



PGA Utah Section News

Making Your Golf Game Better — Making Golf A Better Game

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Jared Barnes Wins "Professional of the Year" Honor

by Brady Bingham

Jared Barnes can quickly recall why he decided to become a golf professional. "The reason I am a golf professional is because another golf professional took me under his wing and made it a place I wanted to be," Barnes said. "I want to give everyone that comes to the course that same feeling."

Certainly, it was that humility and gratefulness that helped Barnes endure a difficult and challenging season at Glen Eagle golf course in Syracuse. But the Utah Section of the PGA recently recognized those enduring traits and yearlong accomplishments, naming Barnes the Golf Professional of the Year.

"It's exciting," admitted the 39-year-old head pro at Glen Eagle. "But it's most exciting because my peers vote for the award. That means a lot." Every year, members of the Utah Section have the opportunity to nominate a pro for the award. Members of the section's award committee then select a winner from those nominees.

Although Barnes is not on that awards committee, he admits that his recent service as the Utah Section vice president likely helped him get some votes. But it was a combination of his service to the section and his commitment to Glen Eagle that earned him the award.

"I think there was awareness out there that it has been a tough year around here, Barnes said. I am not sure how much that played into the decision. But for people to recognize my efforts is nice."

"Jared is the consummate professional," said Colby Cowan, a childhood friend and fellow member of the section board. "While Jared has been the vice president of the Section, he has never failed to impress me with his commitment to his job at Glen Eagle and still devote enough time on the Section level. I am proud to call Jared not only a colleague, but also a friend," Cowan said.

"The challenging season began for me just like every other golf professional in Utah, with an out-of-the-ordinary wet spring. For those rainy days in April and May and then into June, I had a lot of sleepless nights," admitted Barnes. "When you get those rainy Saturdays, you just don't get them back. It's hard to recover, and because of that we really had to make some hard decisions regarding ways to trim the budget".

"Glen Eagle is an interesting course to manage," added Barnes. "We are not a municipality and we don't have a big general tax fund to pull money from if we need to. We have to make sure that we make one more dollar than we spend. That's just what we have to do." Barnes



said he spent the entire season managing the hours of part-time employees, scrimping on course maintenance plans, such as fertilizer, and trimming some of the programs that were up and running.

"I like to think the compliments kept coming in all summer about the condition of the course, so I hope some of the cutbacks went unnoticed," Barnes said. "But if we have to continue doing the same things, it may catch up to us, so we will hope for a dry spring."

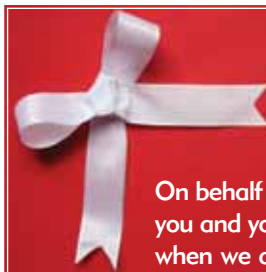
In 2010, Barnes also struggled with the departure of their longtime assistant pro, JR Shears, who was let go

in May and not replaced for the rest of the year. "It was a difficult situation for me personally," admitted Barnes. "They didn't teach about these things at PGA school. I made a lot of phone calls to the PGA and to a lot of different people for advice on how to deal with it. It was something none of us had ever had to deal with, but we all got through it and I think he will too. We are still in contact. I wish him nothing but the best. He's got some great things going for him as he heads toward the future," Barnes added.

Barnes gave credit to his entire staff for digging in and working harder through the departure. "Every one of them had to work a little harder than they probably wanted to, but we got through it," he said.

Then adding to his challenging season, Barnes learned that his boss, Glen Eagle owner Mike McBride, would leave in November for a two-year mission for The Church of Jesus Christ of Latter-day Saints. "Although we knew it was coming, we had been working on plans all this year to make sure the management of the course remained in place while he is gone and that (Glen Eagle) doesn't lose a beat," Barnes said.

"I would assume my peers saw all the things we went through this year at Glen Eagle," Barnes said. "I think that may have played a role in why they voted for me." Along with his superintendent Brandon Haddick and his other assistant Brett Black, Barnes thanked his family for their support during a long season. "My wife mentioned to me that she never remembers a time when I



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On behalf of the Utah Section PGA board of directors, I would like to wish you and your family a very Happy Holiday Season. This is the time of year when we all give thanks for the many blessings we have received and we reflect on how grateful we are for our friendships. What a joy it is to be part of a membership that feels so much like family. We appreciate all you do for the game of golf and all you do for the Utah Section PGA.

Merry Christmas, Jared Barnes

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2010 Utah Section PGA Awards Recipients

Jared Barnes, Glen Eagle, Utah Section PGA Professional of the Year



The Utah Section PGA is extremely fortunate to have Jared Barnes as the incoming Section President and to represent the Section as Professional of the Year. Congratulations Jared. And thank you for all of your work and dedication in growing the great game of golf.

munity by expanding the junior program and going into local schools to introduce kids to the game that maybe wouldn't have had the opportunity. He gave away 300 golf clubs at the Clubs for Kids program and taught 1,200 third and fifth graders in the Golf in Schools program.

Todd has such a passion for the game of golf, especially junior golf. He is a four-time recipient of the Junior Golf Leader of the Year award. He was also awarded Professional of the Year in 2007.

Doug Roberts, Jack Nicklaus Academy, Valderra Golf Club at the Ledges, Teacher of the Year



Doug Roberts was born in Murray, Utah. He attended Richfield High School and then the University of Utah. He was elected to PGA Membership in 1996.

Doug's personal philosophy when it comes to teaching the game of golf is "customize the advice to the unique personality, physical condition and goals of the student. Involve the golf club in the solution to the student's problem. The club controls the ball and the ball controls the score, so I help the student develop more skill with the club."

Some of Doug's other accomplishments including winning the Teacher of the Year are stellar finishes in the Utah Jr. Open, UGA Tournament of Champions and the Provo Open. All-Conference Player and member of University of Utah team that won the WAC Championship and played in NCAA finals. He has been recognized as a Top 25 Instructor for ESPN Golf School, Lead Instructor for Nicklaus/Flick Golf Schools, 2009 Dixie State Athletics – Assistant Coach-of-the-Year. Congratulations to Doug on a second straight Teacher of the Year Award.

Todd Meyer, Dinaland Golf Course, Junior Golf Leader of the Year



Todd has put many years into strengthening junior golf in Utah. He has touched so many lives and introduced the game to countless kids. He has only been at Dinaland Golf Course for three years, but has made quite the splash in that com-

Tracy Zobel, Gladstan Golf Course Merchandiser of the Year – Public Facility



Tommy Chipman, Promontory-Dye Course, Club Merchandiser of the Year, Private Facility



Tommy has been at Promontory Golf Club for eight years and has been in the golf business for 16 years. He was a member of the 1996 and 1997 NCAA Division III National Championship Team at Methodist University. He served on the Board of Directors for the Greater Tampa Junior Golf Association (1998 -2001) Member of the PGA President's Council on Growing the Game (2005-09) and was received Golf World's 100 Best Golf Shops in 2008.

Tommy says "having the opportunity to lead, mentor, and develop successful golf professionals on my staff and helping them achieve their goals" is the best aspect of his job. "The most rewarding aspect is that it took a team of dedicated professionals, all doing their part, to achieve one goal. Each member of my staff contributed to the golf shop's success and it is rewarding to be their leader and see the fruits of their labor."

Mac McCarley, Glenmoor Golf Course Horton Smith Award



Although Mac has left the Utah Section, his work here could not go unnoticed. He contributed a lot of unexpected but much appreciated work to the Utah Section Appren-

Jared Barnes Wins "Professional of the Year"

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left so early and came home so late so many times," said Barnes recognizing his wife Julie and their four children, Clara, Lily, Luke and Anna.

The ever-humble Barnes also wanted to thank three head professionals he said helped groom his career: John Evans, Don Branca and Eric Nielsen. Barnes said he started playing golf as a ninth-grader in Cedar City. Evans, the longtime pro at Cedar Ridge golf course, took Barnes and Cowan under his wing. "Evans has been a mentor to both of us ever since," Barnes said. "As a kid, once I got to know John and watched what he did, I just fell in love with the game. I loved being out there at the golf course and loved everything about it."

Barnes graduated from Cedar City high school in 1989 and played three years of golf. His squad won the state championship when Barnes was in the 10th grade. He then graduated from Southern Utah in 1996 with a degree in accounting. Following college, Barnes took a job in accounting at First Health in Salt Lake.

"I was there for about nine months but found out I couldn't stand being in a cubicle," Barnes said. "I really missed the game."

