



PGA

Northern California Section

BOARD OF DIRECTORS MEETING AGENDA

February 27, 2017

Thunder Valley Casino Resort – Lincoln, CA.

Conference Call Information

Toll Free: 1-888-394-8197 / Participant Passcode: 937431

- I. Lunch at 12:00PM
- II. Call the meeting to order at 1:00PM
- III. Invocation
- IV. Swearing in of New Directors
- V. Past President's Comments
- VI. Action Items
 1. *Minute Approval – December 4, 2016 – P.3-12*
- VII. President's Report – Tracy Stansberry, PGA
 1. *Review Action Item and Request Log – P.13-14*
 2. *PGA of America Update*
 3. *Committee Chairperson/Division Listing – P.15*
 4. *Board of Directors Contact List –P.16*
 5. *Board of Directors Schedule – P.17*
- VIII. Vice President's Report – Bill Troyanoski, PGA
 1. *2016 End of Year Financial Statements – P.18-30*
- IX. Secretary's Report – Dede Moriarty, PGA
 1. *Membership Report – P.31-35*
 2. *Membership Dashboard – P.36-37*
- X. Executive Director/COO Report – Chris Thomas, PGA
 1. *Section Operations Update*
 2. *Review of 2017 ED Conference & Merchandise Show*
 3. *NCGA – P.38*
 4. *CAG Update*
 5. *NCGRA Show*
 6. *Upcoming Events –P.39*
- XI. NCPGA Foundation Report – Dede Moriarty, PGA
 1. *2017 Update*

XII. PGA of America Reports

1. District Director – Scott Ashworth, PGA
2. *Employment Services – Carol Pence, PGA –P.40*

XIII. Section Reports

1. *Assistant Executive Director – Nancy Maul – P.41-42*

XIV. NCPGA Chapters

1. Bay Area – Jeff DeBenedetti, PGA
2. Monterey – Pat Jones, PGA
3. North Coast – Greg Henderson, PGA –P.43
4. North State – Mike Galli, PGA
5. San Joaquin – Jeff Palmer, PGA
6. Sierra Nevada – Travis Alley, PGA

XV. Committees & Task Forces

1. Apprentices/Mentoring – Ward Sutton, PGA – P.44
2. Awards – Mark Naylor, PGA
3. Past President's/Business Development Committee – Len Dumas, PGA
4. Communications/ Public Relations – Ed Winiecki, PGA
5. Education – Ward Sutton, PGA
6. Teaching – Don Leone, PGA & Ward Sutton, PGA
7. Growth of the Game – Mike Dowd, PGA
8. Junior Golf – Bill Troyanoski, PGA
9. Nominations & Elections – Len Dumas, PGA
10. Policies & Procedures – Tracy Stansberry, PGA
11. Tournaments – Shawn Kelly, PGA – P.45

XVI. NCPGA Divisions

1. Senior Division – Shawn McEntee, PGA
2. Assistant Apprentice Division – Michael Merritt, PGA Apprentice
3. Women's Division – Dede Moriarty, PGA & Wendy Stuart, PGA

XVII. Unfinished Business

XVIII. New Business

XIX. Adjourn



PGA

Northern California Section

BOARD OF DIRECTORS MEETING MINUTES

December 4, 2016

Lake Merced Golf Club—Daly City, Calif.

Board Present: Tracy Stansberry, Bill Troyanoski, Dede Moriarty, Gus Jones, Mike Dowd, Jessie Walker, Ward Sutton, Jim Kepler, Dennis Tuhn, Ed Winiecki, Jeff DeBenedetti, Pat Jones, Mike Galli, Jeff Palmer

Guests: Derek Sprague, Scott Ashworth

Staff Present: Chris Thomas, Carol Pence, Nancy Maul, Marshall Cusey, Ellen Lalande

I. Meeting called to order at 2:07 PM

II. Invocation led by Secretary Dede Moriarty

III. Outgoing At-Large Directors and Chapter Presidents – Tracy Stansberry, PGA

1. Gus Jones commented that it's been his honor to serve and thanked the Board.
2. Mark Naylor not present.
3. Jessie Walker did not comment.

IV. Election Results of At-Large Directors – Tracy Stansberry, PGA

1. 209 ballots with 592 votes were received; congratulations to the winners.¹
2. Incoming Directors Shawn Kelly & Nick Bailey were not present.
3. Director Walker shared that he looks forward to serving another term.

V. Past President's Comments – Derek Sprague, PGA

Past President Sprague thanked the Board for inviting him to join the Section's annual meeting and shared that The PGA of America had a good and busy year. Sprague encouraged members to share concerns (if any) to be addressed in the general membership meeting and advised that he would provide a recap of the PGA of America's annual meeting.

¹ 2017 Director-elects were sworn in at the general membership meeting.

VI. District 11 Report – Scott Ashworth, PGA

1. Reviewed Centennial activities and encouraged members to speak up. Advised that Board transparency and the election of Jim Richerson (formerly of Chardonnay GC) as The PGA of America's next secretary were major highlights.
2. The District 11 Meeting was held in Lanai, Hawaii in July. Concerns from this meeting include:
 - i. **Financial concerns/Reporting issues** – The District 11 executive directors expressed challenges that we're experiencing due to time zone difference. Ashworth advised that things have improved greatly since the meeting and ED Thomas added that our concerns were addressed in a timely manner; we are now moving in the right direction.
 1. Past President Sprague advised that there was a Fusion (accounting software) issue and logistics with staffing hours. He added that Rhona Aime started earlier this year and that continual feedback is requested; HQ is listening to our concerns.
 - ii. **Replacement for Darryl Bock** – Scott Wellington is Sr. Director of business operations and is now in the role.
 1. PP Sprague remarked that HQ is taking care to address the issue correctly, rather than rushing through the hiring process. He is hoping that Wellington will adequately meet the needs of all 41 Sections as The PGA moves from an Association to a Corporation.
 - iii. **PGA of America global expansion** – Discussion for this issue is ongoing. ED Thomas will be on committee; District 11 Director Ashworth is looking forward to working toward a resolution.
 - iv. **Challenges with Section business hours** – Discussion is ongoing to ensure everyone gets the same level of support as other Sections.
3. NCPGA Members are encouraged to ask Past President Sprague about their concerns at the general membership meeting. ED Thomas called on directors to come up with questions to get the ball rolling for Q&A and expressed appreciation for input.

VII. PGA Honorary President – Derek Sprague, PGA

(see above comments)

VIII. Action Items

1. Minute Approval – July 10, 2016
 - i. Motion: Director Jones
 - ii. Second: Director Sutton
 - iii. Approved – Unanimous
2. Minute Approval – October 17, 2016
 - i. Motion: Director Tuhn
 - ii. Second: Vice President Troyanoski
 - iii. Approved – Unanimous
3. 2016 Financial Forecast/2017 Proposed Operating Budget – Review of Financial Statements for the period ending September 30, 2016. Cash equivalents and assets are flat to 2015, putting us in a healthy position. Accounts Payable is higher and continued discussion on operations and forecast is ongoing.

Looking forward, a decision is needed on whether membership dues will increase from \$434-477 (~10%) as proposed by the finance committee. When compared to other Sections across US, we fall in middle, but when adjusted for cost of living increase, we are lower than we would normally be. The last dues increase was in 2011 (6 years ago).

- i. Motion to discuss dues increase: Director Kepler
 1. Director Jones asked if costs of doing business has increased and advised that the increase might make sense in this light.
 2. Director Tuhn pointed out that the increase in ADT funding from national may raise questions about the justification of higher dues. What will be done with the additional revenue?

- a. ED Thomas advised that while we do have more ADT money, it is not coming in as fast as we need it.
 - b. NMaul pointed out that the biggest increase paid was at the beginning of the year and was used to hire in Player Development, netting nearly zero. Advised that we are now at 80% of the increase.
 - c. ED Thomas stated that the revenue will be used for member benefits, tournaments, and marketing/communications. PGA of America has stepped up in a lot of financial areas, but can also be restrictive to some degree. A higher budget will allow the Section to take on a more active role to better our membership.
3. Director Walker recommended that the question be posed to the membership, with consideration for how the issue is communicated to arrive at the best solution.
4. Director Sutton questioned if there was a drop in membership after the last dues increase. President Stansberry advised that it did not result in much discourse.
5. Director Kepler suggested including a set percentage increase for dues, relative to adjustment for inflation, citing the need for a better way to address this concern in the future by incorporating into the business plan.
 - a. VP Troyanoski shared that potential ways to structure this recommendation are in discussion, which the directors may wish to address at the next board meeting
6. ED Thomas advised that findings by the finance committee indicate that the biggest steady stream of finance generation for the Section is from membership dues. After further analysis of staffing and other revenue generation, this is the best option. Thomas stated that our staff size has decreased since 2004, and depending on how overall discussion goes we would evaluate a 2-pronged approach which includes a budget review and dues increase.
7. Director Kepler asked how the PGA Championship in 2020 will affect our Section. Past President Sprague advised that the NCPGA will get some

revenue from HQ, but there will also be increased expenses associated which will offset the inflow. Sprague advised that PGA of America is reviewing ways to help Sections with hosting events and advised that cost will have to reflect perceived value of membership/perks/hosting.

ii. Motion to approve dues increase: Director Jones

iii. Second: Secretary Moriarty

iv. Approved – Unanimous

v. Motion to discuss budget: Director Walker

1. Director Walker noted that the NCPGA has fewer staff members than many other sections. Do we need more and what do we need to do to make that happen?

a. ED Thomas advised that while we are a busy office and the workload typically shifts among the staff, we cannot bring another onboard and pay decent salary yet; but the dialogue is open for financial committee to discuss ongoing options. Thomas cited our next priority as Business Development.

