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MONEY MATTERS **“IT’S THE COSTS THAT COUNT”**

BY MATT REPASS

Many of our clients here in Delmarva are successful business owners. And there is a common thread to their good fortune. Now, you might be saying to yourself, “Yeah, the common thread is profit,” and while this is certainly true, we need to take a step back to look at the elements that get them to that profitable state. To reach a healthy level of profitability, the common thread these successful business owners share is their keen awareness of managing costs or overhead expenses. It’s really rather simple: Reduce your overhead, increase your Profit! Additionally, no business can determine its profit if it doesn’t know its costs. This simple fact is an absolute for business success.

In my two-plus decades as an investment advisor, I’m still struck by the paradox of how many people -- business owners included -- who, fully aware of this critical element of business success, fail to apply the same logic to their personal investing. Don’t get me wrong, what you invest in is important, as are the methods, the philosophy and the goals, but the plain and simple truth is, if you don’t know how much it costs to operate your investment portfolio, you have no way of knowing what your “profit,” or returns, are each year, period.

For years I have conducted educational workshops on retirement planning as a method to introduce myself to potential new clients. These educational workshops even have a simple homework assignment I ask each attendee to complete before coming in to meet with me. This three-question assignment is very simple; however, it manages to stump almost all who attempt its completion. They are:

1. Do you know the Fee & Expenses you are paying to manage Your Money? (i.e., commissions, mutual fund expenses, 12b 1 fees, deferred sales charges, trading fees or advisory fees)
2. Do you know the returns on your money?
3. Do you know the allocations of your money?

In my opinion, having a satisfying and rewarding investment experience can’t occur without my client being completely aware of all the costs of doing business. I pledge to anyone who walks through our doors, whether they do business with us or not, that they will be fully aware of the costs of investing at PKS before we conduct business. Why are the costs of investing so critical? By simply reducing your investment portfolio expenses by 40% to 60% over your 30-year career or 30-year retirement will increase your spendable money by 82%!

Offer a business owner an idea or product that will help them reduce their overhead by 40% to 60%, and they will certainly be all ears -- knowing that such a reduction in costs go directly to increasing the “bottom line” or profit. Before thinking about the next great investment, hot stock or top fund to get you higher returns, why not focus on cutting your overhead costs first?

I strongly encourage the readers of this article to answer the three questions for themselves. If you find you are like most, meaning unable to answer all three, I then have only one more question for you. Why? If you are serious about your money and serious about starting 2011 on the right financial foot, perhaps getting the answers to these questions would be a profitable place to start.

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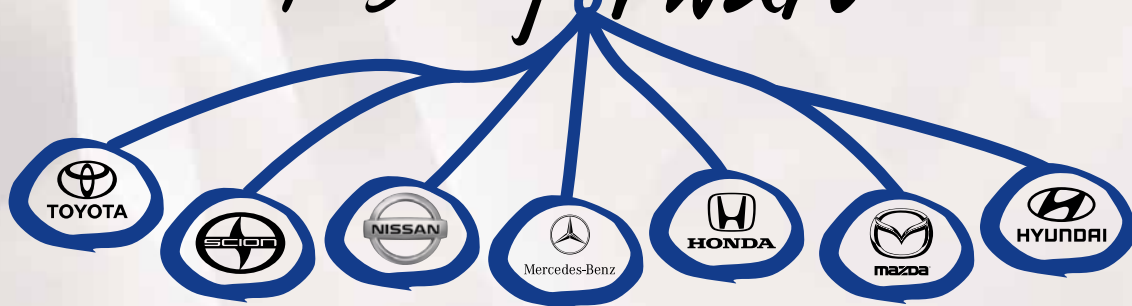
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THIS ISSUE OF **ESGM** IS DEDICATED TO

Amber Ramsey

Mrs. Amber Clifford Ramsey, age 34 of 116 Dusty's Road, died Sunday, December 5, 2010 at Lewis Gale-Allegheny, Low Noor. She was the wife of Patrick W. Ramsey.

Mrs. Ramsey was born September 30, 1976 in Baltimore, MD, the daughter of Ira Michael Clifford (Lighthouse Sound member) and Donna Kern Clifford. She was a member of this community for six years and was employed as a substitute teacher at Falling Spring Elementary School where she was also involved with the Girl Scouts and other activities at the school. Mrs. Ramsey was a member of the Granbery Memorial United Methodist Church. Most of all, she enjoyed being a mother to her children.

Amber is survived by her parents Ira Michael Clifford and Donna Kern Clifford, her husband Patrick W. Ramsey, one son and three daughters: Cody Hunter, Makenna, Caydance Morgan and Finley Madison, all at home: Step daughter Victoria Alexander "Tory" Ramsey of Radford; maternal grandparents Earl and Olga Kern; paternal grandmother Dreama Clifford; in-laws Ronnie and Sherry Ramsey of Buchanan; one sister Shannon Leigh Gillespie of Glen Burnie, MD; sister-in-law Crystal Ramsey of Norfolk and nephew Keegan Gillespie of Glen Burnie, MD.

The family suggests that memorial tributes take the form of the contributions to Falling Spring Activity Fund, c/o Falling Spring Circle, Hot Springs, VA 24445.
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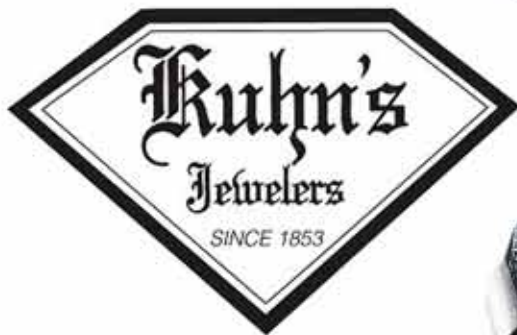
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 Graduate of Von Lee International School of Esthetics. Currently an Esthetician and Reflexologist at Robin Walter Salon & Spa in Ocean Pines,Md.,Ambassador for Amazon Herb Co.,Certified Feng Shui Consultant,Owner of Lucky Girl Bath and Beauty Products. I give lectures on various topics and offer in home Spa Parties. My passion is to help others look and feel their best. I love to live, learn and pass it on!



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HISTORY OF THE HIGH SCHOOL GOLF (BAYSIDE DIVISION)

■ BY JIM KRALL



Butch Waller

The Bayside Golf Conference has a 'hero', who is considered by most as a 'Living Legend'. His name is Mr. Butch Waller, and this article is dedicated to his accomplishments and leadership as the man behind the league, who made it possible to have such an outstanding high school golf program as the Bayside Conference. I would be remiss to not mention that Coach Waller has left his mark on so many other aspects of coaching and teaching beyond golf, however, the enormous amount of contributions he's made in those areas as well is far too lengthy to mention in this article.

Coach Waller graduated from East Tennessee State University in 1965, where he earned both bachelors and masters degrees. Just prior to graduation, and the possibility of moving his family of three (wife – Sandy and infant son – Spencer) to Florida to look for work, another legendary coach, the late Mr. Charlie Berry, Waller's mentor,

informed him that there was a position opening in Salisbury. Coach Berry persuaded him to apply, and a year later his career as a physical education teacher was launched at Wicomico High School in Salisbury, where he still works today, forty-five years later. When he began his career, physical education teachers were expected to coach at least two sports. Having a strong athletic background as a tri-athlete, he quickly took on the challenges of coaching basketball and baseball to fulfill his passion of working with kids and teach them the games he enjoyed so dearly. A short time later he added the golf coach to his resume and forever changed the way golf was conducted in our area.

In the late 50's and early 60's high school golf on the eastern shore of Maryland had consisted of only a handful of teams, with 'select players', from Worcester and Wicomico counties. He soon discovered that he would have to fight an uphill battle to make golf available to all kids, regardless of their background. He credits the assistance received from Mitch Wyatt's parents; the late David and Barbara Wyatt, and the parents of the late Jeff Smith; Bill and Jean Smith. The relentless efforts of Coach Waller, his wife Sandy, and a small group of concerned parents joining the Wyatts and Smiths, helped change the views of the time and establish a sports program without socioeconomic boundaries.

During the infancy stages of the newly created and equal opportunity program there were only seven teams from Pocomoke, Snow Hill, Stephen Decatur, Wicomico, James M. Bennett, Parkside, and Mardela. In fact, first few years that he coached golf were without pay. Even though Waller did not receive any monetary compensation for his efforts, the intrinsic rewards of his accomplishments and the joy he brought to so many young, aspiring golfers, was all he needed to fuel his desire and passion to continue building upon and improving the program. His greatest challenge was persuading schools without a golf program to get on board and form a team. In 1977, Coach Waller's relentless efforts put the Bayside Golf Conference on the map, and within a few years he had succeeded in promoting and growing the league to maximum participation of all 18 schools on the shore. His wife Sandy, who was a teacher at JM Bennett at the time, became the golf coach for her school, and the Waller name became synonymous with the sport. With his wife at his side, Coach Waller organized and facilitated every match in the conference. He gained the respect of all the coaches and exuded a level of

passion for the sport that soon exalted him as the leader and role model for all players to follow. His thorough knowledge of sport, including the proper etiquette and rules of the game, helped guide and shape the young golfers into gentlemen and ladies on and off the course.

Coach Waller began to form lasting relationships with local head golf professionals such as Willis Johnson (Green Hill), Mus Olinger (Ocean City), and Scott Beach (Elks Club), and the pro from Winter Quarters to name a few. In addition to playing Bayside South matches at those venues he also established matches for the Bayside North schools to play at Hog Neck, Caroline Country Club, and Talbot Country Club. Over the years his efforts have built a program with a schedule of events consisting of over 20 different golf courses hosting a Bayside golf match, and have become the envy of all conferences across the bridge. In addition to the impact he had on golf locally, Coach Waller also served on the Maryland State Committee for over 27 years, following the lead of Mr. Carey Reese from Pocomoke HS. Serving on the state committee afforded him the opportunity to represent the 18 high schools on the shore in District VIII. While serving, Coach Waller was responsible for implementing changes to the program such as instituting adult scorers at matches (including the State Tournament), developing two separate categories for team champions in 1A/2A and 3A/4A classifications, and bringing five players to every regular season match (counting the best four scores and dropping the worst). Coach Waller was also a strong advocate of raising the qualifying score at the district match to help players earn a trip to the state tournament to get more kids involved, and is greatly responsible for the current efforts to increase female participation in high school golf by making it a top priority.