"I was a good player but I knew I wasn't a tour player, which was good for me. I see so many of these players that take 10 years to figure out they are not going to be a tour player," Barnes added. "I knew early on what I wanted to be. I was always thinking along the club pro lines."

While searching for a job in golf, Evans referred Barnes to Branca at Willow Creek. "He told me Branca was hiring an assistant," Barnes said. "I went up to speak with Don and was fortunate enough to get that job (as a second assistant)." My only regret was that I only got to work with Don for one year, Barnes added. He taught me a lot about the business of golf. Don is a very good businessman."

Barnes continued at Willow Creek until 2002, where he was an assistant to Nielsen. In 2002, Barnes moved on The Ranches, where he worked until 2005 before an ownership change forced a move. Then after spending about five months out of golf again, Barnes got the opportunity to go Glen Eagle when Mike Lewis left in 2006.

Brady Bingham is a frequent contributor to the Utah Section PGA newsletter.

ture Orientation Program. While in Utah Mac worked at Glenmoor Golf Club, but he has since returned to Prescott, Arizona.

Carl Sarahs, Willow Creek Country Club, Assistant Professional of the Year



Carl has been the Assistant Golf Professional for two seasons, nearly two years at Willow Creek. He was elected to PGA Membership in October of 2007, but has been in the golf business for 10 years. Carl attended the Myerscough College/University of Central Lancashire and received a BA in Leisure Studies.

Some of his special interests include reading books about sports. He currently has over 70 golf books in my library. He loves to study the many aspects of the game of golf, especially golf instruction, sports psychology and golf course design.

Carl loves spending time with his young children Madison (4) and Cameron (3).

Henry White, Performance Golf & Wellness, Bill Strausbaugh Award



Henry White has been at Performance Golf and Wellness for 10 years. He has been a member of the Utah Section for 23 years. He has a BS Degree in German and Physical Therapy from the University of Utah.

Henry says that meeting interesting people is the best part of his job. He has four children: three girls and a boy. In his spare time, Henry loves to watch cooking shows with his daughter. One of his favorite cooking shows is *Diners, Drive-ins, and Dives*.

Randy Dodson, Fairways Media, Bill Howard Award



Having over 25 years of advertising, public relations and marketing experience, Randy Dodson and the staff at Fairways Media have built a strong golf marketing company that serves many of the golf course owners and operators throughout Utah. Fairways Media is the marketing partner of the Utah Section PGA, Utah Golf Association and Utah Junior Golf Association. Randy is currently serving as the vice president of the UJGA and is the owner/publisher of Fairways magazine, the official membership publication of the UGA. The magazine will celebrate its 20 year anniversary in 2011. Randy's biggest thrill in golf has been watching his son Jesse play golf, winning multiple times on the UJGA tour and winning Region 7 medalist this year as a senior playing for Timpanogos.

Steve Garcia, The Country Club, Superintendent, Private Facility



Steve has been the head superintendent at The Country Club for two years and has worked at the club for 22 years. He received a B.S. in Agronomy and Horticulture at Brigham Young University. Steve's personal philosophy in his field is "I believe that there is no substitute for hard work. I believe in doing whatever it takes to get the job done and get it done right. The results of hard work will be rewarded if only by personal satisfaction that you have done all you can do and put forth your own best effort."

Steve enjoys outdoor sports, camping, fishing and hunting. He enjoys watching major league baseball and is an avid Colorado Rockies fan. He also loves to spend time with his family.

Bryan Witzel, Glendale Golf Course, Superintendent of the Year, Private Facility



Bryan has been at Glendale Golf Course for four years and has been in the business for 30 years. He attended the University of Utah. He enjoys golfing, camping, hiking, watching his kids play sports, coaching youth sports, and U of U Athletics.

"I love working outdoors and being able to improve the golf course on a daily basis. I really enjoy teaching my staff all the aspects of golf course maintenance and watching all of our hard work pay off. It is also very gratifying when I've been able to help members of my team move up within the organization as well."

Charley Carlson, JC Golf Accessories, John Wallace Award



The Utah Section is pleased to give Charley Carlson the honor of being the Sales Person of the Year. His hard work and dedication to the Section could not go unnoticed.

Charley said the best thing about his job is "I get to deal with great friends on a daily basis. I am in a field of work that I am passionate about."

He has been married to his wife Heather for 15 years. She is a registered nurse and works part-time for the State of Utah. She has been very supportive and keeps the family running when Charley is on the road. She also helps him with office work. They have twin daughters Brook and Maya (11 years old and a seven year old) daughter Gabby. Charley is a lifelong Ute and Jazz fan, is passionate about the outdoors and is an avid fisherman. Charley claims he earned the

nickname "Chipper" by being the worst short game player in the state.

Derek Schmehl, Rose Park Golf Course, President's Plaque Award



For 12 of his 15 years in the golf business, Derek Schmehl has been at Rose Park Golf Course. He has a B.S. in Biology and a Minor in Chemistry from the University of Utah.

He says the best part about his job is working within a diversified Salt Lake City Golf Division and at a golf course that can play host to the best players in Utah during the TNT Auction Rose Park Open. Derek also enjoys seeing families and kids get excited about the game of golf by being involved with the Junior Golf Connection, Chevron Parent Junior Scramble and the first Itty Bitty Open. Derek also enjoys seeing how golf can inspire life skills and confidence while instructing refugees from Africa in the University of Utah's Par Fore program at Rose Park.

Derek has been married to Kristine Bosman for 12 Years. They have two wonderful children – Owen (6) and Harper (3) An interesting little fact about Derek, he was a nationally ranked Junior Tennis Player who still enjoys playing. He is also an avid skier.

Doug Vilven, Golf in the Round, Gentleman Jeff Award



Doug Vilven is truly an example of a "Gentleman," especially in the golf business. He has been in the golf business for 49 years. It is obvious when you see the list of awards he has received what an asset he is to the Utah Section. He was the UGA Gold Club winner in 2006; he has won the Horton Smith award seven times, the Bill Strausbaugh Award in 1986 and Golf Professional of the Year in 1986 and 2000.

Doug says the best aspect of his employment is the opportunity to have a variety of tasks on a daily basis, "Coveralls one minute, sport coat the next."



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The King and I

by Jeff Waters

“What size jacket do you wear?” The voice on the other end of the line was heavy British but not the Cockney of Central London, nor the cultural high-brow of midland Cambridge, but more the raspy industrial of Liverpool or Birmingham. “I beg your pardon” I asked. “What size jacket do you wear?” “He asked again. “I am calling on behalf of the McDougal Agency and we are handling the media arrangements for the Arnold Palmer dinner in conjunction with the Ryder Cup and we need to know what size jacket you wear?” “What kind of jacket are you talking about?” I asked. “I’m sorry,” the voice on the other end of the line said, “but a jacket is what you in America would call a sweater.”

“Double XL,” I said now that I understood what he was talking about. But he immediately replied “that X-Large was the largest they offered but that they ran very big and I am sure that it would be quite adequate.” He said this with that very certain British authority that I had no reason to doubt but, just to be sure, I told him again “that I was pretty big” but he again assured me “that the X-Large would be just fine.” We exchanged pleasantries and after he ringed off I thought back on how this invitation had transpired.

In the media business it is not uncommon to fill guest lists to parties, book signings, junkets, and new hotel or golf course openings with friends and acquaintances. It’s kind of a quid pro quo where you take care of me and I will take care of you sort of a thing. I get invited to all kinds of them and I usually turn most of them down. But an opportunity to have dinner with Arnold Palmer, especially when I would be in the area anyway, was too good of a thing to pass up.

The dinner was held in conjunction with the 2006 Ryder Cup at the K Club just outside Dublin, Ireland. The developers of the White Oak Plantation of Tryon, North Carolina was using the event to announce the first “Arnold Palmer Premier Course” to be built in North America. The guest list was small, important and a lot of the big names in golf would be there. My wife and I were on the guest list because of a favor I had done for a client of Reid Nelson at RN Promotions which was the media agency handling the guest arrangements for the White Oak people. It was payback and because I would already be in Ireland covering the tournament I thought it would be nice evening out and a chance for my wife to meet “The King” Arnold Palmer.

I had met and interviewed Arnold many times over the years and although I realized everybody thought of him this way, I considered him a friend. You, if you have ever met him, probably think the same way.



