

P.O. Box 419264  
Kansas City, Missouri 64141  
816-561-5323  
816-561-1991 Fax  
kweitzel@swassn.com

Since 1933

Heart of America Chapter

**GCSAA**

GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA



Environmental  
Institute for Golf

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 44, No. 7

October 2012

## *Annual Meeting*



**Lake Quivira Country Club**  
**Wednesday, Nov. 7, 2012**

- **Always Answer the Call**
- **Common Ground Registration Materials**
- **Heart Annual Awards**

**Heart of America GCSA  
Officers and Board of Directors:**

**President:** Tim Nielsen  
Creekmoor Golf Club  
816.331.2621

**Vice President:** Todd Bohn  
Wolf Creek Golf Links  
816.331.3306

**Secretary/Treasurer:** Steve Wilson, CGCS  
Meadowbrook Country Club  
913.642.2338

**Immediate Past President:** Doug Melchior  
Overland Park Golf Course  
913.897.3805

**Directors:**

**Brad Gray**  
Mission Hills Country Club

**Matt Hemphill**  
Drumm Farm Golf Course

**Scott Johnson, CGCS**  
Shadow Glen, The Golf Club

**James Kennedy**  
Ironhorse Golf Club

**Brian Rutledge**  
Wolf Creek Golf Links

**Ryan Varns**  
Paola Country Club

**Special Directors:**

**Mitch Bradbury**  
Overland Park Golf Course

**John Sheehe**  
Helena Chemical Company

**Paul Carlson**  
Syngenta

**Chapter Delegate:**

**Jeff White, CGCS**  
Lake Quivira & Country Club

**GCSAA National President:**

**Sandy Queen, CGCS**  
City of Overland Park Golf Division

**GCSAA National Director:**

**Bill Maynard, CGCS**  
Milburn Country Club

**HeartBeat Editor:**

**Tony Bertels**  
Orion Management Solutions

## PRESIDENT'S MESSAGE

Written by **Tim Nielsen**



As the summer of 2012 fades into our not-so-distant memory, we must all be thankful that the time has come to shut things down for the winter. Get your potassium on the fairways, seed and fertilize those thin areas and start to think about that winter vacation. Perhaps gearing up for a great run in 2013 by planning early is in order.

In 2013, will you consider taking the time to give back to the HAGCSA and commit to serving on the Board of Directors? It is an excellent opportunity to build on relationships and start new ones. In my opinion there is no better way to connect and network with your peers. Over the last 10 months, the current board has worked diligently in preparing tournaments, providing education and expanding industry communications. The leadership and commitment of the current Board has been outstanding. To continue the positive momentum of the HAGCSA, we need your help. Please contact myself or Doug Melchior if you do have interest.

In the coming months we have a slew of opportunities to unwind and network. Starting with in October we have the Missouri Cup and the Vendor Appreciation event. Following that up we have the Common Ground Conference. There will be some noticeable changes to the conference that you will not want to miss.

Finally, I want to thank all the vendors who have not only supported the association financially but also supported us with their knowledge, tools and products that helped us survive yet another difficult season. Your support has not gone unnoticed.

**Tim Nielsen**, HAGCSA President  
timjnielsen@hotmail.com

<u>DATE</u>	<u>EVENT</u>
October 1 & 2	MO Cup Challenge @ Old Kinderhook Golf Course
November 7	Annual Meeting @ Quivira Lake Country Club
December 17 & 18	Common Ground Conference
January 4, 2013	New Year Party

# Annual Meeting

**Date:** Tuesday, Nov. 7, 2012

**Location:** Lake Quivira CC

**Schedule:** 12:00 p.m. (noon).....Golf (optional)  
5:00 p.m.....Registration/Cash Bar  
6:00 p.m.....Dinner  
6:45 p.m.....Annual Meeting & Election of Officers

**Superintendent Profile:** Jeff White, CGCS, has been the Course & Grounds Manager at Lake Quivira CC since December 2005. He served in the same position from 1998-2000. Leaving the Lake for "Corporate Golf America" Jeff was superintendent of Falcon Ridge GC from 2000-2005. He also held assistant positions at Alvamar GC & CC and Lake Quivira CC. Jeff is a 1993 graduate of Iowa State University receiving a BS in Horticulture. He has two beautiful daughters that occupy his "off-course" time; Madison (14) and Elle Grace (7).

**Assistant Superintendent Profile:** Randy Heintz joined the Lake Quivira staff in the spring of 1997. Through hard work, solid attitude, and dedication he became assistant

superintendent in 2001. Randy has two sons, Curtis (22) and Cory (20) that occupy his free time along with his wonderful wife, Joel.

**Assistant Superintendent Profile:** Brad Lackey received degrees in horticulture and marketing from Kansas State University in 2003. He joined Lake Quivira in the spring of 2006. He has also served as assistant for Falcon Ridge GC & Meadowbrook CC. Brad met his beautiful wife, Gretchen, while attending KSU. They have a little boy Evan and are the proud parents of a second child born in February.

**Course History:** Lake Quivira CC was established in 1931. It has seen numerous renovations and improvements through the years. The course underwent a greens renovation in 2004 and irrigation update in 2008.

