

IGM, Inc. makes initial advance into Georgia

VALDOSTA, Ga. — International Golf Management, Inc. of Lakeland, Fla., has been retained to provide golf course maintenance services on a contractual basis for Valdosta (Ga.) Country Club. This marks IGM's first major contract in the state of Georgia, one of several states included under the umbrella of

IGM's Atlanta-based Southeast Atlantic region.

Under the agreement, IGM provides turnkey course maintenance services for three highly-acclaimed nine-hole, par-36 courses at Valdosta Country Club — the 3,324-yard Bellemeade, 3,350-yard Plantation and the 3,327-yard Bottom,

which is currently undergoing a \$690,000 facelift. IGM also maintains the grounds of Valdosta Country Club's modern clubhouse.

"We are excited to be able to include the highly-regarded Valdosta Country Club in our rapidly-expanding portfolio of clients. Our goal is to transform

the three golf courses at Valdosta Country Club into the best-maintained and most attractive and playable private courses in south Georgia," said Scott Zakany, vice-president and general manager of IGM.

All maintenance is directed by Howard Hulsebosch, who supervises an 18-member maintenance crew as IGM's resident superintendent at Valdosta.

He reports to Greg Plotner, IGM's business development manager for the Southeast Atlantic region. Steve Parlee is Valdosta Country Club's head golf pro, Ray Bennett is greens' committee chairman and Larry Rogers is president of the private club's board of governors.

Valdosta Country Club's newest course, the par-36, 3,324-yard Bellemeade, opened in 1988 and is known for its unique fourth hole, a par-3 featuring an island green 190 yards from the back tee. This flat, heavily-wooded course, featuring pines, oaks and a cypress swamp, was designed by noted golf course architect Joe Lee.

The 3,350-yard Plantation course, another Joe Lee creation originally opened in 1977, was recently refurbished under an \$800,000 Bobby Weed-designed project which yielded completely new greens, tees and bunkers. This course offers two signature holes — the par-5 sixth, which features a 100-foot elevation change from the tee to the green, and the seventh, a short par-3 which requires golfers to hit their ball with great precision, using a four to nine iron, into a small pocket at the lowest elevation of the course.

The Bottom course, so named because it is situated at the 350-acre club's lowest elevation along the banks of the Withalacoochee River, has been closed since March for a \$690,000 renovation calling for new bunkers along the fairways and greens, improved drainage and a new irrigation system. The Bobby Weed re-design of this 1977-era Joe Lee-designed course, is being carried out by Southeastern Golf. The Bottom course is slated for completion in late July.

In addition to the three nine-hole golf courses, Valdosta Country Club offers two practice greens; modern clubhouse featuring a lounge, banquet facilities and two private dining rooms; tennis complex with eight fully-lighted tennis courts; swimming complex; and a self-contained sports facility, which includes a pro shop, snack bar, mens and ladies locker facilities and an underground cart storage area.

Located at 3500 Country Club Road, Valdosta is a private club boasting 810 active members, including 460 golf members. The club is open for golf throughout the year and offers two residential communities, featuring both single family homes and condominiums, called the Plantation and Bellemeade.

Valdosta opened in 1913 with an 18-hole course featuring sand greens. Some of the holes of the original 18-hole course were subsequently incorporated into the

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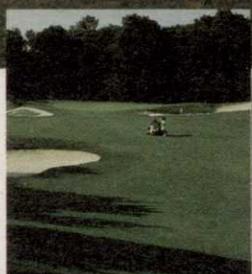
GOLF COURSE NEWS



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CIRCLE #135

IGM opens two Florida offices

LAKELAND, Fla. — International Golf Management, Inc. (IGM) has opened a pair of regional offices in the Florida communities of Ft. Myers and Tavares.

"Our regional offices will enable us to provide existing clients with a higher level of service and will also be an asset in securing new business in the rapidly-developing Southwest and Central Florida markets which we view as tremendous growth areas for our business," said Scott Zakany, CGCS, vice-president and general manager of IGM.

Located at 1419 Courtney Drive, the Ft. Myers office houses John Carlin, CGCS, Southwest Florida regional manager. From this office, Carlin oversees maintenance at several IGM-maintained Southwest Florida golf courses, including the Mirror Lakes and North courses at the Admiral Lehigh Resort in Lehigh Acres; Hideaway Country Club and Golfview Golf & Racquet Club in Ft. Myers; Brooksville Golf & Country Club in Brooksville; and Tarpon Springs Golf Course in Tarpon Springs.

The Tavares office, located at 1617 East Alfred Street, houses Jim Wells, CGCS, Central Florida regional manager. Wells' golf course portfolio includes Kissimmee Golf Club, Kissimmee Bay Country Club and Poinciana Golf & Racquet Club in Kissimmee; Bella Vista Golf Resort and Yacht Club in Howey-In-The Hills; Highland Fairways in Lakeland; Pelican Bay Country Club in Daytona Beach; and Aquarina Golf Club, Spessard Holland Golf Course and The Habitat at Valkaria in Melbourne.

Headquartered in Lakeland, IGM provides facility leasing and contractual course maintenance services for private, semi-private, public and municipal golf courses. IGM services more than 30 Florida golf courses including Palm Beach County's 27-hole Okechee golf complex in West Palm Beach, a recent addition.

IGM in Georgia

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much newer Plantation and Bottom courses.

Headquartered at 2101 E. Edgewood Drive in Lakeland, Fla., and with a regional office at 1895 Phoenix Boulevard in Atlanta, IGM specializes in facility leasing and contractual course maintenance. IGM provides ongoing course maintenance for more than 30 courses in Florida, Georgia and other states in the Southeast.

GOLF COURSE NEWS

Multiple-use software available on national basis

Tournament Director Software is now available on a national basis.

Tournament Director was developed in the Phoenix market for facilities that handle hundreds of outings per year. It is currently in use at Grayhawk, Troon North, and the Camelback Inn in Scottsdale; the TPC at The Canyons in Las Vegas; the Westin Mission Hills in Palm Springs, Calif.; and 20 other Southwest U.S. courses.

Tournament Director prints pairing sheets, cart signs, score cards with handicaps, proximity event signs, and score boards. The software also personalizes contracts, welcome letters, thank-you letters, and guest surveys. It is distributed by Pactum Factum Inc., a Scottsdale-based software firm. Those interested can request a color brochure and video by contacting Jim Schamadan at 602-922-9097.

NGP ACQUIRES TWO SOUTHEAST GOLF COURSES

SANTA MONICA, Calif. — National Golf Properties Inc. has acquired Baymeadows Golf Course in Jacksonville, Fla., and The Golf Club at Bradshaw Farm in Woodstock, Ga. It will lease both facilities to American Golf Corp. NGP recently announced funds from operations of \$11.7 million in the quarter ended March 31.

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