children and grandchildren of New England PGA members have been awarded college scholarships through this Fund. Today, faced with ever increasing tuition costs, more and more of our members are in need of financial assistance in order for their children to attend college. At the same time, we have experienced large increases in the number of applicants over the last few years. The Fund is in need of donations if it is to continue to help deserving students reach their academic goals. The Fund has two main venues for fund raising, the annual Scholarship Pro-Am's and individual donations. If you participated in one of this year's Scholarship Pro-Am's, please accept our heartfelt thanks. We hope everyone will put the 2016 events on your calendar as soon as the dates are published and make plans to participate. Perhaps you could plan now to build the entry fee into your club budget for next year. During this holiday season, we ask that each New England PGA Member make a tax deductible donation to the fund, preferably by December 31, 2015. Any amount you can contribute will be most welcomed and appreciated.



Please [click here](#) to submit your donation online or [click here](#) to download the Donation Form. You will receive a personal letter acknowledging your contribution for income tax purposes. On behalf of the entire Scholarship Committee and all the NEPGA students we will assist, please accept our sincere thanks for your valuable support. Last year we surpassed our goal of \$5,000! Please help us do the same this year with a goal of \$6,000.

#### Looking for an Assistant for the 2016 Season?

All NEPGA Professionals who would like to list an Assistant Professional or Teaching Professional opening for 2016 on [www.nepga.com](http://www.nepga.com) can email the information on those openings to Joan Stuart at [jstuart@pgahq.com](mailto: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 resumes, the dates of employment, and contact information. It is always recommended that these positions are also posted on [www.pga.org](http://www.pga.org). Also, if you need help for outside operations or are looking for a position for yourself, we can also list those for you. If you are interested or have any questions, please call the NEPGA office 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](mailto:jstuart@pgahq.com) if you would like to use this service.

#### Worth Repeating!

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

#### 2016 PAT Sites Needed

The Section is looking for potential PAT sites for 2016. Ideally, we would like to have at least one PAT in every state in our Section. [Click here](#) to view the course requirements. If your facility is interested, please contact Joan Stuart at the Section office at [jstuart@pgahq.com](mailto:jstuart@pgahq.com) or 508.869.0000. The process of selecting the venues for 2016 will not be finalized until mid-December.





# PGA

New England Section

## Social



## Corner

**"@OuimetFund: Last night Donnie Lyons, PGA & Jim Sheerin, PGA were inducted into the @NEPGA Hall of Fame. Well-deserved, congrats! #PGA #WorkinGolf"**



**"@PGAcom - New England @Patriots place kicker Stephen @Gostkowski explains how golf helps him kick: [go.pga.com/1kwT9wP](http://go.pga.com/1kwT9wP)"**

**"@NEPGA: Happy Halloween from the New England PGA! Here is our Director of Junior Golf Jacy Settles at today's New England PGA Junior Tour event at Woods Hole Golf Club."**



