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Male members at Humboldt prepare fill for sodding on course side of clubhouse.

Here's How Members at Humboldt (Ia.) CC Pitched in and Built A New Clubhouse Just as Their Fathers Built The Course Some 30 Years Ago.

No Financial Strain As Iowans Improve Club

BY LAWRENCE JAQUA

IN these days of rising costs and expensive equipment it is refreshing to know that adequate facilities can be had by a golf club and still not get itself into an impossible financial situation. It can be done and it has been done by the Humboldt (Ia.) CC.

Humboldt CC, located in a town of 3,200 population, with a club membership of 172, has just completed a new \$75,000 clubhouse and owes only \$12,000. This is the entire debt of the club.

The club never has had revenue from a bar or slot machines. Dues originally were \$25 a year for a family membership. Dues now are \$45 a year for a family



Women take a coffee break between painting sessions in the club lounge.

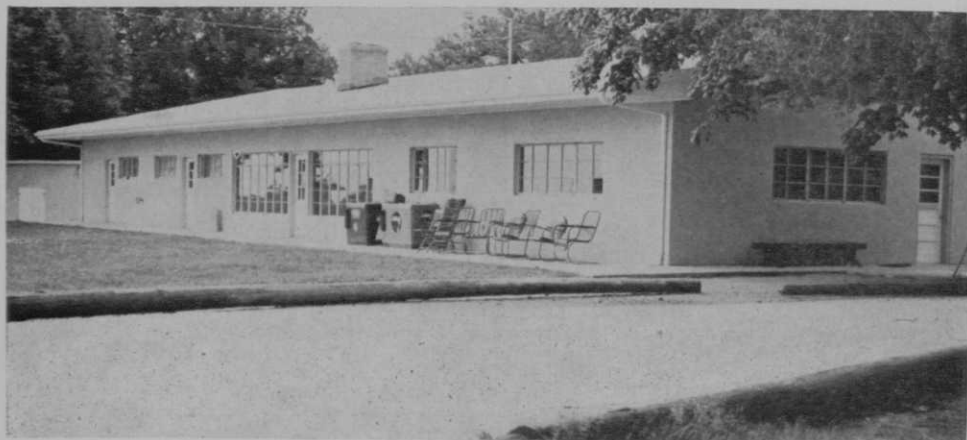
membership. A stock purchase of \$100 is required from a new member but this can be paid at the rate of \$12 a year for ten years, covering interest and principal. No special assessments ever have been made.

Started in 1928 on an old farm dotted with rocks and half native timber, Humboldt CC now has a beautiful 9-hole course with large grass greens and the recently completed clubhouse which is 100 by 50 ft. in size.

Completely Equipped Clubhouse

The new clubhouse is built of cinder block, with a 5-ft. overhang of roof on each side. It is completely equipped, with an apartment for the supt. and his family,

Here is a view of the clubhouse from the 9th hole. Logs outline crushed rock parking area.



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a big modern kitchen, large fireside room where lunches and meals are served, a pro shop and a large dance floor that is used for all large club functions and can be rented for special dinners and parties. There also are men's and women's locker-rooms in the clubhouse.

The new building is heated with two gas furnaces, has a ventilating system that will change the air every three minutes, a large fireplace and walls decorated with murals. The clubhouse is located on the banks of the Des Moines river, with about 100 ft. of lawn gently sloping toward the water.

All parking areas are crushed rock outlined by logs. Much new parking space was added when the new clubhouse was built.

"How did you do it?" is the question most asked. The answer is: "Work and cooperation of the members."

Fairways Through Timber

When the club was first started, members did all the work, plowing fields, picking up rocks, dragging and preparing the fairways. Three fairways were cut through timber. Nine sand greens were built by the members. The old farmhouse on the grounds was renovated for use as an inadequate clubhouse. The house was so old that hand-hewn beams had been used in the floor construction.

A few years ago the members, with advice from Iowa State College, built ten grass greens, nine for playing and one for practice. These are large greens and each one is professionally contoured. Only stolons, peat and gravel had to be purchased.

When the new clubhouse was proposed, the financial problem was naturally a stumbling block. Investigation showed that the club could borrow \$12,000 on the proposed building. It was then suggested that individual contributions be invited. The members responded by giving about \$8,000. These contributions ran in size from \$10 to a top of \$350. Most were in the \$50 to \$100 range.

Volunteer Help

A lumber dealer, whose hobby is architecture, drew the plans without charge. A contractor, who is a member, built the building at cost. Then the members took over. They completed the wiring, ceilings and did all the painting, staining and tile laying. Members rebuilt and repainted all the old kitchen equipment that could be used and did the same with all other equipment that could be put in good con-

dition. The big fireplace was built by members as were new kitchen cabinets, wall benches and all working-space counters.

