

BRIEFS

eteetime.com names Raney new president

Internet tee time provider tops 160 courses with Walters Golf Management additions

By PETER BLAIS

LA QUINTA, Calif. — William Raney has been named president of eteetime.com, a growing Internet-based tee-time service provider that recently topped the 160-course client mark with the addition of five Walters Golf Management facilities located in Las Vegas.

Raney will direct eteetime.com's worldwide sales, marketing, administration, technology, financial management and customer-service initiatives.

Raney has considerable experience in the Internet industry and had been a consultant to eteetime.com since February 1999. Previously, Raney held an associate position with Rader Reinfrank & Co., a Los Angeles-based Internet and telecommunications private equity fund. While at Rader Reinfrank & Co., Raney focused primarily on the firm's Internet-related transactions. He also worked at Whittier Trust Co., an asset management and private equity company based in Los Angeles.

Through www.eteetime.com, golfers secure real-time, tee-time reservations over the Internet 24 hours a day. Courses also use eteetime.com's proprietary eteesheet software as a tee sheet management tool, as well as to sell a number of otherwise unfilled golf rounds with www.eteetime.com as their booking agent.

It is one of only a handful of golf tee-time reservation software programs written in Java script, one of the codes easiest

read by computers.

Among the 160 courses in the eteetime network are facilities in the United States, Mexico, Canada, Argentina and Puerto Rico. They include:

- Walters' Stallion Mountain Country Club, Desert Pines Golf Club and Royal Links Golf Club in Las Vegas.
- More than 50 courses in California, Nevada and Arizona ranging from Johnny Miller-designed Badlands Golf Club (Las Vegas) and the Arnold Palmer-designed Tahquitz Creek Resort (Palm Springs, Calif.) to the value-oriented Kokopelli Golf Course (Gilbert, Ariz.) and Eastlake Country Club (Chula Vista, Calif.).
- Garland Resort's four, 18-hole courses in Northern Michigan.

According to Executive Vice President Michael Stone, eteetime.com started three years ago with the idea that selling tee times on the Internet was fine, but if courses and golfers didn't end up on an electronic tee sheet that was at least as good as paper and pencil, then the sys-

tem wouldn't work. After considerable research, the company launched its site in January 1999.

Stone claims his firm's site is the easiest electronic tee sheet for golfers to use. "We want to make this as easy as possible for the course and the golfer," he said.

A course must list at least two tee times a day with www.eteetime.com. It may make available its entire tee sheet or any number in between. In addition to public facilities, some private clubs make a limited number of rounds available. Northern California's private Granite Bay, for instance, sells some Monday rounds to the public.

Stone said eteetime.com will take reservations as far as 90 days in advance. Typical golfers reserve tee times three weeks ahead of time. The company pre-pays the course a week before the golfer shows up to play.

The firm makes its money by charging the golfer an additional fee per round (usually roughly 10 percent over the going rate) or the course may pay eteetime.com a commission ranging from 15 to 20 percent of the pre-sold green fee rate.

Stone said the company may go public at some point, although raising capital has not been a problem because of the firm's state-of-the-art technology and quality management. In addition to Raney, Chief Executive Officer John Hoffmaster is a former top executive with Info USA of Omaha and several other successful Internet ventures.

The company plans to have 8,000 courses signed on within five years, Stone

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NEVADA HONORS REVERE AT ANTHEM

HENDERSON, Nev. — Gov. Kenny Guinn and the Commission on Tourism in Nevada recently granted The Revere Club at Anthem in Henderson



the Tourism Development Award. The Tourism and Development Award is presented annually to businesses that strengthen the

state's tourism by adding appeal to the out-of-town visitor while helping create additional jobs for the area. The Revere Golf Club at Anthem was designed by golfer Billy Casper and architect Greg Nash and is the first of three new high-end, daily-fee courses planned for Del Webb's Anthem Community, located in the southeast corner of the Las Vegas Valley.

WORLD WOODS, IGM STRIKE DEAL

LAKELAND, Fla.—International Golf Maintenance, Inc. (IGM) recently reached a multi-year, multi-million-dollar agreement with World Woods Corporation to provide maintenance services at World Woods Golf Club, Southern Woods Golf Course and Sugarmill Woods Golf Course. It is the largest volume maintenance agreement ever executed by IGM.



MARICLE NAMED CFO AT DPC

ORLANDO, Fla.— Michael Maricle has been named chief financial officer of Diamond Players Club (DPC), a golf brand and management company. Maricle will direct all corporate financial control and planning systems. He is also a member of the DPC Board of Directors. Maricle will continue to head his own certified public accountant firm in Clearwater, which he established after serving in financial management positions with several prominent corporations, including, Sears, Roebuck.

TWO SC COURSES HIT MARKET

NEW YORK — Kennedy-Wilson Inc., a real-estate investment, marketing and property management firm, has been hired to sell the Charleston Golf Portfolio. The Pine Forest Country Club and the Crowfield Golf and Country Club are both located in Charleston, S.C. and feature 18-hole layouts.

Ocean Course earns NGCOA top course honor

CHARLESTON, S.C. — The National Golf Course Owners Association presented its 2000 Course of the Year Award to the Ocean Course at Kiawah Island at an awards dinner held during the NGCOA 2000 Annual Conference in Fort Lauderdale, Fla.

