

# TURFGRASS MATTERS

May/June 2008

Volume 79, Number 2



## Superintendent Professional Tournament Bethesda Country Club

April, 22 2008

*(Story On Page 3)*

## MAAGCS

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## PRESIDENT'S MESSAGE

Just about one half of the year has passed and I would like to thank the Board of Directors and Executive Secretary, Theresa Baria, for their outstanding job and for making my position as President run quite smoothly. Well organized monthly meetings, a new professional appearance for electronic correspondence and an upcoming Superintendent's Survey are a few of the highlights, thus far in 2008. As a reminder, please add the following dates to your calendars: Thursday, July 31 is the University of Maryland's Field Day/ MAAGCS Picnic, and Tuesday, September 2 is the annual Stewards of the Chesapeake Tournament to be held at Bretton Woods.

Hopefully, everyone has recovered from the strong thunderstorms that rolled through the area on Wednesday, June 4<sup>th</sup>, and I'm sure that everyone is glad that the first heat wave of the season has passed and that the return of more spring-like temperatures are a much welcomed relief.

I would also like to send out an invitation to anyone interested in a site visit for Maintenance Facility Construction. Currently, Bethesda Country Club is undergoing a complete reconstruction of the Maintenance Facility. Initially, our new facility was to be completed by the first of April, but with unimaginable delays due to county and permitting issues, the new date of completion for the project will be in September. My hope is to get settled into our new building in time to get back into our regular winter maintenance schedule. Again, if anyone is interested in a site visit, please call me to set up a time to meet. My office # is (301) 365-0100.

Mark Kingora  
MAAGCS President

(Current stage of the  
Maintenance Facility  
construction)



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Theresa Baria, Executive Secretary

Brett Post, Editor

Published five times annually by the Mid-Atlantic Association of Golf Course Superintendents

Superintendent/Professional Tournament  
Bethesda Country Club  
April 28, 2008

*Bryan Bupp, MAAGCS Golf Chairman*

On Monday, April 28<sup>th</sup> Bethesda CC opened its doors to MAAGS members and their club professionals for the annual Superintendent/Professional tournament. The turnout was good although some decided not to brave the elements as rain battered the course and the participants through almost the entire round. The course was able to shed the rain quickly and the greens were excellent throughout the day. The golf course management team at Bethesda deserves high accolades for preparing the course and making it shine through such a dreary weather day. Special thanks to the clubhouse staff at Bethesda for their service and accommodations, the kitchen staff and chef for the wonderful food and the pro staff for helping us tally the scores and get the prizes sorted out.

As it turns out, we have some "mudders" in our association. Scoring on this tight and challenging layout is tough under normal playing conditions but some scores were quite impressive even under the tough, wet conditions. Three teams shot 70 gross. Scott Furlong and Cary Sciorra from RTJ won the traveling trophy in the net division with a net 65 (gross 70). John Dunker and Phil Bowers from Mt. Vernon placed second in the gross division to Scott Wunder and Jeff Zachman from Piney Branch in a match of cards, each team shot 70. The open division net winners were Brandon Collins (CC at Woodmore) and Chris Harriman (Chevy Chase Club) with a net 69 and the open gross division winners were Kyle Sherwood and Brett Walters (Columbia CC) with an 81. The other prize winners were:

2 <sup>nd</sup> Net Super/Pro	Scott Wagner/Alex Lively	Leisure World
3 <sup>rd</sup> Net Super/Pro	Mark Kingora/Jim Folks	Bethesda CC
3 <sup>rd</sup> Gross Super/Pro	Dave Anderson/Chris Hall	Evergreen CC
2 <sup>nd</sup> Net Open	Steve McCormick/Larry Cosh	Columbia CC
		Finch Services
2 <sup>nd</sup> Gross Open	Michael Peny/Dan Haberer	Angler
		Environmental
Long Drive #14	Michael Bostian	Waverly Woods
Closest to the Pin #2	John Dunker 16'7"	Mt. Vernon
Closest to the Pin #9	Dan Frost 30'34"	Clustered Spires
Closest to the Pin #13	Brett Walter 9'7"	Columbia CC
Closest to the Pin #17	Phil Bowers 4'5"	Mt. Vernon
Long Drive #3	Jay Dufty (Pro)	TPC at Avenel

Congratulations to all the winners  
and thank you to all that participated.