A dinner dance was held when the clubhouse was opened and sale of tickets at \$5 each brought in \$5,100. When all bills were paid from the funds accumulated by the loan, contributions from members and the sale of tickets to the open golf, there remained several hundred dollars which were turned over to the general fund of the club. Only the \$12,000 loan remains to be paid. Dues and other revenues will more than pay for operating the club and retire the debt in a few years.

Actual cash cost to the club for the new clubhouse was slightly over \$24,000. This included the filling and sodding of areas around the new building, the filling of old boat docks and construction of new ones and adding new parking space.

Golf Club Hiring Is A Puzzling Job

A golf club director who recently wrote GOLFDOM about employing new department heads, says:

"Other businesses in which I am interested have trained interviewers who know what to look for as qualifications in men who are to be employed, but officials of golf clubs who do the hiring of professionals, supts. and managers seldom know enough to be confident that they're getting the right man for the job.

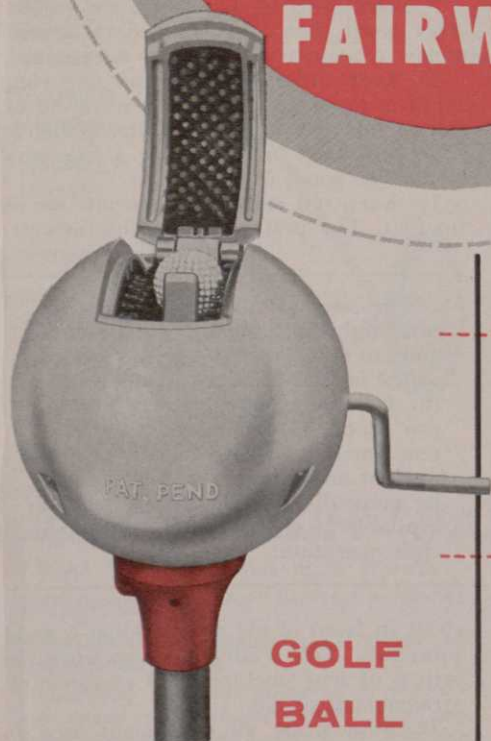
"The first thing they miss on is in describing just what the job entails. In particular there is a failure to specifically state the duties of the pro.

"Something else that is wrong in hiring is neglect in telling each department head where and what his duties and responsibilities are in relation to other department heads," the director continues.

"After being on committees that have hired pros at three clubs, I have come to the conclusion that a professional rarely will earn as much as the officials who hire him think he will make. I have yet to learn from club officials or professionals what any particular pro job is worth.

"One of the major business problems in golf is caused by very able men not knowing how to sell themselves so they will get a job they know how to handle. This fault of the candidate undoubtedly is magnified by the committee not being clear or well informed about the duties of the job that is open."

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Reducing Storage Losses

by Ernest W. Fair

Most of us keep an eye open at all times to cut down costs of every kind in operation of courses. The average supt. for example, who is alert and has a good business head has become very adept at keeping loss factors out of his management.

Yet, we often overlook some of the most obvious ways in keeping costs down by eliminating losses, which after all, cut seriously into any supt's budget.

Here are at least 25 storage methods being used today by many supts. at courses large and small. These men have given a great deal of attention to all or part of the factors listed in taking care of supplies and equipment in storage.

1. Use storage space that provides maximum efficiency. Far too many people select the most useless corner as a storage spot. A spot well selected to provide maximum efficiency is most important.

2. Make certain everything is accessible. Every item in storage should be so stocked that it can be reached immediately. Delays cost money, lead to breakage, damage, etc.

3. Every storage setup should be flexible. It is more difficult, in these times, to anticipate long range storage needs. Any storage plan which is completely flexible is always a better one than a stopgap system.

4. Store so that counting is easy. Inventory control costs jump when storage is so haphazard as to make the job a long and tedious procedure. Remember that counting is also necessary at many other times besides inventory periods.

5. Keep piles regular and uniform. Too many people look on the storage room as a catch-all corner and dump goods into it without plan or any attempt at neatness. Everything should be piled in uniform stacks. This prevents damage, facilitates counting, reduces losses and lends itself to easy, good housekeeping practices.

6. Handling costs should be kept at the very minimum. Items in storage, which must be moved constantly before being put to use, are expensive to store. When an item can be put away on arrival, left

there until used, its storage costs are very low.

7. Reduce exposure to weather as much as possible. Even on the inside, weather damage is possible through improper ventilation or over exposure to heat.

8. Provide dividing spaces between items. Dumping goods side by side reduces accessibility. If dividing space is provided between supplies handling is easier, control more accurate and storage damage reduced materially.

9. Place units so that labels are visible. This point should be checked each time a new container is placed in storage.

10. Keep order of piling and removing uniform for smooth and neat operation of storage procedure. Helter-skelter piling is never efficient; most often is a sure way to damage goods in storage.

