

The Florida Green

Summer 2009



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ON THE COVER: Number 6, Palmetto Golf Club, Miami. Photo by Daniel Zelazek.

FOREWORDS

Look for BMPs to be Mandatory!

Well summer is definitely here and I hope most of the state has received some much-needed rain, although as usual Mother Nature overdid it in some areas. We sure didn't need water restrictions on top of everything else we're dealing with right now, especially the slow economy.

Over the past three messages I have tried to encourage our members to look at the checklist in the back of the Golf BMP manual, and I hope that a few of you have tried at least to sit down and look through it. I do not think it is going to be much longer before BMPs will not be just a voluntary set of guidelines, but rather they will be mandated by law, especially for new golf courses. Why not look now and see how you stack up?

Methyl Bromide is definitely on the chopping block and it is going to take some support from all of us in order to keep turf on the label as long as we can until a really viable alternative is developed. So if you get a request for letters and comments to EPA please respond and not assume the guy next door is going to take action. The more we put ourselves out there and show numbers, the stronger we become and the more our voices will be heard. Of course that goes for any product facing cancellation, or local regulation of the green industry such as fertilizer and water use. Get to know your county DEP staff and let them know you are interested in the environment too.

This is my last message as president and it has been an honor to have served in this capacity for the last year. I would like to thank the officers and directors for their service this year and extreme thanks to Joel and Jennifer for all of their



Shane Bass, CGCS
President

Methyl Bromide is definitely on the chopping block and it is going to take some support from all of us in order to keep turf on the label as long as we can until a really viable alternative is developed. So if you get a request for letters and comments to EPA please respond and not assume the guy next door is going to take action.

hard work. Without these folks representing us and taking care of the necessary association business, volunteer board service for many of us would be impossible.

And as a final thought, I just encourage everyone to get involved at the local, state or national level. Step up and help out. I'm sure every one of us has skills or ideas that would help our association and our industry. See you at the Crowfoot Open in Orlando where I will hand over the gavel to Bill Kistler.



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Fun Fundraisers in the Limelight



Suncoast President Bill Tyde, center, presented \$2,500 turf research checks to FTGA President Todd Himmelberger, right, and FGCSA Executive Director Joel Jackson at the 2009 Suncoast Scramble. Photo by Lee Crosby.

THE SUNCOAST SCRAMBLE is 27 years old and going strong. The 2009 tournament was another successful inclusive event for golfing, networking and turf research. The Suncoast Chapter presented checks of \$2,500 each to the FGCSA Research Account and the FTGA Research Foundation. The Suncoast GCSA donated an additional \$2,500 through the FGCSA to be used for the Florida Turfgrass Industry's Economic Impact Study being organized by the FTGA. On the golf side, congratulations to the team from Pelican Pointe GC – Dan Haubein, superintendent; Bill Neal, golf professional; Tom Weaver, club official and Eastland Collen, supplier – for winning the tournament.



Ridge Vice President Scott Scamehorn, left, congratulates Gary Newcomb on his victory in the 2009 Jack Harrell, Sr. Memorial Invitational. Photo by Joel Jackson.

RIDGE INVITATIONAL Gary Newcomb, superintendent of the Big Cypress G.C. in Lakeland, won the 18th Annual Jack Harrell Sr. Ridge GCSA Invitational March 9 at the Club at Eaglebrooke, also in Lakeland. The warm, sunny day was ideal for golf and so were the course conditions, thanks to host superintendent Alan Puckett and his staff. While the scores were being tallied during the barbecue dinner following golf, FGCSA Executive Director Joel Jackson updated the group on all the government relations issues facing the industry.

SOUTH FLORIDA TURF EXPO John Cisar, Ph.D. at the UF/IFAS Research and Education Center in Ft. Lauderdale told the 400-some attendees of the 2009 South Florida Turf Expo and Field Day that it was 22 years ago that the first Expo took place, thanks in large part to the organizational efforts and funding from the Palm Beach and South Florida chapters of the FGCSA. Those chapters cooperated with IFAS and the Florida GCSA to provide materials, expertise and funding to establish the Otto Schmiesser Research Green and to continue to provide funds for the upkeep of the research plots.

*All kinds of **birdies*** *at the Poa Annuua Classic and G.C. Horn Memorial.*



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SPOTLIGHT



Expo honchos UF's John Cisar, Ph.D. and South Florida GCSA's Marie Roberts. Photo by Joel Jackson.

On March 26 of this year members of the turf community in South Florida celebrated another year of progress and information on turfgrass management and environmental stewardship with guided tours of the research plots, equipment

demonstrations, a products exposition and classroom and hands on presentations and training.

NORTH FLORIDA MEMORIAL TOURNAMENT

Superintendent Greg Tharp of the Jacksonville G&CC once again stepped up to host the 17 Annual NFGCSA Memorial Scholarship Tournament honoring Mike Richards and Alan MacCurrach, Jr. April 13. At this event the chapter also recognizes outstanding service to the chapter and the community by presenting the Keeper of the Green Award. This year's recipient was Clayton Estes from the San Jose CC. Estes has been a leader in the association and

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The 2009 NFGCSA

Memorial Tournament

Welcome to "The Memorial" honoring
Mike Richards and Alan Maccurach, Jr. hosted
by the NFGCSA and the Jacksonville G&CC



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NFGCSA member Brent Holmes, (left), roasted and presented San Jose CC superintendent Clayton Estes with the 2009 Keeper of the Green Award at this year's Memorial event. Photo by Joel Jackson.

also a mentor to young people in the business who have gone on to become superintendents. John Piersol, director of the Golf and Landscape Operations program at Lake City State College was on hand to thank the chapter for its

annual donation to the General Scholarship Fund.

EVERGLADES SPRING SYMPOSIUM

The Everglades Chapter assembled another dynamite roster of speakers for its annual Spring Symposium April 16. Speakers from all over the state and the US presented a full day of



At the 2009 NFGCSA Memorial Tournament John Piersol, right, thanked President Mike Stevens and the NFGCSA members for their annual donation to the Lake City scholarship fund. Photo by Joel Jackson.



2009 Everglades Spring Symposium speakers included from left: Bob Randquist, CGCS, UF's Laurie Trenholm, Ph.D, Michigan State University's Tom Nikolai, PhD, and Clemson's Bruce Martin, PhD. Photo by Joel Jackson.

education at the Naples Beach Hotel. Highlights included a presentation on bunker maintenance from our own Bob Randquist, CGCS of Boca Rio GC. Randquist is also Secretary/Treasurer of the GCSAA and will be running for vice president at the 2009 GIS in San Diego.

from all over the state, this event has raised more than \$600,000 for turfgrass research and support for the Envirotron Lab at the University of Florida. As usual the sponsors and volunteers put on another great event culminating with a steak-and-shrimp awards dinner under the big tent.