Over the course of his lengthy tenure as the director of Bayside Golf, Coach Waller witnessed such dynasties as James M. Bennett's 1990's stretch of talented teams under the direction of his wife, (Coach Sandy Waller), and Parkside High School's dominance that soon followed them. In the north, Easton High School consistently produced formidable teams throughout the years as well. When asked to reflect back on his past with high school golf and think of what rewards or accomplishments mean the most to him, Coach Waller didn't think twice to say, "I received the greatest joy from watching players do well at the state tournament and sensing the enormous amount of pride they had for themselves." He was especially proud of his 1988 and 1989 teams that went undefeated for two years in a row.

When I first started coaching golf at Stephen Decatur 12 years ago Coach Waller had the league running like a well-oiled machine. I was particularly impressed with his genuine interest in all players, regardless of what school they represented. His impact on the lives of many who were blessed from his leadership can be seen today across the peninsula and beyond. Coach Waller encouraged kids to take their game to the next level as seen in many players who have been successful in the golf business.

Mike Esh (Congressional)	Neil Maurer (Peninsula)	Mike Elias (West Park)
David Combs (Nutters Crossing)	Lance Stritcher (Captain's Cove)	Rob Bailey (Bay Club)
David Startzel (Pelican Preserve)	Eric Williams (Ocean City)	Tim Brittingham (Great Hope)
Jerry Briele (New Bern)	Stuart Jarman (Eagle's Landing)	Hunt Crosby (River Run)
Mike Johnson (Ocean City)	Jim Chung (Hooter's Tour)	Jason Goslee (Pinehurst)
Scott Beach (Elks Club)	Jared Goslee (Bay Club)	Brian Soule (Penn State)
	Jeff Dayton (Litchfield)	

Since retiring from coaching golf in 2006, Waller continues to play three to four times a week during the warmer months, and participates in numerous tournaments, such as Salisbury's City Championship, which he founded back in 1982, and competes in as often as possible. He has been the Club Champion at Green Hill Country Club three times, the Senior Club Champion twice, and the Delmarva Professional Golf Association's Amateur runner-up. Coach Waller carries a remarkable seven handicap and accredits much of his success to his excellent short game, which he works on constantly.

Coach Waller has been greatly missed by the conference and his absence is felt throughout the state. He will forever be known and remembered as the "Father of the Bayside Golf Conference." He should be thanked and commended for his 40+ years of service and dedication to the sport. I was blessed to have worked with a living legend and taught by the best. When asked what advice he would give to all the young readers out there, he offered his rendition of a familiar adage, "Practice...practice...practice..... the answers are in the dirt!"

Winner!

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above situation you would probably dump the conscious desire to destroy your clubs and allow all the talent and ability stored in your subconscious to flow. This would allow the conscious troubles you have just experienced to drift away and allow you to go back to looking at your game with focus and calm. Sound impossible to do? I can guarantee you that if golf is your profession, you have learned to do just exactly that.



DR. PETE ZEMO

Yoga in general teaches the methods of true relaxation of mind and body. We know that exercise can increase bodily energy, but keeping muscles tense (throwing a club in the above scenario) wastes mental and physical energy. Your body and mind become overworked and inefficient. You bombard it with stimuli ("I need more practice and new clubs") so it becomes overloaded and exhausted. The tension you create can use up more energy than physical work. If you are a yoga trained golfer, you would probably lapse into slow and rhythmic breathing, calm your mind with your own thought power, experience inner peace and let physical relaxation follow the mental relaxation. You knew all along the game was largely mental. At this point and possessed of this inner calm, you complete your round shooting all pars. Having shot par up to the above bogey sequence, you end your round at four over par. Not bad for a 5 handicapper who knows how to generate inner calm, huh?

Addendum – Keep an eye on the WOC Fitness schedule for 2011. Classes on yoga for golf may be in the offing.



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STRENGTHEN YOUR MIND! WITH THE GAME COACH

Winter on the Shore may lessen opportunities to get out and ENJOY the links but it is a great time to improve the mental part of the golf game. Dr. Bob Rotella is a renowned Sport Psychologist and has consulted some of golf's greatest professionals including Padraig Harrington, Tom Kite and Davis Love III. He has written several books on the mental aspects of golf, and has developed what has been called Rotella's Rules, his 10 things a player must do in a competitive round.

1. "Play to play great. Don't play not to play poorly."
2. "Love the challenge of the day, whatever it may be."
3. "Get out of results and get into process."
4. "Know that nothing will bother or upset you on the golf course, and you will be in a great state of mind for every shot."
5. "Playing with a feeling that the outcome doesn't matter is always preferable to caring too much."
6. "Believe fully in yourself so you can play freely."
7. "See where you want the ball to go before every shot."
8. "Be decisive, committed and clear."
9. "Be your own best friend."
10. "Love your wedge and your putter."

Regardless of how much time a golfer spends on the physical aspects of the game, execution resides inside the mind. Make a commitment to maximizing potential by developing a mental and physical game plan for the competitive season to come. Incorporating a doctrine such as Rotella's Rules with a proper physical regiment may lead to increased competence and confidence, and can be the key to improved performance.

THE MORAL: STRENGTHEN! YOUR MIND!

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FROM THE PRO!

BY BOB BECKELMAN

THE KNOCK DOWN



I figured that this topic would fit in nicely with the great holiday spirit... you know...bowling over some lady in a mad rush to get the last dozen Pro VI's at Ruddo's on Christmas eve, or shoving some guy out of the way so you can grab your wife the Taylor Made driver she's always wanted (men's shaft and flex...oh, and she doesn't even play...but a great stocking stuffer). You get the idea. Peace on earth, good will toward men (as long as it does not interfere with

my pursuit of buying the best game that I can).

Anyway, the knock down (or punch shot...not even going there...yet), is a very handy shot to learn for all levels of golfers. The dynamics involved encourage good impact positions in your regular golf swing. So learn this shot, and practice it with regularity (see your pharmacist).

The set up is key: first, with an iron (start with a short iron, 9 or PW) choke down on the grip ~1" and play the ball a few inches farther back in your stance than normal (with a short iron, 2 or 3 inches back of center). Next, allow your hands to naturally fall slightly forward of your pant zipper (the extra angle on the shaft will encourage this). Finally, put more weight on your forward foot (about 60-70%), and now that your perfectly uncomfortable, we will try to swing

Important things to forget (errrr...remember): Do not try to hit this shot far. Think 20 or 30 yards shorter with any given club... we do not want to force distance with this shot. You are trying to hit this shot low in order to control distance, or to keep the ball out of the wind. This is a control shot...not a power shot... so control your movements and effort.

We are going to take a shorter swing than normal. Practice taking the club $\frac{3}{4}$ of the way back on the back-swing, and $\frac{3}{4}$ the way through on the forward swing (like a pitch shot). Again, we are NOT trying to hit this shot full distance, so keep it short and simple. When practicing this shot, set up as described, then control your $\frac{3}{4}$ swing motion with good rhythm just looking to make solid contact. Make sure that you keep your weight moving forward to the finish, and do not be surprised if you lose your balance toward your target (aka Gary Player). This is O.K. at first, you just are not used to shifting that much weight forward (too many holiday sweets). Remember to hold your finish to $\frac{3}{4}$ as well. If you are finishing full, you are over accelerating on the forward swing, or trying to lift. Allow the club to strike the ball as it is still descending.

If you practice this shot regularly, you will improve not only your ball sticking, your distance control (assuming you pay attention to how far you hit each club with this technique), and your trajectory control (look under "t" in the dictionary), but you will also add a new weapon into your formidable arsenal...this one for pin point distance control with short irons, or for "knocking down" flags on blustery days.

Happy New Year!

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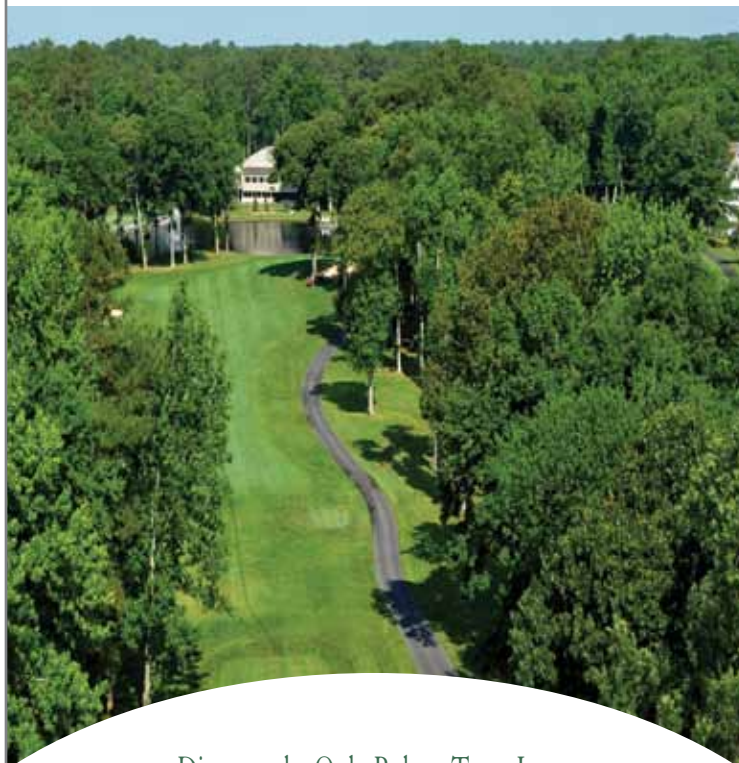


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FALL GOLF CLASSIC RAISES OVER \$100,000 *for* NEW HEALTHCARE SERVICES

Despite continued tough economic conditions, friends and supporters of Atlantic General Hospital joined together to raise \$104,000 during the 2010 AGH Fall Golf Classic held on October 11th. Exceeding last year's final tally, the dollars raised are a reflection of how much the community values Atlantic General and the services they have come to rely upon.

"Thankfully we were blessed with amazing weather this year! I am truly grateful to all of our sponsors for their support and our participants' flexibility with the rescheduling due to the Nor'easter on our original event date," said Amy Unger, AGH director of development.

The success of the classic is in large part due to Carousel Resort Hotel and Condominiums, title sponsor once again this year, and the event's other generous sponsors. Aflac, Global Credit Network, LLC, Sysco Eastern Maryland and WMDT-47 were gold sponsors of the event. Delmarva Collections, Oxcyon and Wilmington Trust Company were silver sponsors. CoreSource, Inc., Miles & Stockbridge Foundation, Inc., and Peninsula Imaging, LLC were bronze sponsors. Dinner was donated by Carrabba's Italian Grill. Eunice Q. Sorin was the lunch sponsor once again and Shenanigans Irish Pub & Grille sponsored the reception. The Seaside hospitality cart sponsor was Pepsi Bottling Ventures and the golf cart and greens fees sponsors were Dough Roller Restaurant and Dead Freddie's Island Grill. Silberstein Insurance Group was the golf ball sponsor and Barrett Chrysler, Dodge, and Jeep and Harley Davidson of Ocean City were the hole-in-one sponsors.

