



PGA

Northern California Section

BOARD OF DIRECTORS MEETING AGENDA

February 26, 2018

Thunder Valley Casino Resort – Lincoln, CA.

Sierra Room

Join from PC, Mac, Linux, iOS or Android: <https://zoom.us/j/238629246>

Or Dial-in: 1 408 740 3766 Meeting ID: 238 629 246

- I. Call the meeting to order at 10:30AM
- II. Invocation
- III. Swearing in of New Directors
- IV. Past President's Comments
- V. Action Items
 - a. Minute Approval – December 4, 2017 – P.3-6
 - b. Minute Approval – December 18, 2017 Conference Call – P. 7
- VI. President's Report – Bill Troyanoski, PGA
 - a. Review Action Item and Request Log – P.8
 - b. Core Committee Meeting – March 28, BOD/Committee Chair Preparation
 - c. District 11 position notice to Membership, Election Date
 - d. PGA HQ Activities
 - i. Professional Golf Mgmt, Specialized Career Track & Life Long Learning Track
 - ii. PGA Women's Cup Matches
 - iii. PGA Women's Clinics – HQ Program
 - e. 2018 PGA Professional Championship – BOD Support P. 9
 - f. PGA By-Laws Revisions
 - g. Super Regional – 2018 Candidates for Secretary
 - h. Board of Directors Contact List –P.10
 - i. Board of Directors Schedule – P.11
- VII. Vice President's Report – Dede Moriarty, PGA
 - a. 2017 End of Year Financial Statements – P.12-24
 - b. Financial Statements Month Ending January 31, 2018 – P. 25-29
- VIII. Secretary's Report – Ward Sutton, PGA
 - a. Membership Report – P. 30-33
 - b. Membership Dashboard – P. 34-35

IX. Executive Director/COO Report – Len Dumas

- a. Status, NCPGA/Chapter Education Programing
- b. Transition Update, Executive Director
- c. HOF Update
- d. Upcoming Events p. 36

X. NCPGA Foundation Report – Dede Moriarty, PGA

- a. 2018 Strategic Focus
- b. NCPGA Member Grants

XI. PGA of America Reports

- a. District Director – Scott Ashworth, PGA
- b. Employment Services – Carol Pence, PGA

XII. Section Reports

- a. Assistant ED/Managing Director FDN – Nancy Maul
 - i. Review of 2018 ED Conference & Merchandise Show
 - ii. NCGA Member Drive
 - iii. Business Development (Jeff Drust) P. 37-38
- b. Director of Operations – Brian Rich
 - i. PGA Jr. League P. 39
 - ii. CPP Workshop April 16-18 April P. 40
- c. Tournament Director – Cameron MacGregor P. 41

XIII. NCPGA Chapters

- a. Bay Area – Scott Steeleman, PGA
- b. Monterey – Cole Handley, PGA
- c. North Coast – Greg Henderson, PGA
- d. North State – Mike Galli, PGA
- e. San Joaquin – Greg Fedderson, PGA
- f. Sierra Nevada – Greg Wenzel, PGA

XIV. Core Committees & Task Forces

XV. Unfinished Business

XVI. New Business

XVII. Executive Session

XVIII. Adjourn



BOARD OF DIRECTORS MEETING MINUTES
December 3, 2017
North Ridge Country Club, Fair Oaks, CA

Board Present: Bill Troyanoski, Dede Moriarty, Len Dumas, Jim Kepler, Mike Galli, Ward Sutton, Dennis Tuhn, Dan Brace, Ed Winiiecki, Shawn Kelly, Pat Jones, Jeff Palmer, Nick Bailey, Eric Lippert, Dave Lewis

Staff Present: Nancy Maul

Guests: Carol Pence, Nikki Gatch, Paul Levy, Scott Ashworth

I. Meeting called to order at 1:04pm by President Troyanoski

II. Invocation led by Honorary President Len Dumas

III. Outgoing At-Large Directors and Chapter Presidents - Bill Troyanoski

President Troyanoski thanked the outgoing Board Members and Chapter Presidents for their service to the Board.

1. Jeff DeBenedetti, PGA
2. Pat Jones, PGA
3. Jeff Palmer, PGA
4. Ed Winiiecki, PGA
5. Mike Dowd, PGA
6. Ward Sutton, PGA

IV. Election Results of At-Large Directors – Len Dumas

Honorary President Dumas noted that we had the largest voter turnout in years, and announced the results.

1. Ward Sutton, PGA
2. Ed Winiiecki, PGA
3. Eric Lippert, PGA
4. John Abendroth, PGA
5. Dave Lewis, PGA

V. Past President's Comments

Honorary President Dumas thanked everyone for the opportunity to serve the Membership of the Northern California PGA.

VI. PGA President – Paul Levy

President Levy asked for any questions or concerns from the Board. He then spoke about the lifelong learning strategy by the PGA of America, and the importance of education, specifically in three career paths: Teaching, Traditional Golf Professional, General Management. President Levy also reviewed the recent PGA Annual Meeting. He informed the Board that the Port St. Lucie Golf Trail and the Center for

Learning and Performance is currently for sale. A portion of the sale proceeds will be put back into the PGA Golf Club's 54-hole and practice facility. A question was asked about the future of the Education Learning Center. President Levy said the PGA is working on contingency plans for the Education Center pending a sale of the property. Director Eric Lippert asked about the PGA Certification Program. President Levy informed that the Certification Program will tie into the new lifelong learning strategy. Director Pat Jones asked if the PGA has considered having its own management company. President Levy gave a history of the discussion and pointed out that the PGA already manages two facilities in Valhalla and PGA Golf Club.

VII. District 11 Report – Scott Ashworth

Director Ashworth thanked the Board of Directors for their leadership in the last few weeks. Director Ashworth discussed the Resolutions that were brought forth at the recent Annual Meeting. The Member Assistance program resolution passed. The South Texas Life Member Tour Classification Resolution narrowly failed. The Southern California Resolution to award 6 Education Credits from golf specific colleges failed. Two new field directors were hired for Section Business Operations – Mike Ray and Josh Riley. President Levy added that the goal is to help guide Sections to become self-sustaining. Currently, nearly \$20million is distributed back to the Sections.

VIII. Action Items

1. Minute Approval:

October 23, 2017 – Discussion on the GolfReliefFund.org and PGA assistance on PGA.org. Amendment – Dede Moriarty, Chairman of the By-Laws Task Force. Motion to approve: Dennis Tuhn; 2nd: Dan Brace. Approved

October 27, 2017 – Motion to approve: Len Dumas. 2nd: Dan Brace. Approved

November 27, 2017 – Motion to approve: Ed Winiiecki. 2nd: Shawn Kelly. Approved

IX. President's Report – Bill Troyanoski

1. **Action Item and Request Log** – President Troyanoski asked Director Sutton to discuss the Chapter President's Meeting that was held prior to the Board Meeting. Discussion at the Chapter President's meeting included participation, sponsors, expectations of Chapter Presidents, having a Chapter Manual in place, and more requirements implemented at the Chapter level. Director Jones added that a goal of the Chapters would be to encourage Members and Apprentices that education is important for their future success, not just a means to acquire MSR Credits. Director Winiiecki discussed the new "Gloria Armstrong Diversity and Inclusion Award", and the first award will be presented to Gloria Armstrong at the Semi-Annual Meeting.

2. **PGA Annual Meeting** – President Troyanoski reviewed the recent PGA Annual Meeting, encouraged the Board to drive attendance to the 2018 Annual Meeting which will be in Indian Wells (Southern California).

3. **2018 Board of Director Schedule** - President Troyanoski mentioned the possibility of a Board Retreat in the future for Board development.

4. **Hall of Fame Update** – Honorary President Dumas thanked everyone for their support of the Section Hall of Fame. A letter/email will be sent to the Membership in January to introduce the Hall of Fame.

5. **2020 PGA Championship** - President Troyanoski reported that the Section officers met with the Gateway Section regarding the hosting of a PGA Championship in preparation for the 2020 Championship at TPC Harding Park.

6. **Staff Update** – President Troyanoski thanked Nancy Maul and the Staff for their hard work on the preparations for the Annual Meeting and the Budget.

X. **Vice President's Report – Dede Moriarty**

Vice President Moriarty thanked the Finance Committee for their assistance and support. Vice President Moriarty reviewed 2017 and indicated a 4% negative variance to budget, equating to \$58K. There were three factors for this: 1) G&A unforeseen expenses, including staff overtime, auto repairs, revenue shortfalls, and sponsor shortfalls. 2) Marketing – Business Development 3) PGA Tour Qualifiers – suffered a loss in Q4, due to a reduction in field size and low participation. Interim Executive Director Maul gave a review of the 2018 budget forecast, including:

- Annual Cost of Living adjustment for staff
- Fixed costs increase about 12%/year
- Workforce adjustment (should be a \$34K savings)
- No ED salary in Q1 will help bottom line
- Player Development help (Nikki Gatch) will alleviate some workload from Brian
- Business Development position will provide opportunity to increase revenue
- Tournaments – need to replenish \$16K; will increase tournament admin fee from 11% to 14% in 2018.
- Member Dues increase of 2% (will equate to a \$4K increase)
- 2018 Budget planned for a surplus of \$23K
- Feedback from all Board Members is requested by Monday, December 11, and the final Budget Meeting will be held on December 18, via a conference call at 10:30am.

