

INFORMATION PACKET



**WHERE GOLF
MEETS BUSINESS**

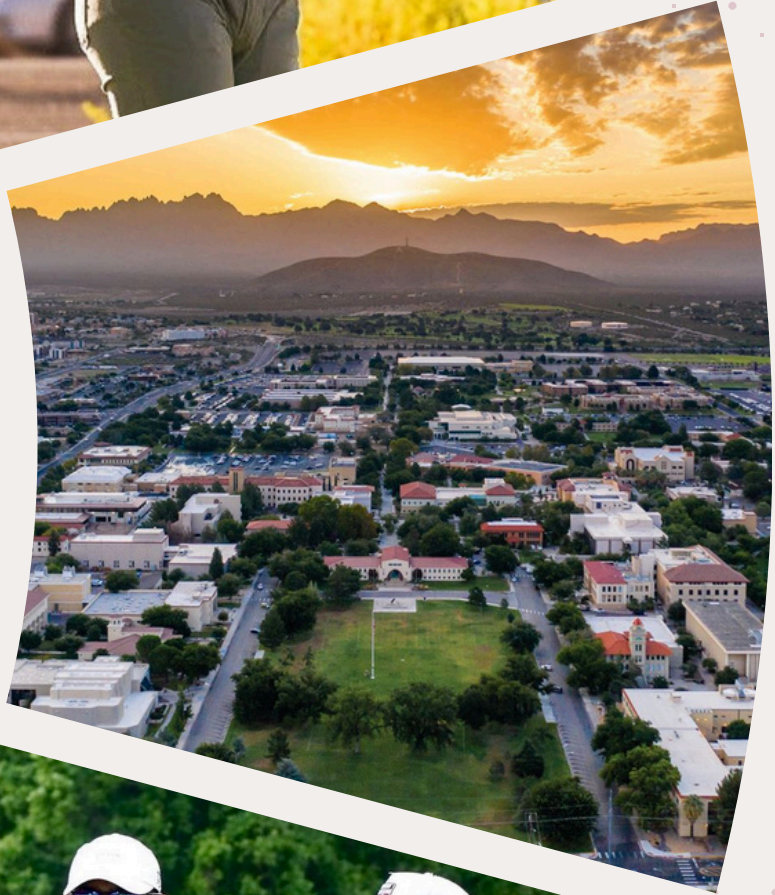


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COLLEGE OF BUSINESS:

NMSU College of Business – AACSB Accredited

Our College of Business proudly holds AACSB accreditation, a mark of quality achieved by fewer than 6% of business schools worldwide. This distinction assures you that your education is rooted in academic rigor, up-to-date industry standards, and real-world applicability. The accreditation covers both undergraduate and graduate programs, validating the value and integrity of your degree. Our students graduate with a Bachelor's degree in Business Administration with a Major in Marketing and Specialization in PGA Golf Management.

PGA Golf Management Program – Accredited by the PGA of America

Since 1987, our PGA Golf Management Program has maintained full accreditation from the PGA of America, completing a rigorous review process and earning a five-year re-accreditation in 2022. This endorsement guarantees that our curriculum, faculty, facilities, and outcomes meet the professional standards required for PGA membership.

This unique combination of dual accreditation ensures that every student graduates with not only a respected business degree but also a career-ready designation in the golf industry, supported by both academic and professional governing bodies.



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The PGA Golf Management Program is one of the crown jewels of our College of Business. It exemplifies what we value most; professionalism, leadership development, and real-world application. Our faculty and staff are committed to preparing students not only for successful careers in the golf industry but also as confident, ethical business leaders. We're proud to support a program that continues to deliver national impact.

— Bryan Ashenbaum, Dean, NMSU College of Business

FROM THE DIRECTOR:



Welcome to the New Mexico State University PGA Golf Management Program.

Since our founding in 1987, we've been committed to one mission: developing future leaders in the golf industry. As one of the original PGA accredited universities, our legacy runs deep, and so does our passion for education, mentorship, and community.

What makes our program special is the people. Our students come from all over the country, bringing different experiences, talents, and dreams. From day one, you become part of a close knit family. Supported by a staff of PGA Professionals who are fully invested in their journey, you learn together, compete together, and grow together. At NMSU, your education goes beyond the classroom. You'll have access to

three premier golf courses, year-round playing conditions, state of the art technology, and over 35 tournaments per year. You'll gain valuable work experience through paid internships, build lifelong relationships, and receive one-on-one guidance every step of the way.

Whether your goal is to become a head professional, coach, general manager, or golf entrepreneur, we'll help you get there and support you long after graduation. That's our commitment.

We're proud of the culture we've built and the success of our alumni, and we're excited to welcome the next generation of PGA Professionals.

Sincerely,

Josh Salmon, PGA

575-646-2174 | jsalmon@nmsu.edu

OUR MISSION:



DEVELOPING LEADERS THROUGH GOLF

At the New Mexico State University PGA Golf Management Program, our mission is to develop future leaders in the golf industry by combining academic excellence, real-world experience, and personal growth.

We believe golf is more than a game; it's a powerful vehicle for leadership, character, and lifelong opportunity. Since 1987, we've been committed to equipping students with the skills, values, and confidence to thrive in every corner of the golf industry.

