

## BRIEFS



## TROON HANDS OUT AWARDS

TUCSON, Ariz. — Troon Golf handed out several internal awards during its recent Troon Golf Management Conference 2000 here. Talking Stick Golf Club in Scottsdale was named Golf Facility of the Year; Kierland Golf Club in Scottsdale, Newcomer of the Year; Hal Akins of Legacy Golf Club in Bradenton, Fla., Superintendent of the Year; Laura Scrivner of Sheraton Tamarron Resort in Durango, Colo., Golf Facility Manager of the Year; and Westin Mission Hills Resort and Golf Club in Rancho Mirage, Calif., Most Improved Facility of the Year.

## SERVISCAPE ADDS MICH. COURSE

JACKSON, Mich. — Lakeland Hills Golf Course has hired ServiScape Inc. to manage its 18-hole course here. Lakeland Hills was founded in 1968 and has been managed by the Gibson family since then, according to General Manager Maggie Gibson.



ACQUISITIONS

## CLUBLINK CFO RESIGNS

KING CITY, Ontario, Canada — ClubLink Corp.'s Kim Robinson, the Canadian course management firm's senior vice president and chief financial officer, has given notice of his intention to resign his position to pursue opportunities with technology companies. He will remain at ClubLink through March 31 to ensure a smooth transition, and to complete the finalization of the company's 1999 year-end audited financial statements. Robinson has been with ClubLink since 1995.

## IGM ADDS FLA. LAYOUT

LAKELAND, Fla. — International Golf Maintenance, Inc. (IGM) has signed a maintenance agreement with Highland Club at Highland Lakes, an exclusive golf course retirement community in Palm Harbor, Fla. The agreement gives IGM responsibility for maintenance of the golf course and for supervision of the facility's irrigation system for its common grounds. The 27-hole course at Highland Lakes was designed by Lloyd Clifton and constructed in 1980. Members have the option of playing the three, nine-hole executive courses in 18-hole combinations of their choosing.

## ClubCorp, Weiskopf team up in Mexico

PUERTO VALLARTA, Mexico — ClubCorp has contracted with Tom Weiskopf to design a second course at La Vista Vallarta, a public-access property here.

The first course at La Vista Vallarta was designed by Jack Nicklaus. Construction of the Nicklaus layout is underway and should be completed by the end of the year.

The Nicklaus course is being built on rolling terrain along the property's highest elevation. The Weiskopf course will be built in the more rugged, dense jungle portion of the property, providing a marked contrast to the Nicklaus course.

Weiskopf, a professional golfer and

course designer, has designed 35 courses, including the Troon North and Pinnacle courses in Scottsdale, Arizona, USA; Zimbali Country Club near Durban, South Africa; and Loch Lomond in Luss, Scotland.

"The site is one of the most dramatic inland properties I've seen anywhere in the world," Weiskopf said.

Weiskopf course construction is underway and expected to open by April 2001.



Tom Weiskopf

ClubCorp's Latin American Group purchased the land, which spans more than 700 acres in the foothills overlooking Puerto Vallarta. In addition to the two courses, La Vista Vallarta is expected to include private real-estate and hotel uses.

Plans for La Vista Vallarta began more than two years ago. The deal represents the first time federal land has been sold to a foreign company in this part of Mexico, according to a ClubCorp statement.

ClubCorp also operates a second Puerto Vallarta property — Club de Golf Marina Vallarta, which features an 18-hole, Joe Finger-designed course.

## Golden Bear adds Calif. track to portfolio

NORTH PALM BEACH, Fla. — Golden Bear Club Services has signed a multi-year management contract with Pasadera Country Club, a Jack Nicklaus Signature course located in Monterey, Calif.

Under the terms of the contract, Golden Bear Club Services will manage the entire club, which will include the Nicklaus course, practice facility, 37,000-square-foot clubhouse, and a swim and tennis complex. The 6,800-yard course has elevation changes of up to 350 feet and views of Monterey Bay.

The Robert Lamb Hart-designed clubhouse features an Old Monterey style architecture with a grand courtyard. The clubhouse will include multiple food and beverage outlets, men's and ladies' locker rooms, fitness center and spa, lap pool and golf shop. The swim and tennis complex will include multiple pools and five tennis courts.

Pasadera Country Club is the centerpiece of the Pasadera master-planned community, which will include 253 homes. The non-equity private club's golf course is scheduled to open this spring. The clubhouse and swim and tennis complex are scheduled to open this fall. The Jack Nicklaus grand opening event is scheduled for June 11.

## Casper to improve and operate Maryland facility

VIENNA, Va. — Billy Casper Golf Management (BCGM) has been selected to provide turnkey management services to Deer Run Golf Club in Berlin, Md., located 11 miles outside the golf and beachfront community of Ocean City, Md.

BCGM's initial project at Deer Run is to undertake an estimated \$1-million capital enhancements program. Components of the program include completing the conversion of the original executive course into an 18-hole championship layout. The clubhouse will be transformed into a sit-down, indoor/outdoor cafe, and the golf shop will be upgraded in presentation and merchandise selection. BCGM anticipates the majority of the renovations to be completed by April 1, the start of the peak golf season on Maryland's Eastern Shore.

