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ONTARIO GOLF SUPERINTENDENTS' ASSOCIATION

JAN. 1990

NEW MEMBER POSTINGS

Bruce McDonald	Albion Golf & Turf Equipment	Class E
Geoff Corlett	Turf Drain	Class E
Doug Cherry	Cherry Downs	Class F

IF ANY MEMBER HAS ANY OBJECTION TO THE ABOVE PERSONS BECOMING MEMBERS OF THE ONTARIO GOLF SUPERINTENDENTS' ASSOCIATION, THE SECRETARY MUST BE NOTIFIED IN WRITING WITHIN 30 DAYS.

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GOLF COURSE SUPERINTENDENT REQUIRED

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The successful candidate will also be involved in the operation of the Ski Resort during the winter months.

Resumes should be received by March 1st, 1990.

Send to: Helmut Kopp, Hockley Valley Resort, RR # 1,  
Orangeville, Ont. L9W 2Y8

## From the Editor

Rod Trainor CGCS

Winter is here and snow is on the ground. Hopefully all outdoor work is complete. With winter arriving quickly in November and snow with it many Superintendents did not get their fungicide down. Only time will tell and like always nobody is really sure what their conditions will be when spring arrives.

This year's CGSA Conference and show in my opinion was a great success. I was very much in favor of the timing. The month of December is always a quiet one around here and I looked forward to going to the show. It marked the first time I have ever actually done any business at the show. The previous shows in March were always too late in the season to wait for so all decisions and purchases were usually made well before the show. The Metro Convention Center is a first class facility all the way and I salute the CGSA for a job well done.

In closing I would like to draw attention to an article in this issue entitled "Parting Comments" by our past president Thom Charters. The subject matter is one which is hot in everyones mind these days and is well worth reading. Thom is leaving the board this year after many years of devoted service and will be greatly missed.

The 90's are here, the decade of the environment and with that our business gains an even higher profile. Those who can use that to their advantage will be the most successful.

## New Members

David Tascone	Wyldeewood GC	Class F
George B. Wood	Geogard Systems Inc.	Class E
Jordan Lucas	Galt CC	Class F
Ron Legato	Scenic Woods GC	Class DD
Tory Karlson	T.C.G. Materials	Class E
Perry Beausoleil	Carleton Golf & Yacht	Class F

## Superintendents on the Move

*Ryan Beauchamp*, previous assistant superintendent at St. Thomas Golf and CC assumed the Superintendents responsibilities at a new public course in London called Westminster Trails. They hope to open for play this coming summer. *John Cherry* has moved from Cherry Downs to the prestigious National Golf Club to fill a very large pair of shoes left open by *Ken Wright* who has moved over to the much talked about Devil's Pulpit. *Dave Gourlay Jr.* has left the Toronto area to take over duties at another new course in Ottawa called Eagle Creek. - R.T. *Heron* takes over from Dave at Beacon Hall. Good Luck to all these new supers.

## OGSA President's Report

Neil Acton CGCS

My term as president is nearing its end and I want to take this opportunity to thank all those individuals who contributed in making this a most memorable and rewarding year. I tip my hat to all of the OGSA Directors for their assistance in dealing with the affairs of the Association, a task that I might add isn't always pleasant. It was also enjoyable to work closely with Cindi Charters who toils away on our behalf in relative anonymity, cluttering up her home with OGSA office equipment and other items associated with our operation, OGSA members should appreciate the amount of work and effort expended to look after their interests as anyone who has been involved will testify.

1989 has been a very active year for the golf industry. New, spectacular golf courses have matured from the drawing boards and more are on the horizon. Land developers have recognized the drawing force golf courses are to buyers and municipalities alike. In short, golf has become big business and with the increased attention come some negative factors. Environmental and natural resource ministries are scrutinizing our activities much closer and certain companies are getting involved with golf that may not have the golf superintendents best interest in mind. We must protect ourselves from these situations by being as educated and professional as possible. Demands on our personal and professional abilities will be taxed at an ever increasing level - prepared individuals will survive and quite simply, poorly prepared individuals won't.

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Ontario



## Parting Comments

Thom Charters – Golf Course Manager  
Weston Golf and Country Club

As a Director of the OGSA for the past seven years, I have been involved with your association at a time when our profession has undergone some significant changes. Course operating budgets have increased almost as much as the expectations of golfers. New courses have been developed to keep pace with a growing number of golf enthusiasts. With the introduction of equity share private clubs, potential members can now choose between a significant recreational expenditure and a substantial investment. In either case, expectations are high and tolerance for anything less than a superbly conditioned golf course is rare. Public courses too are feeling the pressure to maintain exceptional conditions despite increased wear and, due to more play, less time to execute the necessary maintenance practises.

