



PGA

New England Section

2020 Membership Report



PGA

New England Section

Report to the Membership November 4, 2020

Table of Contents

Annual Meeting Agenda.....	3
President's Report – Allan Belden, PGA.....	4-6
Vice President's Report – Mike Bradshaw, PGA	6-7
Secretary's Report – Chip Johnson, PGA	7-9
Executive Director's Report – Michael Higgins	9-13
Cape Cod Chapter Report – David Donnellan, PGA.....	13-14
Maine Chapter Report – Doug VanWickler, PGA.....	14-16
Massachusetts Chapter Report – Lou Rivers, PGA.....	16-17
New Hampshire Chapter Report – Joanne Flynn, PGA	17-18
Rhode Island Chapter Report – Dave Tiedemann, PGA.....	18-19
Vermont Chapter Report – David Bennett, PGA.....	19-20
Senior Association Report – Dan Gillis, PGA.....	21
Assistants Association Report – Ed Doherty II, PGA.....	21-22
PGA District 1 Director Report – Ian Marshall, PGA.....	22-24
PGA League Manager Report – Brian Bain, PGA.....	24-25
PGA Employment Report – Jim Remy, PGA.....	25-27
2019 Annual Business Meeting Minutes	28-32
2020 Partner Contact Info.....	33-35



PGA

New England Section

Annual Meeting - November 4, 2020

Streaming Live

3:00 PM

- | | |
|--|--|
| I. Welcome & Call to Order | Allan Belden, PGA |
| <ul style="list-style-type: none">• Opening remarks<ul style="list-style-type: none">◦ Moment of Silence for Deceased members• Reading of the Minutes | |
| II. Presidents Reports | Allan Belden, PGA |
| <ul style="list-style-type: none">• State of the Section | |
| III. Executive Directors Report | Michael Higgins, Hon. PGA |
| IV. Vice Presidents Report | Mike Bradshaw, PGA |
| <ul style="list-style-type: none">• Financial Report• Education Update | |
| V. Secretary Report | Chip Johnson, PGA |
| <ul style="list-style-type: none">• Newly Elected Members• Quarter Century Members• MSR Update | |
| VI. Foundation Report | Rob Jarvis, PGA |
| Special Reports | |
| VII. Vice President PGA of America | John Lindert, PGA |
| VIII. District 1 Director Report | Ian Marshall, PGA |
| IX. Employment Consultant | Jim Remy, PGA |
| X. PGA JR League Report | Brian Bain, PGA |
| XI. Committee Reports | |
| <ul style="list-style-type: none">• Special Awards Committee• Tournament Committee | Ron Bibeau, PGA
Chip Johnson, PGA |
| XII. Elections | Senior District Director
Allan Belden, PGA |
| a. Dan Gillis, PGA | |
| XIII. Installation of Newly Elected Directors | |
| XIV. Open Forum | Allan Belden, PGA |
| XV. Adjourn | Allan Belden, PGA |

President's Report

Dear NEPGA Professionals,

The irony of this pandemic happening in 2020 is that the term 20/20 is usually associated with perfect vision. Well I think it is safe to say that nobody could have seen this coming and we were all caught a bit off guard with what we have endured this year.

This season has certainly provided all of us with unique challenges and a resurgence in the number of people playing the game of golf, something that nobody could have seen coming out of a global pandemic. With rounds being up across the board I know all of you are tired and have been taxed like never before. But as we discussed in the Spring, we knew this would be an opportunity for all of us to lead and take advantage of the fact that golf was one of the first activities allowed back.

Golf being a socially distanced outdoor recreation activity made it one of the safest activities anyone could enjoy and allowed our sport to see a boom that has not been experienced since the Tiger era. Families are playing golf together, occasional golfers are logging record numbers of rounds, new golfers are entering the game at a record pace and avid golfers are playing more than ever as well.

We as NEPGA Members had to quickly adapt to the new protocols which varied from state to state. The varied rules created confusion and frustration and we all never thought that pool noodles in the bottom of a cup, single rider carts and touchless tournament scoring would be all the rage. We did all of this to ensure that our staff, golfers, and families could enjoy the game while adhering to physical and social distancing guidelines established by the CDC, state and federal health departments.

The NEPGA staff, members of the board in conjunction with our allied partners created a multi-phased playbook to assist the states with reopening golf safely. This was critical to what was presented in three of our New England States. All of this was in an effort to get golf back open and back open safely.

The resources that are available on the NEPGA website were all critical in supporting our members. Resources that provided protocols for our members to share with their club leaders proved invaluable to reopening golf facilities. We also had virtual town halls, zoom meetings and Friday happy hours. All vehicles that were done to help support your efforts. Keeping in mind we had to create protocols for our members that cross state lines and all of the states represented had their own set of rules and mandates.

We understand that not everyone agreed with the timelines on reopening. Some felt we should have been open sooner while others felt we were moving too quickly. As is still the case today, the comfort level varies from individual to individual. We as leaders never felt that we should be the ones making the decisions on when the right time to open would be. We left that up to the doctors and scientists. As we all know there is a lot more understanding now than 6 months ago, however there is still a lot we do not know.

In addition to the protocols and communications to support our members, there was also a delay in the collection of dues until the end of October, which was done to help members get back on their feet. There was also an emergency relief fund that was created by PGA of America to assist those members that had been adversely affected by the pandemic. But probably the most important thing we did was to keep an open line of communication so that our members would be prepared to open and do it safely once that time came. The greatest amount of anxiety came from the unknown and not being able to plan. Being a Type A personality, that does not work well for me. But the ability to have a network to share ideas, support one another and communicate the ever-changing landscape was a true life line which I hope you saw a benefit from.

As I said back at the Spring meeting we were building the plane while we were flying it. Not an easy thing to do but I personally felt that the health and well-being of our members should never be an afterthought. It should be what we care about first and foremost.

We were also very fortunate to be able to host Section playing opportunities as early as June. The amount of planning that was needed by our staff to pull these events off was significant, but I heard time and time

again that being out on the golf course allowed for a sense of normalcy. The ability to play golf and share the company of our fellow PGA Professionals was extremely important for our members to connect and be able to start enjoying their lives again.

In addition to our staff these events could not be possible without the help of our partners. The amount of support they provide for our section is tremendous and allows us to run first class events and programming. I hope that you will continue to support our partners and always take the opportunity to say thank you. I know we talk about this every year but a thank you following a Section event whether via email, phone call or handwritten note to our partners goes a long way in showing our appreciation. Please take the time to do so and please keep the communications and relationships open so we can continue to grow and expand our network of support.

With the disruption in our tournaments and programming in the Spring, we as a section did all we could to save on expenditures and cut expenses. In light of all that has transpired, we are in relatively good shape financially all things considered. I would like to thank Vice-President Bradshaw for his stewardship of the Section financials, as well as the entire NEPGA staff for their understanding and cooperation in getting us through this challenging time.

Over the past few weeks we have conducted chapter meetings and elections on a virtual platform. The section staff along with the chapter leadership has worked hard to try and conduct business as best they can. Even though it does not look and feel normal we are able to continue our work on behalf of the membership and keep moving forward.

I am sure by now that many of you are aware that our annual awards banquet will not be held this Fall as usual. Being able to do it in person is really not an option and we hope to be able to honor all of the award winners in person this spring.

Just last week, the PGA National Annual meeting was slated to be held in Hartford, Connecticut, home to our outgoing President Suzy Whaley. The city was set to host over 800 PGA members and delegates during what was an election year for the Secretary position. The pandemic halted that and National had to pivot in order to create a virtual platform in which normal business and elections could be held. This is no small task and not without minor hiccups, but overall it was very well done. Don Rea, PGA of Augusta Ranch Golf Club in Arizona was elected as the next Secretary, Jim Richerson is now our President and John Lindert is now our Vice President.

Now that we are entering the off season I hope all of you can find some time to relax and recharge. Taking time to regroup and catch your breath while starting to plan for 2021 will be critical. It is clear that this virus is not going to magically disappear one day, and alterations to the start of 2021 will most definitely be needed. We as PGA Members must continue to lead by example. As PGA Professionals, we are committed to player development - coaching and teaching golfers of all levels and ages to improve and enjoy the game. As leaders in growing the sport, we must consistently gain and sustain the trust and respect of our members and customers while simultaneously keeping our skills sharp and hopefully enjoying the very game that we have dedicated our lives to promoting.

We have been trying for the last ten years to find a way to grow the game. We got what we asked for. Certainly not in any way that anyone could have envisioned, but one that must be capitalized on nonetheless. Plan accordingly to assure that those golfers who were newly introduced to the game this year need to have a reason to continue playing next year. Right now, people do not have many other options as to how they can spend their time and money. Once things return to some sense of normalcy that will certainly change as people can once again travel, go on vacations and are able to return to the office. But we should be asking what we can do now to make sure that when they think about how they want to spend their free time recreating, they choose golf and your facility first.

I cannot stress enough how proud I am of all of you for everything that you have done this season to serve your members and customers. The extra effort that was required to keep players safe with the addition of the added volume combined with the things that are done normally day to day, was above and beyond anything that anyone could have anticipated. You handled it all with grace, professionalism and dedication

that was unmatched. Please accept my personal thanks for what you did this year. I am sure everyone will be thrilled when this over. But it is something you should all be proud of and take the lessons learned to make yourselves all better at what you do.

Respectfully Submitted,

Allan Belden, PGA
Worcester Country Club
President - NEPGA

Vice President's Report

2020 has been an amazingly challenging year throughout the world and the golf industry was not exempt from these challenges. The game of golf has seen thousands of new and re-engaged golfers playing a record-number of rounds as it was the first sport to return during the global pandemic. PGA Professionals have been the front line of that return and growth and have been doing more with less throughout the 2020 golfing season, especially here in the New England Section.

Our section staff has faced many of the same challenges during 2020 and has done an exemplary job of balancing a continued dedication to our section members with the prudent fiscally approach throughout the season. Due to this I am pleased to say that the New England Section is still in a very strong financial position and is prepared for the 2021 season and beyond.

Section Activities

The financial toll of the global pandemic can be seen on the NEPGA activities for 2020. YTD through September 30th, the Section has seen actual revenues of \$1.87mil versus a budgeted amount of \$2.7mil, with the shortfall in revenues stemming predominantly from decreased entry fees (\$510k) and sponsorships (\$116,000). The delaying of member dues payments until 10/31 due to the COVID-19 pandemic has also created a temporary shortfall of approximately \$121,000 that will be minimized in the coming 30-45 days.

