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A day on Capitol Hill



Turfgrass Producers International
2 East Main Street
East Dundee, IL 60118
Tel: 847/649-5555
Tel: 800/405-8873
Fax: 847/649-5678

Email:

info@TurfGrassSod.org

Website:

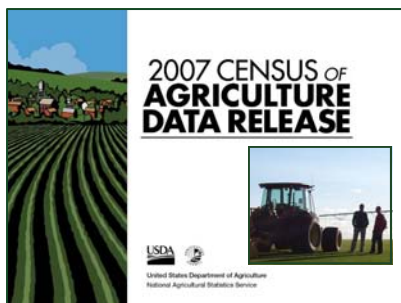
www.TurfGrassSod.org

Comments & Submissions:

jnovak@TurfGrassSod.org

Volume 2 Issue 4

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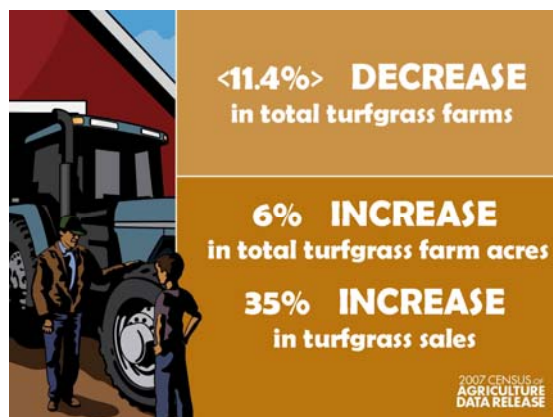
2007 Census of Agriculture Provides Some Interesting Information

The 2007 Census of Agriculture released by the U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) reported there were 1,881 turfgrass sod farms* in operation throughout the United States at the time of the census. This number reflects an 11.4% decrease in the number of turfgrass farms when compared to the 2,124 reported in the 2002 Census.

Although the number of turfgrass farms has decreased to levels reported a decade ago, there was a considerable increase in both acres in production and overall sales.

Acres in production increased to 409,440 in 2007 as compared to the 386,504 reported in 2002. This represents nearly a 6% increase in total acres.

Along with an increase in acreage, there was a considerable increase in dollar sales when compared to five years ago. Whereas TPI had calculated sales of \$1,001,250,000** in 2002; actual reported sales to the USDA for 2007 were \$1,353,422,529. That represents an increase in sales of 35%.



* **FARMS** - as defined by the Census of Agriculture is any unit producing at least \$1,000 of income from the production of a crop, in this case turfgrass sod. For most areas, this would equate to approximately one-half acre in turf production.

** **SALES** - Because of a Congressional mandate to reduce the number of questions in the 2002 survey, the National Agricultural Statistic Service (NASS) combined the sales of all landscape related crops into a single answer. Therefore NASS was unable to report sales of turfgrass sod as a single crop. In order to achieve some estimate of 2002 sales values, TPI simplistically multiplied the 2002 acreage by the 1997 sales. There are many obvious short-comings to this methodology; however, if anything, it under-reports the actual 2002 sales.

Cont'd on page 2



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2007 Census of Agriculture Provides Some Interesting Information - cont'd from page 1

STATE LEADERS—TURFGRASS



2007 Census Report

FARMS

Florida 193
Texas 164
Georgia 103

ACRES

Florida 84,430
Texas 36,805
Georgia 28,647

SALES

California \$252,476,652
Florida \$175,945,432
Texas \$99,564,546

2007 CENSUS OF AGRICULTURE DATA RELEASE

Turfgrass Comparison Chart 1974 to 2007

Census Year	Turfgrass Farms	Acres in Production	Sales
2007	1,881	409,440*	\$1,353,422,529
2002	2,124	386,504	\$1,001,250,000
1997	1,869	309,085	\$800,694,000
1992	1,614	218,161	\$471,640,000
1987	1,427	184,070	\$391,635,000
1982	1,430	124,588	\$210,510,000
1978	1,429	119,725	\$174,240,000
1974	1,228	85,164	\$97,159,000

* It should be noted that although the USDA reported 409,440 total acres of turfgrass acres in production their state-by-state numbers total 408,341. The difference of 1,099 acres is from those states highlighted with an asterisk (*) on Charts 1 thru 4 that appear on the following pages; for which the USDA withheld information to avoid disclosing data for individual farms.

