

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

**Focus on Financing**  
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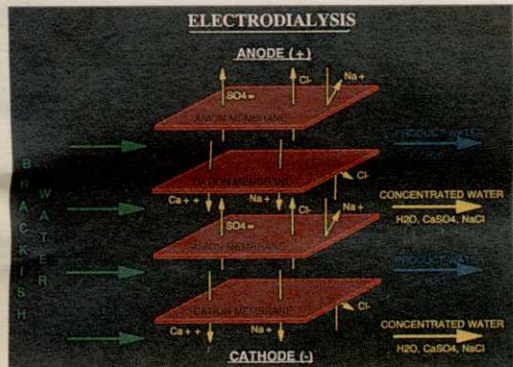
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**PLAYING INTO THE SUNSET**

The green of the 557-yard 4th hole at Uwharrie Point in Denton, N.C., site of the new project from Tom Fazio on Badin Lake. For story and more on golf course development, see page 17.

## EPA reviews reregistration procedures

By HAL PHILLIPS

The Environmental Protection Agency is reviewing its reregistration procedures after learning that approximately 30 percent of reregistration applications don't meet preliminary standards.

Three out of 10 applications submitted by chemical companies are sent back by the EPA — not because the pesticide is somehow suspect, but because the application data has been found inadequate by EPA scientists for making reasonable risk assessments. This is the single biggest factor contributing to the overall lethargy of the reregistration process, according to the EPA's Al Heier.

Consequently, the EPA has re-examined the guidelines it provides the pesticide industry for conducting reregistration studies.

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## Landmark out of appeals; RTC and AGC take over

By HAL PHILLIPS

The demise of Landmark Land Co. became official on Sept. 14, when agents of the Resolution Trust Co. assumed physical control of all Landmark properties.

"It's a done deal — they lost," explained the RTC's Anne Freeman. "As far as we're concerned we've taken over management."

Landmark employees will continue to handle the day-to-day operations at each club, while American Golf Corp. has agreed to manage Landmark assets on a contract basis. Hilton Hotel Corp. of Beverly Hills has been retained to oversee the real estate portions of the former Landmark holdings, which include PGA West, Kiawah Island and Carmel Valley Ranch.

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## Finance troubles? ... What troubles?

450-plus golf projects undertaken in 1992

By MARK LESLIE

While scores of developers are scrambling to find financing for golf facilities that have been in planning for years, undeterred dozens of new development "players" are proceeding with projects, according to figures from Forecast Golf Marketing & Financial Systems, Inc.

The Richmond, Va., firm reported 451 golf course projects have taken one form or another in the United States since Jan. 1. That brings the total to 2,134 — projects that are in various stages of reality from merely planned, to on hold, to under construction.

Scott Marlowe of Forecast said about 200 golf projects are on hold for financial reasons.

But the financial climate doesn't seem to be deter-

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This was the post-Andrew scene at Oakbourne Country Club in Lafayette, La. The maintenance shed (inset) was totaled.

## Supers offer pointers on hurricane preparation

By PETER BLAIS

Preparing a golf course for a Hurricane Andrew is like getting the local Pop Warner football team ready to go against the Washington Redskins. There just isn't a heckuva lot you can do with the tools at your disposal.

South Florida facilities directly in the path of the storm — like the Links at Key Biscayne, Homestead Air Force Base and Kendall Golf Club — were basically defenseless against the storm's onslaught and suf-

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## MacNally receives Graffis Award

Tommy Armour Golf president honored for lifetime service

JUPITER, Fla. — Robert F. MacNally, president of Tommy Armour Golf Co., has been named the 1992 recipient of the National Golf Foundation's new Graffis Award.

The NGF has been honoring individuals with Graffis Awards since 1970. The Herb Graffis Award recognized long-time, overall contributions to the game, while the Joe Graffis Award recognized contributions to golf education.