Despite this shortfall in revenue, the Section has seen an increase in assets of \$217,000 YTD (9/30) versus a budgeted loss of \$4k. Due to the timing of the revenue stream, this number does not indicate the true year-end projection as Q4 is always a net loss for the Section as events (and the accompanying revenue) come to a close, but fixed costs continue on. Based on past seasons, the Section can expect to have a net decrease of assets of approximately \$40,000 for EOY2020.

It is important to note that while some expenses were automatically decreased due to lessened tournament participation (purses, F&B, site fees specifically), the largest non-tournament expenses savings was in Staff costs. This was primarily due to an aggressive staffing plan put into place by the section staff and Board of Directors at the outset of the pandemic which was able to minimize staff costs to the Section while also maintaining the morale of the core Section staff throughout.

The section has not needed to access any reserves (savings accounts, investment accounts, etc.) to this point and this is projected to remain true at least through EOY 2020.

Section Partnerships

Section sponsorships have seen a decrease, as stated above, of nearly \$116,000 through the end of Q3 2020 as our partners also feel the strain of the pandemic with most who have been forced to withdraw from their agreements this year, however assuring the staff that it is only for the short-term. With that in mind, the Section staff did a tremendous job of cultivating relationships with new companies, including Harbor Hemp, Pinned and Yamaha to help offset some of the losses in sponsorship revenue. These new partners, coupled with our long-time existing sponsors, create a strong, diversified portfolio of Section sponsors for 2021 and beyond.

Section Reserves

The Section investment account with Morgan Stanley currently sits at a total of \$2.264mil (10/29/20) versus an EOY2019 total of \$2.233mil. While the account saw a sizeable decrease in late Q1/early Q2 of 2020, it

has continued a steady climb back to pre-pandemic levels throughout the back half of the year. The investment account is split between \$627,000 of NEPGA Foundation funds (scholarships, fundraising, etc.) and the remaining \$1.637mil of Section funds. In addition, the section does currently (9/30/20) have \$426,000 in money market accounts, split between Avidia Bank (\$205,000) and PGA Credit Union (\$221,000), as well as just over \$79,000 in two smaller investment accounts with Fidelity and Janus.

The section did apply for and receive an EIDL loan of \$150,000 at an extremely favorable interest rate in early Q3 of 2020. This loan was obtained due to the uncertainty presented to the Section at that time as to whether operations would be able to exist throughout the summer and fall months. These funds currently reside in the section operation checking account (Bank of America) and may be paid back by July 2021 with minimal interest paid.

FY2021

Planning and budgeting for FY2021 has already begun and will be completed in the coming weeks with the assistance of core staff and the Finance Committee. While the hope is to have the Section return to pre-pandemic operations in 2021, the plan is to proceed cautiously, especially for Q1 of 2021. A fully completed budget will be completed and submitted to the Board of Directors for their December meeting for approval, at which point it must be directed to the PGA of America no later than December 18th.

Respectfully Submitted,

Mike Bradshaw, PGA
NEPGA Vice President
Kirkbrae Country Club

Secretary Report

Dear New England PGA Members and Associates,

As my first year as your Secretary concludes, I would like to thank the entire membership for all your support. I am very excited to be a part of such a talented group of PGA Professionals that care so much about our association, and it has been a privilege and an honor to serve alongside them all. I assure you that all these individuals are very dedicated to what is best for the NEPGA.

It has also been a pleasure to work alongside our Executive Director Mike Higgins and the entire staff of the NEPGA. We should all be very grateful that we have such a dedicated group of people that are so willing to serve us every day.

Please keep in mind that the current MSR cycle has been extend. You have until June of 2022 to meet the minimum requirement of 54 MSR's. There are plenty of opportunities to get MSR's at the Section and chapter level as well as on line at the PGA website. New England PGA University currently has 23 education opportunities and starting this November we will be conducting weekly virtual seminars throughout the winter. I would encourage any of you still needing MSR's to start to the process now and not wait until 2022.

The New England section currently has 1053 professionals, made up of 938 members and 115 associates, making us the 9th largest section in the country.

There are 644 facilities in the New England section. 373 of those facilities are staffed by a PGA professional. That is approximately half at 57.9%.

Of the 115 associates in the New England section 22 are suspended. That means 19% of the Associates are currently suspended, and that number of 22 is up from the spring when it was at 12.

The suspended associate rate for the New England section is a little bit below the national average. If you know of an associate who is struggling to become active, have them reach out to either myself or a member of the membership committee, as we are happy to help.

We are all very proud of our associates when they complete their PGA education and become Class A members. I would like to congratulate the 14 individuals that have complete the task over the course of the 2020 summer:

Griffin T. Cosgrove, PGA	Vineyard Golf Club
Jake F. Ducharme, PGA	The Country Club
Stephen R. Galanis, PGA	Weston Golf Club
Tanner B. Ginn, PGA	Sankaty Head Golf Club
Daniel J. Kish, PGA	Atkinson Resort & Country Club
Jake Iamore, PGA	Nantucket Golf Club
Austin A. MacWhinnie, PGA	Old Sandwich Golf Club
Ronald A. Margeson Jr., PGA	Ould Newbury Golf Club
James C. Nussbaum, PGA	Turner Hill Golf Club
Joseph S. Porrello, PGA	Boston Golf Club
Christina Ricci, PGA	Atkinson Resort & Country Club
Andie N. Savel, PGA	Club Champion Boston
Cody M. Sweeney, PGA	Thorny Lea Golf Club
Peter T. Weatherby, PGA	Ekwanok Country Club

We are also very proud of veteran PGA Professional who reach the milestone of being a PGA member for 25 years. I would like to congratulate the 23 individuals that have joined the quarter century club:

Michael D. Albrecht, PGA	John J. Moynihan III, PGA
Michael G. Bemis, PGA	Matthew P. Murphy, PGA
Robert R. Caron II, PGA	James E. Noris, PGA
Gregory J. Farland, PGA	Jeffrey A. Peabody, PGA
Thomas R. Gillis, PGA	John J. Rainone, PGA
Peter A. Harris, PGA	Allen J. Santos, PGA
Shawn P. Hester, PGA	Stephen W. Sheridan, PGA
Richard Y. Ingraham, PGA	John F. Sullivan Jr., PGA
Robert A. Keene, PGA	Gregory A. Wright, PGA
Kelli A. Kostick, PGA	Michael A. Zaranek, PGA
Mark T. Laviano, PGA	Michael H. Zoll, PGA
Matthew I. Moison, PGA	

In addition to NEPGA University, the 2021 PGA Teaching & Coaching Summit, presented by OMEGA, will be an entirely LIVE online event on Monday, January 25. It's a first for this 35-year bi-annual conference and PGA Professionals can attend from the comfort of their home or golf shop. Later that week, the PGA Merchandise Show will also be completely digital, January 26-29, and will feature MSR opportunities as well.

The PGA of America created the SupportLinc Member Assistance Program. The SupportLinc Member Assistance Program (MAP) is a company-sponsored resource that helps PGA Members deal with life's challenges and the demands that come with balancing home and work. SupportLinc provides members and associates with confidential, professional counseling for a wide array of personal and work-related concerns, including short-term counseling, legal and financial consultation, dependent care referrals and technology-based resources to assist in every aspect of life. PGA Members and Associates can call SupportLinc toll-free at 866-4PGAMAP (474-2627). You will be immediately connected to a licensed SupportLinc counselor who can provide assistance. SupportLinc is available 24 hours a day, 7 days a week. If you are logged into PGA.org, you can access the Member Assistance Program website directly through the Benefits & Tools area. Login information is not required. You can also access services through pgamap.com. You will need to enter "PGA" as the login name. The password is linc123. A \$5 line-item charge is included in the annual dues invoices.

The PGA of America and Supreme Golf, a leading tee time marketplace and golf course software company, have entered into a multiyear relationship to launch a new tee time booking marketplace: PGA Tee Times. The marketplace is slated to launch in early 2021 and will be available on PGA.com, SupremeGolf.com and

their respective mobile apps. This relationship gives golf course owners and PGA Professionals a new option for managing their tee sheets and inventory and provide golfers the benefit of knowing they are getting the best rates available directly from the course.

Many of you know that the PGA of America acquired Boston based NextGen Golf. This is an important asset to the PGA in evolving the sport by filling a critical gap through the implementation of inclusive team golf tournaments and authentic experiences for young adults, college students and high school students across the country, with a focus on urban markets. These events not only drive participation but help to introduce young golfers into the industry and career opportunities in the game.

The PGA of America has also partnered with Proponent Group to offer PGA Professionals exclusive discounted access to their trove of coaching business information and their best practices including more than 150 hours of video presentations, dozens of templates and guides and constantly updated coaching industry news. Proponent members also receive twice-weekly industry updates delivered by email and video, live in-person and online events and live consultations with Proponent's management team when they have an issue that needs personal attention. Please visit proponent-group.com if you'd like more details about the areas where they can help coaches manage and improve their businesses.

The PGA Disaster Relief Fund was created to aid to PGA Members who find themselves faced with these hardships which cause temporary financial problems. The fund is supported exclusively by contributions from PGA Members and your fellow PGA Professionals need your help. If you would like to contribute to the Disaster Relief Fund, call PGA Membership Services at (800) 474-2776 or access your dues bill. (Note: The voluntary contribution is not tax-deductible). If you know a PGA Member who might benefit from this, please make sure they are aware of the Disaster Relief Fund. Please know that in Membership Year 2019/2020, roughly 7,000 members and apprentices contributed to this fund, and since 2000, more than \$2.3 million has been distributed to PGA Members.

I am excited to work with section staff and my fellow board members this off season to continue to make the New England Section the greatest in the country.

I want each of you to know that I am here to serve you. If I can assist any of our members, please do not hesitate to contact me.

Respectfully submitted,
Chip Johnson, PGA
New England PGA Secretary

Executive Director's Report

Dear New England Section Membership,

My Executive Director Report for the NEPGA Annual Meeting always signifies to me that we are close to wrapping up another season in New England. 2020 marked my 10th year serving as your Executive Director and my 24th as a full-time employee with the New England PGA. Wow! I have been fortunate to work side by side with many talented PGA Professionals and staff, and I have formed many lifelong friendships that I will forever treasure.

By all accounts the Section turned a very tumultuous year into what I would consider a very successful year. Just like you at your facilities, we asked a lot of the NEPGA Staff and they delivered. I am very proud of the efforts by the NEPGA team, and I continue to be amazed by their dedication and the product that is rolled out for our PGA Professionals. We also have a leadership team that is comprised of an engaged Board of Directors, Past Presidents, chapter leaders, and a staff that have fostered an environment where "team goals" far outweigh individual accomplishments. This was never more evident than it was this year, when we were faced with a global pandemic that closed our industry, and everyone came together with one common goal.

