

BRIEFS



DPC NAMES DEVELOPMENT CHIEF

ORLANDO, Fla. — Bob DiMarcantonio has joined Diamond Players Club (DPC), an Orlando-based golf management company, as vice president, strategic planning and development. DPC is headed by Arizona Diamondbacks pitcher Todd Stottlemire.



Bob DiMarcantonio

Stottlemire said DiMarcantonio, a former Walt Disney World business development executive, "will play a key role in the expansion of Diamond Players Club into

an internationally recognized provider of affordable golf facilities, golf and travel programs and branded clothing and equipment. His extensive experience in development, leasing and operation of golf, resort and theme properties adds a management dimension vital to our growth." DPC operates Sweetwater Country Club and Diamond Players Club Wekiva, both in Longwood, Fla., and is building a new course, Diamond Players Club Clermont, scheduled to open in September.

MATRIX ADDS TWO

CRANBURY, N.J. — Matrix Golf & Hospitality is continuing its expansion with the purchase of Jumping Brook Country Club in Neptune and Ashbourne Country Club in Cheltenham, Pa. Matrix teamed with Senior Tour Players Inc. of Boston on the Jumping Brook acquisition. Matrix, which leased Ashbourne for the past four years, plans to take the semi-private club private over the next three years.

RDC COMPLETES FORSGATE PURCHASE

PARSIPPANY, N.J. — An affiliate of RDC Golf Group, now owns 100 percent of Forsgate Country Club in Jamesburg, having purchased the 49-percent interest of its former partner in the property, National Fairways Inc. The two originally bought the property in September 1997 for \$24.4 million. Since the 1997 purchase, RDC has invested more than \$3.5 million in capital improvements.

CMAA'S SINGERLING HONORED

ALEXANDRIA, Va. — James Singerling, executive vice president of the Club Managers Association of America, has been nominated to serve on the U.S. Chamber of Commerce Association Committee of 100. The committee is a prestigious group of chief staff executives in the association community.



Missouri Bluffs Golf Club, a Walters Management layout in Missouri.

Walters strikes gold in St. Louis golf market

Management firm content to stay put — for now

By PETER BLAIS

Dennis Walters is bullish on the St. Louis marketplace. "Twelve years ago it was probably on the endangered species list, according to the National Golf Foundation," said Walters, president of St. Louis-based Walters Golf Management. "Since then we've opened a number of new facilities. It's become a very competitive market."

Walters entered the golf business in 1962 when his father bought Bogey Hills Golf & Country Club, a Wayne Clark-designed layout in St. Charles, Mo. The course had laid dormant for 25 years. Walters, who was in high school at the time, did some redesign work with his dad (an optometrist), and the course re-opened as a nine-hole layout later that year. Bogey Hills expanded to 18 holes a decade later and went private in 1980. Walters became the club pro.

In the early 1980s, Walters decided to follow in his father's entrepreneurial footsteps and developed Whitmoor Country Club, a private, 36-hole, Karl Litten design in St. Charles that opened in 1988. That was followed by:

- Missouri Bluffs Golf Club, an 18-hole Tom Fazio layout in St. Charles that opened in 1995 and Golf Digest later ranked the No. 1 public golf course in the state.
- The Links at Dardenne, an 18-hole public course in O'Fallon, and Gateway National Golf Links, an 18-hole Keith Foster design with bentgrass fairways in Madison, Ill., both came on line in 1998.
- The Golf Club of Wentzville (Mo.), an 18-hole public facility

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Palmer receives additional \$50m from Olympus

SAN FRANCISCO — Arnold Palmer Golf Management LLC and Olympus Real Estate Corp., a Dallas-based private real-estate investment firm affiliated with Hicks, Muse, Tate & Furst Inc., have announced that Olympus has committed an additional \$50 million to expand their partnership to consolidate the golf course industry in a branded chain format.

