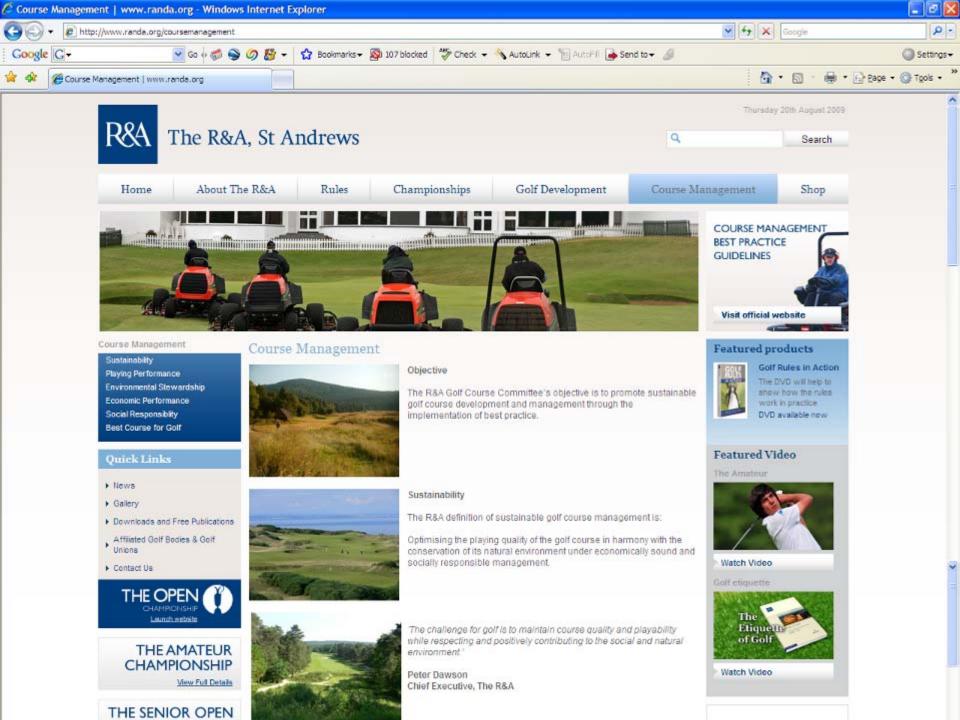
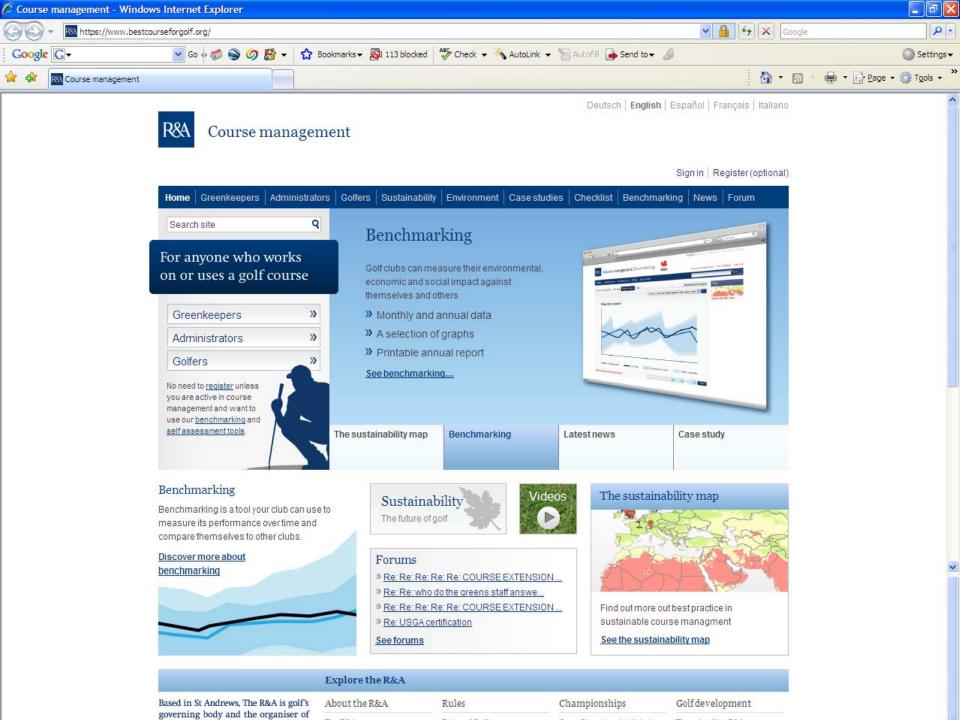


#### The R&A definition

"Optimising the playing quality of the golf course in harmony with the conservation of its natural environment under economically sound and socially responsible management."







