



*Volume XII Number 2*  
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*Ballston Spa Country Club*

# *The Fox*

## *President's Letter*

If you have been out and played the course, I'm sure you have been very pleased with its outstanding condition. I would like to extend a big thank you to Steve and his staff for getting it in such nice shape. If you walked the course even a week before we opened, you would have seen pine cones and branches everywhere. Somehow he and his staff managed to get nearly everything cleaned up and ready for us.

In my letter that was included in the dues invoices sent in January, I highlighted our credit card costs and asked the membership, if possible, to pay their dues by check. We now have some data to indicate you have made a difference in reducing our costs. Our credit card costs for the first 3 months of 2010 are down 55% from 2009. I will continue to update you with this data as we get new information each month. Since this has had such a positive impact, please continue to pay your monthly charges by check. This will further reduce our costs. Thank you to all that have paid by check. It is making a real difference.



*Rick Funaro*

As of April 19th, we have had 35 new members join our club. The Business Office and Tucker continue to receive a number of calls each day inquiring about membership. This is generally the busiest time of the year for us regarding membership and with our early opening, we are hoping to attract a significant number of additional members.

This is an early reminder about our annual membership meeting. It will be held on Friday night, May 21<sup>st</sup> in the clubhouse. Shareholders and non-shareholders are invited, but only shareholders may vote for Board of Directors. If you are unable to attend, please make sure your vote gets counted. Please read your ballot when it gets mailed to you for the options that you have to vote even if you are unable to attend in person.

In closing, thank you to all who turned out for Project Day. Many of those who helped out are shown in pictures throughout the Fox. Thanks also, to the Green Committee and Max Tucker for organizing and coordinating the day.

If you have any comments, suggestions or complaints, please do not hesitate to contact me. My email address is [tucats@nycap.rr.com](mailto:tucats@nycap.rr.com) or you may call me, (W) 395-6472 or (H) 371-1926





## Superintendent's Report

Steve Solsky

This past month my crew and I have been busy as usual. Keeping everything mowed and finishing the cleaning up after the winter projects have kept us occupied. The bathrooms on #6 area have been raked and mulched. The 7th tee area has been completely cleaned, raked, and seeded. We used straw to help hold the soil and to help the seed germinate quicker. There are other areas around the course that have not yet been totally cleaned because with play under way, our main priority is the playing condition of the course. We will complete these projects as quickly as possible.

The majority of the course is in very good shape. Sometimes people forget that it is only April and we have only been open for three weeks. The two greens that suffered winter damage are #9 and #11. The #9th green had a solid cover on it. Due to the lack of snow fall this winter and extreme wind, the stakes that were provided pulled out several times throughout the winter. Water was able to get under the cover and settled in the low area on the front of the green. This water then froze. As you know, if you have ice cover for an extended period of time, you can lose grass. Next year, I will tuck the edges of the cover under sod on the west side where the strongest winds are. This should solve the problem of the cover blowing loose and water/snow/ice getting under the cover.

The 11th green was plowed off back in January. The snow was removed to expose the ice and then sand was applied to melt the ice. Leaving the green under ice kills the turf as we saw last year on greens #7, 9, 14, 16, and 18. This year, I was able to remove the ice but this left the green exposed to the extreme temperature changes from warmer days (maybe 30's) to cold nights (low teens to single digits). This extreme temperature change from the covered green (under ice) to an exposed green in January probably had a lot to do with the way #11 looks today. If you clean the greens off you could harm the turf (#11 green). If you don't clean the snow and ice off you can also lose turf (spring 2009 greens).

The covers we purchased last year worked great. The #7, 14, 16, 18 greens are in great shape. The 9th green would have been fine if the cover didn't blow off several times. I hope we are able to afford to eventually cover all the greens. After seeing how good they worked this year, I am convinced that in order to have good greens every year we need to cover all 20 greens. For now we will do our best to get the 9th and the 11th greens back as quickly as possible. As you know from last year, this takes time because of the cold temperatures in the spring.

I think that we are further ahead this year than last, so I hope that we have these greens ready in a few weeks.

