

India Golf Expo

Enjoys Hug



L-R: GIA Board members Vineet Mathur, Col. Pravin Uberoi (Retd.), Vijit Nandrajog, Ravi Garyali, Phil Ryan, Karan Bindra, Deepali Shah Gandhi, Devang Shah, Mohan Subramanian, P.K. Bhattacharya, Anit Mehrotra and Rishi Narain

The 7th Annual India Golf Expo enjoyed great success in its first foray into Bengaluru. Close to 500 delegates attended the 2-day exposition on April 19 and 20 at Hotel Lalit Ashok along with 70 real estate developers and 50-plus golf clubs from across the country.

The exposition focused on golf's sustainability and touched upon key elements required to grow the sport in India and the world. The event included a seminar by a delegation from The R&A (The Royal & Ancient Golf Club of St. Andrews, Scotland) – the global rules governing body – alongside presentations by other experts from different domains, drawn from across the globe to share knowledge and best practices for the development and sustenance of the sport in the country. This year the expo was geared



Outgoing GIA President Devang Shah addresses the members at the GIA Annual General Meeting

ge Success

India Golf Expo



Delegates attend the R&A seminar during the 7th India Golf Expo at Hotel Lalit Ashok in Bengaluru

30
SPEAKERS



Mohamed Farouk (Director - Ministry of Tourism)



L-R: Dominic Wall (R&A Director - Asia-Pacific), Jonathan Smith (CEO - GEO Foundation), Mohan Subramanian (Marketing Manager - Golf Division, Rainbird), Steve Isaac (R&A Director - Sustainability), Dr. Micah Woods (Chief Scientist - Asian Turf Grass Center), Paul Jansen (Owner - Jansen Golf Course Design & Construction)

“The Ministry of Tourism has been actively promoting India as a significant golfing destination. We have supported professional men's and women's tour events, corporate events and expositions under our policy. The future holds tremendous potential for golf tourism.”

— Mohamed Farouk, Director, Ministry of Tourism

500
DELEGATES

India Golf Expo

Business of Golf

towards raising awareness around golf among developers, tourism authorities and club managers. Golf course design and renovation, technology to minimise wastage and further recycling of natural resources, golf course maintenance, promoting the sport locally to encourage participation, the relationship between golf and real estate and the impact of golf on tourism were some of the topics covered at the expo. The GIA also recognised the leading contributors to the sport with the GIA Awards.

The golf industry in India is growing and the golf tourism industry worldwide is valued at US\$ 4 billion a year. There are over 3 million golf tourists travelling in Asia annually. In the last 5 years the golf industry in India has attracted Rs. 5,000 crores of investment, and the India Golf Expo is aimed at giving a boost to the industry that has been hit by the real estate slump.

Currently, there are new golf projects being worked on in Mizoram, Naya Raipur and Hyderabad. India has in excess of 240 golf courses and there are an estimated 150,000 individuals playing golf across various age groups.



L-R: Karan Bindra (Director - K&A Golf), Guy Chapple (Director - WellPlayed), TV commentator Charu Sharma and RNSM MD Rishi Narain

"Golf is a global sport with certain prestige and standing and if India becomes a recognised golfing nation, it will give us a better global positioning. The largest land owner is the Indian government. So, the GIA should focus on lobbying the government on benefits of allocating more land for golf. In many sports the star players themselves get involved in promoting the game. Great Indian stars like Jeev Milkha Singh, Jyoti Randhawa and others must be involved when meeting government officials."

— Charu Sharma, TV commentator and avid golfer



Australian cricketer Glenn Maxwell tries his hand at the simulator



Vinod Goyal (Agricare Corporation)



Col. Pravin Uberoi (Retd.) (General Secretary, GCSMAI)



Phil Ryan (Principal - Pacific Coast Design) interacts with visitors during the India Golf Expo



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EXHIBITORS



Sandeep Singh (MD - TATA Hitachi) at the Golf Digest India photo booth



"The R&A delegation was very encouraged by the excellent attendance and various discussions. We thank the GIA for all their assistance in promoting and hosting the seminar."

