



**Ward Sutton**  
NCPGA GOLF PROFESSIONAL OF THE YEAR

# 2018 *Annual Review*

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# NORTHERN CALIFORNIA SECTION 2018 Annual Review PGA

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Bill Troyanoski, Half Moon Bay Golf Links

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### NCPGA SECTION STAFF

Len Dumas – Executive Director & Chief Operating Officer  
Nancy Maul – Assistant Executive Director & Managing Director, NCPGA Foundation  
Cameron MacGregor – Tournament Director  
Kevin Mitchell – Business Development Director  
Suzy Schneider – Programs Coordinator  
Caitlyn Doyle – Executive Assistant & Communications Specialist

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Carol Pence – PGA of America Career Consultant  
Junko Suzuki – PGA of America Junior League Manager

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## NCPGA ANNUAL REVIEW

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## President's Report

**Bill Troyanoski, PGA Master Professional & Certified Club Manager**  
President, NCPGA Board of Directors

Greetings to all NCPGA members and associates. It has been an honor and great pleasure to serve the nearly 1,100 members of the NCPGA. I am thankful to our officers, board of directors, executive team and all committee participants for their ongoing dedication and tireless efforts to serve the members of our Association and grow the game of golf.

This has been a transformational year for the NCPGA Foundation, and its flagship program for veterans, PGA HOPE. We now serve more than 750 veterans in both spring and fall programs at eight sites. Most impactful, perhaps, have been the many heartfelt stories emerging from our veterans on how transforming the PGA HOPE experience has been in their lives. We can be truly proud of the leadership from our PGA Foundation Managing Director Nancy Maul, Program Director Suzy Schneider, our supporting partners and PGA members and associates delivering these very inspirational programs to our veterans. Well done!

We are all very proud to honor our 2018 NCPGA Award Winners. Each recipient has demonstrated dedication and commitment to the ideals of The PGA of America at the highest level. Each year our highest honor is given to someone who stands out among all members as our Golf Professional of the Year. This year we honor PGA Master Professional and Secretary of the NCPGA, Ward Sutton, for his efforts and exemplary performance. Ward served as the past president of the Sierra Nevada Chapter, chaired the Associate Mentoring Committee, served on several NCPGA committees, and was a past recipient of the Bill Strausbaugh Award. Congratulations, Ward, on earning this respected award.

In 2019, golf enthusiasts from around the world will converge on the Bay Area and Pebble Beach, Calif. for the 2019 U.S. Open. This is just one of several major golf championships that will be contested in Northern California over the next 10 years, including the PGA Championship that will be played at TPC Harding Park in May of 2020. Plans are well underway to prepare for this showcase event of The PGA of America. Leadership is currently seeking PGA members to participate on the championship committee. Subcommittees include: 1) Premier & Registry Sales, 2) PGA Reach, 3) PGA Section Volunteers, 4) PGA Diversity and Inclusion Activation, 5) PGA Member Club, and 6) The 41 Club Liaison. If you are interested in serving on one of these subcommittees, please contact NCPGA Executive Director Len Dumas.

Several of our members and clubs were impacted by the devastating Camp fire in Northern California. The PGA of America established a relief fund managed by the Silicon Valley Community Foundation to assist all golf community members who were affected by this tragedy. For assistance, PGA and golf community members should visit [www.golfrelieffund.org](http://www.golfrelieffund.org). PGA members may also apply for help from or make contributions to the separate PGA Disaster Relief program at [www.pga.org](http://www.pga.org).

It has been an honor to serve the NCPGA membership over the past several years and most recently as president of the NCPGA. Throughout my term, I made many new friendships and served with some of the brightest and most dedicated PGA Professionals in our Association. I sincerely appreciate all who have taken time from their work and families to help serve our membership, participate in committees and grow the game we love. I am especially grateful to our board of directors for their dedication and ongoing work to make the NCPGA the very best of all 41 Sections. And last, thank you to the team at HQ who makes it happen for all of us: Len, Nancy, Cameron, Suzy, Dillon and Kevin. I am deeply honored to have been elected by the NCPGA Board of Directors to serve as District 11 Director for the Northern California PGA, Southern California PGA and Aloha Section PGA for the next three-year term of office. This selection comes with great responsibility and I am excited for the opportunity to serve on the national board. During the transition, I will remain highly engaged with the officer team and President Moriarty on the 2020 Championship Committee. In addition, I'll continue assisting the executive team and board of directors. Best wishes to the entire NCPGA family for a safe and enjoyable holiday with your extended family and friends, and a very happy and successful New Year!

**Bill Troyanoski, PGA MP CCM**

General Manager, Half Moon Bay Golf Links

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## Executive Director/ COO's Report

**Len Dumas, PGA & Certified Club Manager**  
Executive Director & Chief Operating Officer, NCPGA

2018 has been a year of healing, introspection, reorganization, growth and—of course—continued change. As staff, we reviewed our Mission Statement to affirm that our actions were in concert with the goals to be achieved. “Serve the members and grow the game” is simply stated, yet at times complex in its execution. 2018 was dedicated to onboarding new staff members while we established and re-established our relationships to create a unified team. A look ahead will reveal our experiences and the roadmap into 2019 and beyond.

### Commitment to Business Development and Professional Growth

A business development director has been hired in order to have full-time presence in the arena of sponsor/partner relations and program growth. This focus will benefit the core mission of the NCPGA as funding is therefore provided in the areas of education, growth of the game, communications and tournaments. The business development director will allow us to develop deeper relations with our existing and partners-to-be as we bridge the goals of our partners and the facilities we serve.

We are in search for a director of operations, the kingpin in the connection of programming and meeting our Section mission. A large and diverse Section such as the NCPGA makes it imperative that we service our members and associates not only administratively, but also actively via local program development and execution. The director of operations will serve as the point of contact for our Chapters and Divisions as well. Think globally, act locally.

Additionally, we have begun to utilize a full-time social media presence and develop a communication language and calendar. Our messaging must be both in real time and far enough in advance to allow our members an opportunity to review and select the events of their interest. We realize we speak to two audiences: our professionals and the public. Our messaging must reflect responses to the needs of both in their language.

In concert with the existing tournament director, programming and senior leadership, we are set for an efficient operation headed to and prepared for growth.

### Key Undertakings

The restructuring described above permits us to focus on growth and consistency in the areas of education, growth of the game, Section professional participation and branding. Working through our core committees and Chapters, we will provide education opportunities consistently on relevant topics, encourage participation in our tournaments, grow the game through PGA Jr. League, Drive Chip and Putt, and the Junior Tour of Northern California (JTNC), while serving as the administrative arm for our professionals. All of the aspects serve as a means of connecting with our members in order to stay on a current track as to continued professional development, and the lifelong learning process. We shall also remain close to our allied associations as we must guard the game and our facilities as much as possible from legislation and regulation that are averse to our industry.

### The Road Ahead

How fortunate we are to have a dedicated professional team as Section staff. The challenges are welcome as we march forward to continue serving and growing personally as well. It is an honor to serve.

### Len Dumas, PGA CCM

Executive Director & Chief Operating Officer, NCPGA

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## Vice President's Report

**Dede Moriarty, PGA**  
Vice President, NCPGA Board of Directors

### September 30, 2018 Balance Sheet

The comparative statement of financial position indicates a healthy \$656,160 in net assets; an increase of \$132,017 for the same period ending in 2017. The NCPGA remains in a healthy cash position with \$260,000 in reserves, \$10,000 greater than the 2018 opening balance. Accounts receivable remain healthy in their aging and collection timing. The accounts receivable aging was carefully reviewed at the end of the period ended June 30, 2018 (second quarter) which resulted in action relative to ensuring timely collection. The annual member dues billing was in excess of \$400,000, providing, as of September 30, 2018, deferred revenue in the excess of \$300,000 amortized monthly.

### 2018 Financial Forecast

Section business activities for the period ending December 31, 2018 are forecasted to produce a positive-to-plan result in excess of \$50,000 including depreciation. As described in the 2018 original financial planning, this is the first of a three-year cycle whose objective is to replenish Section reserves. The tone was set early in the year with the strong results from the Player Teacher Forum and continued with increased tournament participation (see details below).

### Key variances in the 2018 financial statements:

- **General & Administration:** Remains on plan, as savings assisted in the offset of items that are not included in the budget, such as depreciation, an expense of \$9,178 through September 30, 2018.
- **Marketing:** Departmentally, we have a positive result as we did not hire a business development director. This position is now filled, effective December 4, 2018. Additionally, sponsorship revenue has exceeded budget in excess of \$10,000 year-to-date.
- **Player Development:** The positive results in player development resulted, in part, from the use of local PGA members in the field at Drive, Chip and Putt sites. Though we experienced a departure of a staff member, it was quite a successful season. The growth in PGA Jr. League also served to augment our player development income.
- **Tournaments:** The programming for 2018 has been strong, with high registrations at the PGA Tour qualifiers. The Barracuda, Safeway Open, Web.com, and First Tee Open (Pure Championship) all exceeded budget. At the Section level, even though the purse funds decreased, registration actually increased. The NCPGA Section Stroke Play Championship at Lake Merced exceeded planned registration. Usage of local rules officials and PGA members helped control these expenses.

Division and Chapter results were not forecasted; however, are anticipated to result in an overall surplus for 2018.

### Dede Moriarty, PGA

*PGA Golf Instructor, Presidio Golf Course*



## DRIVE **HOPE** FORWARD

The Northern California Toyota Dealers Association is a proud supporter of PGA HOPE. Their mission to bring the joy of golf to injured and disabled veterans helps better the lives of so many deserving heroes, both physically and emotionally.

We stand by our veterans. We stand by PGA HOPE.



## Secretary's Report

**Ward Sutton, PGA Master Professional  
& Certified Club Manager**  
Secretary, NCPGA Board of Directors

It has been an honor and a privilege to serve our Section as secretary in 2018 and I look forward to serving as your vice president in 2019-20.

This year has been active with effort from your Section staff, board of directors and officers to grow the game and serve the members. In May, the NCPGA officers and executive directors traveled to Houston, Texas for the PGA Super Regional Meeting to learn about the national candidates for PGA Secretary. Also, the NCPGA officers and executive director traveled to Silverado C.C. in July for the District 11 meeting, joining the Southern California and Aloha Sections to discuss issues relevant to our Sections, District and Association.

The NCPGA officers and executive director will also be attending the PGA Annual Meeting in Palm Springs in November. In early September we decided as delegates to endorse Rick Murphy, PGA as the candidate who best reflects the values, goals and aspirations of the NCPGA. We are excited as this will be a historic time for our Association, as in addition to electing a new secretary, we will also be electing Suzy Whaley, PGA as our first female PGA President!

This year, President Bill Troyanoski, PGA tasked me to develop an adjunct NCPGA Bylaw Committee. The committee has worked diligently to ensure that the by-laws are up to date and state what we do. At the semi-annual meeting in July the first revisions were approved by the membership. Look forward to additional updates at the annual and semi-annual meetings in the years ahead.

The NCPGA membership totals remained consistent in 2018. One major area of concern is that at the ending of the last MSR Cycle, 63 of our Section members went Class F, which is a huge spike. Please let the Section staff, board of directors and NCPGA Education Committee know if there is anything we can do to aid those who are affected by this category. Additionally, any suspended associates can reach out to Len Dumas, staff liaison or anyone on the Associate and Member Mentorship Committee for assistance.

NCPGA Membership as of November 2018 is shown below.

- Total Membership: 1,088
- Total Members: 903 (Inactive: 27; Class F: 63)
- Total Associates: 185 (Suspended: 44)
- New Facilities since 01/01/2018: 8
- New Associates since 01/01/2018: 35
- New Members since 01/01/2018: 35
- Transfers into our Section since 01/01/2018: 27

I would like to thank and recognize our outstanding staff for all they do for us—Len Dumas, Nancy Maul, Cameron MacGregor, Suzy Schneider, Carol Pence, Nikki Gatch and Dillon Harper. We appreciate them and are lucky to have them!

**Ward Sutton, PGA MP CCM**

*PGA General Manager, Yakima Country Club*

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## Foundation Report

**Dede Moriarty, PGA**  
President, NCPGA Foundaion

It's been an honor to serve as NCPGA Foundation president for the last three years. 2018 was another year of growth, so I'm pleased to share several exciting updates with you.