## House/Restaurant News Dick Cody, Bob Miskamir

We are pleased that Tony Panza is now officially part of the Ballston Spa CC family. Kitchen and wait staffs are on board and waiting to serve us good food and a variety of beverages.

Already we have received comments from members that the food is delicious, the service is excellent and the prices are reasonable. To fill an important request from members, the restaurant and the food shack at the ninth green will be open earlier on weekdays and weekends for beverages and breakfast food. Please read your email and notes in the restaurant for hours of operation and meal specials.

**Please note that this year gratuities will not be added automatically to your individual restaurant bills.** Tony believes strongly that good service is rewarded by the guest and he promises us that we will be very happy with the service this year. Be sure to reward the wait staff for good service. Monthly restaurant minimums of \$50 per individual member and \$90 per couple begin May 1<sup>st</sup>.

Food and beverages will be served on the deck overlooking the ninth green. A few new tables and chairs will provide seating for 24 people on the deck. There will be no beverage service on the gazebo. Members are free to purchase their drinks in the bar and enjoy them on the gazebo. A newly refurbished beverage cart will be on the course by the time you read this issue of the Fox. To insure that our drinks are served ice cold, the very old (frequently in need of repair) ice-machine in the kitchen has been replaced by a new more energy efficient machine of equal capacity.

This promises to be a very enjoyable season. We are most fortunate to be served by one of the oldest and most reputable restaurant families in the business. Say hello to some of the nicest people in the business on your next visit to the restaurant.





## From the Golf Shop

Todd Manderson

### **Golf Lessons**

I have recently been changing my golf swing to a recent swing that has been marketed as the Stack and Tilt. Some of you may be a bit afraid to make a swing change as you feel as if you get worse before you get better. The only reason that this happens is the changes feel different. The example I like to use, is as if I were to switch around and play the game left handed. I know the positions that the golf swing should be in, and as I swing the club left handed, it feels different and it is very difficult to trust and the result is not that good.

The method of the swing does not have to be full stream. If there are certain pieces or parts that you can get out of it, it may help you with your ball striking for the season. I recommend getting the book "The Stack and Tilt Golf Swing" and read it so you will learn what the golf swing is all about and then I will be able to explain it to you and your friends to make your golf season more enjoyable.

It is more repeatable and fun to hit golf solid golf shots. So if you're interested in the potential to hit more solid golf shots this season, sign up today for some instruction.

Anyone interested in scheduling a lesson with Jeff Nackel can do so by logging on to [www.golfnack.lattiss.com](http://www.golfnack.lattiss.com). This is a site that you can log on and schedule online.

### **Kyle Greth**

As many of you know, Kyle is now engaged and will be getting married on October 9 of this year. Kyle has decided to go through the PGA Professional program and pursue a career in the golf industry. Kyle has been a hard worker and will be an asset to the PGA.

### **DEMO DAYS**

Starting in the first Tuesday in May, we will be having demo days with the major manufacturers on each of the Tuesdays in May. Make sure you take advantage of this opportunity to hit the latest technology in golf equipment as this will be the only time during the season that they will be attending our club for your trial. We will keep you posted on the front board outside of the golf shop.

## Handicap Committee Update

The handicap committee has started to reach out to all the organizations in an attempt to attend the meetings held by each. The primary purpose is to discuss the role of the committee. As stated earlier we are truly a support mechanism for the membership whereas we ensure that the rules set forth by the GHIN system are adhered to.

Since April 9<sup>th</sup> of this year the golf season officially started, according to the GHIN system. This means that any round of golf played by the rules of golf should be entered into the GHIN system.

Soon you will find a list of tournament dates as well as some basic guidelines for entering your "Tournament" scores into the GHIN system. These will be posted in a few places around the club. The only difference when posting these scores are that you designate them as Tournament scores.

Also, please know that the Handicap committee is here to assist you by answering any questions you may have as well as clarifying any open topics associated with your handicap as published by the GHIN system.

Thank you and please don't hesitate to forward any questions to me ([d.fizer@us.silhouette.com](mailto:d.fizer@us.silhouette.com)) and I will post the appropriate answers. One other item of note is that at the Shareholders meeting we plan to distribute some very informative pamphlets that should answer nearly all of the questions associated with the handicap system and how it is designed to work.

