

# Our Customers Say it Best

Steven Geller, Golf Course Superintendent at Cesar Point Club, Suffolk, VA. Writes to Bill Kubly:

"Bill, it is my opinion you are really privileged to have the finest professionals in golf course construction and development. I was so moved by their collective professional efforts, I felt the need to write and let you know.

From the very beginning, Mr. Ritchie demonstrated the qualities of your company by providing accurate estimates and achievable time frames. His honesty and integrity were beyond reproach. Mr. Jeff Ricketts brought the knowledge, experience and maturity to the job site and was a model for all construction superintendents. I believe we had two of the finest rough and finish shapers in both Lacy Rogers and Mike Ufken and Mr. C.T. Shaw stepped up to tie in the last 10 percent. Overall, everyone I dealt with from your firm was a competent professional with quality conscience.

Thank you for providing a quality Golf Course development company."

Lynn A. Hinrichs, RA Project Director for the State of Utah writes to Ty Arndt, Project Manager:

"I would like to express my thanks for the great work that you and your staff have provided for the State of Utah at Soldier Hollow. The management staff of Landscapes Unlimited has provided exceptional quality in a professional manner all of the way through this job, while creatively working within out budget restrictions. You have consistently met the time requirements of the schedule and have worked with us during our water shortage to insure a successful grow-in for the course.

As you are aware, we only like to work with performing contractors, and you have demonstrated that Landscapes Unlimited has met or exceeded all of our expectations."

## REGIONAL NEWS

### Southwest Region Holds Meetings

A Hole in One says it best when describing the Southwest Regional Meetings, held in May, 2004, in Palm Springs, CA. The two and half day training was full of informative information including project controls, contract administration, and teamwork, as well as project closeout to name a few.



One of the highlights of the Southwest Regional Superintendents meeting in Palm Springs was a hole in one by Matt "ACE" Biggs at Tahquitz Creek Golf Club. The Ace occurred on the 13th hole which is a 185 yard par 3. Ryan Welch, Neil Oettinger and Matt Wagner witnessed Matt's perfect 4 iron shot.

ACE (which is Matt's new nickname) has already started to exaggerate the event. Each time he is asked about the yardage it gets exceeding longer. I think he told us it was 180 yard par 3 originally, then when asked recently for this article he told us it was 185 yards. We will give Matt the benefit of the doubt, but we obviously need to get a yardage conformation from his playing partners or the shot will get longer every time ACE discusses the event.

Congratulations Matt!!!!

#### REGIONAL JOBS

##### SOUTH CENTRAL REGION

**Clear Creek Golf Course** - Fayetteville, Arkansas  
Robert Jones III Golf Course Designs  
Aqua Engineering—Bob Beccard, Irrigation Consultant  
**Beaumont Country Club** - Beaumont, TX  
Finger Dye Spann, Inc  
Dan Pope-Irrigation Consultant  
**The Golf Club at Indian Ridge** - Blanchard, OK  
Onward Golf Design  
EC Designs, Inc.—Erik Christiansen, Irrigation Consultant  
**Sky Creek Ranch** - Keller, TX  
**Dallas Stars Country Club @ Stonebridge Ranch** - McKinney, TX  
Arthur Hills & Associates  
Terry Little-Irrigation Consultant  
**Lochinvar** - Houston, TX  
Irrigation Planning & Design, Inc.—  
Dan Farrier, Irrigation Consultant  
**Prairie Lake Golf Club** - Grand Prairie, TX  
John Colligan  
Terry Little-Irrigation Consultant  
**T.P.C. @ Craig Ranch** - McKinney, TX  
Tom Weiskopf  
Terry Little - Irrigation Consultant  
**RidgeWood Country Club** - Waco, TX

##### NORTHEAST REGION

**Turning Stone Fazio** - Verona, NY  
Fazio Golf Course Designers, Inc.  
Tony Altum—Irrigation Consultant  
**Lakewood Country Club** - Rockville, MD  
Rees Jones, Inc.  
Paul McMahon-Irrigation Consultant  
**Spring Brook Country Club** - Morristown, NJ  
Aqua Agronomic Solutions—Paul Granger, Irrigation Consultant

##### SOUTHEAST REGION

**Whitehaven Golf Club** - Memphis, TN  
Kevin Tucker Design Group  
**Renegade Mountain** - Crab Orchard, TN  
**Palmetto Pines Country Club** - Cape Coral, FL  
**Fiddlesticks** - Fort Meyers, FL  
Ron Garl

With changes in the new layout of the LINKS, we are forgoing the detailed description of our current projects in this publication. However, we are still gathering this information and it can be sent to you by contacting Elaine Skov (402) 423-6653.

