

BRIEFS



PRESCOTT LAKES PICKS WESTERN GOLF

SCOTTSDALE, Ariz. — Bill Brownlee and Jeff Davis, principals of The M3 Companies, have named Western Golf Properties, Inc. as the management group for The Country Club at Prescott Lakes in Prescott. The community will include the country club, which features an 18-hole, Hale Irwin-designed championship course and traditional clubhouse with a separate fitness, tennis, and swim complex.

ENVIRONMENTAL CARE PROMOTES PAIR

CALABASAS, Calif. — Environmental Care Inc. recently promoted David Hanson to director of West Coast operations for ECI's golf maintenance division and Barry Troutman to manager of technical support for East Coast operations. Hanson, who has 28 years experience in the green industry, will oversee technical operations for courses throughout California, Arizona and Texas. Troutman, a past president of the Georgia Turfgrass Association, will manage ECI's technical programs for fertility, weed and pest control. ECI is a leading provider of landscape management, irrigation, arborist and horticultural contract services to commercial clients, including 22 golf courses nationwide.



David Hanson

Barry Troutman



Barry Troutman

GOLF TRUST REPORTS EARNINGS

CHARLESTON, S.C.— Golf Trust of America, Inc., a self-administered real estate investment trust, reported second-quarter Funds from Operations (FFO) of \$3.5 million, or 43 cents per share on revenue of \$3.9 million, compared to pro forma FFO of \$2.8 million, or 30 cents per share, on pro forma revenue of \$2.8 million for the prior year's second quarter. The increase in FFO per share of 43 percent is due primarily to the addition of two courses in Virginia that opened in summer 1996. "The Company's second-quarter results demonstrate that there is great opportunity for growth in the upscale golf course industry, which is the focus of our business plan," said Brad Blair, president and chief executive officer.

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

Continued on page 42

Canadian manager, developer ink deal

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 on 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

Continued on page 44



ANOTHER TROPHY PROPERTY FOR KSL RECREATION

LA QUINTA, Calif. — KSL Recreation Corp. has purchased Grand Traverse Resort in Acme, Mich., from the City of Detroit General Retirement System for an undisclosed price. Grand Traverse is an award-winning vacation destination, conference resort and residential community located 6 miles northeast of Traverse City along the shores of Lake Michigan's East Grand Traverse Bay. The resort includes two 18-hole courses — The Bear (above) designed by Jack Nicklaus and Spruce Run designed by Bill Newcomb. A third course designed by Gary Player is under construction. La Quinta-based KSL Recreation, along with affiliate KSL Fairways, owns and operates 40 golf facilities throughout the United States including PGA West and La Quinta Resort and Club in La Quinta and Doral Golf Resort and Spa in Miami. Irving Kass, formerly of Doral, has been named general manager of Grand Traverse.

PERSONNEL CORNER

Patience a virtue when dealing with people

By VINCE ALFONSO

Solomon 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

Continued on page 43

Vince Alfonso Jr. is a 40-year golf industry veteran, president of Alfonso Creative Enterprises Inc., and owner of Kimberling Golf Course near Branson, Mo. He can be reached at 417-639-4370.

AGC explains East Coast headquarters move

By PETER BLAIS and wire reports

VIRGINIA BEACH, Va.— In a strategic move to operate in closer proximity to its East Coast golf properties, American Golf Corp. (AGC) recently relocated its Northeast Region headquarters from Toledo, Ohio, to Virginia Beach, Va.

The new American Golf Northeast Regional offices are located in Virginia Beach on First Colonial Road in the Great Neck area.

Since opening the offices in Toledo seven years ago, the Northeast Region has taken on greater territory and more responsibility. AGC now manages golf courses

in 16 different cities on the East Coast. The Northeast is one of American Golf's six regional operations spread throughout the country.

"Because of the tremendous growth in the number of properties operated by American Golf through acquisitions over the past few years, Toledo is no longer a central location," stated AGC Regional Vice President Rich Hohman.

"Norfolk has a bigger and better airport which will help greatly with our transportation needs. Our East Coast properties are now more accessible, allowing us to be at the prop-

Continued on page 44



Rich Hohman

Alfonso

Continued on page 41

afternoon as I sat at my desk doing paperwork. One of my employees bolted into my office to announce that there was a fight in the basement between two of my golf car boys. A fight, mind you, a fist fight between two employees who had never displayed aggressive behavior period, much less a history of fighting.

