

BRIEFS



CLUBCORP BUYS 2 TEXAS LAYOUTS

DALLAS — GolfCorp has assumed management of two Texas courses, The Golf Club at Fossil Creek in Fort Worth and Padre Isles Country Club in Corpus Christi. ClubCorp acquired Fossil Creek from Hunt Resources and turned operation of the Arnold Palmer-designed course over to GolfCorp. ClubCorp purchased Padre Isles from Texas-based Asset Development Corp. Architect Bruce Litrell designed the 18-hole course.

GOLF COMMUNITIES ADDS FLA. TRACK

ORLANDO, Fla. — Golf Communities USA Ltd. has entered an option agreement to purchase Cutter Sound Golf & Yacht Club in south Florida's Martin County. Golf Communities took over operation of the entire project Sept. 16. In addition to the Gary Player-designed championship course, Cutter Sound includes 96 deep-water boat slips and 200 homesites

FOX VALLEY UNDER PALOMA WING

LANCASTER, N.Y. — Paloma Golf Group Inc. recently purchased The Fox Valley Club here for \$4.6 million. The 18-hole layout is located near the Buffalo airport and 30 minutes from Tan Tara Golf Club, which Paloma purchased earlier this year. Paloma founder Garth Chambers also operates Emerald Valley Golf Club in Eugene, Ore., and Dove Canyon Country Club in Southern California.

LAKE LINDERO NAMES NEW MANAGER

AGOORA HILLS, Calif. — Lake Lindero Country Club here has named Golf Projects Lindero, formed by Golf Projects International President David Smith, to manage and operate the club. Lake Lindero features a nine-hole executive course, tennis courts, swimming pool, sailing lake, lounge, snack bar and pro shop.

AOKI TABS WESTERN GOLF

SCOTTSDALE, Ariz. — Aoki Corp. of Japan has selected Western Golf Properties to provide golf club development and management consulting services for Caesars Park Beach and Golf Resort located in Cancun, Mexico. Westin Hotels & Resorts will manage the property, which includes an 18-hole course designed by Aoki.

MEMBERS BUY INDIAN WELLS CC

INDIAN WELLS, Calif. — The partnership of 319 club members and ClubCorp has completed the \$17.25 million purchase of Indian Wells Country Club from the U.S. Customs Service. The 27-hole course, which has long been a site of the Bob Hope Chrysler Classic, will remain private.

MARKETING IDEA OF THE MONTH

Nev. firm takes resort promos to the highway

By PETER BLAIS

RENO, Nevada — A Nevada firm is taking resort promotion on the road to attract "discriminating" golfers to some of the world's premier golf destinations.

Golf Resorts Inc.'s 53-foot, custom-designed marketing vehicle made its premier appearance recently at Newport (Calif.) Beach Country Club. The event kicked off this fall's three-month, nationwide trek to demonstrate the vehicle's capabilities to resort directors.

The goal is to recruit 60 resort advertisers to be showcased during the 1995 exhibition promotional tour schedule. That schedule will take the custom-designed vehicle on a 12-month excursion to professional golf tournaments, major cities and busy golf locations.

"It's a new advertising medium aimed at a select group," said Golf Resorts representative Nancy Dillman. "It allows resorts to target golf travelers. Normally,



Golf Resorts Inc.'s 53-foot vehicle will tour the country promoting numerous golf resorts.

they'd have to spend a lot of money advertising in numerous publications to reach those people."

According to company literature, the Double Eagle, as it is called, will reach more than 500,000 of golf's most-affluent vacationers.

"By delivering a message in a manner that's up close and personal to a prime target market, resorts will find the unique medium an affordable and innovative alternative to conventional sales and advertising methods," the company states.

A truck pulls the 53-foot Double Eagle

van. Graphics identifying various resorts and companies are displayed on the van's sides. Once situated, one side of the van opens revealing its most intriguing feature, a high-tech golf simulator and viewing area.

The simulator allows visitors to play a hole on one of several widely known courses. Promoters expect this to attract many people who will either play a hole for a nominal fee or watch from the viewing area. Contributions raised from the simulator will be split between the Ameri-

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Doral Resort is one of the premier properties owned and operated by KSL

KSL solidifying position as major golf resort operator

By PETER BLAIS

Like a powerful army that has gained a foothold in a new country, KSL Recreation Corp. is moving up its forces and digging in for a long occupation of the golf industry.