Through the challenges created by Covid we were able to hire two new employees, and by the end of the year, we will have hired one if not two additional employees. This is needed to accommodate a Section operation that is continuously growing to accommodate the needs of our PGA Members. The staff has worked strenuously to become highly organized and disciplined in its operational endeavors. This was put to the test in 2020, and we certainly have some room for improvement, but we are committed to building a strong team of highly competent and extremely committed people.

The business of the New England PGA is very much reliant upon a quality business plan developed by the Board of Directors and staff. The annual business planning process coupled with the governance model used by the Section insures that committees, directors and officers maintain an active role of supervision and involvement, while staff implements the desired programs and services. Unfortunately, many of our plans and much of our vision was cancelled or put on hold this year for obvious reasons. This December your Section leaders will attempt to meet virtually for our annual business planning process and help to map out our bright future. This new normal requires us to get very creative in our planning process, but we will continue to engage our committees and maximize PGA Professional involvement.

Member Services

The Section office strives to serve Members and Associates as their clearinghouse of golf industry related information. The promotion of tangible benefits from The PGA of America as well as the Section is a top priority. Opportunities for membership involvement in the Section's many programs, including tournaments, foundation, junior golf and education, remains the top benefit offered annually.

This year we altered our typical member services offerings because of the pandemic. Our website became the clearinghouse for state by state real time Covid updates. We created a NEPGA Professional Only forum to share best practices, conducted weekly zoom calls to provide updates and information, we put together a multi-phased return to golf playbook to assist with rolling out golf safely in New England.

The goal of the Section's administrative staff was to provide you with outstanding customer service, while assisting you with your professional needs. We are also committed to working with our partners to add benefits to our PGA Professionals on and off the golf course.

Education

The Section Annual Meeting and our Education Seminars have remained the focus of the education program at the Section level, but with the creation of our own online university, we can bring quality programming to our PGA Professionals 24/7. A significant effort to increase the educational opportunities for our PGA Professionals can be seen with a video content library of 23 virtual seminars.

The Section has maintained its commitment to educational programs that emphasized professional development as this is pertinent to maintaining and growing our individual and collective influence in the golf industry. All NEPGA U content will fall under five categories: Instruction/Merchandising/Personal Wellness/Golf Operations/Career Development. All of us connected to the game of golf should be motivated to identify best practices, work cooperatively to grow the game and seek to enhance our business skills for the benefit of our employers and customers.

Employment & Facility Relations

The Section continues to work cooperatively and effectively with the PGA of America Career Services Consultant Jim Remy, PGA to provide advice and counsel to golf professionals, employers and facilities in all employment related areas. In addition to Career Services on pga.org, the Section has an employment page on www.nepga.com which highlights employment bulletins to its Members and Associates. Head Professionals also utilize the employment tab to advertise for assistant professional openings at their facilities. We have also added links in our weekly Friday Forecaddie and monthly Section Newsletter to our Section employment page. This is an area of our operation that our members are extremely passionate about. Employment is a major focus of certainly our Facility Relations Committee, but also the committee chair, Larry Kelley, PGA. This collaboration works tirelessly on the behalf of the PGA member to help create employment, enhance employment, even extend employment.

Governance

In a typical year the New England PGA Board of Directors meets 7 – 9 times to evaluate the issues before the Section. 2020 was quite different, and this Spring the Executive Committee was meeting almost daily to maneuver the constant changes in the world around us. Regular communication flew between the Board and staff related to the successful implementation of the NEPGA strategic business functions. The Chapter leaders also work closely with the Staff and Section leaders to improve communication and programming in the chapter. There is a focus by the current Board of Directors to create a feeder system of future Chapter and Section leaders. I encourage any interested PGA Professional to get involved and give back through volunteering your time and serve.

Communication

The goal for the Section web site is to provide a “clean” look which allows for a more user friendly and enhanced experience for all visitors. The website was consistently updated weekly, and an effort was made to include more chapter events and highlight our PGA members. The Section’s Online Membership Directory is available via www.nepga.com, and it includes contact information for all NEPGA Members and facilities. It also includes a Sales Representative Directory which includes contact information.

The New England PGA App is a phenomenal resource that provides convenient information regarding tournaments, sales representatives as well as a detailed membership directory for our PGA Professionals and their facilities. If you have not downloaded our app I strongly encourage you to do so for your Apple or Android device.

The Full Swing is our monthly digital newsletter. This is distributed to all our Section Members and Associates, sponsors and industry leaders monthly. This publication highlights upcoming events for the current month as well as recaps from the previous month. It also highlights Foundation programming, updates from the PGA of America and PGA Professional spotlights. Each of the six New England Section Chapters provide information and highlights from their Chapters activities as well.

The Friday Forecaddie is our weekly e-mail publication and is distributed to all Section Members and Associates. This vibrant communications tool provides up to the minute news, tournament announcements and industry information on a weekly basis.

The Section has set an objective to increase the visibility of the good work being done by our Section as well as our PGA Professionals. The success of the NEPGA web site has contributed greatly to educating and informing the public of the positive position of golf professionals within their community. Our social networking efforts continue to expand, and we have surpassed our peers to grow to the 2nd largest Social Media audience of any other Section with over 10,500 followers. I encourage those of you who have not connected to the New England PGA on social media to follow us.

The Section was fortunate to hire a new Marketing & Communications Manager in 2019 to help provide information and entertainment throughout the season. He has done a wonderful job exposing the public to many of the wonderful things PGA Professionals do daily. Look for our communication vehicles to continue to expand.

Marketing, Sponsors & Business Development

The New England PGA is clearly dependent upon its relationship with partners and fundraising programs to maintain its high-quality programs and services. PGA golf professionals have a unique ability to influence the success of these relationships, and I would like to offer my personal appreciation to those golf professionals who continue to aid staff with these programs.

Many businesses in and around the golf industry struggled this season, and many familiar faces were not at our events. We tried to work with our partners in 2020 and bring as much value as possible during these challenging times. While the New England PGA continues to maintain a high retention rate with partners at all levels, we are in need of additional contacts and marketing concepts to increase the opportunity to become more valuable to our customers. The Board of Directors and staff work diligently to remain aware of opportunities, responsive to the imminent timelines and most importantly, prudent with due diligence. The commitment to attach member benefits to each partnership is a goal with every partner program.

Foundation

Despite all odds, the New England Section and its Chapters made an effort to grow the game of golf in 2020! The New England PGA Foundation, through PGA Reach, worked to promote the game and improve the lives of children, military veterans and their families, as well as diverse populations through golf each year. Although the NEPGA fosters competition, the New England PGA Charitable Foundation is designed to encourage fellowship, good sportsmanship, continued skill development, honesty, integrity and etiquette. Sadly, many of our program and fundraising efforts were put on hold this year, but we are excited to bring it all back and more in 2021.

Finance

The Board of Directors and staff contribute to a thorough analysis of the Section and Chapter budgets. Monthly financial reports are distributed to all Board Members with an evaluation of income and expenses relative to budgeted projections. In 2020 the Board of Directors rolled up their sleeves to monitor expenses, put a freeze on spending and maximize revenue. The Section membership is provided with a summary of the financial reports online in time for the annual business meeting. Similar reports are available to each member, upon request, throughout the year. The Board of Directors and staff have done an excellent job of managing the business and financial operation of the Section.

Tournaments

The quality of the Section's professional tournament program ranks among the elite at the sectional level. Highly skilled and motivated staff, along with the insightful and supportive leadership has fostered an environment that allows for increased sponsor revenue and a desire for our top facilities to host major events. I am very proud of the product our tournament department produces and it should be recognized not only regionally, but on a national level. The New England Section has boasted one of the largest Section Championship fields in the country for over the last decade.

Overall participation was significantly down in 2020, but that can be attributed to all Section events being cancelled during the months of April and May. I am very pleased to report that an event by event comparison with those events that took place in both 2019 and 2020 actually saw an increase of about 2%. Knowing how busy PGA Professionals were this year, and with all of the statewide restrictions, I am very pleased with that growth. Solid junior programming and an extremely successful Amateur Series saw healthy membership and participation numbers.

Administration

I hope you will join me in thanking the New England PGA team for their dedicated efforts in support of the Section and Chapters. It is my pleasure to work with the following talented individuals:

- Chris Clayton, Assistant Tournament Director
- Max Doctoroff, PGA, Tournament Director
- Don Doyon, Tournament Operations Manager - Maine
- Ken Hamel, Tournament Operations Manager - New Hampshire
- Nick Heidelberger, Marketing and Communications Manager
- Mick Herron, PGA, Tournament Operations Manager - Cape Cod & Rhode Island
- Jim LeClair, PGA, Tournament Operations Manager - Vermont
- David McAdams, Director of Operations
- Michael Packard, PGA, Director PGA Reach New England
- Jacy Settles, Director of Junior Golf, Player Development & Tournament Operations - Massachusetts
- Joan Stuart, Director of Accounting and Finance

I am saddened by the departure of Junior Golf Manager Jacy Settles in 2020, but I am excited for him and his new opportunity. I worked closely with Jacy for the past 11 years and it has truly been a privilege to serve the New England Section by his side. The NEPGA is excited for the next chapter in junior golf and will be hiring Jacy's replacement by year's end.

It truly is an honor for me to serve as your Executive Director. The past 10 years have been some of the most rewarding in my life. I extend my heartfelt appreciation to you for allowing me to be a part of this

great Section. Look for the New England PGA to continue to grow in an aggressive yet responsible manner, for the ultimate benefit of PGA golf professionals in this region as well as everyone connected to the game.

Please accept my best wishes for a healthy and prosperous 2021. Be sure to reach out to the New England PGA if we can ever be of assistance.

Respectfully yours,

Michael J. Higgins
Executive Director

Cape Cod Chapter Report

Our 2020 season began on a very positive note. We began a golf initiative with grant money from the NEPGA Foundation to foster a relationship and junior golf program with the youth at Otis Airforce Base. We held three instructional sessions at an indoor facility in Sandwich, Massachusetts. Darren Falk, PGA of Holly Ridge was the planner behind this program which saw a great turnout. Once a month a junior golf clinic was held and there was an hour of instruction by local professionals of the Chapter. We utilized SNAG golf equipment as many of the juniors were brand new to the game. After the clinic we had a small pizza party with all that were involved. The plan was to continue this program for 2021, but with the current pandemic we have put those thoughts on hold.

As many of us were getting ready to stock our golf shops in mid-March it became very clear that 2020 was going to be a year unlike any other. With so much up in the air with the virus, it was difficult to predict what our year's may be like.

