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A Message from The President and Board of Directors . . .

The New Year is off to a great start!

by Matt Olivi

At this point, we're all ready for the snow to melt so that we can get back to business. Many of us use the off-season to educate ourselves at seminars, re-evaluate our field maintenance programs and decide what changes we should implement. Sports Field Managers Association of New Jersey does the same evaluation every year. The winter months are a great time to reflect on what we've accomplished and identify areas where we may need improvement. Your feedback has been invaluable in helping the Board of Directors allocate chapter resources to best serve the needs of the SFMANJ membership.



Larry Mayerowitz, SFMANJ Member and 2013 Field of the Year recipient was recognized at the monthly meeting of the Middlesex County Board of Chosen Freeholders on December 19, 2013. Pictured (I-r): Scott Bills, CSFM; Matt Olivi, President, SFMANJ; Larry Mayerowitz, Middlesex County Parks; Charles Tomaro, Middlesex County Freeholder; Brad Park, Rutgers University; Charles Kenney, Middlesex County Freeholder. Photo courtesy of Mary Mayerowitz

A key source of recent feedback for our organization has been the insight of Bernard Luongo. Bernard is the Lead Groundsman, Northern Burlington County Regional School District. Over the past year he has steadily increased his involvement with SFMANJ. Bernard has assisted the Board of Directors in planning Field Day events and educational seminars and has become a regular contributor to our quarterly newsletter. His great personality, positive energy and enthusiasm to better himself as a field manager should be an example and inspiration to all of us. The Board of Directors feels that Bernard's Leadership characteristics make him the perfect candidate to fill a recently opened Board position. As a result, it was decided that Bernard be appointed to the SFMANJ Board of Directors. Please join me in welcoming him to his new leadership role within the organization.

Another recent change to our Board of Directors was the appointment of Director Rich Watson to the role of Vice President. Rich will be succeeding long-time SFMANJ Vice President Fred Castenschiold who has served our organization since its inception and will be remaining on the SFMANJ Board of Directors. Our sincere thanks go to Fred for his long-time commitment and service to SFMANJ. His leadership and professionalism have been an example for all of us working in the Sports Field Industry. The Board of Directors is confident that Rich Watson will maintain the level of leadership and commitment that Fred has established.

The Board of Directors and I want to take this opportunity to give you a little background on Rich Watson, our new SFMANJ Vice President. Rich's efforts and dedication to the Sports Field Industry were recently recognized nationally at the 2014 Sports Turf Managers Association (STMA) Conference and Exhibition held in January 2014 in San Antonio, TX. We're proud to announce that Rich Watson was awarded the STMA Dick Ericson Founders Award.

Sports Turf Mangers Association established the

Dick Ericson Award and is awarded annually to someone who plans and executes sports turf management at their facility, who effectively leads their team to accomplish their goals in field maintenance, and who positively impacts the sports turf industry. Dick Ericson was a Founder

of STMA, served as the Association's first President (1981-82) and in addition to his own sports turf management activities, he has made significant contributions to STMA.

The SFMANI Board authored a letter to STMA in October 2013 to nominate Rich for the Ericson Award. The nomination letter detailed Rich's strengths as a sports field manager at Pine Hill Public Schools and recalled that Phil Anastasia from philly.com com wrote the following about Overbrook High School's Main Football field in 2009, "Which school has the best football field in South Jersey? ... the real stuff, the genuine grass ... I'm voting for Overbrook ... what a field. I was there Saturday when Overbrook played Gateway and I was amazed by Overbrook's field. The grass is lush. It's like a carpet ... This is an excellent field. I'm calling it the best in South Jersey."

The nomination letter described Rich's activity in sharing his knowledge with his colleagues at all levels, including his participation as an instructor in the Skin Surface Selection and Management Continuing Education course at Rutgers University, as a speaker at the Annual STMA Conference, New Jersey State League of Municipalities, New Jersey Green Expo,



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Welcome! New and Renewed SFMANJ Members

Currently we have 157 new & renewed members. Sports Field Managers Association of New Jersey mailed invoices for 2014 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. Mail membership dues direct to SFMANJ, PO Box 205, Pennsville, NJ 08070.

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Continued on page 6

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National Organization

Sports Turf Managers Association www.stma.org

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This newsletter is the official quarterly publication of the Sports Field Managers Association of New Jersey.