BCGM also announced that the new look at the facility, which opened in 1997, also prompted a name change to Deer Run Golf Club from the former Greenfields Golf Course.



## DEL WEBB LIGHTS IT UP

The 5th hole on the new San Gorgonio nine at Del Webb's Sun City Palm Desert (Calif.) facility. The layout is a continuation of the original 18 holes, which were also designed by Billy Casper. The new holes feature six lakes and numerous date palms.

## CMAA works with Audubon to improve club environment

ATLANTA — The Club Managers Association of America (CMAA) is partnering with Audubon International and the United States Golf Association (USGA) to offer member facilities a Full Facility Environmental Audit.

The program is built on ground work laid by the Golf Course Superintendents Association of America and USGA that ensures golf courses are managed in an environmentally responsible manner, CMAA Executive Vice President and Chief Executive Officer (CEO) Jim Singerling remarked during the recent CMAA Annual World Conference on Club Management here.

The CMAA audit, developed in cooperation with Audubon International, will address issues throughout the club facility including dining facilities, parking lots, roads, repair and maintenance facilities.

"This checklist gives you the equipment and guidance to perform an internal self assessment based on standard, widely accepted environmental management practices to measure overall environmental performance," Singerling said.

The audit will yield an overall facility score that will highlight strengths as well as opportunities to improve environmental management of the club.

Also during the conference:

- Singerling outlined a three-year Strategic Plan developed by CMAA and Moore & Associates based on research and interviews with association members. The first year agenda focuses on education — beginning with an effort to educate club boards about CMAA — and improving member education in Chief Financial Officer skills, leadership, regulatory strategies, board management, time management, supervisory skills for the non-CEO manager, and human resource management. The second year of the Strategic Plan calls for expansion of chapter education programs and

Continued on page 56



## NGF, VGM offer mutual membership discounts

JUPITER, Fla.— The National Golf Foundation (NGF) and VGM Golf have entered an agreement that will provide added value to their respective members. The 4,000 golf facility members of the NGF can join VGM Golf at a reduced rate while likewise, the 1,800 members of VGM Golf can join the NGF at a reduced rate.

Full benefits of membership in each organization will be provided under this agreement.

The National Golf Foundation is an industry trade organization that provides golf business research, information and consulting services to golf facilities and businesses in the United States and Canada. VGM Golf is a na-

tional buying alliance for golf facilities in the United States and Canada, providing discounts on more than 160 golf products and services used in every aspect of operating a golf facility.

Said Barry Frank, vice president of membership services for the NGF, "Partnering with VGM Golf is a natural effort since we're

both trying to provide valuable products and services to our golf facility members — but in very different, yet non-competitive, complementary ways."

NGF and VGM Golf members who want to take advantage of the new alliance will be able to make one combined membership payment each year. Golf course owners and operators who are not currently members of either orga-

nization can join both at the same time and receive the same program advantages.

Additional information regarding the program can be obtained by contacting the NGF at 888-NGF-2500 or VGM Golf at 800-363-5480. Further information on the specific products and services provided by each organization can also be found at [www.ngf.org](http://www.ngf.org) and [www.vgmgolfinc.com](http://www.vgmgolfinc.com).

**NEW**

# Millennium Ultra®

## On Fertilizer

- **Contact & Systemic Mode of Action**
- **Kills Spurge, Oxalis Ground Ivy & Clover**
- **Specifically Formulated for Turf Professionals**



1-800-298-4656  
[www.hojo4turf.com](http://www.hojo4turf.com)

## Yamaha helps NGCOA chapters

FORT LAUDERDALE, Fla. — Yamaha Golf Cars presented \$26,000 in incentive awards to chapters of the National Golf Course Owners Association (NGCOA) at the NGCOA annual meeting here.

The Yamaha Chapter Incentive Awards Program was created to reward NGCOA chapters that surpass goals for the sale or lease of Yamaha Golf Cars. Chapters that surpass their goal receive \$1,500 checks. The chapter with the most sales, and the chapter with the highest percentage of improvement, each receive checks for \$5,000.

The total volume award winner was Texas, whose members purchased a total of 1,273 Yamaha golf cars. The most improved chapter was Maryland, which went from zero to 155 golf cars sold. Chapters that met their sales goals for 1999 were California, Georgia, Maryland, New England, New York, Ohio, South Carolina, Sandhills (Pinehurst area), Texas and Wisconsin. Special awards of \$500 went to New York and California.

Over 13,000 Yamaha golf cars were sold or leased in 1999 through the NGCOA's Smart Buy Network, shattering projections and beating 1998's total by nearly 28 percent. In fact, the sales total has increased each of the past four years— 25 percent in 1996, 42 percent in 1997, 22 percent in 1998 and 27.5 percent in 1999.

## CMAA

Continued from page 55

raising the bar on the standards for the Certified Club Manager program. The final year of the three-year plan will explore additional ways to improve the professional image of club managers.

• CMAA members elected officers and directors during the Atlanta gathering. Warren Arseneaux of the Poinsett Club in Greenville, S.C., was elected president; Sandra Frappier of the Fort Wayne (Ind.) Country Club was elected vice president; and Peter Tunsley of The Stanwich (Conn.) Club was elected secretary-treasurer. The results of the director elections were unavailable at press time.