

## Western Golf Properties, U.S. Homes hook up on two desert projects

SCOTTSDALE, Ariz. — Western Golf Properties has been selected to manage two golf facilities being developed by U.S. Home Corp. The golf clubs are part of the master planned communities Heritage Highlands in Tucson, Ariz., and Heritage Palms in Palm Springs, Calif.

Both Heritage Highlands and Heritage Palms will feature 18-hole, Arthur Hills-designed golf courses with practice facilities and a full-service golf shop, which will be located in the expansive community clubhouse.

"U.S. Homes has had much success on a national basis with their master planned

communities. Golf is an integral part of their communities and a key selling point", said Mark Kizziar, vice president of Western Golf Properties.

David F. Herman has been selected as course superintendent for Heritage Highlands. Prior to joining Heritage Highlands, he was assistant superintendent at the Westin La Paloma Country Club in Tucson from 1994 to 1996, and Deserts Hills Golf Club in Green Valley, Ariz. from 1992 until 1994.

Cary D. Lee has been named superintendent for Heritage Palms. Prior to joining Heritage Palms, Lee served as super-

intendent/director of maintenance at Rancho Mirage Country Club, Rancho Mirage, Calif., and construction superintendent with Westinghouse Desert Communities, Inc., where he led the team that brought Bighorn Golf Club in Palm Desert, California to fruition.

In other Western news, Drew Brown, president of DMB Associates, has announced the appointment of Colleen Gillis as membership director for The Country Club at DC Ranch, Scottsdale, Ariz. The Country Club at DC Ranch is a private country club and is an integral part of the master planned community, DC Ranch,

being developed by DMB Associates of Phoenix, Ariz. Western Golf Properties will manage the property.

Prior to joining DC Ranch, Gillis served 11 years as club administrator for the exclusive private golf community, Desert Highlands in Scottsdale, Ariz. The Country Club at DC Ranch will provide an 18-hole, 6,918 yard, par-71, Scott Miller-designed golf course, an expansive traditional clubhouse, practice facility and separate tennis and swim facility. The membership will be limited to 400 golf members. The club will begin offering memberships in the late fall of 1996.

## CMAA handbook can help private clubs avoid costly litigation

ALEXANDRIA, Va. — The Premier Club Services Department of the Club Managers Association of America (CMAA) has released a new publication titled *Your Club and the Law—a legal handbook for club managers*.

Developed by Murry Page of Page and Associates, *Your Club and the Law* is a comprehensive legal document designed specifically for managers of private clubs.

Beginning with Volume I, The Club and its Employees, managers will find information on independent contractors, minimum wage, overtime, child labor, employment agreement and termination. Volume II, The Club and its Members, will cover important legal scenarios such as membership applications, membership disputes, suspensions, expulsions and other traditionally member-related issues.

Scheduled to be released in six volumes over three years, the books were created to address the large spectrum of legal issues with which club managers might be confronted. Before any legal situation develops, this document can be referenced and further legal consultation with Page and Associates sought.

All Premier Club Services subscribers receive *Your Club and Law* as part of their \$500 subscription package. Non Premier Club Services subscribers may purchase each volume at \$60 each or the entire six-volumes for \$259.

For more information, contact the CMAA at 703-739-9500.

## Manager on Street

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Eric Affeldt, President, KSL Fairways — The golf course management industry will more closely resemble the hotel and airline industries. The successful owners and operators will have much more extensive technology to manage information on space utilization, customer profiles and cost controls. There will also be more clearly defined niche marketing as progressive operators narrow their focus and improve the return on marketing expenditures.



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