

# Development conference to tap art of a deal

HILTON HEAD, S. C. — The Golf Development Conference here Feb. 20-21 spans a wide range of topics prominent in the industry.

Subjects will include: how to finance your deal; who's paying top dollar for courses; who will joint venture with you; major trends; how to use golf to create value, and cost to build and operate.

There will be in-depth talks on construction costs, special district bonds for low-cost money, assembling market study and feasibility analysis, land loans and raising

equity for golf projects, next steps by big developers, mistakes others have made that can be avoided, overcoming environmental obstacles, selling a golf course twice, and recycling waste water for irrigation.

Also, how to get Japanese money, public, private or semi-private course, club house expenditure, best way to tie in with a hotel, negotiating a development/management agreement, hot spots for new development, maximum value through master land planning, eco-

nomics of golf deals, and solving water problems.

A wealth of golf experience is embodied in these speakers:

Rees Jones, president, Rees Jones Inc.; Thomas Sasser, executive vice president, Golden Bear; Anthony Kindred, president, Kindred & Company; Tim Hiers, golf course manager, Johns Island Club; Patrick Fister, vice president, development, Hale Irwin Golf Services; William Horne, president, Club Operations & Property Management; Al Bechtel, president,

Golf Course Advisors; Kent Curley, president, AquaTurf; Bland Pittman, president, Pittman-Poe & Associates; Kent Crippin, director, Grant Thornton; Jack Sheaffer, partner, Sheaffer & Roland; Donald Breckenridge, president, Breckenridge Development; Joe O'Brien, senior developer, Marriott Golf Management; Russ Maloney, president, Maloney Golf Finance; Gary Derck, vice president, Edward Stone Jr. & Associates; Allan Reich, senior partner, McDermott Will & Emery; Paul Courtneil, attorney,

Gunster, Yoakley & Stewart; Robert von Hagge, president, von Hagge Design; Jim Rutherford, general manager, USX Realty Development; Mark King, president, Club Group Ltd.; Kurt Thiel, president, Designhaus; Anita Welch, president, Club Marketing; Donald Carpenter, senior vice president, American Golf, and Bran Fanning, president, American International Golf Resorts.

Interested people may contact Crittenden News Service, Inc., P. O. Box 1150, Novato, Calif. 94948.

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## Rutgers gets \$98,000 from seed royalties

Seed Research of Oregon has given more than \$98,000 in royalty payments to Rutgers University.

The royalty payments were based on sales of SR 4000, SR 4100, and SR 4200 perennial ryegrasses; Titan tall fescue and SR 3000 hard fescue. All of these varieties came out of Dr. Reed Funk's turfgrass breeding program.

Royalty payments in excess of \$4,000 and \$6,000 were also made to the University of Rhode Island and Arizona State University, respectively, for sales of the improved creeping bentgrasses, Providence and SR 1020.

## Architects to see Britain's best at conclave

A 10-day tour of English golf courses will constitute the bulk of the American Society of Golf Course Architects' annual meeting.

Beginning April 20, the North American architects will visit some of England's great courses, meet with English architects, greenkeepers and historians, and discuss the future of the game with European counterparts.

The annual Donald Ross Dinner will be held at the Broughton Park Hotel in Broughton, Preston, on April 23. Each year the society presents the Donald Ross Award to someone who has made a significant contribution to golf, especially in focusing attention on the contributions its architecture has made to the success of the game.

ASGCA President Dan Maples said the architects have included Royal Birkdale, Royal Lytham's and St. Annes, Southport, Ainsdale, Royal Liverpool, Sunningdale, Wentworth, Royal Cinque Ports and Royal St. George's on their English tour.

Officials of each course will provide historical and architectural information. ASGCA members toured Scotland in 1980 and Ireland in 1985.