For information regarding this newsletter, contact: SFMANJ at (856) 514-3179 or Brad Park at (848) 932-6327 Editor: Brad Park, Rutgers University, Email: park@aesop.rutgers.edu Layout and Design: Debra Savard, Email: debbiesavard@aol.com

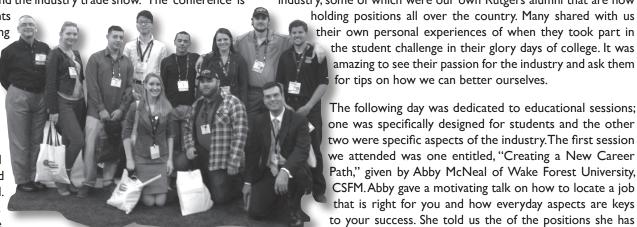
SFMANJ does not necessarily support the opinions of those reflected in the following articles.

A Student's Perspective on the 2014 Sports Turf Managers Association Conference and Exhibition By Lorabeth West By Lorabeth West

The Rutgers Turf Club would like to thank Rutgers University, Sports Field Managers Association of New Jersey (SFMANJ), and Sports Turf Managers Association (STMA) for making our visit to San Antonio, Texas to attend the 2014 STMA Conference and Exhibition possible. Without these organizations we would have not had the opportunity to experience the National Conference and Student Challenge that we enjoy taking part in to represent the wonderful program here at Rutgers University, as well as our home state of New Jersey.

This year, the Rutgers Turf Club sent two teams of four students to compete in the STMA student challenge, where we also attended educational sessions and the industry trade show. The conference is

a great way for students interested in pursuing careers in sports turf to network and interact with many different people and factors of the industry. We believe that the STMA conference allows for wonderful student activities and networking potential. This also helps to set the stage for those



who have a chance to attend the Golf Course Superintendents Association of America (GCSAA) conference later in the semester. As students we seize the opportunity to attend both conferences because it allows us to develop knowledge of the turfgrass industry from its multiple aspects.

Our first full day in San Antonio was a beautiful one. We were able to sign in for the convention, where we were later invited to the welcome reception, and then spent our day touring The Alamo and finding the best tacos in town. The welcome reception offered a chance for us to meet many different members of STMA in the industry, some of which were our own Rutgers alumni that are now

> their own personal experiences of when they took part in the student challenge in their glory days of college. It was amazing to see their passion for the industry and ask them for tips on how we can better ourselves.

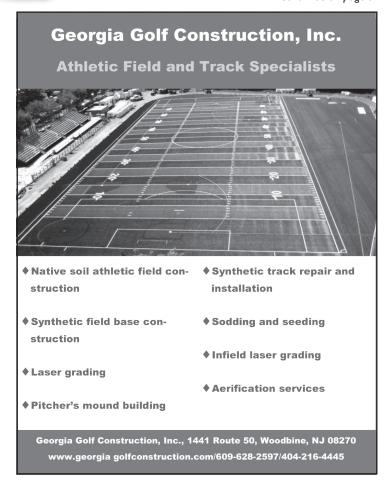
The following day was dedicated to educational sessions; one was specifically designed for students and the other two were specific aspects of the industry. The first session we attended was one entitled, "Creating a New Career Path," given by Abby McNeal of Wake Forest University, CSFM. Abby gave a motivating talk on how to locate a job that is right for you and how everyday aspects are keys to your success. She told us the of the positions she has Continued on page 7



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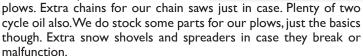
By Bernard Luongo Securification and BEASTLY

As I write this article for our newsletter, we are enjoying our 13th event of the season. Some of the previous events were clippers. No, not the Yankee Clipper Joe DiMaggio; Artic clippers of the one to two inch variety. But today we get special treatment. A good old fashion Nor-Easter. What I find most difficult about snow management is that every event is different. Start time, finish time, dry powdery snow, wet heavy snow, one inch, one foot, blowing drifting snow, freezing rain, the whole gambit, and you have a very small window of opportunity to complete your tasks to try to make your properties safe for the opening of school. Very daunting to say the least.

Preparation is the best tool that you have to combat any storm. Functioning equipment works well also. Other than watching the weather every minute hoping the thing misses us, the following is how we prepare for an upcoming event.

All of our tractors and vehicles start every event with a full tank of gas or diesel. Snow blowers are all topped off along with our back pack blowers. We make sure all of our five gallon containers are full of gas and diesel in case we cannot get to our tanks at the bus lot. We mix-up four gallons of two cycle oil for our back pack blowers and our chain saws. We have many trees on our property that sometimes don't make it through the storm. As with any event equipment breaks down. If you have some parts in stock you can get that piece of equipment up and running during the same storm, which in my book is a feather in your cap and allows management know you are paying attention to your business. We stock extra shear pins and belts for all our snow blowers including shoes for

them and our large plows. We have extra pails of hydraulic fluid for our tractors and quarts of fluid for our



At Northern Burlington County School District we have eight parking lots and about four miles of sidewalks. A lot of product is spread. I always try to stay two major events ahead or four smaller events ahead of the amount of product we use. Because every event is different, make assessments of how much product you used during each event and this will help you stay ahead of the curve. There is nothing worse for your department than running out of product. Equipment failure happens during events; it is the nature of the beast and out of your control - the other is not. So be prepared. If you are paying attention to the weather and the signs around you there will be plenty of time to prepare. All you have to do now is wait for the event.

