American Golf Corporation, was recently course general manager since October 1990. In inspections. Each course was judged in 17 categories. Since July 1989 and Greg Davis has been the operational and maintenance categories. SGA members have begun programs to initiate golf real estate databases, educational programs for members, identification of members to the golf industry, and standardization of data formats utilized by the golf real estate industry. More information may be obtained by contacting any of the charter members listed below.

KUDOS FOR MOUNTAIN MEADOWS

VIENNA, Va. — Billy Casper Golf Management, Inc. recently announced that April Brody has been promoted to director of operations. In her new post, Brody will be responsible for monitoring golf club activities such as sales, new memberships and golf rounds on a daily basis. In addition, Brody will compile demographic and market research needed to design club membership programs. She will also develop collateral materials for the club's golf and tennis outings, player development programs and membership solicitation campaigns.

GOLFCO SECURES BIDWELL LEASE

CHICO, Calif. — The Chico City Council has authorized a 20-year lease to the Bidwell Park Golf Club, allowing for expansion of the Bidwell course, which is managed and operated by Golfcou. The decision allowed the controversial removal of a blue oak tree which has been identified as a granary tree for local woodpeckers.

The lease, which doesn't require payment for the first five years, requires that all areas not in use as greens, tees or fairways be revegetated using native ground cover, trees and shrubs.

KUDOS FOR MOUNTAIN MEADOWS

POMONA, Calif. — Mountain Meadows Golf Course, a Pomona track operated by American Golf Corporation, was recently named "Golf Course of the Year for 1991" by the Los Angeles County Parks and Recreation Department. The new award went to Mountain Meadows for scoring higher than other county-owned facilities over 12 monthly inspections. Each course was judged in 17 operational and maintenance categories.

AGC has operated Mountain Meadows since July 1989 and Greg Davis has been the course general manager since October 1990.

Country club income

Food 27.4¢

Beverages 9.1¢

Sports activities 12.0¢

Other 4.8¢

Dues 45.8¢

Balance available for debt service, capital improvements, etc.

Cost of food & beverages sold 13.7¢

Taxes & insurance 6.7¢

Payroll and related costs 48.9¢

Operating supplies and expenses 29.9¢

Country club expenses

HJM, Golf Digest join forces

HJM Corp., a private investment banking company specializing in golf course finance, and Golf Digest magazine have entered into an exclusive agreement under which HJM will produce and market demographic financial feasibility studies for golf facilities using Golf Digest's Data Base of Golf in America. These proprietary studies provide accurate, first-stage analysis of the demand for golf facilities in every market in the United States and a comprehensive financial analysis of golf facilities based on the specific demographics. This service will be offered to lenders, municipalities, private owners and developers of golf facilities to measure the demand for golf. For the first time, underwriters of proposed debt issues can accurately test the financial feasibility of the issue prior to the underwriting.

Up to this time, decisions regarding investment in golf facilities have been based on a lack of reliable, standardized data. HJM has developed a process that will enable underwriters to test the financial feasibility of golf facilities before they are constructed, allowing for more informed investment decisions. This process is based on the extensive experience of HJM's golf industry professionals, who have worked with golf facility developers and lenders for over 20 years. HJM's experience includes all aspects of the golf industry, including construction, management, marketing, and finance. HJM has completed over 100 golf facility feasibility studies for clients such as municipalities, private developers, and lenders. HJM's experts have helped clients secure over $1 billion in financing for golf facilities and have provided a high level of satisfaction for clients, investors, and underwriters.

Joining National Golf Properties, Inc. opens its doors

LA QUINTA, Calif. — National Golf Properties, Inc. has formed a new golf management company with key personnel from what was formerly Landmark Management Company.

The announcement was made by National Golf Properties President Buzz Gill. "We already have several contracts in the works and look forward to an exciting future," Gill said. "Our team is focused on the golf industry and has the kind of expertise that makes golf operations successful." Joining National Golf Properties, Inc. are Joe Hough, operations; Don Hoos, agronomy; Tony Campanaro, merchandising/retail; Bob Turzian, personnel and administration; Christina Dores, executive secretary. The entire team has worked previously for nationally recognized golf operations. Offices for National Golf Properties are located in La Quinta, Calif. For more information, call Gill at 619-564-8107.
One-Minute
Continued from page 31
Blanchard claims they violated the sales agreement by copying and using client lists. He also claims his ex-partners are tapping into Golf University business for their own Golf Academy clientele at Carlsbad's Aviara Resort.
Blanchard is best known as co-author of "The One-Minute Manager," a motivational treatise selling 3 million copies in the U.S. For his golf students, Blanchard advocates techniques similar to those detailed in his book: goal setting, praising and reprimanding.

Appraisers
Continued from page 31

HJM and Golf Digest join forces
Continued from page 31
HJM and Golf Digest studies use a database based on the actual retail consumption of golf in every zip code in the United States. The golf financial feasibility studies are prepared exclusively at HJM Corporation's headquarters in New York. Cost of studies varies depending on the size of the market served and the depth of analysis required.
Contact HJM Senior Management Director Robert Finn at 1-212-953-1300.

A manager's accessibility checklist
The Club Managers Association of America compiled the following list of suggestions on how its members can modify structures and services for maximum accessibility. While clubs are not required to provide assistance in the way of personal needs (eating, dressing, using the restroom), the CMAA has encouraged members to exceed the letter of the law.

Outdoor Facilities
• Parking — Provide a drop-off zone in front of the entrance and designate "handicapped parking only" spaces near every exit.
• Paths — Provide smooth paths for wheelchairs and staff to push members in wheelchairs.
• Ramps — Provide ramps cut into curbs and steps.
• Golf — As a special service, clubs could provide golf carts and wheelchairs specially designed for disabled players.

Indoor Facilities
• Doorways — Make sure doorways are at least 32 inches wide in order to allow wheelchairs to pass, and check to see that doors open easily.
• Stairways — Install ramps and elevators where possible.
• Carpeting — Install smooth, short-cut carpeting instead of plush for better wheelchair mobility.

Dining
• Seating — Make sure the space between tables is at least 36 inches.
• Menus — The wait staff should be prepared to read a menu to the blind, and provide pad and pen for the speech- or hearing-impaired.
• Eating — Kitchen staff should be prepared to cut food into smaller pieces for patrons with motor difficulties; if requested, servers should be prepared to remove straw covers, open sugar packages and provide other incidental assistance.

Restrooms
• Doorways — Make sure doorways are at least 32 inches wide.
• Stalls — Provide five feet in circular spaces and three feet in T-shaped space for proper wheelchair movement.
• Grab bars — Provide grab bars on both sides of the toilet.
• Sink — Provide 30 inches of open space for wheelchair access.
• Towels — Provide towel dispensers that are no more than 48 inches from the floor.
• Mirrors — Install full-length mirrors.

THE FINEST COURSES FLY MAR-KING FLAGS!

SHOULDN'T YOU?

And rightfully so. It's because of our higher quality flags at competitive prices!

The fabric is polyester and combed cotton and the edges are bound with nylon, not hemmed. And to go one step further, the corners are dipped in a special stiffening solution to prevent fraying.

Any club logo can be precisely reproduced in one of four colors and all are machine washable and will not shrink. So fly your colors high with Mar-King Flags!

Mar-King
REGAL CHEMICAL CO.
P.O. Box 980
Alpharetta, GA 30023
404/475-4837
800/621-5208

CIRCLE 131