For more information about this year's tournament or how to become a sponsor for the 2011 Fall Golf Classic, contact the Development Office at 410-641-9858.



BUDDY SASS, PGA & BILL GIBBS (GOLF CLASSIC CHAIRMAN)



AMY UNGER & TEAM CARRABBA'S



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THE OLD PRO OF GOLF...(MINIATURE GOLF!)

You can't visit Ocean City, MD without participating in one of its most beloved traditions...miniature golf! For years families have made the game part of their vacation plans because of one simple fact. EVERYONE can play together. In mini golf, there are no age requirements, no height requirements, and no ability requirements...just a smile and a club and ball which Herb Schoellkopf will gladly provide to you at any of his Old Pro Golf Courses.

At a young age, Herb attended Guilford College in Greensboro, NC and then after only two years at school, entered into the service during WWII in the Pacific. After serving as a Medical Officer in multiple positions from New Guinea to Japan, Herb returned to school and graduated from Guilford in 1948. He then headed to Emery & Henry in VA, where he served as the assistant football coach, tennis coach, track team and girls basket ball coach. After his time there, he went to University of North Carolina (UNC) and received his Master's Degree. Following his tenure at UNC, he returned to his home in Cherry Hill, NJ. It was then he decided to go to Ocean City, NJ to check out some mini golf courses he heard about. Afterward, he got some money together from his parents and a few friends and asked his sister and brother in law to take on operations of the course he would build. His first course was in Pennsauken, NJ. Within three years, he had five courses. People began coming to him asking him to design and build courses for them. He designed and built over one hundred fifty courses in CT, PA, NJ, MD, DE, and SC. He was one of the first to build a miniature golf course in Myrtle Beach, SC. He even built three in the city of Philadelphia. In 1963, a gentleman approached him about building in Ocean City, MD. The man had a parking lot and wanted to build a course behind Dayton's on the Boardwalk. The state put a pier (now the Jolly Roger Pier) on bid for amusement rides and a mini golf course. The Hastings family won the bid and Herb leased the space and created a prefabricated double themed course (Sports & Western themes) that would need to be removed and stored seasonally due to the sand coming onto the pier. When the lease could not be renewed, Herb looked for a new location and found 23rd Street. At the same time, Embers was opening across the street. Herb eventually bought the property from Sam Taustin and built a Polynesian themed

course there. As more business were moving north, then referred to as "uptown", Herb saw opportunity and built his second and third courses on leased land at 65th Street out on the bay. He then leased the land at 28th Street and built two more courses there; castle and circus themed. In 1969, Herb found the lot at 136th Street. It looked like swamp land and was available for sale or rent. When Taylor Bank opened a branch at 142nd Street, he was encouraged to buy that lot. He built the first course which was a Pirate theme, filled in the land and then built a Safari theme course for the second. The third was a Polynesian and in the early 70s, the courses opened for play. Herb was also still designing and building courses in other states and even worked in the Christmas tree business some winters. He built driving ranges as well. In 1991, Herb purchased the 68th Street property and built the outdoor Dinosaur Course and eventually the Indoor UnderSea Course. The land was big enough for his dream of having an indoor course that could be enjoyed year round along with an out door course and an arcade. He also gave 28th Street a boost changing the design from two 18 hole courses to one 27 hole course. It is the only one of its kind to this day.

Herb's sons, Scott and Jeff handle the daily operations and his daughter, Nancy is on the Board of Directors. His wife of twenty years, Judy is the marketing and promotions director and is also the co-founder of the Executive Women's Golf Association (EWGA) Eastern Shore Chapter. Two years ago, Herb decided to build again on 136th Street. They threw all kinds of ideas around and settled on a plan similar to 68th Street with indoor/outdoor courses and an arcade but this one would boast an amazing African Safari theme complete with unbelievable murals, raised huts, a rainforest, all kinds of animated animals and the challenging design that Herb is so well known for. It is also completely handicap accessible and entirely wheelchair accessible. This is in part due to Herb's love of a special ministry he works with, The Checkerboard Ministry improving the lives of the mentally handicapped. His special guests enjoy free golf, use of the arcade and ice cream when they come to visit Herb.

Herb also has a very special woman in his life that has helped him in work and marriage for twenty years, Mrs. Judy (JJ) Schoellkopf. JJ has her own loving relationship with golf



HERB & JJ SCHOELLKOPF

and is credited with co-founding the EWGA Eastern Shore Chapter fifteen years ago here on the shore along with her good friend Nancy Dofflemeyer and golf professional, Bob Baldassari, formerly of River Run. JJ is a wonderful loving woman who is always willing to share her love of golf. She is forever giving of her time and energy in too many ways to count. She was recently nominated for the 2010 Nancy Oliver Founder's Award, EWGA's highest honor for volunteerism.

Herb credits his success to his family, friends, trusted employees and most importantly to his absolute love of his work. He has adopted the term for his job description from Disney...IMAGINEERING. He has loved the opportunity to combine his engineering background with his childlike imagination to provide an amazing gift to people of all ages. Herb prides himself on having some of the best employees in the area especially the Wood family, who has been working with Herb for three generations.

Herb has been called one of the hardest working men in Ocean City but admits he never felt like it was work. At the tender age of 89, he is still keeping busy working on his 136th Street project. I guess you could say... he is an Old Pro.

And next time you get the chance to play an Old Pro course, say hello to the Old Pro icon that will greet you in themed costume at Hole #1 on every course!

WILD QUAIL VS PENINSULA



THE 2010 CHALLENGE CUP



The 2010 Challenge Cup, sponsored by Endless Golf and The Eastern Shore Golf Magazine, was one of the most competitive match play series that the shore has ever seen. The two teams that advanced to the championship match were Wild Quail (Mike Rushin and Rick McCall) vs The Peninsula (Neil Maurer and Troy Flateau). Wild Quail defeated the 2009 Champs, Ruddos Golf, to earn their right to play in their third straight title match. Peninsula defeated the 2008 Champs, Bay Club, to earn a date at The Bayside Resort for the title match.

Rick McCall birdied #1 to go up 1 and Rushin won hole #4 as Wild Quail went up 2 after 4 and had all of the momentum. It was at this time that Peninsula began one of the most dominating performances imagined as they won 6 on the next 10 holes with both Maurer and Flateau dropping in difficult birdie putts on several of those holes. Down 4 with 4 to go Wild Quail would not go down without a fight. Rushin birdied 15 and 16 to close it to down 2 with 2 to go, but that was as close as they could get. Peninsula halved #17 to finish the match and win the 2010 Challenge Cup Championship, the Crystal Cup and the loot! Congratulations to Troy and Neil on a spectacular season!!!



TROY FLATEAU



NEIL MAURER



RICK MCCALL



MIKE RUSHIN

ESGM Player Profile

TROY FLATEAU



BIRTHPLACE? Seattle, Washington **HOMETOWN?** Millsboro, DE

WHO INTRODUCED YOU TO GOLF? Girlfriend's father **WHAT AGE?** 15

HIGH SCHOOL SPORTS? Baseball, Golf

GOLFING HIGHLIGHTS? Never had a hole in one but have holed out with every club in my bag except for my driver.

CAREER HIGHLIGHTS? Certified PGA Professional, Top 100 Golf Shops and hosted a PGA Tour Event

FAVORITE FOOD? My mom's white chicken enchiladas **FAVORITE BOOK?** Missing Links by Rick Reilly

FAVORITE FOOTBALL TEAM? Seattle Seahawks **FAVORITE TV SHOWS?** Two and a half men, CSI, Law and Order SVU

HOBBIES? Cooking, gardening and pushing my kids on the swing

FAVORITE GOLF COURSE? Punta Espada, Dominican Republic **FAMILY?** Wife Natacha, Daughter Makena and Son Tyler

WHERE DO YOU SEE YOURSELF IN 10 YEARS? Getting grey hairs as my daughter gets her drivers license.

Oh, with my career, maybe a GM at a five-star facility...

ANYTHING PEOPLE DON'T KNOW ABOUT YOU? Had a catheter ablation for Super Ventricular Tachycardia at the age of 15 and used to race motocross.



ESGM Player Profile

NEIL MAURER



BIRTHPLACE? Modesto, CA **HOMETOWN?** Ocean City, MD

WHO INTRODUCED YOU TO GOLF? **WHAT AGE?** My father introduced me at age 9 at a 9 hole course in our neighborhood at Deer Harbour in Salisbury, MD.

HIGH SCHOOL SPORTS? Tennis, golf, basketball

CAREER HIGHLIGHTS? 2008 runner up at the Delaware Open at The Peninsula 2007 PGA Tour Q School Second Stage

FAVORITE FOOD? Tacos and a good old fashioned crab picking with the boys

FAVORITE BOOK? Your 15th Club! The Inner Secret to Great Golf by Bob Rotella and Golf in the Kingdom by Michael Murphy

FAVORITE FOOTBALL TEAM? EAGLES **FAVORITE TV SHOWS?** Big Brother, Survivor, Food Network, anything sports related

HOBBIES? Cooking, music (Bob Marley, Grateful Dead, Oar, Martin Sexton), any Philly sports

FAVORITE GOLF COURSE? Congressional, Merion, Arronomink

FAMILY? I am married to my wife and best friend Lindsay, who couldn't be a bigger influence and positive role model for me and my career. She caddied for me full time from 2003-2008. My mom and dad, Ken & Cheryl, sister Jill, brother in law Mike, sister Wendy and brother in law Bill.

WHERE DO YOU SEE YOURSELF IN 10 YEARS? I see myself owning my own Junior Teaching Academy with Andy and loving and raising my children with my bride.

ANYTHING PEOPLE DON'T KNOW ABOUT YOU? I was MD State Champion in tennis and went to Louisville on a tennis scholarship. I wish people would have more fun in life. Don't take everything so serious. Before you know it, it will be over and you've missed the ride.



