



PGA

Wisconsin Section

**WISCONSIN PGA
GENERAL MEMBERSHIP
MEETING**

**Reports of the Officers, Committees &
Staff**

Embassy Suites – Brookfield, Wisconsin

Monday, November 7, 2016

GENERAL MEMBERSHIP MEETING AGENDA
Monday, November 7, 2016 12:00pm

Call to Order

Approval of March Membership Meeting Minutes

Moment of silence – Manuel de la Torre and Mark V. Krause

WPGA Junior Foundation member – Marty Swab
Erin Hills Competition Director – John Morrisett
Fair Labor Standards Act Update – Joe Stadler, PGA

Reports of the Officers & Executive Director:

Report of the Secretary Brian Baus, PGA
Report of the Vice President Brian Baus, PGA
Report of the President Rob Elliott, PGA
Report of the Executive Director Joe Stadler, PGA
WPGA Junior Foundation Joe Stadler, PGA

Report of the Committees:

Tournament Policy Board Chris Hoel
Education Jeremiah Hoffman, PGA
Investments Brian Baus, PGA
Employment Brian Bishop, PGA
Player Development..... Jeff Ellingson, PGA
WAGPA Phil Frederickson/Danny Rainbow, PGA
Special Awards Paul LoCicero, PGA
Nelthorpe Cup..... Paul LoCicero, PGA
Scholarship Jim Thompson, PGA

Old Business - none

New Business – Eligibility to host a PGA Junior League team, A-8's participating in WAGPA events

Open Forum

**Wisconsin PGA General Membership Meeting Minutes
Monday, February 29, 2016
The American Club – Kohler, Wis.**

Meeting called to order at 12:03 p.m.

A motion was made and seconded to approve the Fall 2015 Membership Meeting minutes.

There was a moment of silence for WPGA Past President, Mr. Allan Mitchell.

Rob Elliott introduced Paul LoCicero to conduct the election of board members. Mr. LoCicero explained the election process for the District Directors. Each of the following candidates were introduced and spoke to the membership on why they wanted to be elected to the board: Mark Voeller and Mark Bergman for Metro District, Jim Buyze for Northeast, Brian Bishop and Shaun Finley for Southwest and Jim Richerson for Northeast. Jim Richerson, Jim Buyze were elected by acclamation. Mark Voeller and Brian Bishop was elected by ballot vote. Each director was then given the oath of office.

Chris Burns – The First Tee of Northeast Wisconsin (guest)

Chris gave an overview of the upcoming programming for The First Tee of Northeast Wisconsin and an update on the progress the chapter is making in the development of children.

Reports of the Officers & Executive Director

Report of the Secretary – Jim Richerson, PGA

Mr. Richerson gave an overview of his campaign for Secretary of the PGA of America. He explained the process, the upcoming Super-Regionals and thanked everyone for their support. He then introduced his platform for election and his campaign team.

Mr. Jim Richerson recognized two new members, five quarter century members. The new quarter century members in attendance were given memento's for their service to the PGA and the Section. There were nineteen managerial changes in the section since the fall meeting.

Report of the Vice President – Brian Baus, PGA

Mr. Brian Baus presented the WPGA Section financials. The 2015-16 fiscal year was successful. We received \$5,000 in royalties that were not anticipated. The balance sheet continues to be in a strong position.

Report of the President – Rob Elliott, PGA

Mr. Elliott announced that the Wisconsin PGA centennial video will be aired on the Golf Channel on March 25. The Connecticut Section video was shown to the membership as a sample. Rob then gave an update on the PGA Merchandise Show, the tee time coalition, PGA Verified, PGA LEAD, PGA HOPE. Mr. Elliott then thanked Chris Hoel, Andy Landenberger and Joe Stadler. He then welcomed Erika Pirkel.

Report of the Executive Director – Joe Stadler, PGA

Mr. Stadler introduced and gave a brief bio on Erika Pirkel's background and what her duties would be in the position of Player Development Coordinator. An overview on 2016 sponsors was provided. Mr. Stadler mentioned that the WPGA and WSGA would be signing a new lease for office space in the same location in the very near term. PGA Performance Trak will be sunset after February.

Report of the Executive Director of the WPGA Junior Foundation – Joe Stadler

Mr. Joe Stadler informed the membership that the foundation received a \$25,000 donation from the PGA REACH foundation. He gave an update of the current board and mentioned that new officers will be elected in April. Mr. Stadler gave an update on the American Family Insurance Championship. The 2016 business plan was introduced to the membership.

Report of the Committees:

Tournament Policy Board:

Mr. Mike O'Reilly mentioned upcoming Las Vegas Pro-am and the fact it is sold out. He highlighted a few changes to the schedule. He thanked Mark Voeller and Dan Hoffman for their time on the board. A new Pro-am

championship sponsored by Oliphant Golf will be held at the end of the year. Deadlines for the major national events have changed.

Education:

Mr. Jim Richerson thanked Dave Hawkins for his work in coordinating the Teaching Summit. One hundred people attended the workshop. He announced there would be three breakout sessions following the formal membership meeting.

Investment:

Mr. Brian Baus stated that investments were down 5.8% of the year.

Club Relations/Employment:

Mr. Doug Cheever stated that there were 16 career links jobs throughout the year. He thanked and introduced Tim Marks, PGA for his work as our Employment Consultant.

Mr. Marks thanked the committee for their work in the area of employment. He encouraged everyone to complete the compensation survey if they had not already done so. He also encouraged members to reach out to him should they need any assistance.

Player Development:

Mr. Jeff Ellingson updated the membership on PGA Junior League and the Player Development Workshop slated to occur in late March. He mentioned the PGA Day at Vitense that recently occurred. He provided the date of the event at Wild Ridge. He then thanked Joe Hatch and Matt Reel for their time on the committee.

