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The art of the deal

*Low handicapper or duffer, it doesn't matter:
The golf course is a great place to conduct business*

Frances Johnson
The Enterprise

We've all seen plenty of pictures of politicians and celebrities schmoozing on the golf course, but a round of golf is a great way for regular people to network and make deals, too.

"I personally think it is helpful in the business world to know how to play golf because you do get a lot of these opportunities to bring in clients and network," said John Broberg, assistant golf professional and tournament coordinator at Eaglewood Golf Course in North Salt Lake. "If you are cold-calling someone or something

like that, you just have a few minutes to make the sale. If you're golfing, you have four hours at least to sell yourself," Broberg said.

And you can spend that time in a more relaxed, personal environment than a formal meeting or an impersonal phone call. "It gives people an opportunity to see business contacts in a different light," Broberg continued. "It's not suit-and-tie stuff."

For those looking to do business over a few holes of golf, there are some rules and tips to keep in mind, according to those who use this method of contacting:

- Pick your partners wisely. You want to play with the people who make the decisions, not the people who play the best golf.
- Don't go out of your way to win or lose. Play how you play and keep the game fair.

Pace yourself. Remember your

day will include drinks and lunch or dinner, too. So don't spend too long on the course.

- Focus on results. Set goals before you head out and outline how you plan to meet them. If you don't feel like you have the deal wrapped up before the round is over, don't push it. Follow up with a note or a souvenir to keep the conversation going off the course.

In addition to giving you a chance to sell yourself to a potential client, you can learn a lot about that client over a round of golf. Someone who cheats at the game, for example, might be a person who will cheat you in business. Someone who throws his or her club in anger or sulks after a shot goes wrong might be difficult to work with off the course, as well.

"It's a good pastime to get to

see DEAL pg. F4



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Corporate golf outings:

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The next time a company wants to reward their best customers, create lasting relationships and have a lot of fun, there is no better way than to host a corporate golf outing. A corporate golf outing is one of the greatest networking events you can go to:

- You have an hour prior to tee-off to see and talk to as many as 144 business partners.



CHRIS BRISCOE

- You then have 4 1/2 hours with three specific partners.

- After golf and during lunch, you have another hour to connect with everyone you

missed in the morning.

A shotgun start to the outing allows for all participants to start and finish at the same time. There is a lot to learn about a prospective client on the golf course. Manners, honesty, temperament — golf reveals character.

Corporate golf outings are a

proven delivery system for building relationships.

The argument might be that not everyone is comfortable in a golf setting. Make sure your format is a scramble format. Nobody has to play their bad shots; they only have to contribute their best shots even if it's only once per round. Believe me, they will be thrilled when that happens, especially if it's only once. With a scramble format, golf becomes much easier and more fun but there is still a competitive aspect to it. Teamwork is another great relationship-builder.

Golf can be frustrating and golf can take a long chunk out of the day. A corporate golf outing with a scramble format takes a lot of the frustration away and the chunk of time becomes a positive in many ways.

Golf is anything but trivial. The craving people have for a non-digital alternative is increasing and becoming more important. Eye contact, conversation and being out in nature are once again very attractive, and corporate golf outings deliver that. Golf is a life enhancer and in many cases a

life extender. It slows things down for a couple of hours in a very beautiful setting. This is what your client will remember about the time spent with you.

Charity fundraisers are another great reason to host a golf outing. Charity golf outings have a real mission and a lot of money goes to a good cause. Golf can be a fairly expensive game to play, but having some of the money going to a good cause becomes a plus. If you're hosting a corporate golf outing, ask your PGA golf professional how you can raise some money for charity at the same time. Selling mulligans or having a raffle can raise significant amounts that can go to a good cause. If you are new to organizing a charity event or a corporate golf outing, your golf professional is the person to turn to for help.

Golf can help you as a business executive develop relationships, foster deals and build a positive relationship.

Chris Briscoe is the director of golf at Crater Springs golf course at Homestead Resort in Midway. He has over 30 years of experience helping people play more golf.



The PGA of America has collected data on golf outings as it celebrates its 100-year anniversary:

- Both men and women rank golf as the most effective of all networking activities with peers, clients, prospects and suppliers.
- 60 percent of business golfers have closed a deal on the golf course. Both men and women report closing an average of five deals through golf.
- 60 percent of women agree that playing the game of golf has made them feel more included and has contributed to their professional success.
- Businesswomen feel strongly that golf has made them more assertive, more disciplined and more of a risk-taker.
- Corporate golf events that mix men and women are more preferred by 79 percent of women surveyed.



DEAL

from page F1

know people — to get to know a prospective client or one that's been with you for 20 years," Broberg said.

