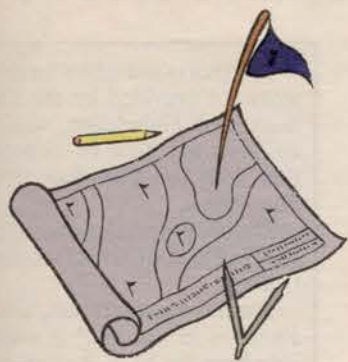


Briefs



LAFOY HAPPY WITH N.C. COURSE

HOLLY SPRINGS, N.C. — "Each hole is different, each has a unique character," says architect John LaFoy of his newest creation — Devils Ridge Golf Club here.

Opened for play Nov. 30, the design is LaFoy's first complete course in the Triangle area.

"It's going to be very challenging from the championship tees for low-handicap golfers, and from the other tees, it will be challenging, yet very enjoyable," he said.

With many hardwoods on site, Devils Ridge has a mature look.

It was developed by Carolinas Golf Group, a firm that owns, develops and manages golf courses in the Southeast. It is part of the Sunset Ridge development.

POPA JOINS GRAHAM/PANKS

SCOTTSDALE, Ariz. — Thomas Popa has been named director of marketing for Graham/Panks International, a Scottsdale-based golf course architectural design firm.

Popa, a former collegiate golfer, has more than 10 years of experience in sales and



Thomas Popa

marketing golf course properties. Just prior to joining Graham/Panks International, he served as a golf course properties broker for Lyon Commercial Brokerage and director of marketing for Desert Highlands Golf

Club and residential community in Scottsdale.

A 1974 graduate of Ohio State university, Popa and his wife, Michele, live in Scottsdale with their three daughters.

Graham/Panks International is a partnership formed in 1987 between architect Gary Panks and former PGA and U.S. Open champion David Graham.

FREI LAYS OUT ECHO FALLS CC

PGA professional and course architect Jack Frei is designing a golf course, Echo Falls Country Club, which will be public but also serve as the centerpiece of a 79-home community outside Woodinville, Wash., in south Snohomish County.

Developed by Steve Burnstead, the 18-hole, par-70 course will cover 6,350 yards.

Burnstead said: "There's a pent-up demand for new, high-quality public golf courses in the Puget Sound area. We're optimistic about home and lot sales despite the flat, upper-end market because opportunities to live in a golf community are rare."

THREE-COURSE PROJECT READY TO GO

ST. AUGUSTINE, Fla. — A golf course, 7,200 homes and commercial and industrial space have been approved by the St. Johns County Planning and Zoning Agency for the northwest portion of the county.

Construction could start in January.

First homes hopefully will be finished by the end of 1992, and the first of three golf courses ready for play in the spring of 1993.

Canadians build in face of recession

By Mark Leslie

Anationwide recession and regional permitting hangups have hampered golf course development in Canada, but pent-up demand for public courses remains strong.

"In 1986-89 the future looked tremendous. A lot of people put shovels into the ground," said John Gordon, executive director of the Canadian Golf Foundation. "But building a golf course isn't like building a car. You don't turn one out every 12 minutes. And by the time the courses came on stream, there was a glut in the upper end of the market. Had they been decent-calibre semi-private or public golf courses, I don't think they would have suffered."

Mike Hurdzan of Hurdzan Design Group in Columbus, Ohio, who has three courses under construction in Canada, said: "The Canadian economy is much worse than ours. It's a lot harder to borrow money. Plus, they've instituted a value-added tax that has tightened up the money supply."

"But the demand for golf is so high, they're building anyhow. They are even more golf-crazy than we are."

Hurdzan added that obtaining permits to build is also more difficult than in the United States. "It's more bureaucratic. An example is Vancouver, where there is a tremendous need for golf, but you can not take land out of production for golf," he said.

Douglas Carrick, of the architectural firm Robinson, Carrick & Associates in Willowdale, Ontario, said: "(More difficult) permitting is an irreversible trend. Money is temporary."