NEIL MAURER TOURNAMENT 2010 RESULTS

PHILADELPHIA SECTION PAO MATCH PLAY CHAMPIONSHIP	1ST
TOYOTA CHALLENGE CUP	1ST
DELAWARE STATE GOLF ASSOCIATION 27 HOLE CHALLENGE	1ST
BAY CLUB PRO - PRO CHAMPIONSHIP	1ST
CRIPPLE CREEK PRO - PRO CHAMPIONSHIP	1ST
INDEPENDENCE CUP TEAM MEMBER - PHILADELPHIA SECTION PGA	WON
DICK SMITH CUP TEAM MEMBER - EAST TEAM - PHILADELPHIA SECTION PGA	WON
ATLANTIC CITY STABLEFORD CHAMPIONSHIP - PHILADELPHIA SECTION PGA	2ND
DELAWARE VALLEY OPEN - PAO DIVISION - PHILADELPHIA SECTION PGA	2ND
PAO SPRING PRO - PRO CHAMPIONSHIP	3RD
SPRING PRO - PRO CHAMPIONSHIP - PHILADELPHIA SECTION PGA	3RD
FALL PRO - PRO CHAMPIONSHIP	3RD
DELAWARE VALLEY OPEN - PHILADELPHIA SECTION PGA	4TH
PRO - ASSISTANT PRO CHAMPIONSHIP - PHILADELPHIA SECTION PGA	9TH
DELAWARE STATE OPEN - PROFESSIONAL DIVISION	9TH
DELAWARE STATE OPEN - OVERALL	12TH



2010 / ART DAVIS MEMORIAL GOLF TOURNAMENT

The Ocean City Development Corporation held its 10th Annual Golf Tournament on October 13th at Ocean City Golf Club, and its fourth year as the renamed Art Davis Memorial Golf Tournament in honor of Art Davis, one of its founding members and well known long-time president of the Bank of Ocean City. This year's tournament consisted of 29 teams. Proceeds from this event will be applied towards the OCDC's revitalization efforts in downtown Ocean City.

This year's tournament sponsor was Sysco Eastern Maryland LLC which continues to show its support for downtown redevelopment by providing a significant contribution to the OCDC. The awards dinner was held at the Ocean City Golf Club and was sponsored by Carrabba's Italian Grill. The Bank of Ocean City sponsored the tournament's lunch. A number of great prizes from area businesses were distributed. The OCDC would like to recognize the following businesses and individuals that were primary sponsors to this year's golf tournament:

Diamond - Comcast Spotlight, Maryland Coast Dispatch, and Ocean City Today
Gold - Atlantic Dental and Bob & Marcy Wolpe
Silver - Williams Moore Shockley & Harrison
Bronze - Art Davis Legacy, Buchart Horn Inc., de Lazy Lizard, PNC Bank, Mike Clifford, and Sunations



This year's golf tournament was played in a scramble format with flighted categories. Winning teams of the three flights were as follows:

Flight 1: The Admiral Hotel, Flight 2: Davis Legacy, Flight 3: The Dough Roller II

Closest to the pin winners were: B.T. Trumpower, Kelly Shannahan, Dick Livingston, and Bob Givarz. The longest drive winners were: (Men's) Brian Lankford and (Women's) Ana Conev.

Hole-in-one sponsors were Sherwood of Salisbury and Harley Davidson of Ocean City.

This year's OCDC Golf Tournament Committee consisted of Igor Conev as Chairperson, Tom Allen, Charlie Barrett, Todd Ferrante, Bob Givarz, Kirk Parsons, Greg Shockley, Macky Stansell, and Chris Trimper. Volunteers included Sandy Hurley, Cookie Allen, Mindy Maronic, and Patricia Ilczuk-Lavanceau.

The OCDC wishes to thank Sysco Eastern Maryland LLC, other tournament sponsors, participating golf teams, hole sponsors, and each business that provided prizes to make this year's golf tournament another great success.



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THE 14TH ANNUAL

Pink Ribbon

GOLF CLASSIC

The 14th Annual PINK RIBBON GOLF CLASSIC, hosted by the Eastern Shore Chapter of the Executive Women's Golf Association (EWGA) was held recently at the Ocean City Golf Club to benefit the American Cancer Society (ACS). The Golf Classic is one of ten events presented by Bahia Marina & Fishtails Bar & Grille and held annually from August through October and designed to raise awareness and funds to support the Society's breast cancer programs while having fun and fellowship. Thanks to over 100 sponsors and 111 players, Judy Schoellkopf and Nancy Dofflemyer, Co-Chairs of the Pink Ribbon Golf Classic are excited to surpass their goal of \$20,000. All of the Pink Ribbon Classic events have raised almost \$900,000 since its founding for breast cancer research, education, and patient services.

Thank you to all our volunteers and staff at Ocean City Golf. Barbara Beaubien, Barbara Wilson, Bobbie Corbett, Buddy Sass, Chuck Dofflemyer, Donna Singleton, Dot Healey, Elaine Jacobs, Holly Calcara, Jackie Landon, Jackie Windrow, Janet Booth, Jean Richardson, Jill Bower, Joan Muschiatti, Judy Schoellkopf, Judy Yocum, Lois Barstis, Lois Jones, Lorraine Cimerola, Lynn Krall, Margaret Yates, Marilyn Hobbs, Marilyn Hough, Mary Dale Craig, Mary Jo Heiderman, Maureen Pinnix, Nancy Dofflemyer, Pat Cavin, Robin Robb, Susan Lloyd Sue DeSimon, Suan Lloyd, & Susan Penn.





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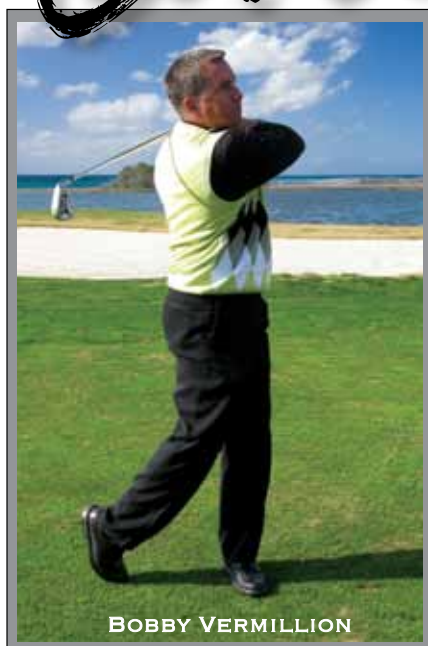

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E n d l e s s GOLF

BY BOBBY VERMILLION

Got cabin fever?



If you answered "yes" to this question, maybe it's time to start thinking about your options. One option would be to keep a close eye on the weather. If you're like most golfers here on the Eastern Shore, 50 degrees is your barometer. Come on now, you know you turn on the Weather Channel and check that 5-Day Forecast and the first day you see 50 degrees for the High, you start thinking...How can I get a game on Wednesday? It's going to be 50° and Sunny! The next thing you look at is the dreaded wind. 50° sounds good, but if it's blowing 20 MPH, you're out. It has to be at least 54° when the winds blowing over 15 MPH. Option Two? Take a trip. It's never a bad idea to head to the Sunshine State this time of year to tee it up. There are plenty of places to stay and play and it's always good to see some green grass and sunshine. Option Three? Give it up for a while. Oh, I'm sorry, that's not an option. It's like my friend, Charlie Thompson, always says: "Life is about options and attitudes. If you don't like your options, then you have to change your attitude." Anyway, whatever option you choose: dress warm, keep your eye on the 5-Day Forecast, and just remember those 70 degree days are just around the corner.



CELTIC NATIONS

Best friends Jonathan Linch and Damian McAlister joined forces to open Celtic Nations Construction Company in 2006. Their motto is "Preserving the time honored tradition of Olde Country Craftsmanship." They specialize in kitchens, baths, home renovations and have earned a lot of respect in the construction industry. Not only are they skilled craftsmen, they are avid golfers and are planning a Ryder Cup style tourney this summer in Ireland. The two guys will help form a team of 12 Irish against a team of 12 Americans. They will play some of Irelands most breathtaking courses as they enjoy the Olde Country. Ardglass Golf Club (Est 1896) will host the event as Damian's mates Brendan McGoldrick and Kevin Fennell will be great tour guides for this once in a lifetime trip. If you are interested in having some remodeling done around the house or are interested in representing one of the 12 Americans on this Ryder Cup trip please contact Damian or John at www.Celticnationsllc.com

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Jonathan Linch
443-614-2438

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2010 TOUR ON THE SHORE CHAMPIONSHIP

A FLIGHT

1 BRYAN TAYLOR
T2 DICKY SMITH
KELLEY HAWKINS
MITCH WYATT
STEVEN HARVEY
6 RITCHIE ETHERIDGE
7 CHASE BROCKSTEDT
8 EVAN HILEMAN
9 ERIK BRUBAKER
T10 DANA COOPER
JERE LYNCH

B FLIGHT

1 BRUCE HOLLIS
T2 ALEX WEST
MATT REPASS
4 TIM DOYLE
T5 GARY POPE
MARK KONDRATH
T7 TIM VELASCO
WAYNE KING
T9 DAVE SHERRIFF
ERIC RAWLINSON
RUSTY BROWN

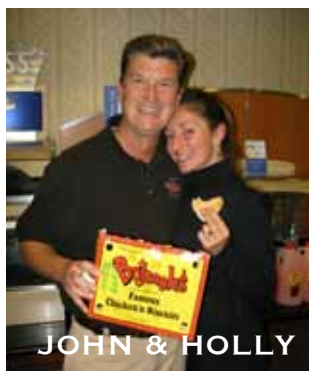
C FLIGHT

1 LAW ADKINS
2 ANDY MCLEAN
3 DAVE MILLER
4 RONNIE HUDSON
5 GARY BURRIS
6 GEORGE PHIPPS
T7 DENNIS CHODNICKI
MIKE DELOVICH
9 KEVIN FORD
10 COLE BLACKWELL

D FLIGHT

1 DAVID HORTON
T2 CHRIS PUCCI
GARY SHORT
T4 GAGE LESTER
LINWOOD HARMON
RON WESCHE
T7 JAKE YOUNGBLOOD
SEAN YOUNG
9 KYLE SWAYNGNM
10 TOM WARD

The 2010 Tour on the Shore championships took place this past November as 64 amateurs and 20 pros enjoyed a great weekend of fun, competition, and camaraderie at the spectacular Bay Creek Resort. The conditions were extremely tough as the 30 mile an hour winds and 50 degree temps played a huge factor in the players ability to score low. The 2 day championship scores were, on average, 10 strokes higher than the 2009 scores when the weather was perfect. The weather may have affected the scores but had no effect on the players ability to have a great time. After Saturdays round everyone met in the hotel lounge for a great evening of food, drinks, magic show by Hog Necks Mike "Magicman" Kaminskas, musical performances by Evan Hileman and Chris Pucci, card games and friendship building. When the tourney finished on Sunday there were 5 new champions to be crowned. Championship Flight (0-5) Bryan Taylor, B Flight (6-11) Bruce Hollis, C Flight (12-20) Law Adkins, D Flight (21-30) David Horton and Pro Division winner Bob Afelder. This year's championship flight had over 100 club championships represented. Congratulations to all 64 of the qualifiers and good luck in the 2011 Tour on the Shore.