On a lighter note ... In our house hold we have a weather predicting cat. She is four for four in predicting the severity of winters. Depending on how much weight and fur she puts on tells me how bad a winter it is going to be. In early December she looked like a well fed tick. Need I say more? Pay attention to nature and her wildlife. They know better than we do. Until next time. Keep on plowing.

Bernard Luongo is Lead Groundsperson, Northern Burlington County Regional School District, Columbus, NJ; and SFMANJ member.



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Continued from page 3

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Carl Olivi

Matthew B Olivi

A Student's Perspective on the 2014 Sports Turf Managers Association Conference and Exhibition _______ Continued from page 4

held in the industry and what factors helped her to choose those jobs, holding education at the top of her list. I remember her mentioning that we are in a science field, and that means it is constantly changing your employers should respect that and want to send you to these educational conferences. The group of students in



the room became interactive when Abby asked questions of where we wanted to work, why, and what is important to us. It generated a group thought process that we all found inspirational and beneficial.

The next session we attended was, "Cool Season Turfgrasses for Sports Fields," given by one of our turf club advisors, Brad Park. Brad gave a very informative lecture on turfgrass selection, such as what factors to look at when making your selection, tips on seed purchasing, and providing information of cultivars from the National Turfgrass Evaluation Program (NTEP). There were many pictures in the presentation that were used as references to make the explanations seamless, including case studies, methods of sodding and seeding, and different diseases that may infect the grasses.

The third and final lecture we attended was, "Sustainability-Player Safety- Performance Testing Are Critical and Integrated Issues for Sports Fields," given by Dr. Gerald Henry, a Rutgers alum, and one of his current graduate students at the University of Georgia, Chase Straw. This presentation was different than any we had seen before, as it was using new technology to test the sustainability on sports fields. These new technologies included global positioning systems, global information systems, and sensors, which are used to make color contour maps of sports fields. These maps visually show the troubled areas of sports fields, making it easy to see where there is too much or too little irrigation, for example. This can have a

major effect on player safety, making irrigation efficiency a topic of concern. The machine they used to create the contour maps is a new piece of equipment by Toro called the PS 6000, but it is still being

> tested. This lecture was fascinating and raised many questions in the room, all of which helped us to better understand their methods and goals. We look forward to hearing more about their research and how it will help the industry.

> > Continued on page 16



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2014 CALENDAR OF EVENTS

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March 2-5, 2014 Trump Taj Mahal Atlantic City, NJ 732.568.1270 www.njrpa.org



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Sports up 25 TH CONFERENCE & EXHIBITION January 21 - 25, 2014 San Antonio, Texas

By Debbie Savard



Presentation at th **COTs Meeting by Debbie** Savard: "Fundraising Through Field Days and Newsletters"



SFMANJ's representation at this year's STMA Annual Convention in San Antonio, Texas. L-R: SFMANJ Board Members; Sean Connell, Brad Park, Matt Olivi, Executive Secretary; Debbie Savard, Board Members; Mike Viersma, Rich Watson, Scott Bills and Don Savard.



Watson, Ray McCauley of the New York Mets, Scott **Bills and Matt Olivi**

Brad Park had two



presentation:" Establishing Pest Thresholds on School Grounds"



Rich Watson. Proud recipient of the STMA Dick Ericson Founders Award, given out at the Annual Awards Banquet. This award is given annually to someone who plans and executes the sports turf management of their facility, who effectively leads their team to accomplish their goals in field maintenance, and who positively impacts the sports turf industry. **CONGRATULATIONS RICH!!!!!!**



fter the COTs meeeting on Tuesday night. L-R: Brad Park, Debbie Savard, Don Savard, Rich Watson and Matt Olivi. Not Pictured: Scott Bills, Sean Connell and Mike Viersma

sentations.





