



THE NEWSLETTER

Golf Course Superintendents Association

OF NEW ENGLAND, INC.



April - 1985

DATES TO REMEMBER

April 1 & 2

GCSAA Computer Seminar
Bluewater Resort, Bass River, Mass.

April 17 (Regular Meeting)

Qualification Round
Guy Tedesco Scholarship Tournament
Oyster Harbor Club, Osterville, Mass.

April 12

News Deadline for May Newsletter

May 6

GCSANE Regular Meeting-Wollaston G.C.

June 12

News Deadline for July Newsletter

June 14

Guy Tedesco Scholarship Tournament
Country Club of New Seabury

June 24

GCSANE Manager-Superintendent Tournament
Rhode Island C.C.-Barrington, R.I.

—Going from Red to Black at Green Hill—

Do the colors have you confused?

That's right. They've gone from red to black which might turn some golf clubs green with envy when we're talking profit and loss and the color of the ink that flows through the annual financial report.

The magic is happening at the Green Hill Golf Club, a municipal layout in Worcester which was a drain on the taxpayer until Tom Taylor came along to ease the burden.

Taylor is the parks and recreation commissioner for the City of Worcester which means Green Hill is just one of the many projects he oversees. However, he really put his teeth into an acute problem at the course and came down hard on the overall cost of operating it.

Green Hill floundered in red ink under the old system. Taylor notes that the color was deep crimson back in 1976 when the final figures showed a loss of \$100,000.

"Contrast that to 1983", Taylor offered. "That's the year we came out from under. Our revenue totaled \$176,000 (almost unheard of) and guess what? We reported a profit of \$7,600".

Now, that is magic. Right, Tom?

"Nope", Taylor replied. "It's just plain common sense. What we did was to streamline the operation at Green Hill. This meant making many changes and, more important, bringing everything up to date with the rest of the world".

One change concerns course maintenance. Taylor decided to put that vital phase out to bid and it's worked like a charm for the last seven years. The contractor is Arello, Inc. - a landscape construction company with a reputation for delivering top service.

"It's a natural tieup for us", Taylor explained. "The company owner, Bob Arello, has a background in agronomy. And he provides us with a nine-man crew - plus Jeff Maddison who's the day-to-day golf course superintendent. Of course, I drop in every now and then to check out the way things are being handled".

Taylor, in fact, has two aces-in-the-hole when it comes to golf course maintenance knowledge. He has two brothers-in-law who are well known and respected superintendents in Westchester County. And he admits he enlists their expertise.

"I'd be a fool not to," Tom flapped.

The savings in letting out maintenance to bid is not as great as in other areas of operation. However, it relieves the city of responsibility for providing the perks that go with employment in a municipality.

"Actually, I went after an overflow of deficit spending in other areas," Taylor informed. "One place was the pro shop. We used to pay the pro a salary and percentage of sales in the pro shop. Now, we've eliminated the salary. And it's still considered a pretty good job in the field."

Taylor really tightened the purse strings in green and membership fees. When he arrived, daily fees were ridiculous - three dollars a round. He jumped that to \$6.50 for weekdays and \$8.50 weekends.

"The membership payment setup was way out of line too," Tom reported. "Back in the red ink days, it was a flat hundred bucks for a single. Now, we've brought it up to \$365 with a special rate for retirees and the handicapped. That's reasonable. Regardless, we have around 200 members."

Green Hill has its holes tested by some 64,000 rounds per year, a nice number and one that's increasing.

"We've gone from seven or eight golf leagues to 21," Taylor disclosed. "It's just a carryover from an incentive system we've worked into the overall operation. Naturally, the more different faces, the more chance the pro has to sell his goods."

Taylor has another revenue-banger he's rigged.

"Our membership season covers from April 19 through Thanksgiving Day," he told. "Any other playing days, and we open as early and close as late as the elements allow, are subject to daily green fees. Don't think that doesn't inflate course income."

The amazing part of Taylor's fight to turn Green Hill's ink from red to black is found in the continued popularity of the course.

"I get few complaints," Tom remarked. "So, we must be doing something right. Whatever, it's nice to see and experience the turnaround."

And it's nice to see Worcester taxpayers smiling again when they go past Green Hill - thanks to Tom Taylor.

—GERRY FINN

TODAY'S CHUCKLE

Love is like a mushroom. You're never sure whether it's the real thing until it's too late.

□

Golf Course Superintendents Association



Sponsors and administrators of the Troll-Dickinson Scholarship Fund - Awarded yearly to deserving Turf Management Students.

President's Message

Donald Hearn



This is the first opportunity I've had to scribe a few words about GCSAA's record-setting Conference and Show. Almost 9,000 people attended and took part in a truly one of a kind international event.