2. Director Kepler inquired about reserve account, to which he was advised that \$280,000 is currently in the account.

3. ED Thomas advised that the budget has accounted for a 2% increase in pay and an increase in benefits for the staff and invited the directors to further review for additional detail.

vi. Motion to approve budget: Director Jones

vii. Second: Director Tuhn

viii. Approved – Unanimous

IX. President's Report – Tracy Stansberry

1. Review Action Item and Request Log

i. PGA Survey completion (requested by Director Jones).

1. We are the 8th largest section but we continuously finish 20th on the PGA Compensation Survey or elections.
 2. Promotion to membership is ongoing.
- ii. Sort lists alphabetically to make finding listed members easier.
 1. Ongoing
- iii. Encourage chapter presidents to get together to increase participation/apprenticeship.
 1. Ongoing
2. There was a lot of great discussion at the PGA Annual Meeting in New York. The biggest development to come out of it is that PGA of America is very committed to the 8 Pillars, Member Benefits, Member Services, and Player Development. President Stansberry posed a question to the Board: What can we do to improve?
3. The Board evaluation for Executive Director Chris Thomas has been completed. President Stansberry remarked that Thomas has done a great job turning the Section around from 12 years ago when we were “broke and overstaffed.”
4. 2017 Board of Director Schedule: Please take home for next year. Director Galli has offered North Ridge to host the 2017 NCPGA Annual Meeting and President Stansberry is interested in hosting an event at Sequoyah on Feb. 27th. Stansberry requested that if anyone knows a facility that would like to host, please advise the Board.
5. Additional Discussion
 - i. Congratulations to PGA Junior League Golf Team California, who won the national championship this year.
 - ii. Director Galli inquired whether the Six Chapter Challenge is currently on the schedule for 2017. President Stansberry advised we will probably do the same day as semi-annual meeting. Director Jones advised Gray’s Crossing has typically hosted, but would like to tee off earlier if possible.
6. Report concluded; no further questions.

X. Vice President's Report – Bill Troyanoski

1. Welcome to Past President Sprague and District 11 Director Ashworth.
 - i. PGA of America Annual Meeting: was run very well and addressed business and service to membership throughout the week, along with progress through consistent application of PGA of America's strategic plan.
 - ii. Disappointed in the level of engagement of the membership (as evidenced in low voter turnout). Consider ways of promoting to membership to inspire activity in the Section.
2. Report provided as Action Item #3.

XI. Secretary's Report – Dede Moriarty

1. Opening Remarks: Thought was interesting – election process where you got to meet candidates and kept in touch all year. Felt that she was able to really get to know candidates and feel comfortable making decision when time comes.
2. Membership Report (As of November 18, 2016)
 - i. Total Membership: 1,107
 - ii. Total Members: 902
 1. Inactive: 33
 2. Class F: 13
 3. Total Apprentices: 205
 4. Suspended Apprentices: 50
 5. New Facilities since 01/01/2016: 4
 6. New Apprentices since 01/01/2016: 38
 7. New Members since 01/01/2016: 23
 8. Transfers into Section: 45

3. Not much has changed from last meeting. Personal thanks to Ward who calls every single suspended apprentice.
4. Report concluded; no questions.

XII. Executive Director/COO Report – Chris Thomas

1. Opening Remarks: Thank you to President Stansberry for bag tags and backpacks.
2. Reviewed Annual Meeting and Special Awards Ceremony Itinerary: Mark Naylor will not be attending due to family emergency. Tomorrow morning is early call to staff. Check in starts at 7:30 and meeting starts at 9:00AM. Reports will all be in writing and handed out to membership.
3. Provided brief overview of 2016 and preview of 2017: Board approved strategic plan for next five years. Mirrored national plan with two pillars. Business operation areas have been listed in chart (refer to NCPGA Operations Chart). There are currently 41 lines of business—up from 22 in 2004.
4. Current Events & Holiday Schedule: The Section office will be closed December 23, 2016-January 2, 2017 in observance of the holidays. Staff will periodically check email for emergencies. The Player & Teacher Development Forum will be held Jan 9-10, 2017; and the NCPGA Pro-Series 2 will be January 30, 2017.
5. Master Calendar: Went out last month soliciting Pro-Am scheduling. In 2004 we had 40 or so Pro-Ams, and now we are low 20s. Pro-Ams are very important to our profession in that they keep the PGA Professional in front of amateurs. PGA Professionals need to have stronger presence and participation to drive the game.
 - i. Director Kepler advised that there have been changes in price structure as opposed to clubs hosting fees, which he believes has impacted participation. Overall, hosting a pro-am is part of promoting one's golf course and there is a benefit to hosting beyond the fee revenue.
 - ii. ED Thomas advised that participation is a focus. We have signed a 5-year contract with the NCGA to continue the cup matches. In 2017, we will be hosting and are looking for a site. CordeValle was being evaluated, but we are unsure whether their price point will hit our budget. Thomas encouraged board to advise if they know of a facility that might like to host.

6. Report concluded; NMAul encouraged board to engage with new sponsors—18Birdies, Discover, Cobra Puma, and CIG—and expressed appreciation for everything we can do to support our partners.

XIII. Other Reports

1. President Stansberry advised that the Foundation, District 11, Employment Services, Additional Staff, Chapters, Division & Committee Reports are currently being submitted for publication in the *2016 NCPGA Annual Review* magazine. ED Thomas advised that the magazine is currently being produced and will be distributed early 2017.
2. CPence passed out an additional copy of the Employment Report.

XIV. Unfinished Business: None

XV. New Business

1. Director Jones reminded the Board that we have significant events on horizon, including the PGA Chamopionship, and inquired as to whether we have begun the planning process for the event.
 - i. ED Thomas informed that the initial discussions have started with Dan Dillon, who will serve as the PGA Ambassador and is very involved in planning the event. Thomas shared that Dillon attended the 2016 Ryder Cup to see how it was run, and confirmed that the primary focus will be on corporate and community support.
 - ii. Secretary Moriarty confirmed that after speaking with Dillon, additional volunteers are needed for the event.
 - iii. Thomas observed that the last PGA Championship in our Section was 1970s.
2. Director Walker extended his thanks to Suzy Schneider and Bob Epperly for their efforts in building and maintaining the PGA HOPE program. Walker noted that at the start of the program in the Northern California Section, there were 3 participants which has now grown to 37. Walker would like to pass on appreciation for all the work Suzy and Bob have put into the program.
 - i. Secretary Moriarty added that next week is Presidio's final week of their current session, and has been informed by the VA that this is our most successful

program ever, with people traveling from Sonoma and Petaluma, and Director Walker confirmed that the VA hospital in Martinez is now bussing in participants.

- ii. President Stansberry expressed appreciation for Mr. and Mrs. Steinbaugh, who supplied funds to support the program and purchase an ADA golf cart.
 - iii. Secretary Moriarty confirmed that PGA HOPE Northern California will become the “face” of the NCPGA Foundation in 2017.
3. Final Comments: ED Thomas encouraged board members to check into hotels or go sightseeing until cocktails begin at 5:00PM. Director Kepler noted that the sport is getting better every year. He has heard stories with Arnold Palmer’s passing of how PGA Professionals have changed lives and extended his gratitude for everything the section and board members do to better the game.

XVI. Adjourn

1. **Motion: Director Jones**
2. **Second: Director Kepler**
3. **Adjourned 3:31PM**