JOHN & HOLLY



HIGH STAKES



PUCCI & EVAN



MAGIC MAN



GOOD FELLAS



2011 TOUR ON THE SHORE

(PLAY ANY 3 TO QUALIFY)



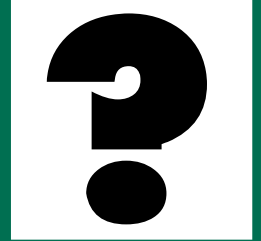
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DANA COOPER



2009 TOUR CHAMPION
JERE LYNCH



2010 TOUR CHAMPION
BRYAN TAYLOR



2011 TOUR CHAMPION



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GREAT HOPE	APRIL 23 RD	9AM	\$75
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BAYSIDE RESORT	JUNE 25 TH	2:30PM	\$100
GLENRIDDLE (WAR ADMIRAL)	JULY 16 TH	2:30PM	\$100
LIGHTHOUSE SOUND	AUG 6 TH	2:30PM	\$100
EAGLES LANDING	AUG 20 TH	2:30PM	\$100
HARBOURTOWN	SEPT 17 TH	2PM	\$100
RIVER MARSH @ CAMBRIDGE HYATT	OCT 1 ST	1PM	\$100
OCEAN PINES	OCT 8 TH	1PM	\$100
BAY CLUB WEST	OCT 15 TH	1PM	\$100
OCEAN CITY (NEWPORT BAY)	OCT 22 ND	1PM	\$100
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STAN BOTTS AND STEVE GOODLEY



REGIONAL WINNERS AT PINEHURST

Playing Pinehurst #1

Mr. Goodley Shot a 74 / Mr. Botts shot a 93

Pinehurst #4

Goodley shot a 69 / Mr. Botts shot a 91.

MB of Salisbury won first place and Goodley won best score shooting a combined two day total of 4 under resulting in the lowest score ever to be posted by a Mercedes Benz player during the years of this tournament has been played at Pinehurst.

Mercedes-Benz



DPGA GOLF COUPON BOOKS NOW AVAILABLE

The Delmarva Peninsula Golf Association has announced that their 2010-2011 Golf Discount Coupon Book is now available for local golfers. The books sell for \$40 and all the proceeds go into the DPGA scholarship program. The coupon book generally pays for itself after several uses and golfers will continue to save on their golfing from now until the end of next year.

This year we have 37 different eastern shore golf courses participating in our coupon book. The coupon books are good through December 2011 and can be purchased at Nutters Crossing, The Elks golf course in Salisbury, MD and Hog Neck golf course in Easton, MD. They can also be purchased by contacting Jack Slayton at 410-749-6685.

Each year the DPGA gives out between six to ten \$2000 scholarships to eligible high school senior golfers to help them with their college expenses. If the students keep up their grades, the scholarships are renewed for up to 4 years. The sale of the books is the main fund raiser for the scholarship program. More information on the scholarship program is available at your local DPGA golf club or on the DPGA website at <http://home.comcast.net/~dpga-golf>.

Along with the scholarship program, the DPGA runs junior golf tournaments during the summer which ends with the top four in each age bracket participating in a tournament championship.

Participating courses for the DPGA Coupon Book

Bay Club
Man O' War at GlenRiddle
Bear Trap Dunes
Nutters Crossing
Cripple Creek
Ocean Resorts
Eastern Shore Yacht & CC
The Rookery
Garrison Lake
Shawnee C C
HeritageGolf Course
WinterQuarters
Hunters Oak

Lighthouse Sound
Beach Club
Nassawango
Clearview at Horn's Point
Ocean Pines
Eagles Landing
River Run Golf
Elks Golf Club
The Salt Pond
Harbourtowne
Wild Quail G&CC
Hooper'sLanding

Baywood Greens
Maple Dale CC
Captain's Cove
Ocean City G & YC
Deer Run
River Marsh
Easton Club
Rum Pointe
Great Hope Golf Course
Sussex Pines CC
Hog Neck
Wood Creek Golf

MISGA

The weather is always a factor for the Winter Interclub Shore Golf Associates (WISGA) which started in early November and will finish at the end of March. There are still a lot of MISGA golfers that brave the cold weather to get a chance to swing their club at that little white ball to see how far it goes. Always check with the host club to ensure the event will be held if the weather looks bad.

The rest of the schedule for WISGA is listed below:

1/6/2011	Man O War
1/13	Ocean Pines
1/20	Bear Trap
1/27	Green Hill
2/3/2011	Ocean City
2/10	Elks
2/17	Ocean Pines
2/24	Great Hope
3/1/2011	Deer Run
3/10	Sussex Pines
3/17	Cripple Creek
3/24	Bear Trap
3/31	Nutters Crossing

MISGA members play a two man best ball of four with preferred drive with a shotgun start at 9:30am. If you have not signed up at your club to play by the Monday before the outing, call the host club to see if there is room for you to play.



You can contact Rob at The GlenRiddle Golf Club 410-213-2325
r.mcdonald@rvarkgolf.com



WANDERING THOUGHTS



As winter arrives and we're less able to get out and play, our mind starts to dream of far off, warm places. Some of us can get away for brief periods. Some of us are fortunate enough to head south for the winter and send back pictures to friends to remind them of how nice it is where you are and how cold it is where they are.

Some of us have to suffer

through until the spring thaw, settling for watching the pros play in Hawaii while our windows rattle from the cold winds beating against them. We take divots out of the carpeting and add fresh "ding" marks to the ceiling while perfecting our swings for the upcoming season.

Getting away for brief periods can help to break up the monotony of the winter season. It can also be just a tease, giving us just a little snippet of what our life could be like if we could just hit those six numbers or get "it" just long enough to win a major. Even if it is just a tease, getting away to a warmer climate during the winter gives us something to look forward to. It gives us a reason to keep playing through the cold so that when we get there, we won't feel like we're starting from scratch.

Being there is great. For me, getting there is an adventure in itself. Figuring out how many times I can get away with wearing the same pair of pants so I don't have to pack so many. Color coordinating what I bring so I only have to bring one pair of golf shoes, one

pair of street shoes and one belt. Or, maybe if I wear only my golf shoes with the soft spikes I don't have to pack any others. Now that would throw off the TSA people. Are soft spikes a weapon?

Packing your clubs so that they arrive safe and sound is a learned skill as well. While they are doing a thorough search and pat-down of the oldest couple on the flight up stairs, the baggage handlers down below must certainly be compensated by the luggage companies for their field testing of the durability limits of your club travel bag. I found that the best way to pack my weapons to avoid damage is to put the woods into the bag with the heads down into the bottom. The handle sticking up is harder to break than the thin neck by the head. Put a head cover over the handles, stuff your shoes down in between your iron heads and wrap a towel around the whole package. Place the travel hood on top of everything to seal it in all nice and tight. Now the only issue to deal with is an added charge by the airlines. The new guidelines make your travel bag an over-sized item. Cha-Ching! Add another \$50-\$150. Keep that in mind when pricing airline tickets.

Ahhh! You're finally here. Teeing it up on the first hole, in a short sleeve shirt, anticipating greatness after all you went through to get here. Well, greatness or not, it doesn't matter. It's warm and we're on a golf course. That's all that really matters.

Ok, so you had your quick trip away (yes, it's over already) and it's time to come home. As the plane begins its descent, you gaze out the window at the brown grass or, heaven forbid, snow on the ground, look at your tanned arms and think to yourself...Ugh! Well, spring is just around the corner. It is, isn't it?

THANK YOU GLENRIDDLE BY MICHAEL UTECHT

All good things must come to an end eventually and now a new era is about to begin in my life. I came to the Ocean City area six years ago from Menominee Michigan to be closer to my wonderful mom and sister who live here in Berlin.

Growing up in the Upper Peninsula Michigan area, I played all of the sports and became an avid Chicago Bears fan. It wasn't until I was fifteen years old that I was introduced to the great game of golf by my dad. My love of golf brought me into Ruddo's golf where I met the man himself, John "Hollywood" Ruddo. John has been a great friend to me and will actually be the Best Man at my wedding next March. I'd like to say thank you to John for all he has done for me over the last six years and for being the great person that he is. Thank you also to Bobby Vermillion for being a great friend. I enjoyed helping out with your Triple Crown Invitational Golf Tournament.

I'd also like to thank Rob McDonald, Ben Tilley and the rest of the staff at the GlenRiddle Golf Club. It was really enjoyable being

part of the team that makes GlenRiddle a special place. Through Rob's teaching, I have been able to bring my game up to the next level and become a better player.

While it is hard to leave here, I am looking forward to moving to Fort Meyers Florida to be with my future wife Heather and her family and continue in the golf business. A special thank you goes out to my mother Mary and my sister Jessica for all of their love, support and encouragement. I'll miss you both dearly. I'd also like to thank everyone in the area that I've had a pleasure of knowing. If you ever make it down to Fort Meyers, be sure to look me up. I'll be on the golf course.