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"Optimising the playing quality of the golf course in harmony with the conservation of its natural environment under economically sound and socially responsible management."



Sustainability is about your ability to adapt to the challenges posed by a changing world.





## Economic sustainability - the challenges

- Achieving year-round playability
- Climate
- Pesticides
- Water
- Biodiversity
- Management priorities



# What do you want from your golf course?

- Vision
- Strategy
- Economics









Every successful business has clear, measurable goals

Vision, strategic plan

An effective business plan helps to achieve these goals

- Communicate the goals
- Communicate the plan to achieve them

















## The ladder of sustainability

A better environment increasingly dry, firm and airy



Unsustainable



# The ladder of cool season grasses for golf greens in Northern Europe

Fewer inputs and less intensive maintenance

A healthier environment

Fine fescue

Browntop bent
(Velvet bent)
Creeping bent

Poa annua

Unsustainable





Healthier environment = Less cost and greater revenue



### Sward improvement project





- 5 courses in England
- All inland (parkland, variable soils)
- 4 began in 2006 with significant thatch and virtually 100% *Poa annua*



## Sward improvement project

#### 2006:

- Thatch
- Disease
- High fertiliser and pesticide cost
- Problems with winter play



## Sward improvement project

#### By 2009:

- Reduced thatch
- Reduced disease
- Reduced fertiliser and pesticide inputs
- Better winter playability







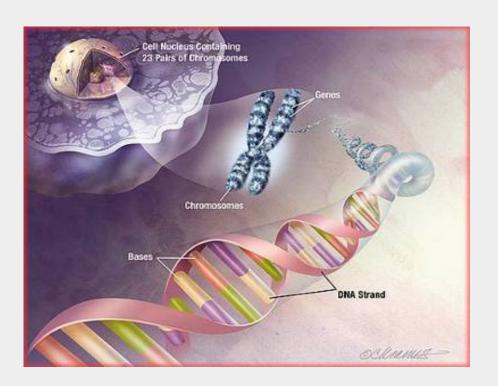




## Sward composition as an indicator

#### **DNA** of grass

- Measures composition of swards
- Current techniques inaccurate (visual) or too time consuming (point quadrat)





