

# Welcome!

## New and Renewed SFMANJ Members

Currently we have 214 new & renewed members. In December 2009, SFMANJ mailed invoices for 2010 membership dues to all current members. If you did not receive an invoice, please contact us at 856-514-3179 or download the membership form available at [www.sfmanj.org](http://www.sfmanj.org). Mail membership dues direct to SFMANJ, PO Box 205, Pennsville, NJ 08070.

|                   |  |
|-------------------|--|
| Tom Barton        | Berkeley Twp.                                  |
| Ed Biernacki      | South River Board of Ed                        |
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| Chris Carlson     | Bergen Community College                       |
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| John Crossen      | Twp of Hillsborough                            |
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| Jim Gavigan       | Jim Gavigan Consulting                         |
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| Kyle Harris       | Monmouth University                            |
| Ed Hartmann       | Packanack Lake Country Club & Community Assoc. |
| Steve Hedges      | Twp of Mansfield                               |
| Blake Hoerr       | New York Jets                                  |
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| David Maines      | Borough of Madison                             |
| Jeffry Marcason   | Borough of Northvale                           |
| Ron Matakitis     | Delbarton School                               |
| William Mateyka   | Old Bridge Twp                                 |
| Ken Mathis        | Brick Township                                 |
| Larry Mayerowitz  | Middlesex Co. Dept. of Parks                   |
| Greg McCarty      | Moorestown Board of Education                  |
| Tim Moore         | The Lawrenceville School                       |
| Eric Muentener    | Hopewell Valley Reg. School Dist.              |
| Federico Nealon   | Student, Slippery Rock University              |
| Michael O'Conner  | Bergen County Tech School                      |
| Eugene Peer       | Montville Township                             |
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| Sam Pepe          | Central Regional School District               |
| Matthew Pinkerton | County College of Morris                       |

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## 2010 SFMANJ BOARD OF DIRECTORS

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### MISSION STATEMENT:

Committed to enhancing the professionalism of athletic field managers by improving the safety, playability and appearance of athletic fields at all levels through seminars, field days, publications and networking with those in the sports turf industry.

### Contact us at:

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### National Organization

Sports Turf Managers Association

[www.stma.org](http://www.stma.org)

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SFMANJ does not necessarily support the opinions of those reflected in the following articles.

# TOP 5

## Red Flags to Budget Approval



By Raghavan Rajaji (Courtesy of Sports Turf Managers Association)

As a sports turf manager, a portion of your time is spent on budgets --- whether you are managing your monthly numbers on expenditures, forecasting for the future or going through the annual preparation process. With so much time and energy focused on your budget, make certain that when it is time to present your budget for approval you have a defensible plan.

Following are five areas that can send up red flags if they are overlooked.

**1. Half the story.** There are few things more distressing to your employer than being told up front about only part of the costs involved in a proposed project. The surprise ending comes later, when more money is suddenly needed to keep things going. You lose credibility, and set yourself up for more scrutiny in the future.

**2. Far from average.** Asking for a budget increase by some percentage that is dramatically different from the rate at which the overall business/revenue is growing. For example, if the organization is growing at roughly 10 percent a year and you request a 200 percent budget increase, it sends up a 'red flag.' And it works the other way, too. A request for just an inflation adjustment when the rest of the organization is growing rapidly also causes questions. Not that these necessarily mean that there is a problem, but they will cause a closer review of your

proposed budget and may lead your employer to believe you are unaware of the current environment.

**3. Out of alignment.** With all the emphasis on business alignment these days, you'd think there would be nary an unaligned project proposed, but it still happens. Be cautious about proposing a project that focuses on a low-priority issue. The fact that you are not aware that it is a low priority for the institution suggests that you are out of touch.

**4. Not all there.** In addition to providing incomplete information about costs, budgets may fail to specify in enough detail considerations such as, which organizational goals the proposed project will support and how, exactly, it will support them.

**5. Vague plans.** Watch the use of obscure statistics as a rationale for a budget increase. For example, you may have read somewhere that sports turf managers are increasing their operational budgets by 10 percent in the next year, so you request that same increase without knowing what you'll spend it on. Again, this can cause your employer to question your business judgment.

Other articles authored by Raghavan Rajaji can be found at [www.cio.com](http://www.cio.com); Sports Turf Managers Association (STMA), Lawrence, KS

### NEW & RENEWED SFMANJ MEMBERS

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| Frank Ravaschiere        | City of Long Branch            |
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| Tony Wilcenski           | Monroe Twp.                    |
| Scott Wylie              | Brick Board of Education       |

### The Directory will be published soon

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changes or additions  
by emailing to  
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