WAGPA / PAT:

Mr. Danny Rainbow thanked Erik Stenseth for joining the committee and mention the committee is seeking one or two additional members. He informed the membership of the April 4th seminar featuring Kurt Mantyla and Jim Lombardo. He asked the PGA Professionals in management position to encourage their assistants and apprentices to attend the workshops that are created by WAGPA. The committee will follow up via phone by a member of the committee to ensure the qualifiers understand their next step and that the committee is available to help.

Special Awards:

Mr. Paul LoCicero introduced and congratulated all of the 2016 Special Award winners. He mentioned that they will be honored later that evening. Mr. LoCicero also thanked the committee and sub-committee for their hard work.

Nelthorpe:

Mr. LoCicero congratulated the people that qualified for the 2016 Nelthorpe Cup to be played on August 5 at Racine CC.

Scholarship:

Jim Thompson explained the PGA Scholarship and funds are donated that are distributed to the recipients. He encouraged everyone with children and grandchildren to apply and mentioned that the deadline is March 1.

Old Business - none

New Business- none

Open Forum –

Mr. Stadler informed the membership that all those paying the \$70 fee to volunteer at the 2015 PGA Championship would be receiving a \$50 BlueGolf credit.

Mr. Scott Kennedy announced that Southwest Tech has a new articulation agreement with the PGM school at the University of Nebraska.

Bob Burns asked for clarification on PGA HOPE and stated he would like his program to be a PGA HOPE program.

Jim Ostrowski asked about a tee time coalition video on structuring green fees.

The meeting adjourned at 1:13pm.

Secretary's Report – November 7, 2017

Deceased PGA Members

Manuel de la Torre, PGA

Mark V. Krause, PGA

Election to Membership as of 2/29/2016

John Q. Adams, PGA

Tyler K. Bessinger, PGA

Joshua W. Carroll, PGA

Grant S. Davis, PGA

Matthew D. Kersten, PGA

Mark D. Kolb, PGA

Brian N. Pionkowski, PGA

Robert R. VanDuyse, PGA

Half Century as of 2/22/2016

Donald Hill, PGA

Jack Thomsen, PGA

Al Yates, PGA

Quarter Century as of 2/22/2016

Carolyn Barnett-Howe, PGA

Joel C. Barth, PGA

Todd A. Edwards, PGA

David J. Johnson, PGA

Douglas J. Krause, PGA

Mike W. Osborne, PGA

Managerial Job Changes within the WPGA Section since March 1st, 2016

| | | |
|------------------------------|-----------------------------------|------|
| Derek T. Gentry, PGA | Butte Des Morts Country Club | A-13 |
| Matthew E. Burry, PGA | Winagamie Golf Course | A-1 |
| Michael K. Miller | Sand Valley Golf Club | B-4 |
| David J Bobber, PGA | The Legend at Merrill Hills | A-1 |
| Troy D. Schmidt, PGA | La Belle Golf Club | A-13 |
| Jay W Naatz | Bass Creek Golf Club | B-1 |
| James B. Thompson, PGA | Stevens Point Country Club | A-13 |
| Kevin Betts | Oneida Golf & Country Club | A-13 |
| Brian C. Hansen, PGA | Reid Municipal Golf Course | A-1 |
| Ryan D. Christopherson, PGA | Voyager Village Country Club | A-4 |
| William Scheer, PGA | Lake Ripley Country Club | A-1 |
| Joshua W. Carroll, PGA | The Golf Course of Lawsonia | A-1 |
| Theodore A. Osmundson, PGA | Pine Hills Country Club | A-13 |
| E. Greg Baeten Jr., PGA | Dick's Sporting Goods | A-15 |
| Rick C Christ, PGA | Madeline Island Golf Club | A-4 |
| Adam R. Swenson, PGA | Bulls Eye Country Club | A-1 |
| Cuan R. Tregelles, PGA | Nakoma Golf Club | A-13 |
| Christopher L. Goodwick, PGA | Majestic Oaks at Lake Lawn Resort | A-1 |

Membership Breakdown:

| | | | | | | | | | |
|-----|-----|------|----|------|----|-----|----|------|----|
| A-1 | 123 | A-10 | 1 | A-20 | 12 | LM | 65 | B-4 | 2 |
| A-2 | 4 | A-11 | 1 | A-21 | 3 | LMA | 2 | B-6 | 4 |
| A-3 | 4 | A-12 | 4 | A-23 | 2 | LMC | 1 | B-8 | 56 |
| A-4 | 21 | A-13 | 45 | A-24 | 3 | MP | 1 | B-11 | 1 |
| A-6 | 26 | A-14 | 11 | F | 6 | RM | 8 | B-13 | 3 |
| A-8 | 64 | A-15 | 7 | IN | 15 | B-1 | 15 | B-14 | 1 |
| A-9 | 9 | A-18 | 1 | | | | | | |

Total Members: 439 Total Apprentices: 82
198 Senior Members, 5 Half Century, 116 Quarter Century
Wisconsin ranks 21st in overall membership out of 41.