**"@newenglandpga - The Avidlia Cup Trophy has reached the 1st Tee."**

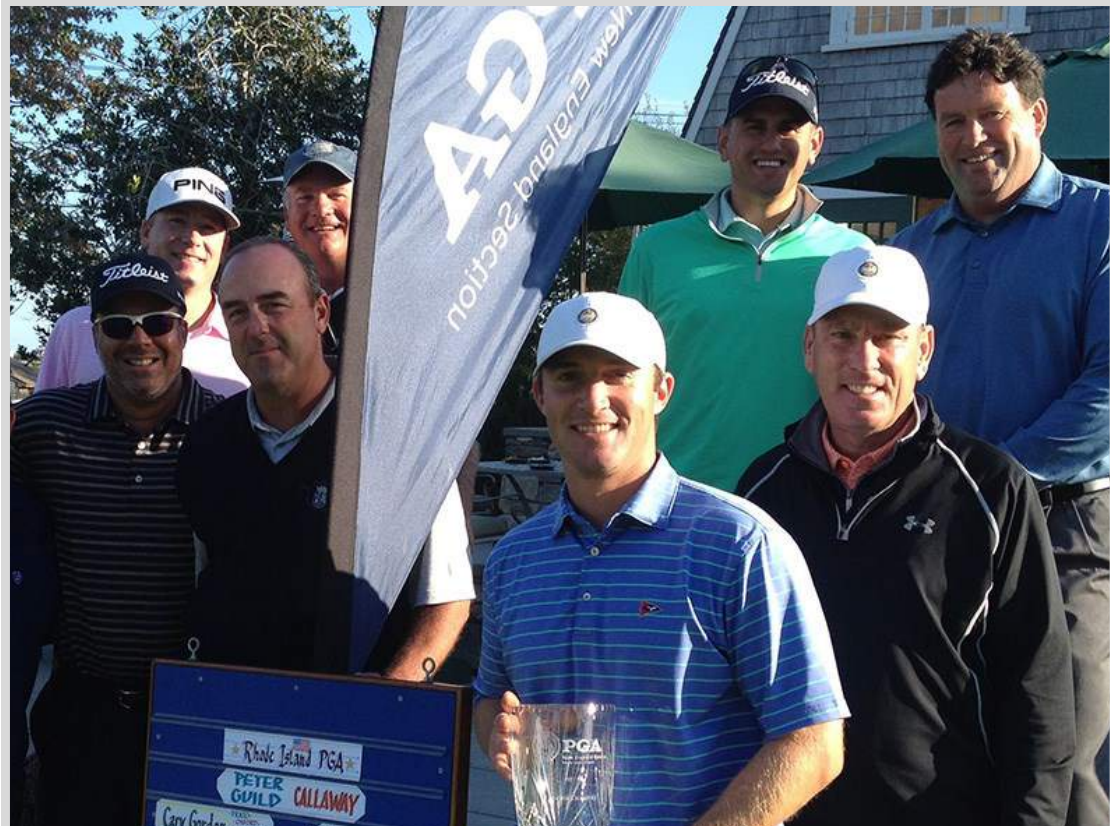


# CAPE COD & RHODE ISLAND CHAPTER NEWS

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

## 2015 Chapter Champs Crowned

Top: 2015 Rhode Island PGA Chapter Champion Brendan Ray, PGA of Carnegie Abbey is surrounded by some of his colleagues at Sakonnet Golf Club in early October – (back row L to R), Mark Cunningham, Ed Kirby, Brent Amaral, Paul White – (front row L to R), Shane Drury, John Rainone, Ray, Bob Tramonti.



Bottom Left: Sakonnet GC hosted the RIPGA Chapter Championship.

Bottom Left: The Bay Club's PGA Assistant John Paesani is presented his Tournament Solutions crystal from outgoing President Jesse Schechtman at Hyannis GC after capturing his first Cape Cod PGA Chapter Championship in late October. Paesani is former two-time CT Section Champion! Peter Guild, representing Callaway Golf, was presenting sponsor for both the Rhode Island and Cape Cod Chapter Championships!







## Chapters Welcome New Boards

Top Left: Acoaxet Club's PGA Head Professional Brent Amaral was elected the 2016 Rhode Island Chapter President joined by new Secretary-Treasurer Tony DiGiorgio (Crystal Lake PGA HP), Tournament Committee Chairman Shane Drury (Swansea PGA HP), new NEPGA District Director Mike Bradshaw (Kirkbrae PGA HP and returning Education committee Chairman) and Past President Dave Tiedemann (Shelter Harbor PGA HP).

Top Right: The Ridge Club's PGA Head Professional Jay Askew (pictured here after shooting 66 in the 2014 Pro-Senior) was elected the 2016 Cape Cod Chapter President joined by new Secretary-Treasurer Eric Steindel (The Wianno Club's PGA HP), Tournament Committee Chairmen Matt Baran (Oyster Harbors PGA) & Tim Watroba (Hyannisport PGA), and returning board members Education Committee Chair Tracy Djerf (The Bay Club PGA), Junior Golf Committee Chair Roman Greer (Cranberry Valley PGA HP), NEPGA District Director Greg Yeomans (The Bay Club PGA HP) and Past President Jesse Schechtman (Hyannis GC PGA HP).

## 2015 Cape & Rhode Island POY

Bottom Left: The Club at Yarmouthport's Bob Miller, pictured here with his winning Pro-Lady winning team last June, captured the 2015 Dutch Wessner Award, sponsored (\$1,500) by Brad Sherman's 15thgolfclub.com company, emblematic of the year long Player-of-Year title on the Cape. Miller was followed in the points standings by: Paesani, Askew, Baran & Yeomans.