*David Fizer*

Best regards and hit 'em straight!





If you have problems logging in or issues with the website, please let me know at:  
[webmaster@ballstonspacc.com](mailto:webmaster@ballstonspacc.com)

**Members, take advantage of the Members Only section of our website and:**

- book weekend tee-times
- read current and past issues of The Fox
- Club calendar and important notices
- the Women's Association
- the Congratulations page
- tournament & league information, and more!



To access the Member's Only section, click on the



**MEMBER LOG-IN**

button

on the main/public page, [www.ballstonspacc.com](http://www.ballstonspacc.com).

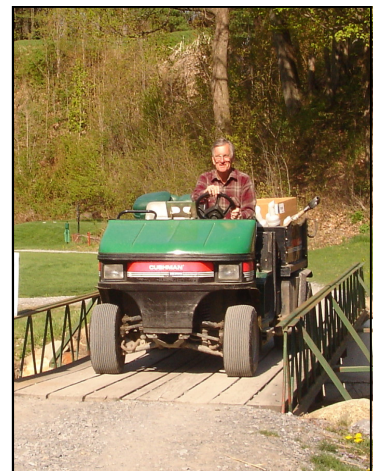
Your "*login name*" is your last name, your "*password*" is your member number.

Both fields are case-sensitive; please log in using **lowercase** letters!

If you share a last name with another member, the first letter of your first name will be combined with your last name. If you are father/son members, the son's last name will be combined with "jr.".

**Please do NOT use spaces or apostrophes.**

For more details, go to <http://www.ballstonspacc.com/loginhelp.htm>





# Panza's on the Green

**Panza's On The Green is open for business and we look forward to meeting all of you!**

We ask your patience as we work through the logistics of opening this new location. The following folks will be on-site at various times and days throughout the season. Should you have any specific concerns just let us know.

**Tony Panza ,Jim Rhoads, Linda Rhoads, Eric Meisner**

In a change from last year, please know that a gratuity will not be automatically added to your food/bar checks. We're sure our staff will provide outstanding service, but believe that you should have the option to tip based on the service you receive.

Panza's On The Green is offering a Mother's Day Brunch on Sunday, May 9, 2010. We will offer a seating at noon and another at 2:00pm. Reservations are required and can be made by calling 602-9995. Please see the menu below.

Panza's On The Green presents the following specials – save the dates and watch for details!

Friday, May 14<sup>th</sup> – Italian night

Monday, May 24<sup>th</sup> – Mediterranean Cooking Class

Monday, May 31<sup>st</sup> - Memorial Day Barbecue



## **Panza's On The Green Mother's Day Brunch**

**Sunday, May 9, 2010**

**Seating at Noon & 2:00pm  
Reservations required**

*Assorted Muffins ~ Pastries and Juices*

*Chef Attended Custom Omelet Station*

*Apple Smoked Bacon*

*Little Link Sausage*

*Skillet Browned Home Fries*

*Baked French Toast*

*Banana Carmel Sauce*

*Bryant Salad*

*Fresh Fruit*

*Pasta Station*

*Chicken Marsala*

*Chef Attended Carving Station*

*Roasted Turkey ~ Pan Gravy*

*Baked Virginia Ham with Rum Raisin Sauce*

*Cornbread Stuffing ~ Mashed Potatoes*

*Green Beans Almandine*

*Dessert Station*

*Brewed Regular and Decaffeinated Coffee, a Selection of Herbal Tea and Iced Tea*

*\$19.95 plus tax & gratuity*



# Board of Directors Candidate Forum

The following candidates' statements are reproduced in the order they were received, with no editing.

## William Tucker

Three years ago, it was evident that fiscal challenges were on the horizon. I ran for the Board on a platform of maximizing our efforts at recruiting new Members. Membership dues are the life blood of any Golf Club, accounting for well over half of our revenue. With new marketing strategies that focused on the potential avid golfers within 15 miles of the course, we managed to bring in 56 new Members in the first year of my tenure and 57 in the second year.