JEFF HAYDEN ENVIROTRON CLASSIC

The 17th annual event was held April 13 at the World Woods GC, which has been the site for all the tournaments. Thanks to superintendent James "Jimbo" Rawlings and his staff for having the courses in great shape for the event. Using all 36 holes at the course and drawing teams

2009 POA ANNUA, BLUE PEARL EVENTS

Thankfully the late April showers and especially the record setting May showers held off for the Everglades Poa Annuia Classic and the Treasure Coast Blue Pearl events, but they did ease the threat of water restrictions. The Florida GCSA held its spring board meeting and hosted a USGA Workshop

2009 CALENDAR OF EVENTS

AUGUST

- AUG 7 FGCSA Annual Meeting, Disney's Osprey Ridge GC
- AUG 8 CFGCSA – Larry Kamphaus Crowfoot Open, Grand Cypress Resort
- AUG 10 FWCGCSA – Pro-Superintendent Tournament, Cypress Run GC

SEPTEMBER

- SEPT 14 CFGCSA Memorial Scholarship Tournament, North Shore Golf Club, Orlando
- SEPT 14 FWCGCSA Monthly Meeting, Isla Del Sol Y&CC
- SEPT 16-19 FTGA Conference and Show, PGA National Resort, Palm Beach Gardens

OCTOBER

- OCT 5 FWCGCSA – Bud Quandt Tournament, Tampa Palms G&CC
- OCT 12 CFGCSA Monthly Meeting, Venetian Bay Golf Club, Orlando
- OCT 14 EGCSA – Pro/Superintendent Tournament, La Playa GC
- OCT 22 Joint Meeting of TCGCSA and PBGCSA, Jupiter Island Club



2009 Jeff Hayden Memorial Envirotron Classic. from left: Tournament Chairman Glenn Oberlander, Golf Ventures' Walt McMahon, Cary Lewis and Debbie Nipper and SRGCSA President Jim Shaffer. Photo by Joel Jackson.

2009
Jeff Hayden Memorial
ENVIROTRON GOLF CLASSIC

Hosted by the Seven Rivers GCSA with the support
and cooperation of the World Woods Golf Club

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FGCSA President Shane Bass, CGCS, left, received a \$5,000 check for turf research from Mark Kann of the Seven Rivers GCSA at the FGCSA Spring Board Meeting in Naples. Photo by Joel Jackson.

on Managing Turf in Tough Economic Times at this annual April event. The Everglades GCSA hosted three golf outings: the GC Horn Memorial Endowment Tournament on Friday after the education workshop and the Poa Annua Classic for serious golfers and the Poa Annua Scramble for the rest of us.

Mark Henderson from the Gulfstream Golf Club won the individual title and a spot on the Florida GCSA team to compete at the GCSAA Golf Championship in Palm Springs next February. The Chapter title was won by the South Florida team of Stephen Fox, Robert Harper, Joe Pantaleo and Seth Strickland. And last but not least the best of the



Past President Craig Weyandt from The Moorings Club in Vero Beach was presented the 2009 FGCSA Distinguished Service Award during the Past President's Dinner in Naples May 7. Photo by Joel Jackson.

GOLFING GREATS FROM ACROSS THE STATE...



North Florida Memorial Tournament Low Gross winners from left: Matt Howes, Steve Sorrell, Doug Merkel, and Bob Jones



Jeff Hayden Memorial Envirotron Classic Low Gross Team on Rolling Oaks from left: John Lavan, Mike Kenovich, Bill Scheese and Steve Phillips.



Jeff Hayden Memorial Envirotron Pine Barrens Low Gross Team from left: Gary Geiger, Roger Hrubby, Dan Morgan and Terry Morgan



Treasure Coast Blue Pearl Tournament Low Gross Team from left: Mark Heater, Wes Dillard, Kevin Downing and Tommy Aeillo

22nd Annual SFGCSA Exposition & Field Day



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John Foy, left, director of the USGA Green Section, Florida Region and his wife Shelly were awarded the 2009 Marie Roberts Award for Lifetime Service to the members of the Florida golf industry. FGCSA Executive Director Joel Jackson made the presentations in Naples at the FGCSA Past Presidents Dinner. Photo by Todd Lowe.

Poa Scramblers was the team of Lance Allen, Dick Bessire, Kevin Scott and Odell Spainhour.

Blue Pearl Environmental Charity Tournament The Treasure Coast GCSA held its 2009 event at the Hawk's Nest Golf Club May 18. This event provides funding for local environmental projects, education and

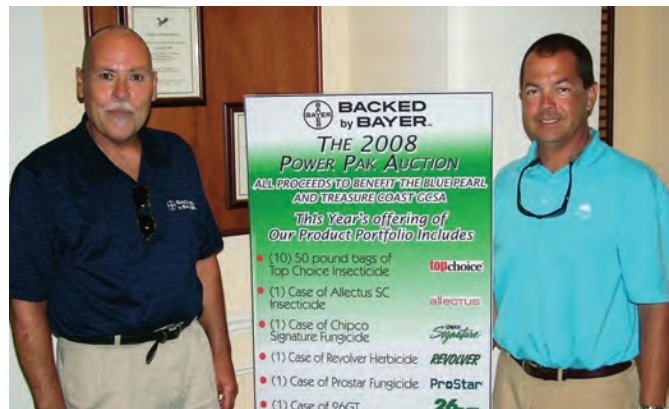
research. The winning teams this year: Low Gross – Mark Heater, Wes Dillard, Kevin Downing and Tommy Aeillo; Low Net – Bobby Wallace, Roger Edling, Craig Maret and Mike Carver. During the Blue Pearl awards reception after golf, Johns Island West Superintendent John Curran won the bidding



Everglades GCSA Past President Corey McDonough congratulates Mark Henderson on winning the 2009 Poa Annua Golf Classic at the Royal Poinciana Golf Club in Naples. Photo by Joel Jackson.

in the annual Bayer Power Pak Auction hosted by

Brian MacCurrach of Bayer Environmental Sciences.



Brian MacCurrach, left, hosted the annual Power Pak Auction at the Blue Pearl Tournament and John Curran from John's Island West made the winning bid. Photo by Gary Chaney.

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PALMETTO GOLF COURSE

Growing the Game

Number 4. Water comes into play on 11 holes on the Palmetto Golf Course. Photo by Daniel Zelazek

By Joel Jackson, CGCS

Five miles south of downtown Miami on 120 acres of land at the corner of US Highway 1 and SW 152nd Street sits the Palmetto Golf Club, one of six golf courses operated by the Miami-Dade County Parks & Recreation Department. As the crow flies, the course is located halfway between the Metropolitan Zoo and Biscayne Bay. One of the many flood-control canals in the Miami area meanders through the property looking more like a river than what one might picture as a straight-line canal.

This wandering water hazard comes into play on 10 holes of this Dick Wilson-designed course, which will be celebrating its 50th birthday in 2010. Other Wilson layouts of note include Pine Tree just up the road in Boynton

Beach and the original Bay Hill design back when all the homes were still orange groves.

Over those past 50 years a lot of golf history has been written at Palmetto, thanks mainly to the

“growing the game” mentality that has been fostered by the people who run the public golf courses in Miami. Marcus Prevatte, the golf course manager/superintendent of the Palmetto Golf Club, learned how to



A crocodile makes a rare inland appearance and a interesting entry on the Palmetto G.C. wildlife inventory. Photo by Marcus Prevatte.

SUPERINTENDENT/FUN FACTS

Originally from: Frankfurt Germany

Family: Joanne, Janina and Jan.

Education: Miami Sunset Sr. Florida International University BS Biology

Employment history:

2001 to Present

Superintendent and Manager, Palmetto Golf Course/Briar Bay;

1999-2001 Assistant Superintendent, Indian Creek Country Club,

1989-99 Technician

University of Florida/IFAS) Ft. Lauderdale Research & Education Center

Professional affiliations.

