



Tee to Green

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Scott Niven Elected MetGCSA President

by Guido Cribari

He was literally born into the profession.

At age five, he remembers cutting the greens on a course where his Dad served as manager-superintendent.

And now, at age 33, with more than a quarter century of experience in the field, Scott Edwin Niven reaches the pinnacle of his chosen profession as the newly-elected president of the Metropolitan Golf Course Superintendents Association.

Yes, folks, it is possible to carry on a love affair with a job. And Scott Niven (as in NyVen), is living proof.

Property manager (superintendent to most of us), at The Stanwich Club in Greenwich, voted back into America's 100 best golf courses by Golf Digest, Scott Niven says "taking over the leadership of this outstanding organization and its 350 members, is a dream come true."

A native of Quantico, Va., where his dad, A. Russell Niven, ran the Air Traffic Control Tower, Scott was raised in New Hampshire, where the family at one time owned and operated the Angus Lea Golf and Tennis Club.

He attended the University of New Hampshire for one year before transferring to the University of Rhode Island, where he earned a bachelor of science degree in turf management. He even managed to get his golf handicap down to four despite a demanding school-work schedule.

"I loved working on the course as a youngster," he says now in retrospect, "even at five in the morning. It was fun. I enjoyed it more than playing the game. I honestly did. There's a certain inner

satisfaction that comes in communing with mother nature in producing the best possible playing conditions."

"How much do I love this work?" he asks inquiringly.

"Enough to have spent every single summer of my life on or around the golf course."

Scott arrived in this district in the spring of 1976 and went to work under Paul Caswell at Greenwich Country Club.

Following Greenwich came stints at the St. Andrews Club in Hastings and the Siwanoy Country Club in Bronxville. He took over as Property Manager at Stanwich in the spring of '83.

Getting Stanwich and its demanding, rolling 7, 133-yard, par-72 layout back on Golf Digest's "100 Best Roster" may not have been a designated goal, but it obviously is an unsolicited reward for a job well done.

By the way, at this point, it should be noted that the family name originally was not Niven, but MacNiven. "Grandpa Niven decided that Niven was more Americanized and less of a problem to handle phonetically, so he ordered the switch," laughs Scott.

Scott earned his stripes on the way up to the MetGCSA presidency:

He served as a member of the board for seven years, secretary for four years and vice president for one. He took over officially Nov. 12 at the annual meeting at the Ridgeway Club in White Plains from Pat Lucas of Innis Arden, whose term of office had expired.



"You just won't find a finer group of people anywhere," insists Niven of his confreres. "They really know what they're doing. They're very professional. But more importantly, they love what they're doing. And that can be the key to success in this business."

The 5-10, 155-pound blond mustachioed Niven is a much-sought-after authority on one vital aspect of his profession. He is considered a knowledgeable pace-setter on Plant Growth Regulators, a grass-growth, water-retaining, chemically-induced system that could lead eventually in reducing the presence of the dreaded poa annua that plagues courses in this sector of the country. He is consistently called upon to lecture and address seminars and clinics on the subject throughout the northeastern area of the country.

Scott sees the MetGCSA not only as a working, educating body with considerable expertise at its command, but a fraternal

(continued on page 7)

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**May you and your loved one's Holiday Season
be Blessed and Joyous; and
We wish you a Healthy, Happy New Year**

Planning for Your Financial Future

by Thomas A. Choate, CLU
Charter Financial Consultant

History:

Financial Planning is a relatively new industry that has enjoyed rapid growth in the 1980's. Rapidly rising interest rates in the late 70's and early 80's forced individuals to seek out higher interest rates than the banks were offering. The now-popular money market accounts were established initially by mutual fund companies, but banks were also eventually allowed to offer them.

