

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 9, NUMBER 1
JANUARY 1997 • \$5.50

INSIDE

No Tax Relief

Twenty-three Sarasota-area courses have resorted to legal means in their fight for tax justice 3

Spring Preparation

Already?... Coverage includes prepping a new course, fertilizer strategies and new products 31-34



OLD TOM & MORE

Ben Crenshaw will receive the GCSAA's Old Tom Morris Award next month in Las Vegas. But there is so much more on the docket: Tournaments, elections, seminars... For a preview, see pages 27-30.

COURSE MAINTENANCE

Q&A: Buffalograss expert Dr. Terry Riordan 15
Pebble Beach effluent study to commence 18
Talking Shop: Hand-watering made easy 20

COURSE DEVELOPMENT

Lohmann expands into the Southeast 36
Q&A: A revealing chat with ASGCA directors 39
Real Desert Golf: Sanford busy on the Sinai 42

COURSE MANAGEMENT

Palmer, Carefree find financial backing 45, 49
AGCC reciprocates; AGC's Heacock moves up 45
Forum Follow-Up: Customer Service Top 10 62

SUPPLIER BUSINESS

Biological firm discovers the rigors of FIFRA 53
Agrotech, Organica merge; C-LOC bought 53, 57
What's new in the marketplace? 58

New wetlands regs impact development

By MARK LESLIE

WASHINGTON, D.C. — The U.S. Army Corps of Engineers has changed a wetlands permitting regulation that will affect commercial and residential developers across the board.

Ten percent of golf course projects built the last few years would have been affected by the new parameters had they been in effect, according to Dr. Stuart Cohen, president of Environmental & Turf Services, Inc. of Wheaton, Md.

The regulation is Nation Wide Permit (NWP) 26, which is routinely re-issued every few years. In recent years, it has allowed projects

affecting 1 to 10 acres of isolated wetlands or stream headwaters. People could impact as much as 1 acre of wetlands without seeking permits. Under the new parameters, which went into effect in December, the 10-acre maximum of wetlands that a development can affect has been reduced to 3 acres and the 1 "free" acre

Continued on page 61

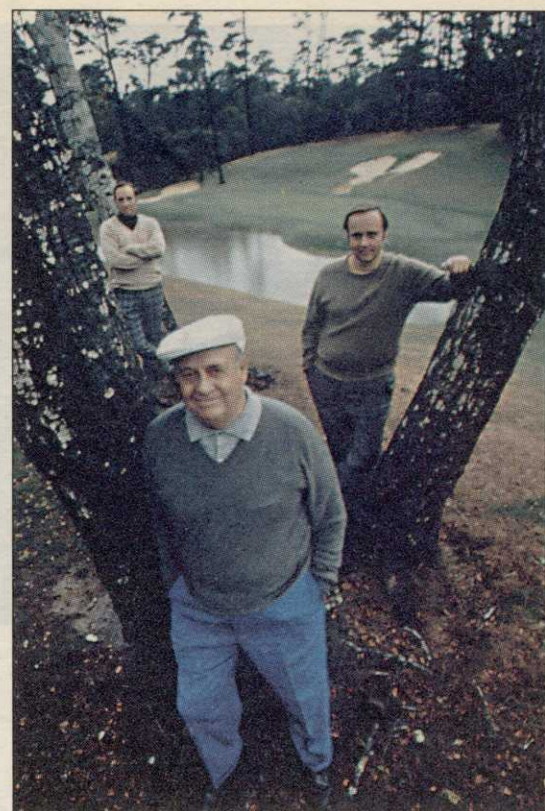
Pesticide-free courses not in the cards?

By MARK LESLIE

COLUMBUS, Ohio — Faced with the rigors of foot traffic and golfer demands for low cutting heights, consistent ball lie and roll, superintendents' attempts to be pesticide-free are futile, according to a panel of scientists.

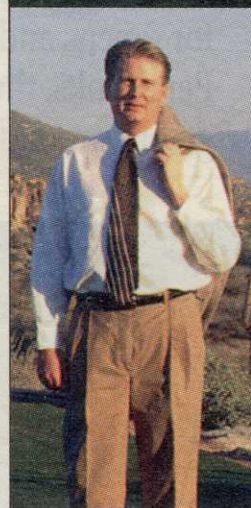
Speaking here at the Ohio Turfgrass Foundation Show & Conference, Drs. Dave Shetlar and Joe Rimelspach of Ohio State University and Dr. Stuart Cohen of Environmental & Turf Services concluded that, with a handful of exceptions, no golf course is pesticide-free.

Continued on page 22



A FAMILY AFFAIR

The Jones Boys — sons Rees (left) and Bobby flanking dad Trent at Spyglass in the 1960s — are perhaps the best-known examples of design legacies. While the Jones Clan has been honored as the NGF's Family of the Year (p. 11), course architecture is filled with father-son teams. See story p. 35.



Above: The 18th hole at Troon North's Pinnacle Course. Inset: Troon Chairman Dana Garmany.

Newly capitalized Troon Golf targets upscale daily-fee market

By PETER BLAIS

SCOTTSDALE, Ariz. — Formation of a new partnership between Scottsdale-based Troon Golf Management and Starwood Capital Group LLC of Greenwich, Conn., should help Troon expand its golf course management portfolio and acquire additional properties.

"We're looking at the East and Midwest," said Troon Golf President and Chief Executive Officer Dana Garmany. We'll probably double our size to about 20 properties in the next 12 months."

Troon Golf's new partner, Starwood, is a 50-50 partner with Goldman Sachs in Westin Hotels. It also

Continued on page 51

McGinnis: Supers need more credit, support

By PETER BLAIS

PEORIA, Ariz. — Getting course owners and club members to appreciate the contributions of their superintendents will be the primary goal of new Golf Course Superintendents Association of America President Paul McGinnis.