SFGCSA, FGCSA, GCSAA

and USGA. Current Vice President South Florida GCSA.

Goals: Up to date greens renovation.

FUN FACTS:

Best Golf Shot: Hole-in-one on Christmas Day 1985

The last good movie I saw: The Reader

I stay home to watch: The Majors

The book I've been reading: Brunelleschi's Dome by Ross King

Favorite meal: "Steak and Potatoes"

Favorite performers: Beatles, Pink Floyd, Nirvana, Robin Williams, Top Gear.



Course Manager and Superintendent Marcus Prevatte is also the South Florida GCSA vice president. Photo by Joel Jackson.

play the game on Miami's public courses while in school and working on the courses.

Prevatte also shared the names of some professional golfers you might recognize who played in or won the Palmetto Junior Open during their junior golf development years. The likes of Sergio Garcia, Nick Thompson (winner), Chris Couch, Christy Kerr, Eric Kompton, Dudley Hart (winner) comprise a commendable alumni list. Another bit of golf trivia

and history that I learned was that the first head pro at Palmetto was Jim Yancey, brother of former PGA Tour star Bert Yancey. So Palmetto has lots of golf tradition running deep in its roots.

"Growing the Game" has been the latest catch phrase in the golf industry to rally the troops to help get more people into the game to offset the flat participation numbers of the past few years, but Miami-Dade County and the Palmetto Golf Club



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Palmetto GC's beautiful and fun miniature putting course. Photo by Marcus Prevatte

have never stopped being promoters of the game. As Prevatte says, "Our mission is and has been to develop our own clientele."

Prevatte sees public courses as the ideal venues to facilitate entry-level players learning the game and developing their skills. At Palmetto there is a mini-putting course which is beautifully landscaped and completely devoid of windmills and gimmicks. No carom shots off the sideboards here. It's all about putting. But it's not intimidating and it's family friendly, so kids and adults can enjoy the challenge of putting competition.

Of course the route to the mini-course just happens to go by the practice range and the management offers all sorts of specials and coupons to entice folks to learn how to hit full shots as well. The course offers summer golf camps, and parents who already play golf utilize those programs to help the kids develop



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PALMETTO GOLF CLUB



Palmetto Golf Club Maintenance Staff

Location: Miami

Ownership: Miami-Dade County, average rounds per year: 53,000

Number of Holes: 18; 6,648 yards; par 70; Slope/Rating: 136 / 71.7

Designed by: Dick Wilson; opened: 1960

Management Team: Golf Professional Phil Arginias; Golf Course Manager Marcus Prevatte; Park Facilities/Pro Shop Manager Susi Walker

Ongoing projects: Tee top expansion and leveling. Fairway irrigation improvements.

Total acreage: 120. Turf acreage under maintenance: 100

Greens: Bermuda; avg. size: 7,500 sq. ft. total 2.5 acres; HOC .150 in.; green speed goal 8.0-plus; when overseeded, poa trivialis at 6-8 lbs/1,000 sq.ft.

Tees, Fairways and Roughs: common & Ormond bermudagrass, some 419 and Celebration on tees. Tees 3.2 acres, HOC .50 in.; fairways 27 acres and roughs 32 acres, no overseeding on fairways and roughs.

Bunkers: 81 Trap 100 sand; machine raked with Toro Sand Pro.

Waterways: One canal winds through the property; 2 lakes total 5 acres, maintain banks in-house.

Irrigation system: Source three wells; customized pump station by Sullivan Electric; Rainbird satellite controls; 400 heads; no fertigation.

Water Conservation: Making sure watering only when needed; relocating and replacing heads around greens to increase efficiency of coverage.

Staff: 12 total including superintendent.

Key maintenance staff members: Equipment Technician Domingo Morua; Pest Control Technician Juan Serrano; Irrigation Technician Tony Mateo; Forman Jose Morales; administrative: Susi Walker gets purchase approvals and does the ordering.

Crew members: Jeffery Clark, Jeffery Dennis, Donald Gemmel, Ben Jackson, Richard Miller, Pedro Moreno, Robert Salazar and Carlos Trumax.

their skills. There are also evening leagues in the summer and ladies' leagues and Wednesday leagues also for adults.

Public golf courses often have a little more flexibility in their scheduling to create these leagues and special outings to accommodate new golfers. They offer another

important benefit to beginning golfers – affordable golf in a sport that is often criticized for being too costly for the common man. Miami Dade's Golf Division offers plenty of good golf for everyone.

Budgets for public golf courses can be just as variable as any golf sector depending on the mindset of the

city and/or county fathers. Prevatte and his counterparts must be just as creative and adaptable as the next superintendent down the street. Purchasing “nice-to-have” items with a centralized purchasing department is not an option. So programs need to be agronomically solid with not much room for extras.

But being frugal doesn't mean public courses are stagnant. Currently Prevatte is evaluating the performance of Mini-Verde ultradwarf on his putting green for possible conversion of his Quality Grass Bermuda greens.

With 53,000 rounds of golf on average per year and a mixture of Common and Ormond bermudagrass on the fairways and roughs, traffic control is a big part of the turf management program at Palmetto during the busy winter season. Most golfers must have flunked geometry, because Prevatte has had to resort to installing wall-to-wall ropes and stakes at the 200- and 100-yard markers to get golf cars back on the cart paths and stop them from running up the small fairways at will and wearing out the turf.

As Prevatte also noted, “We do not have lots of personnel to get very elaborate with our cultural maintenance programs. We do lots of scouting and monitoring of the playing conditions and turf response to determine when and what needs to be done. We don't verticut on a set prescribed schedule, but frequently enough to control thatch levels and mower scalping.

“We aerify everything three times in the summer months, harvesting cores with 5/8-inch tines at a 2.5-inch spacing and topdress with sand to fill the holes. All this is done in-house by our staff.

“Mowing is all done with triplex mowers at a normal daily height of .150 inch. We raise them up to .180 inch after aerifying and topdressing and then lower them back down to .150-inch slowly each week to let the sand settle in. We mow the clean-up ring every other day to minimize wear. Fairways are mowed twice per week



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You have to contend with a small lake and the cross-course canal on the par-3, 7th hole. Photo by Daniel Zelazek.

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and tees the usual three times per week.

“We also roll the greens all week following aerification to smooth them out. Otherwise we roll the greens only for special events. We do topdress greens lightly every other week in the summer and once per month in the winter.

“With chemical costs running so high, our pest-control programs are strictly curative and chemicals are only applied as needed. Again we do lots of scouting and monitoring to make sure no insect, weed or disease outbreaks get away from us.”

Prevatte had lots of first-hand training at spotting symptoms of turf stress while working at the University of Florida Research and Education Center in Ft. Lauderdale as a turf technician. It was his first job after obtaining his BS in biology at Florida International University. Part of Prevatte’s duties were taking care of the FGCSA donated Otto Schmiesser Research Green.

I asked Prevatte how he ultimately got into the business. Not unlike many superintendents, playing the game led to choosing a career in this field. Prevatte said, “Toward the end of high school a friend and I decided to go to Greynolds GC, rent clubs and play golf. Neither of us had any experience with golf prior to that day. We went on to buy some cheap sets of clubs and played maybe once a month for a year or two.

