

Golf, Business, Altruism Intertwine For Holzschuh

It's not easy for any golfer to qualify for the U.S. Mid-Amateur. But it is even more difficult when the player is as busy in his off-course life as Jeff Holzschuh, who was one of 264 competitors in last week's championship at the Shadow Hawk Golf Club outside Houston.

First, consider Holzschuh's work. The 51-year-old Greenwich, Conn., resident is vice chairman of Morgan Stanley and a key player in that company's institutional securities group. He spends as many as 150 days a year on the road, focused on investment banking and dealing primarily with clients in energy and utilities (though he finds his way into other industries, as he did this past year in helping Fortune Brands sell its Acushnet Golf subsidiary). Those duties do not give him a lot of time to work on his golf, and it certainly makes scheduling an issue. For example, Holzschuh had to be in London for three days just before this year's Mid-Am, which meant he barely had time to pick up his golf clothes and clubs at home before flying down to Texas.

Then, there are all those things Holzschuh does outside of his paying job. Currently, the Rochester, N.Y., native is vice president of the Metropolitan Golf Association and is in line to become its next president. Over the years, Holzschuh has served on a number of committees and boards at

the MGA, which has 565 member clubs. Among those is the one that runs its Foundation, which supports a wide range of programs such as The First Tee of Metropolitan New York and GOLFWORKS, a student internship program.

The lanky, 6-foot-6 father of three also sits on the USGA's President's Council, working with a group that includes Arnold Palmer and Sandra Day

O'Connor to help grow the game.

A scratch player who is long off the tee and deft with the putter,



Jeff Holzschuh

Holzschuh was deeply involved with Jack Nicklaus' Memorial Tournament for the 10 years when Morgan Stanley sponsored it. In addition, Holzschuh has run a number of local charity tournaments and been a member of various boards and committees at the places where he plays most of his golf, including Stanwich and Winged Foot in the Met Area as well Laurel Valley in Pennsylvania and Muirfield Village in Ohio.

It's a full plate, to be sure, and it speaks to the deep-seated love Holzschuh has developed for the royal and ancient game ever since he took it up in his late 20s, when he was working in Los Angeles for Morgan Stanley. It also speaks to his prodigious energy and organizational skills.

A student-athlete who attended Niagara University in upstate New York on a basketball scholarship and played pro ball for a summer in the Continental Basketball Association, Holzschuh first saw golf as a way to continue to compete in sports and loved the challenges.

"I also found the game to be helpful in business and something I could play all over the world in incredibly beautiful settings," he adds. "I enjoyed the social aspect of it and really liked its history and the principles it represented."

Holzschuh also found many ways in which golf appealed to his altruistic side, saying it allowed him to help those people and institutions in need, whether underprivileged kids or underfinanced medical

and academic institutions.

Holzschuh enjoyed playing golf right from the beginning. But work and family kept him from being much more than a competent club player. But he started to get out on the course more as his children got older, and then he started playing in some local invitational events before taking his game to an even higher level. Holzschuh competed in this year's Met Amateur, for example, before qualifying for the Mid-Am. That was his first appearance in a national championship, and while he didn't make it to match play, he nonetheless relished the experience.

"I completely enjoyed being on that stage and playing alongside guys who have competed in U.S. Opens and Amateurs," he says. "It was also a real learning experience, and I think it can only make me a better player."

Holzschuh is already a pretty good player, especially when you consider how much he has going on in his off-course life. He still does not tee it up in many events, and he is not able to spend a lot of time playing or practicing. But he nonetheless finds a way to make it work.

"It helps being as competitive as I am," he says. "I've also been pretty good at focusing on whatever task is at hand, and I am organized. I think that the busier you get, the more organized you become, and that helps me play competitive golf even with all these other things going on."

And even when the event is as big as the Mid-Am. ●



the amateur game

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