

Mundus Institute

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budgets, ordering and the importance of course conditioning," Webb said.

Mundus wants its students thoroughly grounded in all aspects of golf course operations since it sees many of its pupils eventually rising to general manager positions.

"We don't expect that right away. There are generally 40 to 45 positions at a golf course. Most students start out at an entry-level or mid-management position and work their way up. Some end up as general managers. Others find something they like better along the way," Webb said.

Mundus requires that students have a minimum of a high school diploma or a certificate of equivalency. But the golf management program attracts many older students — the average age is 35 — starting second or third careers. Many already have associate's bachelor's or advanced degrees.

Tom Roberts, head superintendent at the Arthur Hills Golf Course in Mexico, Mo., was 34 when he entered the program in 1992. He had extensive irrigation, pesticide application and agricultural experience prior to returning to school.

"I've had a lot of success since leaving the program," said Roberts, who was hired as head superintendent at Haleyville (Ala.) Country Club directly out of Mundus. "The program showed me how to market myself and gave me a basic knowledge of the different areas of course management.

Added Webb: "We don't require Scholastic Aptitude Tests or have students take pre-requisite courses, since many have already gone that route.

"We have a few students in their teens. But many are in their thirties, forties, fifties and even sixties. They are looking for a lifetime activity in something they enjoy."

Classes are held Monday through Friday from 7:45 a.m. to 1:45 p.m. and generally consist of 20 to 25 students.

Students play 12 rounds of golf during their course work, reviewing the course from a different perspective each time.

A student working in the turf management section, for instance, is expected to review golf course conditions, while another in club operations would likely analyze customer service, merchandising and other pro shop considerations.

Tuition is \$8,950 and includes everything except housing, Webb said. Mundus is accredited, making students eligible for many financial aid programs and veterans benefits.

For more information, contact the Mundus Institute at 800-835-3727 or write to 4745 N. 7th St., Phoenix, AZ 85014.

American Golf lends California schools a fund-raising hand

By PETER BLAIS

LONG BEACH, Calif. — Helping improve local schools is the goal of an fundraising campaign developed by American Golf Corp. to raise money for the Long Beach Unified School District Parent Teacher Association.

AGC has offered to rebate \$15 per person to the PTA for each group of five or more members enrolling in the company's \$65 beginning golf schools. AGC's four Long Beach facilities include El Dorado Park Golf Course, Heartwell Golf Course, Recreation Park 18 Golf Course and

Skylinks Golf Course.

"The company wants to be a part of the communities where we do business," said AGC Regional Vice President Tom Frost. "We are pleased to provide educational funding for local schools while at the same time introducing more people to the game of golf."

The golf schools include six hours of professional instruction and all equipment. The six hours can be broken down into six 1-hour classes or four 1 1/2-hour sessions. With the rebate, AGC will roughly break even on the program, Frost said.

"We haven't gotten a lot of response,

yet," the AGC executive said shortly after the program was introduced. "The PTA groups meet once a month. We expect to hear more after their next meeting."

Frost played a large part in developing the program. "I went to a PTA meeting one evening. One of the major topics was the difficulty of finding revenue sources for things like elementary school field trips and other activities. This seemed to be a way AGC could help the schools and help develop more golfers."

If the program catches on, AGC may try it in other areas of the country, Frost said.



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