Presentation on Wednesday by Rich Watson: "Safe Playing Fields: IPM, Legislation and the Sports Turf Manager" and Thursday: "Infield Maintenance at Overbrook High School: Working with What

We Have"



We are all proud of Rich! L-R: Matt Olivi, Rich Watson, Debbie Savard, Scott Bills, Don Savard and Vickie Wallace, University of Connecticut



SFMANJ Names its 2013 Field of the Year Bills, CSFM

Sports Field Managers Association of New Jersey (SFMANJ) received five applications for 2013 Field of the Year. The entrants included the Middlesex County Park Commission, the Somerset County Park Commission, Cumberland County College, the Borough of Glassboro and the Northern Burlington County School District.

The SFMANJ Board of Directors decided on a different evaluation process for 2013. As of the September 2013 board meeting there were no applicants for field of the year. The Board decided to send out a survey to member sports turf managers, in an effort to entice interest. The result was 5 full applications and one survey returned from Morris Township. The Board also decided to have different Board members meet with the applicants to physically inspect the field that was entered and interview the sports turf manager.

The following entrants were recognized at the 2013 NJ Green Expo and awarded 'Runner Up' plaques.



At Cumberland County College, G. Michael Collins submitted a field of the year application for the softball field. Board members Don Savard and Sean Connell met with Michael on campus. Both Don and Sean were pleasantly surprised by the quality of the field and ingenuity of the turf program. Michael informed Don and Sean they were recycling the fryer oil from the cafeteria for use in the turf equipment. In addition, Michael had initiated an organic turf program. Despite only being at the college for one year, Michael has used his experience in lawn care and landscape management to make numerous improvements to the athletic fields and campus grounds.

In Columbus, NI, Bernard Luongo, Grounds Supervisor of the Northern Burlington County School District submitted an application for the varsity soccer field. Despite having to manage 27 fields with a four man crew, Bernard continues to improve his fields. This spring, Bernard initiated a program to laser grade and reconstructed the pitcher's mound and batter's boxes on the varsity and IV baseball fields. In addition, the infield mix on the varsity baseball field was amended to provide a firmer surface that will not migrate into the grass edges. Bernard continues to follow the turf program designed for the school by Brad Park of Rutgers University, which includes cultural practices such as aeration and overseeding, plus scheduled application of nutrients required by the soil testing. Bernard strongly feels maintaining a regular mowing schedule which includes returning clippings to the soil and keeping mower blades sharp, have improved the health of the turf. Last season Bernard began using turf blankets on the stadium football field and wear areas on other



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fields to encourage faster turf establishment. The SFMANJ would also like to thank Bernard and the Northern Burlington County School District for hosting the 2013 Spring Field Day.

Dave Kuscinsky, grounds supervisor at the Torpey Athletic Complex once again submitted application for the baseball field. Dave inherited a field that was designed poorly, with most of the



infield pitched towards home plate. As a result, Dave is constantly doing hand work to keep the field playable. SFMANJ President, Matt Olivi visited with Dave at the field and as usual was thoroughly impressed by Dave's enthusiasm and knowledge. In an attempt to improve drainage, Dave explained he had the field laser graded this year. His turf program continues to show positive improvements with a very playable infield and outfield. Dave continues to aerate and topdress on a regular basis.



RichWatson and Scott Bills visited Adam Simmons of the Borough of Glassboro at the main park on South Delsea Drive. Adam entered the football field for 2013 Field of the Year. During the visit Rich and Scott were thoroughly

impressed with Adam and the results he was able to achieve on the football field. Despite visiting the field in later November, the field had signs of minimal wear and consistent turf coverage. Adam explained his turf program, but feels he still has a lot to learn. Much like Michael Collins of Cumberland County College this once only the first year Adam was fully in charge of the athletic fields. Due to his efforts, Adam Simmons will be hosting the 2014 Spring Field Day. The all day program will include a trade show, equipment demonstrations and educational session that will include DEP credits.

Sports Field Managers Association of New Jersey congratulates Michael Collins of Cumberland County College, Bernard Luongo of Northern Burlington County School District, Dave Kuscinsky of the Somerset County Park Commission and Adam Simmons of the Borough of Glassboro for their efforts to provide safe and playable fields.

2013 Field of the Year

Larry Mayerowitz, General Supervisor, Middlesex County Parks Commission submitted an application for the football field at Waterfront Park, South Amboy, NJ. Larry and Middlesex County have been members of SFMANJ since inception and have submitted field of the year applications in the past.

Matt Olivi, SFMANI President visited with Larry on a rainy day. Despite the gloomy weather, the field glowed. Matt couldn't believe that after dozens of Pop Warner and high school games the field looked like it was the beginning of the season.

Larry has maintained the field with a consistent turf management program including balanced fertilizer applications and weed treatments as needed. In addition, the cultural practices put in place by Larry many years ago continue to show benefits. The field is mowed no less than twice per week. In addition, wear areas are inspected and overseeded after each use. Finally, the field has been aerated and topdressed every fall.