Since PGA HOPE Northern California started in the fall of 2015, more than 550 veterans have graduated the program and well over 750 veterans have attended at least one clinic. All of our professionals that have been involved in this program can testify to the stories of how PGA HOPE Northern California has positively impacted the lives of veterans in our communities. We are looking forward to the continued growth of this wonderful program.

The shift in our Foundation bylaws has allowed us to add several key non-PGA members to our board. Through their connections, professional networks and enthusiasm, non-PGA Directors Andy Dolich, Bob Hoffman, Rich Cerussi, along with longstanding board members Mark Killeen and Frank LaRosa have helped drive new strategic partnerships and increased fundraising to support our Foundation's programming.

Our premier fundraiser, The Langley, took place at Pebble Beach on August 20-21. Our honorees this year were PGA Tour Veteran Peter Jacobsen and local honoree Jim Nantz. The event was a huge success and raised nearly \$150,000 for PGA HOPE. If you can, consider bringing a team for 2019.

For the second year, Merrill Lynch and Bank of America sponsored Invest In HOPE, a fundraiser for PGA HOPE Northern California, held at Blackhawk C.C. in September. Through this event, the Foundation was able to buy 100 sets of Callaway Strata golf clubs to be distributed to veterans who have graduated the HOPE program and are in the most need of clubs.

Part of the NCPGA Foundation's mission statement is to provide resources to PGA members serving their communities in Northern California and Northwestern Nevada to help grow the game. I'm happy to report that there will be funds to support both NCPGA Member Grants and the Chris Thomas Associate Scholarship in 2019. Detailed information along with applications and deadlines is available on [ncpgalinks.com](http://ncpgalinks.com) under PGA Professionals/Associate Scholarships.

I'd like to personally thank Nancy Maul, Suzy Schneider and Bob Epperly, PGA for all their passion and hard work to make our NCPGA Foundation a success. It has been an amazing and most rewarding journey to serve on the NCPGA Foundation Board for the past 11 years. I'd like to encourage you all to get involved, even in some small way.

**Dede Moriarty, PGA**

*PGA Golf Instructor, Presidio Golf Course*



## District 11 Report

**Bill Troyanoski, PGA Master Professional  
& Certified Club Manager**  
District 11 Director, PGA of America

Many thanks to all NCPGA members and associates for a successful and enjoyable annual meeting at Silver Creek Valley C.C.

Throughout 2018, I shadowed our District 11 Director Scott Ashworth on monthly board calls and at national board meetings in preparation for my new role as District 11 Director. I learned a great deal about our national governance, and am impressed with the level of preparation, commitment and passion that was expressed from our board members and officers, especially from Scott. He served with integrity, passion and great heart, and is highly respected among all board members. Well done, Scott, and thank you for your coaching and leadership!

We recently returned from the 102nd PGA Annual Meeting at Indian Wells in Palm Desert, Calif., where we celebrated PGA President Paul Levy's tenure with gratitude for his and his wife Heidi's many years of faithful service. On November 9, we swore in the 41st president of The PGA of America, Suzy Whaley—the first female president of our Association. What a milestone! Jim Richerson was elected as vice president, and John Lindert as the new secretary. We also celebrated the achievements of our 12 national award recipients at an emotionally charged and inspirational dinner. The evening was highlighted by an interview with PGA Golf Professional of the Year Dan Pasternak, and PGA Teacher of the Year James Sieckmann.

Delegates approved Resolution 1, which extended the deadline for Sections to submit resolutions to September 1, consistent with the deadline for board-submitted resolutions. We also heard a presentation from the PGA Governance task force on proposed changes to the constitution, to include: the addition of an independent director to the board of directors, adjustments to the selection/election processes within each Section for district director, and amending the existing role of the honorary president. The PGA Board of Directors will review the task force recommendations in January at the 2019 PGA Merchandise Show.

2018 also brought about significant change to the executive leadership of The PGA of America. In July, CEO Pete Bevacqua announced his plans to resign to pursue an opportunity with NBC Sports. Pete's leadership guided The PGA of America to numerous achievements and successes. After an extensive search, the executive team and national board of directors selected Seth Waugh as the next CEO. Seth's skill sets, experience and leadership style are a perfect fit for The PGA of America, positioning our Association well for an exciting path forward. At the annual meeting, Seth addressed the board's plans to pursue development of a hybrid PGA of America HQ in Frisco, Texas, while continuing PGA HQ operations in West Palm Beach. More on this in the very near future.

Recent wildfires in Southern and Northern California once again brought on unprecedented destruction to affected areas in our district. Hurricanes impacting the Carolinas and Gulf States also caused flooding, property loss and loss of life. Our heartfelt thoughts and prayers go out to all of our family impacted by these natural disasters. Affected PGA members and industry professionals may seek assistance from the Golf Relief and Assistance Fund at [www.golfrelieffund.org](http://www.golfrelieffund.org). PGA members may also apply for benefits from the PGA Disaster Relief Fund at [www.pga.org](http://www.pga.org).

The PGA of America is on an exciting path with great emphasis on serving our members and growing the game. I am honored to represent my home Section and all of District 11 in the years ahead. My very best to all PGA members and associates and your families for a wonderful holiday season and 2019!

**Bill Troyanoski, PGA MP CCM**

*General Manager, Half Moon Bay Golf Links*



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## 2018 NCPGA Special Awards



### Golf Professional of the Year Ward Sutton, PGA Master Professional

#### Yakima Country Club

In his 12 years with the Northern California Section, Ward Sutton has demonstrated significant professional commitment to using golf as a tool to benefit others' lives. For his efforts and service to the Section, he has been recognized as the 2018 NCPGA Golf Professional of the Year.

Sutton has served as a board member for the Sierra Nevada Chapter of the NCPGA since 2012. In that

time, he has reached out to numerous PGA members to offer support and assistance in becoming Certified PGA Professionals and has been instrumental in developing educational and financial opportunities for professionals and associates to enhance marketability and career development. He has also mentored several Chapter members to navigate additional resources and maintain their membership status in good standing.

At the Section level, Sutton has actively worked to help other Chapters raise money for associate scholarships, participated on the NCPGA Board of Directors, bolstered opportunities to improve educational and employment opportunities and participation, and nominated multiple fellow members who went on to win NCPGA Special Awards throughout the years. He currently serves on several Section and Foundation committees, including the NCPGA Bylaw Committee (chair), NCPGA Board of Control Committee (chair), 2020 PGA Championship Committee, NCPGA Foundation Associate Scholarship Committee (co-chair), NCPGA Foundation PGA HOPE Committee (co-chair), and the NCPGA Foundation 100-Hole Challenge Committee (co-chair).

"I have been very fortunate to be in a position where my works, ideas and accomplishments have been used to demonstrate my leadership ability," Sutton professes. He has authored numerous articles and been featured in publications such as *PGA Magazine*, the *Reno Gazette-Journal*, *Northern Nevada Business Weekly*, *BizNevada Magazine*, and the *Sierra Sun*, in addition to appearing in multiple segments for KRNVC NBC Reno.

Fellow PGA colleagues have described Sutton's influence as committed, benevolent, leading by example, and empathetic, and believe that his dedication has contributed to their success within the Association and in their careers. Additionally, Sutton has worked tirelessly to grow the game at his facility through initiatives aimed at developing young players and veterans. These initiatives include fundraisers; PGA Jr. League; Drive, Chip and Putt; PGA HOPE; the Fred and Judy Alexander Clinic; The First Tee of Northern Nevada; U.S. Kids; and high school/university golf programs.

Sutton has always held himself, his staff and fellow PGA colleagues to a high standard, which he believes has been instrumental to his success. Previous awards he has garnered for the Section include the Horton Smith Award (2014) and the Bill Strausbaugh Award (2016).

The NCPGA Golf Professional of the Year displays the finest exhibition of leadership, determination, business acumen, professionalism and service to the Section, the Association, the local community and to golf in general. The most prestigious honor a PGA Professional can achieve, this annual award recognizes the total contribution made by the Professional and the respect shown by his or her colleagues.



### Assistant Associate of the Year Chris Galvin, PGA

#### Sierra View Country Club

In recognition of his overall performance, leadership and service to the NCPGA Section, and his promotion of the game of golf, Christopher Galvin has been selected as this year's NCPGA Assistant Associate of the Year. An active member of the NCPGA AA Division Tournament Committee since 2013 and a member of the AA Division Board of Directors since 2014, he's also represented the NCPGA in the North/South Cup

team for many years, and as co-captain in 2017.

Galvin has been instrumental in creating numerous opportunities for fellow AA Division members to earn MSR credits and enhance their careers by teaming with NCPGA Career Consultant Carol Pence to provide education and career counseling at division events. In the coming year, he hopes to continue working to grow these enhancements and to increase sponsorships of the NCPGA AA Division.

As the director of junior golf programs at Sierra View C.C. for the past eight years, Galvin has championed growth of the game through developing a Junior Players' Club, where he increased youth participation at his week-long summer golf camp and clinics, an annual Parent-Child Tournament, and Junior Club Championship. He also donates golf lessons for a number of fundraisers throughout the year and is active in supporting the golf program at his alma mater, Sonoma State University.

Galvin completed the PGA Professional Golf Management program attaining Class A status in 2016. He aspires to be certified in golf operations and teaching and has set a goal to attain those certifications by 2020.



### Teacher of the Year Kevin Hanssen, PGA

#### Pebble Beach Golf Academy

A coach with the Pebble Beach Golf Academy since 2001, Kevin Hanssen has led instruction at the facility for the last five years. He consistently delivers world-class service to his colleagues, guests and community in addition to his service to the Monterey Bay Area Chapter and the NCPGA Section. For these reasons, Hanssen has garnered the honor of being named the 2018 NCPGA Teacher of the Year.

The foundation of his teaching is based on science, anatomy, geometry, physics and biomechanics. Whether teaching a PGA Tour professional, celebrity, CEO, amateur or junior, he focuses on long-term improvement, approaching each lesson with the highest levels of enthusiasm and positivity.

In his cross-country travels, he has learned from and coached some of the most prominent names in the golf industry, including Grant Waits, Jordan Spieth, Mike Adams, Vijay Singh, Mark Wahlberg, Stan Utley and many others. He is deeply involved in efforts to grow the game including working with the Robert Louis Stevenson High School golf program, Santa Catalina Girls Summer Golf Camp, First Tee of Monterey and others.

Hanssen has previously been awarded the NCPGA Monterey Bay Area Chapter Youth Player Development Award in 2016, the NCPGA Monterey Bay Area Chapter Teacher of the Year Award in 2016-2017 and was named *Golf Digest's* Best Teacher in the State in 2017-2018.



### Bill Strausbaugh Award Gus Jones, PGA

#### Martis Camp Club

For his outstanding integrity, commitment to mentoring fellow professionals and for his significant impact on the careers of PGA Professionals in the Section, Gus Jones was named the 2018 NCPGA Bill Strausbaugh Award recipient.

"Since accepting my first leadership role in 1990, I've had the pleasure of mentoring more than a dozen assistants who have gone on to become head golf

professionals, directors of instruction, general managers, or serve in roles within The PGA of America," said Gus. "I have always tried to care not only for their careers, but also for them as people and for their families."

This award is just the latest addition to several honors he has accumulated throughout his years in the golf industry. Named 2010 NCPGA Golf Professional of the Year, 2008 NCPGA Horton Smith Award recipient, 2014 NCPGA Private Merchandiser of the Year, and 1996 IDCPGA (of the neighboring Southern California Section) Chapter Teacher of the Year.



### Horton Smith Award Donn Achen, PGA

#### Del Monte Golf Course

Donn Achen from Pebble Beach Company's Del Monte G.C. is this year's Horton Smith Award winner for his contributions to developing education opportunities for PGA Professionals.

Achen has been honored as the Pebble Beach Company Employee of the Year and achieved his PGA certification in Golf Operations. He has served as the PGA Professional Golf Management (PGM) internship

coordinator at Spyglass Hill and was responsible for selection, management and mentoring of the interns. In his role as training and communications manager for Pebble Beach Company, he led the orientation program for PGA PGM associates, PGA members and PGA managers. He also conducted ongoing training for PGA managers in effective leadership, customer service and team development. For the 2010 U.S. Open, he wrote and produced a series of videos and web content to excite the viewer about the prestigious event.

