

Eric Counselman, Superintendent at Somerby Golf Club

The last few years have definitely been challenging for us all. As a younger facility, we are focused on growth. As our club grows there continues to be new roles and responsibilities. We have been fortunate over the years to have our Course Maintenance budget stay steady, the belt tightening tends to come from the additional responsibility associated with growth. I feel fortunate that we have not had reduce our budget while adding responsibilities, as I know others have done.

Similar to others, we have aggressively marketed new customers. In 2011, we were able to add 88 new memberships with significant introductory offers. Although the first year of these memberships was reduced, this makes me very optimistic for the season ahead and eager to see if we will grow equally in 2012. Turf wise, I am optimistic that mother nature will be more agreeable, and we'll all have less stress this season.

I have concerns for our industry as a whole. Undoubtedly, we are over built, and with the excess supply revenues have dropped greatly. We, the industry, are not operating at a sustainable level. And I believe long term this will stabilize, but that it will be a very different



industry than we saw in years past and even different than now. I think we will continue to see few professionals getting into our business and many getting out, leveling the demand for our skills set. I believe revenue and budgets will eventually align again, most likely at a much lower level than we were accustomed to in years past. I believe the largest residual influence will be on the quality of our product (in spite of our best efforts), customers will become accustomed to cheaper golf but a lower quality too. It's like a ride in an airplane; you increase altitude, climb, climb, climb, up, up, up, hit some turbulence, lose some altitude, falter a bit, some ups and downs, but eventually the plane stabilizes for a smooth ride, not at the altitude you were once at, but steady none the less. I think there will be a couple more bumps, but we are really close to stabilizing.

ARE YOU READY?

Spring Mixer: May 21st, Hidden Greens

Announcing the Legacy Scholarship!!!

The Program: The Minnesota Golf Course Superintendents' Association offers a scholarship program designed to assist children and grandchildren of Class AA, A, SM, C, D, Associate and Affiliate members. The MGCSA provides scholarships to students attending college or vocational programs at any accredited post-secondary institution. The program is independently managed by

Scholarship America, a national non-profit student aid service organization. Awards will be granted without regard to race, color, creed, religion, sex, disability, national origin or financial need.

Selection of Recipients: Scholarship recipients are selected on the basis of academic record, potential to succeed, leadership and participation

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in school and community activities, honors, work experience, a statement of education and career goals and an outside appraisal. Selection of recipients is made by Scholarship Management Services. In no instance does any member of the MGCSA play a part in the selection. Applicants will be notified by the end of July whether they have been awarded or denied a scholarship.

Eligibility: Applicants for the MGCSA Legacy Scholarships must be: children/grandchildren of Class AA, A, SM, C, D, Associate or Affiliate members who have been members of the MGCSA at least five years; High school seniors or graduates who plan to enroll or students who are already enrolled in a full-time undergraduate course of study at an accredited two- or four-year college, university or vocational-technical school, and under 23 years of age.

Awards: Three awards will be given to children and grandchildren of Class AA, A, SM and C members. One award of \$1,500 in the name

of Joseph S. Garske will be given to the highest evaluated applicant. That award will be renewable for one year contingent upon full-time enrollment and satisfactory academic performance. One other \$1,000 award will be given to other qualified applicants from this group.

One \$1,000 award will be available to children and grandchildren of Class D, Associate and Affiliate members. These awards are not renewable. However, students may reapply to the program each year they meet eligibility requirements. Awards are for undergraduate study only.

Obligations: Recipients have no obligation to the MGCSA or its members. They are, however, required to supply Scholarship Management Services with current transcripts and to notify Scholarship Management Services of any changes of address, school enrollment or other relevant information. Except as described in this brochure, no obligation is assumed by the MGCSA.

Deadline for entry is June 1, 2012.



Magnificent Mega Seminar Thanks to John Spaulding for sponsoring this years Mega Seminar. The two day event had well over 100 participants. Keynote presenters ***Dr. Brian Horgan, Dr. Kevin Frank and Dr. Roah Gaussoin*** engaged the group with some amazing new agronomic information. Other guest speakers included ***Rollie Carlson from the CMAA and Doug Hoffman from the MGA.*** Simply awesome!



