

WISCONSIN PGA GENERAL MEMBERSHIP MEETING



WISCONSIN

Wilderness Resort
Wednesday, February 28, 2024

GENERAL MEMBERSHIP MEETING AGENDA

Wednesday, February 28, 2024 – 2:15pm

Call to Order

2024 American Family Insurance Championship Update – Nate Pokrass

Consent Agenda:

Approval of the October 2023 Membership Meeting Minutes.....	Pages 3-4
Education Danny Rainbow, PGA	Page 5
Player Engagement..... Scott Walecki, PGA	Pages 6-8
Assistants Shaun Finley, PGA	Pages 9-10
Special Awards..... Jeff Ellingson, PGA	Page 11
Scholarship Joe Stadler, PGA	Page 12
Tournaments Michael Crowley, PGA	Page 13

Reports:

Membership Brendan Locke, PGA	Page 14
Report of the Secretary Danny Rainbow, PGA	Page 15
Report of Financials Joe Stadler, PGA	Pages 16-17
Report of the President Mark Voeller, PGA	Page 18
ED/Foundation..... Joe Stadler, PGA	Pages 19-22
Player Engagement Consultant..... Kim Shafer, PGA	Pages 23-28
District 6 Director Rob Elliott, PGA	Pages 29-31
Employment Jeremy Cabalka, PGA	Page 32
PGA Career Consultant Ryan Holland, PGA	

Old Business – None

New Business – None

Open Forum –

Wisconsin PGA General Membership Meeting Minutes
Monday, October 30, 2023
Embassy Suites - Brookfield

Meeting called to order at 12:04 p.m. Mike O'Reilly provided an update on the timing and agenda of the meeting.

A motion was made by Jeff Ellingson and seconded by Rob Elliott to approve the March 2023 Member Meeting minutes. The motion passed.

Election of At-Large Directors: Jeff Ellingson conducted the election. He announced that the election of officer happened at the board meeting. The new officers are Mark Voeller, President, Matt Taken, VP, Danny Rainbow, Secretary.

Mr. Ellingson informed the membership of the election process. Ryan Brown, Shaun Finley, James Kelly, Danny Rainbow and Scott Walecki each provided their reasons for seeking election to the membership. The vote was collected and tallied. Finley, Kelly, Rainbow and Walecki all were elected for a 3-year term.

Guest: Danny Rainbow, US Senior Open – Danny provided an overview of the success of the 2023 U.S. Senior Open.

Mr. O'Reilly asked for a motion to approve the consent agenda. Jim Gaugert made the to approve, seconded by Jeff Ellingson. The motion passed unanimously.

Report of Mark Voeller, PGA – WPGA Vice President

Mr. Voeller presented the end of September 2023 financials. Mark mentioned that we are \$99 ahead of budget and trending toward another good year. Mr. Voeller mentioned the fluctuating investments throughout the year.

The meeting was adjourned at 12:35 for a Q&A with Jon Horst. Following the Q&A, the meeting reconvened.

Report of Matt Taken PGA – WPGA Secretary

Matt asked for a moment of silence for four WPGA Professionals that have passed away (Tom Benson, Al Zuehlsdorf, Tom Howe and Jeff Obst). Mr. Taken introduced the new members, quarter/half century members, newly certified/specialized. He also informed the board that the WPGA is 20th in size. Mr. Taken noted that we now have 112 Associates which is the first time we have been over 100 since 2010.

Report of Mike O'Reilly, PGA– WPGA President

Mr. O'Reilly thanked Jon Horst for attending the meeting. He thanked the members and staff for his time as an officer. Mike encouraged those able to continue to do what they can to continue to host WPGA and WPGA Junior Foundation events. O'Reilly mentioned that the officers, Bill Graham and Joe Stadler are attending the PGA Annual meeting next week. He informed the membership of resolution 1. (Resolution 1 was passed at the PGA Annual Meeting). Mike then presented Resolution 2 (also passed at the PGA Annual Meeting). Rob mentioned PGA Junior League and that he is on the Player Development Committee.

Report of Rob Elliott, PGA – District 6 Director

Rob presented more information on Resolution 2 about the dues increase. He then mentioned deferred compensation. Mr. Elliott is the National Co-Chair for PGA HOPE. He encouraged others to get involved and get trained. Mr. Elliott thanked John Harvey for his time as our first PGA HOPE Ambassador and welcomed Tom Fischer as our second Ambassador.

Report of the Committees:

Employment: Jeremy Cabalka let the members know that the committee has expanded with the addition of Mike Urban and Gunnar Stapp. He informed that the section has met the goal of 65% of members and associates having completed the compensation profile within the past 12 months. He encouraged everyone to do so. The committee is considering doing a Wisconsin only survey. Ryan Holland provided an update on the employment services offered by the PGA.

The remaining committee reports were presented in a consent agenda. The members approved the motion to accept as written.

Old Business - none

New Business – None

Open Forum – Rob Elliott mentioned there is a page in the packet with 6 ways to get involved in PGA HOPE. Joel Weitz asked about PGA Coach. Nick Doctor presented Mike O'Reilly with a parting gift thanking him for his time as WPGA President. The members provided a nice round of applause for John Wallrich who is retiring at the end of the year.

Mike O'Reilly wrapped up the meeting by thanking everyone for their efforts during his time as WPGA President.

The meeting adjourned at 1:52 pm.

Education Committee Report – 2024 Spring Meeting

Professional Development Requirement (PDR) Cycle

As a reminder, the current PDR cycle began June 16, 2022 and runs through June 15, 2025. Members are required to earn at least 30 Education / Player Engagement Credits, 6 Meeting / National Survey Credits, and 54 Total Credits. We are just over half-way through the current 3-year cycle.

