

GOLF COURSE NEWS

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GOLF COURSE CONSTRUCTION ACTIVITY, AUGUST 2001

OPEN: 30

UNDER CONSTRUCTION: 44

IN PLANNING: 32

Source: National Golf Foundation

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PERIODICAL

Bayer to buy Aventis CropScience

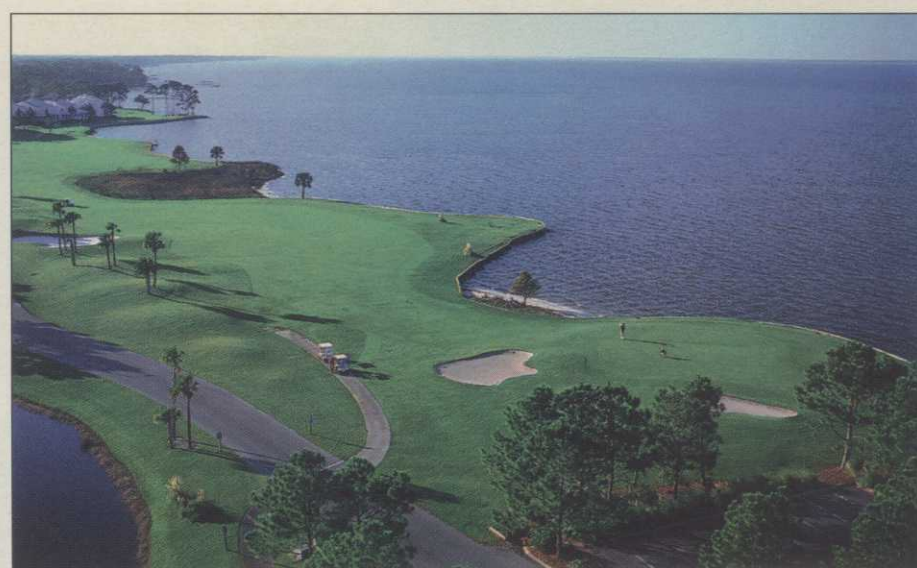
By A. OVERBECK

STRASBOURG, France — Merger mania continues unabated in the agrochemicals business.

After announcing its intention to divest its CropScience division in November 2000, Aventis has reached an agreement to sell the business unit to Bayer AG in a deal worth approximately \$4.9 billion including \$1.7 billion in debt. Schering AG, which owned 24 percent of CropScience, also signed off on the deal. The agreement was announced Oct. 2.

Aventis, which had been in exclusive talks with Bayer since July, has made a strategic shift to be a pure-play pharmaceutical

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Intrawest Golf's Raven Club at Sandestin

Intrawest launches aggressive strategy to expand Raven brand

Company to add to Raven stable through third party contracts

By ANDREW OVERBECK

SCOTTSDALE, Ariz. — Intrawest Golf is moving full steam ahead with its plan to bring its Raven Golf "brand" to every key market in North America.

While the company owns and manages 19 golf resorts, only five sport the Raven brand. However, that will soon change as the company implements a strategy to add to the Raven stable through third party management contracts.

The first of many anticipated third party deals was announced in late September, with the company taking charge of management at Cabo San Lucas Country Club in Mexico.

"There has been a lot of third party interest in the Raven brand," said Jeff



Jeff Stipeck

Stipeck, senior vice president for Intrawest Golf. "Courses have approached us because they see the value of being associated with the Raven brand that we have

built. The Raven has become synonymous with great service, which allows us to attract a more discerning customer."

A MONEY MAKER

Attracting loyal, more discerning customers has paid large dividends for the company, which has been enjoying a good run since acquiring the

original Raven course in 1998. All of the clubs are high-end, daily-fee facilities that charge \$95 to \$185 green fees.

"As everyone was going through a really tough year last year," Stipeck explained, "our

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Farris to make design debut in South Dakota's Black Hills

By ANDREW OVERBECK

RAPID CITY, S.D. — Architect Ron Farris is hard at work here on what he considers his official U.S. design "debut." One could think of few better places to launch a career as a golf course architect.

The Golf Club at Red Rock, set amidst the rolling Black Hills of South Dakota, is the perfect setting for golf, accord-

ing to Farris. "We are taking a minimalist approach to the design," he said. "It will be a natural course, we are going let it be what it is."

The layout covers undulating hills and dramatic elevation changes and will feature native grasses and stands of pine trees.

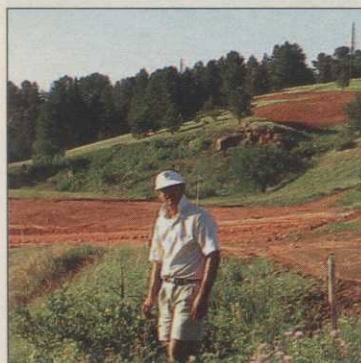
"We are working towards the classical style," noted Farris. "The bunkers will be rugged like Sand Hills with native grasses on the outer edges."

"The elevation changes on the course don't allow us to use long, sweeping lines," he continued. "So we will have more pot-style bunkers."

BUILT FOR LESS THAN \$3 MILLION

The course, which is being

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Ron Farris on-site at Red Rock

Pesticide residues in grass clippings raise concerns

By JOEL JOYNER

MANATTAN, Kan. — Over a billion pounds of pesticides are sold in the United States annually.

Though an estimated 70 percent are applied for use on agricultural foods and products, golf courses often are targeted when pesticide use issues develop.

While federal legislation is currently focused on regulating pesticide usage at public schools, some golf course superintendents and courses are taking a proactive approach on the issue, particularly with grass clippings, before the government sprays them with new regulations.

One of the main subjects being addressed is the proper disposal of turfgrass clippings that have been



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