People from the United States, Canada and twenty foreign countries had the opportunity to view equipment which was spread over 4½ acres of floor space at the Washington Convention Center.

The educational program consisted of 330 hours of presentations by superintendents, architects, researchers, golf administrators and members of the allied associations. Much more of what took place is covered elsewhere in this issue.

A personal highlight was my re-election to the GCSAA Executive Committee. Although my bid for Vice President was unsuccessful I was honored to be re-elected as a Director and appointed Secretary/Treasurer by President Gene Baston. I thank the Directors of the Weston Golf Club for being supportive of my efforts and allowing me the time to spend on behalf of the six thousand members of the Golf Course Superintendents Association of America. My thanks and appreciation also go to the members of the GCSA of New England for their support and help.

— GCSAA NEWS —

Eugene D. Baston, CGCS, Birmingham, Ala., was elected president of the 6,500-member Golf Course Superintendents Association of America (GCSAA) during the Association's Annual Membership Meeting, Feb. 12, 1985. He succeeds James. W. Timmerman, CGCS, Bloomfield, Mich.

Riley L. Stottern, CGCS, golf course superintendent for the Jeremy Ranch Golf Club, Park City, Utah, was elected vice president.

Elected to the Executive Committee as directors were Dennis D. Lyon, CGCS, property manager for the City of Aurora, Colo., Parks, Recreation and Public Properties Department and John A. Segui, CGCS, superintendent of Waynesborough Country Club, Paoli, Pa.

Re-elected for a second term as a director was Donald E. Hearn, CGCS. Hearn will also serve as the Association's secretary/treasurer.

Gerald L. Faubel, CGCS, superintendent of golf course and grounds for Saginaw Country Club, Mich., was appointed a director to fill the unexpired term of Riley Stottern.

Continuing to serve as directors are John E. Laake, CGCS, and James M. Taylor, CGCS.

The elections and Annual Membership Meeting were held Tuesday, Feb. 12, 1985, in conjunction with the 56th Annual International Golf Course Conference and Show in Washington, D.C., sponsored by GCSAA. Some 9,000 persons from around the world attended.

GCSAA's president and vice president serve one-year terms; directors serve two-year terms; and the immediate past president remains on the Executive Committee for a year.

Statistics from the recently completed 56th Annual International Golf Course Conference and Show in Washington D.C., sponsored by the

The GCSA of New England's hospitality suite was ably run by Pete Coste, Brian Cowan and Neil Loomis. The time each spent in the suite was truly appreciated by all who visited with us.

Golf Course Superintendents Association of America (GCSAA), tell the story of another record-setting Conference.

Registration totaled nearly 9,000, breaking last year's Las Vegas record; the Trade Show was 25 percent larger than last year's Las Vegas record, with almost 300 companies exhibiting their wares; 20 nations from around the globe were represented; 330 hours of instruction were offered by more than 110 of the most prominent golf course superintendents, educators, researchers and business representatives; former U.S. President Gerald R. Ford accepted the prestigious Old Tom Morris Award at the closing Banquet; a new, exciting and unique Mid-Year Turfgrass Conference and Show to be sponsored by GCSAA September 19-24 at the Hoosier Dome in Indianapolis was announced; and a grant of \$10,000 was made by GCSAA to Dr. William A. Torello of the University of Massachusetts to continue research using tissue culture techniques in an effort to develop more tolerant turfgrasses requiring less resources, such as water, to survive.

The educational sessions were the most successful to date. By the end of the 10-day Conference, some 1,000 registrants had received instruction and more than 100 member golf course superintendents had taken the GCSAA certification examination.



"Do I ever complain about your score cards?"

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The Super Speaks Out—

(Welcome to The Super Speaks Out - a new monthly feature which offers the golf course superintendent a forum to express his views on issues and topics relating to his profession.)

This month's question: "Do you think the golf course superintendent should be entitled to job security through a multi-year, guaranteed contract?"

Bert Frederick, Vesper Country Club: "I've never had a contract, so I don't know how binding and effective it would be. I've never needed one here, either, but I can understand that some superintendents might need one. In this day and age, contracts are popular and have gotten a lot of attention. One thing's for sure, if I ever changed jobs, I'd want one and it would have to be for at least three years".

Paul Johnson, Tara-Ferncroft Country Club: "I've always felt protected by the verbal agreement between me and the club. And it's worked, if 15 years on the job mean anything. Of course, my situation is different from most of the other supers in the area because I have no green chairman to answer to. I've always worked for the general manager of the club (and hotel) and the arrangement's been satisfactory.

