

NCA elects new president, officers

Former LA lawyer to lead private club association

WASHINGTON — Charles Forbes was elected the 21st president of the National Club Association at the organization's recent annual meeting held in Charlotte, N.C.

Forbes is a former partner with the Los Angeles law firm Musick, Peeler & Garrett. He was a member of the board of directors and served as vice president of the California State Club Association. He is also a past president of the California Club. Forbes served as legal counsel for the California Healthcare Association, and was a trustee for the St. Anne's Foundation. He is a member of the American Academy of Hospital Attorneys, the Aircraft Owners and Pilots Association, and served on the Legal and Tax Committee of the Southern California Golf Association.



Charles Forbes

Elected to serve in other officer positions were J. Bryan Williams as vice president; Frank T. Stover, Certified Club Manager (CCM), as treasurer; and Robert C. James, CCM, as secretary.

Williams is an executive partner with the Detroit law firm Dickinson, Wright, Moon, Van Dusen & Freeman, and a member of Oakland Hills Country Club.

Stover is the general manager of The Chicago Club and a past president of the Cornell Society of Hotelmen.

James is executive director of Westchester Country Club, a director of the New York State Club Association, a past president of the Metropolitan Club Managers Association, and an adjunct professor at Cornell University's School of Hotel Administration.



Florida's Sandestin Resort, Intrawest's latest Southern golf purchase

Intrawest

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nities and additional resort development, as well as 63 holes of golf. It's a fairly large complex. It strikes me that they have moved into the resort summer golf business. That's part of their long-term strategic plan and just makes sense for them."

Sandestin Resorts, Inc. is a wholly owned subsidiary of Sime Darby Berhad, one of Southeast Asia's largest multinational conglomerates headquartered in Kuala Lumpur, Malaysia. The transaction is expected to close in July.

According to Joe Houssian, president and chief executive officer of Intrawest: "We believe this is a venue in which we can apply our formula for developing resorts. It is an opportunity to expand our non-winter revenue, it includes a golf opportunity in line with our decision to expand our position in the golf industry, it includes real estate potential which plays to an Intrawest strength, and it potentially provides another warm-weather alternative for our high-end points-based vacation club, Club Intrawest."

The purchase includes management of approximately 700 rental units (100 of which are owned by the company), a tennis center, conference facilities, and a 37,000-square foot resort retail "market." Also included are two restaurants adjacent to two resort swimming pools, a new sports bar, a full-service marina, a health club and a soon-to-be completed "members-only" beach club.

Future real estate includes approximately 2,300 planned residential units, comprising condominiums, townhomes and single-family lots, and approximately 200,000 square feet of commercial space. As part of that development, Intrawest believes an opportunity exists to build a resort village at the Baytowne Marina on the Intracoastal Waterway similar to Harbortown at Hilton Head Island.

Intrawest owns ski resorts throughout North America, many of which have golf courses. The company also operates several stand-alone golf facilities. Intrawest's golf properties include Panorama GC, Invermere, British Columbia; Mont. St. Marie, Ottawa, Ontario; Mt. Tremblant, Quebec; Stratton Mountain, Vt., Snowshoe, W. Va.; Eagles Nest GC, Silverthorn,

Colo.; Copper Mountain, Colo.; Mammoth Mountain, Calif.; Raven at South Mountain, Phoenix; Raven at Sabino Springs, Tucson, Ariz.

"Sandestin is a very important first step in our move to develop warm-weather destinations and further take advantage of the opportunities that come with controlling a network of resorts," added Houssian. "There are many synergies with our current business and considerable cross-marketing possibilities."

The latest move follows Intrawest's April acquisition of Raven Golf Group, which owned the two Arizona courses in Arizona and is developing a third for the city of Carlsbad, Calif.

"With the management at Sandestin and Raven Golf's expertise and service methodology, we plan to reposition the existing Sandestin courses and build a new high-end championship course called The Raven at Sandestin," said Houssian.

The Sandestin purchase reflects Intrawest's strategy to take advantage of the similar demographics between the ski and golf markets, especially in terms of second-home purchases by Baby Boomers.

ASC, an Intrawest rival in the North American resort market, operates four golf courses in New England — Sugarbush, Killington and Mt. Snow — all ASC-owned and located in Vermont — and Sugarloaf, which it leases in Carrabassett Valley, Maine. A new course at ASC-owned Sunday River in Bethel, Maine, is in the final permitting stages with the state; Sugarloaf is in negotiations with the town to add a second course; and ASC is "seriously" considering developing an 18-hole course at its ski resort in Attitash in Bartlett, N.H.

Still, all of ASC's courses are part of what are primarily ski operations. Would the company consider buying or developing golf facilities, especially warm-weather sites, like Intrawest has done in Arizona and Florida?

"We won't rule it out if it presents opportunities for the company," said Richardson. "We have integrated skiing and real estate successfully at our mountain resorts. We wouldn't likely buy golf courses without the ability to integrate real estate... Golf is probably even more of an opportunity for second-home buying."

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