



THE NEWSLETTER

October 2017



of the **Golf Course Superintendents Association of New England, Inc.**

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Assistants Meeting at Franklin CC



On October 4th the Golf Course Superintendents Association of New England held their annual assistants meeting at Franklin Country Club. I have had the good fortune of playing in several of the assistants tournaments over the last few years and it is a day I look forward to all season long. I am certainly glad that I was able to attend this year as we could not have asked for better weather or better conditions. The sun shone down over the beautiful 18 hole course all day with just a little breeze to challenge the players. Superintendent Mike Luccini, Assistants Justin Gagne and Jack Lacy and the grounds staff had the course in superb condition. The greens were hard as rock and smooth as glass and truly challenged the golfers, who were fortunate to be playing a scramble format. The conditions and setup of the course complimented the challenging layout of Franklin CC. It was the first time my group and I had played the course which added to the difficulty, though even a well placed drive often resulted in a blind approach shot. My team was able to navigate the undulating fairways and put together enough good approach shots to some very well defended greens

to complete an acceptable round. While we did not have the best score of the day, all of the assistants in attendance walked away getting to play a beautiful course and spend some time with their colleagues which always beats a day at the office.

I think I can speak for the other assistants in attendance that we all appreciate the assistants meeting that the GCSANE puts on each year and the sponsors and host course that make it possible. There are few things in this industry that beat spending a great day with your peers enjoying golf and eating delicious food. I encourage even more assistants in the future to attend this event as it is a great opportunity to network and enjoy the game that we all love so much.

Our thanks to the sponsor and supporters of this year's Assistants Meeting at Franklin Country Club. In addition to financial support, they contributed tickets to a Celtics game, prizes for long drive and closest to the hole, gift certificates to restaurants, a premier rain suit, and contributions to the prize pool.

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Players in this year's Assistant Meeting represented these courses:

Milton-Hoosic Club	Nehoiden Golf Club
Concord Country Club	Cape Cod National Golf Club
Wianno Club	Cohasset Golf Club
Woods Hole Golf Club	The Vineyard Club
Lexington Golf Club	Winchester Country Club
Framingham Country Club	Redding Country Club (CT)
Kernwood Country Club	Whitinsville Golf Club
Franklin Country Club	Wayland Country Club
The Country Club	Bellevue Golf Club

Our thanks to **Mike Luccini**, Superintendent, and **Justin Gagne** and **Jack Lacy**, Assistants, for the beautiful conditions all experienced. Golf Professionals, **Anthony Maki** and **Rick Finlayson**, handled all the details of the scoring, golf car assignments and skill contests. Banquet Manager, **Christine Clancy**, made sure the food and beverage services were beyond expectations. Thank you to Franklin Country Club for being our host for this important event.

The Results:

<i>Closest to the Hole:</i>	#4	Anthony Howard , The Country Club	7' 6"
	#8	Alex Daly , Lexington GC	13' 8"
	#14	Craig Sullivan , Wianno Club	13' 9"
	#16	Matt Bamforth , Concord CC	8' 4"

Longest Drive:

Derek Mara, The Vineyard Club

Scramble Format

First Place Team, Score 57

Second Place Team, Score 61

Kyle Franey, Kernwood CC
Connor Kuehl, Kernwood CC
Anthony Howard, The Country Club
Derek Mara, The Vineyard Club

James Lahey, Cohasset Golf Club
Craig Sullivan, Wianno Club
Frank Carpenito, Woods Hole Golf Club
Patrick Smith, Woods Hole Golf Club



The Newsletter

Thoughts From Your Executive Director by Don Hearn



We recently held a meeting to begin the process of developing Best Management Practices (BMP's) for our industry in the state of Massachusetts. The steering committee is comprised of **Rick Lawlor**, Chair; **Charlie Passios** and **Ed Nash**. Each is a member of the GCSA of Cape Cod. Members representing the GCSA of New England are **Peter Rappoccio**, **Don D'Errico**, **Greg Cormier** and **Don Hearn**. **Mary Owen**, the Extension Turf Specialist at the University of Massachusetts Amherst brings the teaching and research expertise of the University to bear in the solution of problems faced by turf managers and communities alike. Mary is known to virtually all in the turf management industry and is a valuable resource.

