

BRIEFS



IGM ADDS THREE NEW FLORIDA COURSES

LAKELAND, Fla.— IGM, a subsidiary of Meadowbrook Golf Group, Inc. has been awarded three new contracts to provide contractual maintenance for golf courses in Florida. The courses are The Ravines in Middleburg, Maple Leaf Estates in Port Charlotte, and Dunedin Golf & Country Club in Dunedin.

ENVIRONMENTAL PROMOTES DINGMAN

CALABASSAS, Calif. — Michael Dingman has been named senior vice president and director of golf at Environmental Golf, a course builder and operator located here. A 20-year Environmental Golf veteran, Dingman has been responsible for the acquisition and management of all corporate real estate, land planning, entitlement processing, public agency relations and major golf asset acquisitions since 1995. He will also oversee all forward planning, acquisition of golf course properties, golf course investment opportunities, marketing and sales and golf course construction projects nationwide.

CMAA SCHEDULES INT'L CONCLAVE

ALEXANDRIA, Va. — The Club Managers Association of America (CMAA) will hold its 72nd World Conference on Club Management and 22nd Annual Exposition at the San Francisco Hilton and Towers and the Moscone Center in San Francisco on Feb. 28 through March 4. Approximately 90 educational sessions, pre- and post-conference workshops and a two-day exposition are also planned. For more information, contact CMAA at 703-739-9500.

GOLF TRUST/EMERALD DUNES TEAM UP

BOYNTON BEACH, Fla. — Golf Trust of America has purchased Cypress Creek Country Club, an 18-hole semiprivate course for \$4.2 million. The course will be leased to an affiliate of Emerald Dunes Golf Group, which operates five Florida courses owned by Golf Trust including Polo



ACQUISITIONS

Trace Golf Club, Bonaventure Golf Course and Emerald Dunes Golf Course. Robert von Hage designed Cypress Creek.

KollStar expands into Florida; plans to double size by 2000

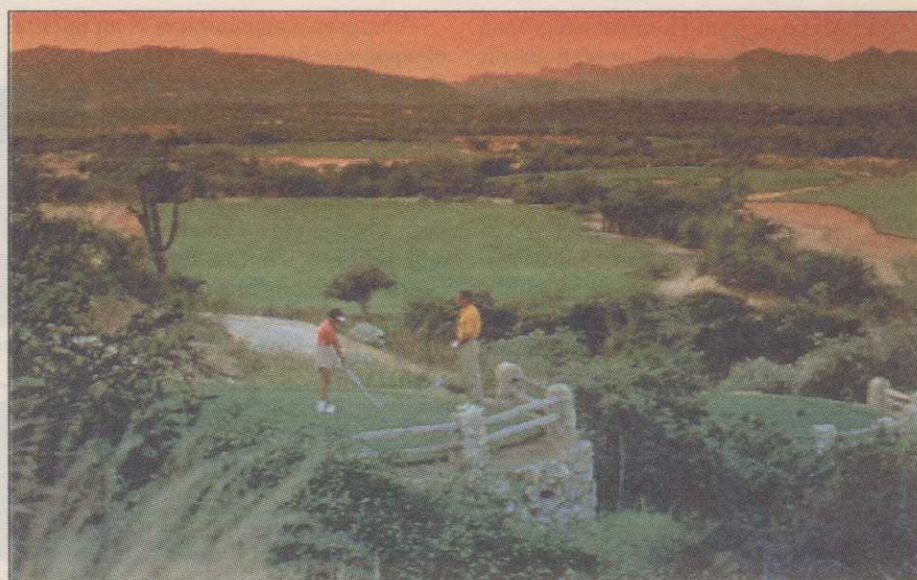
By PETER BLAIS

NEWPORT BEACH, Calif. — KollStar, a major operator and developer of golf courses, has acquired seven courses on the southwest coast of Florida, giving the Newport Beach-based firm a dozen courses nationwide.