Cont'd on page 3

Although the 2007 Census of Agriculture suggests a slight decrease in turfgrass farms, down 11.4% since the 2002 census; acres in production and turfgrass sales have consistently grown since 1974 as indicated by the Turfgrass Comparison Chart (top right).

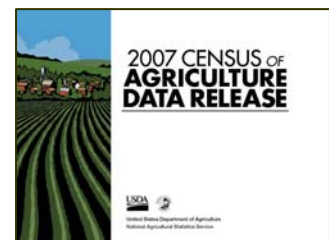
The states of Florida and Texas continue to lead in the number of turfgrass farms and harvested acreage with Georgia in third place (a position previously held by the state of Alabama).

California remains the consistent leader in overall turfgrass sales followed by the states of Florida and Texas.

A complete state-by-state breakdown that reflects the number of farms and acreage appears on pages 3 and 4

of this newsletter. Dollar sales on a state-by-state basis appear on page 5.

A copy of the detailed census of agriculture information is available by clicking on the image below or going online at www.agcensus.usda.gov. Information about NASS and its programs is available at www.nass.usda.gov. If you would like more information, you can also call (800) 727-9540 or email nass@nass.usda.gov.



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2007 Census of Agriculture Provides Some Interesting Information - cont'd from page 2



WEST

CENSUS FACT

The 2007 Census of Agriculture counted 2,204,792 farms in the United States; a four percent increase from 2002. The number of farms nationwide has been on a declining trend since World War II. The latest figures indicate a leveling of this trend, with a net increase of 75,810 farms. Turfgrass farms reflected an 11.4% decrease and accounted for 1,881 of all farms.

CHART #1	Ag Census FARMS			Ag Census ACRES		
Geographic Area	2007	2002	% Diff.	2007	2002	% Diff.
WEST						
Alaska	4	2	100.0%	131	*	-
Arizona	9	13	-30.8%	3,147	3,187	-1.3%
California	55	62	-11.3%	19,087	15,909	20.0%
Colorado	42	48	-12.5%	8,812	7,767	13.5%
Hawaii	29	20	45.0%	86	113	-23.9%
Idaho	38	38	0.0%	4,211	4,704	-10.5%
Montana	13	16	-18.8%	1,195	1,232	-3.0%
Nevada	7	11	-36.4%	762	720	5.8%
New Mexico	13	5	160.0%	1,487	1,186	25.4%
Oregon	14	14	0.0%	2,298	2,608	-11.9%
Utah	43	46	-6.5%	5,705	4,036	41.4%
Washington	19	41	-53.7%	2,384	3,756	-36.5%
Wyoming	6	9	-33.3%	277	610	-54.6%
TOTAL	292	325	-10.2%	49,582	45,828	8.2%

CHART #2	Ag Census FARMS			Ag Census ACRES		
Geographic Area	2007	2002	% Diff.	2,007	2002	% Diff.
NORTH CENTRAL						
Illinois	29	40	-27.5%	13,879	7,994	73.6%
Indiana	30	38	-21.1%	5,358	5,076	5.6%
Iowa	31	33	-6.1%	4,225	4,836	-12.6%
Kansas	33	49	-32.7%	5,812	4,971	16.9%
Michigan	51	54	-5.6%	9,474	10,262	-7.7%
Minnesota	76	89	-14.6%	10,776	14,564	-26.0%
Missouri	42	53	-20.8%	6,288	6,002	4.8%
Nebraska	32	38	-15.8%	3,202	3,015	6.2%
North Dakota	5	3	66.7%	*	27	-
Ohio	40	62	-35.5%	3,777	9,434	-60.0%
South Dakota	6	3	100.0%	779	*	-
Wisconsin	63	63	0.0%	4,852	4,399	10.3%
TOTAL	438	525	16.6%	68,422	70,580	-3.1%



NORTH CENTRAL

CENSUS FACT

Despite the overall growth in (all) farm numbers nationwide, not all states showed an increase. Eleven states saw declines while 39 states saw their farm numbers increase. Among turfgrass producers, eleven states saw an increase or held steady, all other states experienced a decline.