NCPGA Board Meeting Voted Action Item Log

| Meeting Date | Action | Motion by | 2nd by | Vote | Notes |
|--------------|--|------------|----------------|------------------|----------------------------------|
| 3/20/2015 | Tournament R&R Change: 2-Section V. TOURNAMENT CONTESTANT ELIGIBILITY: No Current Language. Proposed change: Add Life Member-Retired (LMR) to Tournament Contestant Eligibility. | BOD | BOD | Unanimous | Approved via email vote 3/25/15 |
| 3/20/2015 | Tournament R&R Change: 3-Section VIII. PLAYER OF THE YEAR. No Current Language. Proposed change: D. If a designated Section 18 hole Tournament that is a point event is reduced to 9 holes because of inclement weather or unforeseen circumstances, the purse will be pro-rated and awarded but no POY points will be awarded. | BOD | BOD | Unanimous | Approved via email vote 3/25/15 |
| 3/20/2015 | Tournament R&R Change: Section IX. SECTION CHAMPIONSHIPS. Current: B. Match Play Championship. 1. The qualifying round will be 18 holes and is a point event. Proposed change: B. Match Play Championship 1. The qualifying round will be 18 holes and is a point event. In the event of inclement weather, when completing 18 holes is not possible, if 9 holes are completed by all players, those 9 hole scores would be used as the Match Play qualifying scores, with qualifying spots pro-rated from each side (depending on size of each 9 hole field). In the event the Match Play qualifier is cancelled entirely or cannot be completed because of inclement weather, the qualifying round will be scheduled for the first day of Match Play, and the qualifying field will be reduced from 64 to 32 players. | BOD | BOD | Unanimous | Approved via email vote 3/25/15 |
| 4/20/2015 | Minute Approval - February 8, 2015 | Jones | Tuhn | Unanimous | |
| 4/20/2015 | Language change on NCPGA Senior Tournament Rules & Regulations - Section 15 - Sr-Jr Championship: Current B. Eligibility: NCPGA Members and Senior NCPGA Division members who meet all eligibility requirements and are not in one of the following classifications of membership: A-3, F, Inactive or Apprentice. Junior partners must be forty-nine (49) years or less during the duration of the tournament. Proposed change: B. Eligibility for this event is limited to NCPGA Senior Members and Apprentices who meet all eligibility requirements listed in the Rules and Regulations and are not in one of the following classifications of membership: A3, F or Inactive. Junior partners must be forty-nine (49) years or less during the duration of the tournament. | Tuhn | Winiacki | Unanimous | |
| 4/20/2015 | Grant \$1500 to North State Chapter - \$1500 request per ADP Funding to follow the Finance Committee Direction. | Dumas | Tuhn | Unanimous | |
| 6/28/2015 | Minute Approval - April 20, 2015 | Brace | Kepler | Unanimous | |
| 6/28/2015 | Motion to adjourn | Kepler | Thun | Unanimous | |
| 12/6/2015 | Motion to approve 10/17/15 minutes with correction. | Sutton | Jones | Unanimous | |
| 12/6/2015 | Election of Officers - Tracy Stansberry to President / single nominee | Dumas | Acclimation | Unanimous | |
| 12/6/2015 | Election of Officers - Bill Troyanoski to Vice President / single nominee | Dumas | Acclimation | Unanimous | |
| 12/6/2015 | Election of Officers - Nominees for Secretary: Dede Moriarty, Dennis Tuhn and Ed Winiacki. MORIARTY ELECTED AS SECRETARY ON A CLOSE BALLOT COUNT | 1st Ballot | | 1st Round Ballot | |
| 12/6/2015 | Motion to adjourn | Kepler | Naylor | Unanimous | |
| 12/10/2015 | SECRETARY ELECTION: New vote due to ballot mis-count: Moriarty wins election as Secretary. | 2nd Ballot | | 2nd Ballot | Approved via email vote 12/10/15 |
| 2/22/2016 | Minute Approval - December 6, 2015 | Jones | Wilcox | Unanimous | |
| 2/22/2016 | Strategic Plan - April 20, 2016 | Jones | Pat Jones | Unanimous | Discussion None |
| 2/22/2016 | Motion to increase reserve from \$3,900 to \$5,000 in 2016 | Dumas | D. Brace | Unanimous | |
| 2/22/2016 | Motion to approve \$500 grant to NCC | Jones | R. Christensen | Unanimous | |
| 9/22/2016 | Minute Approval - Semi Annual Meeting - July 10, 2016 | Stansberry | Dumas | Unanimous | |
| 10/17/2016 | Change to Tournament Rules & Regulations - Regarding Match Play Championship | Tuhn | Walker | Unanimous | |
| 12/4/2016 | Minute Approval - July 10, 2016 | Jones | Sutton | Unanimous | |
| 12/4/2016 | Minute Approval - October 17, 2016 | Tuhn | Troyanoski | Unanimous | |
| 12/4/2016 | Motion to approve - Dues Increase by 10% | Jones | Moriarty | Unanimous | |
| 12/4/2016 | Motion to approve - 2017 Operating Budget | Jones | Tuhn | Unanimous | |



PGA

Northern California Section

2017 NCPGA COMMITTEES, TASK FORCES & DIVISIONS

| Committees | Chair (s) | Facility/Business | Phone |
|---------------------------------------|------------------------------------|---|----------------------------------|
| Apprentice Mentoring | Ward Sutton, PGA | Hidden Valley CC | (775) 857-4742 |
| Awards | Mark Naylor, PGA | Crow Canyon CC | (925) 735-7105 |
| Communications & Public Relations | Ed Winiacki, PGA | San Jose Country Club | (408) 258-4901 |
| Education/Teaching Task Force | Don Leone, PGA Ward Sutton, PGA | Coyote Creek Golf Club Hidden Valley CC | (408) 778-2770 (775) 857-4742 |
| Finance | Bill Troyanoski, PGA | Half Moon Bay Golf Links | (650) 712-2220 |
| Player Development | Mike Dowd, PGA | Oakdale Golf & Country Club | (209) 847-2924 |
| Junior Golf | Bill Troyanoski, PGA | Half Moon Bay Golf Links | (650) 712-2220 |
| Nominations & Elections | Len Dumas, PGA | Contra Costa Country Club | (925) 798-7135 |
| Past President's/Business Development | Len Dumas, PGA | Contra Costa Country Club | (925) 798-7135 |
| Tournaments | Stuart Smith, PGA | Somerset Golf & Country Club | (775) 787-1800 |
| Task Forces | Chair | Business | Phone |
| Bylaws | Dede Moriarty, PGA | Presidio Golf Course/Lake Merced Golf Club | (650) 219-2267 |
| Policies/Procedures | Tracy Stansberry, PGA | Sequoiah Country Club | (510) 632-4069 |
| Divisions | Representative | Business | Phone |
| Assistant Apprentice Division | Michael Merritt, PGA Apprentice | Mira Vista Country Club | (510) 237-7045 |
| Senior Division | Shawn McEntee | Chardonnay Golf Club | (707) 257-8950 |
| Women's Division | Dede Moriarty, PGA | Presidio Golf Course/Lake Merced Golf Club | (650) 219-2267 |

2017 NCPGA Board of Directors Contact Information (REV 2/22/2017)

| | Title | Facility | Contact Numbers | Email |
|---|---|---|---|--|
| Tracy Stansberry (Linda) 510 Summer Lane Richmond, CA 94806 | President | Sequoiah Country Club | W: (510) 632-4069 HM: (510) 669-9218 Cell: (408) 821-2542 | tracystansberrypga@gmail.com |
| Bill Troyanoski (Merlyn) 540 Alsace Loraine Ave Half Moon Bay, CA 94019-1860 | Vice 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 | Secretary | Presidio Golf Course | Cell: (650) 219-2267 | pgadede@yahoo.com |
| Len Dumas (Catherine) 801 Golf Club Road Pleasant Hill, CA 94523 | Honorary President | Contra Costa Country Club | W: (925) 798-7135 x 101 HM: (707) 745-8161 Cell: (707) 718-3687 | len@contracostacc.org |
| Scott Ashworth 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 |
| Chris Thomas (Selena) 411 Davis Street, #103 Vacaville, CA 95688 | Executive Director / C.O.O. | NCPGA Section Office | W: (707) 449-4742 HM: (530) 756-1449 Cell: (707) 888-8683 | cstomas@pgahq.com |
| Mike Dowd (Julieanne) 4503 Tapestry Way Turlock, CA 95382-7480 | Director | Oakdale Golf & Country Club | W: (209) 847-2924 HM: (209) 668-0312 Cell: (209) 872-1622 | mdowd@oakdalegcc.org |
| Jessie Walker 5601 Meridian Rd. Vacaville, CA. 95687 | Director | Travis AFB/Cypress Lakes Golf Course | W: (707) 424-5797 HM: (707) 676-5366 | jessiewalker@pga.com |
| Nick Bailey 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 |
| Ward Sutton 1425 Hogadon Way Reno, NV 89523 | Director | Hidden Valley Country Club | W: (775) 857-4742 x 137 Cell: (775) 636-4388 | wards@hvccreno.com |
| Jim Kepler (Julie) 681 St Andrews Drive Dayton, NV 89403 | Director | Eagle Valley Golf Course | W: (775) 887-2380 Cell: (775) 230-9691 | jk@eaglevalleygolf.com |
| Dennis Tuhn (Katherine) 647 Zircon Way Livermore, CA 94550-5151 | Director | San Jose Municipal Golf Course | W:408-441-4653 Cell: 925-819-0301 | dtuhn@sjmuni.com |
| Paul Wilcox 120 Fawn Pl. Danville, CA 94526 | Director | Canyon Lakes Golf Course & Brewery | W: (925) 831-8966 | wilcoxpga@aol.com |
| Ed Winiacki (Cecily) 475 San Juan Grade Road Salinas, CA 93906 | Director | San Jose Country Club | W:(408)258-4901 Cell: (951) 595-2162 | ewiniacki@kempersports.com |
| Dan Brace (Diana) 901 H Street #500 Sacramento, CA 95814 | Independent Director | NCPGA Attorney | W: (916) 552-6660 HM: (916) 992-0298 | dbrace@bracelaw.com |
| Jeff DeBenedetti 917 Club House Dr. Livermore, CA 94551 | Bay Area Chapter President | Las Positas Golf Course | W: (925) 455-7820 HM: (209) 832-9116 | jeff@laspositasgolfcourse.com |
| Pat Jones 17209 McGuffie Rd. Salinas, CA. 93907 | Monterey Bay Area Chapter President | Bayonet & Black Horse Golf Courses | W: (831) 899-7271 HM: (415)673-7326 Cell: (415) 672- 5112 | pjones@bayonetblackhorse.com |
| Mike Galli 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 | Baywood Golf & Country Club | W: (707) 822-3688 Cell: (707) 496-0629 | greg@baywoodgcc.com |
| Jeff Palmer 818 Live Oak Way Lodi, CA 95242 | San Joaquin Chapter President | The Reserve at Spanos Park | W: (209) 477-4653 HM: (209) 367-5609 Cell : (209) 712-7548 | jeff@palmergolfschools.com |
| Travis Alley P.O.Box 1787 Truckee, CA. 96160 | Sierra Nevada Chapter Representative | Golf Club @ Gray's Crossing | W: (530)550-5800 Cell: (530) 448-1092 | talley@tahoemountainclub.com |
| Carol Pence | Employment Consultant | | Cell: (510)706-1583 | cpence@pgahq.com |



