New USGA service targets construction

By PETER BLAIS
FAR HILLS, N.J. — The U.S. Golf Association (USGA) Green Section will launch its new Construction Education Program next month with Mid-Continent Regional Director Jim Moore as director. Moore is developing materials, web site and seminar programs that will be available at minimal charge to developers, superintendents, course owners, club managers, golf professionals and others involved in building golf projects. “We know that many of the physical problems golf courses experience after opening occur because of things that were or weren’t done when the course was originally built,” Moore explained. “We want to be involved up front providing good information for continued on page 28

Winter Prep Report
Can compost fight snow mold? Can a fertilizer applicator Overseed? Get answers before snowfall

Problems with mosquitoes? Kill ’em at their source

Focus on Black Diamond’s Laurie Frutchey

A cautionary tale of development in Jamaica

On the Green: Cart path alternatives

Brit Clark leads Maine back into boom

Matthews carves Hawk Hollow from quarry

Family Golf Centers dominates range market

Managers contemplate industry in year 2016

What’s new in the marketplace?

EPA alters worker-protection standards

COURSE MAINTENANCE
New zoysia varieties meet high expectations
Focus on Black Diamond’s Laurie Frutchey
On the Green: Cart path alternatives

COURSE DEVELOPMENT
A cautionary tale of development in Jamaica

COURSE MANAGEMENT
Sate bags owner who hugged permits
Family Golf Centers dominates range market
Managers contemplate year in 2016

SUPPLIER BUSINESS
EPA alters worker-protection standards
CSAA Report: Platinum Tee Club expands
What’s new in the marketplace?

NTEP funding survives; Morris credits lobbying

By MARK LESLIE
WASHINGTON, D.C. — The embattled National Turfgrass Evaluation Program (NTEP) received good news from Congress in August when the U.S. House of Representatives and Senate passed an agri-cultural appropriations bill that included—even added to—NTEP funding.

NTEP operates as an independent agent under the U.S. Department of Agriculture, but the USDA had proposed redirecting its entire NTEP funding to other research.

Citing effective lobbying from the $30-billion turfgrass industry, NTEP National Director Kevin Morris said lawmakers actually increased the funding $5,000 to $55,000.

“We got a tremendous response from the letter I sent out jacking for industry support,” Morris said.

“The Turfgrass Producers International and Golf Course Superintendent Association of America lobbied on our behalf at the Congressional level. It pushed the key congressmen. And that was really helpful.”

Happy at the turn of events, Morris is nonethe-Continued on page 53

Priority One: Putting the customer first

By HAL PHILLIPS
CHICAGO — While management companies own or operate only 5 percent of the nation’s golf course stock, their impact is felt throughout the industry.

Nowhere is this impact more evident than in customer service where upscale, daily-fee facilities operated by hospitality-trained professionals have upped the ante on their privately run, public-access competitors.

“What golf management companies have recog-nized is that we’re in the hospitality business — like hotels are in the hospitality business,” said Gregg Gagliardi, general manager and PGA pro at Lansbrook Golf Club in Palm Harbor, Fla. “The golf industry has never been known as a very high-service business,