

BRIEFS



E-Z-GO STRIKES DEALS WITH AGC, CLUBCORP

AUGUSTA, Ga. — E-Z-GO Textron has extended its multi-year agreement with American Golf Corporation, operator of more than 320 private, resort and daily-fee golf courses and practice centers worldwide. The Augusta-based manufacturer has also entered a multi-year agreement to supply golf cars and utility vehicles to ClubCorp's 220 properties.



FAMILY GOLF WOES

MELVILLE, N.Y. — Family Golf Centers (FGC) received notices of default from its lenders under its \$130 million credit facility and under its Bank of America loan agreement for its failure to make monthly interest payments due on May 1. As a result, the lenders accelerated FGC's obligations requiring all amounts outstanding now be immediately due and payable. NASDAQ announced that its trading halt status in Family Golf Centers was changed to "additional information requested" from the company.

SERVISCAPE ADDS ILL. LAYOUT

NEW LENOX, Ill. — The Board of Commissioners of the New Lenox Community Park District has contracted ServiScape, Inc. to manage all operations and long-range planning at The Sanctuary Golf Course. The Sanctuary is an 18-hole championship course with practice range and full-service clubhouse including pro-shop, restaurant and bar. The course was designed by Steven Halberg and opened for play in the summer of 1996.



ACQUISITIONS

LEEKE NAMED NGCOA TREASURER

MONTAGUE, Mich. — Golf course owner Meriam Leeke has been elected treasurer of the National Golf Course Owners Association. Representing Old Channel Trail Golf Course, located north of Montague and Whitehall on the Lake Michigan shoreline, Leeke was re-elected to the board.



Meriam Leeke

Portuguese course committed to environment

CARVOEIRO, Portugal - The Vale da Pinta and Gramacho golf courses here on the Portuguese Algarve, are busy reaffirming and developing their environmental program. This program is an integrated management plan that associates the golf purposes with the environment purposes.

Underlying this initiative is the stated principle that 'Golf can be an example for a good environmental practice', and Carvoeiro golf operators are embracing this principle with the view that both sporting performance and environmental management can go hand in hand.

The four 'cornerstones' of Carvoeiro are:

- Correct management — Adopting the best management practices for golf courses which are sub-sectioned into establishing the purpose, identifying the responsible persons, and evaluating results.
- Acting according to the law - both national and European.
- Protect the biological diversity - maximizing the golf courses ecological potential
- Communication and education - ensuring that employees, associates and customers understand the environmental attitude, policies and practices.



Carvoeiro Golf Club in Portugal is "Committed to Green."

This individual program is being developed by Eng. Miguel Grosso along with course director Jose Matias and greenkeeper Joaquim Costa.

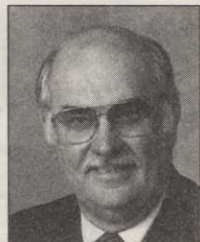
Following closely the 'Committed to Green' program is the 'Green Globe' program, which is based on recommendations from Agenda 21 from the earth conference held in Rio de Janeiro in June 1992.

Specifically, Carvoeiro Golf has initiated a number of management practices

such as: inkpot and toner cartridges to be refilled and reused, pesticides to be used as 'correctives' rather than 'preventatives', machine oil to be recycled via a specialist company, paper to be recycled along with other packaging such as fertilizer and pesticide containers. Initiated in March was an agreement with the Algarve University to offer three students work placements which will involve the study and cataloguing of the flora and fauna on the golf courses.

Golf industry veteran Burress retires

Former builder, super plans to open own consulting firm



Gene Burress

MELBOURNE, Fla. — Saying "golf has really been good to me and an exciting adventure," Eugene Burress is retiring as manager of golf operations for the Brevard County Parks and Recreation

Department and its three courses.

"It's been a great near-40 years in the golf business and 54 years playing the game," said the 67-year-old Burress, whose credentials include being a founding member of the U.S. Golf Association's (USGA) Public Golf Committee and serving on its Public Links Championship Committee for 10 years.

