Things I've Learned...

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



Have a Presence

Amy Cuddy's TED talk



Your body language shapes who you are

Posted Oct 2012

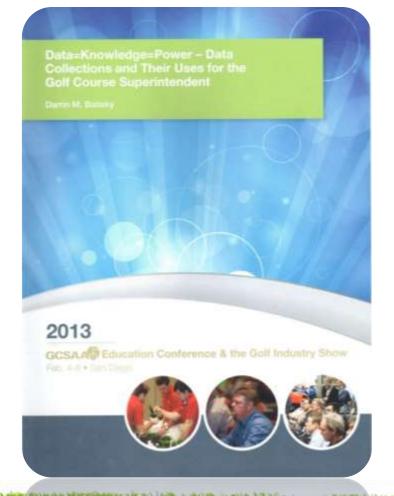
Presence

Bringing your BOLDEST SELF to your BIGGEST CHALLENGES

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Be Passionate about Something

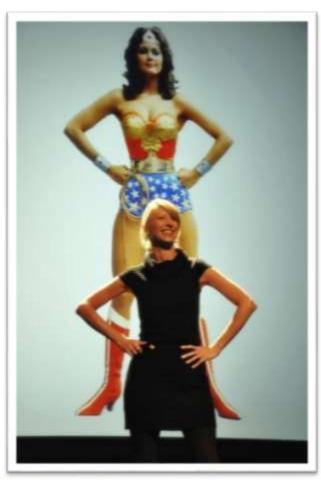


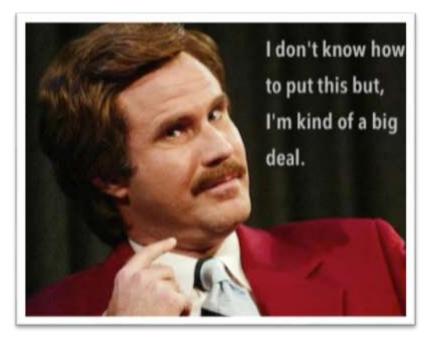
Chartiers Country Club 2009 Summary: Labor Distribution Roll Greens 3.1% Miscellaneous 5.9% Snow Remova 0.3% Intigation M & R. 0.8% Equipment M & R. 10.4% Fertilization Mowing 33.1% 0.8% **Ghemical Application** 1.9% Seeding/Divotin 14% Arrify/Spike/Verticut 3.2% Watering Turf Bunker Raking 1.9% 3.3% Tree Maintenance utker M & R 2.9% 1.9% Topdressing Landscape 1.8% top M & R 5.8% 0.9% Course Cleanup Course Setup Training/Supervisi 6.4% 7.9% 1.0%



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There's a Fine Line between Confidence and Arrogance





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Tell Your Story



Plan Your Work, Work Your Plan

Know what it costs.

BY DARRIN M. BATISKY

aff course superimendeurs. ing face many challenges, and an uncertain economic climate intensities the importance of staying current with evolving technology. bulancing/managing the cost of course presentation, and first and foremost, insetting the needs and expectations of golfers. Golf course maintenance budgets are being scrutinized moreand more each day. The rising prices of supplies, such as pest control products, fortilizers; fail, parts, topdressing, etc., are making a difficult to maintain the status quo. Without quotion, these auton are important and they significambr impact the hudgeting process. but it is the labor-reliand expense, or human capital, that is the most significant component of the golf course staintenance bialpet.

Surveys have documented that a rypical line item cost for labor to mainnetal operation's budget. Uniformately,
appred in the remainder of this line items, compared in the remainder of the budget,
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essential to conting the real cost of
maintenance. Labor cost can be
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tain a golf course is 50% to 60% of the

The cost of conditioning and presimiling 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 front analyzing golfer dominals. Storads simple, right? More superimendiants can approximate this information. For each yob on their courses, but I believe that a more formalized and accurate approach should be unlized to track work hums 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 memor, Dr. Karl Danneberger: Data = Knowledge = Power. There are many applications for this equation. Inturf management, we use university or independent research data as a starting point to determine which pesticide or femilizer to use when formulating beer management practices. Reviewing National Turtigray Evaluation Program reads (NTEP) provides information to make selections of grasses that will perform best in our area. Having access to amount and schafely data is critical tomake daily decisions, as well as guide



We must an many difference recoving tasks in possible. By doing in we are able to quantify every effort, which then can be translated into a dollar cost.

