KSL FAIRWAYS PROMOTES FOURSOME

MANASSAS, Va. — KSL Fairways, the community golf division of KSL Recreation, has announced the promotion of Mark Burnett to vice president of operations. In his new role, Burnett is responsible for field operations at KSL Fairways’ 22 courses. New additions to KSL Fairways’ management team include Mark J. O’Neil, who leaves TPC at Awes to become the northern regional director of operations; Mike Hawkins, formerly director of food and beverage operations for the PGA Tour, now serving as KSLDF director of food and beverage; and Willy Choma, who joins KSL as national director of retail operations for the PGA Tour, now serving as KSLDF director of food and beverage.

NGP DECLARES DIVIDENDS

SANTA MONICA, Calif. — National Golf Properties (NGP) Inc. declared a dividend of 42 cents per share for its fiscal quarter ended June 30 for each share of common stock owned by stockholders of record as of July 31. The dividend payment date is Aug. 15. NGP is a self-administered real estate investment trust specializing in the acquisition and ownership of golf course properties.

NGP DECLARES DIVIDENDS

SANTA MONICA, Calif. — National Golf Properties (NGP) Inc. declared a dividend of 42 cents per share for its fiscal quarter ended June 30 for each share of common stock owned by stockholders of record as of July 31. The dividend payment date is Aug. 15. NGP is a self-administered real estate investment trust specializing in the acquisition and ownership of golf course properties.

KGF DECLARES DIVIDENDS

SANTA MONICA, Calif. — National Golf Properties (NGP) Inc. declared a dividend of 42 cents per share for its fiscal quarter ended June 30 for each share of common stock owned by stockholders of record as of July 31. The dividend payment date is Aug. 15. NGP is a self-administered real estate investment trust specializing in the acquisition and ownership of golf course properties.

LIGHTNING LIABILITY A TRICKY ISSUE AT GOLF COURSES

The following article was reprinted with the permission of NewsLinks, a quarterly newsletter published by Golf Property Analysts of Harrisburg, Pa. Ian Meklinsky is an associate with the law firm of Fox, O’Brien & Frankel LLP in Philadelphia.

By IAN MEKLINSKY

A New Jersey court has handed down the nation’s first known ruling that lightning is not an act of God when it hits a golfer.

On March 28, 1995, Spencer Van Maussner, a member of the Atlantic City Country Club, was playing the back nine when one of his golf partners saw lightning. Since there were no man-made shelters along the way, they proceeded to the clubhouse. While they walked, Mr. Maussner put up his umbrella and was struck by lightning. Although he survived, he was severely injured and sued the Club and its owners.

The case was dismissed before going to trial after the county Superior Court Judge found that the “proximate cause” of the injuries was lightning, an act of God, and that the “secondary cause” was the golfer’s activities in exposing himself to the possibility of being struck. Mr. Maussner appealed from this dismissal.

A two-judge appeals panel reversed the lower court and ruled on April 4 in Maussner v. Atlantic City Country Club, Inc. that breakthroughs in engineering and forecasting have given golf courses the capability to protect golfers from lightning better than ever. Therefore, though courses do not have an affirmative duty to protect their patrons from lightning, they are liable if they establish protective systems and the systems do not work.

The appeals court found that the Atlantic City Country Club had, by its actions (the Atlantic City club’s practice was to monitor the weather, and it had an evacuation plan that consisted of golf course personnel driving onto the course to warn golfers), assumed a duty to warn golfers and that it is for a jury to determine whether the club exercised the duty reasonably. On remand, the court must permit discovery of industry data to help the jury determine what protection the club offered to its golfers and whether the club reasonably instituted and carried out these precautions.

The ruling sets the stage for proceedings that could lead to a finding that would hit golf course owners in their pocketbooks; the first judicially recognized industry standards for lightning warning and protection.

Palmer selects 1st course franchisee

ORLANDO, Fla. — Arnold Palmer Golf Management recently signed on its first franchisee, Braeburn Golf Courser operated by Reflection Ridge Corp. in Wichita, Kan.

