



PGA

Northern California Section

BOARD OF DIRECTORS MEETING AGENDA

July 9, 2017

Eldorado Hotel Casino – Reno, NV.

Panoramic Board Room- Skyline Tower – Room 2521

Conference Call Information – (1-866-244-8528) / Pass Code:697369

- I. Lunch at 12:00PM
- II. Call the meeting to order at 1:00PM
- III. Invocation – Len Dumas, PGA
- IV. Past President's Comments
- V. Action Items
 1. *Minute Approval – April 24, 2017 – P.1-10*
 2. *District 11 Director Election – P.11-16*
- VI. President's Report – Bill Troyanoski, PGA
 1. *Review Action Item and Request Log – P.17-18*
 2. *Congratulate PGA Professional Championship Competitors*
 3. *Strategic Plan Update – P.19-28*
 4. *Committee Conversion – P.29-31*
 5. *PGA Education Committee*
 6. *District 11 Meeting*
 7. *By-Law – Task Force Development*
- VII. Vice President's Report – Dede Moriarty, PGA
 1. *Five Months Ending May 31, 2017 –P.32-38*
- VIII. Secretary's Report – Dede Moriarty, PGA
 1. *Membership Report – P.39-44*
 2. *Membership Dashboard – P.45-46*
- IX. Executive Director/COO Report – Chris Thomas, PGA
 1. *Section Operations Update*
 - *Jeff Sanchez, PGA*
 2. *NCGA Update*
 - *JTNC Update –P.47*
 3. *CAG Update*
 4. *Global Committee*
 5. *Upcoming Events –P.48*
 6. *Semi-Annual Meeting Itinerary – P.49*

X. NCPGA Foundation Report – Dede Moriarty, PGA

1. *2017 Update –P.50-51*

XI. PGA of America Reports

1. *District Director – Scott Ashworth, PGA – P.52*
2. *Employment Services – Carol Pence, PGA –P.53*

XII. Section Reports

1. *Assistant Executive Director – Nancy Maul – P.54-55*
2. *Player Development & Membership Services Director – Brian Rich –P.56*
3. *Independent Contractor Business Development – Jeff Sanchez*

XIII. NCPGA Chapters

1. *Bay Area – Jeff DeBenedetti, PGA – P.57*
2. *Monterey – Pat Jones, PGA*
3. *North Coast – Greg Henderson, PGA –P.58*
4. *North State – Mike Galli, PGA*
5. *San Joaquin – Jeff Palmer, PGA*
6. *Sierra Nevada – Travis Alley, PGA –P.59-60*

XIV. Committees & Task Forces

1. *Apprentices/Mentoring – Ward Sutton, PGA*
2. *Awards – Mark Naylor, PGA*
3. *Past President’s/Business Development Committee – Len Dumas, PGA – P.61*
 - *NCPGA Hall of Fame*
4. *Communications/ Public Relations – Ed Winiiecki, PGA*
5. *Education – Ward Sutton, PGA – P.62-63*
6. *Teaching – Don Leone, PGA & Ward Sutton, PGA – P.64-65*
7. *Growth of the Game – Mike Dowd, PGA*
8. *Junior Golf – Meredith Loosse, PGA –P.66-69*
9. *Nominations & Elections – Len Dumas, PGA*
 - *At-large Directors Election –P.70-71*
 - *Secretary Election –P.72*
10. *Policies & Procedures – Bill Troyanoski, PGA*
11. *Tournaments – Stewart Smith, PGA – P.73*
12. *Chapter Representatives – Ward Sutton, PGA*
13. *Sponsorship – Bill Troyanoski, PGA*

XV. NCPGA Divisions

1. *Senior Division – Shawn McEntee, PGA*
2. *Assistant Apprentice Division – Chris Galvin, PGA and John Crater, PGA apprentice*
3. *Women’s Division – Dede Moriarty, PGA*

XVI. Unfinished Business

XVII. New Business

XVIII. Adjourn



PGA

Northern California Section

BOARD OF DIRECTORS MEETING MINUTES

April 24, 2017

TopGolf – Roseville, Calif.

Conference Call Information

Toll Free: (888) 850-4523 / Participant Passcode: 441636

Board Present: Bill Troyanoski, Dede Moriarty, Len Dumas, Scott Ashworth, Jessie Walker, Nick Bailey, Ward Sutton, Dennis Tuhn, Ed Winiecki, Dan Brace, Travis Alley

Conference Call: Paul Wilcox

Past President: Bob Young

Staff Present: Chris Thomas, Nancy Maul, Brian Rich, Brenda Harris, Ellen Lalande

Guests: Carol Pence, Jeff Sanchez

I. Meeting called to order at 1:00PM by President Bill Troyanoski

Opening remarks: Welcome Scott Ashworth, Brian Rich and Jeff Sanchez, along with new Director, Travis Alley.

II. Invocation led by Honorary President Len Dumas

Past President Bob Young swore in NCPGA Director and Sierra Nevada Chapter Representative Travis Alley.

III. Past President's Comments

1. Director Wilcox and Past President Young both extended their gratitude to the Board and did not have additional comments to report.
2. Honorary President Dumas encouraged directors to run for District 11 Officer position with PGA of America.

IV. Action Items

1. Minute Approval – February 27, 2017
 - i. Motion: Director Tuhn
 - ii. Second: Director Sutton
 - iii. Additional remarks: We will need to list Past President Young as "Past President", not as a director.
 - iv. Motion to approve with adjustment: Director Tuhn
 - v. Second: Director Sutton
 - vi. Approved – Unanimous

Approval Pending

①

2. Apprentice Mentorship Committee Policy Recommendations: Directors reviewed policy recommendations in board packet, which asserts that the current system is not as effective in maintaining apprentice engagement as it could be. The committee would like to offer two (2) recommendations on how to reengage apprentices and help them continue on a successful path to membership.
 - i. Discussion opened with question from Dir. Walker: How often will the apprentice orientation be conducted? Quarterly? Bi-Annually? Dir. Sutton advises that the initial thoughts were to conduct orientations quarterly by Section staff, but the frequency and logistics are flexible. Stated in the past few years, we've inducted many apprentices and had two show up to orientation.
 1. Dir. Walker responded that due to the location of the Section office in Vacaville, travel for new apprentices within the proposed timeframe could become problematic due to the diversity of geographical locations within the Section.
 2. Vice President Moriarty proposed the possibility of allowing some flexibility in allowing apprentices to make the next available orientation if the first cannot be attended. Expressed desire to make it easier for new apprentices to meet the appropriate deadline before penalty is applied; maybe a six (6) month grace period? Dir. Sutton stated that he is open to this solution; will need to come up with additional verbiage for policy before it becomes final.
 3. Question from Dir. Tuhn: How would policy impact Section staff? Will this negatively affect their workload? Executive Director Thomas advised that Brenda Harris would be the one to conduct orientation if policy dictated. He does not believe there would be a negative impact.
 4. Dir. Winiacki inquired whether two people from each chapter could assume responsibility? VP Moriarty stated that this might be a good solution to help keep apprentices from "falling through the cracks". Dir. Sutton added that currently the Section has scholarships that are not being applied for and many apprentices are suspended. Commented that orientation would help apprentices understand how to avoid this situation or how to get back in good standing should they find themselves suspended. Advised that he currently receives a list of suspended apprentices on a weekly basis for individual outreach. In the past, he has invited them to show up to orientation at the Semi-Annual Meeting, but this recommendation gives them incentive to show up.
 5. Question from President Troyanoski: Would there be structured dates? Dir. Sutton affirmed that we could do it that way; maybe even at Section level and Chapter level as well.
 6. Question from Dir. Winiacki: Should someone from the committee send out notification that orientation needs to be attended? Dir. Sutton commented that he is uncomfortable with committee members reaching out due to turnover and privacy concerns. Stated that incentive is needed to help sway apprentices back into good standing. Dir. Winiacki

shared that it may be easier to bridge geographical and time issues if orientations are completed at the chapter level, and would increase the likelihood of participation.

- ii. Additional Comments from President Troyanoski: Clarification provided that due to an impact on tournament bylaws, this will require a membership vote. Directors should be advised that if they vote to accept the terms, they are voting to pose the recommendations to the membership.
 - iii. Motion to approve: Director Winiiecki
 - iv. Second: Vice President Moriarty
 - v. Approved – Unanimous
3. Directors reviewed Apprentice Engagement Policy in board packet.

- i. Discussion opened with overview and comments from Director Sutton, who noted that engaging apprentices increases the likelihood of further participation in Section activities. Executive Director Thomas noted that participation in events, tournaments, and meetings are at an all-time low and that requiring participation by our apprentices could help the Section as a whole.

Concerns were noted that designating apprentices “inactive” via Section classification may conflict with how PGA HQ defines “inactive”. President Troyanoski inquired as to whether it makes more sense to amend the engagement policy with the orientation policy to simplify the changes. Differences among implementation in other sections were noted, as well as the assertion that penalties may need to become stiffer in order to achieve the desired outcome.

1. Dir. Alley noted that apprentices are typically active in division events, but not as much within Section events. Exec. Dir. Thomas remarked that there isn’t much else besides tournament participation that can be enforced.
 2. Dir. Winiiecki suggested apprentices be allowed to join meetings or education free of charge, citing possible funding from PGA HQ to cover charges. President Troyanoski advised that this is not likely feasible. Dir. Sutton noted that apprentices often receive discounts for events and that the AA Division does not have meetings or educational components.
- ii. Question from President Troyanoski: Do we want to make adjustments to the policy as written, send back for more consideration, or vote to enact? Exec. Dir. Thomas advised that if there is a yea vote, the policy will be enacted as-is. If there is a nay vote, it will go back into development.
 1. Motion to amend policy to remove mentions of “active” / “inactive” status: Director Bailey
 2. Second: Director Alley
 3. Approved – Unanimous

4. Motion to discuss requiring one seminar OR one meeting AND tournament: Director Winiiecki
5. Second: Director Bailey
6. Directors noted that this will ensure we are not asking more of the apprentices than we require of professionals. Dir. Walker noted that getting apprentices involved with all aspects of the profession and The Association will help them become better-rounded on how the Section works and familiarize the next generation of members with the elements required to one day run the Section.
7. Vote to approve second amendment as proposed: In favor – 3 / Opposed – remaining directors. Not Passed. Measure will be proposed to membership as written.

V. President's Report – Bill Troyanoski, PGA

1. Reviewed Action Item and Request Log. Confirmed that there are currently 3 items ongoing and that there are no additional items.
2. Reviewed Bylaws: Discussion on looking into updates from previous meetings. Requested that VP Moriarty create task force to review bylaws prior to semi-annual meeting, particularly 6.5 as it relates to elections. Requested that those who would like to participate should contact VP Moriarty.
3. Reviewed proposed evolution plan for committee structure. Objective is to increase greater productivity, efficiency, and engagement.
 - i. Motion to discuss: Director Sutton
 - ii. Second: Honorary President Dumas
 - iii. Hon. Pres. Dumas commented that Level 2 Apprentices were invited to participate in committees. Exec. Dir. Thomas confirmed that this will not impact the budget.

Dir. Tuhn inquired whether or not the core committees will be equal to those at the national level. Exec. Dir. Thomas confirmed that it will, with the exception that the Section will not have a Championship Committee as PGA HQ does.
 - iv. Vote to approve policy adjustment: Approved – Unanimous
4. Provided update on Engagement Survey. **ACTION ITEM: Exec. Dir. Thomas and team to research engagement tool and benchmark in order to measure progress.**
5. Noted that District 11 Director position is open through the semi-annual meeting. Exec. Dir. Thomas clarified that applications should be submitted by June 1, 2017.
6. Reviewed PGA HQ agenda to “Make the Member First” initiative to hire staff members who will interact with the districts. Program is slated to begin on or around FY 2018. Provided update on regional director business operational plan and PSL divesture due to financial issues.

7. Report concluded; no questions.

VI. Vice President's Report – Dede Moriarty, PGA

1. Exec. Dir. Thomas noted that there are no financials to review this meeting due to software update. Upon review of submission from PGA HQ, financial statements were found to be inaccurate. On behalf of PGA of America and NCPGA Staff, we apologize; corrected statements will be redistributed this week.
2. Finance Overview: Exec. Dir. Thomas recommended we do in-service; presented information via slideshow. VP Moriarty informed the board that the Finance Committee is looking for two more members, requesting that interested parties contact her for more information.
3. Report concluded; no questions.

VII. Secretary's Report – Dede Moriarty, PGA

1. Membership Report (as of April 15, 2017)
 - i. Total Membership: 1,138
 - ii. Total Members: 921
 1. Total Inactive: 34
 2. Total F: 11
 - iii. Total Apprentices: 217
 1. Suspended Apprentices: 56
 - iv. New Facilities since 01/01/2017: 2 (Noted that Heffernan Insurance Companies in Walnut Creek is listed as a facility. Exec. Dir. Thomas advised that it's a member from Aloha who became an approved business via PGA HQ)
 - v. New Apprentices since 01/01/2017: 23
 - vi. New Members since 01/01/2017: 13
 - vii. Transfers into Section since 01/01/2017: 14
2. Reviewed Membership Dashboard
3. Report concluded; no questions.

VIII. Executive Director/COO Report – Chris Thomas, PGA

1. Provided Section operations update: Addition of Brian Rich, MEd to office as Player Development/Membership Services/Tournament and back office backup, and Jeff Sanchez, PGA as

an independent contractor to support business development objectives. Indicated that we are currently contracted with Sanchez for 3 months, with opportunity for contract renewal.

2. Overview of Exec. Dir. Conference, which was missed at last meeting: Conference covered three primary issues
 - i. Across the country, attendance at tournaments, meetings, education is down. Time is a big constraint/apathy has gained traction over the years. We need to demonstrate to fellow colleagues that we are out and participating.
 - ii. Section business operational plan (reviewed already)
 - iii. Sponsorship – Business development. National has done great at bringing money to our tournament program; EDs asked HQ to focus on money for other areas.
3. NCGA Update: Promotion of the JTNC is ongoing. Met with NCGA re: Junior Tour and confirmed participation is currently at 500 contestants, with 850 anticipated by end of year. Every one of our events thus far has sold out (typically there are 26 36-hole events per year), with a Ryder Cup-style event with Southern California and full sponsored exemption into the Ellie Mae Classic. Going forward, we would like to add a new player division.
4. CAG Update
 - i. There is a current division within board of directors regarding how to treat fundraising, which has caused a few issues. Discussion of external funding has been tabled for now, as the organization will continue to be funded by donations from the golf industry. There is still no full-time executive director; something that is in development to enhance accountability.
 - ii. Development of a Golf Commission as the unifying voice of golf in California. Funding is anticipated to come from a tax increase on rounds played. Current climate on this is conflicted, but something that is currently being explored.
 - iii. There will be a vision assessment with the organization to take place in August 2017. Discussion on whether group is a commission, alliance, or something else will occur.
 - iv. Legislative Day at the Capitol: Economic Feasibility Study (2011) has resonated with representatives. There were eight meetings throughout the day; all were positive.
5. Reviewed upcoming events and encouraged board members to come play when scheduling allows. Report concluded.

