



PGA

South Florida Section

Annual Meeting of the Membership

June 13th, 2018
1:00 PM – 4:00 PM
Weston Hills Country Club

Presented by:

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PGA

South Florida Section

**2018 South Florida PGA
Annual Meeting of the Membership
Wednesday, June 13th
Weston Hills Country Club – Weston, FL**

AGENDA

Welcome, Opening Remarks and Special Recognitions

South Florida PGA Foundation Presentation – Tom Wildenhaus, PGA

Folds of Honor Presentation – Allen Wronowski, PGA

Report of the Secretary provided by Mark VanDyck, PGA Honorary President

- Determination of a Quorum
- Recognition of Deceased Members & Newly Elected Members

Report of the Vice President – Karl Bublitz, PGA

Report of the President – Don Meadows, PGA

Report of the Executive Director – Geoff Lofstead

Special Presentation by Club Benchmarking – Jim Butler, PGA

Career Consultant – Kathy Grayson, PGA

Old Business

New Business

- Oath of Office – New Executive Board Members

Open Forum

Call for Adjournment



June 7th, 2018
Report of the Secretary

It has been with great pleasure to work with the Section Staff and fellow Officers over the past year. I would also like to thank past President Mark VanDyck, current President Don Meadows and Vice President Karl Bublitz for their efforts in assisting me in getting up to speed on all matters related to our local and national governance. I feel extremely fortunate to be able to work with each of these individuals and to have the opportunity to follow in their footsteps and learning as much as I can.

As your Secretary, I am responsible for adhering to the PGA Constitution in governing the Members of the Section, maintaining the minutes of all Section Board of Directors meetings and working with the Section Staff. I am honored that the Membership has entrusted me with these responsibilities.

Going forward I would like to remind all Members that our current MSR cycle will be coming to an end Friday, June 15th, 2018. With this cycle coming to a close, I would encourage all Members to get a jump start on their MSR Credits as we begin to enter into a new cycle. I know all of the Chapters (as well as at the Section and National level) will put together nice educational programs to help us advance our skills as golf professionals and ensure that there are ample opportunities to secure required MSR points. Should you have any questions on upcoming programs please feel free to visit the Section website or contact me directly.

Thanks to your support, our Section Tournament Program has continued to be of great success. The large fields and added sponsor dollars, which is currently up 6% this year, provides enhanced purse payouts and wonderful camaraderie.

Finally, as an update on current membership numbers for our Section we currently have 1614 Members and 231 Associates, totaling at 1845 within our membership. This ranks us as the second most populated PGA section in the country.

In closing, I would like to thank all the South Florida PGA Section staff and entire membership for a wonderful first year as your Section Secretary. As always, if I can ever assist anyone in any way, please do not hesitate to reach out.

Cheers,

Scott Kirkwood, PGA
PGA Director of Golf
Ocean Reef Club
skirkwood@oceanreef.com



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South Florida Section

Deceased Members

June 1, 2017- June 8, 2018

Douglas Ford	5/14/2018	Palm Beach Gardens
Harold Kolb Jr.	11/2/2017	Palm Beach Gardens
Brian McAndrews	4/25/2018	Estero
Sal Monte	6/28/2017	Miami Springs
Robert Thatcher	12/26/2017	Port St. Lucie
Jack Tindale	8/17/2017	Palm Beach Gardens
Robert Watson	7/17/2017	Jupiter



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South Florida Section

Newly Elected Members

June 1, 2017- June 8, 2018

David Adler, PGA	Gregory Leak, PGA
Mark Antle, PGA	Tucker Lecaroz, PGA
James Bernhardt, PGA	Jame Lovelady, PGA
Joshua Brunet, PGA	Hiroshi Matsuo, PGA
Zachary Brown, PGA	Colin McCarthy, PGA
Michael Buttacavoli, PGA	Joseph McKenney, PGA
Michael Blume, PGA	Connor McMahon, PGA
Sean Biggs, PGA	Zachary Metrovich, PGA
Christopher Catena, PGA	Brandon Munso, PGA
James Carlucci, PGA	Preston Nipper, PGA
Corey Connors, PGA	Sean O'Donnell, PGA
Tyler Collet, PGA	David Patroni, PGA
Edmund Craig, PGA	Lucas Rainone, PGA
Alexander Clemens, PGA	Gabriel Ruiz Hernandez, PGA
Garret Domish, PGA	Paul Rifenberg, PGA
Brian Dooley, PGA	Jared Shaw, PGA
Annie Garcia, PGA	Benjamin Silverman, PGA
Ross Gutlohn, PGA	Dominic Smith, PGA
Zachary Hammerberg, PGA	Andrew Stenger, PGA
John Harris, PGA	Fredric Stone, PGA
Ryan Heidinger, PGA	Nicholas Stutt, PGA
Shane Henrion, PGA	Sean Thornberry, PGA
Evan Jones, PGA	Seth Waggoner, PGA
Kevin Johnson, PGA	Travis Worthington, PGA
Jennifer Larocca, PGA	
Chad Lauze, PGA	



June 13, 2018

Report of the Vice President

The Section's financial position continues to be very good under the watchful eyes and frugal leadership of our Executive Director Geoff Lofstead and Assistant Director Meredith Schuler. The three major areas are very healthy:

OPERATIONS

The section business finished 2017 with \$61,903 more than we spent which was slightly worse than budget but still a very healthy position. The chapter business in total had a \$42,973 positive position as well. Adding an additional \$65,570 from investments, the section's activity increased its net assets by \$170,446 for the year.

FOUNDATION

The Foundation realized revenues of \$724,395 and expenses of \$719,709. Though the weather was a challenge all summer, our junior programs were very strong and we anticipate continued growth with the addition of PGA Junior League this summer. Also, thank you to everyone that came out to our most recent Habitat for Humanity wall raising in Indian River County. Volunteers will also be needed on July 17th and August 8th. Thank you so much for your continued support of this very important program.

INVESTMENTS

On our Combined Statements of Financial Position, we show both a Short Term Investment line item and a more long term line item titled Loan Receivable. The Short Term Investment is the money we have with Raymond James, and this performed very well in 2017. The Loan Receivable line item is the money we have with the PGA in their long term investment program and it experienced its typical slow and steady growth.

In addition, we approved the 2018 budget which was made up of a profit of \$23,078.34 from section operations and a loss of \$7,158.24 in foundation business for a consolidated profit of \$15,920.10. We have had a great start to our year and we look forward to a wonderful summer of tournament activity across the section.

Please let me know if you have any questions or if I can be of assistance in any way.

Respectfully submitted,

Karl Bublitz, PGA Director of Golf
Grey Oaks Country Club

June 13, 2018



My Fellow Members and Apprentices,

As I have just completed my first year as your President, I am happy to report that many of our goals and initiatives (both continued and new) have been met. Below is a snapshot of what we have accomplished in the past year:

- Completed our sixth home (Miami-Dade area) and have now started our seventh house in Indian River County
- Continued success of PGA HOPE, a program designed to provide golf instruction to military veterans
- Continued record sales with the GolfPass program
- Increased sponsor support across the board for our events
- Record high number of participants in the Junior Tours (Champ, Challenge, Prep, Team Golf and PGA Junior League)

I would also like to make mention that over the past year (specifically the Fall of 2017) many of our fellow PGA Professionals were significantly impacted in our Section with several named storms hitting our area. I know many in the room today were affected both personally and professionally. Please know that as a Section we are still here for those who are still dealing with the after effects of these terrible natural disasters. That being said, I would be re-missed if I did not say that I was humbled, amazed and proud by the efforts of our many PGA Members and Associates who dedicated their time and contributed to rebuilding not only their own communities but also those throughout this region and beyond. To each of you I say thank you for your contributions and once again sharing the “servant” attitude that all PGA Members share.

