

There is, however, a definite analogy between them and "finesse".

This finesse is a worthwhile thing, though its value will never be appreciated universally for it is not given to all of us to understand such refinement. For those who observe and can appreciate it, there will be just as many who cannot see because of their "blind spot" but who will nevertheless understand even though unable to express why some particular hole or course is more pleasing to play than others. This is true only because of the finesse in maintenance. Of course there will be some who never can "see the light." To them a golf hole is a tee, a fairway, some traps (never ought to be there anyway) and a green, with high grass all around. They are not golfers but "exercisers" and gamblers.

Do not get completely carried away with an idea. In our search for ways and means of instituting more economical maintenance practices we were justified in making many more or less radical moves, if we considered the maintenance factor only. When all factors were considered common sense applied the brakes and we looked elsewhere for our economies. In another case we overlooked one factor entirely and paid the resulting penalty. In still another case no rule, rhyme or reason applied but an abnormality existed and had to be borne with.

All these factors and more will be found when finesse is studied seriously and sincerely. Make haste slowly and consider; finesse is more apt to be obtained through improvement in minor practices than by magnificent attempts at sweeping changes in the landscape.

## BUDGETING HUNCH

### Extending Memberships to Spring Reduces Resignations. Wants 9-Hole Ideas

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ONE thing I'd like to see in GOLFDOM is more exchange of information between nine-hole club officials. For size the larger club problems may be very important but for intensity the problems of the nine-hole clubs are just as acute. Later I'll relate an idea that probably will help both nine- and 18-hole clubs with their resignation and budgeting problems.

As an ardent reader of GOLFDOM for many years, and admitting and confessing

that many operating plans now in effect at our Club were taken from articles appearing in the "Business Journal of Golf" I feel that the time has arrived for us who are associated with smaller organizations to relate in detail through this publication a few of the policies that have met with success, together with problems still unfathomed. As in industry, a small operator confronted with certain obstacles is unable to overcome them in the same manner as the big fellow.

The writer feels justified in appealing through GOLFDOM for necessary constructive information relative to the operation of Clubs with nine-hole courses, for in the past over a period of ten years approximately 95% of the articles written have reference to large clubs with eighteen or more holes which usually have big memberships, thereby showing a greater earned income toward their budget for use in operating costs.

Should any of GOLFDOM's readers recall my Pay-as-you-Play plan pertaining to the collection of dues over a six months period it may be well worth mentioning that many clubs who adopted the idea are now operating more successfully.

We who are honored with title of office and are supposed to direct the destiny of our clubs through thick and thin oftentimes overlook the fact that many good suggestions relative to club interests come from members who do not sit in the Board Room. For illustration, the following thought was passed on to the writer and it may be worth consideration by some of the large as well as the smaller clubs.

Our fiscal year ends Dec. 31st. The annual meeting is held in January for the election of officers. Reports pro and con for the ensuing year are read and discussed by the handful of members who usually appear. But as far as knowing our financial condition it is mere guess work on the part of the treasurer as resignations always came in during January and February.

Acting upon the suggestion made by our good member, the Board of Governors approved the plan of extending 1934 memberships to March 31, 1935. Members were so notified with the results as follows; no resignations received up to date simply because a man is not interested in paying golf dues during the winter months any more than he would buy ice skates in summer, and when the season gets under way we'll find his name still on the membership roll.