Consultants on the committee include:

Sarah Stearns is the Senior Environmental Specialist at Beals and Thomas, Inc. Sarah has done work on courses in New England

dealing with water use and wetland issues and will contribute her expertise in these areas.

Mark Mungeam, principal of Mungeam Cornish Golf Design and a member of the American Society of Golf Course Architects. Mark is eminently qualified to contribute expertise in the areas of planning, design and construction.

Bob Healey is the owner of Irrigation Management and Services and is a member of the American Society of Irrigation Consultants. Bob is a long-time active member of the GCSA of New England. Bob will be contributing his expertise in the areas of water distribution and usage.

Others contributing their talent and expert advice and counsel are **Jesse Menachem**, Executive Director of the Massachusetts Golf Association; **Jim Skorulski**, Agronomist for the United States Golf Association; **Steve Bokanski**, Principal of the BCB Government Relations firm. BCB represents the Green Industry Alliance (GIA), and serves as our "listening post" and "action team" when dealing with legislative and regulatory issues in the state and region. **Marina Brock**, Senior Environmental Specialist at the Barnstable County Department of Health and the Environment; **Elaine Gebhardt**, Executive Director of the new England Golf Course Owners Association and **Kevin Doyle**, Field Staff Representative of the Golf Course Superintendents Association of America (GCSAA).

Others will be asked to join the group as we move forward and identify additional areas of need and expertise.



from left: *Dave Johnson, Scott Mackintosh, Eric Steindel, & Todd Sauer*

The September meeting took place at the Wianno Club in Osterville, MA. This was the Association's member-guest and 114 players enjoyed the time at Wianno. The day was beautiful, the golf course was in magnificent condition and the hospitality was superb. Our host, **Dave Johnson**, **Eric Steindel**, golf professional and Manager, **George Chamberlain** had every need covered and made all feel like they were attending an event at their own club. After golf, Executive Chef **Michael Pillarella** prepared food that was a feast for eyes and stomachs. All were effusive with their praise for the day of fun and camaraderie on Cape Cod.

Thoughts Cont by Don Hearn

Bob Giusti and Jerry Noons



Eric Soderman and Matt DiZazzo

This year's Pro-Superintendent Championship had co-champions. The teams of **Eric Soderman**, PGA and **Matt DiZazzo** from Hoodkroft CC and Bob Giusti, PGA and Jerry Noons, RIGCSA from the Back Nine Club, shot team net scores of two-under-par 68 at Hatherly Country Club in Scituate, MA. **Rich Caughey** is the superintendent at Hatherly and had the course in excellent condition for the event.

The following is an edited and excerpted announcement from a New England PGA publication:

Super Greens

Teams From Hoodkroft CC, The Back Nine Club Win at Hatherly CC -Scituate, MA

The teams of **Eric Soderman**, PGA and **Matt DiZazzo** from Hoodkroft CC and **Bob Giusti**, PGA and **Jerry Noons** from the Back Nine Club shot team net scores

of two-under-par 68 at Hatherly Country Club in Scituate, MA to become co-champions at the Pro-Superintendent on Monday.

Giusti and Noons, along with the rest of the field, battled a tough course on Monday. The winds were high and some of the pin locations were challenging, bringing out the best team work from the golfers and their superintendents.

The Back Nine Club's team had a fantastic day on the course. Starting on the seventh hole, they made a birdie on the eighth. They struggled intermittently on the back side of the course, making bogeys on 12, 15, 16, and 18. They birdied the 13th and 14th. However, coming to the end of their round on holes 1-6, they were bogey free and made three birdies. All told, they finished -2, with a 68 net score.

The Hoodkroft CC team began from the first hole in the shotgun format. They were hot out of the gate, making an eagle on the third hole, and a birdie on the fifth. They struggled a little on the way to the turn,

making bogey on the seventh and eighth holes. On the back, they made one more bogey on the 12th but followed it up with an eagle on the 17th to join Giusti and Noons with a finish at -2, 68 net.