With the economy tanking and other courses registering record losses of members, we managed to keep our membership at a level that was even with pre-recession numbers, despite losing almost 40 Members in my first year and almost 80 in the second year.

I plan on continuing an intense marketing effort in the coming three years, should I be re-elected. This year I have implemented a new Trial Membership Program which generously rewards existing Members while making the transition to a private club easier for new Members, and has shown to be successful. To date, about 40% of our new Members have been brought in under this program. We implemented this program at no cost to the Club, whereas other clubs have paid over \$15,000 for comparable marketing programs run by outside agencies. We have also experimented with other new marketing ideas, such as participation in local trade shows and marketing our Club through local hotels.

I have also reduced my budget in both of the last two years from \$16,000 two years ago to less than one third of that for 2010.

- I have served on the Board for 6 years (one as president)
- Edited/published The Fox for 11 years
- Written the Club's first Marketing Plan
- Compiled the Club's first Competitive Analysis
- Written and published the Club's first brochure
- Been Tournament Committee Chair, Green Committee Member and booked a full slate of outside tournaments as Pro Shop Chair
- Never missed a Project Day and missed only one Board meeting in six years
- Served on two Restaurant Search Committees
- Published the Club's history

I am asking you to allow me to continue my objective of maximizing the efforts to generate revenue from new Members in the coming years and would appreciate your vote on May 21st.

## Bruce Kay

Dear Shareholders;

I am Bruce Kay and I am running for reelection to the Ballston Spa Country Club board of directors. I have served you for the past three years. I started my first year working on a five year plan for the club. This effort evolved into many committees discussing whether a new clubhouse was affordable. My second year I served as house chair. This time was spent overseeing the renovation of our clubhouse.

Many volunteers were coordinated to complete the job. We expanded the men's restroom, put in the new windows overlooking eighteen, and installed new a/c units in the dining room and bar areas. We refurbished the women's and men's locker rooms. We updated our electrical systems, installed new ceilings and insulation. I hope you would all agree that our clubhouse is very member friendly now. During this time I also checked on restaurant procedures and reporting of money's received. I found a major discrepancy in reporting of money's which was corrected by the vendor. This was a substantial economic benefit to our income. This year I am serving you as treasurer. I have been working closely with our comptroller and office manager. We are checking all the numbers associated with our operations and reporting them to the board. We assist the board in budget planning and implementation. I have also informed our members of our accounting thru letters in the Fox. The comptroller and I have met with our bank loan officers last year and again this year to insure that our relationship and loan obligations remain solid. I have been a long term member and shareholder. I want nothing but the best for our club. I ask that you support my efforts with your votes.



## Susan Kahler

Dear Members – I am asking for your support as I run for reelection to your Board of Directors. As a member of Ballston since 1992 and the Board of Directors for the past 3 years I have seen remarkable improvements to our club. This is due to the expertise and dedication of our outstanding employees, Steve, Todd and Laura and the willingness of you, the owners and members, to pitch in and help whether it is on project day, painting our locker rooms or working on a committee. In addition, I believe the present Board has worked well together to ensure the financial health of our club, continue to improve our golf course conditions and seek ways to increase our membership. As a board we have set goals and objectives to stay on track in the endeavors I just mentioned. It is important that as Board members we have continuity in our decision making and follow through to complete the projects that benefit you the owners. If I am successful being elected to a second term, I look forward to fulfilling the duties of the Board of Directors keeping in mind the needs of you the owners of Ballston Spa Country Club and the continued success of the Club.

Prior to being elected to the Board I served on the Greens, Tournament and Restaurant Search committees. I have served on the Ballston Spa Country Club Women's Association and served on the board of the Northeastern Women's Golf Association for 8 years. I understand what it takes to work as a group for the betterment of an organization and the game of golf.

Over the past 3 years as your Board member, I have served the membership as the club Secretary, had responsibility of the Pro Shop and Greens Committee. Most recently as Green Chair I have had the pleasure of working closely with Steve who has shown a tremendous level of dedication toward improving our course. Together Steve and I have developed a very good working relationship to stay within some very tight budgets during the economic downturn of the past few years and will continue to be creative and conservative in 2010. We have had some challenges, but through Steve's efforts and flexibility, BSCC has been successful. I have worked hard to keep the membership informed, particularly last spring when our greens suffered from the harsh winter. All of these experiences and responsibilities have given me a broad understanding of what it takes to keep our club moving in a positive direction. I ask for your continued support in this effort. Thank you.