"Over the years, however the awards often have been confused with one another," explained NGF President and CEO Joe Beditz. "Consequently, we have decided to consolidate the two awards into one and thereby end the

confusion while still honoring the memories of the Graffis brothers."

MacNally joined Tommy Armour — a club-making and management firm — in 1979 after leading several other corporations to prominence and profitability: Chemical Group of Kinark Corp., The STA-HI Systems Division of Sun Chemical, and the Ideal Roller & Graphics Co. MacNally also joined the NGF board of directors in 1979, and soon became a visible, respected figure in the golf industry.

In 1985 and '86, he served as chairman of the NGF and was one of the creators of Golf Summit '86. He is past director of the National Association of Golf Club Manufacturers and the Futures Golf Tour. Most recently, he was elected to the Golf Hall of Fame of the Illinois Section of the PGA of America.

## Tommy Armour names scholarship winners

MORTON GROVE, Ill. — Tommy Armour Golf recently awarded scholarships to six students in the Professional Golf Management Program at Ferris State University.

The 1992 Tommy Armour Scholarships were presented to PGM students at the Ferris State Professional Golf Management Banquet. The winners included Joe Mowery of Mt. Vernon, Ohio; John Leach of Sterling Heights, Mich.; Joe Allen of Crooksville, Ohio; John Phillips of Swartz Creek, Mich.; Shane Kelley of Zanesville, Ohio; and Sean Mulligan of Blissville, Mich.

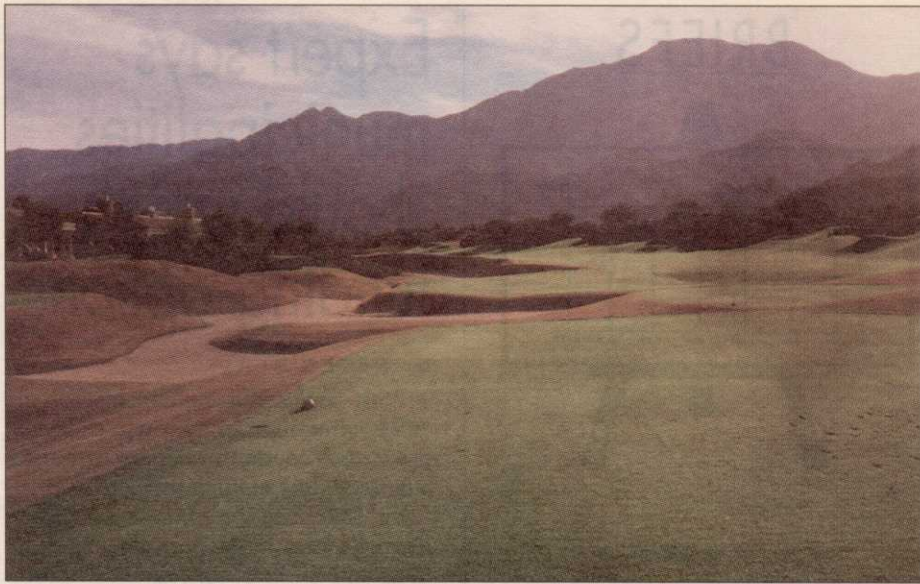
Selections were based on scholarship, playing ability, service and leadership.

"Our PGM program, which leads to a bachelor's degree in marketing through the College of Business, draws students from all over the country," said Dr. Lowell LeClair, PGM coordinator at Ferris State.

"In addition to the core business and marketing curriculum, the PGM coursework includes golf course operation, course maintenance, teaching skills, tournament administration and custom club repair and fitting — with experience gained through internships served with Class A PGA professionals at courses throughout the nation."

The PGM program at Ferris State is one of four such programs endorsed by the PGA of America. The other three are at Mississippi State University, New Mexico State University and Penn State University. Tommy Armour Golf endows scholarships in the Professional Golf Management programs at all four.

"Endowing scholarships in the PGM programs is an extension of our basic philosophy at Tommy Armour Golf," according to Larry Crum, director of equipment marketing.