"It was tricky out there, some of the greens were really undulating, and you had to make some putts that were tough," said DiZazzo. "We were fortunate enough to be paired in the same group as the host professional and superintendent so they knew some of our shots were ok when we weren't sure," said Soderman.

Soderman and DiZazzo were also the winners in the gross division, with a score of one-over par 71.

Thank you to **Chip Johnson**, PGA and Hatherly Country Club [and **Rich Caughey**, Superintendent] for being great hosts for this event. Also thank you to partners Turfhound and 5 Star Golf Cars for supporting the New England PGA in this event!

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Luccini's Green Vision Playing Out to Perfection By Mark Daly

The pristine conditions of Franklin Country Club for this week's playing of the Massachusetts Mid-Amateur Championship should come as no surprise.

The conditions that the 120 players in the field have experienced over the course of the first two days of what is the last MGA Championship Proper of the season is the result of a vision that Greens Superintendent **Mike Luccini** has had marked on his calendar for more than three years – the time when the MGA and Franklin Country Club administrators, including Luccini, announced plans internally to host the 2017 Massachusetts Mid-Amateur Championship.

But when this week's first rounds went off at 8:00 a.m. on Monday morning, it was Luccini and his dedicated staff of more than a dozen who had already been hard at work for several hours putting the finishing touches on their masterpiece.

A former president of the Golf Course Superintendents Association of New England (GCSANE), Luccini says this week's conditions are the combination of several things – including the pressure he and his staff put on themselves as well the needs of his members throughout the season. He proudly tells people that Franklin Country Club is always in tournament condition because that is where the demand is.

"The membership has the bar set pretty high in regards to the green speed and the way everything is cut so we didn't have to change anything from that standpoint," said Luccini, a 1993 University of Massachusetts graduate who studied in the turf management program in the Stockbridge School of Agriculture.

With more than 100 members of Franklin Country Club who are single-digit handicap golfers, it is extra important the course is always in top notch condition for the several events held there throughout the year.

Each month from May until October, Franklin Country Club plays hosts to its

member-guest tournaments and then hosts the men's four-day invitational at the end of July, the most popular event of the season. Additionally, members host various events throughout the season and the Thursday night leagues are one of the most popular events in the region.

It's that mindset that actually made set up for this week's MGA Championship Proper that much easier, as the field of competitors play a similar style to what the Franklin is used to having.

"The good thing is that we didn't really have to change anything," he said on the staff's routine of rolling the greens, cutting the holes, placing the tee markers and raking the bunkers. "The club has a standard that is pretty consistent with what the MGA is looking for. We didn't have to really change anything."

With a two tee start, Luccini, his assistants, which includes first year **Justin Gagne**, and the rest of the staff started ahead on both sides and were able to perform top-notch work before many of the competitors started their rounds.

While the professional standard that Luccini sets for the preparedness of the course is standard practice, there is also an added determination to get it right.

His late father, **Gary Luccini**, was the longtime superintendent here at Franklin Country Club and his childhood home was once located in the area where the maintenance shed and the club house are located nowadays. Having been working on a golf course his entire life, both alongside his father and now on his own, Mike says that keeping up the conditions to what his father would have wanted is also another motivator behind his crafted skill.

"I can say this was [my dad's] golf course," explained Luccini. "He was here when they expanded and built all the new golf holes. He was kind of here from ground zero. He kind of fathered the course and raised the course. To take that on as a responsibility after he passed is a big deal to me because

you want to preserve his legacy and everything he worked for too. You have a level of ownership that is beyond just coming off the street of someone who has not ever been a part of the club. Your whole life is right here."

Luccini came back to the course in his current position in 2002 after the passing of his father the year prior. Before serving on the staff at Franklin, Luccini did a six-year stint at Canton's Brookmeadow Country Club.

This is the third major MGA Championship the club has hosted following the 1999 and 2008 Massachusetts Four-Ball Championships, the latter of which was won by Franklin Country Club members **Brian Higgins** and **Brad Stewart**.

"This is the major all of all three majors," added Luccini. "It's a really big deal and to be able to have these people at the club, it says a lot about the club and the way they do things. The way they prepare. The quality and the product inside and out. When someone like the MGA comes up and says they want to have an event like this here, it says a lot as a club."

