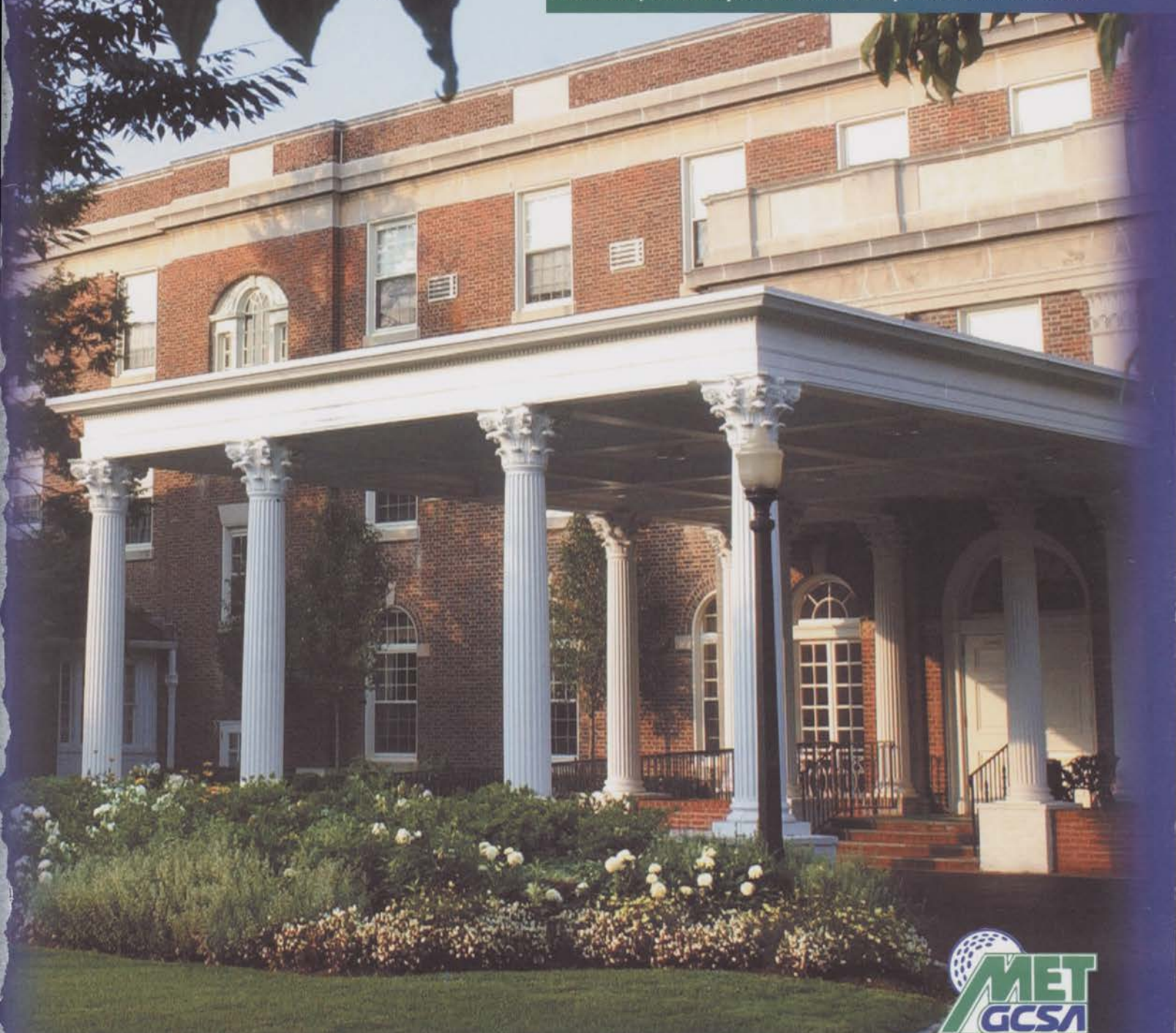


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Tee To Green

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Tee to Green



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President's Message

What We Need to Say About the Pesticides We Apply

M

y recent election as chairperson of The Westchester County Pest Management Committee, which is required by law to monitor and reduce pesticide use on county-owned property, is a good thing for our association. It's an opportunity for our group to show our continued commitment to the environment, especially when it comes to managing pests and using pesticides. Unfortunately, allegations about health and environmental problems associated with pesticide and fertilizer use continue to challenge us as turfgrass industry professionals.

Pesticides are, and always will be, a public health concern—a concern that we must make a concerted effort to address. While we need to be sensitive to others' fears about pesticide use on golf courses, we must also be able to communicate what is not so scary about our pesticide applications and the environment we've created on our golf courses.

We should be proud of our knowledge and awareness of what it means to be environmentally responsible—and of our attention to the tenets of integrated pest management (IPM). This, I believe, has given all of us an even clearer understanding over the past decade of the science of pest management and the complexities associated with it.

Just think, if we were not sensitive to the environment when applying pesticides, would we be able to create wildlife habitats on our golf courses for various birds, animals, and beneficial insects, like bees and butterflies? Would these habitats, monitored by the Audubon Society, be able to thrive as they have, in and around areas we treat with pesticides?

We need to communicate that as golf course superintendents ...

- We are experienced and educated pesticide applicators who use these products responsibly and strictly according to label specifications.
- We use pesticides judiciously, always trying to avoid creating situations that require a need for these products.
- We are always on the lookout for alternative treatment methods that provide effective control.



Will Heintz
MetGCSA President

Giving Credit Where Credit Is Due

It's also appropriate to remind the public of the many benefits golf and golf courses bring to society, the economy, and yes, even the environment.

As far as society goes, golf provides recreation and focuses on integrity and sportsmanship as its key components. In terms of the economy, a recent NYSTA Turfgrass Survey showed that, in New York State alone, more than \$5 billion is spent annually on turfgrass maintenance. Second to the turfgrass industry in New York is the dairy industry at \$1.6 billion.