IX. NCPGA Foundation Report – Dede Moriarty, PGA

1. 2017 Update: Foundation is going through a busy time. Nine committees and five projects are in place, and everyone on the board is either chairing a committee or a project. There is a major focus on fundraising, and good reports for next board meeting are anticipated.

2. Reviewed business plan with updates on fundraising: N. Maul has gone through process for grant applications, and is hoping for good news. Dir. Sutton has done a great job of raising funds for apprentice scholarships and we have funds available to give.
3. Foundation is looking forward to another successful 100 Holes Challenge, and is eager to expand to two facilities. Last year was best year to date with close to \$70k raised.
4. Other developments include Hale Irwin as this year's honoree for The Langley, and the expansion of PGA HOPE Northern California to 6 locations in the Section. There is a continued focus on growing the game and serving our members and community.
5. Report concluded; no questions.

X. PGA of America Reports

1. District 11 Report – Scott Ashworth, PGA: Report reviewed as submitted.
 - i. Exec. Dir. Thomas inquired how issues with PGA CLP and St. Lucie Trail GC will affect the PGA Hall of Fame and others. Dir. Ashworth shared that PGA is looking for buyers for one facility only, but situation is still developing. Stated that he believes Hall of Fame will be housed elsewhere and will provide additional information as available.
 - ii. Question from J. Sanchez: Regarding the Dick's Sporting Goods Foundation, have they provided an update on PGA Professional downsizing? Dir. Ashworth recognizes that Dick's is a volatile issue, but advises we can look at it either as "shame on them", or we can realize they're still a major player in the industry and have a closer relationship to ensure something like that doesn't happen again.
 - iii. Question from J. Sanchez: With PGA JLG expanding into the global market, what can be shared about the globalization of the PGA of America as a whole? Dir. Ashworth asserted that he doesn't see the PGA Championship going outside U.S., and noted that the organization is continually looking at ways to offer job opportunities overseas. Exec. Dir. Thomas added that National is working on ways to find common ground with PGA branches in Great Britain and Australia, with the purview that The PGA could be recognizable as a global brand. Efforts are being made to remain true to the brand and values while exploring opportunities for expansion.
2. Employment Services – Carol Pence, PGA: Reported that more consultants are being added to compensate for outgoing consultants, and to add to the overall number. Current plan is to hire for Pacific NW Section. NCPGA participation in the Compensation Survey was ranked 9th out of the 41 Sections, and data is anticipated to go live in May.

C. Pence has begun working closely with the AA Division and invited Section representatives to advise on how we can best educate members on skills to make them more marketable. How can we press upon them the importance of learning those skills?

XI. Section Reports

1. Assistant Executive Director – Nancy Maul: Report reviewed as submitted.
 - i. Confirmed that we are at 82% of sponsorship for 2017, which is consistent with where we should be as we prepare to receive funding from PGA HQ. Members and apprentices are strongly encouraged to participate and increase ROI for sponsors to help support fundraising efforts via reciprocation.
 - ii. Jeff Sanchez has been contracted to help us learn more about which business solutions we can provide to potential sponsors (e.g., companies that exhibit an interest in Junior Golf, vs. PGA HOPE or the Langley) and to evaluate what we do as a Section in order to position our value to our potential sponsors. Differentiating ourselves from The PGA TOUR and The PGA Championship has been a focus for groups outside golf industry, and we have been able to reconnect with warm leads to secure funds. Additional prospects are on the horizon to establish new relationships and maximize the benefit for Section Professionals.
2. Player Development & Membership Services Director – Brian Rich: No formal review or report. Exec. Dir. Thomas has worked collaboratively to develop a 90-day plan to get established. B. Rich is currently reaching out to members to familiarize with chapters/divisions/committees that he will be working with. Junior golf programs are rostering up and looking forward to seeing where the season goes for Drive, Chip and Putt, and PGA Junior League Golf.

XII. NCPGA Chapters

1. Bay Area – Jeff DeBenedetti, PGA: Not present. No report.
2. Monterey – Pat Jones, PGA: Not present. No report.
3. North Coast – Greg Henderson, PGA: Not present. No report.
4. North State – Mike Galli, PGA: Not present. No report.
5. San Joaquin – Jeff Palmer, PGA: Not present. No report.
6. Sierra Nevada – Travis Alley, PGA: Still under snow but working to get ready for season. Refer to Chapter report (p. 31-32 of board packet).

XIII. Committees & Task Forces

1. Apprentices/Mentoring – Ward Sutton, PGA: Reviewed report as submitted. Thanked board for their support and is looking forward to changes covered earlier in the meeting. Noted that new committee members have been added and that committee has been working with Bay Area Chapter on a scholarship pro-am which will take place in the coming weeks.
2. Awards – Mark Naylor, PGA: Not Present. No report.

3. Past President/Business Development – Len Dumas, PGA: Reviewed report as submitted and provided update on NCPGA Hall of Fame. Full report will be available at semi-annual meeting. Exec. Dir. Thomas offered consideration of Harding Park to house Hall of Fame, due to high traffic and the PGA Championship taking place in 2020.
4. Communications/ Public Relations – Ed Winiecki, PGA: Committee is working to leverage visibility for PGA Professionals via social media, section, and employment opportunities. Encouraged board to help grow following on LinkedIn and provide value in our brand/employment capacity. Committee is working on survey for Section to best determine how to serve our members. Highlighted desire to implement text reminders for tournaments and events presented by Dir. Tuhn. Referred to National Golf Foundation Report.
5. Education/Teaching – Ward Sutton, PGA: Pro-Perspectives event has been tabled to allow for additional planning. Player Development Forum and Pro-Perspectives will take place during alternate years. Committee is working to avoid scheduling conflicts with National. Reviewed reports as submitted.
6. Growth of the Game – Mike Dowd, PGA: Not present. No report.
7. Junior Golf – Bill Troyanoski, PGA: Golf in Schools template draft is complete after approx. two years of development. Next meeting June 8, and will tighten presentation in hopes to launch to membership at semi-annual meeting. Advised that Meredith Loosse will be taking over as committee chair.
8. Nominations & Elections – Len Dumas, PGA: Will roll out notice for board candidates. Encouraged BOD to forward potential candidates if any in mind.
9. Policies & Procedures – Bill Troyanoski, PGA: Nothing to add to discussion in President’s Report.
10. Tournaments – Stewart Smith, PGA: Not present. Referred to report as submitted.
11. Chapter Representatives – Ward Sutton, PGA: Referred to report as submitted.
12. Sponsorship – Bill Troyanoski, PGA: Opportunities discussed for general membership, yielding three initiatives to highlight a formal program that will be launched via the membership. Referrals will be passed to Nancy and Jeff for follow up.

XIV. NCPGA Divisions

1. Senior Division – Shawn McEntee, PGA: Not present. Refer to report as submitted.
2. Assistant Apprentice Division – Chris Galvin, PGA & John Crater: Not present. No report.
3. Women’s Division – Dede Moriarty, PGA: Influx of new apprentices has provided enough participants for a Women’s Division Committee. Working to put together a few activities.

XV. Unfinished Business: None

XVI. New Business: Director Walker shared that PGA HOPE Northern California has received attention at the national level, and will be spotlighted via PGA of America. HQ has sent camera crew to interview him about the program. Dir. Walker added that he has tentatively accepted a job in North Carolina, and will be leaving the Section.

XVII. Adjourn

1. Motion: Honorary President Dumas
2. Second: Director Winiecki
3. Adjourned 3:58 PM

*Respectfully submitted,
Dede Moriarty, PGA
Secretary, Northern California PGA*

NCPGA District 11 Voting Process

1. As stipulated in the NCPGA Constitution & Bylaws – Article 6.14 ELECTION OF DISTRICT DIRECTOR:

From time to time, the Section shall select a District Director in accordance with the PGA OF AMERICA By-Laws. The Secretary shall notify the membership of the availability of the position of District Director.

The District Director from the Northern California Section shall be elected by simple majority of the BOARD OF DIRECTORS, and notification of such shall be given to the PGA OF AMERICA in a timely fashion. The District Director, if not a member of the Board, shall be a non-voting Ex-Officio member of the BOARD OF DIRECTORS.

2. The Board of Directors will be the voting body for the election. The election will be conducted at a Board of Directors meeting. The date, location and time of this meeting will be determined by the President. Proxy votes are not an acceptable form of voting.
3. Each candidate will be given 5 minutes to address the Board of Directors and review with them their respective candidate statements. All other candidates must leave the meeting room and allow each candidate their respective private time with the Board of Directors.
4. A paper ballot will be used for voting.
5. You may vote for yourself.
6. The President and Executive Director will count the ballots.
7. A simple majority vote is needed to be elected to this position.
8. The President will announce the results to the Board of Directors and General Membership.

Leonard C Dumas
530 Hastings Drive
Benicia, CA 94510

April 15, 2017

Dede Moriarty, PGA
Secretary
Northern California Section
of the PGA of America
411 Davis Street, Suite 103
Vacaville, CA 95688-4641

Dear Secretary Moriarty:

Please accept this letter as the application for the position of District 11 Director.

I believe my experience within the Section qualifies my application and I look forward to the opportunity to address the Board of Directors.

Thank you for your consideration,

Len Dumas, PGA

A handwritten signature in black ink that reads "Len Dumas, PGA". The signature is written in a cursive style with a large, stylized "L" and "D".

Honorary President
Northern California Section
Of the PGA of America



PGA

Southern California Section

June 4, 2017

Northern California Section

The Officers of the Southern California Section of the PGA of America wholly supports Mr. Len Dumas to represent District 11 on the PGA of America Board of Directors. Mr. Dumas is a former president of the Northern California Section and serves as the General Manager at Contra Costa Country Club.

The Southern California Section feels Mr. Dumas' up-to-date knowledge of the District 11 activities, his interest and motivation to serve the PGA professional and the game of golf will serve the PGA of America and the District well.

Sincerely,



Todd Keefer
President

13



June 15, 2017

Mr. Bill Troyanoski
President, Northern California PGA
Half Moon Bay Golf Links
2 Miramontes Point Rd.
Half Moon Bay, CA 94019

Dear Bill,

It is with great enthusiasm that I forward to you my sincere recommendation for Len Dumas as he seeks to represent you and your fellow PGA Professionals in District 11 as a member of the PGA of America Board. I have known Len for nearly a decade and I was pleased when he confided in me last year that he was interested in continuing to serve our great association. I am sure that you will agree that he is the epitome of what a PGA Professional should be and he will be a fantastic member of our National Board.

As you are aware I have had the opportunity to travel with Len across the country over the past several years during PGA campaigns and his caring ways toward his fellow PGA "brothers and sisters", his love for the game of golf and for our Association were always on display. I believe that we need someone with Len's leadership skills and personal demeanor on the Board to perpetuate our steadfast mission of nearly 101 years – to grow the game and serve and elevate the standing of our members.

The timing appears to be right for Len with his concluding his long tenure on the Northern California Board of Directors. Contra Costa is thriving, his life is in balance and he has the energy and the drive to give all he has for the betterment of the PGA. I can't think of a better person for the job and I hope you agree.

Bill, please don't hesitate to contact me if I may share even more glowing observations of Len. But alas, I suspect you have even more of them than I do.

Sincerely,

Russ Libby

Owner/Manager

Hidden Hills Golf Club



Shim La Goy

May 17, 2017

Dede Moriarty, Secretary
Northern California Section
411 Davis Street, Suite 103
Vacaville, CA 95688-4641

Dear Dede,

I am submitting this letter to you serving as notification of my intention to pursue the position of District 11 National Director. Having represented our section both locally and nationally I believe there are some unique skills I have developed over my 37 years of PGA membership many acquired during my 33 seasons in the Northern California Section.

The responsibilities of a District Director as described by the PGA of America are a reflection of the path I have chosen in my PGA career. Helping to manage the welfare of the members and apprentices of our section as well as those of the Aloha and Southern California sections is a major commitment and one that cannot be taken lightly. In the Board Room a positive voice, balanced reasoning, creativity, and being a problem solver are a few of the characteristics essential for a prudent Director.

The bullet points listed in the qualifications are numerous but I would like to offer a few additional ones that are distinct to me.

- PGA Master Professional
- Past National Director, District 11 (2 years as a replacement)
- NCPGA Golf Professional of the Year
- NCPGA Merchandiser of the Year Resort
- NCPGA Merchandiser of the Year Private
- NCPGA Patriot Award
- Candidate for National Office (twice)

Being fortunate to serve in several capacities in our section during my career, I have developed strong relationships within our District and other Districts across the country. I believe as well a solid connection exists with members of the National PGA Staff which aids greatly in the decision process as a Director.

Humbly submitted,

Shim La Goy, PGA Master Professional



FOLDS of HONOR

Dede Moriarty, Secretary
Northern California Section PGA of America
411 Davis Street, Suite 103
Vacaville, CA

Dear Dede,

It is my understanding that the process of selecting the next District 11 National Director will commence this summer for the Northern California Section.

Having served as a National Director for District 10, and then progressing to a National Officer for the PGA of America I believe I have a very thorough understanding of the demands on time, travel, and the requirements to execute the service needed for District 11. The members of the Aloha and Northern and Southern California Sections need a voice in the Board Room that has a grasp of the many issues and concerns facing your members. The West Coast has been very progressive in their service to the Association and with arguably a year-round golf season in your sections it is important that the Director from District 11 have all the members' interests at heart while serving.

I had the opportunity to serve with Shim La Goy for two years as a fellow Director in 2002-2003 and was able to interact with him during the course of our national campaigns for Secretary. While we did not always agree on Association matters I felt he presented his perspective in a manner that represented the best interests of the members of District 11 and our Association.

I am offering this document as a letter of recommendation for Shim as I understand he is submitting his name for consideration for the next District 11 position. I feel he is a strong choice, with a good background of service to the Northern California Section, its members, and those members residing in the Aloha and Southern California sections as well.

