

meyer and his committee members; Don Lindberg, in charge of construction; Dr. Leo Janks, in charge of the fairway watering project; President Gordon Simmons, whose administration had the task of getting the long range program going; Treasurer Bob Geisler; Secretary Joe Staver; board members, Charles Whyte, A. A. Savel and other club committee members. Glynn as professional, Supt. Peter Bild and Al Imroth, manager, also supplied information in question and answer sessions so when the men and women of the sales groups set forth they knew answers to any question that could be asked and could take the initiative in explaining what the club improvements would mean to the members and the community.

Slides of the brochure, illustrations and plans were made to show groups of members.

### Breakdown of Costs

The long range plan involved refinancing the club's mortgage and paying for the following program:

Swimming pool improvements .....	\$ 16,600
Pro shop, air conditioning women's locker-room, club offices, club and cart storage rooms .....	40,000
Second floor men and women's laboratories, etc. ....	12,000
Bar and lounge alterations .....	5,000
Alteration to building facade .....	6,600
Caddiehouse improvement .....	1,800
Fairway watering .....	56,000
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	\$138,000

The cost estimates included architectural and engineering fees and a contingency fund. Extensive and expert discussion prior to awarding contracts kept the program on budget with only slight alterations in details. Refinancing of the old mortgage and the new program called for a new mortgage of \$180,000. The building program, of course, was free from federal tax. It calls for an average of \$72 a year special assessment per member for ten years. Glen Flora has about 320 members; A high percentage of the men and women are golfers as might be expected at a club with an average age of male members being 42 and of women members, 38.

After the information and selling campaign was conducted on the long term program, it was approved 119-19 by mem-

bers at a special meeting of the club in March, 1962. Fifty proxies for the program were held but not voted by the teams campaigning for the program. The special meeting drew twice as many as usually attend a Glen Flora annual meeting.

### "Let's Make It Unanimous"

The campaign was based on the "right to know" policy that avoided unpleasant controversy. Those who voted "no" added they wouldn't stand in the way of the others getting what the latter thought was good for the club. Perpetual members, who were expected to be strongly opposed to the modernization program and its cost, okayed the deal when they had an opportunity to study it in detail.

Now that the work has been done — and without dipping into the contingent fund — Glen Flora's members proudly present a beautiful clubhouse and course that are practically new.

"Any program that is good for a club can be approved if the construction and financing plans and the reasons for them are accurately presented to the membership by the same kind of a selling campaign employed by successful businesses," says Kirchmeyer. "Any club that proposes a building program must have, first, a planning committee of experienced men and almost as important, well organized effort in getting all the members acquainted with the details of planning and financing. When the golf club member knows what his money is being spent for, and why, he's going to take more interest in the club's successful operation."

### Award Evans Scholarships

Twenty-four Chicago area caddies, who were recently awarded Evans scholarships by the Western Golf Assn., were the first to get the 130 new education grants WGA will give out before the end of the summer. Each scholarship covers tuition and room rent and is renewable for four years. Its value ranges from \$2,500 to \$5,000. Approximately 430 boys attended college on Evans scholarships during 1962-63.

### For Frustrated Golfers

Frustrated golfers will be happy to know that Ashley Pond, III, Taos, N. M., has been granted a patent on a club that is made to break. The shaft is a two piece affair held together by a wooden pin. When the club is wrapped around a tree, only the pin is broken. It is replaceable.