



PGA

Northern California Section

BOARD OF DIRECTORS MEETING AGENDA
October 23rd, 2017
Contra Costa Country Club, Pleasant Hill

Conference Call Information – (1-888-394-8197) / Pass Code: 396961

- 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 – July 9, 2017 – P.3-10*
- VI. President’s Report – Bill Troyanoski, PGA**
 1. *Review Action Item and Request Log – P.11-12*
 2. *PGA Annual Meeting*
 3. *Committee Conversion – P.13-14*
 4. *Diversity and Inclusion – P.15-16*
 5. *Napa Fires/Hurricane Harvey Support*
 6. *2020 PGA Championship*
- VII. Vice President’s Report – Dede Moriarty, PGA**
 1. *Nine Months Ending September 30, 2017 –P.17-22*
 2. *2017 Forecast/2018 Budget Schedule*
- VIII. Secretary’s Report – Dede Moriarty, PGA**
 1. *Membership Report – P.23-28*
 2. *Membership Dashboard – P.29-30*
 3. *By-Laws - Task Force Update*
- IX. Executive Director/COO Report – Chris Thomas, PGA**
 1. *Section Operations Update*
 2. *NCGA Update*
 - *JTNC Update –P.31*
 3. *CAG Update*
 4. *Upcoming Events –P.32*
 5. *NCPGA Annual Meeting Itinerary – P.33*
- X. NCPGA Foundation Report – Dede Moriarty, PGA**
 1. *2017 Update*

XI. PGA of America Reports

1. *District Director – Scott Ashworth, PGA – 34*
2. *Employment Services – Carol Pence, PGA*

XII. Section Reports

1. *Assistant Executive Director – Nancy Maul – P.35-36*
 - *Independent Contractor Business Development – Jeff Sanchez*
2. *Player Development & Membership Services Director – Brian Rich –P.37*

XIII. NCPGA Chapters

1. *Bay Area – Jeff DeBenedetti, PGA – P.38*
2. *Monterey – Pat Jones, PGA – P.39*
3. *North Coast – Greg Henderson, PGA – P.40-41*
4. *North State – Mike Galli, PGA – P.42*
5. *San Joaquin – Jeff Palmer, PGA – P.43*
6. *Sierra Nevada – Travis Alley, PGA – P.44-45*

XIV. Committees & Task Forces

1. *Apprentices/Mentoring – Ward Sutton, PGA*
2. *Awards – Mark Naylor, PGA– P.46*
 - *Diversity in Golf Award – Ed Winiecki – P.47-48*
3. *Business Development/Sponsorship Committee – Jeff Sanchez*
4. *Past President's/Business Development Committee – Len Dumas, PGA*
 - *NCPGA Hall of Fame – P.49-53*
5. *Communications/ Public Relations – Ed Winiecki, PGA*
6. *Education – Ward Sutton, PGA – P.54-55*
7. *Teaching – Don Leone, PGA & Ward Sutton, PGA – P.56-57*
8. *Growth of the Game – Mike Dowd, PGA*
9. *Junior Golf – Meredith Loosse, PGA*
10. *Nominations & Elections – Len Dumas, PGA*
 - *At-large Directors Election*
 - *Secretary Election –P.58*
11. *Policies & Procedures – Bill Troyanoski, PGA*
12. *Tournaments – Stuart Smith, PGA – P.59*
13. *Chapter Representatives – Ward Sutton, 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

July 9, 2017

Eldorado Resort Casino – Reno, Nev.

Conference Call Information

Toll Free: (866) 244-8528 / Participant Passcode: 697369

Board Present: Bill Troyanoski, Dede Moriarty, Len Dumas, Jessie Walker, Nick Bailey, Ward Sutton, Dennis Tuhn, Ed Winiecki, Dan Brace, Jeff Palmer, Paul Wilcox, Mike Dowd, Jim Kepler, Shawn Kelly

Past President: Bob Young, Shim LaGoy, Tracy Stansberry

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

Guests: Carol Pence, Jeff Sanchez

I. Meeting called to order at 1:02PM by President Bill Troyanoski

II. Invocation led by Honorary President Len Dumas

III. Past President's Comments

1. PP LaGoy stated that he was encouraged to see the growth in the Section and Board.
2. PP Stansberry expressed thanks and appreciation for having him.
3. Director Wilcox commended everyone for their great jobs. Shared that Bruce Lewis has accepted a new job in Idaho and congratulated Dede for her article in *PGA Magazine*.
4. PP Young expressed appreciation for great leadership, commending Executive Director Thomas for his leadership. Reminded Board that decisions we make affect the Section, particularly in District 11 candidate selection.

IV. Action Items

1. Minute Approval – April 24, 2017
 - i. Meeting omits action item. Executive Director Thomas and Director Sutton will get together and add.
 - ii. Motion to approve with amendment: Director Brace
 - iii. Second: Director Kepler
 - iv. Additional remarks: Honorary President Dumas would like the title of each motion added (Apprentice Engagement Policy and Apprentice Recommendations)
 - v. Approved – Unanimous

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2. District 11 Director Election

- i. Honorary President Dumas addressed the board – Thanked board for attention and acknowledged the Section’s great work. Requested support for District 11 Director to continue 11 years of service to the NCPGA.
- ii. Past President LaGoy addressed the Board – Thanked board for time and asked for support for as District 11 Director. Outlined that with 39 years’ experience, his relationships with influential members can help impact our benefit on the National stage.
- iii. Vote via individual ballot conducted. 14 eligible voters in attendance; Director Dumas was selected as District 11 Director.

V. President’s Report – Bill Troyanoski, PGA

1. Commended level of engagement of board and reviewed Action Item and Request Log. Confirmed that there are five items ongoing and that there are no additional items.
 - i. Update on Chapter Presidents Request Item: President Troyanoski has spoken with Director Sutton, who has agreed to spearhead structural issues to increase engagement.
 - ii. Update on bylaw review: VP Moriarty noted we have a list of names to consider for task force and shared that she is looking forward to scheduling a meeting and moving forward.
 - iii. Update on engagement tool benchmark: Team is still developing a metric to measure the work of the board.
2. Congratulated PGA Professional Championship Competitors Jason Schmuhl, Mitch Lowe, Jeff Brehaut, Dave Carr, Rod Wilson, Steve Hummel. Noted that some members had issues with Omar Uresti’s victory in the championship.

Discussion among the board members led to consensus that these gentlemen played by the rules. Upon review, it was observed that there were many tour players. President Troyanoski advised that the issue may come up again in board room.

- i. Executive Director Thomas disagreed with TOUR player participation originally, but understands the issue and is open to dialogue. Director Tuhn indicated that Uresti is a member, but joined differently. He believes Uresti is entitled to play, although he questioned if Uresti represented membership well.
 - ii. Director Walker indicated concerns about Uresti playing alongside working pros. This complaint was the most common he heard. Director Palmer proposed rules that would qualify based on how professionals obtain their classification. J. Sanchez indicated hesitation with excluding Tour players, citing the difficulty of separating Tour players from pros.
3. Reviewed strategic plan and committee conversion plan as submitted. Provided update that committees will be restructured into six (6) core committees and four (4) working committees in order to give committees opportunity to meet and function more efficiently.

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Highlighted that the committee structure will also offer attention to diversity & inclusion with the addition of it as a core committee. Committees will consist of five (5) non-board members and one (1) NCPGA Board of Directors liaison. Anticipated implementation will be finalized in Q4 of 2017 in preparation for 2018 launch.

4. PGA Education Committee: Vote to be held in August regarding changing the “apprentice program” to the “professional program”. Adjustments will be made to the PGM program to allow a split at Level 2 (executive management, golf operations, teaching, etc.) There will be a tiered system for professional development.
5. Reminded the board that the upcoming District 11 Meeting will be located in Southern California this month. The topic will be Leadership and Member Engagement.
 - i. Gloria Armstrong video and Director Winiacki speaking time: Gloria is willing to be guest speaker at the NCPGA Annual Meeting. She will be inducted to the LPGA Hall of Fame in Iowa in August and we would like to present her with a lifetime award. Executive Director Thomas indicated we will have to review our current awards given to see if there’s an existing category to be correctly positioned. Director Winiacki proposed not necessarily established award, but could be lifetime achievement.

Director Dowd indicated that he believes anything we can do to strengthen our relationship with the LPGA would be great for diversity and inclusion. Director Kepler proposed honorary member status. VP Moriarty agrees we should do something and mentioned SF Women’s Golf Council objectives to make SF the most women-friendly golfer city in the world.
 - ii. Director Wilcox requested confirmation on whether a motion is needed to proceed; Executive Director Thomas confirmed that it’s not necessary since the issue does not involve money. Added that inquiry should be forwarded to committee for review. Past President Dumas seconds proposing to board.
 - iii. Past President LaGoy proposes inaugural award in her name. Director Dowd asked if concept would be similar to The Langley. President Troyanoski proposes developing a task force with Director Winiacki as chairman. Directors Dowd, Kepler, and Wilcox, along with VP Moriarty and Past President LaGoy indicated their interest in joining committee. Executive Director Thomas will serve as staff liaison.
6. Report concluded; no questions.

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

1. Reviewed finance overview as submitted.
2. Report concluded; no questions.

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VII. Secretary's Report – Dede Moriarty, PGA

1. Membership Report (as of June 19, 2017)
 - i. Total Membership: 1,136
 - ii. Total Members: 922
 1. Total Inactive: 33
 2. Total F: 10
 - iii. Total Apprentices: 214
 1. Suspended Apprentices: 60
 - iv. New Facilities since 01/01/2017: 3 (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: 26
 - vi. New Members since 01/01/2017: 18
 - vii. Transfers into Section since 01/01/2017: 22
2. Reviewed Membership Dashboard.
3. Report concluded; no questions.

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

1. Provided Section operations update: Staff is tackling business/strategic plan consistent with what board has improved and is continuing to bolster revenue opportunities with Jeff Sanchez. The NCPGA Foundation is flourishing and revenue generation is becoming a reality.
2. NCGA Update: Promotion of the JTNC is ongoing; report reviewed as submitted. ED Thomas outlined a new goal to create a junior golf website which would encompass JTNC, DCP, PGA JLG, etc. C. Pence recommended we contact the Oregon Golf Association to learn more about potential growing pains of creating such a site.
3. Sponsorship & Business Development: National has done a great job at bringing money to our tournament program; EDs have asked HQ to focus on money for other areas.
4. CAG Update: There has been some question as to whether or not a California Golf Commission should be built. The group is still not sure, but there are a lot of things to go through for commission status (e.g., may be subject to taxation). Still weighing pros and cons of moving on to commission.

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5. Global Committee: ED Thomas has been asked to join committee. There are still a few meetings to discuss initiatives in the coming weeks; open for comments. Did indicate that NCPGA Member Cameron MacGregor is one example of an immigrant who came to U.S. and got citizenship/PGA membership.
6. Upcoming Events: Report reviewed as submitted. Objective is to target two (2) events to Northern California in 2018. Participation is still struggling due to time constraints.
7. Semi-Annual Meeting Itinerary was reviewed as submitted
8. Report concluded; no questions.

IX. NCPGA Foundation Report – Dede Moriarty, PGA

1. 2017 Update: Report reviewed as submitted. Reminded board members that engagement with the foundation starts with each other. Requested that directors make the effort to get involved with the foundation if there is any way to do so. Reminded directors that the NCPGA Foundation serves the community, the members, and serves to grow the game. Advised that we are currently looking for teams for The Langley. Pricing at Pebble Beach is “friends and family” for amateurs and free for PGA Professionals.
2. Report concluded; no questions.

X. PGA of America Reports

1. District 11 Report – Scott Ashworth, PGA: Not present. Report reviewed as submitted.
2. Employment Services – Carol Pence, PGA: Reviewed report; thank you to members who participated in compensation survey. Averages have gone up in the last two years which is encouraging. C. Pence is back down to Northern California territory only. Looking to be more proactive and more visible. Report concluded; no questions.