— Dominic Wall, Director (Asia-Pacific), The R&A

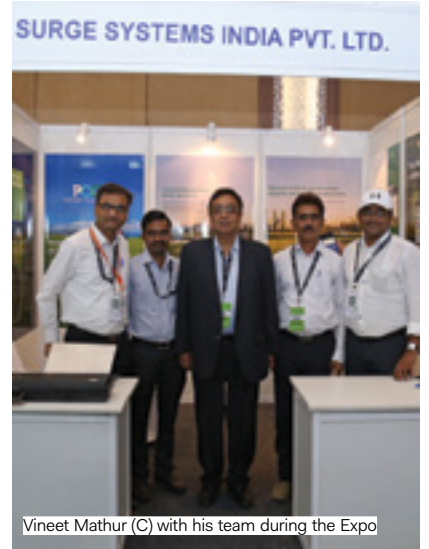


Ravi Garyali (Toro IPI) shares a light moment with clients at the Expo



Visitors experience a cart demo during the Expo

3500
WALK-IN VISITORS



Vineet Mathur (C) with his team during the Expo



Representatives of Pacific Coast Design



Representatives from StayPrime, Golf Centra and Star EV Carts



AG Horizon representatives during the Expo



Dilip Thomas (L) (South Zone Council Member, IGU) hands over a memento to Dominic Wall of The R&A



GIA Board member Anit Mehrotra (R) hands over a memento to Krishna Prasad of Bridgestone Golf



Ravi Garyali (L) presents a memento to A. Gopal from Ministry of Tourism



Phil Ryan (R) presents a memento to Kalyan Sabrasheshan of Jacobsen India



AG Horizon Director Rakesh Sharma (L) presents a memento to Vita Zinna from Toro IPI



GIA President-elect Deepali Shah Gandhi hands over a memento to Anjali Kumar of Tee Ventures



Members discuss pertinent issues of the golf industry during the GIA Board Meeting



Outgoing GIA President Devang Shah (L) with GCSMAI President Arun Singh



Tarun Sardesai with wife during the gala dinner



GIA President-elect Deepali Shah Gandhi along with husband Anand Gandhi of Zaverchand Sports

Deepali elected new GIA president

The Golf Industry Association (GIA) Board unanimously elected Deepali Shah Gandhi (Zaverchand Sports) as President for the 2018-19 season. The decision was made during the 7th India Golf Expo in Bengaluru.

Deepali takes over the reins of the association from Devang Shah, Managing Director of Navratna Group, who developed the Kalhaar Blues & Greens course in Ahmedabad.

Born in 1959, Deepali belongs to the family of Zaverchand Laxmichand of Vadodara, Gujarat. In the absence of her father, Late Vinay Shah of Baroda Rayon Corp., she was nurtured by her maternal uncle Ashok Krishnadas. On her paternal side, she is the granddaughter of Late K K Shah, Hon. Governor of Tamil Nadu in the early 70s.

Zaverchand Sports Pvt Ltd. were pioneers in the field, having first developed golf head production in India. As the business grew, Deepali became involved in the distribution of golf brands such as Titleist, Footjoy, Club Car, Bagboy and Bushnell, which they continue to do today.

Based in Mumbai, Deepali travels across the country and has personally visited more than 100 clubs over the years.

She served on the Board of Directors of GIA, and was one of its founding members.

Expressing gratitude at being elected, Deepali said: "I am humbled to be elected President. My vision is to increase number of golfers through GIA's initiative, India Learn Golf Week coming up in September every year and bring the industry plights to the forefront so that products become more affordable and create a larger platform for the industry to operate from."



L-R: Alok Vajpae and Shanu Kapoor from Standard Chartered Bank, P.S. Rathore (DIG, BSF), Krishna Kant Dubey (RNSM) and Vineet Kumar (DIG, BSF)

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GOLF CLUBS
REPRESENTED



L-R: Indur Hirani, Vinod Goyal of Agricare Corporation and Rishi Narain

"The 7th India Golf Expo held in Bengaluru has turned out to be a spectacular success. The response in terms of attendance from over 50 golf clubs from all over the country and 70 real estate developers has been tremendous. The audience we have received has been beyond our expectation. There has been a lot of traffic and awareness generated and we will keep attending this event in full strength."

— Ravi Garyali, MD, Irrigation Products Intl. Ltd.

Sustainability: What It Is And Why It Matters

The R&A's view of sustainability for golf



Steve Isaac, Director - Sustainability, The R&A

Golf is enjoyed by millions of people around the world, with 60 million golfers playing on more than 33,000 golf courses, and media coverage of Major golf championships reaching hundreds of millions of homes. Golf, as a significant land user, has responsibilities and opportunities to play its part in a more sustainable, resource-efficient future. It is fundamentally important for golf courses worldwide to assess what they can do to achieve environmental sustainability while continuing to

maximise the enjoyment of the sport. As sustainability concerns and expectations rise across all aspects of life, the golf community is well positioned to contribute more to the welfare of nature and communities, for the good of the game.

Sustainability is a much used, and abused, word. It means all sorts of things to different people. For golf, The R&A believes that sustainability is more than a concept or an idea. Sustainability covers an extremely diverse range of issues, as indicated to this word map:

However, sustainability is tangible, it is applicable - impacting on our daily lives, it is measurable in economic, environmental and social terms and it relates to our own personal and organisational accountability and responsibility.