**Directions:** I-435 West/North/South to Exit 8A (Holiday Drive). Turn right onto Holiday and travel east for 1.5 miles. The entrance is on the right hand side of the street just past the gas station. Proceed to the left lane of the guard gate for instructions.

## AWARD NOMINATIONS

**Deadline: October 19, 2012**

Who will take home this year's awards? Now is the time to submit your nominations for Assistant Superintendent of the Year, Superintendent of the Year and the Chester Mendenhall Award for 2012.

Complete the enclosed form and submit nominations no later than October 19, 2012. Recipients will be awarded at the New Year Party in January, 2013.

### 2011 Superintendent of the Year



**STEVE WILSON, CGCS  
Meadowbrook Country Club**

# ANNUAL MEETING

**DATE:** Wednesday, November 7, 2012

**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 Thursday, November 1.



*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 Thursday, November 1 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



# CONFERENCE SCHEDULE



DECEMBER 17	KEEPING it GREEN (Courtyard 4)	RECERTIFICATION (Courtyard 2 & 3)	GOLF (Courtyard 1)
7:00am – 8:00am	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: John Deere &amp; Van Wall</i>	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: John Deere &amp; Van Wall</i>	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: John Deere &amp; Van Wall</i>
8:00am – 9:00am	<b>Becoming a True Growth Leader</b> Jim Welch, The Growth Leader (Location: Courtyard 1) <i>Sponsored By: K.C. Arborist Tree Care</i>	<b>MO &amp; KS State Laws</b>	<b>Becoming a True Growth Leader</b> Jim Welch, The Growth Leader <i>Sponsored By: K.C. Arborist Tree Care</i>
9:15am – 10:15am	<b>Legal Issues to Understand when Dealing with Employees</b> John Neyans, Siegfried Bingham, Selzer & Gee	<b>Turf &amp; Ornamental Pesticides and their Safety Use</b> Dr. Brad Fresenburg, University of Missouri	<b>New Poa Control Herbicides for Bentgrass Greens</b> Dr. Nick Christians, Iowa State University <i>Sponsored By: Kansas City Turf Supply</i>
10:15am–10:30am	<b>BREAK</b>	<b>BREAK</b>	<b>BREAK</b>
10:30am –11:30am	<b>Business Diversification</b> Chuck Bowen, Lawn & Landscape Magazine	<b>Ornamental Pests and Their Control</b> Dr. Ray Cloyd, Kansas State University	<b>Career Fitness for the 21st Century</b> Lyne Tumlinson, CAE, CFP
11:30am – 1:00pm	<b>LUNCH</b>	<b>LUNCH</b>	<b>LUNCH</b>
1:00pm – 2:00pm	<b>Three Guys and Their Business'</b> Larry Ryan, Ryan Lawn & Tree, Bill Gordon, Signature Landscape, Terry Shaffer, Summit Lawn & Landscape	<b>Turf Pests and Their Control</b> Dr. Nick Christians, Iowa State University	<b>Master Planning</b> Kevin Norby, Architect Herfort Norby Golf Course Architects
2:15pm – 3:15pm	<b>Crystal Ball – 2013 Legislative Year</b> Allie Devine – State of Kansas Dale Amick – State of Missouri	<b>New Developments in Pesticides &amp; Labels</b> Gary Custis, PBI Gordon	<b>Irrigation Panel Discussion</b> Erik Christiansen, EC Design Group; Landscape Unlimited, Eric Pickle, Hallbrook Country Club, Jim Naudet, Leawood South Country Club <i>Sponsored By: Williams Lawn Seed</i>
3:30pm – 4:30pm	<b>Succession Planning</b> Seamus Smith, The Will & Trust Center <i>Sponsored By: Creative Planning, Inc.</i>	<b>Endangered Species &amp; Water</b> Video	<b>US Open Review</b> Pat Finlen, CGCS, The Olympic Club <i>Sponsored By: Reinders, Inc.</i>
4:30pm – 6:00pm	<b>LANDSCAPE INDUSTRY AWARDS</b>	<b>LANDSCAPE INDUSTRY AWARDS</b> (Location: Courtyard 4)	
DECEMBER 18	KEEPING it GREEN (Courtyard 4)	RECERTIFICATION (Courtyard 2 & 3)	GOLF (Courtyard 1)
7:00am – 8:00am	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: Reinders, Inc.</i>	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: Reinders, Inc.</i>	<b>Registration &amp; Continental Breakfast</b> <i>Sponsored By: Reinders, Inc.</i>
8:00am – 9:00am	<b>Emerald Ash Borer . . . it's Here!</b> Bret Cleveland, Urban Tree Specialists (Location: Courtyard 2&3)	<b>Emerald Ash Borer . . . it's Here!</b> Bret Cleveland, Urban Tree Specialists	<b>New Technology: Gadgets and Gizmos</b> Dr. Douglas Karcher, PhD, University of Arkansas
9:15am – 10:15am	<b>What You Need to Know About OSHA</b> Jeff Haley, EPIC Landscape	<b>Ornamental</b> Tim McDonnell, Kansas State University	<b>Wetting Agent Effects on Rootzone Moisture Distribution Under Various Irrigation Regimes</b> Dr. Douglas Karcher, PhD, University of Arkansas <i>Sponsored By: Kansas City Turf Supply</i>
10:15am – 10:30am	<b>BREAK</b>	<b>BREAK</b>	<b>BREAK</b>
10:30am – 11:30am	<b>Hardscape</b> SEMCO	<b>My Favorite Pests</b> Jeff Haley, Epic Landscape	<b>Missouri Research: Year in Review</b> Lee Miller, University of Missouri
11:30am – 1:00pm	<b>LUNCH</b>	<b>LUNCH</b>	<b>LUNCH</b>
1:00pm – 2:00pm	<b>Irrigation: Under Pressure</b> Tom Glazener, Ewing Irrigation	<b>How Am I Supposed to Survive This Weather?</b> Jason Griffin, Kansas State University	<b>K-State Research: Year in Review</b> Megan Kennelly, K-State University
2:15pm – 3:15pm	<b>Irrigation: Two-Wire Overview</b> Tom Glazener, Ewing Irrigation	<b>Turf</b> Dr. Brad Fresenburg, University of Missouri	<b>Putting Long Range</b> Bud White, USGA
3:30pm – 4:30pm	<b>Irrigation: Scheduling</b> Tom Glazener, Ewing Irrigation	<b>Turf</b> Dr. Rodney St. John, PhD, Ryan Lawn & Tree	<b>Master Plans on the Ground</b> Bud White, USGA