2024 Education Opportunities

Virtual Seminar Series. A series of 7 virtual seminars have been offered during the months of January-February of 2024. In total, 96 different professionals signed up to attend the seminars, with the following attendance numbers for each session:

- 1/17 World Handicap System: 33
- 1/31 Customer Experience: 43
- 2/1 PGA North Stars: 41
- 2/13 PGA Hope: 36
- 2/15 AGM / Strackaline: 44
- 2/21 Career Services: 32
- 2/27 PGA Deferred Compensation: 41

Spring Teaching Seminar. The seminar will once again take place at the American Family Championship at University Ridge on Tuesday, June 4, 2024. Watch for more details in spring of 2024.

WPGA Podcast. The committee is currently assessing and building out a potential podcast series. While not yet 100% confirmed, the goal is for the committee to record 5-7 podcast episodes and release them on a monthly basis throughout the golf season. More to come on this new initiative in the coming weeks.

Submitted by:

Danny Rainbow, PGA
WPGA Education Chairperson
Director of Golf
SentryWorld
601 Michigan Ave N
Stevens Point, WI 54481

Player Engagement Committee Report – 2024 Spring Meeting

Hello Wisconsin PGA Members & Associates,

First off, Frank Chieppa is retiring this spring and a big thank you to him for his dedication to the PGA Members in his Region during his time with the PGA. Kim Shafer will be the new Player Engagement Consultant for the Wisconsin PGA Section. Kim is a 25-year member of both the PGA and the LPGA. This is her 7th year as a Player Engagement Consultant, during which time she has partnered with the Michigan, Indiana, Northern Ohio, Southern Ohio and Tri-State PGA Sections. We want to send a warm welcome to Kim and we are excited to work with her.

2023 Wisconsin PGA Jr. League Recap

- Active Participants - 1,306
- GameChanger Club Members - 1,184
- Average Program Fee - \$182 (National Average was \$250)
- 61 facilities hosted 97 programs
- Kyle Nielsen - Received the PGA Jr. League GameChanger Award Winner for being the largest program in the Section with 63 total players.
- **WPGA Junior Foundation discount - \$30 value - Code comes from Coaches only - 11350JLG**
- All of the above stats were record breaking numbers for the Section. Erika and I look forward to another record-breaking season in 2024!

2024 PGA Jr. League Important Information

- **New Changes in the Conditions of Play.** Be sure to review the [2024 Conditions of Play Summary](#) so you are up to date on the new policies for the program. You can also review the full [2024 Conditions of Play](#) here.
- **New All Star Play Day Handbook** - If you are interested in hosting any All Star Play Days you can discover all of the important information in the [2024 All Star Play Day Handbook](#).

2024 PGA HOPE

- Training at X Golf American Family Field March 26.
- 2nd Annual PGA Hope Wisconsin Cup set for September 20 at Brown Deer.
- Looking for: Host sites for Operation Play Day.
- Programs starting in March, April, and May - registration opens on March 1 at 10am.

2024 Drive, Chip and Putt

- Registration will be opening soon, so stay tune for updates.
- Two finalists representing Wisconsin - Taytum Oswald (10-11 Girls) and McKenna Nelson (14-15 Girls) on Sunday, April 7, 2024.

PGA Family Golf

- PGA Family Golf (*formerly PGA Family Cup*) launched nationwide in 2022, bringing family members of all ages and skill levels together to create lasting memories through the game of golf.
- Learn more at pgafamilygolf.com.

PGA.Coach

- PGA Coach has become the perfect, FREE tool to help the PGA Professional develop, grow, and succeed no matter the level of player they coach.
- PGA Coach provides a platform to build a coach profile and market yourself directly through PGA.com.
- The ability to offer private lessons, group events, and fun alternative activities are all quick and easy to set up and navigate. Once listed, students can check your calendar and book lessons based on your availability, as well as pay upfront directly through the PGA system.
- ADM, Modern Coach, and additional training is also available, as well as activity plans for students of all age levels and skill abilities.
- In Wisconsin there are 144 ADM Certified Professionals, 90 Coaches with PGA Coach Profiles on PGA.com, 34 Coaches using the Booking Tools for lessons, and 22 Coaches that have utilized the Modern Coach education training.
- Learn more at PGA.Coach

If you have any questions or concerns, please reach out to Scott Walecki, PGA and Erika Pirkl, PGA with any questions or concerns. We are always happy to help!

Sincerely,
Scott Walecki, PGA



February 5, 2024

To: Joe Stadler, PGA
Erika Pirkel, PGA

WI Section Executive Director
WI Section Director of Player Development

Cc: Steve Tanner
Kim Shafer, PGA

Senior Director, Player Engagement
Player Engagement Consultant

In January of 2012 I was honored to become one of the 1st ever Player Development Regional Managers for the PGA of America under the new Golf 2.0 initiative. The role (now titled Player Engagement Consultant) I felt fit me to a TEE giving me a chance to assist and contribute to PGA Members in ways that I had learned and used to grow the game and promote what I feel is one of life's great recreational pleasures. This role also allowed me to work directly with PGA of America Sections to hopefully enhance what they do for their memberships daily.

After much consideration and discussions with those near and dear to me, I am announcing my retirement from the PGA of America beginning Saturday April 6th.

On April 1st of 2024 I will be celebrating my 40th anniversary as a Class A Member and I can honestly say that while everyday has been satisfying and enjoyable, the past 12 years have been absolutely my most rewarding. Each day I never wavered in my belief that becoming a PGA Member has been the correct choice for me as a career as well as wanting to support what I believe is the **"Sport for a Lifetime"**. So, with a touch of sadness for something that is coming to an end but also major happiness for the opportunity to start a new chapter in my life, I am submitting this letter.

Moving forward, my phone will always be in the **"ON"** mode for any type of assistance the National or Section Associations might need as well as my plan to spend time at the community level both volunteering and of course enjoying the game we all love.

