



Managing Our Money for Future Success

I know this article will appear in the December issue and by the time it lands in your mailbox, by the grace of God or the "hanging chad," I will be the new vice president of MAGCS. Being the treasurer/secretary for the past year has given me a different perspective on how this Association is organized and budgeted. I have to give thanks to Kevin DeRoo, Fred Behnke and Luke Cella for their support in being patient with my ideas, and I am really looking forward to working with Phil Zeinert as our new president.

Even with so much information at our disposal, putting together a plan for the upcoming year always feels a bit like a leap of faith.

As you are reading this magazine, winter is upon us and hopefully the golf course is ready for bed, all the snow mold application is done and the irrigation system has been blown out. Now you can reflect on your future goals and objectives, knowing how successful this past golf season was because of good budgeting and sound forecasting. BAM!!! Oh no!!! Budgeting for the holiday season is upon us, sorry. It seems that budgeting and forecasting are always on our minds, whether at work or at home. We are constantly tinkering with the budget by taking funds from Peter to pay Paul and trying to forecast into the near future. Forecasting is the realization that at times, you have no control. There are too many unforeseen variables that rob your budget. Even with so much information at our disposal, putting together a plan for the upcoming year always feels a bit like a leap of faith.

With respect to the Midwest, there are definitely changes in the wind, all with direct or indirect impact on finances. As I reflect on this past year, one trend has been some great ideas coming out of the Board of Directors that will both test and fine-tune our budget. Both Fred Behnke and Kevin DeRoo have set higher standards to maximize and manage the MAGCS budget. President Phil Zeinert will have a greater foothold in establishing a better use of our budget.

Changes have already taken place, though. By transferring our funds from Harris Bank to Fifth Third Bank, we have accessed improved online banking capabilities, established a bank card for purchasing and simplified record-keeping. Luke Cella has also streamlined our budget for better efficiency in terms of dealing with the cash flow idiosyncrasies of our magazine. Other improvements that will be implemented in 2005 include better public relations, or getting the word out—both Phil and I know this needs improvement—and upgrading the Midwest Turf Clinic with a different assortment of speakers to better cater to our membership's needs and wants.

As with any budget, whether it is for a golf course or household, we will need to make some changes that will reflect the direction the MAGCS will take. There will be more emphasis put on each individual budget item, which will allow this Association to seek greater diversity and better serve our membership needs.

Of course, the MAGCS is also carefully watching our reserve fund. Larry Tomaszewski from AXA Advisors, LLC advised me that our investments essentially stayed where they were prior to the election while the market has been volatile. The mutual funds are down 8.5% from our original investment, but over the last year-and-a-half, the account is up approximately 29%. I will bring back Larry Tomaszewski early next year to

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dozens of fairway bunkers that had become meaningless were relocated as part of this project. Contractor **Golf Creations** broke ground immediately after Labor Day in 2003, and the bunkers debuted shortly after the course reopened for play in spring of this year.

MAGCS extends its sincerest sympathies to the family and many friends of Wayne Otto, who passed away on October 21 at the age of 65. Read more about the "Wee One" in Dan Quast's moving tribute on page 17 in this month's issue.

I'd like to take this opportunity to again express our thanks to those generous individuals and companies who have sponsored our events throughout this past year. Without the contributions of our commercial people, we could not have the good fortune of attending and enjoying the always first-class events that they sponsor, from monthly golf events to educational seminars to outings such as the Kane County Cougars game and fall dinner dance. You all truly are THE BEST!

Good news for ski and snowboard buffs: **Ted Sokolis** (retired MAGCS member) has moved to the Rockies. Ted and Avis Nosse's new address is P.O. Box 1046, 41 Legend Circle, Dillon, CO 80435, and their new phone number is 970-468-2726. Ted invites all Midwest supers who enjoy the winter sports to stop on

in—they have plenty of room, and there are no fewer than six world-class ski resorts within 50 miles of their home.

On Course magazine would like to congratulate the winners of the 2004 Ray Gerber Editorial Award and the 2004 Fred D. Opperman Editorial Award—Jon Jennings, CGCS and **Robert Graziano**, respectively. We also thank each and every MAGCS member who contributed to the magazine with an article or by serving on the Editorial Committee—it is your valuable input that drives this award-winning publication. Again, thank you!



investigate what changes might need to be made.

Finally, Kevin, Fred and Phil showed great insight in hiring Luke Cella as our executive director, a move that significantly enhanced our Association in the eyes of the GCSAA. Our Association is in great hands with Luke on board. He has allowed the Board of Directors to concentrate on their committees, thereby permitting them to expand their horizons to make the Midwest Association of GCS a proud organization that will allow our members to take their own leaps of faith towards success.



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