Clearly these are not the only trying circumstances that today's golf course manager must deal with, and fortunately there have been a number of developments in equipment technology and turfgrass culture that have helped us in our endeavours. In fact, the points that were detailed in the preceding paragraph have contributed, in some cases, to higher salaries and this trend is likely to continue as the game grows at an amazing rate. Prepare yourself properly, and you too could be in line for one of those six figure salaries.

I would like to take this opportunity, as my time on the OGSA board draws to an end, to address two issues that merit your serious consideration.

The matter of consulting to golf courses is not a new issue. For years now, second opinions have been sought by golf clubs and/or golf course managers and this practise is not about to disappear. In fact, it will become even more prevalent in the years ahead and successful superintendents will learn to benefit from the consulting services of qualified individuals. If you are concerned about the potential impact of certain consultants, it may be advisable to discuss the issue with your employer before a situation develops. Establishing a method for selecting a consultant before the need, perceived or otherwise, arises, may have merit. Your employer, knowing that you are secure enough in your



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abilities to accept assistance, will undoubtedly grant you significant input into the selection of an appropriate consultant. Perhaps you could submit a list of the qualified people who possess both the expertise and the communication skills required to deliver their recommendations in a tactful manner. Some of you may even wish to have this written into your contract. It goes without saying that most consultants are in business to increase their incomes and the Ethical Standards of the OGSA were not written to prevent our members from doing the same. They were written, however, to promote behaviour that cannot be construed as anything but courteous and professional. Therefore, our members are certainly entitled to consult if approached by another club. I would maintain that they have a moral obligation, notwithstanding the stipulations of our Ethical Standards, to inform the club's superintendent of the contact and learn the background of the situation before taking on the job. I think it is unrealistic to expect anyone, fellow OGSA member or not, to gain the "permission" of a club's superintendent before consulting.

Welcome to the 90's. It's a cruel world out there and we're not immune from the way business is conducted today. It would be great if consultants, OGSA members or not, would conduct themselves in reputable ways, but the time has arrived when only you can protect your position so cover your grass.

The other matter that I wish to expand on is our commitment to turfgrass research in Ontario. Our abilities to provide the expected playing conditions will suffer as more and more pressure is exerted by environmental groups, changing weather conditions and inevitable economic restraints. To offset the impact of such development we must make a concerted effort to expand turfgrass research in Canada. You've been hearing for years now about the Guelph Turfgrass Institute and 1990 will be a pivotal year in its maturation process. The University of Guelph and the Ontario Ministry of Agriculture and Food have lived up to their commitments and now it is time for the private sector to deliver on its promise to erect the required building. The OTRF is faced with the task of continuing to raise funds for turfgrass research while also generating substantial money for the GTI building. Clay Switzer was instrumental in persuading OMAF to support this project and he has recently taken on the task of Chairing the OTRF-GTI Building Fund Committee. He has already done a great job of organizing the various sectors of the green industry to meet the goal, and the golf community is being asked to contribute 10% of the 1.5 million dollar building cost. You will be informed in the very near future, if you have not already, as to how you can participate in this success story in the making. But right now I want you to make a personal statement of support. Fill out the enclosed OTRF membership application and submit it along with the \$50 fee. This will not only help fund new research projects, but it will establish important credibility in the eyes of the people you will be asking to support the Guelph Turfgrass Institute. Charity starts at home, so take the first step by joining the movement and hold it up as an example to all the rest who stand to benefit in the years ahead.

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# The Price Tag for Preserving the Greens

By Daniel T. Condon CPA

Spiked shoes, swinging irons, golf carts and weather add up to substantial annual wear and tear of any golf course.

Our most recent study of more than 200 country clubs in the U.S. reveals that the average annual maintenance cost per hole amounts to \$23,383. This translates into an average annual maintenance cost of approximately \$421,000 for the typical 18-hole private club golf course in the U.S.

Course maintenance expenses nationwide were up 4.7 percent over the previous year. Regionally, the annual average cost per hole was \$19,478 in the East, \$21,974 in the South, \$22,430 in the Midwest and, due to year-round usage, \$30,789 in the far West. Average annual maintenance for an 18-hole golf course in the East came to \$350,604 in contrast to \$554,202 in the far West.

When one stops to think of it, managing golfing facilities has become a greatly more involved operation than just keeping the grass green. One aims to create and preserve for the members and their guests an attractive environment and a first-class playing surface, including tees, fairways, roughs, greens and landscaping of adjacent areas.

Personnel is the biggest expense in maintaining a golf course. More than half the cost per hole is devoted to payroll, payroll taxes and employee benefits. In some areas of the country, it's normal for an average club to have eight to 10 employees on the maintenance staff during the peak season and, throughout the rest of the year, three to five regular employees. In other regions, where golf is a year-round pastime, a course could have 12 to 15 regular employees, depending upon its size.

An experienced, efficient superintendent serves as linchpin to a well-maintained course. He will be equipped with the appropriate scientific and technical skills (possibly having earned an agricultural degree from a leading university, as many do). He will also have the essential capacity for good management. He will attract, train, motivate and retain reliable employees. He will realize operational economies. He will also keep his eyes open for new technical advances as well as new techniques to boost maintenance efficiency. Responsible for the care and upkeep of property worth many millions of dollars, the superintendent alone can command a substantial income.