Golf courses also help protect the environment by preserving open space, wildlife habitat, noise and fire buffers, storm and gray (effluent) water retention, and by preventing erosion. Scientific research has proved that our grasses, with their fibrous root systems, serve as a tremendous filtering device. These grasses retain soil, dust, fertilizer, and even pesticide particles.

Also worthy of mention is how pesticides have, for a very long time, added to the quality of our everyday life. Consider that, without pesticides, our crops and produce would be substantially reduced—and sometimes devastated—by disease and insect infestation.

continued on page 7



*F*eature

Talk So Your Club Will Listen

by C. Mike Jousan

*Communications
Guru Offers Tips
and Techniques
for Gaining—
and Keeping—
an Audience's
Attention*



The old story goes, "There are two kinds of superintendents: those who are having trouble with their greens and those who are about to have trouble." My belief is that whenever you're in trouble—and even before you are in trouble—you better be able to communicate well.

On every occasion, when I meet with or conduct seminars for superintendents, I'm impressed with their technical competence and professional conduct. If only that were all you needed for success! The reality is that a major part of your success as a superintendent is having the ability to present yourself and your ideas clearly and effectively before your Green Committee or general membership.

Unlike the casual conversations you have with your colleagues, crew, and golfing membership, presenting to a group requires thought and preparation. It's your opportunity, after all, to enhance your image as a confident, knowledgeable, and likable professional and to win favor on a proposal or idea that might not otherwise be taken seriously.

You'll find a lot written about the mechanics of composing and delivering a presentation. That's not what I'm going to focus on here. I want to talk, instead, about another aspect of presenting that I feel is equally important to a presenter's success—and that is your state of mind as you stand before your audience. Let me explain.

There's More to Presenting Than Meets the Ear

By state of mind, I mean what you're thinking about and paying attention to as you speak.

It wouldn't, of course, be productive to think about your plans for the weekend or contemplate the birds flying past the window as you address a group. More typical is that you'll divide your thoughts and attention among your *Self*, your *Message*, and your *Audience*.

Together, these three things will comprise 100 percent of your attention. But which of the three merits the highest percentage of your attention?

Let's consider them for a minute:

- **Self.** You, of course, will have to pay some attention to your self—how you feel and how you look. You might worry . . . Can they tell that I'm nervous? Do they like me? Am I speaking loudly enough?
- **Message.** Yes, you will be thinking about your message. That's why you're there! You might wonder . . . Am I giving the audience the information they need or want? Did I prepare adequately? Are my visuals interesting, and do they support my message? Did I need that visual? What if the PowerPoint fails?
- **Audience.** While presenting, you'll watch your audience for signs of approval: Are they awake? Are they responding to me and my message? Are they convinced by my message? If you're losing their attention, think about what you might do to get them back.

Now, let's consider those percentages. I see presenters who give most of their attention to themselves. They are visibly self-conscious, their gestures are contrived rather than natural, and they worry more about the technique of their presentation than the results.

Other presenters concentrate mostly on their messages. They try to produce perfect sentences and end up stumbling over their words. They search for the perfect word and end up saying "uh." They look at and talk to their visuals. As a colleague of mine once described it, they're "surgically connected" to their PowerPoint!

The best presenters I see give the highest percentage of their attention to their audience. They connect or make contact with their audience by first taking the time to know their audience and then tailoring their presentations to their audience's needs and concerns. Let's face it, even the most pertinent, hard-hitting information can fall on deaf ears if you fail to connect or make contact with your audience.

So How Do You Make Contact?

You make contact and connection with your eyes, your voice, your gestures, and your body language. This means you must look at

TIP:

Do practice your speech out loud—even tape record it to help you spot areas that sound strange or unnatural.

Don't practice gestures and facial expressions in front of a mirror. If you rehearse too many gestures, that's exactly how they'll look. Let them come naturally to you.

the audience—not at your notes—sound sincere and committed as you speak, use gestures to emphasize your words, and appear confident and secure with your stance and posture. Practice these skills until they become natural and you appear to be just "having a conversation with the audience." The more prepared you are and confident you feel about your presentation, the better you'll be able to respond to unplanned situations: a comment from the group, a glitch in your PowerPoint slides, a yawn from the sidelines.

The Bottom Line

Get yourself prepared and comfortable so that you pay only minimal attention to yourself. Rehearse adequately so that you are thinking about the delivery of your message and not the message. When you can spend less time thinking about yourself and your message, you'll have more time to focus on what's most important in the room—and to your success: THE AUDIENCE.

C. Mike Jousan is the founder and president of Clear Communication Company in Scottsdale, AZ (mike@clearcommunication.com, 480-443-4683). He has worked with golf course superintendents for more than 15 years, leading seminars at annual conferences and chapters and coaching individual GCSAA and chapter officers throughout the country.

Writing a Speech So It Doesn't Sound Written

Pitfalls to Avoid When Composing a Presentation

Because an often-quoted statistic puts public speaking at the top of the phobia list—higher even than the fear of death—we thought we'd try to take the scare out of one of the most essential aspects of presenting: composing your presentation.



Read on for some of the best—and the worst—you can do when preparing to speak to a group at your club.

#1 Don't write your talk out word-for-word. Instead, use index cards to make notes on your talk. Put major topics and thoughts onto separate cards. This will allow you to rearrange your ideas as your talk begins to take form. It will also allow you to easily toss the bad ones. The benefits?

- *You'll concentrate less on writing and more on speaking.* Writing tends to be more formal, less natural.
- *You won't be tempted to read it.* This is the surest road to a boring presentation.
- *You won't be confined.* Memorizing your speech leaves you less able to react to situations around you as they occur.