XI. Section Reports

1. Assistant Executive Director – Nancy Maul: Report reviewed as submitted. 93% of total for 2016 with plans to exceed 2016 numbers. Stuart Rentals is one of our newest out of the box sponsors and J. Sanchez has been instrumental in working with them.
2. Player Development & Membership Services Director – Brian Rich: Reviewed report as submitted. ED Thomas recommended board join us at Drive, Chip, and Putt finals at The Olympic Club and participate. B. Rich advised that they are working on having Dr. Condoleezza Rice come out for the event.
3. Independent Contractor Business Development – Jeff Sanchez: Shared that he had a declined opportunity with Southwest Air which took about 10 hours of work to get to. Indicated that he was able to leverage networking opportunity with Chris and Nancy to partner with Stuart Rentals, which took about 21 hours to get off the ground (breakdown of 56 emails, 5 cc, 2 face-to-face meetings, etc.) Renewal is negotiated with them on the condition that we hit milestones at the 6-month mark.

Renewal period is anticipated to launch January 1, 2018.

Shared that one of our sponsors who discontinued partnership showed renewed interest if we were to be able to commit to 20 accounts with 24-piece orders, which is something to think about going forward. Sponsor Perry Ellis will be coming onboard after about 11 hours of working on account. Clarified that timeframes are shared to give additional context in how we measure results. Highlighted that the best opportunities come from referrals, which we encourage members to provide if possible.

Additional opportunities coming up include partnership in the hospitality and philanthropic arenas. Encouraged directors to think about how they and their facilities could help progress into these areas. Advised that we are working to determine how to best provide value to our sponsors.

XII. NCPGA Chapters

1. Bay Area – Jeff DeBenedetti, PGA: Not present. Report reviewed as submitted.
2. Monterey – Pat Jones, PGA: Not present. No report.
3. North Coast – Greg Henderson, PGA: Not present. Report reviewed as submitted.
4. North State – Mike Galli, PGA: Not present. No report.
5. San Joaquin – Jeff Palmer, PGA: Shared that participation for chapter events started off strong and is now flat. Advised that chapter board will need to “re-stoke the fire.”
6. Sierra Nevada – Travis Alley, PGA: Not present. Report reviewed as submitted.

XIII. Committees & Task Forces

1. Apprentices/Mentoring – Ward Sutton, PGA: Reviewed report as submitted. Confirmed that committee meeting and apprentice orientation will be held this afternoon. Committee is looking at beginning of MSR cycle to set up mandatory apprentice orientations.
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. PP LaGoy, Director Wilcox, and PP Young have worked to help finalize details. Advised that selection committee is in place and will visit Harding Park to determine location. Catch up will include around 70 nominations for initial class going back into 1920s. The committee has one or two more points to finalize and additional developments will be provided at next BOD meeting.
4. Communications/ Public Relations – Ed Winiecki, PGA: Committee is working to leverage visibility for PGA Professionals via social media, section, and employment opportunities in a “Why Choose a PGA Professional” campaign. Shared that he has received a lot of great feedback and the committee is working on survey to help determine why members aren’t participating. Director Winiecki commended VP Moriarty for her feature in *PGA Magazine*.

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5. Education/Teaching – Ward Sutton, PGA: Reviewed reports as submitted. Psychology of Tournament Golf is full. Reviewed upcoming events.
6. Growth of the Game – Mike Dowd, PGA: No report due to personal obligations.
7. Junior Golf – Meredith Loosse, PGA: Not present. Report reviewed as submitted.
8. Nominations & Elections – Len Dumas, PGA: Report reviewed as submitted. John Abendroth, TJ Duncan, and John Hughes have expressed interest in serving on the NCPGA Board of Directors, in addition to incumbent Ward Sutton. Reviewed secretary election report as submitted and encouraged interested parties to reach out to him for more information.
9. Policies & Procedures – Bill Troyanoski, PGA: No report.
10. Tournaments – Stewart Smith, PGA: Not present. Report reviewed as submitted. Director Wilcox went through participation list and found inactive player. Called ED Thomas and found out that you can be inactive and not working and still participate. ED Thomas indicated this is a temporary inactive status, but participant can play in transition.
11. Chapter Representatives – Ward Sutton, PGA: Reported that the meeting was unsuccessful, citing trouble getting participation. Advised that chapter presidents will try again to meet going forward.
12. Sponsorship – Bill Troyanoski, PGA: Ad-hoc committee has not met since March or April. No activity to report.

XIV. NCPGA Divisions

1. Senior Division – Shawn McEntee, PGA: Not present. No report.
2. Assistant Apprentice Division – Chris Galvin, PGA & John Crater: Not present. No report.
3. Women’s Division – Dede Moriarty, PGA: Looking forward to 21st year of cup matches team of 12 players. On the 18th, three women have been invited to KPMG leadership clinic at Stanford. Shanon Donlon, Dede Moriarty, Carol Gossett, and John Abendroth attending; Condi Rice may attend.

XV. Unfinished Business: None

XVI. New Business

1. PP Shim LaGoy – Recalled previous board policy that as someone goes into unknown/inactive category, they would be contacted by someone via calling tree in order to learn more about their working transition. Inquired if that is that something we still do. Executive Director Thomas indicated that we haven’t been but it may be something we need to revisit.

Carol indicated interest in also doing same for Class F. **REQUEST LOG ITEM:** Inquiry falls under areas of Membership and Secretary’s issues. Executive Director Thomas to act as staff liaison

2. Director Palmer asked for clarification on PGA Certification. President Troyanoski indicated that experience credits are a way to measure/market to the industry. Director Palmer inquired how to build value around "Certified PGA Professional" branding and make it relevant. President Troyanoski advised that a proposed initiative will be put before PGA of America in August, with an emphasis being placed on specialization. Shared that the current feeling among many members that the Certified PGA Professional program does not necessarily represent the best.
3. Director Walker shared that the United States Air Force moved him into a careers program which prolonged his move for 60 days. He will leave the third week of August unless informed otherwise. Stated that he Dennis Urabe (apprentice level 3) has been working with him to transition Cypress Lakes and that he will be going back for testing to earn his membership. Director Walker advised that if anyone gets a call from Urabe, it's because he was referred by Director Walker.

Shared that a new teaching bay is open at Cypress Lakes and that the facility was looking to do a chapter event or education day if anyone would like to come for MSR or networking opportunity. Reminded directors that his feature spotlight on CBS during the John Deere Classic will appear soon.

4. No further comments

XVII. Adjourn

1. Motion: Director Wilcox
2. Second: Director Winiecki
3. Adjourned 3:35 PM

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

NCPGA Board Meeting Request Log

Revised 10/18/2017

Date	Board Request	Request By	Responsible Party	Due Date	Status	Notes
12/6/15	Survey Completion - set goal to improve ranking of 20th out of 41 Sections	Jones	Board/Staff	2016		promote participation to membership
2/22/16	Sort lists alphabetically so that searching listed members is easier	Moriarty	Staff	2016	ongoing	
2/22/16	Chapter Presidents are presented with challenge to get together before the Semi-Annual Meeting to discuss best practices that may work for other chapters.	Stansberry	Chapter/Presidents	2016	ongoing	
12/4/16	Encourage Chapter Presidents to get together to increase participation and apprenticeship	Stansberry	Chapter/Presidents	2017	ongoing	
4/24/17	Review 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. Those who would like to participate should contact VP Moriarty.	Troynoski	Moriarty	2017	ongoing	
4/24/17	Provide update on Engagement Survey. Exec. Dir. Thomas and team to research engagement tool and benchmark in order to measure progress.	Sutton	Exec.Dir. Thomas	2017	ongoing	
7/9/17	Request for Gloria Armstrong Award	Winiacki	Exec.Dir. Thomas	2018	ongoing	
7/9/17	Request BOD's make efforts to get involved with the PGA Foundation	Moriarty	Maul	2018	ongoing	

10/18/2017

NCPGA Board Meeting Voted Action Item Log

Meeting Date	Action	Motion by	2nd by	Vote	Notes
2/22/2016	Minute Approval - December 6, 2015	Jones	Wilcox	Unanimous	
2/22/2016	Strategic Plan - April 20, 2016	Jones	Pat Jones	Unanimous	
2/22/2016	Motion to increase reserve from \$3,900 to \$5,000 in 2016	Dumas	D.Brace	Unanimous	Discussion None
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	

NCPGA Committee Restructuring Implementation Plan

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

Overview and review of committee restructuring with current Committee Chairs

1. Nov 15 - Conference Calls with existing committee chairs, discuss program overview and purpose.
2. Nov 15 - Note current projects and calendars.
3. Nov 15 - Discuss transition, 1-year shadowing of 2018 committee chairs.

Select Committee Chairs 2018

1. Nov. 15 - Assess candidates for committee chair from existing committees by transition committee.
2. Nov 15 – Engage BOD for candidates for committee chair.
3. Nov 15 – through 2017 Annual Meeting, solicit committee candidates and committee chair candidates from the general membership.
4. Dec 15 - Select BOD Liaisons for committees
5. Dec 15 - Final Selection of Committee Chairs

Meeting Dates and Calendar Set for 2018

1. January 5 – Meeting Dates and Sites Selected by NCPGA HQ with Chairman and BOD collaboration.
2. January 5 – Meeting Agenda set for Meeting # 1
3. January 20 – BOD Liaisons, Chairs, Officers & NCPGA HQ Hold Conference Call (Committee by Committee) to discuss the Strategic Plan and Deliverables for the first meeting.

Selection Committee Members 2018 – 2021

1. Jan 5 – Committee Chair & BOD Liaisons make final selection of committee members
2. Jan 6 – Notice sent to Committee Members of 2018 Meeting Dates
3. Jan 25 – Initial Committee Conference Calls held to set working parameters and expectations. Assignments made for 1st meeting date.

Meeting One

1. By February 15, Site TBD
2. 9 am light breakfast & registration
3. 9:30 am opening remarks Officer Team and ED
4. 10:00 Meetings Begin
5. 12 noon Lunch
6. 1 pm Meetings continue & join together as needed
7. 3 pm Committee presentation (5 minutes)
8. 3:45 pm closing remarks
9. 4 pm departure

Meeting Two

1. By June 15, Site TBD
2. 9 am light breakfast & registration
3. 9:30 am opening remarks Officer Team and ED
4. 10:00 Meetings Begin
5. 12 noon Lunch
6. 1 pm Meetings continue & join together as needed
7. 3 pm Committee presentation (5 minutes)
8. 3:45 pm closing remarks
9. 4 pm departure

Diversity and Inclusion

October 5, 2017 Meeting by phone with Sandy Cross

Sandy Cross, Senior Director, Diversity and Inclusion PGA HQ, Sandy expanded on PGA HQs focus to grow golf through Diversity and Inclusion. The following are summary points discussed along with a draft outline of how a diversity and inclusion focus may look for the NCPGA:

Key Take-Aways

- PGA of America identifies four areas of commitment
 - Committed to Education and Training
 - Creating a business case for program focus
 - More than Race and Gender (PGA Hope)
 - Understanding dimensions of difference
 - Unconscious Bias
 - Language of Inclusion
 - Committed to Supplier Diversification
 - Emphasize the importance of inclusive bidding
 - Workforce Diversification
 - Workforce at large
 - Section leaders
 - Diverse people need to see others like them
 - 89% - 95% of industry leadership is Caucasian
 - Community Engagement – PGA Reach
 - Seek opportunities to assist under resourced people
 - AKA Boys and Girls Club
 - PGA Junior League, no barriers

Time to put a stake in the ground

- Currently no formal program in place in any PGA section to drive the above platform.
- Get your internal house in order- PGA HQ, NCPGA HQ, section officers, BOD
- Create a Blueprint for member training (NCPGA 1st Section to take initiative)
 - Part of all Committee Focus
 - Small Meaningful Wins
 - New Award for Leaders in growing a diverse golf community
 - PRACTI – minimal time maximum impact learning, NCPGA Pilot

Next Steps

- Sandy Cross – agreed to take a leadership role on the NCPGA Diversity and Inclusion Committee
- Nikki Bondura – agreed to participate on the NCPGA Diversity and Inclusion Committee. Nikki leads an organization for women call Women with Drive, which arranges for small groups of millennial women to meet for golf at various sites.
- Select BOD Liaison, and NCPGA Member Committee Chairperson
- Select Committee Members

Leadership... NCPGA!