Following payroll and related costs, the supplies needed to maintain a golf course constitute the next largest expense. These include seeds, flowers, shrubs, plants, sand, topsoil, fertilizer, pesticides, insecticides, et al. The materials cost an average of \$4,106 per hole, annually.

Charged with keeping the rich greens and sweeping fairways in excellent playing condition, the superintendent has to choose and apply the proper pesticides and insecticides to thwart plant diseases, insects (e.g. gypsy moths), rodents and other natural phenomena that invariably ravage the course. Their selection, storage and usage require special expertise and great care. Storage of these supplies, especially the chemicals, require safe and adequate facilities, because of demands from environmental groups concerned with the potential harm such plant care products might pose to wildlife and ground water from chemical runoff. This means additional cost.

Again, the superintendent is expected to locate and use the proper grass seeding, suitable to climate, soil and other elements of nature. He has to determine the kind of grass that will stand up to prevailing temperatures, water conditions, shade, traffic, blights and incursions from weeds or other grasses.

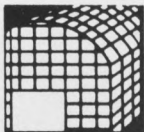
In the South, fairways are generally covered by the ordinary Bermuda grass, while in, say, the cooler Northeast, they're usually seeded with different strains of bentgrass or bluegrass. One New York club, which has played host to a number of MGA championships, has converted its fairways to bentgrass. The latter type is easier to maintain than the formerly used fescue and stays green in the heat.

Much to the dismay of golfers, sand is a must on any fine course. It adds appreciably to maintenance costs, and the prices vary, depending upon the quality, color, availability and trucking costs.

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Frequent use of a course has a major influence on maintenance. This is evidenced in a simple comparison. Far West country club courses, used year-round, traditionally average much higher annual costs per hole than those in the Northeast, which operate only seven to eight months per year.

It's obvious that many, varied factors enter into the total maintenance. Consider the following:

**Rounds of Play.** As already observed, a more frequently used course requires greater attention and repair than a less often used course. Certainly a course which experiences 35,000 rounds of golf per year would require additional expenditures as compared to a similar course experiencing only 5,000 rounds of golf per year.

**Tournaments.** These renowned events add costs due to the number of people on the course and greater activity. Additional labor and additional supplies are required, thus boosting material costs. Labor for course maintenance is increased, because prior to the tournament, the greens' crews will most likely work overtime. On top of this, expenditures for top dressing, machine repairs, tournament flags, and other extras requisite for a successful tournament will entail a price difficult to specify precisely, but will mean substantial, extraordinary maintenance.

**Hilly Course Compared to a Flat Course.** A course on hilly land will exact a heavier toll on machinery and demand more human exertion than a flat surface course.

**Drainage.** Ample surface and underground drainage is a vital provision in determining costs. A golf course out-of-play because of wetness will not only entail added maintenance and repair costs, but will invariably lead to reduced revenues from greens' fees and cart rentals.

**Weather.** In most U.S. regions, climatic conditions vary from season to season. The greens' superintendent, just like any other gardener, operates at their whims. Weather is a controlling factor in scheduling irrigation, how and when to water, and how much to use. Overwatering can cause as many problems as underwatering, and the trick is to strike a happy medium.

Our study covers all these cost factors. It does not, however, include real estate taxes which normally are not allocated to the various operating departments. Nor does it include capital expenditures. For example, it leaves out the essential underground sprinkler system your club may have purchased and installed at a cost of anywhere between \$200,000 to \$500,000. And it also omits various pieces of course equipment, such as tractors, triplex greens' mowers, gang fairway mowers, aerators, et al. Some individual pieces, such as a tractor, run in the vicinity of \$50,000.

While not included in everyday maintenance expense, these expenditures do affect operations. Several newer equipment models provide easier, faster performance, thus reducing costly overtime hours.

Many claim that computer-controlled irrigation systems reduce water consumption and attendant costs. These systems would be more advantageous when water shortages occur and county governments demand curtailed usage. Modern aerators, introducing oxygen into the root zones, keep the turf healthy and avoid unnecessary, expensive treatments at a later date.

When one compares the average per hole costs, or any other statistical information, of one club with those of another, accuracy will depend very much on whether or not the club's chart of accounts conforms with the specially designed and generally accepted *Uniform System of Accounts for Clubs*, published by the Club Managers' Association of America. Over the years, we have recommended that our clients conform to the uniform system so that management can readily compare its operational results with those of similar clubs as reported in the industry publications, such as *Clubs in Town and Country*, a statistical review issued by Pannell Kerr Forster, that incorporates operating and financial results of more than 200 country clubs nationwide. If there is any doubt as to whether your club's chart of accounts conforms with the *Uniform System of Accounts for Clubs*, you should consult with your independent CPA.