# REGISTRATION FORM

**Heartland Green Industry Expo: "Common Ground"**  
**December 17-18, 2012 • Overland Park Convention Center • Overland Park, KS**

**ASSOCIATION**

I belong to the following Association 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        |
| <input type="checkbox"/> Sports Fields      | <input type="checkbox"/> Landscapers  | <input type="checkbox"/> Manufacturing/Supplies | <input type="checkbox"/> Other                 |

**PLEASE PRINT OR TYPE** (one name per form – copy form if needed)

Name \_\_\_\_\_ Organization \_\_\_\_\_

Organization Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ E-mail \_\_\_\_\_

**REGISTRATION & FEE**

	Member	Non-Member	
<input type="checkbox"/> Full Conference (December 17 & 18).....	\$190	\$240	\$ _____
<input type="checkbox"/> One Day Only: <input type="checkbox"/> December 17 <input type="checkbox"/> December 18.....	\$110	\$160	\$ _____
<input type="checkbox"/> Student (eligible: full-time students only).....	\$50	\$50	\$ _____
<input type="checkbox"/> MAGIC - Kick-Off Reception (December 17, 4pm, Sheraton Hotel).....	\$25	\$25	\$ _____
<input type="checkbox"/> Late Fee (after December 7 = <u>cost + fee</u> ): .....	\$25	\$25	\$ _____
<input type="checkbox"/> Walk-In Fee (Onsite Registration = <u>cost + fee</u> ): .....	\$50	\$50	\$ _____
<b>TOTAL</b>			<b>\$ _____</b>

**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:  
 Irrigation/Trees/Ornamental  Management  Recertification  Golf

**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 3, 2012. Invoicing not permitted after December 3.)

**CANCELLATION / REFUND POLICY**

If cancellation is necessary, substitutions are permitted. A written request for a refund must be received on or before December 7, 2012. 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 7, 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.**

# SPONSORSHIP & TABLE TOP OPPORTUNITIES

Heartland Green Industry Expo: "Common Ground"  
December 17-18, 2012 • Overland Park Convention Center • Overland Park, KS

**WE'VE HEARD YOU!** After much consideration and feed back from our suppliers, the Common Ground Conference has eliminated the annual trade show and now offers full exposure to several hundred attendees and multi-associations at one time. Our NEW SPONSORSHIP PACKAGES allows your company to be spotlighted in a unique way with commercials, table-top displays, ads and signage. Don't miss this opportunity to be where your customers will be. These are non-exclusive opportunities – more than one supplier can choose the same event (i.e.: breaks, breakfasts, lunches); however only one sponsor will be designated to each education session. For cost of exclusive sponsorship (covering full cost of specified event), please call the Management Company 816-561-5323.

## ❑ PLATINUM SPONSOR - \$2,000

**Table Top + Lunch Buffet** (8 available; 4 each day)

- Sponsor of a Lunch
- 8ft Table Top display for both days  
*All materials must fit on table (no equipment or materials on floor.)*
- 5 minute promotion of your company's products/service at an education session
- Sponsor of a one hour education session
- Logo in Program as a Lunch Sponsor
- Logoed Signage during Lunch
- Logoed Table Tents at all Tables
- Literature and/or give-a-ways distributed during lunch
- Logo & Link on Conference Website
- Product/Service literature distributed in Give-a-way bag (circulation: 400). *Due: Monday, November 26*
- ½ Page Ad in Program *Due: Monday, November 26*
- Logoed Signage During Education Session
- 4 Free Conference Registrations (Includes Table Top Reps.)