The Massachusetts Golf Association and its Championship staff would like to particularly thank the work of the Franklin Country Club in providing expert conditions for all competitors this week.

This article was written by Mark Daly, Manager of Communications for the Massachusetts Golf Association during his attendance at this year's Mid-Amateur Championship played this year at Franklin Country Club. It appeared on the MGA's website and in information produced by the MGA.

South Shore Country Club grant to be driver for course improvements

By Wicked Local, Hingham Journal



“This is a huge honor,” said Jay McGrail, director of operations at the South Shore Country Club. “Some of the top golf course architects are going to be spending time on the course helping us develop a master plan. They look at everything from tree removal to bunker placements. Really anything that will make the course more user friendly.”

Some of the top golf course strategists in the country will be spending time at the South Shore Country Club helping the club develop a master plan and make further course improvements.

The South Shore Country Club applied for a coveted grant from the United States Golf Association (USGA) and the American Society of Golf Course Architects (ASGCA) earlier this year for pro-bono consulting services and was recently informed that it was one of three public courses in the country selected to receive free expert consulting services from some of the top golf course strategists in the USGA and the ASGCA.

This award is the next step in continuing to make the club a premier golfing destination. Recent improvements led to the USGA selecting the South Shore Country Club to host its first ever USGA event, the U.S. Open Women’s Qualifier, which was held at the club last June.

This past week, on October 2, the Club held its second annual Hingham Scramble Championship which helps raise funds for course improvements.

“We’ve come a long way but there is still so much we want to do to improve this course and this grant from the USGA will help to guide us as we continue to make improvements,” McGrail said.

The South Shore Country Club was one of three courses in the country selected to receive this grant which is offered to municipal golf courses. One of the most impactful aspects of the program is the powerful collaboration between the architect and agronomist, who work closely to provide insights and solutions during their site visits. The other two courses selected were the Rockleigh Golf Course in Rockleigh, New Jersey and the Salina Municipal Golf Course in Salina, Kansas.

Courses involved in the first two years of the USGA-ASGCA Site Evaluation Program are already benefiting from both the immediate impact and ongoing implementations,” said Mike Davis, USGA executive director/CEO. “These visits allow us to meaningfully give back to the game by helping publicly accessible facilities that are at the heart of the golf community.”

Launched in December 2015, the partnership provides publicly accessible golf facilities with the collective expertise of both organizations and addresses the facilities’ specific needs, offering recommendations in areas such as playing quality, resource management and golfer experience.



The Newsletter



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October 2017



A fond farewell for Jack Hassett, the man who made Mt. Pleasant

By Barry Scanlon, bscanlon@lowellsun.com



Long-time Mt. Pleasant Golf Club superintendent Jack Hassett leaves behind a beautiful golf course as he steps gingerly into retirement.

LOWELL — Jack Hassett was just minutes from back surgery. It was the early 1990s, and the Lowell man was being wheeled into the operating room.

"Then a nurse said, 'Hey, are you the superintendent at Mt.

Pleasant? I played there last week and the pins (on the greens) were in really difficult positions,'" Hassett recalled.

Hassett's mind was working a mile a minute and the nurse's comments caught him off guard.

"I'm like, 'Not now.' ... No, I thought it was hysterical," Hassett said Thursday at Mt. Pleasant Golf Club, his home away from home for much of his life, especially from 1984 to last year when he served as the course superintendent.

Saying Hassett is well known is like saying Jordan Spieth has a bright future in the game.

Jackie Hassett was a hands-on superintendent at Mt. Pleasant, which is located right next door to his Lowell home.

The club feted Hassett on Saturday with a "Superintendent's Revenge" 9-hole tournament, a dedication of a carved tree in honor of Hassett, and a party for 220 of his nearest and dearest friends.

Hassett has earned the accolades. It's no exaggeration to say the 67-year-old knows every inch of the 55 acres Mt. Pleasant sits on in the Highlands section of the city.