Our study aims to indicate prevailing trends in club operations. When analyzing operating results, the reader must bear in mind that each club is unique and no two are quite alike. The data shown should not be construed as a standard of performance for any individual club.

Reduced to a common denominator, nevertheless, the statistical information may be used as a guide in evaluating factors involving individual operations. Our study is comprised of information

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obtained from our clients, some of whom maintain the finest golf courses not only in their region, but in the entire country.

Whether a club is large or moderate-sized, plans have to be drawn before each season starts on the implementation of maintenance programs. In the Northeast, grounds are inspected early each spring to spot the ravages winter months have wreaked. Clean-up crews fan out to pick up fallen branches, leaves and other debris left by storms. Plants and sodding are replaced, where necessary. Insecticides and herbicides are sprayed onto them. Buildings, bridges, fences, golf cart paths are among the sites targeted for refurbishing and/or repair. And that's only the beginning.

In the far West and in the South, courses require everyday attention because of the unrelenting traffic of golfers. In many ways, this attention elevates expense because of the constant high number of personnel essential for maintaining the facilities.

When you consider the magnitude of maintenance each course requires, no matter where in the U.S. it's situated, the average annual cost of \$23,383 per hole no long boggles the members' minds.

*Daniel T. Condon is a Certified Public Accountant and Partner in Pannell Kerr Forster, a national accounting and consulting firm that serves as auditors and consultants to more than 400 clubs nationwide. Mr. Condon has practiced in the area of private membership clubs for more than 10 years.*

## IN MEMORIAM

C.E. (ROBBIE) ROBINSON 1907-1989

Golf Course Architect Robbie Robinson died December 29, 1989 in Paris, Ontario leaving his wife Thelma who is also well known to the golfing fraternity and an inspiration to Robbie. He was born near Montebello, Quebec. In his 82 years he left his mark on the Canadian golf scene and also had many friends in the U.S.A.

Quoting "The Golf Course" by Geoffrey S. Cornish, also a colleague, "he became recognized as an authority on turf-grass culture ... and exerted considerable influence on the policies of his architectural expression".

Personally, I have known Robbie since 1949 when he instigated the annual Turf-Grass Conference for the R.C.G.A. at the Ontario Agricultural College in Guelph and he later became a business associate and friend of our family. Robbie was a sincere person and had a certain magnetism that inspired others to excel and made it possible for me to carry on in my chosen field.

1929 must have been a good year as C.E. Robinson, Howard Watson and E.I. Wood, noted Canadian Landscape Architect, all graduated that year from O.A.C., Guelph.

Robbie apprenticed with Stanley Thompson on Royal York (now St. George's), Cape Breton Highlands, and on many other prestigious golf courses across Canada. He also served as manager and superintendent at Sunningdale Golf Club.

During World War II he served overseas with the R.C.A.F. and upon his return joined C.M.H.C. in site selection and development of housing and became involved with the R.C.G.A. as Director of the Green Section and for a time Secretary-Manager. He was responsible for bringing many prominent speakers from Canada and U.S.A. to the before-mentioned annual Turf-Grass Conference at O.A.C. (the forerunner of the conference and show now run by the C.G.S.A.) making it possible for many superintendents to rub shoulders with these turf-grass experts.

From the mid 50's on he became deeply involved in golf course architecture and became a member and twice President of the American Society of Golf Course Architects and in total designed or remodelled over 300 golf courses in North and South America. In his own words "The most appealing courses are those which are hewn most closely to nature and where each hole is featured by its own individual golf character and landscape".

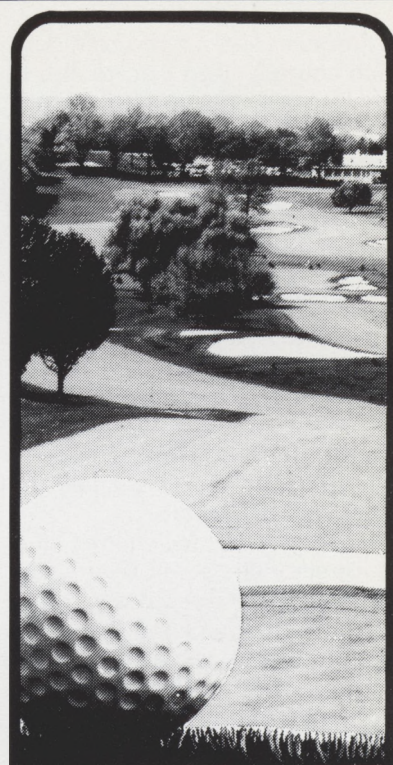
Robbie left a mark wherever he travelled and touched and directed the lives of many club members, owners, future golf-architects, course builders, professionals, managers, and of course, the superintendents.

Two of his nephews are superintendents - Jim O'Connor of Kananaskis, Alberta and Robbie Robinson of Hidden Lake, Ontario.