The R&A describes sustainability for the game of golf as:

Golf's contribution to wider society and the effect the game has on nature and resources, delivered by enduring businesses which provide a positive sporting, environmental and social legacy for future generations.

Minimising the negative and maximising the beneficial impact of the design, construction, renovation and maintenance of the golf facility on nature, resources and communities is the key to operational sustainability in golf. In order to achieve this, over time, we need golf businesses that are adaptable, with a well-educated and informed workforce.



Remaining sustainable is a life-long exercise. What we do at the golf facility to be sustainable today may not be enough in 10 years' time. To remain sustainable, golf facilities need to be able to adapt to changing global, national and local circumstances; facing up to challenges under their control and those beyond their control, for example fluctuations in financial markets, legislation, climate change and societal behaviour.

For The R&A, sustainability is all about securing the future for the sport of golf. It is an important issue for The R&A; as a global governing body we are committed to working for golf, supporting the sport internationally. This includes promoting the development and management of sustainable golf facilities.

A sustainable approach for any golf facility will deliver greater profitability. This will be achieved through reduced costs, increased income and greater efficiency. However, greater profitability will only be achieved through the delivery of a quality product, commensurate with the cost of the service. The benefits that a sustainable approach brings will offer customers an enhanced experience every time they visit the golf facility. The experience reflects the ambience of the golf course; a relaxing venue in an attractive setting - providing both physical and mental well-being.

Golf needs to work on its image. The opinion of government, environmental lobbyists and the public is important and golf has to be seen to be delivering positive value with regards to its impact on nature, resources and communities. Golf's sustainability agenda also needs to be aligned with government policy, and The R&A's global positioning is probably best reflected in the United Nations' Sustainable Development Goals: For more information, go to <http://www.un.org/sustainabledevelopment/sustainable-development-goals/>

Golf is a high-profile sport, through televised tournaments and tourism. The R&A is the organiser of The Open, the oldest of the four golf Majors. We, and other influential bodies, need to persuade those within the sport to follow a more sustainable path. We need to use the evidence provided by golf facility operators to convince those outside the sport that have some control over its development that golf is worthy of their support because it is a responsible land user and that it contributes positively to the environment and society.

The R&A is taking a lead by implementing a sustainability programme for The Open, which is known as GreenLinks. Its aim is to deliver an increasingly sustainable championship through its venues, staging

"We addressed sustainability- both the environmental issues and regulatory issues; a key issue to the development of the game across the world and not just in India. We have shared actionable and relevant information on sustainability issues alongside information on golf course design, construction renovation and maintenance and we hope that we leave the seminar attendees with fresh ideas and concepts for the future."

—Steve Isaac, Director - Sustainability, The R&A

and legacy. The Olympics in 2016 and 2020 will be another great showcase for sustainable golf. The International Golf Federation (IGF), which represents golf at the International Olympic Committee, has its own statement on sustainability.

More information on The R&A's sustainability initiative and the GreenLinks programme can be found at <http://www.randa.org/> and <http://www.theopen.com/GreenLinks>

Sustainability is measurable. Golf is leading sport in this area, with its own standards, online reporting and independently verified certification for new developments, existing facility operations and tournament staging. The GEO Foundation, an international non-profit dedicated to advancing sustainability in and through golf, working closely with and supported by industry associations, has developed a credible and practical sustainability system for golf.

Voluntary Sustainability Standards (VSS) have been collaboratively developed to ISEAL Codes of Practice, and reviewed at regular intervals, spanning all key elements of golf's Nature, Resources and Community (sustainability) agenda.

OnCourse® is a modern and multi-functional online platform that enables grass roots facilities to: access the latest best practices, guidance and resources; record,

analyse and track their performance; share and promote their activities and highlights; and gain credible recognition through accredited third-party certification. OnCourse® also tracks and stores all facility and industry KPI's to create a database of reportable sustainability metrics for golf – locally, nationally and internationally. More information on the OnCourse® platform can be found to Appendix 1 and visit www.getoncourse.golf

GEO Certified® provides third party verified and transparent certification scheme

for golf facilities, new developments and tournaments, based on detailed policies and procedures and in line with ISEAL Codes for Assurance and Monitoring and Evaluation of Impacts. The OnCourse® platform should be the starting point for any golf facility interested in sustainability in and through golf, and in their own sustainability performance, and is the ideal platform from which to achieve certification. For more information on GEO Certified, visit <http://www.golfenvironment.org>

SUSTAINABLE DEVELOPMENT GOALS



Sustainable golf is producing desired playing conditions



Micah Woods, Chief Scientist at Asian Turfgrass Center

Sustainability is about managing the course in the right way. I look at this from two points of view — that of the golf course operator, and that of the golf-playing customer. As a customer, I want to play a well-conditioned golf course. As a golf course operator, I want to produce a well-conditioned golf course with a minimum of inputs.

