



**Progress Report – 2017**  
**October 7, 2017**

# Agenda

- Welcome
- Introduction
  - Charlie Smith - Managing Partner
  - Mike Buccerone - General Manager
- Fact Sheet Overview
- Update
- 2017 Projects
- 2018 Projects
- 2018 Membership Plan
- Survey
- Q & A

# Fact Sheet

- What is the golf course requesting?
  - An amendment to the Master Declaration to reduce the current dues assessment to the golf course. This will free up funds to be spent on needed improvements to the golf course facilities. The amendment will lower the golf course dues to one (1) lot.

# Fact Sheet

- Why is this request fair and reasonable?
  - According to our survey of the other golf course communities in Brunswick County, almost none pay POA dues. The exception pays dues for one (1) lot
  - The golf course actually constructed the existing entryway, signage and entry road (Arnold Palmer Drive) before the creation of the Community, and gave these assets to the POA. These are essentially the only POA facilities used by the golf course, so asking them to pay dues for access to them is unfair.

# Fact Sheet

- Why is this request fair and reasonable?
  - It is in everyone's best interest to continue to have a high quality golf course amenity in our community. As the recent survey of property owners shows, almost all owners agree with this. Using these funds to continue improving the course and clubhouse will benefit us all.
  - As part of this request, the golf course has agreed that if amendment request passes they will immediately begin paying off the past dues assessments owed.

# Fact Sheet

- What is the golf course offering the property owners to support this request?
  - If the amendment passes, the golf club will offer the following benefits to all property owners:
    - Two social events each year with golf and food included for \$20 per person
      - First event will be held before year end 2017
      - Open to all property owners

# Fact Sheet

- What is the golf course offering the property owners to support this request?
  - If the amendment passes, the golf club will offer the following benefits to all property owners:
    - Each non – resident property owner will receive two complimentary golf certificates and may bring up to three guests per certificate for \$25 each
    - All property owners will receive 10% discount on all food purchases in the clubhouse grill

# Fact Sheet

- What will the golf course do with the funds to enhance the course and our property values?
  - Bulkheads hole #9 will be repaired December
  - Tree removal project throughout the course to improve turf conditions in 2017 – 2018
  - Bunker renovation project 2018
  - New maintenance equipment to arrive end 2017
  - New golf car fleet to arrive mid 2018
  - New golf membership plan for 2018
  - New property owner (non golf member) plan 2018



# Fact Sheet

- Why should I vote to support this amendment?
  - Recognition of the capital investment the golf course made in POA common property by financing and building brick entryway walls, signage and Arnold Palmer Drive from Copas Road to the entrance to the golf course parking lot.

# Fact Sheet

- Why should I vote to support this amendment?
  - Level the competitive field with other Brunswick County golf course communities who pay either no dues or minimal dues to the property owners association.
  - It will benefit all property owners since the golf course will be able to use the funds to continue upgrading and improving the golf facilities.

# Fact Sheet

- Why should I vote to support this amendment?
  - The golf course is offering added property owner benefits as stated in #3. Having a high quality golf course is very important to maintaining our property values. The closure of a community golf course can be devastating to home and lot values, as has happened to Brierwood next door to us here in Shallotte and other golf course closings in the area (Heather Glen in Little River)

# Update

- Golf operations trending in a positive direction in 2017
- 2015 Greens renovation
- October 2015 “1,000” Year Flood
- October 2016 Hurricane Matthew
- Fall 2017 Hurricanes
- Golf market “flat” in current economy yet Club continues to maintain their market share

# 2017 Projects

- Hired new Assistant Superintendent
- Hired new Assistant General Manager
- Installed new Flat Screen TV's in Dining
- Renovated golf shop
- Pressure washed clubhouse
- Painted interior of clubhouse
- New dining furniture delivered
- New carpet installed in dining room and golf shop
- #15 Teeing area renovated
- Installed 2 new HVAC units

# 2018 Projects

- Bulkheads on hole #9 to be repaired mid December
- Tree removal project scheduled for end 2017
- Bunker plan to begin beginning 2018
- New maintenance equipment scheduled to arrive early Spring if not sooner
- New golf car fleet scheduled to arrive mid 2018
- New membership plan for 2018
- New property owner plan for 2018

# 2018 Pre-Paid Annual Golf Membership

- Annual Membership Includes
  - Annual Membership dues pre-paid annually
    - \$4,250 Individual / \$1,400 Additional Family
    - \$25 GHIN Membership
  - 2018 Platinum Membership
  - 20% discount in golf shop & food (alcohol or sale items not included)
  - Opportunity to participate in Club “Majors”
  - “League Play” Men’s and Ladies pre-booked for year
  - Ten complimentary rounds for guests (\$300 value)
  - Discount golf lessons & clinics
  - Priority invitations for club Pro-Am events
  - Pay by 12.1.17 & receive a \$100 gift card

# 2018 Pre-Paid Annual Golf Membership

- Non Resident Semi – Annual Membership Includes
  - Permanent residence must not be in Rivers Edge
  - Annual Membership dues pre-paid annually
    - \$2,700 Individual / \$900 Additional Family
    - \$25 GHIN Membership
  - 20% discount in golf shop & food (alcohol or sale items not included)
  - Opportunity to participate in Club “Majors”
  - “League Play” Men’s and Ladies pre-booked for year
  - Ten complimentary rounds for guests (\$300 value)
  - Discount golf lessons & clinics
  - Priority invitations for club Pro-Am events
  - Pay by 12.1.17 & receive a \$100 gift card



# Golf Course – POA Financial Relationships

Course Name	Ownership Type	Course Payments to POA
Carolina National (Winding River)	Private Owner	None
Brunswick Plantation	Private Owner	None
St. James	Developer/Owner	None
Ocean Ridge	Developer/Owner	None
Sandpiper	Private Owner	Shared maintenance of front entrance, entrance road, front pond
Sea Trail	Private Owner	Annual assessment equal to 1 lot
Lockwood Folly	Golf membership*	Annual assessment equal to 1 lot; Golf course leases pro shop and restaurant from POA

## 10. Following is a list of statements about the golf course and its value to you

	Strongly Agree	Neutral	Disagree	Strongly Disagree	Total Responses	
Course enhances property value	109 69.3%	44 27.8%	4 2.5%	1 0.6%	0 0.0%	158 100%
Course enhances your enjoyment of the community	89 56.3%	38 24.1%	28 17.7%	3 1.9%	0 0.0%	158 100%
Course Clubhouse & Grille enhances your enjoyment of the community	89 56.7%	39 24.8%	19 12.1%	7 2%	3 1.9%	157 100%