



LINKS

A Publication of Landscapes Unlimited, LLC Summer 2008

Giving Back — Our Employees Do It Best!

We have long known that a company is only as good as its employees, just as a community is only as good as its citizens. Here at Landscapes Unlimited we are especially proud of all of the contributions that our employees have made to their communities and we wanted to take this opportunity to share some of their efforts with you.

Within the home office, our Employee Action Team has organized a number of community service projects. In the last twelve months alone, our staff has lent their time and talents to many efforts, including:

- Giving Tree drive for the local city mission
- Food basket distribution at Thanksgiving
- Grounds clean-up for a local non-profit
- Food Bank drive
- Blood drives
- Recycling projects

These community building efforts extend well beyond our home office in the form of educational, research and charitable initiatives. Our employees have had the privilege of lending their expertise to many worthwhile organizations over the years, some of which have been highlighted in past issues, but are worth mentioning again:

- Smithsonian Museum
- National Arbor Day Foundation
- Nebraska Groundwater Foundation
- First Tee of Fort Worth, Kansas City and Little Rock
- City of Phoenix Field of Dreams
- Sticks for Kids
- Various Research Projects

Our employees' commitment to our communities extends to coaching of youth sports teams, active involvement in local schools, as well as leadership roles in service clubs and non-profit organizations. The charitable giving record amongst our team is well documented in regard to our annual United Way Campaign, with 70% of our office employees contributing. These participation levels demonstrate their compassion for their fellow community members and appreciation for the agencies who serve the human service needs within our communities.

At the same time, we recognize that sometimes our own employees and their families, despite their hard work and best efforts, experience hardships that make it difficult for them to provide for themselves and their families. This can be due to catastrophic weather events, medical emergencies or other circumstances beyond their control. In response to this need we recently established LU4U, a non-profit entity through which we can provide a safety net for those who have helped make our company and our communities great.

It is our hope that just as the projects we build for our customers help contribute to the legacy of the communities in which they are rooted, the community building we do beyond our construction efforts continues to be part of the legacy our employees are creating for Landscapes Unlimited.

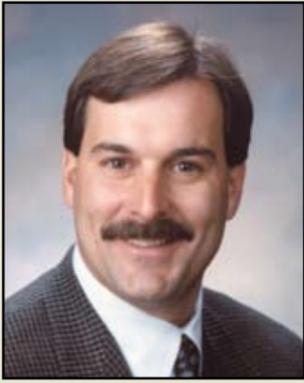


*Be alert to give service.
What counts a great deal in life is what we do for others.*
— ANONYMOUS



I expect to pass through this world but once. Any good thing, therefore, that I can do or any kindness I can show to any fellow human being let me do it now. Let me not defer nor neglect it, for I shall not pass this way again.
—STEPHEN GRELLET

Message from Jim



Summer greetings, all.

A friend from work and I were on a flight together recently. We happened to be sitting in the exit row together and the flight attendant came back to give the required briefing about sitting in these seats.

Expecting the usual...

"I'll need a verbal 'yes' to each of these questions:"

"Do you realize you are sitting in an exit row?"

"Are you willing to help in the event of an emergency?"

We were greeted with this instead...

"You know, you guys likely have the good fortune to spend every day working at a skill that you get to practice and perfect every day. But for us, we spend every day training and being prepared for something we hope we never have to use."

From here, and in full command of our attention, she continued with very specific instructions, well beyond what was required of her position. We have been flying for awhile and have sat in the exit row our share of times; so to say we learned something means more than we just happened to be paying attention this time.

She was right about our role in business. We are fortunate that way. But as you read in our opening story, we also have the privilege to spend some time every once in awhile doing some very worthwhile things that might just have nothing to do with advancing our skills and trades.

Our flight attendant this day chose to take an interest in us. And that felt pretty good. It was an appropriate reminder that while we all proceed down the busy path of business, there are always opportunities, small and large, to make a difference for others.

So we recognize all of you – our friends, employees, clients, designers and industry partners – that allow us to not only make a difference on your projects, but also in your communities.

Have a great summer!

