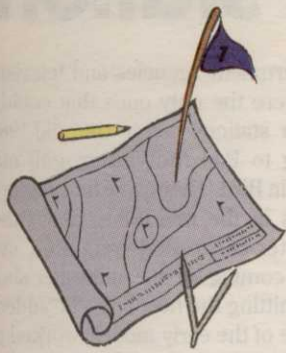


Briefs



GEORGE OPENS DESIGN COMPANY

RICHMOND, Va. — Lester L. George has opened Colonial Golf Design, Inc., a golf course architecture and design firm.

George, who co-founded Virginia Golf Development owned by California golf course architect Algie M. Pulley, was for three years lead design coordinator and project manager for Pulley's East Coast projects.

He was involved with almost every facet of golf course development, from preliminary planning and design through construction and grow-in.

George believes there is a demand for quality affordable golf course design and architectural services in this state, especially for clubs needing remodeling, renovation or restoration but lacking the budget to hire more celebrated architects.

He is working on three golf course master plans in Virginia and one in North Carolina. He plans to apply for membership in The American Society of Golf Course Architects.

George's address is Colonial Golf Design, Inc., 19 Plaza Drive, Manakin-Sabot, Va. 23103; 804-784-5469.

HIRSH STARTS ANALYSIS FIRM

HARRISBURG, Pa. — Hirsh Valuation Group, a full-service real-estate appraisal and consulting firm, has established Golf Property Analysts.

Golf Property Analysts will specialize in the appraisal, consulting and feasibility analysis for golf courses and related real estate.

Laurence A. Hirsh, president of the firm, said: "The real-estate appraisal industry has not given enough attention to golf courses as a special-use property and it is a property type requiring a complete understanding of not only the business of golf but the game of golf as well."

"Through a specialized program of education, data gathering and management and the combination of both real-estate and golf industry professionals, we feel we can elevate the level of valuation services now available to the golf industry."

Hirsh recently authored the article "Golf Courses — Valuation and Evaluation," published in the January issue of The Appraisal Journal and has lectured at numerous golf development conferences and to college real-estate students on the subject of golf course valuation and analysis.

MANSUR ADDS GOLF TO PORTFOLIO

FISHERS, Ind. — Mansur Development Corp., an Indianapolis-based developer, sees golf in its future.

Involvement in an 18-hole golf course as part of five upscale housing communities here has whetted Mansur's appetite for more golf projects.

Its current course under construction, designed by Arthur Hills of Toledo, Ohio, will be part of The Hawthorns Golf and Country Club. The course is expected to be ready for play in mid-1993.

Golf course development is part of Mansur's business plan to diversify.

El Conquistador golf course transformed from development to semi-private

(Editor's note: This is the second of two stories on converting courses from one type to another. This article deals with the conversion of El Conquistador Golf & Tennis Resort in Tucson, Ariz., from a development complex to a semi-private facility. Last month a story concerned the change of private Marietta (Ga.) Country Club to a municipal course.)

By Lynn Tilton

Superintendent Marty Wells remembers when 100 rounds was a busy day at El Conquistador Golf & Tennis Resort's two courses. After a \$4.5-million renovation that turned the 45-hole development complex in Tucson, Ariz., into a semi-private facility, bookings now run 160 to 180 on each course and play has been speeded up from five hours to four hours and 15 minutes.

"I couldn't get you a tee time in the next three weeks even if you were my mom," Wells confessed.

The owners, IIT Sheraton and Metropolitan Life, have raised green fees to try to cut demand at the Sunset Course, which is open to daily-fee play; the Sunrise Course, played by homeowners in the original development; and a nine-hole course played by hotel guests.

Golf course architect Jeff Hardin, who designed the course in 1982, was in charge of a redesign that featured several steps to quicken play. As a result, officials have been able to set tee times seven minutes apart.

A seven-year improvement program began with spotting new tees all around. Sheraton rebuilt the 12th hole on the Sunrise course,

and the 1st, 7th and 16th on the Sunset Course. The 17th on Sunset was rearranged.

