

of members a Canterbury that are being financed completely or in part by expense accounts. I couldn't do it reliably. But my guess is that over half of the resident members expense a high percentage of their cost. Since green superintendents form the basic continuity of clubs—it might be advantageous for them to lead in the investigation of Contract Maintenance. Obviously if a superintendent contracts for 2 or 3 or 4 courses, there will be fewer jobs. And this is not the GCSAA is committed to. It will take a lot of courage to render yourselves out of a job. It will take courage to become independent contractors and give up the seniority and fringe benefits that clubs are now sponsoring. But I think the problem is real!

Let's come back to realities, the maintenance of the golf course requires only about 15 to 25 percent of the cash flow of the country club. But the golf course is the basic reason for the club. Therefore, if the superintendents and the chairmen can be in the vanguard of cutting costs and being more efficient the clubs will survive.

The GSCAA has been a leader in talking about potential problems—last month's discussion of the place of Unions was very illuminating. Bill Rice's remarks were germane. Peter Miller's confessions were super. You didn't drive all the way to this delightful club to have some half-drunk, short haired green chairman tell you that you picked the wrong career. Hopefully I am not saying that! What I am trying to say is that through GSCAA you have a group of young, well educated professional people. That you are the only group that has a continuous relationship with golf courses. That the path for the future of these golf courses lies largely in your hands.

Waiting for the club presidents and chairmen to anticipate the future is wrong. They are only interested in living this year out because there will be another president to argue about the dues structure next year. Golf course costs are insidious. Those of you who represent golf courses instead of country clubs know how efficient you can be right now. What I am asking is that you look ahead ten years and anticipate the changes.

These remarks are mine. They do not reflect the thinking of Bill Burdick, the Board, members of Canterbury, or my wife.

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