The 16th hole at PGA West, one of Landmark's troubled properties

## AGC takes over Landmark properties

Continued from page 1

"We don't want to be disruptive," added Freeman. "We want to maintain a high quality of service, and that's why we've left the [Landmark] employees in charge of day-to-day activities."

Indeed, the atmosphere at Landmark's Carmel is one of resignation. "There have been no changes here in terms of project managers," explained Landmark's Bob Taylor. "AGC is really serving as a liaison between the project managers and the RTC."

"As for us, we're just trying to become informed sellers."

Landmark had appealed the latest in a series of setback decisions issued by the 4th Circuit Court of Appeals in Richmond, Va. However, after federal judge Falcon Hawkins lifted a preliminary injunction Sept. 11, federal authorities moved swiftly against the bankrupt golf course management and development company.

After signing an assets management agreement with the federal government, neither AGC nor Hilton can bid on any Landmark properties up for bid. In essence, AGC has forfeited the chance to bid on the properties in exchange for handsome compensation.

"It's a good opportunity for AGC to earn

*'We want to maintain a high quality of service, and that's why we've left the [Landmark] employees in charge of day-to-day activities.'*

— RTC spokeswoman Anne Freeman

some good management fees," said Randy Williams of Club Corp. "It's too bad the members have to suffer through this because they put up a good deal of the capital that made these deals work. The members are the real assets at these clubs."

"I've met with some of the member groups from a few of the Landmark properties, and some of the clubs have not received the capital attention they should have, as you might imagine. All the money's been going to the lawyers."

Who will go after the Landmark properties? Industry experts are divided on the issue. Some feel the clubs will be purchased by local groups on an individual basis, yet there are rumors that funds are being raised on Wall Street to buy the whole kit and kaboodle.

According to Freeman, the RTC has an "asset sales hotline." Those interested in making an offer should call 1-800-RTC-3006.

# Formost Construction Co.

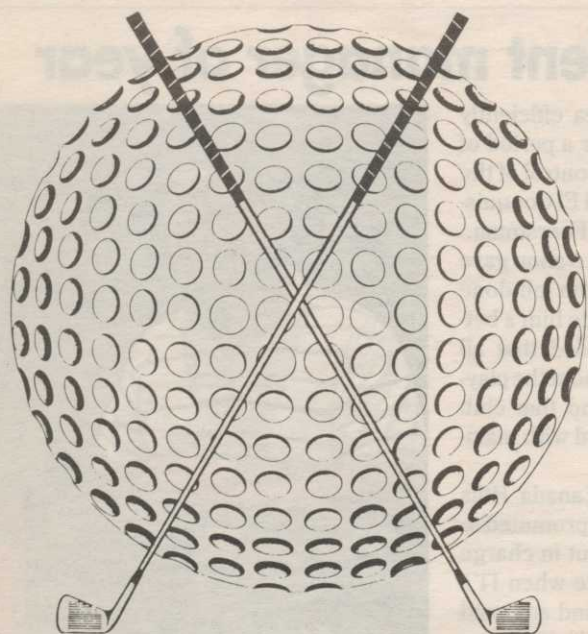
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## SunCor to manage Real Del Mar course

TIJUANA, Meico — SunCor Resort & Golf Management, Inc. has been selected to operate Real Del Mar Golf Course, an 18-hole track currently under construction at Real Del Mar, a 720-acre destination resort being developed by The Frisa Group.

The announcement was made by David Mayagoitia, director of resort operations for The Frisa Group.

Real Del Mar Golf Course occupies 94 acres overlooking the Pacific Ocean, just south of the Mexican-American border. The 6,400-yard, par-72 course, which will feature seven lakes and 60 bunkers, is scheduled to open for play sometime this fall.

"We believe this course will not only provide challenging golf, but unparalleled views of the Pacific Ocean and Coronado Islands," said Tom Patrick, vice president of SunCor Resort & Golf Management. "It's a quiet alternative to the clamor of many nearby urban courses."