Businesses and organizations as a whole can also get in on the benefits of golf by hosting tournaments for clients, customers and employees or by participating in and sponsoring tournaments hosted by other companies and associations.

"It definitely benefits corporations to be known that they host a good event," Broberg said.

Komatsu Equipment in Salt Lake

City hosts an annual golf tournament that's become so big the company uses two courses. Company officials invite vendors, customers, potential customers and employees to build morale and relationships.

"The competition is good," said Chad Fredrickson, who works in marketing for Komatsu. "It brings up good spirit and camaraderie. You spend more time talking to people and getting to know each other. A golf tournament checks a lot of boxes for us."

Komatsu uses the event as a way to forge new customer relationships and strengthen existing ones. Vendors and other organizations interested in doing business with Komatsu can also

get in on the action by sponsoring a hole or providing prizes. And for existing and potential customers, the two-day event is free.

"We've been told several times we could charge more for it but that's not what we do it for," Fredrickson said. "It's just a lot of good will."

Komatsu also sponsors and participates in tournaments put on by other companies and associations to help build its brand awareness and relationships.

One thing that makes golf perfect for that kind of relationship building is that almost anyone can participate and have fun, Fredrickson said. You might not want your 70-year-old CEO

playing tennis, for example, and events such as basketball or hockey games can be too loud to get any talking in.

"Golfing is more inclusive, whether it's male, female, young or old," Fredrickson said. "Most people have some experience with golfing. And even if they don't want to golf, they can come for the food and the company."

Last, but certainly not least, no one should underestimate the cachet of the game itself.

"The golf itself — people value that," Broberg said. "I hear the buzz from a lot of people. A lot of people are impressed with people who can play golf."