Thank you again for allowing me this career experience.

Frank Chieppa, PGA



fchieppa@pgahq.com
fchieppa1@gmail.com

Assistants Committee Report – 2024 Spring Meeting

Committee Meeting Schedule: The Assistants Committee will be meeting in the coming weeks. Topics we are addressing will include: Assisting assistants with job placement here in the section and during winter months in southern states, ways to promote careers in golf, education opportunities for current assistants, and more. If you have any topics/ideas that you would like addressed, please let myself or a committee member know!

Educational Podcasts: The Assistants Committee will be teaming up with the Education Committee to offer educational podcasts focused on topics to benefit all of our assistants in the section. Stay tuned in the coming months as we release these podcasts.

2024 PAT Schedule/Lessons: The 2024 PAT is posted on the website. Please reach out to Erika Pirkl or Shaun Finley if you have any questions regarding PAT information.

Need help passing the PAT: If you are interested in getting help with passing your PAT or just general instruction knowledge, please see attached information sheet from **Jason Tipton** the Director of Instruction at Chenequa Country Club.

Or

GOLFTEC – visit - <https://www.golftec.com/PAT> to check out GOLFTEC's offer to help.

2024 Tournaments: Please check out wisconsin.pga.com for the 2024 event schedule. We encourage you to sign up and enjoy as many of the WPGA events this tournament season! It's a great way to meet fellow assistants and other golf professionals!

May 6th: Assistant Stroke and Match Play – Washington County Golf Course

July 15th: WI Assistant PGA Professional Championship – Reedsburg Country Club

NEW for 2024 - September 3rd event – Brown Deer Park GC. Details will be available soon!

For any questions or more information on any topic, please contact Shaun Finley, PGA.

Submitted by:

Shaun Finley, PGA – WPGA Assistants Committee Chair

Wisconsin PGA Associate Offer

One thing that I believe sets apart the PGA of America is the willingness for fellow professionals to help one another. Throughout my career, I have reached out to many professionals for help and shadowed some fantastic coaches from all over the country. In an effort to continue this PGA tradition, I want to extend an offer to Wisconsin PGA Associates that may want help in passing their PAT or are interested in golf instruction.

The Offer

- Free golf lessons for any Wisconsin PGA Associate that has attempted and not passed the PAT.
 - Must email to schedule a lesson
 - Bookings can only be made a maximum of 1 week in advance
 - Lessons are subject to availability
- ALL Wisconsin PGA Associates that are interested in teaching OR want to talk about golf instruction are welcome to contact me via email or shadow golf lessons
 - Shadowing golf lessons must be set up via appointment
 - Shadowing golf lessons is subject to the students and availability
 - I am interested in not only showing you what I do, but also talking about what you have learned and do on the lesson tee so be prepared to come with questions and comments! I believe anyone can learn something from anyone!

About Jason

- Entering 4th season as the Teaching Professional at Chenequa Country Club in Hartland, Wisconsin
- Entering 10th season as a Golf Professional in Wisconsin (6 seasons as an Assistant Golf Professional Westmoor Country Club prior to Chenequa)
- PGA Member since 2019
- Use BioSwing Dynamics to teach players of all skill levels and ages
- TPI Junior Level 2 Certified
- U.S. Kids Certified Coach
- 2023 Nelthorpe Cup Participant

Contact

- Email: jasontipton@pga.com

Special Awards Committee Report – 2024 Spring Meeting

A big thank you to all the Wisconsin PGA members who nominated deserving professional for this year's Special Awards. Even though it made the responsibility of determining the winners very difficult, we appreciate you taking the time to nominate someone and fill out the application. We are lucky in the Wisconsin PGA to have so many deserving professionals. My only wish is that we could recognize more of our great members.

The Wisconsin PGA Special Awards Reception will be held tonight, Wednesday, February 28, at the Wild Rock Convention Center. During this special dinner we will honor our 11 award winners and 3 Players of the Year. If you didn't already RSVP, unfortunately, this year's event is sold out. We are sorry for any inconvenience

We have two wonderful sponsors who make this reception free for all who attend. Thank you to the **Wisconsin Golf Salesperson's Association** and **PGA National Resort and Spa** for their partnership and for sponsoring this wonderful event.

Award Recipients

Golf Professional of the Year	Bill Graham, PGA
Assistant Golf Professional of the Year	Gunnar Stapp, PGA
Bill Strausbaugh Award	Jonathan Stuart, PGA
Teacher/Coach of the Year	David Roesch, PGA
Patriot Award	Jack Gaudion, PGA
PGA Professional Development	Scott Kennedy, PGA
Youth Player Development	Scott Walecki, PGA
Player Development	Michael Tabbert, PGA
Merchandiser of the Year – Public	Shaun Finley, PGA
Merchandiser of the Year – Private	Brian Bishop, PGA
Merchandiser of the Year – Resort	Danny Rainbow, PGA
Player of the Year – Member	Michael Crowley, PGA
Player of the Year – Assistant	David Bach, PGA
Player of the Year – Senior	Mick Smith, PGA

In addition, I would like to thank our:

Sub-Committee Members: Mark Voeller, Brian Bishop, Paul LoCicero, Danny Rainbow, Vince Pulizzano, Victor Jacinto, Jake Wisniewski, Dan Hastreiter, John Bailey, Will Young, Shaun Finley, Joel Weitz, James Kelly, Jeremy Cabalka, Scott Walecki, Bob Feller, Michael Tabbert, Craig Czerniejewski, Lucas Hana, Rob Elliott, Andy Barrett, Matt Reel, Eric Keeler, Brad Petasnick, Jamie Christianson, Jonathan Stuart, Dave Hawkins, Michael O'Reilly, Matt Taken, Ryan Brown

Committee Members: Mark Voeller, Dave Kemnitz, Jeremy Cabalka, Jamie Christianson, Vince Suter, Phil Polletti, Joe Stadler and Jeff Ellingson

Jeff Ellingson, PGA
Honorary President, Wisconsin PGA

PGA Financial Assistance Fund Scholarship Program

Academic Scholarship for College

How to Apply in 2024-2025

The PGA Financial Assistance Fund Scholarship application for the 2024-2025 school year will be available Friday, December 8, 2023. You can access the application by clicking [this link](#).