Project Summary 30-Sep-16

| Project Name | YTD Revenue | YTD Expense | YTD Profit/Loss | Budgeted Revenue | Budgeted Expense | Budgeted Profit/Loss | Variance |
|---------------------------------|--------------------|--------------------|------------------|--------------------|--------------------|----------------------|-----------------|
| 1 Professional Only Events | \$98,103 | \$86,246 | \$11,857 | \$103,430 | \$92,225 | \$11,205 | \$652 |
| 2 Assistant's Events | \$17,109 | \$16,421 | \$688 | \$15,000 | \$14,435 | \$565 | \$123 |
| 3 Pro-am Events | \$569,503 | \$508,373 | \$61,130 | \$558,075 | \$503,667 | \$54,408 | \$6,722 |
| 4 Major Championships | \$190,815 | \$175,819 | \$14,996 | \$193,065 | \$179,170 | \$13,895 | \$1,101 |
| 5 Meeting/Seminars/Growth | \$20,005 | \$14,333 | \$5,672 | \$19,750 | \$16,150 | \$3,600 | \$2,072 |
| 6 General & Administration | \$349,237 | \$390,402 | (\$41,165) | \$349,461 | \$398,801 | (\$49,340) | \$8,175 |
| 8 Total | \$1,244,772 | \$1,191,594 | \$53,178 | \$1,238,781 | \$1,204,448 | \$34,333 | \$18,845 |
| 10 Investments as of Sept. 30 | \$72,666 | \$6,265 | \$66,401 | \$0 | \$0 | \$0 | \$66,401 |
| 11 Total after Investments | \$1,317,438 | \$1,197,859 | \$119,579 | \$1,238,781 | \$1,204,448 | \$34,333 | \$85,246 |
| 12 Golf in Schools | \$0 | \$3,340 | (\$3,340) | \$0 | \$15,000 | (\$15,000) | \$11,660 |
| 13 TOTAL | \$1,317,438 | \$1,201,199 | \$116,239 | \$1,238,781 | \$1,219,448 | \$19,333 | \$96,906 |
| 14 February Year End Projection | \$1,634,563 | \$1,606,163 | \$28,400 | \$1,613,573 | \$1,602,518 | \$11,055 | \$17,345 |

**Wisconsin Section of the PGA
7230-Wisconsin Section of PGA
Comparative Statement of Financial Position**

| Assets | Sept. 2016 | Sept. 2015 |
|---|--------------------------------|--------------------------------|
| Current Assets | | |
| Cash and Cash Equivalents | 585,634 | 613,325 |
| Investments | 983,046 | 694,348 |
| Accounts Receivable | 2,562 | 1,881 |
| Prepaid Expenses - Current | 24,280 | 24,806 |
| Inventory | 1,483 | 3,255 |
| Total Current Assets | <u>1,597,005</u> | <u>1,337,614</u> |
| Due from/to Affiliates | | |
| Total Due from/to Affiliates | (22,965) | 107,994 |
| Property and Equipment | | |
| Computer Hardware | 12,339 | 13,326 |
| Equipment | 1,561 | 1,561 |
| Furniture & Fixtures | 12,943 | 13,080 |
| Automobile | 71,251 | 102,511 |
| Less: Acc Depreciation | (70,349) | (83,659) |
| Total Property and Equipments | <u>27,744</u> | <u>46,818</u> |
| Other Assets | | |
| Other Investments | (4,188) | (3,193) |
| Total Other Assets | <u>(4,188)</u> | <u>(3,193)</u> |
| Total Assets | <u><u>1,597,596</u></u> | <u><u>1,489,234</u></u> |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable & Accrued | 27,326 | 60,645 |
| Deferred Revenue Current | 213,328 | 194,897 |
| Total Current Liabilities | <u>240,655</u> | <u>255,543</u> |
| Other Liabilities | | |
| Total Liabilities | <u>240,655</u> | <u>255,543</u> |
| Net Assets | | |
| Net Assets | 1,356,941 | 1,233,691 |
| Total Net Assets | <u>1,356,941</u> | <u>1,233,691</u> |
| Total Liabilities and Net Assets | <u><u>1,597,596</u></u> | <u><u>1,489,234</u></u> |

WPGA Junior Foundation Report - Fall 2016

Junior Tours

Thank you to all the courses who hosted a junior event this season. Your willingness to allow juniors from all over the state play at your facility is helping grow the game of golf. If you are interested in hosting a junior event in 2017, please contact Andy Landenberger in the section office. (414-443-3574 or email alandenberger@pgahq.com). Our programs continue to expand and offer many different tournament golf opportunities for junior players.

The Junior Tour overall was slightly up compared to 2015. The junior tour average of 74 players this year and was 76 in 2015. Total entries for the year were up 6% from 2015. The junior membership was up 4% from last year and ended up with 1,150 members.

The Future Tour showed tremendous growth this year. The 9-hole events for juniors to get tournament experience averaged 49 players per event up from 41 in 2015.

The Tour Edge County Parks Series based around MKE county parks courses saw the most increase. These events averaged 83 players compared to 75 in 2015.

Our Junior Championship had 340 players, down from 342 in 2015. The event has been held at Brown Deer Park and Dretzka Park the past four years. The Junior Championship winners were Taylor McCorkle of Oregon and Bennett Knapek of Hartland.

Players of The Year

Taylor McCorkle of Oregon is our Girls Player of the Year. She compiled 1,374 player points. Taylor will be a senior next year and committed to play at North Dakota State next year. Hunter Eichhorn of Carney, MI is our Boys Player of the Year. Hunter edged out Emmet Herb of Middleton by 148 player points. Hunter will be a senior next year and has committed to play at Marquette University next fall.

Cup Matches

The 19th Annual Wisconsin/Minnesota Cup Matches were hosted by SentryWorld. This event pairs a team of 12 boys and 12 girls from Wisconsin against Minnesota in a Ryder Cup team-type event. Team MN led 7.5 to 4.5 after day one of four ball matches. Team Minnesota won 12.5 points during singles matches to Team Wisconsin's 11.5 to win the cup with a total of 20-16, Team Wisconsin holds the overall series lead now at 12-6-1. Troy Burne GC will host this event in 2017 on June 29-30. .

Junior Foundation Scholarship

The foundation awarded 21 scholarships totaling \$16,500. College scholarships included David Holzer, Hartford \$850, Isaac Quella, Appleton \$850, Peyton Gunnison, Hartland \$700, Abby Chase, Beaver Dam \$700, Caroline Lake, Madison \$600, Madeline McCue, Milton \$500, Hallie Hancock, Eau Claire \$500 and winning the Tony Coleman Memorial Scholarship for \$1,250 was Mikayla Hauck of Cottage Grove.