Continued on page 12

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SFMANJ Names its 2013 Field of the Year

In addition to heavy use, the field was also covered with several feet off brackish water after super storm Sandy in October 2012. If it was not for the consistent turf management program the field would never had the recuperative powers to withstand this type of stress.

Perhaps more impressive that the physical condition of the field were the letters of commendation and thanks by several user groups who plan on the field and interact with Larry on a regular basis. In fact, one user group commented that he would put the natural turf field at Waterfront Park up against any synthetic field.



Larry was awarded the 2013 Field of the Year plaque at the NJ Green Expo conference in Atlantic City on Tuesday, December 10, 2013. In addition, Larry was honored by the Middlesex County Board of Chosen

Freeholders at their monthly meeting. Several board members of SFMANJ once again presented the award to Larry in front of the freeholders and his peers. During the presentation, a slide show with pictures of the field was observed by all in attendance.

Sports Field Managers Association of New Jersey congratulates Larry Mayerowitz of the Middlesex County Park Commission for winning the 2013 Field of the Year award.



The SFMANJ Field of the Year program recognizes the efforts of member sports turf managers throughout New Jersey. Applications for the 2014 Field of the Year are due by the end of October 2014 and are awarded at the NJ Green Expo in Atlantic City, NJ in early December. In addition to a plaque, the winner will receive a complimentary registration to all education sessions, the two day trade show, dinner and one night lodging at Trump Taj Mahal.

If you have any further questions regarding the program please feel free to contact the SFMANJ office.

Scott Bills is a Certified Sports Field Manager (CSFM); Secretary, SFMANJ; and SFMANJ Public Relations Committee Chairman

Be sure to return your

REGISTRATION RENEWAL

to continue receiving your copy of

Update

and other SFMANJ information!

And please update your information for the directory

HAVE YOU CHECKED-OUT OUR WEB SITE LATELY?

- Check our <u>Events</u> page for upcoming events and pictures of past SFMANJ functions.
- Check our <u>Resources</u> page for past issues of our Newsletter Update, Minutes from past Board Meetings, links to useful information and job postings.
- Check our Contact Us page for direct links to all of the Board of Directors. Call us with any questions or comments.
- Check our <u>Vendor</u> page for interactive links to our advertising vendors' web sites and a complete list of all our vendors. Call them first! They are happy to answer any questions.
- Check our New <u>MEMBERS ONLY</u> Section on the Home Page for Membership Directory and Minutes

OVERBROOK'S : A Coach's Perspective



It was 7 AM on a Saturday morning as I pulled into the parking lot. On the baseball field was a group of three men; one with a rake, one with a spreader, and one on a tractor. All were working to put the field in playing condition after a night of rain. It was not raining hard, but it was still raining. My immediate thought was, "No game today," but having these three men on the job gave me hope. A light mist was still falling, but head man, Rich Watson, assured me the game would be played and it was. Hand raking wet areas,

adding drying agent and even cutting away wet grass allowed the game to begin five hours later. The pride and diligenceof Rich Watson, Bill Loftus, and Carmelo Anguila made this game and a host of others a reality on a day when very few games, if any would take place. This was March 31, 2012, but it could have been any day during the baseball season.

Being able to play on Overbrook High School's baseball field is a privilege any baseball coach or player would be lucky to have. Going on my eighth year as head baseball coach I know our team will practice and play each day on a facility that provides

the ultimate in beauty and function. The grass is always green, cut to a perfect length, and dandelion free. Rich and his crew pick them out by hand. The pitcher's mound would make any Major League hurler content as it is free of any cumbersome holes. The home plate area is level and lines from home to the foul poles straight and true without a hint of white peeking out from the corners of first or third base. They also tend to our outdoor batting cages and L-screens.

Perhaps the most important aspect of working with Rich, Bill and Carmelo is their commitment to the safety of the players. Our

infield plays very true. The dirt portion is smooth and free of clumps and clods that might cause bad hops. It is dragged and leveled each day with almost loving care. The infield grass is mowed two or three times a week to insure true bounces. Unlike my lawn at home the turf is carpet like and fast without being dangerous to the fielders. Crabgrass has been eliminated

One of the new problems is geese. They love ball fields and generally evidence of their presence can be found on the field each morning. Our guys work tirelessly to keep the area as free of their mess as possible. There is a realization of the danger to the health of our players, coaches and fans.

