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Heart of America Chapter

GCSAA
GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA

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Presidential Club



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 43, No. 10

THE OFFICIAL PUBLICATION OF THE HEART OF AMERICA GCSA

November 2011

Holiday Party



December 2, 2011

Argosy Casino Hotel

- Meet the President
- Candidates for Office
- The Day I Should Have Played the Lottery

Heart of America Chapter
GCSAA
GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA

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President's Message**Greetings HAGCSA Members,**

It has truly been an honor and a privilege to serve as your President over the past two years. The opportunity to represent such great members under extreme conditions and circumstances has been a great challenge and one that I will never forget. Several exciting events and accomplishments have happened to the association and its members. They include but not limited to:

- Common Ground Conference successfully profited \$10,700.
- PRP Program successfully profited an additional \$7,000 in sponsorship dollars compared to 2011; which helps offset cost and expenses to the membership.
- PRP Program was recognized as the leadership in sponsorship program throughout local chapters across the United States.
- Sandy Queen, CGCS, Past president - Elected as GCSAA Vice President.
- Pat Finlen, CGCS, Past President - Elected as GCSAA Secretary/Treasurer.
- Bill Maynard, CGCS, Past President - served his second year Director term on the GCSAA BOD
- GCSAA Grant Recipient - \$1,000; which was allocated to Public Relations expenses, to offset Midwest Communications fee (booth, radio, ads).
- Donated \$9,000 toward scholarships, employee awards and the First Tee Program.
- Donated \$5,000 to GCSAA EIFG. This brings our total given to over \$100,00 since 1987; which has earned us a "President" status. The only other chapters that have earned this status level is the North Carolina & Florida chapters.
- Donated \$17,500 toward research projects with the University of Missouri and Kansas State University.
- Honored the third Legacy Scholarship recipient with a \$1,000 check (funded by PTP and TORO).
- Gained 27 new members.
- Created a new website with membership only features.
- Contributed our stride with a strong financial year; allowing the association to create a reserve account with a starting fund of \$24K.
- Reshaped the board of directors structure to allow leadership growth and association longevity.

Thanks to all of the members who have made these accomplishments happen.

I would like to take this opportunity to say "Thank You" to the current Board of Directors. You have worked so hard and dedicated your time and efforts to make the past two years very special. You represented the association very well and you should be commended for your commitment to the HAGCSA. I would also like to "Thank" Kim Weitzel for all of her hard work and preparation throughout the entire year. Your experience and can-do attitude have made this a great year for the HAGCSA.

Thanks to everyone involved with the Missouri Cup Challenge especially the Title Sponsors John Deere Golf and Van Wall. The weather was absolutely perfect and the turnout was once again very good.

Make plans to attend the Annual Meeting on November 8 and the Holiday Party on December 2.

Doug Melchior,
HAGCSA President

Scholarship & Research Committee Update

By Jeff White, CGCS, Director

Hopefully everyone has been able to take a deep breath as we head into the “off-season.” The S&R group is and has been busy as usual. We are currently reviewing research proposals and fund distributions.

The 2011 event raised just over \$25,000. We have approximately \$40,000 in the S&R endowment. The endowment will most likely be tapped into for 2011-12 distributions. The committee normally allocates funding as follows:

GCSAA.....	\$5,000
Scholarships.....	\$5,000
Employee Awards.....	\$2,500
First Tee.....	\$2,500
Subtotal	\$15,000

KSU and MU Research: Varies annually. There are annual and multi-year projects being funded and under consideration currently.

As you can see, there is only \$10,000 left over from 2011’s fund raiser. It was because of time like these that the endowment was created. Our normal funding levels to MU and KSU research trials generally exceed \$10K. I’m not stating we spend all of it at once, just trying to keep folks abreast of the committee decision making process.

I look forward to seeing everyone at Lake Quivira for the Annual Meeting.

Has Something Changed?

Be Sure to Report Job Changes and Other Moves to the Heart of America GCSA

**Phone: 816-561-5323
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Programming Committee Report

By Duane Sander, CGCS, Director

Another year under our belt, seems like just the other day we were teeing it up at Ironhorse Golf Course listening to Dr. Lee Miller and Dan Lloyd give research updates on Primo applications and showing us proper techniques on soil sampling and the mobile diagnostics lab. As we wind down for the year and finish our fall projects, (adding more irrigation, drainage and striping in Zoysia) we need to find the time to network with other fellow Superintendents to discuss (and cuss) another year in the Golf Course business and there is no better way than over a few cocktails while listening to a very good Comedian. So come join us December 2nd at the Argosy Casino as we celebrate another year, give out a few awards, laugh a little and have good time. If you want to stay the night just call and make your reservation now, just tell them with the golf course superintendents group a receive a reduced rate of \$129.



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HOLIDAY PARTY

DATE: Friday, December 2, 2011

LOCATION: Argosy Casino Hotel
777 NW Argosy Parkway
Riverside, MO 64150
Room: Casablanca/Cordoba (upper level – top of escalator)

SCHEDULE: 6:00 p.m. - Registration & Cocktails
7:00 p.m. - Dinner
7:45 p.m. - Program & Awards
8:30 p.m. - Entertainment: Comedian, Mike Baldwin (PG-13 show)
9:30p.m. - Raffle
10:00p.m. - Try your luck at the Casino

COST: \$50.00 per person (spouses and significant-others are welcome to attend.)

ROOM BLOCK: The Argosy has extended a discounted room rate of \$129 for a block of 10 rooms if you wish to stay the night.
Make your own reservation by calling 1-800-270-7711 and state you're with the "Golf Course Superintendents".
Room Block Deadline: November 12, 2011.

FREE HAGCSA Membership - A separate drawing will be held for three free HAGCSA 2012 Memberships in categories A/B, C, AF
Must be present to win.

DRESS CODE: Business casual

RESERVATIONS: Mail, Fax or Email Reservation no later than Monday, November 28.

Yes, I/we plan to attend the Holiday Party!

Attendee(s): _____ Spouse/Significant: _____

Head Superintendent or person to invoice and/or contact: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

PAYMENT:

Check Enclosed Invoice(*) Credit Card: No.: _____
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POLICY:

- > 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.
- > Cancellation refunds will not be provided within 24 hours of event.
- > "No Shows" will be billed.

Complete form and Mail, Fax or Email no later than Monday, November 28 to:
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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.

Public Relations Committee Report

By Brad Gray, Director

As the year passes so does all the achievements that occurred. The Public Relations Committee worked diligently to promote the profession, the association and you; the member. The time involved was well worth the effort because it positively provided media and public exposure. Instilling the message that members of the Heart have a direct impact on the success of the golf facility was the main focus.

During the month of February the HAGCSA hosted a booth at the KC Golf Show which was directed by the Public Relations Committee. The booth looked great and was well attended by many Kansas City area golfers. Thanks to all for taking time to volunteer and working the booth. In addition, a BIG thanks to Kansas Golf & Turf, Professional Turf Products and Van Wall for providing equipment to display in the booth as well as donating a daily raffle items to give-away to booth visitors during the show.

As you may recall the board approved the allocation of funds for sponsorship of the Midwest Golf Talk Radio Hour hosted by Bryan Wright on WHB 810 sports radio. As a sponsor the HAGCSA received acknowledgment on the air during the show as well as the opportunity to have an in studio guest. Studio guests consisted of HAGCSA members that shared some insight into the profession. This was a great opportunity to promote the golf course management profession while showcasing a few members of the Heart.

In late June the GCSAA Strategic Communications Committee awarded the HAGCSA a grant of \$1,000 as part of a chapter outreach program. An application was submitted by the PR Committee on behalf of the Heart. The grant aided in offsetting the expenses utilized to market the association to the public and membership via the Midwest Golf Talk Radio Hour.

In addition to the radio show, the committee helped recruit volunteers to assist Gary Sailer, Certified Golf Course Superintendent of Nicklaus Golf Club at Lionsgate, with the PGA Nationwide Tour Midwest Classic Golf Tournament. Thank you to all who volunteered and sharing your valuable time. Gary and his team had the course in great condition. Furthermore, the committee thanks the following vendors for providing meals during the evening work shift at the Midwest Classic: John Deere Landscapes, Kansas City Turf Supply, BWI and the GCSAA.

I would like to thank the following members for volunteering to serve on the 2011 Communications/Public Relations Committee: Tony Bertels, Bill Irving, John Johnson, Steve McMillen, Jamie Schmitt, Brent Stephenson and Aaron Willing. Work still needs to be done because the job of promoting the golf course turf management profession is an endless task. Hope all is well and may next year bring good will to all.



ANNUAL MEETING

November 8, 2011

LAKE QUIVIRA COUNTRY CLUB

12:00 noon – Golf (optional)

5:00 p.m. – Registration / Cash Bar

6:00 p.m. – Dinner

6:45 p.m. – Annual Meeting & Election of Officers

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Employee Tournament Report

By Spencer Roberts, Special Director

The Employee Tournament Committee and I are continuing to have a great year. We have set many goals and are confident we have achieved them. One of our main goals was to organize a fun and successful employee tournament and the other was to have three or four successful Assistant Superintendent Professional Development sessions.

The Employee Golf Tournament had a great turnout. We had wonderful support from our vendors and local superintendents. We have also had successful Assistant Superintendent Professional Development Sessions. We have currently had two sessions this year both being a successful tool for the future. Thank you to all the Superintendents for volunteering their time and providing us with great advice for the future. We will be having another session this fall with a new topic so look for a posting or email very soon.