Scholarship Eligibility Requirements Students must have at least a 3.4 cumulative GPA, be a child or grandchild of a PGA Member in good standing, and who hasn't exceeded the limit of two scholarships during undergraduate studies. Scholarships are not available for graduate students.

Evaluation Criteria

- High school students will be evaluated on the following ranking percentages:
60% Cumulative GPA—20% Resume—20% Extracurricular Activities*****
- Current college students will be evaluated on the following ranking percentages:
60% Cumulative GPA—20% Resume—20% Extracurricular Activities*****

*****Activities include sports, student government, employment, arts, hobbies, and educational clubs.

Important Dates

- December 8, 2023 – Scholarship application is open.
- April 10, 2024 – Deadline for submitting Application and Supporting Documents
- June 2024 - Notification of Selection Results
- July 2024 - Funds Disbursed
- August 2024 - Deadline date for photo submission
- November 2024 - PGA Magazine and PGA Magazine digital version will highlight the PGA Financial Assistance Fund Scholarship.

Additional Support The applicant can contact our partners at International Scholarship & Tuition Services (ISTS) through the login page found at [this link](#). Support will be available to the applicants via email, chat online, phone or use of the online contact form.

- **About the PGA Financial Assistance Fund** - The PGA Financial Assistance Fund was established in 1986 and provides college scholarships to the children and grandchildren of PGA Members based on evidence of academic achievement during high school or college. All funding for the scholarships comes from contributions made by the PGA Members. Since its inception, the PGA of America has awarded a little over 4,000 scholarships totaling \$9,197,500.00. For the 2023-24 school year, 185 students were awarded academic scholarships totaling \$400,000.

Tournament Policy Board Report – 2024 Spring Meeting

2024 Major Schedule

- Match Play Returns to all 4 Kohler Courses
- Women's State Open - Meadowbrook CC
- Senior Championship and Assistants Championship - Reedsburg CC
- State Open - Minocqua CC
- Senior Open - North Shore GC(Menasha)
- Section Championship - Wisconsin CC

A big thank you to all of the courses that host and continue to host our events. And to all of our sponsors for the events.

Las Vegas Pro Am - The lottery system in its second year seemed to run very well. The TPB will continue to look at the lottery as needed and may improve it with a possible priority and lottery system working together.

- Entry Fees - Pro Pro's and stroke plays will go up \$5 and Pro-Ams up \$20 per team. The increase in fees will be passed on to our host facilities to cover things such as elevated green fees or club staff gratuities.

Pro-Am Handicap Reduction – 40 players were reduced during the year with 4 of them getting reduced twice. The TPB concluded that an amateur must have at least 7 scores posted in the past 12 months otherwise they would get 75% of their handicap plus the adjustment made via the format for the day.

Kohler Pro-Am Lottery – Guarantee teams a spot that have been in the lottery the past two years and have not been selected.

State Senior Open – Priority registration for past major winners and top finishers from Wisconsin major senior events from the prior year. This will almost certainly guarantee a past champion getting in the event before it is sold out.

Pro-Ladies – The second Pro-Ladies will now be a 4-person team and will be eligible to get a spot in the Pro-Am Championship.

Fall Multi Day Pro-Am – The staff and TPB are targeting a trip to a Midwest destination in 2024 in late September early October.

Submitted by: Michael Crowley, PGA – TPB Chair

Membership Committee Report – 2024 Spring Meeting

The membership committee met recently and worked on the following:

- 1) Welcome to new members/associates.
 - The committee felt the WPGA President, or Executive Director should call the individuals.
 - The Assistant ED should copy the committee on the employment/member update emails.
 - The Director of Player Development should update the packet that will be emailed to new associates/members. Deferred compensation and QR code to download the app should be included.
 - TBD – who will be emailing out the packet to the new individuals
- 2) Networking - The Committee will explore networking ideas such as Brewer game, Summerfest, Par 3 spouse get together at The Bath's on a Monday afternoon. May explore winter opportunities as well.
- 3) Deferred Compensation – what happens if your entry isn't approved by a fellow member? The member receives 3 emails reminding them to approve and you receive multiple emails telling you it has not been approved. There are 60 days to submit your activity. If you log into pga.org and go to deferred compensation your point balance will be displayed.
- 4) Lifelong Learning – continue to explore specialized, certified, and associate training workshops. Maybe do one after a section meeting. We will call the PGA to see what the success rate is on completion of certifications after workshops and compare to our completion rate.

