

“Operating Figures for a Typical Municipal Golf Course”

	Revenue	Expenses	Profit
MIDWEST (18 Holes).	\$1,003,541	\$894,758	\$108,783

Based on:

- 3,629 Associate Rounds (18-hole weekday fee: \$10)
- 27,294 Non-Associate Rounds (18-hole weekday fee: \$15)
- 32,453 Season Rounds (Unlimited play season ticket: \$320)
- 63,376 Total Rounds

Operating Revenues

Green Fees.....	\$511,879
Reservation Fees.....	10,480
Pro Shop Sales.....	80,877
Food Service.....	286,083
Instruction Services.....	22,332
Rental Services.....	106,672
Club Repairs.....	3,218
Total Operating Revenues.....	\$1,003,541

Operating Expenses

Salaries & Wages.....	\$218,300
Contractual Services.....	92,621
Commodities.....	48,499
Fixed Charges & Obligations.....	51,086
Overhead Debt.....	154,937
Pro Shop.....	61,287
Food Service.....	206,335
Instruction Service.....	18,295
Rental Service.....	12,221
Club Repair.....	2,135
Miscellaneous.....	29,042
Total Operating Expenses.....	\$894,758

Net Income for Year (Profit)..... **\$108,783**

Proper Care and Planting of Trees

The Real Cause of Many Tree Problems

Insects and microorganisms are not the real cause or starting point of many tree problems. These organisms are often secondary agents that attack weakened, wounded, improperly treated, neglected, and generally unhealthy trees. Poor tree health is a major worldwide problem. Fighting the secondary agents that are often very obvious, or the symptoms of poor health, will not solve the basic problem. We must start now to attack the real causes: the starting points of poor health. The major organisms responsible are PEOPLE!

Once we recognize that we are often the problem, we can do much to solve it. Here are some brief guidelines for you, the homeowner, that will help you keep your trees beautiful, safe, and healthy.

Give Trees a Good Start

Plant the right tree in the right place.

Do not plant:

- pin oaks in alkaline soils
- trees in old alkaline building rubble
- willows in dry soils, pines in wet soils
- birches in shade, dogwoods in unprotected open sites

Learn the biological requirements of your trees.

Do not plant unless you plan to maintain.

Plant properly

Do not:

- crowd trees in small holes with compacted soil
- over-amend the soil with humus
- fertilize at planting time

Do prune dead and dying branches and roots.

Keep grass away

Do not:

- water grass heavily near trees that normally grow on dry sites
 - lime grass heavily near trees that grow best in acid soils
 - wound trees with lawnmowers and other machines
- Heavy use of herbicides may harm trees.

Brace, but not too tightly.

Do not:

- tie young trees so tightly that they do not move
- leave braces on after tree is established
- kill bark with cords, wires, bands, etc.

Prevent wounds

Do not:

- allow anyone to climb your tree with spikes
- allow heavy construction machines near your tree
- park cars near trees

Prune correctly

Correct pruning is the best thing you can do for your tree. Here are the guidelines:

Natural target pruning

1. Locate the branch bark ridge (BBR). (see Figure 1.)
2. Find target A — outside BBR.
3. Find target B — where branch meets collar.
4. If B cannot be found, drop an imaginary line at AX. Angle XAC equals XAB.
5. Stub cut the branch.
6. Make final cut at line AB (with powersaws make final cut on upstroke).

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