With golf in Massachusetts not getting started until May and restrictions on numbers of players we had 5-events that were canceled in the Spring. This season we managed to have eight events on our calendar: This year our Chapter Championship was hosted by the Country Club of New Seabury. Our host for the event Jim Clay came out victorious with an impressive 36-hole score of -3 (139). In the other major of the chapter, it was Kyle Dobbs, of the Bay Club, who defeated John Hickson of Chequesset Yacht Club to take the Match Play title, which was held at Lebaron Hills. A huge thank you goes out to Tom Rooney who was able to step up and host the event in the final hour.

The Chapter was a busy place for golf on the Section level this year as well hosting 3-majors, the Pro-Assistant, Pro-Am Championship, and the Head Pro/Teaching Professional Championship. NEPGA Cape Week was also successful this year with the new lottery system and saw players from around the Section traveling to New Seabury, Cape Cod National, and Wianno.

Our Chapter has 5 award winners this year as voting was done in the Fall of 2019. The winners were as follows:

Gary Philbrick Golf Professional of the Year- Roman Greer, Cranberry Valley
Teacher of the Year- Jimmy Damiano, Country Club of New Seabury
Dutch Wessner Player of the Year- Tom Tobey, Sandwich Hollows
Assistant Professional of the Year- Andy Lane, Hyanissport Club
Junior Golf Leader- Cameron Fossa- Wianno Club

This will also be the final year for two long standing members of the Chapter at their respective facilities. Mark O'Brien, of President's and Mark Heartfield, of Sankaty Head will both be retiring after this season. We thank both of them for their tireless efforts within the Chapter and at their facilities.

Our Chapter will of course be losing one other figure who has been a staple of the Cape Cod Chapter and the NEPGA for quite some time. Many have even used the words that this gentlemen 'Is the Cape Cod Chapter.' While Mick Herron may not agree with that statement, we can all certainly agree that our events won't be the same without him. Mick has tirelessly worked within our Chapter putting on all our events,

doing the tournament schedule, and tracking down partnerships. Mickey is a colleague, a fellow professional, but I think what we all like to call him is a friend. Mick, we wish you the best as you move to the next stage of your life, you'll always have a place with us down in the Cape.

We hope that everyone has a happy, safe, and healthy off-season. 2020 was a year that saw golf blossom. Let's take all the things we learned this season and find a way to make our facilities and chapter better moving forward for the 2021 season.

Respectfully Submitted,

Ben Egan, PGA
President - Cape Cod Chapter NEPGA

Maine Chapter Report

The Maine Chapter spring schedule, as was the schedule of all other chapters, was seriously affected by the Covid pandemic. We canceled all our May and early June events, a total of four Pro-Am's, one of which was at Prouts Neck, which historically raises over \$1,200 for the Maine Scholarship fund.

The season finally got underway with Maine's Pro-Pro Stroke Play Championship. Hosted by the Boothbay Harbor Country Club on Tuesday, June 9th, the event kicked off what ended up as a pretty good season. 10 Pro-Ams, 10 days of Championships (8 events), and 10 Junior tournaments later, the season was already over.

Participation

The average participation for our Pro-Am's was 21.7 teams. Most were close to 30, but a couple that conflicted with other events brought the average down. Of the 217 individual professional tournament entries, a total of 59 different Pros emanated from the Maine Chapter, and 6 from New Hampshire. Covid restrictions kept entries from out-of-state professionals very low.

Results

The following champions took home crystal:

PRO - PRO STROKE PLAY CHAMPIONSHIP	Casey Cox / Chris Kelloway
PRO - PRO MATCH PLAY CHAMPIONSHIP	Ben Bell / Jay Durfee
PRO - SENIOR CHAMPIONSHIP	Falmouth CC (Shawn Warren)
PRO - JUNIOR CHAMPIONSHIP	JW Parks GC (Bickford/Dugas)
PRO - LADY CHAMPIONSHIP	Portland CC (Dan Venezio)
STATE OF MAINE CHAMPIONSHIP	Jeff Seavey - Pro (4 th) Garrett Olson- Low Amateur
CHAPTER CHAMPIONSHIP / SENIOR	Shawn Warren - Overall (6 th) Brian Bickford - Senior Rob Herron - Super Senior
PRO - AM CHAMPIONSHIP	Waterville CC (Don Roberts) (Co-Champions) Falmouth CC (Sean Barrett) (Co-Champions)
PRO - ASST. CHAMPIONSHIP / MIXER	Canceled

Player of the Year

Out of 18 Maine events, one Maine Professional stood out and played every event. Casey Cox, PGA, not only played every Maine event but some NEPGA events as well. Out of the 18 Maine events, Casey had 15 top 5 finishes and 4 wins. Based on points accumulated, we congratulate Casey as our 2020 Player of the Year.

Members & Associates

Maine has 89 Class A members, with only one that is not in good standing. There are 17 life members.

There are also 18 Associates, 7 of which are either suspended for failure to meet acceptable progress or for being ineligible employed.

Sponsorships

Our schedule wouldn't be possible without the help from our various partners. Whether monetary or for product all sponsorships are greatly appreciated. There was a decrease in sponsor money this year. We received a total of \$4,900 as compared to over \$11,000 in 2019. It was a difficult year for all our partners so please thank the ones shown below when you see them.

Avidia Bank	\$1,000.00
Five Star	\$1,800.00
M&M Events	\$350.00
PGA Tour	\$1,000.00
Yamaha	\$750.00
Total	\$4,900.00

Ahead	Toiletry Bags
Ame & Lulu	Ladies Handbags, Totes, Socks
Bridgestone	12 - Dozen Golf Balls
Definitive Brewing	Beer
FootJoy	Gloves
Pukka	Hats
TaylorMade	Balls & Wedges
Titleist	ProV Golf Balls

Scholarship

Application Requirements

- A Student must have a cumulative GPA of 3.2 or higher finishing high school or in college to be eligible to apply.
- Applicants must be children, stepchildren or grandchildren of a Maine PGA professional in good standing. Children, stepchildren or grandchildren of Class "F" PGA members are not eligible.
- The Maine PGA Scholarship is for the first four years of college only. Students MUST reapply each year.

Available funds

- Long Term investment account through Morgan Stanley - \$65,000
- Short Term account - \$1,815
- \$10 per player was added to the Portland Pro-Am generating an additional \$1,240. The Prouts Neck Pro-Am would have also been a scholarship fundraiser but was canceled.

Governance

2020 Board of Directors			
Chris Twombly	President	Prouts Neck CC	Term ends 2021 - 2 Year
Peiter DeVos	Vice President	Kebo Valley GC	Term ends 2021 - 2 Year
Doug VanWickler	District Director	Old Marsh CC	Term ends 2021 - 3 Year
Zach Zondlo	Director	Sugarloaf GC	Term ends 2023 - 3 Year
Don Roberts	Director	Waterville CC	Term ends 2021 - 3 Year
Dan Venezio	Director	Portland CC	Term ends 2021 - 3 Year
Casey Cox	Director	Woodlands Club	Term ends 2022 - 3 Year
Tony Decker	Honorary President	Purpoodock Club	Term ends 2021 - 2 Year
Don Doyon	Operations Manager	NEPGA	

We will be adding a Secretary at the 2021 Annual Meeting. Elections will also be held for President, Vice-President and two/three director positions.

The Chapter Rules & Regulations need to be updated and will be a project for the off season.

Financials

Financially the Chapter took in a little under \$75,000 in entry fees combined with the \$4,900 sponsor revenue, for a total of nearly \$80,000, which is only \$2,000 less than last year. Pretty good, considering we cancelled 4 Pro-Am's and one championship.

Expense wise, we paid out a little under \$28,000 in prize money to our professionals and including course user fees and amateur prize money we contributed a total of over \$36,000 to our host club's bottom lines.

Awards

Our 2020 Chapter award recipients were as follows:

Professional of the Year	Keenan Flanagan
Assistant Professional	Pat Kowker
Horton Smith Award	Scott Mayer
Bill Strausbaugh Award	Chris Twombly
Player Development	Casey Cox
Youth Development	Abby Spector
MOY Private	Chris Twombly
MOY Resort	Zach Zondlo
MOY Public	Don Roberts
Teacher of the Year	Casey Cox
Patriot Award	Don Roberts

We have started accepting 2021 award nominations. The deadline to submit nominations is November 27, 2020.

Junior Golf

In 2018 the New England PGA took over administration of the MSGA's Junior Tour. Even though the Junior Tour is part of the NEPGA Foundation, the Maine Chapter has administered all the events.

These junior events are for kids from 8 years old up to 21. This year, we had a total of 10 events in a 6-week period, from the end of June to the middle of August, and the kids would play more if they could.

There was a total of 700 rounds played for an average of 70.0 juniors per event. In 2019 we averaged 51.7 players per event and in 2018 we were at 35.1. We doubled that in 2020! "Thank You" to the host facilities that helped make the tour such a success.

Summary

As we move towards 2021 let's hope that the pandemic situation gets under control and we can return to what will be considered the "new normal". We have been through a lot in the past few months and the entire membership should be thanked for their support and dedication to the Maine Chapter.

Respectfully Submitted,

Doug VanWickler, PGA
District Director – Maine Chapter NEPGA

Massachusetts Chapter Report

Due to Covid pandemic, there was no in person spring meeting.

There were 7 tournaments scheduled for the 2020 season. The first 3 were cancelled due to Covid restrictions. The Chapter Championship at Ipswich Country Club was the first tournament held in 2020. Liam Friedman fired a 67 to take the victory. A Pro-Pro event was held at The Haven Country Club on October 20th. The event was won by Matt Zdon and Jeff Martin. The final 2 events will be held on November 2nd at Thomson CC and November 9th at Blue Hill CC. Thank you to all of the Host Professionals for their continued support.

The Mass Chapter Foundation Pro-Am at Foxboro CC was cancelled. This event raises money for the NEPGA Foundation. Without this event, the Chapter was unable to donate to the Foundation.

Elections for the Board were held on October 20th during the fall meeting and held virtually from Cyprian Keyes Golf Club. Shawn Durocher and David Sibley were voted in as President and Vice President. The Board welcomes newly elected Secretary Peter Hulbert. Lou Rivers has finished his term as President and will move into the role of Honorary President. Thank you to Lou for all of his service. There were over 70 Professionals that logged in to attend the meeting and vote for the Officers. Thank you to Host Professionals Scott Hickey, PGA, Shawn Durocher, Rick Durocher, PGA and Brian Fitzgibbons, PGA and Cyprian Keyes GC for their continued support of the MA Chapter and the NEPGA Section.

Congratulations to the following 2020 MA Chapter Award Winners!