Cont'd on page 4

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2007 Census of Agriculture Provides Some Interesting Information - cont'd from page 3



SOUTH

CENSUS FACT

Most of the growth in U.S. farm numbers came from small operations where sales of no specific commodity accounted for more than 50 percent of the total value of production. Even though the total number of farms increased nationwide, many individual sectors - including grains and oilseeds, horticulture (including turfgrass), cattle and hog operations saw a decline in farm numbers,

CHART #3	Ag Census FARMS			Ag Census ACRES		
Geographic Area	2007	2002	% Diff.	2007	2002	% Diff.
SOUTH						
Alabama	97	96	1.0%	23,722	25,805	-8.1%
Arkansas	46	58	-20.7%	8,276	8,998	-8.0%
Florida	193	235	-17.9%	84,430	67,370	25.3%
Georgia	103	92	12.0%	28,647	24,653	16.2%
Kentucky	39	54	-27.8%	3,229	4,692	-31.2%
Louisiana	17	23	-26.1%	2,552	2,747	-7.1%
Maryland	30	29	3.4%	4,152	4,987	-16.7%
Mississippi	57	47	21.3%	6,621	4,352	52.1%
North Carolina	87	87	0.0%	13,496	10,952	23.2%
Oklahoma	71	95	-25.3%	17,871	17,846	0.1%
South Carolina	51	27	88.9%	14,963	14,027	6.7%
Tennessee	52	56	-7.1%	11,329	8,419	34.6%
Texas	164	205	-20.0%	36,805	38,341	-4.0%
Virginia	27	25	8.0%	10,065	7,315	37.6%
West Virginia	3	2	50.0%	*	*	-
TOTAL	1037	1131	-8.3%	266,158	240,504	10.7%

CHART #4	Ag Census FARMS			Ag Census ACRES		
Geographic Area	2007	2002	% Diff.	2,007	2002	% Diff.
NORTHEAST						
Connecticut	6	10	-40.0%	1,485	1,251	18.7%
Delaware	3	6	-50.0%	1,289	2,305	-44.1%
Maine	8	10	-20.0%	930	1,151	-19.2%
Massachusetts	9	6	50.0%	*	*	-
New Hampshire	1	2	-50.0%	*	*	-
New Jersey	40	53	-24.5%	9,425	12,485	-24.5%
New York	21	14	50.0%	7,508	6,868	9.3%
Pennsylvania	13	24	-45.8%	961	2,100	-54.2%
Rhode Island	12	15	-20.0%	2,581	2,453	5.2%
Vermont	1	3		*	3	-
TOTAL	114	143	-20.3%	24,179	28,616	-15.5%



NORTHEAST

CENSUS FACT

Underlying the change in farm numbers is the fact that farms are continually entering and exiting agriculture.

Since the 2002 Census of Agriculture, 291,329 new farms have begun operation. The percentage of principal operators who reported farming as their primary occupation was 33 percent.

