



# Are You The Man With The Plan?

*Careful, conscientious budgeting can save you time... and your job!*

**T**hose dreaded words come down from the accounting office, "It's budget time!" Are you at a club that just adds in a percentage increase for

inflation based on last year's actuals? Do you work at a club where there "is no budget?"

Or are you working for club that tries to make a profit? There is no better time

than during budget preparation to communicate to your members and owners the value of having a professional golf course superintendent.

Where are those delivery tickets? How much did the mechanic spend on greens mower No. 3 last year? Can I justify replacing the tractor? Am I going to use Polyon, IBDU, or SCU on the greens this year? How big a raise will the staff get this year? How can I make these doctors, lawyers and retired business people understand what it takes to make my department perform to their expectations?

If you don't know the answers to these and a zillion other bean-counting questions, your budget preparations are going to be a real ordeal. At some clubs the budget is the bible. For other clubs its just a set of reasonable guidelines. No matter what your situation, if you read the following articles, you may find some ideas that will make this part of your job a lot easier.

One other tip is to take lots of pictures. Documenting the conditions before and then after a project or the physical condition of a piece of equipment that needs replacing can help laymen visualize what your trying to tell.

JOEL JACKSON, CGCS

## The Process of Using Funds Prudently to Achieve Your Goals

No question about it, being a golf course superintendent is different from when I took my first position some 30 years ago. I was trained in agronomy with a M.S. degree and always felt my technical ability would be my principal asset. That used to be true but not as much currently. I would rank staying abreast of new developments in agronomic principals such as plant nutrition, plant pathology, entomology and soil science along with irrigation principles

