

tees, short, medium and long yardages, interesting hazards, alternate routes for different types of players and relatively large greens. Its general design helps the high handicap player but keeps the game interesting for his more experienced counterpart.

The country club golfer has always wanted the best. It is of importance to realize that a whole new breed of fee and non-equity golfers also seek the best and is willing to pay for it with relatively high greens fees or annual dues.

9. What is the future of profit-motive golf?

Golf has been played in the U.S. for at least 75 years. In Scotland it has been played for more than five centuries. No one can deny that it is an enduring game. With increased family income, the shorter work week and the interest the game holds for all age groups, male and female alike, the future of profit motive golf looks bright. In fact some authorities feel that the golf course needs of the American people will never be met. Nevertheless hard headed business practices are as necessary for success in the business world of golf as in industry.

Outline of Major Cost Outlays Before Opening Golf Projects

I. Real Estate

1. Land
2. Brokerage fees
3. Closing costs
4. Survey and other maps

II. Golf Course

5. Nine, 18 or more holes plus practice areas
6. Irrigation—(a) Source—wells, reservoir, city water
(b) Pump, pump house, power and controls
(c) Pipe and installation
7. Golf Architect's fees
8. Course superintendent during construction
9. Maintenance equipment and course furnishings
10. Maintenance equipment building
11. Maintenance of course from seedling until opening

12. Shelters
13. Drinking water

III. Clubhouse

14. The building
15. Furnishings
16. Utilities — electricity (3 phase), water, telephone
17. Sewerage disposal
18. Probe holes and percolation tests
19. Golfcar storage
20. Architect's fees

IV. Clubhouse Grounds

21. Landscaping — lawns, plantings, pathways, fences
22. Entrance road
23. Parking lot
24. Swimming pool, deck, filter and cabanas
25. Other sports such as tennis
26. Caddy area

V. Miscellaneous

27. Boundary fencing in some cases
28. Highway signs
29. Initial advertising and public relations
30. Legal fees
31. Carrying charges on borrowed money
32. Taxes before opening

Golf Catching Up to Baseball in Japan

Three Japanese visitors to the recent GCSA convention in Cleveland, O. Hirota Yamamuro, a country club manager, Takeo Tsuchiya, golf machinery manufacturer, and Nobuo Makeubo, a golf research scholar, told about golf in Japan. Golf was introduced there about 55 years ago and the first course was built on the top of Rokko Mountain at Kobe, near Osaka. However, most people didn't begin to play until after World War II. Today Japan has about 500 courses. However, it is difficult to build golf layouts because most courses have to be built on mountains and in valleys. Makeubo says, "Sometimes we have to level whole mountains. We have to use very poor soil, so it is very difficult to grow good grass." All the men agree though that while baseball is still No. 1 in Japan, golf is catching up rapidly.