I would also like to take this time to speak for the all the Officers and the entire Board of Directors when I say that working with our Section Staff is truly a pleasure. Through the leadership and dedication of Executive Director Geoff Lofstead and Assistant Executive Director Meredith Schuler, as well as the dedication from the entire Section staff, we are financially strong and are certainly taking big strides in making our Section the finest in the country!

Prior to closing out this year’s letter, I would like to encourage all of our Members to rally behind Tom Wildenhaus (Director of Golf at Old Florida Golf Club). Tom (as most of you know) is a candidate for National Secretary. For anyone who knows Tom, you know he is a perfect fit for this position and our association will be better with his increased involvement. So I would ask for all of those who have friendships with other PGA Golf Professionals who may be involved in governance or PGA Members of influence in other parts of the country to please reach out to those friends and colleagues to let them know a little about Tom and all of the great qualities that our Board would be getting should Tom be elected. In advance, I thank all for your support and assistance on this. I AM FOR WILDY!

In closing, I look forward to serving you again this year. My time on the Board over the past 7 years has truly been some of the most rewarding and fulfilling times of my career and I look forward to continuing to help in any way that I can for our organization and Section.

Fairways and Greens,

A handwritten signature in cursive script, appearing to read "Don Meadows, Jr.", is positioned below the text "Fairways and Greens,".

Don Meadows, Jr.
President, South Florida PGA
Director of Golf, Quail Valley Golf and River Club
772-299-0093
410-829-1485 (Cell)
dmeadows@quailvalleygolfclub.com



PGA

South Florida Section

FINANCIAL STATEMENTS
Years Ended
December 31, 2017 and 2016

South Florida Section of the PGA

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As of December 31, 2017 and 2016

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**South Florida Section of the PGA
 Combined Statements of Financial Position
 As of December 31, 2017 and 2016**

<u>Assets</u>	<u>2017</u>	<u>2016</u>
Current assets:		
Cash and cash equivalents	\$ 190,846	\$ 407,970
Short-term investments	724,760	383,413
Loan receivable	962,286	904,367
Accounts receivable	14,912	58,940
Prepaid expenses	30,220	14,968
Deposits	10,000	5,000
Total current assets	<u>1,933,024</u>	<u>1,774,658</u>
 Property and equipment, net	 1,004,255	 989,542
 Total assets	 <u><u>\$ 2,937,279</u></u>	 <u><u>\$ 2,764,200</u></u>
 <u>Liabilities and Net Assets</u>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 84,579	\$ 98,342
Current portion of deferred revenues	480,245	468,534
Total current liabilities	<u>564,824</u>	<u>566,876</u>
 Total net assets	 <u>2,372,455</u>	 <u>2,197,324</u>
Total liabilities and net assets	<u><u>\$ 2,937,279</u></u>	<u><u>\$ 2,764,200</u></u>

The accompanying notes are an integral part of these financial statements.

Unaudited

**South Florida Section of the PGA
Combined Statements of Activities
For the Years Ended December 31, 2017 and 2016**

Section Activities	2017			2016		
	Revenue	Expense	Increase (Decrease)	Revenue	Expense	Increase (Decrease)
Tournaments	\$ 945,335	\$ 900,147	\$ 45,188	\$ 785,494	\$ 719,961	\$ 65,533
Membership	492,378	6,501	485,877	490,451	4,786	485,665
Junior Golf	419,505	314,348	105,157	409,673	314,842	94,831
Golf Pass	415,326	126,636	288,690	387,053	124,661	262,392
Fundraising	304,890	268,282	36,608	279,641	287,514	(7,873)
Special events	127,355	152,801	(25,446)	154,916	171,875	(16,959)
Education	22,155	19,102	3,053	22,433	20,082	2,351
Marketing	5,011	14,710	(9,699)	-	-	-
Publications	3,572	10,186	(6,614)	750	7,931	(7,181)
Section meetings	1,350	9,030	(7,680)	-	22,111	(22,111)
General & administration	185,458	981,503	(796,045)	323,641	959,177	(635,536)
Total section activities	<u>2,922,335</u>	<u>2,803,246</u>	<u>119,089</u>	<u>2,854,052</u>	<u>2,632,940</u>	<u>221,112</u>
Chapter Activities						
Southwest Chapter	158,270	143,637	14,633	156,612	163,657	(7,045)
Southeast Chapter	148,028	163,842	(15,814)	160,047	176,862	(16,815)
Southern Chapter	76,383	84,729	(8,346)	78,453	89,494	(11,041)
Total chapter activities	<u>382,681</u>	<u>392,208</u>	<u>(9,527)</u>	<u>395,112</u>	<u>430,013</u>	<u>(34,901)</u>
Increase in net assets from operations	<u>3,305,016</u>	<u>3,195,454</u>	<u>109,562</u>	<u>3,249,164</u>	<u>3,062,953</u>	<u>186,211</u>
Investments	<u>72,294</u>	<u>6,724</u>	<u>65,570</u>	<u>26,910</u>	<u>2,761</u>	<u>24,149</u>
Increase in net assets	<u>\$ 3,377,310</u>	<u>\$ 3,202,178</u>	<u>\$ 175,132</u>	<u>\$ 3,276,074</u>	<u>\$ 3,065,714</u>	<u>\$ 210,360</u>

The accompanying notes are an integral part of these financial statements.

Unaudited

**South Florida Section of the PGA
Combined Statements of Cash Flows
For the Years Ended December 31, 2017 and 2016**

<u>Cash flows from operating activities</u>	<u>2017</u>	<u>2016</u>
Increase in unrestricted net assets	\$ 175,132	\$ 210,360
Adjustments to reconcile unrestricted net assets to net cash provided by operating activities		
Depreciation	44,001	41,865
Realized gains on short term investments	(13,081)	(793)
Unrealized gains on short term investments	(38,742)	(17,434)
Change in net assets		
Decrease in accounts receivable	44,028	(40,975)
Increase in prepaid expenses	(15,252)	(2,763)
(Increase) decrease in deposits	(5,000)	25,000
(Decrease) Increase in accounts payable	(13,763)	4,742
Increase in deferred revenues	11,711	93,299
Net cash provided by operating activities	<u>189,034</u>	<u>313,301</u>
 <u>Cash flows from investing activities</u>		
Sales of short term investments	92,924	2,500.00
Purchases of short term investments, net	(382,448)	(350,000)
Purchases of property and equipment, net	(58,715)	(34,624)
Net cash used in investing activities	<u>(348,239)</u>	<u>(382,124)</u>
 <u>Cash flows from financing activities</u>		
Decrease in loan receivable	(57,919)	396,176
Net cash provided by financing activities	<u>(57,919)</u>	<u>396,176</u>
 Net (decrease) increase in cash and cash equivalents	(217,124)	327,353
 <u>Cash and cash equivalents</u>		
Beginning of year	407,970	80,617
As of December 31, 2017 and 2016	<u>\$ 190,846</u>	<u>\$ 407,970</u>

The accompanying notes are an integral part of these financial statements.

