

BRIEFS

TROON NAMES TRUEBLOOD, PROMOTES MUNSON

SCOTTSDALE, Ariz. — Troon Golf has named Richard L. Trueblood as the company's new executive vice president and CFO. Trueblood came to Troon Golf from Heritage Property Investment Trust, where he served as CFO for the \$2 billion real estate investment trust. Prior to that he held the position of senior vice president - finance with Promus Hotel Corporation following a 23-year tenure as a partner with KPMG - Peat Marwick LLP. In a related action, the Troon also announced the appointment of financial officer Jon Munson to the newly created position of senior vice president, finance. Munson joined Troon Golf in 1992 following a stint with Ernst and Young.



Richard L. Trueblood

EADE COMES ABOARD AT LEGACY

SARASOTA, Fla. — Chuck Eade has joined the Legacy Golf Club at The Country Club at Lakewood Ranch as the new general manager. He comes to Legacy with 23 years of experience in the golf business and 20 years as a PGA member. He has been with Troon Golf, owners of Legacy, since 1999.



Chuck Eade

CLUBLINK ADDS SAHI TO BOARD OF DIRECTORS

KING CITY, Ontario, Canada — ClubLink Corp. has appointed Rai Sahi to its board of directors. Sahi, the president and chief executive officer of Acktion Corp., a public real estate and property management firm, acquired five million common shares of ClubLink in early September.

INTRAWEST GOLF NAMES LANCTOT

SCOTTSDALE, Ariz. — Intrawest Golf has appointed Jim Lanctot director of revenue management and product development. Lanctot comes to Intrawest from Intrawest Corp. where he was the director of business for Intrawest Vacations.

Cordillera Group to rehab Colorado's Crested Butte

By DOUG SAUNDERS

CRESTED BUTTE, Colo. — In a departure from its primary role as a developer, the Cordillera Group has taken on the ambitious task of revitalizing the flagging Crested Butte Golf Club.

The Cordillera Group has transformed itself into a golf management firm after the strong success of its first venture, the Cordillera Resort and Community near Vail. Since its opening in 1992, they have built four courses on the 6,500-acre site as well as creating high-end private clubs near Steamboat Springs, Colo., and Santa Rosa, California. The property at Crested Butte interested the group because of the unique atmosphere of the region and the possibility of incorporating the ski area property as an amenity for its club members around the state.

"We recognized immediately how special this property was and what a great value it represents in comparison to other Colorado ski towns," explained Gerry Engle, CEO of Cordillera Group.

In addition to beefing up the mainte-

nance staff and budget, the firm has made more than \$1 million in capital improvements including a major renovation of the clubhouse, an increase in the maintenance shop space, and the renovation and expansion of the driving range. Superintendent Steve Rau and Tim Taagen, director of golf course maintenance for the Cordillera Group, are also working on a series of projects to improve the water features, wetlands, and natural areas on the golf course itself.

WEATHERING TOUGH TIMES

Crested Butte Golf Club was built in 1982 in this ski town located in the southwest corner of the Colorado Rockies. The 7,208-yard course flows over a massive 520-acre site located at 9,000 feet above sea level. Architect Robert Trent Jones



The 18th hole at Crested Butte Golf Club

Photo by Freddy Bird

Jr. created a course with large fairways and well protected multi-tiered greens.

But like many other projects built in the mid-80's, it suffered from some economic setbacks as the oil economy in neighboring Texas began to slow.

"Through the first ten years I worked here we had several club managers and the instability was felt in constricted budgets for maintenance," said Steve Rau. "For years I worked with a crew of eight men. I would always develop plans for projects that I hoped to do some day, and

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Branton Woods Golf Club in Stormville, N.Y., opened Oct. 8.

Bergstol adds to public golf supply in NY

By ANDREW OVERBECK

NEW CITY, New York — Eric Bergstol's Empire Golf is continuing its roll here in the New York area with the opening of Branton Woods Golf Club in Stormville. The company is also hard at work on two new projects — one right across the Hudson River from New York City in Bayonne, N.J., and another in Westchester County. The expanding firm now owns and manages seven golf courses.

Branton Woods, a high-end public course which was designed by Bergstol, was unveiled Oct. 8.

"It is broad and big and interesting," said Bergstol. "It looks challenging but plays fair. You won't lose your ball and it has large greens and big landing areas."

