

Business briefs

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Program helps low-budget courses

GCSAA and its 101 chapters have implemented a limited-budget outreach program to provide advice and assistance to golf facilities with limited resources. Facilities targeted by this initiative are those with extremely low budgets, which may or may not employ a full-time superintendent. The goal is to help 500 limited-budget courses by June 30. For more information, contact GCSAA's Janet Satterlee at 800-472-7878, ext. 603.

Redexim acquires Pro Seed

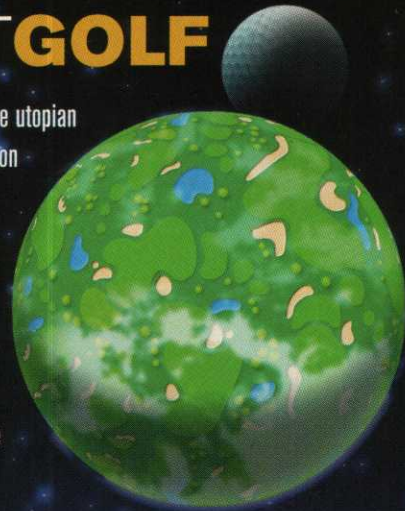
Redexim BV, headquartered in Zeist, Holland, acquired UK-based Pro Seed Equipment Ltd. According to Redexim Charterhouse, the company's North American organization, the acquisition is part of the group's strategy to grow by expanding its focus in niche markets.

Golden Bear drops management

Golden Bear Club Services, formed to manage Jack Nicklaus-designed properties, is getting out of management, according to Crittenden Marketing. GBCS will keep its ties with Muirfield Village GC in Dublin, Ohio, and the Bear's Club in Jupiter, Fla.

PLANET GOLF

In the relentless pursuit of the utopian planet, golf course construction struggles to overcome the barriers of oceans, shopping malls, dwellings and hospitals. Despite these obstacles, progress is being made as evidenced by these openings and additions in the first 10 months of 2000:



New facilities ¹	9-hole	18-hole	Total
Daily Fee	76	163	239
Municipal	5	8	13
Private	1	34	35
Total	82	205	287
Additions ²	9-hole	18-hole	Total
Daily Fee	121	16	137
Municipal	10	1	11
Private	12	5	17
Total	143	22	165
Grand Total	225	227	452

¹Excludes two 9-hole and two 18-hole reconstruction
²Addition to existing facility

SOURCE: NATIONAL GOLF FOUNDATION
ILLUSTRATION: DAN BEEDY

Scanning the Web

Frank Andorka reviews sites that teach leadership

The curmudgeonly New York journalist Walter Lippman once wrote that "the final test of a leader is that he leaves behind in other men the conviction and the will to carry on." If you want to become the kind of leader that inspires employees that way, here are a few sites that might help (all sites start with <http://> unless otherwise noted):

***** – Bookmark it and return frequently;
* – Look at only if absolutely necessary

*****www.wibleadership.com – The Na-

tional Leadership Institute for Workforce Excellence's Web site contains an extensive blueprint about how to be a good leader. It has a list of leadership characteristics and provides a step-by-step strategy on how to create those qualities in yourself. It addresses topics such as strategic thinking, strategic planning and ways to measure effective leadership. There's a reading list of the most recent books on the subject and a discussion forum for leaders. A must-see site.

****www.leadership-development.com –

The Hagbert Consulting Group created this site to be a repository of information on leadership, and it succeeds at its goal. It doesn't stop at giving you advice about yourself, however. This site also provides information about how to create a successful

structure that encourages employees to follow your lead.

*www.orbina.com/sandiego.html – This site defines the phrase "out there." It seeks to apply the principles of Sahaja Yoga to the world of business. There are apparently seven stages to becoming an effective leader, and there's a yoga stage for each of them. No matter how hard this page tries, however, its pie-in-the-sky New Age approach stubbornly refuses to account for the realities of everyday life – like broken sprinkler heads and overbearing green chairmen.

Scanning the Web is compiled by Frank H. Andorka Jr., Golfdom's associate editor, whose leadership skills are often tested by his children. You can reach him at fan-dorka@advanstar.com.