Next came new kinds of life insurance which offered current money market rates on the cash value in the policy. New mutual funds were being introduced to invest in every possible segment of the equities or the fixed income markets. Because of the widening choice of insurance and investment vehicles, (ranging from investing in tax free bonds funds to gold funds to international equity funds), the industry of Financial Planning was born to help people cope with the choices. Everyone's situation is different, and something that works for one family may be totally wrong for another. For those who like definitions, Financial Planning is simply an organized method for accumulating sufficient resources to achieve specific, established goals in the future.

What Comprises a Financial Plan?

There are several components of a personalized financial plan, probably the

most important is the establishment of specific goals. Examples would be to accumulate enough capital to put your children through college, to make a down-payment on a home, to have a vacation reserve or to plan for a comfortable retirement. The important thing is to be specific and to assign dollar goals to be achieved within certain time frames. It is not enough to say that you would like to have as much money as possible for retirement; you must set a dollar figure as a target and work toward that target on an annual, systematic basis.

Creating and following a budget is also very important in financial planning. You simply cannot start a savings or investment program without knowing what it costs you to live and what is left over each month after the bills are paid. Most people say that there is nothing left to save after the bills are paid. Why not try paying yourself first, not last. Put something away for yourself, then pay the bills. A budget is also an excellent way to reveal where any problem areas might lie. Once you know there is a problem, you can take action, but if you don't prepare a budget, you may never know there is a problem.

Income tax planning is another important factor. First, a Financial Planner should determine his client's personal income tax bracket. What, if anything, can be done to lower that bracket? A review of a client's

prior tax returns will reveal how much he is claiming in interest and dividends and whether it might be wise for him to consider tax free municipal bonds instead. Some sort of pension or profit sharing plan might be considered to reduce currently taxable income.

Hand in hand with tax planning is investment planning. The investments that a person owns should be chosen with income tax considerations in mind. Someone in the highest income tax bracket should probably not invest large sums in taxable money market funds because so much is lost to taxes. On the other hand, there is a point below which it does not make sense for an investor to buy tax free bonds, and that point is determined by considering an investor's tax bracket in relation to interest rates available in the marketplace. Liquidity is also an important investment consideration, and it refers to how quickly an investment can be converted to cash. Some investments are much more liquid than others. For instance, real estate is not considered liquid because it is not readily convertible to cash. It takes time to sell, and there are expenses to be considered. On the other hand, a mutual fund invested in stocks or bonds can be converted to cash overnight, so it has a high degree of liquidity.

Insurance planning is also crucial, because it not only includes life insurance, but health insurance, medical insurance and property and casualty insurance. The various fields of insurance are changing as rapidly as investments, and it is critical not to overlook the effect of a major illness or the premature death of a major breadwinner. What is the right kind of insurance to buy, and how much is enough? These are difficult questions to answer without the help of a trained trusted advisor.

Estate planning is the last major component of financial planning. This usually involves having a will drawn or updated and reviewing the ownership of assets. It is not always a good idea to put everything you own into joint name with a spouse, parent, brother or sister. It is quite often better to keep certain assets in separate names, such as inheritances, and to leave them to a surviving spouse by will rather

(continued on page 5)

Coming Events

JANUARY

13	MetGCSA Winter Seminar	Brae Burn Country Club Purchase, New York
19	NY Professional Turf and Landscape Conference	Yonkers Raceway Yonkers, New York

FEBRUARY

1-8	GCSAA International Conference and Show	Houston, Texas
11	Connecticut Professional Turf & Landscape Confer.	Hartford Civic Center Hartford, Connecticut
29- Mar. 3	57th Massachusetts Turfgrass Conference & Show	Springfield Civic Center Springfield, Massachusetts

Golf Course Maintenance Industry Exceeds \$3 Billion

According to the new 1987 edition of the *Golf Course Maintenance Report*, the estimated annual worth of the golf course maintenance industry in the United States today is \$3.54 billion. This figure includes the cost of labor, equipment and supplies needed to maintain the 1.2 million acres of land occupied by the nation's 12,384 golf facilities.

The 80-page report, developed from a survey conducted in late 1986, was co-produced by the Golf Course Superintendents Association of America (GCSAA) and the National Golf Foundation (NGF).