## ❑ GOLD SPONSOR - \$1,500

**Table Top + Breakfast** (4 available; 2 each day)

- Sponsor of a Continental Breakfast
- 8ft Table Top display for both days  
*All materials must fit on table (no equipment or materials on floor.)*
- 3 minute promotion of your company's products/service at an education session
- Sponsor of a one hour education session
- Logo in Program as a Breakfast Sponsor
- Logoed Signage during Breakfast
- Logoed Table Tents at all Tables
- Literature and/or give-a-ways distributed during breakfast
- Product/Service literature distributed in Give-a-way bag (circulation: 400). *Due: Monday, November 26*
- ¼ Page Ad in Program *Due: Monday, November 26*
- Logoed Signage During Education Session
- 3 Free Conference Registrations (Includes Table Top Reps.)

## ❑ SILVER SPONSOR - \$1,000

**Table Top + Coffee Break** (4 available; 2 each day)

- Sponsor of a Coffee Break
- 8ft Table Top display for one day (on assigned sponsored day)  
*All materials must fit on table (no equipment or materials on floor.)*
- 3 minute promotion of your company's products/services at an education session
- Sponsor of a one hour education session
- Logo in Program as a Coffee Break Sponsor
- Logoed Signage during Coffee Break
- Literature and/or give-a-ways distributed during break
- Business card size Ad in Program
- Logoed Signage During Education Session
- 2 Free Conference Registrations (Includes Table Top Reps.)

## ❑ BRONZE SPONSOR - \$650

**Education Session** (20 available)

- Sponsor of a one hour education session
- 8ft Table Top display for one day (on assigned sponsored day)  
*All materials must fit on table (no equipment or materials on floor.)*
- 3 minute promotion of your company's products/services at an education session
- Business card size Ad in Program
- Logoed Signage at Education Session
- 2 Free Conference Registrations (Includes Table Top Reps.)

### TABLE TOP HOURS

#### Move In

- Platinum, Gold & Assigned Monday, December 17 Sponsors:  
Monday, December 17, 2012 from 6:00am – 7:00am
- Assigned Tuesday, December 18 Sponsors:  
Tuesday, December 18, 2012 from 6:00am – 7:00am

#### Show Hours (Note: based on your assigned sponsor day.)

- Monday, December 17, 2012 from 7:00am – 3:30pm
- Tuesday, December 18, 2012 from 7:00am – 3:30pm

#### Dismantle

- Assigned Monday, December 17 Sponsors Only:  
Monday, December 17, 2012 from 3:30pm – 4:30pm
- Platinum, Gold & Assigned Tuesday, December 18 Sponsors:  
Tuesday, December 18, 2012 from 3:30pm – 4:30pm

**TABLE TOP INCLUDES:** 8 ft. table, 2 chairs & trash can. All materials must fit on the table. No materials or equipment are allowed on the floor.

### SUBMITTALS (Logos, Ads, Literature)

Please submit logos, camera-ready ads and/or literature no later than **November 26** to: Kim Weitzel, P.O. Box 419264, Kansas City, MO 64141 or kweitzel@swassn.com (**no reminder notices, no extensions**)

### SOLICITATION

No solicitation will be allowed at the conference or during the table top show unless a table top has been purchased. Those that don't adhere to this rule will be asked to leave the conference, at the discretion of the conference committee.

# VENDOR CONTRACT

**Heartland Green Industry Expo: "Common Ground"**  
**December 17-18, 2012 • 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 \_\_\_\_\_ (Table Top Firm).

In consideration of the sum indicated below as table top rental price, the Heartland Green Industry Expo leases space in their table tops 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 exhibiting area, subject to the approval of the table top vendor. Table top vendor is entitled to a display area as defined in the Rules and Regulations. Table top vendor 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 table top vendor 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 \_\_\_\_\_

Full Address \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_ Website (platinum sponsors) \_\_\_\_\_

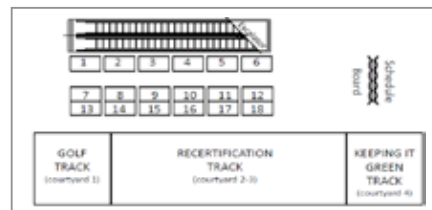
## REPRESENTATIVES ATTENDING (Number of Representatives Allotted: Bronze/2; Silver/2; Gold/3; Platinum/4):

1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_ 4) \_\_\_\_\_

**COMPANY PROMO** – Who is the representative that will present your company's products and services during **your sponsored** education session? *This is your time to promote your company's products and services to a captive audience by verbally promotion, playing a video, distributing literature and/or providing give-a-ways.* (Minutes Allotted: Bronze/3; Silver/3; Gold/3; Platinum/4):

1) \_\_\_\_\_ 2) \_\_\_\_\_

**TABLE TOP LOCATION REQUEST:** 1<sup>ST</sup> \_\_\_\_\_ 2<sup>ND</sup> \_\_\_\_\_  
 3<sup>RD</sup> \_\_\_\_\_ 4<sup>TH</sup> \_\_\_\_\_



## SPONSORSHIP PACKAGE & EDUCATION SESSION:

<u>No. of Packages</u>	<u>Totals</u>	<u>Session Title you wish to Sponsor</u>	
_____ Platinum (\$2,000)	\$ _____	1) _____	2) _____
_____ Gold (\$1,500)	\$ _____	1) _____	2) _____
_____ Silver (\$1,000)	\$ _____	1) _____	2) _____
_____ Bronze (\$650)	\$ _____	1) _____	2) _____
<b>TOTAL AMOUNT DUE</b>	\$ _____		

~ ALL APPLICATIONS 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 3, 2012.