Very Respectfully,

Allen Wronowski, PGA
Folds of Honor Director of Golf Relations
PGA Of America Past President and Hall of Fame Member
922 Candlelight Court
Bel Air, MD 21015
(410) 493-0952

NCPGA Board Meeting Voted Action Item Log

Meeting Date	Action	Motion by	2nd by	Vote	Notes
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 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	
2/27/2017	Minute Approval - December 4, 2017	Tuhn	Brace	Unanimous	
4/24/2017	Minute Approval - February 27, 2017	Tuhn	Sutton	Unanimous	
4/24/2017	Motion to list past president Young as "Past President" not as Director (adjustment to minutes)	Tuhn	Sutton	Unanimous	
4/24/2017	Motion to approve Apprentice Orientation Policy	Winiacki	Moriarty	Unanimous	
4/24/2017	Motion to Amend Apprentice Engagement Policy	Bailey	Alley	Unanimous	
4/24/2017	Motion to Review Proposed Evolution Plan for Committee Structure	Sutton	Dumas	Unanimous	

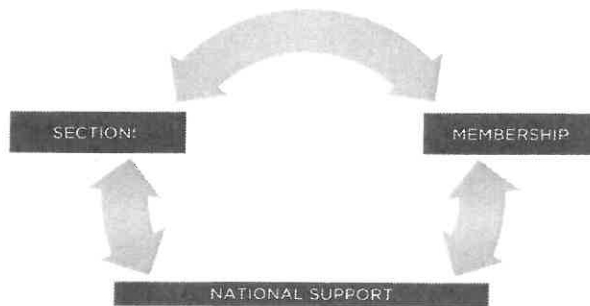
Northern California Long-Term Strategic Plan (2016-2020)

January 2016



Evolving Current Strategic Plan

- Opportunity to evolve Strategic Plan in order to maximize national support while still maintaining focus on Section-specific needs of the member



Mission & Vision

The Northern California PGA Section, our Officers, Board of Directors, Committees and Staff exist in order to:

Promote the enjoyment and involvement in the game of golf and to contribute to its growth by providing services to golf professionals and the golf industry.

The NCPGA will accomplish this mission by enhancing the skills of its professionals and the opportunities for amateurs, employers, manufacturers, employees and the general public.

In so doing, the PGA will elevate the standards of the professional's vocation, enhance the economic well-being of the individual member, stimulate interest in the game of golf, and promote the overall vitality of the game.

Serve Our Members



Grow the Game



Strategic Vision

- A. We must be in constant pursuit of excellence and committed to innovation, collaboration and improvement;
- B. Teamwork and talent must define our culture and must be exhibited in our communication, accountability, honesty, trust and impact;
- C. A commitment to diversity and inclusion must resonate throughout the entire Section as it is essential to any activity or program the Section conducts and/or any practice that is implemented;



Strategic Vision (cont.)

- D. The primary strategy for any activity or program that the Section conducts must meet one of the following:
- Protect and enhance the PGA brand;
 - Directly or indirectly help our PGA Members;
 - Develop new golfers, promote the game of golf and create new initiatives to make it more fun and enjoyable;
 - Position the Section and our Members as leaders in the business, teaching and playing of the game;
 - Develop regional growth and influence;
 - Strengthen the perception of the PGA of America and its Members as the tangible connection between the game and all that play it in the Section.



Current Financial State

- Loan Receivable (Reserve Account) is healthy and represents 17% of annual revenues
- Accounts Receivable do not appear to have any accounts at risk
- Chapters and Divisions have high cash balances

Northern California Section of The PGA
Combined Statements of Financial Position
December 31, 2015 and 2014

Assets	2015	2014
Current assets:		
Cash and cash equivalents	\$ 68,217	\$ 54,046
Loan receivable	274,842	291,188
Accounts receivable	39,439	45,245
Prepaid expenses	1,579	4,723
Deposits	3,800	4,707
Total assets	387,877	399,909
Property and equipment, net	42,591	36,608
Total assets	\$ 430,468	\$ 434,577
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued expenses	\$ 68,672	\$ 44,054
Current portion of long-term debt		3,439
Current portion of deferred revenues	342,705	318,509
Total current liabilities	411,377	366,102
Total net assets	19,091	68,475
Total liabilities and net assets	\$ 430,468	\$ 434,577



Structure

- Opportunity to evolve structure to focus on business areas with committees / task forces assigned within these areas



Supporting Activities that feed into Core Products:
 Membership, Governance, Awards, Finance, Marketing and Partnership (sponsorship) Development.



Role of a Committee / Task Force

- Committees are an extension of the Board of Directors
- Purpose is to do the majority of work on assigned tasks
- Committee information enables the Board to focus on the overall project impact
- Committees are advisory in nature, the decision is left to the Board

Standing Committees

- Exist due to ongoing need to perform specific tasks on behalf of the Board
- The Board shall provide a written mission statement for the Committee
- The Board may change the mission or discontinue the Committee at any time
- The Chair and members should be selected based upon their expertise as relating to the specific task


Task Forces

- Established by the Board of Directors to accomplish a specific task within a specific time frame
- Upon accomplishment of the task, the task force disbands




SWOT Analysis

<p>Strengths:</p> <ul style="list-style-type: none"> • Solid leadership and staff • Player development programs • Partnership programs • Increased ADP Funding 	<p>Weaknesses:</p> <ul style="list-style-type: none"> • Higher costs of doing business • Positioning brand within marketplace • Staff resources / bandwidth • Member engagement (participation)
<p>Opportunities:</p> <ul style="list-style-type: none"> • NCPGA Connect • Growth in partnership with Allied Associations (NCGA, CAG, USGA, PGA TOUR & LPGA) • Host of 2020 PGA Championship • Member engagement (education) 	<p>Threats:</p> <ul style="list-style-type: none"> • State regulations (water, wages, taxation) • Economy - Course closings • Management companies (employment) • Third-party Tee Time Companies



Employment: Key Insights


<u>Insights</u>		<u>Implications</u>
Significant % of Members over age 55 and downward projection of new members	➔	Ensure Succession Planning
Overall Facility Penetration = 71% with lower numbers at public / muni courses	➔	Prioritize Facility Penetration Based on Facility Type
Unemployment Rate = 1.8% however compensation levels have remained flat for sometime	➔	Employment is strong however Members may be underemployed and/or undercompensated



Employment: Long-Term Strategies


DEPARTMENT LONG TERM VISION: Provide career advancement, enhance compensation and deliver credible and valuable services to employers.

LONG TERM STRATEGIES	% FOCUS	CRITERIA FOR SUCCESS
<i>Market PGA Membership to Non-PGA Facilities</i>	15%	Increase Facility Penetration
<i>Promote Employment Services Program to Members</i>	60%	Promote Career Enhancement in the Regional Markets
<i>Enhance & Formalize Relationship with Regional MCo's & Allied Associations</i>	25%	Employer Satisfaction & Continued PGA Penetration of Managerial Jobs

 **PGA**

Education: Key Insights


Insights	Implications
Need for More Mentorship	May See a Decline in Class A Membership Without Equal Numbers of Graduating Apprentices
Role and Relevance of the PGA Member Continues to Change	Employers Looking for Updated Business Management Skills
Increased Number of Class F Members due to Failure to Complete MSR Credits	Reduction of Total Membership & Dues as well as Possible Loss of PGA Affiliations at Facilities

 **PGA**

Education: Long-Term Strategies


DEPARTMENT LONG TERM VISION: Engage Membership in "Life Long" Education and Training that will develop Members.

<u>LONG TERM STRATEGIES</u>	<u>% FOCUS</u>	<u>CRITERIA FOR SUCCESS</u>
<i>Enhance Mentorship Programs</i>	30%	Improve Graduation Rates
<i>Need to Offer More Business Education and Attract Participation</i>	60%	Increased Engagement Resulting in Higher Compensation
<i>Create a Plan to Assist Class F Members & Those at Risk to Regain or Maintain Their Class A Status</i>	10%	Reduced Number of Class F Members while Maintaining Existing Membership Levels

 **PGA**

Tournaments: Key Insights

<u>Insights</u>	<u>Implications</u>
Development and Management of the Annual Calendar of Events is difficult	Facilities Reluctant to Schedule More Than One Year Out
Recent Tournament Participation is Trending Down	Lack of Participation from Younger PGA Members
Facility Expenses Continue to Increase	Higher Costs Lead to Smaller Purses

 **PGA**

Tournaments: Long-Term Strategies

DEPARTMENT LONG TERM VISION: Maintain and promote the highest standards of competition, sportsmanship, and common goodwill through tournaments designed to strengthen & test ones skills and to provide camaraderie that best meet the needs of the Membership.

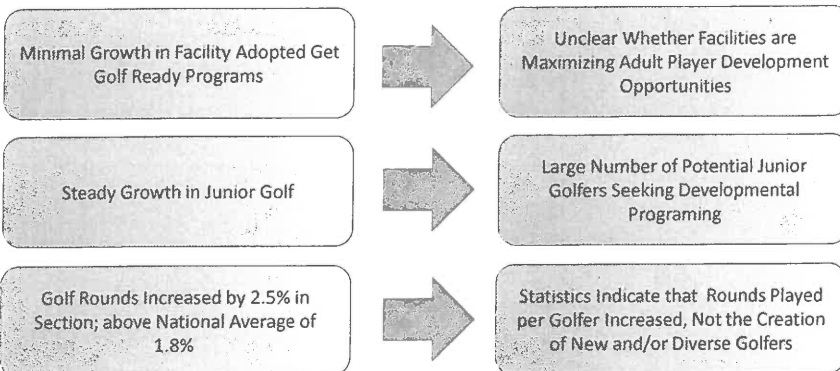
LONG TERM STRATEGIES	% FOCUS	CRITERIA FOR SUCCESS
Facility Acquisition In 3-Year Terms	20%	Review Results of Securing Facilities on an Annual Basis
Continue to Promote the Calendar of Events	40%	Increase Levels of Participation by Younger PGA Members
Blend Section & Division events to Increase Participation & Reduce Per Player Costs	40%	Increased Players Resulting in Larger Purses



Player Development: Key Insights

Insights


Implications



Player Development: Long-Term Strategies


DEPARTMENT LONG TERM VISION: Drive participatory growth through operational excellence and member collaboration.

LONG TERM STRATEGIES	% FOCUS	CRITERIA FOR SUCCESS
<i>Promote Value of and Opportunity for Adult Player Development Programs</i>	40%	Increased Number of Adult Player Development Programs
<i>Continue to Promote the Benefits of Junior Golf</i>	40%	Increased Number of Facilities Participating in Junior Golf Programming
<i>Promote Value of and Opportunity for Diversity Programs</i>	20%	Develop Metric to Measure Diversity Player Development Programs and Increase Over Time



Foundation: Key Insights

Insights	Implications
Need to Increased NCPGA Membership Engagement	Create increased understanding of the value of having a 501c3
Fundraising is Competitive and Challenging	Fundraising Goals yet to be realized
Limited Staffing & Resources	Efforts for fundraising and event management are limited



Foundation: Long-Term Strategies

DEPARTMENT LONG TERM VISION: Dedicated to enriching the lives and communities of those in Northern California and Northwestern Nevada by providing resources to community action organizations that foster and embrace life's positive values. Impacting Lives Through Golf.

<u>LONG TERM STRATEGIES</u>	<u>% FOCUS</u>	<u>CRITERIA FOR SUCCESS</u>
<i>Develop Membership Campaign re Value of 501c3</i>	30%	Increased Grants and Scholarship Awards to the Membership
<i>Develop Non-PGA Relationships to Increase Corporate Involvement</i>	40%	Increased Number of Non-PGA Directors & Volunteers
<i>Limit Initiatives to Focus on Maximum ROI</i>	30%	Ensure Programs Maximize ROI



NCPGA COMMITTEE EVOLUTION PLAN - Summary

March 30, 2017

The NCPGA Committee Evolution Plan targets greater productivity, efficiency and member engagement by consolidating the 11 current committees to better align with the strategic plan's core products and the NCPGA section's immediate opportunities. The Committee Evolution initiative aligns with restructuring recently implemented by the PGA of America in December 2016.

Each of the Core Committees will be comprised of a Committee Chairman, NCPGA BOD liaison, NCPGA Staff Member and five NCPGA Members or Level III Apprentices selected by the Committee Chairman. Core Committees will meet together 3 times each year for 6 hours. The process encourages committees to communicate on initiatives that may cross over from time to time and will provide actionable guidance for the NCPGA Executive Leadership & NCPGA BOD.

The following are the Core Committees:

- Membership & Apprentice Mentoring
- Education
- Coaching and Player Development
- Junior Golf
- Member Tournament & Tournament Rules Committee
- Diversity and Inclusion

Additional operational and functional committees will remain engaged and have a different cadence to their meeting schedule:

- Awards Committee
- Past President's Committee/Business Development
- Nominations & Elections Committee
- Policies & Procedures

The following Task Force Work Groups will focus on immediate NCPGA opportunities identified by the BOD and Officers. Task Force Work Groups will meet as needed to accomplish their intended goal. Once work is completed, Task Force Work Groups may be sunset or may be absorbed into an existing committee.

- Sponsorship Task Force – (Lead by the Past Presidents Committee/Business Development)
- Membership Engagement – (Lead by the Membership & Apprentice Mentoring Committee)

The following committees will be integrated into the above Core Committees and sunset.

- Teaching
- Growth of the Game
- Apprentice Mentoring
- Communications & Public Relations

PGA of America's Committee Plan (Realigned in December 2016)

Core Committees:

- Championships & Member Tournaments Committee
- Education Committee
- Employment Committee
- Global Committee
- Junior Golf Committee
- Membership Committee
- Executive Directors Committee
- Coaching and Player Development
- Properties Advisory Committee

Additional operational and functional committees that are dependent upon both PGA Member and non-Member expertise remain engaged, including the following:

- Audit Committee
- Board of Control
- Budget Committee
- Investment Committee
- PGA REACH

- Rules Committee

Targeted work groups will be transitioned to teams that perform a specific job once a year, including:

- Special Awards Team
- Merchandiser of the Year Team
- Hall of Fame Team
- Hall of Fame Nomination Team
- Scholarships Selection Team

The focus and function of the following committees will be integrated into committees listed above and, therefore, will be sunset:

- Member Benefits
- Member Engagement / Communication, PR and Marketing
- Diversity & Inclusion
- Work Force Task Force (project completed in Nov '15)
- Meeting Schedule



PGA

Northern California Section

June 15, 2017

To: NCPGA Board of Directors
NCPGA Finance Committee

From: Dede Moriarty, Vice President
Chris Thomas, Executive Director and COO

cc: NCPGA Staff
PGA of America Staff

NCPGA Financial Statements for five months ending May 31, 2017 (NEW LOOK to PROJECT SUMMARY):

The **Comparative Statement of Financial Position** (balance sheet page 2) indicates \$243,424 in total liabilities and net assets and is \$59,244 lower than the same period ending last year. This difference is found in these key areas:

1. Cash and Cash Equivalents is \$27,074 less than year prior. However, Accounts Receivable for this period is \$26,513 more than year prior; this is encouraging as it demonstrates more sponsor sales secured than last year at this time.
2. Section Loan Program (reserves) is \$54,152 less than year prior and is the result of needing to borrow additional monies from the Section Reserves that will be reimbursed in July once ADP and Membership Dues are funded.
3. Prepaid Expenses is \$6,090 more compared to the same period last year.