The new report supersedes a less comprehensive 25-page joint study report done in 1985.

"We feel that this year's expanded report provides valuable information not available through any other source in the golf course and turfgrass industries," says Donald E. Hearn, CGCS, GCSAA president.

"The golf course superintendent is a vital person in the golf industry and plays a crucial role in maintaining the nation's golf

courses so they are enjoyable for the 20.2 million U.S. golfers," says NGF President David B. Hueber. "And the NGF is proud to have been part of this all-important study."

The 1987 report is broken out into nine geographic regions and by the public and private facilities within those regions. It covers irrigation sources, expenses, labor hours and wages, golf car fleet size and maintenance costs, environmental conditions and professional responsibilities for each region.

The information was collected through a 10-page survey instrument sent to golf course superintendents throughout the United States in November 1986. The information is presented in a manner that allows superintendents to make a comparative analysis of their operations with others within their region.

"Golf course superintendents and others involved in the maintenance of the nation's golf courses will find the information contained in this report to be useful in

determining the factors that make their golf courses unique from others in their region," Hearn says.

A two-page summary of the *Golf Course Maintenance Report* is available from both the GCSAA and NGF at no charge. The complete report sells for \$90.

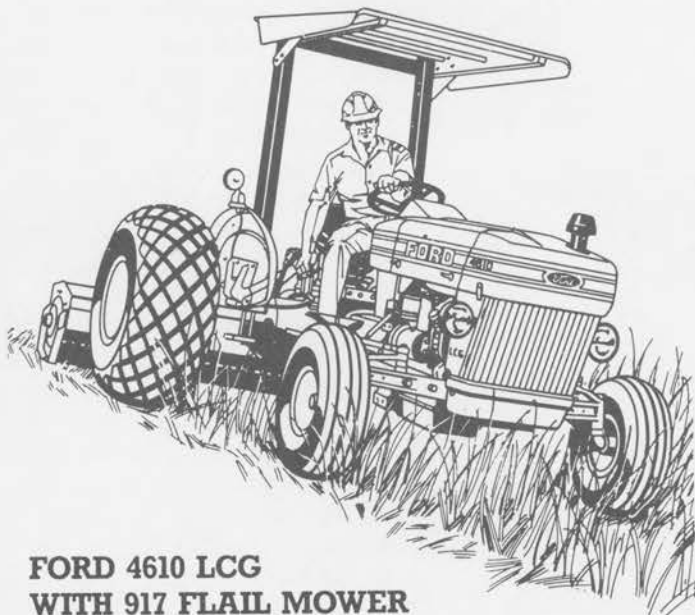
GCSAA is a non-profit organization founded in 1926 to inform and educate golf course superintendents and to strive for the betterment of the profession. The association publishes an official monthly magazine, *Golf Course Management*, and annually sponsors the international Golf Course Conference and Show.

For more information, contact Bob Still, media relations manager, GCSAA, 913-841-2240.

DON'T FORGET!

MetGCSA Winter Seminar
Brae Burn Country Club
Purchase
January 13, 1988

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Financial Planning (cont'd from page 3)
than to count on the rules of joint tenancy.

The Four Cornerstones:

In applying the above components of financial planning, I like to allocate assets in accordance with The Four Cornerstone Philosophy that I learned during my years with Investors Diversified Services. This is another way of saying "Don't keep all your eggs in one basket." When I review a prospective client's portfolio, I look to see if assets are properly allocated within the four categories of Cash Reserves, Insurance Protection, Fixed Assets and Equity Assets.

A Cash Reserve is money in the bank or a money market account that can be withdrawn without penalty or loss of principal regardless of what is happening with interest rates or the stock market. Most financial planners would recommend having the equivalent of three to six months after-tax income in this type of an account to cover most short term emergencies.

Insurance Protection means having the right kind and amount of insurance to cover risks that you can't afford to cover yourself. If your family could not go on without your income, then you need life insurance. If you are injured and can't work, you need disability insurance to cover your lost income and medical insurance to cover the hospital and doctor bills. The problem is to figure out what kind of insurance is the best for your own situation.