Arnold Palmer, (above), Jack Nicklaus and Gary Player played at The Big Three fund-raiser for the Mountain Mission Kids at the Olde Farm Golf Club on June 8, 2010 in Bristol, Virginia. Photo by Chris Condon/PGA TOUR

The dinner was held at the Lynch Green Isle Hotel, Newland’s Cross, in Dublin.

This was a very fancy and upscale resort just north of the city and, as you would expect, everything was first-class. The cocktail party, dinner, and the entertainment were the best Ireland could offer.

My wife and I were seated just to the left of the Palmer table which included Arnold, his new wife Kit, and the developers of White Oaks. My table included myself, my wife Shirley, two public relations people from Ireland, and Ann Liguori from WFAN in New York City. Ann, and I go back a long way. She is called the queen of press row and she does radio, television, writes books and seems to know everybody and anybody. The fact she likes my wife a lot more than she likes me made it an easy table to join.

Except it wasn’t a table. It was more like a Starbucks coffee station than a place setting for five people especially when most of the middle was taken up with a huge arrangement of flowers in a

very large cut glass vase that had to be three feet tall. Added to this fact were the Irish guys ordering copious amounts of liquor and wine trying to impress Ann who was dressed to the hilt in her New York finest. With five people gathered around a very full table, sitting on, what seemed like ice cream parlour stools, you can imagine how crowded it seemed.

Other than the cramped table the evening was going well. Everything was perfect and Arnold was as gracious as always, making everybody in the room feel like they were his long lost friend. The entertainment was of the Irish variety. Singers, dancers, and comedians filled the night with a gaiety that you would expect from people of the Emerald Isle. The finale was a group of Irish folk dancers performing the traditional Irish Step Dance and wow what a performance they put on. Individuals and pairs of dancers flew around the stage with feet moving as fast as the eye could see. I turned and glanced to my right at Arnold. His enjoyment with the dancers was obvious. His feet were tapping to the music and a huge grin split his face as he nodded his head in glee. And that’s when disaster struck.

I had moved my stool away from the table to watch the dancers and as I slid it back to the table I leaned my elbow on the edge to boost myself up into the chair. The plate glass that was the tabletop suddenly tipped which spilled everything on the table towards Ann and her designer dress. Plates, silverware, glasses and wine went cascading on to her lap which made quite a racket not to mention a mess that basically ended the evening for her. With a scream and a loud “I’m out of here,” she quickly gathered her things and left as I frantically tried to clean up the mess. The Irish guys had avoided a bigger disaster as they had quickly grabbed the three foot high vase with the flowers and kept that from falling on the floor. They were laughing hysterically as they ordered more whiskey and as I looked over at Arnold he continued bobbing his head to the music but turned to me and gave me that great smile and a wink and then he turned back to the dancers.

Looking back on it now it could have been horrible disaster, but Ann forgave me, the Irish thought it was great fun, and even Arnold smiled when he saw what had happened. But you know what? The jacket never even came close to fitting.

Jeff Waters is a PGA Master Golf Professional and is President/CEO of Rocky Mountain Golf Enterprises and its related companies: Rocky Mountain Golf Travel, Rocky Mountain Golf Network, and the Rocky Mountain Golf Academy.

Legendary Billy Casper Gives Emotional, Heartfelt Acceptance Speech

Editor’s Note: The announcement of one of Utah’s adopted “Hall of Fame” golf professionals being recognized on the world stage fits nicely with our Summer Newsletter theme of Mentorship. Some of us older Utah Section Professionals were probably influenced more by Billy Casper than some of you youngsters but I can attest to the fact that Billy Casper had a huge positive effect on the game of golf especially here in Utah.

Billy’s friendship with the late Hack Miller and subsequent affiliation with BYU Golf and the LDS Church reintroduced the world to Utah golf. As a 16 year old kid I remember the great opportunity I had to play in the LDS All-Church Tournament at Alpine Country Club where Billy Casper gave a clinic and talked to us about the game. More recently Billy Casper has supported the Utah Open, our sponsors and has played in our pro-am events. The connections both individual and on a state level remind us of our rich golf heritage and brings home how deserving this PGA Distinguished Service Award is for Billy.

Trailing Arnold Palmer by seven strokes after 63 holes of the 1966 U.S. Open, Billy Casper said that he had a small epiphany as he walked to the 10th tee.

“My thoughts went back to my spending time with the service men in Vietnam back in February of that year,” said Casper, following his being bestowed earlier this summer with the 2010 PGA Distinguished Service Award, The PGA of America’s most prestigious honor. “I thought that of all the brave young men I met, who were suffering far greater than me, and felt suddenly renewed. I felt that I could do something special.”

Casper went on to post a 32 on the back side, forged a tie with Palmer and then defeated him by four strokes the following day in an 18-hole playoff.

It was during that 1966 Vietnam visit, where Casper spent 16 days with the troops, that he received a gift.

“A young African-American soldier said he recognized me right away. After we had talked a bit, he said that he had something for me,” said Casper, with his voice slightly breaking. “He reached into a drawer and pulled out a 50-cent piece that was black. It had a hole drilled in the middle of it that you could wear around your neck. I was touched by it, and I’m still touched. It was his prize possession and he gave it to me.”

The story, one of many by Casper related about his life, his faith and his family, mesmerized an audience of 750 at Kohler Memorial Theatre.

The 79-year-old Casper, one of golf’s greatest players, won three major championships among 51 PGA Tour titles, and extended his career with a commitment to America’s youth.

Casper, who began competing on the PGA Tour full-time in 1955, and was inducted into the World Golf Hall of Fame in 1978, said that “giving back to the game has been an important ingredient in my life.”

Casper also recalled the emotional distress that the family underwent when one of his 11 children – David – went astray, stemming from a dependency, Casper said, on “narcotics.” David Casper is now serving a life sentence in a Utah penitentiary.

“As difficult as it has been for us,” said Casper, “there has come some peace. One of the leaders of our church visited David, who asked if he could study the Scriptures. He was then asked if he would use the Casper name when speaking to a larger audience of the church. He thought about it for a few days, and then consented.”

Casper said that there is a mantra in his life that keeps him energized.

“If you can help anyone in any way,” he said, “that is what we are here for. The pinnacle of my life has really been two lives – golf and service to my fellow man.”

In 1992, Casper began the Billy Casper Youth Foundation, or “Billy’s Kids,” of which beneficiaries include: the Boys and Girls Clubs of San Diego; Junior Achievement of San Diego; the Music Machine, a mixed show choir that has performed in 13 countries and four continents; the Down Syndrome Connection; Primary Children’s Medical Center; the Hassan II Billy Casper Moroccan Junior Golf Academy; the San Diego Junior Golf Association; the Boys and Girl Scouts of America; the South Bay YMCA and “Christina Smiles,” the Champions Tour Wives Youth Dental Clinic.

At a reception for Casper, one of the guests stopped the golf legend and asked if he could give him a gift. It was Major Ed Pulido (Ret.) of Edmond, Okla., the senior vice president of program and military affairs for the Folds of Honor Foundation, and someone who lost a right leg during his tour of duty in Iraq. Pulido gave Casper his Purple Heart lapel pin.

“When I was in a hospital all torn up and in a daze, I was greeted by President (George W.) Bush, who gave me the encouragement that I would be getting well again and helping others,” said Pulido, who then looked Casper in the eye.

“Billy, I was given encouragement by my Commander in Chief. Tonight, you became my Commander in Chief.”

The PGA Distinguished Service Award, inaugurated in 1988, honors outstanding individuals who display leadership and humanitarian qualities, including integrity, sportsmanship and enthusiasm for the game of golf.



PGA Distinguished Service Award Recipients

1988	Herb Graffis
1989	Bob Hope
1990	No recipient
1991	The Hon. Gerald Ford
1992	Gene Sarazen
1993	Byron Nelson
1994	Arnold Palmer
1995	Patty Berg
1996	Frank Chirkinian
1997	The Hon. George H.W. Bush
1998	Paul Runyan
1999	Bill Dickey
2000	Jack Nicklaus
2001	Mark McCormack
2002	Tim Finchem
2003	Vince Gill
2004	Pete Dye
2005	Wally Uihlein
2006	Fred Ridley
2007	Jack Burke Jr.
2008	Dennis Walters
2009	William Powell
2010	Billy Casper

Latest PGA News

Allen Wronowski of Bel Air, Md., was elected the 37th President of The Professional Golfers' Association of America by delegates at the Association's 94th Annual Meeting in Boston. Wronowski previously served as Secretary of the Association from 2006-2008 and as Vice President from 2008-2010.