The High School scholarships were Amy Holzer, Hartford \$850, Mari Suokko, Sturtevant \$800, Evan Siira, Oak Creek \$800, Ashley Hofmeister, New Berlin \$650, Sydney Maule, Appleton \$650, Aimee Gerschke, South Milwaukee \$650, Chloe Crusan, Greenville \$650, Taylor Thomas, Junction City \$500, Amanda Egbert, Sheboygan \$500, Patrick Robbins, Hartland \$500 and Ryan Busey of Racine received the Terry Noel Memorial Scholarship for \$1,000.

The WPGA Junior Foundation has teamed up with the American Family Insurance Championship to offer a new scholarship in 2016. One boy and one girl each received a \$1,500 scholarship. This is our highest scholarship amount given out. Girls Winner - Lauren Klauck of Eau Claire \$1,500
Boys Winner - Christopher Colla of Fond du Lac \$1,500

If you would like to host an event at your facility in 2017 please contact Andy Landenberger in the section office with inquiries. Thanks for supporting Junior Golf!

Andy Landenberger
Junior Tour Director
WPGA Junior Foundation

The First Tee of Northeast Wisconsin **2016 Programming Recap**

Spring Programming – about 1700 kids

Locations – Little Chute Middle School, Little Chute High School, PALS, Boys and Girls Club, Big Event for Little Kids, YMCA Healthy Kids Day, Wequiock Elementary, Holy Cross School and Volunteer trainings

Summer Programming – About 520 kids

Locations – Northbrook, Royal Scot, Ledgeview, Highland Ridge, Duck Creek, Oconto Falls and Peninsula

This past summer we worked with the Boys and Girls Club in June, July and August at Highland Ridge 2 days a week for 2 hours.

Fall Programming/Winter – about 600 kids

Locations – Highland Ridge, Ledgeview, Autumn Adventures, Fun Night, Trick or Treat Golf, Boys and Girls Club, Bay View Middle School Fuel up to Play 60, 8th Annual ELS Fall Fest, and Aurora Baycare Sports Medicine Junior Clinic

We hosted our first Annual Trick or Treat Golf event at Highland Ridge. 20 kids participated this year. The kids rotated through Halloween themed golf stations and played 3 holes. Treats and prizes were earned throughout the night. Fun was had by all 😊 We hope to continue to grow this event!

National School Programming – about 300 kids

The First Tee of South Central Wisconsin

2016 was a very successful year for The First Tee of South Central Wisconsin. Strong revenue growth, increased partnerships, and improved and increased program delivery have all played a factor in this success.

- Revenue Growth
 - In May, a generous supporting family of the chapter honored a long-time golf pro in the community – Allan Mitchell – by making a sizeable contribution to the chapter’s efforts. With this lead gift, a memorial campaign, and a grant from the local community foundation, the chapter started an endowment in excess of \$100,000.
 - The chapter also started a membership program called The Champions Club. In its first year, the program signed up 190 members and raised over \$30,000.
 - In December, the chapter will hold its’ 3rd semi-annual Champions4Kids fundraising gala, featuring Madison’s legendary players Jerry Kelly, Andy North, Sherri Steinhauer, and Steve Stricker.
- Partnerships
 - The American Family Insurance Championship held its’ inaugural PGA Tour Champions event in 2016 at University Ridge. The First Tee of South Central Wisconsin became a committed partner to the event, running the Tuesday Youth Day Clinic, providing 75 The First Tee volunteers to run the practice range, and sponsoring the general admission ticket. Proceeds from the tournament will be allocated out to the community via the Steve Stricker American Family Insurance Foundation.
 - The chapter continues to grow and strengthen partnerships with existing youth service agency groups who serve kids that may not have exposure to the game. In 2016, the chapter partnered with over 15 groups to deliver programs to more than 1,500 children from these centers
 - The chapter brought on Pleasant View Golf Course and Reedsburg Country Club as site locations in 2016. The chapter currently has 12 golf facilities delivering programs
- Program Delivery
 - More than 1,600 children participated in registered programs in 2016
 - The chapter successfully opened its 2nd afterschool Learning Center location, which provides one-hour of academic enrichment and one-hour of The First Tee Life Skills Education. The two locations serve 250 youth annually, the vast majority from low-income families
 - The chapter had its first participant become an Evans Scholar, Carter Klaas – a six-year participant – is attending UW-Madison on a full-ride scholarship, studying engineering.
 - In June, the home office of The First Tee conducted a chapter program observation, observing the delivery of the curriculum at two of the chapter’s home sites. The chapter will utilize the recommendations to continue to improve the delivery of the golf and life skill experience to participants.

2016 Tournament Policy Board Report - Fall Meeting

Recently the 2016 Wisconsin PGA in-state tournament schedule wrapped with the Pro-Pro Scramble. Once again it was another great year of WPGA events. Here are a few highlights from 2016;

Thank You – Sponsors & Host Courses - We owe a huge thank you to all of the staff, host facilities and supporters that helped make it another successful season. Between the Section and Junior Golf initiatives we utilize over 110 different facilities throughout the season and it wouldn't be possible without your support.

With the help of the national office we were also able to generate a record number of sponsor dollars to play for and as always we will continue to work at ways to make our events better. If you have not done so already we encourage you to make sure you thank all of our partners that helped make the season possible. When you show your appreciation for our supporters it truly helps when it comes time to talk about next year.

Highlights

- Jim Shuman won the WPGA match play title for the fifth time in his career. He defeated Kyle Kunash 5&4 in the finals at Chenequa CC.
- Once again, Ryan Helminen made us all proud by representing the WPGA in the 2016 PGA Championship. Ryan shot 72-71 in the first two rounds to miss the cut by 1 shot. He did receive low Club Professional honors for the first time in his career.
- In September Ryan's good play continued as he was able to earn his second WPGA Professional Championship title with a three shot win over Charlie Brown. Ryan will lead a group of six WPGA professionals to the 2017 PGA Professional Championship. Joining Ryan will be Charlie Brown, Jim Shuman, Kurt Mantyla, Jason Samuelian, and John Freeman.