Fixed Assets are assets that are invested for a fixed period of time and at a fixed interest rate. A certificate of deposit is a good example because you know how much is invested, for how long and at what rate. When the CD matures, you know exactly what you are going to receive, and there should be no surprises other than what the new rate will be if you wish to renew your CD.

Equity Assets, such as real estate or common stocks, can go up and down in value. At any given point in time, these assets may be worth more or less than what you paid for them, so it is obviously not a good idea to have all your eggs in this basket. It is very important to have a good mix of assets in your portfolio so as to avoid the problems that plague people who do not diversify their assets.

Hopefully, this short primer in Financial Planning will prompt you to call a planner if you feel uncertain about your financial future in this current environment. ■

GCSAA's Director's Comments

The year to date has certainly been one to remember for those of us in the turf management field! High temps and humidity, drought for some — excessive rain for others, unfamiliar disease symptoms, insects, STRESS. The year has been no less memorable for your national professional association GCSAA — and because of outstanding efforts by many and good fortune — a very good year to date.

GCSAA is active on so many fronts. Conference and Show expectations for Houston remain exceptionally high — S&R efforts continue to fulfill foreseen potential: *Golf Course Management* magazine striving to provide the useful and timely information that turf managers so need — an ever increasing demand for regional seminars which emphasize the desire for well-presented continuing education — continuous efforts at improving and expanding the image of our profession through public relations — consistent internal communications and continued high interest in upgrading through certification. Most importantly — an outstanding interaction amongst GCSAA's membership, Board of Directors and staff is ongoing through a very active committee structures. Such interaction is essential in keeping those of us responsible for the Association's welfare abreast of the wants and needs of the membership. The philosophy of members actively participating on a regular basis is undoubtedly one of the main reasons for the current success of GCSAA.

As always, please do not hesitate to contact me should any problem regarding GCSAA exist or should you have suggestions or criticisms. Also, anyone interested in serving on a committee should let me know prior to Conference. I will do all that I can to assist those interested in serving on a committee receive an appointment.

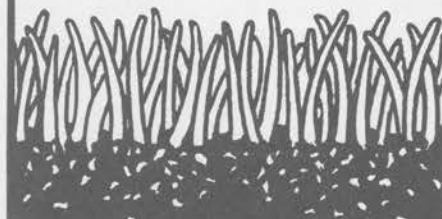
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Steve Cadenelli

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MetGCSA News

Scholarship Awards

If you are a member of the MetGCSA, and are in need of financial assistance to continue your (or your children's) education, you are eligible for a MetGCSA scholarship. Now is the time to write for an application. The deadline for applications is February 15, 1988. Scholarship winners will be announced at the MetGCSA March Business Meeting. Send application correspondence to:

Larry Pakkala
c/o Woodway Country Club
412 Hoyt Street, Darien, CT 06820

Tournament Committee News

Due to the increasing popularity of the MetGCSA Invitational, and the limited amount of space available, we have set-up the following guidelines to assure that the members who most support this association will be able to play. Effective in 1988, spots in the field will be reserved (until the entry deadline) for members who have attended three monthly membership meetings in the past twelve months. The remainder of the field will be then filled on the old first-come, first-served basis.

Winter Seminar

DATE: January 13, 1988
PLACE: Brae Burn Country Club
Purchase, New York
TIME: 8:00 a.m. Registration
3:00 p.m. Adjournment

Pesticides, The Environment and You

Dr. Martin Petrovic, Cornell University
Movement of Pesticides In The Soil
Mr. Joe Betulius, Chemfarm, Inc.
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Mr. Michael Cook, NYS Dept of Environmental Conservation
Update and Questions

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Commercial Applicators Face New Regulations!

by Ted Horton, CGCS

The recent changes on the legislative and regulatory front will drastically affect the business of many commercial pesticide applicators involved in lawn care and golf course maintenance alike. In particular, Pesticide Bill A.5219-B and its current regulations will seriously hamper our ability to work in professional grounds management for which we have each invested a great deal of time, money, education and training.