I would like to thank Drumm Farm Golf Course for providing us with their great golf course to host this year's Employee Golf Tournament. Thank you to golf course superintendent Matt Hemphill and the staff for all that they did to make this tournament a success. I would also like to thank all the vendors and sponsors of the tournament. Without your support and help this tournament would not be possible.

I would also say thank you to my committee and the Heart of America board. It has been an amazing opportunity and amazing year. I look forward to being in touch with everyone soon.



HOLIDAY PARTY Argosy Casino & Hotel



December 2, 2011


6:00pm/Registration
7:00pm/Dinner
7:45pm/Program
8:30pm/Comedian, Mike Baldwin
9:30pm/Raffle
10:00pm/Try your luck at the Casino

~ Registration Form Enclosed ~

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2011 LEGACY SCHOLARSHIP RECEIPIENT



Abigail Naudet, daughter of Paul Naudet, Superintendent, The Club at Porto Cima, Sunrise Beach, MO; was awarded the 2011 HAGCSA Legacy Scholarship (funded by Professional Turf Products and TORO).

Abigail is a freshman at the University of Kansas, majoring in political science and education. She attended School of the Osage High School, where she was active in tennis, band, choir, student council, drama and clubs such as Academic Bowl, T.I.E.S., Future Leaders of America and Ecology to name few.

HAGCSA provides an annual \$1,000 Legacy Scholarship to the children or grandchildren of active members. We wish Abigail all the best with her bright future.



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2011 MO CUP CHALLENGE

By John Sheehe, Special Director & Dave Fearis, Special Director

The 2011 MO CUP CHALLENGE was a great success. The weather was perfect and all 105 participants enjoyed the excellent condition of both Lake Valley Golf and CC and The Club at Old Kinderhook. Special thanks go out to Alex Hultz, Supt. at Lake Valley and Rusty Fuller, Supt. at Old Kinderhook and their staffs.

Also, this tournament could not have been possible without the support of our sponsors.

Next year the MO CUP CHALLENGE will be held on Monday, Oct. 1 at Lake Valley and Oct. 2 at Old Kinderhook.



2011 MO CUP CHALLENGE WINNERS

~ Special Thanks to our Sponsors ~

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COMMON GROUND REPORT

By Paul Davids, CGCS, Director

The Heartland Green Industry Expo will be held on Dec. 13 & 14 this year at the Overland Park Convention Center. The conference education will be outstanding this year. You will be able to earn your pesticide recertification for Missouri AND Kansas. In addition to the recertification, you can attend irrigation classes, sessions on management, trees and shrubs, and of course the golf session. The golf line-up offers opportunities for everyone. Roch Gaussoin and Frank Rossi will be here presenting their PTI (Professional Turf Intelligence) seminar. There will be sessions on cart path renovations, weather, team leading, fertilizer, and fungi. This program will provide a wealth of knowledge presented in entertaining and engaging formats. We have applied for GCSAA CEU's for the conference; this will be an excellent opportunity to earn these credits locally. The raffle will again be held during the reception on Tuesday evening. We will have many prizes including an i-Pad and a large screen TV. You will receive one raffle ticket when you pre-register by the Dec. 1 deadline. You will have the opportunity to purchase more chances on Dec. 13 at the conference. A 10 percent discount is available if you register three or more attendees from the same company by the early deadline. The conference this year is one not to miss.

The trade show floor is filling quickly. We have already sold one island booth to Professional Turf Products, and mini-island to Kansas Golf and Turf. Nearly half of the 10 x 10 booths are sold. There is room still available, see the conference brochure to reserve your space before it all sells out. Be sure to plan your days to see all of the vendors at the show and learn what is new in the world to make your job easier. The conference will once again be a top-quality opportunity to network with your peers and gain a plethora of knowledge. Be sure to put it on your schedule, do not procrastinate, and send in your registration early. Registration information is included in this Heartbeat starting on page 14.

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CONFERENCE SCHEDULE



December 13	IRRIGATION	TREES & ORNAMENTAL	RECERTIFICATION	GOLF
7:00am – 8:00am	Registration & Continental Breakfast	Registration & Continental Breakfast	Registration & Continental Breakfast	Registration & Continental Breakfast
8:00am – 9:00am	Wire Locating & Fault Finding in Irrigation Systems Jeffrey Knight, Ewing Irrigation	Nurturing a Seedling Through Some Challenging Years Seth Smith, Rosehill Gardens	Ornamental Pests & Their Control Jeff Haley, Landscape Industry Certified Hours: 2, 3A, 3C	Golf Turf PTI (Professional Turf Intelligence) Roch Gaussoin, University of Nebraska Frank Rossi, Cornell University
9:15am – 10:15am	Valve Troubleshooting Jeffrey Knight, Ewing Irrigation	Raising the Tree to Maturity & Keeping it Healthy Matt Evans, Ryan Lawn & Tree	9:00am – 10:00am Turf Pests & Their Control Jeff Haley, Landscape Industry Certified Hours: 3B	
10:15am–10:30am	BREAK	BREAK	BREAK	BREAK
10:30am –11:30am	What's New in Irrigation Representatives from Hunter, Rain Bird, Toro & Irritrol	Proper Mulching Techniques Dennis Patton, Johnson County Extension Office	New Developments - Labels Brad Fresenburg, University of Missouri Hours: 2, 3A, 3B, 3C	Golf Turf PTI (cont.) (Professional Turf Intelligence) Roch Gaussoin, University of Nebraska Frank Rossi, Cornell University
11:30am – 1:00pm	TRADE SHOW & Lunch	TRADE SHOW & Lunch	TRADE SHOW & Lunch	TRADE SHOW & Lunch
1:00pm – 2:00pm	Low Voltage Lighting Basics Darin Ayres, FX Luminaire	A Colorful Landscape Dr. Alan Stevens, K-State Vaughn Fletcher, McHutchinson	1:00pm – 2:00pm Pesticides & Pesticide Waste Bill Norris, Reinders Hours: 2, 3A, 3B, 3C	Hardscapes: Why Do They Fail? Tips & Tricks for "In-House" Cart Path Repair Dave Howrey, Howrey Construction
2:15pm – 3:15pm	Low Voltage LED Lighting: What Should I Know? Tim McKay, Vista Professional	Panel Discussion: What's Hot, What's Not Michael Ashley, Jeff Goldsby, Tory Schwope, & Alan Stevens	2:00pm – 3:00pm Safety Bill Norris, Reinders Part of Core Hour	Effects of Fertility on Turf Diseases Lee Miller, University of Missouri How Fungi Do Their Dirty Work Megan Kennelly, K-State University
3:30pm – 4:30pm	Drainage Basics, NDS/ADS	Proper Cultural Practices Brad Fresenburg, University of MO	3:00pm – 4:00pm Missouri State Laws Kansas State Laws Part of Core Hour	Research: Year in Review Lee Miller, University of Missouri Megan Kennelly, K-State University
4:30pm – 6:00pm	TRADE SHOW & Networking Reception	TRADE SHOW & Networking Reception	TRADE SHOW & Networking Reception	TRADE SHOW & Networking Reception
December 14	CAREER	MANAGEMENT	RECERTIFICATION	GOLF
7:00am – 8:00am	Registration & Continental Breakfast	Registration & Continental Breakfast	Registration & Continental Breakfast	Registration & Continental Breakfast
8:00am – 9:00am	Landscape Industry Certified Training – Math (Spanish & English) Anne Dercher, Summit Lawn & Landscaping, Jeff Haley, Landscape Industry Certified & Rodney St. John, K-State University	The Business of You! Steve McClatchey Alleer Training & Consulting	Serious Threats to Ornamentals Chris Starbuck, University of MO Hours: 2, 3A, 3C	The Business of You! Steve McClatchey Alleer Training & Consulting
9:15am – 10:15am		DOT: A Hands On View Mark Maisch, Ryan Lawn & Tree	What More So We Know About Thousand Cankers Disease? Chris Starbuck, University of MO Hours: 2, 3A	Weather Any Storm: The Five Lies of Forecasting Sara Croke, Weather or Not
10:30am –11:30am		Leading a Team & Leading Change Strategies for a Team, Department or Organization Steve McClatchey, Alleer Training & Consulting	New Research on Plant Growth Regulators (PGR) Gary Custis, PBI Gordon Hours: 3A, 3B, 3C	Leading a Team & Leading Change Strategies for a Team, Department or Organization Steve McClatchey, Alleer Training & Consulting
11:30am – 1:00pm	TRADE SHOW & Lunch	TRADE SHOW & Lunch	TRADE SHOW & Lunch	TRADE SHOW & Lunch
1:00pm – 2:00pm	Job Fair	Microsoft Outlook: Tips, Tricks & Best Kept Secrets Steve McClatchey Alleer Training & Consulting	Gary's Top Ten List Gary Custis, PBI Gordon Hours: 3A, 3B (2 hours each)	Cutting Edge Superintendent Bob Brame, USGA
2:15pm – 3:15pm		Marketing Your Business Using Social Media Rodney St. John, K-State University	Brown Patch Management Strategies on Tall Fescue Lawns Lee Miller, University of MO Hours: 3B	Hot Topic Round Table Bob Brame, USGA Ty McClellan, USGA
3:30pm – 4:30pm			Adjoined	Adjoined
4:30pm – 5:00pm	Adjoined	Legislative Issues	Adjoined	Adjoined

