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Since 1933

Environmental
Institute for Golf

Presidential Club

Heart of America Chapter
GCSAA
GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA

Our Mission is to promote the welfare of the game of golf, the science and art of golf course management, the organizational and business effectiveness of the profession, the professional image and well-being of individual members, and to unite golf course superintendents within the Greater Kansas City area.

Volume 44, No. 2

April 2012

HAGCSA May Classic May 30, 2012



Dub's Dread Golf Course

- **Re-Growth of the Game**
- **S&R Tournament Information**
- **Contamination or Mutation - Part 1**

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Orion Management Solutions

PRESIDENT'S MESSAGE

Written by **Tim Nielsen**



I hope this month's Heartbeat publication finds you with an optimistic outlook for the season. With uncharacteristically high temperatures this winter and very little snow, all of our golf courses hopefully saw an increase in revenue and rounds over the previous winter. If you didn't get your "to-do" list finished this winter it's probably because your crew spent the winter months keeping the course adequate for play. On the other hand, the great weather could have been a boon for on-course projects. Either way, let's all hope 2012 treats us kindly.

As for HAGCSA, we have been planning and strategizing over the winter months. Events have been planned, the past has been analyzed and the future looks bright! We will host the Joint Meeting at Lawrence Country Club. I believe Bill Irving said Lawrence Country Club had mid-May conditions in the last week of March. With the Big 12 Women's Golf Championship being held at LCC on April 27-29, I'm betting the course will be spectacular! No pressure Bill!

If you have visited the website lately you would have seen a green "Keep It Green - Support Turf Research" wristband on the front page. Clicking it provides details of a fundraising campaign the Missouri Valley GCSA has embarked upon to raise research dollars for the Mizzou Turfgrass Research Program. I support this initiative as the HAGCSA is a proud supporter of Mizzou research and this can only enhance research that benefits golf courses in Kansas and Missouri. Please take the time to consider joining the movement and get your wristbands today!

One final item, I want to give a HUGE thank you to the companies that have contributed to the 2012 Partner Recognition Program. Your support is appreciated!

Tim Nielsen, HAGCSA President
timjnielsen@hotmail.com



FUNCTION FORECAST

<u>DATE</u>	<u>EVENT</u>
April 30	Joint Meeting with KGCSA @ Lawrence CC
May 30	May Classic @ Dub's Dread GC
June 25	S&R Tournament @ Nicklaus Golf Club
August	Employee Tournament
September	Vendor Appreciation
October 1 & 2	MO Cup Challenge @ Old Kinderhook
November	Annual Meeting
December 11 & 12	Common Ground Conference & Trade Show
January 4, 2013	New Year Party

Re-Growth of the Game

By Dave Fearis, Past President

You hear a lot about the growth of the game of golf. But what is the reality is the re-growth of the game. Here are some statistics on what has happened to the game of golf lately:

- An estimated 3.5 million people take up the game every year and an estimated 4.5 million leave it. Of this group, golf has lost 23% of the women in the game since 2006 and also has lost 36% of the kids in the game since 2006.
- In 1999 when I was fortunate to be president of GCSAA, Steve Mona and I went to the National Golf Foundation meeting in New York. They emphasized back then that the growth of the game is in women and kids. However, women don't play because of time and intimidation, and kids don't play because of cost and accessibility.

So what has happened to change the tide of losing golfers? Golf 20/20 was formed in 2000 (under the leadership of Steve Mona) to ensure the future vitality of the game of golf. Programs like "Get Golf Ready" were formed. Under this program courses could sign up for players to take a five-lesson group instruction package for \$99. The other objective of this program was to keep the groups that took lessons together involved in the game. Hopefully, they would continue playing together. However, not a large amount of golf facilities took advantage of this program. In our area only Alvamar, Overland Park, St. Andrews, Drumm Farm, Eagles Landing, Adams Pointe, Hodge Park, Shoal Creek, Minor Park, Tiffany Greens and Loch Lloyd signed up. That is only 11 facilities, and as each of us knows, that is a very low percentage of courses in the Kansas City area.

Also, in the early 2000s there were a number of economic impact studies done to show how much income golf contributed to the state's economy. I don't know if Kansas participated in this, but Missouri did in 2010. Here are the statistics:

"In 2010, the size of Missouri's direct golf economy was approximately \$888.6 million. Golf brings

visitors to the state, can drive new construction and residential development, generates retail sales, and creates demand for a myriad of goods and services. When the total economic impact of Missouri's golf-related activities is considered, the golf industry generated approximately \$1.7 billion of direct, indirect and induced economic output, \$485.1 million of wage income, and 21,000 jobs in 2010."

