

Conference Report

Superintendents asked for 'grow-in' information

BY MARK LESLIE

The president of a major golf course construction company called on the superintendents to help builders determine the cost of "grow-in" for a new course.

Jerry Pierman, president of International Golf Group, asked "the fellows who know" to itemize the costs of repairing minor areas after the contractor has left.

"You need to give us some specifics so we can help you receive a more realistic first-, second- and third-year grow-in budget," he said.

To date, no one has accurate figures, said Pierman. Occasionally no costs for grow-in are included in a project budget. At the same time, developers often have funded no money for grow-in expenses.

Averages, numbers, costs, studies reflecting demand for play, labor costs, golf course costs, equipment costs, design costs — all these figures are at the disposal of developers, Pierman said. But when the course is built, a surprise awaits many of them when "all of a sudden the grow-in budget pops up. Their reaction is, 'I thought that was part of the maintenance budget,' or 'I thought this was covered by the construction figures.'"

Providing these figures would be a good way to improve the relationship between superintendents, builders and developers, he said, since the underlying reason for tension between the three groups is that "the line of responsibility has not been drawn. There must be a start and a stop in each area of responsibility for each individual."

"Let's see some good figures from the fellows who know, yourselves. With your national organization (Golf Course Superintendents Association of America) as strong as it is, you have the ability to show and explain these extraordinary and one-time expenditures. You and your organization can publish them and explain why they are what they are."

"Don't leave it to the designer to plug in a figure," he said. "And, for goodness sakes, don't leave it up to the contractor to try to explain something that, many times, is con-

'You need to give us some specifics so we can help you receive a more realistic first-, second- and third-year grow-in budget.'

— Jerry Pierman

sidered to be part of his construction costs."

Pierman said that just by their conversations with one another and developers, superintendents can accomplish a lot by making the term "grow-in budget" become as much a part of the developer's vocabulary as "golf course costs," "clubhouse costs," "maintenance costs" and "design fees."

"Who will benefit from this?" he asked. "You will. What's also important is that the contractor will, because he will know that there are going to have to be such things as extra fertilizers after the golf course contractor has left, that there is going to have to be some money to clean up those areas outside the rough areas that the golfers see from the course. He's got to understand that minor washout areas are going to occur after heavy rain. Once the contractor is gone, who cleans that up? Who fixes that?"

"I'm talking about minor areas, but somebody has to take care of them. Large areas, the contractor repairs, but minor areas are very important."

"What I'm asking you to do is to let us know, in an itemized way, so that we can help you."

Pierman said educating the industry and developers about grow-in costs is becoming even more important as municipalities get into golf course development and ownership. He said officials need to show voters these figures to satisfy their need to know all the costs and to establish credibility.

"Blow your own horn, and by doing so you would help the golf course developers and builders," Pierman said. "Work with the architects society and the Golf Course Builders of America. We will also explain the term 'grow-in costs' and what it means."



George E. Renault III sits atop a Fairway 5000 at Orlando show.

Md. super gets mower for year

George E. Renault III, superintendent at Chevy Chase Club in Chevy Chase, Md., will be enjoying the free use of a Ransomes Fairway 5000 this season, thanks to some good luck and Ransomes, Inc.

Renault's name was randomly selected in a drawing sponsored by Ransomes on Feb. 25 at the International Golf Course Conference and Show in Orlando.

"It feels great to be the winner," said Renault, "and I'm really looking forward to using the Fairway 5000 this season. It will be the first time we've used Ransomes' equipment, so we're anxious to put it to the test."

The unit will be delivered to Renault in early April. Fourteen other superintendents were semi-finalists in the drawing, winning Ransomes jackets and caps.

GO-FER™...VERSATILE TOUGH, AFFORDABLE!



The GO-FER CCD™-1000 Multipurpose Utility Vehicle is an excellent transporter of personnel and equipment up to 1000 lbs. Low to the ground, GO-FER's sturdy tailgate/ramp allows you to easily load such equipment as walk-behind greens mowers.

\$3,195.00*

*Prices are subject to change without notice; and do not include such charges as set-up, crating and in-bound freight. Model pictured includes option kit which is an additional charge.

GO-FER is now available with optional ALL-WHEEL DRIVE. Please call or write for complete information and pricing:

Salsco, Inc.
LEADER BY DESIGN

105 SCHOOL HOUSE ROAD • CHESHIRE
CONNECTICUT 06410 • (203) 271-1682
FAX (203) 271-2596 • 1-800-8-SALSCO

#1 In A Series

Preventing Turf Diseases



DOLLAR SPOT

Appears as small yellow-green blotches. A cobweb-type growth is often seen, especially in the mornings. Banner® fungicide at 1-2 oz./1000 sq. ft. provides low cost-per-day-of-control, preventing disease for up to 28 days.

© 1990 CIBA-GEIGY Corporation, Turf and Ornamental Products. Always read and follow label directions.



For free information circle #137

For free information circle #136