The **Statement of Activities – Section Only** (page 3) reflects a negative operating result of \$43,118 and includes depreciation of \$5,662. The 2017 operational budget anticipated a loss of \$38,316 for a net negative to plan of \$4,802.

Significant variances and corresponding explanations are detailed below:

- The Section experienced a shortfall found in Seminar 1 – this project was negative to plan in the amount of \$2,351.
- Marketing Programs is absorbing the costs associated with retaining a Business Development Consultant.

The **Project Summary** (pages 4-7) provides the details of all activities (Section, Chapters and Divisions) complete with closed projects.

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



PGA

Northern California PGA PGA_COMPANY Comparative Statement of Financial Position

	May-17	May-16
Assets		
Current Assets		
Cash and Cash Equivalents	29,698	56,772
Accounts Receivable	90,615	64,102
Section Loan Program	70,813	124,965
Prepaid Expenses - Current	24,655	18,565
Total Current Assets	215,782	264,405
Due from/to Affiliates		
Property and Equipment		
Leasehold/Building Improvements	4,562	4,562
Computer Hardware	22,989	19,934
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	(93,217)	(79,541)
Total Property and Equipments	27,642	38,264
Other Assets		
Total Other Assets	-	-
Total Assets	243,424	302,668
Liabilities		
Current Liabilities		
Accounts Payable & Accrued	81,394	35,095
Deferred Revenue Current	204,054	222,735
Total Current Liabilities	285,447	257,830
Other Liabilities		
Total Liabilities	285,447	257,830
Net Assets		
Net Assets	(42,023)	44,838
Total Net Assets	(42,023)	44,838
Total Liabilities and Net Assets	243,424	302,668



**Statement of Activities
Northern California PGA
NCA-Northern California
Period Ending May-17**

Section Activities	Actual			Budget			Actual vs Budget Profit/Loss
	YTD Revenue May-17	YTD Expenses May-17	YTD Profit/Loss May-17	YTD Revenue May-17	YTD Expenses May-17	YTD Profit/Loss May-17	
33370-Allied Association	(15)	411	(426)	(0)	0	(0)	(15)
33380-Communications	(0)	2,250	(2,250)	(0)	1,875	(1,875)	(0)
10800-General & Admin	84,921	155,901	(71,080)	75,515	144,977	(69,462)	9,306
11400-Growth of Game	22,289	22,289	(0)	22,126	22,126	(0)	164
40100-Marketing	21,660	62,728	(41,068)	16,500	53,921	(37,421)	5,160
41500-Membership	199,713	75,076	124,637	256,600	126,014	130,586	(56,887)
11350-Player Development	(0)	25,472	(25,472)	(0)	32,624	(32,624)	(0)
10150-Section Meetings	(0)	1,295	(1,295)	(0)	1,250	(1,250)	(0)
11100-Tournaments	193,183	219,346	(26,164)	203,030	229,300	(26,270)	(9,847)
	521,651	584,769	(43,118)	(573,770)	612,086	(38,316)	(52,119)
							(47,317)
							106
							(4,802)
Chapter Activities							
30800-Assistants Division	17,220	10,124	7,096	(0)	0	(0)	17,220
30900-Seniors Division	35,195	26,513	9,682	(0)	0	(0)	35,195
33300-North State Chapter	1,290	346	944	(0)	0	(0)	1,290
33310-Monterey Chapter	7,790	5,066	2,724	(0)	0	(0)	7,790
33320-North Coast Chapter	1,915	2,581	(666)	(0)	0	(0)	1,915
33340-San Joaquin Chapter	7,390	6,355	1,035	(0)	0	(0)	7,390
33360-Sierra Nevada Chptr	10,640	12,044	(1,504)	(0)	0	(0)	10,640
33410-Bay Area Chapter	9,745	9,033	712	(0)	0	(0)	9,745
	91,085	71,082	20,023	(0)	0	(0)	91,085
Increase/(Decrease) in Net Assets from Operations	612,736	635,831	(23,096)	(573,770)	612,086	(38,316)	38,965
							(23,745)
Increase/(Decrease) in Net Assets	612,736	635,831	(23,096)	(573,770)	612,086	(38,316)	38,965
							(23,745)
							15,220



Northern California Section

Closed	Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
	17NCAAA-Allied_Assoc	0	411	(411)	0	0	0	0	(411)	(411)
*	17NCAAA-Golf_Rep_Show_1	(15)	0	(15)	0	0	0	(15)	0	(15)
	Total Allied Associations	(15)	411	(426)	0	0	0	(15)	(411)	(426)
	17NCA-Email_Communication	0	2,250	(2,250)	0	1,875	(1,875)	0	(375)	(375)
	17NCA-Gen_& Admin	84,821	155,901	(71,080)	75,515	144,977	(69,462)	9,306	(10,924)	(1,618)
	17NCA-NCAL_Foundation	22,289	22,289	0	22,126	22,126	0	164	(164)	0
	17NCA-Connect	12,000	13,553	(1,553)	12,000	2,700	9,300	0	(10,853)	(10,853)
	17NCA-Marketing_Programs	9,660	47,031	(37,371)	4,500	45,221	(40,721)	5,160	(1,810)	3,350
*	17NCA-Merchandise_Show	0	2,144	(2,144)	0	6,000	(6,000)	0	3,856	3,856
	Total Marketing	21,660	62,728	(41,068)	16,500	53,921	(37,421)	5,160	(8,807)	(3,647)
	17NCA-Board_Mtgs	0	5,149	(5,149)	0	3,600	(3,600)	0	(1,549)	(1,549)
*	17NCA-Education_Seminar01	34,245	36,596	(2,351)	47,500	47,500	0	(13,255)	10,904	(2,351)
*	17NCA-Education_Seminar03	0	0	0	25,000	25,000	0	(25,000)	25,000	0
	17NCA-Membership_Programs	162,843	30,992	131,851	161,050	28,664	132,386	1,793	(2,328)	(535)
*	17NCA-PAT_01	420	420	0	2,350	1,750	600	(1,930)	1,330	(600)
*	17NCA-PAT_02	1,485	1,200	285	2,350	1,750	600	(865)	550	(315)
*	17NCA-PAT_03	120	120	0	2,350	1,750	600	(2,230)	1,630	(600)
	17NCA-PAT_04	600	600	0	0	0	0	600	(600)	0
*	17NCA-Teaching_Competitio	0	0	0	16,000	16,000	0	(16,000)	16,000	0
	Total Membership	199,713	75,076	124,637	256,600	126,014	130,586	(56,887)	50,938	(5,949)
	17NCA-Player_Devel_G&A	0	25,472	(25,472)	0	32,624	(32,624)	0	7,152	7,152
	17NCA-Committee_Meetings	0	199	(199)	0	250	(250)	0	51	51
*	17NCA-ED_Conference	0	1,097	(1,097)	0	1,000	(1,000)	0	(97)	(97)
	Total Section Meetings	0	1,295	(1,295)	0	1,250	(1,250)	0	(45)	(45)
*	17NCA-Match_Play_Champ	36,685	34,541	2,144	35,250	35,250	0	1,435	709	2,144
	17NCA-Movers_Shakers	33,485	28,264	5,221	30,000	30,000	0	3,485	1,736	5,221

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Northern California Section

	17NCA-Prior_Year_Project	(53)	(583)	530	0	0	0	(53)	583	530
*	17NCA-ProSeries_02	16,410	16,387	23	18,000	18,000	0	(1,590)	1,613	23
*	17NCA-ProSeries_03	15,760	15,689	71	15,150	15,150	0	610	(539)	71
*	17NCA-ProSeries_04	17,410	17,007	403	14,900	14,900	0	2,510	(2,107)	403
*	17NCA-Pro_Scotch_Champ	21,280	22,656	(1,376)	21,400	21,400	0	(120)	(1,256)	(1,376)
	17NCA-St-Jr_Championship	17,400	13,869	3,531	18,400	18,400	0	(1,000)	4,531	3,531
	17NCA-Team_Champ	26,735	26,639	96	27,000	27,000	0	(265)	361	96
	17NCA-Tournament_G&A	8,070	44,877	(36,807)	22,930	49,200	(26,270)	(14,860)	4,323	(10,537)
	Total Tournaments	193,183	219,346	(26,164)	203,030	229,300	(26,270)	(9,847)	9,954	106
	TOTAL SECTION ONLY	521,651	564,769	(43,118)	573,770	612,086	(38,316)	(52,120)	47,317	(4,802)



Northern California Section

*	17NCA-AD-MatchPlayChamp	2,400	3,443	(1,043)	0	0	0	0	2,400	(3,443)	(1,043)
*	17NCA-ADMPS1_Championship	2,450	2,263	187	0	0	0	0	2,450	(2,263)	187
*	17NCA-AD_MPS_02	3,750	3,251	499	0	0	0	0	3,750	(3,251)	499
*	17NCA-AD_MPS_03	1,770	1,727	43	0	0	0	0	1,770	(1,727)	43
*	17NCA-AD_MPS_04	2,350	2,320	30	0	0	0	0	2,350	(2,320)	30
	17NCA-AD_Prior_Year_Proj	0	(3,700)	3,700	0	0	0	0	0	3,700	3,700
	17NCA-Assistants_G&A	4,500	821	3,679	0	0	0	0	4,500	(821)	3,679
	AA Division	17,220	10,124	7,096	0	0	0	0	17,220	(10,124)	7,096
	17NCABAC-G&A	2,250	261	1,989	0	0	0	0	2,250	(261)	1,989
*	17NCABAC-Play_Ed_01	1,805	1,940	(135)	0	0	0	0	1,805	(1,940)	(135)
*	17NCABAC-Play_Ed_02	2,565	3,350	(785)	0	0	0	0	2,565	(3,350)	(785)
*	17NCABAC-Play_Ed_03	1,320	1,694	(374)	0	0	0	0	1,320	(1,694)	(374)
*	17NCABAC-Play_Ed_04	1,805	1,788	17	0	0	0	0	1,805	(1,788)	17
	Bay Area Chapter	9,745	9,033	712	0	0	0	0	9,745	(9,033)	712
	17NCAMC-Ed_Seminar_01	875	300	575	0	0	0	0	875	(300)	575
	17NCAMC-G&A	3,270	624	2,646	0	0	0	0	3,270	(624)	2,646
*	17NCAMC-Meeting_Golf_03	2,550	2,909	(359)	0	0	0	0	2,550	(2,909)	(359)
	17NCAMC-Prior_Year_Proj	(150)	0	(150)	0	0	0	0	(150)	0	(150)
*	17NCAMC-ProAm_01	1,245	1,234	11	0	0	0	0	1,245	(1,234)	11
	Monterey Bay Area Chapter	7,790	5,066	2,724	0	0	0	0	7,790	(5,066)	2,724
	17NCANC-G&A	1,225	61	1,164	0	0	0	0	1,225	(61)	1,164
	17NCANC-Meeting_Golf_01	0	0	0	0	0	0	0	0	0	0
	17NCANC-Prior_Yr_Project	(230)	1,310	(1,540)	0	0	0	0	(230)	(1,310)	(1,540)
*	17NCANC-Semi_Ann_Mtg_Golf	920	1,210	(290)	0	0	0	0	920	(1,210)	(290)
	North Coast Chapter	1,915	2,581	(666)	0	0	0	0	1,915	(2,581)	(666)
	17NCANS-G&A	1,000	56	944	0	0	0	0	1,000	(56)	944
	17NCANS_Mtg_Golf_01	290	290	0	0	0	0	0	290	(290)	0
	17NCANS_Mtg_Golf_02	0	0	0	0	0	0	0	0	0	0
	North State Chapter	1,290	346	944	0	0	0	0	1,290	(346)	944
*	17NCASI-3x9_Champ	1,800	1,874	(74)	0	0	0	0	1,800	(1,874)	(74)
*	17NCASI-Event_01	2,500	2,674	(174)	0	0	0	0	2,500	(2,674)	(174)



Northern California Section

*	17NCASI-Event_02	1,300	1,688	(388)	0	0	0	0	0	1,300	(1,688)	(388)
	17NCASI-G&A	1,790	119	1,671	0	0	0	0	0	1,790	(119)	1,671
	San Joaquin Chapter	7,390	6,355	1,035	0	0	0	0	0	7,390	(6,355)	1,035
	17NCASD-G&A	11,500	240	11,260	0	0	0	0	0	11,500	(240)	11,260
	17NCASD-Sr_Match_Play	4,250	5,950	(1,700)	0	0	0	0	0	4,250	(5,950)	(1,700)
*	17NCASD-Sr_Pro_Pro_01	3,915	3,977	(62)	0	0	0	0	0	3,915	(3,977)	(62)
*	17NCASD-Sr_Pro_Pro_02	3,615	3,564	51	0	0	0	0	0	3,615	(3,564)	51
*	17NCASD-Sr_Pro_Pro_03	4,035	4,015	20	0	0	0	0	0	4,035	(4,015)	20
*	17NCASD-Sr_Pro_Pro_04	4,035	4,023	12	0	0	0	0	0	4,035	(4,023)	12
*	17NCASD-Sr_Pro_Pro_05	3,845	3,744	101	0	0	0	0	0	3,845	(3,744)	101
	Senior Division	35,195	25,513	9,682	0	0	0	0	0	35,195	(25,513)	9,682
	17NCASV-Annual_Meeting	1,330	1,475	(145)	0	0	0	0	0	1,330	(1,475)	(145)
	17NCASV-G&A	4,295	5,092	(797)	0	0	0	0	0	4,295	(5,092)	(797)
*	17NCASV-Match_Play_Champ	1,875	2,436	(561)	0	0	0	0	0	1,875	(2,436)	(561)
	17NCASV-ProPro_01	3,040	3,040	0	0	0	0	0	0	3,040	(3,040)	0
	17NCASV-ProSeries_01	0	0	0	0	0	0	0	0	0	0	0
	17NCASV-ProSeries_02	0	0	0	0	0	0	0	0	0	0	0
	Sierra Nevada Chapter	10,540	12,044	(1,504)	0	0	0	0	0	10,540	(12,044)	(1,504)
	17NCA-Womens_G&A	0	0	0	0	0	0	0	0	0	0	0
	ALL SECTION ACTIVITIES	612,736	635,831	(23,096)	573,770	612,086	(38,316)	38,965	(23,745)	15,220		