Unaudited

**South Florida Section of the PGA
Supplemental Information Schedule
Statement of Financial Position
As of December 31, 2017**

	<u>Section</u>	<u>Foundation</u>	<u>Total</u>
<u>Assets</u>			
Current assets:			
Cash and cash equivalents	\$ 186,106	\$ 4,740	\$ 190,846
Short-term investments	520,202	204,558	724,760
Loan receivable	661,602	300,684	962,286
Accounts receivable	12,562	2,350	14,912
Prepaid expenses	24,425	5,795	30,220
Deposits	10,000	-	10,000
Total current assets	<u>1,414,897</u>	<u>518,127</u>	<u>1,933,024</u>
Due from/to affiliates	29,314	(29,314)	-
Property and equipment, net	977,807	26,448	1,004,255
Total assets	<u>\$ 2,422,018</u>	<u>\$ 515,261</u>	<u>\$ 2,937,279</u>
<u>Liabilities and Net Assets</u>			
Current liabilities:			
Accounts payable and accrued expenses	\$ 84,463	\$ 116	\$ 84,579
Current portion of deferred revenues	477,745	2,500	480,245
Total current liabilities	<u>562,208</u>	<u>2,616</u>	<u>564,824</u>
Total net assets	<u>1,859,810</u>	<u>512,645</u>	<u>2,372,455</u>
Total liabilities and net assets	<u>\$ 2,422,018</u>	<u>\$ 515,261</u>	<u>\$ 2,937,279</u>

The accompanying notes are an integral part of these financial statements.

Unaudited

**South Florida Section of the PGA
Supplemental Information Schedule
Statement of Activities
As of Year ended December 31, 2017**

	Section			Foundation			Elimination			Combined		
	Revenue	Expense	Increase (Decrease)	Revenue	Expense	Increase (Decrease)	Revenue	Expense	Increase (Decrease)	Revenue	Expense	Increase (Decrease)
Tournaments	\$ 945,335	\$ 900,147	\$ 45,188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 945,335	\$ 900,147	\$ 45,188
Membership	492,378	6,501	485,877	-	-	-	-	-	-	492,378	6,501	485,877
Golf Pass	415,326	179,136	236,190	-	-	-	-	(52,500)	52,500	415,326	126,636	288,690
Special events	127,355	152,801	(25,446)	-	-	-	-	-	-	127,355	152,801	(25,446)
Education	22,155	19,102	3,053	-	-	-	-	-	-	22,155	19,102	3,053
Marketing	5,011	14,710	(9,699)	-	-	-	-	-	-	5,011	14,710	(9,699)
Publications	3,572	10,186	(6,614)	-	-	-	-	-	-	3,572	10,186	(6,614)
Section meetings	1,350	9,030	(7,680)	-	-	-	-	-	-	1,350	9,030	(7,680)
Junior Golf	-	-	-	419,505	314,348	105,157	-	-	-	419,505	314,348	105,157
Fundraising	-	-	-	304,890	405,361	(100,471)	-	(137,078)	137,078	304,890	268,282	36,608
General & administration	322,537	981,503	(658,966)	-	-	-	(137,078)	-	(137,078)	185,458	981,503	(796,045)
Total section activities	2,335,019	2,273,116	61,903	724,395	719,709	4,686	(137,078)	(189,578)	52,500	2,922,335	2,803,246	119,089
Chapter Activities												
Southwest Chapter	175,770	143,637	32,133	-	-	-	(17,500)	-	(17,500)	158,270	143,637	14,633
Southeast Chapter	165,528	163,842	1,686	-	-	-	(17,500)	-	(17,500)	148,028	163,842	(15,814)
Southern Chapter	93,883	84,729	9,154	-	-	-	(17,500)	-	(17,500)	76,383	84,729	(8,346)
Total chapter activities	435,181	392,208	42,973	-	-	-	(52,500)	-	(52,500)	382,681	392,208	(9,527)
Increase in net assets from operations	2,770,200	2,665,324	104,876	724,395	719,709	4,686	(189,578)	(189,578)	-	3,305,016	3,195,454	109,562
Investments	72,294	6,724	65,570	-	-	-	-	-	-	72,294	6,724	65,570
Increase in net assets	\$ 2,842,494	\$ 2,672,048	\$ 170,446	\$ 724,395	\$ 719,709	\$ 4,686	\$ (189,578)	\$ (189,578)	\$ -	\$ 3,377,310	\$ 3,202,178	\$ 175,132

The accompanying notes are an integral part of these financial statements.

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

1. Significant Accounting Policies

Principles of Consolidation

The combined financial statements include the financial statements of the South Florida Section of the PGA, (“The South Florida Section”, a 501(c) (6), non-profit, tax-exempt organization), its three chapters, Southeast Chapter, Southern Chapter and Southwest Chapter and The PGA of South Florida Charitable Foundation. All significant intercompany balances and transactions have been eliminated.

Affiliated Party

The South Florida Section is chartered by The PGA of America. Under The PGA of America’s constitution, all members of The PGA of America must belong to both the National Association and the Local Section. The PGA of America is a separate 501(c)(6) organization. The PGA’s governance system is designed so that the 41 sections, including the South Florida Section, select the Board of Directors for the National Association.

Revenue Recognition

Revenue from tournaments is recognized when the event takes place. Revenue from member dues is recognized ratably during the year to which it relates. Revenue from all other activities is recognized at the time goods or services are provided.

Property and Equipment

Property and equipment are stated at cost less accumulated depreciation. Depreciation of property and equipment is determined on a straight-line basis over the estimated useful lives of the assets as follows:

Building	39 years
Leasehold improvements	7 years
Furniture and fixtures	7 years
Computer software	3-5 years
Computer hardware	3-5 years
Equipment	5 years
Vehicles	5 years

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

Deferred Revenue and Prepaid Expenses

Revenue received in advance of an event is deferred until such time as the event takes place. Costs incurred relating to such events are similarly recorded as prepaid expenses and later recognized with the related revenues.

Income Taxes

The South Florida Section of the PGA, and the South Florida Scholarship Fund are exempt from federal and state income tax for activities related to its respective tax-exempt purposes. Provision for unrelated business income tax, when applicable, is made for activities unrelated to the stated tax-exempt purposes of the entities.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

2. Investments

Investments consist of the following:

	<u>2017</u>	<u>2016</u>
Raymond James Short Term Investments	\$ 724,760	\$ 365,723
Certificate of deposit	-	17,690
	<u>\$ 724,760</u>	<u>\$ 383,413</u>

Investments are stated at fair market value, which is determined by quoted market prices. Included in the increase in net assets for the year ended December 31, 2017 is a realized gain of \$13,081 and an unrealized gain of \$38,742. On October 13, 2017, the section received a check for the matured certificate of deposit as account was closed.

