

## *Why I golf... Perspectives from a contractor and sub-contractor.*

A Message from Bill Farnsworth and Jim Lavallee

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Being involved in PRO New England has been an incredibly important part of our careers in this industry. Through the association we have met the people who have made an impact on us as mentors, colleagues, and friends.

BILL FARNSWORTH  
CUSTOM CONTRACTING, INC.

For me, my business has grown because of the profound impact that this network has had on me. My employees have been educated. My subs and vendors are some of the best in the region. My clients are better served by the way I have molded my business with the input of my mentors and fellow contractors.

As a contractor you might ask, "What does this have to do with me? Vendors and suppliers are the members expected to support the Tournament." You would, of course, be exactly right. Some of our contractors do step up to support the Tournament – but in many cases we look to our vendor members for sponsorships. There's just one challenge – they support the Tournament because they value PRO New England. But they also look at their involvement as a way to share their products and services with you – the contractor. Without your participation, our vendors won't continue to commit to supporting the event.

JIM LAVALLEE

Sincerely,

*Bill Farnsworth*

Past-President and Chair of the Golf Tournament  
Custom Contracting, Inc.

LAVALLEE SYSTEMS

Along the way I decided to get more involved with PRO New England – serving on the Board and Membership Committee. Through this service, I realized just how important events like the Golf Tournament are to the association. Most members pay their dues and attend events as often as they can – which is wonderful. Having so many members involved is part of what we are most proud of at PRO New England. But the chapter would not exist without the fundraising associated with the Tournament.

This is a great year – for all of us. Business is booming and one of the biggest challenges we face is not having enough time to do all we want to do. But I encourage you to take one day to come to golf. PRO has been the place where so many of us have cultivated our businesses through good times and bad. As contractors and sub-contractors we need to commit to participating in events like this to ensure that our vendors continue to sponsor and support our chapter to ensure it will be here for the next generation of contractors to come.

Sincerely,

*Jim Lavallee*

Past-President  
Lavallee Systems