XI. **Secretary's Report – Dede Moriarty**

1. **Facility and Membership Update:** 1104 total members (904 Members, 200 Apprentices)

XII. **Interim Executive Director – Nancy Maul**

1. **Section Short Term Plan Update** – staff focus has been directed:

Nikki Hahn (Section Admin Services) will now oversee the Enews

Nikki Gatch assisted with the Annual Meeting

PGA of America is assisting with finance collections

Brian Rich is focused on Chapters, and financial reconciliations

Suzy Schneider continues focus on the Foundation

We have received two grants for PGA HOPE (\$80k and \$25K)

2. **SCNS / 1st & 10th Tee Bars** – has increased their sponsorship from \$3k to \$5k, including \$1K allocated to a Christ Thomas Scholarship.

3. **Annual Meeting and Special Awards Ceremony Itinerary** – Interim ED Maul reviewed the schedule of events for the Special Awards Dinner and Annual Meeting.

4. **Current Events & Holiday Schedule** – the Section Office will be closed for the Holidays December 23-January 3. The Player Teacher Forum is scheduled for January 8-9 at UC Davis.

5. **Master Calendar** – the 2018 Calendar has been published.

XIII. **All Other Reports as Needed -**

Foundation, District 11, Employment Services, Player Development, Additional Staff, Chapters, Division & Committee Reports are currently being submitted for publication in the 2017 NCPGA Annual Review

XIV. Officer Elections – Len Dumas

1. Honorary President – Len Dumas was nominated by Ed Winiecki , 2nd by Dan Brace, approved.
2. President – Bill Troyanoski was nominated by Ward Sutton, 2nd by Eric Lippert, approved.
3. Vice President – Dede Moriarty was nominated by Shawn Kelly, 2nd by Ed Winiecki, approved.
4. Secretary – Ward Sutton addressed the Board for a few minutes about his background and reason for wanting to serve as Secretary. Sutton was nominated by Nick Bailey, 2nd by Pat Jones, approved.

XV. Unfinished Business – none

XVI. New Business – thank you’s to Paul Levy, Scott Ashworth, Nikki Gatch for their help and support.

XVII. Executive Session

XVIII. Adjourn – meeting was adjourned at 2:47pm
Motion: Dennis Tuhn; 2nd Dan Brace, Approved



BOARD OF DIRECTORS MEETING MINUTES
Via Conference Call
December 18, 2017

Board Present: Bill Troyanoski, DeDe Moriarty, Ward Sutton, Len Dumas, Ed Winiecki, Paul Wilcox, Shawn Kelly, Eric Lippert, Bruce Lewis, John Abendroth, Jim Kepler, Nick Bailey, Dennis Tuhn, Scott Ashworth, Dan Brace, Jeff DeBenedetti, Pat Jones, Greg Henderson, Mike Galli, Travis Alley, Jeff Palmer.

Staff Present: Nancy Maul

I. Meeting called to order at 10:30am via conference call by President Troyanoski

II. 2018 NCPGA Budget

Motion to discuss the 2018 NCPGA Budget as submitted by Staff Motion: Len Dumas, 2nd Paul Wilcox. Nancy Maul discusses changes made from the 2017 NCPGA Budget to create the 2018 NCPGA Budget.

- a) Suggestion made by Honorary President Len Dumas, PGA to monitor the budget monthly due to fluctuations in revenue in which we do not have complete control i.e. qualifier entries
- b) Ed Winiecki asks the Section Staff to inquire with National on reimbursement of some or all of the new Executive Director search expenses
- c) Len Dumas asks about the rising costs of rents and our lease terms for the Section Office
- d) Eric Lippert asks about professional development salary expense
- e) Nancy Maul clarifies that we will have less staff the first half of the year, a new position is being created and we anticipate some staff departures
- f) Pat Jones discusses salary expense that is shared between the Section and the Foundation
- g) Pat Jones and John Abendroth discuss the monies collected for Monday Qualifiers
- h) Pat Jones asks about the purse breakdown and entries fees for events when we have a sponsor for an event

President Bill Troyanoski, PGA asks for any further discussion and a motion to approve the 2018 NCPGA Budget as submitted. Motion to approve: Ed Winiecki; 2nd: DeDe Moriarty.

Approved

III. Adjourn: Call adjourned at 11:05am

Respectfully submitted by Ward Sutton, PGA 12-18-17

NCPGA Board Meeting Request Log

Meeting Date	Board Request	Requested By	Responsible Party	Due Date	Status	Notes
12/06/15	Compensation Survey Completion - set goal to improve ranking of 20th out of 41 Sections	Jones	Board/Staff	12/31/16	ONGOING	Promote participation to membership. Update at 04/24/17 meeting. NCPGA ranked 9th out of 41 Sections for participation.
02/22/16	Sort lists alphabetically so that searching listed members is easier	Moriarty	Staff	12/31/16	COMPLETE	Ongoing item marked complete per 02/27/17 Board Meeting
02/22/16	Chapter Presidents are presented with challenge to get together before the Semi-Annual Meeting to discuss best practices that may work for other chapters.	Stansberry	Chapter/Presidents	07/10/16	COMPLETE	Ongoing item marked complete per 02/27/17 Board Meeting
12/04/16	Encourage Chapter Presidents to get together to increase participation and apprenticeship	Stansberry	Chapter/Presidents	12/31/17	ONGOING	02/27/17 - Chapter Presidents' Meeting Kickoff
04/24/17	VP Moriarty to create task force to review bylaws, particularly 6.5 as it relates to elections.	Troyanoski	Moriarty	07/09/17	ONGOING	07/09/17 - Meeting unsuccessful due to low engagement. Discussion on looking into updates from previous meetings. Those who would like to participate should contact VP Moriarty.
04/24/17	Provide update on Engagement Survey. Exec. Dir. Thomas and team to research engagement tool and benchmark in order to measure progress.	Sutton	Exec.Dir. Thomas	2017	ONGOING	
07/09/17	Request for Gloria Armstrong Award	Wimecki	Exec.Dir. Thomas	2018	COMPLETE	
07/09/17	Request BOD's make efforts to get involved with the PGA Foundation	Moriarty	Maul	2018	ONGOING	
10/23/17	Request to explore options for disaster relief program	Kepler	Exec.Dir. Thomas	12/03/17	COMPLETE	
10/23/17	Send information to board members not in attendance in order to prepare for discussion of educational opportunities at next BOD meeting	Pence	Staff	12/03/17	CANCELLED	
10/23/17	Looking for motion at Annual BOD Meeting to support Gloria Armstrong as inaugural recipient of Diversity in Golf award.	Wimecki	BOD	12/03/17	COMPLETE	
10/23/17	Send statements and letters to employers regarding time commitments	BOD	Exec.Dir. Thomas	12/03/17	COMPLETE	

Contestant Shuttle (Northern California PGA Sector)

CHAIRMAN:

Start		End		Friday (Practice Round)		Friday (Practice Round)		Friday (Practice Round)	
		Black Horse #10/Clubhouse Return		Black Horse #10/Clubhouse Return		Black Horse #10/Clubhouse Return		Black Horse #10/Clubhouse Return	
Start	End	Start	End	Start	End	Start	End	Start	End
6:30 AM	11:30 AM	11:30 AM	4:30 PM	4:30 PM	8:30 PM *	4:30 PM	8:30 PM	4:30 PM	8:30 PM
	1		1		1		1		1
	2								2
	3								3
	4								4
	5								5
	6								6
Start		End		Sunday (Round 1)		Sunday (Round 1)		Sunday (Round 1)	
		Black Horse #10		Black Horse #10 & Clubhouse Return		Black Horse Clubhouse Return		Black Horse Clubhouse Return	
Start	End	Start	End	Start	End	Start	End	Start	End
6:30 AM	10:00 AM	11:45 AM	3:00 PM	4:45 PM	8:00 PM	4:45 PM	8:00 PM	4:45 PM	8:00 PM
	1		1		1		1		1
	2								2
	3								3
	4								4
Start		End		Monday, (Round 2)		Monday (Round 2)		Monday (Round 2)	
		Black Horse #10		Black Horse #10/Clubhouse Return		Black Horse Clubhouse Return		Black Horse Clubhouse Return	
Start	End	Start	End	Start	End	Start	End	Start	End
6:30 AM	10:00 AM	11:45 AM	3:00 PM	4:45 PM	8:00 PM	4:45 PM	8:00 PM	4:45 PM	8:00 PM
	1		1		1		1		1
	2								2
	3								3
	4								4

Contestant Shuttle Committee

Passenger vans will be stationed at the clubhouse and will be used to transport the contestants, caddies and walking scorers (volunteers) to the 10th tee of the Black Horse Golf Course. Upon completion of the contestants round (when it ends on #9 green), these same vehicles will be used to transport the players back to the clubhouse.