#2 Avoid the humorous opener. Contrary to what a lot of speakers believe and practice, there's no law that a speaker has to "break the ice" by opening a presentation with a joke. In fact, there are many good reasons not to do it. Here are several:

- *First impressions are lasting impressions.* You have enough to worry about without suddenly dealing with the burden of trying to gracefully recover from a joke that bombs.
- *You have to recapture their attention.* Even if the joke goes over well, you still face the task of getting people off the joke to the major point of your talk.
- *Everyone does it.* The fact that nine out of ten speakers open with a joke is a good reason not to do it. A different tactic—like a question or shocking statistic—might help make sure you grab your audience's atten-

tion... and then keep it.

- *Jokes travel fast.* Chances are that a lot of people in the audience have already heard that great joke you just heard last night.

#3 Follow your opening with a clear statement of what's to come. After you've grabbed your group's attention, keep it by making your presentation easy to follow and remember.

- *Break your talk down.* It's easiest to do this by making reference to the number of points you plan to discuss. For instance, "We have two major projects planned for 2005. First, we plan to..."
- *Repeat your main points as your talk progresses.* This will make sure your message is being heard and understood. For example, "Okay. So far we've covered the advantages of renovating hole #1. Now, let's take a look at..."
- *Use the word "you" often.* Even in an audience of 200 people, each person is listening only for himself or herself. Prepare your talk as if you were talking to only one person.
- *Use lots of down-to-earth examples to illustrate your points.* Make them easy to relate to, particularly if you're covering one of the more technical aspects of your job.

#4 Establish the right tone. The tone of your talk, after all, is your most important tool in building rapport with your audience. Tips for setting the right tone:

- *Don't name-drop.* Never try to sound more important than you are. If your experiences with important places or events add to the effectiveness or credibility of your talk, go

ahead and mention them. Just do it simply and unobtrusively.

- *Put your thesaurus back on the shelf.* Fancy words don't impress; they distract and alienate. You're giving a talk, so sound conversational. For instance:

Instead of ...

utilize
interface
at this point in time
strategize
viable
options
prior to
observed
inoperable
optimum
expectation
impact
myself
expire

Say ...

use
talk to
now
plan
workable
choices
before
saw
broken
best
hope
affect
me
die

#5 Close quickly and forcefully. Make your closing a quick and forceful summary of your main points. But don't use the usual "in conclusion" or "to sum up" to cue the audience. That's the signal that the end is near and that it's time for the audience to stop listening and start thinking about what's next on their agenda.

- *Avoid false endings.* You've no doubt been to talks where you think the speech is coming to a close, only to hear the speaker launch into another idea. Ugh.
- *End on an upbeat note.* Quickly rephrase your theme statement, and then even if your talk deals with a controversial topic, end optimistically and enthusiastically.

With your presentation planned, don't forget an important last step: Rehearse, rehearse, rehearse. There's nothing more important to overcoming stage fright than to feel confident and comfortable with your message.

And Now a Few Words from Our GCSAA President

F

irst and foremost, I want to thank the MetGCSA for all your support during my time on the GCSAA board. It was certainly exciting being elected president at the GCSAA Annual Meeting February 11. Special thanks also to John Carlone and Bob Alonzi for serving as Chapter Delegates over the years and for speaking on my behalf.

I am also grateful to my employers at the Country Club of Darien for allowing me the opportunity to serve on the GCSAA board. In particular, I am thankful to Chad Anderson, my assistant superintendent, for keeping things running smoothly while I travel for GCSAA.

As president, I will be expected to represent the association at numerous meetings and industry events. I will lead at least four quarterly board meetings and serve another year on the Environmental Institute for Golf's board of trustees.

Even more of a privilege is that I am working with a talented group of individuals. Here's a look at the GCSAA board election results. Members elected three officers and three directors from a field of eight candidates:

Officers

President: Timothy T. O'Neill, CGCS, Country Club of Darien, Darien, CT

Vice President: Sean A. Hollehan, CGCS, Wildhorse Resort & Casino, Pendleton, OR

Secretary/Treasurer: Ricky D. Heine, CGCS, general manager/director of grounds, The Golf Club Star Ranch, Austin, TX

Directors

- James R. Fitzroy, CGCS, director/superintendent, Presidents Golf Course, N. Quincy, MA
- Mark D. Kuhns, CGCS, director of grounds, Baltusrol Golf Club, Springfield, NJ
- Robert M. Randquist, CGCS, director of golf and grounds, Boca Rio Golf Club, Boca Raton, FL

Jon D. Maddern, CGCS, immediate past president, and Robert J. Maibusch, CGCS, MG, director, retired from the board of directors.

Mark J. Woodward, CGCS, golf operations manager for the City of San Diego, CA, will serve on the board for one year as immediate past president.

Gary K. Carls, CGCS, of Sunnyvale/Sunken Gardens Golf Courses in Sunnyvale, CA, and David S. Downing II, CGCS, director of golf operations at The Pearl Golf Links & Ocean Isle Golf Club in Sunset Beach, NC, each have one year remaining on their two-year director's term.

Partnerships Prove Profitable

Despite some concern from members regarding the notion of partnerships and growing our annual conference and show, all seemed to go smoothly. This year in Orlando, as anyone who attended knows, we worked for the first time with three other organizations: the National Golf Course Owners Association (NGCOA), the National Golf Course Builders Association (NGCBA), and the American Society of Golf Course Architects (ASGCA).

These organizations seemed to blend well with our own, and prior concerns about our losing our identity and the show becoming too large disappeared once all was said and done. What's more, from a financial perspective, we exceeded all expectations, with attendance figures for the show and educational seminars near an all-time high.

One of the highlights of the show, made possible by the NGCBA and the ASGCA, was the building of a 6,500-square-foot green. This green took shape over four days in the center of the show floor. By Saturday morning, it had been sodded and was ready for play.

As most everyone knows, the CMAA will be joining the Golf Industry Show (GIS) in 2007 when we visit Anaheim, CA. The addition of this group will have a greater impact on the size of the show. This organization will bring as many as 5,000 new



By the Numbers . . .