Burress was a golf professional, a certified golf course superintendent and built 14 golf courses, personally designing or

redesigning eight courses and working with architects Michael Hurdzan, Jack Kidwell, Arthur Hills and Charles Ankrom.

After 20 years in the U.S. Air Force as a golf professional and superintendent, he supervised Cincinnati's seven golf courses from 1973 to 1991 when he took over as general manager of the 27-hole Cocoa Beach (Fla.) Country Club, supervising construction of a new 18-hole course and clubhouse. After two years as a consultant, he went to work for Brevard County.

He was executive director of the Ohio-Kentucky-Indiana Golf Association from 1981-90, a public golf advisor to the Greater Cincinnati Golfers Association from 1982-90 and a trustee to the Ohio Turfgrass Foundation from 1978-79.

The Cincinnati native won state superintendent golf championships in Florida in 1973 and Ohio in 1975, and qualified for the 1982 USGA Public Links Championship.

Burress left his position May 31 and opened Gene Burress Golf Consulting Services.

ClubCorp capitalizes on Pinehurst

DALLAS — ClubCorp has formed The Pinehurst Co. to replace what was formerly known as ClubCorp Resorts.

The new division was crated to leverage the worldwide recognition of ClubCorp's flagship golf destination, Pinehurst (N.C.) Golf & Country Club. The Pinehurst Co. will include Pinehurst (site of the 1999 and 2005 U.S. Open Championships); Barton Creek in Austin, Texas; Daufuskie Island, S.C.; The Homestead in Hot Springs, Va.; and Palmilla in Los Cabos, Mexico.

"The formation of this new company acknowledges the importance of our world-class golf resorts and helps us to direct the strategic growth of the company," said ClubCorp President and Chief Executive Officer Robert Dedman Jr.

The Pinehurst Co. will also include the Golf Institute, certain designated corporate clubs, and retail and resort realty divisions. The Pinehurst Co. has a real-estate development division, which has formed an alliance with Charlotte, N.C.-based Celebration Associates LLC. Celebration Associates is involved with the Pinehurst Co. in pursuing real-estate opportunities at the company's existing resort locations.

GolfMatrix acquires GolfSouth portfolio

SCOTTSDALE, Ariz. — GolfMatrix has acquired GolfSouth L.L.C., and its varying golf course ownership interests.

The 14-course portfolio is located throughout the Mid-Atlantic and Southeast. The acquisition calls for GolfMatrix to purchase all shareholder interests in GolfSouth L.L.C., and related entities, including GolfSouth Management, GolfSouth Clubs, GolfSouth Capital and GS Communities. The deal also includes retiring GolfSouth's debt with ClubLink Corporation.

The acquisition will immediately position GolfMatrix as a major company in the golf acquisition, management and development industry.

"This is the first step toward achieving our goal of establishing a national company with over 50 facilities in the next five years" said Deron Bocks, president of corporate operations at GolfMatrix. "When we founded the company, we targeted the Mid-Atlantic, Southwest, and Northern Midwest as our primary areas of focus for future growth. This acquisition provided us an excellent platform for future growth as well as a tremendous opportunity to establish ourselves as a dominant player in one of our key geographic regions."

The portfolio of courses stretches

Palmer promotes handful of key personnel

ORLANDO, Fla. — Arnold Palmer Golf Management has promoted several key company executives.

Tim Tierney becomes chief operating officer. Prior to the promotion, Tierney was best known for his efforts as vice president of operations at Palmer Golf.

Brian Donahue has been named director of sales and marketing. Donahue joined Palmer Golf management in June after a nine-year career in various positions within the golf course management industry.

Sue Gorman, previously manager for retail operations at Palmer, was promoted to vice president of retail.

On the food and beverage side, Chris Caserta — an industry veteran with such nationally branded franchises as Hard Rock Cafe and Planet Hollywood — has been named vice president of food and beverage operations.

In addition to successfully managing national vendor accounts, Caserta has played key roles in the staffing and training aspects of Palmer Golf's course acquisitions.