“Then I needed to get a part-time job while I was at FIU. I was still

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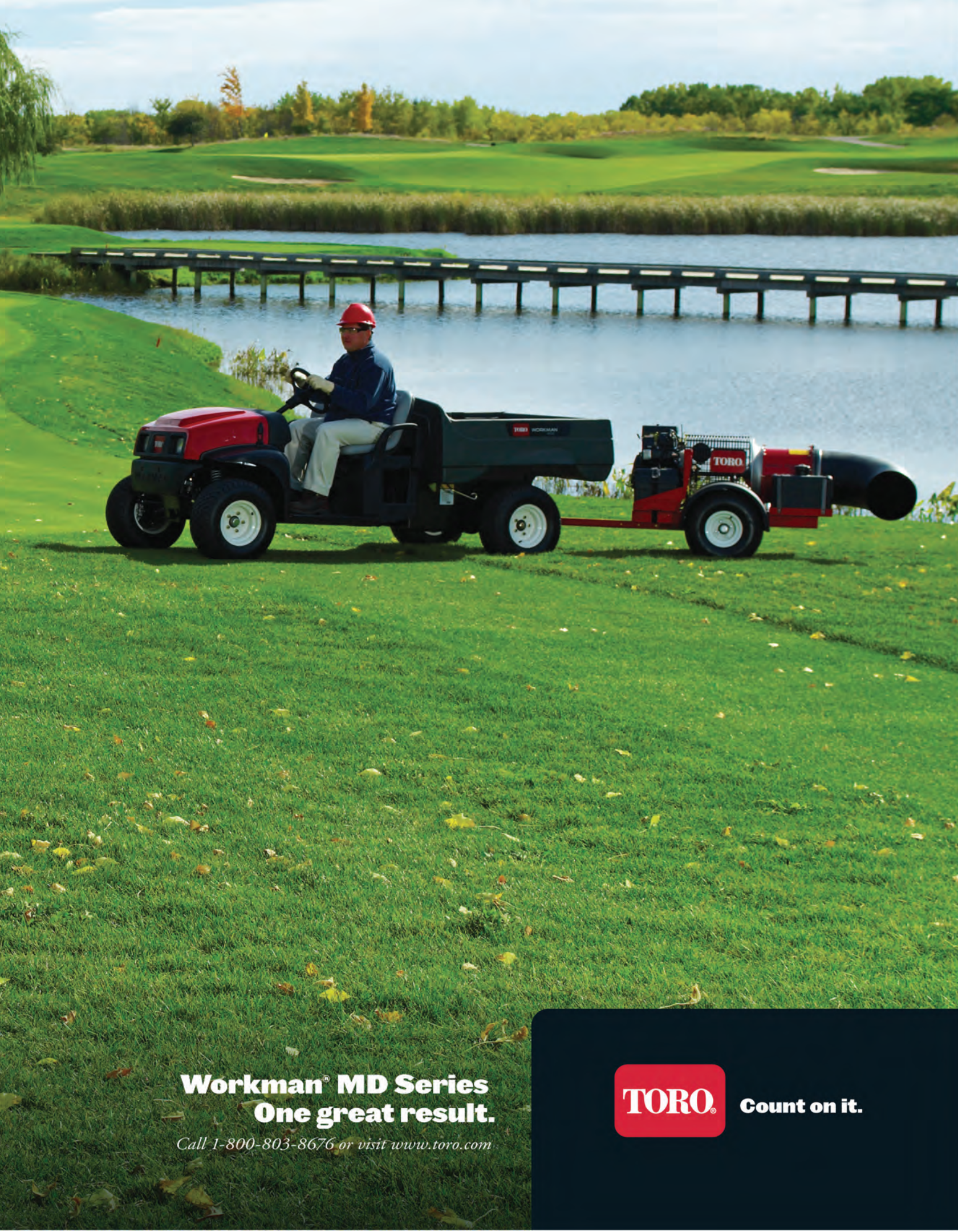
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A view up the 1st hole and a few of the 81 sand bunkers on the course. Photo by Daniel Zelazek.

interested in golf and had been to Palmetto several times and there was this opening for a cart man. It was a perfect match. Earn money, go to school and play golf for free.

"I would like to thank three special people who helped me in my career as a superintendent. First there was Carlos McKeon, who was a major influence in the golf business when I was starting out. Carlos came to Palmetto a couple of years after I started there. He taught me the basics of golf course maintenance. He also introduced me to Superintendent Ray Hanson.

"Ray was working with the South Florida GCSA and the FGCSA for the establishment of a "real world" research green at the UF/IFAS station in Ft. Lauderdale. Superintendents wanted research done on turf maintained at greens height and not just the usual turf plot setting.

"While I was working at the

Ft. Lauderdale REC, Monica Elliott taught me a lot about the research world and gave me plenty of hands-on experience with plant pathology – something very useful if you are a golf course superintendent. And last but not least, Joe Pantaleo gave me the opportunity to experience the high end of the business. He refined the way I look at and think about golf course conditioning and maintenance.

Following that 10-year assignment at the Research Center, Prevatte worked for two years as an assistant with Joe Pantaleo at the Indian Creek Country Club before coming to the Palmetto and Briar Bay golf courses eight years ago. Not a bad resume for a young lad from Frankfurt, Germany who emigrated to the US when he was five years old.

Now carrying the title of Course Manager/Superintendent and overseeing both Palmetto GC and the nine-hole Briar Bay GC nearby,

Prevatte has put in enough time to offer up some advice for turf students and aspiring would-be superintendents.

"Resist the temptation to cut corners," he said. "If you do cut a corner, make sure it is reasonable and realize it is only a temporary fix. You might get away with it as long as you go back and do it right."

I don't think Prevatte has been cutting any corners on his own personal golf game either. I read he placed third gross in a recent South Florida GCSA golf outing and that's no easy assignment in that golf-centric chapter.

Prevatte came to love the game of golf, which later became his profession. He started out with old, rented clubs learning the game on public courses and now he finds himself grooming those same links and growing the game for others to enjoy.

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Cultural Practices

in a Changing Economy

By Joel Jackson

The hints of light at the end of the Wall Street tunnel, where rumors of the market bottoming out and making a slow comeback are positive signs for the big picture. Meanwhile on your Main Street – or rather Front and Back Nine – trimmed-down budgets have affected everything from manpower and wages to turfgrass management.

Many superintendents are working diligently and, hopefully, intelligently on ways to reduce costs and still produce acceptable playing conditions on the course. Cash flow runs the show, but the turf still needs holes punched and topdressing spread and grainy,

Verticutting is just one cultural practice that may need to be tweaked. Photo by Joel Jackson

thatchy greens need verticutting. The trick and the challenge is to know how to modify established cultural programs to keep the turf and the accounting department happy. Here are some comments and ideas from your peers.

SHANE BASS CGCS

St. James Bay GC, Carrabelle

The St. James Bay G.C. is tied directly into the real estate development on the property. With the hiccup in the housing market right now, we have had to downsize our staff by two-thirds, our work week to 34 hours and no overtime. Here are some of the adjustments we have made to our cultural practices keep the turf healthy and address budget cuts.