Through a rigorous business curriculum, industry-aligned internships, elite player development, and a close-knit community, our students graduate not only as PGA Professionals but as well-rounded individuals ready to lead with integrity, purpose, and passion.

Our graduates go on to become head professionals, general managers, instructors, entrepreneurs, and changemakers, transforming the game at every level. We foster an environment where students are challenged to grow, inspired to lead, and supported every step of the way.

We don't just prepare students for a job nwe empower them to build meaningful careers and create impact wherever the game takes them.



HISTORY & LEGACY:



NMSU PGA Golf Management was founded in 1987 within the College of Business. Since our inception NMSU PGA Golf Management has produced more than 800 PGA Professionals spanning the United States and beyond. New Mexico State University is sanctioned by the Professional Golfers' Association (PGA) of America to offer a PGA Golf Management Program. The 4 ½ year program leads to a Bachelor of Business Administration, majoring in Marketing with a concentration in PGA Golf Management.

Our alumni are industry leaders in areas ranging from top 100 courses to city municipal and country clubs of all distinctions. General Manager, Director of Golf, Head Golf Professional, Teaching Professional and Tournament Director are just some of the positions that our alumni occupy in the industry, and continue to be the roles that our students strive to attain. NMSU PGA Golf Management has maintained a 100 percent placement rate for both internships and permanent positions for students.

Our program is viewed as one of the premier PGA Golf Management Programs in the country. With an average enrollment of 100-120 students, NMSU PGA Golf Management is a place where students can come and be part of a family. We believe the NMSU PGA Golf Management Program is the premier program in the country when it comes to job placement, alumni support, player development, PGA education, student activities, and industry specific training. We are confident in our commitment and ability to train top quality PGA Professionals.

WHAT MAKES US UNIQUE?

The NMSU PGA Golf Management Program stands out as one of the most well-rounded and accessible pathways to a career in the golf industry.

Students earn a Bachelor's degree in Business Administration, ensuring a high-quality education in marketing and skills that translate across all areas of the golf profession. Paired with full PGA of America accreditation, our students graduate with the academic and professional credentials to lead in a competitive industry.

Located in sunny Las Cruces, New Mexico, we offer over 300 days of golf-ready weather each year, with unlimited access to three premier public golf courses, including the NMSU Golf Course. Semester passes make daily golf affordable, and our students enjoy access to top-tier practice facilities, tournaments, and coaching.

Our award-winning PGA faculty bring national recognition, mentorship, and real-world expertise to every part of the student experience—from swing instruction and tournament play to internship placement and career planning.

With the most active tournament program in the country, students can compete in over 50 events per year, and top performers earn the chance to represent NMSU in regional and national competitions like the PGA University Championship, Kelbel Cup, and GMG Cup.

Students also complete 16 months of paid internships—with housing often included—at top-100 facilities around the world. Thanks to our strong alumni network and dedicated support system, we maintain a 100% job placement rate for both internships and post-graduate careers.



FACULTY & STAFF:

JOSH SALMON, PGA, MBA

DIRECTOR

575-646-2174 | jsalmon@nmsu.edu

Josh is a seasoned PGA Professional and seven-time Sun Country Award winner. With a strong background in education and a passion for mentorship, Josh specializes in guiding students through the PGA PGM curriculum, internships, and tournament operations. He brings a calm, consistent presence to the program and is known for his commitment to student success.



HENRY STETINA, PGA, MBA

ASSISTANT DIRECTOR

575-646-1507 | hstetina@nmsu.edu

Henry is a four-time Sun Country PGA Teacher of the Year and Golf Digest's #1 Ranked Teacher in New Mexico. With expertise in player development, swing instruction, and coaching future professionals, Henry leads the instructional direction of the program. He also mentors students in teaching and long-term career growth.



JO LARA

DEPARTMENT COORDINATOR

575-646-2814 | jolara@nmsu.edu

Jo is the heart of the NMSU PGA Golf Management office. From admissions support and scholarship coordination to scheduling and student services, she ensures the program runs smoothly behind the scenes. Jo is often the first and most memorable point of contact for incoming Aggies.



STUDENT LIFE:



FROM THE CLASSROOM TO THE COURSE

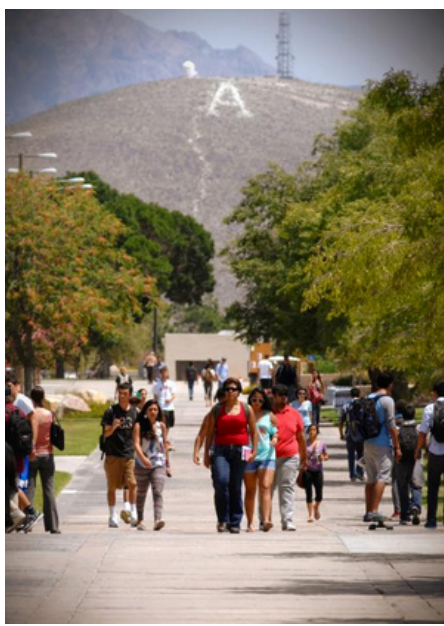
At NMSU PGA Golf Management, student life is built on connection, collaboration, and opportunity, both inside the classroom and out on the course.

