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THE BUSINESS NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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quality problems by getting homeowners to switch water softening agents 6

Management company listing

The complete list of golf course management companies, contact information, and number of courses, new for 2003 16

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COURSE MANAGEMENT

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- Marketing becoming key to courses' survival
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SUPPLIER BUSINESS 18 Hydrograss Technologies

- opens Florida office
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POINT Superintendents Steven

Cook and Timothy T. Page O'Neill debate the merits of changing the GCSAA's articles of incorporation.

COUNTERPOINT

Redstone GC ready for '03 **Tour stop**

BV DEREK RICE

HOUSTON - After a couple false starts due to bad weather in Houston, Redstone Golf Management was finally able to open its

> first 18-hole course at Redstone Golf Club in early December. Designed

Dick Harmon

the course will host the 2003 Shell Houston Open two weeks after The Masters. A second 18-hole course, designed by Rees Jones, is currently in progress and is expected to open in fall 2004. The Jacobsen/Hardy course will be private, while the Jones course will be open to the public. The Shell Houston Open will move to the Jones course in 2005.

Jacobsen and Hardy turned the existing course at Redstone GC into a 7,508-yard course. Upon completion of the Jones course, the facility, which also includes a 31,000-square-foot teeing area for

LAWRENCE, Kan. — The last

Continued on page 12



Audubon sets 50 percent goal for 2007

GCSAA Show preview...13

Audubon International helps create protected natural areas on golf courses, such this one at Keswick Club in Virginia.

By ANDREW OVERBECK

SELKIRK, N.Y. - Audubon International has unveiled an ambitious membership drive to attain 50 percent participation from the 17,000-plus golf courses in the United States over the next five years.

Currently 13 percent of the courses across the country have joined either the Audubon Cooperative Sanctuary Program or the Audubon Signature Cooperative Sanctuary program. Two percent of all courses in the U.S. have achieved Certified Audubon Cooperative Sanctuary status.

"This is an ambitious effort,"

Golf Course News recently caught

GCSAA TO TACKLE LONG LIST OF INITIATIVES

said Kevin Fletcher, director of programs. "Now is the time to be bold and make this happen."

The plan has five objectives, said Fletcher:

• Make sure that all 17,000plus courses know the Audubon International program exists.

· Find out why those who know about the program have not joined

• Do a better job of explaining the benefits of the program to the environment, job satisfaction and overall golf course budget.

• Dispel any myths about the program and its difficulty.

• Work more with the industry

as a whole by communicating more with golf course managers, owners, management companies, developers and suppliers.

WHY HAVEN'T MORE JOINED?

At the core of the membership initiative is figuring out why Continued on page 3

Gotham Golf merger hits snag in court

By DEREK RICE

NEW YORK - The longplanned and now shareholder-approved merger between First Union Real Estate Equity and Mortgage and Hershey, Pa.-based Gotham Golf Corp. hit a snag in early December when the New York Supreme Court for New York County granted an injunction blocking the transaction.

At issue is compensation for preferred shareholders vs. that for common shareholders. One preferred shareholder, George Kimeldorf, filed a lawsuit in April seeking class-action status. Under the original plan,

First Union shareholders Continued on page 15

18 months have been anything but quiet at the Golf Course Superintendents Association of America headquarters here. From introducing an e-commerce venture, to proposing a dues increase, to studying the

Stephen F

quarters, the association has kept busy. Budget shortfalls and slipping numbers for the upcoming show in Atlanta have added to the organization's growing to-do list.

relocation of its head-

up with GCSAA CEO Stephen F. Mona to discuss the association's list of initiatives and ongoing challenges.

> Golf Course News: Where does the GCSAA want to be in five years?

Mona: We have five specific goals that we want to achieve by 2007. Number one, we want the superintendent to be viewed as the key

to the economic vitality of the

golf facility. Second, we want the

superintendent to be viewed as a key to the enjoyment of the game. Third, we want the GCSAA to be viewed as one of golf's leading organizations. If we have high visibility and credibility, than so do superintendents. Fourth, we want to be seen as the authoritative source for information and continued education for the golf course management profession. And finally, we want to be recognized as a leader in helping golf courses make a positive impact on the environment.

GCN: How do you respond to the criticism from some members Continued on page 13



by Jim Hardy and Peter lacobsen.