Bryan Bupp (Right) presenting the trophy to Scott Furlong (Left) and Cary Sciorra (Center)

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May 22, 2008

Bryan Bupp, Golf Chairman

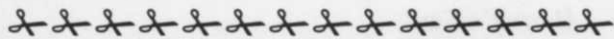
Little Bennett Golf Course hosted our annual Superintendent/Assistant Championships on May 22. Weather for this event was almost as perfect as the golf course. Comfortable temperatures, low humidity and abundant sunshine made for great golfing weather and some beautiful views. The course was in great condition with firm and fast greens, lush fairways and thick rough. The already challenging layout at Little Bennett was toughened by gusty breezes. Apparently local knowledge is the key to playing in these conditions as host Superintendent Matt Burton and his assistant Rick Elam took the low net championship with a 68. Bryan Bupp and Eddy Grattini from Bretton Woods won the low gross championship by shooting a strong 81. In the open division Andrew Harrison from Lesco John Deere paired with Jeff Roeder from Turf Valley to win the open division low gross with a remarkable 76. Equally impressive was the match of cards victory in the open low net division for Joe Herkalo from CJH Greens and Mark Jewell from Rocky Gap who shot 64.

*The rest of the prizes went to:*

Closest to the pin #6	Marty Eader, Needwood GC
Closest to the pin #8	Brett Post, Cross Creek GC
Closest to the pin #12 & #15	Mike Evans, Sports Aggregates
Long Drive #7	Scott Ligon, Synatec
Long Drive #10	Mike Twigg, Rattlewood GC

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## UPCOMING EVENTS

July 31st- U of MD Turf Field Day  
MAAGCS Picnic, U of MD

September 2nd- Stewards of the Chesapeake  
Bretton Woods Recreation Center

October (tba)- Annual Championship  
CC of Maryland (80<sup>th</sup> Anniversary)

November 3rd- Joint Meeting w/ GWGCSA  
at RTJGC

December (tba) - Annual Meeting/Elections

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## Selling Yourself Every Day (IAC Committee)

To get ahead in life, you need to be in the business of selling. But this article isn't about exceptional golf course equipment. This article is about a one-of-a-kind product you sell every day... YOU.

There are endless situations in life where the key to success is the ability to sell yourself to others. In your career, the ability to convince a greens committee that you are the best person for the job is critical. When it comes to relationships, your ability to show your best qualities can be the crucial factor in clinching a date. When you think about it, if you cannot sell yourself as a person to others, you are going to have a difficult time selling them your ideas, your wishes, your needs, your ambitions, your skills, and your experience.

Despite the necessity of being able to sell yourself to others, there are obstacles that can get in the way. To overcome such obstacles, try focusing on the following:

### Be Sold on Yourself

This is the first, and perhaps most important, aspect to successfully selling yourself to others. Unless it comes naturally, this is probably also the hardest. Being sold on yourself comes down to this: you must believe in yourself, have faith in yourself, and have confidence in yourself. Here are just 3 ideas that may help:

- Live in such a way that you would want to be friends with yourself
- Find some time to reflect on what you like about yourself.
- Don't do anything that will give you cause to feel ashamed later.

### Have a Saleable Package

This article is predominately about letting others know about the inner contents of your package. That being said, there is no getting around the fact that people judge others based on their appearance. Some questions you may consider asking yourself are: Am I looking after my appearance to the best of my ability? Are my clothes appropriate for the image I wish to project?

### Be Positive and Enthusiastic

Can you remember the last time you received poor customer service? Did the person look bored, disinterested, and as if they wanted to be somewhere else? Don't be that person. Here are a few tips to help you:

- Look for the best in people
- Associate with positive people
- Care deeply about something
- See life as an adventure
- Smile

### Be Real and Authentic

Rather than being about whom you appear to be, selling yourself is about letting others know who you are as a person. For this reason, lies and half-truths are a recipe for disaster later down the line. By telling the truth, you will earn both trust and respect which, in turn, will help you build a great reputation. Not only that, it will make you feel good about yourself. The last thing you want to do is sell yourself out by compromising your values and principles.

Selling yourself is an important part of every superintendent's job. By believing in yourself, looking the part, and being positive and trustworthy, you will go far in your career and in life.