Ted George, of the golf course building company Bruce S. Evans Ltd. in Scarborough, Ontario, said: "Quite a few builders are worried that environmental controls will get stiffer and slow things down... Two years of studies are needed before most courses get approval. Twenty-eight agencies are involved."

George said it is estimated this procedure costs \$300,000 to \$400,000.

"Permitting has gotten steadily tighter over the last 10 years," he said, but added: "I think it's all for the good. It does not restrict you other than it costs more money to build that way. We can build a course with hardly a drop of water leaving the site with a speck of color, and that's because of what we have to do to control it."

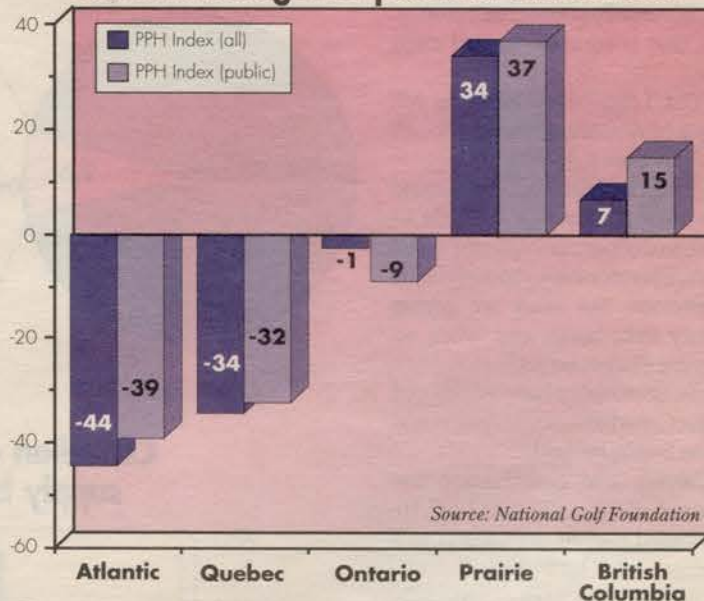
Evans usually includes in its bids a \$100,000 allowance to meet environmental procedures for an 18-hole course.

"In the West, with high elevation changes and other factors, it can go way beyond that," George said.

And yet, George said builders agree, if anything is slower, it's "the ability of new owners to raise funds. Banks have never been

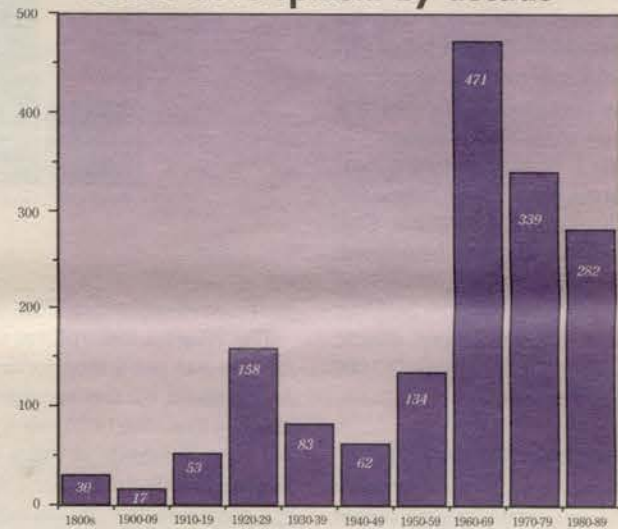
Continued on page 24

Canadian golfers per hole compared to nat'l average for public & all facilities



The overall supply of golf in Quebec, as measured by a population per hole (PPH) index, is 34% below the national average. The supply of public golf in Quebec is 32% below the national average. Based on the national index, the Prairie Provinces are the best supplied; the Atlantic Provinces, the worst. The "0" line is the baseline.

