IGM STRIKES NEW DEAL
LAKE PLACID, Fla. — International Golf Management, Inc. (IGM) has taken over professional golf course maintenance services for Leisure Lakes Golf Course here. IGM will provide course maintenance and landscape management. Leisure Lakes is located in the Leisure Lakes Resort along the shoreline of Lake June. The resort is owned by Avatar Properties.

HUEBER TO BUILD COURSE
LOS ANGELES — David Hueber, a widely known golf industry executive and president of Foothills Golf Development Group LLC, will develop and operate an 18-hole public course 15 miles from downtown Los Angeles.

MINIMUM WAGE HIKES TO HAVE LITTLE IMPACT
By PETER BLAIS
The 90-cent increase in the minimum wage to $4.75 per hour scheduled to take effect this month will have little impact on course maintenance operations, according to superintendents.

BRASSIE REPORTS IMPROVED FINANCIALS
TAMPA, Fla. — Brassie Golf Corp. reported a 4-percent jump in total operating revenues to $2.32 million and an increase in net income to $0.01 per share during the second quarter of this year, up from $2.23 million and a $0.29 loss per share, respectively, for the same quarter a year earlier.

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CLUBCORP ACQUIRES TIMARRON
SOUTHLAKE, Texas — Club Corporation of America has acquired Timarron Country Club from Mobil Land Development Corp. The 18-hole, Byron Nelson-designed semi-private course will eventually go private with the completion of sale of available full golf memberships. "Timarron will provide an opportunity for CCA to pioneer the concept of turning a high-end public golf facility into a private country club," said CCA executive Randy Williams.

Fore Star’s style works well in U.S. Southwest
By PETER BLAIS
LUBBOCK, Texas — Visit 36-hole Meadowbrook Golf Course here and you’re likely to see Fore Star Golf President Steve Yonke parking golf cars, bus-ting tables, serving drinks or working behind the pro shop cash register.

"This is a people business," said Yonke, who doubles as Meadowbrook’s general manager and head of the six-course management firm that stresses a hands-on management style. "I’m always talking to our customers. Some of their suggestions may be off the wall, but people generally give you good ideas about your operation.

"When we first took over here, we asked the customers what we could do to improve. They wanted us to do a better job handling the golf carts, put starters at both courses, and start a marshaling program. We did those things and the course runs much more smoothly than it did."

Yonke gained this insight into the need to quiz customers while working at the course level. He joined Jim Colbert Golf in 1984 and managed several different operations before becoming Colbert’s quality manager. Prior to founding Fore Star in 1992, Yonke received the National Golf Foundation Public Golf Award for his efforts to promote and enhance the game.

Brothers Jeff and Gary Miller soon joined

PLAYER REMODELS KIAWAH COURSE
The second hole at Cougar Point Golf Course is part of a $4 million renovation recently completed by Gary Player for Kiawah Island Resort owner Virginia Investment Trust (VIT). Cougar Point opened Sept. 8 on the site of the former Marsh Point course, also a Player design. VIT acquired Kiawah in a Resolution Trust Corp. auction of Landmark Land Co. properties in October, 1993.

Since then, VIT has also purchased the Pete Dye-designed Ocean Course for $27 million, started construction of a $5 million clubhouse at Tom Fazio-designed Osprey Point, made improvements to the golf facilities and opened the new Business Center and Food Court. VIT has so far invested a total of nearly $50 million in the resort.