Volunteer Requirements

44 Total Shifts

1 Chairman

2018 NCPGA Board of Directors Contact Information (REV 2/22/2018)

	Title	Facility	Contact Numbers	Email
Bill Troyanoski (Merlyn) 540 Alsace Loraine Ave Half Moon Bay, CA. 94019	President	Half Moon Bay Golf Links	W:(650) 712-2220 Cell: (650) 208-4269	btroyanoski@hmbgolfinks.com
Demetria Moriarty (Mike) 2665 34 th Avenue San Francisco, CA 94116	Vice President	Presidio Golf Course	Cell: (650) 219-2267	pgadede@yahoo.com
Ward Sutton (Erika) 1425 Hogadon Way Reno, NV 89523	Secretary	Hidden Valley Country Club	W: (775) 857-4742 x 137 Cell: (775) 636-4388	wards@hvccreno.com
Scott Ashworth (Tanya) PO Box 630310 Lanai City, HI 96763-0310	District 11 Director (Aloha)	The Challenge at Manele	W: (808) 565-2222 HM: (808) 639-6394 Cell: (808) 639-6394	scott.ashworth@fourseasons.com
Len Dumas (Catherine) 530 Hastings Drive Benicia, CA 94510	Executive Director/COO	NCPGA Section	W: (707) 449-4742 HM: (707) 745-8161 Cell: (707) 718-3687	ldumas@pga.com
Nancy Maul (Wit) 245 Sage Sparrow Circle Vacaville 95687	Asst. Executive Director/ Foundation Manager	NCPGA Section / NCPGA Foundation	W:(707) 449-4742 Cell (707) 291-1579	nmaul@pgahq.com
Eric Lippert (Angela) 1700 17 Mile Dr. Pebble Beach, CA 93953	Director	Pebble Beach Golf Links	W: (831) 622-8723 HM: (831) 333-137	lipperte@pebblebeach.com
Nick Bailey (Nicole) 175 Estates Dr. Chico, CA. 95928	Director	Butte Creek Country Club	W: (530) 343-8292 Cell: (408) 590-5866	nbailey@buttecreekcountryclub.com
Shawn Kelly 2020 Golf Course Rd. Auburn, CA. 95602	Director	The Ridge Golf Course	W: (530) 888-7888 Cell:(916) 296-9986	skelly@ridgegc.com
John Abendroth (Rose) 1620 McDonald Way Burlingame, CA 94010-4652	Director	Hooked on Golf	W: (650) 692-6261 HM: (650) 697-3583	igolfswing@aol.com
Jim Kepler (Julie) 681 St Andrews Drive Dayton, NV 89403	Director	Reliance Golf Management	Cell: (775) 230-9691	Jhkepler54@gmail.com
Dennis Tuhn (Katherine) 1231 Sajak Ave. San Jose, CA 95131	Director	San Jose Municipal Golf Course	W: (408) 441-4653 Cell: (925) 819-0301	dtuhn@sjmuni.com
Paul Wilcox (Janice) 120 Fawn Pl. Danville, CA 94526	Director	Canyon Lakes Golf Course & Brewery	W: (925) 831-8966	wilcoxpga@aol.com
Ed Winiecki (Cecily) 15571 Alum Rock Avenue San Jose, CA 95127	Director	San Jose Country Club	W:(408) 258-4901 Cell: (951) 595-2162	ewiniecki@kempersports.com
Dave Lewis (Nancy) 17 Flag Way Paso Robles, CA 93446-3450	Director	Hunter Ranch Golf Course	W: (805) 237-7444 HM: (209) 648-9823 Cell: (209) 648-9823	dave.lewis1@att.net
Scott Steelman (Renee) 7629 Arbor Creek Cir Dublin, CA 94568-2260	Bay Area Chapter President	Las Positas Golf Course	W: (925) 455-7820 HM:(925) 487-8807 Cell:(925) 724-6222	scott@laspositasjuniors.com
Cole Handley (Amanda) 3186 Vista Del Camino Marina, CA 93933-2631	Monterey Bay Area Chapter President	Poppy Hills Golf Course	W: (831) 622-8239 HM: (760) 420-4954 Cell: (831) 235-8791	chandley@poppyhillsgolf.com
Mike Galli (Sally) 11134 Concord River Ct. Rancho Cordova, CA 95670	North State Chapter President	North Ridge Country Club	W: (916) 967-5716 Cell: (916) 812-0550	mike@northridgegolf.com
Greg Henderson P.O. Box 4205 Arcata, CA.95518	North Coast Chapter President	Beau Pre Golf Club	W: (707) 839-3412 Cell: (707) 496-0629	greenandgold1996@gmail.com
Greg Feddersen (Tammy) 874 Hawes Ln Ripon, CA 95366-2236	San Joaquin Chapter President	Elkhorn Country Club	W: (209) 474-3900 HM: (209) 599-8469 Cell : (209) 604-3756	gregfeddersen@aol.com
Greg Wenzel P.O .Box 2186, Reno NV 89501 2601 S. Arlington Drive, Reno	Sierra Nevada Chapter President	Washoe Golf Club	W: (775) 828-6640 Cell: (775) 527-0017	gwenzel@pga.com
Carol Pence 6846 Oakmont Dr Santa Rosa, CA 95409-6130	Employment Consultant		Cell: (510) 706-1583 HM: (707) 282-9031	cpence@pgahq.com
Dan Brace 901 H Street #500 Sacramento, CA 95814	Independent Director	NCPGA Attorney	W: (916) 552-6660 Cell: (916) 606-3280	dbrace@bracelaw.com



PGA

Northern California Section

2018 NCPGA Board of Directors Meeting Schedule

<u>Meeting #</u>	<u>Date</u>	<u>Type</u>	<u>Time</u>	<u>Location</u>
1	Sunday, February 25, 2018 Monday, February 26, 2018	Board of Directors Retreat Board of Directors's Meeting	10:00 AM 10:30 AM	Thunder Valley Casino/Resort (Lincoln, CA) Thunder Valley Casino/Resort (Lincoln, CA)
	Wednesday, March 28, 2018	Joint Committee Meetings	9:00AM- 3:00PM	Rancho Solano GC, Fairfield
2	Sunday, April 22, 2018	Brunch-Lunch Board of Directors Meeting	12:00 PM 1:00 PM	Olympic Club (San Francisco, CA) Lakeside Club President's Banquet Room
3	Monday, June 11, 2018 <i>Tentative</i>	Joint Committee Meetings	12:00PM- 3:00PM	TBD
4	Sunday, July 8, 2018	Lunch Board of Directors Meeting Semi-Annual Meeting	12:00 PM 1:00 PM 5:00 PM	Eldorado Hotel Casino Reno (Reno, NV) Panoramic Board Room - 25th Floor Convention Ballroom
5	Thursday, October 18, 2018*	Lunch Board of Directors Meeting	12:00 PM 1:00 PM	Poppy Hills GC (Pebble Beach, CA) Board Room - Poppy Hills GC
6	Sunday, December 2, 2018	Board of Directors Meeting Special Awards Ceremony	3:00 PM 5:00 PM	TBD
	Monday, December 3, 2018	Annual Meeting	9:00 AM	TBD

February 12, 2018

To: NCPGA Board of Directors

From: Dede Moriarty, Vice President
 Nancy Maul, Interim Executive Director

Re: **Financial Statements Year Ending December 31, 2017**

Attached you will find detailed financial statements for the year ending December 31, 2017. These reports are created by PGAHQ and are provided for your review.

Balance Sheet (page 1): The Section finished the year with \$373,507 in total liabilities and net assets. This is a \$38,899 less than the prior year. The Loan Receivable (Section Reserves) at \$249,355 is \$31,327 less than the prior year.

Section Only Activities (page 2): Section only activities experienced a deficit of \$21,473 excluding depreciation, \$36,707 better than forecast of December 14, 2017 (see detailed by Line of Business).

	Forecast	Actual	Variance
Allied Associations	\$ (4,646)	\$ (4,896)	\$ (250)
Communications	\$ (13,487)	\$ (13,386)	\$ 101
Gen & Admin	\$ (183,203)	\$ (171,615)	\$ 11,588
Growth of the Gaem	\$ -	\$ 1	\$ 1
Marketing	\$ (114,604)	\$ (114,522)	\$ 82
Membership	\$ 326,654	\$ 329,641	\$ 2,987
Player Development	\$ (48,251)	\$ (45,133)	\$ 3,118
Section Meetings	\$ (4,294)	\$ (4,325)	\$ (31)
Tournaments	\$ (16,348)	\$ 2,761	\$ 19,109
Section Only Total	\$ (58,180)	\$ (21,473)	\$ 36,707

The Section realized better than anticipated performance in two Lines of Business:

General & Administration

- Admin Fee Income: \$5,000 NCGA fees received to meet their original \$10,000 commitment
- Royalties: \$5,000 better than anticipated
- Sponsorships: \$2,000 better than anticipated

Tournaments

- California Cup: Not conducted, saved \$5,000
- First Tee Open: \$3,000 less in anticipated expenses
- Tournament G&A: \$5,000 in National Car Rental unanticipated bonus
- NCGA/NCPGA Cup Matches: \$2,000 less in expenses refunded from Contra Costa CC
- Prior Year Projects: \$2,700 in old outstanding checks not cashed which were cancelled

Chapter and Divisions (page 2): Experienced a surplus of \$7,361.



PGA

Northern California Section

FINANCIAL STATEMENTS

Years Ended

December 31, 2017 and 2016

Northern California Section of The PGA
Index
As of December 31, 2017 and 2016

Combined Financial Statements

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**Northern California Section of The PGA
Combined Statements of Financial Position
As of December 31, 2017 and 2016**

<u>Assets</u>	<u>2017</u>	<u>2016</u>
Current assets:		
Cash and cash equivalents	\$ 29,914	\$ 28,565
Loan receivable	249,355	280,682
Accounts receivable	46,822	40,055
Prepaid expenses	21,223	20,298
Deposits	4,281	9,500
Total assets	<u>351,595</u>	<u>379,100</u>
 Property and equipment, net	 21,912	 33,306
Total assets	<u>\$ 373,507</u>	<u>\$ 412,406</u>
 <u>Liabilities and Net Assets</u>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 94,413	\$ 110,285
Current portion of deferred revenues	324,990	321,048
Total current liabilities	<u>419,403</u>	<u>431,333</u>
 Total net assets	 (45,896)	 (18,927)
Total liabilities and net assets	<u>\$ 373,507</u>	<u>\$ 412,406</u>

The accompanying notes are an integral part of these financial statements.