Cont'd on page 5



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2007 Census of Agriculture Provides Some Interesting Information - cont'd from page 3

2007 Census of Agriculture

State-By-State Value of Sales for Turfgrass Sod Harvested



Alabama	\$ 58,129,093
Alaska	\$ 238,000
Arizona	\$ 29,467,837
Arkansas	\$ 16,392,078
California	\$252,476,652
Colorado	\$ 42,105,586
Connecticut	\$ 6,946,473
Delaware	*
Florida	\$175,945,432
Georgia	\$ 84,190,951
Hawaii	\$ 4,471,517
Idaho	\$ 20,305,973
Illinois	\$ 31,755,548
Indiana	\$ 9,479,731
Iowa	\$ 8,766,794
Kansas	\$ 13,415,171
Kentucky	\$ 8,622,341
Louisiana	\$ 4,107,329
Maine	*
Maryland	\$ 19,769,749
Massachusetts	\$ 3,535,052
Michigan	\$ 16,365,057
Minnesota	\$ 19,050,931
Mississippi	\$ 11,201,633
Missouri	\$ 20,041,742

Montana	\$ 3,952,930
Nebraska	\$ 7,491,791
Nevada	\$ 7,176,050
New Hampshire	*
New Jersey	\$ 38,083,541
New Mexico	\$ 5,020,128
New York	\$ 33,260,593
North Carolina	\$ 45,598,333
North Dakota	*
Ohio	\$ 14,557,594
Oklahoma	\$ 40,923,250
Oregon	\$ 16,177,429
Pennsylvania	*
Rhode Island	\$ 14,332,575
South Carolina	\$ 31,275,036
South Dakota	\$ 2,207,000
Tennessee	*
Texas	\$ 99,564,546
Utah	\$ 32,081,874
Vermont	*
Virginia	\$ 21,743,340
Washington	\$ 15,192,510
West Virginia	\$ 206,000
Wisconsin	\$ 25,705,454
Wyoming	\$ 1,146,600

The 2007 Census of Agriculture reports the Value of Sales for harvested turfgrass sod was \$1,353,422,529.

The individual state-by-state figures that appear to the left total \$1,312,477,244. The \$40,945,285 difference is comprised of sales from those states highlighted with an asterisk (*) for which the USDA withheld information to avoid disclosing data for individual farms.



CENSUS FACT

Avg. Size of Farm

ALL Farms 418 acres
Turfgrass Farms 218 acres

Avg. Value of Products Sold per Farm

ALL Farms \$135,000
Turfgrass Farms \$719,523

Avg. Value of Products Sold per Acre

ALL Farms \$323
Turfgrass Farms \$3,300

2007 CENSUS OF
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TurfSide-UP

Let's at least give the little guy an "E" for EFFORT



Grass Building in Seoul, South Korea



Architects Minsuk Cho and Kisu Park of Mass Studies designed this grass covered multi-level building to house Belgian fashion designer Ann Demeulemeester's store in Seoul, South Korea.

The building was completed in October 2007 and uses foliage to cover both the external and internal wall surfaces.



A TIP OF THE HAT to . . .

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*Celebrating
20 Years!*



When I grow up

Two little boys standing at a road junction spotted a truck carrying a load of rolled-up lawn turf.

One boy pointed to the truck and said, "That's what I'm going to do when I grow up."

"Drive a truck?" asked his friend.

"No, I'm going to send my grass away to be cut."

Four Different Turfgrass Companies Unite at Landscape Industry Show

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The NATURALLY GREEN GRASS booth at the 2009 Landscape Industry Show in Los Angeles featured four different turfgrass companies united to get the message out about improved turfgrass varieties. They also distributed copies of the *Myths and Facts of Natural Turfgrass vs. Artificial Turfgrass* booklet and featured the booklet on their banner.

Our thanks to these fine companies for distributing this informative booklet. Click on the link to the right if you would like to download a copy.

Natural Grass and Artificial Turf: Separating Myths and Facts

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America's National Mall - Update

TPI and NTF meet in Washington D.C. and join other concerned parties to address the deplorable condition of "America's Front Yard".



"The National Mall, the 700-acre stretch of hallowed ground located between the Capitol and the Lincoln Memorial and from Constitution Avenue to the Jefferson Memorial, has come to be known worldwide as a symbol of democracy and America's heritage. It encompasses the strength and proud history of our nation, symbolizes the democracy that our forefathers worked so hard to secure, and memorializes the sacrifices of so many who have given their lives to preserve. It is "America's Front Yard."