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GOLF COURSES NORTHERN UTAH

— Ranked by Slope

PAGE 1

Compiled by Laneace Gregersen
801-533-0556, ext 206 • laneace@slenterprise.com

Rank	Course Name Address	Phone Web	Slope	Rating	Par	No. of 2016 Tournaments	Green Fees 18 Holes Private/ Pub.	Yardage Tips Whites	Amenities	Course Record Dress Code?	Head Professional
1	Jack Nicklaus Painted Valley 6347 Nicklaus Valley Road Park City, UT 84098	435-333-4720 promontoryclub.com	155	78.7	72	40	\$185-\$250 Private	8,098 6,441	Promontory has 12 clubhouses for members and their families	69 Y	Tom Rogers Director Of Golf
2	Crater Springs 700 N. Homestead Drive Midway, UT 84049	435-654-1102 craterspringsgolf.com	147	73.5	72	135	\$49 Public	7,095 6,085	Practice facility, hotel, 2 restaurants, meeting space, Homestead Crater	62 No	Chris Briscoe
3	Thanksgiving Point 3300 W. Clubhouse Drive Lehi, UT 84043	801-768-7401 thanksgivinggolfcourse.com	145	77.6	72	143	\$69-\$89 Public	7,716 6,344	Full-service bistro, 72 locker rooms, banquet facility	62 Y	Mark Whetzel Director of Golf Brandon Howard, GM
4	Pete Dye Canyon Golf Course 8714C N. Ranch Club Trail Park City, UT 84098	435-333-4218 promontoryclub.com	144	68.9	72	40	\$185-\$250 Priv./Pub.	7,690 6,072	Promontory has 12 clubhouses for members and their family	65 Y	Tom Rogers Director Of Golf
5	Glenwild Golf Club & Spa 7600 Glenwild Drive Park City, UT 84098	435-615-9966 glenwild.com	141	75.5	71	15	\$250 Private	7,564 7,097	Tennis, pool, spa, fitness Nordic Track	60 Y	Marty Bauer Director of Golf
6	Canyons Golf 4000 Canyons Resort Drive Park City, UT 84098	435-615-4728 parkcitymountain.com/golf	140	68.4	70	*	\$95 Public	6,000 5,420	Red Tail Grill, The Farm, Park City Boutique & Spa, Park City Activities Center	64 Y	Justin Johnson
7	Riverside Country Club 2701 N. University Avenue Provo, Ut 84604	801-373-8262 riversidecountryclub.com	140	73.4	72	24	\$80 Private	7,142 6,380	Full-service country club, golf course, range, tennis, pool, fitness, dining, massage therapy, child care, locker rooms	62 Y	Robert McArthur
8	Stonebridge Golf Club 4415 Links Drive West Valley City, UT 84120	801-957-9000 golfstonebridgeutah.com	139	74.2	72	93	\$32 Public	7,134 6,188	Pro shop, restaurant, banquet room, driving range, practice green	64 Y	Clark Garso
9	Soldier Hollow Golf/Gold 1370 W. Soldier Hollow Lane P.O. Box 10, Midway, UT 84049	435-654-7442 soldierhollowgolf.com	137	75.7	72	86	\$36 Public	7,719 6,131	Pro shop, lessons, practice green & range, tournaments, banquets, Soldier Hollow Grill Restaurant	* Y	Chris Newson
10	Jeremy Ranch Golf 8770 Jeremy Road Park City, UT 84098	435-649-2700 thejeremy.com	134	73.7	72	22	\$82 w/ member Private	7,129 6,494	Full-service clubhouse, fitness facility, locker rooms, dining facilities, Nordic Track	62 Y	Jake Hanley
11	Hidden Valley Country Club 11810 S. Highland Drive Sandy, UT 84092	801-571-2951 hiddenvalleycc.com	133	73.0	72	20	\$110 Private	7,000 6,500	27 holes of golf, clubhouse, swimming pool	60 Y	Ryan Kartchner
12	Eagle Mountain 960 E. 700 S. Brigham City, UT 84302	435-723-3212 eaglemountaingc.com	131	71.7	71	22	\$28-\$42 Public	6,770 5,575	Upscale public golf course, driving range, grill and practice area	62 Y	Chris Marx
13	Bountiful Ridge Golf Course 2430 S. Bountiful Blvd. Bountiful, UT 84010	801-298-6040 bountifulridgegolf.com	129	70.6	71	44	\$30 Public	6,595 6,020	Rated best value nationally in 2009 by <i>Golf Digest Magazine</i> , clubhouse/banquet facilities, restaurant, pro shop	59 N	Kent McComb
14	Talons Cove Golf Club 2220 S. Talons Cove Drive Saratoga Springs, UT 84045	801-407-3030 talonscove.com	127	72.5	72	*	\$44-\$49 Public	7,096 5,128	New and improved snack bar, beautiful view from banquet room, great customer service	62 N	Steve Watts, GM Dave Heck, Ethen Chatterley, Directors of Golf
15	Bonneville Golf Course 954 Connor St. SLC, UT 84108	801-583-9513 slc-golf.com	126	71.7	72	17	\$37-\$53 Public	6,824 5,968	Grass range, on-course beverage house, rental clubs, lessons, ladies', junior's & men's leagues	60 N	Steve Elliott PGA
16	Eaglewood Golf Course 1110 E. Eaglewood Drive North Salt Lake, UT 84054	801-299-0088 eaglewoodgolf.com	126	71.8	71	70	\$42 Public	6,811 5,700	Range, café, banquet hall, PGA instruction, junior programs, leagues	62 N	Brent Moyes
17	The Ranches Golf Club 4128 E. Clubhouse Lane Eagle Mountain, UT 84005	801-789-8100 theranchesgolfclub.com	126	73.3	72	40	\$46 Public	7,050 5,998	Driving range, two putting greens, outdoor event pavilion	62 N	Tele Wightman
18	Oakridge Country Club 1492 W. Shepard Lane Farmington, UT 84025	801-451-2229 Oakridgecc.com	125	72.5	72	16	\$85 Private	6,985 6,608	Driving range, restaurant/bar, pool, pitching area, golf course, practice putting green, golf instruction	62 Y	Rick Mears
19	The Ridge Golf Club 5055 S. West Ridge Blvd. West Valley City, UT 84118	801-966-4653 golfteridgegc.com	125	70.5	72	40	\$32 Public	6,753 6,202	Driving range, restaurant, practice green, golf shop, chipping areas	* Y	Mike Richards
20	Wasatch Mtn. St. Park/Mountain 972 W. Golf Course Drive Midway, UT 84049	453-654-0532 wasatchgolfcourse.com	125	72.4	72	100+	\$47 Public	6,900 6,300	36 holes, practice facility, full-service cafe, golf shop, camping accommodations	* N	Chris Stover
21	Logan River Golf Course 550 W. 1000 S. Logan, UT 84321	435-750-0123 theriver.loganutah.org	124	69.6	71	30	\$28 Public	6,487 5,562	Snack bar, conference room, full driving range	64 Y	Jeffrey B. John



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GOLF COURSES NORTHERN UTAH
— Ranked by Slope