— Jim Barger, President

Regional Manager Celebrates 20 Years with LU



From banking to building golf courses may sound like an unlikely road to travel but that is exactly the path Bob Armstrong, Southwest Regional Manager, followed to reach his goal of working in the golf industry. In January of this year Bob reached a major milestone in his career at

Landscapes by completing 20 years of service.

After a brief stint in banking, Bob accepted his first job with Landscapes as a laborer/foreman at the Stone Mountain project in Atlanta, Georgia. Working alongside Curt Grieser and Lonnie Japp he learned golf course construction from the ground up. This first position included a lot of hand and shovel work as well as some irrigation installation. Bob states that having worked on farms growing up he was familiar with hard work, but if it hadn't been for the men he worked with and the support they gave him, he wouldn't have lasted more than a few

days.

Bob has experienced the ups and downs of the industry, but when asked to share some of his thoughts, in his usual manner, he focuses on the positive: fewer new golf courses means the opportunity to diversify services; new technology means additional resources to help deliver projects successfully; and extensive travel early on resulted in meeting his future wife, Marla and two of his life's greatest joys, daughters Alison and Emily.

When asked why he still enjoys going to work each day he quickly acknowledges the team he works with and the tangible results, big or small, they achieve on a daily basis. As he continued to ponder this question Bob commented on the many people that supported him throughout the years and contributed to his success. As he starts into his next 20 years he states that continuing to grow the company and providing support and opportunity for others to meet their goals is at the top of his list.

Bob, you are tops on our list. Congratulations and on behalf of Landscapes Unlimited, LLC, its employees, and your friends THANK YOU for your 20 years of dedicated service.

Longtime Employee Set to Retire



Kolleen Hagel has announced her plans to retire this summer after 23 years of service to Landscapes. One would be hard pressed to think of a time at Landscapes when Kolleen was not an integral part of the office and it's extremely difficult to think of a future without her. Much like that

teacher that taught generations of the same family or the minister that has seen families through good times and bad, she has been our rock.

In reflecting on her years of service a smile comes across her face as she thinks back on those first few years. "Oh, for the longest time we didn't have a copier, I remember making copies at the office of a business just down the street from us"; she chuckles out loud not over the day she got her first computer, but the day she got an electric typewriter, "what a help that was." But it's when Kolleen speaks of intimate holiday meals in the office with super-

intendents and their wives or someone stopping by the office on the way to their next job that you know what working at Landscapes has meant to her.

As she discusses the changes she has witnessed over the years it's clear they are too numerous to mention, but the growth of the company is something she acknowledges with pride. "Bill (Kubly) has always hired the right people and given them credit for making the company a success; I hope people appreciate how fortunate we are."

When asked to describe what retirement means to her she answers "time at home." Not that she won't be working, Kolleen has landscaping projects she wants to complete, a stack of books she wants to read, and grandchildren she can't get enough of. Her granddaughter Morgan attends school in Lincoln and the idea of a part time job at her school has crossed Kolleen's mind more than once. Whatever retirement means, we know it is well deserved and that it will be enjoyed.

On behalf of the Landscapes family, Kolleen, we thank you for your service, your friendship, and most of all for making us a part of your life these last 23 years. Good luck and enjoy a long and healthy retirement.

Project Profile: Hendrickson Hawks Field

At the inaugural game for the newly renovated Hendrickson Hawks baseball field, right-hand pitcher, Joey Taylor from Baytown, TX, delivers the first pitch. From the way Taylor is handling the ball, it looks as if he is throwing a curveball right down the zone.

Actually, Taylor was the on-site superintendent for Landscapes Unlimited who performed the renovation recently at Hendrickson High School Hawks baseball field in Pflugerville, TX. Coach John Pineda said it was the best field he had played on. After completion, there were two rain events and due to the properly graded surface and new sod, the team was able to hold a light practice that day.

The renovation included a new irrigation system, new Tifway 419 sod, newly designed infield skinned area, and a new elevation that allowed faster water runoff than before. Also included in the renovation was some remodeling and re-leveling of the girl's softball field. Now both squads can play soon after rain events where before the teams had to wait several days before the fields were dry enough for play.





