

Golden Bear

Continued from page 51

to Twin Eagles, the North Palm Beach, Fla.-based firm has a consulting service agreement with Classic Golf Resort, a planned 27-hole Nicklaus-designed private/resort project in New Delhi, India, that opened its first nine holes in April.

Golden Bear clubs in the planning stage include Golden Bear Golf Club at Boston, an 18-hole, daily-fee design by Nicklaus scheduled to open in 1999; Dos Mares, an 18-hole Nicklaus design in Puerto Rico that opens next year; and Golden Bear Golf Club at Keene's Pointe, an 18-hole private course designed by Nicklaus that will also open in 1998.

Golden Bear first entered the management business in 1974, when it assumed operational responsibility for the Nicklaus-designed Muirfield Village Golf Club in Dublin, Ohio. Eight years later, Golden Bear took over the neighboring Country Club at Muirfield, another Nicklaus design.

But it wasn't until the mid-1990s that the firm decided "the management business was a direction the company really wanted to go after," Walser said. "It was a natural complement to the other services Nicklaus offered and we saw it as a significant opportunity."

In the past two years, the company has added four more Nicklaus-designed courses to its management portfolio, including Golden Bear Golf Club at Hammock Creek in Palm City, Fla.; The Country Club of Purchase in Purchase, N.Y.; Golden Bear Golf Club at Laurel Springs in Atlanta (scheduled to open in July); and Old Works Golf Course in Anaconda, Mont. (scheduled to open in June).

Among the services Golden Bear provides are operational plans; maintenance/agronomy programs; staffing consultation and capital-expenditure planning; customized club budgets, monthly reviews and financial forecasting; membership marketing, recruitment and fee structuring; planning and design support for the clubhouse and other amenities; and development of club policies, service manuals and job descriptions for all facets of club operations.

Golden Bear Club Services generally restricts itself to management contracts, Walser said, although it also owns Golden Bear Golf Club at Hammock Creek and is a partner in the Golden Bear Golf Clubs at Laurel Springs

and Keene's Pointe.

Walser is part of a Golden Bear Club Services management team headed by Senior Vice President Mark Hesemann, who has been with Nicklaus since 1982. Walser came to Golden Bear in 1995 from Palm Springs, Calif., where he served as director of construction and development at PGA West and LaQuinta Resort for KSL

Recreation Corp.

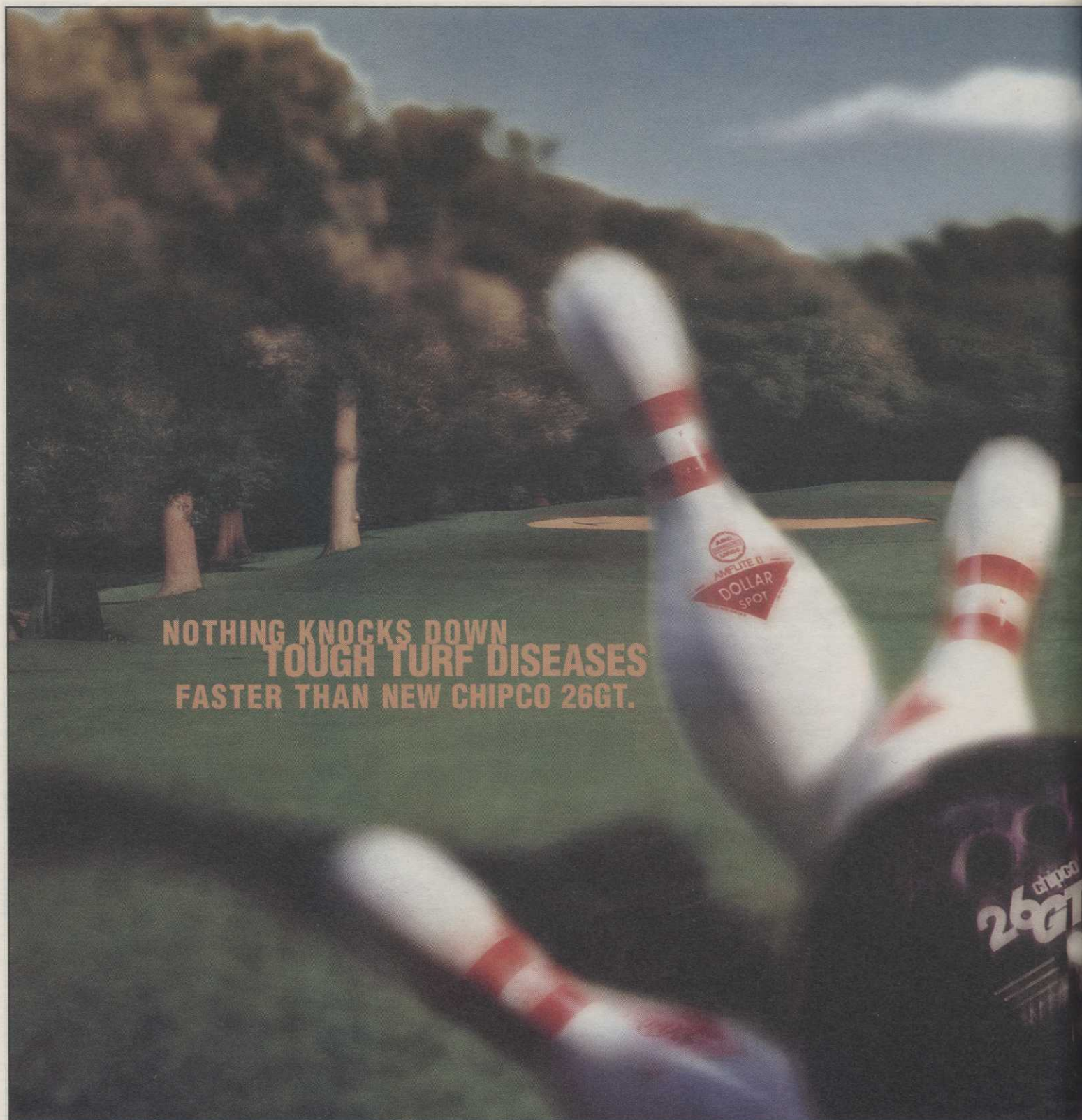
"Management companies, like Golden Bear, will continue to grow in the golf industry," Walser predicted. "We got into the business through Nicklaus Design. Now we can provide a developer with one-stop shopping providing golf course design, construction, agronomic services and club management."

Marriott to remain at Toftrees Resort

STATE COLLEGE, Pa. — Marriott Golf's management contract has been extended here at Toftrees Resort and Golf Club. Marriott has managed the facility since 1991.

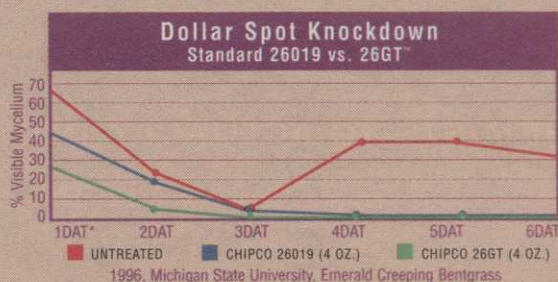
Marriott Golf will continue to manage the 18-hole facility designed by Edmond Ault.

"We are excited the contract has been extended," said Claye Atcheson, vice president-operations for Marriott Golf. "Toftrees Resort and Golf Club is consistently recognized as one of the top 10 golf facilities in Pennsylvania and we take pride in being associated with them."



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