He enhanced the image of the PGA Professional as a leader of the game and business of golf by conducting the training in all resort departments. From retail to restaurants and valets to housekeeping, they saw a PGA Professional providing education and coaching outside the golf arena. Congratulations Donn Achen, our 2018 Horton Smith Award winner.



### Player Development Award Aaron Hartesveldt, PGA

#### Northern California Golf Association

Aaron Hartesveldt is the director of the Junior Tour of Northern California (JTNC), a competitive golf program run in partnership between NCGA and the NCPGA consisting of 28 yearly events for approximately 850 members ranging from entry- to advanced-level competition. The program not only helps to teach and give juniors the opportunity to play competitive golf, but also teaches and develops

leadership skills, integrity, and knowledge of the rules and etiquette of golf.

"I hope that our program inspires fellow golf professionals to get involved in promoting the game of golf with junior golfers," Hartesveldt said. "At the end of the day, we give these young players an opportunity to hone their tournament skills, but it is the local PGA club professional [who teaches] them the game."

Almost 80 percent of the members are also Youth on Course members, which helps participation at the club level. In 2018, the organizers focused on growing girls and beginner participation by offering events specifically targeted towards those groups. The effort has already generated hundreds of new golfers and their almost 50/50 split with boys and girls championship flight participation is almost double national and state averages.

Not only do junior competitive golfers grow into good players, but they are much more likely to become lifelong golfers ... and future leaders of the game.

Note: All photos of Award Winners are by Marcia LaRosa.



Attendees at the 2018 NCPGA Player & Teacher Development Forum at UC Davis in January.



More than 200 players attended the Chris Thomas Memorial Family Fundraiser at The Olympic Club in April. The event raised nearly \$70,000 for the Thomas family.

2018 NCPGA Special Awards (cont'd.)



**Youth Player Development Award**  
**Will Robins, PGA**

*Will Robins Golf*

For his exemplary contribution and achievement in youth player development, Will Robins has been presented the 2018 NCPGA Youth Player Development Award.

“Will has the unique ability to blend instruction with fun, all the while creating an engaging and rewarding atmosphere for his students that really works,” said Eric Jones, PGA director of instruction

and 2014 NCPGA Teacher of the Year. “His curriculum and innovations are leading the field.”

Robins is very active in the PGA community. His training videos for PGA Jr. League and speaking engagements have influenced golf professionals across the country and made a lasting impact on youth participation in the game beyond that in Northern California.

At the local level, Robins has partnered with a number of fellow PGA Professionals to develop successful after-school and coaching programs across the Section and rebuilt the shuttered junior program at Empire Ranch G.C. which now attracts more than 100 students week after week. His WRGolf Junior Program offers his more than 70 students a path to continue on to more competitive events, and a chance to spend time with their parents, who caddy for the players.

Robins has previously been awarded the NCPGA Player Development Award (2015) and the NCPGA Junior Development Award (2014).



**Patriot Award**  
**Bob Epperly, PGA**

*Antelope Greens Golf Course*

In 2015, Bob “Expertly” (as he is now affectionately known by our veterans) signed up to become an instructor for the Section’s PGA HOPE (Helping Our Patriots Everywhere) program to offer free golf instruction to military veterans who are new or returning golfers.

Since the first PGA HOPE clinic of three participants, Epperly has worked tirelessly in conjunction with the

Section office to promote the program, recruit NCPGA members as instructors, and work with facilities to become partners of PGA HOPE Northern California. Due in large part to Epperly’s efforts, the program has grown to serve more than 750 veterans at eight different facilities across Northern California and Northwestern Nevada.

Having grown up in a military family, Epperly holds the highest regard for veterans and active duty servicemembers. He served six years in the California Army National Guard and began his professional golf career in 1972, working in many different roles throughout his career. His teaching style incorporates a “single plane” swing, which utilizes fewer moving body parts and was highlighted during his eight-week feature on the Golf Channel in 2004.



**Merchandiser of the Year – Public**  
**Abbas Qabazard, PGA**

*Presidio Golf Club*

With 800 members and 64,000 rounds played annually at the 18-hole Presidio Golf Club, Abbas Qabazard stays busy spending about a third of his time merchandising by tending to product displays, receiving inventory, and assisting members and guests.

“Know your customer and their needs,” Qabazard says about his merchandising philosophy. “I always

try to stay current with the latest trends and technology in the industry.” He also credits having a knowledgeable sales staff, sharing “if the staff is not trained properly on your products, then selling them can prove difficult.”

There is something for everyone who comes through the golf shop, with items priced for bargain-conscious and premium shoppers alike. Presidio Golf Club stocks items representing about 30 different manufacturers and has significantly grown hard-goods sales through the use of raffles and wedge clinics.

**Three Easy Steps to NCPGA Award Nomination**

**Step 1: Nominate an NCPGA Member or Industry Leader:** If you would like to nominate an individual, visit the Special Awards section under Member Services at [ncpgalinks.com](http://ncpgalinks.com). Click on the link provided and a member of the Special Awards Committee will be in contact with them or simply contact the Awards Committee Member in your Chapter (listing available online). Please be sure to include the nominee’s name, facility name and the award for which you are nominating them. Also, include details regarding why they are being nominated for the award.

**Step 2: Download & Complete the Award Nomination Form:** Nomination forms are available online. Most individuals who are nominated complete this form themselves as they are best able to provide the details needed for the nomination. Be sure to include as much information as possible and include descriptive examples in order to emphasize your achievements. Remember, this form is what the committee will use to evaluate your nomination. Be sure to save this document to your computer (Save As – My Documents/Desktop) prior to answering the questions and/or closing the document.

**Step 3: Submit Your Completed Award Nomination Form:** Nomination forms for the 2019 Special Awards Program must be received by June 1, 2019. Send in your completed nomination form to Suzy Schneider ([sschneider@pgahq.com](mailto:sschneider@pgahq.com)) at the NCPGA Section office.

2018 NCPGA Special Awards (cont'd.)



**Merchandiser of the Year – Private**  
**Will Hutter, PGA**

*The Olympic Club*

Will Hutter builds his merchandising philosophy around treating each visit from a member or guest personally and not transactionally. The goal is for members and guests to visit the golf shop whether they are there to play golf, to attend a meeting or for a nice lunch.

Serving over 10,000 members with a wide variety of tastes, the Olympic Club stocks a wide variety of items and continually changes displays. Hutter feels the strength of their retail operation is in the people and the attention to detail in sales, special orders and golf shop presentation.

In 2017, the Olympic Club added an online store to their website. SHOP OC is managed internally with order fulfillment. This has been embraced by out-of-town national members as well as members who use the city club facility.

With more than 72,000 rounds played yearly, there is plenty of opportunity for sales, but promotions help. A 1918 throwback logo was added in this centennial year to help boost sales. The unique old-school items associated with the logo also integrated the history of the club with each item.



**Merchandiser of the Year – Resort**  
**Marianne Zabbo, PGA**

*Pebble Beach Company*

Overseeing product in 10 golf shops with Pebble Beach Company, Marianne Zabbo works closely with shop managers and visual merchandisers to move inventory. Their most successful retail initiatives follow four main strategies, which include: sharing inventory between locations, keeping replenishment for longer periods of time on the floor, maximizing turn rate with

trending subclasses, and expanding on successful test buys.

“At our facility we are less likely to see the same guest before a 12-month period,” shared Zabbo. “If there were pieces we brought in with a fashion group that have exceptional sell through, we [might] decide to bring them in as an item and go deeper on the buy.”

Zabbo has been with Pebble Beach Company for almost 10 years and believes that creating the right balance between finding items with a long shelf life and those that are the next big “must-have” is important. She believes that risk-taking is a must, but should always be made from an informed standpoint to find the right mix of product.



**Club Fitter of the Year**  
**Bryan Pate, PGA**

*Martis Camp Club*

For his outstanding knowledge in club fitting and work to improve the game through properly fitted equipment, Bryan Pate has earned the Club Fitter of the Year Award. A certified PING, Titleist and Callaway fitting specialist, he conducts around 25 fittings a year and provides training and demo-day support to golf professionals at many facilities.

Pate fits for the entire bag from driver to putter and educates customers on how to select a ball that reacts the best for their swing. To assist the fitting process, he uses a Trackman for ball data and a Foresight Sports for lie fitting. Once he has a baseline, he works to find the correct length, lie angle and shaft performance option to assure each person gets equipment that reacts just how they want it to.

Receiving praise from members who have been fit by top companies at their headquarters, Pate’s fittings have been considered “more detailed and personal,” and he was even recognized in 2016 as a Top 100 PING Fitter of the Year.



**Golf Course Superintendent of the Year**  
**Mitch Jonas**

*Tahoe City Golf Course*

Mitch Jonas has continually promoted the game of golf in Northern California throughout his 17-year career in the golf industry via a range of community golf programs and as a turfgrass and horticulture instructor. He feels there are three points that have made him a successful superintendent: continued education, adaptability to keep up with changes in

technology and business, and creating a positive working environment for others.

Jonas has his associate’s degree in horticulture and a bachelor’s degree in agriculture and economics. His student mindset has led him to advance throughout many roles and facility types in the golf industry, and even to mentoring up-and-coming horticulturists and landscape managers. He has taught juniors proper techniques for ball repair, filling divots, and cultural and mechanical processes on the golf course. As an instructor at Reno’s Truckee Meadow Community College, he has not only helped students achieve their degrees in landscape management, but also was able to develop an internship program at Hidden Valley C.C.



**Player of the Year**  
**Jason Schmuhl, PGA**

*Windsor Golf Club*

The NCPGA is pleased to honor Jason Schmuhl, PGA Head Professional from Windsor G.C. with the Player of the Year Award for his exceptional performance on the course in 2018. Schmuhl is a five-time winner of the NCPGA Section Championship, as well as having won the prestigious Player of the Year honors in three previous seasons—2008, 2010 and 2015.

Schmuhl played in 20 events, taking home first-place awards in the NCPGA Pro-Series 3, Senior-Junior Championship, a first-place tie in Pro-Series 4/MPQ, and the Pro-President Championship. His year-long performance led to being top point leader in the Section. Schmuhl also played in the 100th PGA Championship this past August at Bellerive C.C. in St. Louis, Mo.

The coveted award comes with a \$3,000 stipend sponsored by Yamaha, and an exemption into the PGA Tour’s ATT National Pro-Am played at Pebble Beach G.L., Spyglass Hill G.C., and the Monterey Peninsula C.C. to be played February 4 to 10, 2019.

The format for the ATT National Pro-Am is 72 holes, with a cut after 54 holes to the low 70 professional and ties. Schmuhl will be competing with the world’s finest players which include Phil Mickelson, Jordan Speith and Dustin Johnson, to name a few. The players will be competing for a \$7.4 million purse.

Points: 1,167.50



**Senior Player of the Year**  
**David Carr, PGA**

*Teal Bend Golf Club*

We are pleased to honor Teal Bend G.C.’s PGA Teaching Professional Dave Carr with the Senior Player of the Year Award.

Carr competed in an impressive nine events this year, placing first in the Senior Pro-Pro 5 and second in the NCPGA Pro-Scotch Championship and the Senior-Pro-Pro 4/MPQ. Playing well throughout the entire season, he made a coveted Hole-in-One during one of his competitive rounds. Carr’s fine play qualified him for the Senior National Professional Championship, played at the PGA National Golf Club in Port St. Lucie, Fla. and for the Senior USGA Open Championship, played at the famed Broadmoor Resort in Colorado Springs, Colo.

Carr wrestled the Senior Player of the Year crown from past winner Shawn McEntee, who had won the award the previous four years. He adds the senior award to his two Player of the Year awards won in 2013 and 2014. Carr became a Class A PGA Professional in 2011.

Points: 177.50



**Super Senior Player of the Year**  
**Dave Bingham, PGA**

*Elk Grove, California*

We are pleased to name PGA Professional Dave Bingham as the winner of the Super Senior Player of the Year Award.

Bingham was the points leader after competing in 12 events, winning titles in three. He took first-place honors in the Super Senior Pro-Pro 1, Super Senior Pro-Pro 3/Super MPQ, and Super Senior Pro-Pro 4/MPQ. One might expect Bingham to compete for the

Player of the Year honors; after 20 years as head professional at the Valley Hi C.C. in Elk Grove, Calif., Bingham’s extra free time has translated into top-level golf.