PGA

Northern California Section

2017 NCPGA Board of Directors Meeting Schedule

| <u>Meeting #</u> | <u>Date</u> | <u>Type</u> | <u>Time</u> | <u>Location</u> |
|------------------|---------------------------|---|----------------------|---|
| 1 | Monday, February 27, 2017 | New BOD Orientation Board of Directors's Meeting | 11:00 AM 12:00 PM | Thunder Valley Casino/Resort (Lincoln, CA) |
| 2 | Monday, April 24, 2017 | Board of Directors Meeting | 12:00 PM | Top Golf (Roseville, CA) |
| 3 | Sunday, July 9, 2017 | Board of Directors Meeting Semi-Annual Meeting | 12:00 PM 5:00 PM | Eldorado Hotel Casino Reno (Reno, NV) |
| 4 | Monday, October 23, 2017 | Board of Directors Meeting | 12:00 PM | Contra Costa Country Club (Pleasant Hill, CA) |
| 5 | Sunday, December 3, 2017 | Board of Directors Meeting Special Awards Ceremony | 3:00 PM 5:00 PM | North Ridge Country Club (Fair Oaks, CA) |
| 6 | Monday, December 4, 2017 | Annual Meeting | 9:00 AM | North Ridge Country Club (Fair Oaks, CA) |



PGA

Northern California Section

February 27, 2017

To: NCPGA Board of Directors

From: Bill Troyanoski, Vice President
Chris Thomas, Executive Director and COO

cc: Debra Beckers, PGAHQ

Re: Financial Statements Year Ending December 31, 2016

Attached you will find the detailed financial statements for the year ending December 31, 2016. These reports are created by PGAHQ and are provided for your review.

Balance Sheet (page 1): The Section finished the year in a strong financial position with \$412,406 in total liabilities and net assets. This is slightly down from year prior by the amount of \$18,073. The Loan Receivable (Section Reserves) has increased by \$5,840 and is the result of more money being invested than year prior.

Section Only Activities (page 2): As reported on December 4, 2016, the Section only activities were projected to fall short of budget in the amount of \$26,933 less depreciation. The actual shortfall for Section activities was \$20,886 for a positive difference of \$6,047.

Chapters and Divisions (page 2): experienced a decrease of \$1,720 in net assets. However, when looking at the year end balances on page 9 with the exception of the Women's and Assistant's Divisions all entities are cash positive. The Women's and Assistant's Divisions will return to a positive balance during the fiscal year 2017.

Please take a moment to review the supporting schedules to become familiar with the nature of account balances.



PGA

Northern California Section

FINANCIAL STATEMENTS

Years Ended

December 31, 2016 and 2015

Northern California Section of The PGA
Index
As of December 31, 2016 and 2015

Combined Financial Statements

| | |
|---|------|
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| Notes to Combined Financial Statements..... | 4-10 |

**Northern California Section of The PGA
 Combined Statements of Financial Position
 December 31, 2016 and 2015**

| <u>Assets</u> | <u>2016</u> | <u>2015</u> |
|---------------------------------------|---------------------|--------------------|
| Current assets: | | |
| Cash and cash equivalents | \$ 28,565 | \$ 68,217 |
| Loan receivable | 280,682 | 274,842 |
| Accounts receivable | 40,055 | 39,450 |
| Prepaid expenses | 20,298 | 1,579 |
| Deposits | 9,500 | 3,800 |
| Total assets | <u>379,100</u> | <u>387,888</u> |
| Property and equipment, net | 33,306 | 42,591 |
| Total assets | <u>\$ 412,406</u> | <u>\$ 430,479</u> |
| <u>Liabilities and Net Assets</u> | | |
| Current liabilities: | | |
| Accounts payable and accrued expenses | \$ 110,285 | \$ 69,984 |
| Current portion of deferred revenues | 321,048 | 342,705 |
| Total current liabilities | <u>431,333</u> | <u>412,689</u> |
| Total liabilities | <u>431,333</u> | <u>412,689</u> |
| Total net assets | <u>(18,927)</u> | <u>17,790</u> |
| Total liabilities and net assets | <u>\$ 412,406</u> | <u>\$ 430,479</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, 2016 and 2015**

| <u>Section Activities</u> | <u>2016</u> | | | <u>2015</u> | | |
|--|---------------------|---------------------|--------------------------|---------------------|---------------------|--------------------------|
| | <u>Revenue</u> | <u>Expense</u> | <u>Profit (Loss)</u> | <u>Revenue</u> | <u>Expense</u> | <u>Profit (Loss)</u> |
| Tournaments | 643,230 | 647,438 | \$ (4,208) | \$ 639,860 | \$ 643,631 | \$ (3,771) |
| Membership | 530,037 | 196,146 | 333,891 | 518,009 | 180,005 | 338,004 |
| Growth of Game | 50,861 | 50,861 | - | 42,409 | 42,409 | - |
| Player Development | 36,101 | 90,982 | (54,881) | 31,600 | 80,209 | (48,609) |
| Marketing | 20,400 | 145,954 | (125,554) | 5,140 | 124,271 | (119,131) |
| Communications | 5,400 | 15,407 | (10,007) | 2,900 | 20,701 | (17,801) |
| Allied Association | 465 | 6,592 | (6,127) | 90 | 6,214 | (6,124) |
| Section meetings | - | 18,404 | (18,404) | - | 26,033 | (26,033) |
| General & administration | 220,454 | 356,049 | (135,596) | 183,531 | 332,964 | (149,433) |
| Total section activities | <u>1,506,948</u> | <u>1,527,833</u> | <u>(20,886)</u> | <u>1,423,539</u> | <u>1,456,437</u> | <u>(32,898)</u> |
| <u>Division and Chapter Activities</u> | | | | | | |
| Seniors Division | 63,730 | 64,887 | (1,157) | 93,335 | 93,614 | (279) |
| Assistants Division | 41,316 | 46,742 | (5,426) | 40,170 | 41,124 | (954) |
| Monterey Chapter | 30,075 | 30,227 | (152) | 30,205 | 34,214 | (4,009) |
| Sierra Nevada Chapter | 29,583 | 26,187 | 3,396 | 22,606 | 21,709 | 897 |
| Bay Area Chapter | 17,950 | 19,391 | (1,441) | 8,295 | 9,148 | (853) |
| Womens Division | 8,655 | 9,212 | (557) | 4,580 | 4,527 | 53 |
| San Joaquin Chapter | 4,960 | 4,498 | 462 | 11,800 | 11,472 | 328 |
| North State Chapter | 4,825 | 4,539 | 286 | 2,410 | 734 | 1,676 |
| North Coast Chapter | 4,575 | 1,706 | 2,869 | 4,920 | 3,449 | 1,471 |
| Total division and chapter activities | <u>205,669</u> | <u>207,389</u> | <u>(1,720)</u> | <u>218,321</u> | <u>219,991</u> | <u>(1,670)</u> |
| Decrease in net assets from operations | <u>\$ 1,712,617</u> | <u>\$ 1,735,222</u> | <u>\$ (22,606)</u> | <u>\$ 1,641,860</u> | <u>\$ 1,676,428</u> | <u>\$ (34,568)</u> |
| Depreciation | - | 14,112 | (14,112) | - | 16,118 | (16,118) |
| Decrease in unrestricted net assets | <u>\$ 1,712,617</u> | <u>\$ 1,749,334</u> | <u>\$ (36,718)</u> | <u>\$ 1,641,860</u> | <u>\$ 1,692,546</u> | <u>\$ (50,686)</u> |

Unaudited

**Northern California Section of The PGA
 Combined Statements of Cash Flows
 Years Ended December 31, 2016 and 2015**

| <u>Cash flows from operating activities</u> | <u>2016</u> | <u>2015</u> |
|--|------------------|------------------|
| Decrease in unrestricted net assets | \$ (36,718) | \$ (50,686) |
| Adjustments to reconcile unrestricted net assets to net cash provided by operating activities | | |
| Depreciation | 14,112 | 16,118 |
| Change in net assets | | |
| (Increase) decrease in accounts receivable | (605) | 5,795 |
| (Increase) decrease in prepaid expenses | (18,719) | 3,144 |
| (Increase) decrease in deposits | (5,700) | 907 |
| Increase in accounts payable | 40,301 | 25,930 |
| (Decrease) increase in deferred revenues | (21,657) | 24,096 |
| Net cash (used in) provided by operating activities | <u>(28,987)</u> | <u>25,305</u> |
| <u>Cash flows from investing activities</u> | | |
| Additions to property and equipment, net | (4,825) | (24,041) |
| (Increase) decrease in loan receivable | (5,840) | 16,346 |
| Net cash used in investing activities | <u>(10,665)</u> | <u>(7,695)</u> |
| <u>Cash flows from financing activities</u> | | |
| Repayment of long term debt | - | (3,439) |
| Net (decrease) increase in cash and cash equivalents | <u>(39,652)</u> | <u>14,171</u> |
| <u>Cash and cash equivalents</u> | | |
| Beginning of year | 68,217 | 54,046 |
| December 31, 2016 and 2015 | <u>\$ 28,565</u> | <u>\$ 68,217</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, 2016 and 2015**

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, 2016 and 2015**

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, 2016 and 2015, the Section's outstanding receivable under this loan totaled \$280,682 and \$274,842, respectively.

