Drought conditions on East Coast to persist into spring

By A. OVERBECK

The warm and dry winter along the entire East Coast has helped courses increase play and has allowed superintendents to tackle more off-season tasks. However, as dry weather has persisted into March, courses from Maine to Georgia are facing the possibility of entering spring under challenging drought conditions.

Some states have already declared drought emergencies and put restrictions into place and many more states could follow suit. The long-term forecast from the National Oceanic and Atmospheric Administration (NOAA) calls for a slight improvement but predicts water shortages will continue to persist through May. Among the more staggering drought indicators are:

- The Northeast experienced the second driest September through February in the past 107 years.
- NOAA said the drought, which started in some areas in 1998, is now classified as hydrological because of low ground water, lake and well levels. These droughts typically last longer to end.
- Drought emergencies have already been declared in New Jersey and in 26 counties in Pennsylvania (See related story on page 8). At press time, New Hampshire and Maryland were close to declaring emergencies.

"This winter drought is not unprecedented, but it is unusual for such a large area to share a drought of this magnitude," said Continued on page 12

Organic golf activists score major victory

By A. OVERBECK

BROOKLYN, N.Y.—The Long Island Neighborhood Network (LINN) has won a major victory in its battle to make all new golf courses organic. A four-judge Appellate Division panel here unanimously reversed a lower court decision Feb. 25 and ordered the Town of Stony Point to comply with SEQRA (State Environmental Quality Review Act) by completing a full environmental impact statement (EIS) before continuing work on its $18 million Rick Jacobson-designed golf course.

The decision builds on a similar lower court victory and settlement in Suffolk County in 1998 (CCN June 1999) that forced the county to commit to making its two new 18-hole courses in Yaphank completely organic. The recent decision, however, could set a precedent on a larger scale since it would apply to Nassau and Suffolk counties in addition to Brooklyn, Queens, Staten Island, Orange, Continued on page 5

Gotham, First Union Real Estate to merge

By DEREK RICE

NEW YORK — On the same day National Golf Properties announced its planned merger with American Golf Corp., First Union Real Estate Equity and Mortgage Investments and Gotham Partners LP also agreed to merge. The resulting entity, Gotham Golf Corp., will be a publicly traded company.

Representatives from both companies declined to speak on the record for this story because a registration statement had not yet been filed with the Securities and Exchange Commission. There is no formal target date for completion of the merger, although if it has not been completed by August 31, payouts to First Union shareholders increase.

The deal has been in the works for some time now, and has been through many proposed incarnations Continued on page 20

Toro, GE Capital create financial offering

By ANDREW OVERBECK

BLOOMINGTON, Ill. — The Toro Co. has partnered with GE Capital Venture Financial Services to provide a branded, single-source financing solution for golf courses and municipalities. The move not only consolidates the company's previous financing options but it also gives Toro access to a financing arm that is larger than Textron Financial Services and John Deere Credit. Textron Financial Services and John Deere Credit have managed assets of $8.1 billion and $13 billion, respectively, and GE Capital has served assets of nearly $20 billion. Continued on page 25
Toro teams with GE Capital to provide branded financing solution

Continued from page 1

"Previously we had no formal agreement for either irrigation or turf equipment," said John McPhee, regional business manager. "This is a next-generation product. We have put the Toro brand on it and it is all-encompassing, from irrigation to turf equipment."

McPhee, who helped structure the GE Capital agreement, said the financing solution will help Toro compete more directly with Textron and John Deere, but pointed out that the company will concentrate on cash flow-based lending.

"As long as the customer is creditworthy and meets the qualifications, we can provide financing beyond Toro products," he said. "Things like design fees, installation costs and pump houses can be added in."

**FINANCING A POPULAR OPTION**

According to McPhee, approximately 75 percent of equipment purchased today is being financed either through a manufacturer's financing program, a local bank, or a national provider.

"Financing is becoming a larger part of the business solution that we are trying to provide our customers," he said. "As Wall Street money and management companies have gotten into golf courses.

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