Golf Professional of the Year: Chip Johnson, PGA (Hatherly CC)

Teacher of the Year: Matt Zdon, PGA (Belmont CC)

Merchandiser of the Year: Chris Young, PGA (Thomson CC)

Assistant Golf Professional of the Year: Alec Vozzella, PGA (Marshfield CC)

Youth Player Development Award: TJ Valentine, PGA (Harmon Golf)

Nominations are now open for the 2021 Chapter Awards. The deadline to submit nominations is November 27, 2020.

As we move into the 2021 season, our hope is to be back to a full schedule, even adding a few more opportunities at the request of our membership. Our main objective is to continue to service the needs of the membership. We welcome fresh ideas and new energy that will help us create playing, educational & outreach opportunities for our fellow Massachusetts professionals.

Respectfully Submitted,
Shawn Durocher, PGA
President, Massachusetts Chapter

New Hampshire Chapter Report

The Chapters first 5 events were cancelled due to the Covid 19 shutdown. When golf resumed in NH the Pro's and Am's were ready to play. In the end, the Chapter had 15 tournaments. 12 were Pro Am's, 2 Pro Pro's, and The Chapter Championship. One event cancelled due to weather. 296 teams participated in the Pro Am's, 39 in the Chapter Championship, and 25 in the 2 Pro Pro's. The Chapter Events 6% fee equaled \$7,888.40.

With the Covid 19 there was also a cut in many sponsorship dollars. In total the Chapter received \$2,750.00 sponsor dollars. We would like to thank Avida Bank, PGA Tour, NE Golf Cars, Titleist, and Taylor Made for stepping up with their sponsorships.

The NHC Player of the Year based on tournament points was Matt Arvanitis, Southern University of New Hampshire who edged out Jay Pollini of Ridgewood, and Dan Wilkins of Laconia. It was an exciting race for this award as all of them played well all season long.

The chapter conducted its Fall Meeting of members at via BlueJeans Meetings on October 22, 2020 with over 50 professionals and guests in attendance. Presentations were made by NEPGA President Allan Belden, NEPGA Executive Director Mike Higgins, Foundation Director, Michael Packard and Brian Bain. This year the Chapter held elections for all positions. Below are the newly elected BOD.

The NHC Board of Governance for 2021:

President:

Cory Mansfield, Derryfield CC Head Professional

Vice President:

Tim Riese, Pease GC Head Professional

Secretary:

Phil Davis, Beaver Meadow GC Head Professional

District Director:	Joanne Flynn, Windham CC Head Professional
At-Large Director 2 years:	Allison Mitzel, Laconia CC Head Professional
At-Large Director 1 year:	Matt Arvanitis, SNHU Golf Coach
Past President:	Scott Devito, Pease GC Director of Golf

NHC Year End Awards

Professional of the Year:	Craig Gardner Sunapee CC Head Professional
Asst. Professional of the Year:	Dustin Ribolini, Hanover CC Assistant Professional
Bill Strausbaugh Award:	Todd Rollins Laconia CC Head Professional
Teacher of the Year:	Steve Poremba, Derryfield CC
Youth Development Leader:	Brian Diamond, Atkinson CC
Merchandiser of the Year:	Barry Pearson, Keene CC Head Professional
NHC Player of the Year:	Matt Arvanitis, SNHU

Congratulations to the following professionals for winning the chapter's major championships:

Matt Arvanitis, SNHU, NHC Champion
 Vince Molesky, Stonebridge CC, NHC Senior Champion
 Steve Poremba, Derryfield CC, and team-ProSenior Championship
 Brett Smestad, Rochester CC, and team-ProLady Championship
 Bill Andrews, Portsmouth CC, Griffin Andrews, Abenaki CC-Pro Pro Championship

The chapter sends its sincere "thank you" to NH PGA Professionals who hosted during the 2020 season. Also, a big thank you to all the amateur players that participated in the Pro Am events. The 2020 tournament schedule is 90% completed and will be posted upon completion. .

Respectfully Submitted,

Joanne Flynn, PGA
 NHC District Director

Rhode Island Chapter Report

The Rhode Island Chapter and the NEPGA had an interesting and challenging year in 2020. Our Golf Professionals had record rounds of golf and worked long hours. Golf was one of the few things people could do to be safe and maintain social distancing.

The Rhode Island Chapter Tournament Schedule was cut back due to the COVID-19 but a nice story was host professional, Bill Maguire winning the Chapter Championship at Wanumetonomy with a solid round of 69. Brendan Ray was runner up with a 71.

Below are a few points of information from this past season and some other points that will be helpful as we head into our off season:

The Section Officers and Staff communicate quite often, but that communication was even more so this Spring, and throughout the Covid season. We always knew our Section Leadership was Strong, and their commitment was strong, but this year has reassured me that we have the right Officer Group, and Board of Directors in place to navigate through a Pandemic

Earlier this spring the PGA of America allowed us to delay payment of our Section and National dues until October 31, 2020. There is still quite a bit of outstanding dues to be collected, so as a friendly reminder, if you have not paid your 2020 dues, please do so.

This spring the MSR Cycle, which was supposed to end in June of 2021, was extended for 1 year. Now our MSR's must be completed and fulfilled by June of 2022

Currently there are 787 members who have MSR's to Fulfill. About 40% have met their PGA MSR requirements, but only around 28% have completed their full requirement.

This winter there will be a significant amount of virtual education put forward on NEPGA University and depending on the restrictions in the Spring and beyond, we may have some in person opportunities. We are hoping and expecting to have one education opportunity per week starting in November and going through March.

We talked a little bit last year about recruitment. This year we experienced record numbers of rounds of golf and interactions with our members/customers. We also saw many industries hit very hard by Covid, and many people are out of work. The golf boom is going to continue well into 2021. More than likely we will be dealing with restrictions in the spring, but golf will be allowed to be played.

We also need to think about member retention. Many of the golfers we saw this year were new to the game and were golfers that returned to the game. What are you planning over the winter months to continually engage your golfer, and what system will you and your facility to have in place this spring if everything is shut down and golf is one of the few options?

Lastly as a reminder all PGA Professionals were required to be on ACH Direct Deposit for tournament winnings in 2020. We still have a few hold outs, and we still have a few people that we want to pay them their prize money. It is very easy to sign up for direct deposit and takes less than 2 minutes. If you have not done it yet...please do!

Respectfully Submitted,

Dave Tiedemann, PGA
Shelter Harbor Golf Club
District Director-Rhode Island

Vermont Chapter Report

The Vermont chapter finally kicked off its 2020 VTPGA tournament season to a full field at the Quechee Club Highland Course on Monday July 6th. Since then the Vermont chapter has successfully conducted eight professional events and four junior tour events. Participation in these events has increased compared to previous years with all but one event surpassing its' project summary expectations (in both participation and financial partnerships).

Vermont Junior Tour

The Vermont Junior Tour held four events. The host sites were the CC of Vermont, Neshobe GC, Vermont National CC, and Quechee Lakeland. There were roughly 41 members (it is only roughly because there were a few that didn't have to pay due to overpayments made in previous year and one or two that only played in one event and paid a non-membership fee).

The number of players per event were as follows:

CC of Vermont- 31 players

Quechee Lakeland- 29 players

Vermont National CC- 33 players

Neshobe GC-19 players (was a conflict in the schedule as VGA was running their junior match play championship at same time...was overlooked during early covid days with everything getting moved and cancelled)

We only averaged 19 players per event in 2019!

Pro Am's

Quechee Pro Am- 25 teams (2020) 17 teams (2019) **(+8 teams)**

Stroke Play Champ Manchester/Dorset Field Club- 22 players (2020) 17 players (2019) **(+5 players)**
CC of Vermont Pro Am- 16 teams (2020) 16 teams (2019) **(0)**
VT National Pro 3-Am- 16 teams (2020) 15 teams (2019) **(+1 team)**
Dorset FC Pro Am- 27 teams (2020) 30 teams (2019) **(-3 teams)**
Match Play Championship Ekwanok- 16 players (2020) 16 players (2019) **(0)**
Stowe CC Pro Senior- 19 teams (2020) 16 teams (2019) **(+3 teams)**
Pro-Pro CC of VT- 24 players (2020) 28 players (2019) **(-4 players)**
Okemo GC- 17 teams ...field was limited due to cart restrictions (2020) 23 teams (2019) **(-5 teams)**

The low individual professional winners are listed below.

July 6th, The Quechee Club- Peter Weatherby (69)
July 13-14, Manchester CC and Dorset Field Club- David Bennett (Stroke Play Championship)
August 3rd, CC of Vermont- Dave Jankowski and David Bennett (70)
August 24th, Vermont National CC- Ekwanok CC (Peter Weatherby team in the Pro 3-Am)
August 31st, Dorset Field Club- David Jankowski (64)
September 9-10, Ekwanok CC- David Bennett (Match Play championship)
September 14th, Stowe CC- David Jankowski (66)
September 21st, CC of Vermont- Peter Weatherby and Michael Slayton (pro pro champions)
September 28th, Okemo GC- Dave Jankowski (68)

The Vermont chapter fall meeting was held virtually on Tuesday October 20th. The meeting was highlighted by the president's report by David Bennett, the NEPGA section update, and the one board election (for the one-year director position). Dave Jankowski won re-election and will continue to serve the Vermont board. The current Vermont chapter board is listed below.

David Bennett, PGA, CC of Vermont, President
Tom Mackey, PGA, Ekwanok CC, Vice President
Dan Ruane, PGA, Stowe CC, Two Year Director
David Jankowski, PGA, Burlington CC, One Year Director
Brian Gara, PGA, Vermont National CC, Honorary President
Jim LeClair, PGA, Lake Morey Resort & CC, Operations Manager

The VTPGA Scholarship fund is strong with \$96,500 currently in the investment account and \$8500 in its' working account. There was a \$5000 contribution this year to the fund by dealer.com. There were just two recipients of scholarships this year with the total amount given out being \$3,250. The number of recipients is likely to rise in the near future as there are going to be many more eligible applicants very soon.

The Vermont Chapter (in line with the NEPGA section) has changed the awards process this year. The nominations will go out in late October or early November and will be awarded at the 2021 spring chapter meeting.

Finally, the Vermont chapter would like to congratulate David Bennett for once again qualifying for the PGA of America National Championship in 2021. Good job David! The Vermont chapter would also like to thank of all its partners this season. In a very trying year the chapter still had great support (over \$14,500 plus numerous tee gifts) and was a main reason for all of the success we had with our events. A special thanks goes out to dealer.com, Northstar Fireworks, W&B Golf Cars, Five Star Golf Cars & Utility Vehicles, Callaway Golf, Taylormade Golf, Avidia Bank, and the PGA Tour.