REGISTRATION FORM

Heartland Green Industry Expo: "Common Ground"
December 13-14, 2011 • Overland Park Convention Center • Overland Park, KS

ASSOCIATION

I belong to the following Association(s) or received my conference materials from (check the boxes that apply):

- Heart of America Golf Course Superintendents Association (HAGCSA)**
- Mid-America Green Industry Council (MAGIC)**
- Other:** _____

TYPE OF BUSINESS (please check one)

- | | | | |
|---|---------------------------------------|---|--|
| <input type="checkbox"/> Golf Courses | <input type="checkbox"/> Irrigation | <input type="checkbox"/> Nurseries | <input type="checkbox"/> Colleges/Universities |
| <input type="checkbox"/> Lawn Care Services | <input type="checkbox"/> Sod Products | <input type="checkbox"/> Parks & Recreation | <input type="checkbox"/> Public Schools |
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Name _____ Organization _____

Organization Address _____

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Daytime Phone _____ Fax _____ E-mail _____

REGISTRATION & FEE

	Member	Non-Member	
<input type="checkbox"/> Full Conference	\$180	\$230	\$ _____
<input type="checkbox"/> One Day Only: <input type="checkbox"/> December 13 <input type="checkbox"/> December 14	\$100	\$150	\$ _____
<input type="checkbox"/> Half Day + Lunch: December 13: <input type="checkbox"/> AM+Lunch <input type="checkbox"/> Lunch+PM or December 14 <input type="checkbox"/> AM+Lunch <input type="checkbox"/> Lunch+PM	\$75	\$125	\$ _____
<input type="checkbox"/> Student - Full Conference	\$50	\$50	\$ _____
<input type="checkbox"/> Student - One Day Only: <input type="checkbox"/> December 13 <input type="checkbox"/> December 14	\$25	\$25	\$ _____
<input type="checkbox"/> MAGIC Members – Recognition Reception (Dec. 12, 4pm, Sheraton Hotel)	\$20	\$20	\$ _____
<input type="checkbox"/> Late Fee (after December 1 = cost + fee):	\$25	\$25	\$ _____
<input type="checkbox"/> Walk-In Fee (Onsite Registration = cost + fee):	\$50	\$50	\$ _____
		TOTAL	\$ _____

TRACK PREFERENCE (please select one)

In order to accommodate seating for each session, we would like to know what "track" you plan to attend most: Sports Turf Recertification Golf Management Irrigation/Trees

PAYMENT

- Check Enclosed (check made payable to: Heartland Green Industry Expo). Payment must accompany registration form.
- Invoice my Organization (By invoicing; you must be a member of one of the co-host associations and agree to pay total amount due by December 1, 2011. Invoicing not permitted after December 1.)

CANCELLATION / REFUND POLICY

If cancellation is necessary, substitutions are permitted. A written request for a refund must be received on or before December 1, 2011. The amount refunded will be less a \$25.00 processing fee. No refunds will be made after this date. Mail your request to the Mgmt. Office: P.O. Box 419264, Kansas City, MO 64141.

DEADLINE

Mail or Fax Registration with Payment on or before **December 1, 2011**, to the: Heartland Green Industry Expo, P.O. Box 419264, Kansas City, MO 64141, Fax: 816-561-1991

**TAKE
ADVANTAGE**

- Register three or more people from the same company and receive **10% OFF** your total registration fee!
- Members can sign-up their staff at the member pricing.
- Pre-Register for the "Full Conference" or "Day-One; Full Day" (Dec. 13) by registration deadline (Dec. 1) and you'll receive a raffle ticket which will enter you into the drawing for a plasma TV, IPAD, digital camera, gift cards and more! (Raffle will be held December 13 at 5:30pm. Must be present to win.)

EXHIBIT RATES & FLOOR PLAN

Heartland Green Industry Expo: "Common Ground" December 13-14, 2011 • Overland Park Convention Center • Overland Park, KS

Want to cut your cost, travel and time out of the office? . . . Exhibit at the Heartland Green Industry Expo where the top turf related associations in the heartland area are joining forces to present one of the largest conference and expos of its kind. It's one fee for exposure to several hundred attendees and multi associations at one time. Our attendees (lawn and landscape companies, golf course superintendents, irrigation contractors, and sports turf managers) are eager to see your products and equipment; so consider multiple booths for maximum exposure. Make your booth(s) selection by completing the exhibit contract on the following page; then mail or fax to the Heartland Green Expo Office. It's first-come, first-served; so don't delay. *(First priority will be given to contracts received with payment.)*

EXHIBIT RATES

Island (20x40)	\$2,250
Mini-Island (20x20)	\$1,400
Booth (10x10)	\$650
Additional Booth (10x10)	\$300



EXHIBIT HALL DECORATOR

The official show decorator is Geo. Fern Co. Upon receipt of your paid reservation agreement, The Association Office will notify Geo. Fern Co. and an exhibitor-kit with order forms and services will be mailed to the *contact name* on the Exhibit Contract. Geo. Fern Co. can also be reached at (816) 221-0525.

George Fern Company
Expositions • Corporate Events • Exhibits
Nationwide

- Banner Stands
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- Pop Up Displays
- Golf Course Sponsor Signs

816-221-0525 www.georgefern.com
751 Wyoming Street Kansas City, Missouri 64101

REPRESENTATIVES

- Island — 20'x40' (5 representatives included)
Includes: (8) 8ft tables, sixteen chairs, trashcan and basic signage
- Mini-Island — 20'x20' (4 representatives included)
Includes: (4) 8ft tables, eight chairs, trashcan and basic signage
- Booth — 10'x10' (2 representatives included)
Includes: 8ft table, two chairs, trashcan and basic signage
- Additional Booth — 10'x10' (1 representative included)
Includes: 8ft table, two chairs, trashcan and basic signage

***Additional Booth Representative(s) — \$75 per rep / per day

EXHIBIT RATES INCLUDES:

Exhibit rates include: two continental breakfasts, two lunches, one coffee break, one reception and registration materials (per rep.). Please note the "Representatives" section above, for allotment of representatives and materials provided.

FREE SEMINAR REGISTRATION

As an exhibitor, you're provided the opportunity to attend the education sessions FREE of charge. Please indicate on your exhibit contract if you plan to attend, so we can make accommodations for seating and materials.

SOLICITATION

No solicitation will be allowed on the showroom floor unless a booth or island has been purchased. Those that don't adhere to this rule will be asked to leave the exhibit hall, at the discretion of the conference committee.

ATTENDEE LIST

To follow-up with your trade show contacts, a complete list of attendees will be sent electronically (to the email address indicated on the Exhibit Contract), after the conference.

SHOW HOURS

Move In

- Monday, December 12, 2011
 - Islands & Min-Islands: 11:00am – 6:00pm
 - Booths: 2:00pm – 6:00pm
 - (Note: Doors will be closed at 6:00pm)

Show Hours

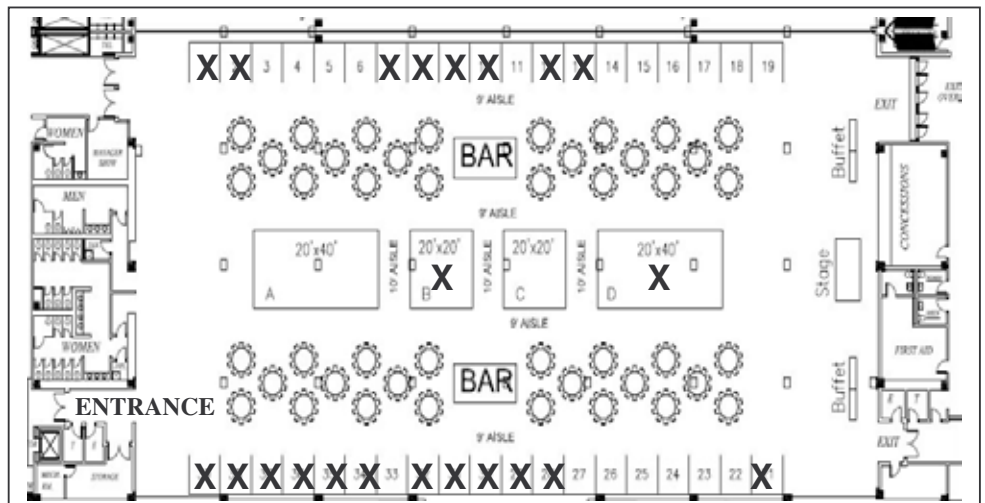
- Tuesday, December 13, 2011
 - 11:30am – 1:00pm
 - 4:30pm – 6:00pm
- Wednesday, December 14, 2011
 - 11:30am – 1:00pm

Networking Opportunities

- Tuesday, December 13, 2011
 - 7:00am – 8:00am (continental breakfast)
 - 10:15am – 10:30am (break)
- Wednesday, December 14, 2011
 - 7:00am – 8:00am (continental breakfast)

Dismantle

- Wednesday, December 14, 2011
 - 1:00pm – 6:00pm



CONTRACT FOR EXHIBIT SPACE

Heartland Green Industry Expo: "Common Ground"

December 13-14, 2011 • Overland Park Convention Center • Overland Park, KS

INSTRUCTIONS

Please complete contract and return to the Association office with your check in the amount indicated below. This agreement becomes effective when it is approved, accepted and signed by the Association. This agreement, dated _____ is made between the Heartland Green Industry Expo: Common Ground Committee and _____ (Exhibiting firm).