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# LINKS

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## LU Participates In John Deere Prototype Evaluations

In March of this year, Lacy Rogers and Corky Buell, Equipment Manager, were guests of John Deere at their equipment testing and proving grounds near Phoenix, AZ. The purpose of the trip was to audit and evaluate prototypes of the new "J" series of John Deere dozer that will begin to be sold in the first quarter of 2005. This new series of machine will replace the current "H" series of 750 and 850 dozers.

In efforts to fast track the design and production of a new series of dozer, Deere assembled a "Customer Advocate Group," (CAG) consisting of six Equipment Managers to aid in the expedition of the process. Currently maintaining a fleet of sixty-two dozers, Landscapes Unlimited is one of John Deere's "Top Ten" largest dozer fleet owners, and was asked to participate in the group.

The CAG first met in early 2002 to test and evaluate all current competitive equipment to determine "Best in Class" for individual machine component functions and performance. Working with a team of over forty John Deere engineers, recommendations were made for design criteria for over two hundred segments of the machine. Subsequent meetings involved the use of Virtual Reality for conceptual ideas, and "mules" or converted current production machines, to evaluate progress, component locations and compromises.

Prototypes were built and shipped to Phoenix, AZ in March for "running" evaluations. The Managers were asked to bring along experienced operators for an additional perspective of the evaluations. With 14 years of experience as a shaper for Landscapes, running almost exclusively Deere machines, Lacy Rogers was a natural selection. Needless to say, Lacy "wowed" them. The team of engineers had never seen their machines perform at the level of "multi-functionalism" that Lacy can produce. In one exercise it took Lacy twenty-eight minutes to turn a 400 cubic yard spoil pile of dirt into a rough shaped, push up green with a kidney shaped bunker on the left side approach. The cameras were flashing.

Deere and Company were very pleased with the design to production timeline and efficiencies. Landscapes Unlimited was happy to be a part of this Customer Advocate Group.



(L to R) Corky Buell and Lacy Rogers stand in front of the new "J" series John Deere dozer.

### BILL'S BULL

*The future of golf and the future of Landscapes Unlimited:*

It is easy these days to get bogged down with all of the negative news about the golf industry. If all of us let this negative information brainwash us, we would consider getting out of this business. Fortunately there are positive signs every day that point out that not only has the business finally turned positive, but that it is alive and well!

This past week, I experienced two things that are of that positive nature that I would like to share with you. I was in Omaha touring Shoreline Golf Course recently and noticed what I thought was a maintenance worker hand syringing a green. As I got closer to the green, I could see that what I was actually seeing was a single golfer putting on the green, and that he was tethered to a 50' air hose that was connected to his golf cart. When I got up to him he had just made a 15'-20' putt that he told me later, was for a birdie. He proceeded to tell me that he was told a year ago by his doctor that he would most likely never play golf again. He then switched doctors and now says he plays 2-3 times per week at his doctor's insistence, as he says it is good for him.

I expressed my great pleasure in seeing him struggle with the air hose for each shot and how great it was that he was still playing the game. He was truly an inspiration. He apologized to me about driving right next to the green and I responded that he could drive his cart anywhere he wanted if it helped him play the game. He shared with me that last year at age 73 he had shot his age for the first time in his life (score of 73 for a 73 year old). After our talk, he chased me down again (in his cart) to tell me just how great a job our people at Shoreline do in getting his air tank on his cart and helping him with all of his needs. As we finished our conversation, I sensed that he was getting a little choked up with this conversation.