Bergstol expects the core golf facility to appeal to both New Yorkers and Westchester County residents. "We

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EDITORIAL FOCUS: Irrigation Equipment and System Leasing

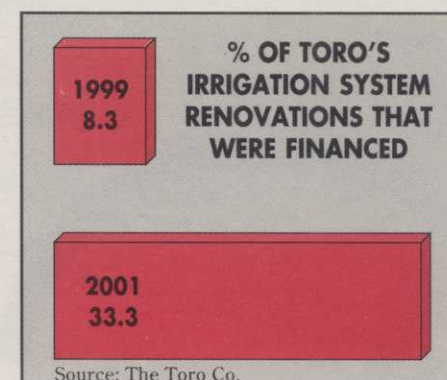
Irrigation financing options increasing

By ANDREW OVERBECK

When it comes to installing a new golf course irrigation system and pump station, more courses are exploring leasing and financing options. Many irrigation companies now offer various financing services that focus primarily on the renovation market.

TORO PROGRAM SURGING

Toro offers one of the most extensive financing and leasing programs in the



Textron signs pact with Meadowbrook Golf

AUGUSTA, Ga. — Textron Golf, Turf & Specialty Products has signed a five-year contract with Meadowbrook Golf and its subsidiary International Golf Maintenance to be the exclusive provider of golf cars, turf equipment and specialty vehicles at all of Meadowbrook's facilities throughout the United States.

Meadowbrook Golf owns, leases, manages or maintains more than 100 golf facilities throughout the United States. Through its wholly owned subsidiary International Golf Maintenance, the largest agronomic provider in the U.S.,

Meadowbrook offers its golf properties comprehensive golf course maintenance services.

"With the addition of Meadowbrook," said David Davis, E-Z-GO's director of national accounts. "E-Z-GO now has an exclusive relationship with nine of the top 10 golf course management companies in the world, including American Golf, with more than 320 golf properties worldwide and ClubCorp, with more than 220 properties worldwide." Meadowbrook had previously had an exclusive agreement with Yamaha Golf Cars.



industry. The program, which was unveiled in 1999, has grown steadily over the past two years.

"The trend is certainly going more towards financing on the renovation side," said Kristina Spindler, golf marketing manager for irrigation. "When we kicked this off we had one-in-12 courses financing their projects. Now it is roughly four out of 12 courses."

The company leases items that have residual value such as satellite controllers and offers straight financing on labor, installation, pipe, wire and heads.

"If the credit of the club is good we can finance these items based on cash flow," said Steve Snow, director of golf renovation

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Club Car's 1-PASS may be eligible for IRS tax credit

AUGUSTA, Ga. — Club Car has announced that courses that buy its 1-PASS adaptive golf car could be entitled to an income tax credit from the Internal Revenue Service. Under terms of the IRS guidelines, the credit is equal to 50 percent of annual accessibility expenditures between \$250 and \$10,250. Businesses that

have gross receipts not exceeding \$1 million or have no more than 30 full time employees are eligible for the credit.

"Our salespeople will be advised to make their customers aware of the credit and encourage them to ask their accountants to see if they're eligible," said Gary Stough, director of marketing for Club Car.

"In a challenging economy, this is a way some of our customers can effectively receive a discount for complying with accessibility mandates. The credit also could apply to course improvements made to improve accessibility."

The 1-PASS is a single-passenger adaptive golf car that improves access to courses and en-

hances the enjoyment of the game for golfers with a disability. The car is manufactured by Englewood, Colo.-based SoloRider Industries and distributed through Club Car's national and international distribution network.



Empire Golf

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are right at the intersection of interstate 84 and the Taconic Parkway," he said. "There is easy access from a lot of places and we are only an hour away from the city."

AN ALTERED VIEW

The tragedy of Sept. 11 has had many personal and business impacts on Bergstol, whose Bayonne project now has a forever altered view.

"This site is right across the Hudson from Manhattan," he said. "It is now a little different.

'...the views of the skyline now have a whole other meaning.'
— Eric Bergstol

You sit down there taking in views of the skyline and now it has a whole other meaning.

"But the view will still be spectacular. We are right on the harbor with views of the Statue of Liberty," he continued. "The whole skyline is still vivid."

Bergstol's project will be part of a development renaissance on the New Jersey riverfront. "Everything is being revitalized and we are going to contribute to that effort," he said.

The 140-acre site is currently being filled in with what Bergstol estimated will eventually be six million cubic yards of material.

"Half of the fill is already in place and I think by later next year we will be shaping the golf course," he said. "It is not a large site, so we will use the fill to create a vertical component and thereby giving a horizontal separation. The greens and tees can be close together, but at different elevations."

Bergstol, who is designing the Irish links-style public access course, expects the it to open in 2004.

In addition to Bayonne, Empire Golf also plans to break ground at Hollow Brook in Westchester County by the end of the year. Bergstol said the company also has other projects in planning.

MOVING SOUTH

Besides its work in the New York area, Empire Golf made its debut in Florida with the unveiling of The Links at Madison Green in Royal Palm Beach.

"This is the first development we have done that has been a part of a community," Bergstol said of the John Sanford-designed layout. "It is also a bit more lower-end because Florida is such a competitive market. But we like the Florida market and think we can be successful there." ■

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