



City of Spokane Park Board Golf Committee Meeting

February 7, 2017 – 8:05 a.m.

City Hall Conference Room 2B, Second Floor 808
W. Spokane Falls Blvd., Spokane, Washington
Al Vorderbrueggen - Park Operations Director

Committee Members:

- X Sumner, Nick – Chairperson
- X Kelley, Ross
- X Chase, Rick (in @ 8:23)

Parks Staff:

Conley, Jason
Dickson, Fianna
Vorderbrueggen, Al
Buening, Mark
Strong, Carl
Ware-Goicoechea, Carissa
Mielke, Bob
Greene, Mike
Vandervert, Mike
Nelson, Ben

Golf Professionals:

Conner, Steve
Phares, Doug
Sanders, Rob

Guest(s):

Siesser, Derek
Schultz, Rex
Saraceno, Dave

SUMMARY

- Fianna presented the 2016 Golf Marketing Report and expressed appreciation for everyone's efforts that resulted in a successful year.
- Mark reviewed the 2017 Pre-Season Golf Sales report and announced that more user-friendly financial reports are forthcoming.
- Jason updated the Committee on numerous benefits of the golf webinar series, the last to be presented on February 24th.
- Al updated the Committee on golf staffing in regards to his new assignment as Director of Park Operations, but no changes would be made to golf course staffing assignments for the foreseeable future.
- Jason led an open discussion for obtaining feedback to assist in the revision of Golf Professional evaluations.
- Al presented a spreadsheet containing bid responses for the annual Parks / Golf Ground Chemicals Value Blanket that was compiled by Mike Greene.
- Al reported on current projects at Indian Canyon and Esmeralda. Carissa announced a new Golf Lesson Package coming out in the first quarterly Guide that includes two rounds of golf. She also reported on offers and participation in the upcoming Golf Show, February 18th. Mike asked the Committee to consider his pursuit of gradually implementing disease and pest management methods at courses that would reduce chemical usage.
- No current financial report was available. Golf courses are being monitored and maintained, standing water being removed as necessary.

MINUTES

The meeting was called to order at 8:05 a.m. by the Chair, Nick Sumner. Introductions were made.

Action Items:

None

Discussion Items:

1. 2016 Marketing Recap

Fianna presented highlights from the 2016 marketing campaigns, distributed the Golf 2016 Marketing Efforts Report, and commended all for their efforts that resulted in such a successful year.

2. Golf Accounting Update

Mark distributed and reviewed the 2017 Pre-Season Golf Sales report, which reflected promotion of 2017 golf at 2016 prices. He also informed the Committee that more user-friendly financial reports are forthcoming, and welcomed anyone to visit his office with financial questions or concerns.

3. Golf Webinar Update

Jason reported on the progress and advantages of the webinar series, sharing that more than 1,200 survey responses have been received and final session of the series will be shown February 24th. In addition, Jason asked for feedback on hiring a trainer from Club Profit to instruct staff and golf professionals on the latest point-of-sale software updates and capabilities.

4. Golf Staff Update

Al explained temporary changes in golf staffing that has resulted from his new position as Director of Park Operations. Since hiring for his previous position as Recreation Director can take months, he will continue to be involved with the Golf Committee for the time being. He also stated there would be no changes to golf course staffing assignments.

5. Golf Pro Evaluations

Jason directed an open discussion as how to best accomplish productive golf pro evaluations. Suggestions included collecting golf course surveys provided to Board members at the end of the year as part of the evaluation, as well as distributing self-evaluations to the golf pros that would include an avenue to voice their concerns. Possible revisions to the Board's survey and evaluation form will be considered.

6. Ground Chemicals Value Blanket for Parks / Golf (\$195,000)

Al presented information, compiled by Mike Greene, pertaining to the annual ground chemicals value blanket that reflected prices from numerous respondents. The value blanket reflects ground chemicals not for city golf courses only, but encompasses all departments of Parks and Recreation.