The latest program to be launched to address the staggering loss of players is Golf 2.0. This came out at this year's PGA show. Highlights of this program are:

- Women are the influential customer, currently controlling 73% of household/discretionary income.
- Focus on the family unit. Too many parents are not introducing golf to their kids. The kids naturally migrate to the team sports like basketball, football, baseball and soccer. But these aren't family sports. Plus, you can't play these sports when you are 50. GOLF IS THE GAME OF LIFE forever. Also, what sport has the core values that golf has: honesty, integrity, sportsmanship, respect, confidence, responsibility, perseverance, courtesy and judgement?
- The realization that private courses are not the growers of the game. Public courses are. Private courses relate to their members, and this number might be limited to as little as 300. However, this could change if more effort was put into encouraging women and families to play.

So what can you do to encourage the growth of the game of golf? Work with your golf pro, GM, or whoever at your facility to encourage more people to take up the game, especially women, kids and families. At the PGA Show this year, Jack Nickalus made a comment on this Golf 2.0 program. He said, "It's not a PGA initiative, it's all our initiative." Amen!!

Continued on next page

Dub's Dread to Host May Classic

Superintendent Profile:

Scott Cummins has been a part of Dub's Dread for the last 11 years. He was hired on as a foreman upon graduating from the University of Central Missouri in the spring of 2001 with a degree in Agronomy and Turf Science. In 2003, he was promoted to Assistant Superintendent until 2007. When new management took over in March of 2007, Scott was hired as the Superintendent. He has been a member of the GCSAA for 13 years and a member of the Heart for 7 years. He and his wife, Jami, have been married for 9 years and have two children: Gabriel, 1, and Juliana, 1.

Assistant Profile:

Jeff Clark became the Assistant at Dub's Dread in March of 2011. He graduated from Kansas State in May of 2009 with a horticulture degree. Prior to Dub's Dread, he worked three years at Milburn Country Club.

Course Profile:

Dub's Dread opened for business in the fall of 1964. It was recorded as the longest playing course in the United States and the third longest in the world. The course was designed and laid out by Harold "Jug" McSpaden and has hosted players like Jack Nicklaus, Arnold Palmer, and Byron Nelson. Over the last 20 years, the course has been shortened and modified to be more "golfer friendly." Reduction of mature overgrowth trees, five sets of tees, and detailed course conditions, makes Dub's well suited for any skill level.



A registration form for the May Classic is on the next page.

Perhaps your facility can do things like reduce rates after 5:00 p.m. for families to play, or a different rate structure for just playing six or nine holes. Take clubs that have been turned in and not claimed and cut them down for the kids, etc. Think out of the box to encourage more participation by women, kids and families.

I know what you are thinking right now? "I have gone thru the two roughest summers in my career and I don't have the time to think about the growth of the game." Well, no growth, no jobs. You know in the last few years there have been more golf courses close than new ones being built. I know that the golf course is a huge part of you. No one is more committed to that course than you. HELP GROW THE GAME!



Support Your 2012 HeartBeat Advertisers

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Kansas City Turf Supply 913-915-2994	
Kansas Golf & Turf 800-260-6095	
PBI Gordon 573-764-2989	

MAY CLASSIC

(honoring Past President's)



Promoting the welfare of the game of golf, the professional image and well-being of individual members, and to unite golf course superintendents in this area.

DATE: Wednesday, May 30, 2012

LOCATION: Dub's Dread Golf Course
4301 N. 129th Street
Kansas City, KS 66109
913-721-1274



HOST SUPERINTENDENT: Scott Cummins

SCHEDULE: 11:00am - Registration & Lunch
12:00pm - Meeting & Program
1:00pm - Shotgun
After Tournament - Awards



COST: \$55 per person; \$25/Lunch Only; Past Presidents/FREE

TOPIC / SPEAKER: *"Do You Know the Condition of Your Water Intake?"* with Pat Reily.
Session will cover the unseen problems that await us under water with our irrigation systems.
(GCSAA CEUs have been applied for)

DRESS CODE: Country Club Attire (Collared Shirts, No Jeans or Cargo Pants). Please clean your soft spikes.