The new management gave its people the task to make over the course to play faster, then gave them the room to perform it. The goal was accomplished in several ways:

- Hardin opened up the desert landing areas to reduce the number of lost balls.

- Desert broom, which is extremely bushy, has been eliminated from the roughs. In its place are decorative cactuses and desert flowers.

- Signage was improved. Markers are clearly visible 200 yards away, so there is no hunting for the next hole.

- Wells spent \$500,000 for new equipment "selected to enhance playability rather than

Continued on page 25

Paintbrush exhibits Hurdzan's artwork

Second course no petty matter for Trivial Pursuit creators Haney, Abbott

CALEDON, Ontario, Canada — Trivial Pursuit co-inventors Chris Haney and Scott Abbott have attacked golf development with the same enthusiasm they devote toward board and card games.

In September they opened Devil's Paintbrush, an 18-hole gem that combines with neighboring Devil's Pulpit high in the mountains above Toronto to give area golfers almost a new world.

Designed by Michael Hurdzan of Columbus, Ohio, the Paintbrush boasts features he feels may give it even higher acclaim than the Pulpit layout, which won immediate critical kudos when it opened last year.

The Pulpit cost \$25 million to build. It encompassed moving 1.7 million cubic yards of dirt; laying 100 acres of sod; building four acres of greens (averaging 8,000 to 8,500 square feet), 120 tee areas, 128 sand bunkers and 80 grass bunkers; constructing seven miles of cart paths; installing a 1,200-sprinkler head irrigation system; and building in such extras as a 250-yard-long stone wall that runs one to three feet above water along a pond.



The 6th hole displays the beauty of The Paintbrush course—the darling of Trivial Pursuit's Chris Haney and Scott Abbott that is set high above the city of Toronto.

Photo courtesy of Hurdzan Design Group

The Paintbrush, built on 166 acres, cost a fraction of that amount (in the neighborhood of \$5 million in Canadian dollars, says Hurdzan project manager Dana Fry)... But!

Fry enumerated features that will characterize the 6,700-yard, par 72 Paintbrush as an extraordinary design and as a links course on the order of the classics in Scotland.

- It contains 106 sod-wall bunkers and six railroad-tie bunkers. Some of the bunkers are so deep they are in shadows at high noon.

- Perhaps the largest sod-wall bunker in the world is the menace of the 17th hole. It is 16 feet at its highest point and 70 yards across. Crews had to put up scaffolding to

Continued on page 27

Builders association works to define future

The Golf Course Builders Association of America has a new name and a special new committee under its new leader.

Executive Director Philip Arnold said the cosmetic change is adding "Association" to the group's name. The substance, he believes, will come from the new strategic planning committee.

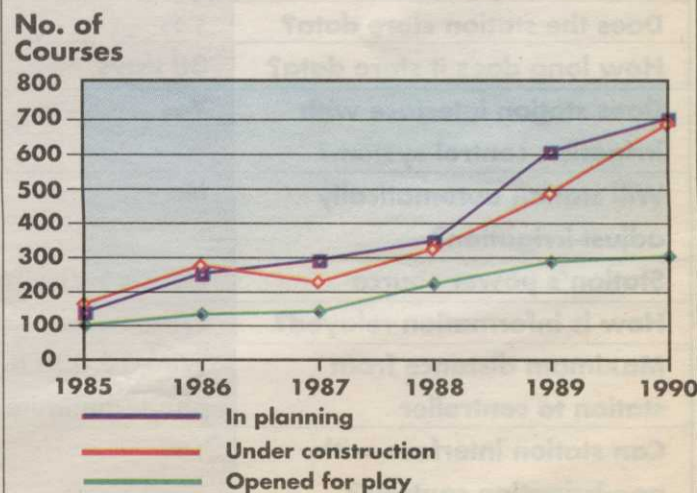
Created to define the GCBAA's mission in a number of areas, the panel is composed of Arnold, President Perry Dye, Paul Eldridge of Wadsworth Construction, Paul Clute of Clute Construction, Jim Kirchdorfer of Irrigation Supply Co., Doyle Jacklin of Jacklin Seed, David Truttman of Buckner, Jerry Pierman of International Golf Group and John McDonald of McDonald & Sons, Inc.