But as any golfer knows, and as any

golf course operator knows, those desired conditions don't just happen by accident. If you are a golfer, you will have played courses that did not have the desired conditions. Maybe the ball didn't bounce or roll the way it should; perhaps there have been patches of ground with no grass on them. An important part of sustainable golf is producing the desired playing conditions. From the golf course operations side, a lot of work goes into producing the golf course that is presented to the customer every day. How can those desired conditions be produced, with a minimum of inputs? That, too, is sustainable golf.

I used to dislike the word sustainability. The reason for my dislike? The word seemed too vague. I didn't know what it meant in concrete terms. Some years ago, I came across this definition from The R&A: optimising the playing quality of the golf course in harmony with the conservation of its natural environment under economically sound and socially responsible

management. That is a concrete definition for sustainable golf. One can strive to optimise playing quality. One can conserve the natural environment. One can be economically sound. One can be socially responsible. All of those can be measured to some degree, that measurement can be tracked, and one can evaluate performance over time. After I became aware of that definition, I warmed to the term sustainability, because I realised that it was definable, and in reality it is how one wants to manage a property anyway. Sustainability is not something exceptional; it is (or should be) the standard.

The information in this program is all related in some way to that definition from The R&A. Some of it pertains to optimising the playing quality of the golf course. Some of it is about conservation of its natural environment. And related to conservation is economic soundness; that is, from a golf course maintenance perspective, don't waste money.

"One can strive to optimise playing quality. One can conserve the natural environment. One can be economically sound. One can be socially responsible. All of those can be measured to some degree, that measurement can be tracked, and one can evaluate performance over time. After I became aware of that definition, I warmed to the term sustainability..."

Sustainability is an opportunity, not threat to golf



Jonathan Smith, Executive Director, GEO Foundation

Golf started as a local community recreation played over land that naturally suited the game. Today, golf is a significant global industry, with 33,000 courses in over 200 countries, 700 new courses in planning and construction and thousands more forecast in emerging markets across Eastern Europe, Asia, Africa and South and Central America. Golf has an estimated gross worth of \$150 billion, fuelled by increasingly diverse business interests such as real estate, tourism, merchandise, media and sponsorship.

During the same period that golf has grown and spread, a powerful movement in environmentalism and sustainability has emerged - driven by a growing body of scientific evidence that shows the pressures society and business are placing on the earth's finite resources.

This 'sustainability movement' now cuts deeply across businesses, governments and society - as we strive to live, work and play in a way that meets the needs of the present without compromising the future.

Within this context, it's no secret or particular surprise that people in government, environmental groups and communities have valid concerns about the future development of golf, in the same way as there are concerns about the sustainable future of farming, forestry, fisheries, eco-tourism, automotive and transportation etc.

For golf, key questions that we hear governments and environmental groups ask include: How many courses will there be? What type of land-use and ecosystems will they replace? How much land and water will they consume? Will they pollute? Will they close off access to land for others? Will they damage or destroy sensitive habitats? What happens if a lot of courses are built in

one area? And so on.

While some argue that golf will automatically have a negative impact across these areas, wasting land and resources that could be put to better use, there is much evidence to the contrary. Done well, and development and managed with a close attention to fostering nature, conserving resources and supporting communities, golf facilities can return long-term social, economic and environmental benefits to the people and the places they touch.

There are many examples of this around the world, grass roots facilities and new developments that deliver 'net positive' social and environmental benefits to local communities. In recent years, an increasing number of facilities have re-doubled their environmental and sustainability efforts - to enhance their courses, find new cost savings, make wise investments in energy and water solutions, improve their profile, attract new sponsors - some of the benefits linked to integrating sustainability into decision making and communications.

The question now is how can this movement spread more widely across more facilities, beyond the early adopters and leaders, so that sustainability and great, profitable golf become synonymous - not just in the industry, but out across public, government and corporate circles. In this way sustainability becomes an opportunity, not a threat to the future health and vitality of the sport.