Wronowski, 56, succeeds Jim Remy of Ludlow, Vt., who will serve on The PGA Board of Directors as Honorary President. Succeeding Wronowski as Vice President is Ted Bishop of Franklin, Ind., who served the past two years as Secretary. Derek Sprague, 43, of Malone, N.Y., was elected as the new Secretary.

Utah Section Officers attended and participated in the meetings this past week in Boston. In conjunction with the National election, the Utah Section PGA also held elections for our new incoming Secretary and a vacant seat on the board. Jared Barnes succeeds Henry White as our new incoming president. Jared has done a great job this past four years as an officer and will do a wonderful job as President of the Utah Section PGA. Colby Cowan will move into the vice president position after serving the past two years as our secretary. After a very close election we are excited to have Chris Stover from Palisade Golf Course as our new secretary. Chris will be a great addition and will work well with the current officers. Chris WELCOME ABOARD!

Henry White will now serve on The Utah PGA Board of Directors as Honorary President. We would like to thank President White for his service the past several years and look forward to his input in the future. Reed McArthur will move from Honorary President to our Past Presidents Council. He will join the other Professionals that have served as President and will add a great deal of knowledge to this Council. Past Presidents are called on frequently to help guide the Utah PGA Section into the future.

We are also excited to have two new board members join the Utah PGA Board of Directors. Jeff John from Logan River was recently elected to the board. We will also welcome Matt Baird to the board as our Utah Section Champion representative. Matt is new to our Section and we welcome him onboard. With the addition of two new members, we unfortunately lose a couple as well. A special thanks goes out to Kent McComb and Steve Schneider for their service on the board. Kent was instrumental in bringing back the Utah PGA Merchandise Show and did a great job as the Chairman for the Education Committee. Kent you will be missed!

Scott Brandt was recently selected as the District 9 Director representing the Utah Section. He will begin his term January 1, 2011 and will shadow Ron Dunham from the Rocky Mountain Section our current District Representative. Scott is a great representative of the Utah Section and we look forward to watching him perform in this capacity. He will make the Utah Section proud. Good luck Scott!

A big THANK YOU to all of you that serve us here in the Utah Section PGA!!

Play Golf America Update

We have been extremely busy with our Play Golf America events in 2010, introducing the game to many new golfers. Play Golf America was designed to increase rounds played by existing golfers and new golfers. The Utah PGA and our members have always been very innovative when it comes to creating more rounds.

We have held several "Club for Kids" events this year and have passed out over 700 clubs to junior golfers. The smiles on the faces of these juniors make this one of our most rewarding programs. They are so excited to have a club of their own and then receive instruction from our PGA Professionals. It is always exciting to see the kids get it airborne for the first time. Once we hook the juniors, we all know this will lead to more range balls and rounds from the whole family. We have held events at River Oaks, Roosevelt

We held our first ever Play Golf America Day specifically for women. The event was held at Golf in the Round on Friday August 13th. The ladies in attendance had a great time and all look forward to more clinics and a beginning golf league to make their way on to the golf course. On course experiences is where we want to focus with these ladies and all new golfers that pick up the game. Ken Clark, from Golf in the Round, and I offered the instruction for the ladies. We had a lot of cheers from the ladies as they saw the ball go airborne for the first time. Casey Lehman and Scott Whittaker offered quite the menu for the ladies. It was fine dining at its best, right on the putting green! The ladies loved it and are anxious to be come more involved in the game. Women golfers offer a great opportunity for us to increase rounds and bring new players to the game.



Golf Club, Kids Safe Fair and the Outdoor Festival in Holladay. The past two years we have joined forces with the Nationwide Tour and offered a clinic and a club for all the participants. This event has quickly become very popular with the juniors and those attending the Nationwide Tour event. The Utah PGA Professionals joined forces with the Nationwide Tour Professionals to offer instruction to the junior golfers. We gave out over 200 clubs and each junior hit golf balls and were given instruction. We had twelve hitting stations and were full for two hours. Great event!! Every event has been unique, but the results are always the same. A lot of happy golfers!

The Utah PGA helped support Salt Lake County Parks & Recreation for the first Play Golf America Day for Individuals with Disabilities. The event introduced individuals with disabilities to the game of golf. Dennis Walters a nationally renowned trick shot artist was featured at the event. Dennis has overcome disabilities of his own and is extremely inspiring to all golfers. Congratulations to Jeff Burley and Jeff Waters with Salt Lake County for hosting such a great event.

As always none of these programs can happen without the help of all our members and apprentices. We would like to thank all of you for volunteering in the past and hope to have many new volunteers in the future. I know myself and many other Golf Professionals have found that volunteering for these events often times are the most rewarding events of the year as a Golf Professional. Please help us where you can as we work together to grow the game!!! Also please send us your success stories to pass along to fellow PGA members. Utah PGA Professionals have many great programs that we would love to share in a "Best Practices" section of the newsletter.

We hope you and your staff have had great success in 2010. Please contact myself or the Section office if we can help you with your events the future.

"PLAY GOLF UTAH"!!!

Devin Dehlin

PGA 100 Inspires! Two Great Events for PGA 100

[Editors Note: the PGA 100 was selected as one of the most important Utah Section activities to occur in 2010. The PGA 100 Project raised funds for our Utah Junior Golf efforts and Special Olympics Utah. Also refer to the PGA 100 article by Jared Barnes which gives an officers point of view concerning this important activity.]

Nine Teams of Golfers competed in the inaugural PGA 100 competition held at Soldier Hollow Golf Club on July 21st. Two person teams composed of a Utah Section PGA Professional and a local amateur/business person played 100 holes of golf on Soldier Hollow's Silver Course all in the same day!

Teams began play just after 6:00 a.m. and played continuously with the final team finishing at 8:00 p.m. Each team was provided with drinks, snacks, breakfast, lunch, and dinner by Special Olympics volunteers and Utah Section PGA staff. Except for the occasional potty-break PGA 100 teams never broke stride with all participants completing the 100-hole competition.

The following comments by participant Earl Hurst of Moreton & Co. represents the sentiments of all of the participants: "Great Event; Great Day; Great People; Great Cause!- Sore back!". "Best part of playing 100 holes of golf in one day is that I will only remember the best 18!" "Thank you for the invitation to participate in such a quality and fun event".

The format for that day was a "Ringer Event" with tee-shot only scramble. Scoring consisted of each team being able to improve their team gross score on each hole as they played subsequent rounds. The best team score for each hole was totaled for their 18-hole Ringer Score. All teams were very competitive and the two lowest team scores were eighteen under par with the rest of the field finishing within six strokes of the leaders.

The two winners of this event were the Utah Junior Golf Foundation and Special Olympics Utah! All of the hard work and competitive play was to benefit these two charities. This first "leg/front-nine" event was established to provide much needed funds for their programs. The over \$20,000.00 of donations raised under the PGA 100 banner will be equally divided between the two organizations.

Several PGA Professionals and many local amateurs wanted to participate at the Soldier Hollow event but had conflicts. This is not a problem because the PGA 100 will be hosting its second leg-back nine at Soldier Hollow Resort in Washington, Utah in September. Anyone interested in participating in this fun and challenging event should contact



PGA 100 Leaders- Devin Dehlin and Larry Olson

the Utah Section PGA Office and talk to Foundation Director Devin Dehlin. Because of the late entry of some teams their supporters did not have an opportunity to contribute. This is not a problem the PGA 100 will be accepting donations through our event in September. Just visit the event website listed below.

We at the Utah Section PGA offer a special thanks to Soldier Hollow Golf Club Staff and the Soldier Hollow Grill. They were great hosts for the PGA 100 Front Nine event. Congratulations and thanks also go to all those that participated in the event thus far, especially the Team of Devin Dehlin and Larry Olson. Not only did the work tirelessly to put this event together and make it successful but are also the "top team" in the real competition-raising donations! Devin is vested in the program through his commitment to Utah junior golf and Larry Olson as President of Les Olson Company is one of the top community philanthropists in Utah.

