

SCHAUMBURG, Ill. — In response to the burgeoning popularity of golf and the growing diversity of golf club products, the enterprise risk business unit of Zurich U.S. has introduced a comprehensive insurance program for private and public golf courses.

The new offering from Zurich U.S., a leading commercial property and casualty insurance company, provides property, general liability, workers compensation,

## Zurich U.S. launches new golf insurance product

auto and umbrella coverages. Additional enhancements include the sometimes hard-to-find directors and officers liability insurance, environmental protection for courses with underground tanks or built on landfills, and coverage related to pollution, liquor and employment issues.

"Golf is now being played by

26.4 million Americans on 16,365 golf courses across the country," said Sonjia O'Neill, services segment manager for the enterprise risk unit of Zurich U.S.

The new program is designed for public and private 18-hole clubs with green fees of at least \$45. It will be offered initially in 37 states. Policies are underwritten by

Zurich American Insurance Co. or other members of Zurich U.S.

"When we analyzed the risk and exposures of operating a golf club, and studied what was available in terms of coverage, it became clear that it was time to update the traditional insurance plan for today's golf course," O'Neill said. "Not only do we want to offer more

comprehensive coverage, we also needed to bring to our golf course policies the innovative services we use in other areas, including a paperless claims process and round the clock claims reporting.

"Most important," she added, "our clients were generous enough with their time to review our new products at various stages during their development so that we could make refinements that really fit our customers' needs."

## Delta, Clublink

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Canada. A wholly owned subsidiary of Canadian Pacific Hotels & Resorts Inc., it operates more than 30 hotels from coast to coast — city-center, airport and resort properties.

With 30 courses in its portfolio, ClubLink is Canada's largest owner, operator and developer of high-quality private golf clubs, daily-fee clubs and resorts that feature golf as their key amenity.

### ACTION AT GLEN ABBEY

The new hotel at Glen Abbey will cater primarily to corporate and leisure markets, with an emphasis on events that feature golf as one of the attractions. Plans call it to be built in what is currently the main parking lot. The property will also feature approximately 12,000 square feet of meeting space.

"The development of a hotel and conference center at Glen Abbey will make it more attractive to the corporate market and the travelling golfer," said Bruce Simmonds, ClubLink president and CEO.

Delta Hotels' Johnston said the construction costs will be in the \$50-million range.

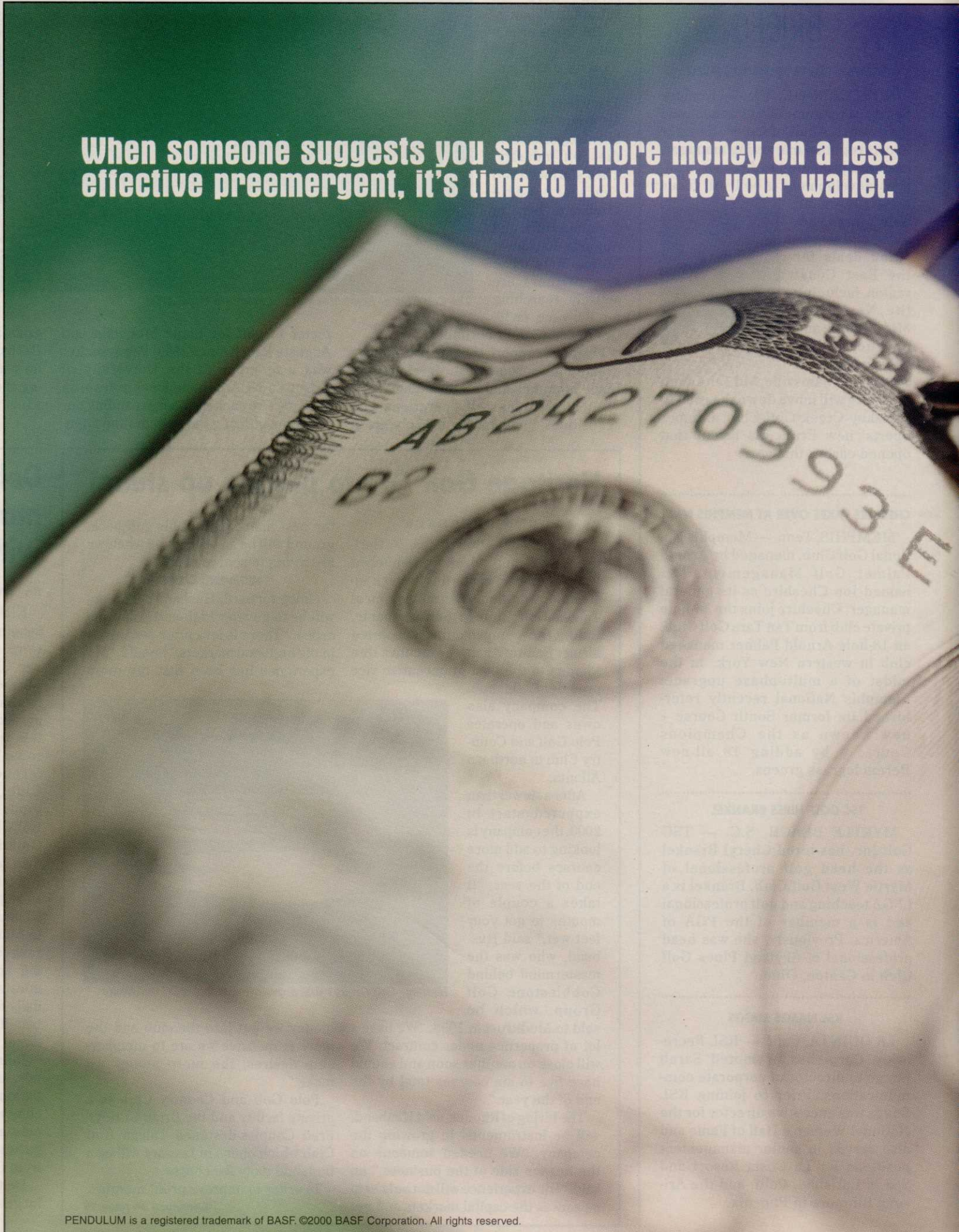
Delta expects to break ground in late 2001 and open the hotel in the spring of 2003.

Starting January 1, Delta will also assume the management of ClubLink's four properties in the Muskoka region. The four are The Resort Villas at The Lake Joseph Club, Sherwood Inn, Grandview Inn and Rocky Crest Golf Resort.

The management contract is for 15 years, with provisions for renewals.

Meanwhile, course construction is primed to accelerate at the Muskoka properties.

Both the Lake Joseph Club and Rocky Crest already feature Thomas McBroom-designed 18-hole golf courses, and land has been acquired for a second regulation layout at Rocky Crest. A Mark O'Meara course under construction at the Grandview Inn is scheduled to open for play in May of 2001. A second 18-hole course co-designed by Nancy Lopez and Curtis Strange is scheduled to commence construction in the fall of 2001 as part of the 45-hole Grandview Golf Club. ■



When someone suggests you spend more money on a less effective preemergent, it's time to hold on to your wallet.