

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.

Since 1933

Heart of America Chapter

GCSAA

GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA



Environmental
Institute for Golf

Governor's Club



Volume 42, No. 6

August 2010

Employee Tournament



Winterstone Golf Course, Independence, Mo.

Date: Monday, Aug. 9, 2010

Location: Winterstone Golf Course,
Independence, Mo.

Superintendent Profile: John Johnson is the superintendent at Winterstone. He is a 1994 graduate of Hawkeye Community College in Waterloo, Iowa. From 1994-1998 he was 2nd assistant at Des Moines Golf and Country Club in West Des Moines, Iowa. From 1998-2000 he was 1st assistant at Loch Lloyd Country Club in Belton, Mo. From 2000-2002 he was 1st assistant at Prairie Highlands

Golf Course in Olathe, Kan. In 2002 he took the position of superintendent at Winterstone.

Golf Course History: Winterstone opened for play in May, 2003. It was built by Mid-America Golf & Landscape over an active limestone mine. The course is privately owned by Harlan Limpus. Craig Schreiner designed the course.

Dress Code: Country Club Attire (collared shirts, no jeans or cargo pants). Please clean your soft spikes.

Heart of America GCSA

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Vice President: Darin Pearson - Alvamar Country Club, 785.843.6303

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HeartBeat Editor:

Tony Bertels - Swope Memorial Golf Course, 816.513.8911

Executive Director:

Kim Weitzel, 816.561.5323

President's Message

As summer rolls on full bore, I officially begin my second month of being a "grouch," well at least until the nighttime temperatures fall back into the 50's. I hope everyone is having a good season and staying focused on the job at hand. The weather has been very, very difficult thus providing new challenges and having to redo and reschedule every single job, tournament, and project several times. The one consistent job has been to pump, push and rake bunkers on a daily basis. I am sure that part of my crew have actually lived in some of the bunkers this summer. Remember to "Thank" your staffs, they make all of us look good, don't worry about the things we can not control and the days have begun to get shorter.



The Employee Tournament and Missouri Cup Challenge are right around the corner and are being held at some great venues. Sign up now and take some time to spend with your peers and staff. This is another way of saying "Thanks" to the individuals that work hard day in and day out every single day.

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, our professional image, and the well being of the individual members and to unite golf course superintendents in the greater Kansas city area. I will continue to use the mission statement in every superintendents message. It is important that all members embrace and promote our profession.

As events take place at GCSAA, I have great pride and confidence that our three HAGCSA members who give there valuable time and experience on the national board are diligently working hard for our profession and looking out for what's best for its members. I am very proud that we are represented on the highest level possible.

Doug Melchior

HAGCSA President

Doug.Melchior@opkansas.org

Employee Tournament – Sign Up Today

By Alex Tucker, Special Director

If you have not signed up for the Employee Tournament at Winterstone Golf Course on August 9th you better hurry, this tournament tends to fill-up quickly and you don't want to miss out on a fun day of golf and your chance to win some prizes. The Employee Tournament is a great opportunity to reward those dedicated employee that have put in long and hard hours for you all year. To register your team go to the Heart of America home page and fill out the registration form by August 4th or complete the form inserted in this newsletter.

Lunch sponsored by: Supreme Turf Products

EMPLOYEE TOURNAMENT

DATE: Monday, August 9, 2010

LOCATION: Winterstone Golf Course
17101 E. Kentucky Rd.
Independence, MO 64058

HOST SUPERINTENDENT: John Johnson

SCHEDULE: 10:30am – Registration & Lunch
12:00noon - Shotgun Start
Following Golf - Awards & Raffle

COST: \$32.00 per person (\$128 per team)

FORMAT: 4 person scramble

DRESS CODE: Collared shirt - no denim – soft spikes only

RESERVATIONS: Mail, Fax or Email Reservation no later than Wednesday, August 4

DIRECTIONS: From 1-35 North (Downtown), Take the I-70 E Exit (Exit 2U/toward St. Louis); Merge onto I-670 E / I-70 ALT E., (which becomes I-70 E); Merge onto MO-291 N (EXIT 15B toward Liberty), Turn right onto E Kentucky Rd.; end at 17101 E Kentucky Rd.



Lunch Provided by:



Yes, I/we plan to attend the Employee Tournament!

Player(s): _____ Company: _____

CONTACT: _____

COMPANY: _____

PHONE: _____ FAX: _____

EMAIL: _____

PAYMENT:

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

Security Code: _____ Expiration: _____

Name on Card: _____

Please email me a receipt. (Must provide email address above).

(*)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.

***All "No Shows" will be billed. ***

Complete Form and Mail, Fax or Email no later than **Wednesday, August 4** to:
HAGCSA, P.O. Box 419264, Kansas City, MO, 64141
816-561-5323/phone; 816-561-1991/fax; www.hagcsa.org

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GOLD PARTNERS



SILVER PARTNERS



Where Does The Money Go?