For more information go to <http://www.golfenvironment.org/>

Today, golf is a significant global industry, with 33,000 courses in over 200 countries, 700 new courses in planning and thousands more forecast in emerging markets



Sandeep Trehan (R) of Karma Lakelands receives his certificate from Dominic Wall



Wg. Cdr. Pradeep Kantilal Bagmar (C) receives his certificate from Dominic Wall (L) and Steve Isaac of R&A

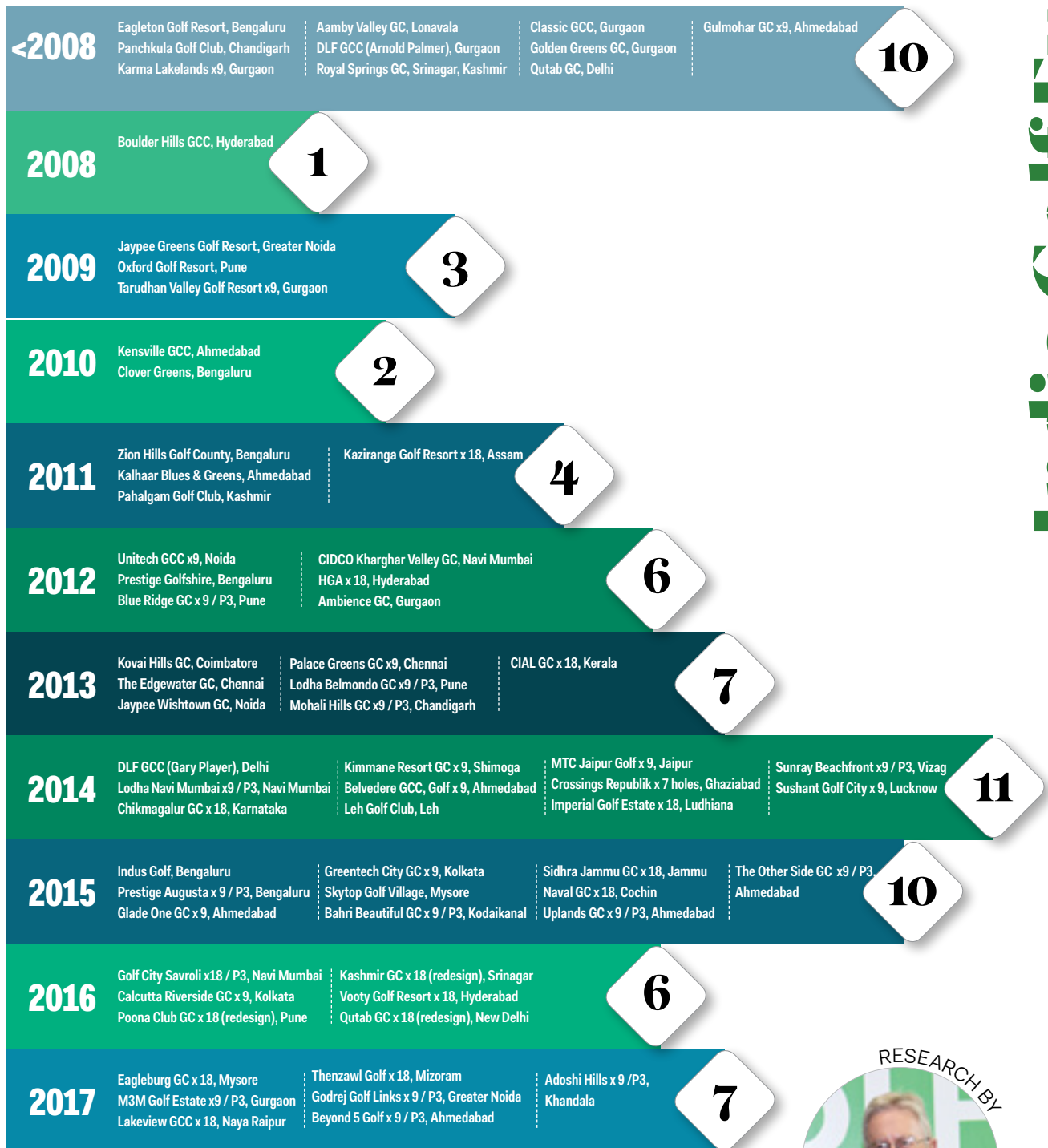


Vishal Bharti of DLF GCC (C) receives his certificate from Dominic Wall (L) and Steve Isaac of The R&A



Sachin Chauhan of Royal Jaipur GC (R) receives his certificate from Dominic Wall

Private Golf Projects In India In Past 20 Years



New golf courses are the lifeblood to grow the game. Phil Ryan of Pacific Coast Design (Course Architects) has been tracking such developments for the past 25 years in India. Prior to 2008, Delhi NCR got the championship layouts of ITC Classic, DLF Golf & Country Club, Golden Greens GC and Jaypee Greens. Since then the activity has spread across India with Ahmedabad, Bengaluru and Pune being most active.