October 23, 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 nine months ending September 30, 2017 (NEW LOOK to Reports):

Please Note that in an effort to increase our revenue base and meet the objectives as outlined in the Strategic Plan, initiatives were formulated and implemented throughout the first nine months resulting in several uncommon variances to budget.

The **Comparative Statement of Financial Position** (balance sheet page 1) indicates a healthy \$462,572 in total liabilities and net assets, however is \$58,291 lower than the same period ending last year. This difference is found in two areas:

1. Section Loan Program (reserves) is \$31,296 less than year prior and is the outcome of the loss the Section incurred at the end of 2016.
2. The remaining balance is the result of the current shortfall found in Section Operations against budget.

The **Project Summary Section Only** (page 3) reflects a negative operating result of \$29,964 and includes depreciation of \$9,459. The 2017 operational budget anticipated a profit of \$3,419 for a net negative to plan of \$33,383.

Significant variances and corresponding explanations are detailed below:

- Marketing Programs is absorbing the costs associated with retaining a Business Development Consultant of \$25,000.
- General Administration has encountered three unanticipated negative variances of:
 - \$7,500 – Overtime for new employees
 - \$5,000 – unexpected auto repairs
 - \$2,500 – additional local accounting services
- Player Development is experiencing a positive variance of \$4,570

The **Chapters and Divisions** statements indicate a positive cash flow of \$11,619.

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



**Northern California PGA
1700-Northern California Section of the PGA
Comparative Statement of Financial Position**

		Sep-17	Sep-16
Assets			
Current Assets			
	Cash and Cash Equivalents	157,143	157,081
	Accounts Receivable	81,435	73,395
	Section Loan Program	249,106	280,402
	Prepaid Expenses - Current	11,517	11,259
	Total Current Assets	499,201	522,137
Due from/to Affiliates			
	Total Due from/to Affiliates	(61,571)	(37,976)
Property and Equipment			
	Leasehold/Building Improvements	4,562	4,562
	Computer Hardware	24,452	22,989
	Computer Software	1,499	1,499
	Equipment	6,567	6,567
	Furniture & Fixtures	5,895	5,895
	Automobile	79,349	79,349
	Less: Acc Depreciation	(97,381)	(84,158)
	Total Property and Equipments	24,942	36,702
Other Assets			
	Total Other Assets	-	-
	Total Assets	462,572	520,863
Liabilities			
Current Liabilities			
	Accounts Payable & Accrued	111,326	131,748
	Deferred Revenue Current	431,054	414,558
	Total Current Liabilities	542,379	546,306
Other Liabilities			
	Total Liabilities	542,379	546,306
Net Assets			
	Net Assets	(79,807)	(25,443)
	Total Net Assets	(79,807)	(25,443)
	Total Liabilities and Net Assets	462,572	520,863

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For Management Use Only

NCPGA Project Summary Period Ending September 30, 2017

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
17NCAA-Allied_Assoc	0	1,346	(1,346)	0	1,000	(1,000)	0	(346)	(346)
17NCAA-CA_Alliance4Golf	0	42	(42)	0	5,500	(5,500)	0	5,458	5,458
17NCAA-Golf_Rep_Show_1	(15)	0	(15)	0	0	0	(15)	(15)	(15)
Allied Associations	(15)	1,388	(1,403)	0	6,500	(6,500)	(15)	5,097	5,097
17NCA-Board_Mtgs	0	5,432	(5,432)	0	5,650	(5,650)	0	218	218
17NCA-Education_Seminar01	34,245	36,596	(2,351)	47,500	47,500	0	(13,255)	10,904	(2,351)
17NCA-Education_Seminar02	17,321	17,479	(158)	3,000	3,000	0	14,321	(14,479)	(158)
17NCA-Membership_Programs	299,286	59,574	239,713	299,553	51,241	248,312	(267)	(8,333)	(8,599)
17NCA-Education_Seminar04	300	250	50	0	0	0	300	(250)	50
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	2,350	1,750	600	(1,750)	1,150	(600)
17NCA-PAT_05	660	660	0	2,350	1,750	600	(1,690)	1,090	(600)
17NCA-PAT_06	830	780	50	2,350	1,750	600	(1,520)	970	(550)
17NCA-PAT_07	860	660	200	2,350	1,750	600	(1,490)	1,090	(400)
17NCA-PAT_08	3,000	1,620	1,380	2,350	1,750	600	650	130	780
17NCA-PAT_09	1,480	780	700	2,350	1,750	600	(870)	970	100
17NCA-PAT_10	1,640	840	800	2,350	1,750	600	(710)	910	200
17NCA-PAT_11	4,520	1,980	2,540	2,350	1,750	600	2,170	(230)	1,940
17NCA-Semi-Annual_Meeting	27,210	26,901	309	18,000	18,000	0	9,210	(8,901)	309
17NCA-Teaching_Competitio	0	0	0	16,000	16,000	0	(16,000)	16,000	0
Membership	393,977	155,892	238,086	409,903	160,641	249,262	(15,926)	4,749	(11,176)
17NCA-Connect	15,500	27,563	(12,063)	12,000	4,500	7,500	3,500	(23,063)	(19,563)
17NCA-Marketing_Programs	10,000	84,000	(74,000)	9,500	83,836	(74,336)	500	(164)	336
17NCA-Merchandise_Show	0	2,144	(2,144)	0	6,000	(6,000)	0	3,856	3,856
Marketing	25,500	113,707	(88,207)	21,500	94,336	(72,836)	4,000	(19,371)	(15,371)
17NCA-DCP_01	1,750	924	826	1,750	850	900	0	(74)	(74)
17NCA-DCP_02	1,750	919	831	1,750	850	900	0	(69)	(69)
17NCA-DCP_03	1,750	634	1,116	1,750	850	900	0	216	216
17NCA-DCP_04	1,750	873	877	1,750	850	900	0	(23)	(23)
17NCA-DCP_05	1,750	788	962	1,750	850	900	0	62	62
17NCA-DCP_06	1,750	659	1,091	1,750	850	900	0	191	191
17NCA-DCP_07	1,750	712	1,038	1,750	850	900	0	138	138
17NCA-DCP_08	1,750	520	1,230	1,750	850	900	0	330	330
17NCA-DCP_09	1,750	520	1,230	1,750	850	900	0	330	330
17NCA-DCP_10	1,750	722	1,028	1,750	850	900	0	128	128
17NCA-DCP_11	1,750	882	868	1,750	850	900	0	(32)	(32)
17NCA-DCP_12	1,750	696	1,054	1,750	850	900	0	154	154
17NCA-DCP_13	1,750	1,267	483	1,750	350	1,400	0	(917)	(917)

NCPGA Project Summary Period Ending September 30, 2017

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
17NCA-Player_Devel_G&A Player Development	0 22,750	55,237 65,353	(55,237) (42,603)	0 22,750	59,373 69,923	(59,373) (47,173)	0 0	4,136 4,570	4,136 4,570
17NCA-Committee_Meetings 17NCA-District_11Meeting 17NCA-ED_Conference Section Meetings	0 0 0 0	199 4,472 1,097 5,768	(199) (4,472) (1,097) (5,768)	0 0 0 0	750 5,000 1,000 6,750	(750) (5,000) (1,000) (6,750)	0 0 0 0	551 529 (97) 983	551 529 (97) 983
17NCA-Email_Communication Communications	0 0	3,750 3,750	(3,750) (3,750)	0 0	3,375 3,375	(3,375) (3,375)	0 0	(375) (375)	(375) (375)
17NCA-NCAL_Foundation Foundation	45,246 45,246	45,246 45,246	0 0	39,487 39,487	39,487 39,487	0 0	5,759 5,759	(5,759) (5,759)	0 0
17NCA-Gen_&_Admin G&A	150,474 150,474	288,056 288,056	(137,581) (137,581)	146,712 146,712	263,238 263,238	(116,526) (116,526)	3,762 3,762	(24,818) (24,818)	(21,055) (21,055)
17NCA-4_Pro_Scramble 17NCA-Cal_State_ClubPro 17NCA-First_Tee_Open_Qual 17NCA-Match_Play_Champ 17NCA-Movers_Shakers 17NCA-No_Cal_PPC 17NCA-Nor_Cal_Open 17NCA-PGA_Tour_Pre_Qual 17NCA-Prior_Year_Project 17NCA-ProSeries_02 17NCA-ProSeries_03 17NCA-ProSeries_04	23,200 58,825 14,170 36,685 33,485 37,156 34,375 7,250 (53) 16,410 15,760 17,410 20,780 28,525 17,400 12,055 26,735 47,020 73,700 520,888	23,055 58,020 6,090 36,595 33,407 36,149 34,298 2,893 1 16,387 15,689 17,407 22,656 19,402 17,299 11,665 26,639 89,619 42,355 509,626	145 805 8,080 90 78 1,007 77 4,357 (54) 23 71 3 (1,876) 9,123 101 390 96 (42,599) 31,345 11,262	22,000 63,000 12,000 35,250 30,000 38,000 33,000 9,600 0 18,000 15,150 14,900 21,400 34,500 18,400 11,900 27,000 44,560 64,000 512,660	22,000 63,000 2,650 35,250 30,000 38,000 33,000 4,800 0 18,000 15,150 14,900 21,400 22,350 18,400 11,900 27,000 89,443 38,100 505,343	0 0 9,350 0 0 0 4,800 0 0 0 0 0 0 0 12,150 0 0 (44,883) 25,900 7,317	1,200 (4,175) 2,170 1,435 3,485 (844) 1,375 (2,350) (53) (1,590) 610 2,510 (620) (5,975) (1,000) 155 (265) 2,460 9,700 8,228	(1,055) 4,980 (3,440) (1,345) (3,407) 1,851 (1,298) 1,907 (1) 1,613 (539) (2,507) (1,256) 2,948 1,101 234 361 (176) (4,255) (4,284) (39,208)	145 805 (1,270) 90 78 1,007 77 (443) (54) 23 71 3 (1,876) (3,027) 101 389 96 2,284 5,445 3,944
Section Totals	1,158,820	1,188,786	(29,964)	1,153,012	1,149,593	3,419	5,808	(39,208)	(33,383)