Respectfully Submitted,

David Bennett, PGA
District Director-Vermont

Senior Association Report

The Senior Association unfortunately did not conduct any events or meetings in 2020 due to the Covid-19 pandemic and the restrictions on gatherings and events. We are hopeful to return to a normal schedule in 2021 so long as restrictions on golf and gatherings are eased. We are working on our 2021 schedule and will be sharing that as soon as it is available.

I am going to be running for a 2nd term as District Director representing the Seniors on the NEPGA Board of Directors and am unopposed. I look forward to serving the Senior members of the NEPGA for the next three years.

Respectfully submitted,

Dan Gillis, PGA
Director/Senior Representative

Assistant's Association Report

The New England PGA Assistants Association, much like most others in the golf industry, have had a difficult season in 2020 – due to a combination of State restrictions on golf, and clubs closing their courses to outside events, we have unfortunately needed to cancel almost our entire season. However, we do need to recognize the champions of the events we were able to conduct: congratulations to the 2020 Assistants Champion Shawn Warren, who has had quite the year of phenomenal play throughout the Section. We were also able to conduct the Season-Long Match Play Bracket, which only required two people to be on the golf course at a time. This flexibility has made it possible for all matches to be played as planned, and Greg Kelly of Myopia Hunt Club emerged victorious. Congratulations Greg, and best of luck with your new opportunity in the South Florida Section!

Fortunately, we are in a position where golf has become much more normalized as people have adjusted to playing safely during a pandemic, and as such, the Assistants Board is hard at work preparing for a new start next season. We are currently in negotiations with a number of golf courses, and our major Assistants Championships are already booked with the Assistants Championship at Abenauqui Golf Club, and the Hudson Cup at Marshfield CC. Keep your eyes out for news of new tournament bookings in the next month or so!

As is customary this time of year, we are promoting our Board Members up the chain, and opening the path for some new Assistants to get involved in Association governance! First and foremost, we'd like to thank Jo-Anna Krupa for all of her hard work and service during her years on the Assistants Board and wish her all the best of luck in her future pursuits! In the wake of Jo-Anna moving on from the Board, we'd like to congratulate the other Board Members on their promotions to their new roles: Matt Alwin as President, Ryan Train as Vice President, Sean Fellows as Secretary, and Ed Doherty as Honorary President.

With that said, we are left with two vacancies on the NEAA Board: the Tournament Chair and Director at Large positions. Nominations for those positions are open now, and the deadline is this Friday, November 6th at 5pm. If you might be interested in serving on the Assistants Board, or you know anybody who might be a good fit for the job, please reach out to Max Doctoroff at the Section office by Friday afternoon for more info.

Finally, we'd like to wish the best of luck to all the Assistant Professionals representing the New England PGA at the National Car Rental Assistants Championship in Port St. Lucie, FL in a couple weeks. Good luck

to Kyle Dobbs, Liam Friedman, Seul-Ki Hawley, Ryan Moseley, Malcolm Oliver, Todd Scarafoni, and Shawn Warren. We'll all be rooting for you!

Respectfully Submitted,

Ed Doherty II, PGA
Nashawtuc Country Club
President – NEAA

District 1 Director Report

We continue to strategically increase resources against Member-focused areas:

- Section support is increasing by \$8 MM since FY13 to reach \$20 million, which is a 66% increase.
- Member program spending increase by over \$11M since FY13, which is more than a 55% increase.
- We've been able to maintain these consistent annual increases, even though Member dues account for less than 2% of annual revenues, by managing the revenue impact of a home Ryder Cup across the 4-year cycle.

104TH PGA ANNUAL MEETING RECAP

The 104th PGA Annual Meeting was held virtually on October 29. Jim Richerson, PGA was elected the 42nd President of the PGA of America today at the Association's 104th Annual Meeting, held virtually for the first time ever due to the global pandemic. Richerson, of Scottsdale, Arizona, is Senior Vice President of Operations for Troon, and a member of the Southwest PGA Section. He succeeds Suzy Whaley, who completed her two-year term as president and is now PGA Honorary President. Succeeding Richerson as Vice President is John Lindert, PGA, of Grand Ledge, Michigan. Don Rea, PGA, of Gilbert, Arizona, was elected as the new PGA Secretary.

PGA OF AMERICA HIGHLIGHTS

- PGA MERCHANDISE SHOW shifts to all virtual format for 2021. January 26-29, 2021.
- MEMBER OFFERING SURVEY closes on November 30. Check email or visit www.pga.org
- PGA LEAD ACCEPTING APPLICATIONS
- VIRTUAL 2021 PGA TEACHING & COACHING SUMMIT PRESENTED BY OMEGA, January 25, 2021.
- PGA OF AMERICA AND SUPREME GOLF ANNOUNCE NEW TEE TIME BOOKING MARKETPLACE
- PGA.COACH Just go to www.PGA.Coach and sign up.
- PGA.ORG JOB BOARD
- PGA of AMERICA COMMUNICATION – 5 Things to Know

TIM ROSAFORTE ELECTED TO HONORARY PGA OF AMERICA MEMBERSHIP

Tim Rosaforte of Jupiter, Florida, whose award-winning coverage from print to television promoted the impact PGA Professionals make in growing the game of golf, has been elected the first journalist to receive Honorary Membership in the PGA of America. He is just the 12th person ever to receive the designation of PGA Honorary Member. Rosaforte, 65, a former senior writer for Golf World/Golf Digest and "Mr. Insider" as an analyst for Golf Channel/NBC, was recognized during the 104th PGA Annual Meeting, which was conducted virtually due to COVID-19. Rosaforte retired in December 2019 and has battled early on-set Alzheimer's Disease. PGA Honorary Membership is determined by a vote of PGA delegates that recognize individuals for their outstanding contributions to the game of golf.

MEMBERSHIP BENEFITS

- PROPONENT GROUP PARTNERSHIP
- RETAIL TRIBE PARTNERSHIP
- PGA PERKSPOT

PGM UPDATE

Based on input from the Education, Employment, and Membership Committees the Board is looking at updates to Associate and PGA Golf Management University programs. We are dedicated to

PGA FRISCO UPDATES

With great excitement, here are the final and Board approved renderings of the PGA of America's new headquarters building in Frisco, Texas.

INCLUSION & DIVERSITY

The PGA of America aspires to create a game, a workforce and an industry supply chain that mirror America. In pursuit of that vision, we continue to bring inclusion to life across all of our lines of business. In 2014, the Association's leadership intentionally positioned inclusion and diversity as a foundational principle in the Long-Term Strategic Plan, recognizing that we will be defined by how this commitment resonates throughout the PGA of America, our programs, and practices.

GOLF EMERGENCY RELIEF FUND

In response to the severe challenges impacting golf communities nationwide, the Golf Emergency Relief Fund was established to provide short-term financial assistance to workers in the golf industry who are the backbone of our sport and face significant financial hardship, including those suffering as a result of COVID-19. Due to overwhelming response, registration for Phase 1 of the Golf Emergency Relief Fund closed at 2 p.m. ET on April 17, 2020.

The PGA of America and E4E are thrilled to support the golf community during these unprecedented times. Due to the high volume of applications and funding available, E4E closed the Phase 2 application process on June 4, 2020 to be able to award as many applicants as they currently can at this time. The PGA of America has contributed \$5 million plus a \$2.5 million match commitment. To date, over \$7,800,00 has been awarded.

The Golf Emergency Relief Fund has continued to be a great impact to workers in the golf industry with over 3,300 people receiving grants totaling over \$4 million in Phase 1 and over 1,800 people receiving grants totaling over \$3.6 million in Phase 2.

DISASTER AND RECOVERY RELIEF - WAYS TO HELP

Our fellow PGA Professionals and others across the golf industry in these areas need your help.

The PGA Disaster Relief Fund was created to provide assistance to PGA Members who find themselves faced with temporary financial problems, due to medical emergencies or natural disasters.

- In Membership Year 2019/2020, roughly 7,000 members and apprentices contributed to this fund. Since 2000, more than \$2.3 million has been distributed to PGA Members.
- The fund is supported exclusively by contributions from PGA Members. If you would like to contribute to the Disaster Relief Fund, call PGA Membership Services at (800) 474-2776 or access your dues bill. (Note: The voluntary contribution is not tax-deductible).

INDUSTRY TRENDS 2020

- Like just about every industry, golf was hit hard by the pandemic. As a much-needed outdoor recreational outlet that can be played responsibly, golf participation has bounced back nicely. After significant jumps in play during the months of June, July, August, and September rounds for 2020 are now significantly outpacing the same period from a year ago.
- As of September 30th, year-to-date rounds are up 8.7% nationally over the same time frame in 2019, having climbed back from a 16% deficit on April 30.
- The September numbers are in and Golf Datatech is reporting almost a 26% jump in rounds played versus a year ago. Percentagewise, this is the largest YOY increase so far this year and represents about 12 million incremental rounds.
- A couple of things to bear in mind. All these extra rounds do not benefit everyone in golf equally. There are several business segments, such as resort golf, that are not enjoying a "V" recovery, and some courses are playing plenty of rounds, but banquet and general F&B revenues continues to be off. Second, significant increases in rounds played do not necessarily indicate the same is happening with golf participation. While we have recorded noticeable increases in juniors and beginners, the stocks and flows of our consumer base may end up evening things out in the end.

COVID-19

- Golf industry lost an estimated 20 million rounds to COVID-19
- More than half U.S. golf courses were closed in late March and throughout April

- Yet, depending on the impact of weather and virus-related delays, rounds are currently forecast to finish up between 2%-6% over last year's 441 million. If rounds finish at 5% higher or more, it would be the largest year-over-year increase since 2012.
- 35- to 49-year-old golfers have been especially engaged, with one-quarter of this cohort reporting an increase in their May-July rounds versus what they'd consider typical. A similar proportion also anticipate a higher volume in their rest-of-year play versus typical.
- The number of kids ages 6-17 who teed it up on a golf course in April, May and June indicates that we could see an increase of half a million junior golfers by year's end (+20%)
- Data suggests these newcomers be a little bit younger than usual, with an increase in the number of girls and ~25% non-Caucasian
- Overall beginners and returning golfers during the same stretch is about 20% higher than in recent years

OVERALL

- Golf is a major industry with a positive impact on America's economic, environment and social agendas. It generates jobs, commerce, economic development, and tax revenues for local communities
 - Golf is a \$84.1 billion industry and impacts nearly two million jobs at approximately 15,000 facilities nationwide
- Note: One in 75 U.S. jobs are impacted by the golf industry.