Phil Ryan, Principal,
Pacific Coast Design, Australia

Golf Township Projects Can Generate Better Returns

SOURCE: PACIFIC COAST DESIGN, KPMG (SUPPORTED BY GOLF INDUSTRY ASSOCIATION)



TYPICAL TOWNSHIP



GOLF TOWNSHIP

LAND COSTS/SQ.FT. ₹637.7	₹637.7
SITE MAP & INFRASTRUCTURE COSTS/ SQ.FT. ₹255.1	₹274.2
BUILDING CONSTRUCTION COSTS/ SQ.FT. ₹700	₹1000
GOLF COURSE MAINTENANCE COST/ SQ.FT. NIL	₹62.1
₹1,592.8 COST PRICE PER SQUARE FEET	₹1,974.0 COST PRICE PER SQUARE FEET

REVENUE FROM RESIDENTIAL DEVELOPMENT/SQ.FT. ₹1,911.3	₹2,581.1
REVENUE FROM GOLF COURSE/SQ.FT. NIL	₹135.8
₹1,911.3 REVENUE FROM TOWNSHIP DEVELOPMENT/SQ.FT.	₹2,716.9 REVENUE FROM GOLF TOWNSHIP DEVELOPMENT/SQ.FT.
20% PROFIT MARGIN PER SQUARE FEET	37.6% PROFIT MARGIN PER SQUARE FEET

The Cost of Building a Golf Course

SOURCE: PACIFIC COAST DESIGN, SILVERGLADES GOLF DEVELOPMENT COMPANY LTD.

	GOLF COURSE CONSTRUCTION ESTIMATE	ITEM RATE (Rs)	QUANTITY FOR 18 HOLES M ² OR M ³	TOTAL COST FOR 18 HOLES (Rs LAKH)	QUANTITY FOR 9 HOLES M ² OR M ³	TOTAL COST FOR 9 HOLES (Rs LAKH)
1	BULK EARTHWORKS/FAIRWAYS	326.70	2,00,000	653.4	90,000	294.03
2	GRASSING (INC MAINT TO OPEN)	64.13	1,80,000	115.43	90,000	57.72
	TURF NURSERY	9,68,000	1	9.68	0.6	5.81
3	GOLF FEATURES					
	GREENS	3,321.00	11,200	371.95	6,160	204.57
	BUNKERS	1,960.00	14,000	274.4	5,400	105.84
	TEES	1,043.00	10,100	105.34	5,500	57.37
4	LAKE & NULLA WORKS					
	LAKE	496.00	14,550	72.17	10,000	49.60
	NULLA WORKS	188.00	5,200	9.78	3,000	5.64
5	DRAINAGE	655.00	22,000	144.1	14,000	91.70
6	ROUGHS	102.00	2,50,000	255	1,10,000	112.20
7	IRRIGATION	6,00,00,000	1	600	0.8	450.00
8	LANDSCAPE	40,50,000	1	40.5	0.6	24.30
9	CART PATH	1,458.00	7	31.36	4	17.92
10	SHAPER	448,000	7	31.36	4	17.92
	TOTAL GOLF CONSTRUCTION			30.35 CRORE		16.68 CRORE
11	CONTINGENCY & MISCELLANEOUS @ 5%			1.52		0.83
12	PROJECT MANAGEMENT @ 6%			1.82		1.00
	TOTAL GOLF PROJECT COST			33.69 CRORE		18.52 CRORE