Notably, the main components of the new regulations involve notification "to which all commercial pesticide applicators are subject" and then the "special regulations which require posting and contracts for lawn care applicators."

Although the regulations are difficult to understand, a careful study of the requirements will let you know how drastically your business procedures will be changed

if they take effect next April. Although contracts and posting do not appear to be required for pesticide applications to the golf courses, the notification regulations do require golf course superintendents to deliver written notices containing information as defined in the regulations to the "occupants owners, or the owner's agent" of the club.

The New York State Turfgrass Association (NYSTA) is concerned with these regulations and is actively working to propose alternative plans that would allow for the safety intended by the regulations without the punitive effect. Recently, NYSTA joined with other members of the "Green Council" — NYS Arborists & NYS Cemeteries to hire Thomas West of Nixon, Hargrave, Devans & Doyle. Mr. West will be representing our interests in all pesticide regulatory and legislative issues in New York State.

In particular, we are all urged to:

1. participate in the hearings through written testimony;
2. visit our elected state representatives, Senators, Assemblymen and Governor's office and let them know of the fallacies in the regulations and the effect they will have on our businesses; and,
3. join our State Turfgrass Association and help to strengthen it by recruiting membership and financial support."

Additional information and a copy of the regulations may be obtained by contacting Beth Seme, Executive Director, NYSTA, P.O. Box 612, Latham, New York, 12110 (Telephone 800-873-TURF).

Please get involved!

is the superintendent at the Arcola Club in Paramus, N.J.

Niven sees the role of the supt. as being part diplomat, part psychologist, part clergy (in communion with The Good Lord as well as Mother Nature), and all down-in-the-trenches, 24-hour-a-day devoted worker.

"The toughest part of the job, he suggests, is being the perfect people-manager and astute diplomat simultaneously, talents that sometimes cannot be taught.

"It's not easy to deal effectively, on so many levels with so many diverse personalities (staff members, vendors, clubhouse manager, golf professional, green chairman, board members and the general membership), and succeed. In addition, we're expected to be able to speak and write effectively. That, I suggest, is quite a load to carry."

Leaning back in his office chair, he scans the landscape and says: "There are some disturbing issues on the horizon," and he lists them accordingly:

- 1.—pesticide controls and regulations;
- 2—the availability of water; 3—noise restrictions, and 4—acute labor problems and shortages.

"These are the reasons, perhaps, why I rarely play golf on my own course. I prefer to look at the other guy's problems," he chuckles.

His dedication carries to extremes at times, and he insists his greatest joy comes from "experimenting with new chemicals and products — pioneering, so to speak, with something new. They call it exploring the possibilities, taking chances. It's the only way to grow.

"One must be willing to take chances, take the responsibility, make mistakes, if necessary. I've made more than my share. But there is no more effective learning process than carefully studying and profiting from the miscues."

And finally, in his new role as MetGCSA president, he promises "to do everything in my power to maintain the integrity of this fine association, while striving to improve the image, professionalism and well-being of the Met Supers at every single opportunity.

"This is a grand and glorious assignment, and I relish the challenge," says Scott Edwin (Scotty) Niven beaming with pride. ■

ED NOTE: — Guido Cribari is the retired executive sports editor for Gannett's Westchester Rockland Newspapers, Inc.

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President (continued from front page)

organization as well, with many built-in blessings and advantages.

"Let's face it, it's imperative that we keep together, work together, and study together," he says, "but it's vital that we play together as well. Heck, in this affluent sector of the world, if the supers didn't have each other, they wouldn't be able to afford friends," he muses.

Scott is proud of that C.G.C.S. (certified golf course supt.), label that follows his name. He's one of only ten percent or so who have earned the coveted designation. Incidentally, his younger brother, Curtis,

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