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## Bullets From the Boardroom

- 1) Board discusses enhanced referral service
- 2) Mr. Bryan McFerren, Vice President, begins making contacts for possible meeting sites in 2009
- 3) MAAGCS member survey almost ready to be sent out thanks to Member Services Director, Mr. Steve McCormick
- 4) Mr. Scott Wunder, Secretary/Treasurer, shares notes of the "Value Proposition" from the 2008 Chapter Leaders/ Executives Symposium
- 5) Mrs. Theresa Baria, Executive Secretary is working with Mr. Brett Post, Media/Public Relations Chairman on MAAGCS web site enhancements
- 6) MAAGCS President, Mr. Mark Kingora reports good results from the Superintendent/Pro meeting at Bethesda in spite of weather that wasn't cooperative



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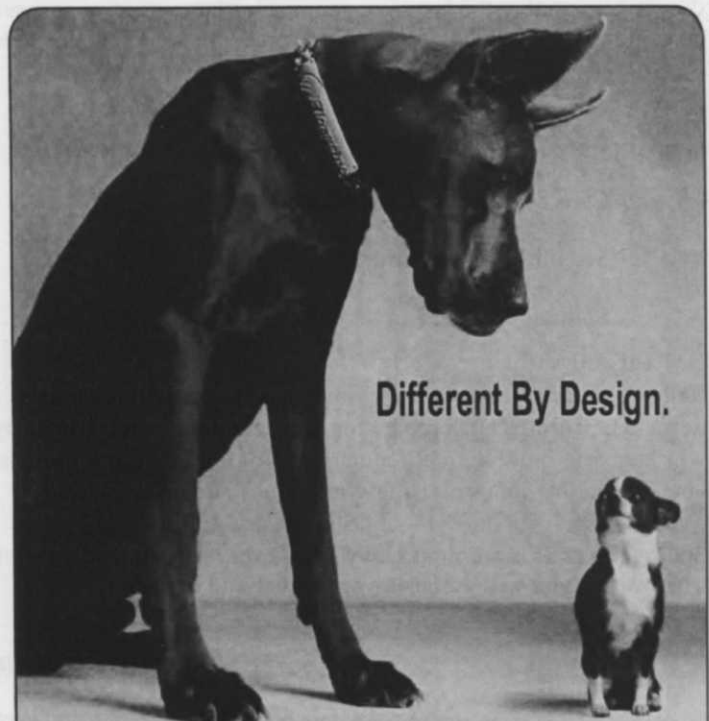
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## Letter from the Editor

Summer is upon us. Soon we will be feeling the pressures of our positions of keeping the grass alive in an unknown weather pattern of the Transition Zone. I wanted to take a different direction with a note on something which may affect some of us. It is the importance of remembering our priorities in life to not leave the family behind.

It is easy to find one self consumed with our positions within the golf course industry, whether we are the Director of Golf Course Maintenance at a multi-million dollar facility, Superintendent at a small public course struggling with the present economy or even a Sales Representative consumed with pressures of sales and office visits. Our goals in life are similar, we want to be successful and provide for our family. We work hard to impress those who control those goals. Sometimes however, this extreme focus puts a spouse, child, friend or other second to something we feel is priority. If there have been changes in your life, the birth of a new child or some other life event, it is important to keep the family priority number one. Recognize the addition stress these life events may bring and share in the effort to accomplish all which is needed. Far too many times, assumptions are made where ones feels the other can do it all. Relationships work better as a team. Good communication is a key to expressing both of your needs and wants. If you have observed changes in behavior or in your relationship overall, make sure you identify and communicate them sooner than later. The longer you do not recognize these changes; the potential for the relationship to end becomes easier.

Our positions will not last forever, but your relationships will. Make sure you do not become blinded by the need to be successful and leave the family behind. There are ways of achieving both and it starts with communication and a plan. Establish your goals together and have an understanding of what it will take to achieve them. I feel family should always be priority number one with everything else coming in a close second, third, forth, etc. Make it your focus with love and attention. From there everything else will naturally fall into place. The hard part is separating oneself from the pressures of our careers and our obligation to spouse, family and home. So, when you go home tonight, give your spouse a hug and remind them they are number one.