After winning the Chapter Championship in Rhode Island, Brendon Ray vaulted to the top of the 2015 Les Kennedy Award. An anonymous \$1,500 sponsor financed prizes to the top five places: Ray, Tramonti, Rainone, Rick Finlayson & Kirby.





## MAINE CHAPTER NEWS

*Submitted by Tom Moffatt, PGA, Maine Chapter Operations Manager*

The season came to a close in Maine in the month of October with an exciting finish to our Pro Assistants Championship and several changes within the Chapter and Section officers. The season ending Pro-Assistants Championship was held at Martindale Country Club and we had three teams finish atop the leader board with 68's. The team consisting of PGA Head Professional Dan Limauro and his assistant Brett Smestad from The Ledges (pictured right), PGA Head Professional Chad Penman and his assistant Lucas Cromeenes from Boothbay Harbor, and PGA Head Professional Jim Fairbanks and his assistant Curtis Goldsberry from Dunegrass Country Club all headed back to the first tee for a sudden death playoff. Winning the event on the second playoff hole was the team from the Ledges. Congrats and thank you to Host Professional Nick Glicos and the Martindale CC staff for hosting. A Special Thanks goes out to our sponsor Robby Brown and Club Car.



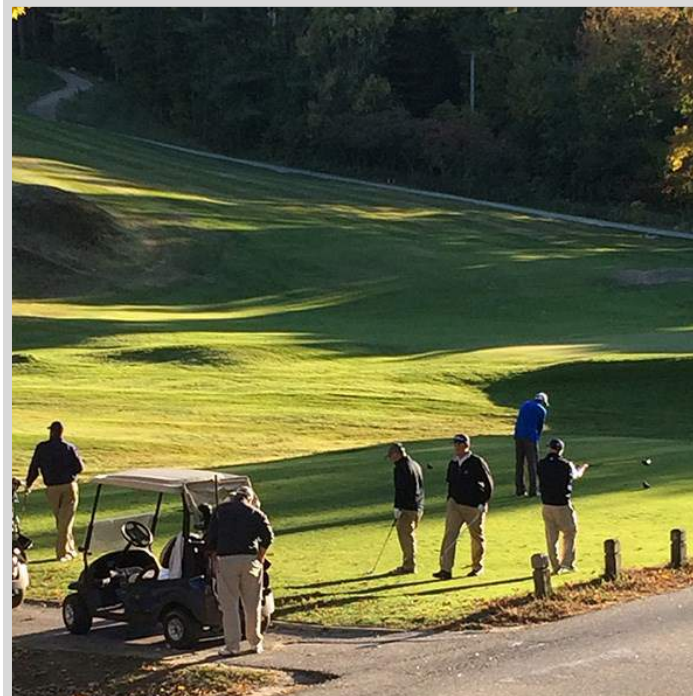
Congrats to all the newly elected officers to both the Maine Chapter and at the Section level. Rob Jarvis, PGA Professional from Bangor, has been newly elected as the President of our Section. Ron Bibeau, PGA from the First Tee of Maine was elected as Vice President. The Maine Chapter is well represented on the NEPGA Section Board. Our Chapter Board has also had some changes in that we elected Jason Hurd, PGA from Augusta Country Club as our Chapter President while Tony Decker, PGA from Purpoodock Club will fill the Secretary/Treasurer role. Brian Bickford, PGA from Val Halla Golf Club has filled the District Director's position and will represent us at the Section board meetings. Other newly appointed Chapter Board positions include Chris Twombly, PGA of Prouts Neck GC, Scott Mayer, PGA from Nonesuch and Don Roberts, PGA from Waterville CC. It's great to have you all involved!

The final pro-am in what was a great September was held at the spectacular Samoset Resort and thank you to Host PGA Professional Gary Soule and his staff for a great day. Shawn Warren fired a low round 64 to help the two teams that traveled north to take home the first and second place finishes. It was a nice warm up for Shawn as he was heading to Florida for the first stage of Q school. Thank you to Robby Brown and Club Car for being with us for the day and sponsoring the event.



The final Pro Am of the 2015 season was held at The Woodlands Club in Falmouth on October 5th. Thank you to host professional Doug Van Wickler for hosting. The team from Dunegrass GC led by PGA Professional Jim Fairbanks took home the top prize while low pro honors went to Bob Darling, PGA from Fox Ridge GC who fired a 1 under par 71.