Our students move through the program as a tight-knit cohort, forming lasting bonds with classmates who share their passion for golf and their drive to lead in the industry. With small class sizes and dedicated faculty, students receive individualized attention and mentorship that fosters both academic success and personal growth.

Many first-year students live together in our PGA Golf Management Living Learning Community (LLC), a dedicated wing in campus housing that creates a built-in support system from day one. Whether studying for a marketing exam, preparing for a tournament, or sharing personal stories, the PGM LLC feels like home.

And just minutes from class, our students have daily access to the NMSU Golf Course, a championship layout owned and operated by the university. With year-round sunshine and affordable passes, it's the perfect training ground for honing skills, competing in tournaments, and building lifelong friendships through the game.

At NMSU, student life blends rigorous education with real-world application and the journey from student to PGA Professional is one lived fully, together.



HOUSING:



PGM LIVING LEARNING COMMUNITY - PIÑON HALL

The PGM LLC is a dedicated residence portion in Piñon Hall, and home to first-year PGA Golf Management students who live, study, and grow together. This small, close-knit cohort forms the heart of the program's community, creating lifelong bonds from day one.



Residence amenities include:

- Suite-style double rooms (with loftable, adjustable twin-XL beds, desks, dressers, and shared bathrooms)
- Communal lounges featuring ping-pong and billiards tables, TVs, and study spaces
- Two large grassy courtyards, ideal for impromptu outdoor study sessions or friendly volleyball games



Academic and social design:

- PGM residents take shared courses—such as MKTG180 together, reinforcing collaboration in the classroom.
- Faculty involvement goes beyond the business building, with professors and PGA professionals engaging in LLC activities like study nights and tournament prep.

Why it matters:

- In this environment, students aren't just classmates, they're teammates in academic success, golf development, and personal growth. The PGM LLC accelerates the journey from student to PGA professional by blending structured support with a genuine sense of belonging.

CAMPUS LIFE:



Life at New Mexico State University is vibrant, welcoming, and full of opportunity. With over 200 student organizations, spirited traditions, and a close-knit campus community, students find countless ways to connect, grow, and lead.

From fitness centers and rec sports to live concerts and cultural events, there's always something happening. On-campus housing offers modern amenities and social spaces, while dining options and student services make daily life convenient and comfortable.

For PGM students, campus life is the perfect complement to their academic and golf experience, creating a balanced, memorable, and transformative college journey.





Student Association: Giving Back Through Service

The NMSU PGA Golf Management Student Association is committed to making a difference, both on campus and in the community. From volunteering at local food banks and youth golf clinics to participating in campus clean-up efforts and charity fundraisers, our students lead with purpose. Service is a core part of our culture, helping students build leadership skills while giving back to the communities that support them.



**LAST YEAR, OUR STUDENT ASSOCIATION SPENT
200 HOURS ON COMMUNITY SERVICE.**



GOLF
MANAGEMENT

CURRICULUM OVERVIEW:

4½-Year Bachelor of Business Administration in Marketing with a PGA Golf Management Specialization

General Education & Business Core

- Students begin with a strong foundation in general education and business, including courses in accounting, finance, marketing, management, and communication—equipping them with essential skills to succeed in the golf industry.

PGA Golf Management Core Courses

- Through a series of specialized marketing courses (MKTG 180–481), students complete Levels 1–3 of the PGA's Professional Golf Management Program. Coursework includes subjects like Golf Operations, Turfgrass Management, Food & Beverage, Player Development, Teaching & Coaching, and Tournament Management.

Internship Experience

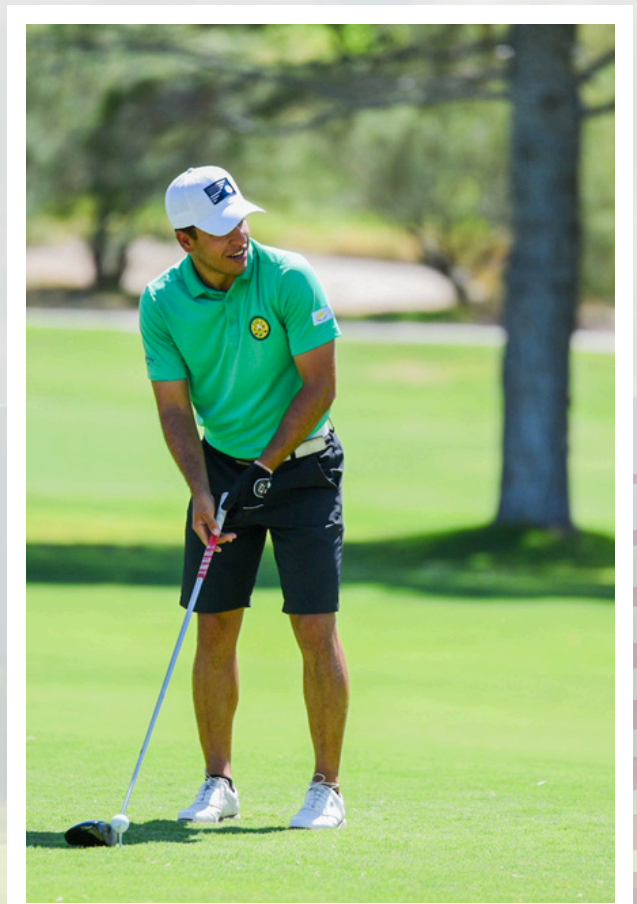
- All students complete 16 months of full-time, structured internships at golf facilities, associations, and PGA-related organizations. These experiences provide critical hands-on learning and real-world industry insight.