By Duane Sander, CGCS, Director

Do you ever wonder what our chapter does with the money we raise through dues, advertising, and of course, the Scholarship and Research Tournament? Did you ever wonder where we stand among our other chapters across the United States when it comes to funding research? We are doing great things and we should be proud of the contributions our Association is making on behalf of our industry.

I won't bore you with the mundane of where every penny has gone, our statement of financial activity is available and is reviewed by the membership at every annual meeting. Like any golf course or business, there is a cost of doing business, but the majority of the money we raise goes toward scholarship and research.

The HAGCSA currently funds three scholarships for a total of \$5,000. These scholarships are awarded to local turf grass students attending one of the local 4-year land grant universities. In addition to these scholarships, our chapter has also set aside \$3,000 to aid our own staff members in tuition reimbursements awards. This program is designed to help turf students who are full-time employees defray some of the expense of school.

When it comes to funding research, our chapter goes above and beyond! We have donated over \$100,000 over the years to research at Missouri and K-state for such projects as Large patch, Brown patch and Summer patch control, selection of new cultivars of Zoysia, eradication of Bermuda in Zoysia etc... Just to name a few.

The HAGCSA gives generously to the First Tee Program every year which teaches kids more than the mechanics of a good swing. Through golf, they impart the nine core values of Honesty, Integrity, Sportsmanship, Respect, Confidence, Responsibility, Perseverance, Courtesy, and Judgment. Their founder, the late Al Hoffman was fond of saying "We are teaching the game of life to the children through the game of golf."

As a member of the Governors Club, our chapter contributes \$5,000 every year through the GCSAA in the "Golf's Drive toward Sustainability" program. Since 1995, we have contributed in excess of \$50,000 into this research fund, placing our chapter in the elite Governor's Club along with the chapters from Florida, California, Minnesota and Nevada. Only two other Chapters have reached a higher level than the HAGCSA, not bad for a bunch of hayseeds from the Midwest. The GCSAA Foundation current research on Water Conservation, Water Quality Protection and Energy Conservation has help

shape practical public policy in Pennsylvania and California.

The membership of our chapter should all be proud of the work our dollars are doing to advance our industry by educating new managers and the on-going research being done in our name. Our bylaws state that, "The Association shall exist for the purpose of promoting: 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 its individual members – through timely and efficient use of present-day educational, communications and management means, and to unite golf course superintendents of this area." I believe that the association has done an outstanding job of doing this in the past and I have total confidence that the tradition will carry on in to the future.

AWARD NOMINATIONS

Deadline: October 1, 2010

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 2010.

Complete the enclosed form and submit nominations no later than October 1, 2010. Recipients will be awarded at the Holiday Party on December 3, 2010.

2009
Superintendent of the Year



WOODY MORIARTY
Blue Hills Country Club

Has Something Changed?

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

Phone: 816-561-5323

Fax: 816-561-1991 or

e-mail: kweitzel@swassn.com

HAGCSA AWARD NOMINATION FORM

HEART OF AMERICA GCSA AWARD WINNERS



Assistant Superintendent of the Year

- 2005 Greg Milligan
- 2006 John Sheehe
- 2007 Jeff Stoecklein
- 2008 Johnny Brockus
- 2009 Matthew Delventhal

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

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

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 1, 2010.

P.O Box 419264 . Kansas City . MO . 64141

816-561-5323 . 816-561-1991 (fax) . kswank@swassn.com

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 Annual **Holiday Party on December 3**. 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 greenskeeping 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



Looks like we're starting the year off with some clever people who'll be entered into the 2010 Tony's Teasers drawing for **(4) \$250 gift cards.**

July's Clue: Deutschland
Answer: Germination

Here is a list of those that submitted a correct answer (as of 6-30-10):

- | | |
|-------------------|-------------|
| Paul Davids, CGCS | Dylan Senn |
| Brad Lackey | Bill Irving |
| Graham Edelman | Tim Nielsen |
| Chad Hinderliter | |

Remember, each answer will pertain to something related to our industry, terminology we would recognize, a golf course, or even a local member (or a play on their name). The answer can be a person, place or thing.

Again, every month I will supply a clue. You must then come up with the correct response and submit your answer via the website only (**www.hagcsa.org**) prior to the answer being supplied in the next edition. Correct responses will entitle an entry (one entry per correct response) into the drawing. If you solve each month's riddle, your name gets put in the hat that many times; increasing your odds at this fabulous shopping spree. **You must be present at the Holiday Party (December 3) to win**, so everyone better get in the spirit of the season! All members in good standing are eligible to enter.

August's Teaser: Canine times

Answer: _____

Hint: It should be a golf course term in August!