We used to verticut nine holes a day using a No. 1 or No. 10 tee start, but we are now closed on Mondays to save operating costs and doing all 18 holes in one day.

Until this year we had been

contracting out the aerifying but I decided we would try to do it in-house. We will still go three times this year, but the Ryan I purchased to do bad spots as needed will be doing all 21 greens. I do run a Planet-Air every two weeks on Mondays behind the verticutting for spiking purposes.

We usually walk-mow through the winter season, but with the reduced manpower this year we triplexed the greens all winter.

We lightly topdress (dust) the greens with sand also on Mondays. Then we roll them after the light dusting.

We work long days on Mondays so we get all the rough mowing done except three holes that we finish Tuesday morning. Still trying to mow tees and fairways three times a week but there have been a few times we only mowed on Tuesday and Friday just so we could get other things done like edging bunkers and cart paths.

We have never really had to change

cups every day since I have been here because of the amount of play. Now because of the manpower level, I change the cups and still base it on the amount of play, so it is usually only four times in seven days.

BILL KISTLER

Tampa Palms G&CC, Tampa

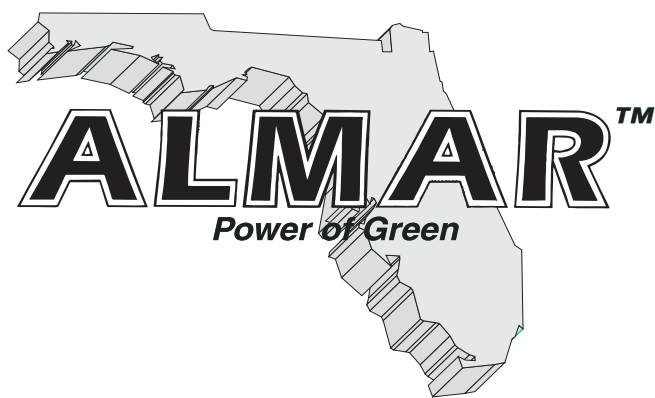
What is working for us is a weekly verticutting. We set the depth to just

scratch the surface of the soil. We always backtrack or return from opposite direction on same pass. That way we make sure any grain is taken out and the putting surface is more uniform.

We also try to topdress the same day we verticut. When topdressing, we let the sand dry if necessary, then roll in the sand instead of a light watering. By rolling in the sand there is less disruption to play, smoother ball roll,

and we increase greens speed by almost 12 inches. To apply the topdressing we use a Turfco 1530, and lightly spread about three loads for all 18 greens plus the putting green for a total of three acres.

We try to roll greens three times a week. Due to staff size we triplex greens daily and only mow a cleanup pass twice a week. Fairways and tees are treated with Primo monthly at 16 ounces per



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Aerification choices to be made - pull cores or just solid tine aerify? Photo by Joel Jackson

acre. That has also helped reduce the frequency of mowing to twice a week instead of three times.

Roy MacDonald

Hobe Sound GC, Hobe Sound

As of right now we have not altered our primary renovation schedule due to the decreased budget. We did alter our schedule and process due to the drought conditions in May. Our first spring aerification on the greens was with 3/8-inch tines, the next two will be with the usual 1/2-inch tines, pulling cores. We skipped our first tee aerification scheduled for May, but will get in two thorough corings before next fall. We use a Toro Pro core unit on the greens and a John Deere walking unit with 1/2-inch tines on the tees.

We have stayed with our normal greens verticutting schedule which is biweekly except for December, January and February. We also follow the practice of verticutting up and back

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on the same pass to get good thatch removal. The greens are topdressed bi-weekly during the season. We aggressively verticut the tees with a Graden walking unit as long as it is not too dry and follow up with a heavy topdressing.

On the fairways this year, we will aerify twice with 1/2-inch tines on a Verti-Drain Mustang unit. We will also verticut, scalp and sweep the fairways twice. One pass will be from the tee to green direction; the second will be across the fairway, side to side. We don't have the manpower to do much renovation in the roughs.

One greens-management item I did not touch on was Primo®. Tim Cann and I have greens of the similar age and the same nursery (Pikes Creek) Tim has 2004 and 2002 TifEagle greens and our course has 2003 TifEagle greens Tim and I speak on a regular routine as friends, golfers and fellow superintendents. Our HOC and other

cultural practices are pretty similar, although our budgets aren't but that's for another time. Anyway Tim started applying Primo® two times a week last summer on his greens. I have followed suit and it really helps us manage through the summer. We have just cored the greens May 18, to combat the fairy ring. I like to keep them really healthy; this is where the Primo® really helps. We sprayed this week on Tuesday and again on Friday at 4 oz/acre.

We have some fairy ring but the greens are so healthy we are currently outgrowing it. We are able to keep the HOC at .120 and keep the fertility levels up and growth rate at a manageable level due the Primo®.

STEPHEN FOX

Ocean Reef Club, Key Largo

Verticutting- During the season – November to April – verticutting is performed two or three times at a

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very shallow depth. The rest of the year verticutting is done weekly at usually .100-in. depth in two directions and double-mowed with brushes behind the verticuts. Deep verticutting is performed before aerifications

Aerification- To offset wear and compaction in golf season we quad-tine aerify monthly. During the warmer growing season, hollow-tine (5/8 inch) aerification is performed at 2 ft. x 2 in. spacing at a 4-in. depth in two directions two times in the summer. Aerify with 1/4-in. hollow-tines is performed also at 2 ft. x 2 in. spacing but only a 2-in. depth two times in the summer.

We own all of the equipment ourselves and all work is performed by my staff. We actually have increased our aerification program for this year.

We haven't really changed mowing practices or heights of cut in this area to date.

Rolling- We currently roll less than

in previous years; I have increased the rates of the growth regulator in place of rolling. It takes less labor to add growth regulator to the tank than to roll greens.

Topdressing- We use around 1,250 tons per year of greens/tees topdressing material. The fairways and approaches are topdressed annually with around 1,750–2,000 tons of sand.

Beginning this year we have added roughs to our topdressing plan, which will increase my sand use by 500-750 tons of sand. All sand is stored in concrete storage bins.

Other items- We have cut back nothing on our greens program and have actually added some practices in this area. The tee program has been reduced a little with fewer granular fertilizations and trying to use fertigation to push the tees longer. The mowing of tees has increased due to member request. Our fairway program has seen a slight increase in mowing

frequency and patterns. Fertilization remains the same.

My chemical program has seen an increase, mainly due to the changes I have made in my pre-emergent program. The overall program has been reduced as far as fertilizer inputs.

The staffing levels are where my biggest savings/cuts have come. I reduced overtime during season in half, and removed almost all overtime during summer months from the budget. We also didn't hire three staff members this year, and have requested that all members of the staff use all vacation time available to them. This has been the most difficult part when dealing with members' expectations. They remember years past when some things were not issues, and now they are not performed as often. The frequency of our edging, landscape maintenance, and small detail jobs have suffered the most.

One of the things I do is to

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constantly research products, materials, equipment to find the best and most economical items I can for my club. Thresholds have been set to allow certain things; once these are exceeded we do whatever is needed, while trying to stay within the confines of a reduced budget.