FORMAT: 4-person scramble

RESERVATIONS: Mail, Fax or Email by May 27, 2012.

 Yes, I/we plan to attend the May Classic!

Player(s): _____ Company: _____

Person to Contact and/or Invoice: _____
Company: _____
Full Address: _____
Phone/Cell: _____ Email: _____

PAYMENT:
 Check Enclosed Invoice(*) Credit Card: No.: _____
Exp.: _____ Security Code: _____
Name on Card: _____

NOTE:
(*) By requesting to be invoiced; you agree to pay upon receipt.
All "No Shows" will be billed.
You may cancel without penalty 72 business hours prior to stating registration time.

Complete Form and Mail, Fax or Email no later than **Friday, May 27** to:
Heart of America Golf Course Superintendents Association
638 W. 39th Street . Kansas City . Missouri . 64111 . 816-561-5323 . 816-561-1991/fax . www.hagcsa.org

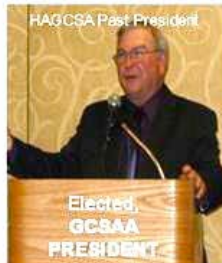
Hospitality Suite Recap

By Todd Bohn, Vice President

On behalf of the Heart of America GCSA Board of Directors and all of its members I would like to thank the following vendors for their generous contributions to our 2012 hospitality suite in Las Vegas:

- Title sponsor - **Kansas City Turf Supply**
- Contributing sponsors - **John Deere/Van Wall Herfort Norby**

We also received a donation from the Kansas GCSA chapter to help out with expenses as well. Thank you again for all your generosity and support. We had a great turnout and a great time networking and catching up with old friends and colleges. We will look forward to seeing everyone next year in sunny San Diego.



2012 S&R TOURNAMENT

Monday, June 25, 2012

Nicklaus Golf Club at LionsGate

Overland Park, Kansas

Host Superintendent: Gary Sailer, CGCS



Start Forming Teams Now!

Registration & Sponsorship Opportunities within newsletter.



SCHEDULE

8:30am	Registration
10:00am	Shotgun (first nine holes)
12:30pm	Lunch
1:15pm	Live Auction
2:15pm	Shotgun (second nine holes)
5:00pm	Awards

**TITLE
SPONSOR**

SilicoTurf^{LLC}



Scholarship & Research Tournament

~ S&R Mission Statement ~

"Organize and generate the financial means to enrich the game of golf through funding regionally based research and scholarship to qualified applicants."

Date: Monday, June 25, 2012

Location: Nicklaus Golf Club at LionsGate
14225 Dearborn Ave.
Overland Park, KS 66223
913-428-0548

Host Superintendent: Gary Sailer, CGCS

Schedule: 8:30am Registration
10:00am Shotgun (first nine holes)
12:30pm Lunch
1:15pm Live Auction
2:15pm Shotgun (second nine holes)
5:00pm Awards



Format: Five-person scramble

The golf professional's ball will be played as part of the team and not counted separately. Only one professional per team. You are not required to have a golf professional on your team. Please include all names on the entry form below, as it allows pre-printed score cards and cart assignments to be made.

Cost: \$150 per person or \$750 per team. Field is limited to 29 teams – singles will be placed by the S&R Committee.

Dress Code: Country Club Attire - Collared Shirts, No Jeans or Cargo Pants. Please clean your soft spikes.

Donation: Please help us reach our fund-raising goal by donating additional funds. Our long-term goal is to raise enough money to allow us to fund an entire research project relevant to golf courses in our region. Your generous help is key to attaining this goal.

Reservation Deadline: Friday, June 15, 2012.

YES! I/We plan to attend the 2012 S&R Tournament.

Player: _____	Club/Company: _____
Player: _____	Club/Company: _____
Player: _____	Club/Company: _____
Player: _____	Club/Company: _____
Player: _____	Club/Company: _____

GAMES/CONTESTS (Encouraged to sign-up in advance to reduce your time in line. We can invoice separately if needed):

- Skins Game - \$20 per team (half the pot goes to the skins winner, the other half to the S&R Fund)
 - Tiger Woods Drive - \$25 per team. Your team is given a 350+ yard drive.
 - "Hole in One" Hole - \$25 per team. You receive a hole-in-one if anyone in your group lands on the green.
 - 50/50 Pot - \$1 per ticket (half the pot goes to the ticket winner; the other half to the S&R Fund): _____ # of tickets requested.
 - Additional Donation to S&R Fund: \$_____ (Thank You!)
- (Note: You will also have the opportunity to pay for these games/contests the day of the event.)

