THE PRO AND THE SHOP

Who operates (owns) the pro shop?

- Club Pro: 92.7%
- Club: 6.3%
- Concessionaire: 1.0%

If club operates (owns) pro shop, what percentage of the profits do you receive?

- None: 37.5%
- Under 10%: 12.5%
- 10-19%: 18.8%
- 20-29%: 12.5%
- 30% and over: 18.7%

How many months a year is your pro shop open?

- Under 3 months: 1.9%
- 4-6 months: 7.7%
- 7-9 months: 26.4%
- 10-11 months: 6.4%
- 12 months: 57.6%

What do you do in the off-season?*

- Vacation: 56.6%
- Other pro job: 17.6%
- Job outside golf: 35.1%

PERSONAL DATA

How long have you been at your present club?

- Up to 3 years: 33.3%
- 4-6 years: 24.1%
- 7-10 years: 8.6%
- Over 10 years: 34.0%

How many rounds of golf do you play a week?

- None: 5.9%
- 1: 38.9%
- 2: 32.5%
- 3: 10.4%
- 4-6: 10.0%
- 7-10: 2.3%

Have you attended any of the PGA Business Schools?

- Yes: 31.9%
- No: 68.1%

If so, when did you attend the Schools?

- This year: 11.1%
- 1 year ago: 17.3%
- 2 years ago: 12.3%
- 3 years ago: 11.1%
- 4 years ago: 13.6%
- 5 years ago: 12.3%

*Multiple answers, do not add up to 100.

The PGA and pensions

Golf professionals were almost unanimous in their desire for a pension plan to be worked out by the PGA. Most felt that it would be necessary to have such a plan drawn up by outside experts, and that steps in this direction should be taken immediately.

All in favor of a PGA pension plan seemed to be willing to pay higher dues, or to make payments into the plan by other means, but many felt that there should be outside help. Far and away the most often “outside help” suggested was that the PGA use the monies it collects from television and tournaments, and that the touring pros should be made to contribute proportionately and heavily to the plan. Quite a few suggested that manufacturers of equipment sold only through pro shops could be assessed for contributions.

Still others felt that this was a job for the individual club, and a few outspoken individualists felt that they should do it all themselves.

Sample comments on what the PGA could do to establish a pension plan for the golf professional follow:

- “Install a plan making the clubs pay 75%, the pros 12.5% and the PGA 12.5% of the desired benefits.”

- “Consider a type of membership for pros who are in the golf business—i.e., golf range pros, limited summertime pros—but do not have the qualifications for PGA ‘Class A’ membership because their major income can’t come from golf.”

- “The PGA is strictly a touring pro type of organization. Very little is done or considered for the club pro.”

- “Engage a law firm in Washington, D. C. to effect legislation in Congress. Many club pros work 80-90 hours per week, and with the present high U. S., state and local taxes cannot put enough away for retirement. This is one reason they are forced to work until they are very old. Clubs don’t seem to care, or dodge the question as a whole.”

- “Invest in our own golf courses throughout the entire U. S., especially in areas that would have long seasons. We are the professionals in the sport and..."
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only 'own' one golf course.”

"Funds available from manufacturers' rebates at year end should be accepted by the PGA. Members should pay a fee and dues in opposite six months.”

"Now that we have a man in our headquarters who has a pension plan background, I am sure something will be done.”

"We, the PGA members, are probably the most individualistic operators in the world. We need to unite and get some bargaining power. The PGA needs to do some research along these lines to protect and preserve our position.”

"We are all a great bunch of individuals and this is our problem. The only way to survive is to become a union. Plumbers, carpenters and sheet metal workers don't have the problems we face.”

"I feel the PGA should have a pension plan only for 'Class A' and 'Junior A' members. Therefore more professionals would work harder for this title. The PGA is only interested in tournaments and TV money, and not doing enough for the club pro.”

"The PGA has been organized and in operation much longer than your in-

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dustrial unions, and look how much progress the unions have made in helping their members. A pro’s day is twice as long as an industrial journeyman, and it is time for more improvement in the lot of the PGA member.”

“I feel each pro should set up a plan of his own for retirement. In this day and time too many people are wanting a handout.”

“All club manufacturers should help with a retirement program. A percentage of sales to pro shops should be put into the fund for all members, say 5% of the year-end net, including store sales.”

“Take more decisive action. Make some proposals as to the various possibilities and allow the entire membership to vote on these, and institute a plan upon getting a majority vote. Publish a financial statement each year showing how our dues are spent and how monies derived from other sources are used.”

“Have some kind of a union or pro-

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tection for golf pros.”

“Get out of the golf course business. Take rented office quarters and play on courses offered by chambers of commerce and civic groups. Place the money from the sale of the course in a pension fund.”

“Use royalties from the sale of PGA-endorsed equipment. Pros would then push these lines.”

“Bring in a specialist on pension plans such as Bankers Trust Company (N. Y.) and have them set up a plan based on present conditions.”

“Take a very small percentage from all TV programs with PGA playing pros.”

“Establish a plan by a committee, approve it and set it into effect. Run the PGA like a business and get rid of the golf course in Florida—few pros use it.”

“Have a program like football and baseball players have.”

“I feel that the individual should set up his own future.”

“There should be a national tour event with all big names participating, such as baseball’s all-star game, with proceeds going to the retirement fund. In addition, all clubs should participate in the

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Play will be normal on 17 holes

PGA AND PENSIONS
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"They should make it a requirement for each club in a PGA contract. The club should pay half and the pro the other half."

"I do not feel that the PGA should have a pension plan. However, I do feel that each club should organize a national golf club group and provide a pension plan for the golf professional."

"It does not seem feasible to me for the PGA to operate a pension plan for its members. This is an employer function and the club should provide a pension plan for all its employees."

"I feel that the PGA should set up a plan such as the one baseball has. Money for this plan could be raised from one pro tournament played at a course adjacent to a large population. Study each applicant for a pension and advise and help him institute a program at his job, to be invested and disbursed by the national."

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For more information circle number 186 on card

For more information circle number 134 on card
"I don't want a pension, I want protection of my area. There are four courses around me and no pros, yet they buy all-pro lines and resell at 5% over cost."

"Get the tourney pros to endorse pro line equipment only. This would be a good start."

"The teaching pro, on the tee day after day, has made the game of golf popular and the touring pro is cashing in on it. Most of them could not put a grip on a club if they had to, or do any repairs."

"Register as a union and avoid taxes."

"Something should be worked out so all the money isn't on the tour and TV. What about the club pro who sells golf for all the big money winners?"

"Have a program on a voluntary basis to which the club and professional can contribute. Quit talking about it and get some sort of formula that will work. It just can't be that hard!"

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