The Stats on the Education Conference and Golf Industry Show

Here are several noteworthy statistics on this year's Education Conference and Golf Industry Show in Orlando:

- Total attendance this year was 22,723 (including 743 participants from the NGCOA) compared to 19,314 last year in San Diego.
- The total square footage of trade show space sold was 270,760 (including 13,000 sq. ft. sold by NGCOA), surpassing last year's total of 240,000.
- The number of qualified buyers (those

who can influence purchase decisions) walking the show floor was 8,149 compared to only 6,200 last year.

- At week's end, the total number of seminar seats sold was 7,329 compared to 6,772 in San Diego.
- A total of 539 contestants competed in this year's Golf Tournament (see how MetGCSA members fared, page 7).

attendees and add another 50,000 square feet of show floor space.

Not only will this partnership solidify our association's largest and most important event, but it will also allow our employers the opportunity to better understand the complexities and challenges superintendents face every day. Experience has shown that employers come away with a much better understanding of our profession once they have attended the show.

Tour of Duty

Soon after the conference, I found myself in Lawrence, KS, for the annual orientation for new board members. This program has evolved over the past few years to more effectively inform and prepare board members for their new roles. The president, vice president, and executive staff participate in this two-day meeting each February.

In early March, I was also in New Orleans for the annual meeting of the Club Managers Association of America (CMAA), particularly important since, as I mentioned, this group will become associated with the Golf Industry Show in 2007.

One of my other tours of duty was attending the Masters, where I met with the officers of the PGA of America and Executive Committee members of the USGA. I attended events sponsored by the USGA, Club Car, and EZ-GO and met with executives from those two companies as well. Finally, I was interviewed on the Golf Channel for Wednesday night of the tournament.

Spring Board Meeting Focuses on Membership Issues

The GCSAA spring board of directors meeting, held in Phoenix, AZ, was one of the most eventful meetings I've participated in while on the board. In addition to discussing the standard business of the association, the board and I spent much of the meeting analyzing membership trends.

Adding to the productivity of this meeting was the input of the local chapter repre-

sentatives—and outside industry experts—we invited to attend. We began this practice last year, and I can't tell you how valuable it's been. This allows us to get direct feedback, not only on our programs and services, but on the strategic vision we are mapping out for the association and the profession.

One area on which we plan to focus our efforts is growing our membership. It was noted that GCSAA membership has declined in recent years, going from 22,162 in August 2002 to 20,635 in March 2005. Membership numbers are key indicators for GCSAA because they reflect its ability to represent and advocate for the profession and to gain influence in an industry. Think about the 1990s, when solid growth mirrored significant increases in member compensation and positive golfer perceptions of superintendents. These are just a few of the strides our profession made during that decade with GCSAA's help.

Joining the board for a review of membership growth strategies were GCSAA Past President Paul McGinnis; Kemper Sports Chairman Steve Lesnik; the Cactus and Pine GCSA board of directors and Cactus and Pine GCSA Executive Director Lynn Cannon; President of the Golf and the Environmental Foundation of Arizona Henry DeLozier; Arizona Golf Association Executive Director Ed Gowan; and Southwest PGA of America Section Executive Director Kathy Wilkes. The four strategies we discussed were:

- Increasing the value of current programs
- Improving communication of the value of membership to potential and current members
- Increasing member utilization of current programs to enrich the perceived value of membership
- Making chapters more effective

It was generally agreed that the program

must create a valuable "experience" for members and the marketing of such memberships must be customized, rather than based on a more traditional one-size-fits-all model.

Steve Lesnik of Kemper Sports noted that a flat golf economy was a challenge to GCSAA in growing membership, especially with employers paying 96 percent of member dues. He challenged the association and its members to be focused on providing business solutions to facilities that would decrease costs and enhance revenues. He also encouraged superintendents to take a facilitywide perspective, rather than focus solely on maintenance or turf issues.

Henry DeLozier, who is vice president of golf for Pulte Homes, concurred with Lesnik and indicated the "silo approach"—where each department functions independently—is outdated, and employers across all industries are looking for "bridge-builders" as employees. He encouraged superintendents to take the initiative in building business relationships.

Membership and GCSAA "identity" were also topics of the discussion. The board said the association will continue to position its members as key to the facility in terms of economic vitality and golfer enjoyment. The association will also continue to position itself as a leading golf organization. However, on the board level, we all agreed that it is appropriate to enter into partnerships that will strengthen the GCSAA and its members to a greater degree than going it alone.

In the fall, the board's meeting will be held in New York City, and representatives from our chapter and the Long Island, New Jersey, Hudson Valley, and Connecticut chapters will be invited to attend.

It is shaping up to be another busy, but productive year. And as always, I will keep you posted on any noteworthy happenings.

GCSAA Golf Championship Made Tracks to Orlando

The tradition continued when the 2005 GCSAA Golf Championship headed to Orlando. Despite cool temperatures during the practice rounds, the weather was great. All five golf courses hosting the tournament were challenging for all and in great condition. Thank you to our peers in the Orlando area for a job well done.

This year marked the 11-year anniversary for GCSAA's partnership with The Toro Company to bring members from around the world a premium golfing experience on five championship golf courses.

Seth Strickland, the superintendent at Miami (FL) Shores Country Club, fired a 1-under-par 71 Tuesday on the International Course at Champions Gate to win the 2005 GCSAA Golf Championship. Strickland's two-day total was a 4-under-par 140.

Our MetGCSA Team III made up of Sean Cain, Dave Mahoney, Larry Pakkala, and Peter Rappoccio placed 33rd Gross and 18th Net. Here's a look at some of our members' individual achievements.



Championship Flight

Our two best finishers were:

- **John Carlone** of The Meadow Brook Club with a 156
- **Sean Cain** of Sunningdale Country Club with a 160

First Flight

Christopher Smith of Hudson National Golf Club had the best finish, taking 9th Place Gross and 8th Place Net.

Second Flight

- **Scott Niven** of The Stanwich Club had the best finish, placing 10th Gross.
- **Stephen Rabideau** of Wheatley Hills Golf Club placed 13th Net.