Respectfully submitted by,

Brendan Locke, PGA – Committee Chair

Secretary's Report – 2024 Spring Meeting

Recently Deceased

Steve Howe, PGA

Election to Membership

David Labinski, PGA

New Transfers into Section

Richard Bartley, PGA

Andrew Smith, PGA

Michael Weiler, PGA

Lee Duncan, PGA

Keith Staron, PGA

Evan Holewinski, PGA

Jacob Van Fleet, PGA

Half Century

Tom Befera, PGA

Quarter Century

Jim Schultz, PGA

Shannon Morehouse, PGA

Member Managerial Job Changes within the WPGA Section since 10/19/2023

Mike Burmania, A-1	Old Hickory GC	Evan Kramer, A-1	Riverside GC (Menominee)
Richard Bartley, A-1	Janesville CC	David Labinski, A-1	Dretzka Park GC
Randy Cochran, A-1	Prairie Pines GC	Jason Samuelian, A-4	Meadowbrook CC
Lee Duncan, A-13	Minocqua CC	Andy Smith, A-1	Pine Hills CC
Michael Grossman, B-1	New Berlin Hills GC	Keith Staron, B-13	Northwood GC
Eric Hertel, A-1	Meadowbrook CC	Andrew Troyanek, A-13	Rivermoor GC
Evan Holewinski, A-1	Hawks Landing GC	Jake Van Fleet, A-1	North Hills CC
Scott Howard, B-1	Trout Lake GC	Chris White, A-4	Delbrook GC

Membership Breakdown:

A-1	109	A-12	3	A-23	3	F	0
A-2	3	A-13	44	A-24	4	B-1	15
A-3	4	A-14	23	MP	1	B-2	1
A-4	33	A-15	7	RSV	16	B-4	1
A-6	32	A-17	0	LM	87	B-6	9
A-8	38	A-18	1	LMA	2	B-8	94
A-9	15	A-20	9	RM	11	B-other	12
A-11	2	A-21	4	LMC	4	Affiliates	3

Total Members: 455

Total Associates and Affiliates: 135

Wisconsin ranks 20th in overall membership out of 41.

February 29, 2024 - Section Financial Summary

Project Name	YTD Revenue	YTD Expense	YTD Profit/Loss	Budgeted Revenue	Budgeted Expense	Budgeted Profit/Loss	Variance
1 Professional Only Events	\$134,620	\$128,461	\$6,159	\$140,170	\$135,020	\$5,150	\$1,009
2 Assistant's Events	\$21,941	\$21,413	\$528	\$18,685	\$18,915	-\$230	\$758
3 Pro-am Events	\$731,009	\$658,578	\$72,431	\$774,955	\$708,445	\$66,510	\$5,921
4 Major Championships	\$286,038	\$265,131	\$20,907	\$233,070	\$220,180	\$12,890	\$8,017
5 Meetings & Seminars	\$38,529	\$55,320	-\$16,791	\$17,700	\$40,750	-\$23,050	\$6,259
6 General & Administration	\$764,259	\$813,483	-\$49,224	\$756,135	\$809,396	-\$53,261	\$4,037
7 Public Relations	\$0	\$6,000	-\$6,000	\$0	\$6,000	-\$6,000	\$0
8 Total w/o investments	\$1,976,396	\$1,948,386	\$28,010	\$1,940,715	\$1,938,706	\$2,009	\$26,001
9 Investments	\$154,382	\$13,201	\$141,181	\$0	\$0	\$0	\$141,181
10 Total	\$2,130,778	\$1,961,587	\$169,191	\$1,940,715	\$1,938,706	\$2,009	\$167,182

WPGA
Balance Sheet
Wisconsin Section of the PGA of America, Inc.

Section Balance Sheet	2/29/2024	2/28/2023
ASSETS		
<u>Current Assets</u>		
Accounts Receivable	-\$6,205	\$4,356
Cash & Cash Equivalents	\$565,602	\$415,077
Inventory	\$3,382	\$3,382
Prepaid Expenses & Other Current Assets	\$222,220	\$266,568
Short-Term Investments	\$1,504,135	\$1,363,424
Intercompany Receivable/Payable, Net	\$23,083	\$28,849
Total Current Assets	\$2,312,217	\$2,081,656
<u>Long Term Assets</u>		
Long term investments	\$21,274	\$21,274
Property & Equipment	\$79,676	\$64,335
Total Long Term Assets	\$100,950	\$85,609
Total Assets	\$2,413,167	\$2,167,265
 LIABILITIES		
<u>Current Liabilities</u>		
Accounts Payable & Accrued Expenses	\$17,795	\$30,856
Current Portion of Deferred Revenues	\$854,594	\$699,182
Total Current Liabilities	\$872,389	\$730,038
Long Term Liabilities	\$0	\$0
Total Long Term Liabilities	\$0	\$0
Total Liabilities	\$872,389	\$730,038
<u>UNRESTRICTED NET ASSETS</u>		
Undesignated	\$1,540,779	\$1,437,226
Designated	\$0	\$0
Total Designated	\$0	\$0
Total Unrestricted Net Assets	\$1,540,779	\$1,437,226
Total Liabilities & Unrestricted Net Assets	\$2,413,168	\$2,167,264



We Love this Game

WPGA President Report – 2024 Spring Meeting

I have been “diagnosed” as an overthinker, therefore I have been thinking about what I would say in my Presidential remarks for a while now and it has caused some anxiety. Then, one day, it dawned on me, this is actually the easy part. My report is basically what you will hear from the other Board members and staff. PGA of America President, John Lindert, must have come to the same conclusion as he said the same thing in his remarks at the National meeting in Frisco last fall. Therefore, I strongly encourage you to listen to and read the reports of our committees. We have some very exciting things going on in 2024 and I hope all of you get a chance to experience them.

However, there are two things I would like to highlight.

PGA of America North Stars (The guiding lights of the PGA Of America)

Member: Maximize the value of PGA Membership

Game: Promote the value of PGA Programming and the Association’s stature in the game.

Business: Relentlessly perpetuate and protect the financial health of the Association, the Ryder Cup and the PGA Championship

People: Create a united and performance-based culture rooted in our shared values

I know many of you had the opportunity to listen to Craig Kessler during the winter education series. Should you have any questions, please let me know.

2024 PGA of America Secretary Election

Joe, Takes, Danny and I just returned from the Super Regional in Houston, Texas, where we had the opportunity to meet and chat with Eric Eshleman, Derek Gutierrez, Barry Howard and Jared Barnes. All four of them have unique qualities and characteristics that would make them fantastic officers. We will continue to communicate with the candidates and gather more information as we decide on a course of action leading to the election in the fall. I would encourage all of you to do some research on each individual and let me know if you have any thoughts.