Rank	Course Name Address	Phone Web	Slope	Rating	Par	No. of 2016 Tournaments	Green Fees 18 Holes Private/ Pub.	Yardage Tips Whites	Amenities	Course Record Dress Code?	Head Professional
22	Meadowbrook G.C. 4197 S. 1300 W. Taylorsville, UT 84123	385-468-1500 slcountygolf.com	124	70.7	72	15	\$42-\$44 Public	6,710 5,787	Driving range, two practice greens, short game practice area	61 N	Troy Watkins
23	Hobble Creek Golf Course 94 Hobble Creek Canyon Road Springville, UT 84663	801-489-6297 springville.org	123	69.5	71	30	\$45 Public	6,406 5,820	Snack bar, banquets, driving range, practice putting greens, full-service pro shop, lessons, clinics	61 Y	Craig Norman
24	Sun Hills Golf Course 3185 N. Hills Drive Layton, UT 84041	801-771-4814 sunhillsgolf.com	122	69.9	71	30	\$28-\$42 Public	6,508 6,065	Full-length driving range, chipping & putting greens, restaurant, pro shop, PGA instruction, private or groups	61 Y	Mike Bicker
25	Crane Field Golf Course 3648 W. Cranefield Road Clinton, UT 84015	801-779-3800 cranefieldgolf.com	121	67	72	12	\$26 Public	6,300 5,139	18-hole regulation golf course, driving range with covered mats and grass hitting stations	62 N	Zachary Aland Manager Todd Heugly
26	Wasatch Mtn. St. Park/Lake 972 W. Golf Course Drive Midway, UT 84049	453-654-0532 wasatchgolfcourse.com	119	72.0	71	100+	\$47 Public	6,400 5,750	36 holes, practice facility, full- service cafe, golf shop, camping accommodations	62 N	Chris Stover
27	Ben Lomond Golf Course 1800 N. Highway 89 Harrisville, UT 84404	801-782-7754 benlomondgolf.com	119	68.7	72	20	\$42 Public	6,176 5,778	Banquet room, snack bar, incredible views	58 N	Jeff Cliften



* = Did Not Disclose N/A = Not Applicable
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'Don't' can't be in your vocabulary when you take your game on the road

If you are reading this, then you probably fall in the category of golf nut. Sun, rain, hot, cold or windy, you are up for a game of golf. In fact, some of your vacation time revolves around playing at golf destinations. But when



you get done with that vacation, there is frustration because your scores weren't anything like what you normally shoot back home at your home club.

The fact is, the typical golfer generally scores better at their home course. What are the factors as to why? And how can I learn from this and play better at a course I have never played or do not play as often? There are certain things that will make it easier that can't be changed. For example, playing the same course over and over, you will learn the nuances of the greens and be able to read the putts better. There are many things a player does subconsciously during a round on a familiar course that help you score better. Let's try and draw some of those out.

Every shot has a plan and maybe you don't realize you are doing it: "OK, hit my tee shot down the right side of the fairway so my next shot is a much better approach into the green." "Next shot I always use one less club because it is downhill." These are plans you have created to play a hole the best way that fits your game. This may have

come from trial and error or from some analysis.

What plans work the best? This is an easy question to answer. The plans that do not involve the word "don't": "Don't slice it into the houses." "Don't hit it in the bunker." "Don't hook this into the water." The more you play a course, the less you use that word in your mind. Instead of saying, "don't hit it left," the brain becomes comfortable and focuses on the real task at hand. A major difference between a 10 and 25 handicapper is how they manage the word "don't." It applies in driving, iron shots, chipping and putting.

The next factor playing the same course over and over will create is a comfort level with certain shots. It could be something as simple as being really good from 150 yards because you execute that shot a lot in 18 holes. Or, it could be all of the greens are elevated so you have become very good at pitching the ball but do not have any experience with a course without elevated greens where you are better off hitting a bump-and-run shot. Your course has firm sand bunkers and the greens are typically slow. "I have practiced and practiced on this and it feels comfortable."

So how do you play better golf on the road and eliminate the frustration? Develop a plan that focuses on your strengths you have learned from your home course. The first thing you do is look at the scorecard and try and match a yardage that is close to what you play at home. Don't fall into the trap that

you are on vacation, so why not play from the tips. You are on vacation — have some fun!

The next step is the most important. If you are playing at a similar distance, then try and create similar shots. Standing on the first tee and having immediate shock because there is a bunker the size of Rhode Island running down the entire fairway is setting yourself up for failure. Focusing on bad only creates bad in the game of golf. Remember your plan on the first tee at your home course. Get yourself in the same comfort zone. If you are standing over the ball and saying, "Don't hit it in the bunker," step back, take a deep breath and look at where you do want to hit it until your brain trusts you. World-class golf course designers that create the courses on your bucket list are very good at putting the word "don't" in your head. More bunkers, more lakes — more of everything. DON'T let them win the battle.

Now comes the course management. At your home course, if your ball ends up in trouble, it is likely this has happened in this spot more than once and a plan has developed how to minimize the damage and come out with the best possible score. The same thing needs to happen here at the destination course but you do not have the luxury of trial and error. So, the golf ball ends up in a trouble spot after your tee shot. A golfer's instinct is always to look at the green or more specifically the flagstick and select a club based on the yardage and hope for the best.

