



**2018 CPGA ANNUAL MEETING MINUTES**  
**Monday, February 19, 2018**  
**Greensboro Coliseum Special Events Center – Greensboro, NC**

The Carolinas Section conducted its Annual Meeting on Monday, February 19, 2018 at the Greensboro Coliseum Special Events Center in Greensboro, NC. In attendance were President John Marino, Vice President Paige Cribb, Secretary Bob Byrnes, Tournament Chair Larry George, PGA District 10 Director Kelly Williams, At-Large Director Andrew Shuck (NC), Area Directors Bret Miller, Tom Mason, Josh Wagaman, Bill Hall, Brock White, Jason Toryk, Donald Clement, Chris Byrd, Robb Wade, Buddy Lawrence, Executive Director Jeff Abbot, and approximately 600 PGA Members and Apprentices.

Marino called the meeting to order at 8:00 AM and lead the Pledge of Allegiance. He then asked Awards Chair Mike Harmon to give an invocation.

Executive Director Abbot recognized Club Car for its support of the CPGA Awards & Honors Dinner which took place on Sunday evening. He also thanked the Greensboro CVB and Merchant Services LTD for their support of the Annual Meeting. Source4 representatives Dan Siadak and Mike Bosche presented a check for \$50,000 representing their donation from the PGA Championship Merchandise proceeds.

President Marino observed a moment of silence for the CPGA Members who had passed away in the previous year. Secretary Byrnes performed the official roll call for those on the Board of Directors. The minutes for the 2017 Annual Meeting and all 2017 Board of Directors Meetings were approved.

President Marino delivered his report which included an update on Rick Murphy's National Secretary Campaign, the highlights of hosting the 2017 PGA Championship at Quail Hollow, the establishment of our new PGA REACH Carolinas Foundation, and the board's plan to drive more opportunities to the local area level. He recognized the board and committee chairs for their past two years of service, as well as the 2017 CPGA Award Winners.

Vice President Cribb delivered her report with an update on the Section's financial status. The Section directly maintains three separate funds: (1) Operating, (2) Foundation and (3) Investment. The Operating and Foundation funds are balanced "break-even" budgets, while the Investment fund is budgeted to yield an 8% return.

For the year ended 2017, Cribb reported the Operating Fund, which we have the most direct control, had a net operating gain of \$44,187. The majority of this gain was due to increases in corporate partnerships and higher than expected revenue from the PGA Championship.

The Section launched the PGA REACH – Carolinas Foundation in 2017 to coordinate growth of the game, military and diversity initiatives. With the majority of the funding derived from the National Car Rental PGA REACH Charity Pro-Am at Quail Hollow Club and PGA Championship Merchandise Source4 sales, the Foundation Fund generated net revenue of \$213,521.

The Investment Fund was up 8.9% for the year, which yielded a \$183,454 gain and a year-end balance of \$2,178,482. This gain was in line with industry benchmarks. The board approved to withdraw 4% of these returns for direct member benefits such as increased chapter funding, educational speakers and social events starting in 2018.

The consolidated operations yielded an overall net income gain of \$407,718 after recording income from chapters, prior year expenses and unique/one-time expenses. The Section is in a favorable financial position with positive cash flow, healthy cash reserves, a strong investment fund balance and zero long term debt.

Cribb was pleased to report there will not be a dues increase in 2018. To conclude her report, Cribb noted the staff has worked hard and increased corporate partnerships by nearly 50% in 2017 to help support tournaments and subsidize operations. She encouraged members to support our partners.

Secretary Byrnes gave his Membership Report. He noted the National PGA Board of Directors in January 2018 made the following changes to the PGA Constitution and Bylaws: The term PGA Apprentice is now PGA Associate, the

Inactive classification has been changed to Reserve, and PGA Golf Management University Students will now be referred to as PGA Students.

In regards to changes with the membership roster, Byrnes reported a gain of 31 PGA members this past year, and a decrease of 9 associates, for a net increase of 22 professionals. The total enrollment of the Carolinas PGA is currently at 2,033 members and associates – the largest of the 41 sections.

Executive Director Abbot commented on his second year of service and how much of an honor it is to serve the section. Abbot introduced and thanked his staff and reported on staff initiatives for 2018 highlighted by the foundation's Kevin Harvick Celebrity Pro-Am and the success of PGA Junior League. He concluded by reviewing the rules for Big Week's cash jackpot.

Tournament Chair George reviewed highlights of the 2017 tournament survey and then presented the dates and locations of the four major stroke play championships and the three Section Professional Championships. He announced that tournaments run by Section will adopt the new local rule eliminating the two-stroke penalty currently prescribed by Rule 6-6d for failing to include a penalty on the score card when the player was unaware of the penalty.

Executive Director Abbot introduced Folds of Honor family scholarship recipient Diane Nemececk and then recognized the Section's military initiatives highlighted by \$575,000 raised for the Folds of Honor in 2017, bringing the total since inception to over \$4 million. He then addressed the success of the new PGA H.O.P.E (Helping Our Patriots Everywhere) program with 8 HOPE Chapters in the Carolinas, which included a powerful video narrated by Jack Nicklaus. PGA Professionals which supported Folds of Honor or a HOPE Chapter were asked to stand to be recognized.

District 10 Director Williams commended Rick Murphy on his Secretary Campaign and then gave an update on the new PGA Learning Strategy with three career paths (golf operations, teaching/coaching and executive management). He also updated the membership on PGA Perkspot and changes with Golf Retirement Plus.

There was no old business. One new business question was submitted by Brad Poplyk, PGA concerning PGA Scholarship funding which is submitted to the institution instead of the individual. An explanation from PGA headquarters was reviewed by Byrnes.

President Marino conducted the elections. Jeff Avant ran unopposed and was named Tournament Chair. Vice President Cribb was elected to President. Secretary Byrnes was elected to Vice President. In the one contested election, Area VIII Director Chris Byrd was elected as Secretary over Area VI Member Jim Lohbauer.

PGA Career Consultant Mike Mueller gave an update on the expansion of his offered services, as well as an update on the PGA facility database project. Lastly he encouraged all members to complete the compensation survey by the March 31<sup>st</sup> deadline. The section's goal is a 70% completion rate.

The newly elected Officers, Avant and incoming Area Directors Ben Smith (Area III), Brock White (Area V) and Robb Wade (Area IX) were sworn into office by Past President Mike Casto. Josh Wagaman (Area III), Bill Hall (Area IV), Jens Klemsche (Area V), Jason Toryk (Area VI), Derrick Garrou (SC At-Large Director), Larry George (Tournament Chair) and Chad Newton (Honorary President) were thanked for their years of service to the Board of Directors.

Newly Elected President Cribb conducted Open Forum. There were comments offered on the need for more diversity within golf and the PGA, as well as the merits and promotion of Top Golf in Charlotte.

Cribb then recognized and thanked Honorary President Marino. Executive Director Abbot went over a few important items relating to the CPGA Merchandise Show and Education Seminars.

President Cribb thanked the Membership and adjourned the meeting at 10:00 AM.