

Zurich-American unveils course insurance plan

A new player has entered the market selling insurance to golf courses.

Zurich-American Insurance Group of Schaumburg, Ill., has introduced "foreGOLF," which it says is "designed specifically by golf people, for golf people."

Highlights of the property program are comprehensive coverage for the golf course's buildings and contents, specialized coverage for greens and tee boxes, loss of income or extra expense coverage and crime coverage.

Liability features include commercial general liability, liquor coverage, herbicide and pesticide

liability, broad-form property damage and golf car liability.

Optional extensions are inland marine, an extensive excess liability umbrella to provide higher limits, workers compensation, commercial auto, and boiler and machinery.

Zurich-American's policy provides risk management services including safety and engineering programs, plus specialized claims processing.

Z-A is assigning a representative to each account "to identify common golf course hazards and those unique to each course, evaluate individual operations to deter-

mine improve management systems and to conduct safety training seminars."

Chase Golf Course Consultants President David Stefan and Golf Properties Association International officials worked with Z-A to develop "foreGOLF."

The program is being offered in all states except Hawaii and Alaska through the Chase Insurance Agency in Ocean City, N.J., and Exton, Pa.

To qualify, courses must have at least 18 holes, be at least 5,000 yards long and cover at least 100 acres, among other criteria.

More information is available

from Robert R. Rettew at Chase Insurance (800-4-GOLF-44), or Thomas Wagner at Zurich-American (609-596-2090).



VMS Realty agrees with Xerox on project

Xerox Corp. has found a partner to help it complete the Landsdowne mixed-use project in Leesburg, Va., that includes a golf course.

Xerox announced last June it was abandoning its property development business to concentrate on financial services and office equipment.

That failure worried Loudoun

County officials who feared the project — a golf course, two 300-room hotels, waterfront park and 1,830 residential units — would not be built.

A deal struck between Xerox and VMS Realty of Chicago apparently means the plans will come to fruition.

Resurrection of course hinges on vote

The Los Alamitos Country Club and golf course may awake from a five-year hibernation if Cypress, Calif., voters approve a new hotel and business complex.

The 18-hole course was closed in 1985 by Hollywood Park Realty, which wanted to put office buildings on the 58 acres as part of an overall 2.7-million-square-foot commercial and office park development. Cypress voters rejected that proposal by a 2-to-1 margin last year.

Lloyd Arnold bought the land from Hollywood Park and has drafted a new proposal that includes renovating and reopening both the golf course and nearby Los Alamitos Race Course as well as building 1.8 million square feet of office and commercial space.

Reopening the golf course and building a new clubhouse is Arnold's first order of business, according to Jack Swank, an opponent of the Hollywood Park proposal but a strong advocate of Arnold's plan.

Traffic and environmental studies for the proposed Cypress Business Park must first be conducted and could be submitted to the city council as early as March.

The plan calls for a change in the zoning ordinance, a move that must be approved by voters. If the council approves the proposal, it could come before voters in June.

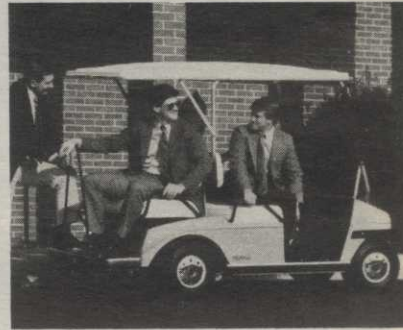
Developers offer donation in lieu of fees

Developers of a proposed golf course community in Upper Makefield, Pa., have offered a \$1-million donation to the town as an alternative to paying park, recreation and road improvement fees.

The township supervisors have voted to allocate \$825,000 to the Park and Recreation Board, \$75,000 to the Fire Department and \$100,000 to the township if the developers' offer is accepted.

George Michael and Thomas Scannapieco want to build their community on 604 acres in the village. The township has approved the course, although plans for much of the rest of the project had not been submitted as of this winter.

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