

## NGF offers two new nine-hole facility surveys

JUPITER, Fla. — The National Golf Foundation is offering two sets of in-depth survey reports on nine-hole golf courses that are designed to help both operators and developers compare and assess their operational and financial profiles against respondents in their region.

One survey report focuses on public, nine-hole courses. The other focuses on private nine-hole operations.

Like similar survey reports it did four years ago on 18-hole golf courses, the NGF's nine-hole course reports are broken down by 21 separate revenue and expense line items under seven basic headings:

Revenues, e.g., green and cart rental fees, merchandise sales, food and beverage, range, annual dues, etc.

- Expenses, e.g., clubhouse payroll, maintenance payroll, irrigation, chemicals, merchandise, food and beverage, taxes and insurance.

- Net operating income, i.e., before taxes, debt service and depreciation.

- Capital Expenditures, i.e., amounts spent over the past five years on such items as golf cars, maintenance equipment, infrastructure improvements, etc.

- Key Operational Characteristics, e.g., total acreage maintained as a golf course, sources of irrigation water and average daily use for winter and summer months.

- Size and Composition, i.e., number of full-time, seasonal and part-time employees by job type.

The data for these reports is further broken out by sunbelt and frostbelt climate region.

Findings from NGF's nine-hole and 18-hole studies on daily-fee facilities show that — although smaller in scale in terms of revenue and rounds played — nine-hole, daily-fee courses experience similar operating margins based on the national median — 23 percent for nine-hole courses, 25 percent for 18-hole courses.

Copies of the nine-hole and 18-hole editions of "Operating and Financial Profiles of Golf Facilities in the U.S." can be obtained by calling NGF Information Services at 1-800-733-6006. The reports cost from \$50 to \$75 each for NGF members and \$100 to \$150 each for non-members.

### CORRECTION

Because of a reporting error, a piece of information appeared in January's page 3 story on course revenues ("New NGF report gives perspective to superintendents and owners"). The report, "Operating & Financial Performance Profiles of 18-hole Golf Facilities in the U.S.", is not free to NGF members. It retails to members for \$75 for the 18-hole daily-fee, municipal and private edition and \$50 for the 18-hole resort edition.

## Hilton Head's first course reopens after multimillion dollar renovation

HILTON HEAD ISLAND, S.C. — The Ocean Course at Sea Pines Plantation, the original 18-hole golf course here, is suddenly one of the newest and most sought out.

PGA Tour player and course architect Mark McCumber designed a \$3 million makeover for the semiprivate, daily-fee course that opened for play last fall.

McCumber's design created substantial fairway mounding and reshaping, more elevation changes to improve aesthetics and drainage, more and varied tee locations, a series of new, interconnected lagoons and U.S.G.A.-spec greens that average 6,300 square feet, at least a 1,000 square-foot increase in most cases over the old "pushed-up" style greens. The original Ocean Course was built in the late 1950s, when there were just a handful of vacation homes on the island.

One of more remarkable things about the makeover was the short time in which it was accomplished. Crews started tearing up the old course in December 1994. Sprigging was done in two stages in April and July 1995. The "new" Ocean Course opened back up for full play in September 1995.

"It was one of the fastest grow-ins I've ever been associated with," said Jim Cregan, head superintendent at the Ocean Course the past 3 1/2 years. "But we had ideal conditions with the heat and little rain. We had an aggressive fertilizer program and we had a lot of boys working out there."

One notable change is the reworked No. 15, a scenic par-3 that plays straight out to the Atlantic. No. 15 on the old Ocean Course was one of the most-memorable and most-photographed holes on the East Coast.

For the "new" No. 15 — which still plays to a demanding 190 yards from the Championship tees — McCumber elevated the tee area by more than 4 feet to create a gorgeous, more open view of the ocean. He also lowered the green structure to improve the view from the tee, added dune-style bunkers, thinned and removed existing vegetation which blocked ocean views and added new dune grass plantings.

Another highlight is an expanded 10-acre practice area in front of the clubhouse that serves both the newer Sea Marsh Course and the Ocean Course. The range features five bunkered target greens, two full-sized practice greens, and an academy-style lesson tee at the far end of the range.

Crews also thinned many trees, which helped Cregan sustain healthy new Bermuda 419 fairways and Tifdwarf greens.

"There were four or five reasons why we rebuilt and quality of turf was one of them," said Cregan. "There have been so many courses built down here in the last 10 to 15 years that we were sort of getting passed over."

## Forecast opens golf range brokerage

RICHMOND, Va. — A new company, Forecast Golf Realty Inc., has been formed to act as a broker to sell golf ranges.

Forecast Golf Realty is teaming with Forecast Golf Group Inc. to provide the new service, known as the Range Exchange. Forecast Golf Group offers a variety of golf range products and services.

Forecast maintains a database of individuals interested in getting into the range busi-

ness and has accumulated a list of existing golf ranges nationwide. The newly formed company will tap into this information to secure listings and market facilities to potential buyers.

Lawrence Salesman is president and principal broker of Forecast Golf Realty Inc. Salesman is a graduate of the University of Richmond law school, a licensed real estate broker and AM appraiser.

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