STEVE PEARSON CGCS

The Falls CC, West Palm Beach

Although we endured many budget cutbacks we did not cut out any major cultural practices with the exceptions I will note below. Verticutting - We will double verticut fairways (contracted out) in August as we usually do. Greens are verticut (groomed - not deep) virtually every other week at the least during the summer unless it gets too hot and would stress the turf. But we are grooming more than verticutting. No verticutting done from December to April. Tees are verticut heavily

(deep) once in the summer. No roughs are done.

Aerification - Greens done in May with 1/4-in. open tines, June with 1/2-in. open tines, July again with 1/4-in. small tines, late September with 1/2-in. open tines. Plugs are dragged in, debris blown off. The large-tine aerification is contracted out. Tees are done three times during the summer with at least 1/2-in. tines. Fairways are done three times during the summer with 3/4-in. tines very aggressively, going 6 inches deep. All this is done in-house on everything unless noted. All other areas are aerified three times during the summer – green slopes, tee slopes, approaches and collars. Roughs are not done at all. Not a budget cut; just no equipment to do it.

HOC - greens .100 in. for the Future of Golf Tournament in June. The HOC goes back to .110 in. for most of the summer unless there are heat related stress problems. All

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By Darren Davis

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A 50-gallon storage container eliminates the risk of leaks from portable sprayers. Photo by Darren Davis.

then be transferred into another sprayer for continued application. The container can also be rinsed and all rinseate can be poured into spray equipment for proper disposal. The cost of the container is around \$20.00.

greens are mowed with hand walkers. I refused to go to triplexes and Green Committee approved. We skip clean-up ring about four times per week at least. Not a budget cut; just don't want the wear. We will raise height to .125 in. in the winter if it gets cold and sometimes won't mow greens for three or four days as when we got cold this year. We roll greens when necessary to get speed up or a lot after aerifying to smooth them out faster. Tees are cut at 3/8 in. during growing part of year, 1/2 in. when it gets cold. Fairways mowed at 1/2 in. all year. Keep reels sharp! Rought heights vary from 1.25 in. to 1.5 in. Our biggest change in mowing due to budget cuts was the frequency of mowing areas like the green slopes, approaches and tees.

Topdressing - We topdress greens religiously at least once every two weeks with the same mix that we used to build the greens only there is no organic material in it (GASH #304). More sand of course after aerifying.

The members expect even better conditions than last year even though our labor was cut. Several staff members were let go so they could be replaced with temporary laborers to save on overhead like taxes, insurance and benefits. Of course, it is difficult

to tell at this point how much we will suffer from a 'lesser competent' employee. These changes were made in late April.

FRANK SBARRO, La Gorce GC, Miami

We have made no changes to our basic program.

Verticutting – In the summer we verticut the greens biweekly at a depth of 1/8 in. The fairways are done in August at 3/4-in. depth.

Aerification – The greens are done with solid tines every two weeks from November to May. In May and July we pull 1/2-in. cores and in August 3/8-in. cores. We contract the aerification for all but fairways and tees which are done in house two times per year with 5/8-in. tines in May and July

Height of cut and mowing - Greens are mowed at .110 in. daily with cleanup pass five times per week.

Rolling Greens – We double roll on Wednesday, Friday, Saturday and Sunday.

Topdressing - We topdress greens twice per month May through November and once per month from December to April.

We did cut back on a few things to lower overtime by 40 percent. Our club

is totally focused on the golf course as its most valued asset; therefore we are operating as usual in regards to the maintenance of the course. Capital expenses are on hold until our member dues renewal in September of 2009. After that point we will reevaluate our strategies.

MIKE STEM, CGCS

The Legacy Club at Alaquia Lakes Longwood (Champion Greens)

Verticutting – Greens are weekly verticut/groomed with verticut blades set at 0 below roller.

Aerification - Greens are done with 5/8 in. in May, 1/2-in. tines in August and 1/4-in. quad-tines in September. We power slice with a Planetaire every three weeks in growing season and twice in the winter. Height of cut and mowing – We hand-mow greens in the winter and triplex in summer. We walk-mow perimeters all year. No overseeding in the winter, HOC is .140 in. in cool season, .100 in. in spring, and .140 in. in the summer. Rolling - Three days per week rolling pin placement locations except for special events. The greens are topdressed monthly in winter, weekly in the summer and every two weeks in the spring and fall.

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Jeff Plotts, Director of Golf Course Maintenance, TPC Scottsdale



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From the Beltway to the Fairway



Regulators Get Real-World View of Responsible Environmental Management

By Kyle D. Sweet, CGCS

On March 30, the Old Collier Golf Club hosted the annual 2009 Regulatory Tour where the EPA, USDA, Florida Farm Bureau and the Florida Fruit and Vegetable Association were represented.

This long-standing annual tour of Florida agriculture operations was organized by Mike Aerts, Florida Fruit and Vegetable director of marketing and membership; Dan Botts, vice president of industry resources; and Tim Hiers, maintenance director of the Old Collier Golf Club.

Old Collier has served as the first stop for the group's weeklong tour for the past five or six years after the FGCSA was invited to help host the tour since it is a convenient stop near the Southwest Florida International Airport in Ft. Myers. The tour also includes visits to Lee County Mosquito Control and South Florida production

Tim Hiers (yellow shirt) explains golf maintenance practices during one of many stops on the Old Collier course during the March 2009 Regulator Tour. Photo by Mike Aerts.

facilities for cattle, citrus, sugar cane and other row crops, sod and ornamentals.

Would it surprise you that many of the participants have never been on a golf course?

Each year the tour provides the opportunity to introduce a new group of lawmakers and regulators to the golf course industry at the ground level. Touring the entire group through the golf course on golf carts is by far the best way for them to learn what we do as managers and for them to gain an understanding of the challenges that superintendents face each day.

Besides, the carts are fun and who doesn't like spending a March afternoon in the fresh air on a golf course? Sunglasses, hats and wide open views replace the office attire and indoor atmosphere on a first introduction for many into our world of golf course management.

Superintendents are dedicated to preservation and conservation of our properties. How we utilize chosen chemicals with regard to frequency, thresholds and product decision-making is very important to convey to those who make the rules.

Hiers and other South Florida superintendents have taken the time to educate these decision-makers on not only pesticide issues, but on other

topics such as fertility, irrigation water use, wildlife management, energy conservation and maintenance facility operations.

Combined, this is an extensive list and an integral part of being a superintendent in today's times. Once presented with this information, the group gains an incredible understanding of the Old Collier operation and, in turn, an understanding of the golf course industry trends and abilities to maintain high level course conditioning while not only protecting habitats, but in many cases enhancing them.

All of this work is capped with a putting contest and dinner to wrap up the visit. By day's end, industry professionals have answered many questions and provided much-needed insight to the tour participants.

Florida superintendents should be thankful that this effort is made each March, undoubtedly going a long way toward protecting the practices that we know are crucial to our valuable profession.

EDITOR'S NOTE: The passenger golf carts rented by the FGCSA for the regulator tour are also used by Old Collier for some public outreach and education by hosting annual tours for 5th graders from a nearby elementary school.



Do Your Greens Have 'Ring Around the Collar?'