FUNCTION FORECAST

DATE	EVENT
July 28	Assistant Superintendent Session
August 9	Employee Tournament
October 4-5	MO Cup Challenge
November 2	Annual Meeting
December 3	Holiday Party
December 14-15	Common Ground Conference




LEGACY SCHOLARSHIP

funded by



&

Count on it.

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 or by calling the Association Office at 816-561-5323. Deadline is August 31, 2010.



2009 Legacy Scholarship Recipient

ARDEN DARNELL
 (daughter of Ron Darnell,
 Mozingo Lake Golf Course)



The Archives

GCSAA Convention New Orleans



David W. Fearis, CGCS, and his wife, Lynn, at the President's Dinner Show.



2000 GCSAA President, R. Scott Woodhead, CGCS, presents a plaque to outgoing President David W. Fearis, CGCS, during the President's Dinner Show.



Peter Ueberroth -
Keynote speaker at the
Opening Session.

Handing over the Keys in New Orleans, 2000



DISASTER

After witnessing the true horror and carnage of the scene...
All I could do was sit down and cry.

Demotivator.com

By Tony Bertels

It never fails to shock me
As I get one problem licked
The next one seems to spring forth
Before the first one's fixed

Brutal mainline rupture
Clogs a basin by the tree
Drain line six feet over
Sever wires out to 3

Dead short starts a fire
At the box on number 2
That promptly turns my satellite
Into a lump of goo

Fire jumps to tall grass
And races toward a cart
Some joker must have left it there
Because it wouldn't start

So when things get this pleasant
And running true to form
I know deep down inside me
It's the calm before the storm!

★ **RECERTIFICATION HOURS** for KANSAS & MISSOURI plus
GCSAA CONTINUING EDUCATION UNITS will be offered at this year's conference.

Heartland Green Industry Expo

Common ground

December 14-15, 2010
Overland Park Convention Center

The First Million

Until I was thirty years old, I wasn't much of a fisherman. I'd take a rod and reel along on a camping trip, but I never expected to catch much of anything. In my mind, fishing was a relaxing past time you enjoyed with friends and beer. Then my buddy Brian asked me to go fishing. I took him to a lake I knew that was hidden in the woods; and he taught me how to fish for bass. He showed me how to cast my lure along the edge of the lake; how to give the line a couple of tugs to "jig" the lure and attract the fish; then to reel it back in quickly.

I accepted his instructions affably, but with little faith, then popped open a bottle of beer and started to get into the rhythm of relaxation. Cast, tug, reel. Swig. Cast, tug, reel. Swig. Cast, tug, reel... Whoa! Something hit my line. Hard. Really hard! I'd never felt anything like that before. My line started spinning out of the reel with a high-pitched whining sound. I cranked it back in as fast I as could, but the drag was set too low and the fish was pulling it back out faster than I could turn the handle.

Suddenly, a hundred feet in front of me, a bright green monster burst out of the lake. It was a large-mouth bass that came full length out of the water. Shimmering in the sunlight, he shook his head back and forth in an attempt to break free from my hook, then splashed back beneath the surface. I couldn't believe it - it was just like I'd seen on television - and it was happening to me.

Afraid that I'd lose the fish, I yelled at the top of my lungs, "Brian, Help!" He was nearly halfway around the lake, but he dropped his own rod and charged toward me; yelling instructions all the way. I tightened the drag and reeled the fish in a little, then let him pull the line back out to tire him. It felt like an hour, but was probably less than ten minutes, before I finally got him in. He was 18 inches long and weighed eight pounds. The bass wasn't the only one to get hooked that day; I was too - I couldn't wait to go fishing again!

For the first time in my life, I had experienced fishing success. Success in anything is very motivating. It builds confidence and encourages you to keep pursuing that particular endeavor.

In sales, getting to that first closed deal is critical for getting people to stay in that profession. When I started out in my first sales job, I recall becoming deeply discouraged by hearing "No," over and over again. I mistakenly took the rejection personally, and wanted to give up too soon. I recall the old timers advising me, "It's just

a numbers game - you have to get a certain number of rejections before you'll get a sale."

Over time, I realized that was not really accurate. It is only a numbers game in that every single sales attempt is a baby step up the learning curve. You learn how to read body language; and how to listen carefully to what your prospect is telling you about his or her needs. Then from these things you gain clues in how to share your expertise so that your customer has enough confidence to buy from you. Eventually, you go from baby steps to giant steps. Wealthy, successful people have always said, "The first million is the hardest to make."



Robert Wilson

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

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816-524-0010

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Redexim Turf Products

816-309-6500

Reinders, Inc.

913-238-0869

816-977-9853

816-225-7235

Supreme Turf Products

913-829-3611

Turf Werks

515-270-8300

Urban Tree Specialist

816-214-8327

Williams Lawn Seed, Inc.

816-863-1372



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 ~

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.

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