Bingham edged out his pal Glen Stubblefield, who had laid claim to the Super Senior Player of the Year honor the last three seasons. Bingham looks forward to next season, and his only fear is that his love for fishing may interfere with his golf schedule.

Points: 130.50



**Assistant Associate Player of the Year**  
**Donnie Baucom, PGA Associate**

*Morgan Creek Golf Club*

It is our pleasure to announce Donnie Baucom, PGA associate, as the Assistant Associate Player of the Year.

Baucom competed in 15 events throughout the season. He won the AA Medal Play #1 and tied for second place in the National Car Rental Assistant Championship and the AA Division Medal Play #5, compiling enough season points to take the crown.

His finish in the Assistant’s Championship qualified him to compete in the Assistant Professional National Championship at the PGA Golf Club in Port St. Lucie, Fla. The Assistant Professional National Championship consists of the top 132 Nationwide Assistant Professionals from each of the 41 PGA Sections, competing in a PGA Tour-like setting, a 72-hole tournament with the field being cut to the low 70 players and ties.

Baucom continued his fine play at the National Championship by making the 36-hole cut and eventually finishing tied for 30th overall. He loves to compete and looks to complete his PGA membership requirements to open up more playing opportunities.

Points: 870.50

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## 2018 NCPGA Special Awards (cont'd.)



### Sports Media Person of the Year Frank LaRosa, NCPGA Honorary Member

ESPN Radio, NCGA Magazine

A three-time recipient of the NCPGA Sports Media Person of the Year, Frank LaRosa has been called the "Voice of Golf in Northern California" for his work promoting and reporting the story of PGA Professionals in the Northern California PGA Section. He produces and hosts daily on-air golf reports for ESPN Radio in Sacramento, Calif., which run three times a day and

provide great exposure all in prime hours. He also writes occasionally for *NCGA Magazine* and *Sacramento Magazine*. He has hosted a series of seven 30-minute golf magazine television shows called Tee Time: Golf in Northern California.

In his interviews with PGA Professionals, LaRosa connects their jobs and how they relate to the NCPGA to demonstrate their value to the public. Topics he has covered include awards won by PGA Professionals, golf course reviews, instructional tips, and the importance of PGA Professionals as integral parts of their facility.

LaRosa was previously recognized as the NCPGA Sports Media Person of the Year in 2005 and 2010, was declared an honorary member of the NCPGA in 2013, and was inducted into the Sacramento Golf Hall of Fame in 2017. "Frank has been a tireless supporter of growing the game, local professionals, and charity for more than 25 years," said Mike Galli, PGA head professional at North Ridge Country Club. "He regularly volunteers to emcee events at golf courses and other happenings in the golf industry."



### Sales Representative of the Year Greg Ciavarelli, PGA

Cleveland / Srixon / XXIO, Woodn't it be Nice

For his service to NCPGA Professionals, their merchandising team members, and to the Northern California Section, Greg Ciavarelli has been named the 2018 NCPGA Sales Representative of the Year. Starting in Ohio in the cart barn when he was 15, Ciavarelli has been a PGA Class A member since 2008 and is a PGA-certified professional in both retail and instruction.

He and his companies have been main sponsors at the NCPGA Annual and Semi-Annual Meetings, the Player-Teacher Development Forum and the Chris Thomas Memorial Event at the Olympic Club. Since taking over the Cleveland/Srixon/XXIO territory, he has nearly doubled the number of active accounts and more than doubled sales numbers. He started a new golf company called Woodn't It Be Nice and his products are already in more than 100 golf shops in 27 states.

Ciavarelli also finds time for charity, supporting The First Tee of Greater Sacramento, Morton Golf Foundation, Patriot Golf Day and more. He is a founder and board member of the Mark McEvoy Legacy Foundation whose three golf tournaments have raised nearly \$100,000. Ciavarelli says the keys to success are to put customers first, be available and be passionate.



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**2018 NCPGA Events**

**NCPGA TOURNAMENTS**

**NCPGA PRO-SERIES 1**

*Supported by Oakley, PGA Tour*  
Location: Meadow Club (Par 72) Fairfax, Calif.  
Host Professional: Jim O'Neal, PGA  
Winner: Austin Peters, PGA (Saddle Creek G.C.) 34-34—68 (-3)

**NCPGA PRO-SERIES 2**

*Supported by PGA Tour*  
Contributions from SCNS Sports Foods  
Location: The Club at Ruby Hill (Par 72) Pleasanton, Calif.  
Host Professional: Nigel Rouse, PGA  
Winners (Tie): David Solomon, PGA (Napa Valley C.C.) / Zach Makilan, PGA (Mayacama G.C.) 70 (-2)

**NCPGA PRO-SERIES 3**

*Supported by PGA Tour*  
Location: Granite Bay (Calif.) Golf Club (Par 71)  
Host Professional: Kelly Runkle, PGA  
Winner: Jason Schmuhl, PGA (Windsor G.C.) 33-36—69 (-2)

**NCPGA PRO-SCOTCH CHAMPIONSHIP**

*Presented by Yamaha*  
*Supported by Cutter & Buck, Sterling Cut Glass*  
Location: Diablo (Calif.) Country Club (Par 71)  
Host Professional: Jason Walter, PGA  
Champions (Team): Eddie Scott, PGA / Joshua Ostler, PGA (La Rinconada C.C.) 33-34—67 (-4)

**NCPGA CLUB TEAM CHAMPIONSHIP (PRO-ASSISTANT)**

*Presented by Club Car*  
*Supported by Cobra Puma Golf, Code Green Golf, AMA Golf*  
Contributions from Golf Scorecards, Inc.  
Location: Bayonet and Black Horse Golf Courses (Par 72) Seaside, Calif.  
Host Professional: Patrick Jones, PGA  
Champions (Team): Stuart Smith, PGA / Tyler Ramsey, PGA (Somerset G. & C.C.) 69-67—136 (-8)



**NCPGA MOVERS, SHAKERS & MONEY MAKERS**

*Presented by E-Z-Go, Capital Insurance Group (CIG), Oakley*  
Contributions from Jacobsen  
Location: Round Hill Country Club (Par 72) Alamo, Calif.  
Host Professional: Dom Mullen, PGA  
Winners (Team): Matthew Mores, PGA / Josh Clevenger / Steve Shaw / Justin Roach (Claremont C.C.) 131 (-13)

**NCPGA PRO-SERIES 4 & MATCH PLAY QUALIFIER**

*Presented by Levelwear*  
*Supported by GT Golf Supplies, PGA Tour*  
Location: Contra Costa Country Club (Par 72) Pleasant Hill, Calif.  
Host Professional: Morgan Davies, PGA  
Winners (Tie): Jason Schmuhl, PGA (Windsor G.C.) / Lewis Pattullo, PGA (Meadow Club) 69 (-3)

**NCPGA MATCH PLAY CHAMPIONSHIP**

*Presented by PGA Tour, Omega*  
*Supported by Sterling Cut Glass*  
Location (Round 1): Corral de Tierra (Calif.) Country Club (Par 72)  
Host Professional: Scott Ferreira, PGA  
Location (Round 2): Pasatiempo Golf Club (Par 70) Santa Cruz, Calif.  
Host Professional: Scott Hoyt, PGA  
Location (Semifinals): Cypress Point Club (Par 72) Pebble Beach, Calif.  
Host Professional: Casey Reamer, PGA  
Location (Finals): Pebble Beach (Calif.) Golf Links (Par 72)  
Host Professional: Eric Lippert, PGA  
Champion: Jason Owen, PGA (Cal State Univ.) def. Philip Dawson, PGA (Catta Verdera C.C.) 5 and 4

**NCPGA SENIOR-JUNIOR CHAMPIONSHIP**

*Presented by E-Z-Go, Capital Insurance Group (CIG)*  
*Supported by Evolve Golf, VW Golf Grips*  
Location: Crow Canyon Country Club (Par 69) Danville, Calif.  
Host Professional: Doug Diannini, PGA  
Champions (Team): Jason Schmuhl, PGA (Windsor G.C.) / Mitch Lowe, PGA (TPC Harding Park) 62-56—118 (-20)

**37TH CALIFORNIA STATE CLUB TEAM CHAMPIONSHIP**

*Presented by Eldorado Resorts, ILT Golf Vacations*  
*Supported by Hole-in-One U.S.A., PGA Tour, Voice Caddie*  
Location (Round 1): Old Greenwood (Par 72) Truckee, Calif.  
Host Professional: Jamie Harper, PGA  
Location (Round 2): Golf Club at Gray's Crossing (Par 72) Truckee, Calif.  
Host Professional: Travis Alley, PGA  
Champions (Team): Stuart Smith, PGA / Josh Bratzler (Somerset G. & C.C.) 67-62—129 (-15)



**NCPGA 4-PRO SCRAMBLE**

*Presented by Club Car, Eldorado Resorts*  
Contributions from Evolve Golf  
Location: Somerset Golf & Country Club (Par 72) Reno, Nev.  
Host Professional: Stuart Smith, PGA  
Winners (Team): Steve Watanabe, PGA (The Bridges G.C.) / Scott de Borba, PGA (Valley Hi C.C.) / Timothy Sands, PGA (Oakhurst C.C.) / Ryan Lancaster, PGA (Fig Garden G.C.) 27-27—54 (-18)

**NORTHERN CALIFORNIA PGA PROFESSIONAL CHAMPIONSHIP**

*Presented by Club Car, Omega*  
*Supported by TaylorMade, Titleist/FootJoy, Nike, PGA Tour*  
Location: Lake Merced Golf Club (Par 72) Daly City, Calif.  
Host Professional: Alex Rodriguez, PGA  
Champion: Jeff Brehaut, PGA (Sharon Heights G. & C.C.) 69-70-69—208 (-8)

**NORTHERN CALIFORNIA OPEN CHAMPIONSHIP**

Location: Coyote Creek Golf Club (Par 72) San Jose, Calif.  
Host Professional: Shawn McEntee, PGA  
Champion (via Playoff): Cody Blick (Alamo, Calif.) 73-70-66—209 (-7)  
Top Amateur: Nick Cantlay (Los Alamitos, Calif.) 73-73-71—217 (+1)  
Top NCPGA Professional: Jason Schmuhl, PGA (Windsor G.C.) 75-70-71—216 (E)  
Top PGA Associate: Donnie Baucom, PGA associate (Morgan Creek G. & C.C.) 74-75-75—224 (+8)

## 2018 NCPGA Events (cont'd.)

**NCPGA SENIOR-JUNIOR MATCH PLAY CHAMPIONSHIP**

Location (Finals): Poppy Hills Golf Club (Par 71) Pebble Beach, Calif.

Host Professional: Scott Adams, PGA  
 Champions (Team): Mike Cook, PGA (Pine Mountain Lake C.C.) / Austin Peters, PGA (Saddle Creek G.C.) def. Michael Paul, PGA (Washoe County G.C.) / Glen Stubblefield, PGA (La Contenta G.C.) 3 and 2

**NCPGA PRO-PRESIDENT CHAMPIONSHIP**

Presented by Club Car, Capital Insurance Group (CIG)  
 Supported by ILT Golf Vacations, PetersenDean

Location: Winchester Country Club (Par 72) Meadow Vista, Calif.

Host Professional: Ryan Eckroat, PGA  
 Champion: Jason Schmuhl, PGA / Dave Howard (Windsor G.C.) 62 (-10)

**ASSISTANT ASSOCIATE DIVISION****AA MEDAL PLAY 1**

Presented by Andy Paisal Golf Sales

Location: Half Moon Bay (Calif.) Golf Links (Par 72)

Host Professional: Bill Troyanoski, PGA

Winner: Donnie Baucom, PGA associate (Morgan Creek G. & C.C.) 36-35—71 (-1)

**AA MEDAL PLAY 2 & MATCH PLAY QUALIFIER**

Presented by Titleist/FootJoy

Location: The Bridges Golf Club (Par 72) San Ramon, Calif.

Host Professional: Dan Osterberg, PGA

Winner: John O'Leary, PGA associate (Half Moon Bay G.L.) 37-31—69 (-3)

**AA MEDAL PLAY 3 & MATCH PLAY QUALIFIER**

Presented by Andy Paisal Golf Sales

Location: Berkeley Country Club (Par 72) El Cerrito, Calif.

