

GOLF COURSE NEWS

THE BUSINESS NEWSPAPER FOR THE GOLF COURSE INDUSTRY

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Architect Damian Pascuzzo and the NGCOA's Jay Karen debate the need for municipal golf.

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COUNTERPOINT

Comm'l Bancorp fortifies its golf lending practice

By DEREK RICE

DUBLIN, Ohio — Around the first of the year, Commercial Bancorp, which specializes in golf course lending and financing, plans to bring some clout to its already respected practice, according to CEO Steve Mooney.

With the hiring of several people with many years of experience, the company plans to further establish its existing process for helping potential buyers know what to plan for when seeking funding for golf projects.

"We've gotten with some people who are at the highest level they can be as far as putting a process together and who have been very successful with Fortune 10-type companies," Mooney said. He declined to identify who those people might be or what companies they may come from.

The company has spent the last year fine-tuning the education process they go through with potential borrowers, said Commercial Bancorp's Jerry Cummings.

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Editorial Focus: Wetland Management

Wetland issues delay Shelter Harbor project

Course to break ground after long permitting process, many 'significant' routing changes



An artist's rendition of the wetlands-challenged Shelter Harbor Golf Club.

By DEREK RICE

NEWPORT, R.I. — Nearly three years after the permit process commenced, Shelter Harbor Golf Club is set to break ground this month. Permitting in Rhode Island is usually difficult, said architect Michael Hurdzan, who designed the course.

"We've worked in 30 or 40 states at this point, and I would say Rhode Island is the most difficult state to get permits in," Hurdzan said. "They have a very small parcel of ground that they fiercely protect."

The major cause for the delays

centered around the property's hundreds of acres of wetlands, Hurdzan said.

"We went through the normal identification, avoidance and all that, but they would continually find more wetlands," Hurdzan said. "Each time we did a wetland survey, they would find more, so there was never a definitive wetland survey until someone finally said, 'Stop, we have to have a map that we work with.'"

"This was the most complicated and litigious permit process that

we have been through. It was a large tract of land, it was in two towns and it had a lot of different issues," he added.

Another wetlands related issue

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LandLogic puts GPS mapping in supers' hands

By ANDREW OVERBECK

SCOTTSDALE, Ariz. — Technology entrepreneur Larry Robinson has rolled out an affordable and highly portable Global Positioning System (GPS)-based facilities management system to help superintendents become more efficient.

Robinson's company, LandLogic, gives superintendents the power to create a GPS map of their own courses that can easily be updated through a pocket PC. The company sends GPS mapping equipment to a course for 10 days, the superintendent and his staff map the course and then send the equipment back to LandLogic. The company creates the maps, loads them onto a desktop computer and a



Superintendent Kevin Hicks at Hillcrest CC in Boise, Idaho, said LandLogic lets him spend more time in the field.

pocket PC and sends the package back to the course. The whole process takes around three weeks and costs \$7,000.

"We realized that superintendents don't have accurate course maps because they are prohibitively

expensive," said Robinson. "You can bring a GPS mapping firm out and easily spend \$20,000 and still have to escort a technician who is unfamiliar with golf courses around the facility. We decided to build a mapping technology that was simple enough for courses to do it themselves and cut out the cost of the middle man."

The software is highly customizable, allowing users the ability to enter in exact information about each course feature. "You can tell it exactly what kind of

Continued on page 19

IGM expands westward

By ANDREW OVERBECK

CHAMPIONSGATE, Fla. — International Golf Maintenance (IGM) is expanding westward with the opening of new business development offices in Dallas and Phoenix. It is also moving its West Coast headquarters from Los Angeles to Las Vegas.

The contract maintenance company currently has four courses in the region and plans to add more.

"Our parent company, Meadowbrook Golf, is looking to acquire courses out West, so we thought it would be a good fit to increase our presence in these year-round golf markets," said IGM vice president Scott Zakany. "We had a presence out here, but our people were focusing on operations and business development at the same time."

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IGM expands

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Now we will be more focused on new business."

Longtime golf industry consultant Dennis E. Shirley will head up efforts to expand IGM's business in Texas and Craig Johnson, owner of Golf Course Services, will handle new opportunities in the Southwest.

"Both Shirley and Johnson have lots of contacts in the business," Zakany said. "Once they get us qualified leads, we will get involved. They have the contacts and see the people that we want to get in front of."

IGM has also relocated its western regional operations to Las Vegas from Los Angeles. Brad Rook will head up the new office located at IGM's Silver Stone Golf Club.

"We felt Los Angeles was too far west and that we were missing opportunities in high-profile golf markets like Las Vegas and Phoenix," Zakany explained.

According to Zakany, the changes will help IGM achieve its goal of growing 15 to 20 percent annually.

"This is a time where you either fall back where everyone else is, or you move forward," he said. "We have chosen to grow instead of downsize."

Zakany said additional growth will come from placing new business development offices in the Northeast and Midwest in the coming months. ■

We want to hear from you!

Letters to the editor are an integral part of GCN, so let your voice be heard. Send all correspondence to:

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