The PGA 100 Back Nine event took place on September 17th at Sand Hollow Golf Club in St. George, Utah. What a great time was had by the six (2 man) teams that participated. Larry Olson contacted several business leaders in the southern part of our state and found several business men excited to participate. Nobody was more excited than Kent Nobis and Trevor Johnson. Not only did they make the most birdies during the day, they also raised the most money down in the Red Rock Country! Thanks to them and all those that participated at Sand Hollow. The feeling was the same down south as up north. All those that participated said it was one of their favorite days of golf ever. Every person that participated in St. George has already committed for 2011. Thanks Colby for your hospitality, Sand Hollow is an amazing venue and was an abso-

lute blast to play 100 holes in one day.

Credit also goes to Jason Asplund at Fore Lake Golf Course. He hosted an event at his own site with support of their own members. The team of Dehlin and Olson are encouraging; maybe challenging is a better term, other competitors to bring home the PGA 100 Cup in 2011! Just visit HYPERLINK "http://www.events.org/utahpga100" http://www.events.org/utahpga100!

We raised over \$34,000 with the two events. We were able to increase our donation to Special Olympics and help our Junior Golf Programs. Larry Olson and everyone involved have set a lofty goal of \$75,000 in 2011!! Please join us in 2011, it will be a highlight of your year. This we guarantee!!!

Soldier Hollow Results

- 1st- Devin Dehlin & Larry Olson
 - 2nd- Henry White & Steve Brinton
 - 3rd- Jared Barnes & Tyler Dabo
 - 4th- Todd Mullen & Earl Hurst
 - 5th- Chris Stover & Tom Olson
 - 6th- Chris Johnson & Kari Butler*
 - 7th- Chris Newsome & Taylor Brinton
 - 8th- Marco Stevanoni & Timo Saarelainen
 - 9th- Matt Cunningham & Chad Snyder
- * PGA 100 Club- Female Participant
** A Special Thanks to all participants

Sand Hollow Results

- 1st- Kent Nobis & Trevor Johnson
- 2nd- Colby Cowan & Mark Hendrickson
- 3rd- Devin Dehlin & Larry Olson
- 4th- Kent Abegglen & Mark Babcock
- 5th- Mark Boggs & Corey Leiseth
- 6th- Doug Roberts & Steve Higginson

PGA 100 Mission Statement

The Utah PGA 100 was established in 2010 by local PGA Golf Professionals to support Special Olympics Utah and the Utah PGA Junior Foundation. PGA Professionals and a partner play 100 holes of golf, all in a single day. We have asked the PGA Professional to ask a club member, friend or business associate to join their team. Each team member will commit to raise money and complete the 100 holes. Golf will begin at sunrise at their home facility or a designated facility and play until completed. What a great way to support our charities, while having a great time. Participants will request donations to support their day of play. One ball one hole at a time!

2010 Review of Utah PGA "Majors"

Utah Section championships were very successful in 2010. We saw a lot of great golf, and more importantly saw more PGA members & apprentices than ever before. Numbers were up in all our events. Thanks for your participation!

Nike Winter Classic

The 2010 Nike Winter Classic was a great success. We had great weather, played great golf courses and had our biggest turnout ever. Jimmy Blair dominated the tournament with two solid rounds. His 65 at Sand Hollow secured the victory.

Spring Pro-Pro

The spring member meeting was also well attended and everyone had a great time at Alpine CC for the tournament. Ryan Rhees and his partner Matt Johnson took top honors in the Gross Team Division while Scott Brandt and James Hood finished first in the Net Team division.

Match Play Championship

Dustin Volk captured the 2010 Match Play Championship at Talons Cove Golf Club. Dustin beat Steve Schneiter in the final match 3 & 2. Dustin is now a two time champion of the Match Play.

Utah Senior Open

2010 saw another great Senior Open out at Toana Vista GC in Wendover, NV. Lanny Nielsen was the 2010 honoree. He was honored for his longtime commitment to Utah golf. Roy Christensen held

off a very strong field to win the 2010 Utah Senior Open championship.

Utah Open

Once again held at Oakridge Country Club, the Utah Open didn't disappoint. The Utah Open is our biggest event of the year and one of the top state opens in the country. Nicholas Mason from Denver, CO was the 2010 Utah Open Champion. Nicholas opened a big lead after a great second round in tough weather conditions. His short game helped him hold on for the title.

Assistants Championship

Glenwild Golf & Spa were fantastic hosts for this year's Utah PGA Callaway Assistants Championship. Chris Moody was victorious walking away with his fourth Assistants Championship trophy.

Senior Match Play Championship

Held this year at Jeremy Ranch in Park City, host pro Tom Costello walked away with the Senior Match Play Championship title.

Four Ball Match Play Championship

The Four Ball Match Play Championship is always one of our most popular events. Starting from the seeding round at the Spring Pro-Pro in April, this season long battle lasts through the end of September. This year's championship team was Chris Moody and partner Matt Baird.

Utah PGA Section Championship Title Holders Matt Baird of Riverside Country Club, turned in a winning total of 4-under-par 139 to capture the



2010 Utah Section PGA Player of the Year Chris Moody is the 2010 Player of the Year. His great play also earned him the Assistant Player of the Year.



Jimmy Blair is the Senior Player of the Year.

Utah PGA Professional Champion title held at Toana Vista golf course. Dave DeSantis of River Oaks GC was the Senior Section Champion, finishing at 142. They are joined by Ron Branca who took top Super Senior honors.

The Inaugural PGA 100

By Jared Barnes

On July 20th I along with eight other Utah Section golf professionals and some Utah business leaders had the opportunity to participate in the first Utah PGA 100. Starting bright and early at 6:30 am we played 100 holes of golf in approximately twelve and a half hours. Teeing off in twosomes with a golf professional, and business leader paired together we played five full 18-hole rounds plus an additional 10 holes on the Silver Course at Soldier Hollow. While the long day was filled with good shots and bad, there was no doubt that much good was accomplished. As I am writing this we are at just over \$21,000 raised from this great event, with more donations still coming in. These funds will be shared between our charity, Utah Special Olympics, and our Utah

Section Junior Golf Foundation. The Junior Golf Foundation is used by the Section to fund Junior Golf Connection, High School State Championships, High School All-State Banquets, Clubs for kids days, and many other Junior golf activities.

As I think about the great success of this day, I can't help but think of how much good was done with only a few of our section members and apprentices participating. Imagine the good that could be done with 50 or 100 of our golf professionals getting involved. I realize that we are all busy with our jobs and families especially during challenging years such as this one; however, I would like to ask for your help to get involved with our Section activities. I am reminded of a quote that goes like this: Nobody made a greater

mistake than he who did nothing because he could only do a little. When many of us do a little, great things can happen.

Special thanks go out to the entire section staff, especially Devin Dehlin who not only organized the event but raised a significant amount of money and played 100 holes. Also a big Thank You to our independent board member, Larry Olsen, who gathered together a great group of Utah Business Leaders and helped spearhead this great event. Thanks to Chris Newson and the staff at Soldier Hollow for allowing us to use the facility and taking great care of us throughout the day.

We would like to thank our sponsors for their continued support of the Utah Section PGA's programs and tournaments. Please take the opportunity to support the sponsors that support you.

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Where Would We Be?

by Annie Fisher



I often think to myself “where would I be without the game of golf?” Being raised around the game has afforded me so many opportunities that I am grateful for. I think I am safe to assume 100% of the people reading this article are involved in golf. How did you get here?

I have met some of the greatest people I know because of the game. I was fortunate enough to have a family who was involved in the game and grew up playing. My parents put a golf club in my hand before I could walk. Family vacations were planned around either junior golf tournaments or PGA Tour events. It was just a way of life for me.

Some of the fondest memories I have are linked to golf in some way. I played in the Utah Junior Golf Association program. I played on the boys’ team at Alta High School and then I was fortunate to play at Weber State University for a couple of years. After college I was lucky enough to land a job at the Utah Section PGA office and get to work with all of the golf professionals in the state. I look back and see how many people played a role in where I am today and I am incredibly grateful for how it has influenced my life.

My parents played a large part of course, but I look at how many PGA golf professionals contributed to my life in the golf industry. Growing up I had lessons from Don Johnson and Mike Smith. I can remember the day when Devin Dehlin took me to a Pro Junior event. Even at a young age I would look at golf professionals like Doug Vilven, Jeff Beaudry and Don Branca and see that I wanted to stay in golf because of them.

I am not telling you this to give you my personal history. I am telling you this to paint a picture. There are many kids in the state that have



similar backgrounds and have been pipelined into the game. But what about those who have the potential to be involved and contribute the game, but they don’t have the same support from their families or friends?