Card No. \_\_\_\_\_ Exp.: \_\_\_\_\_ Security Code: \_\_\_\_\_ Name on Card: \_\_\_\_\_

## ACCEPTANCE OF RENTAL TERMS AND ACKNOWLEDGEMENT OF RULES AND REGULATIONS:

We (Table Top 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: Table-Top & Sponsoring Firm**  
 Signature \_\_\_\_\_

**For: Heartland Green Industry Expo: Common Ground**  
 Space no(s). \_\_\_\_\_ Date \_\_\_\_\_

Name (printed) \_\_\_\_\_

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 November 26, 2012.**



## 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.

**September answer: Drumm Farm**

**September correct entries:**

- Dylan Senn
- Paul Davids, CGCS
- Bill Irving

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](http://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.

**September Teaser: That's one quick Kaiser!**

**Answer:** \_ \_ \_ \_ \_

**Hint:** *Ren was pretty Stimp!*



## Program Committee Report

*By Ryan Varns, Director*

It's that time of year again, leaves are falling and so are the temperatures. I hope everyone has caught a few of the showers that have passed our way the past couple of weeks and provided us with a little drought relief. I know you will all be ready to blow off some steam this year at the annual meeting on Wednesday, November 7th. We are hoping to see the numbers for this event go through the roof after such a long summer. We will be at Lake Quivira Country Club again, thanks Jeff, and golf will start at noon and we will be using tee times not shotgun start so get those reservations in early.

This meeting is one of the most important of the year because you will be able to take part in guiding the future of your organization through the election of officers and board members. Thank you all in advance for being there and taking part in this process.

## LEGACY SCHOLARSHIP

*funded by*



&



The Heart of America GCSA Legacy Scholarship Award offers educational aid to the *children and grandchildren of HAGCSA members*. Award of \$1,000 is funded by Professional Turf Products and the TORO Company. The award is administered by the Heart of America Board of Trustees. Applications will be reviewed by an independent committee consisting of three high school educators and three college administrators. All decision of the committee will be final.

Applicants will be notified of their status by mail. All scholarship award checks will be made payable to the applicant and his/her educational institution. If you are interested you may obtain an application from the HAGCSA website: [www.hagcsa.org/scholarships](http://www.hagcsa.org/scholarships) or by calling the Association Office at 816-561-5323. Deadline is November 1, 2012.



**2011 Legacy Scholarship Recipient**

**ABIGAIL NAUDET**

(daughter of Paul Naudet, Superintendent, The Club at Porto Cima, Sunrise Beach, MO)



# RECOGNIZING OUTSTANDING MEMBERS

Each and every Heart member deserves credit for surviving a hectic spring and summer, but there are ones among us who deserve special recognition for the job they have done this year or over their careers.

As a member, you know who these individuals are. **Now is the time** to send your nominations for The Assistance Superintendent of the Year, The Superintendent of the Year and The Chester H. Mendenhall Award. These prestigious awards will be given out at the New Year Party in January, 2013. Please submit your nominations by completing the reverse side and forwarding to the HAGCSA office.

## Eligibility and Qualifications

### **Assistant Superintendent of the Year**

This award will be presented annually to the assistant who has demonstrated dedication and excellence at their job over the past year.

The guidelines are as follows:

1. Must be a member of the Heart of America.
2. Must be an assistant that represents their profession to the highest degree.
3. Must be at their present course for no less than two seasons.
4. This award shall be governed by the assistant's achievements in any of the following.
  - Competency in agronomic skills
  - Ability to efficiently run the daily operations of the course
  - Effectively running course projects
  - Assisting in the preparation of their course for regional or national events
  - Involvement with local, regional, or national turf related associations
  - Strong involvement in course renovations and new course construction
  - Goal oriented and striving to become a superintendent
  - Exceptional contributions to this association through involvement
5. These accomplishments must have occurred in the current year.

### **Superintendent of the Year**

This award, established in 1970, has been presented annually to the golf course superintendent who has demonstrated dedication and outstanding service to his or her profession.

The guidelines are as follows:

1. Must be a "Class A or Superintendent Member" in good standing.
2. Must be a superintendent that represents the organization and himself to the highest degree.
3. This award shall be governed by the superintendents achievements in either:
  - Excellence in golf course management
  - Preparation of his or her course for regional or national golf tournaments
  - Achievements for renovation or new golf course construction
  - Involvement with local, regional, or national turf related associations
  - Exceptional contributions to this association through involvement
4. These accomplishments must have occurred in the current year.

### **Chester H. Mendenhall Award**

This award has been established to honor an individual who has devoted extensive time and effort to the promotion of golf, the art of greens-keeping and other related fields. Begun in 1983, this award is named after a golf course superintendent who dedicated his life to his profession.