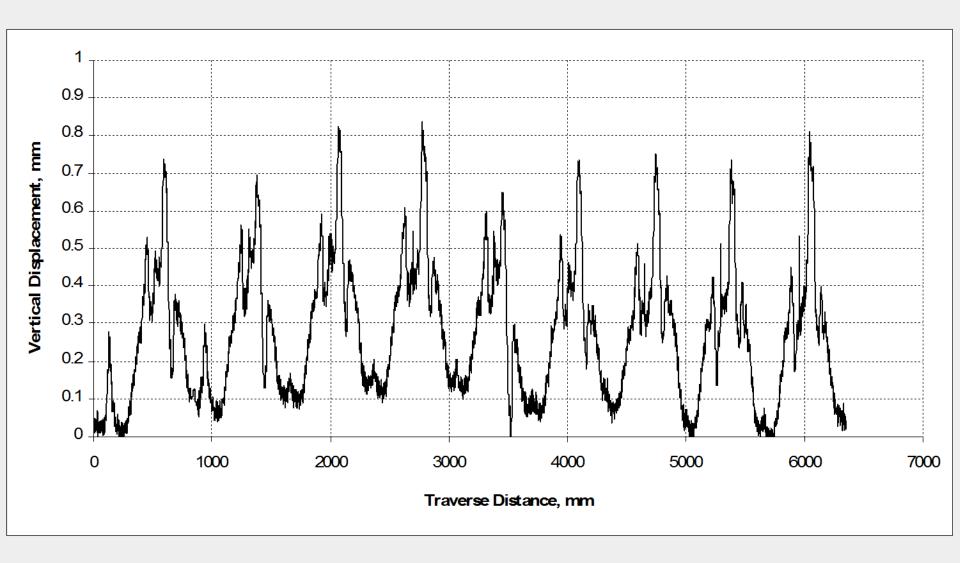
# Playing performance

- Trueness
- Firmness
- Speed



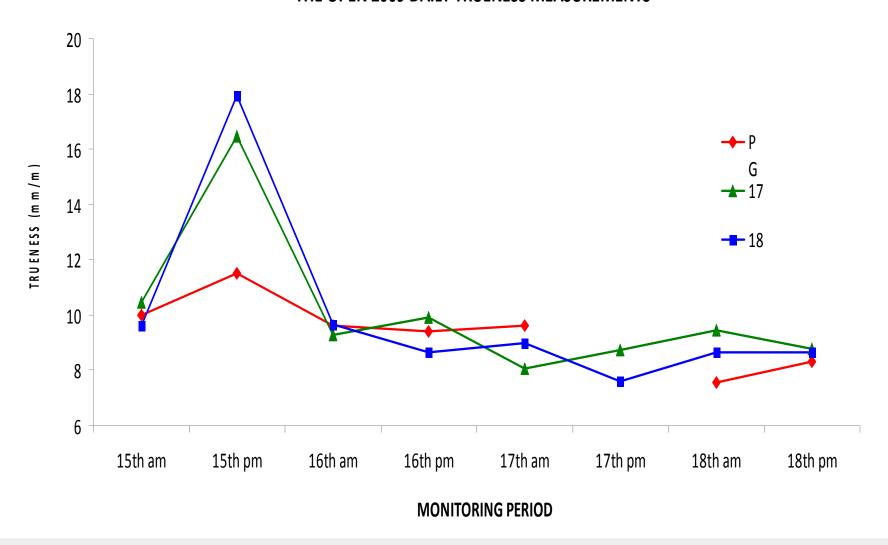








#### THE OPEN 2009 DAILY TRUENESS MEASUREMENTS



# Turf reaction to full shots is important

#### There is a balance between:

- Rebound speed
- Reaction to spin
- Firmness



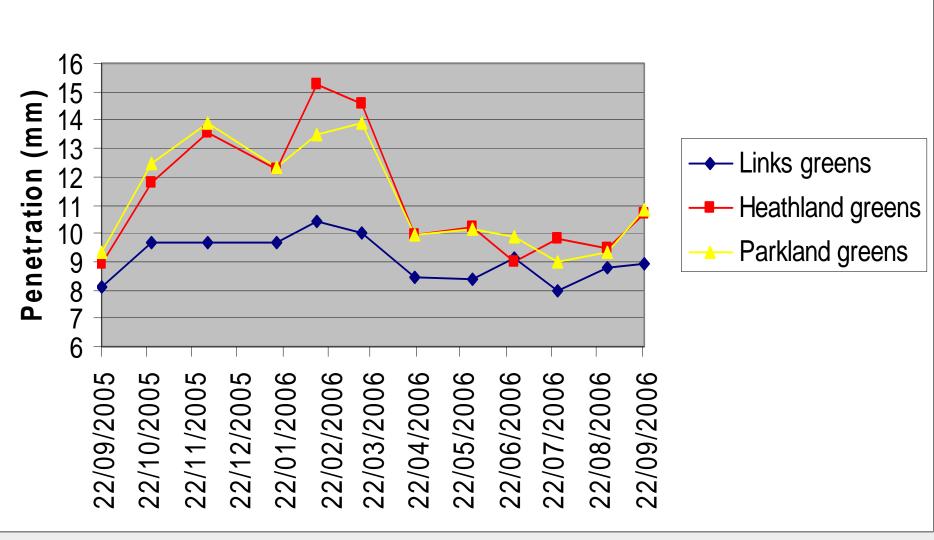
We have measured over 80,000 locations.