To be eligible for the Golf Course of the Year Award, a course must demonstrate four criteria: exceptional quality of the course; exceptional quality of the management; outstanding contribution to the community; and significant contribution to promotion of the game.

Pete Dye designed the Ocean Course at Kiawah Island, located 45 minutes from Charleston, along a secluded stretch of the Atlantic Ocean. In 1991, the United States recaptured the Ryder Cup in the match remembered as the "War of the Shore." In 1996, The Ocean Course hosted the 43rd World Cup of Golf.

"The Ocean Course meets all of the criteria for consideration," noted Mike Hughes, NGCOA executive director. "Obviously, it's a great course. But as



Ocean Course at Kiawah Island.

a leader in the industry, The Ocean Course has also helped give back to the community by hosting numerous charitable events and helping grow the game. It is very deserving of the distinction."

Superintendent George Frye — in concert with Dye — is always looking for ways to make the course more playable, the experience more enjoyable. Their efforts have led to the course's designation as a Certified Audubon Cooperative Sanctuary.

ClubLink enters London, Ontario market with Greenhills purchase

KING CITY, Ontario, Canada — ClubLink Corporation has agreed to purchase all the assets of Greenhills Golf & Country Club in London, Ontario, from the Simpson family and related corporations. The transaction is dependent on certain third-party conditions.

Greenhills features an 18-hole course that winds through mature forest and valley lands on



ACQUISITIONS

London's southwestern perimeter. The club also includes a clubhouse with banquet seating for 200, a nine-hole academy course, the Greenhills Golf Dome for indoor practice, a pool, eight indoor tennis courts and five outdoor clay courts. The tennis facilities will be leased back to the Simpson family.

"We are pleased to make our initial acquisition in London, a strong financial

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Western Golf, U.S. Home team up again

SCOTTSDALE, Ariz.— Western Golf Properties, Inc. has been selected to manage another golf club for U.S. Home Corporation.

Golf course architect Arthur Hills has designed Heritage Ranch, located in Dallas. The addition of this golf course totals five properties that Western Golf Properties will manage for U.S. Home Corp. The other courses are Heritage Highlands in Marana, Ariz., Heritage

Palms in Indio, Calif., Heritage Eagle Bend in Aurora, Colo., and Heritage Hunt in Gainesville, Va. All the courses are 18-hole, upscale, semi-private layouts designed by Arthur Hills.

U.S. Home Corporation is a leading home builder of single-family homes. Heritage Ranch is a gated, active adult community. Construction of the 6,964-yard course is underway, with a projected opening in November.

Kemper to manage Pa.'s Whitetail

MERCERSBURG, Pa. — KemperSports Management signed a long-term agreement with the Hummelstown General Authority to manage The Golf Course at Whitetail, an 18-hole layout under construction here. KemperSports will act as development and management consultant during the construction phase and assume management

upon opening in spring of 2001. The Golf Course at Whitetail, a 6,915-yard layout 17 miles north of Hagerstown, Md., is nearly complete. While the grow-in process is underway, KemperSports will focus on additional capital improvements to the public course as well as plans for the clubhouse and planned 90-room lodge and conference center.

The smartest lenders in the golf business have hatched a new name.



NationsCredit is now Bank of America Commercial Finance. The smartest lenders in the golf business, our Golf and Recreation group, have hatched a new name. We're the same knowledgeable experts, now able to serve you better, thanks to the power and the resources of Bank of America. Sure, our name might be a bit longer these days, but so is the list of services we can offer.

Mid-Atlantic/Northeast, Rick Nekoroski 978-777-8560 • Arizona/Pacific Coast, John Seeburger 949-442-4356.

Texas/Mountain States, Steve Sparks 775-832-4447 • Southeast/Midwest, Debbie Suppa 770-643-7788.

ClubLink

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and manufacturing center for economically vibrant Southwestern Ontario," said Bruce Simmonds, president and chief executive officer of ClubLink. "By way of its proximity to the western edge of the Greater Toronto Area, London represents a natural extension of ClubLink's clustering concept."

London is less than one hour from ClubLink's Heron Point GolfLinks, on the western periphery of the Greater Toronto Area where the majority of ClubLink's other golf course are located.

As part of the agreement, Sonar Corporation will provide marketing and consulting services to ClubLink. The principals of Sonar are Don Simpson and his sons David and Craig. David was president of Greenhills and Craig was a standout with the NHL's Edmonton Oilers.

Sonar will continue to own and operate 18-hole daily-fee Bear Creek Golf & Country Club in nearby Strathroy. The transaction provides access for ClubLink Members to Bear Creek, The Greenhills Golf Dome, tennis and swimming facilities.

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ClubLink has completed three debt financings totaling \$115 million. The transactions provide it with short- and long-term debt lines and cash reserves.

Textron Financial Canada has provided a \$57-million, five-year floating rate revolving line of credit. Security for the line is a portfolio of ClubLink's Toronto-area golf properties.

The company said it has drawn down \$50 million of this facility and the \$25 million balance is available for subsequent draw.

ClubLink said it has also received from Pacific Life Insurance Co. of California a \$25-million, fixed-rate first mortgage on its Glen Abbey golf course property.

The company said Toronto Dominion Bank has become its lead corporate banker and has provided a \$15-million operating line of credit. The company said these transactions have reduced its bank debt to zero, increased its cash position to about \$16 million and boosted its reserves for additional funding. ▽