He made a great impact on the Kirkpatrick family who went on to build many of his courses. Hugh, now superintendent of Westmount, Kitchener always had a sparkle in his eye and voice whenever he mentioned "Robbie", as did Bill Hynd who gave the eulogy at his funeral. Doug Carrick, a partner, is now dedicated to carrying on the Robinson name.

Robinson as yet is not in the Hall of Fame but Jim Barclay, former curator of the R.C.G.A.'s library, museum and Hall of Fame is quoted in Lorne Rubenstein's timely article on Robbie as stating "Robinson was quite a man, architect, manager, one of the great characters. It's only when they're gone that we realize what they've contributed".

Robert F. Moote



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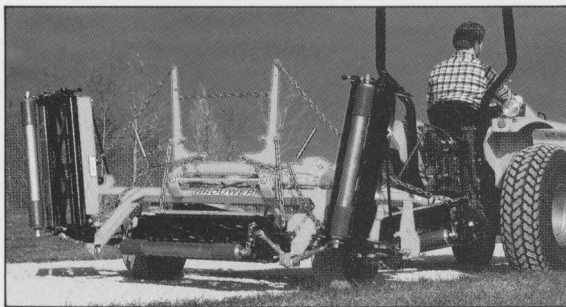
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## How Well Do You Know Your Trees?

The loss of vigor, or death of a plant is usually the result of one or more of the following conditions. Disease, insects, mechanical damage, drought or flooding. This is true of all vegetation that exist on the golf course.

As golf course superintendents we are primarily concerned with the plants that are predominant on the golf course; Grass! That is unless you have devised a mode of existence where the necessities of life are eliminated or have a wife, girlfriend or combination thereof that will support you when your unemployment compensation expires.

A plant whose health and general condition is often overlooked until it has deteriorated into a dangerous state is a tree. This in spite of the fact the high wind and lightning are additional perils to those mentioned previously. It is not unusual when faced with conditions as hostile as was last summer that we tend to be concerned only about the grass and realize too late that many of the trees on the course were also adversely affected by the same conditions. The big difference is that there is no quick fix for a tree that has succumbed to conditions. A couple of yards of sod or a few pounds of seed will not replace a tree by the next season. It was with this in mind that we at Arrowhead contacted Dr. Thomas Green, a plant pathologist at the Morton Arboretum.

Dr. Green has devised a system to rate trees as to size, shape, age, and general health on a scale from one to six. He also provides a service, at a cost that is nominal, that surveys all trees and furnishes a report that includes a reference number for each tree, identifies to species, height, shape, as well as plotting all trees on a plan of the golf course.

The report covers the condition of each tree and rates it on a scale that covers the entire spectrum from 1, a tree recently planted in good condition that has not yet reached its full height or shape; to 6, a tree that needs to be removed. Dr. Green also furnishes a plastic overlay that shows what any area will look like when the 5 and 6 are removed. Suggestions as to replanting are included with regard to both species and density.

The dimension of such a report coming from an acknowledged expert is more than enough to get a tree program out of the talking stage into reality as well as creating an awareness of the problems that can still be corrected and prolong the life of existing trees.

Robert K. Breen

### **Wogsa Report**      **By John Taylor**

Forty-two golfers had great weather at Bridgewater CC for the annual Taylor Barnes Trophy event. The Taylor Barnes trophy awarded to the low gross superintendent went to Ted Bishop of Rolling Meadows GC. The low net trophy for the day went to Rod Hermitage.

The day wrapped up another year for the WOGSA which featured five golf events. Thanks to our hosts and their golf courses which included John Piccolo, St. Catharines GC, Henry Schmitz, Brookfield GC, Jay Kulak, Port Colborne GC, George Garner, Glendale GC, and Steve Sherwood and Wilf Wallace at Bridgewater GC. Thanks also go to all the suppliers for their generous prize donations through the year.

The 1990 Board of Directors is John Piccolo, President, Bill Glashan, Vice President, John Taylor, Secretary-Treasurer, Aldo Bortolon, Director, Rob Rybski, Director, Rick Piccolo, Director.

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# Obtaining an Interview

by James T. Snow, Director  
Green Section, USGA

Just as a salesman can't make a sale unless he gets his foot in the door, a golf course superintendent can't sell himself to a club unless he gets an interview. In both instances, it takes plenty of preparation and a well organized effort to get that proverbial foot in the door. Based upon the information gleaned from conversations with club officials who have searched for and hired golf course superintendents, I'd like to share with you my conclusions with regard to obtaining that elusive job interview.