He was truly an inspiration to me.

Next, last weekend after playing golf myself, I watched in amazement as this little 8-year old walked up onto the putting green dressed like a miniature golfer. He had his golf glove, golf shoes and tucked in collared shirt and he looked so proud carrying his little set of clubs. He was putting left-handed and was getting ready to play with his 11 year old brother and father. He was

#### REGIONAL JOBS

##### EASTERN REGION

**Regency Club** - Haymarket, VA  
Palmer Course Design  
Dale Winchester - Irrigation Consultant  
**Country Club of Virginia** - Richmond, VA  
George Golf Design  
**Prinland Resort** - Stuart, VA  
Donald Steel & Company, Ltd.  
Irrigation Consulting, Inc.-Irrigation Consultant  
**Chowan Country Club** - Edenton, NC  
Smith Turf & Irrigation-Irrigation Designer  
**Kingsmill Resort** - Williamsburg, VA  
Tim Liddy  
Aqua Agronomic Solutions—Paul Granger, Irrigation Consultant  
**Carolina Country Club** - Raleigh, NC  
John LaFoy  
**Robert Trent Jones Golf Club** - Lake Manassas, VA  
Kyle Phillips  
**Prinland Pipeline** - Stuart, VA  
Donald Steel & Company, Ltd.  
**Kanawha Club** - Richmond, VA  
George Golf Design - Lester George

##### WESTERN REGION

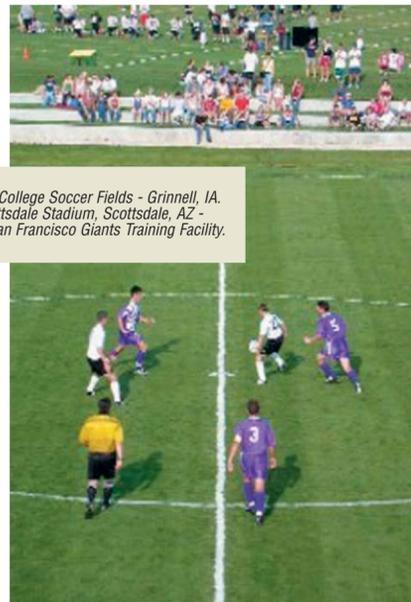
**Deer Creek Golf Club** - Littleton, CO  
**Cherry Creek** - Denver, CO  
**Arrowhead Golf Club** - Littleton, CO  
**Broadmoor Mountain Golf Course** - Colorado Springs, CO  
Nicklaus Design R.R.I., Inc.  
Rick Robbins, Irrigation Consultant  
**Sonnenalp Golf Club** - Edwards, CO  
**The Canyons** - Park City, UT  
Forsgren Associates

chomping on the bit to get out on the course with dad and he carried himself like a seasoned golfer who was very confident about his upcoming round of golf. This was not his first time on the course; however it was great to see the enthusiasm of such a youngster, the future of this game.

Both of these examples give you a little insight to this great game. What is it that makes a 73 year old man and 8 year old kid desire to get out and play and to do it with such enthusiasm? I see other examples every day when visiting our courses and it gives me great confidence that our game has a great future.

As most of you know, we have had a leadership change at Landscapes Unlimited recently. This change will prove to be the future of our company. Jim Barger has kept the philosophy pretty consistent over his many years here at Landscapes Unlimited. And that was always to place people at the center of our efforts. If we care about those relationships we'll also care about our business and our industry. So reaching our goals is just a product of this focus. With all of your efforts, we will reach unprecedented levels in whatever we attempt to do. I have a smile on my face already just watching what all of you are accomplishing every day. And I can't wait to see where this journey takes us.

-Bill



(Left) Grinnell College Soccer Fields - Grinnell, IA.  
(Right) Scottsdale Stadium, Scottsdale, AZ - Home of The San Francisco Giants Training Facility.