Unaudited

**Northern California Section of the PGA
Combined Statements of Activities
Years Ended December 31, 2017 and 2016**

	2017			2016		
	Revenue	Expense	Profit (Loss)	Revenue	Expense	Profit (Loss)
Section Activities						
Tournaments	651,583	648,821	\$ 2,762	643,230	647,438	\$ (4,208)
Membership	542,722	213,081	329,641	530,037	196,146	333,891
Growth of Game	59,721	59,720	1	50,861	50,861	-
Player Development	36,200	81,333	(45,133)	36,101	90,982	(54,881)
Marketing	26,500	141,022	(114,522)	20,400	145,954	(125,554)
Communications	3,550	16,936	(13,386)	5,400	15,407	(10,007)
Section meetings	1,442	5,767	(4,325)	-	18,404	(18,404)
Allied Association	(15)	4,881	(4,896)	465	6,592	(6,127)
General & administration	216,260	387,875	(171,615)	220,454	356,049	(135,595)
Total section activities	1,537,963	1,559,436	(21,473)	1,506,948	1,527,833	(20,885)
Division and Chapter Activities						
Seniors Division	67,350	67,318	32	63,730	64,887	(1,157)
Assistants Division	37,875	32,423	5,452	41,316	46,742	(5,426)
Sierra Nevada Chapter	36,425	35,809	616	29,583	26,187	3,396
Monterey Chapter	27,420	25,328	2,092	30,075	30,227	(152)
Bay Area Chapter	16,235	15,120	1,115	17,950	19,391	(1,441)
San Joaquin Chapter	14,515	16,379	(1,864)	4,960	4,498	462
Womens Division	5,128	5,073	55	8,655	9,212	(557)
North State Chapter	3,035	2,590	445	4,825	4,539	286
North Coast Chapter	2,640	3,220	(580)	4,575	1,706	2,869
Total division and chapter activities	210,622	203,262	7,361	205,669	207,389	(1,720)
Decrease in net assets from operations	<u>\$ 1,748,585</u>	<u>\$ 1,762,698</u>	<u>\$ (14,112)</u>	<u>\$ 1,712,617</u>	<u>\$ 1,735,222</u>	<u>\$ (22,605)</u>
Depreciation	-	12,856	(12,856)	-	14,112	(14,112)
Decrease in unrestricted net assets	<u>\$ 1,748,585</u>	<u>\$ 1,775,554</u>	<u>\$ (26,968)</u>	<u>\$ 1,712,617</u>	<u>\$ 1,749,334</u>	<u>\$ (36,717)</u>

Unaudited

**Northern California Section of The PGA
 Combined Statements of Cash Flows
 Years Ended December 31, 2017 and 2016**

<u>Cash flows from operating activities</u>	<u>2017</u>	<u>2016</u>
Decrease in unrestricted net assets	\$ (26,968)	\$ (36,717)
Adjustments to reconcile unrestricted net assets to net cash provided by operating activities		
Depreciation	12,856	14,112
Change in net assets		
Increase in accounts receivable	(6,767)	(605)
Increase in prepaid expenses	(925)	(18,719)
Decrease (increase) in deposits	5,219	(5,700)
(Decrease) increase in accounts payable	(15,872)	40,301
Increase (decrease) in deferred revenues	3,942	(21,657)
Net cash used in operating activities	<u>(28,517)</u>	<u>(28,987)</u>
 <u>Cash flows from investing activities</u>		
Additions to property and equipment, net	(1,461)	(4,825)
Decrease (increase) in loan receivable	31,327	(5,840)
Net cash provided by (used in) investing activities	<u>29,866</u>	<u>(10,665)</u>
 <u>Cash flows from financing activities</u>		
Repayment of long term debt	-	-
Net increase (decrease) in cash and cash equivalents	<u>1,349</u>	<u>(39,652)</u>
 <u>Cash and cash equivalents</u>		
Beginning of year	28,565	68,217
As of December 31, 2017 and 2016	<u>\$ 29,914</u>	<u>\$ 28,565</u>
 Supplemental Disclosure of Cash Flow Information		
Interest paid	<u>\$ -</u>	<u>\$ 53</u>

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

1. Significant Accounting Policies

Principles of Consolidation

The combined financial statements include the financial statements of the Northern California Section of The PGA, ("The Northern California Section", a 501(c)(6), non-profit, tax-exempt organization), and its chapters (San Joaquin Chapter, North State Chapter, Sierra Nevada Chapter, North Coast Chapter, Monterey Chapter, and Bay Area Chapter), Assistants Division, Women's Division, and Seniors Division. All significant intercompany balances and transactions have been eliminated.

The Northern California Section operates membership programs through its Divisions and Chapters. A division and a chapter are regional groups of members. Divisions consist of the Assistants Division, Women's Division and the Seniors Division. Chapters consist of Northern State Chapter, Sierra Nevada Chapter, North Coast Chapter, Bay Area Chapter, Monterey Chapter and San Joaquin Chapter. Some volunteers assist the divisions and chapters under the direction of the Northern California Section.

Affiliated Party

The Northern California Section is chartered by The PGA of America. Under The PGA of America's constitution, all members of The PGA of America must belong to both the National Association and the local Section. The PGA of America is a separate 501(c)(6) organization. The PGA's governance system is designed so that the 41 sections, including the Northern California Section, select the Board of Directors for the National Association.

Revenue Recognition

Revenue from tournaments is recognized when the event takes place. Revenue from member dues is recognized ratably during the year to which it relates. Revenue from all other activities is recognized at the time goods or services are provided.

Property and Equipment

Property and equipment are stated at cost less accumulated depreciation. Depreciation of property and equipment is determined on a straight-line basis over the estimated useful lives of the assets are as follows:

Furniture and fixtures	3 - 7 years
Automobiles	5 years
Computer hardware	5 years
Leasehold/Building Improvements	7 years
Equipment	3 years
Computer software	3 years

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

Deferred Revenue and Prepaid Expenses

Revenue received in advance of an event is deferred until such time as the event takes place. Costs incurred relating to such events are similarly recorded as prepaid expenses and later recognized with the related revenues.

Income Taxes

The Northern California Section of the PGA is exempt from federal and state income tax for activities related to its respective tax-exempt purposes. Provision for unrelated business income tax, when applicable, is made for activities unrelated to the stated tax-exempt purposes of the entities.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

2. Section Loan Program

The Section has loaned funds to The PGA of America on a short-term basis. Interest on this loan accrues at a fixed rate that is adjusted quarterly by The PGA of America. The loan can be called in whole or in part by the Section on the first day of each calendar quarter. At December 31, 2017 and 2016, the Section's outstanding receivable under this loan totaled \$249,355 and \$280,682, respectively.

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

3. Accounts Receivable

Accounts receivable consist of the following:

	<u>2017</u>	<u>2016</u>
Sponsorship and advertising	\$ 34,541	\$ 22,750
Foundation expenses	5,683	2,979
Admin income	5,410	-
Entry fees	670	735
Reimbursements	518	1,063
PGA Annual meeting reimbursement	-	11,001
PAT	-	1,240
Executive Director conference reimb	-	935
DCP13	-	647
Player Development reimb	-	584
Private Spring Waters/JTC Welcome Kit	-	(1,879)
Total	<u>\$ 46,822</u>	<u>\$ 40,055</u>

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

4. Prepaid Expense

Prepaid expenses consist of following:

	<u>2017</u>	<u>2016</u>
Room rental	\$ 8,866	\$ -
Employee insurance	7,821	8,704
Travel expenses	2,531	1,679
Cart fees	972	-
Telecom expense	465	-
Banners	293	-
Insurance expnse	175	-
Equipment rental	84	78
Postage expense	17	15
Meeting costs	-	8,114
Subscription	-	383
Officer costs	-	370
Continuing eduation	-	350
Food & Beverage	-	250
Storage	-	193
Awards & trophies	-	119
Office supplies	-	30
Uniform Expense	-	13
Total	<u><u>\$ 21,224</u></u>	<u><u>\$ 20,298</u></u>

5. Deposits

Deposits consist of the following:

	<u>2017</u>	<u>2016</u>
Edcation Seminar 1	\$ 3,281	\$ 8,500
Cal State Club	1,000	1,000
Total	<u><u>\$ 4,281</u></u>	<u><u>\$ 9,500</u></u>

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

6. Property and Equipment

Property and equipment consists of the following:

	<u>2017</u>	<u>2016</u>
Automobile	\$ 79,349	\$ 79,349
Computer hardware	13,399	22,989
Computer software	1,499	1,499
Furniture and fixtures	5,895	5,895
Equipment	6,567	6,567
Leasehold/Building Improvements	4,562	4,562
	<u>111,271</u>	<u>120,861</u>
Less: Accumulated depreciation	(89,359)	(87,555)
	<u>\$ 21,912</u>	<u>\$ 33,306</u>

Depreciation expense related to these assets for the years ended December 31, 2016 and 2015 was \$12,856 and \$14,112 respectively.

7. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities consist of the following:

	<u>2017</u>	<u>2016</u>
Accounts payable	\$ 40,169	\$ 36,385
Accrued expense	34,404	52,671
Accrued insurance	10,344	10,385
Accrued vacation	7,368	9,257
Accrued hole in one	2,120	680
Sales tax	8	907
Total	<u>\$ 94,413</u>	<u>\$ 110,285</u>

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

8. Deferred Revenue

Deferred revenue consists of the following:

	<u>2017</u>	<u>2016</u>
Membership dues	\$ 209,087	\$ 189,110
ADP funding	86,088	82,218
Entry fees	23,815	910
Sponsorship	6,000	35,500
Registration	-	11,620
Sanction fees	-	1,690
Total	<u>\$ 324,990</u>	<u>\$ 321,048</u>

9. (Due To) /Due From

The Northern California Section financial statements include financial results for the Northern California Section, Assistants Division, Seniors Division, North State Chapter, San Joaquin Chapter, Sierra Nevada Chapter, North Coast Chapter, Monterey Chapter and Bay Area Chapter. For accounting purposes, the Divisions and Chapters are in separate funds within the Northern California Section books. In consolidation, these fund balances are eliminated. At December 31, 2017 and 2016, the fund balances are as follows:

	<u>2017</u>	<u>2016</u>
Sierra Nevada Chapter	\$ 14,751	\$ 14,192
Bay Area Chapter	6,126	4,536
Assistants Division	3,907	(1,776)
North State Chapter	3,855	3,410
Seniors Division	3,614	8,310
San Joaquin Chapter	3,302	5,167
Monterey Chapter	2,838	701
North Coast Chapter	1,862	2,443
Womens Division	(887)	(863)
Total	<u>\$ 39,368</u>	<u>\$ 36,120</u>

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

10. Related Party Transactions

The PGA of America provides monetary and non-monetary support for the Section. The non-monetary items include the following: the section loan program, the section insurance program, collection of member dues, accounting services, communication and national sponsorships. The Section received direct monetary support from The PGA of America as follows:

	<u>2017</u>	<u>2016</u>
ADP funding	\$ 168,306	\$ 160,746
National Car Rental sponsorship	21,000	21,000
PGA Tour sponsorship	20,149	19,520
PGA Professional Champ sponsorship	19,027	19,887
Web.com sponsorship	17,670	19,520
Junior League	13,450	12,900
Omega	10,000	10,000
Royalties	7,914	6,076
PGA Annual Meeting	7,443	11,001
Ryder Cup royalties	5,000	5,000
PGA Reach	4,650	-
Executive Director Car program	4,500	4,500
PGA National Resort	3,376	3,278
PGA/National Car Assistant Champ sponsorship	2,965	-
Executive Director conference	1,942	1,519
Jani King sponsorship	1,000	2,500
Committee meeting reimbursement	765	765
Senior PNC Championship	-	6,286
Players Development reimbursement	-	2,653
Regional Meeting	-	2,262
Technology reimbursement	-	451
Total	<u>\$ 309,157</u>	<u>\$ 309,864</u>

Unaudited

February 18, 2018

To: NCPGA Board of Directors

From: Dede Moriarty, Vice President
Nancy Maul, Interim Executive Director

Re: **Financial Statements Month Ending January 31, 2018**

Attached you will find detailed financial statements for the month ending January 31, 2018.

Balance Sheet (page 1): The Section ended January 31, 2018 with \$387,057 in Total Liabilities and Net Assets. This is a \$122,333 more than the prior year. The Loan Receivable (Section Reserves) at \$159,355 is \$28,673 more than the prior year. The increase in Loan Receivable is a result of temporary staff reductions during year end 2017; additionally, a smaller loan transfer was required in January to provide cash flow for the first half of 2018.

Section Only Activities (page 2): Section only activities experienced an operating surplus of \$9,817 better than budget. Education Seminar 1 (Player Teacher Forum) experienced a net surplus due to increased sponsorship; additionally, NCPGA CONNECT reflects the CIG partnership which was renewed in January and was not budgeted. G&A had a negative variance of \$3,505, largely due to timing issues for recruitment expense (\$875), Bluegolf & Processing fees (\$795), Telecom (\$568) & Insurance (\$976).

Chapter and Divisions (page 2): Experienced a surplus of \$5,305.



PGA

Northern California PGA All PGA_COMPANY Values Comparative Statement of Financial Position

		Jan-18	Jan-17
Assets			
	Current Assets		
	Cash and Cash Equivalents	201,505	83,134
	Loan Receivable	159,355	130,682
	Accounts Receivable	39,685	46,508
	Prepaid Expenses - Current	18,982	16,689
	Total Current Assets	<u>419,527</u>	<u>277,013</u>
	Due from/to Affiliates	(53,372)	(44,461)
	Property and Equipment		
	Leasehold/Building Improvements	4,562	4,562
	Computer Hardware	13,399	22,989
	Computer Software	1,499	1,499
	Equipment	6,567	6,567
	Furniture & Fixtures	5,895	5,895
	Automobile	79,349	79,349
	Less: Acc Depreciation	(90,369)	(88,688)
	Total Property and Equipments	<u>20,902</u>	<u>32,172</u>
	Other Assets		
	Total Other Assets	-	-
	Total Assets	<u><u>387,057</u></u>	<u><u>264,724</u></u>
Liabilities			
	Current Liabilities		
	Accounts Payable & Accrued	178,019	62,531
	Deferred Revenue Current	293,044	230,520
	Total Current Liabilities	<u>471,063</u>	<u>293,052</u>
	Other Liabilities		
	Total Liabilities	<u>471,063</u>	<u>293,052</u>
	Net Assets		
	Net Assets	(93,007)	(28,328)
	Total Net Assets	<u>(93,007)</u>	<u>16,133</u>
	Total Liabilities and Net Assets	<u><u>378,087</u></u>	<u><u>309,185</u></u>

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For Management Use Only



**Statement of Activities
Northern California PGA
All PGA_COMPANY Values
Jan-18**

	Actual			Budget			Actual vs. Budget Profit/Loss
	YTD Revenue	YTD Expenses	YTD Profit/Loss	YTD Revenue	YTD Expenses	YTD Profit/Loss	
	Jan-18	Jan-18	Jan-18	Jan-18	Jan-18	Jan-18	
Section Activities							
10150-Section Meetings	(0)	1,737	(1,737)	(0)	1,200	(1,200)	(537)
10800-General & Admin	15,723	39,678	(23,955)	14,723	35,173	(19,440)	(4,505)
11100-Tournaments	19,830	23,754	(3,924)	19,380	25,813	(6,433)	2,059
11350-Player Development	(0)	5,507	(5,507)	(0)	5,592	(5,592)	(85)
11400-Growth of Game	1,133	1,133	(0)	7,358	7,358	(0)	6,224
33380-Communications	(0)	375	(375)	(0)	0	(0)	(375)
40100-Marketing	14,540	20,221	(5,681)	500	8,059	(7,559)	(12,163)
41500-Membership	78,523	37,182	41,341	71,350	39,826	31,524	2,644
	129,749	129,587	162	113,311	123,021	(8,700)	(6,568)
Chapter Activities							
30800-Assistants Division	4,275	2,645	1,630	(0)	0	(0)	(2,645)
30900-Seniors Division	5,320	4,066	1,254	(0)	0	(0)	(4,066)
33300-North State Chapter	250	0	250	(0)	0	(0)	(0)
33310-Monterey Chapter	1,155	613	542	(0)	0	(0)	(613)
33320-North Coast Chapter	1,680	1,080	600	(0)	0	(0)	(1,080)
33340-San Joaquin Chapter	2,850	2,644	206	(0)	0	(0)	(2,644)
33360-Sierra Nevada Chptr	250	0	250	(0)	0	(0)	(0)
33410-Bay Area Chapter	2,625	2,052	573	(0)	0	(0)	(2,052)
	18,405	13,100	5,305	(0)	0	(0)	(13,100)
Increase/(Decrease) in Net Assets from Operations	143,654	142,688	966	113,311	122,011	(8,700)	(20,678)
Increase/(Decrease) in Net Assets	143,654	142,688	1,128	113,311	122,011	(8,700)	(20,678)

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NCPGA Project Summary

January 2018

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
18NCA-Email_Communication	0	375	(375)	0	0	0	0	375	(375)
Communications	0	375	-375	0	0	0	0	375	-375
18NCA-Gen_&_Admin	15,723	39,678	(23,955)	14,723	35,173	(20,450)	1,000	4,505	(3,505)
G&A	15,723	39,678	(23,955)	14,723	35,173	(20,450)	1,000	4,505	(3,505)
18NCA-NCAL_Foundation	1,133	1,133	(0)	7,358	7,358	0	(6,225)	(6,224)	(0)
Growth of Game	1,133	1,133	(0)	7,358	7,358	0	(6,225)	(6,224)	(0)
18NCA-Education_Seminar01	43,675	34,655	9,020	37,000	37,000	0	6,675	(2,345)	9,020
18NCA-Membership_Programs	34,848	2,527	32,321	34,350	2,826	31,524	498	(299)	797
Membership	78,523	37,182	41,341	71,350	39,826	31,524	7,173	(2,644)	9,817
18NCA-Connect	13,000	10,001	2,999	0	0	0	13,000	10,001	2,999
18NCA-Marketing_Programs	1,540	7,331	(5,791)	500	6,159	(5,659)	1,040	1,172	(132)
18NCA-Merchandise_Show	0	2,890	(2,890)	0	1,900	(1,900)	0	990	(990)
Marketing	14,540	20,221	(5,681)	500	8,059	(7,559)	14,040	12,163	1,877
18NCA-Player_Devel_G&A	0	5,507	(5,507)	0	5,592	(5,592)	0	(85)	85
Player Development	0	5,507	(5,507)	0	5,592	(5,592)	0	(85)	85
18NCA-Committee_Meetings	0	250	(250)	0	0	0	0	250	(250)
18NCA-ED_Conference	0	1,487	(1,487)	0	1,200	(1,200)	0	287	(287)
Section Meetings	0	1,737	(1,737)	0	1,200	(1,200)	0	537	(537)
18NCA-ProSeries_02	19,760	16,745	3,015	17,000	17,000	0	2,760	(255)	3,015
18NCA-Tournament_G&A	70	7,009	(6,939)	2,380	8,813	(6,433)	(2,310)	(1,804)	(506)
Tournaments	19,830	23,754	(3,924)	19,380	25,813	(6,433)	450	(2,059)	2,509
Section Only	129,749	129,587	162	113,311	123,021	(9,710)	16,438	6,566	9,872

