

# GOLF COURSE NEWS

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## GCSAA shake-up: Schilling, Roberts resign

By PETER BLAIS

LAWRENCE, Kansas—Executive Director John Schilling has resigned and other top Golf Course Superintendent Association of America staffers and officials have left in the wake of a GCSAA organizational review.

Schilling offered his resignation in late August to pursue other business interests, he said. Director of Communications Robert Ochs and Director of Operations Diana Green have also left GCSAA. They, Schilling and others have formed St. Andrews

Corp., a Lawrence-based firm providing consulting, management and trade services.

Prior to Schilling's resignation, Immediate Past President Bill Roberts resigned from the board of directors as a result of its decision to adopt several major changes suggested in the \$24,000 Arthur Andersen Co. organizational review.

Schilling denied his decision was influenced by the Andersen study that recommended, among other things, the hiring of a chief financial

officer and deputy chief executive officer, moves some saw as undermining his authority.

"The Arthur Andersen study did not play into my decision to leave," the 41-year-old executive said. "Opening my own business has been a dream since I left college. My experience with the association has put me in a position to do just that."

Schilling's resignation is effective January, according to GCSAA President Randy Nichols of Cherokee Town

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## Acquisitions the aim of AGC spinoff

By PETER BLAIS

American Golf Corp. founder David Price's new company, National Golf Properties Inc., expects to spend \$64 million buying new golf courses over the next 18 months.

The purchase will be financed through NGP's recent stock offering, which is expected to eventually raise more than \$186 million. The company's initial portfolio includes 47 golf courses in 17 states — 23 daily-fee, 13 private and 11 resort operations. All have been and will continue to be managed by AGC.

NGP will focus on courses with strong cash flow growth potential and the possibility for long-term investment and capital appreciation, according to the company prospectus. Its founders believe many such facilities are avail-

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## NGF Development Tracking Report

1993 figures gathered between Jan. 1 & Aug. 5	Open For Play		Under Construction		In Planning	
	1993 YTD	1992 YTD	1993 YTD	1992 YTD	1993 YTD	1992 YTD
<b>Daily Fee</b>	143	154	400	393	412	384
<b>Muni</b>	30	37	85	82	74	106
<b>Private</b>	46	39	106	149	150	157
<b>TBD</b>	—	—	5	2	15	10
<b>Totals</b>	219	230	596	629	651	657

## '93 openings may reach one per day

By MARK LESLIE

Okay. Sit down. A near-record 350 to 365 golf courses are projected to open in the United States by year's end, according to the National Golf Foundation (NGF).

Disproving predictions that openings would tail off this year after two consecutive high-powered, high-production years, developers opened 219 golf courses

through Aug. 5. Another 244 are scheduled to open by Dec. 31 — the operative word being "scheduled."

"The historical average is 66 to 68 percent of those scheduled to open in a particular year actually do open that year," NGF Communications Director Bill Burbaum explained.

"For various reasons they get strung out and delayed. We have our biggest open-

ings in June, July, August,"

Using a 60-percent calculation, that translates to another 146 courses opening between Aug. 5 and Dec. 31, for the 365 total.

Catherine Suddarth, who tracks development for the NGF, said late-spring snows in the Northeast and heavy rains in the Southeast set back grow-in plans and could lower the number of

Continued on page 26

## NCAMP head to address RISE annual meeting

By HAL PHILLIPS

MCLEAN, Va. — The phrase, "Know thine enemy," will take on newer, deeper meaning for those members of the chemical industry attending the RISE (Responsible Industry for a Sound Environment) Annual Meeting, scheduled for Sept. 10-12, at the Ritz Carlton here.

One of the primary speakers at this meeting of chemical formulators, manufacturers and distributors will be Jay Feldman, head of the National Coalition Against the Misuse of Pesticides.

"He is our primary opponent and cer-

tainly our most outspoken critic," said Allen James, RISE executive director. "But he has agreed to speak, give his views and answer questions. I've no doubt it will enlighten our members."

Also on the speaking schedule is Steve Johnson, director of field operations for the federal Environmental Protection Agency. While Johnson will offer insights into the goals and objectives of EPA, James already has a well-defined view of the agency under its new head, Carol Browner.

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## Leslie comment: The Sierra agenda

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susceptible to chemical leaching than fairways or roughs because beneath that thin layer of turf is a base of 70 to 90 percent sand. Chemicals sometimes leach through sand, especially after heavy rainfalls. If those chemicals eventually migrate into, say, a stream filled with brook trout, which have a low tolerance for pollution, the fish may die."

Should have made that call to Dr. Cohen, friend.

