

IBIS Golf & Country Club

A TRANQUIL HAVEN NEAR THE CHIC LIFESTYLE OF PALM BEACH



"I THINK IT'S KIND OF NEAT that I, along with my sons Jack II and Steve, designed golf courses in the same community. Each one stands on its own. Ibis has a wonderful membership and I think they like the variety." — JACK NICKLAUS

"LIKE ANY SON, I was impacted watching my father. Golf is our life. I admired him walking in ankle high mud designing golf courses." — JACK NICKLAUS II

The practice facility is larger than the White House, covering over 144,000 square feet.

WEST PALM BEACH, FLORIDA: "My teaching career requires extensive travel," said Martin Hall, "School of Golf" host on the *Golf Channel*. "No matter the trip, I feel fortunate to return home to Ibis. It's a beautiful place."

Ibis is the only private community to feature three Nicklaus family-designed golf courses.

The Legend Course, designed by Jack Nicklaus, was hailed as one of "America's Most Distinctive Courses" by *Golfweek* magazine.

The Heritage Course, designed by Jack Nicklaus II, was named "Most Women Friendly Course in America" and *The Tradition Course*, designed by Steve Nicklaus, offers a Scottish feel with small greens and undulating landing areas.

"Not only do we have three very good courses, but in

my humble opinion, we also have the best combination of golf instructors in Florida," claimed Hall.

The Ibis practice facility is larger than the White House in Washington, D.C. The practice tees (covering over 144,000 square feet) on the double-sided driving range are covered in seashore paspalum to provide a superior hitting surface.

"Being able to hone your game on either side of the range proves beneficial. You never have to accept practicing in a dreaded, left-to-right slice wind," explained Hall.

"I have been teaching at Ibis for 18 years. Our Learning Center is cutting edge. We offer the latest technology, including high-speed video. I call the practice tee my second home. There is nothing I love more than teaching," expressed Hall. "I *almost* feel guilty charging for a lesson."

"THE IBIS CULTURAL ASSOCIATION offers members diverse opportunities—from theater, art, music, and photography. We have allocated two areas in our new clubhouse to display our members' photography for all to see."

— STEPHEN J. LOGIUDICE, CCM/GENERAL MANAGER



Amenities extend far beyond golf. The club offers a spa, resort-style pools, and a tennis pavilion with 14 Har-Tru courts designed with a sub-surface irrigation system.

SWOT ANALYSIS

With 33 distinct neighborhoods and over 1,800 residences, Ibis is a South Florida success story. With little real estate left to sell, the developer turned over the community to the membership four years ago.

Peter Miller, a 14-year member at the club and current president of the Board, decided to help in the transition. "I am passionate about Ibis," stated Miller. "It is my home, and I love our congenial neighbors. I remember my wife saying to me, 'your courage is high, and your judgment is low' to make such a huge commitment of time! My viewpoint was I would get what I put into it.

"Ibis was a well-run, financially stable club that operated as a \$25 million business," said Miller. "We were fortunate that our Board had a lot of strong business experience. But, from a governance standpoint, we were more like a start-up company."

The first order of business for the new Board was to complete a SWOT (Strength, Weakness, Opportunity, and Threats) analysis.

"Our vision statement is to create a place where everyone wants to come home to," explained Miller.

After a year of fact-finding and 19 focus groups, a multiphase, \$33 million investment in renovations and new facilities was overwhelmingly approved by the



A TIP FROM A MASTER INSTRUCTOR

"Make sensible choices and follow the 70 percent rule. If you can't execute a shot 70 percent of the time, look for safer options. Don't play hero golf."

— MARTIN HALL, PGA MASTER PROFESSIONAL & DIRECTOR OF INSTRUCTION AT IBIS

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IBIS GOLF & COUNTRY CLUB borders the Grassy Waters Nature Preserve. Sandhill cranes, blue herons, roseate spoonbills, and, of course, ibis are common neighbors in the community.



membership. It supported the notion that the members shared the same vision for the future of the club.

INVESTMENT DIVIDENDS

Last September, Ibis's expansive Sports Village opened, and the community's 22,000 square-foot addition and renovation to the clubhouse is well under way.

"The market has responded positively to plans set in motion four years ago," concluded Miller. "Since the enhancements were announced, our real estate sales are 63 percent ahead of target, and our home prices are up 20 percent." ■

For more information on membership opportunities at Ibis Golf & Country Club, please visit IbisGolf.com, or phone (800) 741-4500.