Course development by decade



Source: National Golf Foundation and Canadian Golf Foundation

Johnston's touch a traditional one at Southernness

ATLANTA, Ga. — Southernness Golf Club, the city's newest daily-fee golf course, designed by Clyde Johnston, opened Nov. 1.

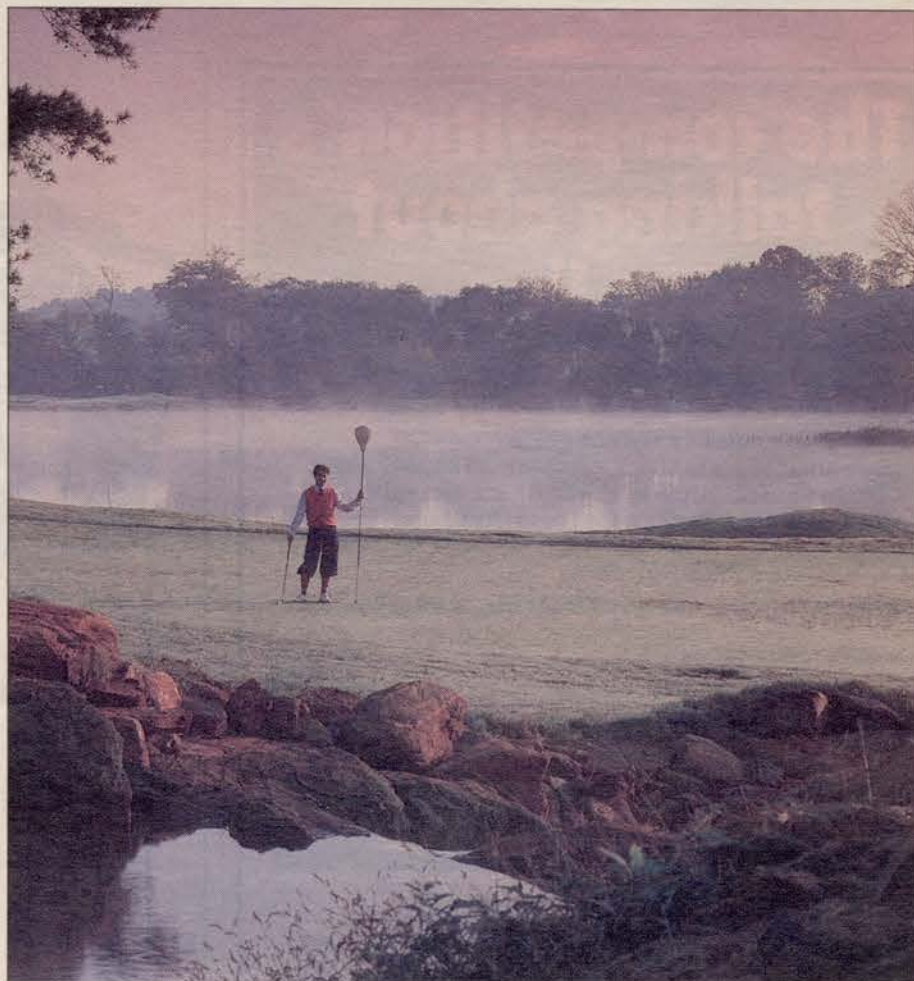
Located 20 minutes from downtown Atlanta, next to the Panola Mountain State Park, Southernness is being developed and operated by The Club Group, Ltd. of Hilton Head Island, S.C.

Adjoining South River on the grounds of an antebellum cotton plantation, its builders feel Southernness combines Southern hospitality and resort service with some of the best traits of Scottish golf.

Southern touches include: the original plantation house (circa 1822 and spared by General Sherman, who passed on the other side of the river), which stands at the club entrance; 200-year-old oak trees throughout the course; and historic Flat Bridge, which crosses the South River near the 10th green.

The most visible Scottish touch is the use of a traditional wicker basket to top each flagpole. The rolling hills, grass bunkering and eight different grasses found on the golf course also add a Scottish flavor.