Hassett stepped down last fall after 33 years as Mt. Pleasant's superintendent. This year, he's worked "part time" to help with the transition of welcoming new course superintendent Chuck Malatasta. Part time like 10 hours a week? No, with Hassett, it's been more like 35 per week.

"There's no way to figure out the hours that he put in," said John Moriarty, a Mt. Pleasant member for nearly all of his 60 years. "He was the first one in the trenches and the last one to leave. He gave 110 percent every time he came in. We were lucky to have him at Mt. Pleasant for as long as we did. He truly is one of a kind."

"Yeah, we've been fortunate," said Gerry Foley, a 32-year member of the Staples Street course. "This guy's work ethic is second to none. He's taken full ownership of the place. He's there weekends, holidays, whatever. He's just taken the whole golf course up five notches from where it was before."

Blue-collar worker Hassett has literally walked to work since 1988, when he bought a piece of land from the club and built a house just steps from the eighth tee box.

"It takes longer to drive to work than to walk," he says with a laugh. "It's like working out of the house, basically."

Being so close to work allowed Hassett to arrive most days at 5:30 a.m., 30 minutes before his crew began their shifts. His well-worn hands tell the story: Hassett never shied away from getting dirty. He dug trenches. He fixed sprinkler heads. He installed irrigation pipes.

"I never felt like it was work. I never felt like it was a job," he said. "I like the challenge of it. The seasonal nature of it makes it difficult. You're really at the mercy of Mother Nature."

Winters that feature plenty of ice and multiple thaws are nightmares for course superintendents. Then there is the heat factor — last summer featured 22 days over 90 degrees and little rain.

"We were really tested. We ran out of water. We had to pay for water from the city of Lowell," he said.

On many a night, head pro Joel Jenkins, who took over four years ago for long-time pro Mike Mullavey, would watch Hassett take his dog for a walk on the grounds. They were not leisurely strolls. Hassett would look left and right, looking for any signs of trouble with the course.

"Jack, if he said we needed to do something on the course, then we did what needed to be done. He's earned the respect of all the members. We love him. He made my job easy when I got here. The guy's gold," Jenkins said.

Long-time members like Jim Moriarty, a 55-year member, rave about Mt. Pleasant's conditions compared to before Hassett took over in 1984.

"Not even a comparison. It went from a one or two to a 10," Moriarty said. "You'd have to give him a 10-plus."

Jim Moriarty says Hassett was an incredible role model for the dozens of high school kids who worked at Mt. Pleasant in the summer over the years. Many went on to win Francis Ouimet scholarships.



On the money

Hassett played a huge role in keeping down the cost of yearly memberships, the members say.

When he would negotiate with a salesman over a tractor, or fertilizer supplies, members felt bad for the salesman.

"His nickname is 'The Razor.' He throws money around like its manhole covers. He's so

good with the dollar," Foley said. "He spends money like it's his own."

"Jack still has his First Communion money," a laughing Jenkins said.

Hassett doesn't apologize for his frugal ways.

"I'm spending money not for the club, but for 300 members that I know really well. I always looked at it like it was my money. I've actually had salesmen say to me, 'It's not your money,'" he said.

Hassett grew up two streets from Mt. Pleasant and began caddying at the club when he was 10 or so. Soon he was playing the game. Except for eight years in Canada, where he worked at courses in Quebec and Ontario, and three years in Houston, where he sold sod, Hassett has been a Lowell guy.

He jumped at the chance to apply for Mt. Pleasant's vacant superintendent job and return to New England. He and his wife, Brenda, live with their son, Thomas, a star hockey player at Lowell High who also plays baseball and football. (His daughter, Julia, from his first marriage, lives in Nashville).

"My family has been very understanding knowing the work schedule," he said, noting that his position was a full-time one, not just during the golf season when the course is open.

Mt. Pleasant will continue to be part of Hassett's life. He's still a MPCC member and Hassett, despite a painful bout with Lyme disease last fall which has limited his strength, remains a top-flight golfer. He is a two-time Lowell City Golf Tournament runner-up and two-time Lowell Senior City Golf Tournament champion.

Hassett's days of keeping Mt. Pleasant in pristine condition are coming to an end. Next year, however, he might work part time at another area course. Sitting in front of his TV for hours at a time carries no appeal.

