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 the developer to be involved up front providing good information for construction.”

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When fire ravaged the maintenance facility at South Hills Country Club in Franklin, Wis., superintendent John Spyk received a huge helping hand. See page 49.

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WATERWORLD EAST

Man-made water features rival their natural counterparts at the Clyde Johnston-designed River Landing Country Club, a newly-opened club north of Wilmington, N.C. For story, see page 34.

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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 agricultural appropriations bill that included—almost 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 $90-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, asking for industry support,” Morris said. “The Turfgrass Producers International and Golf Course Superintendents 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-

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 the 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 recognized 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,
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