The course's signature hole is the 16th, a 175-yard par 3, playing across Alexander Lake and framed by a waterfall.



A golfer shows off the traditional wicker basket atop the flag on a green at Southernness Golf Club in Atlanta.

Canadian doors shut in some regions, open in others

Continued from page 23

big supporters of golf course building. It's usually been private money, and that is tougher to find right now.

"But, I don't think anything will stop it (golf course growth), though it might slow it down a bit."

Carrick said his clients have found "a variety of financing methods — some limited partnerships, others joint venture partnerships, various lending institutions. Not many are getting money from banks and, when so, they are foreign banks."

His developers have numbered some Canadians, some Asians and some Swiss, he said.

Carrick said construction has tapered off since an active 1990. He attributed part of the reason to a recession that hit in 1990.

"A lot of businesses — especially retail — have gone under. But it hasn't hurt the golf industry that much," he said. "Some high-end private clubs are hurting a little. It's slow for their sales, and waiting lists have dropped. But daily-fee courses are hardly affected at all."

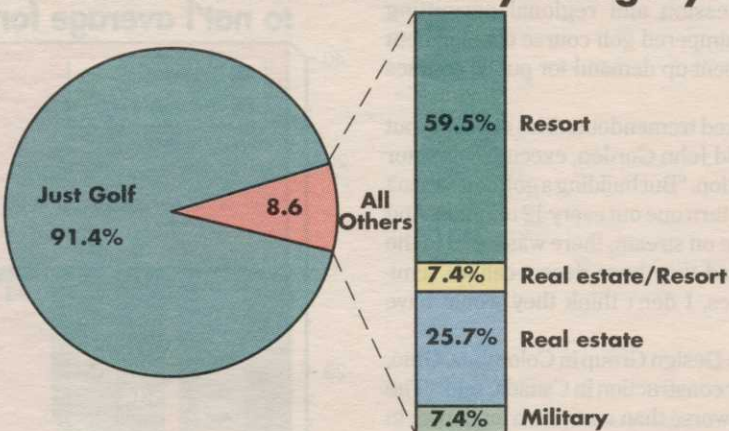
Carrick said most of the courses he has designed in the last few years are stand-alone courses.

Citing a "huge pent-up demand" for courses in southern Ontario and elsewhere, the Canadian Golf Foundation's Gordon bemoaned: "But we're building the wrong kind of courses. We should be building the easily accessible golf course that you don't have to pay \$40,000 or \$50,000 to join."

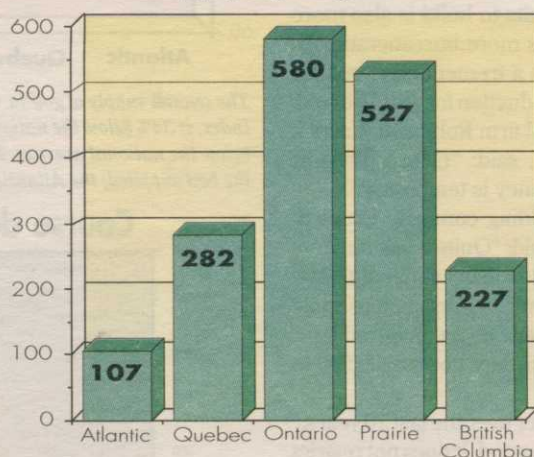
REGIONS VARY GREATLY

Gordon said golf development takes on a "distinct regionalization in Canada... Basically, it is a country 3,000 miles long and 100 wide

Distribution of facilities by category



Canadian golf facility supply by region



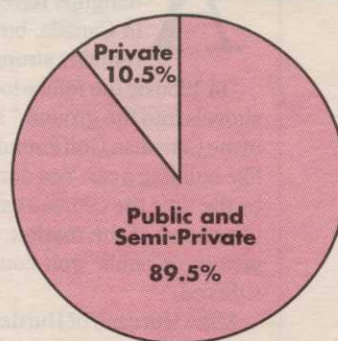
(in terms of population)," he said.