Communication between the coaches and grounds crew is essential. Baseball in the Northeast during early spring when the weather is very unpredictable makes interaction between our staff and the grounds crew important. Rich provides hourly updates on the weather, field conditions and progress on any work necessary to make the field playable for that day. Our staff and Rich's staff have great respect for one another. They are well aware of the need for us to have use of the field and

we realize his concern for both our players and the field.

We recognize our staff as leaders in their work. The crew at Overbrook has provided seminars in field care and I receive emails from time to time from other coaches asking for contact information for our crew. They have committed to a level of perfection and love their work. No one shirks any task. Anyone who visits the complex can see the pride and effort that has been for all the fields, football,

> soccer, and hockey well as baseball field. In fact, our field has been a requested facility for The Diamond Classic tournament and the Parochial State Final.

Over the years a partnership developed between the baseball team and the grounds crew. Rich Watson,

Bill Loftus and Carmelo Anguila are as responsible for any success of the baseball program as the players and coaches. They are as important to our team as any player or coach. As a coach there are so many aspect of the position that causes worry. Knowing that our field is in the hands of individuals who possess tremendous expertise and care has taken a major concern off of me. I feel as if we play on a field that is as good as any in the area, and that includes professional ballparks as well.

Chuck Marciano is an English Teacher, Varsity Baseball Coach, and Varsity Basketball Coach, Overbrook High School, Pine Hill Public Schools, Pine Hill, NJ.



A Message from The President and Board. . .

and New Jersey Recreation and Parks Association Conference. He has authored articles for SFMANJ Update as well as Sportsturf Magazine.

We highlighted the educational effort Rich has made with elected representatives of the New Jersey State Senate and Assembly on how he performs turf management and Integrated Pest Management program at his school facilities. He has done a superb job and shown the highest degree of professionalism representing SFMANJ and sports field managers across the State of New Jersey in this area. He is a valuable credit to the sports field management profession both in New Jersey and nationally.

Rich is clearly deserving of the STMA Ericson Award and the SFMANJ Board of Directors could not be happier to have him as a part of our organization.

On a personal note, I will be transitioning out of the Presidential role over the course of this year and I could not be more confident in the direction that the Sports Field Managers Association of New Jersey is going. The leadership and professionalism of the current board and executive officers will ensure that SFMANJ will continue to provide members with timely education and a collaborative voice within the industry in the years ahead. Please give us your feedback so that we can continue this positive trend.

We look forward to seeing you at our upcoming Spring Field Day in Glassboro on Tuesday April 22, 2014. Join us for a fun day of sports field education incorporated with a tradeshow and equipment demonstrations.

Matt Olivi is Sports Turf Manager, Piscataway Board of Education, Piscataway, NJ; and SFMANJ President

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Dr. Henry W. Indyk Graduate Fellowship in Turfgrass Science

As many of you know, the turfgrass industry lost a dear friend and colleague in September 2005. We will all miss Henry very much and would like to insure that his legacy lives on. The Indyk family would like to establish a memorial fellowship to support graduate students interested in applied turfgrass science. This fellowship is being created to help assure that tomorrow's graduate students have the financial resources to get an advanced degree in turfgrass science at Rutgers University. To fund a full graduate assistantship each year in Henry's name, we will need to raise a total of \$400,000. Your generous support at this time will bring us closer to reaching this goal.

To make a tax-deductible contribution today, please send a check payable to the Rutgers University Foundation, 7 College Avenue, New Brunswick, NJ 08901. Be sure to indicate "Indyk Fellowship, Turfgrass" in the memo portion of your check. If you desire, you may provide a donation in the form of a pledge payable over several years.

For information on other ways to support this fellowship, please contact Dr. Bruce B. Clarke, Director — Rutgers Center for Turfgrass Science (848) 932-6295, ext. 331; or clarke@aesop.rutgers.edu or



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Planning Next Year's Budget:

Do You Know your Costs?

Don Savard, CSFM, CGM.

It's that time of year again and sports field and grounds managers are planning the Operating Budget for the next fiscal year. Unlike a Capital Budget which is for the purchase of major pieces of equipment, or a Program Budget which is for special projects such as a major field renovation or construction, an Operating Budget is a financial plan for managing the day-to-day operations of a sports field or grounds maintenance operation. We are talking about things like grass seed, mowing and marking paint. Whether you have been given a dollar amount to work with or are starting from zero and must justify every expense, your must mission is to learn what your costs are and estimate what you expect to spend. If you don't know where to begin, here are some tips to help you get started.

Track your historical data. Collect receipts, and all records pertaining to your facilities grounds or sports field operations for the last fiscal year. A ledger book or a computer spread sheet program will be very helpful for organizing this data.