A new joint venture between Landscapes Golf Group and Bellows Golf Management of Phoenix, will display how Landscapes Unlimited's expertise in different arenas can add value for their clients.

Landscapes Golf Group and Bellows have entered into a 30-year lease — with one 20-year option — of Oceanside Golf Course, a municipal facility outside San Diego that hosts 80,000 rounds a year but is in dire need of renovation, both above and below ground.

"It is an excellent example, an excellent model of how we can both operate and renovate a facility," Landscapes Golf Group President Mike Jenkins said, noting that the new Oceanside Golf, LLC is required to finish \$4.5 million in renovations over the next five years. "Landscapes' construction skills are obvious, and we're operating enough golf courses that we're able to enjoy premium pricing from suppliers — from carts to equipment, food-and-beverage, merchandise and maintenance supplies. We're getting the same pricing as all the big management companies, establishing leverage in terms of purchasing agreements. At the corporate level we possess expertise in areas like financing and insurance, and this project allows us to add to our agronomy and food-and-beverage resources."

"We saw this partnership as a good fit," said Bellows, who is managing the day-to-day operations. "Landscapes Unlimited is unusual from the standpoint that they have construction as well as golf-operation expertise. I didn't see a one-headed dragon. I saw a two-headed ally."

"We both have good industry relationships and a variety of allies and expertise to complement each other," added Bellows, who operates three other golf courses in the

Phoenix and Tempe area.

The two companies "will never be able to match this deal in years to come," Bellows declared, pointing out that "the barrier to competitive entry in Southern California for a golf course is really unique. It's nearly impossible to build a new course there and the cost is prohibitive."

Landscapes Golf Group Regional Manager, Scott Nissley, who has added Oceanside to his portfolio, said that while it is "a fun course to play" plenty of work needs to be done.

In fact, nearly \$1 million worth of work in Phase One has already started. Nissley and Bellows shut down the 10-acre range on March 11 and are in the midst of a \$600,000 renovation leading to a July 1 reopening.

Meanwhile, Nissley said the property needs "new life," including intensive fairway regeneration, drainage, irrigation coverage and new irrigation components.

"The nice thing about the five-year program to invest \$4.5 million," he said, "is that we don't have to invest all of it in one lump sum. We can pace ourselves based on the activities of the golf course and what the business will justify."

"Both our companies are in the business long-term. Golf is a business you have to look at long-term, not with a two- or three-year pro forma. You have to have seven- to 30-year pro formas. More and more often, with renovations, affordable golf will have to entail 50-year, rather than 20-year plans."

The partnership's intention is to ultimately raze the 4,500-square-foot clubhouse Bellows describes as "dysfunc-

tional" and replace it with a restaurant capable of hosting 150 to 200 people for golf outings, weddings and other events. Also in the future is "a more professional golf shop in a new building," turning the existing clubhouse structure into club and cart storage.

Speaking of his partners in the new Oceanside Golf LLC, Bellows said: "I've been in the ownership and acquisition side of the business as well as operations for over 30 years. I think Landscapes has a great team and brings a lot to the table. It's all about building equity and value. You have to have a long-term plan and it takes certain personnel to drive the machinery."

Jenkins deferred credit for the project to Bellows, saying: "He found the deal and brought us into it. He spends a lot of his own time out there. It's his baby."

Further reinforcement that Landscapes Unlimited can mix and match its various facets of expertise as no other company can to complete a team and add value to their clients.



Congratulations to Oscar San Juan



Oscar San Juan, a long-time Landscapes employee and current LU Superintendent received his US Citizenship on April 22nd at the US District Court in Harrisburg, PA.

LU Tests Latest John Deere Dozer

Being recognized as a national account by John Deere's Corporate Business Division has afforded Landscapes Unlimited (LU) some unique opportunities.

In addition to being a member of the "J", and now "K" series dozer development teams, we have been selected to be involved with the field trials of a new prototype dozer. LU, along with five other contractors across the country, will be given a machine to run for nearly one year.