Standing Report Items:

1. Golf Report

Carissa reported that the first quarterly Guide is ready for distribution and will reflect a new lesson package that includes two rounds of golf so students can apply on the course what they're learning. The package will soon be promoted on Facebook as well. Carissa also updated the Committee on offerings and participation in the February 18th Golf Show. Al provided information on current golf course projects, including new flooring and walk-in cooler at Indian Canyon, and a new variable speed pump switch at Esmeralda that qualifies for an Avista rebate. In an effort toward biological disease control, integrated pest management, and chemical use reduction, Mike

has built a compost heap brewer at Downriver and asked for feedback from the Committee for expanded efforts in this direction.

2. Financial Report / Course Conditions

A current financial report was not available. Courses are being monitored; having standing water pumped off as needed.

Meeting adjourned at 9:11 a.m.

The next regularly scheduled meeting is March 7, 2017, in **City Hall Conference Room 2B**, Second Floor.



TO: Spokane Parks & Recreation
FROM: DH
DATE: December 2016
RE: Golf 2016 Marketing Efforts Report

Golf 2016 Marketing Efforts Report

In addition to implementing a summer campaign that promoted all Spokane Parks & Recreation offerings, we also executed a number of efforts specifically around golf. Following is a high-level summary of those marketing activities.

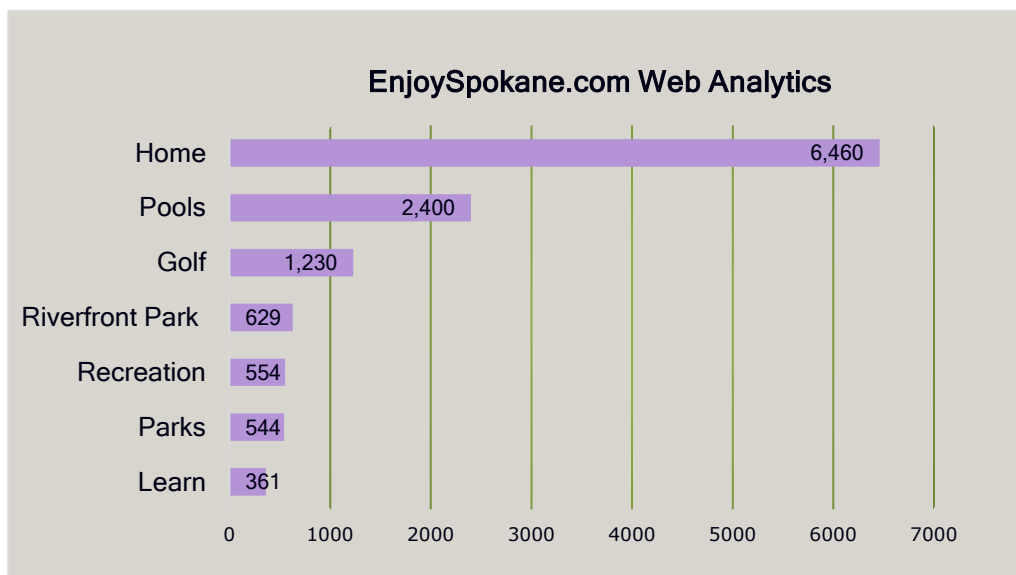
Enjoy Spokane webpage



We created a golf webpage on the Enjoy Spokane campaign website. It included information about finding a course, booking a tee time, getting a golf pass, signing up for classes, and joining a league.

The page was designed to help users easily identify and navigate to areas of interest, then to direct them to the City of Spokane website for more information (to book an online tee time, for example).

Knowing that mobile use is on the rise, we designed the campaign site to be easy-to-use on mobile devices so people could find information on the go. On average, over 75 percent of all users who visited the Enjoy Spokane campaign website were using mobile devices!



The campaign was live for two months. This chart shows the number of pageviews each subpage of EnjoySpokane.com received.



Webpage for Golf with options to click into courses, booking a tee time, golf leagues, classes.



ChipShots

We worked with Visit Spokane to send three ChipShots newsletters.

