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.

Comml Bancorp fortifies its golf lending practice

By DEREK RICE

DUBLIN, Ohio — Around the first of the year, Comml Bancorp, which specializes in golf course lending and financing, plans to bring some clout to its already respected practice, according to CEO Steve Mooney.

With the hiring of several people with many years of experience, the company plans to further establish its existing process for helping potential buyers know what to plan for when seeking funding for golf projects.

“We’ve gotten with some people who are at the highest level they can be as far as putting a process together and who have been very successful with Fortune 10-type companies,” Mooney said. He declined to identify those people might be or what companies they may come from.

The company has spent the last year fine-tuning the education process they go through with potential borrowers, said Comml Bancorp’s Jerry Cummings.

LandLogic puts GPS mapping in supers’ hands

By ANDREW OVERBECK

SCOTTSDALE, Ariz. — Technology entrepreneur Larry Robinson has rolled out a affordable and highly portable Global Positioning System (GPS)-based facilities management system to help superintendents become more efficient.

Robinson’s company, LandLogic, gives superintendents the power to create a GPS map of their own courses that can easily be updated through a pocket PC. The company sends GPS mapping equipment to a course for 10 days, the superintendent and his staff map the course and then send the equipment back to LandLogic. The company creates the maps, loads them onto a desktop computer and a pocket PC and sends the package back to the course. The whole process takes around three weeks and costs $7,000.

“LandLogic lets him spend more time in the field,” said Robinson. "We realized that superintendents don’t have accurate course maps because they are prohibitively expensive," said Robinson. "You can bring a GPS mapping firm out and easily spend $20,000 and still have to escort a technician who is unfamiliar with golf courses around the facility. We decided to build a mapping technology that was simple enough for courses to do it themselves and cut out the cost of the middle man.”

The software is highly customizable, allowing users the ability to enter in exact information about each course feature. "You can tell it exactly what kind of irrigation & pump stations...8

IGM expands westward

By ANDREW OVERBECK

CHAMPIONS Gate, 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.

The contract maintenance company currently has four courses in the region and plans to add more.

“We’re coming out of the gate with plans to add more,” said IGM vice president Scott Zakany. “We have been through. It was a large tract of land, it was in two towns and it had a lot of different issues,” he added.

An artist’s rendition of the wetlands-challenged Shelter Harbor Golf Club.

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 at this point, and I would say Rhode Island is the most difficult state to get permits in,” Hurdzan said.

“They have a very small parcel of ground that they fiercely protect.”

The major cause for the delays centered around the property’s hundreds of acres of wetlands, Hurdzan said.

“We went through the normal identification, avoidance and all that, but they would continually find more wetlands,” Hurdzan said.

“Each time we did a wetland survey, they would find more, so there was never a definitive wetland survey until someone finally said, ‘Stop, we have to have a map that we work with.’

‘This was the most complicated and litigious permit process that
LandLogic gives GPS capabilities to superintendents

Continued from page 1

LandLogic system was so owners and management companies could prevent all the agronomic knowledge from leaving the facility when a superintendent moves on to another job.

"I got the idea when I was a member at Desert Highlands GC and we lost our superintendent John Szklinski to Southern Hills CC," said Robinson. "We took a real hit in terms of agronomic standards because when he left, all the agronomic knowledge left with him. I wanted to create a better way for superintendents to record information to insulate owners and management companies from the investment that they make in superintendents and their expertise."

Robinson is slowly introducing the product and hopes in three years' time to have 10 percent of all superintendents using LandLogic. Both Troon Golf and IntraWest Golf are currently doing pilots at their premier facilities.

"Education and understanding are the biggest barriers, not price," Robinson said. "We de-emphasize the technology because superintendents don't have a great relationship with many of the software products they use. They are generally perceived as complicated and unreliable so they assume we are no different. Instead, we provide them with a basic service and give them the tools to grow at a pace they are comfortable with. This is very much a crawl, walk, run approach."

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INFORMATION STAYS AT THE COURSE

Another reason Robinson developed the LandLogic system was so owners and management companies could prevent all the agronomic knowledge from leaving the facility when a superintendent moves on to another job.

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December 4-6, 2002
Colorado Convention Center
Denver, Colorado

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INFORMATION STAYS AT THE COURSE

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