The Niagara Escarpment Commission has put a moratorium on development on the escarpment, which is from five to 10 miles wide and runs hundreds of miles from Niagara Falls to the tip of the Bruce Peninsula, which separates the bulk of Lake Huron from Georgian Bay.

Yet, "There are areas where you

can build a golf course carte blanche — especially where the provincial governments are involved. In our Atlantic provinces the development is very welcome. They need golf courses and courses are going in there with very few environmental problems. The federal and provincial governments are very involved in some places, like Prince Edward

Percent publicly accessible courses



Island. Getting a province and feds involved is key to getting a course built," Gordon said.

With the recession, Gordon said, development slowed in Manitoba, Ontario and Quebec. And with a strong environmental lobby, construction has slowed in particular in Ontario and British Columbia.

Looking from the Atlantic provinces westward, Gordon described golf development this way:

- Southern Quebec — "A fair amount of construction is going on but much is in limbo because of the recession and the political climate."

- Southern Ontario — "There's been a slowdown... We got on the equity bandwagon in the past three or four years. There are a number of excellent courses that went to an equity membership plan and they are having problems filling their equity rolls. That pool of equity money shrunk quickly when the recession hit in 1990."

"A lot of people have projects on the drawing board but are waiting to see what happens. There's such a huge pent-up demand for courses, there. But we're building the wrong kind of courses."

- Southern Manitoba — "Two

The charts and tables for this story are provided by the National Golf Foundation, whose research was done in cooperation with the Canadian Golf Foundation.

The NGF is headquartered in Jupiter, Fla., the CGF in Oakville, Ontario.

The full, 46-page report, "Golf Facilities in Canada," is available from the NGF. A previous report of an NGF-CGF study of golfers in Canada was released in October and is also available.

years ago they had quite a few courses under construction relative to the size of the population base. Those are coming to completion now. But I don't think that pace will continue because of the financial and economic situation."

- Southern Saskatchewan — "There is some development."

- Southern Alberta — "Golf course development is booming. It's huge."

- Southern British Columbia — "It is saturated with people but where do you build the courses? There are a lot of mountains. Plus, it very tightly regulates its agricultural land. There are 100 to 200 proposals, but they can't build because of the ban."

THE FUTURE

So what does the future hold?

If moratoriums or bans are held in place, the Niagara Escarpment and British Columbia will have frustrated golfers. In the Atlantic provinces, happy golfers.

Gordon points to three plans he expects will benefit the industry.

First, he said the CGF is "trying to plant the seed" for more govern-

Continued on page 25

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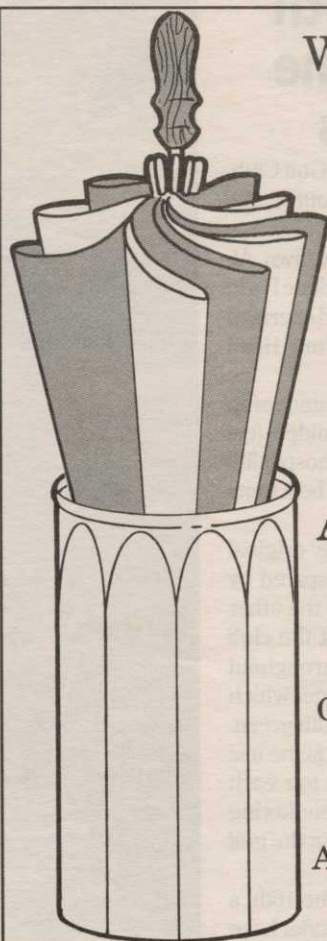
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CIRCLE #144

Williamsburg's newest opens with a blast

WILLIAMSBURG, Va. — An 18th-century musket volley signaled the opening of a second championship golf course Oct. 28 at Colonial Williamsburg — The Golden Horseshoe Green Course designed by Rees Jones.