Submitted by: _____ Club/Company: _____

Full Address: _____

Cell #: _____ E-mail: _____

NOTE: If a cancellation occurs due to the weather, the "submitted by" contact will be notified. It will then be that person's responsibility to notify the remaining players on the team listed above. **Rain date: Monday, October 22, 2012**

PAYMENT:

Check Enclosed Invoice (By indicating you wish to be invoiced, you agree to pay total invoice upon receipt.)

All "No Shows" will be billed. You may cancel without penalty 72 business hours prior to event registration time.

HAGCSA, P.O. Box 419264, Kansas City, Missouri, 64141 or Fax to: 816-561-1991

S&R SPONSORSHIP FORM

June 25, 2012 at Nicklaus Golf Club at LionsGate

"Organize and generate the financial means to enrich the game of golf through funding regionally based research and scholarship to qualified applicants."



The HAGCSA's Scholarship and Research Tournament is considered our most important function of the year. This tournament is the pinnacle of our fund raising endeavors and provides the optimum opportunity to have your company's name honored and recognized by our membership for your support of this well-attended event.

Title Sponsorship - \$3,500 (1 TAKEN; 0-AVAILABLE)

- Company name and logo recognition on main signage at the registration table.
- Prominently displaying of your firms name and logo in all lunch and meeting areas.
- Name recognition on all tournament material (i.e. rules sheets, sign-up sheets, etc.)
- Complementary entry and lunch for a five some in the tournament.
- Verbal recognition as title sponsor by speakers during lunch and award presentations as a key component to the success of this event.
- Recognition in *Heartbeat* publication.



Food Sponsors - \$750 (1-TAKEN; 1-AVAILABLE)

- Verbal recognition as the benefactor of our meal and appetizers during lunch and the awards ceremony.
- Company name on signage at the buffet table and on table tents positioned around the room.
- Firm's name recognition on the main banner at registration table with other participating sponsors.
- Verbal recognition for your company.
- Recognition in *Heartbeat* publication.



Beverage Stations - \$500 (3-TAKEN; 1-AVAILABLE)

- Sponsorship of one of the four on course beverage stations that are positioned around the golf course.
- Perfect opportunity to greet event participants on the golf course and get your name out there as an important contributor to the success of the event.
- Company name on signage at the beverage station you are assigned.
- Name recognition on the main banner at registration table with other participating sponsors.
- Recognition in *Heartbeat* publication.



Tee/Green Sponsorships - \$300

- Affords your company to be recognized by each player with signage posted prominently on an assigned tee box.
- Company name will be displayed with other important affiliate partners on the main banner located at registration table.
- Recognition in *Heartbeat* publication.

YES! Count us in to Support HAGCSA Scholarship & Research Efforts!

Company: _____

Contact Name: _____

Full Address: _____

Phone: _____ E-mail: _____

PAYMENT:

- Check Enclosed Invoice (*)

(*)By indicating you wish to be invoiced, you agree to pay total invoice upon receipt. Invoices will be sent electronically when an email is provided.

RETURN COMPLETED FORM BY JUNE 1, 2012

HAGCSA • P.O. Box 419264 • Kansas City, Missouri 64141 • FAX to 816-561-1991
If you have questions, please contact Kim Weitzel at 816-561-5323.

S & R Auction Donation Form

Monday, June 25, 2012

Nicklaus Golf Club at LionsGate – Overland Park, KS



The S & R Golf Tournament and Auction was developed to fund scholarships for turfgrass students, assist members' employees with continuing education expenses and support turfgrass research. Please help us provide this assistance, and to make a greater impact on the lives of those who will be the future of our industry.

The HAGCSA S & R Committee will again sponsor our annual fund raising auction to be held during the S & R Tournament at Nicklaus Golf Club at LionsGate. It's a fun opportunity to give something to your industry partners, or share a personal treasure with your friends in your industry. Donate an item that you think will draw some interest from among the HAGCSA members. Ideas include equipment, autographed memorabilia, artwork, vintage wines, golf clubs, electronics . . .you name it! The more unique, the more it could bring in for the S & R program. Last year we raised \$12,000 and we hope to beat that record in 2012. Please help us to accomplish that goal!

