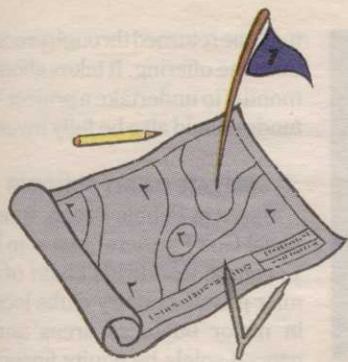


## Briefs

**DYE DESIGNS COURSE OPENS IN JAPAN**

TOKYO, Japan — The Country Club Glenmoor, located in the Chiba Prefecture outside Tokyo, opened July 20.

The Dye Designs' family, led by Perry Dye, attended opening day Shinto ceremonies. Honorary guest Pete Dye performed the rituals.

Glenmoor is the second of four Dye golf course projects to be completed for Toshio Someya, owner and chairman of Mariya Company, Ltd.

Pete and Perry Dye's first golf course in Japan was Mariya Country Club, opened in November 1987. The third course, Gran Mariya Country Club, is under construction. Completion is anticipated in the fall of 1993.

**LOHMANN TRANSFORMS SCHAUMBURG**

CRYSTAL LAKE, Ill. — Lohmann Golf Designs and the Schaumburg Park District have joined to transform the 27-hole Schaumburg Golf Club into a premier public golf facility. Phase one of the three-phase renovation project is complete, and nine holes are scheduled to open in September.

The original course was designed in 1927 by architects William Langford and Theodore Moreau. Inattention in recent years turned challenging golf holes into what has been termed "concrete acres." Schaumburg Park District purchased the golf course in 1989 and hired Lohmann for total renovation.

Lohmann has been capturing the course's original character. The master renovation plan includes computerized and automatic irrigation, bent grass tees, greens and fairways; new bunkers and reshaping old bunkers. Ground was broken this summer for a new clubhouse.

**ELKHORN EYES DEC. 1 OPENING**

STOCKTON, Calif. — Projected completion date of Elkhorn Country Club's member clubhouse remodeling and expansion is Dec. 1.

The 10,000-square-foot clubhouse will include expanded men's and women's locker rooms, bar and grill room, formal dining facilities, expanded golf shop and administrative offices.

H & H Construction of Stockton is the project's general contractor, Jackson Associates the architect.

The 93-acre, 18-hole layout designed by Bert Stamps is a private golf facility with 530 members. Elkhorn recently increased membership entry fee from \$5,000 to \$7,000.

**DAVIS SIGNS FOR GEORGIA LAYOUT**

ROME, Ga. — The architectural firm of Arthur L. Davis Inc. will design the city's proposed public golf course and be involved in course site selection. Davis' fee will be about \$200,000.

The Rome City Commission unanimously approved his presentation. Davis, a former Rome resident, now lives in Gainesville.

# Non-traditional funding sources take spotlight in developing golf facilities

By Peter Blais

**A**lternative sources of financing are filling some of the golf course development and acquisition gaps left by the virtual departure of banks and savings and loans from the leisure real-estate market.

Non-traditional mortgage lenders, real-estate syndications, preferred stock offerings, foreign investors, corporate America, pension funds, unions and foreign contractors are helping fill the void.

A panel of financiers discussed golf course funding alternatives at a recent Institute for International Research conference in Las Vegas.

Following are some of their thoughts.

**NON-TRADITIONAL MORTGAGE LENDERS**

"Capital markets are tight, but that has always been so for golf courses," said Herb Hogue, director of golf investments for GATX Golf Capital. "Money is available for golf courses that can be profitable businesses with a well-thought-out plan."

GATX is a finance company that does par-



ticipating mortgage loans for firms wishing to acquire or develop and then manage golf courses. The company has financed more than 30 courses. It has also funded golf course communities.

GATX is a lender, but also wants to create value rather than just collect guaranteed interest payments, Hogue said. GATX transactions are highly leveraged with moderate interest rates.

"Our profit is really back-ended where the owner's profit is. So we're really into these projects with the same incentive as the

*'Capital markets are tight, but that has always been so for golf courses.'*

— Herb Hogue  
GATX Golf Capital

owner's," Hogue said. "We're lenders but our profit is contingent on the project being successful. We're more like venture capitalists."

"We don't do one-shot deals. We are relationship lenders. We're in the business to develop relationships with the best developers and managers of golf courses in the country. We finance their plans to develop or acquire a series of courses over the next several years."

Seventy percent of new courses are parts

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# 'Sure-fire' methods of past have passed away

By Peter Blais

Attaching a golf course to a residential development is not a sure-fire way to make a project successful, according to a golf course communities consultant.

"We're involved in 50 to 60 residential golf course projects a year around the country," said Dan Levitan, a principal with the Greenman Group, a Hollywood, Fla.-based residential marketing consulting company. "My skepticism comes from the fact that half of those are troubled properties."

The residential trend is toward large community developments complete with amenities, including golf courses, said Levitan during the recent Institute for International Research Golf Course Development and Financing Conference in Las Vegas, Nev.

After all, the National Golf Foundation



predicts the number of golfers will increase 40 percent by the year 2000. And the typical golfer's income is \$11,000 above the national average.

So, with demographics and demand solidly in golf's corner, why are so many residential

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— Dan Levitan  
Greenman Group

golf projects in trouble?

First, golf demand is localized. "What may work well on the north side of town may not work on the south side," said Levitan, who described an attractive golf course commu-

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# More industrial, commercial projects adding golf

CHICAGO, Ill. — More golf courses are being built in conjunction with industrial and commercial developments, according to Tom Clark, president of the American Society of Golf Course Architects.

Developers, real-estate professionals and businesses are realizing that golf courses add much more than curb appeal to commercial properties, according to Clark. "A golf course can add prestige and beauty, help attract occupants and provide the ideal environment to entertain clients," he said.

There's a certain prestige to working in an office surrounded by a beautiful green belt. "Many companies that want to project an upscale image are establishing their headquarters on golf course property," he said.

Several city government offices, including those of Norfolk, Va., are taking part in the growing trend. "Any mayor or city administrator would appreciate the benefits of an office overlooking a public course, especially one that brings revenue to the city," said Clark, who recently developed a master plan for a

course that will house offices for the city of Norfolk.

Another reason for the growing popularity of hybrid golf courses is that they help pre-sell commercial projects.

"If a potential business wants to lease space overlooking a certain hole or lake they must act quickly," Clark said. "In this respect, courses generate additional interest and excitement for the project."

In addition to making a property more attractive, a golf course's open space absorbs noise. Trees produce oxygen, especially beneficial to industrial and commercial developments.

"Some courses have been built over landfills, eliminating an eyesore to the community and possibly reducing further environmental risks," said Clark. "Golf courses will benefit commercial and industrial developments in the next decade in the same way they have generated sales in residential developments the past 10 years."

Executives in the private sector also know

the value of having their business address on a golf course. "Golf courses offer an excellent place to meet and entertain clients," Clark said. "Since decisions often are made on the links, why not gain a competitive advantage with potential clients and business associates?"

Clark cites Windsor Parke Golf Club, Jacksonville, Fla., as an example of a course built in conjunction with a commercial project. Said ASGCA member Art Hills, who designed the public course which opened in May, 1990, "We blended the golf course and commercial space into a single cohesive project."

Another example of a hybrid course is Dakota Dunes in South Dakota, near Sioux City, Iowa. The project features two 18-hole courses surrounded by a residential community and a campus-like 200-acre commercial development.

Those interested in the master plan concept should write the American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, Ill. 60601.