In lieu of a traditional shotgun start, costumed fifers, drummers and Colonial militia provided the starting signal for an invitational tournament celebrating the first day of play.

The links-style course complements the Gold course, designed by Rees' father, Robert Trent Jones Sr., and opened in 1963.

The Green course's design features abundant woodlands and natural terrain. "This is rugged land, with a lot of ravines and draws. We had to be very careful routing the course to take best advantage of the topography," Jones said.

"The routing really fits the land. We were able to avoid the really rugged terrain and develop a course that combines different types of holes that fit the site. We tried to make this a shotmaker's course."

The Green course plays 7,120 yards from the back tees. Water comes into play on six holes.

Courses newly approved in North America

Golf Course News is publishing these lists monthly from our sources, and, starting this month, with the assistance of *Forecast Golf Marketing & Financial Systems, Inc.* of Richmond, Va. The list at right includes courses that have been approved in North America in the past month. The chart below contains the sites and contacts for new courses and renovations in the planning stages. When those courses are ready to begin construction they will be listed again in this "Courses newly approved" chart.

We would appreciate your help in updating these lists. To contact us call 207-846-0600 or write *Golf Course News*, P.O. Box 997, Yarmouth, Maine 04096.

With *Forecast's* help, we have added "Class" and "Work" to our categories. Their meaning is explained below.

Under "Type" — D= Daily Fee; P= Private; and M= Municipal.

Under "Class" — R= Regulation; E= Executive; P= Par 3.

Under "Work" — N= New; R= Renovation.

Location	Course Name	Type	Class	Work	Contact
Arizona					
Eloy	Tohono/Eloy Golf Course	M	R	N	Golf Group Ltd.
Connecticut					
Portland	Portland G. C.	N/A	N/A	N/A	John Kelley
Florida					
Eastpoint	Green Point Golf Resort	R	R	N	Clifton Ezell & Clifton
Naples	Grey Oaks Golf & Country Club	P	R	N	Clifton Ezell & Clifton
Ocoee	Ocoee Public Golf Links	D	R	N	Clifton Ezell & Clifton
Hawaii					
Kailua Kona	Kealakehe (Course 1)	M	R	N	Golf Group Ltd.
Kailua Kona	Kealakehe (Course 2)	D	R	N	Golf Group Ltd.
Illinois					
Blue Island	To Be Announced	M	N/A	N/A	Bill Maples, City Planner
Nauvoo	Great River Road G. C.	D	N/A	N/A	Steve Sanders
Kentucky					
Henderson	To Be Announced	M	N/A	N/A	Cty. Mgr. Russell Sights
Massachusetts					
Hanson	Arboretum Golf Course	D	R	N	Phil Burne
Missouri					
Blue Springs	Edgewater's South River Colony	N/A	N/A	N/A	N/A
New York					
Vernon	Crystal Springs G. C.	N/A	N/A	N/A	John Snizek
North Dakota					
Moorhead	Village Green G. C.	M	N/A	N/A	Mayor Morris Lanning
Tennessee					
Nashville	Greene Springs	P	N/A	N/A	Bobby Nichols
Texas					
Port Acres	To Be Announced	N/A	N/A	N/A	Robert von Hagge