Content	Date	Sent	Unique Opens	Clicks	Recipient Location
Downriver Tournament	5/26/16	18,637	2,394	169	Spokane
Best Vacation Ever	6/30/16	44,725	5,150	443	Western WA BC, Canada
Summer Countdown	7/7/16	18,161	2,083	319	Spokane
Total		81,523	9,627	931	



This ChipShots promoted the Hit 'Em with the Hickory Tournament at Downriver Golf Course, as well as inviting recipients to make this the summer of golf by visiting City courses.



Public Relations · Advertising
Branding · Research · Digital



CITY OF SPOKANE
PARKS & RECREATION

summer countdown
HOW MUCH GOLF HAVE YOU PLAYED?

**THE MORE YOU PLAY,
THE MORE YOU SAVE**

- Try our discount or multiple pay passes and save \$7-\$15/round.
- For the golf enthusiast, try our unlimited play pass and play all summer long!

Downriver GOLF COURSE Esmeralda GOLF COURSE
Indian Canyon GOLF COURSE Quálchan GOLF COURSE

Learn more at enjoyspokane.com

START SAVING

This ChipShots urged Spokane golfers to take advantage of discount passes from the City.



CITY OF SPOKANE
PARKS & RECREATION

best vacation ever
PLAN YOUR GOLF WEEKEND TODAY

4 BEAUTIFUL COURSES AT 1 LOW PRICE

City of Spokane Parks & Recreation offers four beautiful courses.

- 10 minutes from downtown
- Under \$35/round

Downriver
GOLF COURSE
Spokane favorite on the river

Esmeralda
GOLF COURSE
Walkable, friendly for any skill level

Indian Canyon
GOLF COURSE
Scenic views of downtown

Qualchan
GOLF COURSE
Modern, target-style golf

Book your tee time online at enjoyspokane.com

BOOK NOW

This ChipShots urged Northwest golfers to take advantage of Spokane's beautiful, inexpensive golf courses. (NOTE: To save design budget, we used the same layout as the Spokane ChipShots since this was going to golfers in Western Washington and BC, Canada.)



Print Ads

We placed ads about golf in *The Spokesman-Review* and *The Inlander*.

Outlet	Circulation	Topic
<i>The Inlander</i>	187,000	Game On
<i>The Spokesman-Review</i>	76,291	Hit Your Shot
<i>The Inlander</i>	187,000	Summer Starts Here
Total	450,291	

CITY OF SPOKANE
PARKS & RECREATION

THE FAIRWAYS ARE CALLING.
Get more rounds in this year and improve your game. Make this your summer of golf with Spokane Parks & Recreation.

- \$35 or less a round
- Book your tee time online at enjoyspokane.com
- Join a league
- Take a lesson

4 BEAUTIFUL COURSES:

DOWNTOWN GOLF COURSE Indian Canyon GOLF COURSE Quilley GOLF COURSE Emerald GOLF COURSE

enjoyspokane.com
509.755.CITY(2489)

hit your shot

This ad was placed in *The Spokesman-Review* "Golf Guide."

game on

PLAY MORE ROUNDS THIS YEAR.

Hit the links with Spokane Parks & Recreation.

- Rates just \$35 or less per round
- Book your tee time online
- 10 minutes from downtown

4 BEAUTIFUL COURSES:

DOWNTOWN GOLF COURSE Indian Canyon GOLF COURSE Quilley GOLF COURSE Emerald GOLF COURSE

CITY OF SPOKANE
PARKS & RECREATION

enjoyspokane.com
509.755.CITY(2489)

This ad was placed in *The Inlander* at the end of April.



CITY OF SPOKANE PARKS & RECREATION

GET OUT AND PLAY IN Riverfront Park.
Enjoy year-round events, spectacular views of the river, running and biking trails, and fun attractions for the whole family.

GET YOUR RIVERFRONT PARK SEASON PASS TODAY!
Events and attractions • Looft Carousel • SkyRide Discount
are open all summer • Pavilion Rides • Tour Train
during redevelopment. • IMAX Theatre • Miniature Golf

enjoyspokane.com | 509.755.CITY(2489)

best summer ever

**JULY 8th, 3-8pm
RIVERFRONT PARK
BLOCK PARTY
TO KICKOFF
CONSTRUCTION**

Day of sidewalk games, ping-pong, live music, food trucks, and a beer garden.