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2016 and 2015**

3. Accounts Receivable

Accounts receivable consist of the following:

| | <u>2016</u> | <u>2015</u> |
|---------------------------------------|-------------------------|-------------------------|
| Sponsorship and advertising | \$ 22,750 | \$ 17,950 |
| PGA Annual meeting reimbursement | 11,001 | 72 |
| Foundation expenses | 2,979 | 11,923 |
| PAT | 1,240 | - |
| Reimbursements | 1,063 | 7,515 |
| Executive Director conference reimb | 935 | - |
| Entry fees | 735 | 490 |
| DCP13 | 647 | - |
| Player Development reimb | 584 | - |
| Sanction fee income | - | 1,500 |
| Private Spring Waters/JTC Welcome Kit | (1,879) | - |
| Total | <u><u>\$ 40,055</u></u> | <u><u>\$ 39,450</u></u> |

4. Prepaid Expense

Prepaid expenses consist of following:

| | <u>2016</u> | <u>2015</u> |
|----------------------|-------------------------|------------------------|
| Employee insurance | 8,704 | 604 |
| Meeting costs | 8,114 | - |
| Travel expenses | 1,679 | 975 |
| Subscription | 383 | - |
| Officer costs | 370 | - |
| Continuing education | 350 | - |
| Food & Beverage | 250 | - |
| Storage | 193 | - |
| Awards & trophies | 119 | - |
| Equipment rental | 78 | - |
| Office supplies | 30 | - |
| Postage expense | 15 | - |
| Uniform Expense | 13 | - |
| Total | <u><u>\$ 20,298</u></u> | <u><u>\$ 1,579</u></u> |

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2016 and 2015**

5. Deposits

Deposits consist of the following:

| | <u>2016</u> | <u>2015</u> |
|---------------------|-----------------|-----------------|
| Education Seminar 1 | \$ 8,500 | \$ 2,500 |
| Cal State Club | 1,000 | 1,000 |
| Reno Tahoe Open | - | 300 |
| Total | <u>\$ 9,500</u> | <u>\$ 3,800</u> |

6. Property and Equipment

Property and equipment consists of the following:

| | <u>2016</u> | <u>2015</u> |
|---------------------------------|------------------|------------------|
| Automobile | \$ 79,349 | \$ 79,349 |
| Computer hardware | 22,989 | 18,164 |
| 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>120,861</u> | <u>116,036</u> |
| Less: Accumulated depreciation | (87,555) | (73,445) |
| | <u>\$ 33,306</u> | <u>\$ 42,591</u> |

Depreciation expense related to these assets for the years ended December 31, 2016 and 2015 was \$14,112 and \$16,118 respectively.

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2016 and 2015**

7. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities consist of the following:

| | <u>2016</u> | <u>2015</u> |
|---------------------|-------------------|------------------|
| Accrued expense | \$ 52,671 | \$ 47,226 |
| Accounts payable | 36,385 | 7,777 |
| Accrued insurance | 10,385 | - |
| Accrued vacation | 9,257 | 12,953 |
| Sales tax | 907 | 1,348 |
| Accrued hole in one | 680 | 680 |
| Total | <u>\$ 110,285</u> | <u>\$ 69,984</u> |

8. Deferred Revenue

Deferred revenue consists of the following:

| | <u>2016</u> | <u>2015</u> |
|-----------------|-------------------|-------------------|
| Membership dues | \$ 189,110 | \$ 193,442 |
| ADP funding | 82,218 | 78,528 |
| Sponsorship | 35,500 | 34,500 |
| Registration | 11,620 | 34,315 |
| Sanction fees | 1,690 | - |
| Entry fees | 910 | 1,920 |
| Total | <u>\$ 321,048</u> | <u>\$ 342,705</u> |

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2016 and 2015**

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, 2016 and 2015, the fund balances are as follows:

| | <u>2016</u> | <u>2015</u> |
|-----------------------|------------------|------------------|
| Sierra Nevada Chapter | \$ 14,192 | \$ 10,738 |
| Seniors Division | 8,310 | 7,604 |
| San Joaquin Chapter | 5,167 | 4,705 |
| Bay Area Chapter | 4,536 | 5,977 |
| North State Chapter | 3,410 | 3,124 |
| North Coast Chapter | 2,443 | (426) |
| Monterey Chapter | 701 | 3,098 |
| Womens Division | (863) | (385) |
| Assistants Division | (1,776) | 3,650 |
| Total | <u>\$ 36,120</u> | <u>\$ 38,085</u> |

Unaudited

**Northern California Section of The PGA
Notes to Combined Financial Statements
Years Ended December 31, 2016 and 2015**

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>2016</u> | <u>2015</u> |
|--|-------------------|-------------------|
| ADP funding | \$ 160,746 | \$ 153,528 |
| National Car Rental sponsorship | 21,000 | 15,000 |
| PGA Professional Champ sponsorship | 19,887 | 16,875 |
| PGA Tour sponsorship | 19,520 | 24,650 |
| Web.com sponsorship | 19,520 | 12,596 |
| Junior League | 12,900 | 12,100 |
| PGA Annual Meeting | 11,001 | 6,078 |
| Omega | 10,000 | 10,000 |
| Senior PNC Championship | 6,286 | - |
| Royalties | 6,076 | 7,257 |
| Ryder Cup royalties | 5,000 | 5,000 |
| Executive Director Car program | 4,500 | 4,500 |
| PGA National Resort | 3,278 | 3,182 |
| Players Development reimbursement | 2,653 | - |
| Jani King sponsorship | 2,500 | - |
| Regional Meeting | 2,262 | - |
| Executive Director conference | 1,519 | 1,842 |
| Committee meeting reimbursement | 765 | - |
| Technology reimbursement | 451 | 3,000 |
| PGA/National Car Assistant Champ sponsorship | - | 2,650 |
| Total | <u>\$ 309,864</u> | <u>\$ 278,258</u> |

Unaudited



PGA

Northern California Section

MEMBERSHIP REPORT (as of 02/15/2017)

- **Total Membership:** 1125
- **Total Members:** 912
 - **Total Inactive:** 34
 - **Total F:** 11
- **Total Apprentices:** 213
 - **Suspended Apprentices:** 54
- **New Facilities since 11/18/16:** 1
- **New Apprentices since 11/18/16:** 14
- **New Members since 11/18/16:** 9
- **Transfers into Section since 11/18/16:** 10

| Total IN: 34 | |
|---------------------|------------------|
| First Name | Last Name |
| Rick | Moreno |
| Robert | Haney |
| Donald | Randall |
| Mark | Fielding |
| Steve | Porter |
| Kristy | Park |
| Daniel | Gall |
| Stanley | Bean |
| Todd | Fischer |
| Gary | Xavier |
| Henry | Weverka |
| Wendy | Stuart |
| David | Milligan |
| Brian | Neely |
| Roger | Clark |
| Bob | Peterson |
| Daniel | Herek |
| Tim | Pometta-Horn |
| Sue | Fiscoe |
| Robert | Lunn |
| Ryan | Wiezycki |
| Jeff | Bushnell |
| Jeffrey | Earl |
| Shawn | Mason |
| Lance | Johnson |



PGA

Northern California Section

| | |
|-----------|----------|
| David | Rowe |
| Cathy | Johnson |
| Shawn | Clark |
| Brannigan | McNulty |
| Gregory | Raleigh |
| Leo | Vath |
| Timothy | McKeever |
| Anthony | Koch |
| Eric | Navarro |

| | |
|--------------------|------------------|
| Total F: 11 | |
| First Name | Last Name |
| Thomas | Barrios |
| Timothy | Coles |
| Henry | Coxe |
| Cory | Daniels |
| Douglas | Flynn |
| Doug | Levy |
| David | Schacht |
| Krystal | Shearer-Kelly |
| Bryan | Springer |
| Chris | Stein |
| David | Temple |

| | | | | |
|-------------------------------|------------------|-------------------|-------------------------------|------------------------------|
| Total Suspended AP: 54 | | | | |
| First Name | Last Name | Clas s | Employer Name | Work Phone Number |
| Delfino | Alvarez-Vazquez | B-8 | Discovery Bay Country Club | (209) 598-9496 |
| Zachariah | Amero | B-8 | Menlo Country Club | (650) 366-9910 |
| Clark | Bentz | B-1 | Rancho Del Rey Golf Club | (209) 358-7131 |
| Blake | Bertrand | B-8 | Diablo Country Club | (925) 837-4221 |
| Gregory | Bokenkamp | B-8 | Sierra Star Golf Club | (760) 924-2200 |
| Zachary | Brode | B-8 | Peninsula Golf & Country Club | (650) 638-2239 |
| Joseph | Calhoun | B-8 | Almaden Golf & Country Club | (408) 964-0956 |
| Calvin | Carpenter | B-8 | Haggin Oaks Golf Complex | (916) 481-4653 |
| Ryan | Clauzel | B-8 | TPC Harding Park | (415) 664-4690 |
| Lee | Clothier | B-8 | North Ridge Country Club | (916) 967-5716 |
| Patrick | Davis | B-8 | The Course at Wente Vineyards | (925) 456-2475 |
| Peter | Dooley | B-6 | GolfTEC - San Jose | (408) 243-4653 |
| Shane | Frank | B-8 | Bailey Creek Golf Course | (530) 259-4653 |