John E. "Chip" Akridge
Chairman - Trust for the National Mall
May 2008

TPI and NTF take the initiative to extend communication with key players for the good of the industry and the American people.



Gary Wilber and Kirk Hunter in front of the Lincoln Memorial.

It has been called "The Peoples Place" and "America's Front Yard. It's as much a part of America's history as the monuments, government buildings and historic museums that nestle within and just beyond its boundaries. If you take into account the National Mall and the surrounding Memorial Parks, there are more than 1,000 acres of parkland containing many of the United States' more significant natural and cultural resources.

The National Mall has more than 26 miles of pedestrian sidewalks and 8 miles of bike trails. 10 tons of grass seed and nearly 3,000 yards of sod and turf are installed and planted on over 300 acres on the National Mall.

In response to a growing concern over the condition of the National Mall, Kirk Hunter, TPI's executive director was joined by TPI Board Trustee Gary Wilber of Oakwood Sod Farm in Delmar, Maryland and Kevin Morris, president of the National Turfgrass Federation (NTF) to meet with Judy Scott Feldman, PhD, Chair and President of the National Coalition to Save Our Mall and W. Kent Cooper, FAIA, Vice Chair and coordinator, National Mall Third Century Initiative.*

* The Third Century Mall Initiative, a project of the National Coalition to Save Our Mall, is a volunteer organization dedicated to the preservation and enhancement of the National Mall for future generations.

During their meeting it was learned that although the National Park Service is often considered to be "in charge" of the Mall and provide the vision of the future; it is actually a bit more complex. A broader picture suggests that at least 14 committees in Congress are involved; six to eight managing agencies and authorities; nine planning and reviewing agencies and other independent organizations such as the National Coalition to Save Our Mall. The Trust for the National Mall (the official partner of The National Park Service), the National Capital Planning Commission (NCPC), Architect of the Capitol, the District of Columbia Office of Planning, etc.

It was agreed that perhaps TPI and NTF could play a minor yet significant role in the overall goals of The Third Century Mall Initiative. Any such effort would be a collaborative effort by TPI and NTF.

A tentative Project Proposal (subject to revision) has been submitted to the National Mall Third Century Initiative for their consideration. An excerpt of that proposal appears on the following page.



NATIONAL TURFGRASS FEDERATION
Advancing Turfgrass Science for Society

Cont'd on page 8

National Coalition to Save Our Mall
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The Washington Post

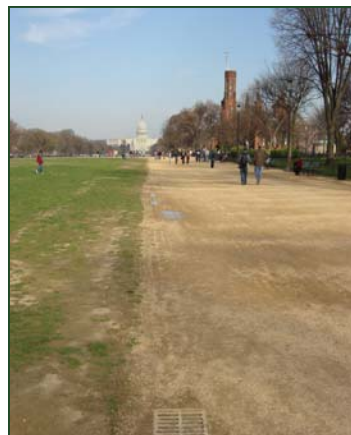
Excerpt from May 25, 2008 Editorial

"A lot of grand words were used last week to describe the Mall: "iconic landscape," "the people's place," "great swath of green," "hallowed ground," "America's civic stage" and -- in the vernacular of its famed designer -- "the vast esplanade." Unfortunately, though, the most accurate description heard was "disgrace." Conditions are so bad that a lot more than words are needed if this special place is to be saved. . . . Responsibility for the Mall is fragmented among different agencies, and oversight is split among at least eight congressional committees. The last comprehensive look at the Mall was in 1902 by the McMillan Commission."

Cont'd from page 7



One of the many clogged storm drains throughout the National Mall.



Photos by Kirk Hunter, Turfgrass Producers International, taken during his March 2009 visit.