PGA

Northern California Section

MEMBERSHIP REPORT (as of 06/19/2017)

- **Total Membership:** 1136
- **Total Members:** 922
 - **Total Inactive:** 33
 - **Total F:** 10
- **Total Apprentices:** 214
 - **Suspended Apprentices:** 60
- **New Facilities since 01/01/2017:** 3
- **New Apprentices since 01/01/2017:** 26
- **New Members since 01/01/2017:** 18
- **Transfers into Section since 01/01/2017:** 22

Total IN: 33	
First Name	Last Name
Stanley	Bean
Jeff	Bushnell
Roger	Clark
Shawn	Clark
Jeffrey	Earl
Mark	Fielding
Todd	Fischer
Sue	Fiscoe
Edwin	Forrest
Robert	Haney
Daniel	Herek
Cathy	Johnson
Lance	Johnson
Anthony	Koch
Robert	Lunn
Gary	Mandrella
Shawn	Mason
Timothy	McKeever
Brannigan	McNulty
David	Milligan
Rick	Moreno
Eric	Navarro
Brian	Neely
Kristy	Park
Bob	Peterson



PGA

Northern California Section

Tim	Pometta-Horn
Steve	Porter
Gregory	Raleigh
Donald	Randall
David	Rowe
Wendy	Stuart
Leo	Vath
Gary	Xavier

Total F: 10	
First Name	Last Name
Timothy	Coles
Henry	Coxe
Cory	Daniels
Douglas	Flynn
Doug	Levy
David	Schacht
Krystal	Shearer-Kelly
Bryan	Springer
Chris	Stein
David	Temple

Total Suspended AP: 60				
First Name	Last Name	Class	Employer Name	Work Phone
Delfino	Alvarez-Vazquez	B-8	Discovery Bay Country Club	(209) 598-9496
Zachariah	Amero	B-8	Menlo Country Club	(650) 366-9910
Erick	Andress	B-8	Fountaingrove Golf & Athl Club	(707) 521-3214
Clark	Bentz	B-1	Rancho Del Rey Golf Club	(209) 358-7131
Blake	Bertrand	B-8	Diablo Country Club	(925) 837-4221
Kenneth	Bills	B-8	The Ridge Golf Course	(530) 888-7888
Zachary	Bischoff	B-8	Pasatiempo Golf Club	(831) 459-9155
Zachary	Brode	B-8	Peninsula Golf & Country Club	(650) 638-2239
Jeffrey	Burr	B-8	Spyglass Hill Golf Course	(831) 625-8563
Joseph	Calhoun	B-8	Almaden Golf & Country Club	(408) 964-0956
Ryan	Clauzel	B-8	TPC Harding Park	(415) 664-4690
Lee	Clothier	B-8	North Ridge Country Club	(916) 967-5716
Edward	Cosgriff	B-8	Sequoia Woods Country Club	(209) 795-2141
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



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Northern California Section

Manuel	Freitas	B-4	San Juan Oaks Golf Club	(831) 636-6115
Leone	Hansen	B-8	Carmel Valley Ranch	(831) 626-2510
Eric	Hanson	B-8	The Institute	(650) 224-5213
Christopher	Hatzke	B-8	Paradise Valley Golf Course	(707) 426-1600
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
James	Hutchings	B-6	Martis Camp Club	(651) 442-6790
Jay	Jilot	B-6	GolfTEC-Reno	(775) 322-4653
Kevin	Johnson	B-8	Chardonnay Golf Club	(707) 257-1900
Christopher	Lavery	B-8	Championship @ Incline Village	(775) 832-1150
Jang Wook	Lee	B-8	Golf Club at Moffett Field	(650) 603-8026
Brian	Little	B-8	Rancho Murieta Country Club	(916) 354-2400
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
Torance	Matsui	B-8	Sharon Heights Country Club	(650) 854-6429
Kyle	Metzler	B-4	Auburn Valley Club	(530) 269-2775
Leif	Neijstrom	B-8		
Michael	Nicoletti	B-8	Granite Bay Golf Club	(916) 791-5379
Candice	Nishimura	B-8	Presidio Golf Course	(415) 561-4661
Douglas	Ogard	B-8	Claremont Country Club	(510) 655-2431
Bryan	O'Malley	B-13	Wildhorse Golf Course	(530) 753-4900
Kyle	Ortiz	B-8	California Golf Club	(650) 589-0144
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
Ryan	Polisso	B-8	Old Greenwood	(530) 550-7010
Russell	Riner	B-8	Greenhorn Creek Resort	(209) 736-8111
Juan	Rosas	B-8	Lahontan Golf Club	(530) 550-2424
Michael	Samaniego	B-1	Morro Bay Golf Course	(805) 772-1923
Frank	Sarubbi	B-8	Carmel Valley Ranch	(831) 626-2510
Thomas	Shuldheisz	B-8	Las Positas Golf Course	(925) 455-7820
Jason	Sims	B-8	Marin Country Club	(415) 382-6707
Patrick	Steiner	B-8	Windsor Golf Club	(707) 838-7888
Willie	Trull	B-8	Woodbridge Golf & Country Club	(209) 369-2371
Jeffrey	Van Kula	B-8	Peninsula Golf & Country Club	(650) 638-2239
Andrew	Vassallo	B-1	Cherry Island Golf Course	(916) 991-7293
Kevin	Wentworth	B-8	Castlewood Country Club	(925) 846-2871
Jefrey	West	B-13	Santa Clara Golf & Tennis	(408) 980-9515
David	Wolert	B-8	Marin Country Club	(415) 382-6707



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Northern California Section

New Facilities:	3	
FACILITY	STREET1	STREET2
Simpson University	2211 College View Dr	Redding, CA 96003-8601
Heffernan Insurance Brokers	1350 Carlback Ave	Walnut Creek, CA 94596
Reliance Golf Management	681 St Andrews Dr	Dayton, NV 89403-8735

New Apprentices: 26			
Name	Primary Facility Name	Class	Facility Phone Number
Jason S Badarello	TPC Stonebrae	B-8	(510) 728-7878
Charles D Baucom	Turlock Golf & Country Club	B-8	(209) 634-4976
Donald J. Baucom	Morgan Creek Golf Club	B-1	(916) 786-4653
Luis D. Benitez	Tehama Golf Club	B-8	(831) 622-2250
Conor M Davidson	The Bridges Golf Club	B-8	(925) 735-4253
Cooper A Essick	Carmel Valley Ranch	B-8	(831) 626-2510
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
David M Jackson	Tehama Golf Club	B-8	(831) 622-2250
Marc C Jensen	Bidwell Park Golf Course	B-8	(530) 891-8417
Tyler J Olson	Crystal Springs Golf Club	B-8	(650) 342-0603
Arron A. Paulino	Crystal Springs Golf Club	B-8	(650) 342-0603
Cody R Smith	Somerset Golf & Country Club	B-8	(775) 787-1800
Lawrence H. Stratton	Mayacama Golf Club	B-8	(707) 569-2915
Annie M Teicher	First Tee of Monterey County	B-6	(831) 442-6922
Jesse A Telian	Schaffer's Mill Club	B-8	(530) 582-6964
Michael Y Usuki	Coyote Creek Golf Club	B-8	(408) 463-8024
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
Matthew B. Williams	Granite Bay Golf Club	B-21	(916) 791-5379
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
Michael P. Winkenbach	Chuck Corica Golf Complex	B-4	(510) 747-7800
Miranda M Wiss	Half Moon Bay Golf Links	B-8	(650) 726-1800



PGA

Northern California Section

New Members: 18			
Name	Facility	Class	Facility Phone
Brandan L. Albee, PGA	Spyglass Hill Golf Course	A-8	(831) 625-8563
Keith A. Berry, PGA	Riverside Golf Course	A-8	(559) 275-5900
Scott J. Beville, PGA	Lakeridge Golf Course	A-8	(775) 825-2200
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
Robert Patrick Donson, PGA	Pebble Beach Golf Links	A-8	(831) 622-8723
Thomas J. Duncan, PGA	Dayton Valley Golf & CC	A-13	(775) 246-7888
Chang Nounng Han, PGA	Fremont Park Golf & Practice	A-6	(510) 790-1919
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
Urian Y. Kim, PGA	Pebble Beach Golf Links	A-8	(831) 622-8723
William G. Manning, PGA	The Olympic Club	A-8	(415) 404-4333
Lewis Pattullo, PGA	Meadow Club	A-8	(415) 456-9393
Jason W. Petrilena, PGA	Hidden Valley Country Club	A-8	(775) 857-4735
Jeffrey A. Ponce, PGA	GolfTEC - Foster City	A-6	(650) 595-4653
William P. Reibel, PGA	Burlingame Country Club	A-8	(650) 342-0750
Brian C. Thompson, PGA	The Olympic Club	A-6	(415) 404-4333
Leonard A Ventimiglia III, PGA	18Birdies	A-24	(408) 489-9250

Transfers INTO Section: 22					
First Name	Last Name	Class	Employer Name	Work Phone Number	Previous Section
Kristen	Allard	B-1	River Island Country Club	(559) 784-9425	Southwest
Gabriel	Altshule	A-1	Salinas Fairways Golf Course	(831) 758-4653	Southern Cal
Christopher	Annicella	B-8	Timber Creek Golf Course	(916) 774-3850	Southwest
Danny	Garner	A-9	Morgan Golf Management LLC	(816) 585-8114	South Central
John	Gazaway	A-1	Raven Golf Club at Three Peaks	(970) 262-3636	Colorado
Max	Langston	LMC			Georgia
Kirby	Lee	A-1	Winchester Country Club	(530) 878-3001	Southwest
Stephen	Lin	B-8	The Olympic Club	(415) 404-4333	Utah
Andrew	Loughrin	A-6	GolfTEC - Pleasanton	(925) 225-0444	Southern Cal
Emmett	Markulis	A-1	Baywood Golf & Country Club	(707) 822-3688	Aloha
Michael	Nicoletti	B-8	Granite Bay Golf Club	(916) 791-5379	Southern Texas
Danielle	O'Keefe	B-8	Presidio Golf Course	(415) 561-4661	Southern Cal
Todd	O'Neal	LM			Aloha
Kevin	Quinn	A-12	Simpson University	(530) 226-4520	Pacific Northwest
Joseph	Reilly	A-9	Legacy Sports & Entertainment	(925) 949-9937	Tennessee
Kevin	Roman	A-14	Monterey Peninsula CC	(831) 372-8141	Georgia
Anthony	Roth	A-8	Martis Camp Club	(530) 550-6020	Southern Ohio

