

Marc D. Kimminau, PGA

Talbot Country Club

Easton, Maryland

With Marc's extensive experience in private clubs, it's no surprise that he has keen eye for merchandising. He has worked in the hospitality industry for Marriott and Le Meridian as well as in retail for Polo/Ralph Lauren; and these positions, coupled with his golf positions, have taught him the importance of unparalleled service. He continues to grow his merchandising operation and trains his staff to create memorable moments for members and guests which has earned him the 2014 Merchandiser of the Year Award - private category.

Marc Kimminau was born on October 3, 1966 in Wichita, Kansas to Jim and Beverly (deceased) Kimminau. He has two older siblings, Eric and Kathy. When Marc was about five years old, the Kimminaus moved to Kansas City where Marc would first learn about golf from his grandfather, Bud White. The two started playing together at Rolling Hills Country Club when Marc was nine and during these moments, Bud inspired Marc by sharing his love for the game and the life lessons learned.

Following High School, Marc ventured south to Dallas, Texas where he continued to play golf and improve his game. He turned professional in 1989 and spent one year in the College of the Desert's Golf Management program before transferring to Richard Stockton College in New Jersey. While working on his finance degree, Marc enrolled in the PGA's Golf Management program and successfully earned his PGA Membership in 1995. He then graduated from Richard Stockton in 1999 with a Bachelor's Degree in Finance.

Marc's first golf job was at Smiley's Golf Complex in Overland Park, Kansas. during his High School Years. From 1989-1991, when he lived in Texas, he worked at Oakmont Country Club in the north suburbs of Dallas from 1989-1991. His next position was as a Non-Member Head Professional at Blue Heron Pines Golf Club in Egg Harbor City, N.J. In 1995, Marc took an Assistant position closer to the Jersey shore at Greate Bay Country Club in Somers Point and also earned his PGA Membership. He spent four seasons at Greate Bay before accepting the Head PGA Professional position at Stone Harbor Golf Club in Cape May Courthouse, N.J. Marc worked at Stone Harbor until 2007, and accepted his current position, Head PGA Professional at Talbot Country Club in Easton, Maryland, in 2008.

The golf shop at Talbot has experienced a 24% increase in sales throughout Marc's five years on staff. Contributing to his bottom line are multi-vendor Demo Days in both the Spring and Fall. Prior to the Demo Day, he features a vendor in a weekly email blast to the membership which usually sparks conversation in the golf shop. Early in the season, Marc creates a "mobile" golf shop at Talbot's pool facility and hosts a trunk show to highlight the season's latest fashions. He makes a memorable experience by incorporating wine and hors d'oeuvres into the event and the event typically generates about \$5,000 in sales.

Marc has many accomplishments both in the playing and business of golf. He won the Pro-Member at Hidden Creek Golf Club (Egg Harbor Township, N.J.), finished in the top five in several North Texas PGA and Philadelphia PGA events, and recorded five hole-in-ones. On the business side of golf, Marc has served as a District Director for the

Philly Section, and won Philadelphia PGA Merchandiser of the Year for Private Facilities in 2005. He became TPI Level I certified in 2011 and has been providing SNAG Golf Clinics at the Saints Peter and Paul School in Easton, Md. since 2011.

Marc's personal golf philosophy is to interact with the members and to create a caring atmosphere. He attributes much of his success to being an effective mentor and communicator and paying close attention to detail. Throughout his life as a golf professional, Marc has met many people who have had a major influence on his career including Dennis Ewing, PGA; Gilbert Freeman, PGA; and Tom Carpus, Master PGA Professional. Of course, his greatest influence was his grandfather, Bud White, who taught Marc how important it is to "have a tremendous work ethic and to remember that nothing is given to you, you must earn it!"

Marc and his wife Liza have been married for 13 wonderful years and reside in Easton, Md. They have two children, Morgan (11) and Davis (7) who are very active and enjoy playing soccer, golf and basketball.