MANAGEMENT

City, pros haggle over appropriate compensation

LINCOLN, Neb. - Persons active in the sports field frequently press for renegotiation of their contracts.

Bob Schuchart and Marc Cruse, golf professionals at Holmes and Mahoney courses respectively, would be content to retain the status quo. But city Parks and Recreation Director Jim Morgan sees a conflict of interest in their investor involvement in the Crooked Creek golf course being developed in this city.

Half the course is ready to be seeded next year. It should open in 1995.

Discussion of new contracts, set this month, will contain loyalty clauses that would prohibit

the pros from having active interests in any competing golf facilities in the Lincoln market.

Schuchart and Cruse now keep 100 percent of revenue from golf cart rentals, food and beverage sales, driving range fees and pro shop sales. The city gets the green fees.

Morgan estimates Schuchart and Cruse earn several times the national average for golf pros, rated in the upper \$70,000s. Midwestern pros average in the upper \$40,000s, Morgan said. Schuchart terms these figures too high and "nowhere near accurate."

Morgan said the pros' annual statements are "somewhat vague." An audit is being conducted.

Women's golf conference set

WEST PALM BEACH, Fla. -The executive Women's Golf League, now 50 chapters strong with over 3,500 members nationwide, will be hosting their second annual national conference, "Business Links '94" on Feb. 4-6. The event is being sponsored by Office Depot, and will be taking place at the Breakers Resort in Palm Beach.

The Executive Women's Golf League was formed to help unite businesswomen who wanted to learn how to play the game, not just how to swing the club. The

keynote speaker for the awards dinner at The Breakers is Jeri Sedlar, editor-at-large for Working Woman Magazine, and author of the new book, "On Target."

The Registration Fee for Business Links '94 is \$225 for EWG members and \$275 for non-members.

Proceeds from this event will benefit the EWG Mentor and Scholarship Program for junior girl golfers. For more information, please call the Executive Women's Golf League at 407-471-1477.

Former GCSAA staffers open new business

LAWRENCE, Kan. - The St. Andrews Corp., a management services company for golf, events, businesses and associations, has been opened here by several former employees of the Golf Course Superintendents Association of America (GCSAA).

Former GCSAA Executive Director John M. Schilling is president of St. Andrews. Diana Green, who worked at GCSAA for 18 years, most recently as senior director of operations, is vice president. A St. Andrews vice president and general counsel is Robert Ochs, who formerly served as GCSAA legal counsel. Another GCSAA employee, John C. Epperson has left his Center for Golf Course Management market research manager post to become director of research and information systems at St. Andrews. Initially, St. Andrews will focus

on management services for golf courses, associations, managing conferences/trade shows, special events and providing market research for any clients' needs, said Schilling, who added that all of these services will be marketed to both domestic and international clients.

SAFECO offers club insurance

SEATTLE-SAFECO Insurance Co. of America has introduced a new policy providing coverage for golf courses and country clubs.

The policy is called SAFELINKS and offers coverage for greens, tees and fairways as well as bridges, roadways, fences and other structures.

It can cover member and guest property, money, securities and income lost due to business interruption. SAFELINKS offers optional liability coverage for personal injury, liquor liability, directors and officers liability, and fertilizer, herbicide and pesticide pollution.

Options for umbrella overage, special events and workers compensation are also available.

For more information contact William Bell at 206-545-5887.

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