

Budget Reviews and Proposals

At the end of a budget period, have you ever been asked, "Why are you so far over the budget?" Have they forgotten the flooding, hailstorms, or high winds that hit the course? Do the players really remember the severity of the storm? Pictures can quickly refresh one's memory by documenting and justifying the overtime spent for cleanup.

Green committees are constantly changing. Individuals who are not familiar with the superintendent's needs or operations may be placed in charge of approving the golf course maintenance budget. The use of accompanying pictures can help clarify the needs of the course and the staff.

Meeting Presentations

Armed with a carousel of slides, the superintendent can easily make presentations to

green committees or at general membership meetings. Herein lies a tremendous opportunity to showcase the contributions, efforts, and accomplishments of the golf course maintenance staff. At least once per year, take the opportunity to both show and tell your golfers the progress that has been made and the challenges that lie ahead.

Employee Education

Pictures provide an excellent vehicle for training new and old employees. Excessive wear can take place as mechanical rakes go in and out of bunkers in the same area. Disease symptoms on the greens can be photographed to educate those who mow and/or change cups. This type of training develops pride in the crew as they begin to gain confidence in identifying problems throughout the course.

Resume vs. Portfolio

When new employment opportunities arise, don't just mail a cover letter and a list of your qualifications. Send a portfolio of pictures documenting your accomplishments. This will set you apart from and give you a clear edge over the many other applicants vying for the same job.

Conclusion

Photography is a great tool that everyone can utilize to his or her own advantage. Use it to motivate employees, document problems, and record successes you achieve throughout the year. Every picture really does tell its own story; make it a part of your communication skills.

Mobile Office Trailers as Interim Offices

by **STANLEY J. ZONTEK**

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MOST golf course superintendents need a better office. Unfortunately, many courses are not in the financial position to upgrade these facilities. This creates an impasse between the recognized need for a better work place and the financial realities of spending the money to solve the problem. What can be done?

Basically, there are two options. The first is to do nothing and be patient until the construction/improvement project can be completed. That is, do what you can to keep computers and disk drives dust-free, and improve lighting, ventilation, heating, and air conditioning. The second option is the subject of this turf tip: That is, the use of prefabricated mobile office trailers as interim offices.

Why Trailers?

Among the reasons for golf courses to use trailers as interim office space are their reasonable cost, ease of acquisition and setup, and the fact that they work so well! Many people are surprised at the relatively inexpensive cost of mobile offices, either to rent or buy, and perhaps this is why several golf course superintendents in the Baltimore area utilize trailers as temporary or semi-permanent offices. Trailers "work" and are easy to



Prefabricated trailers provide a viable option as interim office space.

"sell." The success in utilizing mobile offices at one golf operation can be used as an example for another facility.

How Inexpensive?

Costs can vary, but trailer options include several relatively small or used units that can be purchased for as little as \$5,500 (Country Club of Maryland's choice) to a larger, re-

conditioned unit like the one at Woodholme Country Club that cost approximately \$8,500.

Most trailer companies have many other models, up to and including new, larger and more expensive units. In some cases, mobile office trailers can become permanent or semi-permanent, depending upon the individual needs of each golf course. The point

is, the trailer companies provide a wide range of choices.

Monthly rental plans are also an option. Doug Petersan, superintendent at Baltimore Country Club, is exercising this option for an interim period until a new maintenance center is built. With impending construction expected, it made sense to arrange for a short-term rental versus an outright purchase. Again, every golf course situation is different.

Other costs associated with mobile trailers include utility hookups and the need to satisfy local zoning regulations. Also, once on a foundation, the trailer needs insulation and/or pipe heating, especially for winter protection in the more northern parts of the country. Several golf course superintendents have even chosen to landscape around their offices to make their appearance as good as their function.

Are office trailers the final answer to a better work place? Not really. There are never

any panaceas in golf course management. Mobile offices are an alternative solution, albeit a relatively short-term one or at least an interim step in the upgrading needed for the maintenance areas on many golf courses. Interestingly, one superintendent, Tildon Hankley, at Salisbury Country Club in Salisbury, Virginia, used his office trailer to identify the floor plan and area needs that were ultimately designed into his new office and maintenance facility when it was built at his course. His office trailer truly was an intermediate step.

The use of trailers as interim offices is not a new idea. From time to time we have seen trailers functioning as offices on golf courses. However, as more and more courses begin to use computers, facsimile machines, and other electronic equipment in their offices, the need for a dust-free and relatively climate-controlled office environment has become more important. In addition, more and more golf courses have secretaries/re-

ceptionists, assistant superintendents, and irrigation technicians who require office space to better perform their jobs. As the administrative needs of most golf courses have grown, seldom is there area available for additional office space in most maintenance buildings.

In summary, trailers are logical and cost-effective solutions to the need for additional space and an improved office environment. Such an office improvement can even elevate the professional image of the golf course management team. Even with the various details that need to be satisfied to locate and maintain a trailer as an office, this turf tip could be an option for some golf courses. Certainly, trailers are better work places than some offices we see. Perhaps David Nehila, the assistant superintendent at the Country Club of Maryland, said it best: "You've got to have something to work out of." Mobile trailers, as interim offices, can satisfy this need.

NEWS NOTES FOR SPRING



Jim Skorulski

Green Section Staff Changes

The USGA Green Section staff in the Northeastern Region has gone through some changes in recent months. Jim Skorulski has taken over responsibilities as agronomist for the New England area of the Northeastern Region, replacing Jim Connolly, who resigned to join Jacklin Seed Company, based in Idaho. Jim joined the USGA Green Sec-

tion staff in 1989 and has made over 500 Turf Advisory Service visits in the Northeastern Region. He also has authored articles for the *Green Section Record* and other industry publications, and he has spoken on a wide variety of turfgrass and golf course management topics.

A native of New Hartford, New York, Jim earned a Bachelor of Science degree in forest biology from Syracuse University's College of Environmental Science and Forestry. He also attended Cornell University to complete a Master of Professional Studies degree in 1990. His work in graduate school consisted of developing integrated pest management strategies for golf courses.

Robert Y. Senseman, CGCS, has been appointed as the agronomist to replace Jim in the Northeastern Region. Bob joins David Oatis, Director of the Northeastern Region, and will be based out of Golf House. He will be visiting TAS clubs and courses in the Northeast, with the majority of his time concentrated in New Jersey and New York.

Bob joins the Green Section staff with a broad turfgrass background. Most recently he worked as golf course superintendent at Columbia Edgewater Country Club in Portland, Oregon, where he also served as President of the Oregon Golf Course Superintendents Association. Bob has worked as a golf course superintendent for the past 12 years in Oregon and California, but he is no



Robert Y. Senseman

stranger to the East. He also worked on a golf course in Washington, D.C., before moving west.

Bob received his Bachelor of Science degree in horticulture from Oregon State University in 1983. He will be relocating to New Jersey with his wife, Mary, and their two children, Christine and Michael. The Green Section joins in welcoming Bob to its staff.