

U.S. Open win spurs more business for Hale Irwin

BY PETER BLAIS

A U.S. Open victory is good for business, just ask Patrick Fister or Richard Phelps.

Fister is senior vice president of Hale Irwin Golf Services, Ltd. Phelps, who has many courses to his own credit, is Irwin's lead architect on golf course projects.

"There's definitely been a lot more interest," said Fister, following Irwin's second straight tour victory at the Buick Classic. "We've had a lot more requests for information and site visits. And the people we've been negotiating with have signed up quickly."

"It's hard to say whether it's the excitement over Hale's victories or wanting to preserve the contract price. But we've put no pressure on people to sign up before the price goes up."

In fact, there are no plans to cash in on Irwin's success by raising his \$450,000 architectural fee, said Fister.

"Hale's always believed his ability to play and win has no direct correlation to his ability to design an excellent golf course," Fister said.

Overseas offers in excess of Irwin's fee have come since his June rampage. But due to his busy schedule, which includes 20 to 22 Tour events yearly and organizing a charity tournament for a St. Louis children's hospital, he won't be accepting more overseas work than usual, Fister said.

Irwin has limited himself to three or four courses a year since entering the design field

in 1985. Four Irwin courses are open and another seven are in varying stages of planning or construction, including two in Japan.

The three-time U.S. Open winner has become increasingly involved in the actual design and sales calls, Fister said. He devotes six to 10 days to each project, making 10 to 15 site visits.

But as do most player/designers, Irwin relies heavily on a trained golf course architect in laying out a facility. In Irwin's case, that's Phelps.

"Hale offers different ideas than someone like myself who was college-trained in landscape architecture," said the Evergreen, Colo.-based architect. "He is more careful about things like making sure three or four consecutive doglegs don't all go in the same direction or seeing that all the par 3s are aligned differently. And he adds some artistic slants that are very refreshing."

Phelps has been in the golf course architecture business for 29 years and was president of the American Society of Golf Course Architects in 1980-81. He enjoyed great success before joining with Irwin. For instance, four of his five Texas courses were ranked among the top 20 in the Lone Star State by the Dallas Morning News.

"Most of my courses were in the municipal and public sector. The budgets were smaller and the sites less desirable. With Hale, we get better sites and bigger budgets that allow us to express ourselves. It gives us the opportunity to be more creative," said Phelps.

He and Irwin have projects underway in Springfield, Ill., Ft. Wayne, Ind., Edenton, N.C., Sun Valley, Idaho, and San Jose, Calif.

NEW COURSES

von Hagge team designing in Mexico

Von Hagge Design Associates of Spring, Texas, is keeping busy around the world, including two courses in Mexico.

Robert von Hagge and his team are proceeding with work on a 27-hole championship course in Queretaro, north of Mexico City, and a 27-hole layout at Isla Navidad on Mexico's central Pacific coast.

The Queretaro course is part of a private residential development in a historically promi-

nent political and cultural area. The course is part of a sports complex, that will include a clubhouse, casitas and about 1,000 residential lots developed by Ignacio Santos.

The Isla Navidad property should provide extraordinary holes and vistas. It is on an isthmus, surrounded by mountains, the ocean and an inland bay from which the Spanish conquistadors built and launched their ships that sailed west to discover the Philippine Islands.

P.B. Dye creates 'manicured' look

P.B. Dye departed from his links style in designing a new nine-hole course at Fisher Island, Fla., which he says possesses an "Augusta National look."

With manicured fairways and roughs and a variety of grasses, the resort community course on Biscayne Bay should be exciting, Dye and its owners say.

There's "nothing short about it," Dye said, referring in part to ocean winds that prevail over the 3,105-yard layout.

Fisher Island Managing Director Jim Baumann said Dye was told "to give us the best nine-hole course in America, and he's promised to deliver."

The course will feature tropical vegetation grown by one of the club members, Manuel Diaz, whose Manuel Diaz Farms is the largest tropical nursery in Florida.

Dye's trademark hole is the seventh. It is a 165-yard island green par 3, set amidst a lagoon with Miami Beach a scenic backdrop.

Newly planned U.S. courses

Following is a chart containing the sites and contacts for new courses and renovations in the preliminary planning stages. When these courses are ready to begin construction they will be listed again in the "Courses newly approved in the U.S." chart.

We would appreciate your help in updating this section. To contact us call 207-846-0600 or write Golf Course News, P.O. Box 997, 38 Lafayette St., Yarmouth, Maine 04096.

Location	Contact
California	
Desert Hot Springs	Cornerstone Development, El Toro
North Fontana	Lewis Homes of Upland
San Luis Obispo	Dan Heath, Water World Resorts Inc.
Stockton	Howard Arnaiz, Steven Malcoun
Thousand Palms	Paul Heck, Rancho Mirage
Truckee	Ron Paar, Camray Capital Group
Colorado	
Grand Junction	Par Excellence Recreation Co., Littleton
Florida	
Pensacola Beach	Joe Endry, JME Realty
Stuart	Martin County Commissioner Maggy Hurchalla
Illinois	
Chicago	Oak Lawn Park District
Galena	Forum Development Corp., Bloomingdale
Indiana	
East Chicago	Parks Dir. Richard Gomez
Hammond	Mayor Thomas McDermott
Indianapolis	George Adams, Ft. Myers, Fla.
Indianapolis	Mansur Development Corp.
Indianapolis	R.N. Thompson & Assoc.
Munster	Town Manager Thomas DeGiulio
Iowa	
Clinton	Mayor Betty Snyder
Kentucky	
Louisville	Arnold Palmer
Maryland	
Annapolis	Washington Brick & terra Cotta Co.
Massachusetts	
Mattapoisett	Keller Co.
New Hampshire	
Chichester	Frank Darling
New Jersey	
Jersey City	Peter Ylvisaker
New York	
Bridgehampton	Rees Jones
Holbrook	Benjamin Development, Garden City
South Dakota	
Vermillion	City Manager Jeff Pederson
Texas	
Weslaco	First Golf Corp., Denver
Vermont	
Colchester	Drumlin Development Corp.
Virginia	
Bristol	Larry Dingus
Fredericksburg	Robert E. Reid, Jr.
Washington	
Olympia	John Morrison, Gig Harbor
Vancouver	Port Commissioner Arch Miller
Wisconsin	
Weston	William Greenwood

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