NCPGA Project Summary Period Ending September 30, 2017

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
17NCA-AD-MatchPlayChamp	3,602	3,443	159	0	0	0	3,602	(3,443)	159
17NCA-ADMPS1_Championship	2,450	2,263	187	0	0	0	2,450	(2,263)	187
17NCA-AD_MPS_02	3,750	3,251	499	0	0	0	3,750	(3,251)	499
17NCA-AD_MPS_03	1,927	1,727	200	0	0	0	1,927	(1,727)	200
17NCA-AD_MPS_04	2,495	2,320	175	0	0	0	2,495	(2,320)	175
17NCA-AD_MPS_05	5,740	5,513	227	0	0	0	5,740	(5,513)	227
17NCA-AD_MPS_06	0	0	0	0	0	0	0	0	0
17NCA-AD_Prior_Year_Proj	0	(3,700)	3,700	0	0	0	0	3,700	3,700
17NCA-Assistants_G&A	2,996	1,212	1,784	0	0	0	2,996	(1,212)	1,784
17NCA-Nor_Cal_PGA_Asstant	8,005	7,679	326	0	0	0	8,005	(7,679)	326
Assistants Division	30,965	23,708	7,257	0	0	0	30,965	(23,708)	7,257
17NCABAC-G&A	1,750	887	863	0	0	0	1,750	(887)	863
17NCABAC-Play_Ed_01	1,805	1,940	(135)	0	0	0	1,805	(1,940)	(135)
17NCABAC-Play_Ed_02	2,565	3,350	(785)	0	0	0	2,565	(3,350)	(785)
17NCABAC-Play_Ed_03	1,320	2,644	(1,324)	0	0	0	1,320	(2,644)	(1,324)
17NCABAC-Play_Ed_04	2,305	1,838	467	0	0	0	2,305	(1,838)	467
Bay Area Chapter	9,745	10,659	(914)	0	0	0	9,745	(10,659)	(914)
17NCAMC-6_Chptr_Challenge	2,400	2,389	11	0	0	0	2,400	(2,389)	11
17NCAMC-Ed_Seminar_01	875	300	575	0	0	0	875	(300)	575
17NCAMC-G&A	2,930	1,274	1,656	0	0	0	2,930	(1,274)	1,656
17NCAMC-Meeting_Golf_02	3,465	3,200	265	0	0	0	3,465	(3,200)	265
17NCAMC-Meeting_Golf_03	2,550	2,909	(359)	0	0	0	2,550	(2,909)	(359)
17NCAMC-Prior_Year_Proj	(150)	0	(150)	0	0	0	(150)	0	(150)
17NCAMC-ProAm_01	1,245	1,545	(300)	0	0	0	1,245	(1,545)	(300)
17NCAMC-Stroke_Plv_Champ	3,425	1,700	1,725	0	0	0	3,425	(1,700)	1,725
Monterey Bay Chapter	16,740	13,317	3,423	0	0	0	16,740	(13,317)	3,423
17NCANC-G&A	1,350	69	1,281	0	0	0	1,350	(69)	1,281
17NCANC-Meeting_Golf_01	0	0	0	0	0	0	0	0	0
17NCANC-Prior_Yr_Project	(230)	1,310	(1,540)	0	0	0	(230)	(1,310)	(1,540)
17NCANC-Semi_Ann_Mtg_Golf	920	1,210	(290)	0	0	0	920	(1,210)	(290)
North Coast Chapter	2,040	2,589	(549)	0	0	0	2,040	(2,589)	(549)
17NCANS-Championship	1,325	1,400	(75)	0	0	0	1,325	(1,400)	(75)
17NCANS-G&A	500	84	416	0	0	0	500	(84)	416
17NCANS_Mtg_Golf_01	290	0	290	0	0	0	290	0	290
17NCANS_Mtg_Golf_02	0	0	0	0	0	0	0	0	0
North State Chapter	2,115	1,484	631	0	0	0	2,115	(1,484)	631

NCPGA Project Summary Period Ending September 30, 2017

Project Name	ITD Revenue	ITD Expense	ITD Profit/Loss	ITD Budgeted Revenue	ITD Budgeted Expense	Budgeted Profit/Loss	Revenue Variance	Expense Variance	Variance
17NCASD-G&A	3,500	1,113	2,387	0	0	0	3,500	(1,113)	2,387
17NCASD-No_So_Cup_Match	3,700	4,739	(1,039)	0	0	0	3,700	(4,739)	(1,039)
17NCASD-Sr_Match_Play	4,750	5,950	(1,200)	0	0	0	4,750	(5,950)	(1,200)
17NCASD-Sr_No_Cal_PPC	13,050	14,770	(1,720)	0	0	0	13,050	(14,770)	(1,720)
17NCASD-Sr_Pro_Pro_01	4,290	3,977	313	0	0	0	4,290	(3,977)	313
17NCASD-Sr_Pro_Pro_02	3,990	3,564	426	0	0	0	3,990	(3,564)	426
17NCASD-Sr_Pro_Pro_03	4,410	4,015	395	0	0	0	4,410	(4,015)	395
17NCASD-Sr_Pro_Pro_04	4,410	4,023	387	0	0	0	4,410	(4,023)	387
17NCASD-Sr_Pro_Pro_05	4,220	3,694	526	0	0	0	4,220	(3,694)	526
17NCASD-Sr_Pro_Pro_06	4,530	3,851	679	0	0	0	4,530	(3,851)	679
17NCASD-Sr_Pro_Pro_07	4,000	3,653	347	0	0	0	4,000	(3,653)	347
17NCASD-Sr_Pro_Pro_08	3,990	3,773	217	0	0	0	3,990	(3,773)	217
17NCASD-Super_Match_Play	1,200	1,075	125	0	0	0	1,200	(1,075)	125
17NCASD-Super_Stroke_Play	1,950	2,380	(430)	0	0	0	1,950	(2,380)	(430)
Senior Division	61,990	60,577	1,413	0	0	0	61,990	(60,577)	1,413
17NCASJ-3x9_Champ	1,800	1,874	(74)	0	0	0	1,800	(1,874)	(74)
17NCASJ-Event_01	2,500	2,674	(174)	0	0	0	2,500	(2,674)	(174)
17NCASJ-Event_03	2,200	2,246	(46)	0	0	0	2,200	(2,246)	(46)
17NCASJ-G&A	1,835	795	1,040	0	0	0	1,835	(795)	1,040
San Joaquin Chapter	9,635	9,277	358	0	0	0	9,635	(9,277)	358
17NCASV-Annual_Meeting	1,330	1,475	(145)	0	0	0	1,330	(1,475)	(145)
17NCASV-G&A	6,810	5,838	972	0	0	0	6,810	(5,838)	972
17NCASV-Match_Play_Champ	1,875	2,436	(561)	0	0	0	1,875	(2,436)	(561)
17NCASV-ProPro_01	3,040	3,040	0	0	0	0	3,040	(3,040)	0
17NCASV-ProPro_02	3,900	3,780	120	0	0	0	3,900	(3,780)	120
17NCASV-ProPro_04	1,600	1,600	0	0	0	0	1,600	(1,600)	0
17NCASV-ProSeries_01	0	0	0	0	0	0	0	0	0
17NCASV-ProSeries_02	0	0	0	0	0	0	0	0	0
17NCASV-ProSeries_04	35	0	35	0	0	0	35	0	35
17NCASV-ProSeries_05	2,890	2,890	0	0	0	0	2,890	(2,890)	0
17NCASV-Stroke_Play	4,875	5,296	(421)	0	0	0	4,875	(5,296)	(421)
Sierra Nevada Chapter	26,355	26,355	0	0	0	0	26,355	(26,355)	0
Chapter/Division Totals	159,585	147,966	11,619	0	0	0	159,585	(147,966)	11,619
TOTAL	1,318,405	1,336,752	(18,345)	1,153,012	1,149,593	3,419	165,393	(187,174)	(21,764)

MEMBERSHIP REPORT (as of 10/17/2017)

- **Total Membership:** 1107
- **Total Members:** 906
 - **Total Inactive:** 34
 - **Total F:** 7
- **Total Apprentices:** 201
 - **Suspended Apprentices:** 55
- **New Facilities since 01/01/2017:** 4
- **New Apprentices since 01/01/2017:** 46
- **New Members since 01/01/2017:** 25
- **Transfers into Section since 01/01/2017:** 31

Total IN: 34	
First Name	Last Name
Stanley	Bean
Jeff	Bushnell
Adrian	Cardoza
Roger	Clark
Shawn	Clark
Jeffrey	Earl
Mark	Fielding
Todd	Fischer
Sue	Fiscoe
Edwin	Forrest
Robert	Haney
Daniel	Herek
Cathy	Johnson
Lance	Johnson
Anthony	Koch
Mark	Lavin
Cody	Long
Robert	Lunn
Gary	Mandrella
Timothy	McKeever
Brannigan	McNulty
David	Milligan
Rick	Moreno
Eric	Navarro
Bob	Peterson



PGA

Northern California Section

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

Total F: 7	
First Name	Last Name
Timothy	Coles
Doug	Levy
David	Schacht
Krystal	Shearer-Kelly
Bryan	Springer
Chris	Stein
David	Temple

Total Suspended AP: 55				
First Name	Last Name	Class	Employer Name	Work Phone
Jeffrey	Allen	B-8	Lake Merced Golf and CC	(650) 755-2233
Delfino	Alvarez-Vazquez	B-8	Discovery Bay Country Club	(209) 598-9496
Ryan	Arnold	B-8	Fort Washington Golf & CC	(559) 434-9120
Michael	Barry	B-21	Franklin Canyon Golf Course	(510) 799-6191
Clark	Bentz	B-1	Rancho Del Rey Golf Club	(209) 358-7131
Blake	Bertrand	B-8	Diablo Country Club	(925) 837-4221
Brooks	Besson	B-8	Mc Innis Park Golf Center	(415) 686-6002
Zachary	Bischoff	B-8	Pasatiempo Golf Club	(831) 459-9155
Sean	Boggs	B-8	Empire Ranch Golf Course	(775) 885-2100
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
Edward	Cosgriff	B-8	Sequoia Woods Country Club	(209) 795-2141
Patrick	Davis	B-8	The Course at Wente Vineyards	(925) 456-2475
David	Desatoff	B-8	Santa Teresa Golf Club	(408) 225-2650
Peter	Dooley	B-6	GolfTEC - San Jose	(408) 243-4653
Cole	Erquiaga	B-8	Winnemucca Golf Course	(775) 623-9920



PGA

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
Mark	Hayes	B-8	Dayton Valley Golf & CC	(775) 246-7888
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
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
James	McIntosh	B-8	Marin Country Club	(415) 382-6707
Noah	Montgomery	B-6	DarkHorse Golf Club	(530) 269-7900
Howard	Muto	B-8	Napa Golf Course @ Kennedy Prk	(707) 255-4333
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
Kyle	Ortiz	B-8	California Golf Club	(650) 589-0144
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
Ty	Puekdang	B-8	Yolo Fliers Club	(530) 662-8050
Michael	Samaniego	B-1	Morro Bay Golf Course	(805) 772-1923
Beau	Server	B-1	Carson Valley Golf Course	(775) 265-3181
Thomas	Shuldheisz	B-8	Las Positas Golf Course	(925) 455-7820
Eric	Smith	B-8	Glenbrook Club	(775) 749-5201
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
Mark	Wiese	B-13	Monarch Bay Golf Club	(510) 895-2162
Ryan	Williams	B-6	Will Robins Golf	(916) 596-0001
Dirk	Zander	B-13	Palo Alto Hills Golf & CC	(650) 917-5135

New Facilities:	4	
FACILITY	STREET1	STREET2



PGA

Northern California Section

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
Synergy Golf Management	1527 Rangewood Dr	San Jose, CA 95138-2756

New Apprentices: 46			
Name	Primary Facility Name	Class	Facility Phone Number
Jeffrey E. Allen	Lake Merced Golf and CC	B-8	(650) 755-2233
Nicole M. Arends	Sonoma Golf Club	B-8	(707) 996-0300
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
Tyrell J Campbell	TPC Harding Park	B-8	(415) 664-4690
Joshua D Criswell	Saddle Creek Golf Club	B-8	(209) 785-3700
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	The Golf Club at Boulder Ridge	B-8	(408) 323-9900
Travis D. Falany	Fort Washington Golf & CC	B-8	(559) 434-9120
Wyatt G. Ferrell	Buckingham Golf & Country Club	B-8	(707) 279-4863
Franklin J Fey	Washoe Golf Club	B-8	(775) 828-6640
Dominic I Hernandez	Bayonet & Black Horse GC's	B-8	(831) 899-7271
Sean M Hewitt	Blue Rock Springs Golf Course	B-8	(707) 643-8476
David M Jackson	Tehama Golf Club	B-8	(831) 622-2250
Felix Jasso	Coyote Creek Golf Club	B-6	(408) 463-8024
Marc C Jensen	Bidwell Park Golf Course	B-8	(530) 891-8417
Hoon Ju	Golf Club at Moffett Field	B-8	(650) 603-8026
Dalton J Limberg	Lake Chabot Golf Course	B-14	(510) 351-5812
John M McCord	Claremont Country Club	B-8	(510) 655-2431
James C McIntosh	Marin Country Club	B-8	(415) 382-6707
Joshua S Miller	Swenson Park Golf Club	B-8	(209) 937-7360
Tyler J Olson	Crystal Springs Golf Club	B-8	(650) 342-0603
Arron A. Paulino	Crystal Springs Golf Club	B-8	(650) 342-0603
Mark R Perchaluk	North Ridge Country Club	B-8	(916) 967-5716
Brian P Rich	Northern California Section	B-11	(707) 449-4742
Beau J Server	Carson Valley Golf Course	B-1	(775) 265-3181
Cody R Smith	Somerset Golf & Country Club	B-8	(775) 787-1800
Lawrence H. Stratton	Mayacama Golf Club	B-8	(707) 569-2915