NATIONAL TURFGRASS FEDERATION
Advancing Turfgrass Science for Society

America's National Mall - Update

Cont'd from page 7

Excerpt of Tentative Project Proposal **Presented by TPI and NTF to The Third Century Mall Initiative**

THE PROJECT

The turfgrass industry proposes to install a demonstration project on a section of the National Mall. The project, preferably one to two acres in size, will improve the turfgrass cover on top, as well the infrastructure below ground, including the soil, drainage, irrigation, etc. The latest in turfgrass establishment techniques will be utilized, including efficient irrigation technology, a soil mix to withstand compaction and promote turf health, and improved turfgrasses to withstand drought, heat, foot traffic, overuse, etc. Sustainable practices will be used throughout the establishment process. After all operations are completed appropriate maintenance practices will be developed and implemented to ensure successful establishment..

PROJECT OUTCOMES

This project will showcase how the National Mall grounds can be enhanced using the latest in turfgrass cultivars, establishment and maintenance techniques and practices. This information can be used to train, teach and educate consumers on lawn and landscape procedures that produce quality lawns while reducing water use and other inputs. This project may also be an opportunity for community service groups to participate in the construction of a quality turfgrass area.

PROJECT SPONSORS

The National Turfgrass Federation (a non-profit coalition of turfgrass organizations) and Turfgrass Producers International (a trade organization of turfgrass sod producers) are the co-coordinators of this project. NTF organizations will provide products and/or expertise for the project. No funds, products, equipment, services or labor will be requested from the federal government. The sponsors will organize all activities, in conjunction with the National Park Service and other cooperating organizations to complete the project.

SIDE NOTE: A full proposal was submitted to Judy Scott Feldman, PhD, Chair and President of the National Coalition to Save Our Mall on April 2, 2009.



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NPC's web-based program, NPC Secure, allows you to setup customer automatic payment plans - so your customers pay on time; reducing your write-offs and giving you the time to manage your farm!

Contact them at (877) 296-4671 or E-mail tpi@npc.net to take advantage today!



News from The Lawn Institute

Have you had an opportunity to visit **The Lawn Institute** website? If not, you're likely to be surprised with all it has to offer. It's a great site for anyone who wants to access easy-to-read information on everything from proper lawn care to informative articles pertaining to science, recent research and environmental issues.

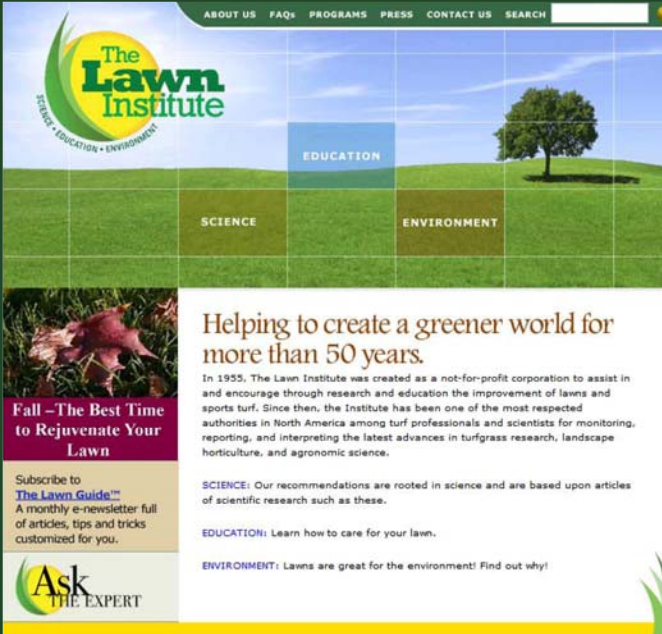
The Lawn Institute was created in 1955 as a not-for-profit corporation to assist in and encourage through research and education the improvement of lawns and sports turf. Since then, the Institute has been one of the most respected authorities in the world among turf professionals and scientists for monitoring, reporting, and interpreting the latest advances in turfgrass research, landscape horticulture and agronomic science.

Encourage your customers and prospects to visit The Lawn Institute; they're sure to be pleased with all that it has to offer.