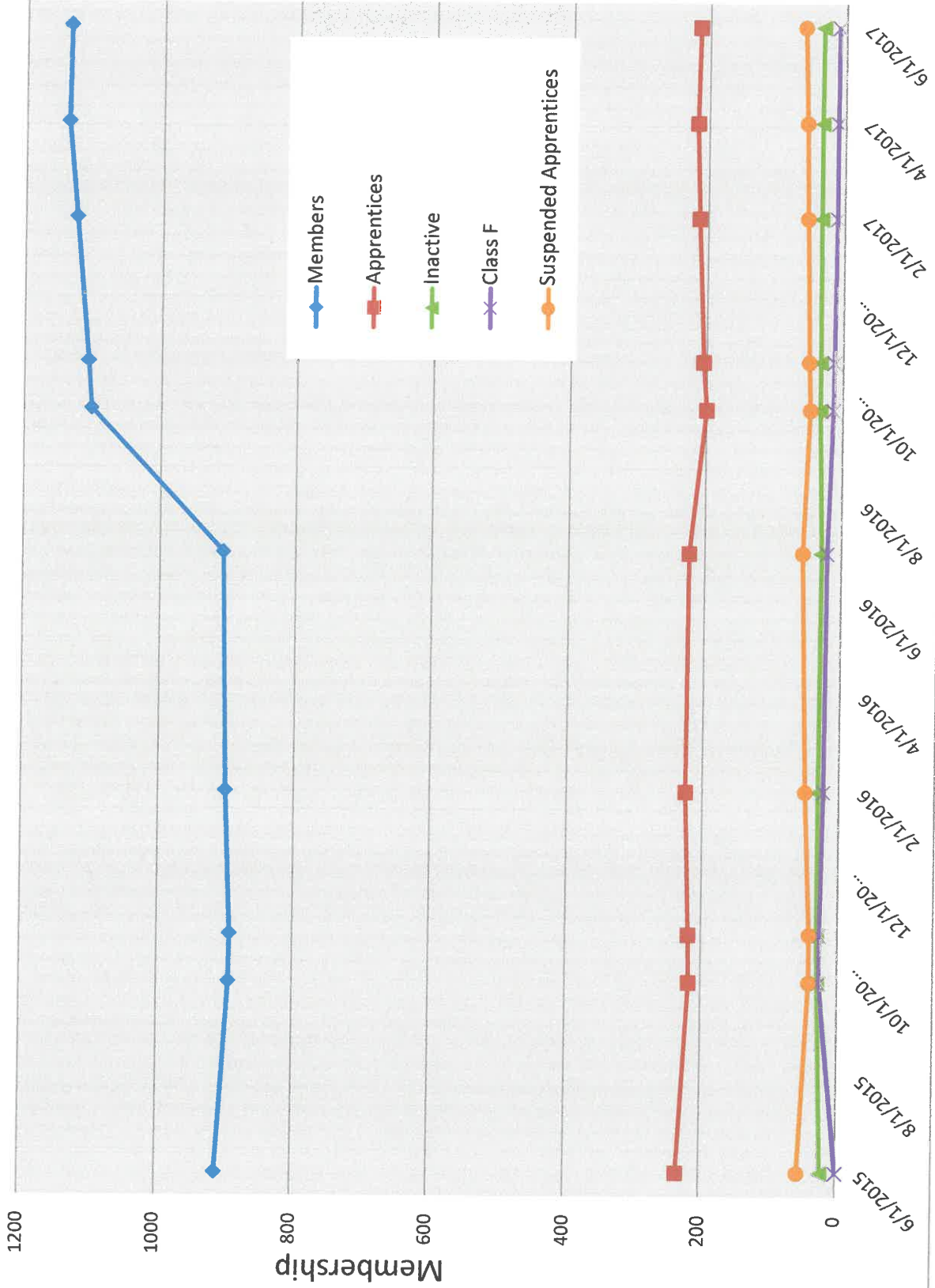


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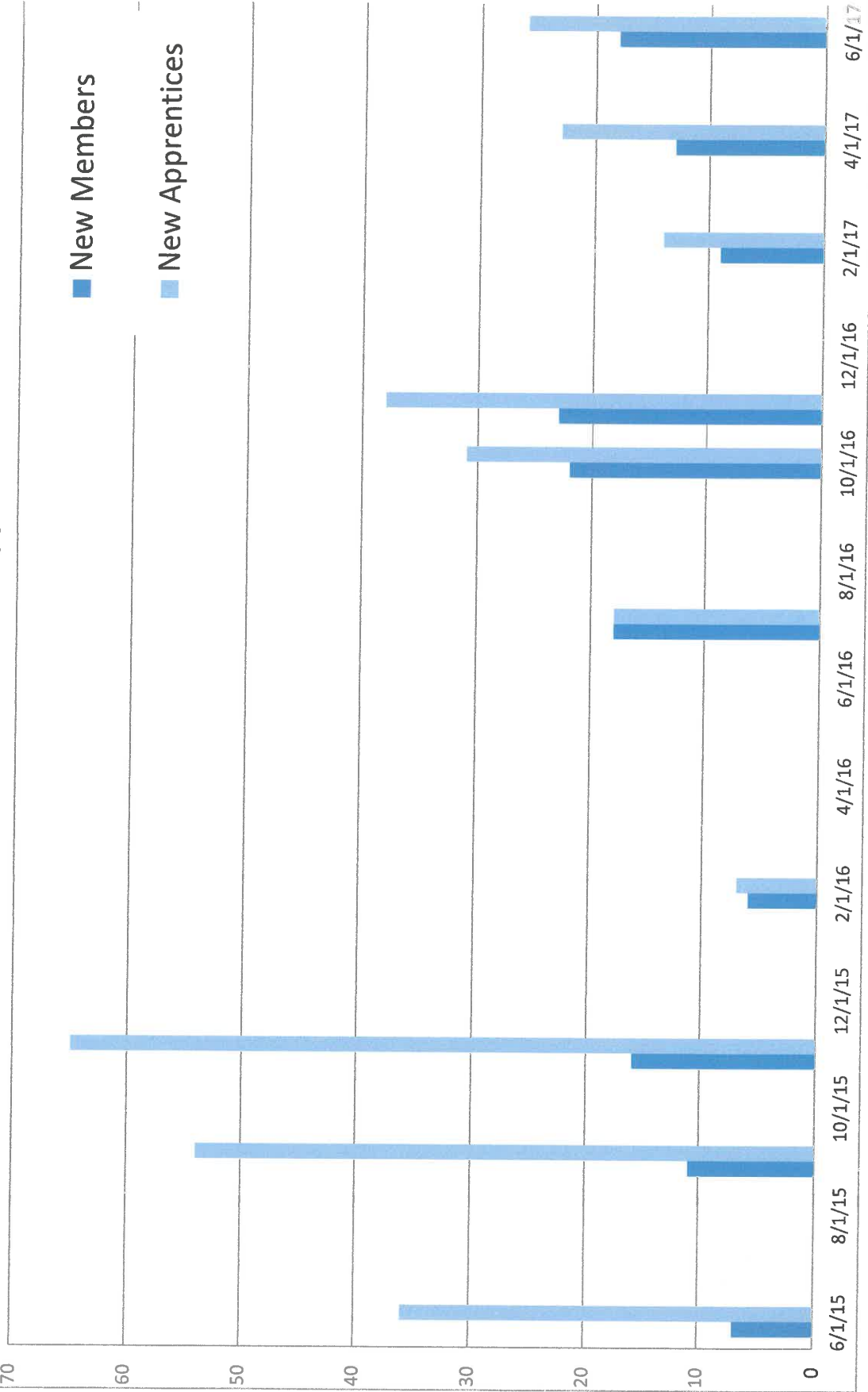
Northern California Section

Denton	Scott	A-8	San Juan Oaks Golf Club	(831) 636-6115	Alabama – NW FL
Patrick	Steffes	A-8	Burlingame Country Club	(650) 342-0750	Wisconsin
Andrew	Stoterau	A-1	TPC Harding Park	(415) 664-4690	Iowa
Paul	Vasquez	A-8	Del Rio Country Club	(671) 688-3147	Unaffiliated
Gary	Wishon	LM			Southern Cal

NCPGA Membership Dashboard



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 has just over 600 juniors that are members through late June; 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.
- We are almost complete with the 12 month player of the year race. It will wrap up at the end of July with the Tour Championship.
 - Of all the events we have run this year all but two have been full fields; most coming in right at the absolute max of 120 players.
 - Most of these events are also running deep waiting lists; this is good as it shows high demand but also shows opportunity as we don't want to leave players out of events too often.
- We are currently working to develop a plan for next year that will include some break out events for the different flights in an effort to accommodate all players.
- 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.
- Junior Tour membership is \$60 and all the golf tournaments are \$130.



PGA

Northern California Section

2017 NCPGA Section Schedule of Events

July 2017

Monday, July 17, 2017

The Psychology of Tournament Golf

Wednesday, July 26, 2017

Barracuda Championship Pre-Qualifier :: Open Events & Qualifiers

Thursday, July 27, 2017

Barracuda Championship Pre-Qualifier :: Open Events & Qualifiers

Monday, July 31, 2017

AA Medal Play 6 :: Assistant Apprentice Division

Monday, July 31, 2017

Barracuda Championship Open Qualifier :: Open Events & Qualifiers

Monday, July 31, 2017

Ellie Mae Classic Qualifier :: Open Events & Qualifiers

August 2017

Sunday, August 06, 2017

Golf Partners for HOPE :: General Events

Monday, August 07, 2017

Cameron Park Pro-Scratch :: General Events

Monday, August 14, 2017

AA Assistants Championship :: Assistant Apprentice Division

Monday, August 14, 2017

The First Tee of Tri-Valley Annual Pro-Am :: General Events

Monday, August 14, 2017

The Langley A Tribute to Legends Charity Pro-Am :: General Events

Monday, August 21, 2017 - Wednesday, August 23, 2017

NCPGA Professional Championship* (SECTION EVENT) :: NCPGA Section Tournaments

September 2017

Monday, September 11, 2017 - Thursday, September 14, 2017 Northern California Open* (SECTION EVENT) :: NCPGA Section Tournaments

Monday, September 18, 2017 - Wednesday, September 20, 2017

Senior Northern California Open* (SECTION EVENT) - TENTATIVE :: NCPGA Section Tournaments

Tuesday, September 19, 2017 - Wednesday, September 20, 2017

NCPGA CPP 2 Day Workshop :: MSR & MSR Opportunities

Tuesday, September 26, 2017 07:00am

Safeway Pre-Qualifier :: Open Events & Qualifiers

2017 Semi-Annual Meeting Board of Director Schedule

Attire – Navy Coat, Khaki or Gray Slacks, “Optional” Shirt/Tie and Name Badge

- 5:00 PM: Check-in/Vendor Interaction, Cocktails and Hors'd'oeuvres,
- 5:00 PM: Group 1 - Meet and Greet (top of staircase)
- 5:15 PM Group 2 - Meet and Greet (top of staircase)
- 5:30 PM Group 3 - Meet and Greet (top of staircase)
- 5:45 PM: All Board of Directors - Group Picture on Stairway
- 6:00 PM: Meeting Called to Order
- 7:50 PM: Dinner
- 9:00 PM: Adjourn

Monday, July 10

For Those Playing in the: Four-Pro Scramble Tournament

- Breakfast On You Own (not sold at the golf course)
- Somersett Golf and Country Club
2019 Championship Trail
Reno, NV 89523
(775) 787-1800
- 10:00 AM: Shotgun Start
- Attire Shorts Allowed and Encouraged
- Box Lunch Provided

NCPGA Foundation Report

Foundation President, Dede Moriarty
NCPGA Vice President / Secretary

“Impacting Lives Through Golf”

The NCPGA Foundation has had a good deal of activity and growth this year. Our Board of Directors has grown to from nine to sixteen members that bring a diverse business and golf background to complement our Board.

PGA HOPE continues to be the face of our foundation. To date we have completed PGA HOPE clinics at four facilities - Cypress Lakes GC, Presidio GC, Metropolitan GC and Haggin Oaks GC. We have served nearly 150 Veterans between these sites, including new Veterans and returning graduates from our programs. **We now have 260 PGA HOPE graduates in Northern California and with the grant funds we have received we are looking forward to launching PGA HOPE Leagues in the near future. We are *growing the game, serving members* by providing revenue to facilities, and the camaraderie the Veterans are experiencing through participating in the HOPE program is life changer for many that have served our country.**

The Foundation has applied for six grants, and has so far received approval for two grants for a total of \$15,000. There is another \$170,000 in grant funding to request via another 14 grants. We have much to look forward to as these grants specifically support the growth of our PGA HOPE program.

Once again, this year we are pleased to give four PGA apprentice scholarships at \$800 each. The recipients are:

Kevin Chen, Castlewood CC
Scott Peterson, Coyote Creek GC
Nick Price, Butte Creek GC
Jonathan Wuertz, Castlewood C

The Langley, A Tribute to Legends, our premier event is on schedule for August 13th and 14th. This year's honorees are NCPGA Past President John Fry and PGA Hall of Fame Professional Hale Irwin. We are looking forward to another special celebration of golf and life at Pebble Beach.

The Langley scholarship winners for 2016 were awarded to very deserving juniors. Congratulations and \$2000 each to Sydney Ferre (girl) and Jacques Le (boy).

The NCPGA Foundation continues to *serve our members, our community, and grow the game*. **Please consider getting involved with your NCPGA Foundation**, whether it be through hosting a PGA HOPE clinic, participating in the Charity Golf Challenge, donating a quality experience for Charitybuzz, or bringing a group to the Langley and be a part of *"Impacting Lives through Golf"*.

District 11 Director Report

Scott Ashworth, PGA
District 11 Director, PGA of America Board of Directors

Aloha Members and Apprentices of the Northern California PGA. I'm sorry I am not able to attend your Summer meeting this year. It continues to be a busy and exciting time in the PGA of America. The following are some highlights:

- Scott Wellington was recently hired as our Senior Director of Section Business Operations. Scott is a welcome addition and will be focused on working through the development of a strategic plan to create greater alignment between Sections and National, ultimately helping deliver value to the membership via the Sections.
- Scott Kmiec is leading the charge in Employment Services. I'm excited about the direction our Employment services is heading with a focus on the importance of increased support at a local level, being better partners to employers, and focusing not only on filling jobs but more broadly supporting career development. It was also just recently announced that eight new Field Consultants have been added bringing the total to 18 consultants. Carol Pence will be focused on Northern California. This will allow enhanced coverage locally, and working with both employers and executive recruiters to provide greater levels of service in helping them search for the appropriate candidate.
- Chief Membership Officer John Easterbrook is now in place with a true focus on our members. John is a PGA member and will do a great job!
- Ryan Cannon was recently named the new Senior Director for PGA REACH, the 501 (c) (3) charitable foundation of the PGA of America. The mission of PGA Reach is to positively impact the lives of youth, military, and diverse populations by enabling access to PGA Professionals, PGA Sections and the game of golf. It's an opportunity to elevate the profession by showing the world how PGA Professionals have the skills, character, and capacity to make a tremendous positive impact on society. The flagship internal program for Youth is PGA Junior League Golf which has grown from 9,000 to 36,000 since 2013. The flagship program for Military is PGA HOPE (Helping Our Patriots Everywhere). The flagship program for Diversity and Inclusion is PGA WORKS Assistant Program. Sandy Cross is the Senior Director for Diversity and Inclusion and is doing an outstanding job.
- It was announced a few months ago that after extensive assessment and consideration, the PGA Board of Directors made the very difficult decision to divest itself of the PGA Center for Learning (CLP) and St. Lucie Trail Golf Club. Despite best efforts over the last two decades, we continued to operate at a significant loss at both of these properties. As we move into the future, the vision is to now focus more sharply on PGA Golf Club and its three outstanding golf courses (Wanamaker Course, Ryder Course, and Dye Course). The Clubhouse also underwent an extensive renovation and looks fantastic, especially with all the memorabilia located throughout the Clubhouse. The PGA of America is committed to PGA Golf Club and making sure our members are proud of their facility.
- Our PGA Championship is right around the corner at Quail Hollow Club in Charlotte, N.C. in August. We had a great KitchenAid Senior PGA Championship as well as KPMG Women's PGA Championship at Olympia Fields.

As always, please feel free to reach out to me anytime at (808) 639-6394 or scott.ashworth@fourseasons.com.

Mahalo,

Scott Ashworth, PGA
Director of Golf
Four Seasons Resorts Lanai



PGA

Employment Services

PGA Employment Services – Resources and Publications

- PGA.org
- PGA Jobfinder
- Employment Consultants
- Career counseling/planning
- Job search assistance
- Resume tips/samples
- Resume critiquing
- Interview tips/questions
- Contract information
- Negotiating techniques
- Sample job descriptions
- Performance review forms
- PGA Compensation Survey
- Communication templates
- Employer Hiring Guidebook
- Career Fitness Manual
- Job Hunter's Tool Kit
- Wage & Hour information
- Background checks

PGA CareerLinks

- PGA job notification service for management positions (Head Professional, Director of Golf, GM, etc.)
- Available to all PGA members and apprentices in good standing
- Create your personal CareerLinks ProFile on pga.org
- Review and update your ProFile anytime
- Receive CareerLinks notifications for jobs where your ProFile matches employer specified criteria
- Receive job notifications via e-mail or view on the pga.org Employment Center

PGA Jobfinder

Job and resume posting service for non-management positions – assistant professional, teaching professional, sales, retail, golf facility support staff, and other golf industry positions.