Third Flight

Tim O'Neill of Country Club of Darien, and our newly elected GCSAA president, placed 31st.

Fourth Flight

Larry Pakkala of Woodway Country Club placed 9th Gross and 11th Net.

Fifth Flight

Michael Benz of Middle Bay Country Club placed 19th Gross and Net.

Sixth Flight

Scott Schukraft of Huntsville Golf Club placed 9th Gross and 1st Net.

Thanks to all who attended, and congratulations to our winning competitors.

— Rob Alonzi



President's Message continued from page 1
tion, affecting our food supply—and economy. We'd have algae and bacteria populations in our drinking water and swimming pools. Insect populations, like the mosquitoes *Culex pipiens* and *Culex restuans*, which carry the West Nile Virus, would be far more prevalent—and far more of a health threat. These are just several of the many situations where the benefits of pesticide use far outweigh nonuse. I'm sure you can add a few of your own in your discussions with others.

In short, we need to communicate to others that our turf care products are vital to the future of our industry. When used appropriately and responsibly, they suppress pest populations that would otherwise devastate our plants. We need to protect our right to use these products and demonstrate to our lawmakers and counterparts that we are a group that bases our decision-making on science and education. That contemporary turf management is the result of more than 50 years of university-based research. That we look to the future for alternative, more effective pest control methods and disease-resistant seed varieties. We aren't applying pesticides mindlessly. We never will.

Spring Is in the Air

On a final note, it's that time of year again—spring. There's always electricity in the air when spring arrives. Mother Nature comes out of hibernation, full-time course maintenance kicks into gear, and we're off and running into another golf season.

This is the beginning of that long period when we ask a lot of ourselves, our assistants, our mechanics, and our crew. The sacrifice is great. During the hustle and bustle, we often sacrifice one of our most precious commodities: time—especially time for ourselves and our family.

We might do well to heed the advice of the sage Ben Franklin who once said, "Doest thou love life? Then do not squander time, for that's the stuff life is made of." Take time this season to keep things in perspective. Today's work, after all, will be there tomorrow . . . and even the next day.

Best regards,

Will Heintz
President

MetGCSA Makes a Showing at Journal News Golf Show

by Matt Ceplo, CGCS



MetGCSA vice president Matt Ceplo mans the Met booth with his daughter, Megan, at The Journal News Golf Show.

March 19 and 20 marked a first for the MetGCSA. We secured a booth and made our presence known at *The Journal News* Golf Show, held at the Westchester County Center in White Plains, NY.

For the uninitiated, the golf show offers companies and organizations a chance to market their goods and services to the public. A total of 75 exhibitors, most affiliated with the golf industry, showed their wares, which ranged from golf club memberships to hand-rolled cigars.

When I arrived, there were at least 600 people waiting at the door for the 10 a.m. opening. By the end of the day, 1,350 tickets had been sold.

Our booth, which represented our association as environmentally sensitive and aware, generated a good amount of interest. We had rules books to give out, complements of the USGA; issues of our very own *Tee to Green*; and literature from GCSAA.

Our booth featured a display from Audubon International, and we enticed onlookers to fill out a brief survey by letting them know it would make them eligible to win a Pebble Beach golf print, courtesy of the Audubon. We collected more than 60 surveys, which polled public perception of golf courses.

What we learned: Most golfers do view their courses as beneficial to the environment and would be willing to travel farther and pay a little more for golf courses that have demonstrated good environmental stewardship.

We asked questions but also answered many, as well—on topics that ranged from goose control to organic fertilizers. MetGCSA Past President Tim Moore said he spoke with a reporter from a golf magazine about the possibility of contributing to the publication. It's that kind of networking that can be invaluable.

I would like to thank the people who

helped man the booth: Chuck Denny of Salem Golf Club; Glenn Perry of Rolling Hills Country Club; Glen Dube of Oak Hills Park Golf Course; Tim Moore of Knollwood Country Club; Blake Halderman of Brae Burn Country Club; Peter Waterous of Westchester Hills Golf Club; and last but not least, my daughter, Megan.

I would also like to thank Dave Oatis from the USGA for the golf rules books and literature; Shelly Howard from the GCSAA; and JoEllen Zeh from Audubon International for letting us borrow her display.

In the end, we all agreed that the show went quite well. We were able to share a lot of good information. And it was a great way to reach the golfing public and educate them on how golf courses—and our management practices—actually benefit the environment.

Matt Ceplo is vice president of the MetGCSA and superintendent at Rockland Country Club in Sparkill, NY.

MetGCSA President Elected New Chair of Westchester County Pest Management Committee

Met president and Centennial Golf Club Superintendent Will Heintz was recently elected the new chairperson of The Westchester County Pest Management Committee. In 1995, a Pest Management Committee was appointed by the Board of Legislators to implement the Westchester County Pesticide Reduction Law and evaluate and monitor all pest management programs used by the various county departments. Since that time, the pest management committee has, in conjunction with county department heads, established pest management programs geared toward using the least toxic pesticides available and developing IPM programs that focus on the prevention of pest problems.

"I consider this to be a great opportunity for our industry to deal with the sensitive issues regarding pesticide use, public health, and the environment. I am especially honored to follow Roberta Wiernik, past president of The League of Women Voters, who chaired the committee for 10 years."

Certified

Ernie Steinhofer of Metro Turf Specialists has recently satisfied the requirements necessary to maintain his status as a certified golf course superintendent (CGCS) with GCSAA.

Christopher Smith of Hudson National Golf Club has recently completed the coursework required to become a certified golf course superintendent with GCSAA.

Congratulations to both!

In Sympathy

We would like to express our sincere condolences to the family of longtime MetGCSA member **Bob Capstick**, who passed away March 11. A member of the Met since 1977, Bob was the superintendent at Country Club of New Canaan for 27 years before retiring to Athens, GA, with his wife, Betty.