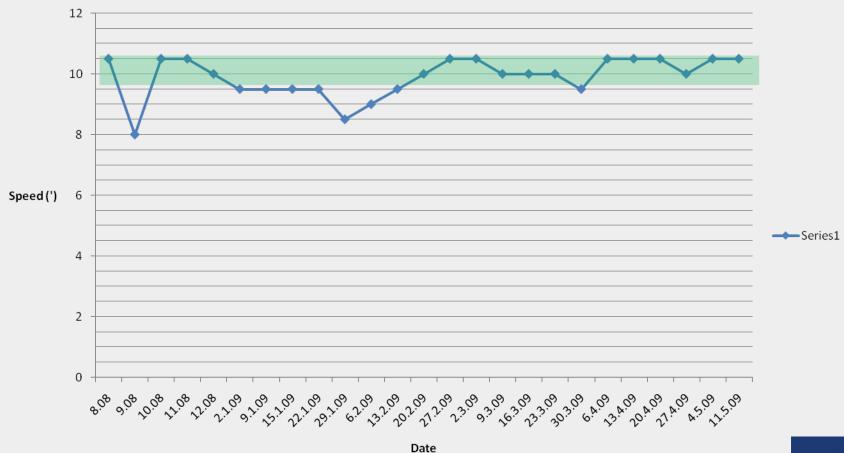


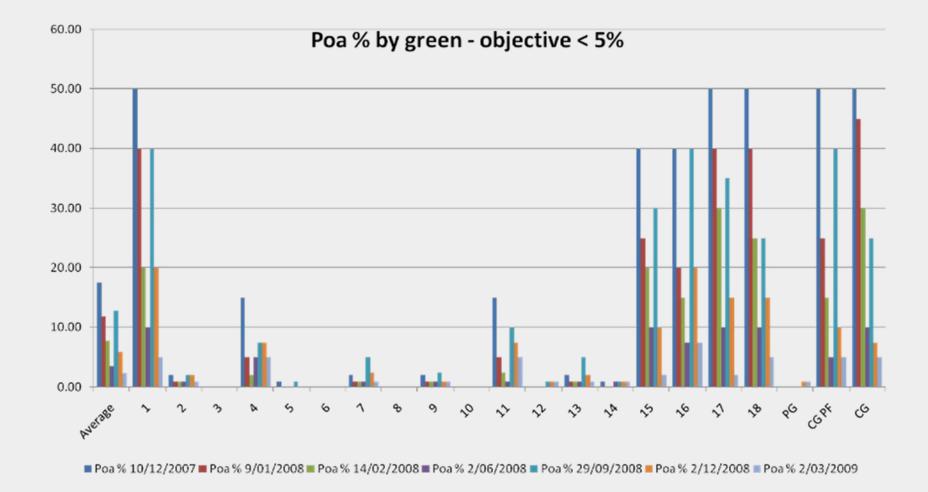






# **Course Quality Objectives**











# Coping with climate change

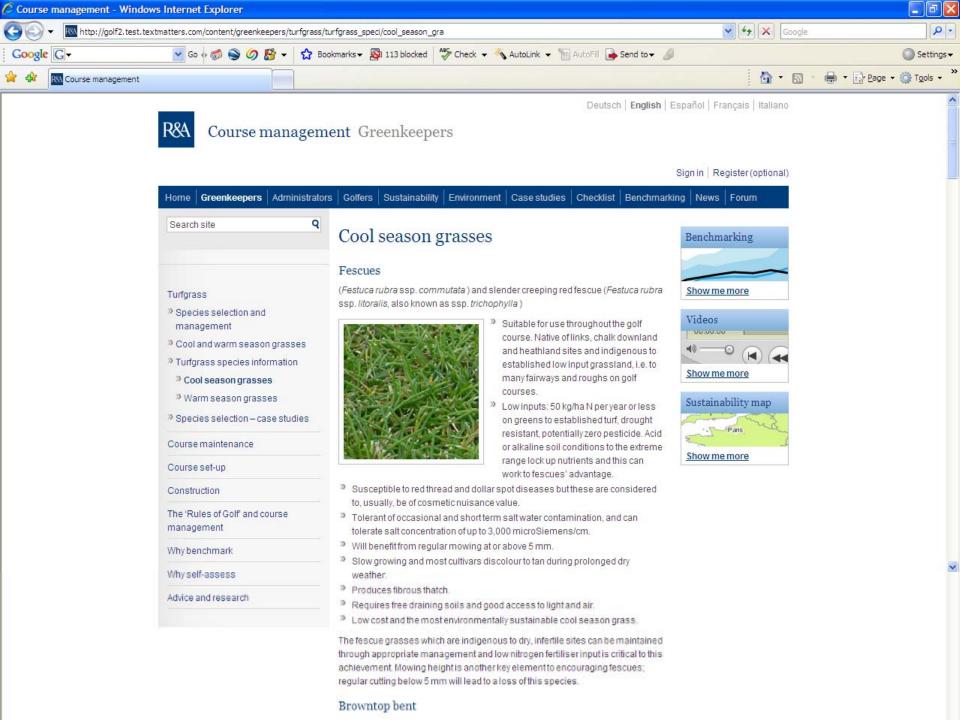
- Better drainage
- Better drought tolerance

