Troon looks to continue strong growth in 2002

By DEREK RICE

SCOTTSDALE, Ariz. — Troon Golf hopes the momentum it gained during a strong first quarter in which it added 10 new management contracts will carry over into the remainder of 2002, said Dana Garmanny, Troon’s chairman and CEO.

“We’re a little bit ahead of where we should be, and we hope we can continue,” he said. “We think we’ll pretty much do what we’ve projected in our budget, which is similar to what we did last year and the year before.”

The only thing that will stand in the way, Garmanny said, is if Troon decides it doesn’t have the personnel to take on the project.

“Growing for us is really a matter of growing where we think we have the people to support those jobs,” he said. “If we stop growing it will be because we can’t staff the jobs or don’t have the people to do it.”

Garmanny said a large part of his company’s growth can be attributed to the slow economy.

“For now, things are moving in a good direction and we’ve seen that the economy moving slower has, if anything, only speeded up the number of requests we’ve gotten to take a look at deals,” he said.

With its management contract at Newport National in Newport, R.I., along with contracts in the Boston and New York areas, Troon is moving into the Northeast, a region where it hasn’t had a strong presence. However, Garmanny said, the

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Redstone retains Houston flavor

By DEREK RICE

HOUSTON — Two years ago, if you asked Evan Johansen, the new CEO of Redstone Golf Management, where his company would be today, he probably would have told you Redstone would be a national golf course management company. Today, however, that goal is much different, with the company hoping to keep its management contracts close to its Houston home base.

Aside from the five-course Bear Trace, a track of Jack Nicklaus-designed courses in Tennessee, all of the 13 courses the company owns or manages are within a short period of time. We just feel at this time this is our best strategy.”

That strategy appears to be paying off for Redstone, which recently signed a 10-year agreement to host a PGA event, the Shell Houston Open. That opportunity came almost by accident, Johansen said. The PGA and the Houston Golf Association wanted to move the event out of The Woodlands and into the city itself, and had targeted the city-owned Memorial Park. That didn’t sit too well with some in the community, who were unwilling to give up their park for the few weeks the tournament would have required.

“As that deal fell through, it became an option for us to host that tournament on one of our courses,” Johansen said. “Redstone Golf Club (formerly El Dorado) is where we will host the tournament in a look at a green, our guys can be there in a short period of time. We just feel at this time this is our best strategy.”

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