Births

Congratulations to:

Richmond County Country Club Superintendent **Mark Griff** and his wife, Tina, on the birth of their son, Mark Michael Griff Jr., on February 8.

Towers Country Club Superintendent **Eric O'Neill** and his wife, Denise, on the birth of their daughter, Lindsey Joy O'Neill, on March 8.

Scott Tretera of Metro Turf Specialists and his wife, Charlene, on the birth of their twins, Carlie and Kelsie Tretera, on March 25.

Brae Burn Country Club Superintendent **Blake Halderman** and his wife, Kristen, on the birth of their son, Brendan Andrew Halderman, on March 28.

New Members

Please join us in welcoming the following new members:

Andrew Bobiak, Class C, Hudson National Golf Club, Croton-on-Hudson, NY.

Mark Chant, Class B, Colonial Springs Golf Club, Farmingdale, NY.

Dennis DeSanctis Sr., Class AF, Aer-Core, Inc., Downingtown, PA.

Hunter Horton, Class C, Dellwood Country Club, New City, NY.

Scott Ingram, Class C, Bonnie Briar Country Club, Larchmont, NY.

Dr. Zhongchun Jiang, Class I, State University of New York at Cobleskill, Cobleskill, NY.

Used Aerator/Spray Rig Needed for a Worthy Cause

The First Tee of Metropolitan New York is in urgent need of both aerators and a spray rig. Please consider us when trading in any turf equipment for a possible donation or cash sale. Call Mosholu Golf Course Superintendent Erik Feldman at 347-236-7240.

New York State Turfgrass Advocacy Day

An Inside Look at the Day's Events

by Bob York of BASF

The New York State Turfgrass Association's 2005 Turfgrass Advocacy Day took place on Tuesday, February 1 in Albany, NY. Initiated in the year 2000, the Turfgrass Advocacy Day was established to provide a forum for discussing legislative and regulatory pesticide issues. This year's event drew 55 green industry professionals and educators, who came prepared to discuss the concerns and proposed legislation surrounding pesticide use.

Extremely valuable was the time we were able to spend one-on-one with state legislators discussing issues and concerns related to our industry. This was also our opportunity to inform policy makers of the impact of environmental legislation and report on research findings pertinent to the turfgrass industry.

We were divided into groups of three or four and were granted 30- to 45-minute appointments with a legislator. The legislators' reactions to what we had to say varied. But in general, there was a good give-and-take on the issues and a strong indication that we might move some of the pesticide issues into an area of more realistic expectations.

Currently, there are 27 bills in front of the New York State legislature that pertain to pesticide use and have the potential to dramatically affect our industry. We should all be thankful for people like Beth Seme, executive director of NYSTA, and the NYSTA board members who have been acting on our behalf.

We should also be thankful to the entire NYSTA board for setting up this fine forum for discussion on pesticide issues and concerns.

Other Advocacy Day Highlights

Another highlight of the day was the special roster of speakers the NYSTA board put together to discuss a variety of

topics relating to the environment—and its preservation. Speaking first on "How to Be Effective Citizen Advocates" was Jeff Williams, regulatory issues coordinator with the New York Farm Bureau. He recommended ways to lobby more effectively against unreasonable pesticide legislation. He later presented the objectives of the New York Farm Viability Institute, which is an important and exciting initiative to strengthen New York's agricultural, food, and green industries.

Mike Maffei, vice president of NYSTA and a certified golf course superintendent with Back O'Beyond, Inc., presented the results of the New York Turfgrass Survey, which polled green industry professionals throughout the state to document the turfgrass industry's contribution to the New York State economy. Based on data taken in 2003, the survey revealed a contribution of greater than \$5 billion.

Chris Revere, lobbyist for the New York Alliance for Environmental Concerns, was up next. He discussed the status of legislation regarding the Restricted Pesticide Use bill. This bill is looking to eliminate many of our current pesticide products, contending that green industry professionals use pesticides unnecessarily for aesthetic and ornamental purposes.

This was followed by a presentation by Larry Wilson, chairman of the New York Alliance for Environmental Concerns. He focused on the Commercial Vehicle Safety Alliance (CVSA) inspection process for vehicle owners who transport turf-related products—e.g., sod and fertilizers—to green industry operations. He lobbied for local inspection agencies to honor the CVSA decal, indicating that these vehicles are in compliance with DOT regulations.

NYSTA President Jim Diermeier discussed the mission of the Turfgrass Environmental Stewardship Fund to support product development that enhances turf quality while protecting the environment. He emphasized the need for the state to allocate additional funds—\$175,000 annually—to support future turfgrass research and development.

Michael Hoffman, Ph.D., director of Cornell University's Community IPM program, discussed the importance of ongoing funding to allow Cornell to visit communities throughout New York State to help them employ integrated pest management programs, when possible, to manage their pest problems.

When All Was Said and Done

This year's 2005 Turfgrass Advocacy Day was a resounding success. All who attended felt privileged to have the opportunity to work with legislators toward the goal of educating lawmakers and achieving sound environmental policies.

For more on the 2005 Turfgrass Advocacy Day—or to link to the Lobby Day Issue Papers—you can log on to www.nysta.org.

The New York State Turfgrass Association is composed of 1,800 green industry professionals who have joined together to share technology, promote environmental stewardship, support education, advance research, and disseminate research findings. For more information, please call Denise Lewis, Public Relations Coordinator, (518) 783-1229.

Upcoming Events

2005 Met Calendar of Events

We're Getting There!

Our 2005 Meeting and Social Calendar is nearing completion. Two of our annual social events are still looking for sites. To host one of them, please call any one of our Social & Welfare Committee co-chairs: Tom Leahy at 914-941-8281, Chuck Denny at 914-669-5959, or Bob Nielsen at 914-234-3779.

It's also not too early to secure a golf meeting for next year. Call either of our Tournament Committee co-chairs: Tom Leahy or Chuck Denny.