Please join the efforts to raise money for the S & R program by completing the form below and returning it to the Association office on or before **Friday, June 1, 2012**:

We **Thank You** in advance for your support!

Name _____

Company Name _____

Full Address _____

Contact Phone _____ E-mail _____

Your donation(s) will be listed to the membership prior to the event and listed on the auction program. Please provide the following information to help promote the live auction:

Item Donating _____ Estimated Value: \$ _____

Description _____

Item Donating _____ Estimated Value: \$ _____

Description _____

Item Donating _____ Estimated Value: \$ _____

Description _____

****You will be responsible for bringing the item(s) to the Association Office by **Friday, June 1, 2012**, or providing a certificate and appropriate picture representing the donated item(s).*

If you have any questions regarding the auction process or event, please feel free to contact Kim Weitzel at the Association Office: 816-561-5323.

HAGCSA • P.O. Box 419264 • Kansas City, MO 64141-6264 • 816.561.5323 • fax 816.561.1991 • www.hagcsa.org

McMillen Heads for Louisville

Editor's Note: Many of us have hosted KCGA sanctioned events at our courses over the years and have gotten to know and work with Steve McMillen, Executive Director. Steve has accepted a new position in Kentucky and is leaving Kansas City this spring. He wanted to send his regards to all of his friends within our ranks.



Dear HAGCSA Superintendents & Staff:

As many of you know I have accepted a new position as the Executive Director of KGA-PGA Inc. which is the umbrella organization for the Kentucky family of golf organizations. I have so many fond memories from my years in Kansas City and I will miss everyone. I will especially miss you "the guru's of turf," who I have the utmost of respect for as professionals. I would love to spend time sharing stories about snakes being put in my cart and going to the Zoo, but Editor Bertels said to keep it short. So when time allows ask Bill Maynard about the snake and Brad Gray about the Zoo. More important, thank you! I truly appreciate each and every one of you for your support of the Kansas City Golf Association during my tenure. Take care and when you find yourself in Kentucky make sure to visit Golf House Kentucky. It is a special place.

Best Regards,
Steve McMillen

Has Something Changed? Be Sure to Report Job Changes and Other Moves to the Heart of America GCSA

Phone: 816-561-5323
Fax: 816-561-1991 or
e-mail: kweitzel@swassn.com

New Executive Director for Kansas City Golf Association

Most of our members, competitors, volunteers and various partners already know that in late January Steve McMillen accepted the position of Executive Director of the Kentucky Golf Foundation. We had Steve in this role for a decade, and the association made enormous progress during that time. Steve did stay with us until March 9 to allow time to conduct a national search and fill this key leadership role for amateur golf in the greater Kansas City golf community. We received 31 applications from across the country, and interviewed the five strongest candidates. On March 11 we reached agreement with our number one choice. He is Matthew Williams, from Albuquerque, New Mexico.

Matt Williams is currently Executive Director of Sun Country Golf House, headquartered in Albuquerque, New Mexico. He served as chief architect for the creation and merger to form Sun Country Golf House. Under his golf administration for New Mexico and West Texas are the following entities: Sun Country Amateur Golf Association, Sun Country Section PGA, New Mexico Golf Tourism Alliance, New Mexico Golf Government Relations, Sun Country Junior Tour, Sun Country Foundation, and Sun Country Junior Golf Foundation, and affiliate partner with Rio Grande Golf Course Superintendent's Association. As you can see, he brings a breadth of relevant and valuable experience to our Executive Director role and he is knowledgeable and experienced in all aspects of our operations. He has conducted many USGA qualifying events and has been the official in charge of some of them, as well as for many competitions sponsored by the Sun Country Amateur Golf Association. He has scored high on the USGA Rules of Golf Exam and has also participated in a National Course Rating Calibration Seminar.

Matt is also very familiar with the greater Kansas City area. He is a native of Holton, Kansas and played collegiate golf at Kansas State University, where he earned both a B.S. and an MBA, the latter in 2003. He won the 2001 Kansas Amateur and the 2002 Heart of America Four-Ball Championship. Matt is not able to join us on a full-time basis until April 16. However, he will be in communication with our other staff on some issues and in preparation for early April events.

Please join us in giving him a hearty welcome once he is on the local golf scene. We feel very fortunate to be able to attract him to the Executive Director position in the KCGA.