PGA

Northern California Section

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
Ryan L Thomas	Eagle Vines Golf Course	B-8	(707) 257-4470
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
Cory T Watt	Bayonet & Black Horse GC's	B-8	(831) 899-7271
Joshua D. Weeden	The Club at ArrowCreek	B-1	(775) 850-4653
Matthew B. Williams	Granite Bay Golf Club	B-21	(916) 791-5379
Trever B Wilson	Bing Maloney Golf Course	B-8	(916) 808-2283
Zachary J. Wingo	The Ridge Golf Course	B-8	(530) 888-7888
Michael P. Winkenbach	Chuck Corica Golf Complex	B-4	(510) 747-7800

New Members: 25

Name	Facility	Class	Facility Phone
Brandan L. Albee, PGA	Spyglass Hill Golf Course	A-8	(831) 625-8563
Reed B. Becker, PGA	Spyglass Hill Golf Course	A-8	(831) 625-8563
Keith A. Berry, PGA	Riverside Golf Course	A-13	(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
William N. Coleman, PGA	Wilson Golf	A-20	(800) 622-0444
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	Half Moon Bay Golf Links	A-8	(650) 726-1800
Patrick B. Harris, PGA	The Turkey Creek Golf Club	A-8	(916) 434-9100
Chelsa D. Helget, PGA	Mayacama Golf Club	A-8	(707) 569-2915
Lee T. Hoellwarth, PGA	Airways Municipal Golf Course	A-1	(559) 291-6254
Christopher L. Ingram, PGA	Pasatiempo Golf Club	A-8	(831) 459-9155
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
Colin G. McCarthy, PGA	Martis Camp Club	A-6	(530) 550-6020
Joshua J. Ostler, PGA	La Rinconada Country Club	A-8	(408) 395-4220
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
Thomas C. Pyeatt, PGA	Butte Creek Country Club	A-8	(530) 343-8292
William P. Reibel, PGA	Sharon Heights Country Club	A-8	(650) 854-6429
Brian C. Thompson, PGA		A-6	
Leonard A Ventimiglia III, PGA	18Birdies	A-24	(408) 489-9250

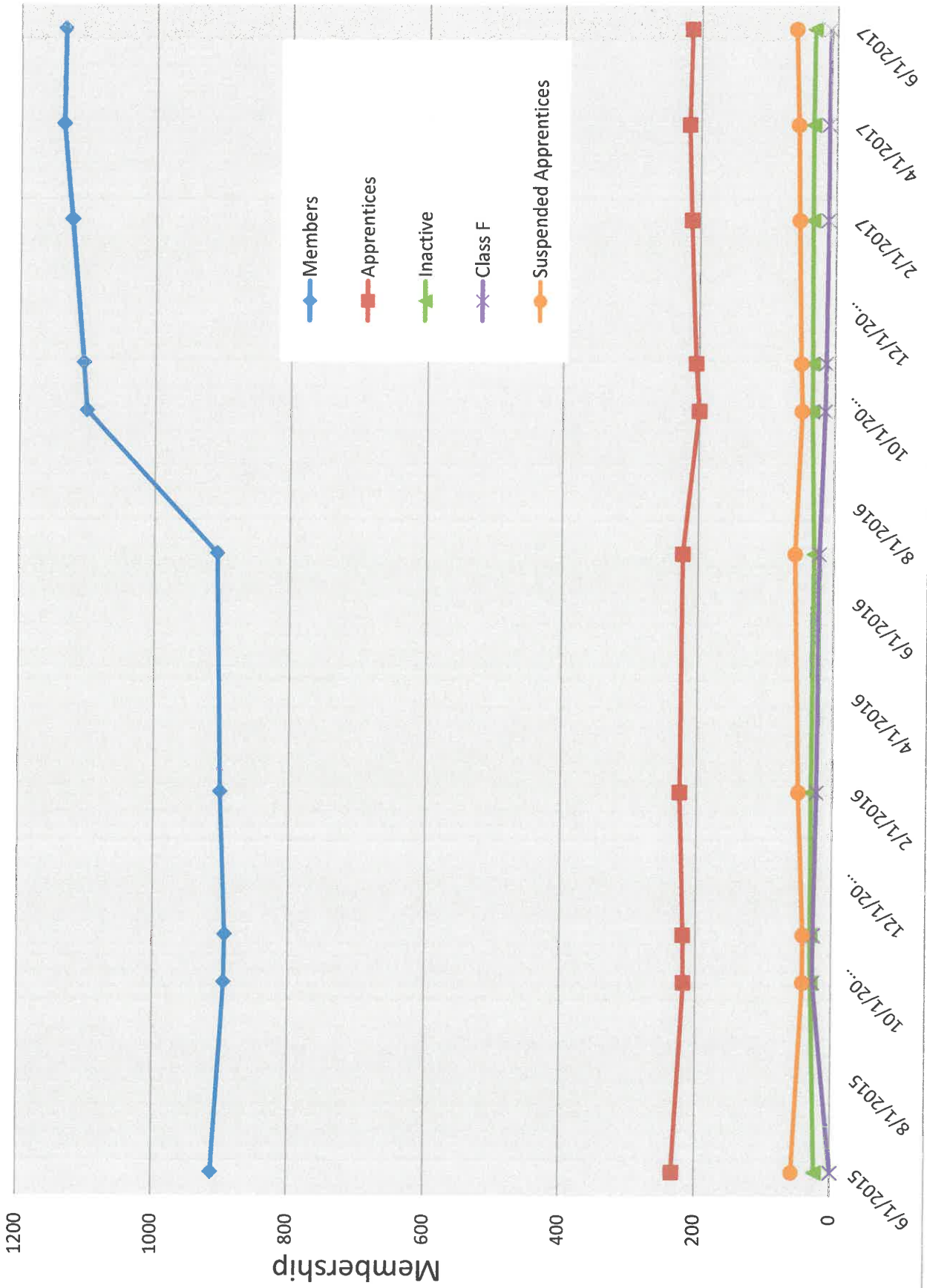


PGA

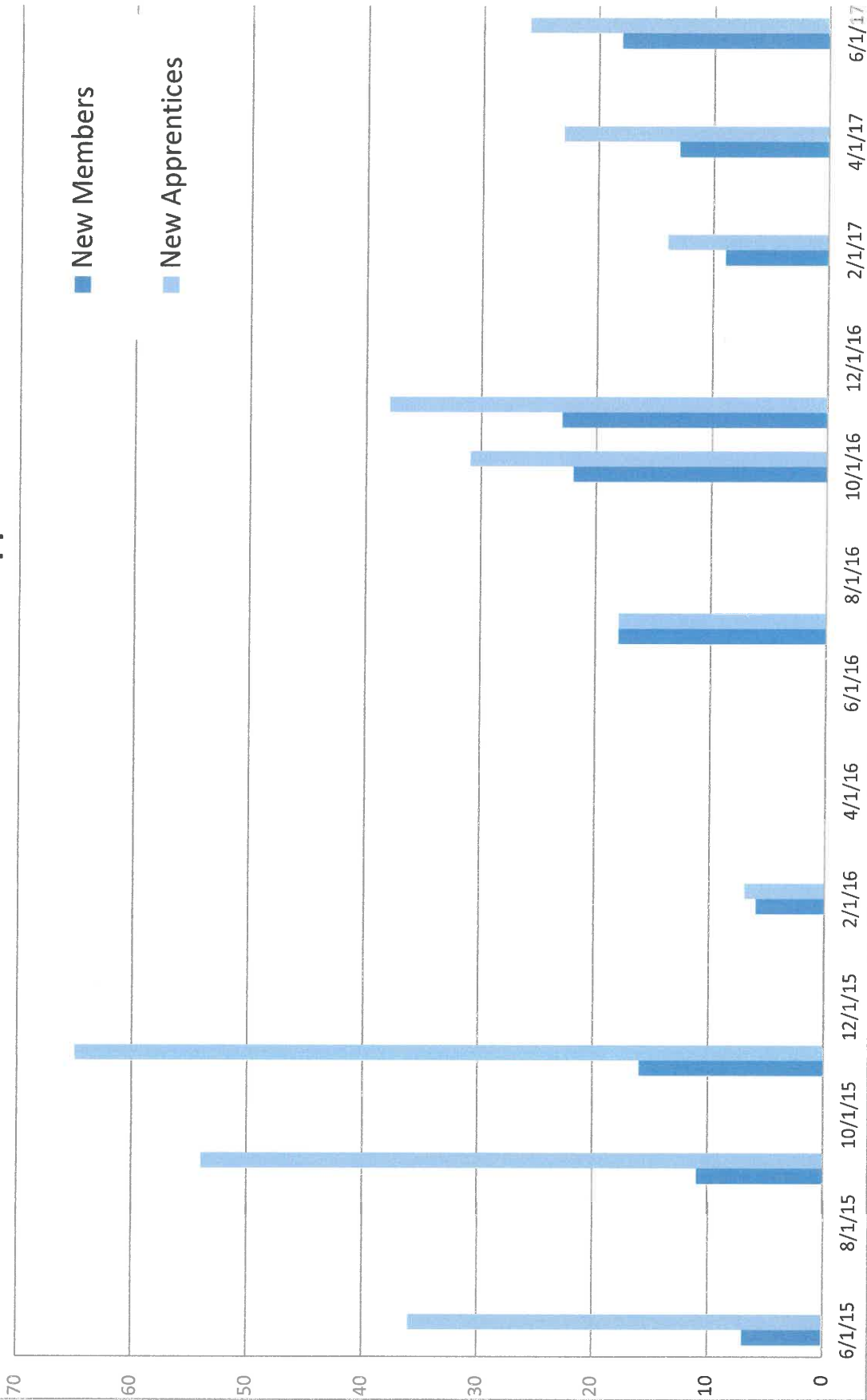
Northern California Section

Transfers INTO Section: 31					
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
Kevin	Anderson	A-1	Riverview Country Club	(530) 224-2250	Pacific Northwest
Christopher	Annicella	B-8	Timber Creek Golf Course	(916) 774-3850	Southwest
Kyle	Brandt	A-8	CordeValle Golf Club	(408) 695-4590	Southern Cal
Courtney	Burdick	A-6	Round Hill Country Club	(925) 837-7424	South Florida
Tyrell	Campbell	B-8	TPC Harding Park	(415) 664-4690	Metropolitan
Danny	Garner	A-9	Morgan Golf Management LLC	(816) 585-8114	South Central
John	Gazaway	A-1			Colorado
Chandler	Helmholz	A-8			Southwest
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
Cody	Long	IN			Unaffiliated
Andrew	Loughrin	A-6	GolfTEC - Pleasanton	(925) 225-0444	Southern Cal
Mark	Madson	A-4	Nicklaus Club-Monterey	(831) 647-2400	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
Denton	Scott	A-8	San Juan Oaks Golf Club	(831) 636-6115	Alabama NW Florida
Brian	Sleeman	A-1	The Preserve Golf Club	(831) 620-6871	Northern Ohio
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
Andrew	Vosburg	A-8	CordeValle Golf Club	(408) 695-4590	Southern Cal
Gary	Wishon	LM			Southern Cal

NCPGA Membership Dashboard



NCPGA New Members & Apprentices





Junior Tour of Northern California
October 17, 2017

- The Junior Tour currently has 708 members. We have run 22 of our scheduled 26 events with 2500 tournament rounds played.
- JTNC finished it's 2016/17 points season the first week of August with our Tour Championship
 - 2017 Players of the Year were two long time players; Ashkaan Hakim (who is now playing for St. Mary's and Sabrina Iqbal who is a three time defending champ now.
- Our Fall Series which runs from the middle of August through the end of October has just finished up.
 - We had eight total event s and mostly all sold out.
 - Although it did finish on a sad note as our last (ninth) event of the season was at Windsor GC on Oct. 21-22 and had to be cancelled do the fires.
- With the culmination of the Fall series we will be using the points that these players earned to pick our Challenge Cup team to be played at the end of the year.
 - We will pick eight boys and four girls to represent Northern California in a Ryder Cup style event played against Southern California.
- Our 2018 calendar is almost set with all but two of 29 events booked for next year. These tournaments will all be played between March and December.
 - We have added a couple of new events to accommodate more players into the program.
 - There will be a combination of events for multiple flights of different skill levels and there will be a few events that are only for our Championship flights and a few that are only for our first flights.
- Upcoming is our Holiday Series with the three remaining full field tournaments on our schedule. These will take place between the middle of November and the end of December.

