

District 2 Director

Robert J. Gates, PGA

A-1 Bardstown Country Club

Dear fellow KPGA members,

This brief biography is being submitted to declare my intentions to run for the KYPGA's District II Director position.

Born in Coldwater, Michigan, my love affair with golf began at the age of 12 in 1992. Under the guidance of Rolla Frisinger, PGA, I quickly caught up with other juniors in my area that got their start in golf at a much younger age. Rolla was not only the Head Professional at our local club, he was the Tournament Director of the Power-Bilt Michigan Junior Tour. The only way I could get to events to participate was to ride with Rolla and his staff, help set up, compete, and then help tear down. I became a successful junior player and was part of some successful high school teams. From these early experiences I knew that one day I wanted to be a PGA Professional.

I enrolled in the Pennsylvania State University's PGM Program upon completing high school in 1998.

After three semesters and during my first internship I dabbled in the stock market as a day trader. From my immediate success in that endeavor, I made the decision to leave school and focus full time on day trading. Two years later I found myself moving to Bowling Green, Kentucky and starting a corporate events business. I traveled the state organizing fundraising drives for businesses conducting book and gift fairs. After two years of building this business I sold out and spent the next three years dabbling in several different industries, including: insurance sales; food and beverage; and construction. During this time away from golf I learned many different skills that make me a better businessman in the golf industry. But, the most important thing I learned is you have to do what you are truly passionate about.

I am truly passionate about the game of golf and every aspect of our business. I got my restart in the business under the mentorship of Jeff McGill, PGA, at the Bowling Green Country Club in 2007. Under his guidance I honed my skills as a golf professional in all areas of our business. I also served as the Girls Golf Coach for South Warren High School for two seasons, from 2010-2011. In 2011 I became a Class A Member of the PGA and got married to my wife Ashley.

In 2012 we moved to Nashville and I took a position at Gaylord Springs Golf Links as an Associate PGA Professional and Merchandise Manager. I also co-coordinated a Tournament Program that conducted over 110 corporate outings a season. I was part of a management team that included six Class A Professionals, including Harry Taylor and James Paschal. In my time at Gaylord Springs retail sales averaged over \$500,000 and the facility was recognized as the Tennessee Section Merchandiser of the Year, a PGA National Finalist, and Marriott's Golf Merchandiser of the year. While in Nashville I also conducted in school golf programs for private and public schools.

In July of 2014 Chris Osborne, PGA, gave me my first Head Professional job at Bardstown Country Club. In my short time here I played an integral role in growing our customer database, refocusing our marketing strategy, improving staff training programs, and expanding our member services and tournament program. In December of 2014 I became Certified in Golf Operations. I plan on continuing to further my education in the PGA by pursuing Certifications in General Management and Teaching, with hopes of becoming a Master Professional in one of these areas.

I am passionate about our organization, our game and our business. This game has given me so much and I have a strong desire to give back and serve our organization in any way I can. I was just recently added as a member on our Tournament Committee and I feel that serving as your District II Director is another great way for me to serve the section. As Director I promise to be available to all I serve in any capacity they need; whether that be to address their concerns, or to provide assistance and guidance.

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I've had the pleasure of working with and for some of the great leaders in our business. I have worked in the Private, Resort, and Semi-Private / Daily Fee sectors. The roles I have served in these facilities make me an extremely well rounded professional. My knowledge gained in these roles make me a valuable contact for any to lean on. My continual thirst for more knowledge comes from my desire to constantly make strides to improve myself, my facility, our game and our organization. It would be my pleasure to serve the Kentucky Section as your District II Director, and I humbly ask for your vote.

Thanks,

Robert J. Gates, PGA