By Todd Lowe

Do you remember the old Woolite® commercial, about the housewife who tries to remove the “ring around the collar” from her husband’s dress shirts? The woman remains upset and frustrated until a little detergent is applied to remove the stain and clean the shirt. “Stains” can also occur on golf course putting greens in the form of weedy grasses, and this is extremely frustrating for golf course superintendents. While no amount of Woolite® can be applied to clean the

Remnant grasses in old collars can contaminate new greens if not taken care of quickly.
Photo by Todd Lowe.

Continues on page 34

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Chris Cartin

Superintendent,
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past President CFGCSA



'Ring Around the Collar'

(Continued from page 33)

greens, there are a few steps to take to improve turf quality and ensure such instances do not occur.

I have noticed a particular situation over the past few years following putting green renovation or regrassing, where a different strain of bermudagrass encroaches onto the putting green perimeters. This grass is visibly different from both the new grass and Tifway that exists on most of the collars. The "stain" is what I refer to as remnant grass, as it was a grass that most likely existed on the previous putting greens and slowly encroached into the collars. Unlike Tifway bermudagrass that naturally exists in roughs, remnant grass is adapted to low mowing and can easily creep back onto the new greens shortly after renovation.

Most standard putting green regrassings or renovations include locating putting green perimeters, removing the old grass/soil from the

putting surfaces, fumigating the new mix, and planting new bermudagrass sprigs. Coarse-textured bermudagrasses that exist in golf course roughs can slowly encroach onto golf course putting greens over time but are relegated to perimeters, as they scalp when mowed low. However, remnant grass can quickly encroach from the putting green collars onto the new putting surfaces, as they thrive under low mowing.

Perimeter contamination from encroachment of any grass is a nuisance; but, once remnant grass establishes into putting green perimeters it can quickly spread throughout the green interiors. New plantlets are most likely dispersed through vertical mowing and/or core aeration. In each case that I have observed remnant contamination, hundreds of small patches were dispersed throughout the putting greens within five or six years after regrassing.

If you have ring around the collar, deal with it quickly and do not allow it a chance to spread. Remove the

contaminant physically with a sod cutter or a hex plugger and replace it with putting green turf. Ideally, your golf course has a nursery green to plug out contaminated areas, but commercial sod will also work. If the encroachment cannot be dealt with, it might be advised to simply bring in the putting green perimeters slightly through mowing so that the chance of widespread contamination from cultivation practices is reduced.

Avoid ring around the collar altogether by killing and removing the existing collars during renovation and fumigating both putting surfaces and collars prior to regrassing. Not only will this practice improve genetic purity but will also kill plant-parasitic nematodes that may exist within putting green collars. Nematodes can quickly invade putting green perimeters and literally suck the life from the turf. The extra fumigation and grass required for this practice will cost more initially, but will save a lot of money (and perhaps your job) in the long run.



The shop tour through Seminole County was open to equipment technicians, superintendents and assistants. Photo by Frank Eckert

Bus was Full for Dealers' 2009 Central Florida Shop Tour

By Frank Eckert

The 4th Annual Central Florida Shop tour March 18 was a tremendous success. The event is sponsored by three area turf equipment dealers— Coastal Equipment Systems (John Deere), Wesco Turf (Toro), and Golf Ventures (Jacobsen).

This year the focus was in Seminole County where we visited The Legacy Club at Alauqua Lakes (John Deere), Interlachen Country Club (Jacobsen) and Wesco's (Toro)

Facility in Lake Mary. Equipment and shop presentations were given by principals at each venue with additional comments and Q&A sessions by the host superintendents and mechanics.

Attendance is open to all equipment technicians, superintendents and assistants on a first-come, first-served basis. Attendance was unusually strong this year and the charter bus was full.

Hey this thing is beginning to catch on!



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WILDLIFE TOURS 101

Feather Your Nest

By Craig Weyandt

Ecotourism is growing in popularity every year. You can't pick up a paper today without reading something about the environment. People will pay thousands of dollars each year to travel to faraway places to see animals in their natural environment. A commonly accepted definition of ecotourism is; "Responsible travel to natural areas that conserves the environment and improves the well-being of local people." Does that sound like a golf course or what? Only problem is, people don't know it and were not telling them.

For the past five years, I have been conducting wildlife tours (*ecotourism, if you will*) at The Moorings Club. The idea was not mine but Shelly Foy's of the USGA Green Section. Originally I wanted to put up nesting boxes at the club and Shelly suggested that I use ornithologist George McBath to assist me. George, who has done a lot of work on Florida golf courses, said he could put up the nesting boxes on one day and conduct an Audubon Tour on the next.

Ever since then I have gone from having one tour a year to four tours per year. While George was only able to conduct that one tour with me, it was enough to plant the seed and I eagerly continue the program today.

Why I do it? I like to think of it as "feathering your nest." Please excuse the pun. What I mean is that I am educating the members not only about Florida native plants, animals, migratory species, endangered or threatened species, but I'm also able to have one-on-one communication to be able to explain the golf course maintenance practices we use that work with nature, not destroy it.

Some of the facts that I try to drive home:

- We are water purifiers, not water



users. We recycle effluent water through the turf, returning it to the surficial aquifer cleaner than it was.

- We take soil samples to determine nutrient needs. We only fertilize when and where we need to. Fertilizer is expensive. Wasting it does not make good business or environmental sense.

- Chemical use is very limited and most of the chemicals we use on the course can be purchased at any home improvement center. Spot spraying makes up 90 percent of our weed control program.

- We use a solar-powered weather station to determine irrigation needs. The weather station calculates the evapotranspiration rate (ET) and changes the watering times for every head on the course each night to water based only on the turf loss of that day. Wonder if their home sprinkler systems do that?

- The sabal palms on the course have not been trimmed in five years. Not because we can't afford it, but because there is no need. Sabal palms are self pruning and removing green fronds removes a food source of the tree. By removing the "boots" on the palms we take away nesting sites for birds and the berries are a food source for overwintering and migratory birds.

Those are just a few of the points that I try to drive home when on the tours but it's the one-on-one interactions with the members that means the most. When else would you get to explain your maintenance practices to your members in such an up close and personal matter?

So here's what I do:

I have a sign-up list for the members

or guests placed in an accessible location (ours is in the pro shop). I limit the number on the tour to 25. It's much easier to keep the group together and avoid too many distracting side conversations.

I sometimes invite a local expert on wildlife. My guest comes to me from the "Environmental Learning Center" but there is also the local Audubon society, Florida Fish & Game, etc. Be creative! While you don't have to invite anyone, you can kill two birds with one stone.

Did I just say that?.

What I mean is, you can learn, the members can learn and you can educate two audiences about what really happens on a golf course.

Know your route and walk it in advance. This way you will know approximately how long it will take and can make notes of points of interest. Bring your guest along so he/she is familiar with the site in advance and see what ideas they may have. For example you may have a dead tree (snag) on your course that you can explain the tree is not dead, but alive with wildlife. I also like to demonstrate a soap flush and talk about our insect control program. The weather station is always a big hit.

Every golf course is different and unique with its own challenges. Once again, be creative.

We all have a love of nature. I'm sure it's one of the reasons that you are in this business. Share it with your members and guests and that passion will shine through. We all need to take a proactive stance on showing just what environmental stewards we really are.

Southwood GC Earns Audubon Certification

SouthWood Golf Club – the Fred Couples and Gene Bates-designed course owned by The St. Joe Company and managed by Billy Casper Golf –has been designated “Certified Audubon Cooperative Sanctuary” for environmental stewardship by Audubon International.