Find out what is expected. You must know exactly what the site will be used for. For example, is it an open space used for a variety of activities, or will it is used for a single purpose such as exhibition baseball games? What are the expectations of the owner? Will certain rules or conditions apply such as the amount and severity of use, use during inclement weather? Different sites will have different budgets based on their maintenance levels. Find out the expectation of the owner first. Without the support of the owner, it will likely waste your time to budgeting for a higher level than what your owner envisions. Consider the following differences in maintenance levels.

Maintenance Levels:

- Level I Showpiece facility (professional sports facility)
- Level 2 Comprehensive stewardship (College facility or high end sports facility)
- Level 3 Managed care (well maintained high school or park)
- Level 4 Reactive management (minimal care, mowing, no irrigation, occasional fertilizer)
- Level 5 Crisis response (neglected, occasional mowing)

Inventory the Site. Take measurements of the area, identify weed and pest pressures and grass types and have a complete chemical and

physical soil test performed.

This information is necessary for designing a turf maintenance program. Perform an irrigation audit to quantify the effectiveness of the irrigation system and the drainage of the soil. Evaluate the effectiveness of the current maintenance system. Determine the thresholds for acceptable wear damage, weeds or pest pressures that you will tolerate before corrective measures will be taken? Think about what can go wrong

Conduct an inventory of your resources. Who will do the work? What equipment, materials, and time will be needed to get the work done? You will also need to find out how much money was spent in the past and whether it was adequate to meet expectations.

Make a list of all the activities in your program. For each activity list:

The frequency of each activity

and how you would respond.

- Number of people and the man-hours required and the cost
- Time constraints
- The equipment needed and cost
- Materials needed and the cost

Create a calendar showing when the activities will occur. This is helpful for scheduling resources and time around scheduled events. This will help you create a realistic picture of what tasks your organization can do in-house, outsource or eliminate. Be sure to include any overhead expenses that your operation is charged, such as rent, utilities, or other line items.

Check your figures carefully and submit your budget. Present your proposal neatly, in an easy to read and understandable format such as a spread sheet. It is likely that your budget will be challenged by a budget committee. Above all, remain flexible. The people we work for often are unaware of the true costs of maintaining a safe and playable sports field, so remember to be tactful, diplomatic and professional.

Don Savard is a Certified Sports Field Manager (CSFM) and Certified Grounds Manager (CGM); Director, Athletic Facilities and Grounds, Salesianum School; and a member of the SFMANJ Board of Directors.





Navigating the new password protected area on our web site!

By Debbie Savard

To use this Members Only feature you will need to use a **User Name and a Password.**

The user name for SFMANJ members will be their first and last name as it appears in the directory, using all lower case letters with no spaces. Use only the first and last name with no prefixes, suffixes or middle initials. Please check the Membership Directory, that you should have recently received in the mail, to see how your first name was entered.

For example, in the Directory my name is entered as Debbie Savard, not Debra Savard. I would enter it on the user line as: **debbiesavard**



In lower case letters on the password line everyone will enter: **sfmanj**.

Check out this new feature! If you have a smart phone or tablet, you will always have access to the addresses, phone numbers and e-mail addresses of other members.

(Please call 856-514-3179 if your user name doesn't work.)

SFMANJ Spring Field Day

TUESDAY, APRIL 22, 2014

Featuring Tony Leonard of the Philadelphia Eagles and John Torres of the Philadelphia Union. Sponsored by Profile Products See Registration form on page 18

Or Call 856-514-3179

Continued from page 7

A Student's Perspective on the 2014 Sports Turf Managers Association Conference and Exhibition

When the lectures were over, we attended the annual meeting luncheon, where the new STMA Board of Directors was introduced and awards were given. A short film made on STMA was also shown, one that will play on PBS and is informative to viewers about the industry and the importance of those who work it in. Afterwards, we walked the tradeshow floor - on the hunt for any clues and help we could obtain to help us in the student challenge. We visited Hunter Irrigation, Diamond Pro, Toro, Jacobsen, John Deere, and many other booths. Members of the turf club were able to speak with professionals in the industry and look for potential jobs and internships. It was a wonderful networking opportunity and a perfect time to see the new equipment that is being integrated into the industry.