The guidelines are as follows:

1. Must be a HAGCSA member in good standing.
2. Must be an individual that represents the organization and him or herself to the highest degree.
3. This award shall be governed by the individual's achievements over an extended period of time:
  - Outstanding service to this organization
  - Involvement with local, regional, or national turf related organizations
  - Continued support and service to the golf industry or his/her community

# HAGCSA AWARD NOMINATION FORM



## **AWARD WINNERS**

### *Assistant Superintendent of the Year*

- 2005 Greg Milligan
- 2006 John Sheehe
- 2007 Jeff Stoecklein
- 2008 Johnny Brockus
- 2009 Matthew Delventhal
- 2010 Andrew Jones
- 2011 Andy Klein

### *Superintendent of the Year*

- 1982 Carl Beer
- 1983 Chet Mendenhall
- 1984 Jack and Bill Robison
- 1985 Del King
- 1987 Duane Patton, CGCS
- 1988 Nels Lindgren, CGCS
- 1989 Cary Tegtmeyer, CGCS
- 1990 Ed Huggins
- 1992 Loren Breedlove
- 1993 Jeff Eldridge, CGCS
- 1994 Pat Finlen, CGCS
- 1995 Jon Francis
- 1996 Chuck Hybl, CGCS
- 1997 Jeff Elmer, CGCS
- 1998 Jim Naudet
- 1999 Mark Pierce
- 2000 Paul Tormanen
- 2001 Tony Bertels
- 2002 Duane Sander, CGCS
- 2003 Brian Ruder
- 2004 Rusty Hamman
- 2005 Jimmy Angelotti
- 2006 Doug Melchior
- 2007 Brad Minnick, CGCS
- 2008 Terry Rodenberg
- 2009 Daryl Pearson
- 2010 Scott Cummins
- 2011 Steve Wilson, CGCS

### *Chester Mendenhall Award*

- 1987 Gil Collins
- 1988 Sandy Queen, CGCS
- 1989 Tom Kohout
- 1990 Dave Fearis, CGCS
- 1991 Duane Patton, CGCS
- 1992 Dick Stuntz, CGCS
- 1994 Meril Vanderpool
- 1995 Jud Coester
- 1996 Jim Sheilds
- 1997 Pat Finlen, CGCS
- 1998 Dave Fearis, CGCS
- 1999 Gene Eldridge
- 2000 Nels Lindgren, CGCS
- 2001 Dick Stuntz, CGCS
- 2002 Jeff Elmer, CGCS
- 2003 Melvin W. Anderson
- 2004 Loren Breedlove, CGCS
- 2005 Gary Higbie
- 2006 Tony Bertels
- 2007 Bill Maynard, CGCS
- 2008 Jeff Eldridge, CGCS
- 2009 Woody Moriarty
- 2010 Jeff White, CGCS
- 2011 Scott Johnson, CGCS

Please use this form to nominate individuals for the Assistant Superintendent of Year, Superintendent of the Year and the Chester H. Mendenhall Award. Qualifications and criteria for each award are listed on the back of this form. Please feel free to add sheets if additional room is needed.

### *Assistant Superintendent of the Year Award*

Individual Nominated: \_\_\_\_\_

Reasons for Nominating: \_\_\_\_\_

---

---

---

---

---

---

---

---

### *Superintendent of the Year Award*

Individual Nominated: \_\_\_\_\_

Reasons for Nominating: \_\_\_\_\_

---

---

---

---

---

---

---

---

### *Chester H. Mendenhall Award*

Individual Nominated: \_\_\_\_\_

Reasons for Nominating: \_\_\_\_\_

---

---

---

---

---

---

---

---

**Please submit your nomination to HAGCSA by OCTOBER 19, 2012.**

P.O Box 419264 . Kansas City . MO . 64141  
816-561-5323 . 816-561-1991 (fax) . kweitzel@swassn.com

# Always Answer the Call

By John Sheehe, Special Director

Monday, August 20th, 2012 at 9:00 AM will always be one of those moments I will remember exactly what I was doing. Mark Person, Brian Ruder, and I were driving to Columbia, MO to a Syngenta meeting when my phone rang. I had been having phone issues, so when the screen only showed (913) without any other numbers I chalked to up to another phone issue and ignored the phone call, instead getting right back into what surely was a very mature and intellectual conversation with Mark and Brian.

On this morning my children were already at school in Kindergarten and 2nd Grade and my wife, Caitlin, was in the midst of her first standardized test in probably 20 years. Caitlin always wanted to be a Nurse, but lacked the confidence to go when we were in college so instead achieved a bachelors and masters degree in Early Childhood Education.

This test she was taking was at St. Luke's and was one of the final steps in her application to their Nursing Program. She had already been accepted into the accelerated program at Rockhurst, but that program wouldn't start until August 2013 and she would have to take 15 more pre-requisites at Rockhurst before then. Thus even more money. So she was still keeping her options open at St. Luke's as that program would begin in January 2013.

The University of Kansas School of Nursing was her first choice, but she got a letter sometime in June that she had only made the waiting list at #32. Some 500+ had applied, they accepted a little more than 100 and Caitlin needed a bunch of people to decline their invitation to get called off the waiting in hopes of starting 2 years of school the week of August 13th. In 2010 they called 36 off the waiting list, but in 2011 only called 8. Her chances weren't looking good.

In order to stay on the waiting list she had to fill out a form and was able to give 3 phone numbers that they would call should she get the call. She gave hers, mine, and then her mothers in that order and gave us both strict orders to answer all phone calls if at all possible. When someone gets called off the waiting list they call the persons 3 numbers one time, will not leave a message, and if they don't get an answer move on to the next person.

