

GolfWorld

100

Best Golf Shops

AT Poppy Hills GC in Pebble Beach, it's being pleasantly surprised by a course ranger who approaches you not with a hurry-up nudge, but a "Nice Shot" certificate good for a discount on shop merchandise. At the PGA Tour Shop at Detroit's Metro Airport, it's the option of shopping by appointment, complete with \$1 parking and an escort whisking you past security to the store. Or at the Oconee Course's shop at Reynolds Plantation resort in Greensboro, Ga., it's getting a \$50 savings bond for Junior when you buy a set of kids clubs at its three-day golf camp.

That's just a sample of some of the great ideas executed by retailers who made *GolfWorld's* 2008 list of 100 Best Golf Shops. As did Carl's Golfland in Bloomfield Hills, Mich., and Haggin Oaks Golf Super Shop in Sacramento, Calif., the only facilities to be feted all 23 years the competition has been held, this year's top shops varied in size but not in substance. Each delivered a level of service that made it stand out. Each offered fresh, creatively merchandised product and appealing promotions. In every way, these shops had the goods. —*The Editors*

Off-Course

Carl's Golfland
 Bloomfield Hills, Mich.

Carl's Golfland—St. John's
 Plymouth, Mich.

Carlsbad Golf Center
 Carlsbad, Calif.

Dale's Winning Edge Golf H'quarters
 Knoxville, Tenn.

Edwin Watts Golf
 Hanover, Mass.

Edwin Watts Golf
 Naples, Fla.

Edwin Watts Golf
 North Miami Beach, Fla.

**Edwin Watts Golf
 Orlando Superstore**
 Orlando

Edwin Watts Golf
 Palm Harbor, Fla.

Golfdom Tysons
 McLean, Va.

**The Kiawah Golf Shop
 at The Sanctuary**
 Kiawah Island, S.C.

Lumpy's Golf
 Cathedral City, Calif.

Lumpy's Golf
 Fort Myers, Fla.

Lumpy's Golf
 La Quinta, Calif.

Miles of Golf
 Ann Arbor, Mich.

The New York Golf Center
 New York City

PGA Tour Shop—Detroit
 Romulus, Mich.



PGA Tour Shop—Gaylord Palms
 Kissimmee, Fla.

PGA Tour Shop—Jacksonville
 Jacksonville

PGA Tour Shop—Phoenix
 Tempe, Ariz.

PGA Tour Shop—Pittsburgh
 Pittsburgh

PGA Tour Shop—Reno-Tahoe
 Reno, Nev.

PGA Tour Shop—San Francisco
 San Francisco

PGA Tour Shop—St. Louis
 St. Louis

PGA Tour Shop—West Palm Beach
 West Palm Beach

Loch Lomond GC

Befitting a facility with members from more than 30 countries, this 900-square-foot Scottish shop has an international milieu. Loch Lomond buyers introduced golfers to high-end, limited-quantity outfits from vendors in London, Munich, New York and Los Angeles in 2007—a passport to increased sales.



Dale's Winning Edge Golf Headquarters
 This Knoxville, Tenn., retailer captured its 14th consecutive 100 Best Golf Shops recognition with a lineup nearly as impressive as the NCAA women's basketball champions at nearby Tennessee (whose logoed merchandise is featured in the 10,600-square-foot facility): TVs for customers to watch PGA Tour events while shopping, a "leader board" touting in-store specials and free ball samples at its Spring Golf Expo.



Private

The Bay Hill Club & Lodge

Orlando

Bearpath G&CC

Eden Prairie, Minn.

Bighorn GC

Palm Desert, Calif.

Castle Pines GC

Castle Rock, Colo.

Cherry Hills CC

Cherry Hills Village, Colo.

The Club at LochenHeath

Williamsburg, Mich.

Congressional CC

Bethesda, Md.

Desert Mountain

Scottsdale

East Lake GC

Atlanta

Edina CC

Edina, Minn.

Fieldstone GC

Greenville, Del.

Fresh Meadow CC

Lake Success, N.Y.

Inverness Club

Toledo, Ohio

Kalamazoo CC

Kalamazoo, Mich.

Kinloch GC

Manakin-Sabot, Va.

Loch Lomond GC

Dunbartonshire, Scotland

Medinah CC

Medinah, Ill.