These two graphics worked together as one ad, placed on opposite sides of a spread in *The Inlander's* "Summer Guide" issue. We highlighted golf as a fun summer activity.

**summer
STARTS HERE**

**SPOKANE PARKS & RECREATION
DELIVERS SUMMER FUN.**

PLAY MORE ROUNDS.
Only \$35 or less a round at any of our 4 beautiful golf courses. Book your tee time online at enjoyspokane.com. Wanna learn? Lessons with our pros will teach you how.

FIND YOUR cool.
Our neighborhood pools and splash pads are a fun way to beat the summer heat, and hang with friends. Visit the Parent-Tot open swim, or host a birthday party at the pool.

CHOOSE YOUR adventure.
We offer hundreds of outdoor, sports, and art camps for all ages, including those with disabilities. Take up painting. Hit a homerun. Kayak our local rivers. Go rock climbing. Learn a new skill. *Get out and play!*

CITY OF SPOKANE PARKS & RECREATION

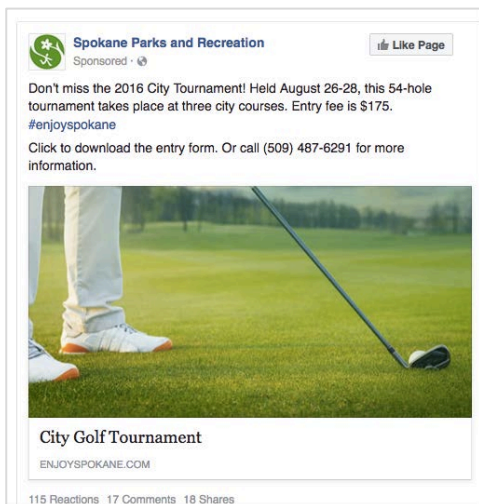
enjoyspokane.com | 509.755.CITY(2489)



Facebook

Facebook was a great channel to highlight specific golf promotions and to build engagement with your audience. (NOTE: The image for the Downriver tournament got deleted, so we were unable to include it in this report.)

Post	Impressions	Clicks	CTR
Downriver tournament	20,298	5	0.02%
City tournament	66,014	285	0.50%
Total	86,312	290	0.26%



KXLY Radio Trade

The City traded golf passes for KXLY's Spring Auction. In return for 32 golf passes, KXLY ran 11 spots about the City's golf courses. In order to be efficient with budget on production, DH developed a radio spot at the same time we developed other Parks & Recreation radio spots.

Radio and Pandora

A golf-specific radio ad played across multiple stations over the summer. In addition, a Pandora advertisement promoted golf to targeted audiences.



Media Relations

Because a few City courses opened in February, DH pitched the story to local media and got coverage from broadcast and print.

Outlet	Story	Date	Impressions
KHQ-TV	News 5PM	2/17/16	58,492
KREM-TV	Morning News	2/19/16	11,186
KHQ-TV	News 6AM	2/19/16	24,996
KHQ-TV	News 5:30AM	2/19/16	31,356
KREM-TV	News at 6	2/19/16	32,143
KAYU-TV	Good Day Spokane	2/19/16	2,063
Inlander.com	Fore! Two Spokane golf courses open for action this weekend	2/19/16	29,788
KXLY-TV	Special Edition News	2/20/16	13,792
KXLY-TV	News at 6	2/21/16	48,111
KXLY-TV	News at 5	2/21/16	35,036
KXLY-TV Online	Golf season returns to some Spokane golf courses	2/21/16	352,505
KXLY-TV	News at 11	2/22/16	1,860
KXLY-TV	Good Morning Northwest	2/22/16	19,464
KXLY-TV	Good Morning Northwest	2/22/16	25,642
KXLY-TV	Good Morning Northwest	2/22/16	19,464
Spokesman-Review Online	Lovely Day on the Links	1/24/16	485,567
Journal of Business Online	Spokane golf season, optimism are in full swing	2/25/16	48,233
Total			1,239,698



Photo: Lovely day on the links

TUESDAY, FEB. 23, 2016, 1:10 P.M.