In consideration of the sum indicated below as booth rental price, the Heartland Green Industry Expo leases space in their exhibit area pursuant to the Rules and Regulations as defined and published as they appear in the attached document, and which are made a part hereof. Heartland Green Industry Expo hereby assigns the required space(s), but the Exhibitor grants Heartland Green Industry Expo the right to alter locations if and as necessary to create a more effective exhibit, subject to the approval of the Exhibitor. Exhibitor is entitled to standard booth equipment as defined in the Rules and Regulations. Such equipment will be provided ONLY when ordered by means of the order form to be included in the Exhibitor packet. Exhibitor understands and agrees that expenses for trucking and handling of exhibit materials and equipment into and out of the exhibit building; for erecting and decorating the display; for electrical service and power; and for all other costs incidental to operation of the exhibit, are not part of the show fee and are paid separately by Exhibitor to the Official Contractor or suppliers of these services.

APPLICATION (Fully complete the information below exactly as it should appear in the show program and all official listings.)

Company Name _____ Contact Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ Fax (____) _____ E-mail _____

List Representatives Attending (Booth/2; Mini-Island/4; Island/5) 1) _____ 2) _____

3) _____ 4) _____ 5) _____

★Place a star next to those reps. that will be attending the educational seminars (free of charge). Need for headcount.

BOOTH ASSIGNMENT AND PAYMENT SCHEDULE

Exhibit Space Requested: 1ST _____ 2ND _____ 3RD _____ 4TH _____

BOOTH COST

_____ # of Islands x \$2,250 \$ _____

_____ # of Mini-Islands x \$1,400 \$ _____

_____ # of Booths x \$650 \$ _____

_____ # of Additional Booths x \$300 \$ _____

_____ # of Additional Booth Reps. \$ _____
(list reps. in next column)

ADDITIONAL BOOTH REPS. (\$75 per person; per day)

_____ Dec. 13 Dec. 14

_____ Dec. 13 Dec. 14

_____ Dec. 13 Dec. 14

_____ Dec. 13 Dec. 14

_____ Dec. 13 Dec. 14

TOTAL AMOUNT DUE \$ _____

~ ALL APPLICATIONS FOR EXHIBIT SPACE MUST ACCOMPANY AT LEAST A 50% DEPOSIT ~

PAYMENT:

Check (Full Payment) Credit Card (Full Payment) 50% Deposit now and I agree to pay remaining balance on or before December 1, 2011.

Check Enclosed (made payable to Heartland Green Industry Expo)

Card No. _____ Exp.: _____ Security Code: _____ Name on Card: _____

ACCEPTANCE OF RENTAL TERMS AND ACKNOWLEDGEMENT OF RULES AND REGULATIONS

We (Exhibiting Firm) hereby acknowledge that we have read, understand and accept the terms and conditions for exhibiting as set forth here and in the rules and regulations which are a part hereof, and will abide by such rules and regulations and any amendments thereto as published from time to time by exhibit management for governing this show.

For: Exhibiting Firm

Signature _____

Name (printed) _____

For: Heartland Green Industry Expo: Common Ground

Space no(s). _____ Date _____

Signature _____

Mail or Fax Exhibit Contract with your payment to: Heartland Green Industry Expo, P.O. Box 419264, Kansas City, MO, 64141; Fax: 816-561-1991
on or before December 1, 2011.

ANNUAL MEETING

DATE: Tuesday, November 8, 2011

LOCATION: Lake Quivira Country Club
100 Crescent Blvd.
Lake Quivira, KS 66217
913-631-8002

HOST SUPERINTENDENT: Jeff White, CGCS

SCHEDULE: 12:00noon - Golf (optional)
5:00pm - Registration / Cash Bar
6:00pm - Dinner
6:45pm - Meeting & Election of Officers

COST: Meeting Only / \$40 per person
**Golf (optional) / \$10 per person

****GOLF:** If you would like to play golf at Quivira Lake Country Club prior to the meeting (at 12:00pm), the cost is an additional \$10. In order to play golf, you must attend the meeting. Please reserve your spot by completing the form below.

DRESS CODE: Golf / Country Club attire (collared shirts, spikeless shoes, no jeans or cargo pants) Meeting / Business Casual

RESERVATIONS: Mail, Fax or Email Reservation no later than Wednesday, November 2.



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.



Yes, I/we plan to attend the Annual Meeting! Meeting & Golf - \$50 Meeting Only - \$40

Attendee(s): _____	Company: _____	<input type="checkbox"/>	<input type="checkbox"/>
_____	Company: _____	<input type="checkbox"/>	<input type="checkbox"/>
_____	Company: _____	<input type="checkbox"/>	<input type="checkbox"/>
_____	Company: _____	<input type="checkbox"/>	<input type="checkbox"/>

Contact: _____

Company: _____

Address: _____

Phone: _____ Email: _____

PAYMENT:

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

POLICY:

- > 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.
- > Cancellation refunds will not be provided within 24 hours of event.
- > "No Shows" will be billed.

Complete form and Mail, Fax or Email no later than Wednesday, November 2 to:
HEART OF AMERICA GCSA
 P.O. Box 419264, Kansas City, MO 64141-6264
 816-561-5323/phone; 816-561-1991/fax; www.hagcsa.org



SAMPLE BALLOT

For elections to be held at the Annual Membership Meeting.

November 8, 2011 at Lake Quivira Country Club, Lake Quivira, Kansas

President:

(Elect 1)

- Tim Nielsen – Creekmoor Golf Club
- _____ (from the floor)

Vice President:

(Elect 1)

- Todd Bohn – Wolf Creek Golf Links
- _____ (from the floor)

Secretary/Treasurer:

(Elect 1)

- Jeff White, CGCS – Lake Quivira Country Club
- Steve Wilson, CGCS – Meadowbrook Golf & Country Club
- _____ (from the floor)

Director (Class A or Superintendent Member / 2 year term):

(Elect 2)

- Matt Hemphill – Drumm Farm Golf Course
- James Kennedy – Ironhorse Golf Course
- Scott Johnson, CGCS – Shadow Glen, The Golf Club
- Ryan Varns – Paola Country Club
- _____ (from the floor)

Director (Assistant Superintendent / 1 year term):

(Elect 1)

- Matt Delventhal – Meadowbrook Golf & Country Club
- Andy Klein – Kansas City Country Club
- Brian Rutledge – Wolf Creek Golf Links
- _____ (from the floor)

**As in accordance with our by-laws, there may be nominations from the floor by any voting member for any of the above offices.*

- Continuing his second year term as director:
 - Brad Gray – Mission Hills Country Club
- Two appointments will be made by the President (1 year terms); due to un-expired terms.
- President, Doug Melchior will move into the Immediate Past President position.

Candidates for HAGCSA Office 2011-2012

PRESIDENT

TIM NIELSEN, CREEKMOOR GOLF CLUB

(refer to Meet the President - Member Profile article)

VICE PRESIDENT

TODD BOHN, WOLF CREEK GOLF LINKS

Present Title and Golf Course: Golf Course Superintendent Golf Club at Creekmoor (2006-2011), Golf Course Superintendent Wolf Creek Golf Links (2011-present)

Tenure:

11 years as a HAGCSA member

14 years in golf industry

Candidate Summary:

I received my degree and graduated from Kansas State University December of 2000 in Golf Course Management. My work experience consists of:

Summer Internship at Blue Hills Country Club (summer of 1998)

Grow-in Crew Member Colbert Hills Golf Course (1999-2000)

Summer Internship Shinnecock Hills Golf Club (summer 2000)

Assistant Superintendent Prairie Highlands Golf Course (2001)

Assistant Superintendent Hillcrest Country Club (2001-2003)

Assistant Superintendent Blue Hills Country Club (2003-2004)

Assistant Superintendent Nicklaus Golf Club at Lionsgate (2004-2006)

Grow-in/Superintendent Golf Club at Creekmoor (2006-2011)

Golf Course Superintendent Wolf Creek Golf Links (2011-present)

I have served on the Heart of America Golf Course Superintendents Association Board of Directors as the assistant superintendent special director since 2006. I have served two terms as a board member and I am currently serving as Secretary/Treasurer of the HAGCSA. During my tenure I have served as director of the Public Relations Committee, Scholarship and Research Committee, and Tournament Committee. I also am a member of the Partner Recognition Subcommittee. I have been married to my wife, Natalie, for nine years and our daughter, Lauren, is five years old.

Statement of Candidacy:

It is truly an honor to be nominated to run for the office of Vice President of the HAGCSA. If given the opportunity I will try and continue to promote and represent the association and its members at the highest level possible, keep encouraging its growth and development, and continue to look for ways to improve our association for the future. I will strive to continue to help the Heart be as financially responsible as we can and continue to operate

Continued on next page

Candidate Profiles - cont.

our association at a high level. We have got a lot of great and exciting things and ideas that are going to be present in 2012 and I would love the opportunity to help assist in the leadership of this great association. I will also try to uphold the ground work and tradition that has been set before us by past board members and association members. I would appreciate everyone's vote on Nov. 2 at the Annual Meeting. Thanks again to the nomination committee for allowing me to have the opportunity.