Invitational Tournament

Tuesday, June 21

Fairview Country Club, Greenwich, CT

Host: Mike Mongon

Education Meeting

Wednesday, July 20

Ridgeway Country Club, White Plains, NY

Host: Earl Millett

Family Picnic

July

Date and Site OPEN

Poa Annual Tournament/First Round of Met Championship

Monday, August 15

Oak Hills Park Golf Course, Norwalk, CT

Host: Glen Dube, CGCS

Summer Social

Tuesday, August 9

Metropolis Country Club, White Plains, NY

Host: Tony Grasso

Second Round of Met Championship

Monday, September 19

Connecticut Golf Club, Easton, CT

Host: Mark Fuller, CGCS

Superintendent/Green Chairman Tournament

Monday, October 17

Century Country Club, Purchase, NY

Host: Kevin Seibel

Annual Assistants Championship

Date & Site OPEN

Met Area Team Championship

Monday, October 24

Aronimink Golf Club, Philadelphia, PA

Host: Henrique Holanda

Annual Meeting

Wednesday, November 9

St. Andrew's Golf Club

Hastings-on-Hudson, NY

Host: Rob Alonzi

MetGCSA Christmas Party

December

Date & Site OPEN

Scenes From the MetGCSA Spring Business Meeting at Glen Arbor Country Club



MetGCSA Education Committee Co-Chair Glen Dube accompanies meeting speaker Dr. John Kaminski of the University of CT. John spoke about managing bacterial wilt, anthracnose, and summer patch.



Glen Arbor Superintendent Ken Benoit and his wife, administrative assistant, and horticulturist, Melodee, in the John Jay Room of the new Glen Arbor clubhouse.

Educational Events

The Cornell Turf and Landscape Management Field Day

Tuesday, June 21

Turf and Landscape Research Center, Ithaca, NY

Sponsored by Cornell and the New York State Turfgrass Association, this field day offers participants the opportunity to tour turf plots and research in progress at the Turf and Landscape Research Center, Cornell Campus, and Cornell Plantations. There will be product demonstrations, workshops, speakers covering a variety of cutting-edge turf management products and practices, and an industry trade show. For further information, contact Joann Gruttadaurio at 607-255-1792 or at jg17@cornell.edu.

The University of Massachusetts Field Day

Wednesday, June 22

UMass Joe Troll Turf Research Center, South Deerfield, MA

Field day activities begin with registration from 8:30 to 9 a.m. and will be highlighted by the dedication of the new building at the Joe Troll Turf Research Facility in South Deerfield. The dedication ceremony will honor Joe Troll, who trained a tremendous number of golf course superintendents during his tenure at the university.

The day will also include vendor displays and demonstrations, as well as a tour of the turf farm and discussions about ongoing research projects. Among the research on display: studies on the biology and integrated management of turf-damaging insects, short- and long-term weed management, pesticide exposure, fertility, drought management, and a range of National Turfgrass Evaluation Program turf variety trials.

For further information, contact the UMass Turf Program office at 508-892-0382.

The Rutgers Golf & Fine Turf Field Day

Thursday, August 4

Horticultural Farm II, North Brunswick, NJ

Registration for these field day activities begins at 8:30 a.m. Tours are run from 9:30 a.m. to 2:30 p.m. For further information, contact Michelle Rickard at 215-757-6582.

University of Rhode Island Field Day

Wednesday, August 17

C. Richard Skogley Turfgrass Research Center, Kingston, RI

The field day will offer the traditional vendor displays, demonstrations, and field tours of research in progress.

Rolling Hills Rolls Out Red Carpet for Superintendent/Manager Tourney

by Eric O'Neill

Rolling Hills Country Club in Wilton, CT, was the site of this year's Superintendent/Manager Tournament. Hosting the event was Superintendent Glenn Perry, who has been with the club since 1999.

If you hadn't played Rolling Hills in a long while, then you probably enjoyed seeing the handiwork of The Roger Rulewich Group, the architectural firm Glenn secured to help the 43-year-old club restore—and improve on—various aspects of the original Alfred Tull design. Breaking ground in 2002, the first round of renovations included rebuilding all of the course's bunkers, the fifth green complex, and the entire thirteenth hole.

"The course had 56 bunkers," says Glenn. "We reduced the number by nine but quadrupled the total square footage." Also increasing in square footage were the fifth and the thirteenth greens. "The reshaping of the fifth green was the improvement most appreciated by the members," says Glenn. "The green's old-school design just wasn't able to meet our golfers' requirements for faster green speeds."

If you asked Glenn what the most important aspect of the renovation was, he would tell you it was moving the thirteenth hole. "The thirteenth went from being a below-average Par 3 to one of the strongest holes on the golf course," says Glenn.

No rest for the weary, Glenn and his crew were embroiled over the past two years in transforming Rolling Hills' driving range into a full-fledged practice facility. The grass tee was laser leveled and increased in size, the target greens and rough were regrassed, drainage was installed, four inches of sand was incorporated into the soil, and a new fence netting was installed.

This coming year, Glenn is scheduled to build a short-game practice area, a new maintenance facility, and as if all that's not enough, he and his crew will be continuing to improve the tee areas and cart paths. "The numerous capital improvement projects have been a great experience for me," says Glenn, adding, "There's certainly no time for the job to get stale." Glenn also

points out the crucial role longtime assistant Yogi Dawson has assumed through the special projects. "I couldn't have done this without him. He assumed responsibility for many of the day-to-day tasks so I could focus my efforts on the projects."

Turf Beginnings

Glenn started his turf management training at URI in S. Kingston, RI, where he pursued a B.S. in plant science with a concentration in turfgrass and grounds maintenance. During his four years there, he had the good fortune of studying under Dr. Noel Jackson, becoming—rumor has it—one of Noel's most prized students.

In 1988, the summer after his junior year, Glenn had another stroke of good luck: He secured an internship with Woodway Country Club Superintendent Larry Pakkala. "After working for Larry, I was completely sold on the turf business, and then when I completed my degree, he steered me in the right direction—to an assistant's job with his good friend Scott Niven at The Stanwich Club in Greenwich, CT. I can't thank Larry enough.

