

Turfgrass Matters Fall 2016

INSIDE

President's Report GCSAA Report Event Update Golf Industry Show Getting to Know Galen Evans Government Relations Update Assistants Corner Letter from the Editor



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President's Report – Chris Harriman

As I reach the home stretch of my presidency, I finally feel like we have too much going on all at once, which is perfect. On the Golf Course, if my managers don't feel like there is just a little bit too much going on all at the same time, then I am probably not doing my job well enough. As I move on to Past President, I will still have projects to see through and the Board will be plenty busy improving upon what we have set up the past few years. Busy is good, busy and productive is even better.

Our Best Management Practices project is moving along nicely. Stacey Kingsbury has been working with Dr. Roberts and Dr. Turner at UMD to finish up the content and we are actually working on inputting some info into a draft website. The GCSAA and Dr. Unruh at the University of Florida have been working diligently on their BMP template. This will be a national template that all local associations will have work to make their BMP agree with. We knew the GCSAA was in this process and the timing of developing ours at the same time is going to work well. Right now we are working with GCSAA to be the first group of associations to test out their template and finish off our BMP so that it aligns with the national template. All of this will come together towards the end of the year and in early 2017. Once we have our final draft in hand around December or January, we will start working with regulators to get their input. We are aiming to have our final BMP website up and running before it gets hot and nasty again in 2017.

Huge thanks goes out to Tom Lipscomb, Luke Fisher and the entire staff at Riverbend G&CC. We had a packed Course for the Stewards of the Chesapeake and once again raised a significant amount of money. The Golf Course was in spectacular condition and I think everyone enjoyed the beautiful weather. This year's fundraiser will help us finish off funding our BMP project and allow us to look forward to more stewardship opportunities as well as some new research initiatives coming out of UMD.

With the Stewards in the books we look forward to a special event in the Equipment Manager Field Day at the University of Maryland Paint Branch Turfgrass Facility October 18th. Again, following quickly up on the national, we will be offering an Equipment Manager membership level for 2017. As superintendents we all know how important a readily available network is so our main goal with this initiative is to improve communication and networking opportunities for Equipment Managers. By bolstering our local networks of EM's and then using the resources that GCSAA is providing (online blogs, webcasts and one free admission to the GIS) I think we have a great opportunity to once again improve the overall quality of our facilities and help the people who run them grow and progress. Look for more details on the Field Day in our weekly email and on Facebook and Twitter.

Another exciting bit of outreach we have set for the fall is a First Green school outing at Westminster National on November 2nd. Ryan Kraushofer and the rest of the board will be fielding 100 5th graders out on the Golf Course to run through some First Green curriculum. We will look at water conservation practices as well as soil properties along with some fun golf related activities. Ryan has done a lot of leg work here in communicating with his local school to get the kids out on the Course. This is a great way to provide exposure to young minds and open them up to what we do on a day to day basis. We welcome any volunteers to help out on the day and we encourage you to look at your local school and offer up your Course for a First Green outing. The Board is happy to help and MAAGCS is paying for 50% of the costs to bus the kids out to the Course. This is a great initiative that we hope can only grow stronger.

We had a nice response from our quick Labor Force survey. Over 70% of the 27 respondents had at least one Spanish speaking individual who would want to further their career in turf as a manager. We continue talks with universities about providing more opportunity for our Spanish speaking all



Chris Harriman Cattail Creek Country Club @Harrimanscash Chris@cattailcreekcc.com



Continued on p. 17

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GCSAA Report – Chase Rogan

Local organization diversifies the game

As we all know, golf is a great game. It's easy to fall in love with golf. Strike it pure once, and you're hooked. But how do we get people introduced? I'm not sure we've answered that question. For me, my dad revealed the game. But if you don't have a friend or family member who plays, then maybe you never get introduced. Frankly, it can be an intimidating sport to pick up on your own. Furthermore, how do we get more young people acquainted with our profession?

Craig Kirby (pictured below) and his non-profit organization, "Golf. My Future. My Game," are working to grow and diversify our game of golf. Kirby has partnered with schools in the Washington D.C. area to set up programs that give African-American kids access to the game. In fact, each of his 12-week classes enrolls about 80 students. But Kirby's mission doesn't stop there. He also wants to introduce these kids to the various careers that golf has to offer. As stated on their website, the organization's goal is to raise awareness of the values, camaraderie, lessons, and opportunities that golf has to offer.

According to a 2015 study by Dr. Michael Cooper, President of Urban Golfer, LLC, and former Director of Diversity for World Golf Foundation, we learn that American golfers are 77 percent male and 80 percent white. Likewise, golf industry workers are 90 percent male and 88 percent white. As we know, many courses in the region are struggling to find reliable employees, including assistant superintendents. So what better way to help broaden our workforce than to simply tap into an untapped demographic?