Playing Ability Test (P.A.T.) & PGA Certification

- Students are required to pass the PGA Playing Ability Test and complete all levels of the PGA Education Program. Upon graduation, students are eligible for PGA Membership and prepared to pursue careers across all sectors of the golf industry.

Upper-Division Electives & Capstone

- Advanced coursework in marketing and business strategy rounds out the program, culminating in a final experience that integrates academic knowledge with professional practice.



COURSE LAYOUT:

Year 1 Fall (16 Credits)	Year 1 Spring (16 Credits)
Math 1215 (3) BCIS 1110 (3) ENGL 1110G (4) Humanities (3) MKTG 180 (3) (Q-Level/Facility MGT 1A) Complete PGA's Qualifying Level If you haven't passed PAT = Attempt Playing Ability Test (PAT)	Math 1220 (3) BUSA 1110 (3) Lab Science (4) COMM 1115G Public Speaking (3) MKTG 181 (3) (Teaching and Coaching 1) (Teaching Seminar 3 Days) Complete Teaching and Coaching 1, W.E. Activities, Teaching and Coaching Seminars If you haven't passed PAT = Attempt Playing Ability Test (PAT)
Summer Internship 1 (3 Months) If you haven't passed PAT = Attempt Playing Ability Test (PAT)	
Year 2 Fall (15 Credits)	Year 2 Spring (15 Credits)
Math 1430G (3) ECON 2110G (3) Satisfies 1 st Social/Behavioral Science ACCT 2110 (3) ENGL 2210G (3) MKTG 280 (3) (Facility MGT 1B) Complete Facility Management 1, W.E. Activities If you haven't passed PAT = Attempt PGA Playing Ability Test	ECON 2120G (3) Satisfies 2 nd Social/Behavioral Science MATH 1350G or AST 311 (3) Fine Arts (3) ACCT 2120 (3) MKTG 281 (3) (Teaching and Coaching 2) (Teaching Seminar 2 Days) Complete Teaching and Coaching 2, W.E. Activities, Teaching and Coaching Seminars If you haven't passed PAT = Attempt PGA Playing Ability Test
Summer Internship 2 (3 Months) If you haven't passed PAT = Attempt Playing Ability Test (PAT)	
Year 3 Fall (15 Credits)	Year 3 Spring (15 Credits)
BCIS 338 (3) MKTG 303 (3) MGMT 309 (3) ECON _____ Upper Level ECON Elective (3) MKTG 380 (3) (Facility MGT 2) Complete Facility MGT 2, W.E. Activities If you haven't passed PAT = Attempt PGA Playing Ability Test	MKTG 310 (3) BLAW 316 (3) BFIN 341 (3) MKTG _____ Upper Level Elective (3) MKTG 381 (3) (Teaching and Coaching 3) (Teaching Seminar 2 Days) Complete Teaching and Coaching 3, W.E. Activities, Teaching and Coaching Seminars If you haven't passed PAT = Attempt PGA Playing Ability Test
Summer Internship 3 (3 Months) If you haven't passed PAT = Attempt Playing Ability Test (PAT)	
Year 4 Fall (15 Credits)	Year 4 Spring (12 Credits)
MGMT 344 (3) MKTG _____ Upper Level Elective (3) MKTG _____ Upper Level Elective (3) Viewing the Wider World (VWW) (3) MKTG 480 (3) (Facility MGT 3) (Business Simulations 1 Day) Complete Facility Management 3, W.E. Activities, Business Simulations If you haven't passed PAT = Attempt PGA Playing Ability Test	MGMT 449 (3) MKTG 489 (3) _____ Upper Level Elective in any Business Class (3) Viewing the Wider World (VWW) (3) If you haven't passed PAT = Attempt PGA Playing Ability Test
Summer/Fall Internship 4 (7 Months) If you haven't passed PAT = Attempt Playing Ability Test (PAT)	
Year 5 Fall (1 Credit)	Graduation Checklist:
MKTG 481 (1) Summer/Fall Internship If you haven't passed PAT = Attempt PGA Playing Ability Test	<input type="checkbox"/> Complete PGA's Education (Q Level, Level 1, 2, 3) <input type="checkbox"/> Pass PGA Playing Ability Test <input type="checkbox"/> Complete 16 Months of Approved Internship <input type="checkbox"/> Complete a minimum of 120 required credits <i>Any student that waived MATH 1215 must take an additional 3 credits to reach the 120 total required credits</i>

INTERNSHIPS:



16 MONTHS OF REAL-WORLD PREPARATION

Every student in the NMSU PGA Golf Management Program completes 16 months of full-time, paid internships as part of their journey to becoming a PGA Professional. These internships are more than just job placements. They are immersive, career-shaping experiences designed to launch students into the golf industry with confidence.

Students earn between \$16–\$20 per hour, with free housing provided at many sites. Our extensive network of opportunities spans the globe, including placements at top-100 golf facilities, PGA Section offices, destination resorts, private clubs, and even non-traditional roles like tournament operations, junior golf academies, and golf technology firms.