1. Since many club officials are looking for certain talents which their previous superintendent did not have, try to broaden your experience in as many areas as possible. Specifically, some club officials have mentioned:
  - ability to properly rebuild or renovate greens and tees
  - ability to install drainage or irrigation systems
  - ability to keep records and budgets and manage people
  - mechanical ability
  - knowledge of flowers, trees and landscaping
2. Educational background *does* make a difference in getting an interview when the competition is stiff. Thus, the more education you have, the better your chances. In addition to college work, become a certified golf course superintendent and show your prospective employer that you are keeping abreast of developments in the profession by attending seminars, conferences, etc.
3. Broaden your list of contacts who can act as references or who will at least know something about you if contacted. Many, if not most, club officials have little or no basis for judging your technical expertise, so they depend on others for this information. Included in this group are:
  - university personnel
  - Green Section staff
  - well known and well respected superintendents in the area
  - long-time regional golf association officers or staff
  - well respected golfers in the area, amateur and professional alike
4. When your club hosts member-guest, regional, state, or national events, take advantage of the situation by doing *as much as possible* to get the course in top shape. The people who attend, officiate and play in these events are often the people who are involved in hiring superintendents for their own courses, or who are contacted by other club officials for ideas and recommendations. Finally, encourage your club to host these events so that you have the opportunity to show these people what you can do.

All of these items need to be planned and carried out long before you ever actually apply for a job. If you are willing to go to the trouble to follow through with some or all of these ideas, you will be much more successful than others when it comes to getting interviews and securing better jobs.

However, all of this background work can be for naught if your résumé and cover letter are not in good order. I've been told by several club officials who have been overwhelmed by applications that they've arbitrarily weeded out 70% of the applications simply by the appearance of the résumé. In general, a large number of the résumés sent to clubs are messy and poorly organized, with many misspellings and poor grammar. Cover letters, if included at all, are often scrawled in pen and hard to read, and suffer from the same spelling and grammatical errors. These applicants have almost no chance of being considered.

Résumés should be well organized, neat, and contain no spelling or grammatical errors. The résumé should be accompanied by a typed cover letter which addresses the club and chairman by name, and which stresses supplemental information about yourself which could pertain to needs of that club. If you are unsure of your ability to put together a good résumé and cover letter, get some help. This is *important*.

*Editor's Note:* This article written has been condensed from a longer article by Mr. Snow entitled "The Hard Part Is Getting The Interview".



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## WHERE WILL YOU BE IN 2010 A.D.

By Hugh Shields, Talbot Park Golf Club, St. Thomas, Ontario

Sound like a long way off? Not really. If you are 34 years old now you'll be 55 in 2010. Hmmm, just 21 short years from now, nearing retirement age. Picture yourself sitting at your work station in 2010 reading the latest edition of "GREEN IS ENVIRONMENTALLY ATTAINABLE". Your eyes are drawn to an advertisement.

### QUALITY CUT FROM 5 GANG MOWER

Jacobsen has just introduced their new MAG LEVtm. floating LF 2000 Fairway unit. No more reels or bedknives to grind. Infinite height of cut lazer beam heads with micrometer height adjusters cut and fuse the individual leaf blades for an unparalleled uniform cut.

A powerful vacuum collection system transports the clippings through a bio-sampler which samples pH levels and micronutrient values. Clippings are then directed to a rear mounted vaporization chamber with a fusion flow discharge system expelling the clippings as environmentally-approved base elements.

All of this while the entire LF 2000 glides effortlessly 2 cms above the ground hugging every contour guided by ground mapping radar. All of this powered by the time-proven cast titanium ion drive Kohler 30 hp engine.

Lease terms available. See your local Jacobsen dealer to-day

Wow! you say to yourself. What a machine and a deal at \$180,000 U.S. With an annual budget of \$6,000,000.00 a few LF 2000's should be no problem. What with the 2 new Toro Hyper Drive GM VIII's you purchased last year you've finished upgrading your equipment so no more maintenance headaches right? The bottom line is more available leisure time in the winter.

After all 55 years old, been 30 years in the business, time to think about slowing down, planning for retirement. Your eyes are drawn to another advertisement.

### CALL TO-DAY DON'T DELAY

Danger! Only a few golf course developments remain in Florida and Texas. Offering "trendy golf course condominiums 1 and 2 bedroom models. Fairway units for the discriminating buyer starting at \$1,000,000.00. Course designed by Jack Nicklaus Jr. Call to-day. Brokers protected.

Wow! you say to yourself again. How can I afford something like that on my paupers salary. If only I had thought about this 20 years ago and planned for the future....

Sound far fetched. Don't bet on it. 2010 will be here before your last kid graduates from college and as the bulk of the post WWII baby boom rushes into retirement age, demand for quality affordable retirement living in the sunny south will far exceed supply.

So as we 34 year olds slowly ease into our golden years 20 or so years from now we could be choked out of the retirement housing market by high priced buyers (bentgrass seed salesmen). Is there any way we as individuals can protect ourselves from this depressing future scenario? Maybe.

Now imagine this advertisement further on in the "GREEN IS ENVIRONMENTALLY ATTAINABLE".....