That's where we come in. Craig has a vision for his organization where we can teach young people about our profession. Similar to a round-table discussion, Craig will be looking to superintendents in D.C. area to engage these kids and introduce them to the superintendent work life. Through that, we can build greater sustainability for not only our sector of the industry but also for golf as a whole.

Craig's organization has partnered with one of only four courses in America that are African-American owned, The Marlton Golf Club, just outside of Washington D.C. in Upper Marlboro. The Marlton Golf Club is the venue that serves as the catalyst for the programs offered by "Golf. My Future. My Game." As Kirby mentions, "Golf is a sport from which everyone can benefit." And as these programs are certainly most beneficial for the youth they serve, the industry itself stands to benefit from Kirby's philanthropic heart. That there is a win-win.



Craig Kirby speaks with youngsters in his program.



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MAAGCS Stewards of the Chesapeake Tournament

Tom Lipscomb and River Bend Host a Successful Stewards of the Chesapeake Event

It was a sold-out event in Great Falls, VA, and we could not have asked for a better day! The skies were clear, the temperature was perfect, and thanks to Superintendent Tom Lipscomb and his assistant Luke Fisher, the golf course was in spectacular condition and set up perfectly for our 120 golfers! Superintendents, assistants, partners, vendors and club officials came out to enjoy a spectacular day of golf and networking, while supporting the MAAGCS BMP project. "American Joe" Miedusiewski gave an eye-opening presentation on the life of a professional lobbyist and the intricate process of lawmaking.

It could be said that the golfing conditions and delicious food outshined the quality of golf, but in the end a champion team was crowned. With four teams tied at 24-underpar (4-man shamble using the 2 low net scores), it took a scorecard playoff to determine Chris Fernandes, Mike Bostian, Scott Wunder and Jeff Snyder as the 2016 Stewards of the Chesapeake Champions. Additional prize winners included closest to the pin for Kevin Smith, JC Clevenger, Corey Haney and Tim Carr, plus long drive champion Steve DeGrange.

Proceeds of this event go towards supporting environmental research and specifically the BMP project, currently in the works. MAAGCS is working with GCSAA to put together a comprehensive and interactive online resource to help our members and industry professionals better understand best practices for golf course management to protect and preserve the environment. Keep an eye out for updates and on the progress as we continue to work towards launching the website.



2016 Champs: Chris Fernandes, Jeff Snyder, Scott Wunder, Mike Bostian & MAAGCS President Chris Harriman



Dean Graves, Chris Sandels



Tom Harshburger, Todd Cowing, Mark Merrick, Kyle Trazkos (Rick Fritz Memorial Tee Sign)



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More from the Stewards of the Chesapeake



Ted Huhn of BASF directs the putting contest



Kevin Monaco, Tom Lipscomb, Lance Ernst, Donn Dietrich



Tom Harshburger and Mark Merrick



Chris Hinesley, David McGregor, Andrew Robertson, Sam Camuso, Tyler Eastham



Networking and fun was the rule at River Bend

Scenes from the MAAGCS Social at Caddies



Bo Jumbercotta and Andrew Harrison get into the act at Caddies.



Ryan Kraushofer and Dean Graves share a laugh at the social event.

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Getting to Know Galen Evans



MAAGCS Board of Directors

Laytonsville Golf Course 2011–Present

Penn State University Turfgrass Science Degree

Galen Evans gevans@mcggolf.com

How did you get into your current position at Laytonsville Golf Course?

I was the assistant at Laytonsville for four years after graduation. I was very fortunate to be given the opportunity to move up when my superintendent retired.

What is the future of education with the MAAGCS?

I think we have a pretty good thing going with our Annual Education Seminar. It's a great one-stop shop for getting our pesticide and fertilizer license renewals. We are looking forward to creating more education opportunities for Equipment Managers and doing all we can to create valuable education opportunities that can fit the busy schedule of a Mid-Atlantic superintendent.

What are you most excited for in our industry moving forward?

I'm most excited about superintendents taking the opportunity for outreach and education in their local communities. First Green field trips with local schools can accomplish so many of our goals as an industry. We can tell our story and explain how golf courses can be a huge benefit to the environment. We are also introducing kids to the game of golf with the hopes that one day they will take up the game.

Where do you see yourself in five years?

I see myself working in the turf industry, continuing to promote our environmental contributions.

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2017 Golf Industry Show - Hotel Reservations are Open!

Annual Social Event is on Wednesday, February 8, 2017

Reservations are now available in the MAAGCS room block for the Golf Industry Show in Orlando.