I attempt to do it as much as possible and yet always feel it is not enough. So again, THANK YOU to the Board of Directors, committee members, staff and most importantly, all of you; members, associates and allies of the Wisconsin PGA for all that you do for the section and the game of golf. It is very apparent here in Wisconsin that we all do in fact: LOVE THIS GAME!!!

Respectfully submitted by,
Mark Voeller, PGA

Executive Director Report – 2024 Spring Meeting

WPGA Sponsorships:

The following is an updated list of WPGA sponsors and changes made for 2024. Any efforts made in either thanking the sponsors or doing business with the sponsors is appreciated. Only sponsors of at least \$1,000 are listed.

Diamond Level Partners	
American Family Insurance Championship	Same level
The Suter Ward Group at Morgan Stanley	Same level
PGA Tour	PGA of America sponsor – slight increase from 2023
Platinum Level Partners	
Oliphant Golf Management	Same level
Premier Golf & Utility Vehicles	Same level
Rolex	Same level – PGA of America sponsor
Sentry	Slight increase – new 3-year commitment
TaylorMade	Same level
WSGA	Increase from Gold level
Gold Level Partners	
Adidas	Same level
Harris Golf Cars - Yamaha	Same level
Hornung's	Same level
Tito's Handmade Vodka	Same level
Wisconsin Golf Sales Association	Same level
X Golf Mequon/Brookfield/AmFam/Appleton	Increase from Silver level – new 3-year commitment
Silver Level Partners	
Ahead	Increase from Bronze level
Bushnell	Same level
Club Car	PGA of America sponsor - same level
Corebridge	PGA of America sponsor
Earth Networks	TBD
Fairways to Heaven Golf Travel	Same Level – new 3-year commitment
GOLFTEC Wisconsin	Same level
National Car Rental	PGA of America sponsor – same level
PGA National Resort & Spa	PGA of America sponsor – same level
Under Armour	Same level
Wilson Golf	Same level
XXIO	TBD

Bronze Level Partners	
AndersonOrd	TBD
Antigua	Same level
Callaway	PGA of America sponsor – same level
Cobra Puma Golf	Same Level
Evolve Golf	Same Level
FootJoy	PGA of America sponsor – TBD level
Gallagher	PGA of America sponsor -Same level
Hole-in-One USA	Same level
Homestretch Golf	Same Level
National Golf Graphics	Same Level
Nike Golf	PGA of America sponsor – Same level
PING	Same level
Prestwick Golf Group	TBD
PTE Golf	Same level
Range Servant	New in 2024
Russ Darrow Group	Same level
StrackaLine	Reduced level – Silver to Bronze
Sterling Cut Glass	Same Level
Sun Mountain	Same Level
Titleist	PGA of America sponsor – same level
Yamaha Golf & Utility	TBD

WPGA Junior Foundation Sponsorships: The following list of sponsors is in order of financial support with the largest supporter listed first.

Balance & Believe Foundation w/ Middleton Ford	Same level
Stricker American Family Insurance Foundation	Same level
Russ Darrow Group	Same level
Culver's	Same level
WSGA	Same level
Cardinal Heating & Air	Same level
X Golf Mequon/Brookfield/AmFam/Appleton	Increase from 2023
Shattuck	TBD
Bridgestone Golf	Same level
UW Stout	TBD
University of Nebraska PGM	Same level
The Suter Ward Group at Morgan Stanley	Same level
Pure Fitness	New in 2024
Ketchup Please	New in 2024
Under Armour	Same level

WPGA Junior Foundation Report - 2024 Spring Meeting

This report contains information about the Junior Foundation Board, Event updates & Memberships.

Event Updates

The Junior Foundation is excited to have a few new events on the schedule. Our schedule includes over 140 junior events throughout the summer for juniors of all ages and abilities. Thank you to our sponsors (Balance & Believe Foundation, Culver's, Middleton Ford, Bridgestone Golf, Shattuck St. Mary's School, Morgan Stanley, WSGA, X Golf Brookfield/Mequon, Cardinal HVAC, UW Stout, American Family Insurance Championship, GOLFTEC, Russ Darrow Automotive Group, Under Armour, Adidas, Titleist, Nebraska PGM Program, Joseph Elliott, Pure Fitness and Ketchup Please).

2024 Updates

- Our scholarship applications are now available to apply online for high school seniors and college students. Deadline for applicants is April 27. We awarded \$65,000 in 2023 and will look to increase that number in 2024. Visit our website for more information.
- New for 2024 – Ambassador Program. This program is designed for PGA members that instruct many junior golfers. It is the goal of the WPGA Junior Foundation to ensure that all junior golfers know about and understand the various levels of tournaments and programs such as PGA Junior League and DCP that are conducted by the WPGA Junior Foundation. See more information on the next page about this program.
- We have expanded the PGA Great Lakes Series event to 54-hole events.
- We added another 18-hole Par 3 event for juniors ages 14-18 at Hawks View (Barn Hallow course) on July 9th.

We will continue to offer a Beginner 11 & under membership for juniors. This gives them benefits and discounts to Par 3, Future Tour and X Golf events for a fraction of the regular Junior Membership fee. The cost is \$30 for the Beginner 11 & under Membership. If the junior participates on a PGA JR League team they will receive a discount code for \$30 making the Beginner Membership FREE for them.

Junior Memberships & Junior Packet Mailing

Online registration started on January 25th. Junior members will be able to register for events starting April 3rd. All PGA Professionals and golf courses will receive the Junior Packet mailer; this mailing contains all information about junior events in our state. Please share this information with your juniors. We will also email you the membership application and junior calendar to forward out to your juniors and parents.

