Thomson Corp. The 27-hole layout hosts chased J. Michael Poellot-designed unit of Stanford, Conn.-based benefit from the company's initial capi-
ment Corp., a GolfCorp subsidiary. The Country Club to Belle Terre Manage-
Pete Dye-designed, 18-hole course will out and clubhouse.
land. Located northeast of Tucson in the foothills of the Santa Catalina
Mountains, the Robert Trent Jones Jr.-designed Raven layout is scheduled to open in December.

CAREFREE ACQUIRES VENTANA CANYON

CAREFREE, Ariz. — Carefree Re-
ports has acquired Ventana Canyon Golf and Racquet Club from Finova
Corp. of Phoenix. Ventana includes two Tom Fazio-designed 18-hole courses, dining room and lounge, 12-
court tennis facility, fitness center and salon. Carefree is expected to officially acquire the property in October upon completion of a $4 million renovation that includes work to the two golf courses. Carefree also operates The Boulders in Carefree, The Peaks at Telluride (Colo.) as well as Carmel (Calif.) Valley Ranch.

WILSON RETURNS TO GOLFCORP

GAINESVILLE, Fla. — Golfcorp
named Jeff Wilson regional manager of northeast Florida operations. Wilson, is headquartered at Ekle Plantation her and previously worked at Golfcorp for 13 years. He rejoins the Dallas-based man-
agement firm after a brief stint as general manager of Sequoia Springs Golf Club in British Columbia, Canada. Wilson will team with Jerry Moore, Golfcorp's re-
geonl vice president for southern Florida.

CLUBCORP ADDS TWO COURSES

DALLAS — ClubCorp and its public-
access affiliate GolfCorp have added a pair of golf courses to the Dallas-based firm's portfolio, ClubCorp recently pur-
chased J. Michael Poellot-designed Gainey Ranch Golf Club from Markborough Development, an oper-
ating unit of Stanford, Conn.-based Thomson Corp. The 27-hole layout hosts 60,000 rounds annually. B.T. Country Club LLC recently sold Belle Terre Country Club to Belle Terre Manage-
ment Corp., a GolfCorp subsidiary. The Pete Dye-designed, 18-hole course will benefit from the company's initial capital
improvement plan for the par-72 lay-
out and clubhouse.

COLLOPY JOINS THE RAVEN GC

TUCSON, Ariz. — Tom Collopy has
been named the first director of golf at
The Raven Golf Club at Sabino Springs. Collopy previously worked at La Costa Resort and Spa in Carlsbad, Calif., and Doughas Park Golf Course in Glasgow, Scot-
land. Located northeast of Tucson in the foothills of the Santa Catalina Mountains, the Robert Trent Jones Jr.-designed Raven layout is scheduled to open in December.

CAREFREE ACQUIRES VENTANA CANYON

CAREFREE, Ariz. — Carefree Re-
ports has acquired Ventana Canyon Golf and Racquet Club from Finova
Corp. of Phoenix. Ventana includes two Tom Fazio-designed 18-hole courses, dining room and lounge, 12-
court tennis facility, fitness center and salon. Carefree is expected to officially acquire the property in October upon completion of a $4 million renovation that includes work to the two golf courses. Carefree also operates The Boulders in Carefree, The Peaks at Telluride (Colo.) as well as Carmel (Calif.) Valley Ranch.

WILSON RETURNS TO GOLFCORP

GAINESVILLE, Fla. — Golfcorp
named Jeff Wilson regional manager of northeast Florida operations. Wilson, is headquartered at Ekle Plantation her and previously worked at Golfcorp for 13 years. He rejoins the Dallas-based man-
agement firm after a brief stint as general manager of Sequoia Springs Golf Club in British Columbia, Canada. Wilson will team with Jerry Moore, Golfcorp's re-
geonl vice president for southern Florida.

