

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION  
VOLUME 8, NUMBER 3  
MARCH 1996 • \$4.50

## INSIDE

### Twin Peaks

Scotts has named its Tradition of Excellence winner, and the TPC Network has honored its best ..... 15

### GCSAA Wrap-Up

Did you miss the show in Orlando? Worry not. We've recorded all the high points for posterity ..... 30-35

### Acquired Taste?

Lesco/ProLawn, Flowtronex/Amiad, Toro/Liquid Ag — mergers and buyouts galore ..... 59



#### BUILDERS HONOR CORNISH

Architect Geoffrey Cornish accepts the Don Rossi Award from outgoing GCBA President Jim Kirchdorfer in Orlando. For story, see page 33.

#### COURSE MAINTENANCE

Beat the Tax Man with savvy write-offs ..... 15  
Beat the clock and save on electricity ..... 17  
Beat your algae problems with adoring fans ..... 23

#### COURSE DEVELOPMENT

Q&A with architect Lindsay Ervin ..... 43  
Old Tom Morris winner busy in the desert ..... 50  
Never mind the wait: State park gets course ..... 51

#### COURSE MANAGEMENT

EAGL becoming major player in Southwest ..... 53  
Members buy Fla. course to keep it private ..... 55  
Marriott takes over nine European properties .... 57

#### SUPPLIER BUSINESS

Juicy tidbits gathered on the trade show floor .... 59  
Federal, state EPAs sign off on products ..... 65  
What's new in the marketplace? ..... 66

## Frank dialogue earns industry respect from environmental activists

● 'Green' principles make debut in N.C.

By HAL PHILLIPS

PINEHURST, N.C. — The strength and breadth of relationships forged last year at Pebble Beach will be tested this month when representatives of the golf course industry and environmental movement meet here at the second Golf and the Environment Summit, March 10-12.

This year's attendees will review and, ideally, approve a set of "environmental principles" formulated

over the past 12 months by representatives of the golf course industry working with environmental activists. The principles are designed to guide — not necessarily regulate — golf course siting, development and maintenance practices.

"It's important to remember, these principles have been put together by a consortium of people of both sides," explained Ted Horton, vice president of

Continued on page 35

## ● GCSAA debate a turning point?

By PETER BLAIS

ORLANDO — Golf made real progress in its ongoing confrontation with the environmental movement by providing opponents a public forum here during a debate led by Harvard law professor Arthur Miller at the recent International Conference and Show.

"I attended a [GCSAA] panel discussion at last year's conference and there wasn't a single environmentalist on the stage," said Todd Miller of the North Carolina Coastal Federation. "It was a simple case of preaching to the choir. But the environmental movement is well represented here. The GCSAA has come a long way in trying to understand both sides of this debate and is to be commended for that."

In terms of PR, has golf turned a corner?

"Absolutely," said Sharon Newsome of the Na-

Continued on page 68



Arthur Miller leads the roundtable discussion on environmental matters during the GCSAA show in Orlando. Architect Michael Hurdan (left) and superintendent Tim Hiers were among the panelists.

## TIFs may hold \$ promise for municipalities

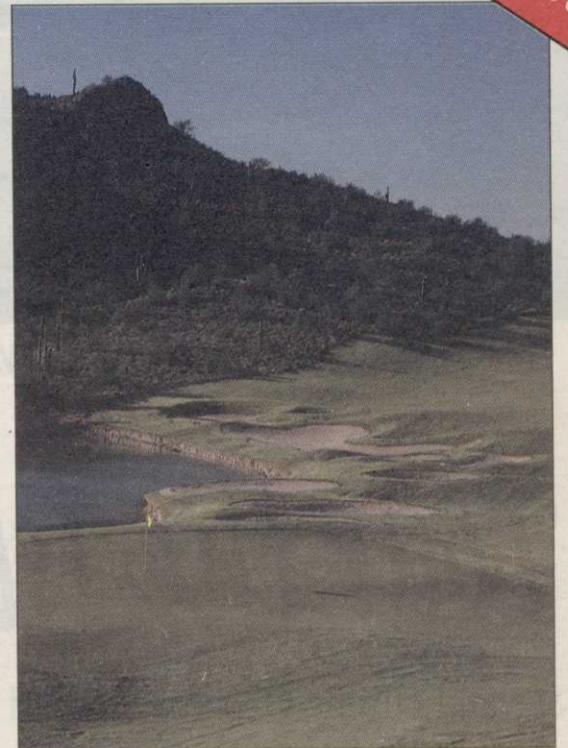
By J. BARRY MOTHES

WYANDOTTE, Mich. — An economic development tool traditionally used by cities to build downtown parking garages and revitalize neglected neighborhoods was used by city officials here to help build a championship-caliber, urban 9-hole golf course and riverfront park.

The tool is known as tax increment financing, TIF for short, and it may hold some promise as a mechanism for cities aiming to build courses within defined development dis-

Continued on page 34

Technology View  
Computer-aided golf management, pp. 38-42



#### WHERE EARTH & SKY COLLIDE

A dramatic backdrop is only half the story at Scott Miller's Eagle Mountain Golf Club in Scottsdale, Ariz. Eagle Mountain is one of two daily-fee, Miller-designed tracks to open this year in the Phoenix area. For stories, see page 43.



NGP's David Price

## Convinced that bigger is better, NGP acquires GEI

By PETER BLAIS

DALLAS — National Golf Properties' (NGP) proposed purchase of Golf Enterprises Inc.

(GEI), one of the country's largest course management companies, is the latest example of the mergers/buyout mania rocking the golf business.

"This is the best route for us to ensure optimum shareholder value," NGP's Chief Financial Officer John Berndsen said of the \$58 million would-be deal. "We're part of the ongoing consolidation occurring in the industry."

GEI owns, leases or contracts to manage 43 courses in 17 states. The agreement calls for GEI to sell its 20 owned golf properties to NGP — a real-estate investment trust established by the founders of American Golf Corp. (AGC) — and merge immediately thereafter with a newly formed AGC subsidiary. That subsidiary, which will retain the Golf Enterprises name, will

Continued on page 58