**SECRETARY/TREASURER
JEFF WHITE, CGCS, LAKE QUIVIRA COUNTRY CLUB****Tenure**

18 years as a HAGCSA Member
6 years at my present facility
21 years in the Golf Industry

Candidate Summary:

Jeff is currently in his second stint at Lake Quivira CC. He served in his role from 1998-2000 and 2005 to present. Jeff also spent time with Falcon Ridge GC, and both courses at Alvamar before landing at the Lake. He is a 1993 Graduate of THE Iowa State University. He received a BS in Horticulture. Jeff has his beautiful wife, LeAnn, and daughters, Madison - 13, Elle Grace - 10, that consume most of his spare time.

Statement of Candidacy:

I wish to continue serving the association that has so well served me. I can't count the many professional and personal relationships that have been developed over the years thanks to HAGCSA. I thank you in advance for your consideration.

**SECRETARY/TREASURER
STEVE WILSON, CGCS, MEADOWBROOK GOLF & COUNTRY CLUB****Tenure:**

8 years at present facility
20 years in the Golf Industry

Candidate Summary:

Sometimes it is hard to believe, but it has been almost 20 years since I wandered my way into the golf business by finding a job as a cart boy at Indian Hills Country Club. After a few years cleaning clubs and parking carts in high school and college, I "saw the light" and decided I wanted to pursue a career on the golf course maintenance side of the industry. This decision led me to K-State to pursue a degree in Horticulture. While at KSU, I had the opportunity to work under two great superintendents in Cliff Dipman at Manhattan Country Club during the school

Continued on next page

Candidate Profiles - cont.

year, and Don Cook at Milburn CC during the summers. Before finishing my degree at KSU in 1998 I also completed an internship at The Broadmoor Resort in Colorado Springs.

Following graduation my first Assistant Superintendent was at Indian Hills CC working under John Anderson. After a couple of years in this position, I did a short stint in the role of Member Recruitment Manager with GC-SAA. After quickly learning I was not cut out for a career on the climate-controlled side of the grass, I accepted a position as Assistant Superintendent under Jeff White at Falcon Ridge Golf Course. After about a year working for Jeff, Kemper Sports offered me my first Superintendent position at Olympia Hills Golf and Conference Center in San Antonio. After two years in Texas, I was offered my current position as Golf Course Superintendent at Meadowbrook Golf & Country Club. I have been in my current position for almost eight years now and during this time have been blessed with exceptional assistants and staff.

During my time at Meadowbrook I served on HAGCSA Committees in 2006 & 2007 and served a previous two-year stint as a HAGCSA Director in 2008-2009. I have also served on GCSAA's Scholarship Committee in 2006 and 2007. At home I have a wonderful wife, Alisha, who works nights as a cardiac nurse at St. Luke's Hospital on the Plaza. We are blessed with two children, Hannah who is seven years old and Drew who just turned three years old. We are also expecting our third child this winter.

Statement of Candidacy:

If elected it would be a great honor to once again represent our fine association. The camaraderie we share with our peers is truly a unique aspect of our industry, and one of my main motivations to join the Board of the Heart. If elected, I pledge my time and effort to help the association whenever and wherever possible.

DIRECTOR**MATT HEMPHILL, DRUMM FARM GOLF COURSE****Tenure:**

2 years as a HAGCSA member

2 years at my present facility

7 years in the Golf Industry

Candidate Summary:

In 2005 I was looking for something new to do with my life. I had been in the airline industry for 9 years and it didn't seem like it was going to be as stable as it once was. So in the summer of 2005 I took a job at Overland Park Golf Course on the maintenance crew and decided after that to pursue a career in golf course maintenance. I then enrolled in Kansas State's golf course management program. During that time I did an internship at Lake Quivira Country Club. After graduating I moved to Windsor, Colorado to work at Pelican Lakes Golf Course as an Assistant Superintendent. After spending one year there I took an Assistant position with The Broadlands Golf Course in Broomfield, Colorado. Then in 2010 I accepted the assistant superintendent position at Drumm Farm Golf Club which gave me the opportunity to move my family back home to the Kansas City area. In the spring of 2011 I received the superintendent position here at Drumm Farm.

Continued on next page

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*Candidate Profiles - cont.***Statement of Candidacy:**

In my short time in the golf industry I have been fortunate to work for four different superintendents that are very involved in their local chapters of the GCSAA. While working for them I came to understand the importance of the association at the local level. So when the opportunity arose to serve as a Director on the Board of the Heart of America Golf Course Superintendents Association I knew it was what I wanted to do. If given the opportunity to serve on the board I will try my best to represent the association, its members and our industry to the best of my abilities.

DIRECTOR**JAMES KENNEDY, IRONHORSE GOLF CLUB****Tenure:**

2 years as a HAGCSA Member

2 years at my present facility

18 years in the Golf Industry

Candidate Summary:

I began my golf career at Clinton CC, Clinton, Mo. at the age of 16. I continued to work summers there as I worked towards my degree at Southwest Missouri State. I graduated in May of 1999 and my work experience consists of:

1999-2000 - Assistant Superintendent, Deer Lake Golf Club, Springfield, Mo.

2000-2005 - Assistant Superintendent, Branson Creek Golf Club, Branson, Mo.

2005-2007 - Assistant Superintendent, Whirlwind Golf Club, Chandler, Ariz.

2007-2010 - Director of Agronomy, Talking Stick Golf Club, Scottsdale, Ariz.

2010-Present - Superintendent, Ironhorse Golf Club, Leawood, Kan.

Off the course I enjoy spending time with my wife Rhonda and 18 month old daughter Ashlyn. We anxiously await the arrival of our new daughter due in January.

Statement of Candidacy:

I am honored to have the opportunity to serve on the Board for the HAGCSA. I have served the past year as Director of Tournaments. I am a 12-year member of GCSAA and look forward to the opportunity to support my local chapter. Thanks again to the nomination committee for allowing me to have the opportunity.

DIRECTOR**SCOTT JOHNSON, SHADOW GLEN, THE GOLF CLUB****Tenure:**

10 years as a HAGCSA Member

Continued on next page

Candidate Profiles - cont.

10 years at my present facility
30 years in the Golf industry

Candidate Summary:

Hello! My name is Scott Johnson. For the last 10 years, I've been the golf course superintendent at Shadow Glen Golf Club in Olathe, Kansas. I graduated from Kansas State on 1981 and I've been a superintendent for the last 25 years or so. My wife and I live in Shawnee, Kansas. Two of our four children still live with us. Kansas City is our home and I hope to work at Shadow Glen as long as possible.

Statement of Candidacy:

I'm running for one of the open director positions this fall. I have been serving on the HAGCSA Board of Directors for the past nine years. Serving on the Board has been a wonderful experience. I feel my involvement has made me a better individual and superintendent within our profession and for Shadow Glen. The Heart is an organization rich in history that continues to strive to be a leader within our profession. I would be honored to serve in any capacity.

**DIRECTOR
RYAN VARNS, PAOLA COUNTRY CLUB****Tenure:**

13 years as a HAGCSA Member
1 year at my present facility
16 years in the Golf Industry

Candidate Summary:

I started in the golf industry as summer labor at Deer Trace Golf links during college. After college I went to work at Metcalf Ridge Golf Club in Louisburg, Kan. where I advanced my way into the superintendent's position which I held for 10 years. I left golf for a year and a half to explore the world of residential lawn care and have recently taken the reins as superintendent of Paola Country Club. Personally I have been married for 14 years to Paulette, we have 3 children; Drake 9, Brock 6 and Reagan 9 months.

Statement of Candidacy:

I am running for director because I feel a responsibility to the industry and my fellow superintendents to keep our organization strong. I have always enjoyed what the Heart provides our local superintendents and hope to be a part of it in the future.

Continued on next page

*Candidate Profiles - cont.***DIRECTOR****MATT DELVENTHAL, ASSISTANT SUPERINTENDENT MEADOWBROOK GOLF AND COUNTRY CLUB****Tenure:**

8 years as a HAGCSA Member

4.5 years at my present facility

12 years in the Golf industry

Candidate Summary:

I have been married to my wife, Kym, for the last 11 years. We have been blessed with two kids, a daughter Kyra (3.5 years) and our newest addition, our son Mason (born July 1, 2011). I graduated from Kansas State University in May 2003 with a B.S. in golf course management. I worked at Manhattan Country Club while attending school. Upon graduation, we moved to Kansas City where I started at Indian Hills Country Club. In 2007, I then moved to my current position as the Assistant Superintendent at Meadowbrook Golf and Country Club.

Statement of Candidacy:

I am honored to be a candidate for the first ever Assistant Superintendent Board of Directors position for the HAGCSA. I have been attending HAGCSA functions for the last eight years and in 2009 received the Assistant Superintendent of the Year award from the association. Having the by-laws changed to allow this position shows the dedication our membership has to advancing the association, community and careers of its members. As the Membership Director, I will continue the standards and traditions put forward from previous directors and encourage new members to get involved.

