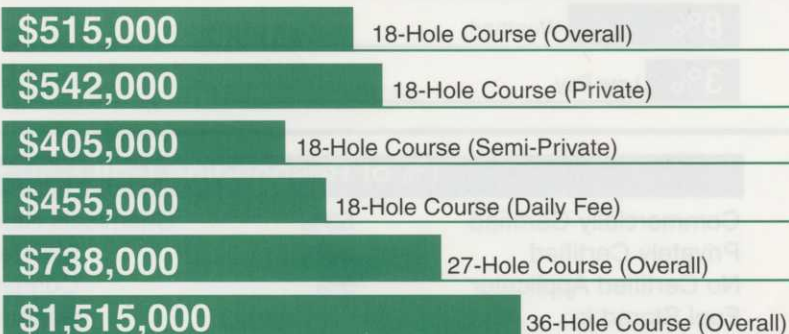


1996 Mid-Atlantic Superintendents Survey

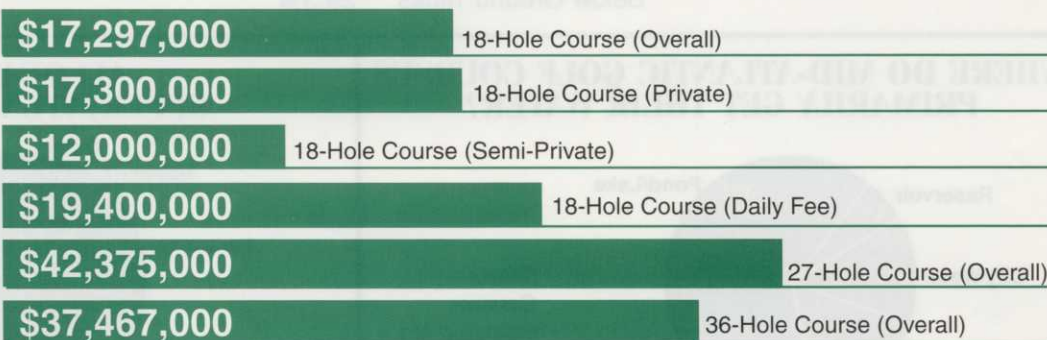
Compiled By Keith Williams and Dr. Kevin Mathias

Last winter, most Mid-Atlantic superintendents were frantically plowing one step ahead of the season's record snows. Dr. Kevin Mathias of the University of Maryland Institute of Applied Agriculture and Keith Williams, one of his students in the Golf Course Management Program, took advantage of the lulls between the storms to conduct a survey of conditions and practices prevalent in the Mid-Atlantic golf course industry. Their results provide informative comparison for each golf course superintendent as he (or she) evaluates the past year and prepares for the future. Some of the following graphics are taken directly from the survey, while others were drawn from the text. A fuller breakdown of the data and a description of the survey's goals, method, and philosophy are included in the full report from Keith Williams.

1995 ANNUAL AVERAGE GOLF COURSE OPERATING BUDGET



1995 ANNUAL WATER USAGE (GALLONS)



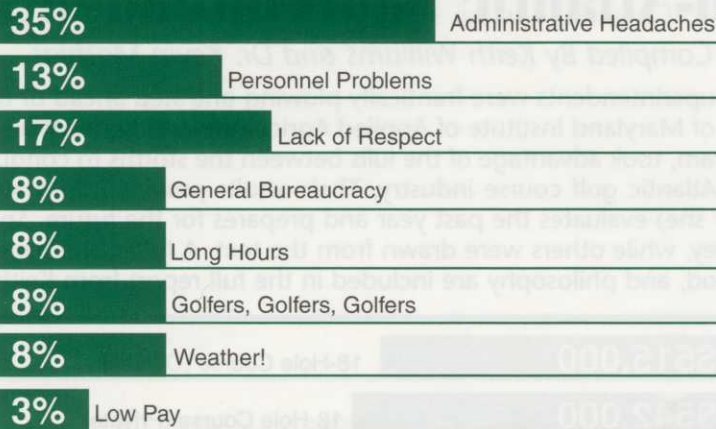
AVERAGE STAFFING LEVELS



PREVENTATIVE DISEASE MANAGEMENT USAGE

	Greens	Tees	Fairways
Fungal Diseases	83%	58%	36%
Grassy Weeds	40%	42%	55%
Broadleaf Weeds	13%	13%	13%
Soil Insects	32%	28%	30%
Surface Insects	8%	6%	2%

