CMAA'S SINGERLING HONORED
ALEXANDRIA, Va.—The 1998 Indu-
stry Leader of the Year Award from
the Tourism and Convention Depart-
ment at the University of Nevada, Las
Vegas (UNLV), was presented to
James Singerling, executive vice
president of the Club Managers
Association of Ameri-
ca. Singerling has
headed CMAA
since 1990 and has long been a
champion of education. Under his leader-
ship, CMAA’s presence on university
 Campuses has grown to 32.

IGM TAKES OVER ROSS LAYOUT
LAKELAND, Fla.—International
Golf Maintenance (IGM) has been se-
lected by Dunedin Country Club to
oversee its golf course maintenance
operations. Under the three-year
agreement, IGM provides all aspects
of golf course maintenance for this
Donald Ross-designed, 18-hole layout.
The 6900-yard course has been in op-
eration since 1927. The city of Dunedin
took ownership in 1962.

GOLF TRUST ACQUIRES PAIR
CHARLESTON, S.C.—Golf Trust of
America, Inc. has closed its acquisi-
tion of Tierra
Del Sol Country
Club, an 18-hole
 golf facility
located near Albu-
quero, NM, for
$3.6 million, and
Ohio Prestwick
Country Club, an
18-hole upscale private golf facility
located near Akron, Ohio, for
$6.4 million.

STAND JOIN WILSON GG
WHITE BEAR LAKE, Minn.—The
Wilson Golf Group, a White Bear Lake-
based course ownership and operations
company, named Greg Stand director of
acquisitions. Stand also is general man-
ger of one of the group’s Oak Glen, a
27-hole public facility in Stillwater, Minn.
The Wilson Golf Group owns and oper-
ates six facilities: Oak Glen and
Applewood Hills in Stillwater, Minn.;
Glen Lake Hills in White Bear Lake;
North Links GC in North Mankato,
Minn.; Adobe Creek in Fruitland, Colo.;
and Chipeta in Grand Junction, Colo.

BY PETER BLAIS
CHICAGO — Hyatt Hotels Corp., which operates 23 courses in the United
States and Caribbean, has hired former Golden Bear Golf Centers executive
Gary Rosmarin as the hotel chain’s director-golf operations.
Rosmarin will oversee management, marketing, operations and development
of Hyatt’s golf facilities. Hyatt has Caribbean golf operations in Aruba, Grand
Cayman and Puerto Rico. Its U.S. facilities are located in Scottsdale, Ariz.,
Indian Wells, Calif., Vail, Colo., Orlando, Fla., Incline Village, Nev., Hilton
“My responsibilities deal with specific operational issues as well as new golf
development and remodeling of some of our existing properties,” said the
Tulane and Florida State University graduate.
“We’re getting ready to make a significant investment in Puerto Rico to bring
Dorado Beach and Cerrromar back to the wonderful condition they were in many
years ago and make them the jewels of the Caribbean. When people tradition-
ally thought about the Caribbean and golf, they thought about Puerto Rico and
Dorado Beach as the places to go. We’re also working on new resort properties
on St. Lucia and St. Kitts.”

Rosmarin assumes Hyatt golf reins

Meditrust realigns management staff
Cobblestone Golf to benefit

NEEDHAM HEIGHTS, Mass. — The
Meditrust Companies announced that
Abraham Gosman has resigned from the
positions of chairman of the boards, chief
executive officer (CEO) and director and
that Thomas Taylor has been appointed
interim chairman. David Benson, presi-
dent of Meditrust Corp. since 1991, will
serve as interim CEO.
Over the next 60 days, Meditrust an-
ticipates filling the chairman and CEO
positions, reviewing and approving a
modified investment and operating strat-
egy for The Meditrust Companies, and
selecting an appropriate corporate struc-
ture through which to conduct the busi-
ness activities in response to the recent
paired share REIT legislation.

Said Gosman: “Following the success-
ful completion of the acquisitions of La
Quinta Inns, Cobblestone Golf Group and
Santa Anita over the past nine months, I
feel that I have accomplished my mission
in assembling these premier assets. The
Meditrust Companies is no longer just a
healthcare REIT but has evolved into a
business that requires complex capital
markets and operating expertise on the
part of whomever serves as the chairman

Nicklaus, ClubCorp
join development
forces nationwide

DALLAS—Two of the golf industry’s
leading family-operated dynasties have
formed a new joint venture to build,
own and operate as many as three
dozens Jack Nicklaus Signature courses
worldwide over the next 10 years.
Officials of Golden Bear Interna-
tional Inc. of North Palm Beach, Fla.,
and Dallas-based ClubCorp said the
joint venture will build three golf
course products: private golf and coun-
try club; upscale daily-fee courses; and
“The Bear’s Best,” a series of daily-
fee courses that will feature replica-
tions of Nicklaus-designed golf holes.
Course layouts will be by Nicklaus
Design. Certain projects might be co-
designed by Nicklaus and other fam-
ily members involved in Nicklaus De-
sign, including son Jack Nicklaus II.
The courses and country clubs will be
operated by Club Corporation of
America (CCA), a unit of Dallas-based
ClubCorp founded by Robert Dedman
Sr., and now headed by his son, Bob
Dedman Jr.
The management committee for the

Looking for Mister Good Greeter Plus
By VINE ALFONSO
B
B
between 1977 and 1982, when I was
general manager and head
professional at Holiday Golf
Club in Olive Branch, Miss., a signif-
cant contingent of Japanese golfers
from the Sharp plant in Memphis,
Tenn., frequented our course every
Saturday and Sunday.
I cannot tell you the number of times
one of them would remove a set of
irons or woods from my shelf, walk to
the cash register and ask this question,
"Take a Veesa?"
Of course I "took a Veesa," I also
"took" Cash, Check, Master Card and
American Express. I was happy to take
whatever method of payment they
wanted to give me.
However, if I had just been there to
take their Visa or cash, etc., I wouldn’t
be telling you this story.
Taking their money, or any other
customers’ money for that matter,
although essential to the business, was
just a very small part of my job.
You see, my real job was to make them
feel appreciated and welcome, to make
them smile and have fun, to make them
want to come back again and again.
One of the ways I feel I accomplished

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