Good luck trying to get anyone to say anything negative about Jack Hassett. Foley tries. Kind of.

"My only problem with the guy is playing with him on Tuesday nights. He hits it from right to left and when we play the pins are

always on the left," Foley says with a laugh.

That's what happens when you play Mt. Pleasant with Mister Mt. Pleasant.

Follow Barry Scanlon on Twitter @BarryScanlonSun

This article was written by Barry Scanlon and published in the Lowell Sun newspaper. Jack Hassett is a thirty-four year member of the GCSA of New England.

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Support Biological Lake and Pond Management with “Probiotics”

By Industry Expert Erin Stewart, Aquatic Biologist at SOLitude Lake Management



There are many sustainable options for the management of lakes and ponds, so it can be difficult to determine which direction to turn when a water quality issue occurs. This is especially true for waterbodies used for recreational activity, irrigation and stormwater runoff—or any location where pesticides or other traditional management methods may be less desirable or restricted. However, all aquatic resources can benefit from proactive applications of natural and biological products. Beneficial bacteria-based products can be used as a pesticide alternative, or used in conjunction with other products and methods to enhance the efficiency of the treatment.

Bacteria may sound like a bad word in some situations, but these organisms are the foundation of most biological processes within an aquatic resource. Think of them as probiotics or yogurt for your lake or pond—they are responsible for breaking down and processing organic material in a process called biological augmentation.

When properly introduced, biological augmentation can help limit the impact of nutrients like nitrogen

and phosphorous, which tend to enter waterbodies through runoff containing fertilizers, animal waste and other organic materials. Without proper management, these materials may accumulate as sludge at the bottom of your waterbody, causing noxious odors, promoting nuisance algae and weed growth and expediting the waterbody's rate of aging. Over time, costly dredging will be required to restore the health and overall volume of the aquatic resource. When beneficial bacteria are in place, they convert nutrients to forms that cannot fuel nuisance plant growth, promote efficient decomposition and prevent the accumulation of organic materials. This, in turn, can help diversify the biological community structure by facilitating the development of “good” algae, diatoms, zooplankton and healthy fish.

Regular applications of these biologicals can be incredibly favorable and help keep beneficial bacteria concentrations and activity high throughout the year. Depending on the particular water quality or vegetation issues within your waterbody, a professional may recommend different forms of probiotic bacteria, including liquid, pellet or powdered applications.

Liquid bacteria blends are considered high-performance due to their ability to rapidly neutralize excessive nutrients that are located within the water column. Liquid blends can help to quickly enhance water clarity and quality. Pellet or granular beneficial bacteria applications contain bacteria that naturally settle to the bottom of a lake or pond to reduce organic materials that cause bottom sludge. In moderate or warm climates, the resulting reduction in accumulated sediment can be significant.

Beneficial bacteria are an excellent solution for the reduction of excessive nutrient rich organic matter that cause bottom sludge and nuisance vegetation, but they don't have to be utilized independently. When applied by a licensed professional, some biological products can also be used in conjunction with herbicides to aid in the decomposition process of submerged and emergent vegetation.

A professional will determine the rate and frequency of beneficial bacteria and/or herbicide applications by conducting water chemistry tests or considering the targeted issue. However, the best way to achieve your overall lake or pond goals is to ensure the proper products are being utilized. There are many selections available on the market, so it is very important to choose a quality option with field data and science supporting the claims. Always rely on your lake and pond management company for beneficial bacteria recommendations, as well as guidance on strategies to improve aeration, beneficial buffers, water quality and native wildlife populations. Your water will thank you.

Erin Stewart is an experienced Aquatic Biologist with SOLitude Lake Management, an environmental firm providing a full array of superior lake, pond, wetland and fisheries management services and solutions. She can be reached through the website

www.solitudelakemanagement.com.

An advertisement for Tom Irwin. At the top, there is a logo with the name "Tom Irwin" in a stylized green font. Below the logo, the text "The work you do" is written in a bold, green, sans-serif font. Underneath that, a paragraph of text reads: "plays a vital role in the health and well-being of people and the environment in which we live. We bring you a network of professionals and innovative solutions dedicated to your success in these efforts." Below this text is a photograph of a golf course with a green and a golf cart. At the bottom of the advertisement, there is a line of text: "Harris Schnare | 800-582-5959 | harris@tomirwin.com".