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

3. Section Loan Program

The Section has loaned funds to PGA of America on a short-term basis. Interest on this loan accrues at a fixed rate that is adjusted quarterly by PGA of America. The loan can be called in whole or in part by the Section on the first day of each calendar quarter. At December 31, 2017 and 2016, the Section's outstanding receivable under this loan totaled \$962,286 and \$904,367.

4. Accounts Receivable

Accounts receivable consist of the following:

	<u>2017</u>	<u>2016</u>
Reimbursements	\$ 9,526	\$ 14,851
Entry fees	5,386	6,595
Rebates	-	20,544
Sponsorship	-	16,500
Golf Pass income	-	450
Total	<u>\$ 14,912</u>	<u>\$ 58,940</u>

5. Prepaid Expenses

Prepaid expenses consist of the following:

	<u>2017</u>	<u>2016</u>
Event expenses	<u>\$ 30,220</u>	<u>\$ 14,968</u>

6. Deposits

Deposits consist of the following:

	<u>2017</u>	<u>2016</u>
Site fee deposit - Travel ProAm	<u>\$ 10,000</u>	<u>\$ 5,000</u>

Unaudited

South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016

7. Property and Equipment

Property and equipment consists of the following:

	<u>2017</u>	<u>2016</u>
Land	\$ 274,097	\$ 274,097
Building	255,966	255,966
Leasehold improvements	472,351	472,351
Vehicle	125,557	98,763
Equipment	38,015	38,015
Furniture & fixtures	34,396	34,396
Computer hardware	10,748	10,748
Computer software	964	964
	<u>1,212,094</u>	<u>1,185,300</u>
Less: accumulated depreciation	<u>(207,839)</u>	<u>(195,758)</u>
Total	<u>\$ 1,004,255</u>	<u>\$ 989,542</u>

Depreciation expense related to these assets for the years ended December 31, 2017 and 2016 was \$44,001 and \$41,865, respectively.

8. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities consist of the following:

	<u>2017</u>	<u>2016</u>
Accrued expenses	\$ 62,151	\$ 38,036
Accounts payable	21,655	59,717
Overpayment suspense	745	565
Use tax payable	28	24
Total	<u>\$ 84,579</u>	<u>\$ 98,342</u>

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

9. Deferred Revenue

Deferred revenue consists of the following:

	<u>2017</u>	<u>2016</u>
Membership dues	\$ 239,600	\$ 236,556
Entry fees	114,156	71,925
ADP funding	86,088	82,218
Golf Pass	31,071	64,335
Sponsorship	6,000	13,500
Advertising	3,330	-
Total	<u>\$ 480,245</u>	<u>\$ 468,534</u>

10. (Due To) /Due From

The South Florida Section operates membership programs through its Chapters. A Chapter is a regional group of members. Chapters consist of the Southeast Chapter, the Southern Chapter, and the Southwest Chapter. Some volunteers assist chapters under the direction of the South Florida Section. For accounting purposes, Chapter activities are separately recorded in the South Florida Section books. In consolidation, these fund balances are eliminated. At December 31, 2017 and 2016, the fund balances are as follows:

	<u>2017</u>	<u>2016</u>
Southwest Chapter	\$ 44,755	\$ 17,011
PGA of South Florida Charitable Foundation	29,314	137,812
Southern Chapter	9,092	5,660
Southeast Chapter	3,647	638
Total	<u>\$ 86,808</u>	<u>\$ 161,121</u>

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

11. Related Party Transactions

The PGA of America provides monetary and non-monetary support for the Section. The non-monetary items include the following: the section loan program, the section insurance program, collection of member dues, accounting services, communication and national sponsorships. The Section's revenue includes direct monetary support from The PGA of America as follows:

	<u>2017</u>	<u>2016</u>
ADP funding	\$ 168,306	\$ 160,746
PGA Tour	66,319	66,636
Section PGA Professional Championship	41,048	39,029
PGA National Car Rental sponsorship	21,000	21,000
Omega sponsorship	10,000	10,000
Jani King	10,000	4,000
PGA Meetings	8,121	9,900
Section royalties	5,011	3,421
Ralph Lauren sponsorship	5,000	5,000
Executive Director Car Program	4,500	4,500
Assistant Championship	3,766	3,647
PGA Junior League	3,400	800
PGA National Resort	3,376	3,278
PGA Short Game	3,000	-
Committee meeting	2,083	3,348
Technology reimbursement	1,683	2,034
Section connectivity	659	473
Total	<u>\$ 357,272</u>	<u>\$ 337,812</u>

Unaudited

**South Florida Section of the PGA
Notes to Combined Financial Statements
Years Ended December 31, 2017 and 2016**

12. Commitments and Contingencies

Leases

The section leases a mailing system from Mail Finance. It is a three-year term lease that expires on November 2018.

Unaudited



South Florida PGA Annual Meeting
Charitable Foundation Report
June 13, 2018

Once again, this past year, the Foundation has seen incredible growth and participation in its programming and we are poised for another record breaking year.

In 2018 the Foundation introduced two new programs: The Links Tour and PGA Jr. League. The Links Tour is an early developmental tour for juniors ages 6-14. These players will be introduced to playing individual stroke play competition for 9- holes. Initiated just on the West Coast this summer, The Links Tour is designed to provide a fun, competitive tournament atmosphere for the players not ready for 18-hole competition.

The PGA Jr. League will act as the next step from our popular Team Golf Program. PGA Jr. League has been designed as team competition focusing on being fun, social and an inclusive opportunity for Juniors take that next step in their golf journey.

Our Junior Tours continue to sell out! In the past 10 years we have grown from 9 events with 300 juniors, to 140 events with more than 1,300 junior players. On behalf of the Foundation Board and Staff, I would like to thank all of the facilities who have opened their courses to the juniors. You are truly making a big impact on the lives of these players.

In addition to running Junior Golf programming, the Foundation has had great success with its other initiatives as well. One exciting note to share is a milestone in our Scholarship Programs. Last year we announced a change in how we distribute scholarships. The new scholarship program awards one deserving student with a four-year \$20,000 scholarship and we are very excited to announce our first recipient, Tyler Nagy, son of PGA Professional, Bela Nagy. The Foundation Board is very excited to follow Tyler through his collegiate journey and look forward to hearing from him throughout the years.

Our PGA Hope Program (Helping Our Patriots Everywhere) is making a difference in the lives of our Veterans throughout the Section. We have 11 programs with 225 Veterans participating. As the program continues to blossom the greatest need is for PGA Professional to volunteer. Should you be interested in helping our Veterans assimilate back in to civilian life, using your teaching talents, please contact the Section Office for details.

The Smiling for Life Program encourages South Florida PGA Professionals to visit one of 5 hospitals in South Florida to teach golf to these young patients, many times who are very ill. What this program really provides, at its core, is an opportunity for the kids and their families to forget about their serious

illness for an hour and have some fun. This is a wonderfully powerful program and we appreciate very much the 13 PGA Professionals who conduct this program every week.

One of the best experiences outside of golf you can have, is to volunteer for our Habitat for Humanity Program. This summer we started our 7th home, which marks the half way point of achieving our goal of building a home in each of the Counties within our Section. This is a great way to connect with your fellow PGA Professionals and Section Staff and give a hand to a very deserving family. In addition to helping make our communities stronger, the Foundation continues to grow its reach throughout south Florida and shines a positive light on the values that we place on supporting our communities.