Several engineers from Deere will be monitoring the machine in addition to interviewing the operators and superintendents. There will be a reasonable amount of record keeping required on our part.

We were given the opportunity to operate and critique the machine last fall. This spring it was debuted to over 250,000 industry professionals at the CONEXPO equipment convention in Las Vegas.

Prior to its introduction, the machine was code named "Bison", probably because of its initial big bulky look. After numerous refinements, the machine has been designated the 764 HSD (High Speed Dozer).

Most machines are built as part of an evolution, such

as the 650G, 650H etc. The 764 HSD is a brand new one-of-a-kind, 200 hp, rubber tracked, articulated frame dozer that can travel between sites at 18 mph. One of our challenges is to determine the strengths and weaknesses of the machine to aid the marketing department in targeting their future clientele.

The 764 HSD should be delivered to our Seven Falls jobsite near Hendersonville, NC within the next few weeks.



Arizona Office is on the move

Effective June 1, 2008 our Regional Office in Scottsdale, Arizona has moved to their new location.

The new location offers additional space, as well as easy access while staying within the perimeter of the Scottsdale Airpark.

Please make a point to stop in and visit our new location.

**8970 East Raintree Drive, Suite 300
Scottsdale, AZ 85260
Phone: 480.948.4500
Fax: 866.800.2443**

♪ **ArborLinks** - Nebraska City, NE

✳ **Athletes in Action** - Xenia, OH

♪ **Ballyhack** - Roanoke, VA
Architect: George Golf Design
Irrigation Consultant: STI Designs

◆ **Bayonet Golf Course** - Seaside, CA
Architect: Gene Bates Golf Design
Irrigation Consultant: Spot Water Management

✳ **City of Avondale Parks Project** - Avondale, AZ
Architect: Olsson Associates

♪ **Countryside Country Club** - Clearwater, FL
Irrigation Consultant: Irrigation Consultant Services, Inc

✳ **Crystal Palace Football Club** - Joppa, MD

♪ **Cypress Tree Golf Course** - Montgomery, AL
Architect: Watermark Golf, LLC/ Nathan Crace Design

♪ **Elkridge Club** - Baltimore, MD
Architect: Brian Silva, Inc.

✳ **Faith Family Church** - Chandler, AZ

♪ **Firethorn Golf Club** - Lincoln, NE

♪ **First Tee of Ft. Worth, TX** - Fort Worth, TX

♪ **Fort Mill Golf Club** - Fort Mill, SC
Architect: Clyde Johnston Designs

♪ **Fox Valley Country Club** - Lancaster, NY
Architect: Arnold Palmer Course Design Company

♪ **Glenmore Country Club** - Keswick, VA
Architect: John LaFoy

✳ **Hickory Ridge Park** - Rockwall, TX
Architect: Mark Spencer

✳ **Kramer Park** - Bellevue, NE
Architect: RDG Planning & Design

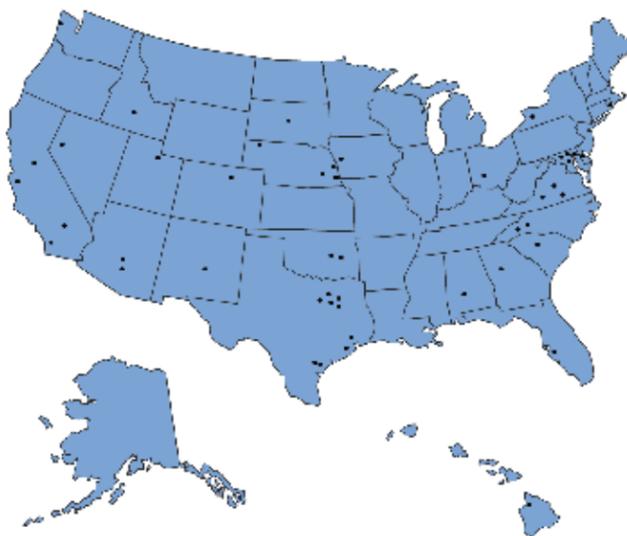
♪ **Lakewood Country Club** - Rockville, MD

♪ **Langley AFB - Eagle Golf Course** - Hampton, VA
Architect: George Golf Design

♪ **Mauna Kea Golf Course** - Kohala Coast, HI
Architect: Rees Jones, Inc.
Irrigation Consultant: Bryant, Taylor & Gordon

♪ **Oak Hills** - San Antonio, TX
Architect: Morrish & Associates, L.L.C.

