



BALI HAI GOLF CLUB

Across the Street from the Iconic Welcome to Las Vegas Sign

LAS VEGAS, NEVADA: The Las Vegas golf scene has come full circle. When Billy Walters built Bali Hai Golf Club 26 years ago on the Las Vegas Strip (a stone's throw from Mandalay Bay), the supply/demand for golf in the City of Entertainment spurred growth. "There was an imbalance that favored the golf facility," said Walters. "Then, in short order, about 25 new courses opened, and then we were hit with 9/11 and the Great Recession. Conditions deteriorated across the board for a city that relies on tourism [not just golf]. With excess supply and the ever-increasing cost of water in the desert, economics soured."

Golf in Las Vegas has mirrored the fortunes of many amateur gamblers: from rags to riches to rags back to riches.

"Another hurdle we faced was Las Vegas transforming itself into a huge draw for professional sports, pool parties, and concerts," continued Walters. "The casino resorts did everything in their power to keep you on the property to spend money. The last thing they want you to do is devote the day off property playing golf."

In the past couple of years, golf rounds have rebounded. "If you have been to Las Vegas in the past couple of years, you have experienced firsthand how busy the city can be," lamented Walters. "The opening of Allegiant Stadium

[home of the LV Raiders] has been a catalyst for business; however, the annual Formula One race has proved to be a major disappointment across the board."

A SOUTH PACIFIC TROPICAL THEME

The Walters' team spent more than \$36 million developing Bali Hai. "We planted thousands of palm trees and tens of thousands of flowering plants to make my dream of building one of the finest golf experiences in the state," said Walters.

The Southern Nevada Hotel Concierge Association (SNHCA) is dedicated to providing the highest level of assistance to visitors to Las Vegas. Its principal mission is to set a standard in a city known for service. Bali Hai Golf Club, for the past 10+ years, has been awarded "Best Course in Town" by the organization.

"More than 80 percent of my good friends I met through golf," explained Walters. "If you want an accurate read on someone, play 18 holes together. You will see firsthand how they handle adversity." ■

For more information on tee times, please visit BaliHaiGolfClub.com.

ESPN considers Mr. Walters "the greatest and most controversial sports gambler ever." How would he spend \$1,000?

"Consider how important the return is. If you are ultra-conservative, place it into a no-load mutual fund. If you look to be a bit more aggressive, consider venturing into Crypto. If it's spending money in Las Vegas, after your round at Bali Hai, go hungry for a big dinner at Michael's. It's my favorite restaurant in town." — BILLY WALTERS