Thank you to the men and women that have given of themselves to help with the Foundation activities. Your efforts are greatly appreciated and we look forward to your continued support. Thank you to Quail Valley Golf Club and PGA Professional, Don Meadows for hosting a Pro-Am in December to support the Foundation. Thank you to the members and staff at Olde Florida Golf Club for hosting the Annual Foundation Pro-Am. Our thanks also to Fort Lauderdale Country Club and PGA General Manager, Michael O'Brien and PGA Director of Golf, Mark VanDyck for hosting the Spring Pro-Am to benefit the Section Foundation.

This is where you can help! Please visit the Section website to see how easy it is to help raise money for the Foundation. If you don't see a method for raising funds that fits your club's personality, make up your own fundraiser and be a part of our very meaningful programming. A very special thanks to Tom Metzger, PGA and Tom Patri, PGA for conducting golf marathons that benefited the Foundations; Tom Patri played 150 holes of golf in support of the Foundation.

It is with great gratitude that I recognize long time South Florida PGA friend and now Foundation Trustee, Brendan Cunningham for his very generous donation to the Foundation. It is friends like Brendan that will perpetuate the meaningful work of the Foundation. We are so very grateful!

Our Section is so fortunate to have two of the best in the golf business working on our behalf and the success of the Foundation is due to the exceptional leadership and dedication of Executive Director, Geoff Lofstead and Assistant Executive Director, Meredith Schuler. Our Section programs are conducted with the utmost professionalism and of the highest quality. Geoff, Meredith please accept our sincere thanks for the outstanding job you do for the South Florida PGA.

Respectfully Submitted,

Tom Wildenhaus, PGA
South Florida PGA Foundation
President



PGA

South Florida Section

Report of the Executive Director

The South Florida Section PGA continues to grow in both programs and finances. As has been the case for several years, the golf season was very busy for all of you with very favorable weather from late January through the end of the season. Many of you have reported record numbers with many of the snowbirds spending more time in South Florida.

Financially the Section experienced another good year in 2017. Our Section business benefits greatly from our location in that it allows us to conduct a very successful GolfPass program which has experienced nine consecutive year over year records. In addition, the PGA Tour and PGA Tour Champions are very active in our area during the winter months allowing us to generate additional revenue through the conducting of qualifying competitions. Our relationship with the tour stops in south Florida is critical to so many of the programs we operate and we thank all of them for their great partnership and support of golf in south Florida.

The Foundation continues to offer programming that is having a positive impact in the communities throughout the section. This year we will be building our 7th home for Habitat for Humanity with the build taking place in Indian River County. This will move us one step closer to completing the goal of building a home in all 13 counties in our section as well as Puerto Rico.

Junior Golf continues to set new records with respect to participation as all three competitive tours (Prep, Challenge, and Championship) are seeing near capacity participation in the events. This spring, the team golf season saw the most participation since inception. Team Golf will pick up again the fall while PGA Junior league will be going strong in the summer months. Combined participation in Team Golf and PGA Junior league will ultimately lead to more kids than we have ever had involved in the team format for golf throughout the section. We also have an expanded number of Drive, Chip, and Putt qualifiers with 9 local qualifiers and 2 sub-regional qualifiers.

The South Florida PGA GolfPass program set another record year of sales in 2017 with 8,890 memberships sold. Participating facilities continue to report a substantial positive impact to their bottom line during the summer months with the play of our GolfPass members. The program continues to grow participation in the game during the summer months.

The Section tournament program has had a great start to the year and is in full swing on both the chapter and section level. I would like to thank all of the host facilities that generously allow us the opportunity to conduct activity. The summer months are filled with many events that provide both great competition and well as networking opportunities and camaraderie with your peers.

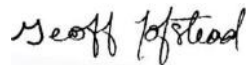
The past year working alongside and with PGA Professional Don Meadows as the President of the Section has gone by extremely quick. Don is deeply committed to serving PGA members and it shows in the almost daily conversations I have with him about Section operations. We continue to receive great leadership in the board room with our entire officer core including Karl Bublitz, Vice President, Scott Kirkwood, Secretary and Mark VanDyck, Honorary President.

I would like to thank Michelle Goda, Brett Graf, Caitlin Huiting, Tracey Jackson, Meredith Schuler, Dominic Smith, Ana Starr, Madison Temple and Jake Weir as well as our summer interns Reagan Jahn, Phillip Manceri and Matthew Youngblood, and for their extremely dedicated service to the Section. This group continues to

raise the bar for many of our programs and services, consistently demonstrating their willingness to do more than is expected of them. It is a great treat to go to work alongside a group of all-stars that care very deeply for the job they do every day!

In closing, I would like to thank the membership, board of directors, and officers of the section for giving me the opportunity to serve as your Executive Director.

Respectfully Submitted,

A handwritten signature in black ink that reads "Geoff Lofstead". The signature is written in a cursive, slightly slanted style.

Geoff Lofstead
Executive Director
South Florida PGA

District 13 Report – Patrick Richardson, PGA

The governance of our association is overlooked at times and I would like to share four changes that occurred recently. The changes to the bylaws of our association are listed below:

1. (APPENDIX A MEMBERSHIP MATTERS, ARTICLE V, Section 1): Modified the Eligible Employment Regulation in regard to the number of hours, from 36 hours to 30 hours a dual-profession employed PGA Member must work on average in order to be considered eligibly employed. • Employment must be in an area required by their classification and must average at least 30 hours a week for the entire season. The length of the season is determined by the Section.
2. (APPENDIX A MEMBERSHIP MATTERS, ARTICLE V, Section 2): Modified the definition of Life Member to remove the loophole that allowed some eligibly employed Members to be classified as Life Member. • Life Members, defined as Members who have held a minimum of 20 years in an Active Classification (whether continuous or not) and who do not otherwise, based on current employment status, qualify for an Active Classification, may elect to classify as either: (i) Life Member-Active; or (ii) Life Member-Retired.
3. (APPENDIX A MEMBERSHIP MATTERS, ARTICLE V, Section 2 and throughout): Modified the term Inactive to Reserve. The Inactive classification will now be known as the Reserve classification
4. (APPENDIX A MEMBERSHIP MATTERS, ARTICLE III and throughout): Modified the term Apprentice(s) to Associate(s). Apprentices will now be referred to PGA Associate(s). Along with this, PGA Golf Management University Students will now be referred to as PGA Student. Both of these changes align with the PGA Lifelong Learning Strategy.

**All of the above changes were recommended by the
Education, Employment and/or Membership Committees.**

Membership benefits are always an important topic and the new program PGA PERKSPOT offers discounts to PGA Members on thousands of everyday items across a variety of categories including electronics, food, health and wellness, real estate and moving services, and entertainment and travel.

**Please visit PGA.PERKSPOT.com to register and enjoy the benefits
of being a PGA Member**

By now you know how important is to me to see all of us succeed. I encourage all facilities to participate in PGA Junior League, DCP and any other golf initiative. Growing the game is important for the future of our game, additionally it increases employer satisfaction while driving a higher level of compensation.

I apologize for not being able to attend the meeting today due to traveling to California for National Board Meetings. I wish all of you continued success and congratulate the officers, board members and staff for their hard work to make the South Florida PGA the best it can be!!