This is NOT the plan. Try to look for a place that you can advance your ball to that gets you back in your comfort zone. This gives you the opportunity to minimize the damage, make a bogey (or possibly be rewarded for playing smart and make a par). The key words here are "minimize the damage." Your plan at your home course includes this, whether you realize it or not. In today's modern era of golf, having a GPS or a range finder makes sense especially when you go on the road. It is very easy to shoot a distance with a range finder to get you back or keep you in your comfort zone — especially on a par-5 or long par-4 to set up a third shot from a comfortable distance. Take the time and do the math. "I'm 275 yards away and my favorite distance into the green is 100 yards. I need to hit this next shot with my 175-yard club to get me close to 100 yards out, not my 3-wood and just pray for a good result."

In summary, create a plan, eliminate the word "don't," be positive instead and minimize the damage. We all have bad days on the course and sometimes no matter what you try, it just doesn't seem to work. Hopefully, these tips will help reduce those days and make for more enjoyable vacations. As with any sport, practice, practice, practice, and things will get better. Start practicing these tips and watch your scores drop and the fun meter rise.

Karl Larcom has been a Class A member of the PGA of America since 1999 and is the director of golf at Coyote Springs Golf Club in Southern Nevada.



Golf is a terrific vehicle for bringing people together

Golf courses are sometimes referred to as links — as in one hole being linked to another hole and then another hole, etc. Golf has also become a link between people. Many enduring friendships and business relationships have been “linked” and nurtured on the golf course.

Brothers and sisters and whole families have been linked by golf, and it extends well beyond that to neighbors, business associates and other acquaintances. Spending a few hours together without interruptions on a beautiful day and in a beautiful place can be soothing to the soul.



STEVE WATTS

Beyond those close-knit relationships, the golf course also readily provides a link between business owners, associations, wholesalers, retailers, their employees and their customers — even competitors. And the corporate golf outing has become a common and successful business tool throughout the country. The golf course has especially become a link for corporations, and many times, they are linked to charitable causes.

Shotgun starts and scramble formats have made corporate outings an important part of the golf course business and numerous businesses have made it a core part of their public relations programs. Companies have discovered that it is an enjoyable outing for both its employees and its customers and linking the two together results

in improved relationships.

Many charity groups have also discovered that a shotgun-start golf tournament is a good way to raise funds and encourage annual donations. That type of shotgun tournament attracts many groups that are not usually associated with each other, but they come together because of a common interest in a particular charitable cause.

At an 18-hole golf course, the ideal number of golfers for a corporate event is 144 players. That allows for two foursomes on each hole. If the number gets higher than 144, it creates a problem of slow play. While the ideal number is 144 players, a golf course can also hold shotgun starts for smaller groups. The smaller groups need to plan on early morning tee times — around 8 a.m. — so that it doesn’t interfere with the regular play of the golf course.

The scramble format is designed to accommodate players with a wide range of handicaps and can include both men and women in the same grouping. Players tee off from different tees based on handicap. The group then chooses the best tee shot and each player hits the second shot from that position. Again, the group chooses the best shot and plays the third shot from that new position. The same holds true on the putting green where everyone has a chance to make the putts.

It is true that a good scramble score is dependent on the team having someone who hits drives long and straight, but during the play of a hole everyone hits every shot — and even the novice golfer can be helpful to the team from shot to shot and especially

on the putting green. Everyone can putt and even the best putters, excluding “gimme” putts, generally miss more often than not.

In order to host large corporate outings, a golf course must have the ability to host 144 players for a luncheon after the golf, and that requires a good kitchen and dining area and the trained personnel to prepare and serve the meal. Many golf courses do not have such facilities and that limits their corporate outings to small groups.

For the last nine or 10 years, John Campos, of Diversified Insurance Group, has been using corporate outings at golf courses to bring many aspects of the insurance industry together.

“We hold a golf outing every year and it is one of the best things we do. It mixes management, staff and customers in a fun, relaxing environment,” he said.

“The key to a successful golf outing is that everyone needs to have fun,” Campos said, “and the scramble format allows golfers of all skill levels to have an enjoyable time together. New friendships are made and everyone looks forward to the event every year. The scramble format makes it comfortable for the novice golfer and is still a rewarding experience for the best golfers.”

Most outings have closest-to-the-hole and long-drive contests on selected holes that add interest and fun to the day.

“Having a golf outing is an ideal way to build relationships with others in the industry, and mixing them together

in such a fun environment is good for everyone,” Campos continued. “The customers like it, the employees like it and making friends with one another on the golf course makes the day-to-day business transactions more enjoyable.”