DIRECTOR**ANDY KLEIN, ASSISTANT SUPERINTENDENT THE KANSAS CITY COUNTRY CLUB****Tenure:**

4 years as a HAGCSA Member

4 years at my present facility

10 years in the Golf industry

Candidate Summary:

I am a 2005 graduate of Iowa State University whose work experience includes:

2002-2005 Laborer at Coldwater Golf Links

2004 Internship at Denver Country Club

2005 Internship at Augusta National Golf Club

2006 Assistant-in-Training at Augusta National Golf Club

2006-2007 Superintendent at North Augusta Country Club

2007-present Assistant Superintendent at The Kansas City Country Club

Continued on next page

Candidate Profiles - cont.

I have been an active member of the HAGCSA for the past four years, serving on the employee golf tournament committee for the past three years. I have also been involved with organizing professional development sessions for Assistant Superintendents. In addition, I am currently serving my second year on the GCSAA Assistant Superintendent's Committee.

Statement of Candidacy:

I have enjoyed being a member of the HAGCSA for the past four years. It would be an honor to serve as a board member and grow my involvement within the organization. If elected, I would like to bring my past experiences from serving on the national Assistant's committee and apply them in the best way possible to benefit not only the HAGCSA, but to continue to strengthen the involvement of the Assistant Superintendent members.

DIRECTOR**BRIAN RUTLEDGE, ASSISTANT SUPERINTENDENT WOLF CREEK GOLF LINKS****Tenure:**

7 years as a HAGCSA member

12 years in golf industry

Candidate Summary:

I received my degree and graduated from Iowa State University December of 2001 in Horticulture. My work experience consists of:

Crew Member-Logan/Missouri Valley Country Club (summer 1999, summer 2000)

Crew Member-Veenker Memorial Golf Course (2000-2001)

Summer Internship-Manchester Country Club (summer 2001)

Assistant Superintendent-Sunset Hills Country Club (2002-2003)

Assistant Superintendent-Algonquin Country Club (2003)

Assistant Superintendent-Wolf Creek Golf Links (2003-present)

Statement of Candidacy:

I feel that it is an honor and a privilege to be nominated for the office of Assistant Superintendent Director of the Heart of America Superintendents Association of America. As this is a new position on the Board of Directors, I will try to represent and promote the association and its members at the highest level possible, as well as uphold the traditions that have been set forth by our past board members. If given this opportunity I will look for new ways to improve and develop the growth of the Heart, while at the same time assist in the leadership of our membership. A special thanks to the nomination committee for giving me this opportunity. I would appreciate everyone's vote Nov. 8 at our Annual Meeting.

The Day I Should Have Played The Lottery

By James Kennedy, Director

There's an old saying out there that you have a better chance winning the lottery than you do getting struck by lightning. The day I should have played the lottery began as a typical working day on the golf course. Little did I know it would end with me and my crew at the hospital. It began as a cloudy Southern Missouri February day. It was a cold day and the course was closed, so we took the opportunity to install new irrigation. There were two men on my crew working with me adding new irrigation along the rough on the first hole. Before we went out that morning, I did the daily check of the weather and the forecast was calling for isolated storms but it looked like the storms were breaking up when we left the shop. I didn't check the weather again because I spent the morning out on the course to finish this project.

The terrain in Southern Missouri is very hilly and we were working on the back side of a hill on the first hole. As the morning progressed, the project was going great and the weather seemed to be holding its own. What we did not know was that there was a severe storm moving in from the south. The property was equipped with a lightning detection system at the pro shop. When the system receives an elevated warning, golfers and staff are instructed to get off the course and take cover. Unfortunately, this day the course was closed and the pro shop was unaware that the crew was on the course so no warning was given.

This storm had closed in on us fast. Almost as fast as we heard the thunder rolling in and saw the sky darken, I told the crew we should head in before we get wet. I wasn't fast enough though. As I reached down and picked up my shovels, I saw a brilliant flash of light and there was a deafening boom like something exploded. Everything went black. My crew and I were all struck by lightning. When the strike hit the fairway, it traveled through the wet ground, up the shovels, and into us.

When I came to I was lying on my back in the mud with rain pouring down around me. I looked around and saw one of my crew up and standing but another was lying in the rough, motionless. We rushed over to the motionless man and I prayed he was okay. He was farthest from the strike but higher up on the hill. When I shook him and shouted his name, nothing happened. I quickly grabbed my two-way radio from my belt and yelled, "Call 911! Call 911!" Several people in the shop and the pro shop heard the call. The staff in the pro shop felt a sickening feeling. They had seen the lightning strike the first fairway but weren't able to see what was on the fairway because of the hills.

The shop mechanic immediately raced out onto the course and found us. The injured man was starting to wake up and was able to sit so we gathered everybody into the truck and went back to the clubhouse just as the ambulance was arriving. We were taken to the hospital emergency room and treated for Splash Exposure to Lightning.

I spent the next week at home recovering from the lightning strike. Every muscle movement hurt and I didn't realize it was possible to have a headache this bad. In reality it would be another three months before I felt back to 100 percent. The course, however, was another story. The aftermath of the lightning left the copper grid-work of wires under the ground melted and a sprinkler head blown clear out of the ground. There was burnt grass that resembled shattered glass where the lightning had struck and permeated through the ground. It would take another two years until the lightning strike was no longer visible and many hours working to get the irrigation system operational again.

We made a lot of mistakes that day. What's important is that we learned from them and that I am alive today to share my story and my insights to help prevent this from happening to others. We were lucky that day. We got struck by lightning and lived to tell the story. Personally, I'd rather play the odds with the lottery.

Since that life-changing day, these are some of the guidelines I have in place at my course:

Continued on next page

The Day I Should Have Played the Lottery - cont.

- **Weather** – I have a much greater respect for weather and its ability to quickly change. With smart phones, I can now monitor the weather on a constant basis when I’m on the course. Also, my office is now equipped with internet DTN, a weather tracking service that is accessible from any computer on property.
- **Lightning Detection** – if you have a lightning detection system make sure all of the staff knows how to use it, including the clubhouse staff. They are a great asset to help keep an eye on the weather and are usually near a computer where they can check the DTN for you if you are out on the course.
- **Communication** – communication with the staff is key. Everyone needs to be aware of the importance of taking shelter when lightening is in the area and they need to know where these safe shelter areas are located. The pro shop staff is not only aware of when the course is closed but when the crew is out on the course.
- **Staff Head Counts** – during stormy weather and the crew is called back to the shop, we always do a head count to make sure everyone is accounted for.
- **Awareness** – pay attention to changing conditions. Don’t take chances because that is what the lottery is for.

There are resources available to you with detailed information on weather and lightning safety. I encourage you to seek them out. While some may seem like common sense, you never know where lightening will strike.

Tournament Committe Recap

By James Kennedy, Director

The 2011 season is drawing to a close. We have had another challenging growing year. I am sure everyone is ready for the season to cool down so we can get away from our courses for some time off. As Director of Tournaments committee I would like to thank my committee for their participation and support this year. This being my first year they were a great resource to help bring together events this year.

We began the year with our Bowling event at College Lanes. We had a full house that day with the cool, rainy weather. The team from Lake Quivira took home the first place prize. From there we went to our Border Battle/Past President’s Event at Ironhorse Golf Club in May. We had a great turnout that day as well as beautiful weather. Duane Sanders had arranged speakers from MU to kick off the day. They provided a nice presentation on growth regulators followed by a tour of the lab on wheels.

We will be wrapping up the year at Meadowbrook with our Vendor Appreciation Happy Hour on October 26th. Once again, I would like to thank all the Vendors that supported events this year. We had great attendance this year and hope to see even more come out next year. Feel free to contact me anytime with feedback regarding events.

Membership Committee Report

By Danny Kaleikau, Director

I promise you that the Roster that we worked so hard on to get out sooner rather than later, is in fact, coming. It will be in a mailbox near you hopefully by the time you are reading this report. Secondly, the association would like to again welcome all of the new members that we received this year - 27 in total. Without you this association wouldn’t be on the positive path we are currently on. I would also like to add that if you signed up for membership after Oct. 1, 2011 you will not be required to pay a renewal fee for the 2012 season. Lastly, I would like to thank my committee: Paul Gunderman, Brad Lackey, and Ryan Markway for the work they did this year. Without you guys the job still would’ve gotten done, but it just wouldn’t have been the same Thanks.

Meet the President

By Tony Bertels, Editor

Editor's Note: *As with each November issue, it is time to introduce the Heart's candidate for President. Please take this opportunity to get to know Tim Nielsen, Class A Supt., The Golf Club at Creekmore.*

A Nebraskan by birth, Tim Nielsen moved to God's country at the young age of 5. "My father was a school administrator and was hired to be a principal in Colby, Kansas in 1985." (*This means, of course, I have socks in my drawer older than Tim!*)

Nielsen considers himself fortunate to have grown up in a farming community. "I learned what it meant to work hard. I worked two years in high school on the local 9-holer for \$5.00 an hour without ever being paid for any overtime I had earned!" He also spent a summer installing roll tarp kits on grain trucks. "I really learned to work hard that summer!"

After graduating HS in Colby, Tim enrolled at the University of Kansas as a Civil Engineering major. "I decided that I wasn't so passionate about the classes I

was taking and decided to do something a little more interesting." Nielsen transferred to the University of Nebraska. "This time I picked the right major and enrolled in their Turf Management School."

