



Phelps-Atkinson
GOLF COURSE DESIGN



Kimley»Horn

Boca National Analysis

Jim Sumislaski, Kimley-Horn and Associates, Site Engineering
Kevin Atkinson, Phelps-Atkinson Golf Design
Dan Conway, THK associates, Inc. Golf Course Feasibility & Appraisal

Experience

- **Kevin Atkinson, Golf Architect**

- Member of the American Society of Golf Course Architects
- Multiple national and state award-winning projects
- 10 new golf courses
- More than 30 extensive remodeling/lighting
- Consulted with over 110 facilities.

- **Dan Conway, THK, Inc.**

- THK has been nationally recognized as one of the industry's leading consultants and research groups in golf course feasibility and appraisal.
- THK has consulted on over 650 golf feasibility studies for various types of existing golf courses and new golf course real estate developments across the country.



Different Types of Golf Courses/Clubs

Public

- Resort
- Privately owned
- Municipal (publicly owned)

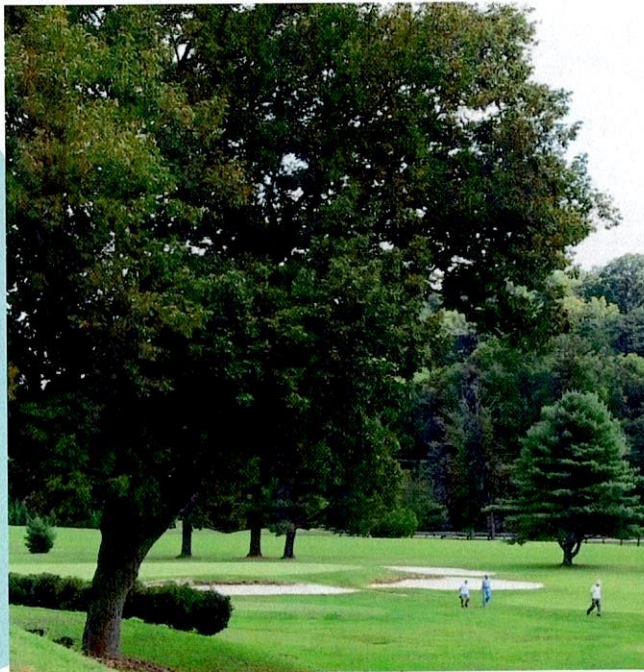
Semi-Private

- Members receive preferential treatments
- Does allow non-members to play

Private

- Memberships only, guest invited by members

A Municipal Golf Course



They range in quality from poor to outstanding, and just how good the course is depends on the time, money and expertise put into building and maintaining it.

A Municipal Golf Course

- There are some very famous municipal golf courses that have hosted PGA Tour tournaments and/or major championships.,

Torrey Pines Golf Course
Bethpage Black
TPC Harding Park
Chambers Bay



Photo of Torrey Pines



Photo of Bethpage Black's 18th hole

What level of investment should be made?

- Quality, Budget, Time
- How much is it worth to make it special?
- What is fiscally responsible?



Summary of Proposed Boca National Costs

Golf	
Description	Price
18 Full Length Golf Course	\$7,142,000
Full Scale Driving Range	\$ 418,500
11 Hole "Short Course"	\$2,537,100
Large Putting Course	\$ 396,600
Tree Roots/Water	\$ 175,000
Landscape	\$1,360,000
Grow-in Period (Courses Only)	\$ 600,000

subtotal \$12.6M

Facilities	
Description	Price
Maintenance Equipment	\$2,453,400
Course accessories	\$ 142,900
Clubhouse	\$3,482,000
Pump Station	\$ 170,000
Halfway House	\$ 340,000
Maintenance Shed	\$2,650,000
On Course Shelters	\$ 428,000

subtotal \$9.7M

Extras	
Description	Price
Teaching Facility	\$ 925,000
Clint Moore Road Landscape	\$ 250,000
Lighting	\$1,500,000
Tunnel	\$2,450,000
Sustainability Features	\$ 450,000
Boca Tecca Corner Landscape	\$ 130,000

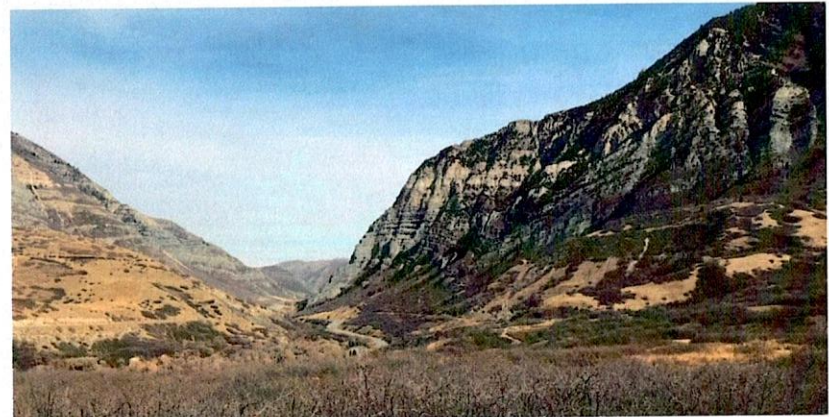
subtotal \$5.7M

Estimated Grand Total = \$28,000,000

Location Characteristics

- Does this site support a “World class” facility?
 - No
 - Significant costs to create the surrounds with landscape/mounding
 - Interstate 95, Railroad
 - Property bisected by streets
 - Winding through existing residences that are very close to the golf holes.
- Does this site support a Good quality Municipal Course?
 - Yes