And you might like to know that the "success stories" of

developers and superintendents who respond to environmental concerns can be summed up neatly in one paragraph near the end of the article. The winners? David Stone at the Honors Course in Ooltewah, Tenn.; Tom Cassat at Pine Ridge Golf Course in Towson, Md. (sorry, Tom, we know you're actually in Lutherville, but who's counting mistakes?); and Eagle's Landing near Ocean City, Md.

You'll get more out of this week's *National Enquirer* than *Sierra*. Hey, at least everyone

knows better than to believe what you read in the *Enquirer* — though probably more of it is truth. And the *Enquirer* editors and writers must be much less uptight — what with not having to save the snail darter from cruel mankind.

Some day an unbiased article may appear in *Sierra*. Until then, they are preaching to a choir of happily misinformed-and-wanna-stay-that-way folks.

As for me, I'm going to watch who I share my innermost silences with. Bruce, you're forgiven even if you don't ask. That's my duty.

## Hurdzan comment

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plain golfers who would be willing to staff a Peace Corps of Golf. Willing to travel to a land or region without golf — be it eastern Europe, Mexico, South America, or an American Indian reservation to establish golf.

I am not so naive as to think that this would be a simple undertaking. But with cooperation of the U.S. ambassador corps and personal invitations from host nations, the big guys in

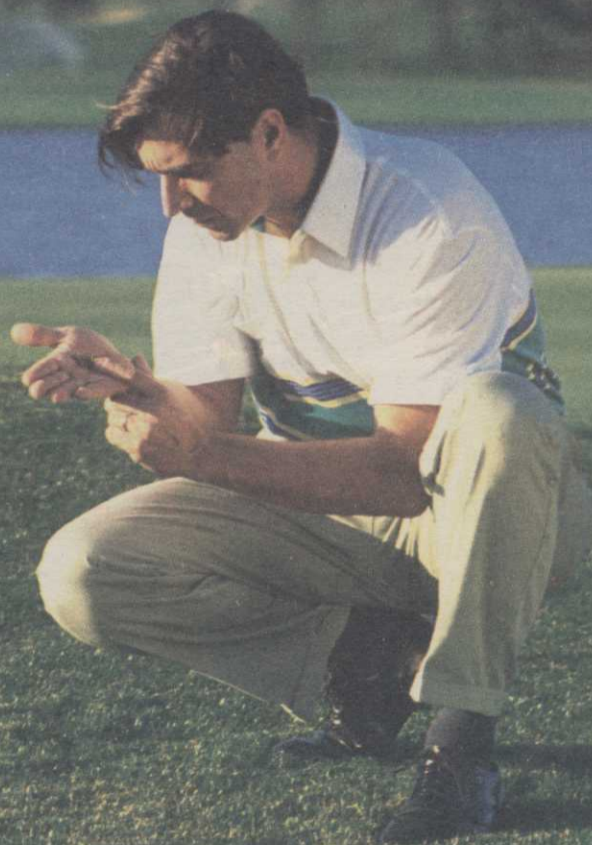
golf could make it happen.

What is the long-range incentive for each of us beyond personal fulfillment? First, there is a financial incentive that if golf becomes a national pastime it opens up new markets for professional expertise and equipment.

Second, it enhances the possibility of a world tour. Third, it would foster peace between nations. It would make golf a universal sport and not the idle, rich, white man's game it is perceived to be now. Golf would have little opposition to becoming an Olympic event.

And lastly, many of us would have a lifetime memory of sharing and giving to a nobler cause ... a game we love called golf.

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## Public Golf '93

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assembled a blockbuster program that will more than interest you — it will help you make money.

Public Golf '93 is scheduled for Nov. 14-17, at Wild Dunes in Charleston, S.C. Yes, there will be a tournament held at the Tom Fazio design on the 14th. Not just any tournament, mind you — the first annual Editors' Tourney, where *Golf Course News* editors Mark Leslie, Peter Blais and myself will display the form that earned us three places in the nation's Top 10 People You Don't Want In Your Scramble.

In any case, we think Public Golf '93 will be worth your while. For more information, contact the Golf Course News Conference Group at 207-846-0600.

## AGC spinoff

Continued from page 1

able for purchase on attractive terms.

"Further, management believes that a substantial number of these courses are managed by *ad hoc* organizations of golf professionals and property managers that lack the expertise and centralized management capability to operate, market and maintain such courses efficiently.

"The Company believes that by acquiring such golf courses and installing experienced golf course managers and management systems, its revenue and income from acquisitions can increase."

Apparently, investors agree. The 9.7 million shares of common stock hit the New York Stock exchange Aug. 10, selling at \$20.375 per share. Two weeks later, it closed at \$20.625, a 1/4-point jump.

NGP is very happy with the reception investors have given its initial public stock offering, according to a company official.

"It's gone very well," said Executive Vice President and CEO Ed Sause. "The underwriters are very happy. It was well priced and successfully marketed."

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