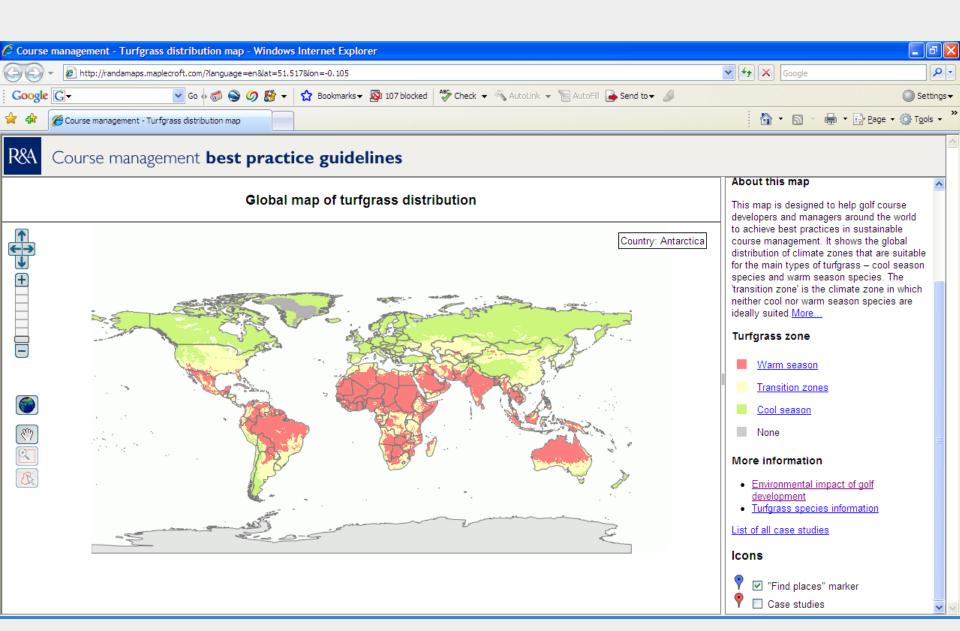


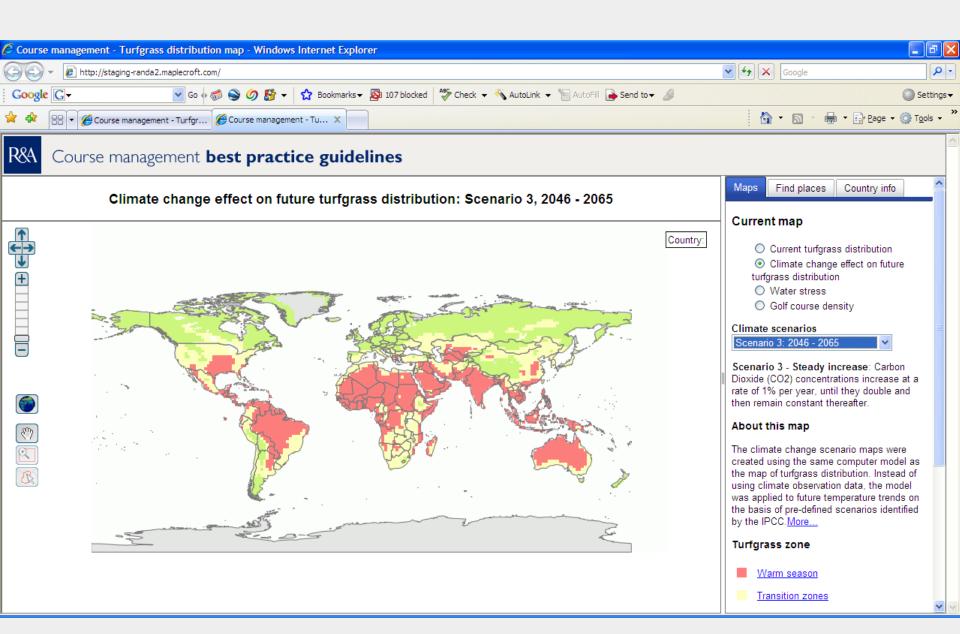
# Coping with climate change

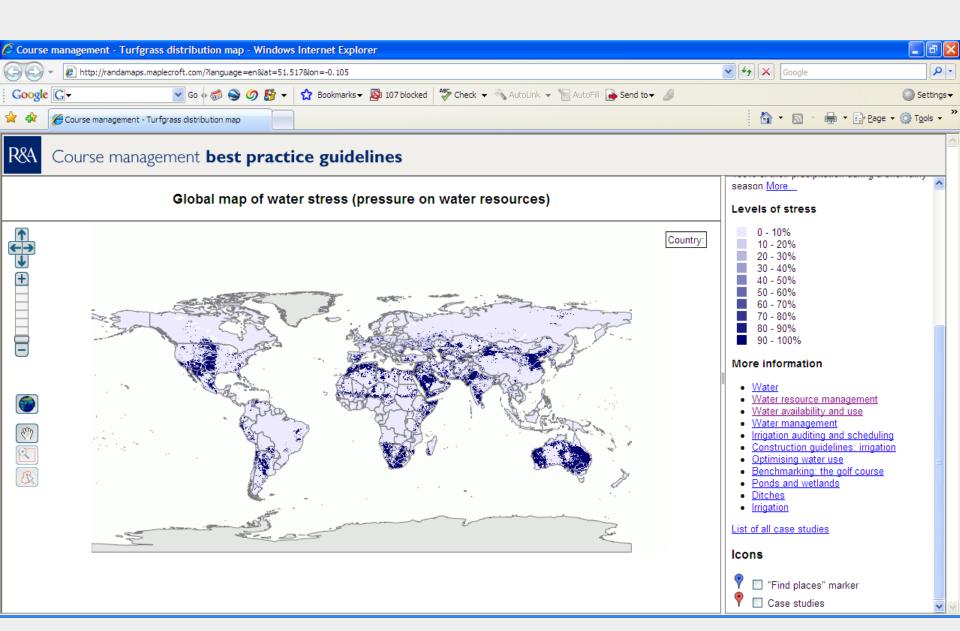
- Drier, firmer and healthier turf
- The right grasses



























- Approximately 50% of course management budgets are spent on wages and salaries
- Do you have enough of the right people to achieve the Club's vision?
- Where is the time spent?
- What are the most costly aspects of your course management?



#### **HUMAN RESOURCE MANAGEMENT**



### **Total Man Hours Available**

Total hours	AL		Sick leave	Actual hrs	Deficit	per wk
24,107		-1854	-400	21,853	8,123	156

		Mid week Required				% of Available				
	Job	Area	Area		Time Number Man hrs		Frequency	Total man		
							per year	hours		
Turf Management	Course Setup				4	1 4	175	700	3.20	3.20
	Cut	Greens	Triplex		4	1 4	25	100	0.46	
			Walk mow		2	4 8	200	1600	7.32	
			Dew removal		2	2 4	15	60	0.27	
			Roll		4	1 4	75	300	1.37	
			Dust		3	1 3	20	60	0.27	
			Brush		5	1 5	12	60	0.27	
			Dethatch		5	2 10	6	60	0.27	
			Spray		4	1 4	52	208	0.95	
			Granular		3	2 6	6	36	0.16	
			Watering in		4	1 4	30	120	0.55	11.92
		Collars	Triplex		2	1 2	25	50	0.23	
			Walk mow		3	2 6	75	450	2.06	
			Spray		4	1 4	4	16	0.07	
			Granular		2	1 2	3	6	0.03	
			Blocking		4	4 16	10	160	0.73	
			Watering in						0.00	3.12
		Tees	Triplex		3	2 6	110	660	3.02	
			Walk mow			0		0	0.00	
			Dust		3	1 3	5	15	0.07	
			Dethatch		5	2 10	4	40	0.18	
			Spray		3	1 3	26	78	0.36	
			Granular		3	2 6	6	36	0.16	3.79