KollStar purchased six of the courses from National Fairways Ltd. The acquisition includes Sunrise Golf Club (GC), Rolling Green GC and Sarasota GC, all in Sarasota; Hibiscus GC in Naples; Port Charlotte GC; The Tides GC in Seminole; and Eagle Ridge GC in Fort Myers. Each is an 18-hole, semiprivate club. KollStar also manages Metrowest GC in Orlando, giving the company eight facilities in the Florida market.

According to KollStar Chief Executive Officer Joe Woodard, the company plans to be operating 20 courses by year's end. Despite making its first acquisition just seven months ago, KollStar's goal is to reach 40 by the end of 1999.

KollStar has made improvements at all its properties, Woodard explained, including Houston Oaks (formerly Tinwood) in Houston. KollStar rerouted the 36-hole layout with two separate clubhouses so that it could be served from a single clubhouse, established teaching and corporate outing



KollStar's Palmilla Golf Club in Los Cabos, Mexico.

facilities, undertook cart path and irrigation work and repositioned the complex from a private to a daily-fee facility.

Multi-course purchases, like the recent Florida acquisitions, while attractive, will likely be "pretty rare because the golf course business is so fragmented," Woodard said "We are looking at several purchases now that would involve two or three courses."

Because of the proliferation of manage-

ment companies, good management deals are becoming harder to find and the market more competitive for those courses that do come available, Woodard said. "Money has become tighter the past couple months, which makes it easier for those of us who have capital, though," he added.

Formed in February 1998, KollStar is a joint venture between Koll Resorts Inter-

Continued on page 37



Jeff Carlson

Carlson starts own management firm

By MARK LESLIE

NORTH EASTHAM, Mass. — Believing that "the superintendent is always the one who first spends all the money but who never gets the chance to see how it is made," Jeff Carlson has made the move to remedy that rule.

A certified golf course superintendent (CGCS) who has gained national recognition for his work at Widow's Walk Golf Course in Scituate, Carlson left his position in October to start Wild Side Golf Management and Consulting.

"I think golf course superintendents, in many ways, are a natural fit for this type of operation," Carlson said from his office here. "The superintendent is always the one saddled with all the capital projects. Today's superintendent is well educated and adaptable to that situation."

Working with Corcoran-Jennison Hospitality Co. Inc. for 14 years, the last three at Widow's Walk, the country's first environmental test course, prepared him to manage facilities, Carlson said.

Continued on page 38

Behrstock departs Meadowbrook for Pride

BEVERLY HILLS, Calif. — Roger Behrstock, founder and former chief executive officer of Meadowbrook Golf Group, has resigned from the company and started a new firm.

Meadowbrook recently merged with International Golf Management, a Florida-based course maintenance and supply company.

Behrstock said he felt the staff in Florida, "who have extensive golf course management skills," could best run the company. "There would be too many conflicts if we did not turn over the reigns to them," Behrstock said.

Meadowbrook was founded in 1996 with Behrstock and Arnold Rosenstein as the only employees. Today, the company has more than 1,800 employees

and 66 courses under management, lease or development. Behrstock said he would hold onto his stock in Meadowbrook.

"With the financial and management capabilities available to the company, I am very optimistic about its future," he said.

Behrstock's new company is called Pride Golf Associates of America and is based in Beverly Hills. His plan is to join with people nationwide who

share his objectives. "It's too early to announce associations," Behrstock said.

Pride will consult with developers and owners to assist them with financing, management contracts, market-

Continued on page 36



Roger Behrstock

Meadowbrook completes \$15 million stock sale

BEVERLY HILLS, Calif. — Meadowbrook Golf Group Inc. has completed the sale of \$15 million of additional Class B Convertible Preferred stock to Apollo Real Estate Investment Fund III, L.P.

Arnold Rosenstein, Meadowbrook's chairman, said the company is commencing a program of acquiring existing courses, and the additional equity, together with outside financing, will assist in meeting the company's goals of acquiring approximately \$75 million to \$100 million of golf properties in the near future, and further expanding the company's lines of businesses nationwide.