Ron Barker, foreground, lines up his putt as Shelton Wade retrieves his ball from the cup on a sunny Tuesday morning, Feb. 23, 2016, on the Downriver Golf Course putting green in Spokane. The course opened last weekend and will remain operating "until the snow flies," said John Hansen, who works the counter in the clubhouse. (Dan Pelle / The Spokesman-Review)

This is the photo *The Spokesman-Review* ran of golfers on Downriver Golf Course.

DH also pitched a story about the improvements made to Indian Canyon Golf Course.

Outlet	Story	Date	Impressions
KREM-TV	Morning News	3/22/16	8,342
KXLY-TV	Good Morning Northwest	3/22/16	6,545
Journal of Business Online	Indian Canyon Golf Course facelift nears completion	4/21/16	48,233
Total			63,120

Additional earned media:

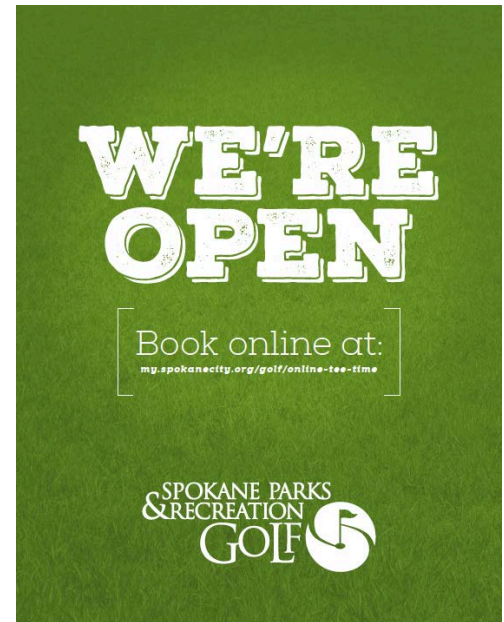
Outlet	Story	Date
Spokesman	Downriver 100 – cover of Sports section	5/13/16
Inlander	Best Golf Patios feature	6/9/16
Fox 28	Downriver 100 celebration	9/14/16
KHQ	Pass promotion	12/22/16



Event Support

Spokane Parks & Recreation had a presence at the Golf Show in Spokane that has an attendance of approximately 9,000. DH helped create collateral and signage for the booth.

To celebrate its 100-year anniversary, Downriver Golf Course held a celebration. DH helped provide strategy and a workplan for the day's events.



This "We're Open" poster displayed at the Golf Show to highlight the early open dates of City courses, with the call-to-action to book an online tee time.

2017 Pre-Season Golf Sales (9.1.16-12.31.16)

4 Pack (18-hole)		Price of Pass = \$109.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	0		\$0.00	
RPS Booth-DR operated	60		\$5,752.09	
DR	0		\$0.00	
Ezzy	3		\$287.61	
IC	2		\$191.74	
CQ	10		\$958.68	
Total Net Rev			\$7,190.12	
Adult Discount Card		Price of Pass = \$37.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	41		\$1,334.14	
RPS Booth-DR operated	27		\$1,203.98	
DR	28		\$911.13	
Ezzy	41		\$1,334.14	
IC	32		\$1,041.28	
CQ	42		\$1,366.69	
Total Net Rev			\$7,191.36	
Senior Discount Card		Price of Pass = \$37.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	46		\$1,496.85	
RPS Booth-DR operated	42		\$1,366.69	
DR	31		\$1,008.77	
Ezzy	83		\$2,700.82	
IC	35		\$1,138.91	
CQ	70		\$2,277.88	
Total Net Rev			\$9,989.92	

Golf Gift Cards-12.1.16-12.31.16		Net Total (excludes Tax) Revenue
Location		
MySpokane		\$4,226.00
RPS Booth		\$2,718.00
DR		\$495.00
Ezzy		\$4,451.00
IC		\$104.00
CQ		\$2,164.00
Total Net Rev		\$14,158.00