PGA

Northern California Section

| | | | | |
|-------------|------------|------|--------------------------------|----------------|
| Manuel | Freitas | B-4 | San Juan Oaks Golf Club | (831) 636-6115 |
| Chad | Fribley | B-8 | Chardonnay Golf Club | (707) 257-1900 |
| Brooke | Green | B-8 | Serrano Country Club | (916) 933-5716 |
| Marc | Halverson | B-8 | Dayton Valley Golf & CC | (775) 246-7888 |
| Adam | Heggen | B-8 | Lake Tahoe Golf Course | (530) 577-0788 |
| Jeffrey | Hill | B-8 | Eagle Springs G & CC | (559) 325-8900 |
| Andrew | Ho | B-8 | Stanford Golf Course | (650) 724-0944 |
| Jeff | Hwang | B-8 | Red Hawk Golf and Resort | (775) 626-6000 |
| Jay | Jilot | B-6 | GolfTEC-Reno | (775) 322-4653 |
| Kevin | Johnson | B-8 | Silverado CC & Resort | (707) 257-5460 |
| Matthew | Kellett | B-8 | Silver Creek Valley CC | (408) 239-5775 |
| Robert | Kent | B-8 | Pasatiempo Golf Club | (831) 459-9155 |
| Christopher | Lavery | B-8 | Championship @ Incline Village | (775) 832-1150 |
| Dallas | Lopez | B-8 | Poppy Ridge Golf Course | (925) 447-6779 |
| Phillip | Mabe | B-8 | Lake Tahoe Golf Course | (530) 577-0788 |
| William | Maciasz | B-8 | Visalia Country Club | (559) 734-1458 |
| Nathan | McMullen | B-8 | TPC Stonebrae | (510) 728-7878 |
| Kyle | Metzler | B-4 | Auburn Valley Club | (530) 269-2775 |
| Zachary | Moya | B-8 | Crow Canyon Country Club | (925) 735-7105 |
| Michael | Nicoletti | B-8 | Granite Bay Golf Club | (916) 791-5379 |
| Douglas | Ogard | B-8 | Claremont Country Club | (510) 655-2431 |
| Bryan | O'Malley | B-13 | Wildhorse Golf Course | (530) 753-4900 |
| Matt | Paolercio | B-8 | Silver Creek Valley CC | (408) 239-5775 |
| Nicholas | Pappas | B-8 | Oakmont Golf Club | (707) 539-0415 |
| Mykal | Parsons | B-4 | Brookside Country Club | (209) 444-4725 |
| Thomas | Parsons | B-8 | Lahontan Golf Club | (530) 550-2424 |
| Paul | Pearson | B-8 | Meadowood Resort | (707) 963-3646 |
| Stevan | Peters | B-8 | Petaluma Golf & Country Club | (707) 762-7041 |
| Roger | Pineda | B-6 | Links at Mariners Point | (650) 573-7888 |
| Ryan | Polisso | B-8 | Old Greenwood | (530) 550-7010 |
| Jared | Priddy | B-8 | Cinnabar Hills Golf Club | (408) 323-5200 |
| Michael | Samaniego | B-1 | Morro Bay Golf Course | (805) 772-1923 |
| Frank | Sarubbi | B-8 | Carmel Valley Ranch | (831) 626-2510 |
| Derrick | Schultz | B-1 | Butte Creek Country Club | (530) 343-8292 |
| John | Scudder | B-8 | The Turkey Creek Golf Club | (916) 434-9100 |
| Thomas | Shuldheisz | B-8 | Las Positas Golf Course | (925) 455-7820 |
| Jason | Sims | B-8 | Marin Country Club | (415) 382-6707 |
| Willie | Trull | B-8 | Woodbridge Golf & Country Club | (209) 369-2371 |
| Jeffrey | Van Kula | B-8 | Peninsula Golf & Country Club | (650) 638-2239 |
| Michael | Watson | B-8 | Rancho Murieta Country Club | (916) 354-2400 |
| David | Wolert | B-8 | Marin Country Club | (415) 382-6707 |



PGA

Northern California Section

| | | |
|------------------------|----------------------|------------------------|
| New Facilities: | 1 | |
| FACILITY | STREET1 | STREET2 |
| Simpson University | 2211 College View Dr | Redding, CA 96003-8601 |

| New Apprentices: 14 | | | |
|----------------------------|-------------------------------|--------------|------------------------------|
| Name | Primary Facility Name | Class | Facility Phone Number |
| Donald J. Baucom | Morgan Creek Golf Club | B-1 | (916) 786-4653 |
| Conor M Davidson | The Bridges Golf Club | B-8 | (925) 735-4253 |
| Travis W Evans | Beau Pre Golf Club | B-8 | (707) 839-3412 |
| Joseph R Faber | Spring Valley Golf Course | B-8 | (408) 262-1722 |
| Sean M Hewitt | Blue Rock Springs Golf Course | B-8 | (707) 643-8476 |
| William G. Manning | The Olympic Club | B-8 | (415) 404-4333 |
| Arron A. Paulino | Crystal Springs Golf Club | B-8 | (650) 342-0603 |
| Annie M Teicher | First Tee of Monterey County | B-6 | (831) 442-6922 |
| Kyle M Verle | Empire Ranch Golf Club | B-8 | (916) 817-8100 |
| Alan J Walsh | Villages Golf & Country Club | B-8 | (408) 274-3220 |
| Joshua D. Weeden | The Club at ArrowCreek | B-1 | (775) 850-4653 |
| Ray C Wilson III | Peach Tree Country Club | B-8 | (530) 743-2039 |
| Zachary J. Wingo | The Ridge Golf Course | B-8 | (530) 888-7888 |
| Miranda M Wiss | Half Moon Bay Golf Links | B-8 | (650) 726-1800 |

| New Members: 9 | | | |
|-------------------------|-------------------------------|--------------|-----------------------|
| Name | Facility | Class | Facility Phone |
| Brandan L. Albee, PGA | Spyglass Hill Golf Course | A-8 | (831) 625-8563 |
| Norman F. Blanco, PGA | Pebble Beach Golf Links | A-8 | (831) 622-8723 |
| Benjamin M. Church, PGA | Presidio Golf Course | A-8 | (415) 561-4661 |
| Joseph J. Dendary, PGA | Winnemucca Golf Course | A-1 | (775) 623-9920 |
| Patrick B. Harris, PGA | The Turkey Creek Golf Club | A-8 | (916) 434-9100 |
| Lee T. Hoellwarth, PGA | Airways Municipal Golf Course | A-1 | (559) 291-6254 |
| Jeffrey A. Ponce, PGA | GolfTEC - Foster City | A-6 | (650) 595-4653 |
| Tyler S. Ramsey, PGA | Somerset Golf & Country Club | A-8 | (775) 787-1800 |
| William P. Reibel, PGA | Burlingame Country Club | A-8 | (650) 342-0750 |



PGA

Northern California Section

| Transfers Into Section: 10 | | | | | |
|-----------------------------------|------------------|--------------|-----------------------------|--------------------------|-------------------------|
| First Name | Last Name | Class | Employer Name | Work Phone Number | Previous Section |
| Kristen | Allard | B-1 | River Island Country Club | (559) 784-9425 | Southwest |
| Matthew | Dettman | A-6 | Directed Force Putters | (775) 400-2899 | North Florida |
| Danny | Garner | A-9 | Morgan Golf Management LLC | (816) 585-8114 | South Central |
| Alan | Hoover | A-13 | Diamond Mountain Golf Club | (530) 257-2520 | Pacific Northwest |
| John | Hughes | A-9 | Tilden Park Golf Course | (510) 848-7373 | Southern Cal |
| Emmett | Markulis | A-1 | Baywood Golf & Country Club | (707) 822-3688 | Aloha |
| Robert | Nelson | A-14 | Pleasanton Golf Center | (925) 462-4653 | Aloha |
| Michael | Nicoletti | B-8 | Granite Bay Golf Club | (916) 791-5379 | Southern Texas |
| Kevin | Quinn | A-12 | Simpson University | (530) 226-4520 | Northern Cal |
| Kevin | Quinn | A-12 | Simpson University | (530) 226-4520 | Pacific Northwest |