# **Cost v Quality**

Budgets should be set to course management needs, based on the Club's Vision

If the forecast budget is too high:

- 1. Revise
- 2. Review business and strategic plans
  - 3. Adjust vision



# We need to understand the costs of managing each area of the golf course

- Implications of savings (reduction in quality or reallocation?)
  - Opportunities for increases
    - Cost of compliance

Annual budgets should turn into financial plans





### Resources

English course:

Rough management 6.4%

Bunker management 12.11%

Australian course:

Rough management 5.5%

Bunker management 26.8%











# Birds and golf courses: a guide to habitat management Keith Duff and Nigel Symes









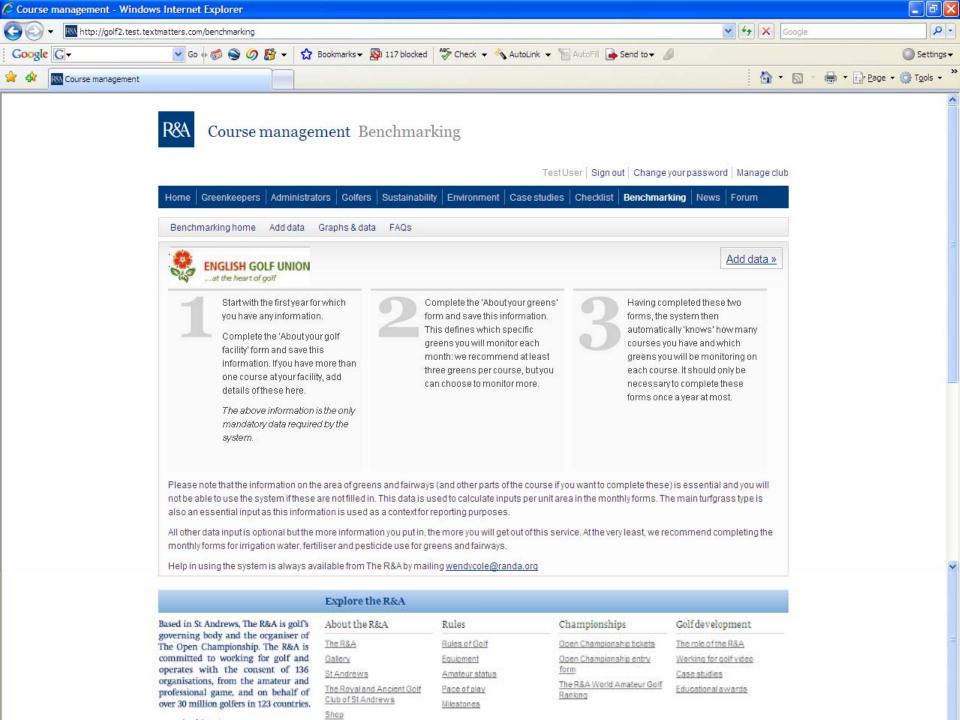


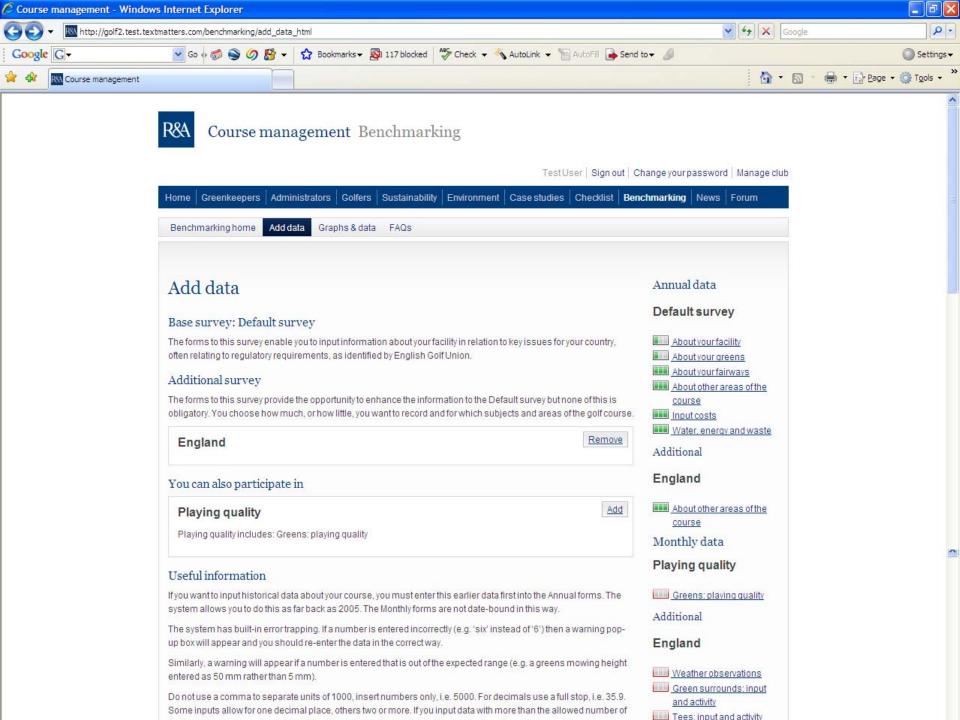


# Making course management more objective

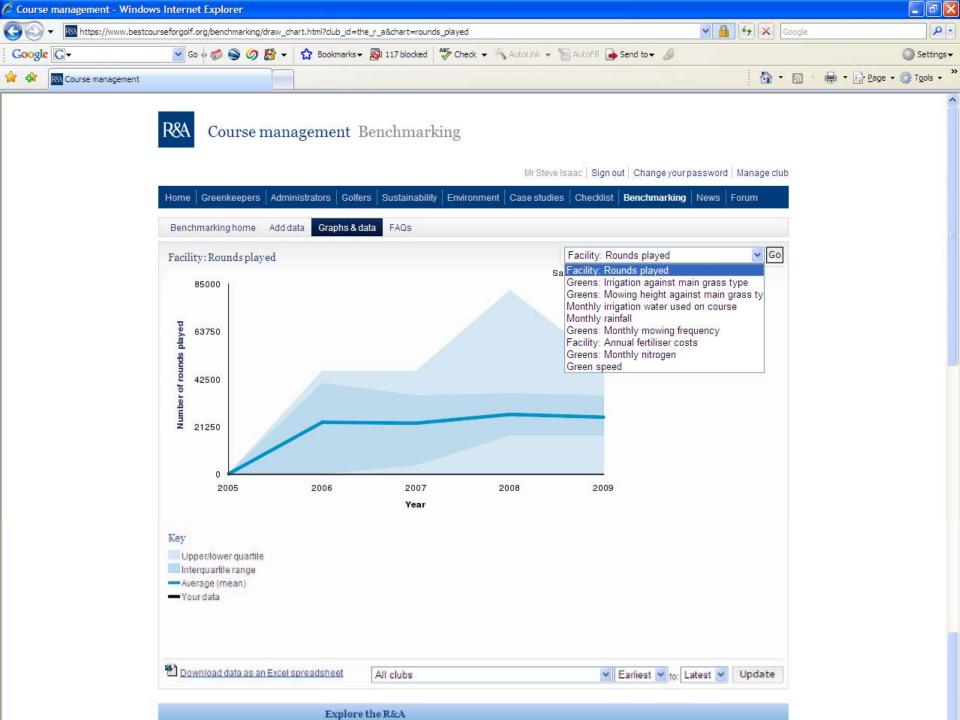
- Measure
- Record
- Report
- Benchmark







- Costs
- Water use
- Fertiliser use
- Pesticide use
- Energy consumption



## Future development:

- KPIs
- Bespoke graphical output
- Reports

### The service

- Available free to registered courses at www.bestcourseforgolf.org
- Anonymous
- Compare true benchmarking



### **Benefits**

### Improve understanding of maintenance on:

- Economics (revenue and expenditure)
- Environment (footprint and compliance)
- Golfers (playing quality and disruption)



### **Benefits**

Benchmarking will provide the evidence that golf's national and international governing bodies need to enhance the reputation of the game amongst the environmental movement and regulators.





Based in St Andrews, The R&A is golf's governing body and the organiser of The Open Championship. The R&A is committed to working for golf and operates with the consent of 136 organisations, from the amateur and professional game, and on behalf of over 30 million golfers in 123 countries.





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