

Things I've Learned...

after 29 years in the golf course industry.
(my top 19!)

Be who You are...



by: Darrin M. Batisky



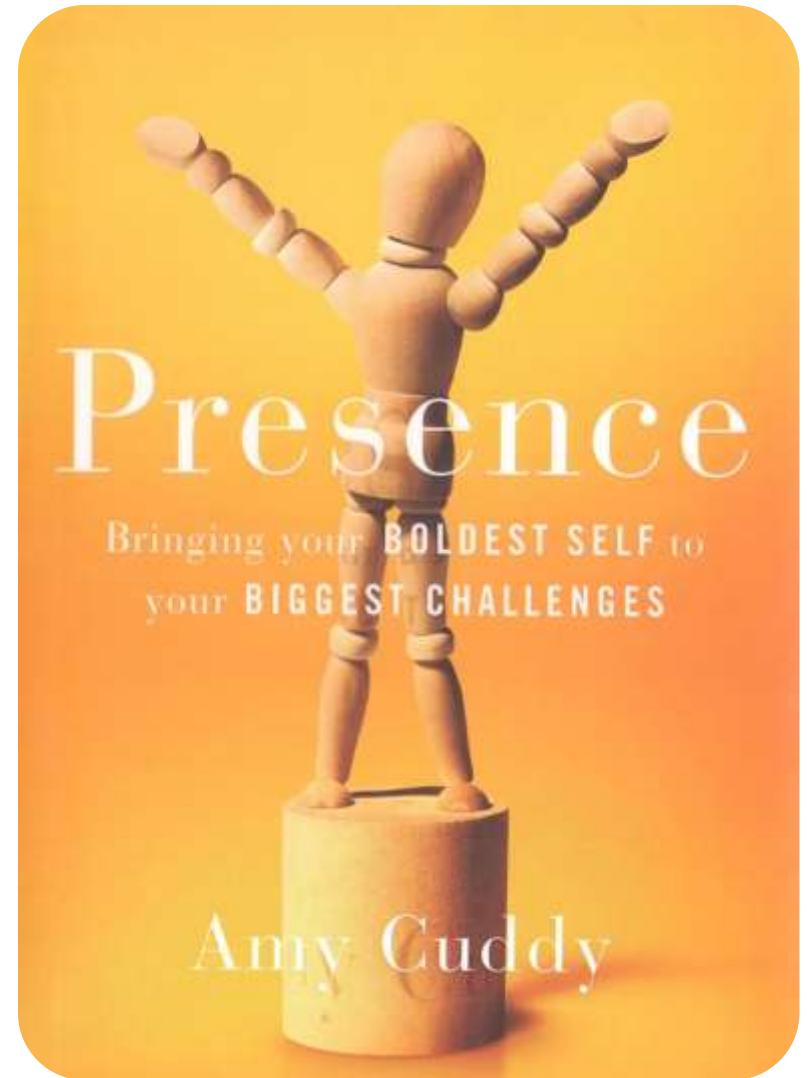
Have a Presence

Amy Cuddy's TED talk

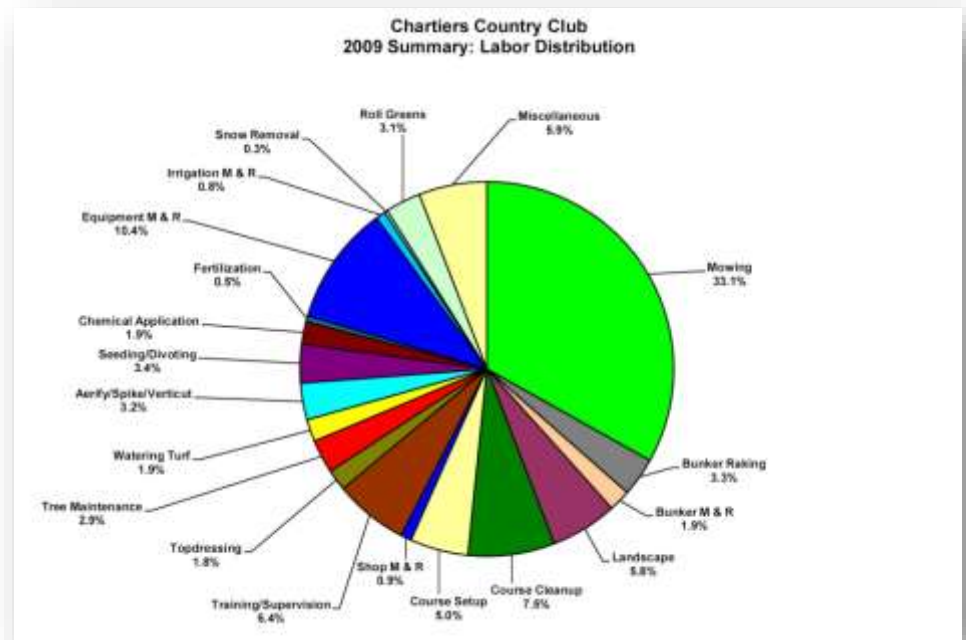
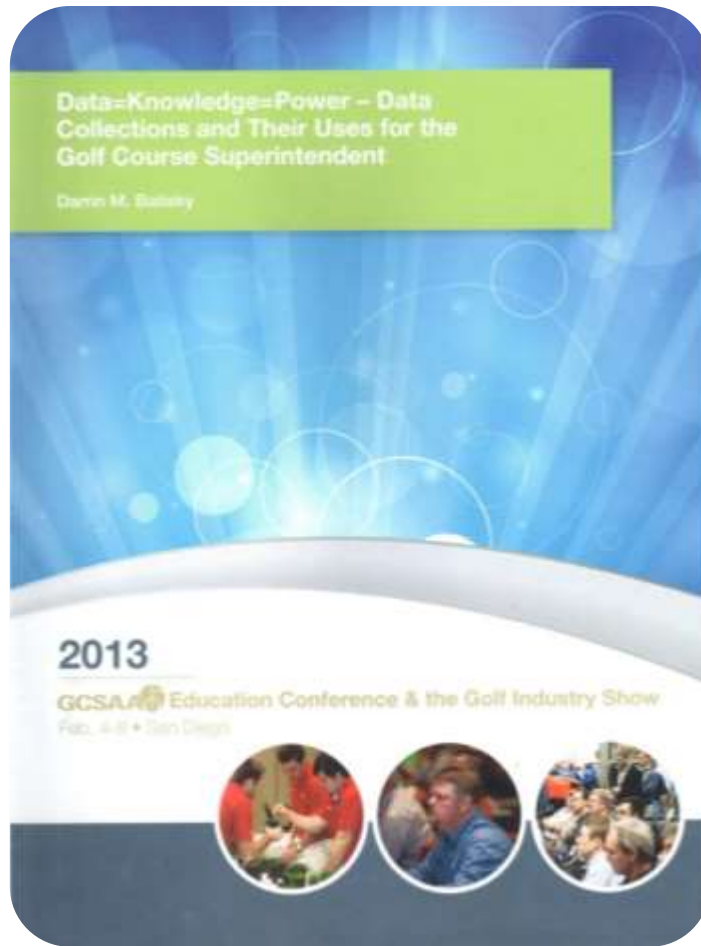


