



**CLUB
MANAGERS
ASSOCIATION
OF AMERICA**

**Baltimore, Central Philadelphia, National Capital,
Philadelphia & Vicinity, New Jersey and Virginia
2012 Education Calendar**

<i>Date</i>	<i>Location</i>	<i>Event</i>
Jan 23	Chevy Chase Club NCCMA	ServSafe Certification
Jan 30	Ace Club PVCMA Chapter	Club Marketing (Greg Patterson) & Sysco Food Show
Jan 31	Center Club Baltimore Chapter	Membership Marketing
Feb 6-7	Farmington Virginias Chapter	Private Club Trends - McMahon <i>(Full Day)</i>
Feb 8	Cosmos Club NCCMA	“Calling all Chefs” French Wine Dinner
Feb 9	Park Avenue Club New Jersey Chapter	Communications with your Members Dr. Ivers, CEO Club Essentials
Feb 24-28	New Orleans	World Conference & Chapter Dinners
Mar 8	Trump National New Jersey Chapter	Labor Issues Facing Clubs
Mar 12	Hermitage CC Virginias Chapter	Golf Course Renovations/Roundtable – VGCSA <i>(Half Day)</i>
Mar 12	Union League PVCMA Chapter	Annual Trade Show
Mar 13	Westmoreland Club Central PA Chapter	3-Point Workshop
Mar 13	Maplewood CC New Jersey Chapter	Club Foundation Vendor Show

Mar 14	Elkridge Baltimore Chapter	Membership Marketing – Zach Bates
Mar 20	Preakness Hills New Jersey Chapter	Global Golf Advisors Henry DeLozier
Mar 27	TBD PVCMA Chapter	Cash Model & Best Practices in Benchmarking Russ Conde – CMAA
Mar 29	Congressional CC NCCMA	Risk Management Jeff Magoon, CMAA
Apr	TBD New Jersey Chapter	Golf Summit
Apr 2	Widener University PVCMA Chapter	Managers Appreciation Dinner
Apr 10	Kenwood CC NCCMA	Culinary Competitions Joachim Buchner, CMC – ACF
Apr 10	Roxicitus CC New Jersey Chapter	Club Governance & Longevity Norm Spitzig
Apr 11	Penn State Central PA Chapter	Penn State Meeting
Apr 17	TBD PVCMA Chapter	Leadership Training Camp Kevin MacDonald – Extraordinary Leader
Apr 22	Mount Vernon Baltimore Chapter	Taste of Baltimore – City Club Tour
Apr 23	CCV – Willow Oaks Virginias Chapter	Progressive Education <i>(Full Day)</i>
Apr 24	Morris Golf Club New Jersey Chapter	Current Trends in F&B Whitney Reid
Apr 30	Bethesda CC NCCMA	Club Classic Charity Golf Tournament
May	TBD New Jersey Chapter	Private Club Symposium
May 3	Lakewood CC NCCMA	Hiring and Retention – Bob Losyk
May 8	Caves Valley Baltimore Chapter	Golf Course Tour with Stanley Zontek

May 8	Lebanon CC Central PA Chapter	TBD
May 8	Sunnybrook GC PVCMA Chapter	Intermediate Wine Education Scott Warnick – Capital Wine & Spirits
May 14	CCV – James River Virginias Chapter	Leadership Conference <i>(Half Day) Golf Included</i>
May 22	Springbrook CC New Jersey Chapter	Membership Marketing Dr. Bonnie Knutsen
Jun	TBD New Jersey Chapter	Club Car Pro/Superintendent Tournament
Jun 5	TBD PVCMA Chapter	Financial Issues facing Clubs today Kevin Reilly -
Jun 12	Columbia CC NCCMA	Fitness design, renovations and trends WTS Senior Vice President and COO
Jun 12	Indian Trail Club New Jersey Chapter	Time Management & Workplace Stress Bob Losyk
Jun 12	Williamsport CC Central PA Chapter	Board Invite
Jun 25	Princess Anne Virginias Chapter	USGA Education – Agronomy 101 <i>(Half Day)</i>
Jul 16	Stonewall GC PVCMA Chapter	Make-a-Wish Golf Tournament
Jul 24	TBD NCCMA Chapter	Ritz Carlton – Back to Basics
Jul 30	TBD Virginias Chapter	Virginia Chapter Golf Tournament
Jul 30	Towson Golf & CC Baltimore Chapter	Baltimore Charity Golf Event
Aug	The Diamond Virginias Chapter	Family Social Richmond Squirrels Game
Aug	TBD NCCMA	Club Benchmarking Russ Conde, CMAA – HFTP
Aug 6	Philadelphia Cricket C PVCMA Chapter	Legal Issues in Clubs & Emotional Intelligence Stephen Barth – 6 hour CMI

Aug 13	TBD Baltimore Chapter	Staff Olympics
Aug 13	Canoe Brook CC New Jersey Chapter	Club Foundation Golf Outing
Aug 14	Elmhurst CC Central PA Chapter	TBD
Aug 20	Citizens Bank Park PVCMA Chapter	Phillies Game
Sep 8-12	Pentagon City	CMAA Leadership Conference
Sep 11	Merion Golf Club PVCMA Chapter	Golf Operations/Superintendents Panel
Sep 11	Berkshire CC Central PA Chapter	Annual Meeting
Sep 17	Lakewood CC NCCMA	Trade Show Golf Tournament
Sep 16-17	Salisbury Virginias Chapter	Club Membership and Marketing Trends <i>(Half Day)</i>
Sep 18	Annapolis & Miles River Baltimore Chapter	Cruising the Chesapeake – CMI
Sep 25	Fiddler’s Elbow CC New Jersey Chapter	Club Executive Education and Golf Classic
Oct 8	Blue Ridge CC Central PA Chapter	Scholarship Tournament
Oct 9	Canoe Brook CC New Jersey Chapter	MGA Presidents Council
Oct 15	Fredericksburg Virginias Chapter	Club Cost Controls – HFTP <i>(Half Day Session)</i>
Oct 15	TBD PVCMA Chapter	Chet Gratkowski Golf Tournament
Oct 15	TBD Baltimore Chapter	Baltimore Wine Event
Oct 23	Canoe Brook CC New Jersey Chapter	Taste of the Private Club Chefs

Oct	Lake Naomi Club Central PA Chapter	Chapter Retreat
Oct	TBD NCCMA	Masters Roundtable – 6 hour CMI
Oct/Nov Sun-Tue	Ocean City Baltimore Chapter	Workshop on the Shore
Nov 6	Manasquan River GC New Jersey Chapter	Annual Meeting & Wine Dinner
Nov 12	Commonwealth Club Virginias Chapter	Food and Wine Education <i>(Half Day)</i>
Nov 12	TBD PVCMA Chapter	Annual Meeting
Nov 12	The Hamilton Club Central PA Chapter	6 Point Workshop
Dec 3	TBD PVCMA Chapter	Holiday Party
Dec 3	Baltusrol Golf Club New Jersey Chapter	NJCMA Holiday Party