### RETIREMENT LIVING AT IT'S BEST.

Live at prestigious Beaver Run G.C. Somersville, Florida. Winter home of the C.G.S.A. Luxury homesites available with pristine views of golf course fairways and mature trees. This is a championship 27 hole layout designed by Dave Barr our touring pro on the Sr. PGA circuit. C.G.S.A. and associate members only please. 1 and 2 bedroom condos starting at \$250,000.00

Now doesn't that sound better than \$1,000,000.00 for a smaller condo on a questionable golf course with even more questionable neighbours?



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The reality is while the foreword to this article was intended to be humorous, the suggested future scenario is no laughing matter. Affordable retirement living in the sunny south could be prohibitively expensive for the average superintendent 20-30 years from now. If this is indeed perceived as a problem, is there a viable solution?

What if a body such as the C.G.S.A. were to set up a fund financed through annual individual membership contributions to acquire and develop a property (our fictitious Beaver Run G.C.) and offer homesites to contributing members of C.G.S.A. on a first come first serve basis. The golf course would have a full service clubhouse and could in fact operate as the Golf and C.C. of a municipality targeted by say the National Golf Foundation as lacking, but requiring, this type of facility. Annual dues and club services to C.G.S.A. members could be subsidized by the local population who would pay full dues and initiation. Excess lots not purchased by C.G.S.A. members could be sold at full market value to the public once again subsidizing the development costs of both the course and clubhouse.

This idea is not without precedent. The Canadian P.G.A. has a winter home in Titusville, Florida. The course called Royal Oak was a second rate layout with surplus lands until acquired by the C.P.G.A. several years ago. The excess lands were developed into subdivisions with lots made available to C.P.G.A. members at reasonable rates. Surplus lots were sold to locals at market rates which generated much needed capital for course and clubhouse upgrading.

The Board of Directors at Royal Oak is comprised of C.P.G.A. members which gives their association control over their membership costs which are substantially lower than local members rates. I have played Royal Oak several times and can attest that it is now a first class private country club, with a course that is in excellent condition providing retired and active C.P.G.A. members with affordable housing and golf during the winter months.

What I am suggesting is a committee be set up to investigate the potential for a development as outlined in this article. This would require starting first with a member survey polling interest for a resort project. If interest is sufficient a multi-disciplined site selection committee would be formed to research desirable locations fulfilling specific criteria including regional standard of living, cost of living, crime rate, water availability or restrictions and, of course, local demand for a facility of this type. One source of information is the National Golf Foundation which has surveys available outlining municipalities targeted as being deficient with respect to numbers of golf courses based on player demographics. Once a site is selected a finance committee would be charged with structuring a sound and affordable financing package covering not only the initial funding for site acquisition but course, clubhouse and subdivision development as well.

If initial funding was started within the next 2-3 years financed through annual registered member contributions a sufficient pool of capital including interest could be amassed over a 5 year period to acquire a vacant parcel of land or an existing golf course with excess development land suitable for housing. According to the C.G.S.A. membership directory there are between 900-1000 class A, B, and associate members and the membership is growing. If we assume that 30% of the membership is willing to contribute to a registered fund \$500.00 per year, with interest at 10% over 5 years the fund would accumulate to about \$1,000,000.00.

A first class golf course facility including perhaps a lodge consisting of units that could be rented to non-contributing members or younger members looking for a subsidized vacation get away would cost between \$4,000,000.00 – \$5,000,000.00 not including subdivision development costs which could be financed through site sales.

As you can see in five short years with 300 members paying out \$2,500.00 each, a sizeable downpayment could be made. With future contributions over another 5 years amounting to an additional \$2,500.00 per contributing member, financing the construction of the course and clubhouse facilities could be well underway at a total cost per contributing member of only \$5,000.00 each. If member contributions were started in say 1990 and assuming a 300 acre site acquisition cost of \$750,000.00 US in 1995, the site and approximately \$1,000,000.00 worth of golf course construction could be paid for and completed by the year 2001 without external financing. Give the course another 10 years to mature and allowing for construction of the subdivision portion of the development and before you know it's 2010 and your ready to move into your brand new condominium backing onto the 12th fairway at the prestigious Beaver Run G.C. an exclusive championship golf course rated in the top 100 by Golf Digest. Your colleagues will be jealous, your friends amazed. How could you possibly afford membership and a home at such a desirable location. Heh heh! Only your accountant knows for sure.

While this proposal may seem unattainable at first glance look again. The Canadian C.P.G.A. has done it quite successfully and I believe the C.G.S.A.A. to the south is contemplating the same thing for it's members.

A premier development such as this would serve multiple rolls.

1. It would provide affordable retirement living and golfing privileges to C.G.S.A. and associate members.
2. A high profile golf facility owned and operated by C.G.S.A. members would promote it's image as a professional & progressive association.
3. It would enhance member benefits thereby strengthening the association both numerically and financially.
4. If operated as a first class golf development, excess revenues generated from unsubsidized homesite sales, cart rentals and green fee play could be dispensed in the form of rebates to contributing members on an annual basis further subsidizing your club membership costs.