Minutes after this strange (913), ignored phone call my phone rang again. This time it was my mother-in-law. She never calls me so I found this very alarming. She asks where Caitlin is and I tell her about the test she is taking. She is frantic and says Caitlin is not answering her phone. Still not knowing what has happened, kids sick?, house burn down?, worse?, she finally says that KU just called Caitlin off the waiting list and needed her to call ASAP.

In the midst of her standardized test Caitlin couldn't answer, so I advised her mother to just keep calling over and over. After a few calls, Caitlin asked the proctor if she could go into the hall and return many missed phone calls from her mom that she was concerned about. Hearing the news from her mom, she took the test, which she later admitted was kicking her butt, straight up to the proctor unfinished.

A few short minutes later, a very excited but overwhelmed lady was on her way to KU Med to fill out a bunch of paperwork and begin her journey into Nursing School. She called me with the news, we were both so excited but now we were both frantic. It all happened so fast, we had to figure out how we would handle our kids

**Continued on next page**

## SCHOLARSHIP FUNDS AVAILABLE

**Deadline: November 2, 2012**

The Heart of America GCSA Scholarship Program offers educational aid to deserving students in the turfgrass program at an accredited college or university in Kansas or Missouri.



Applications will compete based on the or overall qualifications determined by the Scholarship and Research Committee. Please help us get the word out by directing students to our website ([www.hagcsa.org](http://www.hagcsa.org)) to download an application the criteria. All applications must be received by November 2, 2012.



## Editor's Poem



### hai • ku (hī koo)

1. A Japanese lyric verse form having three unrhymed lines of five, seven, and five syllables, traditionally invoking an aspect of nature or the seasons.
2. A poem written in this form.

#### Examples:

#### **The Rose**

By Donna Brook

*The red blossom bends  
and drips its dew to the ground.  
Like a tear it falls.*

#### **Dumb (spring)**

By Tony Bertels

*The cart path is long  
and I am far from the shop  
Out of gasoline*

#### **Dumber (summer)**

By Tony Bertels

*They make them quite small  
Hydraulic tanks are for oil  
other than diesel*

#### **Dumbest (autumn)**

By Tony Bertels

*The turf has withered  
Sprinkler head in disrepair  
Slicing tines don't mix*

#### **Dumbesterer (winter)**

By Tony Bertels

*Late again I see  
Your excuse is hard to buy  
Grandma died last time*

## Always Answer the Call - cont.

before and sometimes after school. The challenges of Nursing School were upon us immediately.

Now a month in, it is all going well. We got the kid situation figured out and Caitlin is constantly studying. My kids will certainly learn a lot about dedication and hard work witnessing the next two years. The hero of the story is my Mother-In-Law, had she not answered the call we would have never known. It has been confirmed that Caitlin is the oldest member of the Class of 2014 and my 5 year old daughters biggest concern is if Mommy will always have to wear "that ugly Jayhawk" on her scrubs when she becomes a Nurse.

## Vendor Appreciation Event

By Matt Hemphill, Director

The cooler temperatures have moved in and we are getting a little rain relief too. The foliage will soon be changing and it will be time for our Vendor Appreciation event. I am still finalizing the details of this great event. It will be a wonderful chance for us to say thanks to our vendors for all they do for our association over the course of the year. So, please be looking out for the event information.

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

**ANYTHING CHANGED?**

- Have you changed jobs?
- Have you changed your phone number?
- Have you changed your email address?

Report all changes to your association office so we can keep in contact with you.

**To Make Changes, Contact:**  
Kim Weitzel, Executive Director  
816-561-5323; [kweitzel@swassn.com](mailto:kweitzel@swassn.com)

**PLATINUM PARTNERS**



**GOLD PARTNERS**



Bayer Environmental Science



**SILVER PARTNERS**



## Play The "What If?" Game

By Robert Wilson

With the publication of my humorous children's novel, *The Annoying Ghost Kid*, I have had the opportunity to go into elementary schools and teach kids a game that shows them how the creative process works. It's a great way to come up with story ideas for book and movies. But, it's not just for kids, adults can use it as a powerful innovation tool to make their businesses more competitive.

In the classroom, I begin by asking the students, "What if you found a hundred dollar bill?" That usually gets some "Oohs" and "Ahs." I follow up with, "What would you do with it?" That question usually gets me bombarded with a hundred answers at once. The next one I ask is, "What if you woke up this morning and a cuddly lion cub was sleeping at the foot of your bed?" The kids are excited by that idea, so I ask, "How did he get there?"

"What if everything you touched turned to chocolate?" Several kids always yell out, "Yum!" Then I ask, "What if you accidentally touched your best friend?" Oops! I continue to ask Who, What, When, Where, Why and How questions until they begin to see a story forming.

I then explain that this is how story ideas for books and movies are formed. So, they can see it for themselves, I ask them to identify the books and movies when I ask several more "What if?" questions. "What if a tornado picked up your house and carried it away while you were still in it?" The kids yell out, "The Wizard of Oz!" "What if your toys come to life when you're asleep at night?" And, they all answer, "Toy Story!"