The Utah Section PGA board of directors is committed to growing the game of golf and doing everything possible to mold the future of the game. The Section held many “Clubs for Kids” events to introduce the game to kids that may have not been otherwise. We put a golf club in the hands of over 700 kids this year who may have not had a parent or family member ever do so.

One of our newest events in 2010 was the Itty Bitty Open. In its first year we had 148 juniors play ranging in age from 4-17. It was quite a site to see the “babies” on the golf course. This was the only event we held where caddies were allowed. It was so much fun to see adults carrying a bag fit for a 4 year old, walking down the fairway. Some parents even had the bag and the junior in their arms!

The kids age 4-5 only played five holes at Jordan River Parkway and we are happy to report that every player finished every hole! The kids age 6-10 played nine holes at Jordan River Parkway. The 11-12 age group played nine holes at Rose Park and the kids age 13-17 played 18 holes at Rose Park. It was a great event that the parents, juniors and Section members really enjoyed.

The Section also continues in its tradition to support and run all High School State Championships. We also held the annual PGA Junior Championship qualifier giving two juniors, Joe Parkinson and Serine Blair, the opportunity to play in the national event at Sycamore Hills Golf Club in Fort Wayne, Ind.



We continue to hear great praise about the Junior Golf Connection program. Parents are incredibly grateful for a program that remains fun, competitive and affordable. This is all thanks to the support from you, our membership. From allowing us to use your facilities to volunteering as rules officials we couldn’t have a successful program without you.

I can’t help but wonder about how many people could be touched by this great game, but haven’t been introduced to it. How many of you are in your current position, not only employment but in life because a PGA golf professional lead you there? What are you doing to mentor the future of golf?

What other sport can juniors get involved in that teach honesty, dependability, integrity, sportsmanship, respect, confidence, responsibility, perseverance and courtesy? Golf is so much more than a game — it is a life skill. What an incredible opportunity PGA golf professionals have to mold lives and to teach juniors the skills they will hold on to for a lifetime? These are skills that not only apply on the course, but also in their daily lives.

There are so many opportunities for you to make a difference. Even if your contribution is attending one of the Sections’ junior events to show support and have those kids think, “look at that golf professional. I want to be involved in golf and be like them.” It may seem like a silly thought, but it wasn’t long ago I was a junior thinking that exact thing. I am where I am today because of the many PGA golf professionals who took the time with me. Continue to do that and create the future of Utah golf.

2010 Boys High School All State Golf Teams Announced



Although they were lining up their final shots by the light of a bright moon, aided by the St. George city lights in the background, this final group was able score five pars and a bogie on their final hole at Sunbrook Golf Club. The energized crowd gave them a standing ovation for their determination to finish the 4A Championship.

Giving Back to the Game!

by Scott Whittaker

Utah Section PGA golf professionals have a 25 year history of support for high school golf in Utah. This support culminates each year with the Section staff and volunteer professionals administering nine different boys and girls Utah High School Activities Association championships. Each year these acts of service provide us with a valuable and unique reason for staying involved with high school golf. The 2010 Utah High School Golf Championships were no exception.

The 3A and 4A boy’s golf championships provided some interesting challenges for Sunbrook and Southgate golf club’s staff, the Utah Section staff, and a large group of PGA and UHSAA volunteers. Seeking a more moderate climate for these mid-October golf events the 2A, 3A and 4A state golf championships were scheduled in the St. George, Utah area. Because of a short notice venue change along with both travel and time restrictions the Section faced some very interesting challenges for this year’s 3A and 4A events.

The major hurdle was to get both 3A and 4A classifications finished with a 36 hole event without being able to stay over for a third day of play to finish any daylight delayed rounds. The pressure was on to tee-off over 220 golfers and have them complete their two rounds of golf with only Sunbrook’s twenty-seven holes available.

With a few format changes and a lot of great support from area PGA Members including host Professional Reed McArthur and staff and the UHSAA President Craig Hammer and Staff the near impossible was accomplished. Park City High School of Park City, Utah and Bonneville High School of Ogden, Utah were respectively crowned the 2010 3A and 4A Utah State Golf Champions.

This year’s valuable and unique moment actually occurred after both the individual and team awards had been decided. Paired at the end of the field were several groups that had not scored well enough to start play earlier with the team leaders. The format allowed the event to be considered complete without their scores. These later groupings were concerned that they would be forgotten in the rush for the leaders to finish. Would

continued on page 12

2A

State Championships held at St. George Golf Club
State Champions: Beaver High School
Medalist - Dallon Murdock, Beaver High School

- | | |
|----------------------|------------------------------|
| First Team All State | Beaver High School |
| Dallon Murdock, | Rowland Hall High School |
| Caleb Chodosh, | Beaver High School |
| Braxton Williams, | Grand High School |
| Zak Hazlett, | Layton Christian |
| Alex Pellegri, | Waterford High School |
| Mic Lauret, | Layton Christian High School |
| Austin Geddings, | Hunter Lucas, |
| Hunter Lucas, | South Summit High School |
| Chris Dowell, | South Sevier High School |
| Hunter Hansen, | Beaver High School |

3A

State Championships held at Sunbrook Golf Club
State Champions: Park City High School
Medalist- Michael Coopman, Park City High School

- | | |
|----------------------|----------------------------|
| First Team All State | Park City High School |
| Michael Coopman, | Desert Hills High School |
| Christian Adams, | Park City High School |
| Justin Schlucker, | Juan Diego High School |
| Nick Smart, | Park City High School |
| Matt VanLeeuwen, | Desert Hills High School |
| Scott Murdoch, | Desert Hills High School |
| Michael Orchard, | Wasatch High School |
| Jake Wagstaff, | Judge Memorial High School |
| Davis Kinney, | Park City High School |
| Brian Schwerin, | |

4A

State Championships held at Sunbrook Golf Club
State Champions: Bonneville High School
Medalist- Greg Diaz, Bonneville High School

- | | |
|----------------------|--------------------------|
| First Team All State | Bonneville High School |
| Greg Diaz, | Dixie High School |
| McCoy Willey, | Bonneville High School |
| Tanner Alder, | Wood Cross High School |
| Peyton Hastings, | Spanish Fork High School |
| Elliot Maula, | Logan High School |
| Arman Ben Jacob, | Bountiful High School |
| Rick Davis, | Dixie High School |
| Kyo Sasaki, | East High School |
| Remington Schultz, | Orem High School |
| Dalton Stanger, | |

5A

State Championships held at Sleep Ridge Golf Course
State Champions: Lone Peak High School
Medalist- Patrick Fishburn

- | | |
|----------------------|------------------------|
| First Team All State | Fremont High School |
| Patrick Fishburn, | Alta High School |
| Kenny You, | Layton High School |
| Brandon Kidda, | Syracuse High School |
| Devon Purser, | Northridge High School |
| Kyler Dearnod, | Brighton High School |
| Andrew Paulson, | West High School |
| Austin Banz, | Bingham High School |
| Mana Angilau, | Davis High School |
| Steve Lindsey, | Lone Peak High School |
| Alex Stulce, | |

Demonstrating Your Value

by Jeff Beaudry, PGA Employment Consultant

It's an old adage in our business that PGA Head Professionals and Directors of Golf get hired for having one set of skills and replaced for not having another. One example might be a professional who is hired based on their excellent customer service reputation and later they are admonished for less than stellar budget prowess. The underlying message is that the "grading system" changed and either no one told the professional or the professional was unable or unwilling to adjust. What Employment Consultants often hear from employers is; "Our business model has completely changed in the past two years but our Head Professional has not kept pace." For the past several years course closures have exceeded new course openings. Budget tightening and downsizing have occurred and added to the pressures placed on managers. While we all hope this is temporary, the reality is that this is the environment we currently find ourselves in. PGA Employment Consultants' experience working with employers as well as counseling PGA members has provided us a unique perspective on the factors that may go into an employer's appraisal process.

It is human nature to focus on historic successes. Unfortunately, in an unpredictable business climate, emphasis is necessarily placed on the here and now. There are many factors, much like fitting together the pieces of a jigsaw puzzle, to remaining relevant and valuable in the eyes of your supervisor. The key element that many professionals overlook is identifying and solving the 3-4 puzzle pieces that the employer feels are absolutely critical. Just as every PGA Professional is unique, every facility is unique with its own financial and management strengths, challenges and current priorities. Therefore, each will weight puzzle pieces uniquely. Below is an illustration of some fundamental components

that employers may use to differing degrees in assessing their current PGA Professional:

Team Player – As staffs shrink, the importance of each member understanding not only the facility's goals and challenges but also their role on the team becomes more critical. While individualism can be a valuable trait, it is wise to be seen as someone who has the organization's interests at the forefront and is a cooperative and contributing team member.