“Choosing a good site for the event is critical. It makes all the difference,” Campos said. “The location is important. It sets the tone. We like to go to places that have a special beauty to them. Distance isn’t that important when you are going to be spending most of the day anyway. In fact, car-pooling with other associates is part of the camaraderie that is created.”

“The golf course facility is very important, but golf course management is the most important part of putting a corporate outing together. Being wanted and welcomed and going to a place that is well-trained to organize shotgun start tournaments makes a big difference in the success of the day,” Campos concluded. “Of course, the food is also critical. A good plate of food and a full stomach makes everyone feel good about the day. The customers and employees mix and chit-chat and soon forget the bad shots and exaggerate the good ones — and friendships are enhanced. It makes business more enjoyable for everyone.”

Corporations that would like to enhance their public relations with their customers and employees should give serious consideration to a golf outing. It has proved successful for many companies.

Steve Watts is the general manager at Talons Cove Golf Course in Saratoga Springs.

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Why it's OK to golf in the rain

THEY AREN'T BUILDING AN INDOOR GOLF COURSE ANYTIME SOON, SO TAKE EVERY OPPORTUNITY TO GET CLOSE TO NATURE

Golfers love to talk about weather and course conditions. It is a constant conversation at golf courses because the game is outdoors. No regulation golf course was ever built indoors and probably never will in our lifetime. All players must universally contend with unpredictable weather and turf

grass conditions (with Hawaii being a possible exception!).

There are indoor football fields, indoor soccer fields and even indoor track fields around the

world today. But some sports are too expansive to ever be housed. Hiking, mountain climbing, marathoning, road cycling, triathlons and others fall into this category. Mountain climbers, for example, learn to adapt to different surface conditions caused by rain, wind and the weatherman. They expect the trail to have ups and downs, and many different surface conditions. They accept the trail as wild nature delivers it and embrace all the variations.

During the summer of 2016, the Ogden Utah marathon landed on the most wet and soggy day imaginable. Runners shuffled up Ogden Canyon, some as early at 4:30 a.m. The rain and cold followed runners from the start and did not let up. The participants spent several hours in drenching, cold rain, many of them wearing flimsy hot pants and tank tops. Several were treated for exposure. But, it did not stop the event from happening and did not stop the runners from showing up. In fact, some were even motivated by the elements, hoping the cold would help their muscles endure. Most interestingly, none of them asked for a rain check.

This example demonstrates the commitment these runners have to their sport. It is also meant to illustrate the major role nature plays in outdoor sports. You literally cannot run from it!

But short of lightning and a snow blizzard, a lot of outdoor sports can still be enjoyed with the proper mental and physical preparations.

It is pretty awesome to golf the same acres of grass many times and have a different experience every round. The time of day, the time of

year, the air temperature, the precipitation, the position of the sun and so forth, are all dictated by nature. That is the diversity of Mother Nature and her amazing ability to offer us entertain-

ing diversions from the work hours. Reward her by getting a tee time, by breathing fresh air and by connecting to the open space a golf course provides.

Golfers seek shelter during the rare lighting storm, which is prudent, but they should not seek shelter all the other times. It is important not to become spoiled by diligent and immaculate care provided by the golf course maintenance staff. They do their best to straighten some of nature's rough edges. Golfers can do their part too by fixing divots and ball marks and, most importantly, getting outside on the less-than-ideal days.

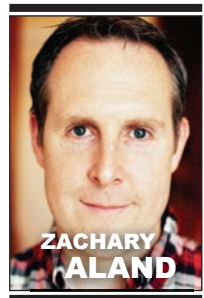
It's important golfers don't lose their connection to the great outdoors in their pursuit of perfect conditions. Golf is an immersive, five-senses experience. Mother Nature ensures the golfer will have a dynamic and different game each time he or she steps onto the tee box. If golfers plan for the variations, as a mountain climber would, they will be prepared for them. Why not embrace the challenge of a dewy green? The hide and seek of autumn leaves? The ball flight challenge of a headwind?

Connecting with the great outdoors means acknowledging Mother Nature's hand in the game of golf. It's OK to play around and through natural obstacles, like you would a well-placed sand bunker. Respect Mother Nature, connect with her, compete against her, but please don't ignore her by staying indoors.

Players who golf in all conditions will ensure they don't miss the best reward of all — the perfect day with mild temperatures, clear sky, fresh air, cut grass and perfect, rolling greens. Those days can be tough to forecast and even harder to forget if you are lucky enough to book your tee time without regard to the weatherman.