Thank you to all the Professionals who came out to support our Chapter Events throughout the season! We look forward to seeing you all in 2016, playing just a little bit more than you did this season!



Pro Assistants Championship 3-team playoff





# VERMONT CHAPTER NEWS

*Submitted by Dave Christy, PGA, Vermont Chapter Tournament Manager*

## Tournament Results

On September 24-25, we held our Match Play Championship at Ekwanok CC hosted by Tom Mackey, PGA. This year's Match Play Champion Dave Jankowski, PGA, Stowe Mountain Club, defeated Mark Aebli, PGA, Hermitage Club in the finals. The semi-finals also included Rodney Bicknell, PGA, Neshobe GC and Steve Gonsalves, Roger King, PGA, CC of Barre. We thank Stuart Miller for the tee gifts for each player, added money to the purse, and a trophy for the winner.



Our final major of the year was our Pro Pro Championship played at CC of Barre with Roger King as our host. We thank Larry Kelley, PGA, and Five Star Golf Cars for their generous sponsorship. The championship was conducted on September 28th prior to our VT Chapter Fall Meeting. This year's championship belongs to the team of Kevin Bennison, PGA, Mt. Anthony GC and Dave Christy, PGA, NEPGA by winning in a playoff with Roger King, PGA and Paul Politano, PGA Montague GC. Both teams had a score of 70.

Our last Pro Am of the year was at Okemo Valley Golf Club on October 5th. Jim Remy, PGA, and Mike SantaMaria served as our hosts. We also enjoyed a traditional harvest feast dinner after completion of play. We used the ever popular modified Stableford scoring format. Gross team winners were led by Will Benton, Basin Harbor Club and his team with a score of 49. Net team winners were led by Todd Trono. PGA, Williston GC and his team with a score of 69. Our best Individual Professional score went to Kevin Bennison, PGA, Mt. Anthony with 42 points edging out Dan Ruane, PGA, CC of Vermont (38 points), and Host Professional Jim Remy, PGA, (37 points). The last event of the year determined our Player of the Year, Rodney Bicknell, PGA, Neshobe GC.

On October 7th, the Vermont Chapter played our traditional final event of the year the Jeff Hadley Cup contested at the CC of Barre, hosted by Roger King, PGA. The President's Cup format consisted of teams led by Chapter President Roger King, PGA and Chapter Past President Dave Pfannenstien, PGA. Victory was secured by President King's team. Congrats to the victors!

## Vermont Chapter Fall Meeting

On September 28th, the Vermont Chapter held our 2015 Annual Fall Meeting at the CC of Barre. We welcomed Mike Higgins, NEPGA Executive Director, Mike Packard, PGA, Career Services and Brian Bain, Player Development Regional Manager and heard their updates on Section and National initiatives. We received Chapter committee reports from all our chairs and committee members.

We elected new Board of Directors Matt Havers, PGA, Burlington CC, Brian Gara, PGA, Vermont National CC. We also elected Dave Soucy, Green Mountain National GC as our new District Director. Our entire Chapter would like to thank Josh Olney. PGA, Orleans CC, RJ Austin, PGA, and Zack Wyman, PGA Vermont National CC for their time served over the past many years.



Stuart Miller & Dave Jankowski, PGA



2015 Hadley Cup Players

## Vermont Chapter Award Winners

We congratulate our 2015 VT Chapter Award winners:

Professional of the Year- Steve Gonsalves, Links at Lang Farm  
Merchandiser of the Year Public- Josh Olney, Orleans CC  
Merchandiser of the Year Private- Erik Sorensen, Dorset Field Club  
Teacher of the Year- Paul Meunier, Sugarbush GC  
Junior Golf Leader- Matt Havers, Burlington CC  
Patriot Award- Brian Gara, Vermont National CC  
Horton Smith- Erik Sorensen, Dorset Field Club  
Bill Strausbaugh Award- Larry Kelley, Five Star Golf Cars  
Assistant Professional of the Year Player of the Year- Nick Kaiser, Hermitage Club

## Vermont Chapter Teaching Seminar

On October 30th, the Vermont Chapter welcomed Jim McLean to Dorset Field Club for a teaching seminar. Forty PGA professionals attended the presentation. A special thank you goes to our education Chair, Erik Sorensen, PGA, Dorset Field Club for bringing another top 100 PGA Teacher to Vermont.