NCPGA Project Summary
January 2018

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
18NCA-AD-Tour_Player_Prog	1,380	0	1,380	0	0	0	1,380	0	1,380
18NCA-ADMPS1_Championship	2,895	2,645	250	0	0	0	2,895	2,645	250
N Cal Asst Div	4,275	2,645	1,630	0	0	0	4,275	2,645	1,630
18NCABAC-G&A	250	0	250	0	0	0	250	0	250
18NCABAC-Play_Ed_01	2,375	2,052	323	0	0	0	2,375	2,052	323
N Cal Bay	2,625	2,052	573	0	0	0	2,625	2,052	573
18NCAMC-Ed_Seminar_01	585	595	(10)	0	0	0	585	595	(10)
18NCAMC-G&A	570	18	552	0	0	0	570	18	552
N Cal Monterey	1,155	613	542	0	0	0	1,155	613	542
18NCANC-G&A	600	0	600	0	0	0	600	0	600
18NCANC-Semi_Ann_Mtg_Golf	1,080	1,080	0	0	0	0	1,080	1,080	0
N Cal North Coast	1,680	1,080	600	0	0	0	1,680	1,080	600
18NCANS-G&A	250	0	250	0	0	0	250	0	250
N Cal North State	250	0	250	0	0	0	250	0	250
18NCASJ-Event_01	2,700	2,644	56	0	0	0	2,700	2,644	56
18NCASJ-G&A	150	0	150	0	0	0	150	0	150
N Cal San Joaquin	2,850	2,644	206	0	0	0	2,850	2,644	206
18NCASV-G&A	250	0	250	0	0	0	250	0	250
N Cal Sierra Nev	250	0	250	0	0	0	250	0	250
18NCASD-G&A	1,000	0	1,000	0	0	0	1,000	0	1,000
18NCASD-Sr_Pro_Pro_01	4,320	4,066	254	0	0	0	4,320	4,066	254
N Cal Sr Div	5,320	4,066	1,254	0	0	0	5,320	4,066	1,254
Chapter/Division Only	18,405	13,100	5,305	0	0	0	18,405	13,100	5,305
All Section Total	148,154	142,688	5,466	113,311	123,021	(9,710)	34,843	19,666	15,177

MEMBERSHIP REPORT (AS OF 2/22/2018)
Total Membership: 1116
Total Members: 911
Total Inactive: 34
Total F: 5
Total Apprentices: 205
Suspended Apprentices: 56
New Apprentices Since 11/21/2017: 9
New Members since 11/21/2017: 5
Transfers into Section since 11/21/2017: 5

Total IN: 34	
First Name	Last Name
Anthony	Koch
Bob	Peterson
Brannigan	McNulty
Cathy	Johnson
Cody	Long
Daniel	Herek
David	Milligan
David	Rowe
Donald	Randall
Edwin	Forrest
Eric	Navarro
Gary	Xavier
Gary	Mandrella
Gregory	Raleigh
Jeff	Bushnell
Jeffrey	Earl
Lance	Johnson
Leo	Vath
Mark	Fielding
Mark	Lavin
Michael	Rubio
Mike	Huetter
Rick	Moreno
Robert	Haney
Robert	Lunn
Roger	Clark
Shawn	Clark
Stanley	Bean
Steve	Porter
Sue	Fiscoe
Tim	Pometta-Horn
Timothy	McKeever



Todd	Fischer
Wendy	Stuart

Total F: 5	
First Name	Last Name
Bryan	Springer
David	Schacht
David	Temple
Krystal	Shearer-Kelly
Timothy	Coles

Total Suspended AP: 56				
First Name	Last Name	Class	Employer Name	Work Phone
Andrew	Ho	B-8	Stanford Golf Course	(650) 724-0944
Andrew	Vassallo	B-1	Cherry Island Golf Course	(916) 991-7293
Anthony	Shiffert	B-8	Visalia Country Club	(559) 734-1458
Beau	Server	B-1	Carson Valley Golf Course	(775) 265-3181
Blake	Bertrand	B-8	Diablo Country Club	(925) 837-9233
Brian	Little	B-8	Rancho Murieta Country Club	(916) 354-2400
Brooks	Besson	B-8	Mc Innis Park Golf Center	(415) 686-6002
Candice	Nishimura	B-8	Presidio Golf Course	(415) 561-4661
Christian	Talavera	B-8	Berkeley Country Club	(510) 237-7045
Clark	Bentz	B-1	Rancho Del Rey Golf Club	(209) 358-7131
Cole	Erquiaga	B-8	Winnemucca Golf Course	(775) 623-9920
Dallas	Lopez	B-8	Poppy Ridge Golf Course	(925) 456-8202
David	Desatoff	B-8	Santa Teresa Golf Club	(408) 225-2650
Delfino	Alvarez-Vazquez	B-8	Discovery Bay Country Club	(209) 598-9496
Dirk	Zander	B-13	Palo Alto Hills Golf & Country Club	(650) 948-2320
Douglas	Ogard	B-8	Claremont Country Club	(510) 653-6789
Edward	Cosgriff	B-8	Sequoia Woods Country Club	(209) 795-2141
Eric	Smith	B-8	Glenbrook Club	(775) 749-5201
Glenn	Matthews	B-17	Visalia Country Club	(559) 734-1458
Howard	Muto	B-8	Napa Golf Course @ Kennedy Prk	(707) 255-4333
James	Hutchings	B-6	Martis Camp Club	(651) 442-6790
Jang Wook	Lee	B-8	Golf Club at Moffett Field	(650) 603-8026
Jay	Jilot	B-6	GolfTEC-Reno	(775) 322-4653
Jeffrey	Allen	B-8	Lake Merced Golf Club	(650) 755-2239
Jeffrey	Burr	B-8	Spyglass Hill Golf Course	(831) 625-8563
Jeffrey	Van Kula	B-8	Peninsula Golf & Country Club	(650) 638-2239
Joseph	Calhoun	B-8	Almaden Golf & Country Club	(408) 964-0956
Joshua	Criswell	B-8	Saddle Creek Golf Club	(209) 785-3700
Kendall	Cripe	B-8	Tracy Golf & Country Club	(209) 835-9463
Kevin	Johnson	B-8	Chardonnay Golf Club	(707) 257-1900
Kyle	Hansen	B-8	Bidwell Park Golf Course	(530) 891-8417
Kyle	Ortiz	B-8	California Golf Club of San Francisco	(650) 589-0144
Leone	Hansen	B-8	Carmel Valley Ranch	(831) 626-2510
Manuel	Freitas	B-4	San Juan Oaks Golf Club	(831) 636-6113



Mark	Wiese	B-13	Monarch Bay Golf Club	(510) 895-2162
Mark	Hayes	B-8	Dayton Valley Golf & CC	(775) 246-7888
Mark	VanBuskirk	B-8	The Course at Wente Vineyards	(925) 456-2475
Michael	Barry	B-21	Franklin Canyon Golf Course	(510) 799-6191
Michael	Samaniego	B-1	Morro Bay Golf Course	(805) 772-1923
Michael	Nicoletti	B-8	Granite Bay Golf Club	(916) 791-5379
Noah	Montgomery	B-6	DarkHorse Golf Club	(530) 269-7900
Patrick	Steiner	B-8	Windsor Golf Club	(707) 838-7888
Patrick	Davis	B-8	The Course at Wente Vineyards	(925) 456-2475
Phillip	Mabe	B-8	Lake Tahoe Golf Course	(530) 577-0788
Ryan	Williams	B-6	Will Robins Golf	(916) 596-0001
Ryan	McKinney	B-8	Copper River Country Club	(559) 434-5255
Ryan	Arnold	B-8	Fort Washington Golf & Country Club	(559) 434-9120
Ryan	Polisso	B-8	Old Greenwood	(530) 550-7010
Ryan	Clauzel	B-8	TPC Harding Park	(415) 664-4690
Sean	Boggs	B-8	Empire Ranch Golf Course	(775) 885-2100
Stevan	Peters	B-8	Petaluma Golf & Country Club	(707) 762-7041
Thomas	Shuldheisz	B-8	Las Positas Golf Course	(925) 455-7820
Ty	Puekdang	B-8	Yolo Fliers Club	(530) 662-0281
Tyler	Knight	B-8	The Golf Club At Gray's Crossing	(530) 550-5800
Zachary	Brode	B-8	Peninsula Golf & Country Club	(650) 638-2239
Zachary	Bischoff	B-8	Pasatiempo Golf Club	(831) 459-9155

New Apprentices: 9

FIRST NAME	LAST NAME	Class	EMPLOYER NAME	FACILITY PHONE NUMBER
Conrad	Burt	B-4	Eagle Valley Golf Course	(775) 887-2380
Michael	DeBone Tenorio	B-8	Callippe Preserve Golf Course	(925) 426-6666
Timothy	Fortier	B-8	Valley Hi Country Club	(916) 423-2170
Christopher	Gill	B-8	Almaden Golf & Country Club	(408) 964-0956
Brandon	Hughes	B-8	Pacific Grove Golf Links	(831) 648-5777
Chukuma	Jones	B-8	Winnemucca Golf Course	(775) 623-9920
John	Rauch	B-8	Contra Costa Country Club	(925) 798-7135
Necas	Silva	B-8	Del Rio Country Club	(209) 341-2414
Miguel	Zulueta	B-8	Blackhawk Country Club	(925) 736-6550