A week after purchasing LaQuinta Resort and Club and PGA West in Palm Springs, Calif., for \$256 million last January, KSL agreed to buy The Doral Resort & Club in Miami.

Suddenly, the Kohlberg Kravis Roberts & Co. affiliate was in control of two of golf's premier properties.

Since January's invasion, KSL has moved in seasoned officers to oversee its multiple golf resort operations.

The most recent lieutenant to arrive is Virgil Robinson. The former director of agronomy at the renowned Desert Mountain Properties in Scottsdale, Ariz., assumed the same position at LaQuinta Resort and Club and PGA West on Nov. 2.

Robinson, a 28-year course management veteran, will join Dick Kopplin, a 22-year country club manager who this summer left Desert Mountain to become vice president of club opera-

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Anaheim chooses to operate own courses

By PETER BLAIS

ANAHEIM, Calif. — The City Council recently rejected American Golf Corp.'s proposal to assume operation of the city's H.G. Dad Miller and Anaheim Hills municipal golf courses.

The idea had split the council down the middle, with Mayor Tom Daly and Councilmen Irv Pickler and Frank Feldhaus originally favoring the privatization plan.

Councilmen Fred Hunter and Bob Simpson opposed the plan, believing the city should retain control of the courses and protect municipal employee jobs.

It wasn't until a cost analysis performed by the firm KPMG Peat Marwick Management Consultants revealed the switch could result in minimal savings that the council decided to leave the course in the hands of municipal employees.

[A call to American Golf Corp. offices for comment was not returned.]

"The Council realized we were running a good operation that was making money

'The Council realized we were running a good operation that was making money for the city.'

— Jack Kudron,
Superintendent of Parks

for the city," said Superintendent of Parks and Golf Jack Kudron. "We were able to convince them that we could make as much money as a private operation. That was a relief to Sharon Ericson, president of the 750-member Anaheim Municipal Employees Association.

"The Council rejected it because it was pointed out again and again that the courses were already making a lot of money for the city and were in great shape," she said.

"There was no public support for the plan. AGC supporters weren't showing up for meetings. There were even peti-

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Course owners hold trade show

ORLANDO, Fla. — The National Golf Course Owners Association will hold its first trade show for course owners and operators in conjunction with its annual conference here on Jan. 23-24.

Attendees at the conference and show will participate in educational sessions and attend a limited trade show geared specifically to the interests of owners.

More than 300 course owners are expected to attend the annual conference, which will continue through Jan. 26 with educational sessions on such topics as construction, financing and marketing.

"The NGCOA Trade Show will offer the opportunity for our mem-

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KSL digs in

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tions at LaQuinta and PGA West.

"We really want to have the top products in the golf industry," Kopplin said. "Virgil is the kind of person who can help us take that next step."

Kopplin and Robinson will oversee upgrades, changes and additions to the three LaQuinta and four-soon-to-be-five PGA West courses, including:

- construction of the new Tom Weiskopf-designed Private Course at PGA West scheduled

to get underway this fall and to be ready for play a year later;

- sand bunker restoration to the four PGA West layouts;
- installation of a new irrigation system and cart paths on the La Quinta Mountain Course;
- privatization of the La Quinta Citrus Course.

KSL officially took over management and operations of Doral on May 20 and immediately named 25-year hospitality industry veteran Hans Turnovsky general manager. Turnovsky most recently was general manager of the Phoenician Resort in Scottsdale.

Turnovsky appointed Randy Cahall director of golf. The University of Cincinnati graduate will oversee the four championship courses (including the famed Blue Monster Course) and a nine-hole, executive-length layout. Cahall will work closely with superintendent Pat McHugh (a featured speaker at November's Golf Course Expo), who was named to his post earlier this year.

One of the biggest challenges for Cahall and McHugh will be riding herd on the course renovations planned as part of a \$17

million renovation to the 650-acre property

Work will begin next April on the Blue Monster, home of the Doral-Ryder Open. The program includes regrassing greens and fairways, bringing outdated bunkers back into play and installing a new irrigation system.

Following completion of work on the Blue Monster, the Red, White and Gold layouts will be improved. Work will take place on one course per year to minimize disruption for resort guests.

In April, KSL agreed to invest \$185 million in Boca Raton (Fla.)