Through the Nebraska program, Tim performed a couple of internships. One of which found him at the Queen's Harbor Yacht and Country Club in Jacksonville, Florida. "I learned a lot that summer but decided that Florida wasn't for me." His 2nd internship was in golf course construction with Landscapes Unlimited, a Lincoln-based company). At the time, they were shaping Drumm Farm in Independence, MO.

"I could have chosen to work just about anywhere in the US," admits Nielsen. "My friends from KU all lived



Tim Nielsen

Continued on next page

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Meet the President - cont.

in Kansas City. It was an easy choice and I look back on it as being one of the best decisions that I have ever made." Tim was hired as the grow-in Assistant in 2002. After 2 years, he was promoted to Superintendent, where he remained until February of this year when he accepted the head job at Creekmore in Raymore, MO.

While at Drumm Farm, Nielsen would meet his beautiful bride, Anne. "She had season tickets to KU basketball and her mom and grandfather owned a house down at the Lake of the Ozarks. I couldn't pass all that up, so I married her in March of 2009!" Anne is a graduate of KSU and an elementary teacher in the North KC School District. "Anne grew up a Jayhawk and never lost her love for KU hoops, even while attending K-State. Together, they have a beautiful little girl named Lauren. "She is going on two years old and already knows that she cheers for the Jayhawks in basketball and the Huskers in football. Just like Daddy!" (*Sounds like poor little Lauren will grow up in a slightly confused and school affiliationly- challenged family!*)



Anne, Lauren and Tim Nielsen

Tim and I set down recently to discuss his vision and views as it pertains to the HAGCSA.

Do you feel the HAGCSA's recent trend toward their Executives serving 2-year terms will continue?

"It may continue into the near future but I hope it is only a trend and not something that will be a given in the future. In years past, it seems that guys would do a heartbeat magazine 30

couple of 2-year stints as Director and then move up the executive ladder. By the time they were finished with the Past President role; their involvement spanned 7-10 years. I think serving that amount of time is more than enough. The unfortunate thing is there are not enough Superintendents willing to take on this responsibility. There seems to be a misconception that a new board member won't know what he needs to do once he joins the board. In fact, the reality is that it is all pretty much spelled out in a packet and there isn't all that much of a time commitment.

Additionally, no current board member wants any new Director to feel like he is on an island by himself. Everyone wants the new guy to succeed. Our board meets 6 times a year. From there, Directors work on their committees responsibilities on their own time. What guys get out of their service will be determined by what they want to put in. I, for one, couldn't be happier with what I have gained through my service. I used to feel so nervous when speaking to the board, but being part of it has really helped me become very comfortable speaking publicly. I also would have never gained the contacts and friends I have currently."

Like the golf industry in general, our chapter seems to remain at a critical crossroad as it pertains too expenses, operating budgets and membership. What do you make of these challenges?

"For one, we have an almost static number of possible members. Really, the only gains we can make are in the Assistant Superintendent category and even those numbers aren't going to go up much as Assistants move on quite regularly. As expenses continue to inflate over time our membership numbers stay relatively flat. We had to offset some of the expenses by increasing dues for the first time in over 10 years but we will not be able to sustain the level of efficiency we are currently at if we don't find more ways to generate revenue."

Membership participation, especially interest in serving as a Board member, has become more of an
Continued on next page

Meet the President - cont.

acute challenge of late. What do you think can be done about it?

“We can do a better job educating potential candidates about what it will require to be on the Board. The more members know, the easier I think it will be to get their commitment. Also, the pool we draw from is small and needs to be increased. We can do this by allowing an Assistant to hold a voting Director’s position each year.”

What message would you like to convey to every HAGCSA member?

“Participation by the members of the HAGCSA couldn’t be any more important to the continued growth of the association. Whether it is through attending each event or serving on the Board of Directors, the association cannot accomplish its mission without each and every member doing their part!”

TONY’S TOP 5

1. *The Nebraska Cornhuskers:*
 - a. *Are a traitorous band of goat ropers.*
 - b. *Would have won the Big 12 in 2011.*
 - c. *Will Dominate the Big 10 in 2011.*
 - d. *All of the above.*

“None of the above! The Huskers were smart to jump off a sinking ship. More will follow.” (When Tim answered this question, Nebraska and Colorado were the only two Big 12 schools to leave)

2. *T or F: Coach Bo Pelini’s favorite veggie is creamed corn.*
“False! Bo’s favorite vegetable is broccoli flavored Trident gum.”

3. *Who would you rather have weed-eating your drainage ditches; Nancy Pelosi or Sarah Palin? Why?*

“I’d rather have Sarah Palin weed-eating my ditches. After watching her reality show, I think she’d be better prepared to not freak out when a snake slithers over her foot.” (That’s because it takes one to know one!)

4. *What is the Chief’s record at the end of the season?*

“The records don’t matter as much as simply winning a playoff game. If they can do that I will be happy.”

Editor’s Note: I asked this next question before I knew that Tim WAS NOT a Husker BB fan. The question was too good not to use!

5. *Better coach: Doc Rivers or Doc Sadler?*

“Duh! Rivers won an NBA championship. What kind of question is this?”

More valuable in a recruiting fight: Doc Sadler or Doc Holliday?

“Doc Holliday would stick a gun to a recruits head and make him commit. Doc Sadler would try to charm a recruit with “ah shucks” and “gall darn it”. Definitely Holliday.”

Sadder excuse for boot tread: Doc Martens or Doc Sadler?

“Doc Sadler. He’s a nice guy, but guys like Doc need to stick to smaller college coaching gigs.”

So there it is Ladies and Gentlemen! I hope those of you who may not know Tim Nielsen well, now have a little insight into the individual who will be leading the HAGCSA in 2012. I, for one, know the Heart will be in very good hands. Be sure to stop and visit with Tim at the annual meeting at Lake Quivira CC on November 8th. Share with him your questions, concerns and expectations. I hope to see you all there!

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 2011 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.

October Teaser: Big Fish on a Small Zebco

Answer: Reel Grinder

Teaser Winners: **Paul Davids, CGCS**
Brad Lackey
Dylan Senn

Bill Irving
Tim Nielsen

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.

November Teaser: Dirty up a Representative Portion

Answer: _____

Hint: Better Get a Bag!

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Konzem Named GCSAA Chief Operating Officer

Veteran administrator brings wide variety of experience

Richard Konzem, who has more than 30 years of managerial experience, primarily in intercollegiate athletics, has been named chief operating officer for the Golf Course Superintendents Association of America (GCSAA). Konzem officially began on Oct. 17.



Konzem comes to GCSAA from Rockhurst University, located in Kansas City, Mo., where he has served as director of athletics since November 2007. During his tenure at Rockhurst, Konzem served on the NCAA Division II Men's Golf Regional Advisory Committee and had student-athletes from eight of 11 teams compete in NCAA postseason competition.

"I am pleased and excited to have Richard join the GCSAA team," GCSAA Chief Executive Officer Rhett Evans said. "He has an impressive track record of success supporting and facilitating a performance-driven culture among a group of diverse and talented individuals. That will serve the association well as he oversees the day-to-day operations of association programs with a focus on serving the GCSAA membership."

Konzem will be responsible for developing, implementing and executing key member programs that support the achievement of the association's mission, vision and operational goals. He will serve on the association's executive team and oversee the professional development; membership; strategic communications; corporate marketing, sales and business development; environmental programs; and events and meeting planning departments. He will also represent GCSAA in a variety of industry and allied association events, programs and activities.

A native of Salina, Kan., Konzem graduated from the University of Kansas in 1980 with a bachelor's degree in business administration and earned a master's in education: athletics administration from the University of Southern California in 1984.

"I am honored to join the GCSAA staff and look forward to working with it, the Board of Directors and members," Konzem said. "As an avid golfer, I have the utmost respect for the professionals who manage the game's playing field. It is certainly a challenging profession, and one of great value to the industry."



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LIFE, LIBERTY AND THE PURSUIT OF HEALTH CARE

By Tony Bertels

How many of us would be willing to play a round of two of Russian roulette? I'd venture to say not many would ever take such a dangerous fateful risk with their lives. Yet millions are out there who put a proverbial gun not only to their own heads daily, but to those of their immediate family members. It is not necessarily a choice of conscience, but rather one of helplessness.

Almost 51 million citizens are without health insurance of any kind in this country. This is an all-time high for the uninsured. This figure comprises 16.7 percent of our current population. That boils down to 1 in 6 people living their lives uninsured! With the average cost for a family health care plan approaching \$15,000.00 a year, it's no wonder that affordability is unobtainable by far too many. The cost of health care has skyrocketed beyond any inflation rate and many low to middle income earners ability to pay. It is scary. It is ridiculous. Yet it is reality in today's world. Many have no choice but to pick up the gun and spin the chamber. And if they do get the bullet, they pay dearly for it! The uninsured are generally billed 3 times the cost that insured patients are billed. Their ability to pay notwithstanding, it is a cruel shell game played out by all the parties involved.

Case in Point

I am blessed with the ability to have a comprehensive health plan that affords me and my family adequate coverage for preventative as well as curative medical treatment. Don't get me wrong. We pay a pretty hefty premium; it's just that we can afford to do so because we have an employer kicking in as part of a compensation package.

From beginning to end, my recent heart valve replacement was stupendously expensive. My insurance company was billed almost \$160,000.00 for all of the preliminary testing, doctor's visits, hospitalization, surgery, follow-ups, etc. How staggering would that have been if I had been uninsured? This wasn't elective surgery. This was life and death.