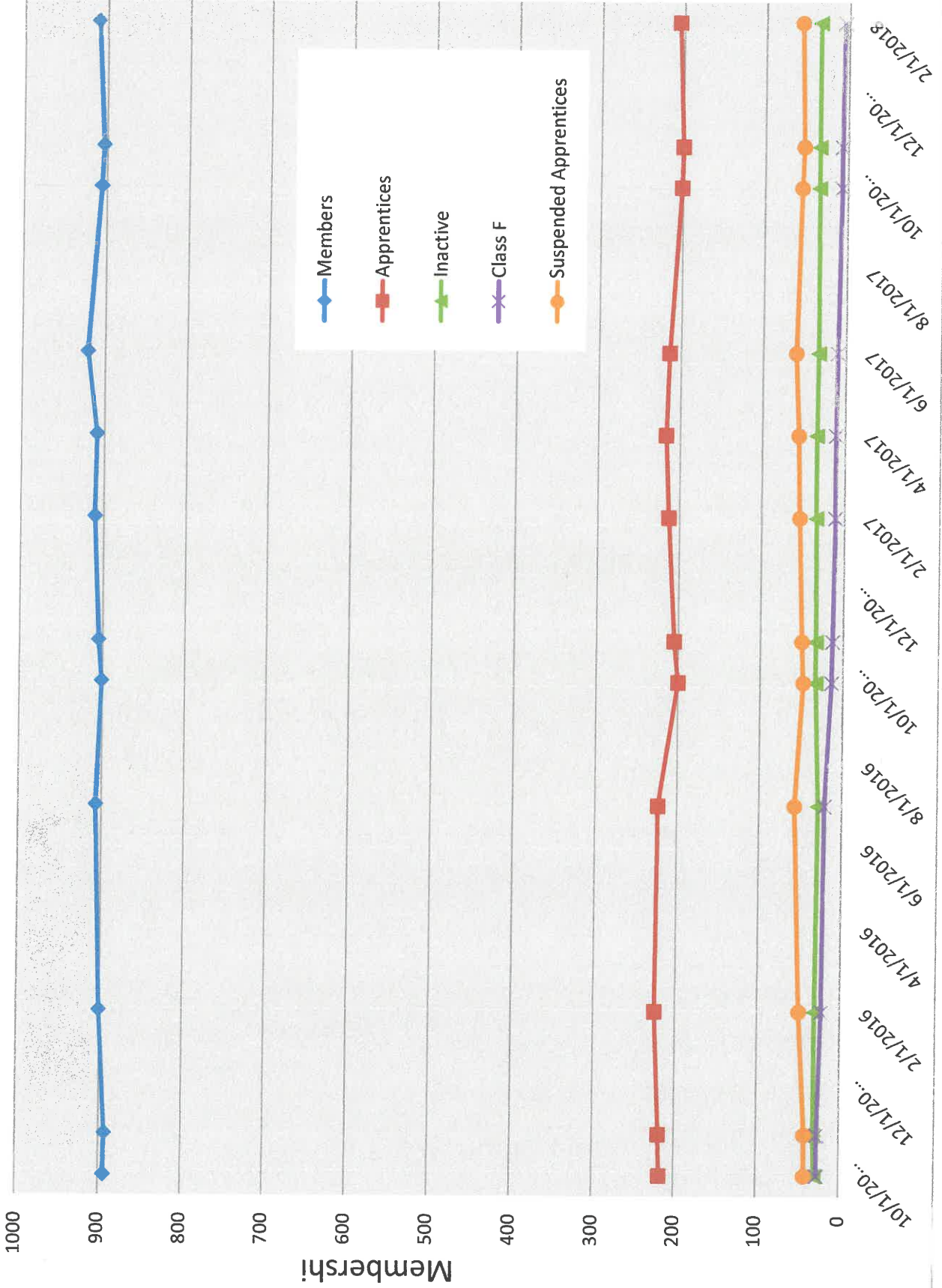
New Members: 5

FIRST NAME	LAST NAME	Class	EMPLOYER NAME	PHONE NUMBER
Hayden	Lyman	A-8	Pebble Beach Golf Links	(405) 285-5835
John	Scudder	A-14	Turkey Creek Golf Club	(530) 559-3680
John	Crater	A-8	Corral de Tierra Country Club	(209) 204-2723
Joseph	Bramlett	A-3	PGA Tour	
Joseph	Storbakken	A-6	Haggin Oaks Golf Complex	(712) 202-6264

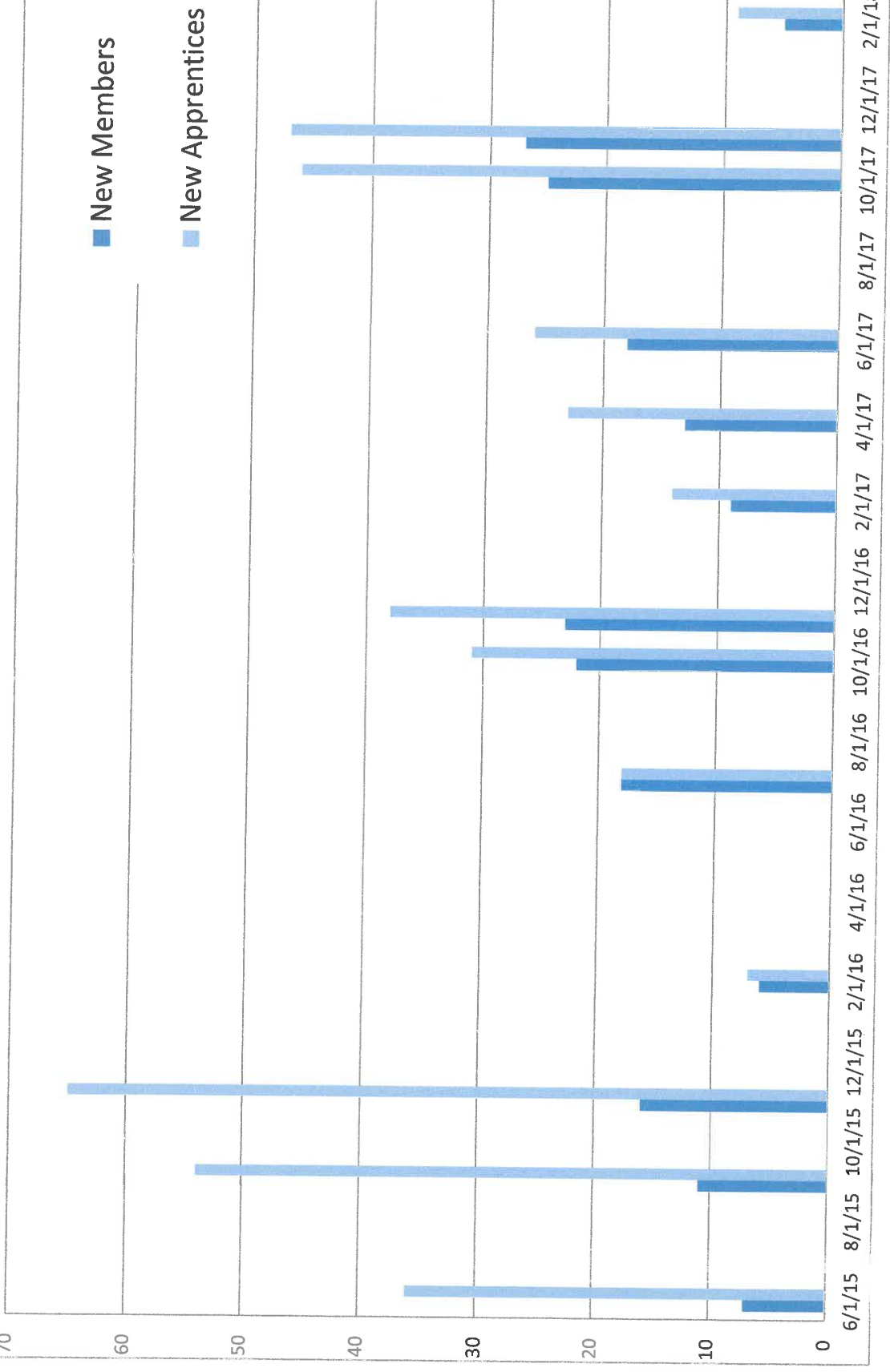
Transfers INTO Section: 5

FIRST NAME	LAST NAME	Class	EMPLOYER NAME	WORK PHONE
Chan Woong	Park	A-8	Green Hills Country Club	(650) 648-9951
Mark	Hardin	B-8	Hunter Ranch Golf Course	(805) 237-7444
Michael	Groehler	RM		
Patrick	Bloom	A-8	TPC Harding Park	(415) 664-4690
William	Spratt	A-8	Burlingame Country Club	(650) 696-8100