SUPERINTENDENT' COMPLAINTS

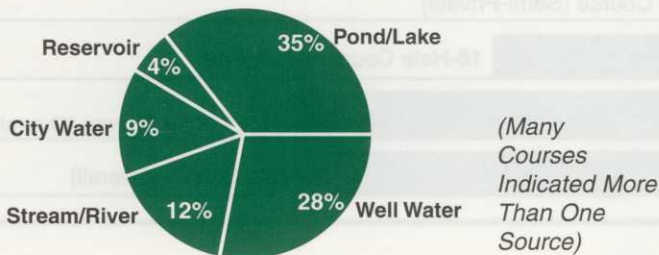


HAZARDOUS MATERIAL USAGE & STORAGE

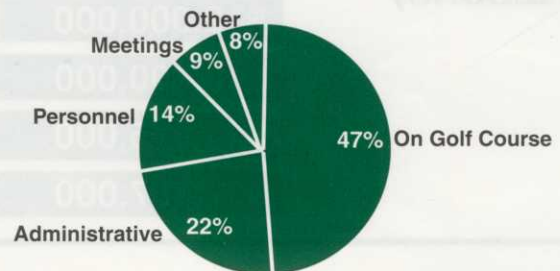
(% of Responding Golf Courses)

Commercially Certified	59%	Chemicals Stored In:	
Privately Certified	36%	Maintenance Shop	24.5%
No Certified Applicator	5%	Containment Building	3.8%
Fuel Stored In:		Separate Shed/Building	66%
Above Ground Tanks	71.7%	Other	7.5%
Below Ground Tanks	28.3%		

WHERE DO MID-ATLANTIC GOLF COURSES PRIMARILY GET THEIR WATER?



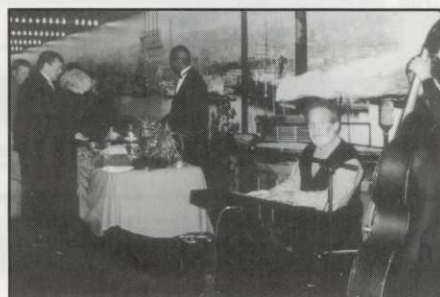
ALLOCATION OF SUPERINTENDENT'S TIME



AND ABOUT LADIES' NIGHT...



Were you there the third Sunday evening last October? Were you strolling past sharks, dallying around some dolphins, or enjoying a quiet conversation among the jellyfish? If not, you missed the Mid-Atlantic's premier social event of 1996. Gordon Caldwell, CGCS and his Social Committee put together an incredible evening of relaxation and indulgence for over 40 MAAGCS members and their spouses at the National Aquarium in Baltimore. The staff at



the aquarium opened up the entire exhibit area for MAAGCS's private enjoyment—including the hands-on area (the jellyfish were on a different floor!). The light buffet was splendidly catered and savored by all in the

penthouse lounge overlooking the harbor lights. The movable bars seemed to crop up just about everywhere the couples went. Gordy will have his work cut out for him next year when he tries to top this event. Contact him with any ideas for social events (Be creative—the National Aquarium in Baltimore will be a very tough act to follow). For those who missed Ladies' Night 1996, swing by the National Aquarium in Baltimore, slip a cocktail and hors d'oeuvres out of your pocket, and try to imagine the experience without the teeming masses swirling all around you!