“As our first franchised course, Braeburn is our newest prototype and will be closely watched by both the industry and the thousands of independent owners around the United States,” said Peter Nanula, Chief Executive Officer of Palmer Golf Management.

“It is a big step forward for us as we continue to grow and expand our business. We are very excited to be working with the Palmer brand and look forward to seeing the results of our efforts in the near future.”

Continued on page 42
Golf Trust of America closes on $100m financing package

CHARLESTON, S.C.—Golf Trust of America, Inc. has closed a two-year, $100 million secured revolving credit facility with a group of four commercial banks led by NationsBank, N.A. Borrowings under the facility will carry a floating interest rate of LIBOR plus 1.75-2 percent with provisions for the rate to be reduced upon the attainment of a Senior Debt Rating.

"The line of credit will enable us to have a ready source of capital to pursue further acquisition opportunities in the upscale golf course market," commented W. Bradley Blair, II, President and Chief Executive Officer of Golf Trust of America, Inc.

Golf Trust of America, Inc., is a real-estate investment trust specializing in course ownership. The company has interests in a portfolio of 10 courses located throughout the United States.

Cool tools for hot spots.

If you've been using a pitchfork and hose to treat those high and dry trouble spots on your tees and greens, our new Spot Doctors will make your life considerably easier. Whether you use the tine unit for deep penetration or the roller unit for shallower treatment, you'll appreciate the ease and efficiency they bring to the job. Both quickly attach to a hose fed by your irrigation system. The tine unit works like a combination pitchfork and syringe. Just place the tines on the spot and squeeze the pistol grip. There's no need to push or force the tines into the ground. Water pressure helps them slide through the soil like a hot knife through butter—delivering water to a depth of up to six inches. The roller unit can be wheeled back and forth over dry spots like a vacuum cleaner to distribute water to a depth of up to two inches. Both units can be used with a surfactant applicator to further increase soil permeability. Cool! Spot Doctors are the latest in our long line of specialty tools designed specifically for golf and sports turf professionals. For all the details, simply contact your nearby Standard Golf distributor and ask about Spot Doctors. They're the cool tools for hot spots!

RDC
Continued from page 41

Jersey cluster is well developed with Fiddler's Elbow; Cherry Valley CC in Montgomery Township; Jumping Brook Golf Club (GC) in Neptune; Pebble Creek GC in Col's Neck; and Woodlake CC in Lakewood. Heritage Links is located two hours from the firm's other Florida property, Heathrow Country Club in Lake Mary. RDC is also developing The Crossings at Grove Park, a Ron Garl design in Durham, N.C., scheduled to open in October.

"We're looking at other facilities in Florida and a couple in North Carolina to group with our properties there," Galvin said. "There are many regional players [management firms] along the East Coast, so there aren't one or two firms we see as our major competition. In Florida it might be Arnold Palmer. In the Carolinas, it might be somebody else."

"In New England, it might be the Friel family. The relationships among companies seem pretty cordial. If we come across a property that doesn't make sense for us, we'll often pass that information along to another firm that might find an opportunity there. They often do the same for us. It's not a cutthroat business."

Schiavone said he sees the trend toward the consolidation of management firms into ever-larger entities continuing, although RDC "is not positioning itself to acquire other management firms or to be acquired by a larger firm."

"We could buy a small firm with several courses in order to become a regional player in a certain market. We're a young company. Matt and I are both in our 30s. We're not looking to cash out quickly, but to keep the company growing."

Palmer
Continued from page 41

in professional management companies to take over operations.

"There are great operators out there who want to continue to run their business first hand, but they realize they could benefit from associating with a branded national chain," Nanula said. "We provide a support system that allows independent course owners to maintain the day-to-day management of their course. In addition, they benefit from both the Palmer name and a unique operating system that has proven it can work at virtually any course."

To become a Palmer Golf franchisee, owners pay an initial $35,000 fee, an annual royalty, and agree to course and facility improvements if any are recommended by Palmer Golf. To help with financing, Palmer has established a program with FMAC, a leading franchise lending institution providing financing for facility upgrades.

For more information about the Palmer franchising program, contact Randy Clifton at 407-876-6700.