- **Employers**
 - Post jobs to be viewed by PGA Professionals on pga.org
 - Post entry level assistant and other golf facility jobs to be viewed by public on PGA.com
 - View resumes posted by PGA Professionals and public interested in golf industry jobs
- **Job seekers**
 - Search for available assistant, teaching, and non-management jobs
 - Set up automatic alert to receive e-mail when new job is posted that meets selected criteria
 - Post resume in Word or PDF format for assistant and teaching jobs in selected PGA sections
- **Additional features**
 - Golf courses for sale/lease
 - Civilian jobs with the military

PGA Compensation Survey (available on pga.org)

- Interactive report tool allows you to create customized compensation reports using a combination of filters:
 - Total income, base salary, benefits, lessons, merchandising, additional facility information
 - Average, median, and percentiles (10th, 25th, 75th, 90th)
 - PGA section/chapter or state (or combination of multiple sections/states)
 - Job title, facility type, fee structure, number of holes, job tenure
- Customized printable PDF reports can be created

Additional PGA resources

- PGA Best Practices
- Certified Professional Program
- Master Professional Program
- Facility Operations Survey
- Annual Budget Model
- Business Planning Course
- Golf Retirement Plus
- PGA Partner Programs
- PGA Logo / Brand

CAROL PENCE, PGA
PGA Employment Consultant
Serving the Northern California section
 (707)282-9252 cpence@pgahq.com

2017 NCPGA Top Sponsors

Capital Insurance Group	\$ 18,000
Pepsi	\$ 15,500
Elkorado	\$ 15,000
Discover Network - Pending	\$ 12,000
ClubCar	\$ 12,000
ILT	\$ 12,000
E-Z-Go	\$ 11,000
18Birdies	\$ 12,000
Golf Insurance Svcs/Epic	\$ 5,000

2017 NCPGA Foundation Sponsors

Capital Insurance Group (Foundation & JTNC)	\$ 110,000
AON Benfield	\$ 25,000
Willis Re	\$ 25,000
Golf Insurance Svcs	\$ 2,500

Changes to NCPGA Sponsors

	2016	2017	Delta
<i>Elkorado</i>	\$ 17,500	\$ 15,000	\$ (2,500)
<i>Cobra Puma</i>	\$ 2,500	\$ 3,500	\$ 1,000
<i>PXG</i>	\$ -	\$ 4,500	\$ 4,500
<i>Travis Mathew</i>	\$ 2,500	\$ -	\$ (2,500)
<i>Stuart Rentals</i>	\$ -	\$ 3,500	\$ 3,500
<i>18Birdies</i>	\$ 10,000	\$ 12,000	\$ 2,000
Net Delta			\$ 6,000

New PGAHQ Sponsors

Net Delta with PGAHQ Sponsors \$ 6,000

Prospecting/Lead Generation Update - Jeff Sanchez

NCPGA Leads

Prospecting / outreach ongoing:

- * Bank Partnership

Working to develop:

- * Heartland: Touchstone Golf (public course portfolio)
- * Heartland: Silver Creek Valley Country Club

Deal Closed:

- * PXG: \$4,500
- * Stuart Event Rentals: \$3,500

NCPGA Professional leads...

Pending:

- * 401(k) company

Jeff Sanchez Leads

Contract out for approval:

- * Perry Ellis International / Callaway Apparel: Product Trade

Pitching / have proposals:

- * TenCate Advanced Composites
- * KemperSports
- * Zero Friction

Lead referred back to NCPGA for grant writing:

- * Lockheed Martin

Following up:

- * Silicon Valley Auto Dealers Association
- * Bay Commercial Bank
- * Lockheed

Prospecting / outreach ongoing:

- * RingCentral
- * Save Mart
- * Health I.Q.
- * Alaska Airlines
- * American Airlines
- * Dignity Health
- * City National
- * Citi
- * Travis Credit Union
- * Northern California Toyota Dealers
- * Del Grande Dealer Group
- * Google Fit
- * Columbia Sportswear

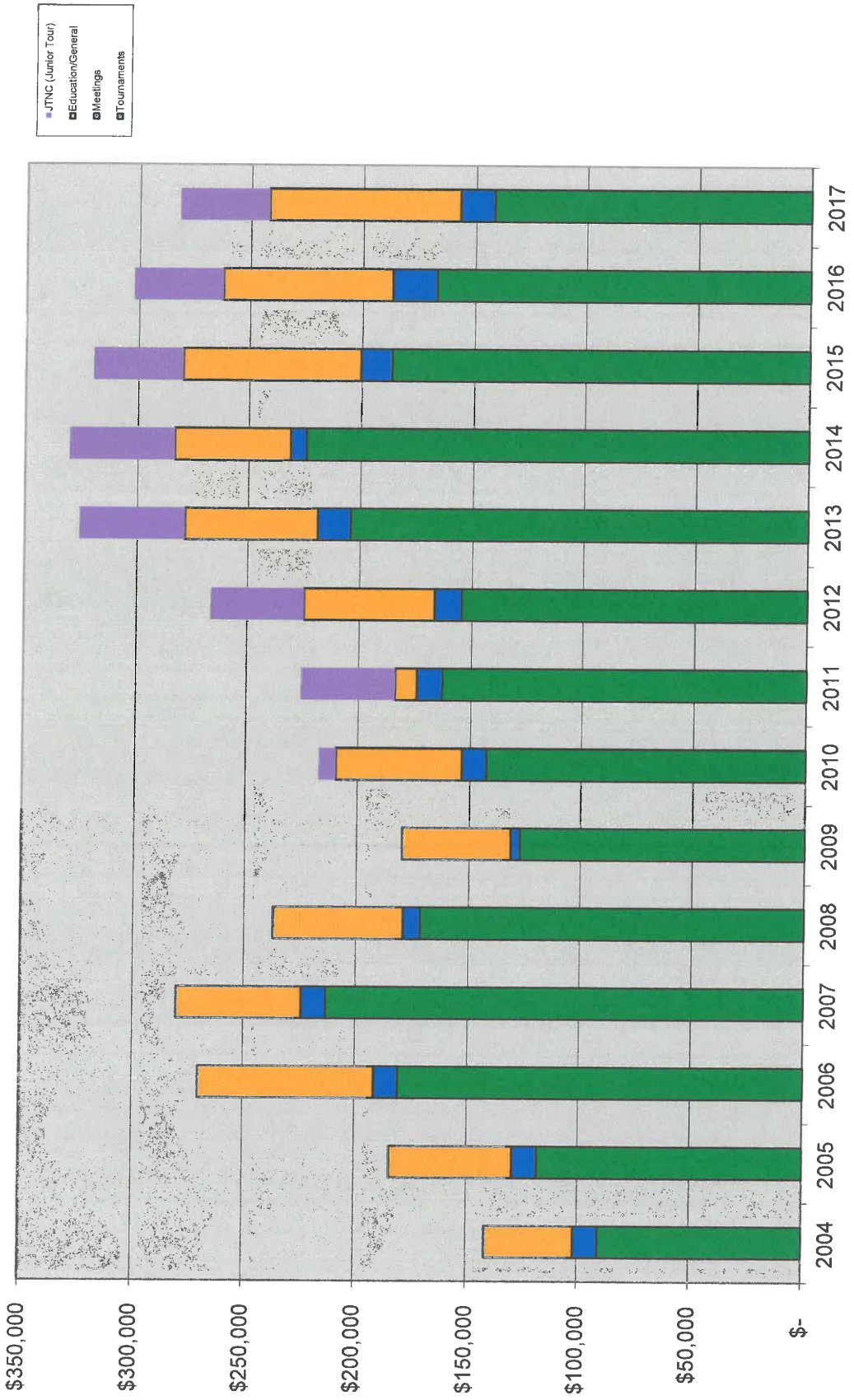
Declined:

- Sanchez
- * PG&E / PG&E Foundation
- * Title
- * Vintage Wine Estates
- * U.S. Bank
- * Adobe
- * BBSI
- * Orchard Supply Hardware
- * Kaiser
- * Stephen Silver Fine Jewelry
- * Home Depot
- * Ray Scott (high net worth contact)
- * AudioEngine USA (speakers)
- * NIKE (Rick Gielow)
- * Southwest Airlines

Section

- *Maui Jim - wanted exposure for product only
- *Ernest Sports - Possible for future
- *Global Golf Post - No response; multiple attempts

Nor Cal PGA Fundraising Dashboard as of June 30, 2017



6/27/2017

Confidential

Player Development & Membership Services Report

Brian Rich
Player Development & Membership Services Director, NCPGA

2017 has been a very busy year with my relocation from the Sun Country Section PGA to the Northern California Section PGA as the Player Development and Membership Services Director. I have hit the ground running since my employment in March and things are rolling along smoothly. Below are a few of the highlights from the past three months.

Highlights include:

- **Drive, Chip, and Putt:** The Drive, Chip, and Putt season is in full swing with eight local qualifiers completed and two Local, two Sub Regional and one Regional qualifier upcoming. We will complete Local qualifying on July 13th at Spring Creek GC and begin Sub Regional qualifying with Coyote Creek GC on July 25th and Haggin Oaks GC on July 27th. The Regional qualifier will be hosted at The Olympic Club on September 9th. We are projecting to impact 1565 junior golfers over all the qualifiers in 2017.
- **PGA Junior League:** PGA Junior League is doing very well in the Northern California Section PGA. 2016 was a great season, capped off by a National Championship from the Las Positas team captained by Jeff Debenedetti, PGA. The 2017 season is underway and we are preparing for the upcoming postseason. As of May 2017, we had 75 total captains and 992 PGA Junior League players. We are currently searching for a facility to host the Northern California PGA Junior League Final Four. This event will be the final stop for our section teams before making their way to the Western Regional at TPC Harding Park on September 16th-17th.
- **Committees:** Over the last couple of months I have been working on projects with the Junior Golf Committee and Player Development Committees. The Junior Golf Committee has been working on finalizing the section's Golf in Schools Program. They are in the final stages of preparing a presentation for the 2017 Annual meeting. The Player Development Committee is working on finding an initiative to call their own. There are many Player Development initiatives going on throughout our section as well as the PGA but the committee feels they are missing something. Over the last few meetings, the committee has been brainstorming about what the missing initiative is and how they can create something to alleviate it.
- **Chapters / Divisions:** The Chapter and Division tournament seasons are well underway. Over the past three months I have had the opportunity to reach out and meet many of the representatives from the chapters and divisions pertaining to various topics and issues. This month we are looking forward to some great playing opportunities as well as educational seminars.

I look forward to the rest of the 2017 season and what it has offer. I am extremely excited to be part of the Northern California Section PGA and can't wait to meet all of the membership.

Brian Rich

BAY AREA CHAPTER

Jeff DeBenedetti, PGA

President

The 2017 Bay Area Chapter Board of Directors consist of President Jeff DeBenedetti, Vice President Dave Solomon, Secretary Scott Steelman, and At Large Members, Tim Burr, Matthew Mores, Hae Lee, as well as John Vest Past President.

The 2016-17 Winter Tour Series was a success generating a lot of interest from our Chapter members. I would like to thank Ruby Hill CC, Coyote Creek GC, Sequoia CC, Castlewood CC, Las Positas GC, Stonebrae GC, and Blackhawk CC as well as their staff for hosting events. Staff and courses both exceeded our expectations. The Winner of the 2016-17 Winter Tour Series Champion was Matt Mores.

Our goal for the Winter Tour is to allow players the opportunity to network with fellow PGA Members and Apprentices while playing some competitive golf. Congratulations to Scott Steelman from Las Positas for winning the Winter Tour Points Race.

The BAC also looks forward to defending it Title at the 6 Chapter Challenge to be held in August. The Chapter will be sending the top point getters to represent the chapter at this year's event.

I would also like to thank our sponsors and vendors who came out to support our events. Andy Paisal and PUKKA, Greg Ciavarelli from Cleveland Srixon, SCNS Sports Foods, GT Golf, and Bobby Schultze with Oakley Golf.

2018 We look to continue our Winter Tour Series events, as well as continue to play an active role in the apprentice outreach program.

Be sure to join us for the 2017-18 BAC Winter Tour.

NORTHCOAST CHAPTER
NORTHERN CALIFORNIA PGA

We have finally started some good normal summer weather here along the North Coast. After a very long winter and spring filled with a good amount of rain, we are pleased to see people coming out to play.

The weather has had an impact on play at all our facilities with well above normal rainfall we have experienced this year. We have had to reschedule a couple of pro-am's due to rain and course conditions from spring to summer. We have one of our biggest events, the Baywood Pro-Am coming up on July 17-18 and look forward to having other Professionals make the trip up to enjoy a couple of days of golf in the cool summer conditions on the coast. We are looking forward to a great summer of golf here along the North coast for all of our facilities in the Chapter..

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



PGATM

Northern California Section

Sierra Nevada Chapter PGA

May 25, 2017

10:00-11:00am – Montreux Golf & Country Club

Called to Order by Ward Sutton

In attendance: Fred Elliott, John Hughes, Zach Jonas, Gus Jones, Michael McCloskey, Ward Sutton, Greg Wenzel

1. Ward Sutton- President's Report
 - A. General Discussion on PGA Hope
 - i. Event will be held July 2-3
 - ii. August 7 fundraising event
 - B. PGA 6 Chapter Challenge
 - i. Section discussion moving event from the morning of the semi-annual meeting to the day before the Section Stroke Play at El Macero
 - C. Brian Rich has replaced Marshal Cusey at the NCPGA section office
 - D. Ward announces candidacy for NCPGA Secretary position
 - E. New policy is being put in place for new apprentices
 - i. Must complete orientation to be eligible to play events
2. Greg Wenzel- Vice President/Secretary
 - A. Chapter balance is \$10,500.
 - B. Apprentice Scholarship Bank Balance of \$338
 - C. Sierra Nevada Chapter has 21 members currently signed up. Chapter Membership starts June 1.

3. Greg Wenzel – Tournament Report
 - A. Latest Results
 - a. Inaugural Darkhorse Pro-Am was a success
 - b. Washoe Pro-Am hosted 15 pros and 18 teams
 - c. Stuart Smith won Chapter Match Play at Grizzly Ranch
 - B. Upcoming Events
 - a. Events include Season long match play, Lakeridge pro-am, and Grizzly Ranch Pro-Am
 - b. Genoa Lakes Ranch Pro-am cancelled
4. Education Report- Zach Jonas
 - A. 2017 education
 - i. July 17 with Dr. Cook at Martis Camp and Grays Crossing
 - ii. Section CPP at San Jose CC in September
 - iii. Gus Jones on October 12
5. Junior Golf Update- Gus Jones, Fred Elliott
 - A. Shelly Wright thanks everyone for a successful Fred and Judy Alexander
 - i. 500 Kids participated
 - B. Drive Chip and Putt Date will not run in succession with Barracuda Championship
 - C. PGA Junior League
 - i. Continue to build of successful 2016 season, many teams already registered
 - D. Truckee Golf in Schools
 - i. Expanded to 5 schools in 2017. Program will target 3rd and 4th graders in 2017. Target 3-5th grade in 2018.
 - E. High School Golf
 - i. General discussion of USGA officials in High School Events. Building PGA influence
6. New Business
 - A. None

Adjourn 11:00am

Respectfully Submitted by Secretary Greg Wenzel

(60)



PGA

Northern California Section

To: Board of Directors
Northern California Section of the PGA of America

From: Len Dumas, PGA
Honorary President
Chair, Past President's Committee

Re: NCPGA Hall of Fame Development

July 3, 2017

The Committees second conference call was held on Monday, June 19 at 10AM. Present on the call were Past Presidents Menchinella, Wilcox and LaGoy, as well as NCPGA Vice President Dede Moriarty and NCPGA Section Executive Director Chris Thomas

Great strides have been made in the refinement of eligibility criteria, selection committee composition, timing of the process, announcement and celebration, as well as discussion of the class of initial nominees.

