

In Iowa, golf communities turning into hot properties

DES MOINES, Iowa — People like open spaces. And they really like open space around their homes. And when that open space can be profitable, so much the better.

While the economy is stopping open-space golf course communities in many parts of the country, in Iowa the idea seems to be coming on strong.

In Des Moines, development of at least four golf course communities is being discussed. Owners of a private course in Warren County

have plans to build 550 residential units.

The Amana Colonies golf course is complete and townhouses are being built around it.

In Pella, the Bos Landen Golf community is under construction. Executive houses are being planned around an Arnold Palmer-designed course near Sioux City, the \$20-million Dakota Dunes.

Joe Chapman, president of the Amana Colonies development, says: "Iowa is just catching up.

See related story, page 52.

Typically Iowa is behind the booms. Some areas of the East and South are over-saturated with golf course communities.

"Whether that happens here, I don't know. It's something you risk when you start planning a development."

The Amana development offers a mix of housing styles and prices. According to land planner Larry

Decker, Iowa — particularly Des Moines—could easily become over built with golf course development, because everyone is trying to be the first into the market.

He said markets studies are a must.

Among the golf communities being discussed by developers: Glen Oaks in West Des Moines, a private golf course on 435 acres of farmland that would feature a clubhouse and executive-style housing.

It would cost more than \$50 million to develop and be valued at \$200 million when completed. River Oaks, 465 acres on the Raccoon River, straddles the Dallas-Madison county line. It would have a semi-private course surrounded by \$150,000 houses.

A developer plans a 400-acre golf community in Ankeny, and another 400-acre golf community seems to be in the works in Urbandale.

Developer William Knapp is considering giving the city of Urbandale 150 acres for a municipal course.

"To have a successful housing development today, you need a successful amenity," said Iowa Realty's Michael Knapp. "The one amenity not offered around here is a golf course community."

Developers often sell lots for 20 to 50 percent more in developments offering amenities. But strong consumer demand for a house on a course doesn't automatically make it a money-maker.

There is a large amount of planning, research and carrying costs involved.

Selling residential lots aside, developers also have to be concerned about whether the golf course itself is a success.

Michael Coppola, owner of Echo Valley Golf and Country Club in Warren County, says: "The concern of a new homeowner on a new golf course is, 'Is it going to be successful?'"

"You get the first rush of buyers who pay premium prices for good lots. If the course is stagnant and development slows down, discounts take place... That doesn't feel too good when you're the first guy in."

Bond switch to pool angers townspeople

PLANO, Texas — Seven years ago, voters in Plano approved a second public golf course and its \$4.6 million in bond cost.

Now they're really upset that the town has proposed shifting funds from the golf project to build a third public swimming pool.

About 70 members of Plano's three organized golf groups appeared before the Parks and Recreation board to plead with it to follow through on the voters' approval and build the golf course.

The current municipal course had 68,000 rounds of golf played last year.

Club Development placed in charge

ENGLEWOOD, Fla. — Club Development & Management Inc. will oversee development and construction of Oyster Creek Golf & Country Club here.

Ted McAnlis will design the course, a par 60.

BENTGRASS

Good news travels fast. Especially when it comes from internationally recognized professionals.

That's why demanding superintendents *worldwide* are using and endorsing the creeping bentgrasses *Providence (SR 1019), SR 1020, or Dominant™ (a blend of the two).

Of course, that doesn't come as any surprise to us. Because we've spent the past several years developing and testing our cultivars on golf courses and at universities with incredible results.

The unanimous conclusion? Every aspect of our bentgrasses is superior to all other commercially available varieties. Color. Texture. Density. Disease resistance. Heat and drought tolerance.

What's equally important is our bentgrasses' performance under varied golf course conditions. From America to Australia to Africa, our cultivars consistently produce beautiful, fine-textured greens with true putting quality and reduced maintenance. And outstanding fairway turf with less thatch and excellent wear tolerance. These features are important to superintendents, golfers, architects, and greens committees alike.

Don't just take our word for it. Contact your nearest Bentgrass Marketing Group member today for more information and university test results. And be prepared to put your course on the map.

*Providence and SR 1020 are protected under the U.S. Plant Variety Protection Act.

SEED RESEARCH
OF OREGON, INC.

P.O. Box 1416 • Corvallis, OR 97339, USA
Telephone: 1-800-253-5766 • Fax: 1-503-758-5305

More Varieties Available
Other Seed Research cultivars bred for golf courses include:

- SR 4000 Perennial Ryegrass
- SR 4100 Perennial Ryegrass
- SR 4200 Perennial Ryegrass
- SR 3000 Hard Fescue
- SR 5000 Chewings Fescue
- SR 7100 Colonial Bentgrass
- Titan Tall Fescue
- Trident Tall Fescue
- SR 8200 Tall Fescue
- SR 8300 Tall Fescue
- SR 2000 Kentucky Bluegrass

For Additional Information
Contact your nearest Bentgrass Marketing Group member for information and university test results:

Agriturf, Inc.
Hatfield, MA 01038
(413) 247-5687

Andersen Turf Supply, Inc.
Huntington Beach, CA 92649
(714) 897-0202

Arkansas Valley Seed Co.
Denver, CO 80216
(303) 320-7500

Arthur Clesen, Inc.
Wheeling, IL 60090
(708) 537-2177

Lea's Green Meadows, Inc.
Temple Hills, MD 20748
(301) 899-3535

Plant Gro Corp.
San Jose, CA 95106
(408) 453-0322

Professional Turf Specialties, Inc.
Champaign, IL 61820
(217) 352-0591

Seacoast Laboratories, Inc.
Dayton, NJ 08810
(800) 522-4769

Seed Research of California
Sacramento, CA 95841
(916) 349-8617

Seed Research of Texas
Houston, TX 77084
(800) 253-5766

Smith Turf & Irrigation Co.
Charlotte, NC 28266-9388
(704) 393-8873

Sweeney Seed Company
King of Prussia, PA 19406
(800) 544-7311

FOREIGN GROUP MEMBERS:

Agrico Sales Ltd.
Delta, B.C. V4G 1E7
(604) 940-0290

British Seed Houses, Ltd.
Avonmouth, Bristol, England BS11 9JH
0272-823691

Kenko Commerce & Co., Ltd.
Chiyoda-ku, Tokyo, 101 Japan
(03) 3258-8061

Rothwell Seed Ltd.
Lindsay, Ontario, Canada K9V 4S5
(705) 324-9591

Westgro Horticultural Supply, Inc.
Calgary, Alberta, Canada T2G 3H9
(403) 287-3988

Wright Stephenson & Co.
Seven Hills, N.S.W., Australia 2147
(02) 674-6666



Joseph Buchanio, Golf Course Supt.
Maplegate Country Club
Bellingham, Massachusetts



Steven A. Nash, Golf Course Superintendent
International Town & Country Club
Fairfax, Virginia



James Brown, Golf Course Superintendent
Shreveport Country Club
Shreveport, Louisiana