Before each internship, students go through a competitive application process, building résumés, preparing cover letters, and practicing interviews, thus gaining the professional skills and confidence needed to thrive in the hiring process and the workplace.

Throughout their internship journey, students gain hands-on experience in diverse areas such as golf instruction, merchandising, event management, customer service, and facility operations. These rotations are tailored to individual career goals and often lead to long-term mentorship, job offers, and career clarity.

By the time they graduate, our students don't just have a degree. They have a professional résumé, a network of industry connections, and the real-world experience to step confidently into leadership roles within the golf industry.



STUDENT SPOTLIGHT:

Johnny Contreras

2024 internship at Pinerhurst Resort
Host-site of the 2024 U.S. Open



What was it like interning at Pinehurst during the 2024 US Open?

“Pinehurst give me a behind-the-scenes perspective of operating a major championship. I was one of three interns assigned locker room detail during the US Open! After the US Open finished, I got a comprehensive education on operating a top 100 facility by splitting my time between the inside and outside golf operations. I worked many hours, but I still had time to play a lot of great golf. My favorite courses on Pinehurst were #4 and #10.”

Advice for high school students interested in a career in golf.

“My advice to high school students considering their next steps in life is to stay positive. Keep pushing yourself to be the best version of yourself. Keep working for what you want.”



TRACKMAN STUDIO:



ELEVATING PLAYER & COACH DEVELOPMENT

Our state-of-the-art TrackMan Teaching Lab is the centerpiece of player development at NMSU PGA Golf Management. This indoor performance studio features the industry's most advanced technology, giving students the tools to analyze, improve, and coach the game at the highest level.

The facility is equipped with:

- Two TrackMan 4 simulators for ball flight tracking, swing data, and virtual golf
- Sportsbox AI 3D motion analysis for precise biomechanical feedback
- BodiTrak pressure mapping to assess weight shift and balance
- High-speed video analysis systems for frame-by-frame swing review

Students can reserve the lab for a variety of uses, including individual practice, virtual rounds, club fittings, and peer-to-peer or supervised instruction. Whether preparing for the PAT or learning how to coach others, the lab provides hands-on experience with the same tools used by top instructors and tour professionals around the world.

More than just a place to practice, the TrackMan Lab is where students become true professionals, learning to use data, technology, and coaching insight to elevate performance and drive results.



TOURNAMENT PROGRAM:

At NMSU PGA Golf Management, our tournament program is a cornerstone of student development, designed to prepare students for the PGA Playing Ability Test (PAT) and build competitive confidence throughout their time in the program.

Each student is required to play in a minimum of four tournaments per academic year, with over 40 PGA-sanctioned events hosted annually. These events take place at top local venues, including the NMSU Golf Course, Sonoma Ranch, and Red Hawk Golf Club. They offer students a wide range of competitive formats, from stroke play and match play to skills challenges and team events.

The program pays out over \$100,000 annually in scholarships, prize money, and gift certificates, creating meaningful incentives for performance and participation. Optional passes such as the Ultimate Tournament Pass allow access to all events, including side games like skins and par-3 challenges.

Tournaments are also used to monitor playing ability and support student development, with one-on-one coaching and personalized plans available for students working to pass the PAT. This structured and supportive environment helps students build tournament experience, handle pressure, and sharpen their games.

Each semester, students also travel to Ruidoso, a nearby mountain town, for a weekend tournament getaway that combines competitive play with camaraderie and a refreshing change of scenery.

In addition to local events, our top players represent NMSU in prestigious regional and national tournaments such as the PGA University Championship, the Kelbel Cup, and the GMG Cup, showcasing their skills and school pride on a larger stage.

For many, the tournament program is where competitive fire meets professional preparation, which is an essential step in becoming a confident, capable PGA Professional.





Competing Beyond Campus

Top performers in our tournament program have the opportunity to represent NMSU on a larger stage by qualifying for prestigious regional and national events. Students compete in the PGA University Championship, a showcase of the best PGM programs in the country; the Kelbel Cup, a regional competition that blends camaraderie with high-level play; and the GMG Cup, a spirited team match-play event. These events offer unforgettable experiences and a chance to proudly represent NMSU against the best in collegiate golf management.



PGA UNIVERSITY CHAMPIONS
2006, 2015, 2016, 2022



GOLF
MANAGEMENT

COACHING

Led by Henry Stetina, a four-time Teacher of the Year and Golf Digest's #1 Teacher in New Mexico, our coaching blends Strokes Gained analytics, DECADE course strategy, and mental game training to drive measurable improvement. Students meet regularly for performance reviews, goal setting, and tailored practice plans; developing smarter, more consistent players.



LESSONS

Individual lessons use TrackMan 4, Sportsbox AI, BodiTrak, and video analysis to fine-tune mechanics and elevate scoring. Every session ends with a clear action plan tied to Strokes Gained stats, helping students understand where they lose shots and how to gain them back.

DEVELOPMENT

Our long-term development model includes performance tracking, seasonal training phases, and custom practice plans to help players break 80, 75, and 70. With support in fitness, nutrition, and tournament prep, students follow a clear pathway that turns data into results and potential into performance.

Golf Digest

**BEST
TEACHERS**

IN EVERY STATE

2024-2025

CAREER SUCCESS:



100% PLACEMENT. LIFELONG SUPPORT.

