

## An electronic matchmaker is born for golf developers, financiers

An electronic dating service for golf and recreation entrepreneurs seeking investors has been developed by Forecast Golf Marketing & Financial Systems, Inc. of Richmond, VA.

The new Golf & Recreation Investment Program (GRIP) is an electronic matching service between the golf/recreation industry and investors. Investors submit profiles detailing the kind of ventures they're interested in, and entrepreneurs submit profiles detailing their proposals.

GRIP records the information in a computer and matches the venture with investors. Both entrepre-

neur and investor pay a subscription fee to GRIP.

GRIP doesn't evaluate or endorse the caliber of any investment opportunity presented through its service or provide investment counseling. Both the investor and entrepreneur remain anonymous until an investor wants to pursue a deal.

If the investor isn't interested in a particular deal, his comments are conveyed to the entrepreneur by

GRIP so that there is an opportunity to revise and improve the funding proposal.

GRIP project member James Murphy calls GRIP "an elegant solution for the golf industry at a time when conventional financing sources are drying up."

GRIP Services Group is located at 3312-B Old Courthouse Road, Richmond, Va. 23236; telephone 804-276-5280.

## Development, championship course OK'd in Minnesota

LAKEVILLE, Minn.—The city council recently approved a development of homes and a 109-acre, 18-hole championship course at Crystal Lake Golf Estates. Construction on the \$4.6 million golf course is expected to begin in the spring, with golfers teeing off in 1993.

Preliminary plans call for 267 homes in the subdivision. Twenty two acres of a 55-acre wetland near

the site will be preserved as part of the golf course, and other parts will be restored to wet prairie, with wild flowers and fauna replanted. The golf course also reduces a pattern of dense housing development in the area, and has received strong support from area residents.

Minnesota is considered one of the top golf participation states in the country, with 21% of residents calling themselves golfers.

## California county deciding whether golf courses are open spaces

STOCKTON, Calif.— County supervisors in Stockton are considering whether to define golf courses as open space, land kept in its natural state or land that is a wildlife habitat.

If supervisors consider golf courses as open space, developers could be eligible for the same tax break now available to farms under the Williamson Act, a California state law that grants landowners lower property tax rates for not developing their land.

Environmentalists contend that the Williamson Act was developed to save farmland and open space, not give golf course developers a break.

"This proposed amendment would allow areas no more appropriate than my front yard for wildlife habitat," said Steve Stocking, a biologist at Delta College and representative of the Sierra Club.

The golf course discussed at the Buckeye Ranch project would be part of a development proposed by Catwil Corp.

The company wanted to include a 70-acre private golf course and 26 luxury homes on an 870-acre parcel of land now under the Williamson Act contract. The rest of the acreage would include a nature preserve.

The project is located along the Mokelumne River in the Brovelli Woods area, one of the few prime riparian forest still standing in California.

Tom Zuckerman, director of Catwil Corp., said keeping the proposed golf course and wildlife preserve under the Williamson Act would help ensure the land won't be further developed in the future. Wildlife would be able to live on the golf course.

A Williamson Act contract last 10 years and is self-renewing unless a landowner files for cancellation, whereupon the owner pays 12.5% of the property's market value to the state.

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