Rolling rolling rolling
Though my greens are swelling
Keep them putts a rolling – *ball died!*

Rain and wind and weather
Kept ball outside leather
Whining their putts had gone so wide

All these putts they're missing
Has got my GM dissing
And calling for the end of my ride

Roll 'em once Roll 'em nice
Speed 'em up Cut 'em twice
Roll 'em twice Roll 'em out
Putt wide!!

Count 'em up Move 'em out
Move him out comes the shout
Cut 'em out Its not in
Ball Died!

Keep moving moving moving
Cause they're disapproving
Keep them putts a moving, they cried!

Don't try to understand 'em
Just double cut and brand 'em
Soon they'll be putting high and wide

My heart's calculating
That I will soon be waiting
Waiting in the unemployment line!

Putt 'em in...*BALL DIED!*

Tournaments Committee Report and Bowling Recap

By Matt Hemphill, Director

Well the annual bowling event has come and gone again so I guess that officially means that the golf season is upon us. I don't know about you all but I feel there was never a winter.



Winning bowling team from Overland Park GC

The bowling event was another success this year with the team from the Overland Park Golf Course taking home the trophy

with the combined three game total of 2289. Their team this year included Doug Melchior, Rob Bitter, Mitch Bradbury and Marc Szablewski We would like to thank our title sponsor,



Dupont, along with other sponsors of Helena Chemical, John Deere Golf, K.C. Arborist, Professional Turf Products, and Van Wall. Thanks again to all that came out and participated.

I am excited to announce that the May Classic will be taking place at Dub's Dread Golf Club on the 30th of May with the host superintendent being Scott Cummins. I would also like to remind you all of other upcoming events starting with the Joint Meeting at Lawrence Country Club on April 30. The S&R Tournament that will be held on June 25 at Nicklaus Golf Club. Then our last tournament of the year will be the MO Cup Challenge in October.

Please feel free to contact me at mhemphill@drumfarmgolfclub.com with any questions. I hope to see you all at our events this upcoming season.

Contamination or Mutation - Part 1

By Bud White, Director, USGA Mid-Continent Region

The development of off-type patches of grass in bermudagrass putting greens has been a problem since the existence of hybrid bermudagrass for putting greens. This goes back to the 1950s when Tifgreen (328) was first developed by Dr. Glenn Burton for putting surfaces. Tifdwarf was later discovered in the early 1960s as a patch of darker green, finer textured turf in a putting green at Florence Country Club, Florence, SC. Monty Moncrief, former USGA SE Director, identified this as a superior grass and took a plug to Dr. Burton at Tifton. This patch of grass was grown out and later became Tifdwarf bermudagrass.

Some areas of off-type grasses, such as the example above, actually develop through a natural mutation selection and can be superior to the base grass. The market currently is fortunate to have Champion and Mini Verde from the same mutation phenomena. However, most mutations are not of good quality and have poor characteristics. The picture below shows a typical Tifdwarf bermudagrass green which is several years old and has the inconsistent "patch quilt" look. These off-type grasses have a tendency to scalp worse than the base Tifdwarf in addition to dropping their leaves and becoming very 'stemy' after verticutting. Thus a quality putting surface has become impossible to maintain and the aesthetics are quite poor. This type of green is definitely a candidate for resurfacing.



Heavily mutated TifDwarf green 16 years old

The superintendent must first determine whether the problem is mutation or contamination from invasion of other grasses, as there is a difference. This also determines the plan of action. Many contamination problems have been accused of being mutation to mitigate a possibly poor effort to rogue greens and keep their purity intact. Contaminated planting stock can also be blamed as mutation. If a green looks similar to the above photo but is only one to three years old, this is not mutation. Contamination comes from either introduction of off-type grasses from adjacent areas, which includes collar encroachment, or the planting of an impure sprig stock onto the greens initially. This is why purchasing certified sprigs of a particular variety is so critical.

When surfaces become so inconsistent due to contamination or mutation, the club will need to decide what action to take based on its intentions, be it resurfacing, repairing, or managing the current surface due to lack of funds for repair or resurfacing.

In part two we will discuss further how to decide whether a poor putting green is contaminated or mutated and the options for improvement.

NEW WEBSITE

(Same Address – New Look)



www.hagcsa.org

The Victory of Vulnerability

By Robert Wilson

"Turn to chapter ten and begin reading" My history teacher, by ending that sentence with a soft pause, led us to believe there were further instructions coming. The entire class stared at him in anticipation.