"After four years with Scott," says Glenn, "I was well prepared for the next step: my first superintendent's position at Potowomut Golf Club in East Greenwich, RI. At Potowomut, Glenn quickly improved turf conditions simply by getting back to basics. Once the club grew confident in Glenn's abilities, they began to expand their capital expenditures. And within four years, Potowomut Golf Club was deemed worthy of hosting the New England Amateur Championship and many other Rhode Island amateur events. That same year, coincidentally, Glenn earned CGCS status with the GCSAA.

Juggling Act

Glenn has always been more of a doer than a spectator. He's held newsletter editor positions in both the Rhode Island and, as



Glenn Perry, CGCS

we know, the Met associations, helping the *Tee to Green* continue its award-winning status for just about every year his name has been associated with it.

Busy as he is, Glenn still enjoys spending time with his two daughters—Caroline, 9, and Kirsten, 3—whether it's over an early morning breakfast or a winter ski trip to the Poconos. Oh, and we can't forget to mention "man's best friend" Sampson, who's been by Glenn's side for the past five years, when he rescued Sam from the pound.

At Tourney's End

If there's one thing tourney participants had May 16, it was a good game of golf. The length of the course is not overwhelming, but the tight, undulating, tree-lined layout, and small, elevated greens with four Par fours over 420 yards, combined with a good collection of Par 3s, is a good test of golf. Rolling Hills is known in the Met area to have one of the toughest back-to-back Par fours. If you were even Par with 7 and 8, you played well. . . .

Eric O'Neill, a member of the Tee to Green Editorial Committee, is superintendent at Towers Country Club in Floral Park, NY.

Fairview Makes Another Go at Hosting the MetGCSA Invitational

by Bill Perlee

The MetGCSA Invitational Tournament is fortunate enough to be invited back for another go at one of the Met area's finest clubs: Fairview Country Club in Greenwich, CT.

Hosting the event June 21 is Fairview's property manager, Mike Mongon, who, now in his sixth year, is hopeful that last year's rainout won't be repeated.

Getting There

With Fairview since 1999, Mike learned the trade at Woodway Country Club, where he proudly served nearly five years as the first assistant Larry Pakkala hired when he arrived at Woodway in 1983.

"I was working as a credit analyst then in NYC and wasn't at all happy in a desk job," says Mike, who explains that it was Scott Niven who, in effect, rescued him from his misery. "I had met Scott on a ski trip with mutual friends," says Mike, "and he had told me how great his career was. Then not long after, he called to tell me about the position with Larry. Scott thought Larry would be just the person to guide my career. And how right he was."

While at Woodway, Mike added a two-year Rutgers turf degree to his associate's in finance—and his stint playing college football for East Stroudsburg University and Pace University.

In 1987, Mike moved on to his first superintendent's position at Arcola Country Club in New Jersey, where he spent 13 years before accepting his current position at Fairview.

While at Arcola, Mike oversaw a complete golf course restoration project, which included new pond development, an all-new irrigation system, and a brand-new maintenance facility.

Fairview Old and New

Clearly on a roll, Mike continued his facility improvement mode at Fairview, tackling a tree assessment and improvement plan, con-

structing new tees and a practice putting green, and completing a total bunker renovation. Over the past couple of years, Mike's installed an acid injection system to take care of his water pH problem, and he's totally renovated the 7th hole, which now stretches to 440 yards and features a recontoured fairway, two new tees, and an impressive stone wall along the pond.

Not one to let grass grow under his feet, Mike has plans to add a practice area, implement a network of cart paths, tackle a pond restoration project, and renovate the maintenance facility. Over the past year, Mike's also been seeking out an effective way to use effluent water for irrigation.

Started in 1904, Fairview Country Club was relocated to its present site in 1968, boasting one of the most impressive Robert Trent Jones Sr. designs. Nonetheless, the membership, according to Mike, has been very supportive of the work going on to improve the course, which has been according to a plan established by John Harvey, a protégé of Roger Rulewich and Robert Trent Jones Sr.

If you were to ask Mike to name his favorite hole, it would be number 12. "Hole 12 is awesome since we rebuilt the stone wall behind the green," says Mike.

Dr. Bill Quirn, in the well-known *Golf Clubs of the MGA*, offers a fine preview for first-time golfers of the Fairview course:

"Fairview's two nines," he writes, "offer a marked contrast. To score well on the relatively short front nine, one must avoid water, which is very much in play on five of the first seven holes, then rely on length and accuracy on the longer back nine. The second is a scenic par five cut through the woods. Two bunkers flank the fairway to the left at the top of a sharp fall-off into the woods. Few players go for the green in two because a large pond dominates the final 100 yards, with just a narrow landing area to the right. The green is elevated beyond the water, but falls off steeply toward another pond on the left."



Mike Mongon

Pride and Passion

Besides the pride that Mike takes in preparing his golf course for the membership at Fairview, he is just as quick to point out the accomplishments of his three children, Ryan, a Penn State sophomore; Katrina, a high school junior; and Timothy, a sixth grader, who, of the three, would be voted most likely to become a golf course superintendent. They are all excellent athletes whose exploits Mike will expound on at the slightest urging.

One of Mike's personal passions is going to the Masters. Having made the trek to Augusta numerous times, he counts among his fondest memories the time he's spent at the event with the likes of John O'Keefe, Earl Millet, Wayne Remo, Ken Krausz, and others. "But bar none, the best experience I've had," says Mike, "was meeting my father there one year and walking the Masters with him."

Several weeks after this year's Masters and Tiger's triumph, Mike was still charged up and talking about the Tiger/DeMarco battle. Now, he's looking forward to bringing a tournament to his own course—the Met's June 21 Invitational, of course.

Bill Perlee, a Tee to Green Committee member, is superintendent at The Apawamis Club in Rye, NY.

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