Merion GC

Ardmore, Pa.

Muirfield Village GC

Dublin, Ohio

Olympia Fields CC

Olympia Fields, Ill.

Promontory Club

Park City, Utah

TPC Boston

Norton, Mass.

TPC River Highlands

Cromwell, Conn.

TPC Twin Cities

Blaine, Minn.

Winged Foot GC

Mamaroneck, N.Y.

Public

Angel Park GC

Las Vegas

Bali Hai GC

Las Vegas

The Golf Club at Newcastle

Newcastle, Wash.

Golf Courses at Incline Village

Incline Village, Nev.

Haggin Oaks Golf Super Shop

This Sacramento, Calif., store supersized last year, more than doubling its floor size to 15,000 plus square feet—a stat that doesn't include impressive Haggin Oaks amenities such as its 100-stall driving range. Doing things in a big way is staple for shop founder Ken Morton Sr. and his son, Ken Jr. From their annual spring three-day demo event featuring more than 150 vendors to the state-of-the-art Player Performance Studio, which debuted last year, scale, quality and attention to detail are Haggin Oaks hallmarks. Restoring a 1929 Ford Model T to grandly merchandise Callaway golf balls? No problem.

Grayhawk GC

Scottsdale

Haggin Oaks Golf Super Shop

Sacramento, Calif.

Hillandale Golf Shop

Durham, N.C.

Kierland GC

Scottsdale

King Par Superstore

Flushing, Mich.

The Legacy GC

Henderson, Nev.

Mahogany Run GC

Charlotte Amalie, U.S. Virgin Islands

Monarch Beach GL

Dana Point, Calif.

Pine Oaks GC

South Easton, Mass.

Poppy Hills GC

Pebble Beach

RedTail GC

Beaverton, Ore.

The Revere GC
Henderson, Nev.

Sandia GC
Albuquerque

Talking Stick GC
Scottsdale

Torrey Pines Golf Shop
La Jolla, Calif.

TPC Deere Run
Silvis, Ill.

TPC Las Vegas
Las Vegas

TPC Scottsdale
Scottsdale

Troon North GC
Scottsdale

Trump National GC
Palos Verdes, Calif.

Whirlwind GC
Chandler, Ariz.

Resort

Bandon Dunes GR—Bandon Dunes
Bandon, Ore.

Bandon Dunes GR—The Lodge Shop
Bandon, Ore.

Bandon Dunes GR—Pacific Dunes
Bandon, Ore.

Blackwolf Run
Kohler, Wis.

The Breakers Sports Pro Shop
Palm Beach, Fla.

The Broadmoor
Colorado Springs

ChampionsGate GC
ChampionsGate, Fla.

Grand Cypress GC
This Orlando shop, which underwent a major renovation in 2007, caters to resort guests, outside groups and local members. To encourage members to patronize the shop, Grand Cypress developed a member-loyalty program that rewards each month's top 20 spenders with a dozen balls and a complimentary clinic.

Coeur d'Alene Resort GC
Coeur d'Alene, Idaho

The Doral Golf Resort and Spa
Miami

Four Seasons Resort and Club
Irving, Texas

Grand Cypress GC
Orlando

Harbour Town GL
Hilton Head Island

Lake of Isles GC (North)
North Stonington, Conn.

May River GC at Palmetto Bluff
Bluffton, S.C.

Ocean Club GC
Paradise Island, Bahamas

**The Ocean Course
at Kiawah Island Golf Resort**
Kiawah Island, S.C.

The Oconee Golf Shop
Greensboro, Ga.

The Phoenician
Scottsdale

Pinehurst
Pinehurst, N.C.

The Ritz-Carlton GC—Orlando
Orlando

Shingle Creek GC
Orlando

TPC Sawgrass
Ponte Vedra Beach, Fla.

Westin La Cantera Resort Course
San Antonio

The Westin La Paloma
Tucson

Whistling Straits
Sheboygan, Wis.

Wildfire GC
Phoenix

HOW THE WINNERS ARE CHOSEN

On- and off-course golf shops submit financial statements, photographs and an essay. Editors judge shops on three criteria: (1) revenue per square foot/per round; (2) shop appearance/layout, using supplied photos; and (3) articulation of successful promotions, recent initiatives and a major challenge faced (and how it was handled) within the last year.