Attending Clubs

S.NO.	CLUB NAME	CITY
1	ARMY GOLF CLUB	AHMEDNAGAR
2	ARMY GOLF CLUB	JODHPUR
3	ASC KARNATAKA	BENGALURU
4	BENGALURU FC	BENGALURU
5	BANGALORE GOLF CLUB	BENGALURU
6	BELGAUM GOLF CLUB	BELGAUM
7	BHUBANESHWAR GOLF CLUB	BHUBANESHWAR
8	BOMBAY PRESIDENCY GOLF CLUB	MUMBAI
9	BOULDER HILLS GOLF & COUNTRY CLUB	HYDERABAD
10	BSF GOLF COURSE CHHAWLA	GURGAON
11	CLOVER GREENS GOLF COURSE	BENGALURU
12	COCHIN INTERNATIONAL AIRPORT LIMITED GOLF CLUB	COCHIN
13	COIMBATORE GOLF CLUB	COIMBATORE
14	DELHI GOLF CLUB	DELHI
15	DLF GOLF & COUNTRY CLUB	GURGAON
16	EAGLETON GOLF COURSE	BENGALURU
17	ECO PARK GOLF ARENA	KOLKATA
18	GLADE ONE GOLF CLUB	AHMEDABAD
19	GOLDEN SWAN COUNTRY CLUB	THANE
20	HYDERABAD GOLF ASSOCIATION	HYDERABAD
21	ITC CLASSIC GOLF & COUNTRY CLUB	MANESAR
22	ROYAL JAIPUR GOLF CLUB	JAIPUR
23	KALHAAR BLUES & GREENS	AHMEDABAD
24	KARMA LAKELANDS	MANESAR
25	KARNATAKA GOLF ASSOCIATION	BENGALURU
26	KARNATAKA STATE CRICKET ASSOCIATION	BENGALURU
27	KASHMIR GOLF CLUB	SRINAGAR
28	KAZIRANGA GOLF CLUB	KAZIRANGA
29	KENSVILLE GOLF CLUB	AHMEDABAD
30	KHARGHAR VALLEY GOLF COURSE	NAVI MUMBAI
31	KODAIKANAL GOLF CLUB	KODAIKANAL
32	KRISHNAPATNAM PORT	NELLORE
33	THE LALIT GOLF & SPA RESORT	GOA
34	MEG KARNATAKA	BENGALURU
35	NOIDA GOLF CLUB	NOIDA
36	OOTY GOLF CLUB	OOTY
37	OXFORD GOLF RESORT	PUNE
38	PAHALGAM GOLF COURSE	PAHALGAM
39	POONA GOLF CLUB	PUNE
40	PRESTIGE AUGUSTA	BENGALURU
41	PRESTIGE GOLFSHIRE CLUB	BENGALURU
42	RAMBAGH GOLF CLUB	JAIPUR
43	RIVERSIDE GOLF COURSE	NASHIK
44	ROYAL CALCUTTA GOLF CLUB	KOLKATA
45	ROYAL SPRINGS GOLF CLUB	SRINAGAR
46	RSI GOLF COURSE	PUNE
47	SHIVALIK ENVIRONMENTAL PARK & TRAINING AREA	CHANDIMANDIR
48	SPORTS AUTHORITY OF INDIA GOLF CLUB	BENGALURU
49	TAMIL NADU GOLF FEDERATION COSMO GOLF CLUB	CHENNAI
50	VOOTY GOLF COUNTY	HYDERABAD
51	ZION HILLS COUNTY	BENGALURU



This year the expo was geared towards raising awareness around golf among developers, tourism authorities and club managers. Golf course design and renovation, technology to minimise wastage and further recycling of natural resources, golf course maintenance, promoting the sport locally to encourage participation, the relationship between golf and real estate and the impact of golf on tourism were some of the topics covered at the expo. The GIA also recognised the leading contributors to the sport with the GIA Awards.



2018 GIA Industry Awards



Riverside Golf Course, Nashik



Wg. Cdr. Pradeep Kantil Bagmar (L) receives his prize from Devang Shah



Eco Park Driving Range, Kolkata



L-R: Neil Law and Suman Neogi receive the prize from Vineet Mathur



Kaziranga Golf Club, Jorhat



Representatives of the Kaziranga Golf Club receive their prize from Ravi Garyali (2R)



Tarun Sardesai (TSGA), Bengaluru



Tarun Sardesai (L) receives his prize from GIA Board member Mohan Subramanian



DLF Foundation, Gurgaon



P.K. Joseph (L) of DLF receives the award from Rakesh Sharma of AG Horizon



Kodaikanal Golf Club, Kodaikanal



Kodaikanal GC representatives receive their award from Deepali Shah Gandhi



Kashmir Golf Club, Srinagar



Nuzhat Gul (L) receives the award from Phil Ryan of Pacific Coast Design



CIDCO Kharghar Valley Golf Course, Navi Mumbai



CIDCO representative receives the award from Vijit Nandrajog (R) of Golf Design India



CIAL Golf Club, Cochin



CIAL representatives receive their award from Col. Pravin Uberoi (Retd.) (2R)

OTHER AWARDS

- | | |
|---|--|
| GIA LIFETIME CONTRIBUTION TO GOLF | K. Rajagopal (posthumous) |
| OUTSTANDING ACHIEVEMENT AS A PLAYER IN 2017 | Shubhankar Sharma |
| STATE TOURISM SUPPORT TO GOLF | Karnataka Golf Tourism |
| GOLF COURSE RESTORATION | J&K Bank, Srinagar, Kashmir |

Builders' Cup Debuts In Bengaluru



L-R: Builders' Cup Winning Team of Kush Jawhar (Featherlite), Vijit Nandrajog (Golf Design India), Harish K Reddy and Rampramukh Reddy (MD, Shiriram Builders)

The inaugural Builders' Cup invitational golf tournament, exclusively for real estate developers, architects and interior designers, teed off at Bangalore Golf Club on April 20. The event saw 90 golfers participate in a four man Texas Scramble format.