Host Professional: Jon Guntrum, PGA

Winner: Zach Makilan, PGA (Mayacama G.C.) 36-30—66 (-6)

**AA TWO PERSON CHAMPIONSHIP**

Presented by TaylorMade

Location: Oakhurst Country Club (Par 72) Clayton, Calif.

Host Professional: Mike Dowd, PGA

Champions (Team): John Crater, PGA (Corral de Tierra C.C.) / Brian Keck, PGA associate (The Preserve G.C.) 33-34-67 (-5)

**AA MEDAL PLAY 4**

Presented by Andy Paisal Golf Sales

Location: Napa Valley Country Club (Par 72) Napa, Calif.

Host Professional: David Solomon, PGA

NOT PLAYED

**NORTHERN CALIFORNIA PGA ASSOCIATE CHAMPIONSHIP**

Presented by Andy Paisal Golf Sales

Location: The Links at Bodega Harbor (Par 70) Bodega Bay, Calif.

Host Professional: Bob Caldwell, PGA

Champions (Tie): Kevin Wentworth, PGA (Castlewood C.C.) / John O'Leary, PGA associate (Half Moon Bay G.L.) 68 (-2)

**AA MEDAL PLAY 5 & PRO-SCRATCH PRO-AM**

Presented by Andy Paisal Golf Sales

Location: The Reserve at Spanos Park (Par 72) Stockton, Calif.

Host Professional: Tim Walsh, PGA

Winner: Steve Watanabe, PGA (The Bridges G.C.) 32-33—65 (-7)

**AA MATCH PLAY CHAMPIONSHIP**

Presented by Andy Paisal Golf Sales

Location: Berkeley Country Club (Par 72) El Cerrito, Calif.

Host Professional: Jon Guntrum, PGA

Champion: Josh Stone, PGA associate (Swenson Park G.C.) def. Jeff Freund, PGA associate (Spyglass Hill G.C.) 4 and 3

**SENIOR DIVISION****SENIOR PRO-PRO 1**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Stockton (Calif.) Golf & Country Club (Par 71)

Host Professional: Richard Howarth, PGA

Winner: Laird Small, PGA (Pebble Beach Golf Academy) 33-33—66 (-5)

**SENIOR PRO-PRO 2**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: The Villages Golf & Country Club (Par 72) San Jose, Calif.

Host Professional: Scott Steele, PGA

Winner: John Hoag, PGA (Emerald Lakes G.C.) 33-35—68 (-4)

**SENIOR PRO-PRO 3**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: CordeValle Golf Club (Par 72) San Martin, Calif.

Host Professional: Lloyd Martindale, PGA

Winner: Rodney Wilson, PGA (Sunnyvale G.C.) 34-34—68 (-4)

**SENIOR MATCH PLAY CHAMPIONSHIP**

Presented by Golf Insurance Services from EPIC

Location: Sunnyside Country Club (Par 72) Fresno, Calif.

Host Professional: Steve Pellegrine, PGA

Champion: Laird Small, PGA (Pebble Beach Golf Academy) def. Mitch Lowe (TPC Stonebrae) 2-up

**SENIOR/SUPER SENIOR PRO-PRO 4 & MATCH PLAY QUALIFIER**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Sunnyside Country Club (Par 72) Fresno, Calif.

Host Professional: Steve Pellegrine, PGA

Winner: Steve Pellegrine, PGA (Sunnyside C.C.) 35-33—68 (-4)

**SUPER SENIOR MATCH PLAY CHAMPIONSHIP**

Location: Rancho Murieta (Calif.) Country Club (Par 72)

Host Professional: Don Thames, PGA

Champion: Allan Courtney (Geared for Golf) def. Frank Panetta, PGA (CordeValle G.C.) 3 and 2

**SENIOR/SUPER SENIOR PRO-PRO 5**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Coyote Creek Golf Club (Par 72) San Jose, Calif.

Host Professional: Shawn McEntee, PGA

Winner Flight 1 (age 50-64): Dave Carr, PGA (Teal Bend G.C.) 33-39—72 (E)

Winner Flight 2 (age 65+): Scott Hoyt, PGA (Pasatiempo G.C.) 33-37—70 (-2)

**SENIOR/SUPER SENIOR PRO-PRO 6**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Winchester Country Club (Par 72) Meadow Vista, Calif.

Host Professional: Ryan Eckroat, PGA

Winner Flight 1 (age 50-64): Mitch Lowe, PGA (TPC Stonebrae) 35-35—70 (-2)

Winner Flight 2 (age 65+): Rodney Wilson, PGA (Sunnyvale G.C.) 35-35—70 (-2)

**SENIOR/SUPER SENIOR PRO-PRO 7 & SUPER SENIOR MATCH PLAY QUALIFIER**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Contra Costa Country Club (Par 72) Pleasant Hill, Calif.

Host Professional: Morgan Davies, PGA

Winner: Rodney Wilson, PGA (Sunnyvale G.C.) 34-34—68 (-4)

**SENIOR/SUPER SENIOR PRO-PRO 8**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Silverado Resort & Spa (Par 72) Napa, Calif.

Host Professional: Tom Sims, PGA

Winners (Tie): Mike Cook, PGA (Pine Mountain Lake C.C.) / Michael Paul, PGA (Washoe G.C.) 71 (-1)

**SENIOR NORTHERN CALIFORNIA PGA PROFESSIONAL CHAMPIONSHIP**

Presented by Capital Insurance Group (CIG), Eldorado Resorts

Location: San Jose (Calif.) Country Club (Par 70)

Host Professional: Shaun McCarty, PGA

Champion: Shawn Kelly, PGA (The Ridge G.C.) 71-64—135 (-5)

**SUPER SENIOR STROKE PLAY CHAMPIONSHIP**

Presented by Club Car, Eldorado Resorts

Supported by VW Golf Grips

Location: Ridge Golf Course (Par 71) Auburn, Calif.

Host Professional: Shawn Kelly, PGA

Champion: Charlie Gibson, PGA (Morgan Creek G.C.) 69-74—143 (+1)

**SENIOR NORTHERN CALIFORNIA OPEN**

Presented by Northern California Golf Association (NCGA)

Location: El Macero (Calif.) Country Club (Par 72)

Host Professional: Chad Bennett, PGA

Champion: Laird Small, PGA (Pebble Beach Golf Academy) 70-69—139 (-5)

**2018 NORTHERN CALIFORNIA CUP TEAMS**

Hanna-Wehrman Cup Team pictured with Team Captain Eric Lippert, PGA and NCPGA Executive Director & COO Len Dumas, PGA

**NCPGA/NCGA HANNA-WEHRMAN CUP MATCHES**

Supported by: Ahead, Cutter & Buck, Levelwear

Location: Poppy Hills Golf Club (Par 71) Pebble Beach, Calif.

Host Professional: Scott Adams, PGA

2018 Cup Team: PGA Professionals Dana Banke (Poplar Creek G.C.), Dave Carr (Teal Bend G.C.), Brian Glosser (Alta Sierra C.C.), Rick Leibovich (The Club at Crazy Horse Ranch), Zach Makilan (Mayacama G.C.), Jason Owen (California State University), Steve Pellegrine (Sunnyside C.C.), Kevin Roman (Monterey Peninsula C.C.), Tim Sands (Oakhurst C.C.), Stuart Smith (Somerset G. & C.C.)

Final Score: NCPGA – 9 ½ / NCGA – 10 ½



Staedler-Jetter Cup Team pictured with Team Captain Chris Bitticks, PGA and NCPGA Executive Director & COO Len Dumas, PGA

**NCPGA/NCGA STAEDLER-JETTER CUP MATCHES**

Supported by: Ahead, Cutter & Buck, Levelwear

Location: Poppy Hills Golf Club (Par 71) Pebble Beach, Calif.

Host Professional: Scott Adams, PGA

2018 Cup Team: PGA Professionals Dave Bingham (Elk Grove, Calif.), Mike Cook (Pine Mountain Lake C.C.), Allan Courtney (Geared for Golf), Dave DeLong (Boundary Oak G.C.), Charlie Gibson (Morgan Creek G.C.), John Grund (Peacock Gap G.C.), Dana Jetter (Spring Valley G.C.), Shawn Kelly (The Ridge G.C.), Bob Klein (Graeagle Meadows G.C.), Terry Myers (San Jose C.C.), Mike Paul (Washoe G.C.), Laird Small (Pebble Beach Golf Academy), Glen Stubblefield (La Contenta G.C.), Don Thames (Rancho Murieta C.C.)

Final Score: NCPGA – 7 ½ / NCGA – 20 ½



NCPGA Women's Cup Team pictured with Team Captain Dede Moriarty, PGA

**NORTHERN CALIFORNIA WOMEN'S CUP MATCHES**

Supported by: Ahead, Cutter & Buck, Levelwear  
 Location: Carmel Valley Ranch (Par 70) Carmel, Calif.  
 Host Professional: Brant Wilson, PGA  
 2018 Cup Team: PGA Professionals Kristen Allard (River Island C.C.), Robyn Bradford (Quail Lodge & G.C.), Carol Gossett (Stanford G.C.), Louise Hall (Saratoga C.C.), Chelsa Helget (Mayacama G.C.), Molly James (Windsor, Calif.), Katherine Marren (Quail Lodge & G.C.), Shelley McGill-O'Keefe (Spring Creek G. & C.C.), Dede Moriarty (Presidio G.C.), Ashley Wood (Presidio Golf & Concordia Club), and PGA associates Brooke Green (Serrano C.C.), Danielle O'Keefe (Presidio G.C.)  
 Final Score: NCPGA – 12 / Amateurs (WGANC & PWGA) – 12



North/South Assistant Associate Cup Team Trophy (Courtesy: SCPGA)

**NCPGA/SCPGA ASSISTANT ASSOCIATE NORTH/SOUTH CUP MATCHES**

Supported by: Ahead, Cutter & Buck, Levelwear  
 Location: Ranch Course at The Alisal (Par 72) Solvang, Calif.  
 Host Section: Southern California PGA  
 2018 Cup Team: PGA Professionals John Crater (Corral de Tierra C.C.), Chris Galvin (Sierra View C.C.), Kevin Wentworth (Castlewood C.C.), Phil Dawson (Catta Verdera C.C.), Stephen Lin (The Olympic Club), Zach Makilan (Mayacama G.C.), Lewis Pattullo (Meadow Club), Nick Price (California G.C. of San Francisco), and PGA associates Johnny O'Leary (La Rinconada C.C.), Jeff Freund (Spyglass Hill G.C.), Josh Stone (Swenson Park G.C.), Cory Watt (Bayonet and Black Horse G.C.)  
 Final Score: NCPGA – 8 / SCPGA – 16

**GOVERNANCE MEETINGS**

**Semi-Annual Meeting**

The NCPGA Semi-Annual Meeting was held on July 8, 2018 at the Eldorado Resort Casino in Reno, Nev., and was proudly presented by the Eldorado Resort Casino, ILT Golf Vacations and PetersenDean; with contributions from Antigua, FitGolf, GT Golf Supplies, SCNS Sports Foods and Skygolf.

Section officers Bill Troyanoski and Dede Moriarty, as well as Len Dumas, Executive Director and COO, led the meeting, providing executive, committee and foundation updates, and recognizing PGA members who were elected between January 1, 2018 and July 30, 2018. Minutes from the 2017 NCPGA Annual Meeting held at North Ridge C.C. and proposed changes to the NCPGA Section bylaws were approved.

The inaugural NCPGA Gloria Armstrong Award was presented to its namesake recipient, influential golf professional and Oakland native, by Pat Hurst. In addition, the new NCPGA Hall of Fame inducted nine NCPGA members: Lucius Bateman, Pat Markovich, Sam Whiting, Mark Fry, Tom LoPresti, Dr. Pete Zidnak, Eddie Duino Sr., Tony Lema and Lyle Wehrman.

Section sponsor CIG provided updates on its products and services, and new partner PetersenDean was invited to introduce itself and its services to the membership.

**Special Awards Ceremony & Annual Meeting**

The NCPGA Special Awards Ceremony and Annual Meeting were held December 2-3, 2018 at Silver Creek Valley C.C. in San Jose, Calif. The two-day event was presented by CIG, Omega and Yamaha; and was supported by Garmany Golf, Hole-in-One U.S.A., Northern California Golf Representatives Association (NCGRA), Orange Whip and PGA National Resort and Spa; with contributions from E-Z-Go, ILT Golf Vacations, and Golf Scorecards, Inc.