The Doubletree by Hilton Orlando SeaWorld is the official hotel for the MAAGCS, ESAGCS, and VGCSA for the 2017 GIS. Room availability begins on February 4 and runs through February 11. Rates are \$132 for a king room or two doubles.

The beautiful hotel will also host our annual Social Event poolside from 7-10 p.m. on Wednesday, February 8, so **SAVE THE DATE**!

Visit the MAAGCS website (www.maagcs.org) to book your room! DEADLINE TO BOOK IS DECEMBER 1, 2016 — FIRST COME, FIRST SERVE!

If you have any questions please contact Robert Davila at Travel Planners, Inc., (212) 468-5291 or robert.davila@onpeak.com



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Government Relations Update – Eric David

The 2016 Presidential election is less than one month away; therefore most of our news coverage is focused on economic and fiscal policy, terrorism, and other global issues. However, it is never a bad time to get in touch with one of your state or county representatives to talk about other local challenges.

When I first took the government relations position on the MAAGCS Board of Directors, I did not know how to proceed with advocacy on the behalf of golf course superintendents. Over the past nine months, I have made progress talking with government officials, whether it be state congressman, or local delegates. At times, it seemed like a daunting task; who do I call? What do I talk about? I found it to be much easier than I had anticipated and it was rewarding to finally have a voice in my own community with people I met in person.

My hope is to encourage more advocacy on behalf of superintendents in the area. We live in a government centric area of the country and each superintendent that is able to talk to a government official will help to create awareness for our industry. Most us have little free time or don't see the importance of talking to our representatives, but it only takes a small amount of time to help educate lawmakers. **If we don't stand up for our industry, it is our fault when laws are created against us.** The biggest challenge is understanding how to start the process, which is why I have developed a step by step framework to make it much easier to understand how to contact your representatives.

- Find out who your representative is and get their contact information.
- Send an email with your concern about a law or desire to meet the representative
- If you do not receive a response, don't be discouraged, send a follow-up email.
- Schedule a time and place to meet, and then have an agenda ready when meeting with the representative.
- Don't get into your personal political views, stick to your agenda.
- Make sure to thank your representative and invite them to your facility.
- Send a follow-up thank you email, recapping what was discussed and any action items.

This framework is simply a suggestion when meeting with lawmakers, but clearly, there

are many different approaches that would have the same success. The most important takeaway is the need to make our industry heard before laws and regulations are created that impact our business. Sometimes this process can be long and drawn out, so persistence is the key to getting noticed and having concepts and ideas turn into action items. If we each put in a little time and effort to have our voices heard, we could make a strong impact on how our industry is perceived.

Below, you will find a link to the most recent economic impact studies about golf in Maryland and the United States. These numbers go a long way when making a case to a lawmaker because they are able to understand that we have quite an economic impact as an industry.

http://wearegolf.org/economy/impact/

BY THE NUMBERS

 \$176.8 Billion – Total economic impact of golf in America, including direct, indirect and induced impacts.

NEWS

- \$68.8 Billion Total size of the golf economy nationally.
- \$55.6 Billion Total wage income from about two million U.S. jobs.
- 15,204 Approximate number of U.S. golf facilities, with more than 10,000 open to the public.
- \$20.6 Billion Total travel expenditures produced by the golf industry.
- \$5.6 Billion Total amount spent on golf supplies.
- \$523 Million Total spent on golf-related media including books, magazines, DVDs, etc.
- 75 One in 75 jobs in the U.S. is impacted by the golf industry (U.S. Bureau of Labor Statistics).
- \$26 Median green fee in the U.S. Eight out of 10 golfers play public golf.
- 1.98 Million Number of U.S. jobs impacted by the U.S. golf industry

Read the Full GOLF 20/20 Report: 2011 Golf Economy Report



Eric David edavid@bcc1898.com



Turfgrass Matters | Fall 2016

NATIONAL ECONOMIC IMPACT (2011)



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Assistants Corner – Chris Sandels

I will start off to say what a summer this one was! The good news is that we are in recovery mode, and we are already promoting root growth to prepare for the summer of 2017. I will say it was the toughest summer I can remember as an assistant, given the summer weather and a small staff than normal. Hopefully, everyone was able to make it through with only minor hiccups if any at all.

Now, the favorite part of the season for me is here — course improvements and cultivation! If you told me a few weeks ago that we'd be seeing glimpses of fall, I would've called you a liar. It feels great to think about the simple things such as blowing leaves in winter gloves and bibs, instead of worrying about hand watering localized dry spot. Since we can all breathe a bit easier now, this is where the team needs to go back to the drawing board and begin prioritizing course projects and cultivation practices. This summer we were able to see the weaknesses of the course and are now trying to make these necessary improvements. Some well needed drainage in areas and air movement were some of our concerns. Tree pruning or removal will be additional areas to accomplish this fall and winter.