After a moment he said, "Why aren't you reading? Why are you looking at my face? There is no print here and even if there were you couldn't see it."

The class burst into laughter. Frank Biggs, one of the five African-American teachers in an all-white high school, frequently made fun of his race. He was a master of the self-deprecating joke, and subsequently joke, and subsequently the most popular teacher on campus.

In contrast to my comical teacher, I was clueless about the art of self-effacing humor, but worked hard at cracking jokes and building a reputation as a class clown.

One day, after opening with his usual bit of comedy, Mr. Biggs asked the class, "Why is Africa called the Dark Continent?"

Wanting to compete with my entertaining teacher, I blurted out an answer I thought was certain to be rewarded with laughter from all: "Because of all the darkies that live there!"

Oops! The class laughed, but not Mr. Biggs. Instead, he spent the rest of the class scolding me for my insensitivity. He made me feel shame - that burning sensation of unworthiness - that most of us avoid at all cost. He also gave me a failing grade in Conduct for the semester. It was a grade that would keep me out of the Beta Club, an exclusive organization for high-achieving students, and limit my prospects for college. It was a high price to pay for creating a cool persona.

I was reluctant to tell this story - even though I was a high school kid and that was a different era, it seemed risky because it may be perceived differently today - but then I thought, "If I'm going to write advice about vulnerability, then I should be willing to live it as well."

In a recent column, I wrote about the universal craving for connection, and how we live for our friendships. Yet, at the same time, most of us repel the very intimacy we desire from our relationships. We do this by hiding our vulnerability, by building impervious walls - personas - to protect us from embarrassment and shame. Most of this emotional armor dates back to our early youth when we were terrified by a pimple, a bad-hair day, or wearing the wrong clothes.

Back in the 1970s, my friends and I would watch the TV show *Happy Days*. We all wanted to be cool

like the leather jacket clad, motorcycle riding, Fonzie. But it's easier to be funny than it is to be Fonzie, so I hid behind a shield of humor.

For the most part it worked. I made the other kids laugh and that made me cool. I was content. It would be decades before I learned the subtle art of making fun of myself in ways that people can relate to on a personal level.

American novelist, Madeleine L'Engle, notes, "When we were children, we used to think that when we were grown-up we would no longer be vulnerable. But to grow up is to accept vulnerability."

The truth is that we're terrified of making ourselves vulnerable because we are terrified of shame. So much so, that many of us have experienced nightmares of being naked or in our underwear in school or at work.

Eventually, I discovered and studied the wit of Woody Allen, who dead-panned his vulnerability, "I sold the memoirs of my sex life to a publisher. They are going to make a board game out of it."

When I started dating again after my divorce, I learned to turn the humor back on myself when I was asked potentially embarrassing questions that made me nervous. I recall responding to: "Do you like to dance?" with: "I love to dance... but I'm afraid the only step I know is the Fred Flinstone."

Over time, however, I began to notice that my relationships were as shallow as my jokes. I began to crave greater intimacy with my girlfriend, but I would expect her to be vulnerable - not me. Gee, why would I think that should be reciprocal?

Now, I'm finally beginning to figure out the power of vulnerability. When you show someone your true self, you invite trust. Why does this work? It works because people understand that we are risking shame and they completely relate to that.

It's not just for personal relationships, it works in business as well. I am comfortable standing on a stage speaking to hundreds or thousands of people, but talking with a client one-on-one for the first time scares the heck out of me. When I'm nervous, I become a chatterbox and talk non-stop, and while that serves me well on the platform, it is annoying in a conversation. I now explain this fear to my prospective clients, then ask them to tell me to put on the brakes if I get too talkative, and let me know it is their

Continued on next page



turn to speak. It's funny, but it seems to be happening less often, go figure!

Dr. Brene Brown, a professor of Social Work at the University of Houston, has labeled those who are willing to be vulnerable as "Whole-Hearted People." She identifies their number one trait as having the "courage to be imperfect."

Vulnerability is disarming, and makes aggressors back down. It is the primary component of Verbal Judo which I have mentioned previously in this column.

Even dogs get it. When two dogs are fighting for hierarchy in a pack, one will eventually back down by rolling over and exposing his throat and belly. That act of vulnerability sends a powerful signal that keeps one dog from killing the other.