♪ **Ocean City Golf Club - Seaside Course** - Berlin, MD
Architect: George Golf Design
Irrigation Consultant: Hydro Designs, Inc.



♪ **Oceanside Municipal Golf Course** - Oceanside, CA

✳ **Oklahoma State University** - Stillwater, OK
Architect: Millennium Sports Technologies

♪ **Outlaw Club** - Alto, NM
Architect: John LaFoy
Irrigation Consultant: R.R.I. Inc.

♪ **Patriot Golf Course** - Owasso, OK
Architect: Robert Trent Jones II Golf Course Architects
Irrigation Consultant: Erik Christiansen Design Group

✳ **Pizza Hut Park** - Frisco, TX

◆ **Pole Creek** - Winter Park, CO
Irrigation Consultant: R.R.I. Inc.

♪ **Prairie Club** - Valentine, NE
Architect: Graham Marsh Golf Design & Tom Lehman
Irrigation Consultant: Van Wall Turf & Irrigation

♪ **River Oaks Country Club** - Houston, TX
Architect: Rees Jones, Inc.
Irrigation Consultant: Irrigation Planning & Design - Dan Farrier

◆ **San Joaquin National Cemetery** - Gustine, CA
Irrigation Consultant: Aqua Engineering

♪ **Sequoyah National** - Cherokee, NC
Architect: Robert Trent Jones II Golf Course Architects
Irrigation Consultant: Aqua Agronomic Solutions, Inc.

♪ **Seven Falls Golf and River Club** - Etowah, NC
Architect: Arnold Palmer Course Design Company
Irrigation Consultant: Dale Winchester & Associates

✳ **Slayter Creek Park** - Anna, TX
Architect: Helmberger Associates, Inc.

♪ **Southridge Estates Golf Course** - Sioux City, IA
Architect: Jerry Slack Associates
Irrigation Consultant: Erik Christiansen Design Group

♪ **Sun City Peachtree** - Spalding, GA
Architect: Gary Stephenson Golf
Irrigation Consultant: Harvey Mills Design

♪ **Sun Valley** - Sun Valley, ID
Architect: Knott, Brooks, Linn Design

♪ **Sutton Bay** - Agar, SD

♪ **Tahoe Golf Club** - Carson City, NV
Architect: Coore & Crenshaw
Irrigation Consultant: Russell D. Mitchell & Associates

♪ **Terravita Golf & Country Club** - Scottsdale, AZ

♪ **The Club at Morningside** - Rancho Mirage, CA
Architect: Nicklaus Design
Irrigation Consultant: Harvey Mills Design

♪ **The Clubs at Sonterra Golf Course** - San Antonio, TX
Irrigation Consultant: Erik Christiansen Design Group

◆ **Toro Sentinel** - Sugarland, TX

◆ **Tuhaye Golf Course** - Kamas, UT
Irrigation Consultant: Dale Winchester & Associates

♪ **Wannamoisett Country Club** - Rumford, RI
Architect: Forse Design, Inc.

♪ **Weeks Park Golf Course** - Wichita Falls, TX
Architect: Golfscapes Inc.

♪ **Woodmont Country Club** - Rockville, MD

KEY

♪ Golf Projects

✳ Recreational

◆ Irrigation

REGIONAL OFFICES

Arizona
8970 East Raintree Drive, Suite 300
Scottsdale, AZ 85260
Phone: 480-948-4500
Fax: 866-800-2443

North Carolina
235 West Pennsylvania
Southern Pines, NC 28387
Phone: 910-246-3389
Fax: 910-246-3392

Texas
4431A Town Center Place
Kingwood, TX 77339
Phone: 281-548-2525

Website: www.landscapesunlimited.com