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THOUGHTS ABOUT THE FUTURE *By Don Hearn*

A friend recently sent me this article and I thought it was an interesting look at our world.

Software will disrupt most traditional industries in the next 5-10 years.

Uber is just a software tool, they don't own any cars, and are now the biggest taxi company in the world

Airbnb is now the biggest hotel company in the world, although they don't own any properties.

Artificial Intelligence: Computers become exponentially better in understanding the world. This year, a computer beat the best Go player in the world, 10 years earlier than expected.

In the US, young lawyers already don't get jobs. Because of IBM Watson, you can get legal advice (so far for more or less basic stuff) within seconds, with 90% accuracy compared with 70% accuracy when done by humans.

So, if you study law, stop immediately. There will be 90% less lawyers in the future, only specialists will remain.

Watson already helps nurses diagnosing cancer, 4 times more accurate than human nurses.

Facebook now has a pattern recognition software that can recognize faces better than humans. In 2030, computers will become more intelligent than humans.

Autonomous cars: In 2018 the first self-driving cars will appear for the public. Around 2020, the complete industry will start to be disrupted. You don't want to own a car anymore. You will call a car with your phone, it will show up at your location and drive you to your destination. You will not need to park it, you only pay for the driven distance and can be productive while driving. Our kids will never get a driver's license and will never own a car.

It will change the cities, because we will need 90-95% less cars for that. We can transform former parking spaces into parks. 1.2 million people die each year in car accidents worldwide. We now have one accident every 60,000 miles, with autonomous driving that will drop to one accident in 6 million miles. That will save a million lives each year.

Most car companies will probably become bankrupt. Traditional car companies try the evolutionary approach and just build a better car, while tech companies (Tesla, Apple, Google) will do the revolutionary approach and build a computer on wheels.

Insurance companies will have massive trouble because without accidents, the insurance will become 100x cheaper. Their car insurance business model will disappear.

Real estate will change. Because if you can work while you commute, people will move further away to live in a more beautiful neighborhood.

Electric cars will become mainstream about 2020. Cities will be less noisy because all new cars will run on electricity. Electricity will become incredibly cheap and clean: Solar production has been on an exponential curve for 30 years, but you can now see the burgeoning impact.

Last year, more solar energy was installed worldwide than fossil. Energy companies are desperately trying to limit access to the grid to prevent competition from home solar installations, but that can't last. Technology will take care of that strategy.

With cheap electricity comes cheap and abundant water. Desalination of salt water now only needs 2kWh per cubic meter (@ 0.25 cents). We don't have scarce water in most places, we only have scarce drinking water. Imagine what will be possible if anyone can have as much clean water as he wants, for nearly no cost.

Health: The Tricorder X price will be announced this year. There are companies who will build a medical device (called the "Tricorder" from Star Trek) that works with your phone, which takes your retina scan, your blood sample and you breathe into it. It then analyses 54 biomarkers that will identify nearly any disease. It will be cheap, so in a few years everyone on this planet will have access to world class medical analysis, nearly for free. Goodbye, medical establishment.

3D printing: The price of the cheapest 3D printer came down from \$18,000 to \$400 within 10 years. In the same time, it became 100 times faster. All major shoe companies have already started 3D printing shoes.

Some spare airplane parts are already 3D printed in remote airports. The space station now has a printer that eliminates the need for the large amount of spare parts they used to have in the past.

At the end of this year, new smart phones will have 3D scanning possibilities. You can then 3D scan your feet and print your perfect shoe at home.

In China, they already 3D printed and built a complete 6-story office building. By 2027, 10% of everything that's being produced will be 3D printed.

Business opportunities: If you think of a niche you want to go in, ask yourself: "in the future, do you think we will have that?" and if the answer is yes, how can you make that happen sooner?

If it doesn't work with your phone, forget the idea. And any idea designed for success in the 20th century is doomed to failure in the 21st century.