Your body language shapes who you are

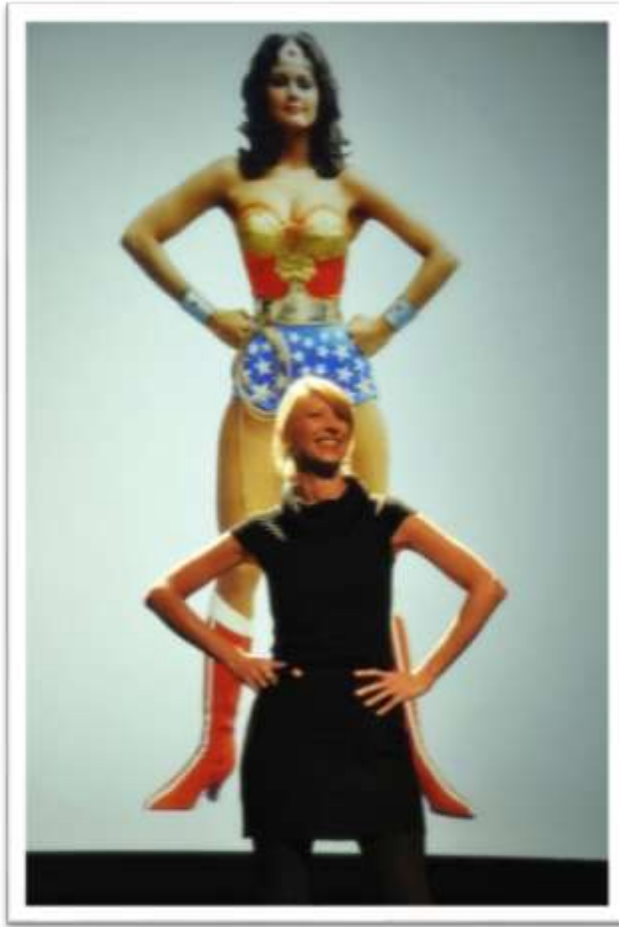
Posted Oct 2012



Be Passionate about Something



There's a Fine Line between Confidence and Arrogance



Tell Your Story



Plan Your Work, Work Your Plan

Know what it costs.

BY DARRIN M. BATISKY

Golf course superintendents face many challenges, and an uncertain economic climate intensifies the importance of staying current with evolving technology, balancing/ managing the cost of course presentation, and first and foremost, meeting the needs and expectations of golfers. Golf course maintenance budgets are being scrutinized more and more each day. The rising prices of supplies, such as pest control products, fertilizers, fuel, parts, topdressing, etc., are making it difficult to maintain the status quo. Without question, these items are important and they significantly impact the budgeting process, but it is the labor-related expense, or human capital, that is the most significant component of the golf course maintenance budget.

Surveys have documented that a typical line item cost for labor to main-

tain a golf course is 50% to 60% of the total operation's budget. Unfortunately, the relative size of this line item, compared to the remainder of the budget, makes it an easy target for reduction by the governing body of the golf course. Being able to quantify labor needs, as based on the members' desired setup of the course, is critical and, in fact, essential to outlining the real cost of maintenance. Labor cost can be reduced, but not without affecting course setup criteria.

The cost of conditioning and presenting the turf in the desired manner needs to be quantified. Doing so provides a mechanism to equate budget numbers for course conditioning to efforts that are, after all, developed from analyzing golfer demands. Sounds simple, right? Most superintendents can approximate this information for each job on their courses, but I believe

that a more formalized and accurate approach should be utilized to track work hours and the cost of operations.

DATA = KNOWLEDGE = POWER

As a student at The Ohio State University, I was exposed to a life equation by my advisor and mentor, Dr. Karl Danneberg: **Data = Knowledge = Power**. There are many applications for this equation. In turf management, we use university or independent research data as a starting point to determine which pesticide or fertilizer to use when formulating best management practices. Reviewing National Turfgrass Evaluation Program results (NTEP) provides information to make selections of grasses that will perform best in our area. Having access to accurate and reliable data is critical to make daily decisions, as well as guide



We track as many different mowing tasks as possible. By doing so we are able to quantify every effort, which then can be translated into a dollar cost.

GREEN-SPACE 2011 19

PHOTO BY MICHAEL CHASE



You are the Authority at the Facility (Market Yourself)



GCI; February 2007

any superintendent who isn't taking his own image and his own career into his own hands is kidding himself. When will these whiners realize their challenges are no different than any other manager at any other business and no one else is going to solve their problems for them?

**Educate,
sometimes it
means Telling
them what they
Don't Want to
Hear**



Be Honest with Yourself



Seek Happiness in Oneself & in Life



**Never give into
Fear**



Do Not back Down



Believe in Something Greater than Yourself



Ask for Help



Seek Balance



Network, Network, Network



Protect Yourself



Don't Try to Make Everyone Happy



It's a Little about Science and a lot about Marketing



**When it come to the GIS
(or any conference) remember SSH:**



Things I've Learned...29 years in the Golf Course Industry

by: Darrin M. Batisky



1. Be who You are.
2. Have a Presence.
3. Be Passionate about Something.
4. There's a Fine Line between Confidence & Arrogance.
5. Tell Your Story.
6. You are the Authority at the facility (Market Yourself).
7. Educate, sometimes it means Telling them what they Don't Want to Hear.
8. Be Honest with Yourself.
9. Seek Happiness in Oneself & in Life.
10. Never give into Fear.
11. Do Not Back Down.
12. Believe in Something Greater than Yourself.
13. Ask for Help.
14. Seek Balance.
15. Network, Network, Network.
16. Protect Yourself.
17. Don't Try to Make Everyone Happy.
18. It's a Little about Science and a lot about Marketing.
19. When it comes to the GIS...good Socks, good Shoes & Hydrate!