Patrick Richardson, PGA
Sea Island Golf Club
District Director – District XIII
912-638-5118
patrickrichardson@pga.com



South Florida Annual Meeting Report
Kathy Grayson, Career Consultant
June 10, 2018

Section Employment Statistics

- South Florida ranks 2nd in number of professionals at 1614 with 96.5% employed
- South Florida ranks 3rd in the number of Associates at 229 with 97.4% employed
- South Florida elected 15 new members in Q2
- The National unemployment rate is 2.8%
 - Median duration (days) = 229
 - Average unemployment duration (months) = 9.4
- South Florida has a 3.1% unemployment rate

PGA Penetration

- | | | |
|---|----------------|---------------------|
| • All Green Grass Facilities | National 55.1% | South Florida 77.9% |
| • Green Grass facilities (18 holes or greater): | National 69.0% | South Florida 82.3% |
| • Private Facilities (18 holes or greater): | National 90.8% | South Florida 95.8% |
| • Public Facilities (18 holes or greater): | National 61.6% | South Florida 82.1% |

Section Survey Participation

- South Florida dropped to 39th in completing the Compensation Survey with 40.3% participation (61.2% in 2017)
- South Florida ranked 8th in completing the Operations Survey with 14.2% participation

Career Services

- *Reminder to update your CareerLink's Profile as the hiring season has commenced*
- South Florida has posted 17 new jobs in 2018 = 3.5% of the 482 National postings
- Currently 78.4% of active professionals in South Florida participate in CareerLinks

Active Advanced CareerLinks Searches

Head Golf Professional, Card Sound, Key Largo, FL
Director of Golf, Boca Woods CC, Boca Raton, FL

Active CareerLinks & Job Board Postings (Full time) – total 9

Head Golf Professional, The Moorings CC & Yacht Club, Vero Beach, FL
Lead Instructor, The Moorings Club, Vero Beach, FL
Assistant Professional, Island Club, Marco Island, FL
First Assistant, Eastpointe CC, Palm Beach Gardens, FL
Assistant Professional, The Legacy Golf & Tennis Club, Port Saint Lucie, FL
Certified Coach, GolfTEC Naples, Naples, FL
Certified Coach, GolfTEC, Ft. Lauderdale, FL
Assistant Professional, Trump National Doral, Doral FL
Assistant Professional, Wycliffe Golf & CC, Wellington, FL
Assistant/Associate Professional, Woodfield CC, Boca Raton, FL

Openings not posted with PGA CareerLinks

Director of Golf, Sanibel Island – KK&W

Summer Career Services Workshops

- Creating a Career Plan – throughout the month of July/August – 4-6 sessions – N. Fort Myers, Naples, Fort Lauderdale, Palm Beach Gardens
- How to Successfully Interview for a Head Professional Position – July 11/12 – Location TBD
- Individual Career Planning Sessions by appointment



2018 South Florida PGA Section Annual Meeting Awards Committee Report

1. 2017 Section Award Winners
 - Golf Professional of the Year – **Mark VanDyck**
 - Teacher of the Year – **Warren Bottke**
 - Assistant Golf Professional of the Year – **Mike Vanover**
 - Bill Strausbaugh – **Ken McMaster**
 - Horton Smith – **Kevin Compare**
 - Deacon Palmer – **Joe Kern**
 - Youth Player Development – **Bill Scott**
 - Player Development – **Bill Scott**
 - Merchandiser of the Year, Public – **Bela Nagy**
 - Merchandiser of the Year, Private – **Marshall Carpenter**
 - Merchandiser of the Year, Resort – **Laura Pavloff**
 - Salesperson of the Year – **Jim Maitland**
 - Player of the Year – **Andrew Filbert**

2. 2018 Awards Committee Members:
 - Mark VanDyck, 2017 Golf Professional of the Year
 - Tom Wildenhaus, 2016 Golf Professional of the Year
 - Perry Smith, Southwest Chapter
 - Seth Henrich, Island Chapter
 - William Scott, Southeast Chapter
 - Scott Fox, Southern Chapter
 - Rob Anderson, Awards Chairperson

3. The Annual Awards and Hall of Fame Night is tentatively scheduled for November 13th.

Rob Anderson, PGA
Director of Golf
The Club at Mediterra
South Florida PGA Awards Chairperson

Kevin Compare, PGA
PGA Master Professional
SW Santa Monica Drive Palm City, FL 34990
772-597-0484

Education Report

Dear South Florida PGA Members and Associates,

Hopefully you had a fabulous season and are excited to head into some down time to begin recharging our batteries, competing in tournaments and continuing to grow as a PGA Professionals by expanding our knowledge in our area of expertise.

This year, we have already been very busy hosting three education seminars in an effort help our members grow and provide more MSR opportunities. Over the last two months we had Dr. David Wright, PGA from the Southern California Section visit us for a full day teaching seminar. We enjoyed hearing from Suzanne Bogdan who shared information on human resources/policies and labor laws with us, in addition to Rekreation Marketing who providing insight on facility marketing.

As we head into the summer months, we look to host an additional seminar this summer along with our fall Teaching Symposium which will be held at Grey Oaks Country Club October 18th and 19th. This year's symposium will feature guest's speakers; Ron Atkins, Donna White, David Donatucci and Stan Utley. More information surrounding this event will be distributed later this summer.

As we begin a new cycle this week, we will continue to ask for your help with ideas and topics on subjects you would like to attain more knowledge in future. Thank you for allowing me to serve, and I look forward to seeing you at some of these education programs.

Sincerely,

Kevin Compare, PGA
SFPGA Education Chairperson

www.divotthec clown.com
kevin@divotthec clown.com



Dear Fellow Members,

I have had the great pleasure of holding the Junior Golf Chair position with the SFPGA now for 3 years. Not only have I enjoyed the experiences immensely so far, I have had the good fortune to witness a consistent period of growth and successes in our junior programming. The main source of the progress made has been in the quality staff that continues to find their way to the South Florida PGA. The level of dedication, passion and enthusiasm displayed is something that all PGA members in South Florida should take great pride in. Jake Weir, Caitlin Huiting and now Madison Temple have built and maintained a product and brand that all South Florida PGA Professionals can benefit from. There are more junior players coming through South Florida than ever before...and we are just getting started!

The Section Junior Golf endeavors cover every junior player from 6 years old all the way through the coveted College Scholarship. Starting with Team Golf and PGA Jr. League then going through Prep onto the Challenge and Championship Tours, we cover every age and all abilities for both boys and girls.

In 2013 we began a program at the Section level called Team Golf. Team Golf was an alternate method of play to the more nationally known PGA Junior League. Team Golf has remained a staple of the Section Junior Programming but we have made some changes this year to move Team Golf to the Spring and Fall seasons and PGA Junior League has now taken the summer season having become a new part of the SFPGA Junior Golf offering. Both Team Golf and Junior League utilize scramble formats and allow all levels of players a platform to begin playing competitive Golf. Playing golf in a team format in my opinion is essential in retaining players at the beginner level allowing for a comfortable and fun learning environment. Having this base allows us to introduce high numbers of junior golfers to SFPGA activities at a young age. This breeding ground allows for us to build awareness of all we have going on and provides a conveyor belt to the Prep, Challenge and Championship Tours.

