

Chicago District Compiles Eleventh Annual Report

Eleventh annual Directory of Information of the Chicago District Golf Assn., which is used by clubs throughout the country for guidance in operation of their courses, came off the press early in April.

In addition to a report on Bar Operations, Dining Room Operations, Grounds and Greens, Golf Cars (see April *Golfdom*, page 31), Professional Operations, Caddies, Swimming Pools and Assessments, CDGA included information on Senior memberships, Ladies activities and clubhouse wage and salary rates.

Figures from the various clubs are shown under four divisions: for Northside, Westside, Southside and Out-of-Area clubs. Nearly 100 per cent cooperation was reported in obtaining general information from all clubs in the Chicago district.

Bar Gross Up

Bar operations for 43 clubs in the district showed a gross profit of 63 per cent, up slightly over what it was in 1958 but about two per cent lower than it was in 1957. Total sales at the 43 clubs averaged \$73,000, about \$6,000 higher than in 1958 and about \$3,000 higher than 1957 figures. Gross profit from dining rooms was about the same as in 1958 and 1957. Average food sales reported by 51 clubs were \$113,000, about the same as they were two years ago and \$4,000 higher than in 1958. Overall dining room operations for the last three years, however, show a small deficit.

Cost of maintaining grounds and greens averaged a little less than \$50,000 per club for all clubs in the district. This ranged from \$54,000 for Northside clubs to \$43,000 for Out-of-Area clubs. About 65 per cent of all course budgets were absorbed in salaries paid to supts. and wages paid for course labor.

Pro Salaries

Salaries paid to pros at 41 clubs in the district averaged about \$3,250. Forty clubs reported that the head pro paid his assistant out of shop profits. The cost of taking a lesson at clubs in the district averaged \$4.70 per ½ hour with the range being from \$4.30 to \$5.00. Overall average for club cleaning and storage was \$16.00 per month.

Fees for Honor, Class AA or A caddies averaged very close to \$2.75 per 18 holes. For Class B caddies, the fee was \$2.30. Average salary paid to caddiemasters was \$340 a month for all clubs in the district.

One Westside club reported that it paid its caddie boss \$700 a month while another at an Out-of-Area club was paid \$520. Nearly 50 per cent of the reporting clubs in the district have a caddie welfare fund.

Slightly more than 50 per cent of the Chicago district clubs found it necessary to levy assessments in 1959 but only 22 per cent of the clubs foresee the possibility of this being repeated in 1960.

Average club manager salaries for the four divisions were around \$8,800 annually with 17 of 27 clubs reporting that lodging is provided for the manager. About 50 per cent of the clubs pay their manager a bonus in addition to salary.

Palmer, Snead To Represent U.S. in IGA Competitions

Arnold Palmer, the Masters champion, and Sam Snead, who recently won his 105th tournament victory, will represent the U. S. in the eighth annual International Golf Championship and Canada Cup matches, to be played at Portmarnock GC, Dublin, June 23-26. The host country informed Frank Pace, IGA pres., that it preferred to have Palmer and Snead on the U. S. team and the request was granted in keeping with an international golf custom.

The U. S. hasn't won the Canada Cup since 1956 when Snead and Ben Hogan prevailed at Wentworth, Eng. Last year in Melbourne, the Australian duo of Peter Thomson and Kel Nagle won the Cup. Thomson lost to Stan Leonard of Canada in a playoff for the International trophy.

According to Fred Corcoran, IGA tournament dir., 21 countries had named their teams as of April 18th.

CMAA Again Sponsors 3-Day Workshop Courses

Club Managers Assn. of America will again sponsor three-day workshop courses for members this year with sessions being scheduled for seven different locations during August and Sept. Here is the schedule:

Aug. 29-31 Cornell University, Ithaca, N. Y.

Sept. 12-14 Michigan State U., East Lansing

14-16 Univ. of Florida, Gainesville

19-21 Univ. of Minnesota, Minneapolis

21-23 Univ. of Houston

26-28 Reed College, Portland

28-30 Los Angeles Athletic Club