The committee will meet Oct. 24 or 25 in Chicago to decide such questions as a business plan, decide whether the group should be all-inclusive or restrictive, whether to put together a publication or construction statistics or just service its members, and what areas of the golf industry the GCBAA should affect.

"I'd like something to present to our members at the annual meeting in February," Arnold said.

Arnold said the GCBAA has grown from 72 to 93 members in the last few months. Fifty attended the annual summer meeting.

New golf course construction 1985-90



Source: NGF

Different clientele meant course changes at El Conquistador

Continued from page 23
for mass mowing."

- Cutting heights were lowered—fairways from 3/4 to one inch down to 5/16; and roughs, from three inches to 1-1/4 inch. Greens are being cut to a scant 9/64 of an inch and tees to 3/8 of an inch.

This is a challenge when temperatures soar to 120 degrees in June. But brown spots are hard to spot, thanks to crew vigilance.

A labor-intensive mowing schedule includes split shifts, seven days a week.

- "We're also vigilant considering dawdling players," Wells said. "We have a ranger for each course. Our rangers are experienced golfers who can politely tell a foursome (including hotel guests) they have to speed up."

Wells said the skilled diplomats have limited ruffled feathers, and playing speed is maintained.

- The grounds crew makes sure golfers can play through, no matter how busy they are. They cut engines while golfers prepare to stroke the ball.

"Courtesy is more important than five minutes of lost working time," Wells said.

Sheraton has not finished with improvements.

The director of golf emphasized, "We still have five years intensive work ahead of us."

Officials want to add shrubbery and trees, and to upgrade bunkers to provide consistent play.

"We also want to improve the desert garden appearance," Wells said.

Then there are cart paths, restrooms, and food and beverage outlets to consider.

While Hardin's design and Wells' maintenance practices are cutting playing time, irri-

gation specialist Mike Britt trimmed the water bill 15 percent, or \$70,000 annually.

The savings came by correcting sprinkler placement.

When built as a development course, only the center of the fairway was to be watered. As a semi-private course, the fairway is kept green wall to wall.

Some heads had to overwater in order to lay down enough liquid along the rest of the line.

Britt will oversee an upgrade in the irrigation system to further improve water use.

Wells and his 43-man crew face many challenges maintaining the 45 holes in the desert heat and fast-play environment.

With tee times seven minutes apart, it is more difficult to mow, or apply darkening agents, surfactants, or even to overseed.

"You have to be careful with transition," Wells said. "We overseed in late September-early October so we're ready to play intensively by Thanksgiving, when most of our winter visitors return. By then the course is in picture postcard condition."

"We plan as far out as three years, but keep flexible so we can make changes as quickly as in just one week."

Wells' three assistant superintendents—Jim Heath, Darrell Lewis and Ernie Guadarrama—keep atop potential problems so they can act rather than react.

For example, if weather conditions indicate the possibility of a pathogen problem the next day, they won't wait for pythium to show but will make a preventive spray that day.

When it rains in Tucson, water is a problem. Storms are generally short, intense and complete with lightning and eroded slopes.



Marty Wells, left, discusses turf conditions with assistant Ernesto Guadarrama at Sheraton Tucson El Conquistador Golf & Tennis Resort.
Photo by Lynn Tilton

Crews must act quickly once the rain stops.

"We handle July with a lot of shovels, rakes and backhoes to clean up rocks and dirt washed into playing areas," Wells said. "Our goal is simple: Lose no grass."

Despite the 320-plus days of sunshine, Wells keeps a daily weather and temperature log, evapotranspiration rates, and other data to ensure the course stays in good condition.

"We've had no serious pathogens hit the course in the past two years. We had a little

fairy ring last year. That's a water issue, and always a problem in desert areas," Wells said.

Meanwhile, developers of the surrounding housing project have also benefitted with the change in management.