# NEW HAMPSHIRE CHAPTER NEWS

*Submitted by Frank Swierz, New Hampshire Chapter Tournament Manager*

## New Hampshire Chapter Award Winners

The New Hampshire Chapter presented year-end awards to the following professionals at the Fall Meeting held at Laconia CC.

Professional of the Year- Steve Lundquist, Apple Hill Golf Club

Teacher of the Year- Tim Riese, Pease GC

Bill Strausbaugh Award- Alex Kirk, Hanover CC

Teacher of the Year- Kristy Gleason, Kingswood GC

Player of the Year (Tournament Points)- Matt Arvanitis, Southern NH University

Patriot Award- Dick Dichard, Nashua CC

Special Achievement Award- Rich Berberian, Jr., Windham CC



Mike Higgins, NEPGA Executive Director, addresses members of the New Hampshire Chapter at the Fall Meeting held at Laconia CC.



Vince Molesky, NHC Board Member, presents the Chapter's Professional of the Year Award to Steve Lundquist, head professional at Apple Hill Golf Club.



NHC Chapter award winners pose for a collective photo and proudly display their hardware.

## Our Chapter's Golf Coaches

Many Chapter professionals also give of their time and expertise to coach state high school or college golf teams:

Matt Arvanitis - Southern NH University Men's and Women's teams; won Northeast-10 Conference; named NE-10 Coach of the Year

Vince Molesky (Newport GC) - Coached Newport High School golf team; won NHIAA Division 4 Championship for second year in a row; went undefeated in 2015

Chuck Yaeger (Chuck Yaeger Golf Academy) - Has coached Inter-Lakes High School golf team since 1984; went 17-5 in 201

Tom Smith (Atkinson CC) - Head Coach at Endicott College for last five years; been to National Championship in 2014; won conference championship 3 of last 4 years

Alex Kirk (Hanover CC) - Head Coach of Dartmouth Women's golf team for last 4 years; won Dartmouth Invitational with a school record 294 in the first round; team member Julia Calbi won medalist honors at Navy Invitational

Ron Rosko (Hooper GC) - Head Coach at Fall Mountain Regional High School; finished second in NHIAA Division III Championship



Jim Swarthout (Pheasant Ridge GC) - Head Coach at Gilford High School for the past 12 years; 16-2 record in 2015; qualified for state championship; member of the NHIAA Golf Committee and Division III and IV Co-State Championship Tournament Director

James Turner (Sky Meadow CC) - Head Coach at Hollis/Brookline High School for last 2 years; 16-5 in first year, 11-9 in 2015; director of Golf for non-profit organization Granite State Games

Michael Uhlman (White Mountain CC) - Head Coach at Plymouth Regional High School

## NHC Player of the Year

The NHC Player of the Year based on tournament points is Matt Arvanitis, Southern NH University who beat out his annual rival Rich Berberian, Jr.

## NHC 2015 Season Review

The tournament schedule is over for the year and the Chapter recorded one of its best years in terms of participation. Weekly pro-ams averaged 30 teams (120 players). The Chapter did however experience four cancellations, two at the beginning of the year due to the harsh winter and two rainouts during the year.



NH DWG2015WINNER Alex Kirk, Head Professional at Hanover CC, is also the coach of the Dartmouth Women's golf team. At far right is his wife, Betsy who serves as an assistant coach.

## MA CHAPTER NEWS

*Submitted by Mark Aldrich, PGA, MAChapter President*

Although the golfing year is coming to an end, our Chapter continues to move forward and we have much to be excited about as a Chapter when looking ahead to 2016. We have created several committees to help streamline the Chapter and be more efficient and informational, in addition Jacy Settles has become our new Operations Manager and his efforts to the Chapter can be seen already. Our Chapter continues to give back to our communities through various volunteer opportunities, as well as our annual food drive which raised over \$1600 this year for the three food banks (Thank you to everyone who donated).

The Massachusetts Chapter continues to be innovative in regards to education and branding, if you went to the fall meeting you saw an example of this by having Jim Wilson, a leadership coach, speak. The tournament committee is working on our tournament schedule now and our two meeting dates for next year have been set and posted. Our Mentor list is posted on our Chapter web site and I strongly encourage anyone to use this list of PGA members who want to field questions and help fellow apprentices and professionals to the best of their ability. If anyone has any questions please contact me or anyone on the Massachusetts Board, if you would like to be a part of a committee please let us know what interest you have. Have a great Thanksgiving.