The Prep Tour was created to fill the void between Team Golf and The Challenge Tour. At the Team Golf level players are playing 2 man, 9-hole scramble matches and the gulf in standard between the levels was too great. The Prep Tour introduces kids to individual, competitive 18 hole Stroke Play Golf.

The Challenge Tour is now in its 7th season and was started to create varying levels of competition and a process to determine the standards required for play at the top level Championship Tour. The Challenge Tour now has the largest participation in SFPGA Junior Tours with 209 current members and 24 players with Conditional status on the Championship Tour.

The top of the Junior Golf Pyramid is the Championship Tour and we consistently fill fields with some of the best junior golfers in South Florida. These events are supported across the board with wonderful venues and generous and supportive sponsors. Players competing well on the Championship Tour are frequently earning College Golf Scholarship all over the country. Currently we have 30 players signed to play Collegiate Golf in the Fall of 2018. These players will join the large number of SFPGA Junior Alums already playing and many others who have since graduated.

On top of the SFPGA Junior Golf Program we administer qualifying for the National Drive, Chip and Putt event staged at Augusta National prior to The Masters. At current count we have 813 players registered to attempt to qualify in our Section. This contest allows us to reach many kids who have not yet been involved in our Junior Golf Pyramid and affords our team an opportunity to alert everyone to all the great stuff we have going on.

Alongside our tremendous staff we have to be thankful for the many SFPGA Professionals who put so much time and effort into supporting Junior Golf. Without the host clubs, the Team Coaches and all the many volunteers, we could not support the great programs we have. Thanks also go to the fantastic sponsors who provide backing to add to our events and keep costs at a minimum allowing all kids to play. A final, thank you goes out to the many parents who spend their time driving around the state from event to event. Their sacrifice of time affords their children the wonderful opportunity to learn and participate in this great game.

In closing, I hope that you, the PGA Professional will take the time to find ways to get more involved whether it is in hosting, volunteering or coaching. While the game has suffered much negative press in recent times and concerns over the number of people playing the game, I am delighted to report on the great health and vibrancy of Junior Golf in South Florida.

Respectfully submitted,
Neil Lockie
SFPGA Junior Golf Chairman



South Florida PGA Annual Meeting
Membership Outreach Committee Report
June 13, 2018

The revitalized Membership Outreach Program has been in place since early this year. Newly minted PGA Members are welcomed into the Section with a personal letter from President Don Meadows. Additionally, our Tracey Jackson from our Section Office emails a comprehensive information packet outlining Section and Chapter Leadership to each new PGA Member. Also included in the kit is information on Education, Tournaments, Junior Golf, Meetings, Compensation Survey, Section Foundation and other PGA Section and National Resource material.

At Large Section Board Members are a critical component of the Committee's success. Bill Scott, Brian Schuler and (formerly) Dan Gawronski /Bob Raduntz (effective May 14) serve as key liaisons to the Chapters they represent. Nowhere is this more evident than the personal phone calls made to new members offering congratulations, friendship and support. Our aim is to foster a collegial culture within the Section with a focus on educating our members and attention to employment.

Kathy Grayson's recent addition to the Section and her role as Employment Consultant comes with great benefit to our Committee. Her immediate impact on all PGA members, as they prepare for their next opportunity is invaluable; we are indeed fortunate to have her.

Respectfully,

Ken McMaster, PGA



June 6, 2018

Fellow PGA Members and Apprentices,

Special thank you to Geoff, Meredith, Brett Graf & Section staff on securing a wonderful schedule this summer. Make sure you visit the section website to view the entire tournament schedule. The Blue Golf APP is available and ready for iOS and droid operating systems, and I encourage you to download today! We appreciate all who have already played in our April, May and June events.

Global Golf Sales is supporting our events, and if you have not signed up yet I encourage you to purchase your Global Golf Sales Players Card today. The program will again be based on participation and participation only. There will be eight (8) qualifying tournaments in which each player will receive participation points for playing. After the eight qualifying events, the 100 PGA Professionals who have accumulated the most participation points for the year will qualify for the 2018 Global Golf Sales Cup scheduled for October 2nd at Turtle Creek Club. Each player in the field for the season ending event will be assigned a quota based on stroke average and committee input. Special thank you to Steve Sponder for his loyal sponsorship to the Section.

Global Golf Sales will be at 4-of-8 qualifying tournaments with their signature "Beverage Oasis", Closest-to-the-Hole contest (1st place \$150, 2nd place \$100) and \$1,000 Hole-In-One contest. In order to be eligible for any cash prizes, giveaways or contests, you must have purchased a 2018 Global Golf Sales Player's Card.

We are very happy to continue our PGA relationship with Omega. Omega continues to sponsor the Player of the Year points race for 2018. The top 10 finishers on the Player of the Year points list and Senior Player of the Year points list at the conclusion of the year will share in the \$6,000 (\$4,000 Sr payout). We are also very excited The Club at Mediterra will host the 2018 Section Championship / SFPGA Professional Championship September 25th-27th. We are expecting a record field and purse for the event. Please take note the deadline is closer to the event this year in addition to the date change.

I hope you enjoyed the start of our summer playing season. Mother Nature has hit us hard during our first few weeks. We enjoyed a magnificent Pro-Official at Frenchman's Creek Country Club. A superb event at Parkland Golf and Country Club for the Fort Lauderdale Open, and most recently a lightning delayed Pro Assistant at PGA Golf Club.

Lastly I wish our 12 PGA Professionals who are playing this week in the PGA Professional National Championship in Seaside, California. Congratulations to those players and play great at Bayonnet & Black Horse Courses.

I look forward to seeing you on the links this summer.

Sincerely,

A handwritten signature in black ink that reads 'Jeff Waber'.

Jeff Waber, PGA
Director of Golf
Broken Sound – The Old Course
Home of the PGA Tour Champions Boca Raton Championship

2018 SENIOR PROFESSIONALS SOUTH FLORIDA SECTION REPORT

CONGRATULATIONS...

- Mark Mielke, for being the ONLY Club Professional to make the cut in the PGA Senior Championship.
- Chris Kaufman, Gene Feiger and John Nieporte for Qualifying for PGA Senior Championship.
- Gene Feiger, Wins South Florida Senior Open at Monarch.
- Joe Bostic and Kevin Morris, Win Senior Series Pro Pro
- 5 Senior Players will be playing in the 2018 PNC Championship at Bayonet in Seaside California: Gene Feiger, Chris Kaufman, Rick Gomes, Jim Karr and Jerry Impellittiere

UPCOMING 2018 EVENTS:

- July 19th, 2018: Senior Series Event 3 - TBD
- August 7th, 2018: Senior-Super Senior – Indian Spring
- August 10-12, 2018: Florida Senior Open - Mission Inn
- September 6-7, 2018: SFPGA Senior Section - Sailfish Pointe
- October 4, 2017: Bobby Goodman Pro Am – Naples Beach Club
- October 5-7, 2018: Naples Beach Club Senior Open – Naples Beach Club
- Oct. 31-November 1, 2018: Senior Challenge Cup Matches - Lakewood National

I would like to express my appreciation to the Senior Committee Members; Mr. Mike Dopsloff, Mr. Mike Gray, Mr. John Haines, Mr. Fred Hawkins, Mr. Tim Miller and Mr. Victor Tortorici for their assistance this past season.