Ten Play Pass		Price of Pass = \$262.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	10		\$2,304.30	
RPS Booth-DR operated	0		\$0.00	
DR	0		\$0.00	
Ezzy	0		\$0.00	
IC	1		\$230.43	
CQ	2		\$460.86	
Total Net Rev			\$2,995.59	
Adult Multiplay (full season)		Price of Pass = \$263.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	0		\$0.00	
RPS Booth-DR operated	2		\$462.62	
DR	2		\$460.86	
Ezzy	3		\$693.93	
IC	1		\$231.31	
CQ	2		\$462.62	
Total Net Rev			\$2,311.34	
Senior Multiplay (full season)		Price of Pass = \$263.00	Net Total (excludes Tax) Revenue	
Location	# Sold			
MySpokane	3		\$691.29	
RPS Booth-DR operated	0		\$0.00	
DR	7		\$1,613.01	
Ezzy	7		\$1,619.17	
IC	2		\$462.62	
CQ	5		\$1,156.55	
Total Net Rev			\$5,542.64	

****Downriver sold 3 active military discount; 1 adult unlimited for a total Net Total Revenue(excludes tax) = \$1638.52**

****RPS Booth-(DR operated)sold 1 senior and 1 spouse unlimited (excludes tax) = \$2,025.51**

****Esmeralda sold 1 active military discount; 1 adult, 1 child, 3 spouse, and 4 senior unlimited passes for a total Net Total Revenue(excludes tax)= \$9,393.15**

****Indian Canyon sold 4 active military discount = \$35.16**

****Qualchan sold 3 active military discount; 6 senior, 1 child and 3 spouse unlimited passes for a total Net Total Revenue (excludes tax) = \$10,838.17**

****MySpokane sold 1 senior unlimited passes for a total Net Total Revenue (excludes tax) = \$1,519.79**

Total Pass Net Rev (excludes Tax) All Sources=
\$60,671.27 w/o gift cards
\$74,829.27 w/gift cards



Golf Staffing 2017

CITY OF
SPOKANE PARKS
& RECREATION
GOLF 





2017 Administrative Staff:

- Jason Conley:
 - Executive Officer
 - Pro Relations/Contracts
 - Marketing
 - IT/Software
- Al Vorderbrueggen:
 - Director of Park Ops
 - Golf Maintenance Staff
 - Golf Facilities
 - Equipment/Capital
- Carissa Ware-Goicoechea:
 - Recreation Assistant
 - Golf Lessons
 - Marketing/Website



2017 Staff:

- Creek at Qualchan GC:

Superintendent – Fred Marchant

Assistant Superintendent – Mike Vandervert

- Esmeralda GC:

Superintendent – Bob Mielke

Assistant Superintendent – Don Nelson

- Downriver GC:

Superintendent – Mike Greene

Assistant Superintendent – Aric Van Tassel

- Indian Canyon GC:

Superintendent – Josh Harty

Assistant Superintendent – Ben Nelson



Questions?