Discussion has been lively and thorough given the extensive history of the NCPGA and that this process looks to catch-up an organization that has nearly 100 years of experience.

To exemplify, we have discussed, in terms of eligibility, number of years as an NCPGA Member; contributions and experience; the origin of the nomination; the areas that validate the nomination, such as service, playing, instruction, merchandising and player development.

The composition of the Selection Committee has been refined, as well as the process of nomination submission, review of documents, and voting process.

Finally, the initial class. Keeping in mind the origin of the NCPGA Section (receiving charter in 1924), there have been over 70 nominations. It is also quite exciting that current NCPGA Section Members have been nominated by their peers.

As we continue to discuss and finalize, we do expect a submission for NCPGA Board of Directors review at the October 2017 meeting.

I cannot thank the Past Presidents, our current Officer's and Executive Director enough for their participation, input and insight to this project.

Respectfully submitted,

Len Dumas, PGA
Honorary President
Chair, 2017 Past President's Committee

(Lal)



PGA

Northern California Section

NCPGA Education Committee Call Minutes May 5th

Members Attending: Scott Prenez, Morgan Davies, Zach Jonas, Ward Sutton, Gus Jones,

Agenda Items

- Pro Perspective Event
 - Prior subcommittee has been assembled and still waiting on responses from previous members.
 - Have the event in early 2018 or alternate years with the Player and Teach Development Forum.
 - January 2019 Pro Perspective Event target date.
 - Centrally located? Sacramento area is a good idea and possible location would be TopGolf.
- David Cook Event
 - Communications from section office on promotions. Start promotions by May 15th.
 - Gus will be contacting Ellen and Brian to update BlueGolf page and create communications to be sent to membership.
- CPP 2 Day Seminar Update
 - September 19-20 San Jose Country Club
 - Topic: Golf Club Operations
 - Registration will open 90 days before the event.
 - 16-20 Pros max
 - Classroom activity instead of online activity with hopefully entice more participation.
- Player Development Workshop Update
 - Monte Koch & Ted Eleftheriou
 - One and half day workshops
 - October 16-17 Contra Costa
 - October 18-19 Montreux Golf & Country Club
 - Registration will open 90 days before the events.
- Annual Meeting Education Ideas
 - Lynn Swann

- Chris Thomas has reached out and we feel positive he will attend.
 - Nothing planned for the Semi-Annual Meeting
- November 1 or November 8 – Teachers Teaching Teachers possible events.
- Apprentice Orientation
 - Creating an environment where Apprentice are more involved in the Section through education, meetings and tournaments.
- Open Forum
 - Balanced Calendar of events.



PGA

Northern California Section

NCPGA Teaching Committee Call Minutes

April 21

Members Attending: Don Leone, Ward Sutton, Ben Alexander, Gary Monisteri, Don Allio, Brian Rich

Survey Results from Player and Teacher Forum

- Everyone leaves halfway through the second day.
- Alternate years
- Thoughts on having the event at an outdoor facility.
 - Could do either indoor or outdoor
 - First day indoors
 - Second day outdoors
- Thoughts on moving dates
 - Spring (possibly better weather)
- Don't give sign in/out sheet until afternoon session on second day
- Upgrade on the food

Teaching Competition

- Out for this year because couldn't negotiate terms with NCGA.
 - Expanding the purse and paying out more players
 - NCGA raised the fee for communication expenses and wanted to increase the 1st place prize.
- Renegotiate with NCGA to continue the competition for next year.
- Section should be responsible for negotiating the event. (Cameron)

Player Development Workshop

- Monte Koch and Ted Elftheriou will be presenting.
- Communications to come later in the year once event is finalized.

Teachers, Teaching Teachers

- Bay Area event
- Focus on Women teaching in the section.
 - Julie Inkster

- Patty ?
- Appearance Fee?
- Possible Dates – Early November, Wednesday (1st or 8th)
- Possible Location – Links at Mariners Point (Gary Monisteri)
- 30-40 people
- Bring own food, bbq, food truck
- 9:00 AM – 3:00 PM

Action Items

- Gary Monisteri will reach out to Mariners Point about Teachers, Teaching Teachers event.

- Adding more members to the Teaching Committee
 - Send out email to section members to see if anyone wants to join the committee.
 - Should we encourage interested committee members to listen into the next call?
- Schedule a possible Face-to-Face committee meeting?

NCPGA Junior Golf Committee Chairman's Report

June 27, 2017

Committee Members:

- Meredith Loosse, Woodcreek Golf Club, Committee Chair
- Bill Troyanoski, Board of Directors, Half Moon Bay Golf Links
- Don Leone, Coyote Creek
- Gus Jones, Martis Camp
- Matt Plumlee, GolfTec
- Shelly O'Keefe, Spring Creek Country Club
- Don Leone, Coyote Creek GC
- Anthony Maestrini, Half Moon Bay Golf Links
- Jeff DeBenedetti, Las Positas Golf Course
- Brian Rich, Director Player Development, NCPGA
- Chris Thomas, Executive Director NCPGA

Committee Objectives:

- 1) Create a comprehensive roadmap for Junior Golfers throughout the NCPGA that begins with introduction in our schools through college graduation.
- 2) Initiate a Golf in Schools Program that links to after school programs taught by PGA Professionals
- 3) Promote PGA of America Junior Player Development programs

2017 Overview:

The Junior Golf Committee met twice in 2017 to advance the committee's objectives and promote growth in junior golf. The committee's primary focus is to provide support for PGA Junior League expansion and growth and the development of golf in school program that leads to after school programs offered by our membership.

The Committee met in person on April 18th at Las Positas G.C. in Livermore. The committee made a final decision on the golf in schools curriculum and developed a professional bio form. A new chair, Meredith Loosse, PGA was elected.

We had phone meeting on June 26th. This meeting we decided to postpone presenting the Golf in Schools program to the Annual Meeting in December. The plan is to put the final branding to the presentation and meet one last time on August 9th to launch the project to the general membership.

Respectfully Submitted,

Meredith Loosse
Junior Committee Chair

(66)



PGA

Northern California Section

Junior Golf Committee Meeting

April 18, 2017

Committee Present: Don Leone, Matt Plumlee, Shelley O'Keefe, Jeff DeBenedetti, Bill Troyanoski, Meredith Loosse, and Brian Rich

Reviewed Action Items and from December 12th meeting.

1. Refined notes for the Golf in Schools Program (Completed)
2. Create a Curriculum for the Golf in Schools Program (Completed)
3. Reviewed samples of programing for Golf in Schools programs that already being executed: Don, Shelley, Meredith and Jeff's programs. (Completed)
4. What kind of guidelines would be need to be created to present the Golf in Schools Program to Athletic Directors. (Completed)
5. Determine 6 Piot PGA professionals to add to the committee. (Still in Process)

Meredith brought up a great point before starting the process of creating the curriculum for the Golf in Schools program, which was, "To make this program and process as easy and simple for the Professionals to run their own program".

The Committee then created the overview of the Golf in Schools program which will be refined before presenting to the Section's membership at the Semi-Annual meeting.

Golf in Schools Program

In School Programing

- Intro / Bio page about the Professional
 - Template of program information
 - PGA Background Check
 - TB Test
 - Parent Wavier
- Overview / Class Guidelines
 - Program Overview*
 - This program is for grades K-12
 - Recommended class size 30-35 juniors
 - Recommended length of class 45 minutes or equivalent to one period
 - Instructors will consist of a PGA Professional (PGA Member and/or Apprentice) & PE Teacher
 - This will be a six week program that will take place one day each week
 - Price ?? (Target Price of \$5 per junior per class)
 - Will need a field or gym for the program to be executed
 - Equipment will be provided by the PGA instructor

Class Guidelines

- School handles all transportation of students to and from school. (For program at golf facility)

(67)

- Students **MUST** be accompanied by a teacher at **ALL TIMES**.
- Students will make payments to their teacher prior to the beginning of the first class.
- Teacher will pay the PGA instructor or golf facility.
- Golf Safety will be explained at the beginning of the first class and will be strictly enforced.
- Students will be asked to leave the course if their behavior is being detrimental or disruptive to the group or program.
- This program is designed to foster not only an educational environment but to be a fun activity as well.
- Parent / Child Waiver
- Program Curriculum
 - Day 1
 - Athletic Development
 - Stance / Swing Sequence / Parts of the Club
 - Why – Body awareness and relationship to the golf swing.
 - Day 2
 - Aim / Target / Shot Shaping
 - Golf Definitions
 - Why – Alignment and speaking the language of golf.
 - Day 3
 - Full Swing review / Pitching
 - Why – Sizing the Swing to produce different distances.
 - Day 4
 - Scoring / Chipping Basics
 - Why – Development of fine motor skills and understanding distance control.
 - Day 5
 - Putting Basics / Green Rules
 - Why – Missing
 - Day 6
 - Skills Challenge / Knowledge Test
 - Why – Ensure players retain knowledge of program.
- Golf Instruction / Life Skills / Equipment
 - Golf Instruction
 - Stance / Swing Sequence / Parts of the Club
 - Alignment / Target / Iron Play
 - Full Swing Review / Pitching
 - Scoring / Chipping Basics
 - Putting Basics / Green Rules
 - Skills Challenge / Knowledge Test
 - Life Skills (These life skills will be presented throughout the program)
 - Integrity
 - Character
 - Responsibility
 - Courtesy
 - Intuition
 - Judgement
 - Equipment List & Budget Considerations
 - SNAG \$3000
 - US Kids \$40/club (wedg-7iron \$1050)
 - Callaway Foam Balls - \$75, approximately 400 needed for class
 - Indoor Option (Mat or Carpet)

- Outdoor Option (Grass or artificial turf)
- Targets (Hula-hoops)

Next Steps – Action Items

- On course / facility program outline
- Elements of the PGA Professional Bio page
- How will this be presented to the Section membership at the Semi-Annual meeting in Reno?
- Create and determine revenue data to share with the program

Next meeting will be on June 8th at a location TBD.



PGA

Northern California Section
Board of Directors

Dear

Members of the Northern California Section PGA Board of Directors help direct and make an impact on the future of the Association. At-Large Directors, elected to term by the voting membership, serve as the voice of fellow PGA Professionals and Apprentices in our Section. At-Large Directors work cooperatively with the Section's officer core, fellow members of the board of directors, Section staff, and the general membership.

If you are interested in serving the Association in this manner, then consider serving on the NCPGA Board of Directors. There will be three At-Large Director seats (three year terms) and one additional seat (to complete the term of the director-elected Secretary) open for occupancy on the 2018 NCPGA Board of Directors.

These seats are due to terms ending by the following Directors:

- Mike Dowd, PGA (Oakdale Golf & Country Club)
- Ward Sutton, PGA (Hidden Valley Country Club)
- Ed Winiecki, PGA (San Jose Country Club)

Eligibility: You must be a Class A or Life Member in good standing to be eligible for these At-Large Director seats.

Nominations: If you are interested in becoming a director or would like to nominate another PGA Professional, please contact Honorary President Len Dumas, PGA at len@contracostacc.org or (925) 798-7135.

Candidate Statements & Headshot: A candidate statement and headshot must be provided in order to be placed on the official ballot. Please email your statement and headshot to Ellen Lalande at elalande@pgahq.com.

Deadline: Nominations Close and all headshots are due to the Section Office on Wednesday, August 30, 2017.



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NCPGA Secretary Voting Process
(Approved at the Board of Directors Meeting July 10, 2016)

1. As stipulated in the NCPGA Constitution & Bylaws – Article 7.1 ELECTION OF OFFICERS AND TERM OF OFFICE, in order to run for the Secretary position, candidates must be originally elected on the Board of Directors as an At-Large Director.
2. The Board of Directors will be the voting body for the election. The election will be conducted at a Board of Directors meeting. The date, location and time of this meeting will be determined by the President. Proxy votes not an acceptable form of voting.
3. Each candidate will be given 5 minutes to address the Board of Directors and review with them their respective candidate statements. All other candidates must leave the meeting room and allow each candidate their respective private time with the Board of Directors.
4. A paper ballot will be used for voting.
5. You may vote for yourself.
6. The Honorary President and President will count the ballots.
7. A simple majority vote is needed to be elected to office.
8. The Honorary President will announce the results to the Board of Directors and General Membership.



Tournament Committee Call

8:30 AM Wednesday, June 21

Minutes

Present: Stuart Smith, Shawn McEntee, Dave Carr, Joe Dolby, Dennis Tuhn

Staff present: Cameron MacGregor

The Match Play Championship was reviewed. The qualifying process for this year's event was changed in order to assure the field size of 64 was reached. This year's event with 57 players fell short of the goal and a 32 player Championship idea was introduced. The new format would result in the starting field of 32 players with qualifying in the morning and first round matches to begin in the afternoon, the remaining matches to be played the following two days. The qualifying round **would not** be considered a Pro Series event and the posted qualifying scores would count towards qualifying and match play seeding only, with no purse disbursement or POY points assigned for those scores.

NCPGA Tournament Rules and Regulations state the qualifying round for the NCPGA Match Play Championship be a Pro Series event. To remove the requirement for the Match Play Championship Qualifier being a Pro Series event requires approval of the NCPGA Board of Directors.

Staff will draft a proposal for a 32 player field with same day qualifying for the Match Play Championship and present to the Tournament Committee for an electronic vote. If approved, it will be presented to the NCPGA Board for approval at the Semi-Annual meeting.

Cal State Club Pro Championship was reviewed. Although the event is well received by players, the player count has dropped off the last two years. Without higher field size, the event may lose sponsorship which would further damage the event. A sponsor (Titleist) suggested they could bring in 10-12 teams from the Pacific Northwest Section. Dates are set for 2018 (June 4-5th). Staff will contact the Southern Cal Section with the dates for the 2018 Cal State Club Pro for them to publish.

The new year long Sr.-Jr. Match Play Championship bracket set. Matches to be completed by July 15th.