



Hiawatha Trails Golf Course

Geoffrey Van Epps

Success Magazine: You came from humble beginnings. How have your trying experiences enriched your life?

Geoffrey Van Epps: Surviving and overcoming my humble beginnings taught me valuable lessons that I apply daily to raising my family and running my business. For example, I learned to establish priorities and to devote my energies to providing whatever was necessary in meeting my commitments. Ensuring a strong, healthy, and loving family gives me the foundation and support to sustain me as I face the challenges of running a small, but demanding business like Hiawatha Trails Golf Course.

SM: What did you do prior to purchasing Hiawatha Trails Golf Course? Why was this decision made?

GV: All my life I have worked several jobs at the same time. While working for the State, I had a limousine service. My work

experiences have often been physically demanding and at times emotionally draining. I learned that I liked working with my hands as much as I liked working with people. I especially enjoyed working for myself. The decision to purchase Hiawatha Trails Golf Course was made after consultation with my wife—it was seen as an opportunity to devote my energies to being my own boss, supporting our growing family with my own business.

SM: Purchasing the course in this recessionary economy surely comes with trials. How have you applied your life-lessons to achieve success as a business owner? What have you done to stay afloat in this turbulent economic climate?

GV: Purchasing the course in any economy would have been challenging. I do many of the needed tasks myself. I am chief groundskeeper, maintain my machinery and work right along with the part-time help that I employ. At lunch time and in

the evening I even do the cooking in our clubhouse. My teenage children are great assets working as starters in the clubhouse, and my son, who is an excellent golfer in his own right, is also a golf counselor and instructor in our summer camp.

SM: What makes Hiawatha a great option for people of all ages?

GV: The relaxed atmosphere and open and mildly challenging holes of this beautiful executive course provides golfers of all ages and abilities an opportunity to enjoy a few hours of golf at a reasonable cost.

SM: What golf services are offered at Hiawatha?

GV: We have men's and women's leagues, a putting green, a summer day camp for children, and a local pro who gives individual or group lessons. We are available to groups who want to use golf for fundraising activities, or groups who sponsor their own tournaments or group outings. Of course we have club rentals, drive and pull carts and a snack bar. We don't take tee times and allow golfers to play as individuals or groups. Many golfers start out before the clubhouse is open and pay as they finish.

SM: What advice would you give to other business owners starting out in a tough economy?

GV: Success in business can be measured in many ways. If being your own boss, working long and hard hours for yourself and your family is more important than making a lot of money, then I say go for it.

An 18-Hole Par-57 Executive Course

- Drive carts, club rentals & sales
- Golf outings
- Friday night golf
- Kids summer golf camp
- Private parties
- Private & group instruction
- Restaurant & bar

**Contact Hiawatha Trails today
at 518-456-9512**

www.golfhiawathatrails.com

6051 St Farm Rd • Guilderland, NY 12084