I call it The What If? Game, and it can be used by both individuals and groups. I first started using it many years ago to write fiction. I would begin a story with an intriguing scene; for example, I might ask, "What if I woke up one morning, the birds singing outside, the warm sunlight coaxing my eyelids open to a room I'VE NEVER SEEN BEFORE?" I continue to build the scene by asking a few more, "What if I rolled over and found a DEAD BODY lying next to me?" and "What if there is a GUN in my hand?"

Once a suitable scenario is set up, I go back and fill in the blanks: "How did I get there? Who am I? Where am I from? What do I do for a living?" and, so on. Before long, I've written a book.

Now you can use this same Innovation Tool to generate

new ideas for making your company more profitable or productive. Begin by considering one aspect of your business such as your typical customer, your location, or your products, and then change things around with your What If questions: "What if all my customers were Chinese?"

(Maybe the demographics of your customers are already beginning to change, and this will help you project where it might go.) "What if a twister picked up my building and dropped it completely intact on the other side of town?" (Maybe you're already thinking of expanding, and this will help you visualize the details.) "What if my product became obsolete overnight?" (Maybe you're already feeling the pinch of competition.)

Then answer the question as fully and completely as you can. See where it takes you. Do some research if necessary: "If all my customers are Chinese, then I'd better start learning their language and customs. I'll probably have to

Continued on next page



## Support Your 2012 HeartBeat Advertisers

<b>BWI</b> 800-662-5320	<b>PBI Gordon</b> 573-764-2989
<b>Commercial Turf &amp; Tractor</b> 800-748-7497	<b>Professional Turf Products</b> 913-449-8238
<b>Direct Solutions</b> 913-217-0650	<b>Reinders, Inc.</b> 913-238-0869
<b>Floratine Midwest</b> 816-510-3321 913-645-2764	<b>Turf Werks</b> 816-977-9853 816-225-7235
<b>Herfort Norby Golf Course Architect</b> 952-361-0644	<b>Urban Tree Specialist</b> 816-214-8327
<b>John Deere Golf &amp; Van Wall Equipment</b> 816-715-2694 800-444-Turf	<b>Vermeer Great Plains</b> 1-800-932-3655
<b>K.C. Arborist</b> 913-390-0033	<b>Williams Lawn Seed, Inc.</b> 816-863-1372
<b>Kansas City Turf Supply</b> 913-915-2994	
<b>Kansas Golf &amp; Turf</b> 800-260-6095	



modify the way I market my business. I may even have to change things like my hours of operation..."

Are you seeing the beginnings of a new trend in your industry, the economy, or the population? Take it to the extreme with your What If questions and see what ideas pop up that you can use.

If your building landed in a new neighborhood, what would you have to do differently? If your product or service suddenly became obsolete, how would you stay in business? These two scenarios remind me of a story.

In the early 1980s I met a man who had bought a failing dry-cleaning business for very little money. It was failing because the demographics of the neighborhood had changed from white-collar to blue. With fewer business suits to be cleaned, the need for a dry-cleaner was shrinking. The enterprising new owner, noticed -- not unexpectedly in a blue collar neighborhood -- that blue jeans were the pants of choice. He further noticed that when the residents dressed up, they still wore blue jeans... however, these were designer jeans (of course it was the fad at the time). Perhaps he asked the question: "What if the only thing to be dry-cleaned around here are blue jeans?" How would you answer that question? This creative entrepreneur answered it by advertising special discounts on dry-cleaning for designer jeans. He put up signs suggesting that washing machines prematurely wore out jeans. And, before long business was booming and people were bringing in all their denim: shirts, jackets, even non-designer jeans. I visited the store once and the motorized oval rack, familiar to all dry-cleaning establishments, spun solid blue.

Try some more What If questions. "What if there were no clocks?" How would you know how long to stay at work? "What if you couldn't advertise?" How would you inform prospects

about your business? "What if all your customers were blind?" How would you show them your products?

Try the game different ways. Here's one you can play it while sitting at your desk. Select two objects from your desk top... or two products that you sell... or two objects at random from a catalog, then invent something new by asking, "What if I combined my can of Diet Coke with my Mont Blanc pen?" (Would you have a fizzy fountain pen with drinkable ink?) Hey, weirder combinations have been made! After all, somebody once asked, "What if I combined a squirt gun with a butter plate?" and a thousands of Presto Hot Toppers® butter sprayers were sold at Christmas.

*Robert Evans Wilson, Jr. is an author, humorist and innovation consultant. He works with companies that want to be more competitive and with people who want to think like innovators. Robert is also the author of the humorous children's book: The Annoying Ghost Kid. For more information on Robert, please visit <http://www.jumpstartyourmeeting.com>*



## MONEY BACK IN YOUR POCKET

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.*

Application and criteria can be downloaded from the website at: <http://www.hagcsa.org/employeeawards.htm>

Deadline is January 31, 2012.





# MEMBERSHIP APPLICATION

~ 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](http://www.gcsaa.org) ~

Name \_\_\_\_\_ GCSAA Membership #: \_\_\_\_\_  
 Club or Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 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

### Heart of America Golf Course Superintendents Association

P.O. Box 419264 . Kansas City . MO . 64141-6264 . 816-561-5323 . Fax/816-561-1991 . [www.hagcsa.org](http://www.hagcsa.org)