The primary reason the Rutgers Turf Club made the trip to San Antonio, Texas was to compete in the Student Challenge. On Friday morning of January 24, in walked our two teams of four, ready to compete against the other colleges and universities. We competed against 21 teams and had one team place in 5th; this team consisted of Nicholas Delmar, Kyle Genova, Jianlong (Jason) Sun, and Lorabeth West. Our second team included Elizabeth Holmes, Josh Moehler, Michael Monzón, and Ariane Vasilatis. The scoring was close, but all in all we

Continued on page 17





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Continued from page 16

A Student's Perspective on the 2014 Sports Turf Managers Association Conference and Exhibition ___

were very pleased with the results, having six out of our eight members being first time attendees. The student challenge is an exam made up of multiple components that include short answer, identification, and multiple-choice aspects. We studied our turfgrasses, weeds, insects, diseases, all chemical components, soils, and equipment parts. The Turf Club is eager to attend the STMA conference in 2015 in Denver, Colorado to compete in Rutgers honor.

Once again, we would like to thank Rutgers University, SFMANJ, STMA, and Rutgers Turf Club for enabling us to attend. We also would like to thank our advisors, Brad Park, Sabrina Tirpak, Dr. Bruce Clarke, and Charles Schmid, without them we never would have made it. It is an honor to represent the turfgrass program at Rutgers University, as well as work besides some of the most knowledgeable people in the industry. Our appreciation is endless for these opportunities. Thank you for your support!

> Lorabeth West is an undergraduate student at Rutgers University and a 2014 STMA student challenge team member representing Rutgers University

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Tuesday, April 22, 2014 **RAIN OR SHINE** SOUTH DELSEA PARK

> 152 South Delsea Drive, Glassboro, NJ 08028



SFMANJ 2013 Field of the Year Runner-Up: Football Field at South Delsea Park, Glassboro, NJ 08028. Adam Simmons, Crew Leader

EDUCATIONAL TOPICS

We are pleased to announce that there will be a special presentation by Profile Products/Turface on field conditioning. We will also offer pesticide and fertilizer credits and have special appearances by John Torres from the Philadelphia Union and Tony Leonard of the Philadelphia Eagles.

Education provided will cover topics such as the fertilizer law. weed control, irrigation, grasses, and field maintenance.

SPRING FIELD DAY AGENDA

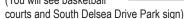
- 7:30 8:30 Vendor Registration and Set-Up
- 8:30 9:30 Attendee Registration Trade Show Open (Coffee and Donuts)
- 9:30 10:00 "Infield Conditioning Strategies", Profile Products
- 10:00 10:30 Equipment Demonstrations
- 10:30 11:00 "Weed Control on Public Parks and School Grounds" Brad Park, Rutgers University
- 11:00 11:30 "The NJ Fertilizer Law: What You Need to Know" Dr. Jim Murphy, Rutgers University
- 11:30 12:00 Equipment Demonstrations
- 12:00 1:00 Lunch / Vendor Intros
- 1:00 1:30 "General Irrigation Concepts for Good Cultural Craig Tolley, County College of Morris
- 1:30 2:00 "Repair of Wear Areas and Overall Care of a Professional Soccer Field" John Torres, Philadelphia Union
- 2:00 2:30 Equipment Demonstrations
- 2:30 3:00 "New Information on Bermuda and Zoysia Grasses" Tony Leonard, Philadelphia Eagles
- Closing Remarks / Distribution of Pesticide and 3:00 Fertilizer Credits

DIRECTIONS TO SOUTH DELSEA PARK

152 South Delsea Drive, Glassboro, NJ 08028

FROM NORTH USING ROUTE 295

- 1. Take Rt. 295 S to Rt. 42 S.
- 2. Follow 42 S for approx. 2 miles
- 3. Take Rt. 55 S to Exit 50 (Glassboro/ Rt. 322 exit)
- 4. Turn left on Rt. 322, follow to Delsea Dr. (Rt. 47)
- 5. Turn right on Delsea Dr.
- 6. Go through New St. intersection (pass Wawa and KFC)
- 7. Continue on Delsea Dr. past Rita's on right
- 8. Fields will be on left (You will see basketball



FROM SOUTH USING RT. 55

- 1. Take Rt. 55 N to Glassboro/Rt 322 E exit
- 2. Make right on Rt. 322, follow to Delsea Dr. (Rt. 47)
- 3. Follow Directions from #5 above above

FROM GARDEN STATE PARKWAY

- 1. Take Atlantic City Expwy W to Exit 41 (Berlin-Crosskeys Rd.)
- 2. Turn left at top of ramp
- 3. Go approx. 7 mi. (Berlin-Crosskeys Rd turns into New St.)
- 4. Continue on New St to Delsea Dr. (Rt. 47)
- 5. Turn left onto Delsea Dr.
- 6. Follow Directions from #7 above

Nama(s).

Pre-Registration

SPRING FIELD DAY

Tuesday, April 22, 2014 **FREE ADMISSION TO ALL**

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UPDATE Spring 2014







See Inside for a Spring Field Day Spring Field Form Registration Form

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