

The Big Picture

THE THINGS THAT SHAPE YOUR BUSINESS

TIDBIT OF THE MONTH

Connecticut Courses Get Face Lifts



Though the autumn leaves have turned in Connecticut, various renovation projects are underway in the Nutmeg State. These include a new 20,000-square-foot clubhouse at the private Mohegan Sun Country Club in Baltic; a \$5 million golf practice area at TPC at River Highlands in Cromwell, site of the PGA Tour's Travelers Championship; and a \$1.2-million remodel of the municipal East Hartford Golf Course. For details on these and other golf projects around the United States, visit www.golfconstructionnews.com.

COURTESY OF:



Disorder in the Financial House?



Are your finances a bit out of whack? If so, they can be fixed, according to Barbara Williams, a self-made millionaire and leader of the Success Institute of America. Here's how:

- § Assess your situation. Make an honest assessment of your current finances. Determine how much money you're forking out each month.
- § Decide where you want to be financially. Setting goals will help you focus. Decide what expenses you can realistically cut (daily mocha lattes, take-out dinners, etc.) to help create your action plan or roadmap for reaching your goal.
- § Make goal-based decisions. Make decisions based on whether they bring you closer to or further from your financial goals. Signing up for premium cable packages when you're struggling to pay the mortgage doesn't bring you closer to your goal.
- § Do something every day to move you closer to your goal. Attend a money management workshop, read a financial advice book or consult professional help.
- § Learn to manage the money you have now. Money management is the most critical factor in building wealth. Learn to manage the money you have now regardless of the amount.

Golf Rounds Played

The percentages below represent the change in the number of rounds played in August 2007 compared to the number of rounds played in August 2006.

REGION	AUGUST	Y.T.D.
New England ME, VT, NH, MA, RI, CT	5.7%	5.0%
Middle Atlantic NY, PA, NJ	0.5%	0.4%
East North Central MI, OH, IN, IL, WI	-8.0%	-0.4%
West North Central ND, MN, SD, NE, KS, IA, MO	-3.1%	-1.9%
South Atlantic WV, DE, MD, VA, NC, SC, GA	1.4%	-0.2%
Florida	6.3%	-0.2%
South Central KY, TN, AL, MS, OK, AR, LA	-2.9%	-6.2%
Texas	-5.5%	-10.6%
Mountain MT, ID, WY, NV, UT, CO, AZ, NM	5.4%	0.6%
Pacific WA, OR, AK, HI	-0.5%	2.7%
California	-0.3%	4.3%
TOTAL UNITED STATES	-1.6%	-0.5%

GOLF DATATECH

What Do You Want From Your Vendors?

We recently asked golf course superintendents: Aside from product performance, price and overall value, what is the most important company practice that might influence whether you do business with a manufacturer?

- 62%** Product support and training
- 19%** Continuing education symposiums
- 13%** Philanthropy/industry donations
- 6%** Professional meeting sponsorships

* Based on 70 respondents