Respectfully Submitted,

Ian Marshall, PGA
District 1 Director

PGA Regional League Manager Report

New England PGA Jr. League at a Glance

	13U Players	17U Players	Average Players/Captain	Average Price Charged
2019	2929	441	21	\$279
2020	1438	333	28	\$308

Despite the pandemic PGA Jr. League had an amazing year across the country. The New England Section had the third highest number of players of the 41 sections. Thank you to those facilities that stayed engaged they saw growth both in #of players and price. The average players per Captain grew from 21 players in 2019 to 28 in 2020 and the average price charged grew from \$279/player in 2019 to \$308/player in 2020. In July we sent a survey to parents of 2019 & 2020 registered players and we received almost 7000 responses, the key response was that 91% of the families say they comfortable or very comfortable returning to PGA Jr. League games and practices. This is a great pulse check that parents feel that way about PGA Jr. League! A few success stories from within our Section, we had one facility in the Section that ran a spring/summer season and also a fall program, we sent that facility checks for just over \$47,000! The other is Nehoiden Golf Club with Terry Crimmins, PGA. Nehoiden started a program in 2019 with only 7 juniors on their team, they decided to also run a fall team that year and had 12 players. This year their summer program grew to 36 players and their fall team had 41 players. Nehoiden opened their fall team registration on an August Friday morning at 10 am and it was sold out within 2 hours! Parents are looking for responsible opportunities for their children. The 2021 facility registration will be opening in only a few short weeks in mid-November. Please visit the website for more info: www.pgajrleague.com

PGA Family Cup

The 2020 pilot of PGA Family Cup in 12 markets was a great success and PGA Family Cup will be available in 2021 to all PGA Jr. League Captains! David Moore, PGA ran an event in August at Village Links in Plymouth which was a huge success with 18 teams. I was fortunate to play with my nephew, brother in law a cousin and his daughter. We had SO much fun and laughs and we are already talking about the 2021 event to get more family members to take part! PGA Family Cup is another revenue generating opportunity for

you and your facility. It is a great end of the season event for your PGA Jr. League players to get their parents off the sidelines and out onto the fairways having fun! Please visit the website for more info: www.pgafamilycup.com

PGA.Coach

PGA.Coach is bringing ADM the American Development Model to golf. There are almost 3000 certified PGA Coaches across the country and 81 here in the New England Section. If you are looking to grow your brand or build your customers, this is a great opportunity. Those that become certified will have their profile listed on PGA.COM the consumer facing website where searches are done by zip code. You can add your bio, pictures and consumers can contact you. Brian Jacobs, PGA a Western New York Section member sold a consumer a \$3,500-dollar teaching package from a PGA.COM lead he received during the 2020 PGA Championship. The best thing about PGA.Coach is it is FREE! Please visit the website for more info and to get certified: www.pga.coach

Next Steps

While tee sheets have been full, from open to close every day. The key to long term success will be those facilities that can keep their customers engaged once we get on the other side of this pandemic. The planning for that needs to start today! The game of golf is well positioned with all the benefits that it encompasses. Please reach out and let's talk about 2021 opportunities.

There is a great book I just finished and encourage all of you to as well, The Infinite Game by Simon Sinek. Those that embrace an infinite mindset build stronger, more innovative and inspiring teams. They also are more resilient to thrive in an ever-changing world as we are currently experiencing.

Respectfully Submitted,

Brian Bain, PGA
PGA Regional League Manager

PGA Employment Report

Interactions with Members of NEPGA & CTPGA in the last year:

During the past 12 months I have had interactions with members of the two sections totaling 2845 contacts.

The approximate % of the 2845 interactions per category are:

Relationship Development	29.1%
Section & Association Support	27.9%
Career Planning	23.3%
Talent Search	11.7%
Job Search	7.7%
Other topics	.3%

The approximate % of the 2845 interactions by mode of contacts are:

Email	71.0%
Video Chat	17.1%
Telephone	6.8%
In Person	5.1%

New England PGA Management Level Positions last year HP-GM-DOG-DOI etc.

Positions posted	29
Filled PGA Member	25 (3 were also filled by former associates who may reinstate)
Success rate	86.2%

New England PGA Job Board Posting last year.

All levels of postings	375
Management Level Postings	36 9.6%

New England PGA Members reported as being unemployed during the last 12 months.

12-month total	52
Past month	3
Average per month	4.3

Job Seeker Preferences

The campaign to contact members to sign up for the new Job Seeker Preferences on their profile on PGA.org continues. We continue to make some progress with **New England** now over my goal of 60%. Here are the current numbers. Still some work to do. This is for the members own good. Let's keep promoting participation.

<u>Section</u>	<u>Members</u>	<u>Active Members</u>	<u>Completed</u>	<u>Percent of Active</u>
NEPGA	1115	961	581	60.5%
CTPGA	366	280	150	53.6%

Golf Retirement Plus lost funds campaign

During the month of August, I contacted members of both sections who have unclaimed balances in their Golf Retirement Plus accounts. If these balances are not claimed during the past two years, the funds are forfeited. I have had a great and appreciative response from members whom I have contacted for this found money.

The range of unclaimed funds was from a low of \$1.93 to \$5,068.02. Someone was very happy I am sure.

Unclaimed funds by Section.

<u>Section</u>	<u># of members</u>	<u>Total unclaimed funds</u>
NEPGA	109	\$37,909
CTPGA	45	\$18,171

ADM Certification Contacts

Also, during the month of August I contacted 66 members in New England and 31 members in Connecticut who have completed ADM Certification but have not registered as part of PGA Coach. There was a significant amount of promotion during the PGA Championship and it was be a great opportunity for members who are registered to receive free promotion during the time frame.

Campaign to contact members under the age of 30 who had no record of contact.

Total on list with no contact	181
Total contacted	141
% contacted	77.9%

NEPGA National Job Board on PGA.Org.

Position	3/1	7/1	8/1	9/1	10/1	11/1
Assistants	58	3	2	1	7	14
Other/Interns/ Service	24	1	4	3	6	14
HP- GM- DOG	7	1	0	1	4	5
Club Teaching	2	0	1	0	0	0
Total Jobs on Board	91	5	7	5	17	33

Respectfully Submitted,

Jim Remy, PGA

PGA Employment Consultant

Past PGA of America President, 2008-2010

jremy@pgahq.com

802-558-8852



PGA

New England Section

2019 NEPGA Annual Fall Meeting
October 29, 2019 – Blue Hill Country Club – Canton, MA

MINUTES

Officers in Attendance:

Ron Bibeau PGA – President
Allan Belden, PGA – Vice President
Mike Bradshaw, PGA – Secretary
Rob Jarvis, PGA – Honorary President

Directors in Attendance:

Mark Aldrich, PGA – Massachusetts
Lou Rivers, PGA – Massachusetts
John Fields, PGA – Massachusetts
Doug VanWickler, PGA – Maine
Dave Donnellan, PGA – Cape Cod
Joanne Flynn, PGA – New Hampshire
Dave Tiedemann, PGA – Rhode Island
Dave Soucy, PGA – Vermont
Dan Gillis, PGA – Seniors

Staff in Attendance: Michael Higgins – Executive Director
Joan Stuart – Dir. of Membership, Acct & Finance
Dave McAdams – Director of Operations
Jacy Settles – Manager, Junior Golf & Mass Chapter
Max Doctoroff, PGA – Tournament Director
Chris Clayton – Assistant Tournament Director
Nick Heidelberger – Marketing & Communications Manager
Christian Comeau, PGA – Foundation Coordinator

Special Guests:

Noel Gebauer, PGA – District Director
Ian Marshall, PGA – Incoming District Director

President Bibeau called the meeting to order.

Playing of the National Anthem.

Bibeau asked the membership to recognize in silence those PGA professionals from the New England Section who had passed away within the year.

A motion was properly made and seconded to waive the reading of, and accept as written, the minutes from the previous meeting. The motion passed.

President Bibeau acknowledged the New England PGA Past Presidents, Hall-of Fame Members, Section Staff, National Staff in attendance.

PRESIDENT'S REPORT - RON BIBEAU, PGA

Bibeau thanked the current board members, executive committee, section staff, and past presidents in his opening remarks.

Bibeau acknowledged the success of NEPGA Tournaments with large fields and purses

Bibeau acknowledged the need for better and more useful education opportunities, and highlighted NEPGA University.

Bibeau recognized the successful fundraising efforts of the NEPGA, as well as the vast junior programs including Junior League, Drive, Chip & Putt, and Junior Tour.

VICE PRESIDENT'S REPORT - ALLAN BELDEN, PGA

Belden reported that the NEPGA is in good financial standing and the financial report has been uploaded to the members-only side of NEPGA.com. Net operating income for the NEPGA was \$87,229, up to \$122,619 when chapters are included, but that will decrease as bills are paid that have not yet hit the books. Section revenue was just over \$2.2 million, up from 2018.

Belden reported that the top member benefit for PGA Professionals, as reported by the members in a national survey, is access to the Masters. PGA Professionals also have access to the Ryder Cup. Additional benefits include online education (NEPGA U), employment page, promotion through marketing department, access to high-level tournaments with attractive purses, academic scholarships for children of PGA Professionals, grant program to fund programs at facilities with PGA representation.

Belden asked the audience to support NEPGA partners when possible and reported that the NEPGA was able to maintain sponsorship dollars from the previous year.

Belden discussed the NEPGA building fund account with nearly \$400,000 to go toward the Section's new home site. He added that every decision regarding the new site process is made very carefully.

SECRETARY'S REPORT - MIKE BRADSHAW, PGA

Bradshaw acknowledged the 18 new Class A members since the Spring Meeting.

Bradshaw acknowledged the new 25-year PGA members.

Bradshaw acknowledged the new 50-year member, Paul Barkhouse.

Bradshaw gave an update on MSR requirements, noting we are just about mid-way through the current MSR cycle. He highlighted MSR opportunities at the upcoming PGA show and played a preview video of the 2020 PGA show. 63 out of 760 NEPGA Pros who have requirements have completed them as of the Fall Meeting.

He touched on NEPGA University and the Section's approach to education. There are 218 members of NEPGA U. About 15 percent of those 218 have logged in and taken a class. NEPGA U currently offers 14 classes and will be adding more throughout the off season.

Bradshaw introduced an upcoming series of seminars called "Hey Pro" addressing the nagging questions that members often drop in with.

EXECUTIVE DIRECTOR'S REPORT - MIKE HIGGINS

Higgins credits the success of the NEPGA to the members and NEPGA staff, including Chapter Operations Managers.

Higgins mentioned the business plan which is developed by the board of directors and section staff.

Higgins asked “Are the Habits you have today on par with the drams you have for tomorrow?” and presented a top-10 list of habits for becoming a great PGA professional.

1. Work ethic, knowledge, and interpersonal skills
2. Disciplined and organized every week and every day
3. Deliver results
4. Manage your brand
5. Network, network, network
6. Skills & knowledge matter
7. Develop your soft skills
8. Live within your means
9. Figure out what you enjoy and what you’re good at
10. Balance your work life, your personal life, and your family life

NEPGA FOUNDATION REPORT – ROB JARVIS, PGA

Jarvis began his presentation with a brief video recapping NEPGA Foundation events and programs.