Event Enhancements & Promotions - With the help of our great partners we have continued to try and add enhancements to different events. Fun promotions such as the OMEGA Suite Challenge and the Hornung's Drive, Chip & Putt Contest made an appearance for a second straight year. We also tried out the Bushnell Call Your Shot Challenge, Premier Golf & Utility Vehicles Chip It In For Cash and Harris Golf Cars Guess Your Way To The Kohl Center Contest. The feedback on these promotions has been great and we will continue to do our best to spice up our events with these enhancements.

Pro-Am Success Continues – This past summer once again produced a great response to our pro-ams. The year included a few firsts including the addition of a second Pro-Ladies site and our first ever Oliphant Golf Pro-Am Championship. Both events were sell outs and the Pro-Am Championship truly put an explanation point on the pro-am season. Including our destination pro-ams and pro-lady events the schedule featured eleven sold out fields.

Fall Destination Pro-Am – The WPGA Fall Pro-Am is scheduled for November 14th-16th in Scottsdale, AZ. A record 19 teams will compete at Troon North and The Boulders Resort. Our fall pro-am has had some down years so it's great to see participation up and I know Chris and the team will do a great job executing the event.

Las Vegas Pro-Am Update – Recently the 2017 WPGA Nike Golf Las Vegas Pro-Am information was released. Our host courses for 2017 are SouthShore, Reflection Bay and RIO Secco. Lodging will be provided by New York New York. We are confident that we have once again put together a great trip for all those that attend. In 2016 we had a full field so please make sure you get your deposit in as soon as possible to hold your spot.

2017 Events – Chris and Joe have been working to put together the schedule for next season. The major events are all destined for greatness as they will be hosted at some of the best facilities in the state. The first major of the season, the WPGA Match Play, will be hosted at Janesville CC, the State Open will be hosted at North Shore CC (Mequon) and the WPGA Championship site is Bull's Eye CC. We will plan to release the 2017 tournament schedule on January 3rd.

Expiring TPB Board Terms & New TPB Board Members – We would like to thank Jeff Ellingson, Mike Johnston and Don DuChateau for their service to the TPB. Their terms will expire after our meeting on November 22nd. Three new members will be added to the TPB based on past nominations. If you would like to be considered for a future opening, please ask Chris for a nomination form.

Thank you all and we hope you enjoy your offseason!

Michael M. O'Reilly, PGA
Tournament Policy Board Committee Chair, WI Section
Head Golf Professional, Whistling Straits
Mike.oreilly@kohler.com 920.565.6107

WPGA Education Committee Report

Education Committee:

Jim Richerson, Jeremiah Hoffman, Dave Hawkins, Brendan Locke, Vince Pulizzano

PGA Member Service Requirements:

Reminder that we are now in a new MSR cycle that will run through June 15th, 2018. During the last cycle we had 10 members fall into Class "F" status. This number was up from the 4 members in the Class "F" status at the end of the previous MSR cycle.

In total the WI PGA Section has 439 Members and 82 apprentices. An increase of 5 member and 12 Apprentices since the Spring Meeting.

Upcoming MSR Education Opportunities:

- Discussed upcoming Education seminars & events for this Spring:
 - o November 7th & 8th – WPGA Fall Membership Meeting – Education Seminar
 - GCSAA Turfgrass Seminar
 - Jon Canavan – Milwaukee Country Parks
 - Tim Wegner, Brown Deer
 - General Management 101 Seminar
 - John Schneider – Racine CC
 - Jeff Ellingson, Edelweiss Chalet CC
 - o February 2017 – Working on four district educational opportunities around the state – details coming soon
 - o March 5th, 2017 WPGA Teaching & Coaching Seminar
 - Wilderness Resort, Wisconsin Dells, WI
 - Top 100 Instructors – TBD
 - o March 6th, 2017 WPGA Spring Membership Meeting
 - Wilderness Resort, Wisconsin Dells, WI
 - o March 11th – March 14th, 2017 – PGA/USGA Rules of Golf Seminar
 - Chicago, IL
 - www.USGA.org

Education focus moving forward:

Teaching & coaching, business & mentoring, and player development will be the three key areas of focus moving forward. Fall season and fall meeting will focus on Business skills and mentoring. Spring season and spring meeting will focus on Teaching & Coaching.

We look forward to offering educational opportunities that will help support and elevate the WI PGA Professional as the leaders in the industry and as revenue generators for their facilities.

Submitted by,

Jim Richerson, PGA

Investment Committee Report

| | 9/30/2016 | 1/31/2016 | %Increase (Decrease) |
|---|------------------------|----------------------|----------------------|
| Corporate Investment Agency (RBC) | \$ 610,906.00 | \$ 551,543.00 | 10.8% |
| Program Fund (Sage) | \$ 105,081.00 | \$ 101,395.00 | 3.6% |
| Cash and Cash Equivalents (Money Market Accounts) | \$ 64,491.00 | \$ 62,935.00 | 2.5% |
| Associated Bank Fund | \$ 265,184.24 | \$ 250,000.00 | 6.1% |
| Total Investment Portfolio | \$ 1,045,662.24 | \$ 965,873.00 | 8.3% |

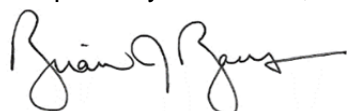
Key Notes:

Overall Return on the entire portfolio for 2016 YTD is 8.3%. Our portfolio is currently broken down into four sections:

1. Cash and Equivalents – This is money sitting in cash and money market accounts earning little to no return. The #1 advantage to having these accounts is they are liquid and readily available.
2. Corporate Investment Agency – This is the vast majority of our profile and is managed by RBC. The portfolio is currently broken down as 32% value stocks (limited risk, small growth), 31% Blend Stocks (low risk, medium growth) and 37% in growth stocks (higher risk, higher growth).
3. Program Fund (Sage) – This is a portion of our portfolio that has been given over to a company called Sage, a third party bond manager. These are fixed income bonds designed to give a small consistent return with little to no risk.
4. In January, we allocated \$250,000 from our cash into a growth account with Associated Bank in an effort to our money to better use. Year to date that account has grown at 6.1%.