"Superintendents simply don't receive the support and credit they deserve," said the head superintendent at Moon Valley Country Club here, who will assume the GCSAA presidency at the association's annual meeting in Las Vegas this February.

"We have quotes from Ben Crenshaw, Tom Watson and Rees Jones testifying to the superintendent's importance. But the word hasn't gotten out enough, yet. We're planning educational seminars for owners and green chairmen at both the annual meeting and at regional seminars around the country.

"We'll continue to use *Newsline* [the GCSAA newsletter], which is mailed to

Continued on page 30

Troon Golf

Continued from page 1

established the Starwood Real Estate Investment Trust, a major hotel investment vehicle. Troon North will manage all new Westin golf properties and consult on Westin's existing golf properties as needed, Garmany said.

"The partnership will allow us to develop a property in-house rather than have to look outside

for investors, if that's what we choose to do," Garmany said. "Starwood is a great source of capital and expertise for us."

Troon Golf has developed and/or manages many high-end Southwestern U.S. layouts, including Troon North and Legend Trail golf clubs here, The Golf Club at Vistoso in Tucson, Castle Pines North in Denver, Primm Valley Golf Club in Las Vegas and Scottsdale's Talking

Stick Golf Club, which is under construction. It has helped develop Cabo Real Campo de Golf in Los Cabos, Mexico, and The Falls at Palm Mountain in Palm Springs, Calif., as well as performing golf operations consulting at Las Brisas Golf Club in Santiago, Chile, La Cantera Golf Club in San Antonio, Texas, Troon Golf & Country Club in Scottsdale and Woodward Country Club in Birmingham, Ala.

'We've expanded to the point where we can do more than one course at a time.'

— Troon Golf President Dana Garmany

Troon Golf is primarily a turn-key operation. "We do everything from the feasibility study through daily management of the course," Garmany said. "We have some management-only con-

tracts. But we prefer to develop a course from the ground up."

That's what the firm did at its first course, Troon North. Since opening in 1990, the Jay Morrish/Tom Weiskopf Monument Course has been voted the top course in Arizona by some publications and among the top 100 in the country by others. "We started with a core group of about six principals in the company," Garmany recalled, "and did everything ourselves. We felt if we were going to put our money into it, the best way was to control everything ourselves right from the start."

Not wishing to rush into a development without the resources to do the job properly, Troon Golf moved slowly through the first half of the 1990s, opening a new course every year or two. However, Primm Valley opened in December and the company has two courses scheduled to open within the year: Castle Pines North this spring, and Talking Stick in the fall. Construction of La Paloma also began in December.

"We've expanded to the point where we can do more than one course at a time," said Garmany. "We won't open a course early, though. Nine out of 10 courses open too early. But you get one chance to make a first impression and we don't want to mess it up."

Although the company has cut back on its fee work in favor of developing its own projects, it still provides consulting services. Troon Golf did the development work for the owner, the Salt River Pima-Maricopa Indian Community, at Bill Coore/Ben Crenshaw-designed Talking Stick. "We worked on a fee basis as a third-party consultant, hiring the architect, builder and subcontractors," Garmany said.

Garmany is a member of the Professional Golfers Association, Club Managers Association of America and Association of Golf Merchandisers. He oversees 600 employees, including an executive team that lists Executive Vice President Steve Couig, Vice President and Chief Financial Officer Jon Munson, Vice President and Director of Planning/Engineering Ron Despain, Vice President and Director of Business Development Cindy Anderson, and Director of Agronomy Jeff Spangler.

"Jeff is responsible for maintenance at all our courses," Garmany said. "He has degrees in economics and agronomy. He worked at Muirfield and Scioto in Columbus [Ohio] and the Pebble Beach Co. before becoming our first superintendent at Troon North. Now he works at the corporate level."

Did You Know You Have Four More Reasons To Use TERRANE B SP?

You know all about the four major turf diseases and how they can destroy all of your hard work in a matter of days. You know about Pythium. How it attacks all cool season turfgrass and grass seedlings. You know how Gray Snow Mold develops under snow cover, attacks foliage and infects deep into the crown area, completely destroying the grass plant. You know about Sclerotium or Southern Blight. How the fungus spreads from soil and debris to attack annual bluegrass during hot, humid weather. And, you know about Brown Patch, the most common of turf diseases, and how it can destroy a stand of bentgrass within a few days. These common turf destroyers are well known to everyone involved in turf care management.

And, by now, you probably also know about **TERRANE B SP Turf Fungicide**. How its fast acting formula works systemically, through the root system, to stop all four of the major turf diseases in their tracks. You know that one application of **TERRANE B SP** can last up to two to three weeks to stop the spreading and return of all "Big Four" turf diseases while other, contact type, fungicides give you only 24 hour relief.

But, did you know that we've developed **TERRANE B SP Turf Fungicide** with another four in mind. The foursome that play your course, walk your fairways, divot your tees, and scuff your greens all day long. **TERRANE B SP** does more than give them the best looking surface possible. Its low toxic, biodegradable formula allows you to apply **TERRANE B SP** in the evening and have your course ready for 6:30 A.M. tee off.

So be prepared for the "Big Four" in turf diseases and your first four of the day with Time-Tested **TERRANE B SP Turf Fungicide**.

For All The Best Reasons.

TERRANE B SP
TURF FUNGICIDE

TIME TESTED FOR QUALITY



KINCAID ENTERPRISES, INC.
P.O. Box 549 • Nitro, WV 25143

800-951-3377

CIRCLE #150