Financial Acumen – In the past, private equity clubs may have left the budget in the hands of the controller or general manager. Now many have joined the ranks of for-profit facilities and hold each department head financially accountable. Employers expect that not only will the professional develop the budget and understand the financial statement, but also provide analysis and recommend remedial actions on the fly.

Work Ethic – In many instances the previous generation of PGA Professionals set a work schedule that may be difficult to live up to today. Some would make the case that the modern work environment is more stressful and there are fewer opportunities such as playing to unwind. Still, look at your supervisor, owner and members, most of them are probably also working harder and longer with less support staff than they would like.

Leader/Motivator – It would be hard to overemphasize the value employers place on leadership. The PGA Professional is the gold standard of the golf operation. We have the education and experience and we are expected to use those to

the benefit of the facility. Thanks to PGA education and the commitment of our members, good managers are not rare. However, as in any industry, people who can lead and motivate are a sought after and valuable commodity.

Visible – It is a symptom of the many responsibilities of today's Head Professional or Director of Golf that interacting with the golfers is one of the first things that is sacrificed on a busy day. Yet, that is one of the things that employers most often list as a needed area of improvement for their professional. The best among us make time to do what they like - greet the golfers and provide them a welcoming environment.

Adaptability – A trap that professionals need to be aware of is being stuck and committed to comfortable habits. Supervisors we talk to many times note that while they have been happy with the past, they meet resistance from the professional when they suggest new ideas or procedures. It can mark a professional as inflexible or un-coachable and perhaps replaceable.

Communicator – It is possible for a person to be a leader, be visible and adaptable and yet not succeed in communicating his or her vision. A key facet of the success puzzle is conveying goals to team members, supervisors and customers. In a world when everyone has both too much information available and not enough of the right information, it is imperative that PGA Professionals communicate with their employers effectively. Some have taken to producing weekly or monthly "Executive Summaries" for their supervisor providing a brief update and highlighting accomplish-

Giving Back to the Game! (continued from page 11)

anyone care if they finished their round and met their personal goals to finish with a score in the state championship?

Their finishing holes could have been mistaken for the final round of the golf movie *The Legend of Bagger Vance*. With the few remaining rays of sunlight bouncing of the famous scenic red rock formations of St. George the tournament staff's attention turned toward fulfilling their commitment to the final groups of the day. They had promised to do everything possible to help them finish the event. The expanding shadows increased the staffs' intensity which spilled over into the re-

maintaining teams and spectators. The crowd grew around the bowl shaped finishing hole. Parents and teams also stood on the clubhouse back deck and cheered as each group finished ahead of the waning light.

There were over 100 people waiting to cheer on the final groups. The last group of the day was two groups of three. Tournament officials joined the six players together to play the last hole and take advantage the little daylight that was left. Although they were lining up their final shots by the light of a bright moon and aided by the St. George's city lights in the background; this final group was still

able score 5 pars and a bogie on their final hole. The energized crowd gave them a standing ovation for their determination to finish.

The game of golf provides many opportunities to set and achieve goals. Completing a goal even as small as finishing a round of golf can have a very positive influence on junior golfers and those that teach them. With cell phone lights bouncing all around six boys became "golf stars" for just one moment. Utah Section PGA Golf Professionals are glad to be involved in such worthwhile life lessons.

Team Player	Financial Acumen	Work Ethic	Leader Motivator
Visible	Adaptability	Communicator	Rain Maker
Energy/Creativity	Time Management	Customer Service	Staff Management
Interpersonal Skills	Technology	Marketing/Player Development	Teaching/Playing

ments and challenges. Another valuable resource is the PGA Professional Report template available at PGALinks.com. It guides the professional through the process of itemizing their accomplishments since the last performance appraisal.

Rainmaker – The PGA Professional who is able to drive revenue either through new member sales, increased rounds by existing golfers or promoting and serving outside groups will stand out and be sought after in this economy.

Energy/Creativity – While adaptability is being willing to try new things that are suggested, energy and creativity comes from within. We in the golf business have the privilege and joy to live and work in a setting that many of our customers envy. It is obvious when a person genuinely enjoys their work. A lack of motivation or energy may strike those people as petty and self-indulgent. Many of us feel we lack creativity, the ability to develop original ideas or programs. But there are ways we can tap into the creativity of fellow members. Two that come to mind are to reach out to your fellow PGA members to find out what is working for them and be sure to visit the Best Practices site at PGALinks.

It is more critical than ever that PGA Profession-

als truly are "the experts in the game and business of golf." In addition to the above traits, most employers are also looking for growth in the following areas, based on their needs and priorities, along with evidence of quantifiable accomplishments:

Time Management – As long as there are 24 hours in a day, we will all probably end the day having not accomplished everything we hoped. Prioritization then is essential. It is much better to leave at the end of the day, knowing that you were able to accomplish what was most critical.

Customer Service – While technical skills are important, customer service and interpersonal relationships are absolutely fundamental to a professional's success. For PGA managers, this includes indoctrinating your golf staff from outside services to assistants with a "service-first" philosophy.

Staff Management – Increasingly, PGA managers are evaluated on their ability to recruit, hire, train, manage, develop, motivate, evaluate and mentor those they supervise. The service levels and competency of the staff will be a reflection and extension of the managing professional.

Interpersonal Skills – Different from customer service, or staff management, these skills refer to the ability to successfully interact with a broad constituency. This includes people such as, supervisors, other department heads and vendors.

Technology – Virtually every facility values the ability to use golf operations and POS applications, Word, Excel, e-mail, database and contact management, website development and social networking sites. Current employees who disdain technology or refuse to utilize it, do so at their peril.

Marketing/Player Development – At almost all facility types, developing and implementing programs and activities to increase rounds, participation, memberships, customer base and create new players is high priority for employers.

Teaching/Playing – Fortunately, providing instruction programs to all skill levels, coordinating junior golf programs, playing golf with members/customers, playing competitively and Pro-Am participation is still viewed as an asset only the PGA Professional provides. Don't allow your teaching and playing ability to deteriorate and become a negative to your career as well as your enjoyment of it.

Finally, remember the best job security is to prove that you are more valuable to your employer and your facility today than you were yesterday. Make sure that you have done everything possible to set yourself up for success including conferring with your PGA Employment Consultant. Don't hesitate to contact me if you would like to discuss your career or for assistance with any PGA employment service.

Jeff Beaudry is an Employment Consultant for the PGA of America and a PGA Certified Professional. He can be contacted at (801) 568-3980 or by e-mail at jbeaudry@pgahq.com.



Rules Review

Rule 4 Clubs 4-4 Maximum of 14 Clubs

by Kory Woodland, PGA, The Barn Golf Club

In the days of hickory, many players carried 5 or 6 clubs. Chick Evans recommended 10 clubs as the optimum amount. As steel shafts came into existence, players found that they couldn't maneuver the golf ball as well so they started adding clubs. Lawson Little won the U.S. and British Amateurs with over 30 clubs.

Officials at the USGA and R & A both felt that players were finding ways to purchase a game rather than learn the skills required to work the golf ball. A movement began to limit the number of clubs. I've heard a number of stories about how the number 14 was chosen, but one I like is that someone asked two well known players how many they thought was correct. One said 12 and the other said 16 so they picked 14.

In 1938, the USGA declared that the maximum was 14 clubs. The R&A followed suit in 1939. Originally the penalty for too many clubs was disqualification. I've heard a story that a player at the Walker Cup accidentally had 15 clubs in his bag and the officials there decided that disqualification was too severe so they changed the rule right there. For a while, the rule was loss of hole for every hole or two strokes for every hole where the breach occurred.

With a maximum of two holes or four strokes.

Finally Rule 4-4 was written with the penalty being two stroke per hole with a maximum of four strokes in stroke play. In match play the status of the match is adjusted after the completion of the hole deducting one hole for each hole played with a maximum of two holes. Decision 4-4a/9 clarifies the match play penalty. Just remember that if you start the round with 15 clubs and don't discover it until you've lost the first two holes, you'll be four down after two.

The player may not start a round with more than 14 clubs. If he starts with less, he can add clubs up to 14. There are limitations on what clubs can be added. He cannot delay play in getting the club and he may not add or borrow a club from any other player who is currently playing the course.

