

## ***MERCHANDISER OF THE YEAR***

*This award is bestowed on those PGA Professionals who have demonstrated superior skills as merchandisers in the promotion of golf. This award recognizes excellence in golf shop operations.*

### ***MERCHANDISER OF THE YEAR PRIVATE CATEGORY***

***David Dorn, PGA***  
*Woodmont Country Club*  
*Rockville, Maryland*

David Dorn was born in Biloxi, Mississippi on October 20, 1965, to David and Carolyn Dorn. David's father was the first to introduce him to the game of golf at 10, when he tagged along with his dad and grandfather to play at some of the Baltimore public golf courses.

As a High School student, David played on the boys' golf team. Following graduation, he stayed close to home and attended the University of Maryland where he earned a bachelors' degree in marketing. With business sense and a love for golf, David immediately turned to the golf industry to begin a career.

David became a PGA Associate in 1989. He was hired by Tony Marlowe, PGA at Woodmont Country Club in Rockville, Maryland and after Marlowe's retirement he worked for Bob Boyd, PGA. David was lucky to be mentored and inspired by both PGA Professionals during his early years at Woodmont. In 1992, three years after turning professional, David earned his PGA Membership.

He won the 1995 MAPGA Assistant Championship and the 1996 Central Chapter Championship. After 10 seasons at Woodmont, David was selected by Hampshire Greens Golf Course in Silver Spring, Maryland to be their Head Professional. For over six years, David was successful in growing the operation at Hampshire Greens and making it one of the stand-out daily-fee facilities in Montgomery County. David returned to Woodmont in 2006 as the Director of Golf, the position he serves in today.

David's golf philosophy is to be the best you can every day and to treat the members and your staff better than they expect to be treated by you. He believes that by doing so you will have success. He has helped numerous former assistant golf professionals land Head Professional or Director of Instructor positions throughout the country. The philosophy of Woodmont Country Club's Golf Shop has always been to put customer service as the top priority. They began to implement lifestyle pieces to expand the store's offerings and members immediately gravitated towards new items. Through the pandemic they became a one-stop shop and David believes this has increased their level of service to their members, improved their ability to serve the entire family, and significantly increased revenue. It's a win for everyone.

This is David's third MAPGA award. He was first awarded Merchandiser of the Year Private category in 2013 and PGA Professional of the Year in 2019. David and his wife Erin (a Teacher for Howard County Public Schools) have been married for 30 years and together they have three children, Matthew (25- UofM Physical Therapy School), Katie (23- UofM Grad Environmental Science & Public Policy), and Emily (20- Junior at Ithaca College).