Award recipients and guests, industry representatives, and fellow professionals gathered to honor the 2018 Special Awards recipients on December 2. President Bill Troyanoski welcomed the attendees, and Honorary Member Frank LaRosa invited each of the winners onstage to share a short biographical video and Q&A.

On December 3, NCPGA Professionals and associates from across the Section gathered for the 2018 NCPGA Annual Meeting at Silver Creek Valley C.C. President Troyanoski welcomed attendees and reviewed the meeting agenda before recognizing past presidents of the Section, board members, life members, quarter- and half-century members, and certified professionals. President Troyanoski also called for a moment of silence to remember NCPGA Professionals Ernie George, Stephen Caulkins, Scott Humphrey, Don Rumpf, and Jack Carnahan, who passed in 2018.

Minutes from the 2018 NCPGA Semi-Annual Meeting were approved and PGA Regional League Manager Nikki Gatch shared the success of PGA Junior League, along with projections for 2019 season growth. Guest Speaker and PGA Championship Director Barry Deach addressed the membership to discuss plans as preparation begins for the historic 2020 PGA Championship coming to TPC Harding Park, hosted by the Northern California PGA Section.

NCPGA Foundation President Dede Moriarty reviewed developments of the PGA HOPE Northern California and NCPGA Member Grant programs. Two PGA HOPE graduates were invited onstage to share the impact HOPE has had on them and were presented with a set of golf clubs.

Outgoing At-Large Directors Jim Kepler, Dennis Tuhn and Paul Wilcox were recognized for their service, and 2019 NCPGA President Dede Moriarty was presented the gavel and sworn into office, along with incoming At-Large Directors T.J. Duncan, Mark Heptig, Meredith

Loose, and Tim Sands. President Troyanoski was recognized as the incoming District 11 Director, having been elected by the NCPGA Board of Directors at the April 2018 meeting

Following the meeting, Orange Whip Northwest Marketing Manager Birk Nelson, PGA provided updates on products and services, and NCGA Senior Director of Operations & Rules Official Ryan Gregg, PGA delivered an educational seminar on the upcoming changes to the rules of golf.

**EDUCATION & SELF IMPROVEMENT**

**NCPGA Player & Teacher Development Forum**

The 21st Annual Player & Teacher Development Forum was held January 8-9, 2018 at U.C. Davis (Calif.) The event was proudly presented by BodiTrak, FitGolf and Orange Whip; with support from AMA Golf, Cleveland/Srixon and Pronghorn; and contributions from The Wooden Ball Marker. As with previous years, the event was largely successful with 161 professionals in attendance. Featured guest speakers included PGA Professionals Laird Small, Bill Condaxis, Gary Bashford and Martin Hall, along with non-PGA speakers Dr. Stephen Norris and Glenn Cundari.

**Northern California Golf Representatives Association (NCGRA) Golf Expo Show**

In a joint effort between the NCPGA and the NCGRA, two one-hour presentations were held in conjunction with the NCGRA Golf Rep Show held February 26-27, 2018 at Thunder Valley Casino Resort. The seminars covered "Growing Women's Golf" mediated by a panel of experts who shared their secrets on how to attract more women to courses, lesson areas, golf shops, and clubs; and "Junior Golf Expert Panel," which included speakers such as Mark Attebery with U.S. Kids Golf, NCPGA Member & Director of Instruction Will Robins, NCPGA Player Development Director Bryan Rich, and Director of Programs Mike Firpo of The First Tee of Greater Sacramento.

**Certified PGA Professional 2-Day Workshop**

On April 17-19, 2018, NCPGA Professionals converged at Half Moon Bay Golf Links to work on attaining their PGA Professional certification in a workshop setting. Over those two days, 31 attendees participated in educational segments in their selected career path and completed a team simulation, with the winning team earning a scholarship of \$350 to help cover the cost of their CPP certification.

**Golf Genius Workshop**

Speakers educated attendees on how to use Golf Genius software to create value and increase revenues at their facility. The event took place on May 20, 2018 at Crow Canyon C.C. in Danville, Calif.

**NCPGA Town Hall Meeting**

On November 19, 2018 at Paso Robles G.C., NCPGA Executive Director Len Dumas and PGA Career Consultant Carol Pence hosted a town hall meeting to update NCPGA members and associates on the activities of the Association, and to answer questions. Thank you to SCNS Sports Foods for contributing funding for this event.



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## Committee Annual Reports

### MEMBERSHIP & ASSOCIATE MENTORING COMMITTEE



#### Chris Detsch, PGA

*Chairman, NCPGA Membership & Associate Mentoring Committee  
Genoa Lakes Golf Club*

#### The Path to Leadership – NCPGA Associate Engagement Policy

The purpose of the Associate Engagement Policy is the mentoring of our Section associates to be, through stages of training, our future leaders. From the initial welcome to involvement in the respective Chapter, then Section and perhaps onto National leadership, it is our responsibility and incumbent upon us to be true to our mission.

Our critical path begins as we first work with the associate on ensuring PGA membership. Those entering the profession are eager to learn and progress on their personal journey goals. This is an opportunity to review the PGM Curriculum with them and develop a timeline for completion, while informing and assuring of the available support. This is also an opportune time to discuss any specialization under consideration. These discussions humanize the process and create the first bonds.

The link to membership is the connection of the PGM levels through consistent communication.

Let's take the steps of encouraging our associates to become embedded in The PGA of America Lifelong Learning Process, encourage our associates to attend The PGA of America Annual Meeting, even if only every other year during national elections, and finally encourage our associates to get to know not only their Chapter professionals, but also their peers in the other chapters.

Combined with mentoring from our NCPGA Life Members, we create a resource system as well as a collaborative process of engagement and continued NCPGA growth and leadership.

### COACHING & PLAYER DEVELOPMENT COMMITTEE



#### Tom Morton, PGA

*Co-Chair, NCPGA Coaching & Player Development Committee  
Haggin Oaks Golf Complex*



#### Meredith Loose, PGA

*Co-Chair, NCPGA Coaching & Player Development Committee  
Granite Bay Golf Club*

The mission of the Coaching & Player Development Committee is to provide a pathway promoting opportunities and resources for our members to grow the game and increase business for golfers in a fun and meaningful environment.

The Junior Golf Committee and the Player Development Committee met in March at the joint committee meeting at Rancho Solano G.C., at which time the two committees merged to align with NCPGA restructuring goals and became known as the Coaching & Player Development Committee.

This committee agreed to focus their attention on creating a player-development program using the ADM (Athletic Development Model). ADM provides an age-appropriate pathway to skill- and long-term athlete development using various stages of learning for all golfers. With this pathway, we as a committee will be able to educate youth and adults via events such as private instruction from NCPGA Professionals; Drive, Chip and Putt; PGA Jr. League; Get Golf Ready; PGA HOPE; NCPGA Tour; JGANC; and NCGA.

The committee agreed that a page of the NCPGA website should be considered for both our members and the public to access the ADM. The committee intends to create and administer ADM-compliant training. Whichever course is ADM-compliant will be featured on the website.

Objectives for 2018 thus included:

- Creating a plan to bring the ADM (Athletic Development Model) to life in our Section.
- Developing and delivering ADM-compliant training for our membership.
- Promoting PGA of America Youth and Adult Player Development programs in our Section and Chapters by featuring them in a dedicated area on the NCPGA website. By bringing the public to the website, any player or parent can see where they or their children are on the development pathway, as well as find out what programs are available in their area.
- Building a back end on the NCPGA website (on the PGA members side) to showcase a resource page where the ADM is located. As well, including a message board for Q&A.
- Promoting play through the Drive, Chip and Putt; PGA Junior League; Get Golf Ready; PGA HOPE; NCPGA Tour; JGANC; and NCGA.

Helping you find the  
fairways in a world  
littered with hazards



Committee Annual Reports (cont'd.)

**EDUCATION COMMITTEE**



**Tom Smith, PGA**

Chairman, NCPGA Education Committee  
TPC Harding Park

Incredibly exciting times. The game of golf as we know it continues to undergo refinements in teaching, adding aspects such as motor learning, coaching and fitness. No longer are we in the business of golf lessons, but of developing athletes and the next level of golf professionals.

The education events of 2018 were on point as to those aspects. Our annual Player Teacher Development Forum was a tremendous leadoff with speakers such as Dr. Stephen Norris, Glenn Cundari and Martin Hall, as well as our own Laird Small, Bill Condaxis, and our NCPGA Teacher of the Year Gary Bashford. Far more than just swing mechanics.

The information and data now used is incredibly detailed and is somewhat myth busting as we learn so much about our sport.

In April we conducted the Certified Professional Program jump start. This well received program served to advance, over two days, in excess of 30 Section professionals on their way to certification in the areas of General Management as well as Teaching and Coaching. 2019 will lead us into the Lifelong Learning Process, again emphasizing the growth of the PGA Professional.

On the menu for next season will be the new Rules of Golf, the first session held at our Annual Meeting, learning about our customer through diversity and inclusion and further business education. We look forward to your participation and of course welcome your input.

**TOURNAMENT COMMITTEE**



**Stuart Smith, PGA**

Chairman, NCPGA Tournament Committee  
Somerset Golf & Country Club

In 2018, Section tournament participation was up 19% over 2017; 54% (488) of NCPGA members competed in one or more Section/Division/Chapter tournaments with 17% (156) of NCPGA members competing in five or more Section/Division/Chapter tournaments.

	2013	2014	2015	2016	2017	2018
Total Section, Chapter & Division Entries	2,912	2,820	2,518	2,630	2,408	2,649
Section Only Entries	1,358	1,233	1,050	1,166	1,290	1,174
Division & Chapter Entries	1,554	1,587	1,468	1,464	1,118	1,475
Total Unique Players*	538	553	523	545	501	488
Players w/ Section POY Points	168	177	120	133	120	152
Section Only Purse Dollars	\$221,707	\$195,767	\$182,129	\$182,266	\$196,035 <sup>±</sup>	\$177,570

\*The number of individual members and associates who competed in at least one Section, Division or Chapter tournament; data from Blue Golf.

<sup>±</sup> This number was incorrectly reported in the 2017 issue of the NCPGA Annual Review.

Our Tournament Committee continues to be one of the most active committees, dealing with numerous issues and continuing to work towards a tournament program that offers competitive, social and networking opportunities. Omega was once again a Player of the Year sponsor, and their \$10,000 funds were distributed.

A special thank you to the 2018 Tournament Committee—Dave Carr, David Solomon, Matt Mores, Steve Watanabe and Jim McGrath—who contributed their time and energy to continuing the betterment of the NCPGA Tournament Program. Congratulations to Jason Schmuhl, this year's NCPGA Player of the Year; Dave Carr (2018 NCPGA Senior Player of the Year); Dave Bingham (2018 Super Senior Player of the Year); and Donnie Baucom (2018 NCPGA Assistant Associate Player of the Year). Thank you to all of our 2018 sponsors, to presenting sponsor Omega and Yamaha for their support of our Player of the Year points standing list, to Omega for sponsoring our Senior Players of the Year, and Andy Paisal Golf for sponsoring the Assistant Associate Player of the Year. Thank you to all of the host PGA Professionals and their facilities who hosted tournaments in 2018—our tournament program could not have been as successful without your generous support.

**SPECIAL AWARDS COMMITTEE**



**Cole Handley, PGA**

Chairman, NCPGA Special Awards Committee  
Wolf Mode Marketing

I am so thrilled to announce that 2018 was a record-setting year in both nominees for special awards as well as submission for those nominees. This created an overwhelming sense of pride among the committee members. To those who took the time to nominate, those nominated, and to the winners, thank you for setting the bar for years to come. We utilized today's technology to help streamline the process with the goal of minimizing clicks and maximizing response and I'm happy to say the changes made were effective. A special thanks to Alex Loor and Suzy Schneider for the many hours invested in making this year's special awards a huge success.

With such a large volume of nominations, the selection process was no easy task, but we are thrilled with the amazing amount of talent showcased in our Section and could not be prouder of our winners. Congratulations to you all for an incredible year—I look forward to taking this momentum into 2019.