## SR ASSOCIATION NEWS

*Submitted by Joe Carr, PGA*

### Results from the Seniors' Association Championship Pleasant Valley County Club | October 15, 2015

#### Gross:

1. Scott Allen 76
2. Paul Parajeckas 77

#### Net:

1. Dan Gillis 73
2. Bill Lindquist 75

#### **Age ( 50 - 59 )**

#### Gross:

1. Al Santos 80

#### Net:

1. Tim Bishop 76

#### **Age ( 60 - 69 )**

#### Gross:

1. Bob Rundlett 80

#### Net:

1. Mike Mullavey 76

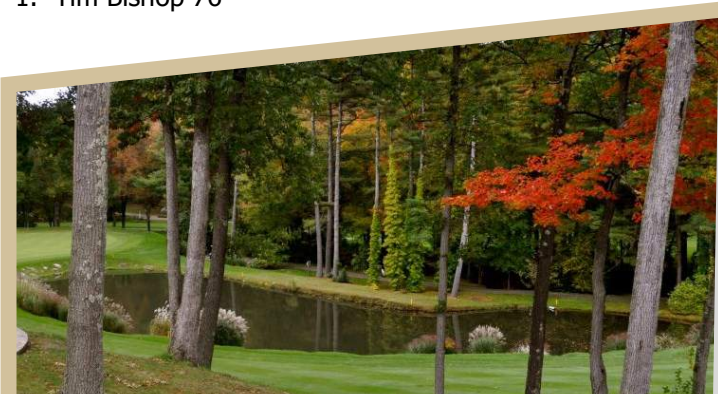
#### **Age ( 70 + )**

#### Gross:

1. Tom Shaw 84

#### Net:

1. Andy Froude 78



# MEMBERSHIP UPDATES

Changes reported between 10/8/2015–11/20/2015

## NEW APPRENTICES

Name	Class	Facility
James S Brackett	B-8	Montcalm Golf Club
Erik D Carlson	B-8	Worcester Country Club
Matthew W DeGiorgio	B-8	Brookline Golf Course
Sean Duong	B-8	The Milton Hoosic Club
Michael S Rich	B-19	Acushnet Company
Neil M Ryba	B-8	Kingswood Golf Club

## EMPLOYMENT CHANGES

Name	Class	Start	Facility
Todd M. Cook, PGA	A-14	11/1	Marina Bay Sportplex
Raymond J. Geffre III, PGA	A-20	10/10	Polo Golf / Ralph Lauren
Kelli A. Kostick, PGA	A-6	11/10	St Andrews Country Club

## NEW MEMBERS

Name	Class	Facility
Matthew R. Alwin, PGA	A-8	Dedham Country & Polo Club

## CLASSIFICATION CHANGES

Name	Class	Facility
Todd M. Cook, PGA	A-14	Marina Bay Sportplex
Raymond J. Geffre III, PGA	A-20	Polo Golf / Ralph Lauren
Kelli A. Kostick, PGA	A-6	St Andrews Country Club

## FIRST TIME TRANSFERS INTO SECTION

Name	Class	Previous Section
Quinn J. Rogan, PGA	A-8	South Florida

## NEW QUARTER CENTURY MEMBERS

Name	Class	Award Date
Bill F. Cassell, PGA	A-1	10/31/2015
Peter N. Hood Jr., PGA	A-13	10/31/2015
Carl M. Marchio, PGA	A-1	10/31/2015
Ron A. Philo Jr., PGA	A-13	10/31/2015
Kevin Wilczewski, PGA	A-1	10/31/2015

## What's Coming Up in our December issue...

Scholarship Fund Holiday Appeal Update

Tentative Tournament Schedule

Award Nominees

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# PGA

New England Section

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

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

NEPGA Professionals can earn \$1,000 commissions with Golf Simulator Sales Lead  
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Ed Banks/Custom Golf Shop Closing: All Shop Equipment for Sale  
[Click here for details](#)

## MARKETPLACE

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- 6 Riksha rental pull carts
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- Junior Explainer
- Titleist NXT Practice Balls
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### Looking to Buy:

- Range Ball Washer

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

**\*Sample Ad Space\***

**SELL YOUR  
INVENTORY STOCK**

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