"The relationship with Olympus and Hicks, Muse has been very successful so far," said Palmer Management founder Arnold Palmer. "Their capital and real-estate expertise have enabled us to greatly accelerate the growth

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HEARIN' THE RATTLE IN TORONTO

Tim O'Connor photo

ClubLink Corporation-managed RattleSnake Point Golf Club in Milton, Ontario, opened recently. Thomas McBroom designed the 45-hole private club, which spreads over 685 acres with views of the Niagara Escarpment landmark that is its namesake. RattleSnake Point represents ClubLink's second development initiative, following on the heels of The Lake Joseph Club in Muskoka.



The Links at RiverLakes Ranch, an Environmental Golf facility under construction in Bakersfield, Calif.

Environmental Golf busy in Calif.

CALABASAS, Calif. — Environmental Golf has been busy building several Southern California courses over the past few months.

Westridge Golf Club in La Habra and The Links at RiverLakes Ranch in Bakersfield are expected to open in early fall. Both are 18-hole, daily-fee courses and will be operated by Environmental Golf.

The Links at RiverLakes Ranch, a Ronald Fream/GolfPlan-designed layout, is in the "grow-and-mow" stage with all holes complete and all of its 12 lakes filled. Construction of the 8,000-square-foot clubhouse is underway with opening scheduled for September.

The back nine at Westridge Golf Club in La Habra is complete. The construction crew is concentrating its efforts on the

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NGF directory now available

JUPITER, Fla. — The 1999 edition of the National Golf Foundation's (NGF) directory of who's who in the U.S. golf industry is now available.

The *Directory of Golf* contains the key names, addresses and other contact information on 10,000 executives and 6,000 companies and organizations con-

ducting the business of golf in the United States.

It also features some 2,000 corporate e-mail and 1,350 Web-site addresses. The number of listed Web-site addresses is more than double the number in last year's edition. Furthermore, more than 50 percent of the listings have

been revised with totally new or updated information.

"These changes and additions are indicative of the way the directory is growing and improving," said Barry Frank, the National Golf Foundation's vice president of membership services.

As in previous editions, the 1999 edition features the following three sections:

- Business to Business Sec-

tion — Corporate names, addresses, phone/fax numbers, e-mail and Web-site addresses; plus names and titles of top management personnel.

- Executive Section — Company affiliations and telephone numbers of top management personnel in the United States.

- Products & Services Index — A complete listing of all companies and organizations

categorized into 114 different product or service groupings.

Every NGF member will receive a complimentary copy of the 1999 edition. It retails to non-members for \$60, plus shipping and handling.

Non-members can place their order through NGF Information Services at 800-773-6006 or the foundation's Web site at www.ngf.org.

McGuire joins Environmental as Western chief

CALABASAS, Calif. — Terry McGuire has joined Environmental Golf as Western region manager of golf course maintenance. In his new position, McGuire will be responsible for golf course maintenance operations of all Environmental Golf facilities in the Western United States. Prior



Terry McGuire

to joining Environmental Golf, McGuire was involved in the \$4-million capital improvement project at the Presidio Golf Course in San Francisco. This project included renovation, new construction, and upgrades to the irrigation system, tees, fairways and green complexes. He facilitated course renovations, capital improvements, grow-in and maintenance operations for Palmer Course Design Company in Thailand and the United States.

Environmental

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front nine. Four holes are left to shape and irrigate, with landscaping and grassing following close behind. Lakes and decorative walls are complete and the clubhouse is being framed. A fall opening is expected.

Construction of Cascades Golf Club, an 18-hole championship public course in Sylmar, Calif., is in its final stages with an August opening anticipated. Yucaipa Valley Golf Club in Yucaipa, Calif., has 90 percent of its shaping complete, four lakes built, irrigation in process and greens installation now beginning. The owners of the 18-hole, daily-fee course anticipate an early 2000 opening.

At Indian Ridge Country Club in Palm Desert, Calif., an additional nine holes have been added to the existing 27 holes previously constructed by Environmental Golf. The course was completed in July.

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