Management companies

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management contract basis, they become part of this bigger family. Through some of our upgrade programs, they can get access to these other clubs around the country and in Mexico and Australia."

One reason OB Sports, of Scottsdale, Ariz., has been able to succeed in this economy is its longevity in the business, said C.A. Roberts, OB Sports’ vice president of business development.

"So many people jumped into golf management in the late ’90s because it looked like a sexy little business to be in, and almost all of them are gone," Roberts said. Roberts said the down times in golf and in the economy of people who want to try something on their own is lower than the number of people who want to try something on their own in a prosperous time," Garmany said. "We think we’ve had clients call us who three years ago may have tried to do it themselves but won’t do that today. It’s increased the number of things we look at, but we’re not doing any more deals than we’ve done every year."

Garmany said Troon is cautiously optimis-