At NMSU PGA Golf Management, career development is at the core of everything we do. We're proud to uphold a 100% job placement rate, not only for required internships but also for full-time positions after graduation.

Every student completes 16 months of paid, career-shaping internships, working at top facilities across the U.S. and abroad. These include top-100 golf courses, private clubs, resort destinations, PGA Section offices, and other notable locations. Many students receive job offers before graduation, thanks to the depth of their experience and preparation.

From day one, students receive personal guidance in résumé writing, interview preparation, and career planning. Our faculty and staff work directly with students to match them with internship opportunities aligned with their goals, whether it's becoming a head professional, general manager, director of instruction, or even launching their own business.

What truly sets us apart is our commitment to lifelong mentorship. Graduates stay connected with our team and our alumni network, often returning to share insights, offer internships, or recruit the next generation of PGA Professionals.

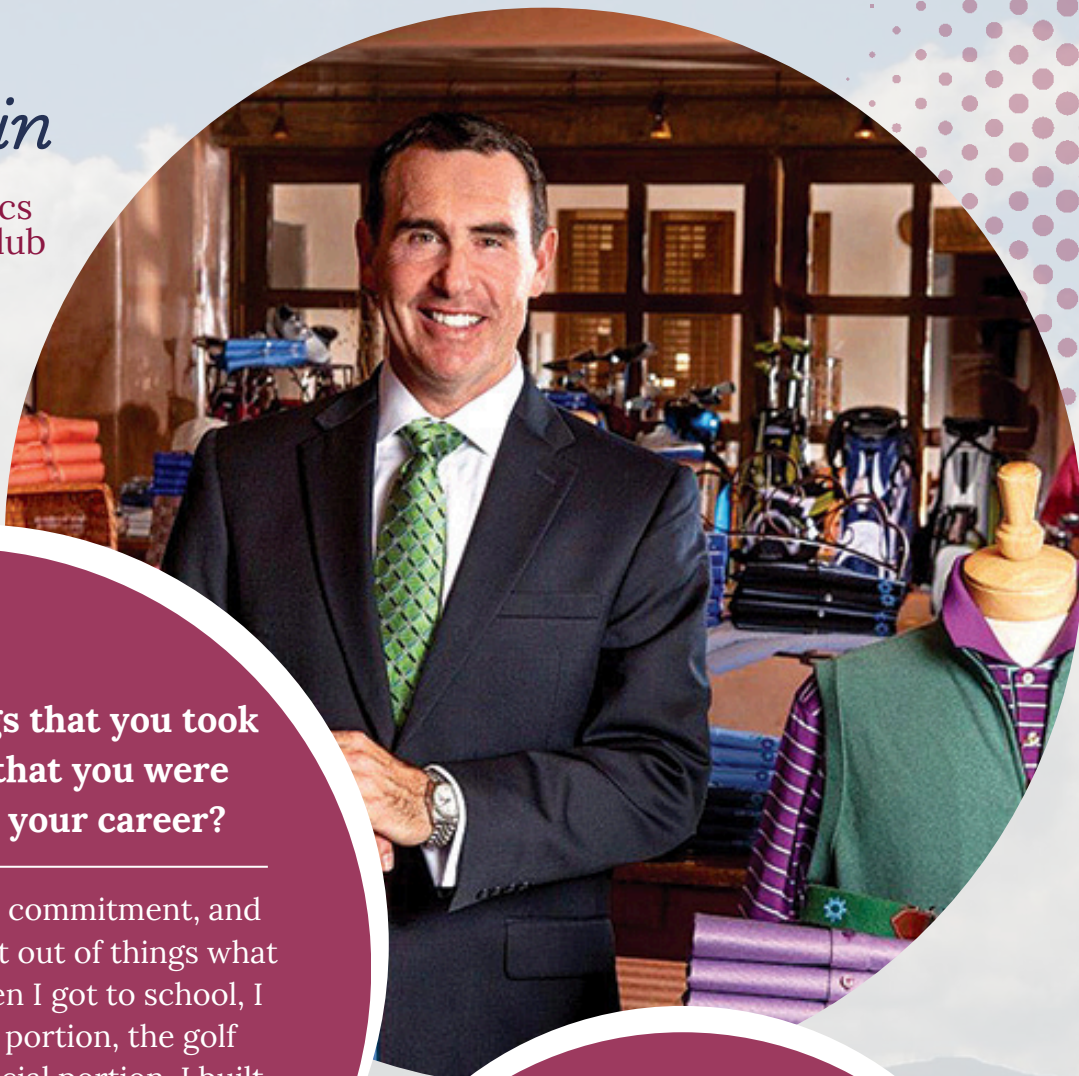
This isn't just about finding a job. It's about building a career pathway and developing the confidence, skills, and connections to lead in the golf industry for life.



ALUMNI SPOTLIGHT:

Jason Epstein

Director of Golf & Athletics
Congressional Country Club



What are some things that you took from the program that you were able to use to begin your career?

“Building relationships, commitment, and lifelong learning. You get out of things what you put into them. When I got to school, I was all in. The school portion, the golf portion, and yes, the social portion. I built relationships with everyone I could and worked hard in school and on my game. I was never the most talented or smartest, but no one was going to outwork me.”