Our current financial advisory committee is RBC. However, the individual that was in charge of our account was Andy Boyd who has recently left RBC and has gone to work for Richmond Investment Services. They are currently preparing a proposal for the board to review at our winter planning session. In addition, we have also recently signed a significant sponsorship deal with Morgan Stanley, and we will also be entertaining a proposal from them as well as from our current asset manager, RBC. If anyone has any questions regarding our current investment strategy or portfolio, please let me know.

Respectfully Submitted,



Brian J. Baus, PGA
Investment Committee Chair

Employment & Club Relations Report

October 20, 2016

PGA Wisconsin Section

PGA Members and Apprentices,

The following report highlights this year's activities of our PGA Employment Consultant (Tim Marks), the PGA Employment Services Group as a whole, and the Wisconsin Section Employment Committee.

Wisconsin Section Activities

- Career Links Job Activity: 23 Wisconsin PGA Jobs
- Compensation Survey Participation: 74.6% - Ranks 6th (20% increase from 2015 – Thank you!!!)
- Career Links Participation of Active Members: 89.1%

PGA Employment Consultant – Tim Marks

- 295 Contacts with Wisconsin PGA Professionals
- 115 Contact with Wisconsin Employers
- 10 Contacts with Unemployed Wisconsin PGA Members
- 30 Résumés Reviewed
- 11 Compensation Reports Made for and Reviewed With Wisconsin Professionals

National Employment Services

- Career Links 2015-16 Fiscal Year Jobs decreased 3% (743 vs 764)
- Career Links jobs still up 22% over 5 year average
- Platinum Career Links jobs up 50% over previous year (13 vs.6)
- Facilitated 146 New Opportunities for PGA Members via Non-PGA Conversions and New Position Creations. 2 Non PGA Conversions and 6 new positions in Wisconsin
- PGA Employment Services Department changes:
Staff increased to 14, New Director Scott Kmiec, New Jobfinder being built (Tim is on task force for Jobfinder project), Development of an Operation Scorecard ongoing

Employment Committee Report

Please know that this Committee is here to help better the opportunities for PGA members. The position held by Tim Marks is not just a job seekers amenity, but a person to go to advance both current and new positions. If you have knowledge of possible opportunities for PGA members, please be sure to contact myself or Tim Marks as soon as possible.

Brian Bishop: brianbishop@mbcc1899.com

Tim Marks: tmarks@pgahq.com

Reminder of items to work on during the off season.

- Update Career Links Profile
- Update Credentials (Resume, references, ect)
- If you change jobs, update the Section (within 10 days suggested)
- Explore PGA.org for ideas and information to better your position.
 - Player Development Programs
 - PGA Best Practices
 - PGA Marketing Resource Center
 - Career Fitness Model
 - Compensation Survey
 - PGA Partner Programs
 - Facility Operations Survey
 - Annual Budget Model
 - Employer Communications Model
 - Certified Professional Program 2.0
- Learn about the Department of Labor Laws going into effect December 1 regarding salaried employees.

This winter, I will be looking for Professionals from different areas around the state to serve on the Committee. The primary role of Committee Members will be to share information of job changes and PGA job opportunities with the committee and Tim Marks, Employment Consultant.

Submitted by: Brian Bishop, PGA



PGA Employment Services – Resources and Publications

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

PGA CareerLinks

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

PGA Jobfinder

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

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

PGA Compensation Survey (available on PGA.org Employment Center)

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

Career Fitness Manual

- Ideas on excelling in your job, providing value to your employer, evaluating your career, transitioning between jobs, and more

Job Hunter's Tool Kit

- Career and job search tips, sample resumes and cover letters, interviewing, dealing with a job loss, and more

Employer Communication Plan – both golf operations and facility operations

- Step by step plan to help you create regular communication with your employer
- Ideas on content and frequency and methods of communication
- Sample monthly Executive Summary to highlight your activities, accomplishments, plans, etc.

PGA Employer Guide

- A guide for PGA Professionals who are in a supervisory role
- Information on recruiting, hiring, training, and mentoring staff
- Developing job descriptions and conducting performance reviews

Additional PGA Resources

- Player Development Programs
- PGA Best Practices
- PGA Marketing Resource Center
- Certified Professional Program 2.0
- Revenue Scorecard
- Facility Operations Survey
- Annual Budget Model
- PGA Partner Programs

Player Development Committee

Mission Statement – It is the goal of the Player Development Committee to aid the members of the Wisconsin PGA Section in its Player Development Efforts via serving as advisors and consultants and provide guidance on questions regarding growth of the game programs. In addition, the committee will serve as representatives of PGA Junior League Golf.

We had a very successful Player Development Section Workshop last March and would like to host another if we can generate enough interest. We are also looking to include a PGA JLG Seminar at the Spring Meeting in conjunction with our PGA Player Development Regional Coordinator, Frank Chieppa, for anyone who may be interested.