Partners in a four-ball or foursomes team can share clubs as long as they don't have more than 14 between them.

Once a player discovers that he has too many clubs, he must immediately declare the excess clubs out of play. Failure to do so will result in disqualification.

A frequent question is whether a club can be taken out of play before the round but still carried.

The answer is no. The club can not be put on the floor of a golf cart before the round. Players don't understand this, but the cart is just another piece of the player's equipment and putting the club there is no different than putting it in the bag.

Fortunately the rule isn't so harsh that it prevents us from finding another player's club and bringing back to the clubhouse with us. Some people also think that if a player incorrectly borrows a club from another player that the other player may not use it again. This is incorrect. The borrower may not use it again, but the loaner can have it back and use it.

One of the saddest rulings happened to Phil Mickelson when he was in college. He was at the first tee and had counted his clubs. While he was waiting to tee off, a fellow teammate accidentally put his putter in Phil's bag. Phil teed off and was penalized for having 15 clubs. At least he was allowed to give the putter back to the other player to use in his round.

Decision 4-3/12 says that if you are in a playoff in stroke play, you can change clubs between the end of the final round and the start of the playoff as it is a new stipulated round.

Learn from Your Mentors

by Kirk Abegglin, PGA Teaching Professional, Scheinter's Riverside Golf Course

What do all successful teachers and coaches have? This is a good question and I have been fortunate enough to have had very successful coaches and teachers as mentors. I started teaching golf full time 15 years ago. Since then I have called back upon many of the great lessons I have learned from my mentors. As teachers we must provide a fun and comfortable environment for learning. The learning environment we provide is crucial to selling and teaching quality golf lessons. I'm not talking about the practice facility part, as much as I am the learning environment part. When students have fun, feel welcome, see you organized and know that you really do want them to succeed, they will learn better. When you show great enthusiasm for your teaching, your students will become motivated and enthused as well. They will practice and play more. And as they become better players, they will tell their friends. Last year I taught over 700 golf lessons and many of them referrals from current and former students.

So what did my mentors teach me? Kenny Andrews at Round Valley Golf Course gave me my first job. I was cleaning clubs, washing carts, picking up range balls and mostly playing golf. He had a great smile and was happy to see me. I couldn't wait to get there each day.

The late Gary Holman, at Palisade Golf Course taught me to have a great work ethic. I dragged hoses to newly planted trees, changed the quick coupler heads all night, and then I mowed greens, tees and aprons in the morning. Of course, I played golf the rest of the day until I had to water again. He smiled as I sneaked a few more holes in before work.

Jeff Smith, taught me about enthusiasm for junior golf. His love for teaching and his desire to help juniors was inspiring. Junior golfers looked forward to coming to Golf City because Jeff knew their names and greeted them. To this day my favorite lessons are with the junior golfers.

While I was playing basketball, for the late legendary coach Wilbur Braithwaite at Manti High School, he taught me about patience and encouragement. He never received a technical foul while coaching and when we lost games, he encouraged us to keep our heads up. As a team, he told us, we will come together when it counts and win big games. And we did.

Ernie Schneider, at Schneider's Riverside who greets and meets everyone daily with a smile, has taught me about the importance of customer service and an appreciation for those who visit our facility. I chuckle daily as he will say to them "Where have you been? We missed you!" They smile and know

someone cares. He is excited to see them working on their games.

Stew Marsh, Snowsport's director at Snowbasin Ski Resort, reminds us daily to talk less and play more. Let the mountain help teach the student. We can learn more readily by experiencing the environment instead of telling students about the environment. This is fun for all, both the students and the instructors.

My father, Ron Abegglin, taught me about the importance of fundamentals. While playing basketball for him at Snow College he reminded us daily that fundamentally we need to be efficient. Practice time needs to be like game time. Our practices were fun as we worked on fundamentals, but we also competed, played games, and had contests for drinks. We won games, had fun and we all smiled.

Take the time to smile and thank your students for their commitment to playing better golf. Let them know that you appreciate them, that you are happy to see them and always give them your best. Be willing to teach a 6:00 am lesson or stay late to teach an 8:00 pm lesson. Learn their names and greet them with excitement. Teach them the fundamentals, and check for understanding, but make sure they have fun. Have contests, play games and give away small rewards. Make sure they practice with a pur-

continued on next page

Get to Know Erik Skinner



by Kent McComb, PGA

Erik Stephen Skinner is the First-Assistant Logan River Golf Course in Logan, Utah. He became a Class A Member of the PGA in June 2010.

Erik is married to Deana and they have three young children, Zachary (6), Emilee (3) and Beckham (3 months). Erik graduated from Logan High School in 1993 and Utah State University in 2003. From 1998 to 2000 Erik played for Idaho State basketball team and was the Director of Basketball Operations for Utah State from 2001 to 2007.

Erik fills many responsibilities at Logan River including: Junior Golf Coordinator, High School Golf Coach, private golf instructor, merchandise assistant, club fitting and repairs, assists with daily reports and deposits and manages shop employees.

Learn from Your Mentors

pose and emphasize quality of practice not quantity. Encourage those who struggle and give them something simpler to work on so they succeed. Spend more time with your students on the golf course so they experience the playing environment. The golf course will help our students learn more, just like the mountain will help the skier ski well. Our students will appreciate the time on the course and the variety of topics we cover. You can help your students fundamentally on the practice range, but you can also help them become better players through proper course management and club selection.

Our students not only want you to help them with technique and the fundamentals, but they also want to see your enthusiasm, your patience, your encouragement, your caring and your smile. A student's smile after they get one airborne, or drop one in the hole, or shoot a low score is rewarding and contagious. This keeps us going with a positive attitude, a commitment to the game and a passion to teach.

Member Profile Tony Angelico

by Kent McComb, PGA

This issue's member profile focuses on Tony Angelico who is currently the General Manager and Head Golf Professional at the Hubbard Golf Course at Hill Air Force Base.

Tony came to the Utah Section from Texas in February 2006. He was born August 23, 1967 and attended James Madison High School in San Antonio, Texas. Tony later attended the University of Texas at San Antonio where he received his BS degree in 1990. Tony has been married to his spouse Justine for 18 years and together they have 3 children: Nick-14 yrs, Jake-10 yrs, and Alyssa-6 yrs.

Along with spending time on the golf course, Tony has spent many days at the ball park playing baseball in high school and later playing some softball. He said he has since hung up the cleats and spends more time on the sidelines coaching his children's teams in football, baseball, and basketball. His hobbies and interests are all sports, coaching, and

snow skiing (a little more snow in Utah than Texas). Tony recognizes his mother as the person who has most influenced his life (his father passed away during his childhood) and says "I owe everything to my mother for raising me properly".

Tony says his career goal is "to love what you do regardless of position or location". He advises all the apprentice professionals not to procrastinate while going through the program. According to Tony "I waited until the deadline for each level taking all 6 years to complete...not the way to go". (Take note apprentice professionals)

Among other career highlights Tony was the recipient of the 2009 Air Force Golf Program of the Year Award. It has been a pleasure to get to know Tony over the past few years. We look forward to having him as a member of the Utah Section for many years to come.

Membership Review

Quarter Century Club

Greg Cayias, PGA
Nibley Park Golf Course

Kenneth Clark, PGA
Golf in the Round

Jeffrey A. Smith, PGA
Weber State University

Kelly Woodland, PGA
Barn Golf Club

New Members
Matthew C. Baird, PGA
Riverside Country Club

Ross J. Duggan, PGA
Promontory Club

Kelly L. Plaisier, PGA
Willow Creek Country Club

Erik S. Skinner, PGA
Logan River Golf Course

Albert S. J. Tucker, PGA
Promontory Club

Joseph R. Wesley, PGA
Hidden Valley Country Club

Deceased Members
Grant Leavitt, PGA
May 19, 2010

Mike Waldram, LM
October 1, 2010

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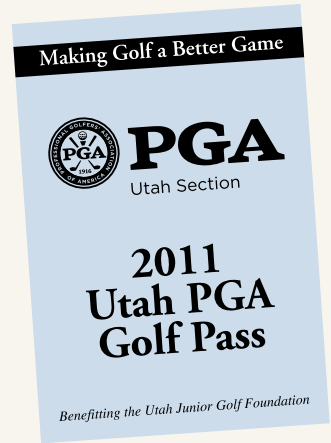
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