Visentin named ClubLink CFO

KING CITY, Ontario — ClubLink Corp. has appointed Robert Visentin chief financial officer. Most recently Visentin was vice president, project operations and capital planning and has been a member of the corporation's senior management team since 1997. Visentin came to ClubLink from Brookfield, where he held various senior financial positions, including chief financial officer of Brookfield Homes from 1994 to 1997.

ClubLink has also agreed to sell five acres of vacant land adjacent to ClubLink's Aurora Golf Club to an entity owned by Verdiroc Holdings Limited (“Verdiroc”) of Toronto, subject to rezoning and severance. Plans for this site include a first-class residential development that will incorporate a new clubhouse area for Aurora Golf Club at no cost to ClubLink. The previously announced joint venture with Armadale Properties Limited and Verdiroc, established to jointly develop this land, has been terminated. In addition to the above five acres sold to Verdiroc, ClubLink continues to own other surplus land adjacent to Aurora Golf Club that had been included in the joint venture.

DPC names Nelson GM at Sweetwater

LONGWOOD, Fla. — Dave Nelson has been named general manager of Sweetwater Country Club here. Sweetwater is one of three Orlando-area courses operated by Diamond Players Club. Nelson was formerly regional vice president of Sports and Fitness Management, Inc. in St. Louis. He was also general manager at Heatherwood Golf Club, a private facility in Birmingham, Ala., for seven years. He has 20 years in golf management at private and semi-private clubs throughout the United States.

A native of Clinton, Iowa, he attended the University of Wisconsin, majoring in agronomy.

TEC PURCHASES SUSSEX NAT'L

EAST SUSSEX, England — Chesterton HMH has sold East Sussex National Golf Complex to a new group called The European Consortium (TEC). The aim of the new owners, who have extensive interests throughout Europe, is to build out the 200-bedroom hotel. The guide price was £10 million for the 1,100-acre estate which comprises two golf courses, a hotel and residential properties. East Sussex was the venue for the European Open in 1993 and 1994.

ClubbCorp hires Fazio to remodel Firestone CC

AKRON, Ohio — ClubCorp has hired Tom Fazio to remodel the West Course at Firestone Country Club. The West Course is the shortest and newest of the three 18-hole courses at Firestone Country Club's facility. The West Course opened in 1989, but has never competed with the better-known North and South courses. "We're taking this step to basically improve the overall level of Firestone's facilities," said Don Padgett II, Firestone's vice president and general manager.

Fazio recently completed renovations at ClubCorp's Pinehurst No.4. With many of the same elements to the remodeling, Fazio's work on Pinehurst No.4 sparked the renovation idea at Firestone Country Club. The West Course will close October 1 and will not reopen until June 1, 2002. Cost is estimated at $7 million.

To some lenders this is a very risky situation.

Many lending institutions can't afford to dedicate the necessary resources to fully understand golf course financing. First National is one of the largest lenders to golf courses, with substantial experience lending domestically and internationally. No one understands this specialized asset class better than we do.

As a principal lender—not a division or subsidiary—we make our own decisions, we make our own loans and we can usually provide higher valuations and higher loan limits to golf facilities. And we continue to service our loans so our borrowers always deal with the principal lender.

See why your first choice should be First National, for acquisitions, construction, renovation or refinancing loans.