

Four Courses, Range Produce Big Profits at Tanglewood Park

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Tanglewood, a privately endowed public park located 10 miles west of Winston-Salem, N. C., has one of the finest and most complete golf facilities in Eastern U. S. Included in its golf center are: an 18-hole lighted miniature course; an 18-hole lighted pitch and putt course (holes average 80 yards in length; greens average about 5000 square feet) along with a 50-tee lighted driving range; an 18-hole regulation length golf course and an additional 9-hole regulation length layout on which construction has been completed and will open for play this year.

When recently commenting on Tanglewood's golf operation, Roger Warren, assistant manager, made the following observations:

- Sixty per cent of the play on the Par-3 course is at night. From a revenue standpoint, the Par-3 course is a very profitable operation. 18,000 rounds were played in 1964 for a gross income of \$26,000.

- In order to reduce operating costs on the 50-tee lighted driving range, Tanglewood has a flexible lighting system. All, or half the lights may be used, according to need at a given time.

10,000 Square Foot Greens

- In its regulation length courses, Tanglewood has spared no expense in obtaining quality in design, construction and maintenance. Greens on the existing 18-hole course average 10,000 square feet; on the new additional nine, 8,000 square feet. These large greens enable Tanglewood to use many pin positions on any given green, difficult positions for tournament play and relatively easy pin positions for regular play.

Tanglewood's gross per car has been \$1,000 per year for the last three years. Its operating costs for the same three-

year period has been \$400 a year. This includes depreciation, electrical service, car repair, labor to operate cars, and insurance. One additional expense involved in the car operation has been the construction of asphalt car paths. But profits from the cars quickly paid for these costs.

A 12-Month Operation

Tanglewood's golf courses are open 12 months a year on a daily green fee basis. Green fees for the regulation length course: 18 holes — \$2.00 weekdays; \$3.00 weekends and holidays. For the pitch and putt: \$1.00 weekdays; \$1.50 weekends and holidays.

Included in the 1100-acre Tanglewood Park, in addition to golf facilities, are picnic areas, day camps, a summer stock theater, a swimming pool, riding trails and stables, vacation cottages, a modern motel and a lodge with a restaurant. Golf courses account for 20 per cent of the total park revenue.

BUDGET FOR NEW NINE

Tanglewood's estimated cost for the 9-hole addition scheduled to open in the spring of 1965:

Clearing, grading—45 acres	\$ 4,500
Architect's fees	8,500
Tees	7,200
Bunkers	7,500
Landscaping	3,500
Irrigation (complete)	40,000
Fairway development	10,000
Rain shelters (2)	1,500
Fresh water development	1,500
Greens	36,000
Course maintenance until play begins	10,000
Lake (if developed)	4,500
Additional equipment	3,500
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	\$138,200

Related expenses for the additional 9 holes include:

Parking lot expansion (140 cars)	6,500
Golf car paths	13,365
20 additional golf cars	18,000
Shed for golf cars	6,000
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	\$43,865