With this new investment, the Apollo Real Estate Investment Funds have increased their total equity investment in Meadowbrook Golf Group to \$25 million.

Meadowbrook Golf Group is a leading golf course management company, engaged in the maintenance, management and development of golf courses. The company is a major provider of outsourced golf course maintenance services and a supplier and distributor of equipment and products to many courses.

IMG assumes control of Shanghai golf club

SHANGHAI—Tianma Country Club has announced the appointment of sports management company IMG as club manager.

Tianma Country Club will be IMG's first fully managed country club in China. Under the management contract with IMG Real Estate Services (IMGRES), IMG will be responsible for the

club's day-to-day operations and maintenance of the golf course.

"We are delighted to have the support of IMG. Their involvement will certainly help ensure that Tianma Country Club offers a golfing experience that is truly world class," said Gilbert Mar, president of Tianma Country Club.

As an IMG-managed facility,

Tianma Country Club will be a member of the IMG SportsClub program, providing Tianma members with access to more than 25 golf clubs in Asia, Australia, Europe and the United States.

IMG appointed George Shay as director of golf and Chris Gray as golf course superintendent.

Shay is a Certified Class "A"

U.S. PGA Golf Professional and has more than 14 years experience in golf gained during a career in the United States and Asia. Prior to joining Tianma Country Club, Shay spent three years as club manager of Damai Indah Golf & Country Club, Indonesia.

Gray has more than 13 years experience in golf, including nine years in Australia and the United States. In 1994, Gray moved to

Asia as golf course superintendent at Anai Resort and Golf Course, West Sumatra, Indonesia. Immediately prior to joining Tianma Country Club, he was superintendent at the IMG-managed Nirwana Bali Club, Indonesia.

Located in She Shan, one of China's 12 National Vacation Areas, the club is a 30-minute drive from Shanghai Hongqiao International Airport.

Another Maintenance Crisis?

Outsourcing Your Golf Course Maintenance To IGM Cures Your Biggest Headache.

Golf course maintenance is the largest source of frustration for golf course owners/operators.

Control your costs and dedicate your time and energies to making the rest of your operation more profitable.

Outsource your golf course maintenance to IGM.

- Increased Control of Operational Expenditures
- Improved Management Productivity
- Reduced Administrative & Personnel Functions
- Organizational Support For Your Superintendent
- Insulation From Maintenance Staff Turnover
- Increased Agronomic Expertise For Your Golf Course

IGM
Golf Course Maintenance Specialists

331 South Florida Avenue
Suite 41
Lakeland, Florida 33801
(941) 686-2376
Fax (941) 683-0455
www.igm.net

(800)413-5500

CIRCLE #123

Troon promotes Garmany, Sauter to new positions

SCOTTSDALE, Ariz.—The board of directors of Troon Golf, the Scottsdale-based management, marketing and development company, has appointed Dana Garmany chairman of the board.

While maintaining his present title and responsibilities as chief executive officer, Garmany's move to this newly created role is representative of the growth the firm has experienced since its inception in 1990.

Troon Golf has grown from one facility (Troon North) in north Scottsdale to an international organization with management agreements at more than 40 high-end golf properties located in 10 states and four countries.

Said Garmany of his new post with Troon Golf, "The transition into this role will allow me to devote more of my time toward our firm's national and international alliances and the overall future of Troon Golf."

In a separate but related action, Chief Operating Officer John Sauter was promoted to the position of president.

Sauter will continue to guide the firm through the acquisition and development of any new Troon Golf properties and products, and oversee many of the day-to-day functions of the company.

Sauter comes to Troon Golf via his background in real estate development. Before joining Troon in 1997, he served as managing partner of Investec Real Estate Company in Santa Barbara, Calif. Sauter received his master's degree in business administration from the Anderson Graduate School of Management at UCLA.

Behrstock

Continued from page 33

ing and capital.

"Although the golf business is getting crowded," Behrstock said, "I see opportunities for honorable individuals to come together with Pride and become part of our new team."

GOLF COURSE NEWS