Among others promoted was Lori Ness to vice president of information technology. Since joining the company in 1998, Ness has been largely responsible for

implementing much of the new technology and infrastructure needed to keep up with the growing Palmer network of courses.

On the planning side, Charles Bracher was named director of corporate planning and Tony Leonard director of planning and analysis.

Others receiving promotions

were Darlene Fountain and Christine Wilton as new assistant controllers and directors, while Lori McLarney and Lu Ann Harkins have been made accounts receivable manager and accounts payable manager respectively. In addition, Ken Oehlers has been promoted to regional marketing manager.

NGCOA, IBS REACH AGREEMENT

CHARLESTON, S.C. — The National Golf Course Owners Association's Smart Buy Network has reached agreement with Integrated Business Systems (IBS), a leading provider of point-of-sale software, to offer an integrated auto-replenishment feature in the Smart Buy Network electronic commerce system. All NGCOA member courses that have the IBS point-of-sale system will have the ability to generate purchase orders automatically when inventory reaches a certain level. This will reduce the time spent waiting for sales representatives to call and the time spent by pro shop staff in re-ordering products.


GolfMatrix

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from Baltimore to Baton Rouge and includes clusters of courses in Northern Virginia and Pinehurst, North Carolina. All of the facilities are 18-hole layouts, with the exception of FoxFire Golf & Country Club in Pinehurst, which has 36 holes.

"This portfolio was attractive to us because most of the core courses have been either newly opened or renovated within the past four years," said Scott Van Newkirk, president of club operations and marketing. "Our mission will be to capitalize on the infrastructure already in place by dramatically increasing customer-service levels, course conditioning and member programs."

Another major benefit of the deal for GolfMatrix will be acquiring the existing financial, marketing, development, operations and construction expertise of the corporate and facility personnel at GolfSouth. In addition to the existing management team, GolfSouth founder Barton Tuck will also remain with the new company.

Corporate headquarters for GolfMatrix will remain in Scottsdale, and current GolfSouth offices in Greenville, S.C. will serve as the Eastern regional location. 

GOLF COURSE NEWS

Losing fertilizer to mower pickup just doesn't cut it.

What a waste. Applying fertilizer one day, only to have it picked up by the mowers

NOVEX™

the next. With some fertilizers it's par for the course. But not with NOVEX™, the new homogeneous, controlled-release fertilizer from LESCO.

The tiny, uncoated NOVEX particles readily penetrate the turf canopy. They resist mower pickup even when applied to extremely dense, low-cut putting surfaces. And that's a real advantage in more ways than one.

With NOVEX, you don't waste money by throwing away a

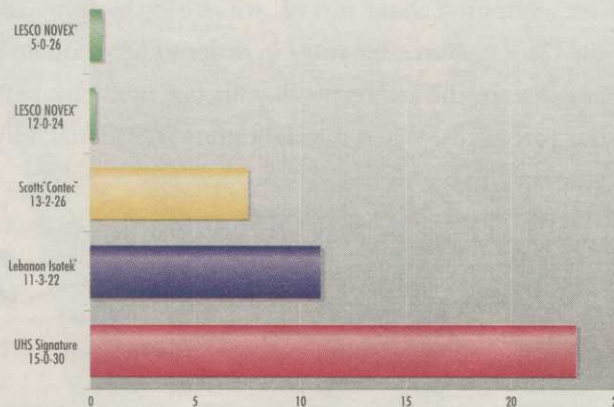
significant amount of fertilizer with the clippings. And the fertilizer stays in the turf so it can do the job it was intended to do. With that kind of efficiency you may even find yourself applying less product. And another benefit? NOVEX is barely visible to the golfers.

NOVEX is available now in an assortment

of analyses in fairway or greens-grade particle size. Try it. You'll see. This is a great fertilizer not only for what it does, but also for what it doesn't do...get thrown away with the clippings. Contact your LESCO Professional or call 800.321.5325.

Fertilizer Loss To Mower Pickup

(The Pennsylvania State University 1999)



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