NCPGA Membership Dashboard

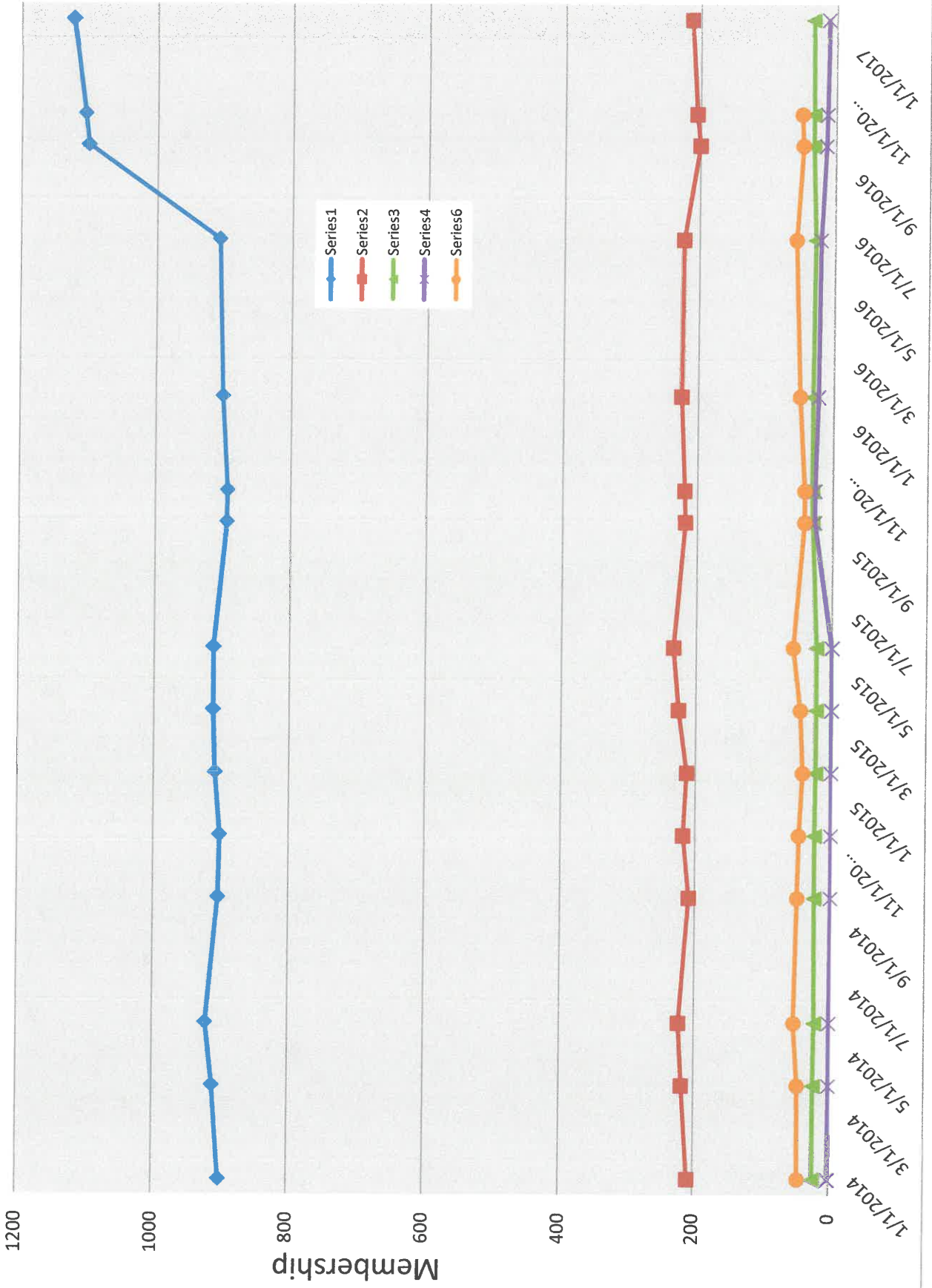
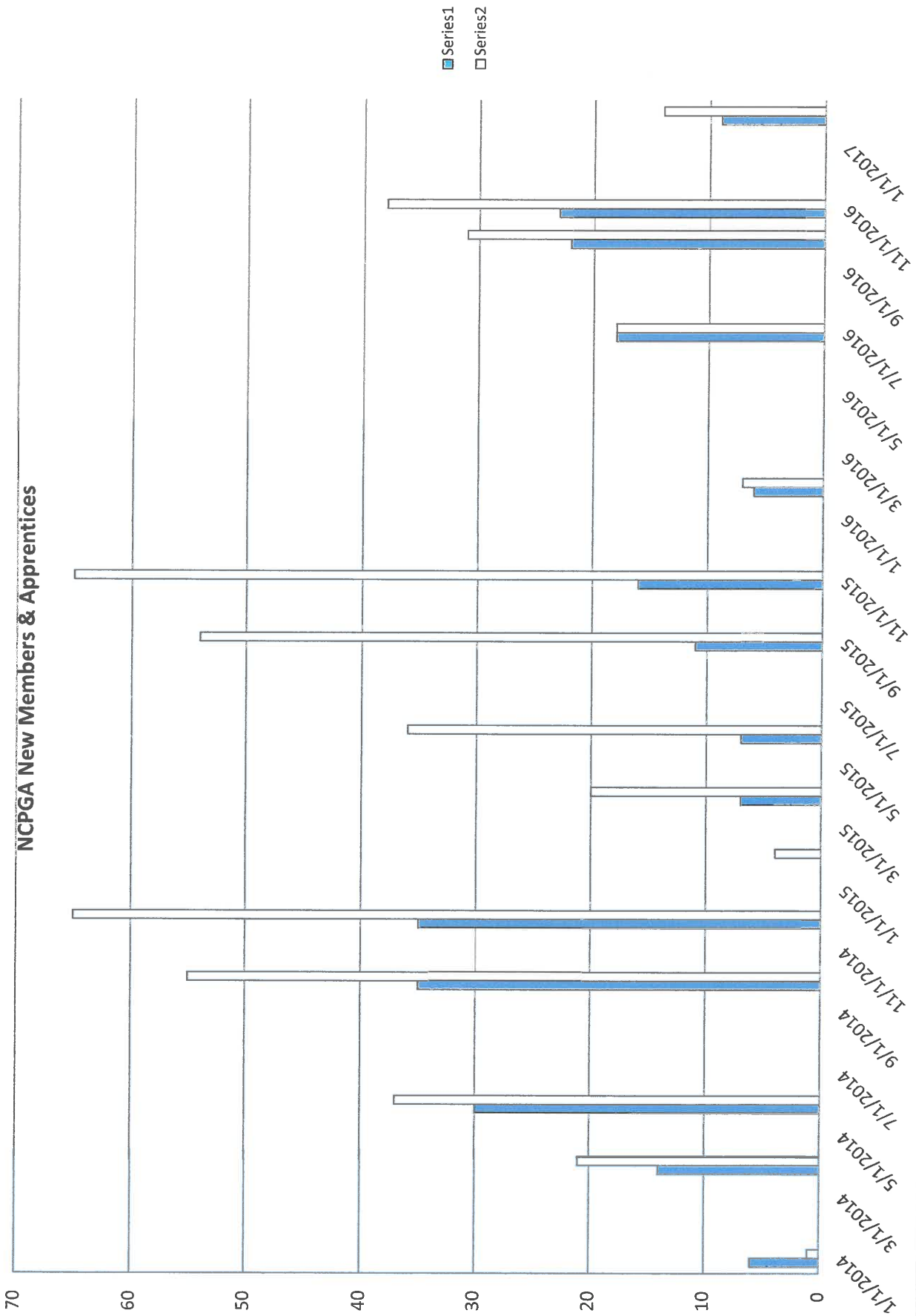


Chart Title
NCPGA New Members & Apprentices





Junior Tour of Northern California

The JTNC is one of the most complete junior tournament programs being developed. It attracts the best young players in the north state and has the highest levels of competition that can be found on almost any junior tour. It is more than just the best players though; it has multiple flights so that almost any young aspiring tournament player can compete. We also use the Junior Tour as a forum for education; we run seminars for the players on the rules of golf, proper etiquette, and what it takes to compete at the highest levels.

- JTNC routinely has a handful of players that graduate high school and move on to play division one college golf.
- JTNC will run 26 36-hole events a year and this year will once again host the Challenge Cup. This is a Ryder Cup style event that we'll play against the Sothern Cal Junior Tour Players.
- In part due to the strength of our players we were given a full sponsor's exemption into the Ellie Mae Classic (TPC Stonebrae Classic) for one of our players. We will run an 18 hole qualifier with the medalist getting the spot.
- Most every event fills up with 112 players with multiple events that are double courses having over 200 players.
- JTNC has just under 300 juniors that are members through late February; we would expect to get upwards of 850 by the end of the year. These players will combine to play close to 4000 tournament rounds this year.
- Every Junior Tour member gets access to register in all the open Junior Tour events (26 total) and they receive a welcome gift. This year includes a welcome letter, rules book, bag tag, and a custom logo stainless steel water bottle.
- Junior Tour membership is \$60 and all the golf tournament are \$130.

2017 NCPGA SECTION SCHEDULE OF EVENTS (through July 2017)

- Monday, March 06, 2017
NCPGA Pro-Scotch Championship
@ Diablo CC
- Monday, March 13, 2017 - Tuesday, March 14, 2017
NCPGA Club Team Championship
@ Bayonet Blackhorse GC
- Monday, April 03, 2017
NCPGA Pro-Series 4 / MPQ
@ Del Paso CC
- Monday, April 10, 2017
NCPGA Movers, Shakers and Money Makers
@ Ruby Hill GC
- Monday, May 01, 2017 - Wednesday, May 03, 2017 08:00am
NCPGA Match Play Championship
@ Yolo Fliers, Pasatiempo, Cypress Point, Pebble Beach
- Monday, May 08, 2017
NCPGA Senior-Junior Championship
@ Spring Valley GC
- Monday, June 05, 2017 - Tuesday, June 06, 2017
NCPGA California State Club Championship
@ Old Greenwood & The Club at Gray's Crossing
- Sunday, July 9, 2017
NCPGA Semi-Annual Meeting
@ Eldorado Hotel Casino Reno
- Monday, July 10, 2017 08:00am
NCPGA 4-Pro Scramble
@ Somerset G&CC



Carol Pence, PGA LPGA
PGA of America, Employment Consultant
(707)282-9252
cpence@pgahq.com

NCPGA Employment Services Report **February 27, 2017**

Employment Services Updates

Compensation Survey: It is live right now through March 31st. As Board members, I ask that you promote participation to your staff and all apprentices and members with whom you have contact prior to the deadline. This tool is very important to all of us. Additional information to consider and share-

In an effort to continuously improve the survey experience for section members, it has been streamlined in many areas. Ideally, this will allow answering only those questions that are relevant to your position.

As a reminder, all survey responses are treated confidentially with results being reported only if there are five or more responses. To ensure confidentiality, results continue to be shared in an aggregated format and not by individual.

Employment Services Team: At the end of 2016, Directors of Employment Jeff Bradow and Jeff Beaudry retired. In their place, two current team members have been elevated to those roles. Tim Marks (based in Michigan) will oversee the Western team and Don Sweeting (based in the Carolinas) will oversee the Eastern team.