Of course my insurance company didn't pay full boat. Like everything associated with this broken system, they negotiated that \$160G down to \$68,000.00. That's almost 60 percent off what was billed. What was my personal out-of-pocket expense for all of this? My deductibles totaled \$1,900.00. Again, I am blessed!

I bring this up because each and every one of us employs many worthy individuals who can not afford health insurance unless the company or club or a spouse has the where-with-all to pay. We all know that this is not the case far too often, especially with seasonal or non-exempt employees. Honest, hard-working people caught in this health care trap. Something has got to give. Words like Socialism and Communism are constantly bandied about as attempts to create affordable health care are made. I personally don't give a damn what you call it. Just make our system affordable for everyone as long as they are willing to stand up and pay whatever they can afford to pay! Conservative or liberal, Republican or Democrat, we all breathe the same air and bleed the same color red. An American's health care should be as inalienable as life, liberty and the pursuit of happiness because without it, none of that is even possible!

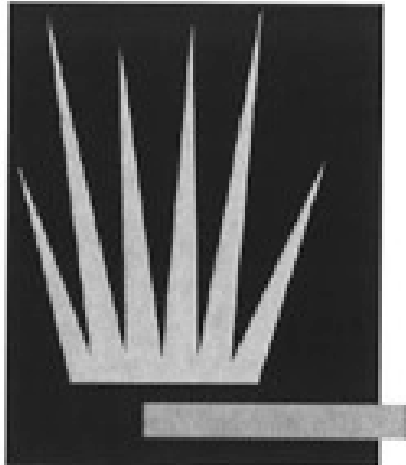


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The Heart of America GCSA is now accepting applications for the Employee Awards Program to help offset some of the cost of school for *those who are full-time employees taking turfgrass classes.*

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Empathy on Empty

By Robert Evans Wilson

I saw six people huddled on the sidewalk in front of me; through their legs I saw what looked like a body on the ground. I rushed over to see what was going on. I saw a man with a bloody gash on his head; he appeared to be unconscious. I pushed through and started checking him out using my Boy Scout First-Aid training. His clothes were filthy and tattered, and he smelled bad, but a quick examination showed that his wound was not very deep.

I was a nineteen year old college kid, and had just moved into my first apartment. I was walking to get acquainted with the neighborhood, when I found the injured man. "What happened?" I asked the crowd.

"He's a drunk; I'm calling the police!" responded one man.

I couldn't believe the callous response. "This man is hurt," I cried. He doesn't need the police - he needs help!"

I roused the man and got him to his feet. "Come on Mister, let me take you home."

I asked him where he lived. He grunted and pointed down the block, so I took his arm and we started walking. I gave a dirty look to the guy who wanted to call the police. I was clueless that my ward might be homeless.

At each intersection, I asked him which way to go, but he always pointed straight ahead. In the middle of the third block he veered off the sidewalk and into the street where he stopped. Then to my shock, while I was holding him up, he unzipped his fly and began urinating in the middle of the road. I was mortified. I looked around; hoping the guy up the street had not called the police. At that moment, I was glad that none of my neighbors knew me yet.

When he finished, we walked another block. The street ended at a park. I asked the man which way to turn. Suddenly, he developed a burst of energy, broke free from my grasp, ran deep into the park, and disappeared into the trees. I stood there staring after him feeling stupid.

A few years later, I moved to New York City. It was my second week in the Big Apple when I stopped my car at a red light. A man holding a gas can walked up to my window and said, "I live out on Long Island and ran out of gas, but I left my wallet at the house." He held the can up expectantly and said, "A gallon will get me home."

I was very intimidated by the size and congestion of New York; I knew I would hate to be stuck there without my wallet. I handed him two dollars. Two days later, I pulled up to a red light at a different intersection when the same man came up to me with the same story. I was furious.

After experiencing a few more incidents like these, my empathy was running on empty. Whatever natural compassion I carried from my youth was being ground out daily by the harsh realities of life. As I became more successful professionally, I paid it forward with generous donations and volunteer work. But empathy? Understanding people's feelings? There just didn't seem to be a role for it in my life.

Then one day, I needed a little myself. My love relationship was falling apart. I explained my concerns to my girlfriend in the hope for some understanding, but none was forthcoming. On the other hand, I was too caught up in my own issues to have any feelings for hers. The relationship ended. I was distraught, but it made me determined to learn how to be more empathic in the future.

As I explore empathy, I have observed that I'm not the only one suffering from a lack of it. It seems to be a worldwide phenomenon. Just like me, people are demanding that they are offered compassion, but take no time to understand the viewpoint of others.

The more I learn about it however, it seems that the opposite would be true, because the benefits of empathy are enormous. For one, it is a great way to motivate people - not just in our personal lives - but in business as well.

California-based graphic designer, Moira Hill, says, "Being empathetic absolutely helps in business - because it allows you to see things from your customer's perspective and adjust your service and how you provide them accordingly." She adds, "Empathy increases kindness in the world. It takes little time, and a small action can have ripple effects."

Hillary Nash is a top seller of cancer insurance policies for AFLAC. She attributes her success to sharing her own story of how her family was devastated by her father's cancer. "I hear from clients often about how they were touched that I would share something so personal."

Psychotherapist and author of *The Self-Aware Parent*, Dr. Fran Walfish, enjoys repeat business and referrals because she tells patients some of her own personal struggles. "I share a flaw of my own to help the patient put into perspective their own challenges and to realize that even the doctor whom they idealize and hold in high regard has problems, too."

Dr. Joseph Shrand, an instructor of Psychiatry at Harvard Medical School, says that good business is based on relationships, and that respect is the first step you take in having empathy for someone. He makes this observation, "When is the last time you got angry at a person who was treating you with respect? You don't!"

Executive coach, Dr. Karissa Thacker, sees it as a business tool. "Nice guys can finish first, if they have an enlightened, practical understanding of empathy."

Does your empathy need a fill up?

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>



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E-mail _____

Home Address _____

City, State, Zip _____

Phone _____ Spouse _____

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

Editor's Column



In case you were wondering why me friend and predecessor, Jeff Elmer, has been graciously subbing as Editor for me all summer, I decided to get a 9" zipper installed!

Okay, it wasn't so much my decision. My loving wife, Pam, drug me in to see our family physician in early spring for a physical. Apparently, she sensed a problem. Turns out she was right. A congenital birth defect of my aortic valve was discovered to be in the process of clogging it in. Since I wasn't nearly ready to go out with it, I had no choice but to consent to its replacement.

I once asked Ron Darnell, GC Supt. at Mozingo about physical injuries he had sustained. He told me nobody really wanted to hear about your health issues. So I will heed his advice and just say that my surgery appears successful and I am again among the healthy, at least physically!



During my convalescence, discomfort and prescribed medication really messed with my sleeping habits. For the first several weeks I slept away days and was up all night. I watched an awful lot of really bad TV. I watched reruns of *How Its Made* on the Science Channel. Just ask me about drill bits, photo booths, stamps, eyeglass frames, toothbrushes, wooden kayaks, CO2 cartridges or any plethora of subject matters therein. I have viewed most episodes at least twice.

What really got me thinking was the advertising content being offered up in the middle of the night. Savvy marketers seemed to target groups they deemed pathological insomniacs. They even turn up the sound volume for many commercials just in case Mr. Sandman was present! These target groups include:

Young parents w/infants – Although 25 years removed from 3 a.m. feedings, I certainly empathize. Admen can too. The boob tube offers up information on the Gerber Life College Plan and wonderful new inventions like the Gyro Bowl, which challenges young toddlers to try to spill those tasty little snacks on Mom's nice sofa! (*Though no thought was given to the little tyke's messy paws once said treat was wrestled out of this miracle bowl.*)

Young adults still living at home – Promising toddlers sometimes grow into 20-somethings who can't quite break free of the nest. No regular job means no normal sleep patterns (*most basement bedrooms offer little hint as to the time of day!*) Gamefly.com offers many a way to escape their mundane existence through Dad's high speed connection. Collins College offers educational opportunities in video production and editing as well as camera operation. Beezid.com will allow the entrepreneur in them to soar with promises of 85 to 99 percent off retail. Little Johnnie may actually be able to afford that new Porsche on his minimum wage, part-time job.

Senior Citizens still able to operate the remote – Although I now risk the wrath of an age group I now find me careening headlong toward, they too are incessantly targeted. From the old gal that has fallen and can't get up, to eliminating those dark circles and wrinkles, to kitchen cabinet organizers, this group is well represented. I will admit that I was a bit surprised that Golden Corral didn't have a major ad campaign airing during my time burning the midnight oil! The silver hairs seem to flock to that establishment!

In summary, I pray that no sleep disorder afflicts any of you to the point of desperate TV watching in the middle of the night. Trust me when I say that prime time television is bad enough!

Tony Bertels, Editor

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FUNCTION FORECAST

DATE

October 26

November 8

December 2

December 13-14

February 27 – March 2

February 29

EVENT

Vendor Appreciation @ Meadowbrook CC

Annual Meeting @ Lake Quivira CC

Holiday Party @ Argosy Casino

Common Ground Conference @ OPCC

GCSAA National Conference in Vegas

HAGCSA Hospitality Suite in Vegas

HEARTBEAT • Tony Bertels, Editor

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