Budgets! We all have to deal with the problem of never having a big enough budget to handle the supplies, equipment, and labor needed to create the safe playing surfaces that are being demanded by all parties ... from the coaches to the parents of our students.

After creating the budget, how do we present it to get what we want?

This topic is one of the biggest we will tackle this year at our 2020 PLANT GFLX Sports Turf Conference.
**Sports Turf Conference & Trade Show Agenda**  
**February 11, 2020**

**Register Today!**
Online: Register and pay at: plantgflx.com/education-day  
By Mail: Send registration form and check* to: PLANT GFLX, 6995 Groveland Hill Rd, Groveland, NY 14462  
Need an Invoice? Contact shar@birchcrestlandscape.com  
General Questions: Contact office@plantgflx.com  
Sports Track Inquiries: Contact katie@bataviaturf.com

*Recognizing weather may be an issue, Purchase Orders are accepted as payment.

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**Registration Form**

**Contact Information**

Business / School Name:  
Street Address:  
City:  
State:  
Zip:  
Phone:  
Contact Name:  
Contact Email:  
List all attendee names:  

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**Purchase Tickets**

Includes all seminars, continental breakfast, hot buffet lunch and afternoon snack. Event day registration prices increase by $20 each.

1–4 from one business/school . . . . . . .  .  
5–9 from one business/school . . . . . . .  .  
10+ from one business/school . . . . . . .  .  

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<thead>
<tr>
<th>PERCENTS</th>
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<tr>
<td>1–4</td>
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After creating the budget, how do we present it to get what we want?

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>7:00–8:00</td>
<td>Check-in/registration, trade show, silent auction, continental breakfast</td>
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<tr>
<td>8:00–8:30</td>
<td>Welcome by PLANT GFLX President and representatives from lead sponsors</td>
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<tr>
<td>8:30–9:45</td>
<td>Mike Mamo—Creating budgets to get what you need</td>
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<tr>
<td>9:45–10:00</td>
<td>Break in trade show area / Silent auction</td>
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<tr>
<td>10:00–10:30</td>
<td>Mike Robinson—Industry updates, budgeting for problems and setting maintenance priorities</td>
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<tr>
<td>10:30–11:00</td>
<td>Jack Bryant—Seed for athletic fields vs. campus common areas</td>
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<tr>
<td>10:30–11:30</td>
<td>Mike Mamo, Mike Robinson &amp; Jack Bryant—Share their experience with creating yearly budgets for campus athletic field maintenance plans Our team of speakers will be available after lunch for additional questions and/or continued conversation.</td>
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<tr>
<td>11:30–12:30</td>
<td>Lunch / Trade show / Silent auction</td>
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Our speakers will then team up to share their experience in working on and presenting a field maintenance plan that will correlate to a yearly budget for all athletic fields.

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**Speaker Line-up**

**Dwyer Stadium, home of the Batavia Muck Dogs, located in Batavia, NY**

**Michael Mamo** — Director of Facilities, East Irondequoit CSD  
Mike had 18 years of experience total as an Assistant Superintendent of Business for two local school districts before his current position as Director of Facilities.

Mike was formerly the bean counter who regulated how the money was spent. Now he’s the guy spending the money. Mike will talk about how he used to consider submitted budgets versus how he now creates the budgets in order to get what he wants and needs in a timely and productive manner.

**Mike Robinson** — President, Homefield Turf & Athletic Inc.  
Mike has been in the athletic and green industry for 35 years. Home Field Turf & Athletics works on all levels of baseball and softball fields from Little Leagues to Big Leagues.

Mike will join us to update us on what is new in the industry and also what to put in your budget to tackle problem areas. Mike will also discuss setting priorities in spring maintenance, in-season maintenance, and putting your fields to bed maintenance.

**Jack Bryant** — Co-owner, Preferred Seed  
Jack has 37 years experience in the seed industry. He co-founded Preferred Seed Co. in 1999 with distribution throughout the Northeast retail outlets and the landscape industry.

Jack will join us to talk about what seed we should use to get the best results on our athletic fields versus our common areas around campus. Is there a difference? What time of year should we be top-dressing and with what? What type of aeration should we be doing and when?

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**Other Seminars of Interest**

<table>
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<tr>
<th>Time</th>
<th>Activity</th>
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<tr>
<td>1:00–2:00</td>
<td>Omar Beker, Zack Mersch, Mike Baum—The Future of Autonomous Mowers &amp; Battery Equipment</td>
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<td>2:30–3:30</td>
<td>Tim Canasdale—NYS DOT mock inspection</td>
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