

Rice joins GCN as managing editor

Golf Course News is pleased to announce the addition of Derek Rice as managing editor.

A native Mainer, Rice is a 1996 and 1999 graduate of the University of Maine, where he earned a bachelor's degree in journalism and a master's in English.

For the past two and a half years, he has served as manag-

ing editor for *IT Support News*, which became *Services News* in January 2002. Prior to joining *IT Support News*, Rice was a freelance writer and a copy editor in the L.L. Bean creative department.

Having been away from golf for a couple of years, Rice looks forward to this opportunity to

get back into the game, which he began playing at age 10.

At *Golf Course News*, Rice will focus mainly on the management and development beats.



Derek Rice

Influence

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Westfield, N.J., superintendents need to realize that working to influence decision makers now is better than complaining about unreasonable restrictions later.

"We as professionals need

to get involved in the community and work with our associations behind the scenes to make things happen," said Carson. "While golfers and owners of clubs really should be the ones up in arms, they rely on us to protect their interests. That, in the end, is what they are paying us for." ■

Market recovery

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many golf courses, others too few and, in some cases, markets have both—depending on which segment of the market is being examined.

For instance, Palm Beach County, Fla., is one market perceived as having an oversupply of daily-fee golf. Yet the same market is home to several new private projects, which are all reportedly progressing and selling reasonably well. The corridor between Washington and New York is another location with many solid opportunities, both in the private and daily-fee sectors. There are many markets throughout the country with a wide variety of divergent but still positive characteristics.

PRIVATE CLUBS FACING THE MUSIC

The most interesting development I've observed is that of established private clubs, even in strong markets, struggling to compete with less prestigious but newer, more open facilities. Not only do some of the older clubs suffer from the perception of being stuffy, they also suffer from a lack of modern facilities. Prospective members smartly see this lack of modern infrastructure as a potential increased cost, as those facilities will someday require renovation or updating.

Additionally, private club members seem to be more sophisticated, looking for membership deals with either equity or refund ability components which allow for relocations or even movement from one club to another. Many clubs will need to rethink their future programs because in today's climate club members have more options from which to choose.

While the recent golf industry correction may be softening, areas with too many golf courses will continue to experience competitive pricing and invariably, some facilities will struggle or fail. But as some measure of confidence returns, those with experience, a good plan and an eye for positive markets will benefit from the recent downturn through competitive pricing. This, in turn, should stabilize the industry as a whole. ■

GOLF COURSE NEWS

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3.00% Water Soluble Organic N			
3.50% Slowly Available Water Soluble N*			
5.80% Water Insoluble N*			
Available Phosphate (P ₂ O ₅)	2.0%		
Soluble Potash (K ₂ O)	8.0%		
Calcium (Ca)	2.0%		
Total Magnesium (Mg)	1.0%		
0.50% Water Soluble Magnesium (Mg)			
Total Sulfur (S)	2.0%		
2.0% Combined Sulfur (S)			
Boron (B)	0.5%		
Copper (Cu)	0.2%		
Iron (Fe)	2.0%		
Total Manganese (Mn)	0.2%		
Molybdenum (Mo)	0.05%		
Zinc (Zn)	0.2%		

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