

The development of Red Ledges, which is owned equally by Burns and Archibald, who runs Black & Decker, comes at an interesting time in the housing market.

"We want to be prudent so we're pacing it," project manager Todd Cates said of the schedule to open the Jack Nicklaus Signature Golf Course this spring, followed by a couple of tennis courts in the next year and then the completed Cliff Drysdale Tennis Academy in about 24 months. "We analyzed all the similar type of developments in Utah, Nevada and surrounding areas. Nobody really did tennis right. We'll survive because we've aligned ourselves with the right people."

The team was quick to point out that the involvement of its sports legends is not about lending a name or investing, which has been a trend in the last 20 years. [[See SFGate.com article on Agassi Graf Development LLC.](#)]

Home lots are being sold from \$25,000 to \$850,000. Residences run from just under \$1 million for a villa to \$1.5 million for a cottage. Tennis academy participants will have an option to book a villa at Red Ledges, or to stay at a nearby hotel.

Burns notes that Red Ledges isn't a story about new big, bad developers taking over a little town.

Rather, it's about returning home to better a community. Burns—who admits he was an active player 'til his wife started beating him on the court—grew up nearby. His wife of 40+ years is a native of Heber City, but she prefers tennis to the rodeo, playing on two league teams.

It's also about doing business with longtime friends-through-business. "We're going to see each other at the [Fairchild Tropical gala](#)," Burns said of Buchholz's, Drysdale's and his own plans to attend the botanic garden fundraiser on Feb. 9 in Miami.