Jerry Impellittiere, PGA
Senior Chairperson



Southeast Chapter President's Report

Dear Fellow PGA Members and Apprentices,

The Southeast Chapter summer tournament series is finally upon us but unfortunately our first three events of the season were canceled due to the Florida rain. Fortunately we were able to reschedule two events and here are the new dates:

- The Par 3 Pro-Pro has been rescheduled for Friday, August 3 but the event has moved to ***Palm Beach Par 3 Golf Club***
- The Team Championship has been rescheduled for Monday, July 16 and will remain at ***St. Andrews Country Club***
- The Vero Beach Shootout will be rescheduled shortly and we will send out a notice as soon as we have all the details.

This year we have a terrific line-up of events with great courses and more sponsor dollars than we have had in a long time giving us fantastic venues with bigger payouts. Steve Sponder from Global Golf will host the first Chapter Global Golf Sales Event on September 17 at Boca Rio Golf Club. This event will be one of the biggest payouts ever for a Chapter event. Don't forget to sign up for the Fall Meeting on October 22 at Wellington National. The meeting will be followed by the second annual Fall Team Scramble where players will be paired together to form even 2-man teams based on prior tournament performances.

This year we have received many requests from PGA members and apprentices who wanted to get involved on Chapter committees. The Chapter board came up with a new system where we will assign everyone to one of the committees for a two year term similar to the board. This will give everyone a chance to learn all aspects and give us a stronger Chapter. Those committees are being formed as we speak and will be announced soon.

Last, I would like to thank Rich Waage for the past six years of service to our Chapter. Rich did an outstanding job and always pushed us to make the Southeast Chapter the best of the best. I look forward to working with Vice President Jeff Waber and newly elected Secretary Ben Bauer over the next two years and we look forward to representing you and the Chapter.

Sincerely,

Paul Clivio, PGA
Southeast Chapter President



May 20th, 2018
Annual Report of the Southern Chapter

Once again, the Southern Chapter has continued to expand its operations. The new Board made a business planning trip to the PGA Show and it has been a productive start of the year across all our committees. The Chapter is moving along with the focus on expansion in the years to come. Your board is made up of the following PGA professionals:

<u>President</u> Santos Caceres <i>Crandon Golf at Key Biscayne</i>	<u>Vice President</u> Shane Warriner <i>Country Club of Miami</i>	<u>Secretary/Treasurer</u> Marty Caifano <i>Woodmont Country Club</i>
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The 2018 Tournament season is starting out successfully and we have seen more growth in tournament participation. Again this year, participation has reached all time highs and through the efforts of Tournament Chair we expect the numbers to continue to grow. The BlueGolf system has certainly contributed to this and as everyone becomes more accustomed to the new registration process we will only see more growth. Along with the new systems in place, the tournament program would not be a success without you and your facilities opening your doors to host the events. Thanks as always to the clubs and PGA professionals who have taken the time and effort to host our tournaments. Sponsorship efforts for events have remained steady and we can always do better. With a concerted effort from our professionals we can make even greater strides in obtaining sponsorship dollars for the financing of all our committee activities.

If you have questions for any of our committee chairs the list below identifies who you could contact:

<u>Apprentice Chair:</u>	Eric Sump , <i>Country Club of Miami</i>
<u>Awards Chair:</u>	Scott Fox , <i>Coral Ridge Country Club</i>
<u>Education Chairs:</u>	Sean Kicker , <i>International Links</i>
<u>Junior Golf Chair:</u>	Alex Fernandez , <i>Crandon Golf @ Key Biscayne</i>
<u>Sponsorship Chair:</u>	Santos Caceres , <i>Crandon Golf at Key Biscayne</i>
<u>Senior Chair:</u>	Bill Freising , <i>Country Club of Coral Springs</i>
<u>Tournament Chair:</u>	Brian Schuler , <i>Plantation Preserve Golf Club</i>

Last year, we urged you all to review the Section Schedule and participate in the multiple charitable efforts that we take part in. The Southern Chapter completed its goal of building a Habitat Home and influence the lives of a particular neighborhood in Liberty City. Our Section continues to give back to the communities we work and live in and our participation has been noticed. The events include Habitat for Humanity, Smiling Fore Life at the Joe DiMaggio Children's Hospital and of course the many Junior Golf Programs. A continued effort to attend these events and be a part of the positive community atmosphere is an amazing way to represent the Section outside of our day to day responsibilities.

Our Junior Chair, Alex Fernandez has hit the ground running with PGA Junior League signing up close to 90 kids in two public facilities and will continue the great job of putting together junior programs within our chapter. Moreover, the Special Olympics Competition sessions also saw great participation. These are all great ways to motivate our Professionals to stay engaged and focused on growing our beautiful game.

I would like to thank all of my fellow professionals for giving me the opportunity to represent the Southern Chapter. Please feel free to contact me if I can be of any assistance.

Last, but not least, I would like to congratulate all of our 2017 Award Winners:

<u>Golf Professional of the Year:</u>	Santos Caceres
<u>Teacher of the Year:</u>	David Armitage
<u>Horton Smith Award:</u>	Shane Warriner
<u>Bill Strausbaugh Award:</u>	Brian Schuler
<u>Youth Player Development Award:</u>	John Moscose
<u>Assistant of the Year:</u>	Eric Sump
<u>Salesperson of the Year:</u>	Kerry Keena
<u>Merchandiser of the Year:</u>	Shawn Gifford

Growth of the Game Award:
Junior Player of the Year:
Senior Player of the Year:

Nick Cupper
Adam Scrimenti
Jack Shoenfelt

Respectfully,

Santos Caceres, PGA
Southern Chapter President



Ladies and Gentlemen of the Southwest Florida PGA Chapter,

It is with great honor that I begin my tenure as the President of the Southwest Chapter, a position I do not take lightly.

I would like to thank Kevin Kuehl for his dedication and commitment to this Chapter. His years of service are greatly appreciated, and I wish him the best of luck in the future.

During our Spring meeting, held at Heritage Palms, the members voted for Jeff Nixon to assume the position of Secretary and Bob Radunz as our new Member At-Large. It is a privilege to have these two gentlemen with their great experience as part of our Board.

Also, during our Spring meeting we awarded \$50,000 to various Chapter beneficiaries, including SalusCare, FGCU Golf Management program, FGCU Men's and Women's Golf Teams, The First Tee of Naples/Collier County, Southwest Florida Junior Golf and 10 deserving High School Seniors received a \$1,000 Art Soderholm Scholarship for Higher Education.

We are very excited to welcome Kathy Grayson, our new career consultant. Her expertise should greatly enhance the ability of our members to improve their ability to find quality employment in our area. We will look to expand this service and give our members the ability to work closely with Kathy as they pursue their PGA careers.

The Southwest Chapter Board will be looking at many of our programs moving forward. Continuing education, charitable giving and career consulting are just a few of the opportunities we have to grow with the Section and improve the quality for our members.

I would like to thank all Southwest Chapter members for giving me the opportunity to serve as President. If there is anything I or the Chapter Board can do for anyone, please don't hesitate to call on us. Have a great summer.

Regards,

Bill Harley

Bill Harley, PGA
SW Florida Chapter President