Bengaluru's real estate promoters were joined by 50 other golfers from the fraternity, the likes of whom flew in from Mumbai, New Delhi, Hyderabad, Ahmedabad, Kolhapur, Jaipur, Pune, Chennai, Kolkata and Mysuru.

Competition was intense, and play went right down to the wire. The quartet comprising Kush Jawhar, Vijit Nandrajog, Rampramukh Reddy and Harish K Reddy emerged victorious with a team score of 23-under par, while the team of Sunil Bhatija, D S Sumanth, Surajeet Thakur, and Kamlesh H Thakur finished runner-up with a team score of 22-under par.

There were exciting on-course contests too. Mukesh Panchal, who landed the ball within 1 foot of the line, won the Tata Hitachi Straightest Drive. Krishna Prasad drove a mighty 294 yards to clinch the Sanctum Longest Drive. M K Satyaprasad won the StonaSand Closest to Pin by landing the ball 9 inches from the cup.

In all, it was a fine opportunity for real estate developers to interact with peers – all of whom were also in attendance at India Golf Expo.



Rajiv Arora (Director, StonaSand) hands over the StonaSand Closest to Pin award to M K Satyaprakash (Chairman, Protech Engineers Bangalore)



L-R: Asheesh Mohta (MD, Blackstone), Sreenivas Murthy (Hony. Secretary, Bangalore Golf Club), H C Kishore Chandra (IPS, DGP & CMD, KSPH & Infrastructure Development Corporation) and BM Karunesh (Director, Adarsh Developers)



Sunil Bhatija (Partner, Esteem Developers)



Surajeet Thakur (Partner, Ultimax)



Sudhir Kumar (CEO, HRC Ventures Pvt. Ltd.)

India Golf Expo



L-R: Runner-up D S Sumanth, GIA President-elect Deepali Shah Gandhi, outgoing GIA President Devang Shah and runner-up Kamlesh Thakur



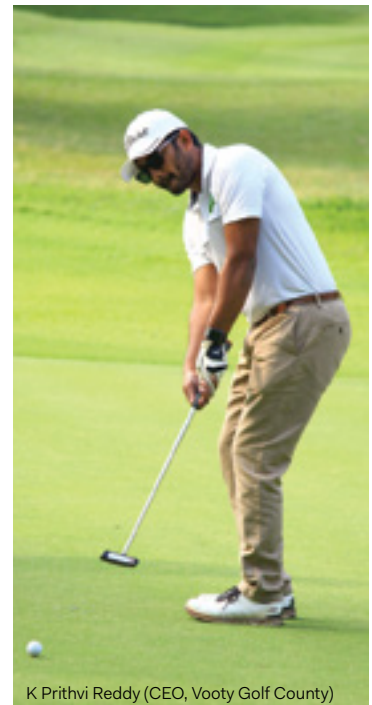
L-R: RNSM MD Rishi Narain, Mahender Karle (MD, Karle Developers), Indur Hirani, Sunil K Vasant (Chairman, Vasants Group), MK Satyaprasad (Chairman, Protech Engineers) and Prateek Pant (Co-Founder, Sanctum Wealth Management)



L-R: Gopal Das Bagri (Marketing Associate & Channel Partner, Bhartiya City Developers) and Hitesh Joshi (Managing Partner, Greater Bangalore Builders and Developers)



L-R: Krishna Prasad (Director Prop. Pin High/Distributor, Bridgestone), Jawahar Gopal (Director, Featherlite Developers), Sandeep Singh (MD, Tata Hitachi) and Prabhakar Bothireddy (MD, Japcon)



K Prithvi Reddy (CEO, Vooty Golf County)



K Shashidhar Reddy (Director, Meena Reddy Construction)



L-R: Col. TP Sharma (Capt, MEGEPTA), Mukesh Panchal (MD, Kaveen Infra Solutions Pvt. Ltd.), Gurmej Singh (MD, Sadhbhavana Construction Company) and Rajeev Arora (Director, StonaSand)



Latha Shivanna (Executive Director, EXD Projects Pvt. Ltd.)



Sushant Khosla (Director, Krom Infradevelopments Pvt. Ltd.)



L-R: OP Modi (MD, Sagar View Hotels & Resort Pvt. Ltd.), Srikanth Rao, (Director, MyHomes), Pushendra Singh (BSF, Dy Inspector General) and RK Sachdeva (Commandant in MEG & Centre)

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THANK YOU FOR
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PARTNERS



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