11. Keep old stock to the front; use it up first. The practice of stacking new ar-

The storage problem for supts., pros and mgrs. usually is a headache and an unnecessary expense because of the lack of properly arranged space in the course maintenance building, pro shop and clubhouse. This article sets forth some principals of convenient and efficient storage that can be generally applied to the facilities available in saving money and time in club operation.

rivals in front of old stock seldom is good procedure. This is advisable even when the arrival of new stock requires complete rearrangement of old.

12. Standardize all equipment used in the storage room, such as shelving, bins, etc. This facilitates rearrangement for changing conditions and arrival of entirely new items and lends itself to easier maintenance and upkeep of the equipment.

13. Plan storage for compactness, ease of handling of supplies. Compactness utilizes available space to maximum extent and helps to keep down hazards brought about through accumulation of waste and debris around sloppily piled supplies.

14. Make certain storage bins, shelves, etc., are easily expandable, have proper strength and high salvage value. Purchase of equipment should not be made until a complete study of future expansion has been taken into consideration.

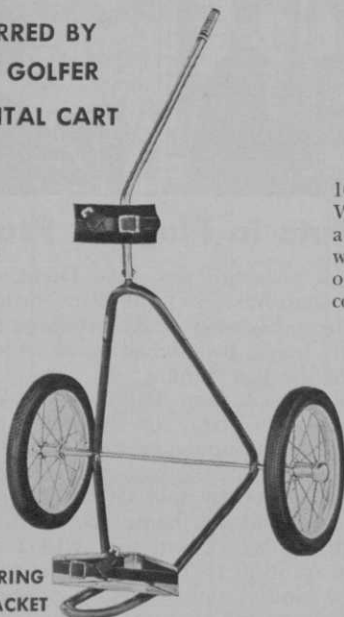
15. Take maximum safety precautions in storage. This applies not only to stor-

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Mac Divot Strip Puts in Plug for Pro Shop

The syndicated sports page pictorial serial on pro, Mac Divot, of Rolling Knolls, had strong propaganda for pro shop business in its Apr. 7th installment. The drawing and writing team of Keefe and Lansky which produces Mac Divot had a new member of Rolling Knolls being introduced to the old pro and being advised to become a member of the pro shop.

Maurice T. Reilly, executive vp of the Chicago Tribune-New York News Syndicate, which distributes the Mac Divot strip, the Tommy Armour golf lessons, Dick Tracy, Orphan Annie and other popular features, is the godfather of Mac Divot and, to a considerable extent, a collaborator in its production. He is a member of Winged Foot. Reilly recently told GOLFDOM: "In Mac Divot we have always endeavored to present the home pro as one of God's superior citizens. In my sessions with the writer and the artist I continually emphasize the fact that old Mac, in addition to being an expert golfer and teacher, must also be a gentleman, a kindly philosopher, a politician and a helluva good merchant. Maybe we ought to run the guy for President."

age so as to eliminate collapse of piles, but also to eliminating any possible physical injury to men engaged in handling stored goods.

16. Fire is one of the most prevalent causes of loss in storage. Every fire insurance company has information on proper storage and many companies have individual practices which must be followed if insurance coverage is applied. Have a local agent check storage procedures and facilities regularly.

17. Guard against vermin of all kinds. Good housekeeping is the best practice to follow. Sealing all cracks in walls, floor and ceiling and eliminating damp conditions in the storeroom help.

18. Cleanliness is a must in all storage. Not only is it needed to preserve the conditions of stored goods but it is helpful in eliminating fire hazards, reducing accidents and in pest and vermin control.

19. Keep goods off floors, away from walls and free of ceilings if it is at all possible to do so. Wood runners for floor storage, for example, are inexpensive and easily made.

20. Keep aisles wide enough to accommo-

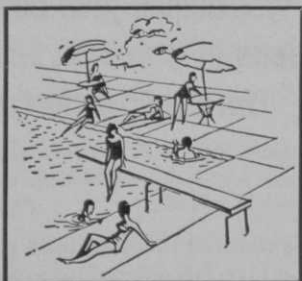
date handling of supplies. Attempting to secure more storage space by narrowing aisles is poor procedure. One of the most often neglected points is failure to make certain that there is plenty of room around corners for easy handling in the storeroom. Most accidents occur at corners; so do greatest losses from collapsed piles.

21. Provide an area for unpacking, inspection and temporary storage within the storeroom itself. This helps in the reduction of waste and greatly facilitates checking of goods before being removed from storage.

22. Provide fire-fighting apparatus for every part and section of the storeroom. If a sprinkler system is not feasible, then fire extinguishers should be in sufficient quantity and placed so that one is always readily available from any part of the storeroom. Heavy losses therein can result from the brief interval it takes for a man to get from a far corner to the spot where fire extinguishers all too frequently are concentrated.

23. Oily rags and other substances subject to spontaneous combustion must never be allowed to accumulate. Closed metal

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