Management Companies

Within the section, there are 22 different management companies owning or managing 122 facilities which is over 25% of all green grass facilities in our section. (an increase of nearly 30 in 5 years). Nine are based out of the section and collectively oversee 62 properties.

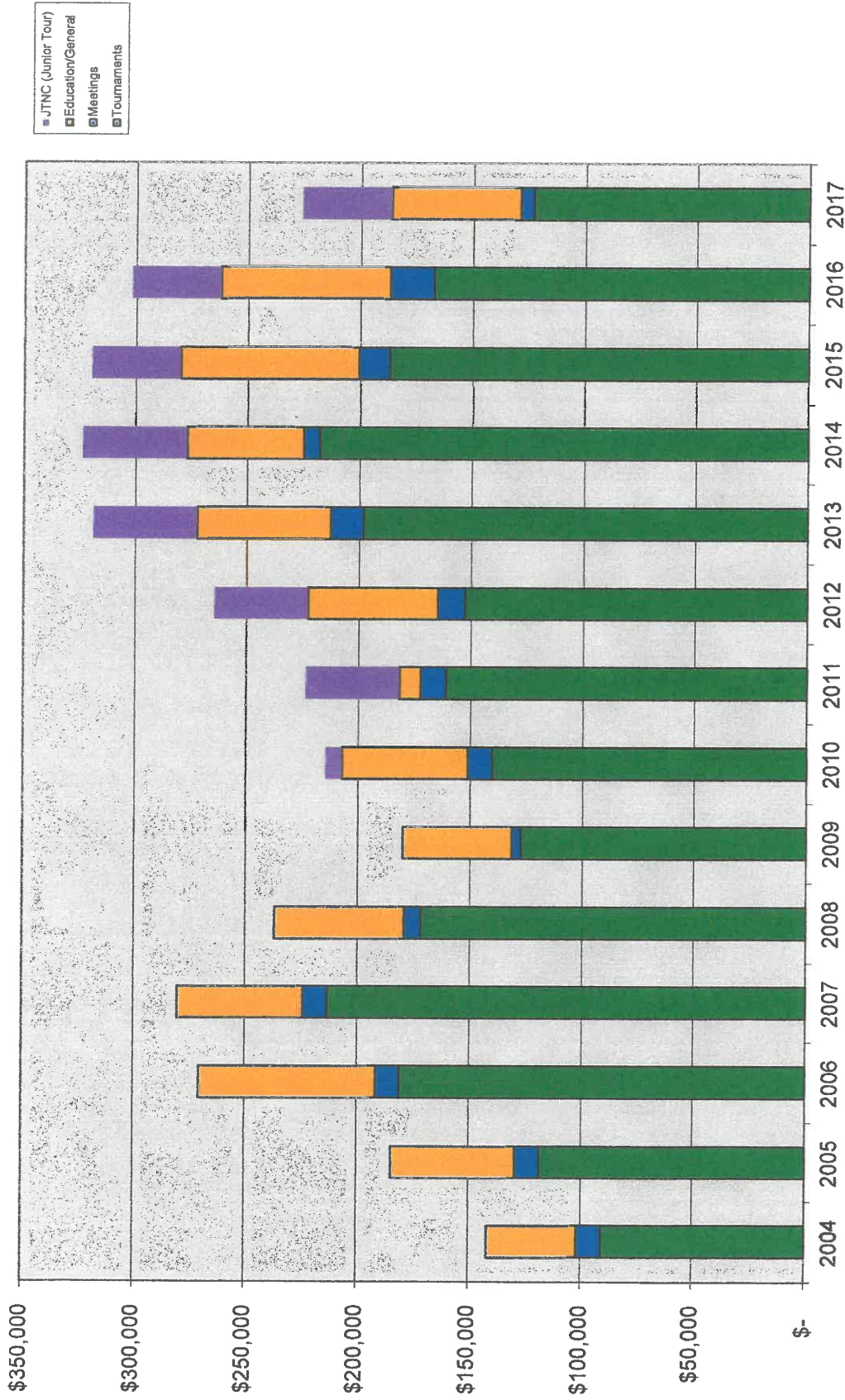
Upcoming Opportunities

Chapters- I am available to attend meetings as well as hold an educational opportunity in your area. Topics could include Resume Building, Adding Value or Hiring Factors. Please contact me if you have interest.

Employment Services Mission

The PGA has 12 Employment Consultants who serve as the employment resource for PGA Professionals in their respective regions. Their mission is to positively impact PGA Professionals' careers, assist employers, foster win-win employment relationships and promote the hiring of PGA members.

Nor Cal PGA Fundraising Dashboard as of February 23, 2017



Fundraising/Sponsorship Dashboard

| 2017 NCPGA Foundation Sponsors | |
|---|------------|
| Capital Insurance Group (Foundation & JTNC) | \$ 110,000 |
| AON Benfield | \$ 20,000 |
| Golf Insurance Svcs | \$ 2,500 |

| 2017 NCPGA Top Sponsors | 2016 | 2017 |
|----------------------------|-----------|------|
| Capital Insurance Group | \$ 18,000 | |
| Pepsi | \$ 15,500 | |
| Eldorado | \$ 15,000 | |
| Discover Network - Pending | \$ 12,000 | |
| ClubCar | \$ 12,000 | |
| ILT | \$ 12,000 | |
| E-Z-Go | \$ 11,000 | |
| 18Birdies - Pending | \$ 12,000 | |
| Golf Insurance Svcs/Epic | \$ 5,000 | |

| Changes to NCPGA Sponsors | 2016 | 2017 | Delta |
|-------------------------------|-----------|-----------|------------|
| Eldorado | \$ 17,500 | \$ 15,000 | \$ (2,500) |
| 18Birdies | \$ 10,000 | \$ 12,000 | \$ 2,000 |
| Net Delta | | | \$ (500) |
| New PGAHQ Sponsors | | | |
| Net Delta with PGAHQ Sponsors | | | \$ (500) |

NORTHCOAST CHAPTER
NORTHERN CALIFORNIA PGA

The last few months here along the North Coast has brought a significant amount of rain as it has to our Section and the state. We had our Annual meeting on December 14 in Fortuna where we discussed upcoming playing events, education, and tournament calendar for our local pro-am's for 2017.

The weather has had an impact on play at all our facilities with the 20+ inches above normal we have experienced this year. We are having our semi-annual meeting coming up and all Chapter members are looking forward to some dry weather to get our courses drained and in playing condition as the seasons change and players come out to play. We are looking forward to a great season of golf here as soon as this memorable winter allows things to dry out.

On behalf of the North Coast Chapter, I would like to thank NCPGA Executive Director Chris Thomas and the NCPGA Section staff for all the hard work they do for the PGA Golf Professional.

Greg Henderson
President, NorthCoast Chapter, PGA



PGA

Northern California Section

February 27th, 2017

To: NCPGA Board of Directors

From: Ward Sutton, PGA, Chairman-Apprentice Mentorship Committee

Outreach

1. Continuing the habit of contacting all new Apprentices in the Section
2. Contacted all suspended Apprentices via phone offering support

Action Steps

1. Looking to add co-chair of committee for 2017 to create continuity
2. Looking to change some of the committee membership in 2017
 - a. Added Andrew Black, Brad Harmon and Mark Sivara to the Bay Area
 - b. Added Eric Lippert to the Monterey Chapter
 - c. Added Nick Bailey to the North State Chapter
 - d. Added Casey Butler to the San Joaquin Chapter
 - e. Added Tyler Ramsey to the Sierra Nevada Chapter
3. Committee books updated
4. First 2017 committee meeting slated for 3-17-17

Upcoming Action Steps

1. In discussions with SCPGA to propose a policy change for the NCPGA Board of Directors to consider making new Apprentice orientations mandatory to participate in Chapter and Section Tournaments
2. In discussions with PNWPGA to propose a policy change to the NCPGA Board of Directors to consider making Apprentices participate in at least one Section educational event, one Section tournament and one Section meeting on an annual basis to participate in Chapter and Section Tournaments



Tournament Committee Call

Wednesday, February 15, 2017

Minutes

Attendees: Stuart Smith, Steve Watanabe, David Solomon, Don Winter, Pat Jones, Michael Merritt, Matt Mores, Shawn McEntee, Dave Carr, Joe Dolby, Dennis Tuhn.

Staff: Chris Thomas, Cameron MacGregor

Pro Series 2 and Pro Series 3 reviewed.

Sponsor money from Omega/Player of the Year was reviewed. Committee agreed to continue distributing Omega monies (\$10,000) as in the past two years, with \$5,000 going to the NCPGA Match Play purse, \$3,500 going to Section POY award, \$1,050 going to Senior Division POY, and \$450 going to AA Division award.

Section Championship discussed at length specifically with player participation/ decreasing sponsor share and qualifying spots a concern. The idea of returning to a 36 hole format for the Championship was raised with the hope that might increase participation. The Committee voted to keep the 54 hole format to maintain the integrity of the Championship. Additionally, the Committee agreed to changing the format if a premier facility (SF Club e.g.) agreed to host but could only become available for a one day 36 hole date. Also, Mayacama would be a potential host if format returned to 36 holes.

Staff to distribute to the Committee the list of ClubCar facilities for review and solicitation of potential Section Championship sites.

Stuart and Cameron to draft proposal for San Francisco GC and the Olympic Club to host the Section Championship.

New Sr./Jr. Match Play event to be added to schedule. Promotion to begin on-line and at the next Senior AA Division event at Saddle Creek on Monday, February 27th.