

our own water conservation project. Then we get almost blind-sided with this proposal, and while it affects many more industries other than just our own, we will feel the impact more than most. That, coupled with the fact that they are not easing into the increase, they are blowing the increase right out through the front door, is upsetting. At the time when budgets are already set, we are being asked to adsorb a couple thousand dollars more, minimum, to the negative on the bottom line.

When this issue was brought to the attention of the MGCSA Board of Directors by Jack MacKenzie and others on the board, the question posed was whether or not to try and fight the bill in some way, if dialogue with the DNR could not bring a sensible resolution. But how? Certainly a request from golf (the MGCSA, MGA, etc.) to be heard could sway some opinions, but it seems clear to me the Dayton administration and the DFL controlled legislature is on a full-fledged cash grab from the tax payers on Minnesota and it is not going to stop anytime soon.

So what can we do? There is the vote, but we all have to wait a while to exercise that option. Shorty after the last MGCSA meeting I jokingly sent out an email that stated that in my club's situation, I figured out that if I was to pass the fee on to our golfers for this brand new legislation it would equate to about 13 cents per round played at

Prestwick. We could charge \$40.13, \$50.13 whatever the going rate would be, and see the reaction of the consumers. We would call it the "DNR" fee. Has a nice ring, doesn't it?

But what a pain in the hind end for the pro shop collecting the 13 cent fee. So I now say we take it a step further. Include all the government taxes and "fees" levied on our business and pass it on down the line. Surely any wise thinking government entity would appreciate this maneuver. They have been doing this for years.

Add up all the money from your maintenance budget paid for licenses (water permits, pesticide, FCC, phosphorus, low-voltage, DOT, etc.) and the cost for the continuing education for them. Add in man hours updating OSHA regulations, MSDS sheets, right to know training, etc. and any other costs for them. Figure out the dollar total and what percentage that is of your budget. Take that figure to the clubhouse and proudly proclaim you have found a way to lower the cost of golf at your golf course. The customer will be charged only \$35 or \$45 for golf, but has to be assessed a \$10 "Governmental Fee."

All we are trying to do is keep golf affordable for our customers, and make everybody happy. If you can't beat em', join em'.