<http://www.thelawninstitute.org/>



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In 1955, The Lawn Institute was created as a not-for-profit corporation to assist in and encourage through research and education the improvement of lawns and sports turf. Since then, the Institute has been one of the most respected authorities in North America among turf professionals and scientists for monitoring, reporting, and interpreting the latest advances in turfgrass research, landscape horticulture, and agronomic science.

SCIENCE: Our recommendations are rooted in science and are based upon articles of scientific research such as these.

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TPI Attends Specialty Pesticide & Fertilizer Industry Association Leadership Conference in Washington D.C.

"I believe it is more important than ever to ensure the value of pesticides and fertilizers is known and recognized as being part of the "green" movement. We need a strong coalition of allied associations to help achieve this goal in a unified way."

Allen James, RISE President



TPI's Executive Director, **Kirk Hunter**, joined other industry professionals, association officers and executive directors in the nation's capitol to address collaboration and joint communication efforts regarding pesticide and fertilizer related issues. The conference, hosted by RISE (Responsible Industry for a Sound Environment) identified a commitment to monitor government regulations and legislation policies that control the use of pesticides. The need for effective public relations and persuasive tools to deliver a grassroots message was also addressed as well as the resources necessary for implementation.

It was agreed that a common message should be developed and everyone in attendance could collectively have a

positive impact on effective communication.

The get-together also provided the opportunity for everyone to address their common concerns; be brought up-to-date on current and proposed legislation, and review position papers on timely issues such as the need to address the importance of influencing decision makers; dealing with various industry-related issues on the federal, state and local level and join forces to deliver the "Ecosystem Services" message to a broad and diversified targeted audience.

It was also agreed that there was a need to recognize and take advantage of the numerous synergies between the various groups in attendance and work together

to create a unified, cohesive and well-organized message to educate and inform both government decision-makers and the general public.

Position papers were also presented on the following issues:

- Schools and Integrated Pest Management (IPM)
- Pesticide Use on Lawns & Landscapes
- State Fertilizer Preemption Legislation
- State Preemption of Local Pesticide Ordinances
- Federal Aviation Administration Reauthorization Act of 2009 (H.R. 915): Aircraft Insecticide Notification
- Chemical Security Reauthorization Legislation
- Pre-notification and Posting (at the state level) of the Handling and Application of Lawn Care
- Application of Lawn Care Materials Around Wells, Streams and Ponds
- Pesticide Laws & Regulations



Maximizing Every Minute - A Day on Capitol Hill

When representatives of TPI arrived in Washington for three days of business meetings they planned their time accordingly. In addition to meeting with the National Mall Third Century Initiative, attending the National Turfgrass Federation Board

Meeting and participating in the Specialty Pesticide & Fertilizer Industry Association Leadership Conference, they also squeezed in the following meetings with numerous government officials.

Thursday March 19, 2009

10:00 am USDA Economic Research Service

Met with Branch Chief Danny Pick and analysts to discuss conducting economic research for the turf industry and what turf contributes to the economy, society and the environment.

11:30 am Office of Representative Allen Boyd (D-FL)

Met with Josh Gifford, Appropriations Legislative Assistant. Addressed increased funding for National Turfgrass Research Initiative (NTRS). Discussed research on wastewater reuse/salinity, water quality and reduced water use/inputs at designated locations.

1:00 pm House Agriculture Committee

Met with Keith Jones, Staff Director, Subcommittee on Horticulture and Organic Agriculture.

1:30 pm House Appropriations Committee

Met with Matthew Smith, Administrative Aide, Subcommittee on Agriculture, Rural Development, Food and Drug Administration and Related Agencies.

2:30 pm Senate Agriculture, Nutrition and Forestry

Met with Dan Christiansen, Majority Professional Staff Member, Specialty Crops. Addressed advantages of having turf as a specialty crop in the farm bill and discussed how to move forward.

4:00 pm Office of Senator Thad Cochran (R-MS), Ranking

Member Senate Appropriations Committee.

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