So as you contemplate your retirement years give this article some thought. Large, forward looking progressive associations can accomplish what individuals cannot, and I can think of no better reason to belong to an association than one that offered a fringe benefit like this. So sharpen your golf game and see you in 2010...

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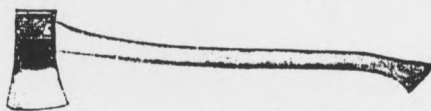
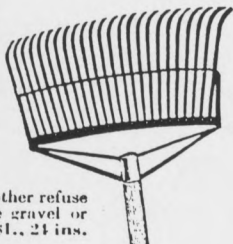
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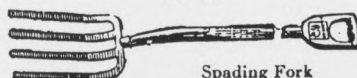
Axe, Collins. Weight 3½ to 4 lbs. \$3.



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S. & W. Co.'s Spades are of good quality, serviceable and practical. They are offered as the best low-price Spades. D-Handle and Long Handle. \$1.75 each.

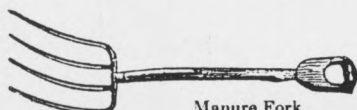
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Spading Forks. Best grade; tines spear pointed with diamond-shaped backs; handle strapped both sides. Of superior quality and very strong.

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Manure Forks. Best grade; strong oval tines. Each  
Long-Handle Forks, same price. Each  
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6-tine, D-Handle..... 2.00

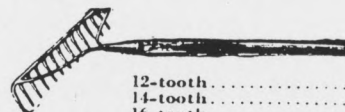
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14-tooth..... 1.20  
16-tooth..... 1.25

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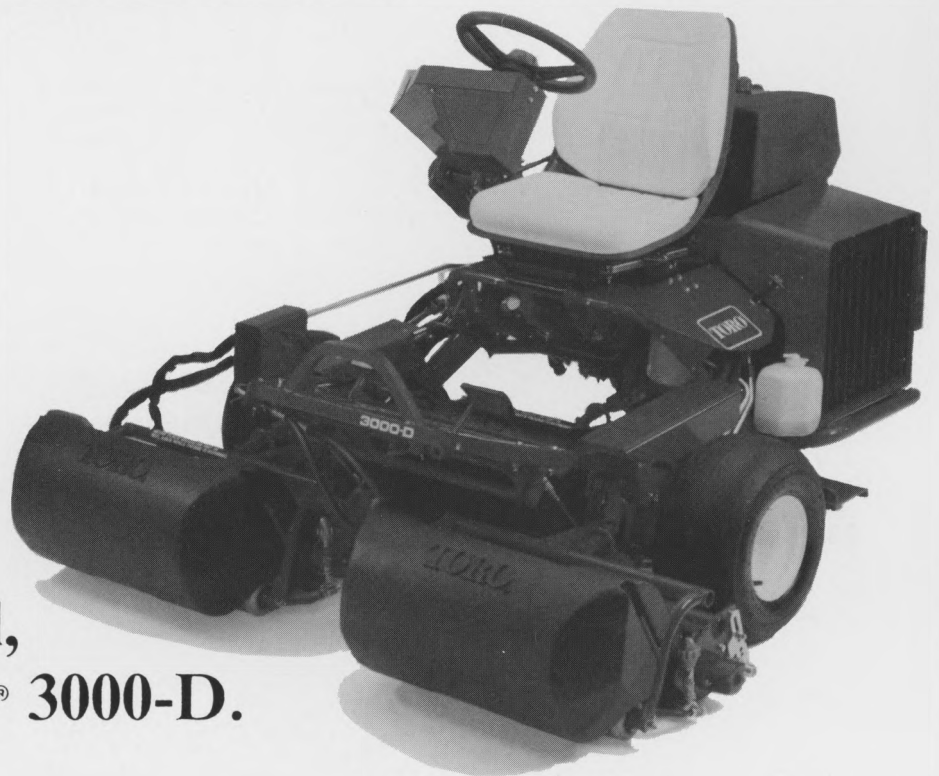
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21st Annual Turf Managers' Course  
University of Guelph  
Contact Dept. of Continuing Education,  
University of Guelph (519) 824-4120 Ext. 3956

**FEBRUARY 1990**

Algonquin College Turf Management Short  
Course, Ottawa, Ontario  
Contact Mr. Doug Rothwell,  
Program Co-Ordinator (613) 594-4577

**FEBRUARY 19-26**

Golf Course Superintendents Association of  
America Conference, Orlando Florida  
Contact GCSAA (913) 841-2240

INTERNATIONAL SOCIETY OF ARBORCULTURE - ONTARIO INC  
41st ANNUAL EDUCATIONAL CONFERENCE  
IN THE FORESTRY CAPITAL OF CANADA

'URBAN TREE MANAGEMENT'

The Program will start at 9:00 a.m. on the Tuesday, February 20th,  
and end at noon on Thursday, February 22, 1990.



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