We all qualify as golfers at heart because we all need the great outdoors. Golf is a great excuse to step outside. Conditioning for a 100-mile Iron Man is not required, just a two- to four-hour walk or ride around mowed lawns and chirping birds. It's usually quite pleasant, unless nature is grumpy. But even then it can still be fun. Remember, you aren't pleasant to be with 100 percent of the time either, but nature never stays home to avoid you.

Zachary Aland is president and co-owner of Axxion Development LLC, a golf course management company headquartered in Ogden. He has been general manager of Remuda Golf Course and Crane Field Golf and has a business management degree from the University of Utah.



ZACHARY ALAND



GOLF COURSES SOUTHERN UTAH AREA

— Ranked by Slope

Compiled by Laneace Gregersen
801-533-0556, ext 206 • laneace@slenterprise.com

Rank	Course Name Address	Phone Web	Slope	Rating	Par	No. of 2016 Tournaments	Green Fees 18 Holes Private/ Pub.	Yardage Tips Whites	Amenities	Course Record Dress Code?	Head Professional
1	Coyote Springs Golf Club 3100 State Route 168 Coyote Springs, NV 89037	877-742-8455. coyotesprings.com	149	76.8	72	20+	\$60-\$154 Public	7,471 6,215	Full practice facility, grill with burgers, hot dogs, etc.	66 Y	Karl Larcom
2	Conestoga Golf Club 1499 Falcon Ridge Parkway Mesquite, NV 89034	702-346-4292 conestogagolf.com	137	74.9	72	100	\$59-\$125 Public	7,232 5,889	PGA member on staff, 18-hole championship course, practice facility, golf shop, restaurant & beverage car	66 Y	Scott Ballif
3	Falcon Ridge Golf Course 1024 Normandy Lane Mesquite, NV 89027	702.346.6363 golfalcon.com	138	71.6	72	80	\$50-\$120 Public	6,569 6,211	Restaurant, putting greens	62 Y	Rob Wursten
4	Sunbrook Golf Club 2366 W. Sunbrook Drive St. George, UT 84770	435-627-4400 sgcity.org	138	71.3	72	35	\$24-\$70 Public	6,800 DND	Holes, clubhouse snack bar irons only practice range, putting and chipping green	64 Y	H. Reed McArthur
5	Green Spring Golf Course 588 N. Green Spring Drive Washington, UT 84780	435-673-7888 greenspringgolf course.com	138	73.5	72	5	\$59 Public	6,859 6,417	Driving range, snack bar, practice putting green, practice chipping green, rental clubs and carts	62 Y	Nick Neeley
6	The Ledges Golf Club 1585 W. Ledges Parkway St. George, UT 84770	435-634-4640 ledges.com	137	74.2	72	*	\$45-\$85 Public	7,145 6,411	Driving range, chipping area, putting greens, clubhouse and restaurant	64 Y	Steve Sargent
7	Sand Hollow Resort 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresort. com	137	73.7	72	*	\$105-\$125 Public	7,315 6,462	Full bar & restaurant, rental clubs	* Y	Adam Jaspersen
8	Coral Canyon Golf Course 1925 N. Canyon Greens Drive Washington, UT 84780	435-688-1700 coralcanyon.golf. com	136	74.2	20	20	\$115 Public	7,200	Driving range, putting & chipping greens, full-service restaurant & bar, PGA professional staff, instruction	61 Y	Coral Canyon
9	Palms Golf Club 530 E. Peppermill Palms Blvd. Littlefield, AZ 86432	702-346-4067 mesquitegaming. com	136	73.5	72	25+	\$20-\$100 Public	6,860 6,178	Food & beverage	60 Y	Tom Winchester
10	The Hideout Golf Club 648 S. Hideout Way Monticello, UT 84535	435-226-1292 hideoutgolf.com	134	71.1	72	8	\$42 Public	6,654 5,635	Driving range, pro shop, snack shop	67 N	Tyler Ivins
11	Sky Mountain Golf Course 1800 N. Sky Mountain Blvd. Hurricane, UT 84737	435-635-7888 skymountaingolf. com	131	70.9	72	30	\$55-\$65 Public	6,450 6,014	Driving range, full pro shop services, practice green and bunker, putting green, full grill menu	63 Y	Kent Abegglen
12	Bloomington Country Club 3174 Bloomington Drive East St. George, UT 84790	435-673-2029 bloomington countryclub.com	130	71.9	72	*	\$60 Private	7,050 5,400	18-hole championship course, driving range, practice facility, full-service clubhouse, restaurant and lounge	* Y	Scott Brandt
13	Entrada at Snow Canyon CC 2537 W. Entrada Trail St. George, UT 84770	435-986-2200 DND	127	73.5	71	6	\$150 Private	7,062 6,108	Grass practice range, putting and chipping greens, golf shop, snack bar	63 Y	Andrew Hopkins-Payne
14	St. George Golf Club 2190 S. 1400 E. St. George, UT 84790	435-627-4404 stgeorgegolfclub. com	126	73.7	73	*	\$20-\$33 Public	7,217 5,203	Full-service golf shop, snack bar, cart rentals, rental clubs, practice green	* Y	James Hood
15	SunRiver Golf Club 4210 Bluegrass Way St. George, UT 84790	435-986-0001 sunrivergolf.com	126	72.6	71	*	\$59 Public	7,020 5,847	Restaurant, grass tee range, putting course, putting green, chipping, pitching and sand trap complex	61 Y	Neil Economy
16	Palisade St. Park Golf Course 2200 E. Palisade Road Sterling, UT 84665	435-835-4653 golfpalisade.com	123	69.7	72	8	\$36 Public	6,333 5,755	Restaurant, driving range, practice area, pro shop, PGA teaching professional private & group lessons	62 Y	Jordan Van Orman
17	CasaBlanca Golf Club 1100 W. Hafen Lane Mesquite, NV 89027	702-346-6764 mesquitegaming. com	122	74.0	72	*	\$25-\$125 Private	7,036 6,109	Food & beverage	61 Y	Tom Winchester
18	Southgate Golf Club 1975 S. Tonaquint Drive St. George, UT 84770	435-627-4440 sgcity.org	121	70.2	71	*	\$47 Public	6,321 5,218	Driving range, rental clubs, fully stocked pro shop, snack bar	61 N	Eron Deming
19	Dixie Red Hills Golf Course 645 W. 1250 N. St. George, UT 84770	435-634-5852 stgeorgecitygolf. com	119	33.3	34	*	\$20-\$27 Public	2,733 2,127	Sandwiches, drinks and snacks	* Y	Allen Orchard
20	Cedar Ridge Golf Course 900 N. 200 E. Cedar City, UT 84720	435-586-2970 cedarcity.org	118	69.7	71	*	* Public	6,902 *	Driving range, putting green, chipping green, pro shop	* Y	Jared Barnes