Work: 70-80% of jobs will disappear in the next 20 years. There will be a lot of new jobs, but it is not clear if there will be enough new jobs in such a small time.

Agriculture: There will be a \$100 agricultural robot in the future. Farmers in 3rd world countries can then become managers of their field instead of working all day on their fields.

Aeroponics will need much less water. The first Petri dish produced veal, is now available and will be cheaper than cow produced veal in 2018. Right now, 30% of all agricultural surfaces is used for cows. Imagine if we don't need that space anymore. There are several startups who will bring insect protein to the market shortly. It contains more protein than meat. It will be labelled as "alternative protein source" (because most people still reject the idea of eating insects). *This doesn't sound appetizing to me, but, who knows, maybe I won't think twice about eating this in the future.*

There is an app called "moodies" which can already tell in which mood you're in. By 2020 there will be apps that can tell by your facial expressions, if you are lying. Imagine a political debate where it's being displayed when they're telling the truth and when they're not.

Bitcoin may even become the default reserve currency ... Of the world!

Longevity: Right now, the average life span increases by 3 months per year. Four years ago, the life span used to be 79 years, now it's 80 years. The increase itself is increasing and by 2036, there will be more than one year increase per year. So we all might live for a long long time, probably way more than 100.

Education: The cheapest smart phones are already at \$10 in Africa and Asia. By 2020, 70% of all humans will own a smart phone. That means, everyone has the same access to world class education.

Every child can use Khan academy for everything a child needs to learn at school in First World countries. There have already been releases of software in Indonesia and soon there will be releases in Arabic, Suaheli and Chinese this summer. I can see enormous potential if we give the English app for free, so that children in Africa and everywhere else can become fluent in English and that could happen within half a year.

I hope you enjoyed this look into the future as well as some of the facts of our current state of technology and new businesses.

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Our sincere condolences to **Mel O'Kelly** and the O'Kelly family on the loss of Mel's wife Virginia.

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Amount of Check: _____ (Made payable to "GCSANE")

Member Rates:	Monthly Rate	4 Times Per Yr. (Save 5%)	6 Times Per Yr. (Save 10%)	8 Times Per Yr. (Save 10%)	Annual Rate (Save 15%)
<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$ 90.00	<input type="checkbox"/> \$ 342.00	<input type="checkbox"/> \$ 486.00	<input type="checkbox"/> \$ 648.00	<input type="checkbox"/> \$ 918.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$150.00	<input type="checkbox"/> \$ 570.00	<input type="checkbox"/> \$ 810.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1530.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$200.00	<input type="checkbox"/> \$ 760.00	<input type="checkbox"/> \$1080.00	<input type="checkbox"/> \$1440.00	<input type="checkbox"/> \$2040.00

Non-Member Rates: *All payments must be received in full before the ad appears in The Newsletter.

<input type="checkbox"/> 1/4 page (vertical; 3.75" wide x 5" deep)	<input type="checkbox"/> \$120.00	<input type="checkbox"/> \$456.00	<input type="checkbox"/> \$648.00	<input type="checkbox"/> \$ 864.00	<input type="checkbox"/> \$1224.00
<input type="checkbox"/> 1/2 page (horizontal; 7.5" wide x 5" deep)	<input type="checkbox"/> \$180.00	<input type="checkbox"/> \$684.00	<input type="checkbox"/> \$972.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1836.00
<input type="checkbox"/> Full Page (vertical; 7.5" wide x 10" deep)	<input type="checkbox"/> \$240.00	<input type="checkbox"/> \$912.00	<input type="checkbox"/> \$1296.00	<input type="checkbox"/> \$1728.00	<input type="checkbox"/> \$2448.00

* **Deadline for ads:** *The first of the month for that month's issue.*

Ad Preparation Specifications:

File Specifications for Ads Supplied in Digital Format: Formats preferred are .GIF, JPG, and PDF. Full color is available with all ads. Please send ads to Don Hearn at the email address below.

Send all Newsletter ads to:

Don Hearn, CGCS

300 Arnold Palmer Blvd., Norton, MA 02766

Email: donhearn@gcsane.org

