GRIP: Matching movers, shakers Continued from page 1

have obviously been scouring the papers for the kind of vehicle we're offering. We did not expect

an immediate critical acclaim for the service." The electronic service makes matches between investors and golf/recreation industry entrepreneurs who have joined GRIP

looking for finances. More than 70 entrepreneurs and 1,520 investors are listed in GRIP, and Forecast aims to add another 1,000 investors by the end of the year.

From apparel to golf courses, to backing a touring pro — opportunities abound, according to Marlowe.

He said: "We are building up the number of investors who are interested in things other than golffacility projects. A lot of people are interested in the rack business. Finding an investor who is specifically interested in backing a Tour player might not be so easy. But there are people out there who are interested in that type of thing.

"We are also getting individuals — architects and landowners calling. Some say, 'I'll dedicate land if you'll find a developer.' Every golf course development company in the country has deals like that. Whether they are viable or not, we can't say. But they are there."

Saying GRIP is micro-market focused, Marlowe added: "It is important to us that every business gets a fair shake. It's important that no business goes out of business because it can't get what it needs.

"We are trying to continue industry growth as a result of this service, because there is nobody out there watchdogging the small business, which is where ... innovations come from."

Lamenting that obtaining a patent today is difficult and costly, Marlowe said: "Without an angel to help these guys, a lot of patents and ideas will never see the light of day. And yet, they have the impact of potentially revolutionizing the industry and contributing to a big growth spurt in golf again.

"GRIP could conceivably become a major clearinghouse for the industry, if we can empanel the board we envision for it ... and if we ultimately create the Center for Entrepreneurial Study we intend.

"It's easy for (a major 'name' developer) to got out and say I need \$5 million or \$10 million to build a course. Merrill Lynch will chomp at the bit to do it for them. But who does the average guy go to? And yet, the backbone of this industry has always been small business."

Stressing that GRIP does not compete with the National Golf Foundation, which is "macro-oriented," Marlow added: "We saw a void and we intend to fill that void. That means we have to cooperate, complement and supplement all the existing organizations. And that's all we have in mind."

GRIP system computer-driven, but user-friendly

DEVELOPMENT

Golf & Recreation Investment Program may be computer-driven, but it works simply.

This is how:

• An entrepreneur seeking funding presents a profile of their business and what they are going to do with the funds they are soliciting.

GRIP matches that profile against all the investors' investment profiles.
When there is a match, the invest-

ment opportunity profile is sent to the investor, or investors.

• If an investor gets back to GRIP and expresses interest, GRIP tells them how to contact the entrepreneur.

GRIP membership costs \$100 for a six-month listing for entrepreneurs; \$200 a year for individual investors; and \$500 a year for corporate investors. Investors must be "accredited" under the U.S. Exchange and Securities Commission because GRIP cannot supply any counseling as to the potential success of the deal.

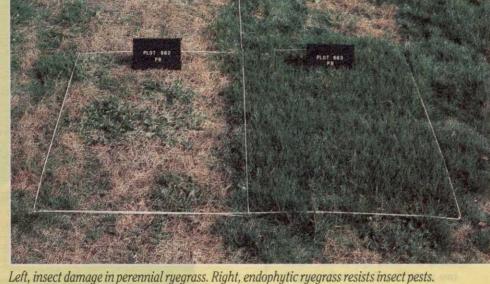
"We don't get any fees at all that have anything to do with the successful completion of the project. We are not a broker," said Scott Marlowe of GRIP's operator, Forecast Golf Marketing and Financial Systems, Inc. in Richmond, Va. "Our only revenues from GRIP are subscription fees. Those fees are set up to cover only our operating costs. We are only trying to provide a service to the industry designed to keep it growing."

Marlowe said he wants to add more entrepreneurs and inventors to join the program. More members should translate into more matches being made.

"We now have 70-plus entrepreneurs and 1,520 investors," he said.



New turf breeding discovery proves resistance to bill bugs, sod webworm, grubs and other pests without harmful chemicals!



CITATION II Turf-Type Perennial Ryegrass

is well known for its rapid establishment, fine texture, dark green color, improved mowability and drought tolerance, both in a monostand or as part of CBS II blend. But, the REAL plus is Citation II's high endophyte level (over 80%) that make it naturally resistant to leaf eating insects.

This plus results in savings . . . in chemical costs to maintenance people and less exposure to insecticides for applicators, homeowners, golfers and picnickers.

Citation II is not only an investment in finer turf, but it's a savings account for turf managers... and our delicate planet.

PVP 8400142. Unauthorized propagation prohibited.



Black lines are endophyte mycelium in leaf tissue.

Qualified turf grass associations can earn cash for turf research by saving Citation II Oregon certified blue tags. Call us or write for details.





Magnified endophyte in seed.



PO Box 250, Hubbard, OR 97032 Outside Oregon 1-800-247-6910 503-981-9571 TWX 510-590-0957 FAX 503-981-5626