Highlighted Dates for 2024 - visit wiscjuniorgolf.com for full schedule

- June 11 - Junior Best-Ball at The Bull at Pinehurst Farms (members only event)
- June 16-17 – Players Tour event at Johnson Park & Meadowbrook CC
- June 17 - AJGA Wisconsin Only Qualifier at The Legend at Merrill Hills
- June 19-20 - Junior Championship at Brown Deer Park & Oakwood Park
- June 24-25 – WI Dells Junior Championship (Hosted by Wild Rock & Trappers Turn)
- July 5 - 6 – Players Tour at Blackwolf Run
- July 7-8 – High School College Showcase hosted by Whistling Straits
- July 11-12 – 27th Annual Cup matches hosted by TPC Wisconsin, Madison, WI.
- July 14-16 – PGA Great Lakes Series. 54-Hole event hosted by Washington County GC
- July 23 - Par 3 Championship hosted by Sand Valley – The Sandbox
- July 23-24- Players Tour at Lawsonia
- July 29-31 – Junior Girls Championship (Match Play) hosted by Hartford GC
- July 29-Aug 1 – Junior Masters (Boys Match Play) hosted by Johnson Park GC
- August 5-7 – Sherri Steinhauer Girls Only 54-hole event (hosted by Blackhawk CC & Nakoma GC)
- August 11-12 – Lake Arrowhead Invitational
- August 26-28 – Mike Schnarr Boys Championship at Blackhawk CC

Thanks to all the clubs hosting an event in 2024 - Visit wiscjuniorgolf.com for more information.

WPGA Junior Foundation
PGA Member Ambassador Program

The WPGA Junior Foundation (WPGAJF) Ambassador Program is designed for PGA members that instruct many junior golfers. It is the goal of the WPGA Junior Foundation to ensure that all junior golfers know about and understand the various levels of tournaments and programs such as PGA Junior League and DCP that are conducted by the WPGA Junior Foundation. For your review the WPGAJF currently conducts:

- Over 140 tournaments total
- Par 3 tours - set up for more of the beginning golfers beginning at age 7.
- Future Tour events – 9-hole events set up for the next step after par 3 for ages 7-18.
- Intermediate Tour – A bridge between the Future Tour and the Junior Tour primarily based on course length – 18-hole events.
- Junior Tour – Events designed to prepare golfers for high school. 18-hole events for ages 12-18.
- Players Tour events – Designed for the best in the state – 36-hole events with longer yardages.
- Championships/Invites – 36 and 54-hole events for top players.
- There are additional opportunities for players of all abilities.
- PGA Junior League
- A fun/learning team environment for juniors to get acclimated to competitive golf or to simply enjoy the game with friends. Offered by PGA Professionals at their facilities around the state.
- WPGAJF conducts a statewide competition of the All-Stars from PGA Junior League.
- Drive, Chip & Putt
- Open to any junior for FREE.
- Skill challenge with players hitting 3 drives, 3 chips and 3 putts.
- Top finishers at the local events advance to a sub-regional, then regional then finals at Augusta National.
- Scholarships
- \$65,000 offered in 2023.
- Goal is to reach \$100,000 per year.
- Over 30 recipients.
- Over \$400,000 has been provided since inception.

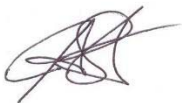
I agree to promote the WPGA Junior Foundation to my students that are prepared to engage in their next steps in golf. I will promote the WPGAJF ahead of all other youth tournament programs other than the AJGA should I have students ready for that level of play.

In addition to the above, I agree to annually provide a donation to the WPGAJF for their auction. The donation could be a playing lesson, a foursome at your facility or possibly instruction or another item of value.

You must have a Junior Golf License Plate. If you do not have one currently, you acquire one on your next renewal date.

In exchange for becoming a WPGAJF Ambassador, your name will be listed on the Foundation website with your contact information including website/social media tags to promote you as an instructor of junior golfers. Names will be listed alphabetically. If you have any dependents that are of age and eligible for specific events to participate in the Foundation's programs/events, they will receive priority registration into the lottery events in which they are seeking to participate. They must be registered for the events before the lottery closes for consideration. They will receive entry into a minimum of 85% of the events they enter. All tournament fees will be the same as any other participant. Your children may join the WPGAJF at a 50% discount. You will also be provided with up to ten coupon codes to offer students discounts to either events or membership to help introduce your students to our tournaments.

Date: _____



Joe Stadler, PGA
WPGA Junior Foundation Executive Director

PGA Professional



2024 Wisconsin Spring Meeting
PLAYER ENGAGEMENT

Who am I?





Erika Pirkl, PGA
Director of Player Development
414-443-3573
epirkl@pgahq.com



Kim Shafer, PGA, LPGA
Player Engagement Consultant
561-657-5372
kshafer@pgahq.com

Player Engagement Suite of Products





#GameChanger
Award

**Congratulations to Kyle Nielsen!
Largest program in Wisconsin at
University Ridge Golf Course.**



Thank you!

Looking forward to a fun 2024!



PGA

NATIONAL COLLEGIATE CLUB GOLF ASSOCIATION

50k high school golfers head to college each year without a team to join.

The NCCGA gives them a reason to bring their clubs to the dorm.

We organize a fall and spring season consisting of 80+ events each season regionally including two National Championships.

How to get involved:

- **Host an event at your facility**
 - These are your future consumers and possible PGA Professionals
- **Run regional events near you**
 - Gain event operations experience
 - Earn Deferred Comp points
- **Connect with clubs near you to offer coaching and support**
 - Potential customer base for group programming

Contact Branden Thompson, PGA at bthompson@pgahq.com to learn more.