Well, out the door and down the ramp we went, running all the way. As we entered the basement, to my shock and dismay, there they were, slugging it out. I immediately demanded they stop fighting and stepped in to break them up (In retrospect, that could have been a bad move). To my amazement, they stopped fighting and just stood there bloody, with shirts torn.

I marched them upstairs to my office to get to the bottom of the problem. Once seated across from each other, the questioning began. I had no idea where I was going with all this. I just seemed to be working on instinct.

After a few minutes, as the two sides of the story began to unravel, it became apparent that these two guys had been having trouble for some time and some small incident in the basement pushed one of the boys over the edge. OK, so what now? Do I fire them both for this behavior? Do I fire the one I think is the guilty party? Or do I do something else?

After a considerable amount of deliberating, I began to, well, lecture them on why fighting was not exactly the best way to settle disputes, especially not at the workplace. Then I explained that I really wasn't sure if I had the right to fire them for fighting on the job, but I decided I wouldn't do it if I could. No. I had decided that the one thing I could count on was that they would never be involved in such an activity again. I told them I felt they be an example to the rest of the staff, as to how people can work out their problems without beating each other's brains out.

You know, those two young men were my best golf car crew people before the incident and after they made peace and began to work in harmony, they got even better.

The truth is, my instincts said and my impulse was to fire them both. How embarrassing for my golf course to have two employees fighting. Good grief. But I am glad I calmed down and talked it out. I'll always remember the moment the two bloody, ragged boys shook hands in my office that day and started on the road to becoming young men.

As I said at the beginning, Solomon I'm not. But the times

I made the best decisions have been the times in which I have been patient and slow to react.

Please, I implore you, try not to react too quickly to circumstances. Take some time and get enough information to make a good decision. I've acted differently than this at times in my life and I have lived to regret it. I think I should reread the book of Solomon once a month. It's gotta' help. What do you think?

Starwood purchases three Massachusetts golf properties

PHOENIX — Starwood Lodging Trust, a leading hotel real-estate investment trust, and Starwood Lodging Corp., a hotel management and operating company, have announced an agreement to acquire a portfolio of 15 full-service hotels, including four golf courses, from the Flatley Co./Tara Hotels for \$470 million.

The golf courses are located on three Massachusetts properties and include:

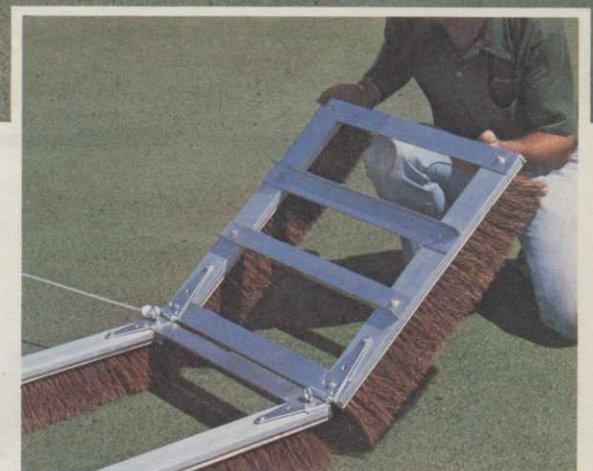
- Tara's Ferncroft Conference Resort in Danvers. The 367-room resort is situated on nearly 325 acres of land and includes two golf courses.
- Tara Hyannis Hotel & Resort in Hyannis. The 224-room Hyannis Hotel & Resort is located in the business district and boasts an 18-hole golf course.
- Colonial Hilton & Resort in Lynnfield. The 280-room hotel has an 18-hole course.



Standard's Drag Brush with extensions — the easier way to healthier greens.

Many course superintendents have discovered how valuable the Standard Drag Brush is for keeping greens healthy and looking good. For light topdressing applications, it gently works and vibrates the material into the green without tearing the surface like drags sometimes can. Also, pulling the brush over the green before mowing helps make the runners stand up for a clean even cut and helps to control thatch. The drag brush is also excellent for maintaining ball diamonds or clay tennis courts.

For more information or the names of your nearby Standard Golf distributors, call or write: Standard Golf Company, P.O. Box 68, Cedar Falls, IA 50613, U.S.A., 319-266-2638, FAX 319-266-9627.



Extensions help get the job done faster! Extensions can be added to any new or existing Standard Drag Brush and a single set will double your work width. Extensions are hinged to float over uneven surfaces or to flip up if not needed.

STANDARD
GOLF Pro-Line