

## Fireman purchases Mass. developer/broker

NORWELL, Mass. — Willowbend Development Corp. (WDC) of Mashpee, Mass., has purchased Golf Realty Advisors, Inc. (GRA) of Norwell, Mass.

GRA is a privately held firm, specializing in the development, management and brokerage of golf courses. Since its establishment in 1992, GRA has been involved in more than 100 course consulting and development projects. Recent GRA projects include: Olde Scotland Links, in Bridgewater; Acushnet River Valley in Acushnet; Widows Walk Golf Course in Scituate; The Captains Golf Course expansion in Brewster; and upcoming 18-hole courses in South Hadley and Southwick.

In the past three years, GRA has exclusively brokered the sale of seven courses representing more than \$26.8 million in total production. Most recently GRA represented the sellers of Steel Canyon Golf & Country Club, a 27-hole property in San Diego.

"We were approached by several firms for potential merger," said Rowland Bates, president of GRA. "Willowbend offered us the best op-

portunity to expand further into high-profile golf development, brokerage and management assignments throughout the world."

Willowbend is a privately held company organized in 1991 by Paul and Phyllis Fireman. Willowbend specializes as owner, developer and operator of golf- and hospitality-related resort facilities. Current developments include: Willowbend, an 18-hole private residential golf community, on Cape Cod; The Westin Rio Mar Beach Resort and Casino, a 600-room, four-star hotel with casino, two 18-hole championship courses, and country club located in Rio Grande, Puerto Rico; Dorado Del Mar, an 18-hole championship golf resort in Dorado, Puerto Rico; and La Posada, a 150-room spa-hotel located adjacent to the Westin Rio Mar Beach Resort, in Rio Grande, Puerto Rico.

Said Willowbend Chief Executive Officer David Southworth, "Our goal for GRA is to continue to grow their brokerage services nationally, and to utilize their development skills to strategically expand our golf and resort portfolio."

## Trump track to feature waterfalls, cliffs

WEST PALM BEACH, Fla. — Donald Trump is building a \$40-million private track for his Mar-a-Lago Club complete with rock cliffs and waterfalls.

The Trump International Golf Club will feature 35-foot-tall rock formations, waterfalls and a clubhouse 45 feet above sea level — the equivalent of a four-story building.

The artificial rocks are "geologically" correct cast from real California rocks and made from a mixture of concrete, plaster and fiberglass.

Trump says he wanted to build a great course next to Palm Beach, so he worked a deal with the county to lease the land as part of an agreement to drop his lawsuit over airplane noise at his Mar-a-Lago mansion, an historic 17-acre estate once owned by Post cereal heiress and General Food Corp. founder Marjorie Merriweather Post.

Architect Jim Fazio has teamed with Jack Nicklaus' Paragon Construction Inc. on the course, which is slated to open November 1999.

## Huizenga gives Caddyshack course dramatic facelift

DAVIE, Fla. — The greens at Rolling Hills Golf and Country Club have faded to browns and grays because someone killed them — on purpose.

The mounds of dirt amid a sea of hay-colored grass is part of a facelift for the 35-year-old course, which was featured in the 1980 film Caddyshack.

The most ecological method to prepare a course for redesign is to stop the water so the top soil can be used, according to Stan Smith,

spokesman for Florida Panthers Holding Inc., the new owner of the course. The track is the sixth purchased by the company, which is chaired by Wayne Huizenga.

Plans include renovating the country club, changing the shapes of the greens and sand traps, adding 10 acres of water and transforming the 27-hole course into an 18-hole championship track. It will cost \$3.5 million and should be open for play in early 1999. The architect is Jim Applegate.

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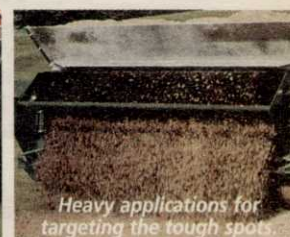
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