What is PGA Team Golf:

- **Find a partner and play!**
 - Choose Format
 - Scramble
 - Best Ball
 - Handicaps not required
- **Events**
 - Approximately 40 players per event
 - National Championship
 - September 7 & 8
 - Grayhawk Golf Club

How to get involved:

- **Run a pilot league at your facility**
 - 4-6 week social leagues
 - Generate revenue at your facility
 - Utilize PGA tools and resources
- **Host a regional event**
 - Drive golfers to your facility
 - Earn points for Deferred Compensation

Contact Kristi Egnot kegnot@pgahq.com to learn more.



What is PGA Family Golf:

- **Evolved parent/child concept**
 - Scramble or Modified Alternate Shot
 - Teams of 2-4 players
 - All family members are encouraged to play regardless of skill level
 - Grandparents, aunts, uncles, cousins, etc.
 - PGA professionals are encouraged to play with their loved ones

How to get involved:

- **Run PGA Family Golf at your facility**
 - Generate revenue
 - \$25 annual fee per family to the PGA
 - Utilize PGA tools and resources
 - Earn points for Deferred Compensation
- **National Championship**
 - September 28 & 29
 - Walt Disney World Golf

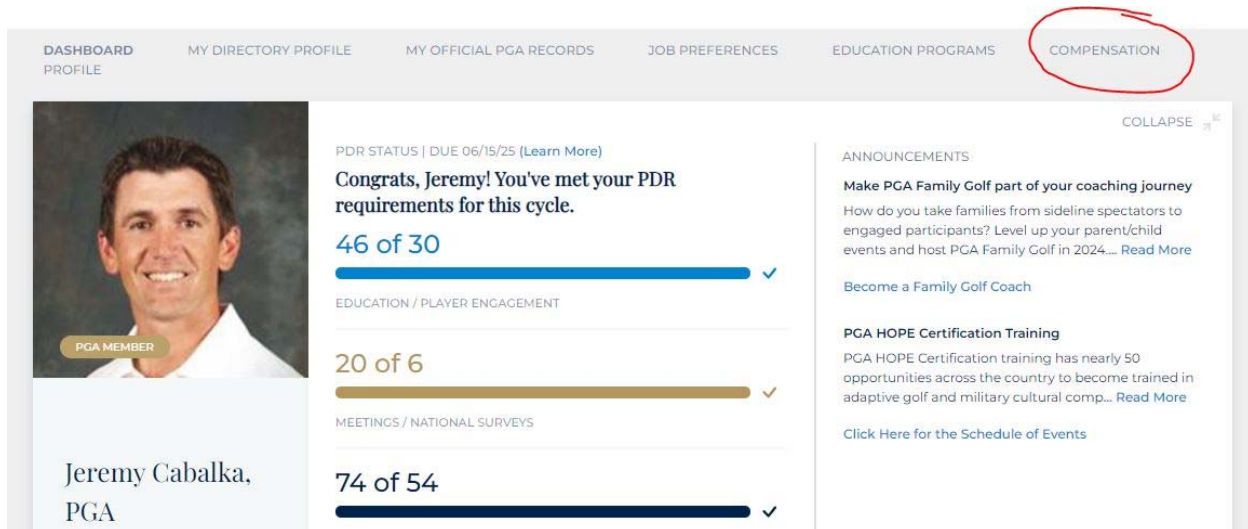
Contact Kristi Egnot kegnot@pgahq.com to learn more.

Employment Committee Report – 2024 Spring Meeting

As a friendly reminder, the PGA compensation survey resets annually on January 1. It's time to update your comp survey for the current year! Please make sure that you, your assistants, and associates promptly update the survey to provide accurate information, which will greatly help our members in negotiating or searching for new opportunities. The Wisconsin section currently ranks 10th nationwide in terms of updated PGA comp surveys. Eight sections have placed a requirement to complete the survey, emphasizing its importance.

We aim to become the leading section that does not require completing the PGA comp survey. Please help us by completing the following within 60 seconds:

1. Log into your account via pga.org.
2. Click "compensation" as shown below.
3. Update accordingly and hit submit.



The screenshot shows a user's dashboard with the following elements:

- Navigation tabs: DASHBOARD PROFILE, MY DIRECTORY PROFILE, MY OFFICIAL PGA RECORDS, JOB PREFERENCES, EDUCATION PROGRAMS, and **COMPENSATION** (highlighted with a red circle).
- Profile section: Includes a photo of Jeremy Cabalka, a "PGA MEMBER" badge, and his name "Jeremy Cabalka, PGA".
- PDR STATUS: "DUE 06/15/25 (Learn More)" with a congratulatory message: "Congrats, Jeremy! You've met your PDR requirements for this cycle." and a progress bar showing "46 of 30".
- EDUCATION / PLAYER ENGAGEMENT: A progress bar showing "20 of 6".
- MEETINGS / NATIONAL SURVEYS: A progress bar showing "74 of 54".
- ANNOUNCEMENTS sidebar: Includes "Make PGA Family Golf part of your coaching journey", "Become a Family Golf Coach", "PGA HOPE Certification Training", and "Click Here for the Schedule of Events".

Looking ahead, the Employment Committee aims to finalize the WPGA (internal) comp survey within the month. This survey will help leaders make more informed financial decisions regarding our daily staff. Additionally, we are exploring the possibility of establishing an online employment help link to better assist you, make it more efficient for our members to ask questions or offer employment information, and ensure timely responses to your needs. Furthermore, we are collaborating with various committees to support associate advancement and enhance the new member welcome packet in our section. Thank you for your attention and cooperation in keeping our records updated and contributing to the success of our section!

Respectfully submitted by:

Jeremy Cabalka, PGA – Chair

Mike Urben, PGA – Committee Member

Gunnar Stapp, PGA – Committee Member