		PLANET TURF 6422 E 2nd Ave Spokane WA 99212 kelly@planet-turf.com (509) 919-1145	SITEONE LANDSCAPE SUPPLY 720 1st Avenue NE Issaquah WA 98027 bids@siteone.com (800) 321-5325 x 2550	CROP PRODUCTION SVCS 28563 SR 231 North Reardan WA 99029 tom.gritzmacher@cpsagu.com (509) 796-2655	HORIZON DIST 4004 E Francis Ave Spokane WA 99217 pick.newman@horizononline.com (509) 467-6601	SIMPLOT PARTNERS 11600 NE Marx St Portland OR 97220 robert.b.lee@simplot.com (888) 383-7476	HELENA CHEMICAL CO 4802 N Florida St Spokane WA 99217 conciennec@helenachemical.com (509) 536-2634
Product	Unit						
0-0-50 GREENS GRADE	50 lb bg	\$26.81				\$28.34	
0-0-50	50 lb bg				\$25.74	\$25.35	
0-0-50	1000 lb bg				\$1,047.00	\$478.50	
0-0-22 K-Mag Greens Grade	50 lb bg					\$18.34	
Duration 120 150 sgn	50 lb bg			\$50.44	\$49.41		\$44.42
2-0-20 Potash Plus, Agrium AMP 150 sgn	50 lb bg						
16-16-16	50 lb bg	\$15.00		\$18.64	\$18.41	\$14.48	\$17.27
16-16-16	1000 lb bg	\$280.00		\$351.45	\$376.47	\$289.60	
Nutralene 150 sgn	50 lb bg	\$45.00		\$36.74	\$38.71	\$35.48	\$35.05
43-0-0 Polyon	50 lb bg	\$57.00			\$49.65	\$48.53	\$45.06
43-0-0 Polyon	1000 lb bg	\$1,175.00				\$970.58	\$856.83
Gal-XE One 43-0-0	1000 lb bg					\$895.00	
Gal-XE One 43-0-0	50# bg					\$44.75	
XCU 10 Week Mini	50# bg	\$43.00		\$30.49			\$33.10
21-0-0 Ammonium Sulfate Fines	50 lb bg	\$10.31		\$16.51	\$16.17	\$10.62	\$9.43
46-0-0 Urea Feed Grade	50 lb bg	\$13.00		\$19.01	\$20.00	\$14.12	\$17.38
47-0-0 Umaxx Mini	50 lb bg						\$31.13
N-Edge or equivalent NBPT stabilized urea	50 lb bg	\$15.82			\$23.98	\$14.70	\$22.36
Hydrex	10 lb bg					\$113.28	
13-0-44 Potassium Nitrate Solution grade	50 lb bg	\$46.00			\$38.76		
ASN 26 Amm sul. And Nitrate Homogenous	50 lb bg					\$20.45	
Four Season 19-6-12 Simplot	50 lb bg					\$33.47	
28-3-6 80% MU 1.5% Fe 2 particle blend	50 lb bg					\$33.50	
19-6-12 All Season Best	50 lb bg					\$33.47	
Summer-Aide 25-0-25 soluble	25#					\$29.37	
25-3-15 Mini Eagle Wilgro	50 lb bg						
22-0-22-9 S , 45%NBPT urea, 45%SOP 10%	50 lb bg	\$24.00			\$22.45		
Durraphite 0-0-12 2%mn	2.5 gal					\$78.50	
12-8-16 pro-prills Best	50 lb bg					\$24.16	
14-2-14 Coron 1.56 N per gal	2.5 gal						\$42.83
KTS 0-0-25	5 gal				\$42.00		
Andersons DG Pro 18-9-18	40 lb bg						
Microgreens 10-4-16 Best	50 lb bg					\$33.08	

Andersons 13-2-13 100 sgn	50 lb bg						
Rapture 4-0-4	5 lb bg					\$20.00	
Scotts Osmocote14-14-14 Classic	50 lb bg			\$70.18			
16-0-9 w/Surge	40 lb bg				\$14.00		
KelpGrow	2.5 gal	\$123.75					
Supertrace	2.5 gal						
Algaegreen	5 gal					\$190.00	
Grass Seed							
Alpha Bent grass	25 lb bg	\$266.25	\$295.00			\$300.00	
T-1 Bent Grass	25 lb bg		\$295.00			\$300.00	
Scotts Rye grass 100	50 lb bg						
Scotts Sports Turf	50 lb bg		\$89.75				
50% pereninal rye/50% fine fescue	50 lb bg		\$89.75			\$72.00	\$70.00
Meadlist Gold Rye Grass seed	50 lb bg		\$65.75			\$74.50	
3 way blend Rye Grass-Certified	50 lb bg	\$72.50	\$66.75	\$68.89	\$65.00	\$74.50	\$61.00
Regenerating Perennial Ryegrass	50 lb bg	\$100.00	\$64.75			\$76.75	\$55.00
Fungicides							
Affirm	2.4 lb	\$288.00		\$235.15		\$220.80	\$220.80
Contend A + Contend B Snow Pack	1 pack					\$980.82	\$980.82
Briskway Fungicide	1 gal					\$1,309.10	\$1,309.10
Chipco 26019	2.5 gal			\$95.83			\$87.80
Docket	2.5 gal						\$89.80
Dorado	2 gal					\$112.92	\$115.38
Enclave	2.5 gal			\$308.00	\$275.00		\$290.00
Fame SC	0.5 gal					\$1,078.50	\$1,078.50
Fore	6 lb						\$7.85
Headway	1 gal					\$419.92	\$419.92
Heritage	1 lb					\$319.22	\$319.22
Insignia Sc Intinsic	30.5 oz					\$415.86	\$415.86
Instrata	2.5 gal					\$402.80	\$402.80
Instrata (Volume order >25 gals)	2.5 gal					\$342.37	\$342.38
Interface	2.5 gal					\$388.95	\$388.95
PCNB	2.5 gal	\$126.13		\$134.33	\$133.55	\$126.12	\$126.13
Autilus	2.5 gal	\$206.25					\$206.25
Oreon	2.5 gal	\$192.50		\$205.01			\$192.50
Signature	5.5 lb			\$150.89			\$133.21
Signature	44lb					\$1,141.18	\$1,141.18
Secure Fungicide	0.5 gal					\$304.62	\$304.62
Segway Fungicide	1 quart	\$415.00				\$340.79	\$405.00
Subdue Maxx	1 gallon					\$518.61	\$518.61