Brett Post,  
Newsletter Editor MAAGCS

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## MAAGCS & VGCSA PLAN FOR '09 GIS

Plans are already underway for the 2009 GCSAA Conference and Golf Industry Show in New Orleans, Feb. 1-7, 2009. The Mid-Atlantic Association of Golf Course Superintendents and Virginia Golf Course Superintendents Association of America have made plans to strengthen their partnership for the event.

In an effort to facilitate networking opportunities, the two organizations have designated the same host hotel, the Astor Crowne Plaza on Bourbon Street. A joint room block has been reserved, available on a first-come, first-serve basis for members of either association. The block will be managed by Golf Industry Travel, with more information due out around September 1, 2008. Reservations must be made by November 7, 2008.

In addition, the two organizations are planning a joint social event for the evening of Thursday, February 5, 2009. Details on location and time have not been finalized.

## News & Notes

### Condolences

To Tom Walsh, UAP, on the death of his father, Thomas Walsh, Jr.

To Quent Baria, Valent Professional Products on the death of his father, Robert E. "Jack" Baria.

To the family and friends of Paul Dunn, former superintendent at Patuxent Greens Golf Club. Paul drowned on May 30.

### New Members

Timothy Ale, US Naval Academy GC, Class C

Kyle Barton, Woodholme CC, Class C

David DiPietro, Class F, Ruppert Nurseries

Michael Esh, Class SM, Bay Hills GC

Brandon Franz, Class C, Needwood Golf Course

Mike Fuoco, Class C, Bethesda CC

David Grattini, Bretton Woods Rec. Center

Bill Kozlouski, Class C, Diamond Ridge

David J. McGregor, Class C, Robert Trent Jones GC

Matt Miller, Class F, G. L. Cornell

Timothy Riimandel, Class C, Waverly Woods GC

Jason Shepherd, Class C, Sparrows Point CC

John Weigand, Class D (Student), U of MD

### Congratulations

To Joey Lam (Assistant Superintendent at Musket Ridge) and his wife, Crystal on the birth of their daughter, Camryn Dale Lam on June 11<sup>th</sup>.

To Joe (CJH Greens) and Monique (MAAGCS'S CPA) Herkalo on the birth of their daughter Zoe (pictured below).



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### Professional News around the Mid-Atlantic

Quent Baria, CGCS, Valent Professional Products, appeared on the cover of *Golf Course Industry* in the April 2008 issue. The article was entitled, "Still in the Thick of It" and told of his experiences in transitioning to the industry side of the golf course business after working as a golf course superintendent for 19 years.

Jon Lobenstine, MAAGCS Education Chairman and Director of Agronomy at Montgomery County Revenue Authority Golf Courses appeared on the cover of the May issue of *Golf Course Industry*. The title of the article is "Making his Mark" and discusses changing the face of municipal golf courses in Maryland.

It was announced on May 15, that MAAGCS Member and Renowned Turf Professor, Dr. Tom Watschke, professor emeritus of turfgrass science at Penn State University will join Floratine as a consultant, specifically in the area of university research protocol.





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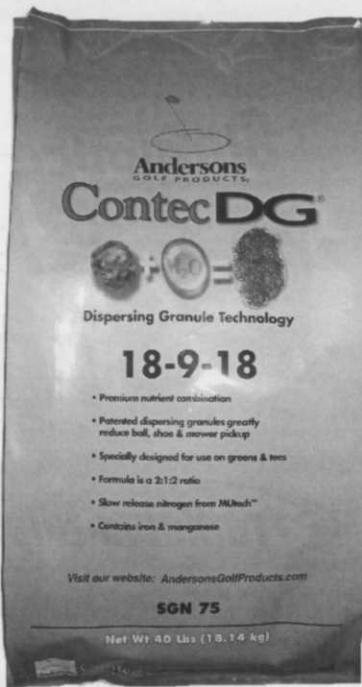
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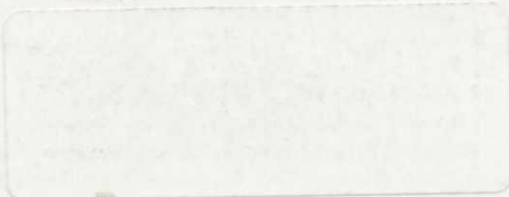
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