Courses newly planned in North America

City	Type	Work	Contact	Telephone	City	Type	Work	Contact	Telephone
California					Los Cabos				
Blackhawk	P	N	Robert M Graves	415/939-6300				Jack Nicklaus	714/833-3025
Goleta	D	N	Robert M Graves	415/939-6300	Michigan				
Goleta			John O'Shaughnessy		Bedford Tnp			James Krieger	
Palm Springs		N	Jack Nicklaus		Hartland			Jack Nicklaus	
Rancho Mirage	M		City Council		Minnesota				
San Jacinto	M		Brian McNabb, Comm. Dev. Dir.		Edgerton			Chanarambie Golf Course Comm.	
San Luis Obispo			Kenneth Hunter Jr.		Mississippi				
Vallejo	M	R	Robert M Graves	415/939-6300	Tunica County			Hardie Financial Group Inc.	
Walnut Creek			A.J. Solomon		Nebraska				
Woodland			Algie Pulley		Omaha	D	N	Golf Resources	
Canada					Nevada				
DeWinton (Alberta)		D	Finger-Dye-Spann	403/938-4873	Las Vegas			Jack Sommer	
James Island (Vict.)			Jack Nicklaus	604/656-1133	New Jersey				
Connecticut					North Hanover				
Bristol			Kenneth Roberts		Trenton			Jack Nicklaus	Nicklaus/Sierra
Florida					New York				
Auburndale			Jack Turner		Altona			Cornish & Silva	
Bartow	M		Gerald Martin, Zoning Adm.		Ohio				
Lake Wales			Lake Wales Golf Estates Ltd.		Cincinnati			Glenview G. C.	
Hawaii					Pennsylvania				
Hawaii			Jack Nicklaus	602/443-2630	Carlisle			Ashcombe Products Co.	
Honolulu			SMF Enterprise Inc.		North Braddock			Regis Ford	
Honolulu	R		Cupp Design	808/523-6200	South Dakota				
Kihei	R		Jack Nicklaus	808/879-4461	Sioux Falls	M		Lowen Schuett, Park Dir.	
Wailea	D	N	Robert M Graves	415/939-6300	Texas				
Illinois					Dallas				
Barry			Bill Bainter		Houston		R	Golf Resources	
Bloomington	P	R	Golf Resources		Virginia				
Dixon	M		Park Dist. Bd.		Chester	D	N	Colonial Golf Design	804/784-5469
Edwardsville			Fox Creek Golf Club Inc.		Stuarts Draft	D	N	Colonial Golf Design	804/784-5469
Moweaqua	M		George Forston, Mayor		Washington				
Oak Lawn	M		Park Board		Anacortes			Scott Lipton	
Peoria	P	R	Golf Resources		Bellevue			William Rademaker	
Tinley Park	M		Planning Commission		Bellingham			Golf Concepts Inc.	
Tuscola	M		City Council		Black Diamond	M		Harold Botts, Mayor	
Wauconda			C&H Development		East Wenatchee			Jack Frei	
Kentucky					Redmond				
Boone County	M		Don Davis, County Commissioner			M		Jim Roberts, City Planner	
Mexico					Wisconsin				
Juarez	P		Finger-Dye-Spann	915/584-5535	Green Bay			KRV Inc.	
					Madison	M		Paul Reilly, City Comptroller	
					Milwaukee Cnty	M		Brigid Sullivan, Parks Dir.	

Sources: *Golf Course News* and *Forecast Golf Marketing & Financial Systems, Inc.*

Canada

Continued from page 24

ment involvement.

"About 85 percent of Canada is 'crown land,' which is owned by the government. All that land is sitting idle," he said. "I think the future for real widespread golf development is to encourage various levels of government to release the land on a 99-year lease and let the private sector build the golf course and split the revenue."

Second, the so-called Off-shore Investment Program. The federal government designed the program to attract foreign capital.

Basically, that money is coming from Hong Kong and Taiwanese investors, he said. "There is so much money pouring out of Hong Kong right now — as they face the 1999 deadline for the Chinese taking over Hong Kong — that they are looking at Canada as the land of opportunity. And golf is near and dear to their heart. They are bringing a lot of money with them."

Gordon explained that under the program, if an alien "can show you will invest X dollars in Canada over X years, your immigration status improves vastly."

Third, the CGF hopes to show potential developers they should build public and semi-private courses. "While they may not be able to sell memberships and quickly get a financial return in an equity situation," he said, "semi-private and public courses are good longer-term cash-flow situations."

Hurdzan's optimistic outlook included three factors:

- "a latent, pent-up demand that has lagged behind until now;
- "more exposure to golf; and
- "more discretionary time."