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SPOTLIGHT

Old Toccoa Farm – Revitalized Heartbeat of Bustling Small-Town Georgia

By Scott Kauffman, Contributor, Golf Business

When Blue Ridge Golf & River Club was being conceived 20 years ago in Mineral Bluff, Ga. as a new upscale residential golf community, the developers had ambitious plans to create one of the top new resort-style real estate developments in the picturesque Blue Ridge Mountains. However, like so many other established and not-so established real estate projects in the mid-2000s, Blue Ridge Golf & River Club fell victim to the 2008 financial crisis and the unfinished course was left abandoned in 2009 and sat fallow for nearly four years as it went through foreclosure. Current co-owners Kevin Hermetz and Peter Knutzen purchased the property out of foreclosure and resurrected the project as the newly named Old Toccoa Farm in 2013. Ten years later, the semi-private golf and river community is thriving under its new ownership... [READ MORE >>](#)

OPINION

Clubs – Nobody's Business?

By Larry Hirsh, President, Golf Property Analysts

Robert Dedman, Sr., founder of ClubCorp (now Invited) was once quoted as saying: "Clubs are run like nobody's business because they are nobody's business." That

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philosophy was the foundation of what is now a much more professionalized club management industry, and one that has seen many clubs evolve from member-owned, not for profit enterprises into investor-owned, for profit businesses. Despite this evolution, there are still many member-owned clubs that are run “like nobody’s business.” The typical member-owned private golf/country club has from 300 to 600 members (per 18 holes) and is normally run by a member board, developing policies for a General Manager who administers the day to day operations of the club to implement... [READ MORE >>](#)

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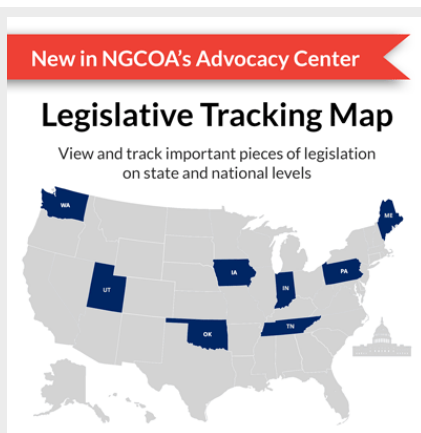


Volume Up: Your 2024 Golf Industry Playlist

2024 is now upon us, a new year and a new start full of promise and anticipation. Some people look at a new year like a highway stretching over the horizon. Others see a new year like a notebook with blank pages waiting to be filled. I like to look at a new year like a music playlist, with a year's worth of music ready to be played... **[READ MORE >>](#)**

Things to Know if You Are Shopping for a New Management System

This article is an update of one I wrote in July 2022 about how the Golf Management Systems (GMS) rank in installations and how their respective market shares have changed. It's timed for the upcoming PGA Show and what's typically the GMS shopping season... **[READ MORE >>](#)**



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