Family Golf Centers top half-century mark in course properties

MELVILLE, N.Y.—Family Golf Centers, Inc. has acquired Leisure Complexes, Inc. for approximately $46 million in cash, stock and assumption of existing indebtedness. In the transaction, Family Golf Centers acquired the Ponds Golf Center, and Sports Plus, a family entertainment complex, both located in Lake Grove, Long Island, N.Y., as well as Leisure Complexes’ bowling division.

Dominic Chang, president and chief executive officer of Family Golf Centers, said: “While we continue to be the leader in the consolidation of stand-alone golf centers, we have reviewed numerous opportunities to enhance our golf centers by including additional family-oriented recreational activities. We are very excited about this acquisition, because Leisure Complexes’ indoor family recreation concept has outstanding growth potential, in major demographic areas. Our businesses are complementary, and will enable us to counter the seasonality of the golf business.”

Bill Reitzig, president of Leisure Complexes, Inc., said: “We are equally enthusiastic about joining forces with Family Golf Centers. We have been searching for a business partner to help us achieve our ambitious growth plans, and decided that Family Golf Centers’ impressive growth, experience in consolidating the golf driving range industry and financial strength made them the ideal partner for us.”

Mr. Reitzig will remain with Family Golf Centers as president of its Lake Grove subsidiary, created to acquire Leisure Complexes, Inc.

The Ponds at Lake Grove Golf Center, located in Lake Grove, N.Y., consists of an 18-hole executive course, lighted driving range and pro shop. Leisure Complexes’ family entertainment complex, a new 170,000 square-foot state-of-the-art

AGC explains East Coast headquarters move

KING CITY, Ontario, Canada — ClubLink Corp. has arranged a formal business relationship with Bruce Evans, owner of one of Canada’s leading course and recreational amenity construction companies and the five-star Grandview Inn in Huntsville, Ontario.

The arrangement includes the expansion of ClubLink’s golf facilities in Ontario’s Muskoka recreational area of 550 acres of prime recreational real-estate adjacent to Grandview Inn. The agreement also provides for supervisory management by ClubLink of Grandview’s existing Tom McBroom-designed, 9-hole golf course, the grant to ClubLink of a two-year option to acquire Grandview Inn at a fixed price and favorable terms and

PERSONNEL CORNER

Patience a virtue when dealing with people

By VINCE ALFONSO

So lo man I’m not. You remember Solomon? You know, the King of Israel who was the wisest man who ever lived, except for Jesus, of course. Solomon, the King who held up the baby in question and said to the two women claiming to be his mother, “Since both of you claim to be equally mother of this child, I will cut him in half and present half to each of you.” The woman who begged King Solomon not to do such a thing was awarded the whole child. She was obviously the real mother.

Now, as wise as King Solomon was, I doubt very much if he had rehearsed or had been trained in the specific area of how to deal with two mothers each claiming to be a child’s mother and asking him to decide who’s who and what’s what. I think he just did what he felt he should do, and since there was no such thing as DNA testing back then, he came up with a dramatic, perhaps, but equally successful approach to solving the problem at hand.

Don’t you wish you were as wise as Solomon? Especially when you are faced with sudden, unexpected decisions you don’t feel trained or prepared to make. It happened to me late one
Shadow Creek accepts tee times

LAS VEGAS — One of the most exclusive courses in the world, Mirage Resorts’ Shadow Creek, is about to make its first public appearance. Mirage Resorts has made a limited number of tee times available to play Shadow Creek.

The course, which has been rated among the country’s best, has been reserved for an exclusive list of the Las Vegas resort's employees, guests and colleagues. Since mid-July, however, the general public have been able to purchase a limited number of tee times.

For $1,000 an individual guest receives a tee time to play the highly-acclaimed course and a suite at any one of Mirage Resort’s 10 hotels including the Golden Nugget, Treasure Island and The Mirage, based on availability. A maximum of two players may participate per suite with additional rounds available for purchase for $500. Included in this price is transportation to and from Shadow Creek and a caddie to escort guests around the course.

Since opening in 1989, Shadow Creek has been named the top new private course by Golf Digest magazine in 1994 (its first year of eligibility) and was subsequently named one of the top 10 golf courses in America in the magazine’s annual ratings. Shadow Creek was designed by architect Tom Fazio in collaboration with Mirage Resorts Chairman Steve Wynn.

Family Golf

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Family Golf, facility adjacent to The Ponds Golf Center, includes an ice hockey rink, bowling lanes, high-tech batting cage, a variety of indoor amusements, restaurants and a conference center. Leisure Complexes’ bowling center division has seven locations throughout Long Island.

In addition to Sports Plus and Leisure Complexes’ bowling center division, this transaction brings the total number of golf facilities owned, operated or under construction by Family Golf Centers to 52 in 18 states.

Family Golf also recently acquired three golf facilities and was awarded contracts to build three golf centers.

The newly acquired facilities are Supersports Family Fun Park in Carver, Mass.; Palm Royale Golf Course in Palm Desert, Calif.; and South Hampton Golf Center in Philadelphia, Pa.

Construction contracts were awarded by Cerritos College for a golf center in Los Angeles; the Metropolitan Transportation Authority New York City, for a golf center on Gunhill Road in the Bronx; and the New York City Department of Parks and Recreation, for a practice center in Dreier Offerman Park in Brooklyn.

The previously announced acquisitions now completed are the San Bruno Golf Center in San Bruno, Calif.; Rio Salado Golf Course in Tempe, Ariz.; and Divot City Golf Center in Milpitas, Calif.

Each of the sites offer features common to all Family Golf centers, including driving ranges, pro shops and short-game practice areas.

The Palm Desert and Tempe properties also include nine-hole executive golf courses, and the Family Fun Park in Carver, Mass., has additional leisure activities such as a go-cart track, bumper boats, and batting cages.

Family Golf will manage the centers it constructs in the Bronx and Brooklyn. The Brooklyn center will be the third location the company has been asked to operate for the New York City Parks Department, which has licensed centers to Family Golf on Randall’s Island and Douglaston, Queens.

Added Chang: “The expansion is representative of our strategy to build, acquire and operate golf-related facilities that also provide family entertainment. The three new facilities to be constructed in New York City and Los Angeles are in densely populated middle income urban locations which have proven to be very profitable for Family Golf.”