Tourney	5 lb	\$800.00		\$737.78		\$692.75	\$692.75
Trinity	2.5 gal			\$445.26		\$409.73	\$402.80
Generic Fungicides (any brand)							
Chlorothalonil	2.5 gal	\$95.30		\$96.78	\$107.50		
Iprodione	2.5 gal	\$134.40			\$123.50		
Tebuconazole	1 gal	\$93.75			\$69.30	\$57.30	\$94.00
Zoxy-T	1 gal	\$390.00					\$490.00
Thiophanate-Methyl	2.5 gal	\$171.85			\$160.26		\$136.95
Mefenoxam 22% ai minimum	2017 Turf	\$460.00			\$462.00		
Azoxystrobin (Generic Heritage)	1 lb				\$282.61		\$217.00
Granular							
Prophesy	40 lb bg						
FF II	35 lb bg						
Headway Granular	25 lb bg			\$55.38		\$55.71	\$47.70
Wetting agents							
Advantage	2.5 gal						
Rely 2	2.5 gal					\$205.00	
Rely 2	30 gal					\$2,100.00	
Brilliance	5 gal					\$380.00	
Injector	2.5 gal						\$45.00
Dispatch	2.5 gal						
Soaker Plus	2.5 gal				\$208.37		\$92.50
Forte	64 oz					\$248.00	
Anchor	40# bg	\$47.00					
Tri-cure	5 gal					\$373.95	
Herbicides							
SeClear	2.5 gal			\$30.35			\$28.70
Avast	1 gal					\$1,682.03	\$1,687.29
Captain XTR	2.5 gal			\$76.98			\$69.88
Cutrine Plus	2.5 gal			\$59.30	\$75.00		\$54.82
Defendor	Quart	\$200.00		\$195.96			\$184.00
Confront	2.5 gal			\$129.93	\$246.00		\$116.00
Foundation	2.5 gal						
Glyphosate 41% ai minimum	2.5 gal	\$37.00		\$30.35	\$34.64		\$27.50
Pathfinder	2.5 gal						\$105.00
Battleship III	2.5 gal						\$141.25
Snapshot	50lb bg			\$86.80	\$74.69		\$70.50
Speedzone	2.5 gal			\$174.64	\$182.53		\$164.57
Trimec Classic	2.5 gal				\$99.06		\$85.55
Insecticides							

Carbaryl	2.5 gallon	\$137.50		\$87.33			
Sevin	2.5 gal	\$130.00		\$88.40			\$85.90
Other							
Black Onyx pond Dye	1 gal	\$54.00		\$59.98	\$61.15		
Nemasheild 2Pk 4 week	500 mil						
Podium	1 gal	\$172.00					\$114.60
Proxy	2.5 gal	\$97.50		\$81.74		\$72.58	\$72.02
R-11	2.5 gal	\$50.00					
Transfilm	2.5 gal					\$91.87	\$74.21