# Why Recreational Development?

Having gained our reputation building and renovating golf courses and winning four Golf Course Builder of the Year awards in the process, we have made a natural move into offering Recreational Development construction services. These projects may include, but not limited to:

- Sports and athletic fields
- Parks
- Trail Systems
- Landscaping
- Reclamation
- Lake Systems
- Rock and water features
- Streetscapes

Over the years we have been doing quite a number of facilities somewhat quietly. Some construction only; some on a true turn-key basis. Past projects include:

- Grinnell College Field of Dreams**  
(Randy Johnson and Curt Schilling Fields)
- Scottsdale Stadium**  
(San Francisco Giants training facility)
- Baylor University**
- University of Arizona**
- Espee Park**

As most of you know, we brought **Rob Spoor** in to the Phoenix office to start these efforts in the Southwest a little over a year ago now. Since that time, we have executed numerous projects and developed a seamless process between our golf and recreation projects. Recently, we have asked **Jeff Cordes** to come back to Lincoln to focus on similar efforts in other parts of the country. Judging by the little time that we actually see him here, we would say that he is off to a great start, as well.

We are aggressively pursuing these opportunities and projects in other markets now. And the way to do that is really pretty simple. We'll let a quote from Rob in a recent article tell you just how we intend to do this.

*"Landscapes Unlimited has been fortunate to have many people who are passionate and dedicated and who love the game of golf. By applying that same passion to this other arena, well, the potential is unlimited."*

We do feel that our capabilities in construction are 'unlimited,' and we view Recreational Development as an opportunity to diversify and apply the resources and expertise we have learned in the golf development business to another arena that is very similar.

There are other advantages to adding these capabilities.

- We can now offer our clients a seamless construction process from a total development perspective in lieu of just strictly golf.
- The economies of scale benefit our clients as we self-perform the vast majority of this work.
- These projects add opportunities for our employees.
- Our resource base in golf is virtually identical to our needs in Recreational Development.

We are just as passionate about these projects as we are golf. The golf industry is all about creating recreational opportunities for people. This is just another opportunity to do the same types of things. It is a natural evolution.

## REGIONAL JOBS

### RECREATIONAL DEVELOPMENT

**Espee (Vagabond) Park** - Chandler, AZ  
Carter-Burgess  
Michael S. Eagan - Irrigation Designer

**Pitney Park** - Absecon, NJ

**Homestead Park** - Phoenix, AZ  
Entellus

**Province at Rancho El Dorado** - Maricopa, AZ  
Greedy-Pickett  
Coats Irrigation - Irrigation Designer

**Elk Valley** - Elk City, CA  
**University of Indianapolis** - Indianapolis, IN  
**Southern Methodist University** - Dallas, TX  
**North Platte High School** - North Platte, NE  
**City of Scottsdale Lot A & B** - Scottsdale, AZ

### SOUTHWEST REGION

**Indian Canyon Resort** - Palm Springs, CA  
Casey O'Callaghan Golf Course Design  
Bryant, Taylor, Gordon - Irrigation Consultant

**El Capitain** - San Diego, CA  
Dave Fleming

**San Diego Country Club** - San Diego, CA  
John Harbottle Design

**Northstar Development** - Palm Desert, CA  
Palmer Course Design Company  
Dale Winchester & Associates - Irrigation Consultant

**Laughlin Ranch** - Bullhead City, AZ  
David Drewziski  
Fairway Irrigation Design--Fred Yoshimura, Irrigation Consultant