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The Mega Seminar went well. The 2nd day afternoon attendance dropped off significantly. The consolidated lodging got dropped with the management transition. Happy hour was a great idea and will be placed on the agenda. Discussion was given about a possible Association Hospitality event after the Wednesday session.

Fund raising/Industry Relations: Joe Churchill and Kerry Glader reported that he will be sending a letter or survey to vendors about their preferences about the GIS and possible local Hospitality Night.

MN Government Affairs: Eckholm reported that there has developed an authority conflict between the Department of Agriculture and Minnesota Pollution Control. There is a bill that was introduced to put all Pesticide use under the authority of the Department of Agriculture. Work with the NPDES permit was beneficial in that the permit uses current regulations and does not change most golf course aquatic permit requirements.

MTGF: Jeff Ische reported that the Green Expo attendance was flat with 6062. Roughly half of the attendance was either Vendor or Trade-show only. Super Tuesday attendance was 98 with \$1,400 in profits. Pesticide Recertification brought in \$4,600 with MTGF getting \$1,400. Total booth sales were up 35 to 833. Total companies represented were flat at 325.

New Business: 1. A motion was made to nominate Jerry Murphy for the MGA Hall of Fame. 2. Superintendent Posting. There is a mixed history about job posting requirements and the qualifications of candidates that were hired. A motion was made to change the hiring posting policy so that superintendent positions will be posted with a disclaimer that the MGCSA holds no responsibility of whom the Clubs hire. Mackenzie will create posting templates and work with courses on their postings.

Industry Insight

Frost Services Recognized in GIS New Product Showcase:

The Las Vegas Golf Industry Show Organizers chose a product from an affiliate member of the MGCSA to be exhibited in their New Product Showcase. The Ultimix is a pre-mix station that is manufactured and sold by Frost Services Inc. It has been used successfully in Minnesota and Wisconsin and with this national attention, it will no doubt expand across the US. The first Ultimix pre-mix station was custom built for Dan Hanson at Majestic Oaks Golf Course four years ago. His feedback on how it saved his staff time mixing chemicals spurred further sales of this product in the local area. Refinements over the last few years have led to what the Ultimix is today with improvements of a stainless steel frame and a load-out gallon counter. According to Ken Rost with Frost Services, “The Ultimix is simply the result of a Superintendent telling us what the headache was, and finding a better way to get the job done. We are very excited about where this product is going.”



Importan



t Steps

to successful summer perennials

by Rob Savage and Stephanie Johnston
Midwest Landscapes

Trim back any old foliage on your perennials and grasses, be sure to discard the waste to prevent any problems from mold etc. A compost pile works great!

As soon as the snow melts, put down a pre emergent such as Preen, making sure it does not linger on any leaves. This helps make your beds as weed free as possible. (Or use whatever you prefer for your situation.). Be sure to read direction labels on all products!

At the right time, usually around May or so, (May 15th) clean up and remove any over wintering mulch from around the plants. Be mindful of possible future frost and not to disturb roots by raking your perennial beds too severely.

Check all plants for any heaving. This usually occurs on newly planted items such as Heucheras (coral bells). They may pop out of the ground a bit from the frost. Reestablish the plants to the correct planting depth and water them in.

Now is also a great time to take care of any overcrowding in your planting beds! Divide your Hostas, Daylilies, Iris and others to make new plants or to expand beds!

Fertilize your perennials with a good grade of fertilizer (organic or not). A 10-10-10 works well in the spring to give them an extra boost. Be sure to water thoroughly afterward.

Always tread lightly around any of your perennials or sprouting bulbs, being conscious of the new growth peeking out of the ground, or even the snow!

Top dress any planting beds with a light layer of new mulch, keeping in mind not to suffocate the crown of the plant. This freshens up your beds for the new season!!!

Wait for your new blooms and now you are ready to plant all your annuals!

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