Jarvis reported that the Foundation Foursomes Fundraiser grew from \$15,650 from 80 clubs in 2018 to \$26,072 from 95 clubs in 2019, a significant growth. The OMEGA Watch Raffle raised \$3,190. Fore the Foundation raised \$9,456 from Tournament Solutions, and the Avidia Bank NEPGA Credit Card generated \$20,345. Those fundraising efforts combine to generate about \$59,000.

He reported that \$9,100 was awarded in grant funding to five different programs. \$15,000 in grant funding is available and Jarvis encouraged PGA Professionals to apply for funds to build and grow the qualifying programs at their facilities.

Jarvis reported that Scholarship opportunities have grown, including \$24,800 through the Wemyss Scholarship.

There were five PGA HOPE Programs in the NEPGA Section in 2019, with more than 120 Veterans impacted through the clinics. He encouraged those interested in facilitating a PGA HOPE program to reach out.

Jarvis reported that there were 842 members of the NEPGA Junior Tour with 120 tournaments and 4,009 rounds played.

1,249 kids participated in Drive, Chip & Putt in the New England Section in 2019 and thanked the facilities that hosted local qualifiers.

PGA Junior League had 188 captains in the NEPGA, most of any section, and had the second-most players of any section in the country. 1,308 NEW PGA Junior League participants. Average fee for PGA Junior League was up \$41. 36 teams competed in the NEPGA Junior League Section Championship, up from 29 in 2018. The PGA gave \$610,000 to PGA Junior League host captain/facilities, up \$110,00 from 2018.

Jarvis discussed the Foundation’s clinics at Boston Children’s Hospital, of which there were three in 2019 (two have already passed, on coming up in November).

Jarvis closed with a quote “If everyone is moving forward together, then success takes care of itself.” – Henry Ford

BREAK

PGA CAREER SERVICES REPORT – JIM REMY, PGA

Remy commented that the New England Section is a leader in the nation because of tournaments, employment and education services.

Remy noted that it will be difficult to find help this year and those looking for an assistant, associate or intern, to start the processes as early as possible.

Remy reported that we have gotten away from local recruiting (promotion from bag room, etc.). He noted there is a record low number of associates and interns, which will make it difficult to find help next year.

Remy stressed the importance of Career Links profile updates (Including future compensation preferences) and the compensation survey. The New England Section ranked 39th out of 41 Sections last year in Compensation Survey participation.

DISTRICT 1 DIRECTOR REPORT - NOEL GEBAUER, PGA

Gebauer addressed the upcoming resolutions at next week's National PGA meeting

1. Eliminating citizenship as a requirement for membership
2. Removing the education requirement for becoming a life-member (geared towards A-3/Tour players)

Gebauer reported that there will be an upcoming change to the PGA Member logo to be determined at the upcoming meeting.

Any Master or Certified Professional by Dec. 31 of 2019 can use the stars atop the PGA logo at their discretion, and that logo will be available to them. Moving forward the stars will not be available.

The center for learning and performance at St. Lucie is closed and PGA is looking to divest. There will be a plan to revamp the practice facility at PGA Golf Club to accommodate much of the functionality from the closed facility.

PGA Golf Club is excited to host the 2021 PGA Professional Championship.

Gebauer noted that ground has been broken on the new PGA Headquarters in Frisco, Texas and he anticipates that HQ opening in 2022. The facility will include 2 golf courses, a short course, Omni hotel, 127,000 sqft conference center, and education center for player and coaching development.

PGA will still operate a few departments from Palm Beach Gardens.

Gebauer introduced Ian Marshall, the incoming District Director

COMMITTEE REPORTS

SPECIAL AWARDS COMMITTEE - ROB JARVIS, PGA

Jarvis congratulated the 2019 NEPGA Award Winners: Jesse Schechtman, Jack & Amanda Davis, Darren Falk, Alex Kirk, James Chojnowski, Sean McTernan, Jennifer Hudson, Cliff Thompson, John Paesani, Justin Lawson, Bob Green. In addition to the award winners, Bruce Dobie and Bob Lenzion will join the NEPGA Hall of Fame.

TOURNAMENT COMMITTEE - CHIP JOHNSON, PGA

Johnson thanked each facility that hosted an NEPGA tournament in 2019 and those willing to host in the future, including Jeff May and Rich Thibeault who hosted the Section Championship, Matt Closter who hosted the Seniors Championship, and Jeff Halunen, who hosted the Assistants Championship.

Johnson thanked the NEPGA Partners who supported NEPGA tournaments and helped make the tournament purses what they are.

Johnson congratulated the NEPGA's major championship and award winners of 2019.

Johnson reported a 4 percent increase in tournament participation in 2019. He noted, however, that the Section and Assistants Championships experienced a decline in participation in 2019.

Johnson reported that numbers across the board were up in the New England Series, which generates money for the Section as well as the Clubs.

Johnson announced that the NEPGA is in negotiations with Myopia Hunt to host the 2020 Section Championship, and that the Senior Championship will return to Woodstock in 2020. A site is still needed for the 2020 Assistants Championship.

He discussed that addition of a Korn Ferry Tour event in Maine, which will require an NEPGA-run qualifier, which will take place during the traditional date of the New England Open. This will create a change to the schedule.

Cape Week popularity reached an unsustainable level this year, and a lottery system will be put in place for registration. An off-Cape pro-am week is also being explored to accommodate demand.

NEW BUSINESS - RON BIBEAU, PGA

Bibeau opened the floor to new business. There was no new business.

RESOLUTIONS - MIKE BRADSHAW, PGA

Bradshaw introduced a resolution, of which a 2/3 majority is needed to pass.

The resolution was to eliminate the three district borders of the Massachusetts Chapter.

The resolution passed by a show of hands.

OFFICER ELECTIONS - Jack Gale

Allan Belden, PGA elected as NEPGA President

Mike Bradshaw, PGA elected as NEPGA Vice President

Chip Johnson, PGA elected as NEPGA Secretary

Newly elected directors installed.

OPEN FORUM

ADJOURN

President Belden adjourned the meeting.

2020 NEPGA Partner Directory

Avidia Bank

Stroke Play Series, Chapter Championships

Cliff Thompson

Tel: 978-567-3658

Cell: 978-875-0278

42 Main St

Hudson, MA 01749

c.thompson@avidiabank.com

Robert Williamson

Tel: 978-567-3658

42 Main St

Hudson, MA 01749

r.williamson@avidiabank.com

Bushnell

Stroke Play Series

Rep: Adam Casey

PO Box 164

Newmarket, NH 03857

Cell: 603.386.9026

adam@caseygolfsales.com

Rep: Jim Mayo

jmayogolf@aol.com

Cobra Puma Golf

Stroke Play Series

Rep: Clem Lamarre

PO Box 87055

South Dartmouth, MA 02748

Cell: 508.280.0777

Fax: 508.992.0999

clamarre.cobrapuma@gmail.com

Rep: Bryan Leskowitz

Cell: 978.273.7963

Bryan.leskowitz@gmail.com

Dormie Workshop

2021 ProAm Championship, Section Championship

Owner: Todd Bishop

sales@dormieworkshop.com

Rep: Matt Stewart

mstewart@dormieworkshop.com

Five Star Golf Cars

Pro-Superintendent, Pro-Officer

Owner, Larry Kelley, PGA

802.558.0756

larry@fivestargolfcars.com

Owner, Matt McDonald

207.289.8717

matt@fivestargolfcars.com

Rep: Tim Russell NH/MA

603.557.3463

tim@fivestargolfcars.com

Rep: Alex Stimpson MA/RI

508.264.3003

alex@fivestargolfcars.com

Rep: Andy Ingham, PGA

617.780.5482

Andrew@fivestargolfcars.com

Goslings Rum

Rep: Robby Thompson

Cell: 774-281-0301

robby@championgolfgroupllc.com

Graystone Consulting

Investment Partner

Rep: Rob Malenfant

Cell: 603.472.4939

Robert.j.malenfant@msgraystone.com

Rep: Scott Notargiacomo

Cell: 603.472.4939

Scott.notargiacomo@msgraystone.com

Harbor Hemp Co.

Stroke Play Series

Owner: Glen Boggini

glen@bogginicola.com

Rep: Dan Dempsey, PGA

Dan.dempsey@aheadsales.net

LynksIn Golf Club

New England Series

Owner: Rob Headley

robh@lynksin.com

Mohegan Sun

Travel Partner/Pro-Am's

Rep: Marc Provost

Regional Marketing Manager

mprovost@mohegansun.com

860.862.7415

PING

NEPGA University

Rep: Shannon Johnson

Cell: 774.277.7403

shannonj@ping.com

Rep: LeAnna Wicks Tapp

Bus/Cell: 810.623.6623

leannaw@ping.com

Pinned Rangefinders

ProPro Stroke Play

Owner: Alec Lorenzo

theboys@pinnedgolf.com

Prize Possessions

Pro+1 Am

Owner, Jim Lynch

340R Vanderbilt Ave.

Norwood, MA 02062

Bus: 800.283.1166

jiml@prizepossessions.com

SCNS Sports Foods

Stroke Play Series

Rep: Sheila Barnard

Bus: 888.638.8686

sheila@golfenergybar.com

Taylormade

NEPGA Jr. Tour

Rep: Steve Colt, PGA

Cell: 508.789.1467

Steve.colt@taylormadegolf.com

Rep: Mike Spiotta

Mike.spiotta@taylormadegolf.com

TB12

NEPGA Education

Rep: Brian Bachelder

Cell: 857.449.7525

bb@tb12sports.com

Tournament Solutions

Chapter Championships, Pro-Officer

Rep: John Lawrence, Owner

18 Henry Graf Jr. Rd.

Newburyport, MA 01950

Bus: 800.896.1230

john@tournamentsolutions.com

Rep: Joe Lamoly

joe@tournamentsolutions.com

Turtleson

Pro-Pro Stroke Play

Rep: Jeff DiBona

Bus: 508.541.1080

Cell: 860.729.5170

jsdibona@gmail.com

Yamaha/NE Golf Cars

Stroke Play Series, ME/NH Chapter

Owner: Scott Cookson

Negc40@aol.com

Owner: Jon Cookson

jon@newenglandgolfcars.com

Rep: Mark Cunningham, PGA – MA/RI

mark@newenglandgolfcars.com

Rep: Patrick DeAngelo - ME/NH

patrick@newenglandgolfcars.com

Dan Cronin – MA

dan@newenglandgolfcars.com