One thing I have heard through others in the area and around the industry is the need for quality employees. Many courses in the area went understaffed for much of the summer if not the entire season. When talking with others, the common theme I hear is that this won't be getting better in the years to come and I agree! When hearing this, we have to remember that the turf is not the only thing we take care of, we also manage team members. With that being said, it is important to not only think of agronomic improvements, but also work environment improvements.

There are many different programs that can be set up to make the work life for team members much more enjoyable or to show the appreciation we all have for them. Some of them can be incentive based, and other ideas can be as simple as a thank you or pizza on a Friday. Another idea can be starting an employee of the month program where that individual is acknowledged for their hard work. There are a few courses that have created a small soccer area for team members to enjoy kicking around the ball during lunch. The point is we need to keep in mind the hard work that these individuals perform and make it a priority to keep them happy. Finding new team members is not the easiest task! Throughout the fall and into next year, I hope that we can all look back and not only see the course improvements, but also the team improvements that we all have made.



Chris Sandels Chevy Chase Club @Sandels22 chriss@chevychaseclub.org



Thank you Finch Services for hosting our assistants to a Nationals game again this year!

President's Report - cont.

stars and UMD and Kenny Ingram will have a few modules to take a look at soon. This is a work in progress and our main job right now is to keep conversations going on a variety of different outlets.

Partner support has been absolutely outstanding this year so we look to keep similar events for 2017. We cannot stress enough to go out and support the partners and vendors who support our association the most! We will be back shooting sporting clays with our assistants in the spring and the Stewards is set for Baltimore Country Club next year. The season long match play was a huge success so that will be continued. We have gotten great feedback from our monthly social events and we want to keep those going instead of bogging down the schedule with full days of golf. For the rest of this year we have the Annual Championship, the Assistants Championship and the Annual meeting left on the calendar. Look for scholarship applications to come out soon and we are adding a "Member-Child" scholarship which will help any MAAGCS member fund their own children's college expenses. Like I said, lots of production going on. We need one more person to jump on the Board for 2017. If you want to polish your leadership skills, expand your network and exercise your decision making abilities just let us know and we can get you into the process. I wish everyone a successful fall, by the time you read this all of our golfers will have forgotten how bad our Courses were all summer!



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Nortica helps reduce emerging Nematode larva, thus decreasing surviving adult.



Letter from the Editor – Tyler Bloom

Dear Members,

Football season is underway, and we're close to putting the 2016 golf season to bed. Thank God! What a marathon this season has been, and the 53rd day of August finally brought relief. Now, it seems we are in a stormy pattern and we are into EOP for 2017. We just can't win!

Whenever the sun and long hours starts to really get to me, I have to come back to the one thing that makes our industry unique — relationships. Although the labor challenges continue to drive us crazy, the relationships we have with our staffs are critical to success. Member relations are always evolving, but the one that remains constant is superintendent/vendor relations. We have lost our fair share of good people over the last few years. Move on from the competitive business side of our jobs, we are engulfed with high quality people and it doesn't get easier to see people come and go.

We are also saddened by the passing of Rick Fritz. He was one that made a huge impact on me in a short time in the Mid-Atlantic. Rick never was too busy to take a phone call, stop on by for a site visit or spend a hour with my assistants to discuss products. Rick, similar to other vendors, went above to provide solutions and educate about not only his business, but his experience in relatable terms. Many of our industry partners carry a similar impact, thanks for being a voice of reason when superintendents are searching for answers and solutions.

Superintendents and turf managers have an emotional investment into the quality of our turf. There were plenty of times this summer I would call a vendor to ask, "Are you seeing this elsewhere?" Often times, I'd get the dumbfounded glare, "you're not the only one." Rick was that vendor, and he'd follow it up with positive reinforcement.

Those type of relationships are not only developed at our facilities, but through the various platforms the MAAGCS provides. As we move forward to the end of our golf season, rehashing the nightmares of the agronomic season, take time out of your busy schedule to come to one of our closing events. Don't take for granted the people and relationships that surround our local industry. God Bless to Rick and his family, as he'll remain a strong figure in our association for years to come.



Tyler Bloom Sparrows Point Country Club @tbloom_SPCC tbloom@sparrowspointcc.org

Warm Regards, Tyler Bloom - Newsletter Editor



Schedule of Events

Monday, November 7: MAAGCS Annual Championship, Cattail Creek Country Club, Glenwood, MD

Wednesday, December 7: MAAGCS Annual Meeting, Baltimore Country Club

Wednesday, February 8, 2017: MAAGCS-ESAGCS-VGCSA Social Event, Doubletree SeaWorld, Orlando, FL

Wednesday, February 22, 2017: MAAGCS Education Seminar, Ten Oaks Ballroom

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