

**Heller Financial**

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off the sidelines," Lockridge said. "They are currently at about nine. People will jump back in when they perceive that we've hit bottom. But if multiples remain high, that means acquisition activity will be low, which will affect what we're able to do."

Nekoroski is aware that buyers are looking to bottom feed, but flexibility may be the best approach, he said. "Some of the more astute guys are jumping in now, saying that if they wait for a 25-percent drop, they might let three great deals go right under their noses."



He added that Bank of America abandoned the golf market not because of overbuilding or any other specific concern. "The reason they cut the cord was at a much higher level, over global and economic issues," he said. "They saw the economy starting to waver, and they decided to cut the more risky portfolios—or those perceived as risky."

In Nekoroski's view, Heller will be a solid financial partner for golf borrowers. "This is a great company," he allowed. "I've been very impressed with them in the short time I've been here."

The new unit is off to a quick start. "We've hit the ground running," said Nekoroski, who was already reviewing five or six proposals a few weeks after joining the firm. "The deals are out there." ■

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**MAY**

5-9 — TOCA 12th Annual Meeting, Arizona.

14 — Field Day at University of Arizona Karsten Turf Research Center. Contact: lynn@cactusandpine.com.

19-23 — 18th Annual American Society of Irrigation Consultants Conference, Savannah, Ga. Contact: (925) 516-1124.

22-24 — Chem-Universe. Contact: (202) 872-8110.

**JUNE**

18-20 — International Symposium: Frontiers in Urban Water Management: Deadlock or Hope? Contact www.unesco.org.

**JULY**

15-17 — The Fertilizer Institute Agri-dealer Legislative Conference Washington, DC. Contact: www.tfi.org.

19-21 — Turfgrass Producers International (TPI) Conference and Expo Toronto, Ontario, Canada. Contact: 800/405-8873.

25 — Northeastern Pennsylvania Turf School and Trade Show. Contact: (814) 863-3475.

**AUGUST**

2 — New Jersey Turfgrass Association/Rutgers Golf & Fine Turf Field Day. Contact: (732) 821-7134

4-5 — Florida GCSA Annual Meeting. Contact: Tom Crawford (941) 922-2141.

22 — Michigan Turfgrass Field Day, Michigan State University. Contact: Kay Patrick, (517) 321-1660 or www.michiganturfgrass.org.

30-Sept. 1 — International Golfing & Turfgrass Maintenance Exhibition Dalian, Liaoning, China. Contact: 86-411-2826339.

**SEPTEMBER**

7-8 — Southwest Horticultural Trade Show. Contact: (480) 966-1610.

9-11 — World Fertilizer Conference, Chicago, Ill. Contact: www.tfi.org.

15-18 — CMAA Leadership/Legislative Conference, Pentagon City, Va. Contact: www.cmaa.org.

19-20 — Canadian West Horticultural Show. Contact: (604) 574-7772.

24-26 — PGA International Golf Show, Las Vegas. Contact: (203) 840-5468.

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