Native grass: it's a jungle out there
With the proliferation of native grass areas on golf courses, steps need to be taken to maintain playability.

Meadowbrook Golf ups the ante
Don Rhodes has come aboard to handle the acquisition of up to $350 million in golf course assets through the company's new Honors Fund.

COURSE MAINTENANCE 6
Seeded zoysia shows promise in lower transition areas
PermO2Pore allows for traditional look at San Pedro CC
Tools of the Trade at Hayes' Boone Golf Club

DEVELOPMENT & RENOVATION 11
Coldwater Golf Links owners bring affordable golf to Iowa
Despite slowdown, Niebur Golf staying busy
East West Partners breaks ground on Old Greenwood

COURSE MANAGEMENT 15
NGCOA retools annual conference
Cleveland Metroparks addresses slow play
Heritage teams with Hillwood to purchase Weston Hills CC

SUPPLIER BUSINESS 17
Truittmann, Deere to roll out One Source initiative
Lesco to add four new distribution facilities
New products from Hunter Industries and Bear Irrigation

LandLogic puts GPS mapping in supers' hands
By ANDREW OVERBECK
SCOTTSDALE, Ariz. — Technology entrepreneur Larry Robinson has rolled out an affordable and highly portable Global Positioning System (GPS)-based facilities management system to help superintendents become more efficient.

Superintendent Kevin Hicks at Hillcrest CC in Boise, Idaho, said LandLogic lets him spend more time in the field.

CONTINUED ON PAGE 16

Wetland issues delay Shelter Harbor project
Course to break ground after long permitting process, many 'significant' routing changes

By DEREK RICE
NEWPORT, R.I. — Nearly three years after the permit process commenced, Shelter Harbor Golf Club is set to break ground this month. Permitting in Rhode Island is usually difficult, said architect Michael Hurdzan, who designed the course.

"We've worked in 30 or 40 states westward, so we thought it would bring a GPS mapping system to the Golf Industry," Robinson said.

IGM expands westward
By ANDREW OVERBECK
CHAMPIONSGATE, Fla. — International Golf Maintenance (IGM) is expanding westward with the opening of new business development offices in Dallas and Phoenix. It is also moving its West Coast headquarters from Los Angeles to Las Vegas.

"Our parent company, Meadowbrook Golf, is looking to acquire courses out West, so we thought it would be a good fit to increase our presence in these year-round golf markets," said IGM vice president Scott Zakany.

"We had a presence out here, but our people were focusing on operations and business development at the same time," he added.

CONTINUED ON PAGE 14
Commercial Bancorp
Continued from page 1

" Ninety percent of the time, they're not educated to the point where they know what they should be doing - they're just not there yet," Cummings said. "We have established a very distinct process we lead people through."

The company is so confident its process works that it is looking into having it trademarked, Mooney said.

Commercial Bancorp looks at golf as a retail business, rather than a real estate venture, which Mooney said is something a lot of operators fail to think about.

"You have a storefront and a community to sell," he said. "You've got to bring the customers back repetitively. It's not just that you have a great location."

"Tee times are perishable goods," Mooney said. "Once that 10 o'clock tee time passes, it's never coming back," he added.

Unfortunately, Mooney said, too many independent owners across the country are ill-prepared to either buy a course or, once they've bought or built it, to run it well, although he said most management companies do a good job at recognizing potential pitfalls.

"There's a lot of good management companies out there, but you have 17,000 courses around the country, and a large amount of owners are just not capable of running that type of business," he said.

More and more people who are getting into golf ownership and operation are "getting it," said Mooney. "Golf is changing a lot. The guys who are coming on line now are much different from the old owners," Mooney said. "The new are astute and they're grasping this stuff."

While the golf business may constantly evolve, Mooney said he is confident that his company's model works in the current economic climate. "We try to make people think on a deeper level because that's what it takes right now in the golf market to get the financing," he said. "It will change, it always does. Three or four years from now, all I may have to do is, 'Come in and we'll get you a loan.' But right now you can't do it that way."

Cummings said some people who Commercial Bancorp turns down are astounded that they aren't able to get a loan, but most understand that there are some things they need to consider before trying again.

"Just recently, we've probably turned down even the first review of about $100 million," Cummings said. "These people are just not where they need to be; they don't know what animal they're trying to tame."

NGCOA summit
Continued from previous page

environmental stewardship, golf shop success, the state of the industry, membership development, profitable golf ranges, human resources and Internet connectivity.

Mike Hughes, NGCOA president, said the summit was revamped to focus on issues that affect golf courses in today's economy.

"The Solutions Summit will provide golf course owners with the tools they need to survive and thrive in this soft economic climate," Hughes said.

On Feb. 24 and 25, more than 100 exhibitors will take place in the summit's trade show. At previous NGCOA annual conferences, the trade show had been limited to one day.

The summit's Idea Fair and Problem Busters events are intended to give owners and operators an opportunity to discuss ways of improving their golf courses and to exchange ideas and solutions to the challenges of day-to-day course operations with their peers.

Cleveland Metroparks pushes 'ready golf'
Continued from previous page

These units are used at over 40 golf courses nationally and have been proven to help players maintain a proper pace, or even shave minutes off their rounds. "Currently, there are at least 800,000 players who have an impressive pace of play," Metroparks' Mattick Woods Golf Course Director Sue Farley said.

At Shawnee Hills and Big Met golf courses, clocks with pace of play indicators will be in place at the first, third, sixth and 15th tees. The objective is to increase pace of play and see if players notice a difference. If they prove successful in improving pace of play, these clocks may eventually be installed at all six Metroparks courses.

Also, regularly scheduled meetings for rangers and staff are held to improve staff training in customer relations and player management. Through increased and more intensive training, the part-time rangers and staff members are becoming more effective in helping maintain a good pace of play. Rang- ers use the POP cards to remind players of ways to improve their pace at Shawnee Hills and Big Met golf courses.

With these initiatives in place, players on Cleveland Metroparks golf courses will see the Park District's commitment to pro- moting the quality, profitability and pace of play at its golf courses, and they can see that their own efforts can do to improve play on their favorite local golf course.

Michelle R. Smith works for Cleveland Metroparks.

GOLF COURSE NEWS