PGA Junior League Golf

- The number of JLG teams in 2016 was 71 versus 53 teams in 2015. A 36% increase.
- The number of JLG players in 2016 was 782 versus 2015 having 589. A 33% increase.
- We will continue to promote JLG to increase participation in all markets with an emphasis in the Wausau, Fond du Lac, Green Bay and Eau Claire markets
- Captain Registration will begin early December of 2016 (three months earlier than last season)
- Player Registration will open early February (three months earlier than last season)
- Regular season can begin April 1st and be completed by July 31st
- Post Season structure remains the same for 2017 (structure changing in 2018)
- Sport Ngin signed a one year contract for 2017 with the PGA JLG headquarters submitting an 18 page enhancement report for better registration, navigation and payment processes
- PGA JLG Wisconsin Sub-Regional “Final Four”: University Ridge, September 2
- PGA JLG Championship site: Grayhawk GC in Scottsdale, AZ –November 13-15

Drive, Chip and Putt

- Kaeden Nomm, son of Peter Nomm, from Minocqua qualified for 2017 Finals
- Number of juniors registered in 2016 was 1025 versus 957 participants in 2015
- 5 of 6 local qualifying sites for 2017 have been secured: Green Bay CC, Sentry World, Whispering Springs, The Legend at Bergamont, and The Legend at Merrill Hills
- The site and date of the Sub Regional have been decided: University Ridge on August 5th, 2017

Get Golf Ready

- 23 participating facilities with just under 200 students
- Data for 2016 will be determined at end of 2016 fiscal year
- Please note that not all PGA Professionals report hosting such programs, but they can receive 2 MSRs for each class they host as long as they have a minimum of 3 students per class

We would like to thank 2 committee members, Jeremy Lupinek and Brendan Locke, whose terms are expiring. Thank you for all your past support of the Player Development Committee. Without the contributing efforts of all our committee members we would not have been able to achieve all that we done.

Erika Pirkel
WPGA Player Development Coordinator

Jeff Ellingson
Player Development Chair



PGA Junior League Golf Captain Survey Executive Summary

Overall, Captains in Wisconsin were very satisfied with the PGA JLG program in 2016, as shown by 97% of respondents likely to participate again in 2017. Most Captains commented on the successful format and positive feedback from parents and juniors. Areas of the program causing the most dissatisfaction included the third party administrative website and post season format.

- Member Promotion and Captain Registration
 - Captains love the format and mission of PGA JLG, however 90% of the Captains made note about the tedious registration process during their open-ended responses. Taking time to learn how to navigate a website AND educate parents is time-consuming.
- League Scheduling
 - 73% of Captains worked with other local Captains to form their league, or had an established league from years past. Most difficult part of scheduling matches is the short time frame we have in WI. A large portion of the Captains want the Captain registration deadline to be much sooner in 2017. (March versus April)
- Sport Engine Website/Smartphone Application
 - 68% of Captains rated the ease of navigating SportNgin as average, poor, and very poor. Over 84% downloaded the phone app and preferred using that over the website.
- Player Registration
 - Only 40% of Captains remarked that getting parents to register their children online was easy. Private Club Captains made comments about their members used to the staff signing them up for events.
- Team Kit and Fulfillment
 - In terms of the jerseys, team kit, and tracking of shipment, the most common rating of those components was AVERAGE. 86% of Captains did not appreciate receiving golf balls for their team
- Finance and Payment Workflows
 - 68% of Captains charged the entire program fee online, and they noted it was an inconvenience to wait 2 months to receive the difference in total program fee and collected PGA REACH fee
- PGA Junior League Program
 - 91% of the Captains stated that the players enjoy the format, points system, rules, and using substitutes. Over 73% of Captains suggested improvement to post-season structure.
- Communication from Erika/PD Coordinator
 - 91% of Captains prefer and enjoy the weekly Captain emails, with Captains also expressing they need the most assistance with registration and promotion. 84% of respondents rated communication from Erika as “important” or “extremely important.” The least important communication component was support from PGA JLG headquarters.

WAGPA Committee Report

The WAGPA Committee is made up of the following members:

Phil Frederickson, Co-Chair, Door Creek GC
Danny Rainbow, Co-Chair, SentryWorld
Erika Pirkel, Wisconsin PGA
Ben Bauknecht, Chenequa CC
Pat Steffes, Milwaukee CC
Victor Jacinto, Milwaukee CC
Jacob Mueller, West Bend CC
Erik Stenseth, University Ridge GC

2016 has been the first year with an expanded WAGPA committee. The larger committee has been beneficial in brainstorming and coordinating WAGPA activities and education seminars. The committee met on October 25, 2016 to begin planning WAGPA activities for 2017. A tentative schedule includes:

- Indoor teaching seminar in late February
- Seminar (topic TBD) with lunch and golf in early April
- Seminar (topic TBD) in May
- Seminar (topic TBD) at the Pro-Assistant Tournament in the Fall
- Seminar (topic TBD) with lunch and golf in late October

Recently conducted WAGAPA seminars include:

Education Seminar at the Pro-Assistant Tournament At North Shore CC on October 10, 2016: Recently elected PGA Members Gunnar Stapp and Chad Sandee spoke about their challenges and successes with completing the PGA Education process and being elected to membership. Gunnar and Chad each offered a different perspective as Gunner graduated from the PGM 2.0 program, and Chad graduated from a PGM University program. The insights of these two professionals were well received by the mix of Apprentices, Assistant Professionals, and Head Professionals in attendance.

Education Seminar at Chenequa CC on October 25, 2016: PGA Members Bill Graham (Chenequa CC), Jim Gaugert (Harris Golf Cars), and Jeremy Lupinek (Ping) served as panelists for a discussion amongst WAGPA Members. Topics of discussion included professional networking, section involvement, characteristics of successful PGA Members, benefits of PGA Membership, sharing of experiences and stories, and more. Following the panel discussion, lunch was provided and Chenequa hosted a round of golf for the attendees.

A request of PGA Professionals in management positions: Please invest in the professional development of your Assistant Professionals and Apprentices and encourage them to participate in educational opportunities offered by WAGPA.

Watch for details in early 2017 regarding later winter / early spring education seminars.

Submitted by,

Danny Rainbow, PGA – WAGPA Co-Chair
Phil Frederickson, PGA – WAGPA Co-Chair

Special Awards Report

November 3, 2016

One of the roles of the Honorary President of the WPGA is to oversee the Special Awards process. We have started the process for the 2017 award winners. You have received via email a nomination form. There are also nomination forms on your table. The entire process is aided and legitimized by receiving nominations from as many PGA Members as possible. Please keep in mind that self-nominations will not be considered.