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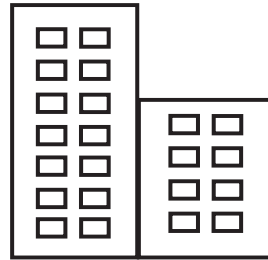
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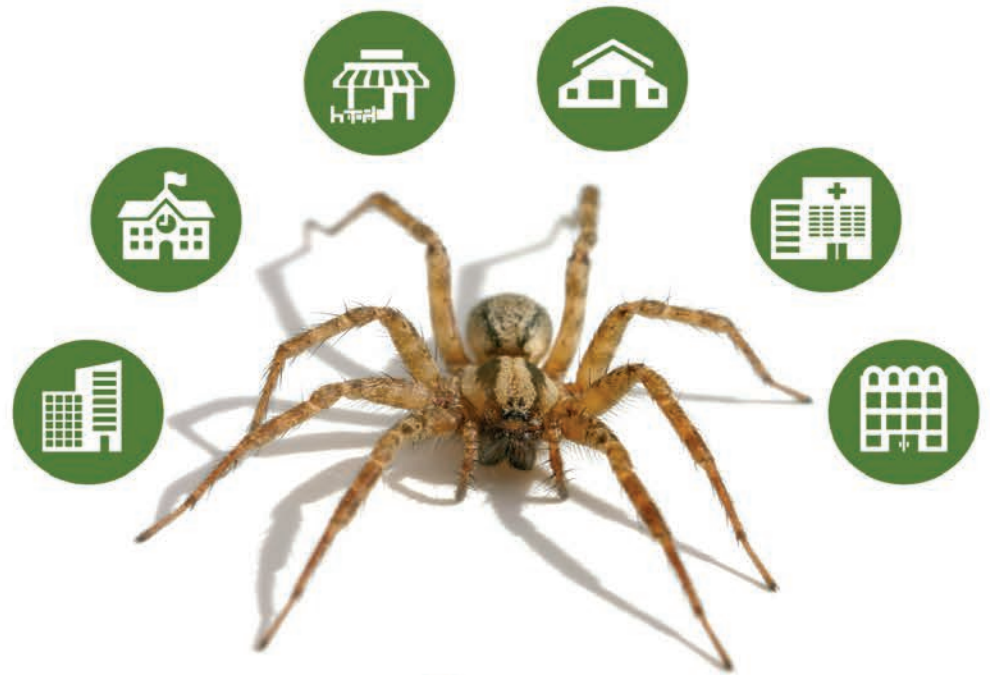
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