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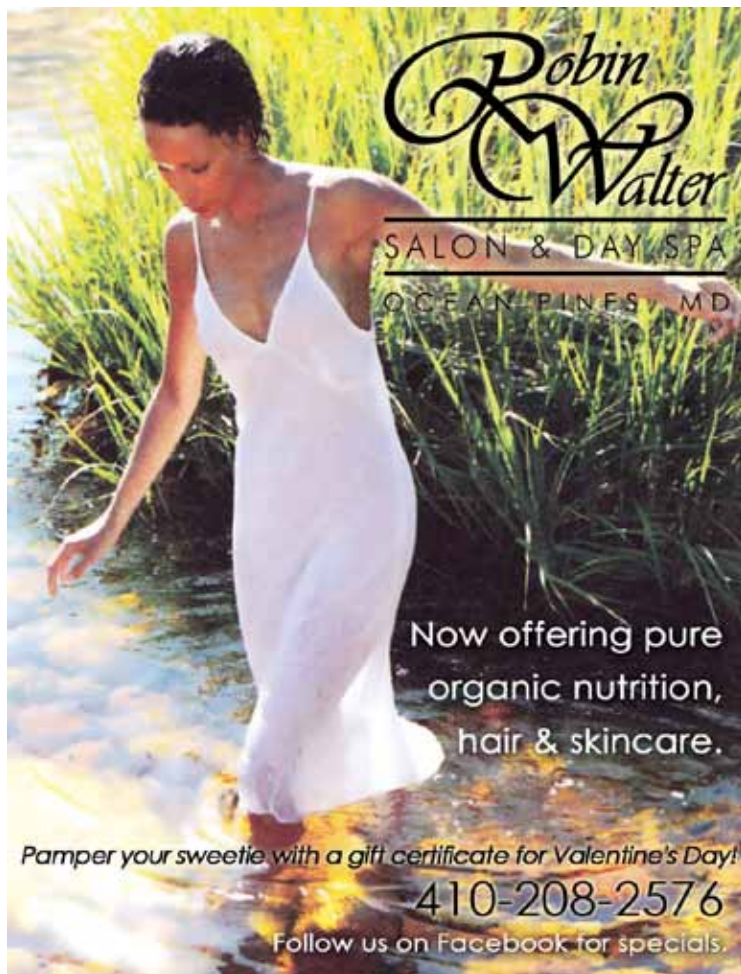
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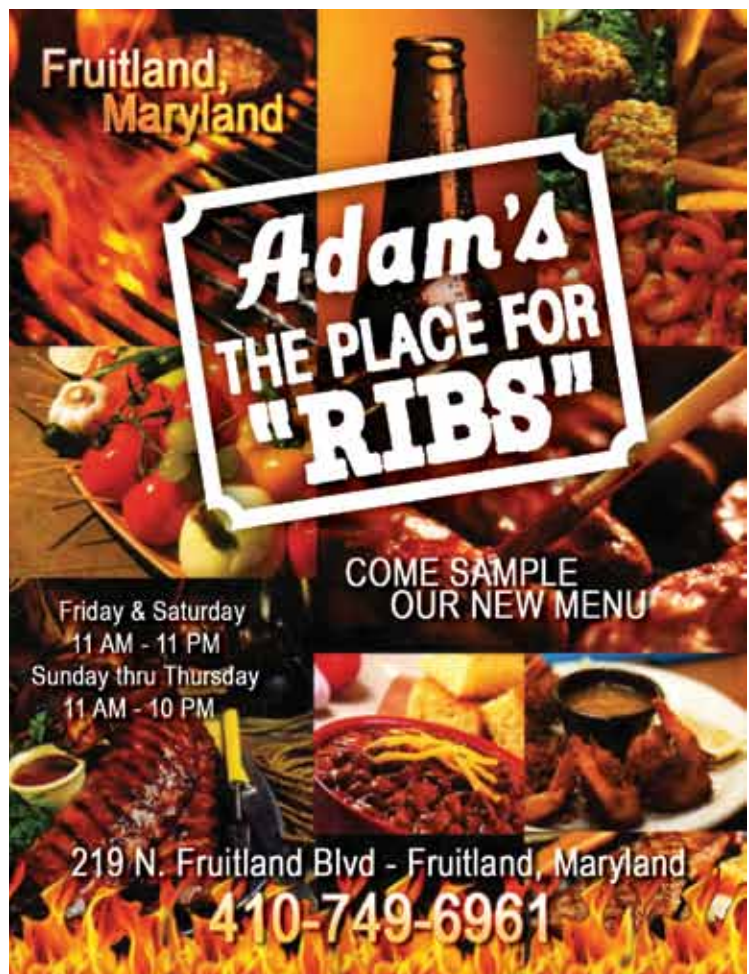
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Golf Wellness

I just love New Years resolutions. It's a time to reflect on our old bad habits and make way for new healthier ones. Usually at the top of the list is getting in shape or losing some weight. For others it may be detoxing after the holiday parties or just trying to figure out how to live a healthier lifestyle. I'm going to give a few healthy tips to achieve those results faster.

Most die hard golfers are still out there playing regardless of the weather. Others plan on flying to warmer destinations. Whichever you choose, keep in mind that a healthy immune system is important for this time of the year. Arcozon is excellent for building a stronger immune system and keeping health at peak performance. It also helps to support the balance of the intestinal tract and maintain proper joint health. To detox from holiday parties and bad habits, you may want to sip some Rainforest Tea daily.

If you're working out and trying to lose weight, I would suggest Metabozon for sluggish metabolism which will also help to reduce "afternoon energy slumps". For those on a fitness program, Amazon Power Shake helps to build muscle tone and strength to give your body a fit look faster. One of my personal favorites

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If you would like a free consultation to see what would work best for you, please contact me or visit me at Robin Walter Salon & Spa in Ocean Pines, MD. All products are available for purchase at the salon. I offer Organic Rainforest Facials with a complimentary reflexology foot massage. This service is great for all golfers who have never had the pleasure of such a relaxing and good for you treat! My wish to all is a happy and healthy New Year!

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DELAWARE AUTISM COMPLETES JUNIOR SUMMER CAMP AT THE ROOKERY



Our second annual Delaware Autism Junior Summer Camp concluded at the end of August. As always the kids were great and a little intimidated, but as the camp progressed they became more comfortable with the routine of coming out to play some golf. Just like all children and adults, the kids from Delaware Autism were of different abilities. For some kids golf seemed to come easy while others struggled, but all the kids gave a 100 percent effort.

Again this year we finished the camp with the students getting a chance to go out on the course. Most of the kids played their designated hole two to three times before we finished with our awards presentation. The cart rides seemed to be the highlight of the day, but I think they enjoyed the golf too. I look forward to the smiles, laughs, tears and struggles that the summer camp will bring in 2011. I would like to send a special thanks to all the participants, their parents, the volunteers, Delaware Autism and The Rookery for making this program possible.

BY BUTCH HOLTZCLAW



TUNE UP YOUR GAME AT THE RIVER MARSH GOLF EXPO

It's a must-attend event for ardent golfers! Hyatt Regency Chesapeake Bay hosts the first annual River Marsh Golf Expo on Sunday, March 20th from 9:00 a.m. to 4:00 p.m. See the latest technology. Try out the newest equipment. Browse at the trunk show of trendsetting apparel. Meet representatives from the top golf manufacturers and use indoor practice nets and custom club fitting systems.

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BY JANET STOER



Amidst the bling and glitter, seventy two women from all over the DelMarVa region competed at the beautiful Talbott Country Club outside of Easton, MD for the Women's DelMarVa Golf Association (WDGA) championship on Wednesday, August 25th, 2010. Talbott was celebrating its 100 anniversary so the prevailing theme was silver, which leant itself to beautiful table decorations and door prizes wrapped in silver paper. The WDGA was also celebrating its 25th anniversary, which made it a special event indeed. The day started under very cloudy skies, but soon cleared and after nine holes our own Agnes Dowling emerged victorious as the WDGA champion. Jill Bower, who lives in Ocean Pines, but plays at Ocean City, was runner-up.



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BOBBY VERMILLION

Endless Golf, hosted by Bobby Vermillion, a half hour television show that has helped to introduce millions of golfers to Ocean City over the past 18 years is proud to announce it has formed a new strategic partnership with Pam's Golf, the areas leading golf marketing and sales company. Endless Golf, sponsored by Toyota and Geico, airs weekly on Comcast Sports Net and Fox Sports Pittsburgh reaching over 6 million cable households.

This strategic partnership will allow Endless Golf to continue to focus it's efforts promoting Ocean City area golf courses, hotels and restaurants throughout the Northeast and Mid Atlantic and will bring tremendous value to Pam's Golf and their marketing partners. Endless Golf, along with its regional alliances that include Comcast Golf Destinations On Demand, Comcast.net, Endlessgolf.com and The Stracka Network (including GolfQ.com, Stracka.com USHandicap.com, Golfsmithnetwork.com, Golfgalaxynetwork.com and Golf.com handicap tracker) now

make it possible for Pam's Golf to extend its reach to over 10 million households via television and the internet to book Stay and Play packages in Ocean City.

Endless Golf, formerly sponsored by the Town of Ocean City and Ocean City Golf Getaway had been planning to move its base of operations to Myrtle Beach, South Carolina when Pam's Golf stepped in.

Pam's President, Hunt Crosby summed it up this way, "We believe that it would have been a big blow both to Ocean City tourism and particularly to area golf courses to lose this program to another destination. We are thrilled at the opportunities this partnership will open up for the businesses we promote as well as how perfectly it meshes with our mission to bring more golfers to Ocean City, Maryland. We are honored to join national sponsors Toyota and Geico in sponsoring Bobby's show."

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Scot has been a mortgage consultant for over 15 years. He is a graduate of West Virginia University with a bachelor's degree in finance. Prior to becoming a mortgage consultant, he held positions as a financial planner and local bank representative. As your loan officer, his main goal is to obtain the best rate and terms for your mortgage while providing top notch customer service. In addition, he will also analyze how a variety of mortgages fit into your overall financial situation and advise you accordingly. In this new world of tough mortgage regulations, it is important to have someone local like Scot on your side to personally handle your purchase or refinance transaction.



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YOUR PATH TO PAR

Richard Robinson - Instructor The Original Golf School

It's never too cold for golf! In fact the centuries long debate over the origin of the game present strong arguments favoring the Dutch game of Golf as the earliest game most similar in purpose to the one we play today. The Dutch played Golf on various terrains including ice. Ice is extreme, though my golfing experiences in Scotland and Ireland confirm windy sub 50-degree weather is the norm for much of the year. Modern golf attire has greatly enhanced our ability to remain comfortable without the hindrance of bulky clothing. It is possible to play well and enjoy the game if properly dressed for cold weather. It is also possible to use the constraints of cold weather clothing to improve your technique.

Harry Vardon, Britain's greatest golfer, and the creator of the "Vardon" grip used by the vast majority of golfers today, was renowned for phenomenal consistency in shot making, emphasizing swinging the club rather than hitting the ball. Vardon wore a Norfolk jacket, similar to a modern tweed 3 button sport coat, which was customary in his era. Such clothing was restrictive causing most players to over swing going back, swaying the body, exaggerating the arm and hand movement, and a forceful sudden sweep around the body called the St. Andrews swing. Vardon was different. His unique grip and open stance address permitted a free flowing swing through the ball despite the restrictive clothing, emphasizing balance and tempo much like Ernie Els or Fred Couples today. It is significant that Vardon viewed the restrictive jacket as an asset rather than a liability. He wrote, "A coat braces the shoulders as they ought to be. I advise playing with a coat even on the warmest