**2025 PGA of America
Bill Strausbaugh Award**

**2015 PGA of America
Merchandiser of the Year**

Words of wisdom for anyone interested in a career in golf.

“The game and the PGA have given me everything I have. Stay committed, work hard, and enjoy the journey. After 25 years as a PGA Member, it’s the people you meet, relationships you have, and what you learn that’s most meaningful – there isn’t a profession in the world that provides what golf does.”

PLAYING GOLF:



A GOLFER'S PARADISE: YEAR-ROUND PLAY IN LAS CRUCES

Located in the heart of southern New Mexico, Las Cruces offers ideal conditions for year-round golf—with over 300 days of sunshine annually and mild seasonal temperatures that rarely disrupt play. Winters are cool but comfortable, with average highs in the 50s and 60s, while spring and fall bring perfect golfing weather in the 70s and 80s. Even in the summer, dry heat and early tee times make golf a daily reality.

Students have access to three high-quality public golf courses within 15 minutes of campus:

- [NMSU Golf Course](#), owned and operated by the university
- [Red Hawk Golf Club](#), a championship public course
- [Sonoma Ranch Golf Course](#), neighborhood course with fast greens

For just a few hundred dollars per semester, students can purchase unlimited play passes at any or all of these facilities, with cart fees and range balls included. These passes provide full access to practice facilities, putting greens, and short-game areas, creating a perfect environment for daily improvement.

Best of all, every head professional at these facilities is a proud graduate of our program and each is deeply committed to mentoring current students, providing jobs, coaching, and support throughout the year.

In Las Cruces, golf isn't limited by season; it's part of the lifestyle. And with unmatched access, affordability, and support, students have every opportunity to sharpen their skills and enjoy the game every single day.



LIFE IN LAS CRUCES:



Las Cruces is a welcoming college town with a low cost of living, making it easy for students to find affordable housing, great local food, and everything they need to enjoy life on a budget. With fewer financial pressures, students can focus more on school, golf, and making the most of their college experience.

Surrounded by natural beauty, Las Cruces offers easy access to White Sands National Park, the Organ Mountains, and countless trails for hiking, biking, and exploring. With over 300 days of sunshine each year, the warm climate makes outdoor adventure a year-round lifestyle. From scenic desert views to a supportive community, Las Cruces is a place where students can grow on the course, in the classroom, and beyond.



TUITION AND FEES:

The NMSU PGA Golf Management Program is designed to provide exceptional value, offering a top-tier education, real-world experience, and full access to golf facilities at a cost that remains accessible for most students and families. [Click here for more information.](#)

Tuition & Housing

- In-State Tuition: Available to most students after the first year through residency or scholarship programs.
- [Out-of-State Discounts](#): Many students qualify for reduced tuition through the Western Undergraduate Exchange (WUE), Competitive Scholarships, or Regional Reciprocity Agreements with neighboring states.
- On-Campus [Housing & Meal Plans](#): Required for first-year students, with PGA Golf Management students encouraged to live in the PGM Living Learning Community.

LAB FEES FOR PGA GOLF MANAGEMENT PROGRAM COURSES:

Many of the required PGA classes have a required lab fee. The lab fee will appear along with your tuition each semester that a PGA Golf Management course is registered for. The lab fees cover all expenses related to the PGA Educational Program, all required supplemental materials for each class, your first attempt of the PGA's Playing Ability Test, and guest speakers.

CLASS	CREDITS	COST
MKTG 180, PGA's Education, P.A.T.	3	\$1,230.00
MKTG 181, PGA's Education	3	\$810.00
MKTG 280, PGA's Education	3	\$890.00
MKTG 281, PGA's Education	3	\$810.00
MKTG 380, PGA's Education	3	\$890.00
MKTG 381, PGA's Education	3	\$585.00
MKTG 480, PGA's Education	3	\$665.00
MKTG 481, PGA Final Experience	1	NO FEE

PGA GOLF MANAGEMENT PROGRAM DESIGNATION

Students who successfully complete the entire PGA Golf Management Program requirements will receive a special "PGA Designation" on their official transcript. To receive this designation and graduate from the NMSU PGA Golf Management Program, the following are required:

- Complete the entire 120 credit hour curriculum
- Complete at least 16 months of Co-op (internship) Education
- Complete the PGA's Education Program (Q-Level, Levels 1-3)
- Successfully pass the PGA's Playing Ability Test (P.A.T.)

HOW TO APPLY:

Step 1: Apply to New Mexico State University

[Click here](#) to complete the undergraduate admissions application. Be sure to submit your high school transcripts, test scores (if applicable), and any required documents.

Step 2: Apply to the PGA Golf Management Program

To be eligible, you must have a golf handicap index of 12.0 or lower. You can verify this by:

- Submitting an official GHIN or USGA handicap,
- Having a PGA Professional or high school coach sign your verification form, or
- Providing proof of passing the PGA Playing Ability Test (PAT), if already completed.

[Click here](#) to apply to the NMSU PGA Golf Management Program.

Step 4: Receive Admission Decision

Once your application and handicap verification are submitted, our program staff will review your file. You will receive a letter by mail with your admission decision.

Step 5: Confirm Your Spot

If accepted, complete and return the confirmation form included in your acceptance packet. This secures your place in the incoming class.