"However, I like the concept of a contract - especially in the case of new employers, change of jobs and situations like those. I think the superintendent gains credibility through his exposure and I've gotten much of mine through involvement in the New England Association. What the contract issue all comes down to is the

way you're treated, so in certain cases, I'd have to say it's necessary."

Charlie Gardner, Oyster Harbor Golf Club: "This is kind of funny to ask me about the contract concept, because I'm an example of it working in reverse. Originally, I had a contract here. But as things developed around my club, we just forgot about it and depended on a handshake arrangement.

"But this is only a personal outlook, based on my own experiences. I can understand where some superintendents would want a contract. I've seen some guys burned because they didn't have one. And, if I had it to do all over again, I think I'd go in with a long-term, written agreement in mind. In the end, it all boils down to the relationship with your members and chairmen. That contributes. Regardless, I feel there's a place in the profession for job security through a contract."

—GERRY FINN

February Meeting Notes

Our thanks to Pat Vittum for her insect up-date and information on the Jap Beetle grub study, insecticide screening and nematode survey . . . congratulations to Bernie Golonka of Pine Meadows for being voted in as a regular member . . . again Gary Lucini and Franklin C.C. were accommodating as ever for our meeting. Thanks!!! . . . see everyone at Oyster Harbors on the 17th . . .

BODY LANGUAGE

Keep your shoulder to the wheel
Your hand on the helm
Your eye on the ball
Your nose to the grindstone
Your ear to the ground . . .
And you won't have time to
Put your foot in your mouth.



"This is the rough I was telling you about."

FRED BASSETT



WASHINGTON '85



Northeast Golf Superintendents Autumn Classic

Two-man, best ball, 36 hole championship - Sept. 30 and Oct. 1st - The Quechee Club, Quechee, Vermont.

This tournament is open to any member of the GCSAA with a current official handicap card.

The field for this event is limited at 144 players at \$95.00 per person which includes a cocktail party and dinner on Monday, and an awards luncheon on Tuesday.

Lodging is available at the Sheraton North Country Inn on a first come, first serve basis. The Inn is only a 10-15 minute ride from the Quechee Club.

For more information or reservations, call:

Mark Fuller, GCS
The Quechee Club
Work Phone 802-295-2964
Home Phone 802-295-1458

Editors Note: I spoke with Mark at the Mass. Turf Conference and he says the field is filling VERY quickly - act ASAP if you're interested.

—Chip Shots—

... Neil Loomis (former super at South Shore C.C.) has assumed the same responsibility at Saddle Hill C.C. in Hopkington ... a super representation from the GCSANE membership in D.D., we could only fit a few on the insert page ... if Neil L. ever changes his occupation to mixologist remind me to let someone else drive home ... speaking of our guys, what a showing at this years GCSAA Golf Tournament; Doug Johnson grabbed 1st Net in 11-16 Handicap Division; Paul Miller walked away with 6th Net in the 6-10 Handicap Division; and in the Chapter Team Contest the New England group of Paul Miller, Doug Johnson, Steve Murphy and Dave Barber took home the 3rd Net prize (D.J. can't wait to show the trophy off!) ... There is also a dispute over high team score; seems as though our Pres has grabbed the honor but wants a closer look at Tony DeBettencourts' score card, come on Steve, give our leader some heart next time the handicaps are figured ... This years Tournament was held at the Palmetto Dunes Resort in Hilton Head, South Carolina.



Approach to the 9th Green at Oyster Harbors Club



April 17 GCSANE Meeting - Oyster Harbors Club
Osterville, Mass.

10:00 AM Directors Meeting
11:00 AM Regular Meeting
12:00 Noon - Lunch (Sandwiches, Soft Drinks & Beer)
1:00 Tee Off

Carts are available at \$8.00/Bag
RESERVATIONS ARE A MUST!
and can be made by calling Charlie at 617-428-8106
No reservation — No pass guard!!!

Superintendent Profile: Charles Gardner CGCS

Charlie has been the Superintendent at Oyster Harbors Club for the past 20 years, and in fact started his career in the field as Asst. Superintendent here in the late 50's. During the years between these two positions he served as construction superintendent at Blue Rock G.C. in Yarmouthport. He was one of New England's earliest certified superintendents and was the 1st President of the Cape Cod Turf Managers Association. Charlie currently resides with his wife Mary Anne and two of their four children in Centerville.

Directions to Club: Rte. 6 to Exit 5. CAREFULLY follow signs to Osterville. About ¾ mile after crossing Rte. 28, take left at "T" intersection. At the flagpole triangle in Osterville bear right onto Parker Rd. At first intersection take right on West Bay Rd. Take left on Bridge St. and follow over draw bridge to end of road. After reporting to guard follow Grand Isle Drive to Club.

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