NCPGA Membership Dashboard



NCPGA New Members & Apprentices





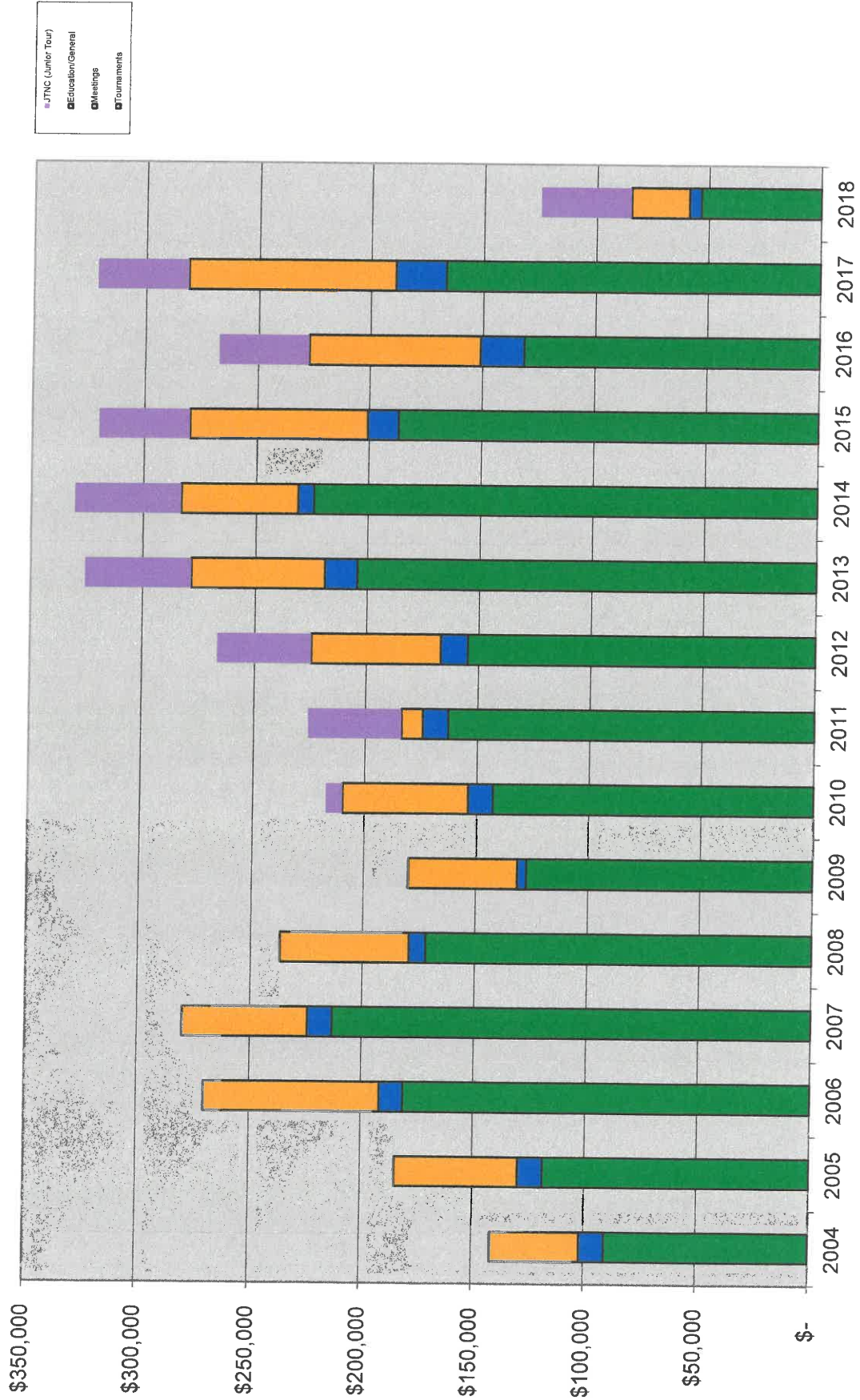
PGA

Northern California Section

UPCOMING EVENTS

- March 5th NCPGA Pro-Scotch Championship – Diablo CC, Diablo
- March 7th PGA HOPE Instructor Training – Green Valley CC, Fairfield
- March 8th PGA HOPE Instructor Training – Coyote Creek GC, Morgan Hill
- March 26th & 27th NCPGA Club Team Championship – Bayonet & Black Horse GC, Seaside
- April 9th NCPGA Movers, Shakers, Money Makers – Round Hill CC, Alamo
- April 16th NCPGA Pro Series 4 / MPQ – Contra Costa CC, Pleasant Hill
- April 16th -18th NCPGA CPP Seminar – Half Moon Bay GL, HMB
- April 30th - May 2nd NCPGA Match Play Championship
Corral de Tierra, Pasatiempo, Cypress Point & Pebble Beach GL

Nor Cal PGA Fundraising Dashboard as of February 23, 2018



2018 NCPGA Top Sponsors		2018 NCPGA Foundation Sponsors	
Capital Insurance Group	\$ 18,000	Capital Insurance Group (Foundation & JTNC)	\$ 110,000
Pepsi	\$ 15,500	ACN Benfield	\$ 25,000
Eldorado	\$ 15,000	Willis Re	\$ 25,000
Discover Network - Pending	\$ 12,000	Golf Insurance Svcs	\$ 2,500
ClubCar	\$ 12,000		
ILT	\$ 9,000		
E-Z-Go	\$ 11,000		
18Birdies	\$ 12,000		
Heffernan Insurance	\$ 5,000		
Golf Insurance Svcs/Epic	\$ 5,000		

Changes to NCPGA Sponsors	2017	2018	Delta
ILT	\$ 11,500	\$ 9,500	\$ (2,000)
Boditrak	\$ -	\$ 2,250	\$ 2,250
SCNS	\$ 3,000	\$ 4,000	\$ 1,000
Discover	\$ 12,000	\$ -	\$ (12,000)
Vern Wascom	\$ 4,000	\$ 3,500	\$ (500)
Net Delta			\$(11,250)
Changes to PGAHQ Sponsors			
National Car Rental	\$ 16,000	\$ -	Moved to PGA Jr League
Net Delta with PGAHQ Sponsors			\$(11,250)

Plus \$1,000 to FDN for Thomas Scholarship
Dropped out of Team Champ, focusing on Seniors & SNC Chapter

Prospecting/Lead Generation Update - Jeff Sanchez

Current Clients	Renewals	Declined:
Code Green Apparel- new client	Perry Ellis International	Sanchez
Heffernan- new client	PXG**	* PG&E / PG&E Foundation
Precise Yardage Books- new client	Stuart Event Rentals**	* Tile
Evolve- renewal**	Proposal Stage	* Vintage Wine Estates
SCNS- renewal**	United Airlines (Bill T)**	* U.S. Bank
BodiTrak- new client**	Garmany (Nancy)**	* Adobe
Contract Pending	Tampa Bay Bank- credit card (Matt M)**	* BBSI
PetersenDean- new client	Prospects / Leads	* Orchard Supply Hardware
	Ahead**	* Kaiser
	Quick.golf	* Stephen Silver Fine Jewelry
	ShortGolf	* Home Depot
	SuperSpeed Golf	* Ray Scott (high net worth contact)
	VoiceCaddie	* AudioEngine USA (speakers)
		* NIKE (Rick Gielow)
		* Southwest Airlines
		- KemperSports (may consider in 2018)
		- Touchstone Golf
		- Blue Shield of CA

**WCPGA Section Lead/Client

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PGA

Northern California Section

NORTHERN CALIFORNIA SECTION BOARD MEETING

February 2018

REGIONAL LEAGUE MANAGER REPORT

NIKKI GATCH, PGA

PGA Junior League is in full swing! We surpassed our anticipated number of Captain registrations at 84 (as of February 11). This is already a 20% increase in the number of Captains from 2017.

Here is a snapshot of the current Captain, team and league counts for the Section, as well as comparisons to 2017:

Captains:	84	(2017: 71)
Teams:	118(anticipated)	(2017: 86)
Leagues:	24 (anticipated)	(2017: 19)
Players :	1416(anticipated, assuming 12 players per team)	(2017: 1,148)
Anticipated Section Remuneration: \$14,868 (\$10.50 per player)		

New enhancements this year include improved **Team Kits**, unique **Team Online Stores** (Captains/Facilities receive net proceeds from sales), improved **Post Season, including a Section Championship**.

The Post Season will now consist of a Section Championship (to include local qualifiers for larger Sections like Northern California), 12 Regional Championships (increase from 8), and the National Championship. In addition to the Section Remuneration mentioned above, the Section will also receive funding (\$21,000) from National Car Rental to be used in administering the Section Championship (and subsequent qualifiers).

We are currently securing two local qualifiers as well as the Section Championship. To date, the Northern Qualifier has been confirmed for August 12 at The Ridge. Proposals have been sent to Coyote Creek for the Southern Qualifier on August 4, and Contra Costa for the Section Championship on August 18-19. We will have the qualifiers and Championship confirmed prior to April 1, so that the information can be shared with Captains and their teams.

The Northern California Section Champion will advance to the Western Regional, along with Southern California, Aloha, and the Southwest Sections. The Western Regional will be held on September 15-16, site TBD. Champions from each of the 12 Regional Championships will advance to the National Championship on November 14-19 at Grayhawk Golf Club in Scottsdale, AZ.

Respectfully submitted,
Nikki Gatch, PGA
Regional League Manager, District 11



Northern California Section

Certified Professional Program 2-Day Workshop April 16-18, 2018 | Half Moon Bay Golf Links

PGA Business Management Simulations deliver real world scenarios aligned with a primary focus on improving marketing, sales, leadership, revenue management and financial management at a golf facility.

STEPS TO CERTIFICATION

- ✓ Register for 2-Day Workshop on NCPGALinks.com \$185
- ✓ Purchase One-Year Library Subscription for specialized career tracks \$350 (Optional, can be purchased after workshop)
- ✓ Attend 2-day workshop
- ✓ Complete 5 Revenue Management Courses
- ✓ Complete 3 Financial Management Simulations & 3 Leadership Simulations
- ✓ PGA Members may complete the Project and earn Certification (\$100 Project Fee paid at time of project submission)

WORKSHOP DETAILS

- ✓ 2-Days, 8AM - 4PM
- ✓ Review of Career Track coursework
- ✓ Complete Team-based Business Management Simulation
- ✓ Career Tracks
- ✓ General Management - April 16-17
- ✓ Teaching & Coaching - April 17-18
- ✓ Each member of the winning Simulation Team will be awarded a \$350 Scholarship
- ✓ 16 MSR Credits with workshop attendance (31 MSR Credits with purchase & completion of Course Library)

Additional Questions on the Workshop can be directed to the NCPGA. Please contact the PGA Education Department of questions on the Certification Program.
(866) 866-3382 option 6 | PGACPP2MENTOR@pgahq.com

As of February 28, 2018

Participation is up 23% as compared to 2017; Purses are up 8% over 2017