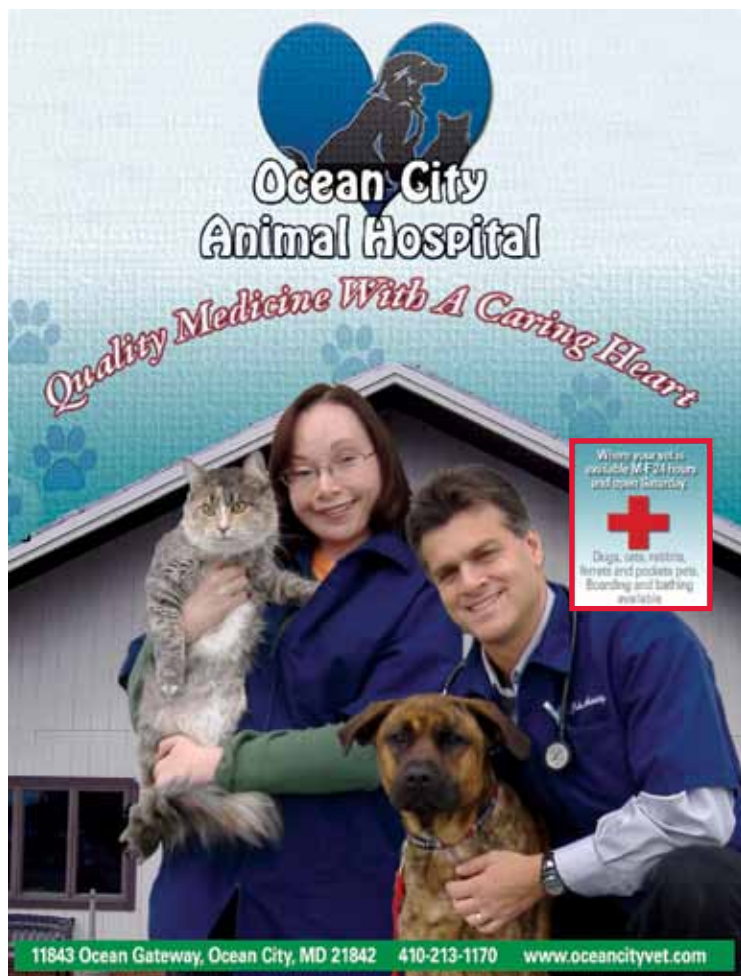
days, if you want to play your best golf." Consider Vardon's advice. A compact swing is more consistent and can be as powerful as a longer swing. Tiger Woods, Nick Faldo,

and Ben Hogan all evolved to more compact swing techniques that led to their great major championship achievements. However, a more compact technique makes timing, tempo, and transition of the swing often seem fast or rushed on first try. Winter is a good time to learn a more efficient swing pattern. Wear a sweater and wind jacket or even a sport coat, while practicing. Make a ¾ back swing, a smooth transition through the ball, to a balanced finish. Make a full turn of the shoulders. But, do not try to force your lead arm higher than parallel to the ground going back. Similarly, swing through the ball and complete the swing, facing the target with your arms in front of your body. Your goal is to become comfortable making a shorter swing with good balance and tempo.

It is never too cold for golf! The British Open is played in early July. Yet players often wear wool sweaters, windbreakers and ski caps in the middle of summer. Do not let the weather restrict you, use it to learn new skills.

RICHARD & STATUE OF BEN HOGAN





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RESOLUTION: MAKE YOUR GOLF LESSON WORK

Time and time again I see people take lessons only to go directly to the first hole to tee it up. This is a recipe for disaster. It normally leads to a few bad holes and going right back to making the same comfortable swing mistakes. My guess is if you asked for a lesson in the first place then you are probably experiencing some sort of problem in your game. People often take the lesson expecting some kind of easy transition that makes their game so much better instantly. Truth is, when you make a change in your golf swing chances are it is going to feel uncomfortable. That is a good sign. That signifies you have attempted to change something that the instructor has identified as a flaw. This is the big reveal of the lesson. Now - what you do with it is how you can make it work for you. Making a change in your golf swing takes much practice and patience. You need to practice the new move until it begins to feel natural. This time frame varies from person to person. I believe it was John Wooden that said, "Don't look for big, quick improvements. Look for the little improvements one day at a time. That's the only way change happens. And when it happens, it lasts." Going out on the course and playing with swing thoughts in your mind is counter-productive. When playing on the golf course you should be focused only on your

target and the task at hand. Introducing swing thoughts into the mix will override any other objectives. PGA Tour players have coaches that monitor every facet of their game on a daily basis. Club Professionals seek advice from their colleagues and friends constantly. When I am experiencing difficulties I have two friend's opinions who I respect tremendously. Brian Trout and Bob Beckelman can usually get me back on track in very little time. When you first start your lesson please tell your instructor your goal. How much time do you plan on devoting to practicing this information? Are you looking for a tune up for your next club event? Or are you looking to make a major overhaul? The more initial info you give your teacher, the better you will both be able to realize your goal. As an instructor, I take incredible satisfaction in helping people play better golf. So to make your golf lessons work for you please allow yourself necessary time and practice to achieve your goals.



GOLF QUOTE

ART SAID HE WANTED TO GET MORE DISTANCE,
I TOLD HIM TO HIT IT AND RUN BACKWARDS.
KEN VENTURI

YOU KNOW THE DRILL BY STEVE MENZ

"Where the heck
did I put
that yard
stick?"

Struggling with your chipping? Get in the closet and dust off the yard stick and pull out your wedge. Incorporate the yard stick into your grip with the wedge so that most of yard stick is pointing in front of your left hip (for right-handers). Practice hitting chips and short pitches without letting the yard stick come back to hit you during the stroke. This will encourage the left hand staying down through impact. Most people tend to try to help the ball up with their right hand causing their left wrist to flip upward. This almost always results in a poor shot. The stick will give you a subtle reminder that you are trying to help the ball in the air and teach you how to take your hands out of the shot and let the club do the work. It will make you more consistent around the greens resulting in a more satisfying short game.



GOLF JOKE

JOKE & QUOTE COMPLIMENTS OF BOB PHILLIPS

GOLF GUN

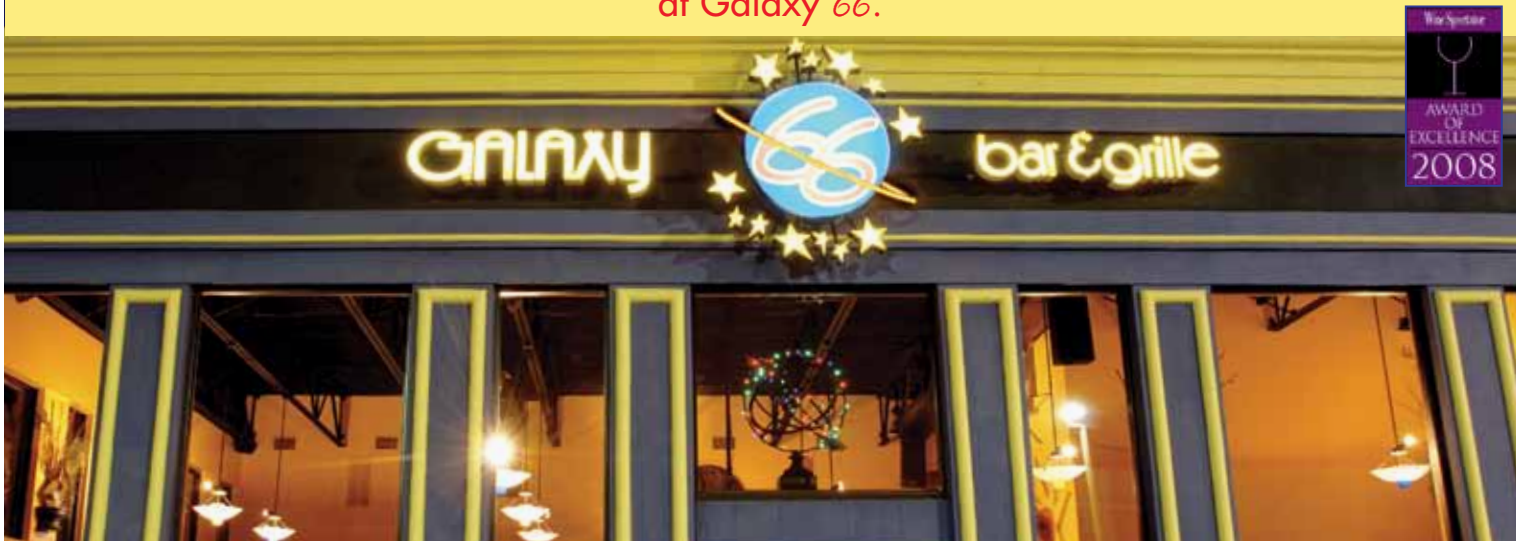
Two Mexican detectives were investigating
the murder of Juan Gonzalez.

"How was he killed?" asked the first detective.
"He was shot with a golf gun" replied the other.
"A golf gun? What's a golf gun?"
"I don't know, but it sure made a hole in Juan".



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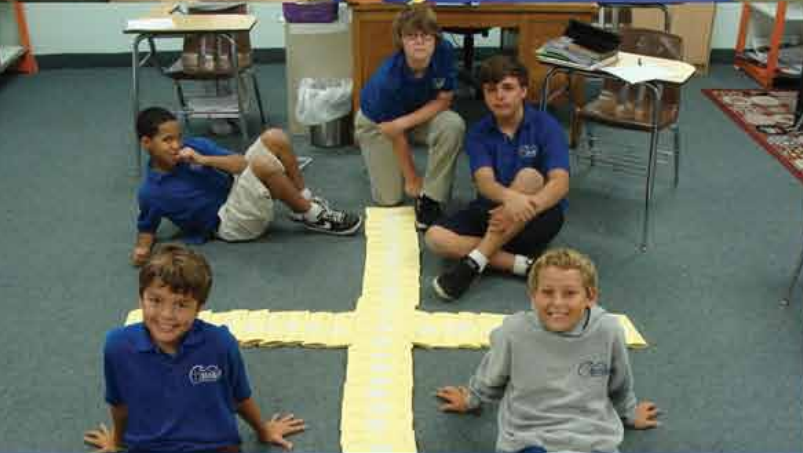
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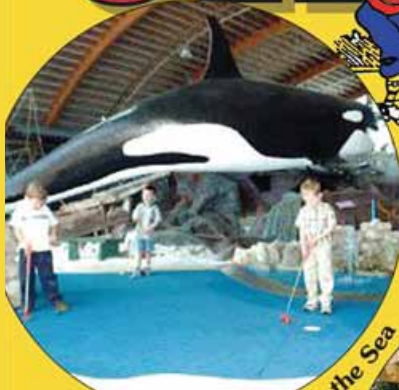
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Celebrates her 10th
Birthday Party with
friends & family
and won
1,000 Arcade Tickets!

SEASIDE CHRISTIAN GOLF TEAM

Seaside Christian Academy would like to thank Ed Colbert, Bob Beckelman, John Leighton and the entire Deer Run Golf Club staff for donating the course and services to help the school initiate it's first golf team.

The Junior Golfers from Seaside Christian Academy are off to a great start in their golf careers. We had 4 sessions of instruction for the kids, and they all did great. They are absolutely a great group of kids with a lot of potential. Several of them progressed enough to spend time playing on the golf course. We (at Deer Run and the Bob Beckelman Golf Academy) are definitely looking forward to continuing the program this spring. Before long, we'll have a competitive golf team ready to take on all comers!