So, am I getting it? I looked at my website and my Facebook profile just before writing this, and noticed that I'm clearly still trying to be cool. On the other hand, I have found that the more vulnerable I am in this column the more favorably people respond to it. I'm also finding that

the more vulnerable I allow myself to be in all my relationships, the more trust and intimacy I build.

I'll conclude with the armor piercing words of C.S. Lewis, from his book, *The Four Loves*: "To love at all is to be vulnerable. Love anything and your heart will certainly be wrung and possibly be broken. If you want to make sure of keeping it intact, you must give your heart to no one, not even to an animal. Wrap it carefully round with hobbies and little luxuries; avoid all entanglements; lock it up safe in the casket or coffin of your selfishness."

Ouch! I think I'd rather risk exposing my throat. Sure, I stand a chance of getting bitten, but I might also end up being smitten. (Corny - I know, but that's me!)

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs, please visit <http://www.jumpstartyourmeeting.com>.

Tony's Teasers



Do you want to be "one of the four" big winners of a \$250 gift card (right before Christmas)!? Simply participate in the 2012 Tony's Teasers trivia game. Each answer will pertain to something related to our industry, terminology we would recognise, a golf course, or even a local member (or a play on their name). The answer can be a person, place or thing.

March Answer: Goose poop

Every month I will supply a clue. You must then come up with the correct response and submit your answer via the website only (www.hagcsa.org) prior to the answer being supplied in the next edition. Correct responses will entitle an entry (one entry per correct response) into the drawing. If you solve each month's riddle, your name gets put in the hat that many times; increasing your odds at this fabulous shopping spree. You must be present at the Holiday Party to win; so everyone better get in the spirit of the season! All members in good standing are eligible to enter.

April Teaser: Brad's Body

Answer: _____

Hint: You'll never see him onTV!

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SILVER PARTNERS





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~ If you are applying for membership as a Superintendent, you **must** also be a member of the national association, Golf Course Superintendents Association of America.
 Download an application at: www.gcsaa.org ~

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Check here if you wish to receive your mailings at home.

JOB INFORMATION: LIST CURRENT EMPLOYMENT FIRST

DATES EMPLOYED	EMPLOYER NAME AND ADDRESS	TITLE
From _____ To _____	_____	_____
From _____ To _____	_____	_____
From _____ To _____	_____	_____
From _____ To _____	_____	_____

I hereby make application for membership in the Heart of America Golf Course Superintendents Association and attach herewith my dues for the current year. If accepted, I agree to uphold the by-laws of this Association and subscribe to the following code of ethics. To the end that confidence and respect may be enjoyed by members of our Association, the code of ethics is promulgated and observation of its provisions required.

- Every member shall take pride in his/her work and regard it as a profession in which all members strive to maintain its good name.
- Realizing that the best asset that a member can have is thorough knowledge of his/her business, he/she shall constantly try to improve his/her knowledge and effectiveness by freely exchanging experiences and ideas with fellow members and take advantage of all opportunities for improvement.
- He/she shall endeavor to maintain courteous relations with his/her employer and his/her associates and endeavor to have his/her employees take pride in doing their work well.
- In accomplishing his/her own and the Association's best interest, observance of the following suggestions are recommended.
 - **Seeking Employment:** 1. Seek counsel of local associations when applying for a position in a new district; 2. Recommend only qualified GCSAA members; 3. Ascertain the wage scale in the district in which you are seeking employment, then uphold that talk with the person who last held or now holds the position of Golf Course Superintendent.
 - **Visiting:** 1. Present your HAGCSA or GCSAA membership card when visiting; 2. Always contact the Superintendent of the course you are visiting; 3. Honor requests for technical help from golf courses only when channeled through the Superintendent of the course making the request.

Communication Consent: I agree to receive notices, advertisements, announcements, brochures, and other information from Heart of America Golf Course Superintendents of America via facsimile, telephone or e-mail. I further agree that my express permission to fax, telephone or e-mail me such notices and other information will continue and have no date of expiration, unless a written request is received indicating a change in permission.

ATTESTED: The applicant must be attested by three peers and/or colleagues.

Print Name: _____ Signature _____ Date _____
 Print Name: _____ Signature _____ Date _____
 Print Name: _____ Signature _____ Date _____

Please include Annual Membership Dues with Application (Term: January to December):

- Superintendents - \$130
- Assistant Superintendents - \$70
- Suppliers - \$130
- Golf Course Employees - \$70
- Students - \$25

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