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Overview

Who We Are

- **Semi-Private Golf Club**
 - Member owned
 - Not for profit.....501(c)7 organization
 - Separate entity from the WBV HOA
- **2 Championship Golf Courses**
 - Pro Shops
 - Driving Ranges
 - Restaurants
- **596 memberships**
 - 743 golfers (147 couples)
- **\$3 Million Annual Operating Budget**
- **Sound Financial Condition**
 - Revenues exceeded expenses in 2013
 - Positive cash flow
 - Debt free



Challenges Today for a Golf Community

- Fewer golfers playing
 - Competition for members and green fee revenues
- Increased cost of maintaining courses
 - Seed, fertilizer and petroleum based products
- Economy
- Golf courses failing nation-wide
- Negative impacts on home values in golf communities that fail
 - Ahwatukee Country Club
 - Foothills Country Club
 - Club West Golf Club
- Survival of the most fit and financially sound



WBVGC Challenges

- Growing and sustaining membership levels
- Maintaining facilities & equipment, some of which are more than 30 years old
 - Lakes course irrigation system replacement
 - Club house, Pro Shops, Restaurants, and Maintenance facilities
 - Furniture and fixtures
 - Maintenance equipment
 - Golf cart fleet and driving ranges
 - Parking lots and arterial roadways
 - Access to restaurant
 - Tennis and Pickleball courts
 - Horseshoe pits



Lakes Irrigation Project

- #1 challenge is to replace the Lakes irrigation system
 - Do we fix it now or let it go until the course is unplayable and we sell the course
 - Public golf course
 - Developer who might build condos or higher density apartments
- Project originally considered more than 10 years ago
- In 2013 WBVGC Board of Directors identified Lakes Irrigation System replacement as it's #1 priority
 - Growing maintenance requirements
 - Current system more than 30 years old
 - Damage to existing pipes, valves & controllers
 - Cost savings of \$125,000 per year
 - Protection against losing course as a result of major malfunction
 - Improve playing conditions



Xeriscaping Plan

- **Currently there are 125 acres of turf on the Lakes Course**
- **Plan to remove 25 to 30 acres of grass**
 - Since 1992 new courses limited to 80 acres of turf
- **Save approximately \$125k annually**
- **Conserve water**
 - Good stewards of a critical resource
 - WBVGC has its own wells and water rights
- **Enhance beauty of course and the community**
 - Areas not normally in play and adjacent to perimeter walls
 - Professionally landscaped....
 - Small decomposed granite
 - Desert plants
 - Existing trees would be integrated into landscaping plan
- **Xeriscaping would begin in April 2015**
- **Construction phase from May to September 2015**
- **Course open after over seeding in October 2015**



Xeriscaping Plan Map of Lakes Course





Lakes Irrigation Project

Current Cost Estimates

<u>\$ Thou</u>	<u>Description</u>
• \$ 16	Xeriscaping Plan
• \$ 67	Irrigation System Design & Project Management
• \$ 120	Turf Removal and Relocation
• \$ 150	Decomposed Granite (9,000 tons)
• \$ 60	Delivery and Distribution of Granite/Desert Plants
• \$ 1,750	Construction Phase of Irrigation System Replacement
• \$ 125	Resurface Greens and Seed with New Hybrid Grass
• \$ 35	Replace Sand in Bunkers
• \$ 20	Legal Fees
• \$ 2,343	

Total Estimated Project Cost is \$2,343,000



Lakes Irrigation Project

- **LIP will be one of the most significant projects ever undertaken within the WBV community**
- **Pro-active initiatives will help WBVGC maintain and grow memberships, enhance the quality of the golf courses and golf experience, and help attract more potential homeowners to Westbrook Village**
- **It is imperative to have both member and community support**
- **Potential failures of residential golf courses and its negative affect on property values is becoming more and more prevalent**
 - Failed golf courses in a golf course neighborhood will impact adjacent home values
 - More dramatic drop than non-golfing communities
 - Home values can drop as much as 30%
 - Crime incidents increase



WBVGC Funding Efforts Underway

- Fundraiser Golf Tournaments
- Hole Sponsorships
- Tee Markers
- Course Naming Rights
- Enhancement Fund
- Assessments
- Endowment Program
- Patron (WBV Residents) Funding

Objective is to raise at least \$350,000 per year



Community Support

- **Positive Impact of Golf Courses**
 - Attracts potential buyers to the area...the life style people are seeking
 - Adds to the overall attractiveness of the community
 - Directly affects property values within Westbrook Village
 - Environment...cleaner fresh air, less dust, and reduces heat bank
- **Everyone who owns property in Westbrook Village, including us golfers, has one thing in common...we **ALL** have an interest in the value of our homes**
 - Considering the impact the condition of the golf courses have on non-golfers homes... **everyone in Westbrook Village is being encouraged to participate and help fund this effort**



Patron Program

Provides WBV residents an established program to contribute to the Golf Club

- **Bronze** **\$100 - \$249**
(One – 18 Hole Patron Pass)
- **Silver** **\$250 - \$499**
(Three – 18 Hole Patron Pass)
- **Gold** **\$500 - \$999**
(Five -18 hole Patron Pass & Commemorative Brick)
- **Platinum** **\$1,000 & Up**
(Ten – 18 Hole Patron Pass & Commemorative Brick)

Use passes for house guests, visitors, or for yourself



Summary





Together for the Future

- WBVGC plans to be an integral part of the community for years and years to come...
- The golf courses “equity-owners”, your friends, neighbors and golfing buddies have borne all the costs
- We encourage more community support from homeowners and non-golfers to promote a “win-win” situation
 1. Protect home values
 - A small contribution each month or annually may be the best insurance you can have to protect the value of your home
 2. Maintain the beauty and integrity of the community
 3. Enhance working relationships between WBV HOA and WBVGC



Questions & Answers