## *Tournament Committee Report*

*David Fizer*

As most of you have seen by now the tournament committee has set the schedule for the year's tournaments. That actually is only part of our job. The other part is to successfully put on each event, in concert with the tournament chairmen/women and the pro-shop staff.

As with each subsequent year, the clubs tournaments are funded by the proceeds from the advertisements on the restaurant placemats. This year is no different. ....

Another item of note, as part of your membership one of the services available to you, as an alternative to participating in the big tournaments, is the opportunity to play other private local courses on those days. This is possible due to our participating in the CDGCA. This is an association that allows clubs to open their doors to other clubs on the busiest days of their clubs golf season. The other courses in the area that participate are as follows:

**Colonie Golf & Country Club, Columbia Golf & Country Club, Edison Club, Glens Falls Country Club, Mohawk Country Club, Normanside Country Club, Pinehaven Country Club, Saratoga Golf and Polo, Schuyler Meadows Country Club, Shaker Ridge Country Club, Van Schaick Island Country Club**

The dates that these clubs are available to be played are:

June 12 & 13	Member / Member
June 25 & 26	Men's MG
July 10th	4-person scramble
July 24th	Ladies MG
Aug 21 & 22	Club Championship Weekend

Four more dates will be added shortly.

How it works, is that you must make reservations through Todd. He will contact the course of your choice and see if they can accommodate you. You should expect pay their cart fee. There may be some exceptions to that so you should have Todd check with the course to determine the cost.

Although this is a viable alternative to participating in our busiest tournaments, we all would like to make the tournaments as successful as possible, therefore please patronize as many of the tournaments as you possibly can.

# Green Committee Report

By the time you read this, the course will have been open for a month. The relatively mild winter and warm spring temps allowed us to open much earlier than expected. The early opening put added pressure on Steve and his crew to get the course ready and boy did they deliver. I can't remember when we opened that early in the year with the course looking this good.

We weren't completely trouble free after the winter however. Two problems we do have are the greens on holes #9 and #11. Steve has aerified, seeded, fertilized and cut those greens to facilitate new growth. As a result there is a lot of new growth on #9. However, with the closeness of the surrounding trees and a drainage problem, getting new growth on #11 green has been a bigger challenge. Unfortunately, grass doesn't grow without warm soil temperatures. So Steve put a cover on that green to try and hold in the little heat we have had. Hopefully, we will have a stretch of warm weather and be able to permanently uncover both greens by early May.



*Sue Kahler*

Green covers proved to be well worth the investment. We purchased and used solid covers on greens #7, 9, 14, 16 and 18. I think you will agree that the result of using these covers was outstanding. The Green Committee and the Board have agreed that we should continue to invest in these covers. We will be having another raffle (or two) this summer to raise money for this purpose so stay tuned for that announcement.

The green committee met to discuss plans for changes to the course over the season. Due to conservative budgeting there will be no major projects completed this summer. When we do have sufficient funds available we will move forward with improvements to our sand traps particularly on holes #3 and #4. This will be done after consulting a golf course architect to be sure it's done properly.

This year's course improvement fund was used to build the new bridge on #12 and purchase a new motor and electronic control system for the pump house. The pump house improvements will enable us to more efficiently manage the water demands from the irrigation system and outdoor restrooms. Plans are also underway to purchase a used fairway mower.

Finally, last fall we lost long time member Amy Upjohn. Her family requested that a special course improvement fund be established in her memory. To date we have over \$700 in that fund. If you wish to contribute please make your checks payable to Ballston Spa Country Club with a note that it be earmarked for the Amy Upjohn Memorial Fund. The Green Committee has discussed and will finalize plans shortly for the use of this money in a way that best reflects Amy.

As always, if anyone has any questions, comments or suggestions please see me or any of the green committee members.