SouthWood was specifically commended for water quality management, outreach and education. The Audubon Cooperative Sanctuary Program for Golf Courses emphasizes maximizing efficiency and minimizing the potentially harmful effects golf operations can have.

“Environmental conservation and education are key components to golf course operations and maintenance at SouthWood,” says Eddie Snipes, superintendent and chief environmental steward. “The St. Joe



Eddie Snipes

Company, Billy Casper Golf and SouthWood Golf Club are committed to creating sustainable places to live, work and play.” A public facility, SouthWood involves members in projects such as birdwatching, wildlife inventorying, funding for planting projects and supporting local environmental groups. The course developed a comprehensive water-quality management plan that includes minimizing chemical additives, extensive vegetative buffers and protecting streams and wetlands.

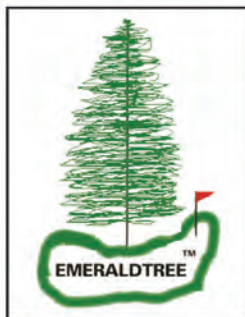
“SouthWood Golf Club has shown a strong commitment to its environmental program and should be commended for its efforts,” said Jim

Sluiter, staff ecologist for the Audubon Cooperative Sanctuary Programs. “Courses must demonstrate that they are maintaining a high degree of environmental quality in a number of areas.”

According to Audubon International, a golf facility must exhibit excellence in several categories: Water Conservation, Outreach and Education, Water Quality Management, Chemical Use Reduction and Safety, Wildlife & Habitat Management, and Environmental Planning to achieve certification. In previous years, SouthWood received recognition in the latter three categories.

SouthWood Golf Club was designed by PGA Tour player Fred Couples and architect Gene Bates. Most recently, the course was ranked one of the “Top 50 Courses for Women” by *Golf For Women* and named among the Top-10 layouts of the new millennium by *Travel + Leisure Golf*.

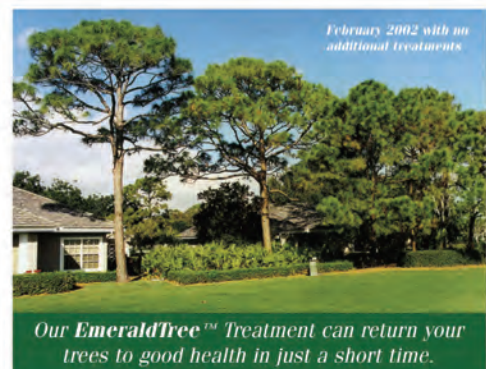
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Black Diamond Earns Audubon Certification

Black Diamond Ranch has been designated a "Certified Audubon Cooperative Sanctuary" by Audubon International. David Court, CGCS, superintendent at Black Diamond Ranch, has led the effort to obtain sanctuary status on the course and is being recognized for environmental stewardship by Audubon International. Black Diamond Ranch is the 93rd course in Florida and the 694th in the world to receive the honor.

"Black Diamond Ranch has shown a strong commitment to its environmental program. They are to be commended for their efforts to provide a sanctuary for wildlife on the golf course property," said Jim Sluiter, staff ecologist for the Audubon Cooperative Sanctuary Programs.

"To reach certification, a course must demonstrate that they are maintaining

a high degree of environmental quality in a number of areas," explained Sluiter. These categories include Environmental Planning, Wildlife & Habitat Management, Outreach and Education, Chemical Use Reduction and Safety, Water Conservation, and Water Quality Management.

"I feel that we have accomplished a lot in a short time and our group is proud that we can show that golf courses can be one with the environment," said David Court. "Black Diamond has a lot of natural habitat that has been incorporated into the design of a beautiful golf course setting.

"The architect, Tom Fazio, and owner, Stan Olsen have given thought into water conservation as well as maintaining the natural beauty for so many birds and wildlife to call home or just to pass through. It is great to know that we share the same space with bobcats, coyotes, fox squirrels, raccoons and alligators. The birding is great

Black Diamond has a lot of natural habitat that has been incorporated into the design of a beautiful golf course setting. Tom Fazio and owner Stan Olsen have given thought into water conservation...



David Court, CGCS

too with over 30 types of birds on the property."

Black Diamond Ranch is managed by Troon Golf, headquartered in Scottsdale, Ariz.

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P R O V E N S O L U T I O N S

Taking Care of Business



**GREEN SIDE UP
By JOEL JACKSON**

It's no secret that new course construction has been flat for a couple of years along with the participation level of golfers in general. In 2007, the National Golf Foundation reported that course closings outnumbered openings. Those are foreboding tidings indeed for those who depend on the golf industry for a living.

You can talk about the tough economic times, but don't be paralyzed into inaction by all the gloom and doom in the press. Misery is their stock and trade. The people who think creatively and take action instead of sitting and waiting for things to change will have the best chance to see the light at the end of the tunnel. Mark my words; there will be an end to the tunnel. We're beginning to see some signs of that now. But no matter how the economy recovers, things will be different from before.

Paul Grose, president of the Florida Sod Growers Cooperative, recently

outlined some important characteristics which companies that survive and thrive typically exhibit. I thought I would apply them specifically to golf courses.

DIVERSIFY

Can't change a golf course into an amusement park, but you can increase your customer base by getting in on the "Grow the Game" mantra. Kill off some of the old dinosaur habits and create some times for new golfers to get on the course without a lot of pressure to be polished players. Cripes, it still takes the pros more than 5 hours to play 18 holes.

EFFICIENCIES

Must haves vs. Nice to Haves. Must you have green sand to topdress divots or could you get by with something less expensive. Handmowing tees is not in the list of things you must do to have decent tees, but having well trained, motivated operators is a must. Raking bunkers daily is something you can cut back on. After all it's the golfer's responsibility to rake out his or her tracks. You can make your own list based on your course's old ways of doing things.

The cost of materials, chemicals, fertilizers and

...learning how to better take care of business during these tough times is just another one of those challenges...

fuel take larger cuts out of the budgets you have to work with. Being as efficient as possible is the best way to counter those uncontrollable costs.

CUSTOMER SERVICE

We don't always see the golfers when they walk in the door but we sure can wave and say "Hi!" out on the golf course, or help look for a ball if we saw it go into the woods as we drive by. Golfers will also need to recognize that, with smaller crews, we need to keep mowing so stopping and turning off the engine might not be a good option if the club is to remain solvent.

EMPLOYEE RELATIONS

We know it's the backbone of any operation, so developing your own leadership skills and being a good listener, coach and teacher are essential. Keep a positive outlook and don't mope around, it's contagious and shows in the work product.

SET OBJECTIVES

This goes for the whole club and means having goals for where you want to be in one, five and ten years from now. You can apply that to your own department as well and work to make it fit the big picture for the whole operation and your own personal achievement.

PRIDE IN THE PRODUCT

When you have done the best you can with what you have, be proud and unafraid to market your product from the playing conditions to the whole golf experience at your club. Don't get into greens fee price wars, but rather

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place good value on your product based on the service and conditions you give to the customers.

If I've said it once, I've said it a thousand times; golf course superintendents are some of the most adaptable and creative people I know. So learning how to better take care of business during these tough times is just another one of those challenges I know you can turn into an opportunity to succeed.

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