2017 Upcoming Events

Monday, October 23, 2017 - Wednesday, October 25, 2017

Staedler/Jetter Cup Matches :: Senior Division
October 30, 2017

Monday, October 30, 2017

NCPGA Pro-President* (SECTION EVENT) :: NCPGA Section Tournaments
November 06, 2017

Monday, November 06, 2017

NCPGA Pro-Series 1* (SECTION EVENT) :: NCPGA Section Tournaments
November 08, 2017

Wednesday, November 08, 2017

Teachers Teaching Teachers (T3)
November 13, 2017

Monday, November 13, 2017 - Tuesday, November 14, 2017

AA Cup Matches :: Assistant Apprentice Division

Monday, November 13, 2017 10:00am

BAC Winter Tour #1 :: Bay Area Chapter
November 19, 2017

Sunday, December 03, 2017

NCPGA Special Awards Dinner (Section Event)
December 04, 2017

Monday, December 04, 2017

NCPGA Annual Meeting (Section Event)
December 08, 2017

Monday, December 11, 2017 10:00am

BAC Winter Tour #2 :: Bay Area Chapter
February 26, 2018



PGA

Northern California Section

2017 SCHEDULE OF EVENTS Awards Ceremony & Annual Meeting

NCPGA Special Awards Ceremony

Sunday, December 3, 2017

Location: North Ridge County Club, 7600 Madison Avenue, Fair Oaks, CA 95628

1:00-3:00PM	NCPGA Foundation Board Meeting	Oak Room
3:00PM	NCPGA Staff Arrival – Set-up for Awards	Ballroom
3:00-5:00PM	NCPGA Board Meeting	Oak Room
5:00-6:00PM	Awards Ceremony Registration & Cocktail Reception	Ballroom
6:00-7:00PM	Dinner/Desert Served	Ballroom
7:00-9:00PM	Awards Ceremony	Ballroom

NCPGA Annual Meeting & Education Seminar

Monday, December 4, 2017

Location: North Ridge County Club, 7600 Madison Avenue, Fair Oaks, CA 95628

6:15/6:30AM	NCPGA Staff Arrival – Set-up for Meeting	Ballroom
6:30-7:30AM	Sponsor Arrival – Set up for sponsor tables	Foyer
7:30-9:00AM	Breakfast Buffet, Annual Meeting Registration	Foyer/Ballroom
9:00-12:00PM	Annual Meeting	Ballroom
12:00-1:00PM	Lunch Buffet	Foyer/Ballroom
1:00-2:00PM	Education: Coach John Robinson, USC	Ballroom
2:00-3:00PM	Education: Craig Pollard, Global Golf Analytics	Ballroom



**NCPGA Board of Directors Meeting
Contra Costa Country Club
October 23, 2017**

DISTRICT 11 REPORT

SCOTT ASHWORTH, PGA

Aloha Northern California PGA Section Leaders,

I'm sorry I cannot be at your Board meeting. I had planned and wanted to attend but could not make it work due to commitments here at work on Lanai.

The 101st PGA of America Annual Meeting is coming up soon in Austin, Texas. Delegates will arrive on Tuesday, October 31 and the meeting will run through Friday, November 3. There are five proposed resolutions. Resolution 1 is proposed by the PGA Board of Directors and involves some restructuring of the Constitution and Bylaws. Resolution 2 is proposed by the PGA Board of Directors and involves the realignment of District Director Class sizes. Resolution 3 is proposed by the PGA Board of Directors and involves a mandatory member assistance program. Resolution 4 is proposed by the Southern Texas Section and involves the Eligibility for Life Member. Resolution 5 is proposed by the Southern California Section and involves awarding education credits towards PGA Membership. I encourage you to visit PGA.org to learn more about the resolutions.

The 2018 Candidate Election Guidelines and 2018 Super Regional Schedule have been posted as well on PGA.org. Applications for PGA Secretary are now being accepted. Candidates must have their application and background check submitted and nominated by a Section no later than January 1, 2018, in order to be eligible for meeting space at the 2018 PGA Merchandise Show and to be an eligible Candidate for the Super Regional Meetings in 2018.

As you all know, there has been incredible devastation in the Southern Texas Section by Hurricane Harvey and the South Florida, North Florida, Georgia, and Carolinas Sections by Hurricane Irma. Our fellow PGA Professionals in these areas need all our help. Please donate to the PGA Disaster Relief fund which is supported exclusively by donations from PGA Professionals. You can donate by calling PGA Membership Services at (800) 474-2776 or by donating through your dues bill.

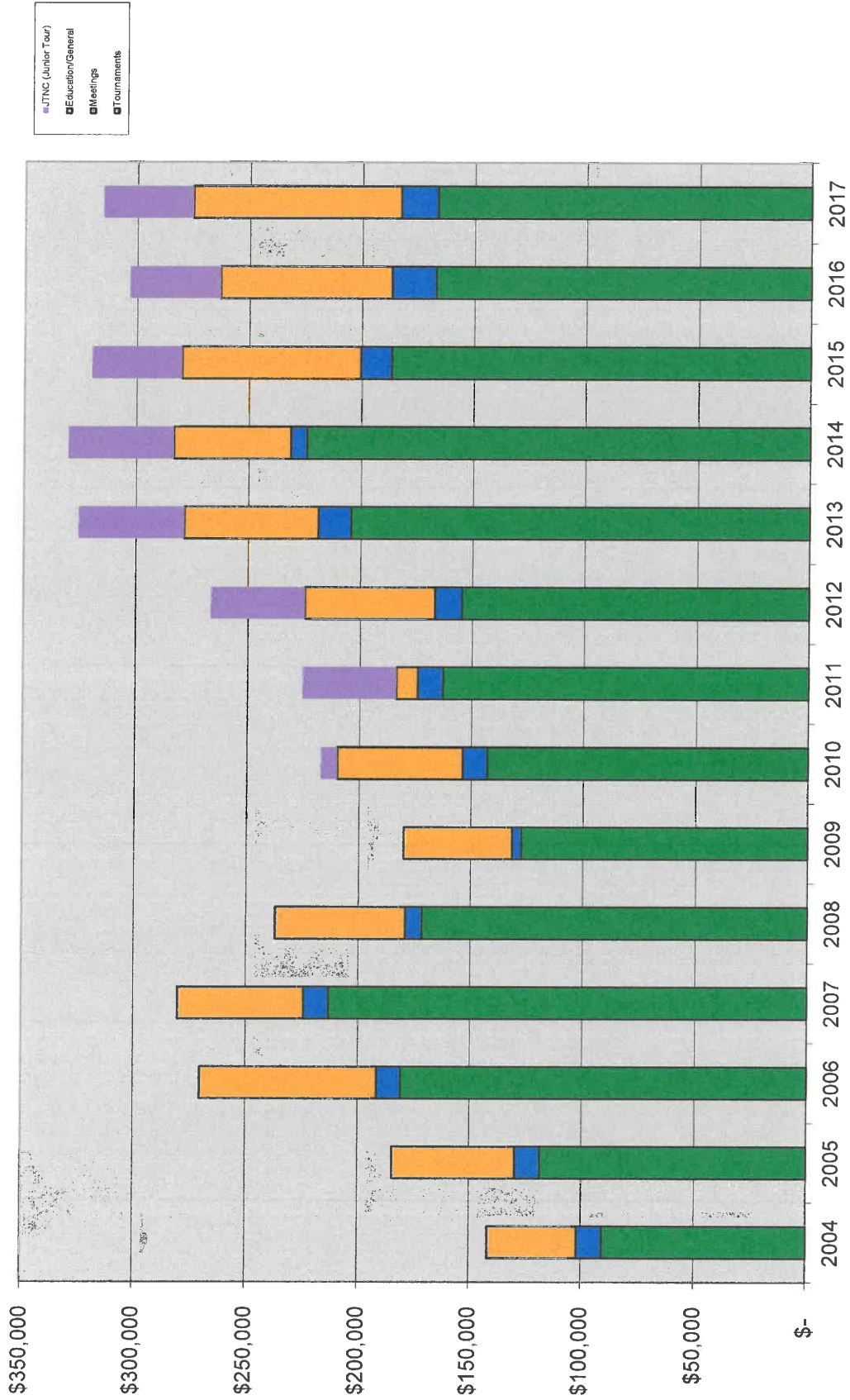
I look forward to seeing many of you at the PGA Annual Meeting in Austin!

Please feel free to reach out to me anytime with any questions or concerns at scott.ashworth@fourseasons.com or on my cell at 808-639-6394.

Mahalo,

Scott Ashworth, PGA
Director of Golf
Four Seasons Resorts Lanai
District 11 Director, PGA of America Board of Directors

Nor Cal PGA Fundraising Dashboard as of October 18, 2017



2017 NCPGA Foundation Sponsors		
Capital Insurance Group (Foundation & JTNC)		\$ 110,000
AON Benfield		\$ 25,000
Willis Re		\$ 25,000
Golf Insurance Svcs		\$ 2,500

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

Changes to NCPGA Sponsors	2016	2017	Delta	
18Birdies	\$ 10,000	\$ 12,000	\$ 2,000	Upsold strategic business development
Ahead	\$ -	\$ -	\$ -	Product Donation / Semi (replaced by Cutter & Buck)
Cobra Puma	\$ 2,500	\$ 3,500	\$ 1,000	Upsold to Club Team Championship
Eldorado	\$ 17,500	\$ 15,000	\$ (2,500)	May commit to more during the year
Ernst Golf	\$ 1,200	\$ -	\$ (1,200)	
Heffernan Insurance	\$ -	\$ 5,000	\$ 5,000	Sold by Jeff Sanchez
Orange Whip Trainer	\$ 3,000	\$ 1,000	\$ (2,000)	Signed 2-year agreement for PTF & Annual Meeting
Pronghorn Resort	\$ 2,200	\$ 1,200	\$ (1,000)	Declined PTF in 2017
PXG	\$ -	\$ 4,500	\$ 4,500	NCPGA Lead/Closed by Jeff Sanchez
Stuart Rentals	\$ -	\$ 3,500	\$ 3,500	NCPGA Lead/Closed by Jeff Sanchez
Travis Mathew	\$ 2,500	\$ -	\$ (2,500)	New Mktg Mgr
Net Delta			\$ 6,800	
New PGAHQ Sponsors				
Net Delta with PGAHQ Sponsors			\$ 6,800	

Prospecting/Lead Generation Update - Jeff Sanchez

- NCPGA Leads**
- * Deals Closed
 - PXG: \$4,500
 - Stuart Event Rentals: \$3,500
 - * Ongoing partner development:
 - Heartland: \$TBD - Royalty based revenues (Credit Card processing)

NCPGA Professional leads...

- Pending:
- * 401(k) company

- Jeff Sanchez Leads**
- * Recently closed agreement:
 - Heffernan Insurance - Employee Benefits: \$5,000
 - * Recently accepted oral agreement:
 - Code Green Apparel: \$0 - Trade (Uniform Sponsor of California Cup Matches)

- * Partnership Prospects
- Avidia Bank / New England PGA Section (Credit Card partner - Royalty / Rewards based revenues)
- Fremont Bank (Credit Card partner and / or bank partner)
- TenFore (Beverage Cart POS, F&B POS, Tee Sheet)
- GolfMDS(Charity Golf event platform)
- United Airlines (PGA HOPE, PGA Foundation, PGA Section - Bill Troyanoski)
- Code Green Apparel (Corporate and / or Tournament Apparel & Accessories - Cash deal)

- * Trade Partnership Prospects
- Yardage Guide provider
- Club Glove

- * New Inventory
- San Francisco Open / Northern California Open

- * Pending Renewal Agreements:

- 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
 - * KemperSports (may consider in 2018)
 - Touchstone Golf
 - Blue Shield of CA
 - Quick.golf (they declined cash partnership; we can circle back for royalty / revenue share partnership)
- Section
- *Maui Jim - wanted exposure for product only
 - *Ernest Sports - Possible for future
 - *Global Golf Post - No response; multiple attempts

Player Development & Membership Services Report

Brian Rich

Player Development & Membership Services Director, NCPGA

Since our last report at the Semi-Annual meeting we have been moving at a fast pace. There have been many great events involving junior golf, NCPGA Chapters / Divisions and the Section as a whole. Below are a few of the highlights from the past three months.