A change for the 2017 Special Awards criteria was approved by the Board of Directors at the spring meeting. Each award now has listed a minimum number of years as a PGA of America member and a minimum number of years as a Wisconsin Section member. This change was made so that our awards would better mirror the PGA of America national awards. Another reason for the change was that many of our winners were not eligible to even apply for a national award because they did not meet the national criteria of years as a member.

You may return the forms to any WPGA staff member. Forms must be returned by November 16, 2016. They may be faxed, emailed or mailed to the section office. If emailing, please direct the form to jstadler@pgahq.com. If you do not have a form, a simple email with nominations will also be accepted.

All qualified candidates will be asked to present a written application to the committee. The nominees will be notified on procedure that the review committee uses to judge the application. The applications will then be presented to a selection sub-committee made up of past winners of each award. Each award has a different sub-committee. The sub-committee will then select the finalists for the awards.

The Special Awards Committee consisting of our four district directors, one independent director, WSGA director, WPGA executive director and I will then be responsible for determining our special award winners for 2017. Please note that all candidates are reviewed with confidentiality and objectivity.

If you have any questions, comments or suggestions for the Special Awards committee and the process, please feel free to contact me. Thank you in advance for taking the time to submit nominations and I wish the nominees the best of luck with the process.

Respectively Submitted,

Paul LoCicero, PGA
Chairman, Special Awards Committee

Nelthorpe Cup Report

November 2, 2016

The 49th playing of the annual Nelthorpe Cup took place on Friday, August 5th at Racine Country Club. The yearly event once again brought together the top professional and amateur golfers from throughout the State of Wisconsin in a Ryder Cup style exhibition. The 2016 teams were formed off the 2015 WPGA / WSGA Player of the Year lists and Senior Player of the Year lists along with the WSGA major winners in 2016. The competition at Racine CC featured individual (Singles) matches in the morning and four-ball (Bestball) match play in the afternoon. The singles matches are worth one point for the front nine, one point for the back nine and one point for the total. The fourball matches are worth two points each for the front and back and one for the total.

It was a beautiful Friday morning in Racine as the WPGA began play against the WSGA. Unfortunately for the PGA Professionals, the Wisconsin amateurs came out hot. After the front nine the WSGA held a quick 11-5 advantage. The back nine improved but not by a significant amount. At lunch the WSGA held a 29.5 to 18.5 lead.

The WPGA threatened to make things interesting as our seniors started off on fire. They won 3 of the 4 front nine points and the gap was closing. But, the WSGA bounce back quickly and the onslaught was on. The WSGA ended up winning the after four ball matches 24-16 giving them a decisive 53.5 to 34.5 victory. RCC provided an excellent dinner for our players and their guest and, as always, many a good story was shared.

The WPGA and WSGA would like to thank Racine Country Club, their membership and the entire staff at the club for hosting the 49th annual matches. We would also like to thank Matt Flaten and adidas for providing the team uniforms.

Congratulations to the following members who qualified and played in the Nelthorpe Cup matches:

| | | | |
|---------------|---------------|---------------------|---------------|
| Jim Gaugert | John Freeman | Jim Schuman | Eddie Terasa |
| Jeff Kaiser | Joe DeRosa | Kurt Mantyla | Mike Johnston |
| Erik Stenseth | Mark Voeller | Charlie Brown | Joe Leonard |
| Pat Steffes | Ryan Helminen | Craig Czerniejewski | David Roesch |

Respectively Submitted,

Paul LoCicero, PGA
Honorary President, WPGA

PGA Scholarship Report – Fall 2016

Wisconsin Scholarship Winners

Scholarship: John Cox Scholarship PGA, \$5,000.00

Julia Terasa (Eddie Terasa, PGA)

PGA of America, \$2,000

**George Weitz (Joel Weitz, PGA)
Hannah Welsh (Buck Welsh, PGA)**

The PGA of America's Financial Assistance Fund Scholarship Program has awarded scholarships to 128 students totaling \$295,000 for the 2016-17 school year.

Founded in 1986, the PGA Financial Assistance Fund Scholarship Program has awarded more than \$6 million to 3,064 students. Run by the PGA's Membership Services department, the program encourages and promotes the attainment of higher education for the children and grandchildren of PGA members.

Funding for these scholarships is made possible through voluntary contributions to the PGA Financial Assistance Fund (a tax-deductible 501c3 fund) from PGA members and other donors. The scholarship program is an academic based scholarship program that takes into account the following depending on the class level of the student:

The Below information is based on the 2016 scholarship program. The 2017 information has not been released.

High School Graduating Senior

- High School Cumulative Grade Point Average **must be at least 3.4** (60 percent of the scholarship weighting scale). This number is to be an unweighted GPA based on a 4.0 scale
- ACT and/or SAT test scores (30 percent of the scholarship weighting scale)
- Extracurricular activities in high school such as sports, clubs, student government, community service, part time employment, etc. (10 percent of the scholarship weighting scale)

Current College Student (has not reached their senior year in college)

- College Cumulative Grade Point Average **must be at least 3.4** (60 percent of the scholarship weighting scale)
- Most recently completed college semester or quarter GPA (30 percent of the scholarship weighting scale)
- Extracurricular activities in college such as sports, clubs, student government, community service, part time employment, etc. (10 percent of the scholarship weighting scale)

The application process is [available online](#) between APPROXIMATELY Nov. 15, 2016 and March 15, 2017, and students are asked to wait until they are in possession of their most current grade report (first semester) or transcript before applying. The applicant must enter the student's Social Security number and the PGA-affiliated parent or grandparent's PGA ID number to access the application.

After submitting the online application, the applicant must send a sealed, official school grade transcript **postmarked date to be announced soon**, that shows their GPA information and ACT/SAT test scores (if a high school applicant) to:

The PGA of America
100 Avenue of the Champions
Palm Beach Gardens, FL 33418
(561) 624-7612

Respectfully Submitted,

Jim Thompson