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You are the Authority at the Facility (Market Yourself)



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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?

GCI; February 2007

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



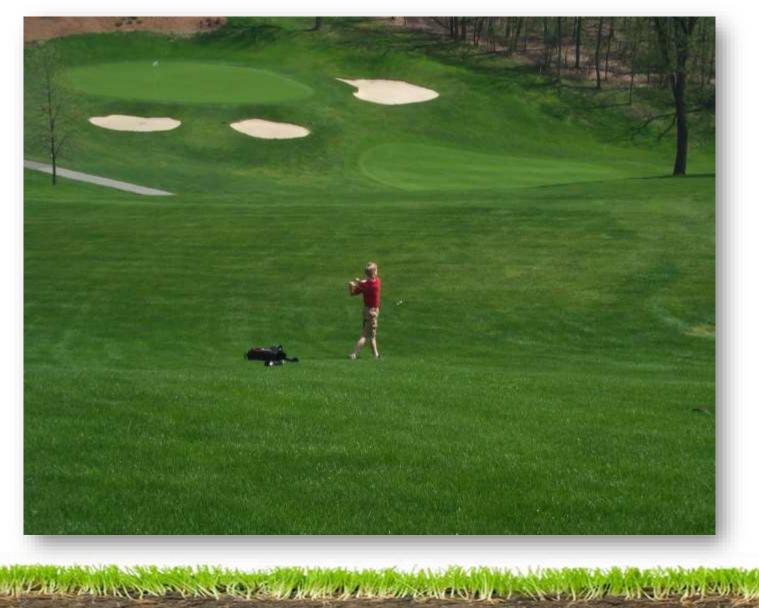
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Be Honest with Yourself



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Seek Happiness in Oneself & in Life



Never give into Fear



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Do Not back Down



Believe in Something Greater than Yourself



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Ask for Help



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Seek Balance





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Network, Network, Network

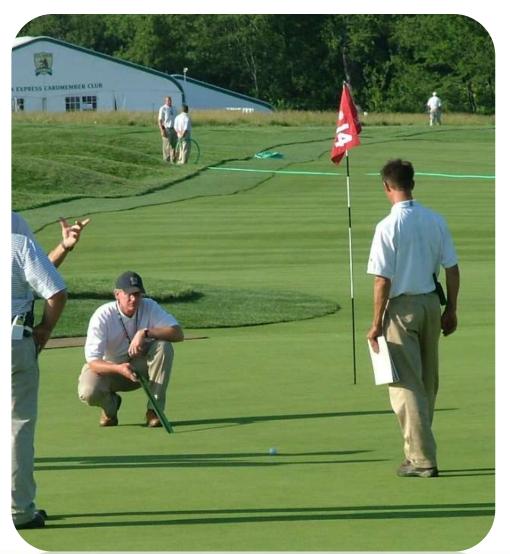


Protect Yourself



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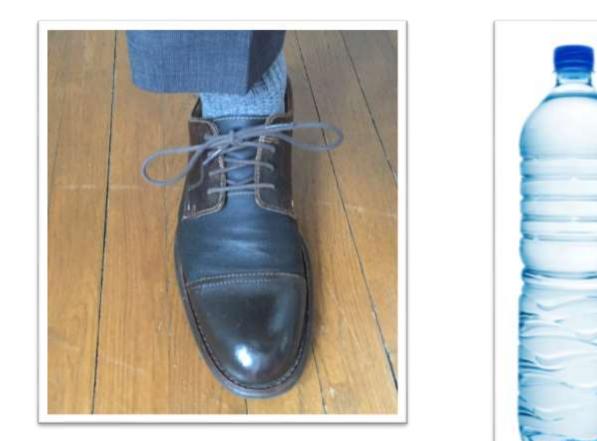
Don't Try to Make Everyone Happy



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



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



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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!