Highlights include:

- **Drive, Chip, and Putt:** The Drive, Chip, and Putt season concluded on September 9th at The Olympic Club when we determined the 8 junior golfers who will compete at Augusta National Golf Club for the DCP Finals. The Olympic Club was a great host and the players/parents really enjoyed the experience. Unfortunately, one of the eight DCP Regionals which we have hosted the last three years will move to our colleagues at the Pacific Northwest Section. This movement is not the result of a poor experience, rather a chance to move it to another Section. The 2018 DCP schedule will include 10 Local qualifiers and two Sub Regional qualifiers and will be finalized in the next few weeks.
- **PGA Junior League:** TPC Stonebrae in San Francisco was a great host for the 2017 PGA Junior League Western Regional. Four teams competed for one spot to move on to the National Championship at Greyhawk GC in Scottsdale, AZ. The Northern California team from Santa Teresa GC and captained by Terry Sullivan, edged out the Southern California team by 1 ½ points on day three to move on to the National Championship on November 16-19. Northern California had 88 PGA Junior League teams in 2017, up five team from 83 in 2016. We look to continue increasing the number of teams in 2018 due in part to the addition of Nikki Gatch, PGA as the PGA Junior League Regional Manger covering Northern and Southern California as well as the Aloha Section. Nikki has reached out to our offices and we are in the process of creating educational opportunities in each of the Northern California Chapters revolving around PGA Junior League.
- **Committees:** With the new committee changes coming in 2018 there has been a lot of brainstorming about how things will be comprised and run. The Junior Golf Committee is continuing to prepare for the Annual Meeting where they will present the Golf in Schools Program to the membership. The Teaching Committee is preparing for the T3 in November as well as thinking of new offerings for the 2018 calendar year. The Education Committee just hosted a Player Development Workshop at Contra Costa CC and are also preparing for the final events of 2017 and the early events scheduled for 2018.
- **Chapters / Divisions:** The Chapter and Division tournament seasons are starting to wind down and the Players of the Year are coming into focus for each group. Their third quarter finances will be going out to each of the chapters and divisions by the end of this week and we will be preparing them for the end of the year. Once the 2018 NCPGA Section Event schedule has been finalized, we will start the process of gathering each Chapter and Division's event dates .

Sincerely,
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, Brad Braden, 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.

2017-18 Winter Tour is set to begin November 13th at Clairmont Country Club. Once again, the Tour will consist of six events ending at the Tour Championship to be held At Blackhawk Country Club in April.

November 13 Clairmont CC

December 11 Stonebrae CC

January TBD

February 5 Castlewood CC

March 12 San Jose CC

April 23 Blackhawk CC (Tour Championship)

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

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



PGA

Northern California Section

Monterey Bay Area Chapter

Since the last NCPGA Board meeting the following meetings and events have been conducted in the Monterey Bay Area Chapter.

Recent Tournaments

Event: Stroke Play

Date: Aug 6th & 7th

Course: Carmel Valley & Poppy Hills

Participation: 17 Participants

Winner: Rick Leibovich

Sponsors: Andy Paisal & Callaway

Purse: \$1,250

Event: Match Play

Course: Poppy Hills

Winner: Casey Reamer Team

Participation: Rick Leibovich

Sponsor: Oakley

Purse: \$2,800

Event: Fall ProAm

Date: Oct 22nd

Sponsor: Linksoul,

Course: Del Monte

Event: Tournament of Champions

Date: Nov 19th

Location: Spyglass Hill

Participation: 20 Participants

2017 Schedule of Events

<u>Date</u>	<u>Event</u>	<u>Location</u>
October 22nd	Fall Pro-Am	Del Monte Golf Course
November 19 th	Tournament of Champions	Spyglass Hill
December 10th	Annual Meeting & Awards Banquet	Poppy Hills

NORTHCOAST CHAPTER
NORTHERN CALIFORNIA PGA

Fall weather has taken hold here along the North Coast. After a nice summer season, , we are pleased to still see people coming out to play while the weather is still good and the courses are still in nice shape.

We have had to reschedule a couple of pro-am's due to. We had one of our biggest events, the Baywood Pro-Am coming in July and thank the Professionals for making the trip up to enjoy a couple of days of golf in the cool summer coastal weather. We are having our Chapter annual meeting on October 16 and our stroke play Championship on October 17 with both events being held at Redwood Empire Golf and CC. Special thank you to Carol Pence for taking the time to come up and provide updates on Section and National news and other information

Big thank you to thank NCPGA Executive Director Chris Thomas and the NCPGA Section staff for all the hard work they do for the PGA Golf Professional in the Norther California Section.

Greg Henderson
President, NorthCoast Chapter, PGA

NORTHCOAST CHAPTER, PGA ANNUAL MEETING OCTOBER 16, 2017

- I. President's Message (Greg Henderson)
- II. Financial Report (Greg Bean)
- III. Tournament Report (Mark Wotherspoon)
- IV. Travel Pro-Am Update (Rex Denham)
- V. Education Report (Brent Stone)
- VI. Special Guest – Carol Pence

Old Business

1. Travel Pro-Am

New Business

1. 2017 Awards
2. MSR Cycle (Where is everyone at currently)
3. 2018 Tournament Calendar
4. 2018 Budget From Pro-Am Proceeds
5. 2017 Men's County Amateur Review And 2018 Proposal's
6. 2018 Humboldt County Senior Championship Proposal
7. 2018 Junior Golf
8. 2018 Pro-Am Rules For Non-PGA Chapter Members
9. Pro-Am Fees For Chapter and Section
10. 2018 Christmas Skins Game Dates
11. 2017 Chapter Championship Rules & Format
12. 2017 Semi-Annual Meeting & Golf

Adjournment

Notes:

North State Chapter Mission Statement:

The mission of the North State Chapter is to elevate the standards of PGA professionals through professional development, education, tournament competition and sharing of best practices. We believe in growing the game with players of all ages and promoting the enjoyment and involvement of the game of golf in our area.

Current Board Members include Mike Galli President, Kevin Earl Vice President, and Meredith Loosse Secretary.

In 2018 Meredith Loosse will move into the Vice President Role

Current Committee Members include AJ Musser Tournaments, and Katie Hamilton Communications.

The North State Chapter held two events in 2017 including our Semi-Annual meeting and golf at Cold Springs CC and our Chapter Championship at Winchester CC.

Our Chapter Champions are:

Men – Ryan Eckroat – Winchester CC

Ladies – Meredith Loosse – Woodcreek GC

We were unfortunately forced to cancel our Pro/Am scheduled for May of 2017 due to lack of participation.

We believe altering the day of the week along with a stronger communications push will help our Pro AM to succeed in 2018.

The North State Chapter will hold its final event in November at Woodcreek GC– Annual Meeting and Pro/Pro Golf Tournament.

We are currently accepting nominations for the North State Chapter Secretary and recruiting members to join one of our committees.

Thank You

San Joaquin Valley Chapter Update

October 13, 2017

While all is calm in the valley our hearts and prayers are with those effected by the fires. Our chapter is currently brainstorming on how to help those PGA professionals that may have suffered hardship or loss from the fires.

Our Chapter championship will take place Monday , October 16 at Turlock G&CC. Before the event we will have a meeting to summarize the year, discuss the inaugural "North/South" matches, form the awards committee and field questions and concerns of those in attendance.

Jeff Palmer

President, San Joaquin Valley Chapter PGA



PGA

Northern California Section

Sierra Nevada Chapter PGA

July 24, 2017

12:00pm-1:00pm – Coyote Moon GC

Called to Order by Ward Sutton

In attendance: Travis Alley, Fred Elliott, John Hughes, Lindsay Hoskins, Zach Jonas, Gus Jones, Ward Sutton, Greg Wenzel

1. Ward Sutton- President's Report
 - A. Apprentice Scholarship winners were Jared Becher and Jason Petrilena
 - B. Travis Alley will fill spot for 2016-2018 NCPGA Board of Directors representation due to Ward Sutton's move into SNCPGA presidential role
 - C. 2017 Chapter Board election will be a slate election. Fred Elliott, Zach Jonas, Gus Jones and Michael McCloskey will fill board positions
2. Greg Wenzel- Vice President/Secretary
 - A. Chapter balance is \$18,080
 - B. Apprentice Scholarship Bank Balance of \$338
 - C. Sierra Nevada Chapter currently has 70 members
3. Greg Wenzel – Tournament Report
 - A. Latest Results
 - a. Grizzly Ranch Pro-Am success with 20 teams
 - b. Wolf Run Pro-Am had 18 teams
 - c. Season Long match play in full swing
 - d. Vote on minimum # of events in order to play in Chapter Championship
 - B. Upcoming Tournament
 - a. Schaffers Mill Pro-Am, Stroke Play at Edgewood, Clear Creek Pro-Pro and Grays Crossing Pro-Am in August and September
4. Education Report- Zach Jonas

- A. Education Opportunities
 - i. CPP in San Jose and Player Development at Montreux in September and October
 - ii. Golf genius Seminar discussed

- 5. Junior Golf Update- Zach Jonas, Gus Jones, Lindsay Hoskins, and Fred Elliott
 - A. Fred and Judy Alexander
 - a. Needs Audit
 - B. Drive Chip and Putt Date had 150 kids
 - C. PGA Junior League
 - i. Still going well in reno
 - D. Truckee Golf in Schools-
 - i. Continues to expand

- 6. New Business
 - A. None

Adjourn 1:00pm

Respectfully Submitted by Secretary

2017 NCPGA Special Award Winners

Assistant Professional of the Year	John Crater, Apprentice
Bill Strausbaugh Award	Gus Jones, PGA
Club Fitter of the Year	Brian Eilders, PGA
Golf Course Superintendent of the Year	Keith Hill
Golf Professional of the Year	Ed Winiacki, PGA
Horton Smith Award	Zach Jonas, PGA
Youth Player Development Award	Meredith Loosse, PGA
Merchandiser of the Year - Private	Tony Neadeau, PGA
Merchandiser of the Year - Public	David Johnson, PGA
Merchandiser of the Year - Resort	Evan Ives, PGA
Patriot Award	Ron Kuwata, PGA
Player Development Award	Justin Russo, PGA
Sales Representative of the Year	Jeff King
Teacher of the Year	Gary Bashford, PGA
Sports Media Person of the Year	Ron Agostini
Player of the Year	David Solomon, PGA
Senior Player of the Year	Shawn McEntee, PGA
Super Senior Player of the Year	Glen Stubblefield, PGA
Assistant/Apprentice Player of the Year	Kyle Hansen, Apprentice



NCPGA
2017 NCPGA Diversity in Golf Task Force Sub-Committee

10-23-17—Board of Directors Report

Committee Members: Paul Wilcox, Dede Moriarty, Jim Kepler, Shim Lagoy, Mike Dowd, Ed Winiecki & Bill Troyanowski & Staff Liaisons: Ellen Lalande & Chris Thomas

This Committee was formed from the last Board of Directors meeting in Reno. The Committee was formed to put together a format and platform going forward to add a new *Diversity in Golf Award* and to choose a deserving individual who so fits the award.

This is the first year of this Committee which was tasked to lay the ground work going forward for this award and how it is to be structured. This Committee and Award presentation was inspired by the lifetime achievements and selfless giving back to the game of golf of Ms. Gloria Armstrong. Gloria will be the very first recipient of this award and the award will also be named as such in her honor going forward. The Committee met three times and below are the actions and results from those collective meetings.

Final Recap and Decisions for the Gloria Armstrong Award:

During the 2017 Annual meeting there will be a short video of Gloria Armstrong that will be shown, a brief description of the award and how she will be honored next year. Next summer at the Semi-Annual Meeting in Reno, Gloria will be the first recipient of this award and will be the featured guest speaker at the meeting. This will include a Video presentation, Plaque Presentation followed by a Q&A Session.