When they were responsible for the 45 holes, the average new homeowner built a basic 1,600-square-foot house that retailed for around \$150,000 to \$160,000.

"Now," Wells said, "some homes are in the \$300,000 neighborhood."

Newly planned U.S. courses

Location	Contact	Louisiana	Contact
California		Goodbee	Stephen Rusbar
Auburn	Mike Fluty	Michigan	
Clovis	New Cities Dev. Corp.,	Southfield	LoPatin & Co.
Escondido	David Rainville	West Branch	Robert Stuart, Cilo
Fairfield	Flint GC Const.	Minnesota	
Oceanside	Lightfoot Planning Group	Winona	James Carlson
Pleasanton	Mayor Ken Mercer	Nebraska	
San Diego	Scott Miller	Papillon	Mayor Goodman
San Diego	Ted Robinson	Nevada	
San Marcos	Ted Robinson	Reno	Robert Helms
Colorado		New Jersey	
Canon City	Gordon Hecker	Lawrence	Hopewell Twp. Planning Bd.
Dacapo	Jack Finley	Newark	Brian Silva
Florence	City Council	Vineland	Planning Board
Connecticut		New York	
Ridgefield	Peter Friedman	Croton-On-Hudson	Robert T. Jones Sr.
Seymour	Chris Bargas	North Carolina	
Florida		Gastonia	1st Colony Investors
Bradenton	University Commons	North Dakota	
	IP, Sarasota	Fargo	THK Assoc.
Melbourne	Coy A. Clark Co.	Oregon	
Melbourne	Tara Group	Hillsboro	Meriwether Nat'l GC
Orange Cnty.	Vista Group	Portland	John Green, Springfield
St. Augustine	Jim Davidson	Pennsylvania	
Georgia		Limerick	David Platt
Atlanta	Woodbine Dev. Corp., Dallas	South Carolina	
Macon	Cnty. Comm. Joe Allen	Spartanburg	City Mgr. Bowers
Hawaii		Texas	
Honolulu	Y.Y. Valley	Baytown	Blue T Golf Inc.
Illinois		Utah	
Waverly	Gary Delaney, Jacksonville	Clearfield	Redevelopment Auth.
Winfield	Klein Creek Corp.	Washington	
Indiana		Sedro-Woolley	State Gen. Administration Div.
Fort Wayne	Colonial Dev. Corp.	Wisconsin	
Kentucky		LaCrosse	LaCrosse CC
Henderson	City Commission	Racine	Cnty. Planner

Golf Course News is publishing these lists monthly. The list below includes courses that have been approved around the country in the past month. The chart at left 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 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, Yarmouth, Maine 04096.

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

Courses newly approved in U.S.

Location	Course Name	Type	Holes	Address	Architect/Contact
California					
Merced	Merced Community GC	D	18	Bellevue & Lake Rds.	Ken Dye/Golf West
Palm Desert	Altamira CC	N/A	18	Hwy. 74	Jim Hayhoe
Vallejo	Blue Rock Springs GC	M	18	N/A	Robert Muir Graves
Georgia					
Acworth	Lake Acworth GC	M	18	4190 Ragsdale Rd.	Ken Dye/Golf West
Albany	Twisted Pines GC	D	18	N/A	Donald Cottle Jr.
Idaho					
Blackfoot	Blackfoot Golf Assoc.	N/A	9	Teeples Dr.	Gary Baumgartner
Iowa					
Pella	N/A	D	18	N/A	City Council
Missouri					
St. Louis	St. Peters GC	M	9	Salt Lick Rd.	Alan Ollar
New York					
Lockport	Lockport Town & CC	P	9	N/A	Harry Bowers Assoc.
New Hempstead	New York CC	P	18	Union/Brick Church Rds.	Rockland Dev. Corp.
Oregon					
Albany	River Oaks GC	D	18	Riverside Dr.	Randy Tripp
Pennsylvania					
Wilkes-Barre	Huntsville Golf Club	P	18	Lehman Twp.	Rees Jones
Wisconsin					
Lisbon	Songbird Hills	D	18	Hwy. J	Hal Hoffman, New Berlin