Members afforded more ballot input

GCSAA to rehash familiar issues in Dallas

By PETER BLAIRS

LAWRENCE, Kan. — With last year's defeat still fresh in its mind, the Golf Course Superintendents Association of America Board of Directors has developed a new set of bylaw amendments calling for more membership input.

Taking the power to set dues away from members and giving it to the board was one of the most controversial recommendations a year ago. The membership defeated that measure by a huge margin.

According to GCSAA documents, this year's bylaw proposal calls for, "Preserving membership authority to set dues for classes A, A, B, and C (which covers most working head and assistant superintendents) — but through regular ballot voting procedures instead of the current voice vote — while assigning responsibility for setting other membership classifications' dues to the board of directors."

Associate and Affiliate membership classifications will be an issue again this year. This was a sore spot with many regular members.

Lucas leads landowners' revolution

By MARK LESLIE

Former Wild Dunes golf course owner David Lucas, who took his state's coastal land use from what he says was one of the country's most controversial recommendations a year ago.

Lucas, who feels the government's interest in the coastal land use from what he says was one of the Supreme Court and won, wants to wrest control of land use from what he says is a government of "tyranny by legislative fiat and special-interest groups."

Lucas, who feels the government has an arm's-length of development, said: "I think we have about two years to stem the tide. Then it will be so entrenched it will be difficult to get out of."

While winning a 1992 case in which the Supreme Court ruled the S.C. Coastal Commission had wrongly prevented him from building homes on two coastal

New NGF study explores operations and revenues

By MARK LESLIE

JUPITER, Fla. — Golf course managers and superintendents around the country will now be able to compare their apples with other courses' apples. Drawing boundaries around the country according to climate and golf seasons, rather than distinct geographical regions, the National Golf Foundation has released reports that compare revenues, expenses, course characteristics, water supply and equipment.

The fruits of the labor — NGF Golf Course Operations & Maintenance Survey Report — are now available in daily-fee, municipal and private. It's 15 editions.

"This is the first time we've been able to obtain so much of this type of information in a national survey and it's providing some really interesting new insights," said NGF Vice President of Golf Course Development Richard Norton.

Norton pointed to the average operating margin at daily-fee facilities, which varies from 13.9 to 28.9 percent and averages 23.5 percent. In comparison, the national average for municipal facilities is 23.6 percent.
Continued from page 1

and for the predominantly non-
profit private facilities, it runs 5.6
percent. In net operating income,
the national average for munici-
pal is $179,000, compared to
$144,000 for daily fee and $118,000
for private facilities.

The last survey that even ap-
proaches the extent of this one
was published in 1987. Everything
is covered, from maintenance equip-
ment purchases and irrigation up-
grades to golf car construction/renov-
ing and course remodeling.

Clubhouse improvements seem
more important to owners than
golf courses. On a national aver-
age, daily-fee facilities spend an
average annual of $56,400 for club-
house construction/renovation
or $49,400 for maintenance
equipment/golf car purchases;
$28,000 for irrigation installation/upgrade; and $20,500 for infra-
structure improvements.

"This [survey] is the format we
will take into the future. We will get
trend data when we do it again in
two years," Norton said. He added
that the NGF will begin to do the
surveys every other year: the mu-
nicipal survey one year and daily-
fee and private surveys the next.

The reports are available from
the NGF at 1150 South U.S. High-
way One, Jupiter, Fla. 33477; tele-
phone 407-744-6906.

The survey made other inter-
esting discoveries among daily-
fee facilities:

• The country's hot spots —
southern Florida and southern
California and western Arizona —
made fewer improvements in their
courses, maintenance buildings,
clubhouses and infrastructure than anywhere else in the country
over the last five years.

"That's because they have
fewer facilities," Norton said.

• On the other hand, nine out
of 10 ownerships in the Atlantic
Coast region from Massachusetts
to Maryland have done renova-
tion work on their courses in the
last five years.

"That's because they are older
properties," Norton said.

• More courses in the area from
northern New England through
northern Michigan and Wiscon-
sin than anywhere else — 93 per-
cent — made capital purchases of
maintenance equipment and golf
cars in the last five years, averag-
ing $49,400 a year.

That statistic eludes explana-
tion, Norton said.

• The Rockies Mountains east
through the Dakota and Nebraska
are the "youngest" area in the coun-
ty in terms of golf courses.

Does that mean it's a prime area
for wouldbe developers to invest-
gate? Norton warned: "There ain't
no slam dunks. You have to be
highly selective, very sure you've
got a population base. Some areas
you think might be a bad place to
build, would be prime if you have
the concept. Areas that look good,
might be the extent of this must
be looked at for its own merits."

• Golf car use is not required in
seven of every 10 courses in North-
ern California and the counties of
Washington and Oregon.

• In Northern regions there is a
trend toward smaller golf car fleets
and the easing of golf car usage
requirements. The average fleet size
in the region was 56 cars, of which

NGF Operations

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in the region was 56 cars, of which

71 percent were leased.

"That area has a long history of
golf," Norton said. The Northeast,
Midwest and Northwest are a walk-
ning mecca, whereas the Sunbelt is
a golf car-dominated area.

"The reason is that the courses
in the North tend to be older and
have an older tradition that in-
cludes walking. Newer courses
have a higher debt service."

• Texas, Oklahoma and New
Mexico have the lowest median
golf car fee ($8) anywhere in the
country.

• Average annual expenditures
over the last five years nationwide
include $20,300 for maintenance
building construction/renova-
tion; $49,400 for maintenance
equipment/golf car purchases;
$28,000 for irrigation installation/
upgrade; and $20,500 for infra-
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It takes a real professional to
recognize the benefits of a superior
turfgrass. These superintendents
are pros at growing grass. Their
expertise is invaluable in evaluating
new turfgrass cultivars. So when
we developed Providence and SR 1020, we
realized that university data was useful
but that evaluation by out-
standing superintendents under
varied golf course conditions was
important. Providence and SR 1020 also
produce excellent putting quality.
That's important to the superinten-
dent and to the golfer. Especially,
the golf course superintendent like
Ben Crenshaw. Ben knows golf greens
importance to superintendents,
golfers, architects, and greens
committee members.

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Providence and SR 1020 really
are exciting new cultivars. They
represent the new generation of
creeping bentgrasses.

David Fleming
El Cajon, CA

B Alterman Tony
Castle Rock, CO

Ben Crenshaw & David Duquette
Rarton Creek Conference Resort
Austin, TX

These Pros Know A Great Bentgrass When They See It.

CMAA survey points frightening picture

ALEXANDRIA, Va. — The
Club Managers Association of
America (CMAA) has an-
ounced results of a survey on
the projected effect of losing
dues and meals deductions.

The survey was commis-
sioned in response to the Om-
nibus Budget Reconciliation
Act of 1995 (S.1134), which
would reduce the deductible
portion of business meals and
entertainment expenses from
80 percent to 59 percent and
would also eliminate the de-
duction for club membership
fees. The survey shows that
the legislation could result in:
• A loss of more than $273
million in full-time payroll and
$109 million in part-time pay-
roll, for a total of $373 million
in these businesses.

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