Step 6: Plan Your Visit (Optional, But Encouraged)

Schedule a personalized campus visit to tour the facilities, meet our staff, and even play a round of golf. Contact our office directly to arrange your trip and we'll take care of the details.





Scholarships: Invested in Your Future

The NMSU PGA Golf Management Program awards over \$40,000 in scholarships annually, thanks to the generous support of our alumni and industry partners. In addition to university-wide financial aid and out-of-state tuition discounts, students become eligible for program-specific scholarships after their first year. Our goal is to make your path to becoming a PGA Professional both accessible and affordable.



**72% OF ELIGIBLE STUDENTS RECEIVED
A PROGRAM SCHOLARSHIP LAST YEAR**



GOLF
MANAGEMENT

STUDENT SPOTLIGHT:

Erica Kim

Frisco, TX



What are some things that you took from the program that you were able to use to begin your career?

“Building relationships, commitment, and lifelong learning. You get out of things what you put into them. When I got to school, I was all in. The school portion, the golf portion, and yes, the social portion. I built relationships with everyone I could and worked hard in school and on my game. I was never the most talented or smartest, but no one was going to outwork me.”

Hannah Michael

Las Cruces, NM

Words of wisdom for anyone interested in a career in golf.

“The game and the PGA have given me everything I have. Stay committed, work hard, and enjoy the journey. After 25 years as a PGA Member, it’s the people you meet, relationships you have, and what you learn that’s most meaningful – there isn’t a profession in the world that provides what golf does.”

STAY CONNECTED:



FOLLOW THE JOURNEY. JOIN THE COMMUNITY.

Whether you're exploring our program for the first time or preparing to join our next class, staying connected is the best way to experience who we are and what we do.

By following us on social media, you'll get an inside look at student life, tournament highlights, internship stories, alumni success, and all the moments, big and small, that make our program special. We share updates on events, application deadlines, scholarship info, and career opportunities to help you stay informed and inspired.

You can also visit our program website to explore curriculum details, plan your campus visit, or start your application.

If you have questions or want to speak with someone directly, email us anytime. We're here to help guide you through the next step in your journey.

- **Instagram:** @nmsupgagolfmanagement
- **Facebook:** NMSU PGA Golf Management
- **Twitter:** @NMSUPGA
- **Website:** pgapgm.nmsu.edu
- **Email:** pga@nmsu.edu

Join our community online and discover what it means to be part of the Aggie PGA family.



VISIT US:



COME SEE WHAT MAKES US DIFFERENT

The best way to experience the NMSU PGA Golf Management Program is to see it for yourself and we offer several ways to do just that.

Join us for one of our Visitors Weekends, where you'll tour campus, meet current students and faculty, play a round of golf, and get a firsthand look at what life is like in the program. It's a great opportunity to explore Las Cruces, connect with future classmates, and envision your path to becoming a PGA Professional.

Can't make a scheduled weekend? No problem. You can also schedule a personalized campus visit any time of year. We'll coordinate a tour of our facilities, set up a meeting with our staff, and even arrange a tee time if you'd like to play during your visit.

Prefer a virtual introduction? We're happy to meet with you over the phone or via video call to answer your questions, walk through the application process, and share more about what makes our program unique.

However you choose to connect, we're excited to meet you and help you take the next step toward a future in golf.



SOCIAL MEDIA

Get a behind-the-scenes look at life in the program! From tournament highlights and student spotlights to internship updates and campus events, our social media channels keep you connected to everything happening in the program.



@nmsupgagolfmanagement



NMSU PGA Golf Management



@NMSUPGA

WEBSITE

Explore program details, curriculum info, internship opportunities, and how to apply, all in one place. Our website is your go-to hub for learning what the program has to offer and if it is right for you.



business.nmsu.edu/pga

PHONE & EMAIL

Have questions? Want to schedule a visit or chat with a staff member? We're here to help. Reach out anytime as we'd love to connect with you.

575-646-1507 | pga@nmsu.edu





Résumés, Interviews & Career Support

Professionalism starts early at NMSU. All PGA Golf Management students participate in résumé writing workshops and mock interviews, gaining the skills and confidence needed to stand out in a competitive job market. In addition to personalized coaching from our PGA faculty, students have full access to the College of Business Professional Development Center, which offers career fairs, networking events, and one-on-one career advising. Whether applying for internships or full-time roles, our students are prepared to make a lasting impression.

OUR STUDENTS BENEFIT FROM **100%** PLACEMENT
ON INTERNSHIP AND PERMANENT EMPLOYMENT



GOLF
MANAGEMENT



Global Internship Opportunities with the PGA

The NMSU PGA Golf Management Program partners with the PGA's Global Internship Program, offering students unique, international internship placements that span PGA-affiliated resorts, elite golf clubs, and tournament operations around the world. These immersive experiences allow students to deepen their skills in real-world settings, gaining exposure to diverse golf cultures, best practices, and professional networks. Whether interning in Europe, Asia, or beyond, our students build global competitiveness and return as well-rounded, culturally aware PGA Professionals.



**LAST YEAR ALONE, OUR STUDENT ASSOCIATION
SPENT 200 HOURS ON COMMUNITY SERVICE.**



GOLF
MANAGEMENT