**DIVERSITY & INCLUSION COMMITTEE**



**Greg Fitzgerald, PGA**

Chairman, NCPGA Diversity & Inclusion Committee  
The Institute

What are diversity and inclusion in golf? Well, I don't know exactly, but I know we should all consider talking about it. For three reasons to start: 1) it's the right thing to do, 2) it's a new way to grow the game, and 3) it will allow us to look at golf from a new perspective. The PGA of America has been addressing diversity and inclusion for a few years now, and it made perfect sense that Northern California initiate its own committee because we are such a diverse region. With programs like PGA Reach, PGA HOPE, PGA Jr. League, Drive Chip and Putt and others, there is a whole new group of diverse young people coming into the game. We can retain them for life by making them feel comfortable and accepted.

Our committee will be working on four different areas in the coming year:

- Educating NCPGA members about diversity and inclusion to develop new perspectives and implement new language to relate better to a more varied range of golfers,
- Diversifying our NCPGA workforce, so young people or people new to the game "see themselves" behind the counter at golf facilities,
- Diversifying vendors and partners we use in the Section who support these goals, and
- Initiating diversity and inclusion-centric community events and tournaments.

Let's create a better culture for everyone in golf! Keep an eye out for messages and events in the New Year.

**BUSINESS DEVELOPMENT COMMITTEE**



**Jeff Sánchez, PGA**

*Chairman, NCPGA Business Development Committee  
Class A Management, LLC*

**Mission Statement:** The Business Development Committee shall establish successful relationships benefitting NCPGA Section Professionals, partners, and the Section administration.

**Committee Members:** Pat Jones, Matthew Mores, Bill Troyanoski, Dennis Tuhn, Ed Winiecki and Jeffrey Sánchez

**Staff:** Nancy Maul and Len Dumas

**Committee Update:** Committee communication and updates have been primarily by phone call and messages between individuals on the committee and the committee chair. A schedule for committee calls every other month will be established for 2019.

**Sponsorships Update:** the committee has been involved with the following active sponsorships:

- BodiTrak, agreement through December 31, 2018
- Code Green Apparel, agreement through November 30, 2018
- Evolve, agreement through December 31, 2018
- PetersenDean Roofing & Solar, agreement through May 31, 2019
- Precise Yardage Books, agreement through November 30, 2018
- SCNS Sports, agreement through December 31, 2018
- Stuart Event Rentals, agreement through September 30, 2019
- VoiceCaddie, agreement through March 31, 2019

The committee had some input with the following sponsorships:

- 18Birdies
- Garmany Golf & Travel
- Golf Alerts

Committee members are involved in developing the following opportunities, among others:

- Central Oregon Golf
- GolfNow
- Heffernan Insurance: Employee Benefits Division
- PXG
- TCM Bank credit card
- TopGolf
- United

**2020 PGA CHAMPIONSHIP COMMITTEE**



**Len Dumas, PGA CCM**

*Chairman, NCPGA 2020 PGA Championship Committee  
NCPGA Section Office*

It was an exciting moment when we gathered at San Francisco City Hall in 2014 for the announcement that the 2020 PGA Championship would be contested at TPC Harding Park. Since the announcement, the Championship has been moved from August to May, beginning in 2019. The dates for the event at TPC Harding Park are May 11-17, 2020.

The 2020 PGA TPC Harding Park team is led by Championship Director Barry Deach and General Chair Dan Dillon. Mr. Deach has established residence in San Francisco and did address our Section members and associates at the NCPGA Annual Meeting on December 3, and the NCPGA Foundation Board of Directors at the December 11 meeting. Mr. Dillon and Mr. Deach have been very involved with city of San Francisco officials as well as TPC Harding Park General Manager Tom Smith, PGA and his team as to the myriad of necessary arrangements.

As the host Section, our responsibilities are five-fold, specifically premier and registry sales, PGA REACH, volunteers, diversity and inclusion activation, and the PGA Member Club. There are “first time” experiences planned for the 2020 PGA, such as The 41 Club. The 41 Club is a hospitality suite available to our colleagues throughout the country so they may invite and entertain their local partners and benefactors.

There are certainly things we do not know, but what we do know is that the 2020 PGA Championship will be here in no time, thus our planning is moving ahead at full pace.

We look forward to this incredible opportunity to highlight the city of San Francisco, TPC Harding Park, and wow our guests and fellow professionals with the level of service and welcoming that is the Northern California Section of the PGA of America.

Be ready for a call to action!

**Chapter Annual Reports**

**BAY AREA CHAPTER**



**Scott Steelman, PGA**

*President, NCPGA Bay Area Chapter  
Las Positas Golf Course*

The 2018 Bay Area Chapter (BAC) Board of Directors consisted of President Scott Steelman, Vice President Matt Morse, Secretary Hae Lee, and at-large members Justin Saragueta, Jason Schmuhl, Mitch Lowe and Shawn McCauley. The BAC Winter Tour 2018-19 is designed to allow players the opportunity to network with fellow PGA members and associates while playing some competitive golf. Winter Tour Points Race for this season kicked off at Poppy Ridge G.C. in November 2018 with one event monthly through April 2019. The following clubs have opened their facilities this year and we would like to thank them for supporting the BAC:

November 19, 2018	Poppy Ridge G.C.
December 10, 2018	TPC Stonebrae
January 22, 2019	The Club at Ruby Hill
February 25, 2019	Blackhawk C.C.
March 2019	TBD
April 2019	TBD

I would also like to thank our sponsors and vendors who came out to support our events: Andy Paisal, Greg Ciavarelli from Cleveland/Srixon/XXIO, SCNS Sports Foods and Patrick Coughlan GT Golf. In 2019 we look to continue our BAC Winter Tour Series events, and to continue playing an active role in the Associate Outreach Program. Be sure to join us for the 2018-19 BAC Winter Tour.

**MONTEREY BAY AREA CHAPTER**



**Cole Handley, PGA**

*President, NCPGA Monterey Bay Area Chapter  
Wolf Mode Marketing*

It has been a record-setting year for the Monterey Bay Area Chapter, full of energy and excitement. Our board of directors set out on a mission to effectively boost engagement in our events, build camaraderie and networking, and most of all help our Chapter associates on their journey to membership. We have had a record number of nominees for our Chapter Special Awards; created a mentoring and relationship-building environment with the creation of Beers, Books and Burgers; and achieved fantastic participation in our Chapter tournaments and seminars. My most sincere thank you to all of the Professionals and associates in the Monterey Bay Area Chapter for making the time to support our amazing Chapter in all of its endeavors. I'd also like to give proper thanks to the staff of the NCPGA for always being there and ready to assist with a smile to the many requests we've asked of them. 2019 is looking very bright and we look forward to continue building on all of the great things achieved in 2018.

## Chapter Annual Reports (cont'd.)

## NORTH COAST CHAPTER

**Greg Henderson, PGA**

*President, NCPGA North Coast Chapter  
Beau Pre Golf Club*

Fall weather has taken hold here along the North Coast with warm temperatures, blue skies and plenty of great golf weather still to come. After a nice summer season, we are pleased to still see people coming out to play while it is nice outside.

We had one of our biggest events, the Baywood Pro-Am, in July and would like to thank our fellow PGA Professionals for making the trip up to enjoy a couple of days of golf in the cool summer coastal weather. Our annual meeting and Stroke Play Championship were held October 15 to 16 at Redwood Empire G. & C.C. in Fortuna, where we discussed upcoming events for the remainder of 2018, education topics and the tournament calendar for 2019, in addition to considering new officers for the upcoming term.

We look forward to another great holiday season as 2018 quickly draws to a close; our Chapter Christmas party and skins game is coming up in mid-December, and we are eager to see what great things the coming year has in store here along the North Coast for our Chapter Professionals and the local golf community.

On behalf of the North Coast Chapter, I would like to thank NCPGA Executive Director Len Dumas and the NCPGA Section staff for all the hard work they do for the PGA Golf Professionals and associates in the Northern California Section.

## NORTH STATE CHAPTER

**Mike Galli, PGA**

*President, NCPGA North State Chapter  
North Ridge Country Club*

It is my pleasure to update you on North State Chapter (NSC) activities as well as recognize our tournament winners and those who have greatly contributed to our success.

The 2018 North State Board of Directors consisted of Secretary AJ Musser, Vice President Meredith Loosse and President Mike Galli. Committee members include Pat Shaw (Growth of the Game), Katie Robinson and Mark Perchaluk (Communications), and Kyle Butterfield and Derek Zachman (Tournaments).

**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.

**Tournament Results****North State Pro/Pro – Timber Creek G.C.**

Winners – Derek Zachman and Scott Prenez

**North State Pro/AM– Lake of the Pines C.C.**

Team Winners – Ryan Eckroat and Winchester C.C.

Individual Pro Honors – Mitch Lowe

**North State Chapter Championship – Peach Tree C.C.**

Men's Champion – Kelly Runkle

Women's Champion – Meredith Loosse

**North State Pro/Pro– Yolo Fliers Club**

Results not available at press time

I would like to thank Timber Creek G.C., Lake of the Pines C.C., Peach Tree C.C. and the Yolo Fliers Club for hosting our events. The staff, food and golf courses were of the highest standard.

I would also like to thank our sponsors, Andy Paisal Golf Sales, Mark Attebery of Cobra Puma Golf and Samantha Masciarelli of SCNS Sports Foods.

We look forward to another great year in 2019 as several facilities have already stepped up to host. Stay informed and connected to Chapter activities and events, be sure to join the North State Chapter Facebook Group and read the North State Chapter eNews.

On behalf of the NSC Board of Directors and committee members, it is a true pleasure to serve and advance our Chapter.

## SAN JOAQUIN VALLEY CHAPTER

**Greg Feddersen, PGA**

*President, NCPGA San Joaquin Valley Chapter  
Elkhorn Country Club*

Thanks to the efforts of Ryan Lancaster and Joe Smith, the San Joaquin Valley Chapter had a respectable year. Their assistance and dedication to this Chapter have been invaluable.

Overall participation in Chapter meetings and tournaments for the year were down. Financially we are down about 20%, yet still in solid shape. Ryan, Joe and I have some good ideas to increase both our numbers and participation for next year. Those ideas will be presented at the Chapter annual meeting on January 21, 2019 at Elkhorn G.C. Those who attended in 2018 did have good input and enjoyable times out on the course.

Our Player of the Year for 2018 is Steve Pellegrine. Our final event of the year held at Elkhorn Golf Club was a great time. The annual North vs South "Civil War" tournament is always a great way to end the season. Elkhorn G.C. was in great shape for the event and yielded a lopsided victory for the North Team 33 to 3 in the match-play format. I know the South Team is looking forward to pay back next year!

The Chapter did have sad news this year with the passing of two of the NCPGA's most respected Professionals, Ernie George and Steve Caulkins—they will be sorely missed. Their dedication and knowledge of the PGA should be a goal of all professionals. And although he will still be around and participating, Chris Bitticks has retired from Tracy G. & C.C.

## SIERRA NEVADA CHAPTER

**Greg Wenzel, PGA**

*President, NCPGA Sierra Nevada Chapter  
Washoe Golf Club*

The 2018 NCPGA Sierra Nevada Chapter (SNC) Board of Directors consisted of President Greg Wenzel, Vice President Travis Alley, Secretary/Education Chairman Zach Jonas, Tournament Chairman Tyler Ramsey and at-large directors Fred Elliott, Lindsay Hoskins, Gus Jones, Mike McCloskey and John Hermans. The SNC serves 146 PGA members and associates. Congratulations to Addison Reasoner from Montreux for earning his PGA membership in 2018.

Our board of directors met four times in addition to our annual meeting at Somerset in February. A strong tournament schedule was produced and consisted of 12 Pro-Ams and four Pro-Pro events in addition to our annual championships. Congratulations to our Chapter Stroke Play and Match Play Champion Jared Becher, our Player of the Year Steve Hummel and the PGA Professional Team for winning the Brooks Park Cup Matches.

The 2018 SNC education calendar kicked off at our annual meeting at Somerset with how to grow your club's junior golf program. We hosted a "How to Grow Your Business" seminar held at Martis Camp featuring Van Batchelder and Mike Mazzaferri. Thanks to Executive Director Len Dumas for making multiple trips to our Chapter to educate our members about new happenings at the National and Section level. Thank you to SNC Education Chairman Zach Jonas for his hard work and making those events a success.