**Coral Mountain** - La Quinta, CA  
Rees Jones, Inc.  
Harvey Mills Design Group-Irrigation Consultant

**Brookside Driving Range** - Pasadena, CA  
Bryant, Taylor, Gordon - Irrigation Consultant

**Arizona Biltmore Golf Club** - Phoenix, AZ  
Forrest Richardson & Associates  
Silverleaf - Scottsdale, AZ



Playground Facility  
Espee Park - Chandler, AZ

## Feature Project: Espee Park

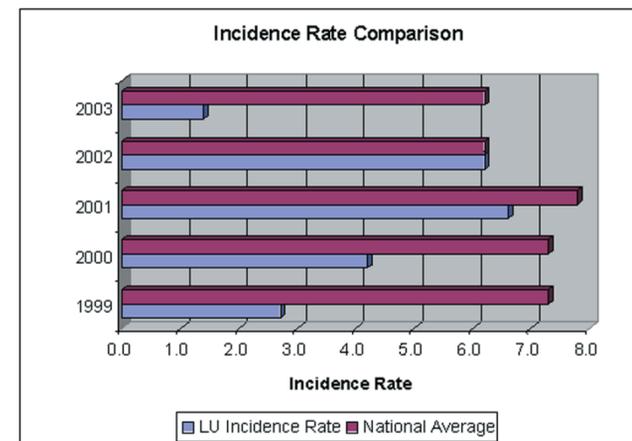
Espee Park (formally known as Vagabond Park) is a 36 acre recreation facility located in Chandler, Arizona. Amenities include three lighted baseball fields, one adult and two youth, an extensive lighted playground, water play area, parking lot, 36' x 36' masonry rest room building, walking trails, and open fields.

Landscapes Unlimited began with the mass earthwork (40,000 cu. yards) in mid- September 2003 with substantial completion issued in early March, 2004. **Site Superintendent was Scott Gibson, Irrigation Superintendent - Matt Biggs, Project Engineer - Ryan Welch.** Baseball field construction on this project began in early January with the final of (12) 80' light poles being raised in early March. The water park consists of 15 "fun" fixtures located on 6000 s.f. of "tot-turf splash pad" sloped for water collection for re-filtering and re-use. Each fixture is individually controlled via Motorola Irrinet controller for intermittent spraying between the hours of 11 AM and 8 PM daily.

Landscaping consisted of 250 trees, 4000 shrubs, 300,000 s.f of Bermuda sod, and 4500 tons of decomposed granite ground cover. Landscapes Unlimited self-performed all of the landscape and irrigation scopes. Site furnishings included the construction of (3) 18' x 28' shade ramadas, picnic tables, BBQ grills, flagpoles, trash receptacles, and bike racks.



Espee Park - Chandler, AZ



## Landscapes Unlimited Continues Its Commitment to a Safe Workplace

Safety is a must in all jobs, but particularly in our industry. At Landscapes Unlimited the safety and health of all employees is of primary importance. Improvement of our safety record remains a primary goal of Landscapes Unlimited, LLC.

The Incidence Rate (IR) represents the number of Recordable Injuries/Illnesses per 100 employees for a calendar year. For example, an IR of 3.0 means that for every 100 employees working at your company, 3 were injured on the job that year.

Each year, OSHA surveys companies and collects their injury/illness records to calculate incidence rates. A "National Average" is determined for specific industries based on SIC codes. Comparing your company's incidence rate to the national average provides a measuring stick of your "safety performance". As you can see by the numbers in the chart above, Landscapes Unlimited has performed well compared to the national average.

## REGIONAL JOBS

### CENTRAL REGION

**Gallery Park** - Chicago, IL  
CYLA Design Associates, Inc.

**Shelter Harbor** - Westerly, RI  
Hurdzan/Fry Golf Course Design  
Larry Rodgers Design Group—  
Irrigation Consultant

**Meadowbrook Golf & Country Club** - Prairie Village, KS  
Larry Flatt  
Hydrologic- Irrigation Designer

**Topeka Country Club** - Topeka, KS  
Crown Systems—Charles Fulton,  
Irrigation Consultant

**Osgood Golf Course** - Fargo, ND  
Richard Phelps, Ltd  
Irrigation Design Associates—  
Rick Keller, Irrigation Consultant

**Woodhill Country Club** - Wayzata, MN  
EC Designs, Inc.—Erik Christiansen,  
Irrigation Consultant

**Travis Point** - Ann Arbor, MI  
Colein & Kuhn Associates, Inc.—  
Carol Colein, Irrigation Consultant

**Gull Lake** - Richland, MI  
Rick Manley—Irrigation Consultant

**Lafayette Country Club** - Minnetonka Beach, MN  
EC Designs, Inc.—  
Erik Christiansen, Irrigation Consultant

**Austin Country Club** - Austin, MN

**Knollwood Country Club** - West Bloomfield, MI