Bob Beckelman, PGA

"The kids had a lot of fun, did a great job, and improved very quickly! We look forward to helping them improve their golf skills and knowledge of the game in the spring! They're a great group!"

John Leighton, Director of Instruction
Bob Beckelman Golf Academy
at Deer Run Golf Club



SWING FOR YOUTH GOLF OPEN



October 30, 2010

WINNERS:
JOE DiNENNA
ROB BOUSE
JOEY RECORDS
J. KNOPACKI

The Swing for Youth Golf Open was a huge success. The event raised \$20,000 for youth recreation programs in Ocean City. The event is hosted by the OC Recreation Boosters a volunteer group that donates their time to help make youth recreation programs affordable for everyone.



MARK LONGANECKER, ROSS PALMER, SCOTT DIETZ, JOE PERRY



TOM SHUSTER & JERRY RADTKE



BOB CROLL & TOM SHUSTER

“WHAT’S IN YOUR BAG?”



JOHN LEIGHTON

Director of Instruction
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 Titleist DCI 990
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 Stiff - Dyna Gold - True Temper
 Steel Shafts Lamkin "Sting Free"
 standard grips
 Vokey - 52* 252.08 Gap Wedge, 56* Cleveland Sand wedge
 Low Bounce
 Bettinardi - Studio Stock 3,
 35 inch shaft, Winn Jumbo Lite Grip
 Reverse Overlap - Entire Right hand
 \on the grip- Left Hand Overlaps - It helps
 keep the putter face square to target longer..
 .Less Arch in the swing path...
 Nike One - Tour
 Royal Blue, single dot under the number
 Lay of the Land! Walk it off...Old School
 Medinah CC Ball Marker 2012 Ryder Cup!
 Chicago Bears, Ball Mark Repair Tool (Ruddo's Golf)
 39, I am 47

Club Affiliation
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 Fairway Woods
 Hybrid(s)
 Irons
 Iron Specs
 Wedges
 Wedge Bounce
 Putter
 Putting Style
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 Fav Sharpie
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 with a...
 Years playing golf



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 Zevo 3 wood w/reg flex Graffaloy Shaft.
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 Mizuno MP 32 3-PW
 Dynamic Gold R400 shafts,
 1 ½ to 3 degrees flat depending on club.
 3/4/5 iron have extra degree of loft
 Nike VR 56 and 60
 8 and 4 respectively
 Scotty Cameron Laguna 1.5
 Conventional
 Titleist Pro V1
 Blue (prefer yellow, but too hard to see)
 Lay of the land
 Pretty much anything
 22

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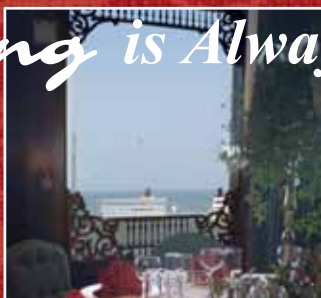


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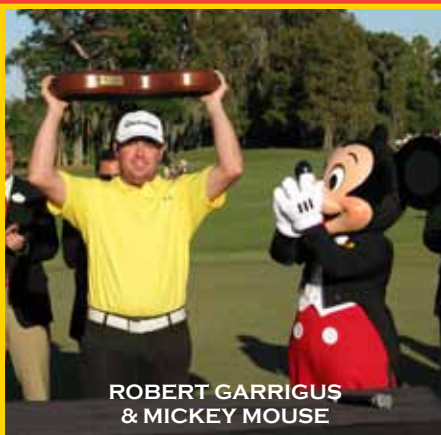
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2010 CHILDREN'S MIRACLE NETWORK CLASSIC FINAL-ROUND NOTES

Robert Garrigus shot a bogey-free 8-under-par 64 in the final round to come from five shots behind on the final day to win his first PGA TOUR title by three shots. Second- and third-round leader Roland Thatcher finished solo second to secure his TOUR card for 2011.

Robert Garrigus is the fourth player to overcome a five-stroke or more deficit on the final day to win this season on TOUR. Stuart Appleby came back from seven strokes behind to win the Greenbrier Classic, Bubba Watson came back from six strokes to win the Travelers Championship and Matt Kuchar came back from five strokes down to win The Barclays.

Robert Garrigus' five-shot, final-round comeback is one short of the tournament record. Larry Nelson (1987) and Duffy Waldorf (2000) own the tournament mark for largest final-round comeback at six strokes. He recorded the largest final-round comeback since Ryan Palmer came from five back in 2004 with a final-round 62.

Twenty-one of the last 29 Children's Miracle Network Classics have now been decided by a single stroke or in a sudden-death playoff. This year was the first time it was not a single-stroke or less since 2006. Rickie Fowler finished the season with seven top-10s to lead all rookies.

The field averaged 70.956 on the par-72 Magnolia Course. The hardest hole this week on the Magnolia Course was the par-4 5th hole (4.284), while the easiest was the par-5 10th (4.469).

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STUDENT PROFILE: ERIK CARLSON



It takes a special individual to complete the PGA Golf Management Program, whether it is as a PGA apprentice or PGA University Student. This academic program is not to be entered into lightly. It takes a dedicated person to stay the course for the entire four and a half to five year process. So far Erik Carlson has surpassed all expectations.

As an aspiring professional in the golf industry, Erik has traveled an adventurous path to arrive on the Eastern Shore. This is where his future will be made more obtainable with the help of the University of Maryland Eastern Shore and the PGA Golf Management Program. After graduating high school in up-state New York, Erik enrolled at The Golf Academy of the Carolina's in Myrtle Beach, SC where his golf professional career began with a post graduation job in Rome, NY at Teugega Country Club. The following season he worked at the Gallery Golf Club, host of the PGA 2007, 08 WGC Match Play Championship in Tucson, Arizona. It was in Arizona that Erik realized that he needed a stronger education to successfully pursue his goal of becoming a certified PGA Professional. While attending a community college in up-state NY, Erik worked at Atunyote Golf Club, host of the 2007, 08, 09 PGA Turning Stone Resort Championship. While working amongst recognized PGA Professionals he was still in search of the missing pieces to the puzzle to one day be able to wear one of the most respected and elite professional logos in sports.

"In May of 2009 I discovered the University of Maryland Eastern Shore and the puzzle pieces started to fall into place. With the professional assistance of PGA Golf Management Director, Billy Dillon and Internship Coordinator, Chris Prosser, my knowledge has been expanded and made me more applicable as an enquiring golf professional of the future". Currently, Erik is a sophomore at the university, was elected President of the Professional Golf Management Student Association, and soon to have Level-2 status through the PGM curriculum. As part of the PGA Golf Management curriculum students are required to perform 16 months of internship. This past summer Erik completed his Level 1 internship requirements at Hershey Country Club in Hershey, PA, host of historical PGA events. With the gained experience and networking provided by Hershey, future positions at recognized golf courses will be less difficult to obtain. Erik's up-coming Level 2 internship requirement will be fulfilled at a TPC facility. The four and a half years that it will take him to graduate are the remaining pieces needed to turn his puzzle into a framed certificate of PGA membership that he will one day hang on the wall and a logo that Erik will proudly wear!

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Florida Gulf Coast University; Ft. Myers, Fla. (2005)
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DIAKONIA CHARITY GOLF OUTING



On July 28, 2010 the first annual Diakonia Charity Golf Outing was held at Ocean City Golf Club. The event was organized by Mr. Roy Frick, Mr. Buzz Taylor, and Mr. Bill Venable, Mr. Bill Burke. Mr. Reese Cropper III, Mr. Buddy Sass and the gracious staff at OC Golf Club were key in making the event a resounding success. Many area businesses sponsored the event.

Plans are underway for the Second Annual Diakonia Charity Golf Outing. It will be held at OC Golf Club on Wednesday July 27, 2011. Please plan on participating.

The proceeds of the event are being used to support the operation of Diakonia Inc. a comprehensive emergency and transitional housing program for homeless individuals and families with children. Diakonia is located in West Ocean City and has been

serving the men, women and children of Worcester County for over 35 years. Housing services are provided 24 hours a day, 7 days a week every day of the year. In addition to housing, case management that supports employment, life skill development, and budgeting/savings planning, an emergency food program also exists as part of the program leading to safe, affordable housing in the community.

The current economic down turn has added additional barriers to individuals and families trying to support themselves in our community.

Please contact Diakonia at 410-213-0923 for further information.



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HAPPY NEW YEAR!! If you haven't made any resolutions for this year, let me help (because that's just the kind of guy I am). Let's get that swing fine tuned. Head over to Bob Beckelman Golf Academy for help with the swing and then head over to Ruddo's Golf to maximize it. New drivers from Nike, Titleist and Callaway should help get you driving in the right direction.

The new Nike SQ Machspeed Black is a stunning looking driver sure to take your game to the next level. By combining the art and science of aerodynamics and club head adjustment technology, Nike has managed to produce a driver specifically designed for Distance and Control featuring Nike's patented STR8-FIT technology giving golfers the ability to adjust the position of the club head so that it perfectly matches the swing style.

The Titleist 910 D2 features the patented Sure



BY DERRICK BERZONSKI

Fit Tour technology to offer golfers the ability to independently set the loft and lie angles on the club head, with up to 16 different combinations. The 910 D2 should improve overall driving performance by increasing distance, control, and accuracy from the tee. Callaway Golf's new Diablo Octane is a masterpiece of craftsmanship and technology. To produce this superior design, Callaway and co-developer Lamborghini (YEP!) have introduced a brand new class of material called forged composite. A lighter, stronger and more precise material makes this Callaway's best invention to date.

2011 looks to be the start of a very interesting time for the golf equipment industry. Some new companies are joining the mix and some old companies are making changes. Stop by Ruddo's Golf in West Ocean City or Lewes, DE to get all the new toys at the best prices or to just get all the latest equipment information.



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TONY ERRERA
from Turf Valley golf club,
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to shoot 111 yards for a hole
in one on the 19th hole on
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RUSS GRAY
had his first hole in one on
October 11, 2010 on the
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Shores using a PW. Witnesses:
Clyde Locker, Jack McGinley &
Bill Miller



HANK RUSMAN
shot a hole in one on hole #13
at Ocean Pines Golf Club. He
hit a "choked down" 5 wood
into the wind. Best part...he
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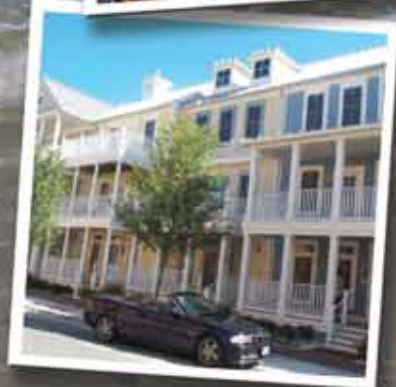


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