Resort & Country Club. The money was intended to refinance the club's debt, planned expansion and cash distribution to the hotel's partners. The deal was expected to close during summer.

"We signed a letter of intent," said Bradley Quayle, KSL's vice president of business development and corporate communications. "It's hanging on by a thread. We're looking for deals all the time."

The type of deals have to be special, however, Quayle noted.

"We're looking for irreplaceable properties—like Doral, PGA West and LaQuinta—that could never be built again," he said.

And for that, the company is willing to pay cash.

KSL Recreation Corp. was formed in 1992 to acquire and operate projects in the leisure, resort and travel fields.

"We believe that there are excellent opportunities created by the over-building or expansion of recent years which could be improved significantly by our operating and financial capabilities," said KSL President Michael Shannon.

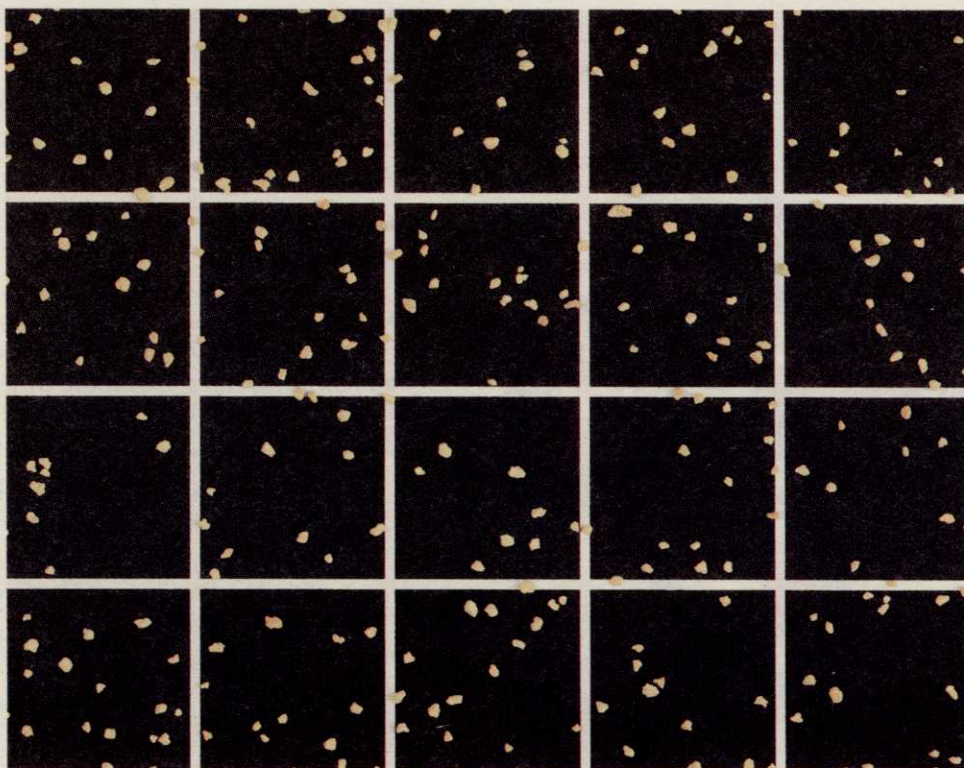
Destination resorts needing financial and professional management and/or capital may be receptive to an all-cash transaction made possible by the resources of KSL's parent company, investment company giant KKR. KSL has targeted golf resorts as having particular growth potential.

"Since 1970, the increase in golfers has outpaced the increase in golf courses by more than four to one," Shannon said. "In particular, the 40-to-60 age group of golfers will continue to grow disproportionately with the rest of the population in the years to come."

KSL seeks 100 percent ownership. But partial ownership with appropriate controls for KSL and options to purchase controlling interests are also considered, Quayle said.

While KSL's resort division concentrates on unique properties, the company's community division operates The Fairways Group. Fairways owns and operates 16 daily-fee and private courses in five Atlantic states.

In addition to Shannon, KSL's upper management team includes Executive Vice President of Operations Larry Lichliter and Director of Finance and Acquisitions John Saer.



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NGCOA show

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bers to attend a show which is specifically designed to meet the needs of the owners," NGCOA Executive Director Mike Hughes said.

"By restricting the number of exhibits while offering a broad range of services and products, the show will provide the time for owners to meet with the exhibitors they need to see in a relaxed setting."