The SNC remained committed to growing the game through junior golf. Thank you to Zach Jonas and John Hermans for hosting the Drive, Chip and Putt during the Barracuda Championship at Montreux Golf and C.C. Thank you to all the courses that fielded a team at one of our three area PGA Junior Leagues in Reno, Carson and Truckee. Thank you to Shelly Godeken-Wright for conducting the Fred and Judy Alexander Clinic at the Eagle Valley G.C. serving 600+ juniors. Thank you to all the PGA members who donated their time to the Boys and Girls High School Golf Programs throughout the area, as well as to The First Tee of Northern Nevada and Truckee Golf in Schools.

Congratulations to our SNC members who won NCPGA Special Awards in 2018: Ward Sutton (Golf Professional of the Year), Gus Jones (Bill Strausbaugh Award winner), and Mitch Jonas (Golf Course Superintendent of the Year).

## Division Annual Reports

### SENIOR DIVISION



Participants in the Chris Thomas Memorial Family Fundraiser walk the course at The Olympic Club.



L to R: Scott Wellington and Aloha Section members Wes Wailehua and Scott Ashworth at the Chris Thomas Memorial Family Fundraiser at The Olympic Club in April.



#### Shawn McEntee, PGA

President, NCPGA Senior Division  
Coyote Creek Golf Club

Our 2018 season got off to a great start with Stockton G.C. hosting our annual membership meeting. In all we had eight Pro-Pro events. A special thanks to the dedicated Senior Board of Directors and Tournament Committee Chairman Mike Cook for an outstanding line-up of facilities we had the pleasure to play this year. The Senior Division would like to thank our host clubs, members and staff who allowed us to play some of the best clubs in Northern California.

All members of the Senior Division feel a strong sense of loyalty and gratitude for the tremendous support we receive from our sponsors. As we approach the holidays and off-season, I urge all members of our Section to reach out to them expressing your gratitude and whenever possible support them and their products and services.

#### Our Sponsors

Omega, Eldorado Resort Casino (Chase Stigall), John Bearden (Golf Pride Grips), CIG, Club Car, EPIC Insurance, UCI Construction, E-Z-Go.

#### Major Championship Summary

Our major events were held at Sunnyside C.C. (Match Play Championship), San Jose C.C. (Stroke Play Championship) and our final major, the Northern California Sr. Open (El Macero C.C.). Congratulations to the champions: Match Play – Laird Small, Stroke Play – Shawn Kelly and Senior Nor Cal Open – Laird Small. I also would like to congratulate Stuart Smith for his 11th place finish at the National Senior Club Professional Championship. Stuart and Jeff Brehaut earned exemptions to play in 2019 Senior PGA Championship at Oak Hill C.C. in Rochester N.Y.

#### Players of the Year

We congratulate Dave Carr for his great play all year to capture the Senior Division Player of the Year. Congratulations to Dave Bingham as the Super Senior Player of the Year. Well done, gentlemen!

I would like to close by thanking Cameron MacGregor, NCPGA tournament chairman and our dedicated NCPGA Section staff who perform so many duties behind the scenes. Your professionalism is a great example why we have the best Section in the country. I would also like to personally thank all Senior Professionals who supported the 2018 events and I encourage you to continue your support of senior golf in the Northern California Section.

A special thanks to outgoing board members, President Shawn McEntee, Glen Stubblefield, Walt Thompson and Fred Elliott. Your expertise and enthusiasm were greatly appreciated!

### WOMEN'S DIVISION



#### Dede Moriarty, PGA

Chairwoman, NCPGA Women's Division  
Presidio Golf Course

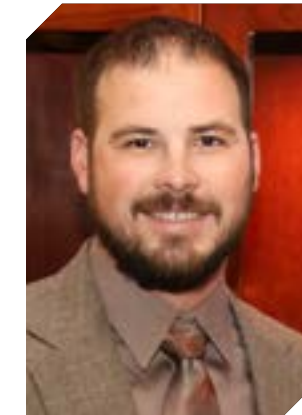
The NCPGA Women's Division includes Women PGA members and associates. There are currently close to 50 members in our Division. This represents a substantial growth in the last few years. NCPGA women continue to grow in leadership positions as directors of golf, head professionals and directors of instruction.

I'd like to encourage our female members to participate by joining NCPGA committees, coming to Section meetings and education events, and playing in Section golf tournaments. Let's grow our Division participation.

2018 marked the 22nd anniversary on the Women's Cup Match, which is a competition between the NCPGA Women's Division, six WGANC players and six PWGA players. The team dedicated this year's Cup Match to 21-year Captain Bob Young, PGA who could not be with us. Thanks to the excellent play by both veteran Cup players and new players to our team, we were able to tie the amateur team at 12/12, thus retaining the title and cup!

I'm looking forward to next year and the continued growth of our Division.

### ASSISTANT ASSOCIATE DIVISION



#### John Crater III, PGA

Co-Chair, NCPGA Assistant Associate Division  
Corral de Tierra Country Club



#### Chris Galvin, PGA

Co-Chair, NCPGA Assistant Associate Division  
Sierra View Country Club

As 2018 wraps up, the NCPGA AA Division is proud to celebrate another successful season. Thank you to our generous sponsors, Andy Paisal with Andy Paisal Golf Sales and Jason Smith with Maui Jim. Their support made it possible for us to host eight events this year with an average field size of 35 players. We are excited to report an increase in participation from 2017, when our events averaged 30 players in the field.

Carol Pence attended many of our events to help with career planning and employment questions, in addition to hosting an educational seminar at Oakhurst C.C. prior to our Two-Person Championship. Thank you, Carol for your support of the AA Division.

We are proud to announce Donnie Baucom as our 2018 AA Division Player of the Year. We also want to recognize our Match Play Champion Josh Stone, and our Stroke Play Champion Phil Dawson. Congratulations!

As we prepare for the 2019 season, we hope to continue to increase participation in our events, offer more educational opportunities for Division members, and work in conjunction with the Senior Division and Chapters to host some events together with the Assistant Associate's Division.



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**Nancy Maul**  
Assistant Executive Director & Managing Director NCPGA Foundation  
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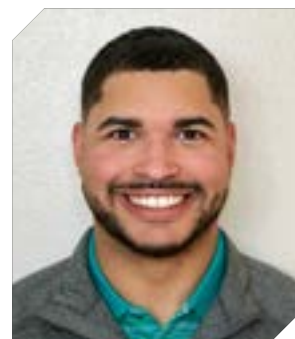


**PGA Career Services Guide**

**Carol Pence PGA/LPGA**  
PGA Career Consultant Serving the Northern California Section



**Cameron MacGregor, PGA**  
Tournament Director  
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**Kevin Mitchell**  
Business Development Director  
**Ext. 103**  
kmitchell@pgahq.com

**Resources and Publications**

- Career Counseling
- Job Search Assistance
- Resume Tips/Samples
- Resume Critiquing
- Interview Tips/Questions
- Job Hunter's Toolkit
- Career Fitness Manual
- Employment Agreements
- Negotiating Techniques
- Sample Job Descriptions
- Performance Review Forms
- PGA Compensation Report
- Hiring Guidebook

**PGA Job Board**

Job and resume posting service for non-management positions: Assistant Professional, Teaching Professional, sales, retail, golf facility support staff and other golf industry positions.

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- Job seekers
  - Search for available assistant, teaching, and non-management jobs



**Suzy Schneider**  
Programs Coordinator  
**Ext. 101**  
sschneider@pgahq.com



**Caitlyn Doyle, PGA**  
Executive Assistant & Communications Specialist  
**Ext. 102**  
cdoyle@pgahq.com

**PGA CareerLinks**

PGA Job notification service for management positions (Head Professional, Director of Golf, GM, etc.)

- Available to all PGA members and associates in good standing
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**Carol Pence PGA/LPGA**

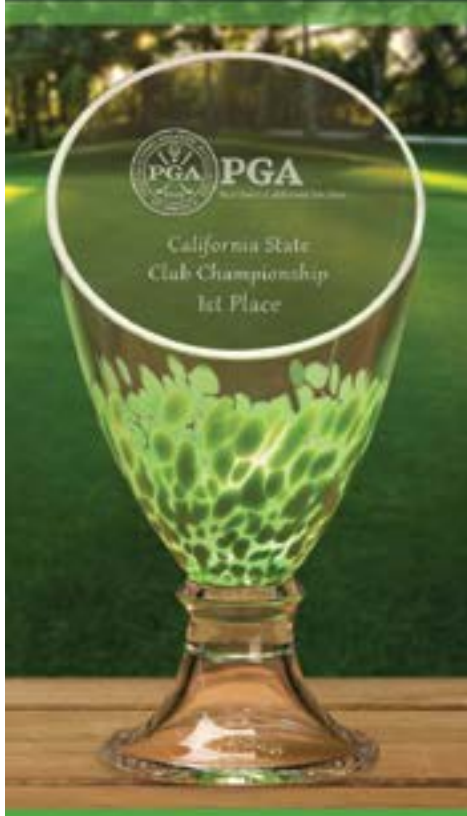
(707) 843-5033  
cpence@pgahq.com

**2019 NCPGA Committees, Task Forces & Divisions**

COMMITTEE	CHAIR(S)	FACILITY/BUSINESS	PHONE
2020 PGA Championship	Len Dumas, PGA	NCPGA Section Office	(707) 449-4742
Business Development	Jeff Sanchez, PGA	Class A Management, LLC	(408) 313-4828
Coaching & Player Development	Shelley McGill-O'Keefe, PGA Molly James, PGA	Spring Creek G. & C.C. Granite Bay G.C.	(209) 599-3258 (707) 591-3260
Diversity & Inclusion	Greg Fitzgerald, PGA	The Institute	(650) 224-5213
Education	Brett Armstrong, PGA	Half Moon Bay G.L.	(650) 712-2222
Membership & Associate Mentoring	Billy Reibel, PGA	Sharon Heights G. & C.C.	(244) 260-6035
Special Awards	Mike Galli, PGA	North Ridge C.C.	(916) 967-5716
Tournaments	Stuart Smith, PGA	Somersett G. & C.C.	(775) 787-1800

PGA NORTHERN CALIFORNIA SECTION Staff Contact Information

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2018 NCPGA Board of Directors at the Semi-Annual Meeting in Reno, Nev.



(Left to right) PGA Associate Brian Rich, Greg Ciavarelli, NCPGA Executive Director Len Dumas, NCPGA Tournament Director Cameron MacGregor, and NCPGA Assistant Executive Director Nancy Maul pose with a picture of the Thomas family at the Chris Thomas Memorial Family Fundraiser. The event raised nearly \$70,000.



(Left to right) Lyle Wehrman, John Fry, Eddie Duino Jr., Past President Bob Young, and Career Consultant Carol Pence at the Semi-Annual Meeting in Reno, Nev.



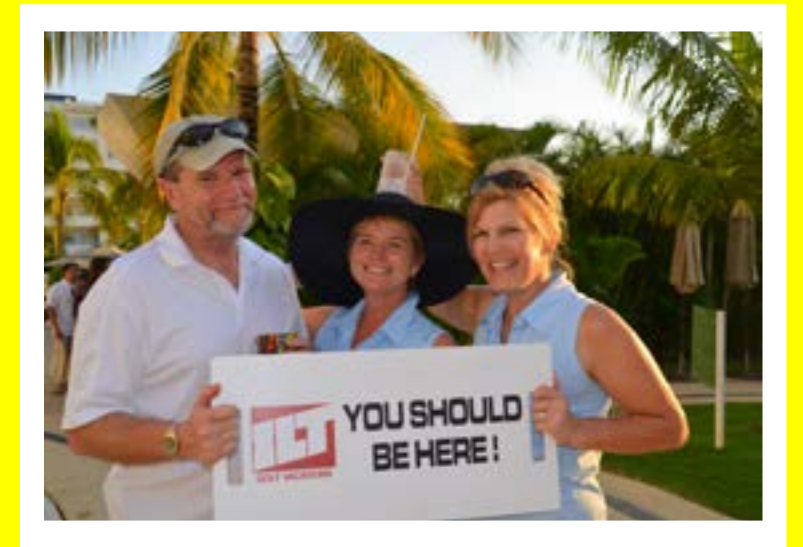
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