CAREFREE ACQUIRES VENTANA CANYON

CAREFREE, Ariz. — Carefree Re-
ports has acquired Ventana Canyon Golf and Racquet Club from Finova
Corp. of Phoenix. Ventana includes two Tom Fazio-designed 18-hole courses, dining room and lounge, 12-
court tennis facility, fitness center and salon. Carefree is expected to officially acquire the property in October upon completion of a $4 million renovation that includes work to the two golf courses. Carefree also operates The Boulders in Carefree, The Peaks at Telluride (Colo.) as well as Carmel (Calif.) Valley Ranch.

WILSON RETURNS TO GOLFCORP

GAINESVILLE, Fla. — Golfcorp
named Jeff Wilson regional manager of northeast Florida operations. Wilson, is headquartered at Ekle Plantation her and previously worked at Golfcorp for 13 years. He rejoins the Dallas-based man-
agement firm after a brief stint as general manager of Sequoia Springs Golf Club in British Columbia, Canada. Wilson will team with Jerry Moore, Golfcorp's re-
geonl vice president for southern Florida.
UMass mulls adding course management program

AMHERST, Mass. — Already well-respected for its turfgrass management program, the University of Massachusetts is considering creating a golf course/club management curriculum.

Nearly 12 percent of Massachusetts residents play golf at 343 courses across the state. Thirty-five courses are located on Cape Cod, contributing an estimated $142 million to the economy of that region alone. In addition, three major producers of golf equipment and accessories — Spalding Sports Worldwide, Acushnet Industries and Reebok International Ltd. — are based in Massachusetts.

According to Robert Halgesen, dean of the College of Food and Natural Resources, such a program would bring together existing courses from various departments with an added emphasis on business issues, to meet the increasing demand for managers that has resulted from rapid growth within the golf industry.

The turfgrass program, which has graduated many course superintendents and other turfgrass professionals, would be a major contributor. "UMass has become a center for turfgrass science in New England," said William Torello, director of the turfgrass management program. Programs and research in the departments of sport studies and hotel, restaurant and travel administration would also assist in the development of the program, currently under study as part of the college’s long-range plan.

Williams Sutton, associate professor of sport studies, and Rod Warnick are conducting a major study for the Ladies Professional Golf Association. The survey examines many issues including women’s participation in golf, golf merchandise for women, and women’s attitudes about golf clothing and merchandise.

Warnick, an associate professor of hotel, restaurant and travel administration, is examining golf participation throughout the American population.

"Golf was once perceived to be a game for wealthy, older men," he said. "However, research indicates the popularity of the game is reaching a broader cross section of adults. Participation is increasing across all age groups and has more mass market appeal."

Additionally, the UMass chapter of the Club Managers Association has been named the most outstanding student chapter by the National Club Managers Association.

Brassie, Stanchina settle differences

Continued from page 33

Brassie recently merged with Club Operations and Property Management (COPM) to form one of the country’s largest management companies.

Stanchina characterized the settlement as, "amicable. We’re very happy with the way things turned out." But, regarding the courses, he added: "They may have under performed for Brassie, but they didn’t for us. They may have hit a bad time financially. They probably paid a little too much for them [$15 million]." If they had put into more equity and less debt capital, they may have been in better shape.

McNeill agreed with Stanchina’s assessment.

"We’re pleased it was settled amicably," said McNeill, who was with COPM prior to the Brassie merger. "It was positive on Warren’s side. He sold the properties for $15 million a year ago and is buying them back for $11 million. He is also developing the real estate around North Shore which he controls again. The settlement also helped us settle many financial aspects on our side.

"In the process of merging with Brassie, we reviewed their holdings and felt the short-term debt they’d taken on to purchase those properties put a tremendous strain on the company. We felt it was better to return the properties and take the one-time [4.1 million] hit. Brassie simply paid a high-end price and with that amount of debt it made it difficult on the whole company."

Brassie also announced that it has signed three new management contracts — Heritage Links Golf Course (GC) in Gainesville, Fla., Manassas Park GC in Prince William County, Va., and Smokey Mountain (N.C.) Country Club.

"Based on current prospects, we expect to sign at least 10 additional management contracts within the next 60 days," Horne said.