The inaugural "Gloria Armstrong Award" will be incorporated as part of our awards program but will be conducted at our 2018 Semi-Annual meeting. There will be more discussion next year on whether or not we would like to make this part of our Annual meeting in the future or keep it as a special presentation at our Semi-Annual meeting.

At our 2018 Semi-Annual meeting, Gloria will be our featured speaker and we have also arranged to have her star pupil, Pat Hurst, be part of the presentation.

The presentation will allow for 6-9 questions during the Q&A with Gloria. The exact questions will be determined and decided upon by the committee at a later date. In addition, we will also

have Pat ask two questions to Gloria as she will be part of the ceremony and presentation in the inaugural year.

Thank you to all the committee members on this sub-committee for your commitment and for making great progress in recognizing the *Diversity in Golf* for generations to come.

Respectfully Submitted:

Ed Winiacki, PGA

On behalf of the Diversity in Golf Task Force, Sub-Committee

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

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

Re: NCPGA Hall of Fame Nomination and Induction Guidelines

October 23, 2017

On behalf of the Past President's Committee, it is an honor to submit to the NCPGA Board of Directors the recommendations for the establishment of the NCPGA Hall of Fame.

The Northern California Professionals Golfer's Association was established in 1920, the Section chartered by the PGA of America in 1924. During the past 97 years, the NCPGA has amassed a history rich in tradition, respect, and celebration of the great game of golf. Countless professionals have guided us through decades of finding our way, encountering infinite challenges, decisions and gratefully, successes. The NCPGA Hall of Fame is our vehicle to say Thank You and forever remember those that have, continue to and are yet to make themselves known in the continuation of this great history.

The accompanying guidelines and list of initial inductees are the result of months of discussion and collaboration. There was no need to totally invent, as we relied in part upon information requested and submitted from the PGA of America and other Sections. The Past President's Committee, with input from Section Officer's and our Executive Director reviewed the information, added/deleted as appropriate and created those conditions unique to the NCPGA.

There are yet items to be decided, such as length of time on the ballot, and a most important factor, location. At this time, Harding Park Golf Course is the preferred destination, and discussions have begun. Suggestion has been made to host an event as a fund raiser to kick start the Hall of Fame.

Very special thanks must be noted to Past President's Menchinella; Jetter; Plato; Brumfield; Thormann; Wilcox; LaGoy and Mazzaferri as well as Section President Troyanoski, Vice President Moriarty and Executive Director Thomas.

Their time, spirit, experience, and enthusiasm for the project have brought us to this juncture.

Please review the attached, and we look forward to discussion and approval at the October 23 meeting, with the intent of notifying the membership and commencing process for the first Class of 2018.

Respectfully submitted,

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

	A	B	C	D	E	F
1						Initial
2						Votes
3						
4	Ken Morton, Sr.	Ken Morton, Sr.	Ken Morton, Sr.	Ken Morton, Sr.		4
5	Eddie Duino, Sr.	Eddie Duino, Sr.	Eddie Duino, Sr.	Eddie Duino, Sr.		4
6	Dr. Pete Zidnak	Dr. Pete Zidnak	Dr. Pete Zidnak	Dr. Pete Zidnak		3
7	Art Bell	Art Bell	Art Bell			3
8	Roger Maitbie	Roger Maitbie		Roger Maitbie		3
9	Mark Fry		Mark Fry	Mark Fry		3
10	Lyle Wehrman		Lyle Wehrman	Lyle Wehrman		3
11	Steve Wiercinski				Steve Wiercinski	2
12		Gary Plato	Gary Plato			2
13	Al Krueger	Al Krueger				2
14	Cam Puget	Cam Puget				2
15	Bud Ward		Bud Ward			2
16	Earl Fry		Earl Fry			2
17	Fred Fry		Fred Fry			2
18	Tom Fry		Tom Fry			2
19	Dick Fry		Dick Fry			2
20	Julie Inkster	Julie Inkster				2
21	Mike Rawitser	Mike Rawitser				2
22	Pat Markovich		Pat Markovich			2
23	Rick Rhodes	Rick Rhodes				2
24	Tal Smith	Tal Smith				2
25	Ken Towns				Ken Towns	2
26	Tom LoPresti		Tom LoPresti			2
27	Rick Jetter		Rick Jetter			2
28			Olin Dutra	Olin Dutra		2
29		Dick Lotz		Dick Lotz		2
30		Larry Babica			Larry Babica	2
31			Grant Halstead		Grant Halstead	2
32		Frank Minch Sr.	Frank Minch Sr.			2
33						
34						
35						

	A	B	C	D	E	F
36	The following Nominees have each received 1 vote:					
37						
38						
39	Anthony A Cardoza	Bert Stamps	Bob Gutwein	Sam Whiting	Al Huber	Lawson Little
40	Barry Brumfield	Bill Corbett	Bus Penteleton		Art Melville	
41	Dewey Longworth	Bob Badger	Dewey Longworth		Bob Lunn	
42	Jim Langley	Bob Boldt	Dutch Harrison		Charles Seaver	
43	John McMullin	Bob Moore	Gary Loustalot		Jerry Heard	
44	Ken Venturi	Bob Rosberg	Jim Langley		John Joseph	
45	Lucius Bateman	Bobby Clampett	Joe Zakarian		Len Ross	
46	Shim LaGoy	Bud Finger	Kyle Burton		Ray Forrester	
47	Tony Lema	Forrest Fezler	Silva Brothers		Vic Lombardi	
48		George Archer	Woody Wright		Willie Nicoll	
49		Harold Sampson				
50		Jim Wiechers				
51		John Abendroth				
52		John Lotz				
53		John Zontek				
54		Johnny Miller				
55		Peter Hay				
56		Ray Anderson				
57		Scott McCarron				
58		Steve Caulkins				
59		Willie Goggin				

Northern California Section of the PGA of America

Hall of Fame Nomination and Induction Guidelines

Purpose: To enshrine PGA Professionals in the Northern California Section of the PGA of America Hall of Fame in recognition for their significant, enduring accomplishments and contributions to the game and the Association, which are judged to be of historical significance.

Eligibility:

- NCPGA Member (*in Good Standing*) 8 years or more (matches Master Professional)
- NCPGA Member may be nominated/elected posthumously
- Contributions to the NCPGA Section and the game of golf must be significant, enduring and have historical significance
- NCPGA Section Past Presidents in Good Standing (auto nomination, not induction)
- NCPGA Section Golf Professionals of the Year in Good Standing (auto nomination, not induction)
- NCPGA members in Good Standing (living or deceased) may be nominated by an NCPGA Member in Good Standing
- NCPGA Professional in Good Standing may be nominated by their Club or facility
- NCPGA Members may be nominated due to their success in the areas of Service, Playing, Instruction, Merchandising, Player Development,
- NCPGA National Award Winners (auto nomination, not induction)
- NCPGA Members at least 50 years of age
- The Committee may bring forth a candidate they feel qualifies with qualifications other than noted above

Election Committee: The Election Committee will be comprised of: The NCPGA Section Executive Committee; the Section Executive Director; 2 Past Presidents Committee Members; 1 NCPGA Honorary Member

Election Process: Nominations will open at the Section Annual Meeting. Completed nomination forms are due back by March 1. Hall of Fame nominations and completed forms shall be sent to the Election Committee by March 2 and are due back to Section Headquarters by March 31, in care of the Executive Director. The Hall of Fame class shall be determined by the candidates receiving 2/3 of the Election Committee votes, after a quorum has been established. The current year inductees will be announced and celebrated at the Semi- Annual Meeting. Initially and for the first five years from the creation date of the NCPGA Hall of Fame, there will be unlimited annual inductions. Beginning in year 6, there shall be no minimum nor maximum. A nominee may remain on the ballot for 8 years.

Application Process:

The following criterion* has been established for those individuals nominated to the NCPGA Hall of Fame

Nomination should be directed, in writing, to the Executive Director of the Section. Upon receipt of the nomination, which must include a minimum of four (4) letters of recommendation, the Executive Director shall submit to the nominating party a letter outlining the criteria for nomination to the NCPGA Hall of Fame. The Executive Director shall verify that the submitted documents follow the stated criteria and are submitted by the established deadline, and if lacking, shall be returned to the nominating party for completion.

**NOTE: This criterion is in the form of a questionnaire that is to be completed by the nominating party, and submitted to the Section Executive Director for review.*

- List the achievements of the nominee within their community.
- List professional accomplishments.
- What is the nominees' standing among peers?
- What has the nominee done for golf or the golf industry within the Northern California Section boundaries and beyond?
- List the organizations to which the nominee belongs
- To what extent has the nominee demonstrated willingness to share their time and expertise for the good of the game?



PGA

Northern California Section

Education Committee

Meeting Minutes

Friday, August 19, 2017

8:00am-8:30am

In attendance: Gus Jones, Zach Jonas, Tom Morton, Morgan Davies, Scot Prenez and Ward Sutton

1. CPP Workshop
 - a. Scheduled at San Jose CC on September 19th and 20th
 - b. Workshop is on Golf Operations
 - c. Signups are light
 - d. Committee recommends a strong push through email, social media, word of mouth and possibly mail
 - e. The drop dead date is September 4th established by Todd Sammons, PGA
 - f. Ward will reach out to Ellen, Gus will reach out to Ed Winiecki and all committee members will reach out to their circle to promote the event.
2. Player Development Workshops
 - a. Scheduled at Contra Costa CC October 16th and 17th, Montreux Golf and Country Club on October 18th and 19th
 - b. Ted Eleftheriou, PGA Player Development Specialist will be presenting
 - c. Registration opens September 4th, please visit ncpgalinks.com
 - d. Ward will reach out to Ellen concerning our communication plan
3. Annual Meeting
 - a. Chris Thomas has booked coach John Robinson, USC/Rams Coach, and Craig Pollard, President of GT Golf Supplies for our education session at the Annual Meeting December 4th at Northridge Country Club
4. Dr. David Cook Recap
 - a. Event was well attended, dynamic and enjoyed by 40+ NCPGA Professionals
5. Pro Perspective Update and Player Teacher Forum Update
 - a. Zach Jonas and Scot Prenez have established a subcommittee and are planning on 2019 delivery
 - b. Tom Morton shares that he will be reaching out to Martin Hall as the 2018 keynote
6. 2018 Planning
 - a. Each committee member is encouraged to come up with ideas for education events for 2018 that they can chair, develop and implement.

- b. We are focusing on opportunities prior to the end of the MSR cycle and Ward will reach out to the Chapter Presidents for their calendars to make sure we have enough Q1 and Q2 offerings.

Next Meeting Friday, October 13th, 2017 at 8am



PGA

Northern California Section

NCPGA Teaching Committee Call Minutes August 25

Members Attending: Don Leone, Ward Sutton, Bill Johnson, Gary Monisteri, Tom Morton, Brian Rich

Player Development Workshop

- Montreux, October 17-19
- Contra Costa, October 15-17
- Email blast will be going out next week

T3 November 8th 9:00-3:00, Mainers Point

- Patty is no longer available
- Focus is on teaching women
- Former tour players or women Section members for teaching
 - Showcase NCPGA Members
 - 3 teachers would be a good mix
- Stipend available for teachers? Build into entry fee?
- Morning (short game) Afternoon (full swing)
- Marketing ideas – get more women into the game
- Have the facility donate the facility and then we will pay for the food
 - Catering? Food on site?

2018 Committee Structure

- Goal is to align section committees with the national committees
- Education and Teaching committees may blend together in 2018
- Quarterly face to face committee meetings

2018 Offerings

- Player Development Workshops
- T3's
- On course instruction/course management seminar
 - Sports psychologist
- Teaching competition

- Could we do this ourselves as a Section event?
- Technology
 - Bring someone with Trackman, V1, K-vest to do a seminar
- Seminar for Section members watching top young teachers teaching

Apprentice

New Apprentice mandatory orientation and engagement

1- Education event

1- Meeting

1- Tournament

January 1 or June starting date

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 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 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.

NCPGA TOURNAMENT DASHBOARD

As of October 18, 2017

Participation is down 5% as compared to 2016; Purses are up 8% over 2016

