

COUNTRY CLUBS

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minimum house account system in effect at present — **65.0%**

How many clubs have instituted a minimum house account system during this past year — **17.5%**

How many clubs who had a minimum house account system have given it up last year — **10.0%**

How many clubs operate under the "Congressional Country Club" system — **7.5%**

From those of you who now have a house minimum:

How many have a minimum house account of less than \$10.00 per month — **17.6%**

How many have a minimum house account between \$10-\$20 per month — **32%**

How many have a minimum house account between \$20-\$30 per month — **11%**

How many have a minimum house account of over \$30 per month — **2.9%**

How many plan to review their policy in light of the elimination of the excise tax on dues — **35.3%**

From those of you who do not have house minimum:

How many plan to put one in effect in 1966 — **31.7%**

Plan to review their policy in light of the elimination of the excise tax on these — **68.3%**

How many clubs have adopted in whole or part:

The automatic machine accounting systems similar to IBM wherein the system operates on punched cards — **9.4%**

Considering going to IBM on lease basis or other — **16.0%**

How many clubs operate with the more standard commonly used accounting machinery like Burroughs, National Cash Register, and Remington Rand wherein the machines utilize preset bars for specific duties such as accounts receivable, accounts payable and payroll — **47.2%**

How many clubs still operate by means of hand written bookkeeping procedures — **27.4%**

Regardless of who owns the golf car concession, how many:

Lease their golf cars from manufacturer — **31.4%**

Own their golf cars — **68.8%**

What storage charges are made for member owned cars left on club grounds:

By the season — **39.0%**

By the month — **46.3%**

By the round — **14.6%**

What rent charges are made for golf car usage:

9 holes

Under \$2.50 — **0%**

\$2.50 to \$2.99 — **4.7%**

\$3.00 to \$3.49 — **21.5%**

\$3.50 to \$3.99 — **40.9%**

Over \$4.00 — **32.9%**

18 holes

Under \$5.00 — **0%**

\$5.00 to \$5.49 — **1.9%**

\$5.50 to \$5.99 — **.6%**

\$6.00 to \$6.49 — **26.1%**

Over \$6.50 — **71.4%**

Has your club decided to raise dues to cover:

All of the excise tax reduction — **82.3%**

More than the excise tax reduction — **10.8%**

A portion of the excise tax reduction — **7.0%**

Of those that have raised dues — How has this money been projected in your next year's budget:

Employee Pension Plans — **2.8%**

Hospitalization Plans — **2.4%**

Medical Coverage — **2.8%**

Insurance Plans — **2.4%**

Raises in rate of pay — **19.9%**

Other — **21.1%**

Expansion or remodel — **44.6%**

No specific allocations — **4.0%**

How many of the clubs represented here:

Are presently engaged in a major building program — **46.5%**

Will start a major building program in 1966 — **38.6%**

Will start a major building program in 1967 — **9.4%**

Will start a major building program in 1968 or later — **5.5%**

Frank Johnston golf plant opening in California

Formation of the Frank Johnston Golf Company, headquartered in its new plant in Riverside, Calif., and scheduled to manufacture a complete line of quality woods, irons and putters, was announced by veteran golf pro and club designer Frank Johnston.

Johnston, who heads the new company as president, formerly headed the putter manufacturing division of Golfcraft, and designed all clubs in this category for the past eleven years. He resigned late last year from the Escondido company to establish his own organization.

The new Johnston Company plant, just getting under way with a production line, encompasses 5,000 sq. ft. of space, with all departments under one roof.