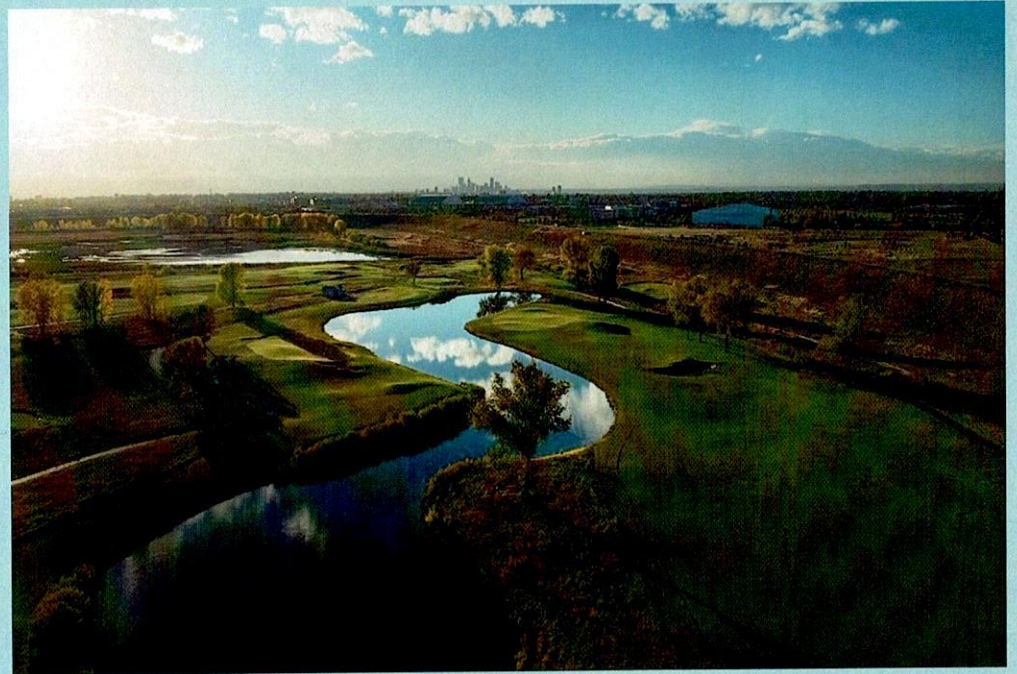
“Trying to fit a square peg in a round hole.”



Provo, Utah

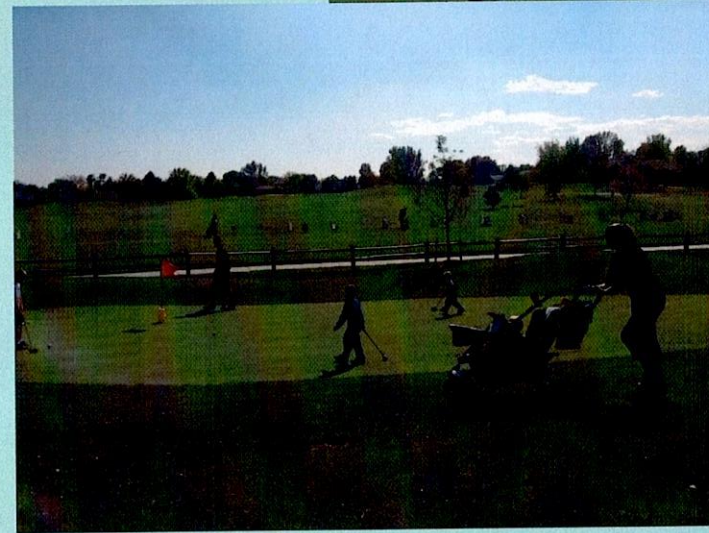
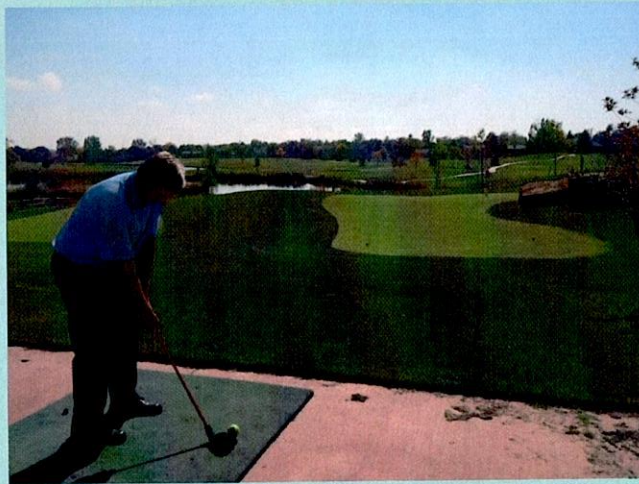
High quality can still be achieved

- Commonground Golf Course



This can be done in a better way

- **How many holes do you need to grow the game?**
 - 6 holes? 9 holes? versus 11 hole short course.
 - Look at examples of short courses with 9 holes or fewer.
 - Alternative family facilities

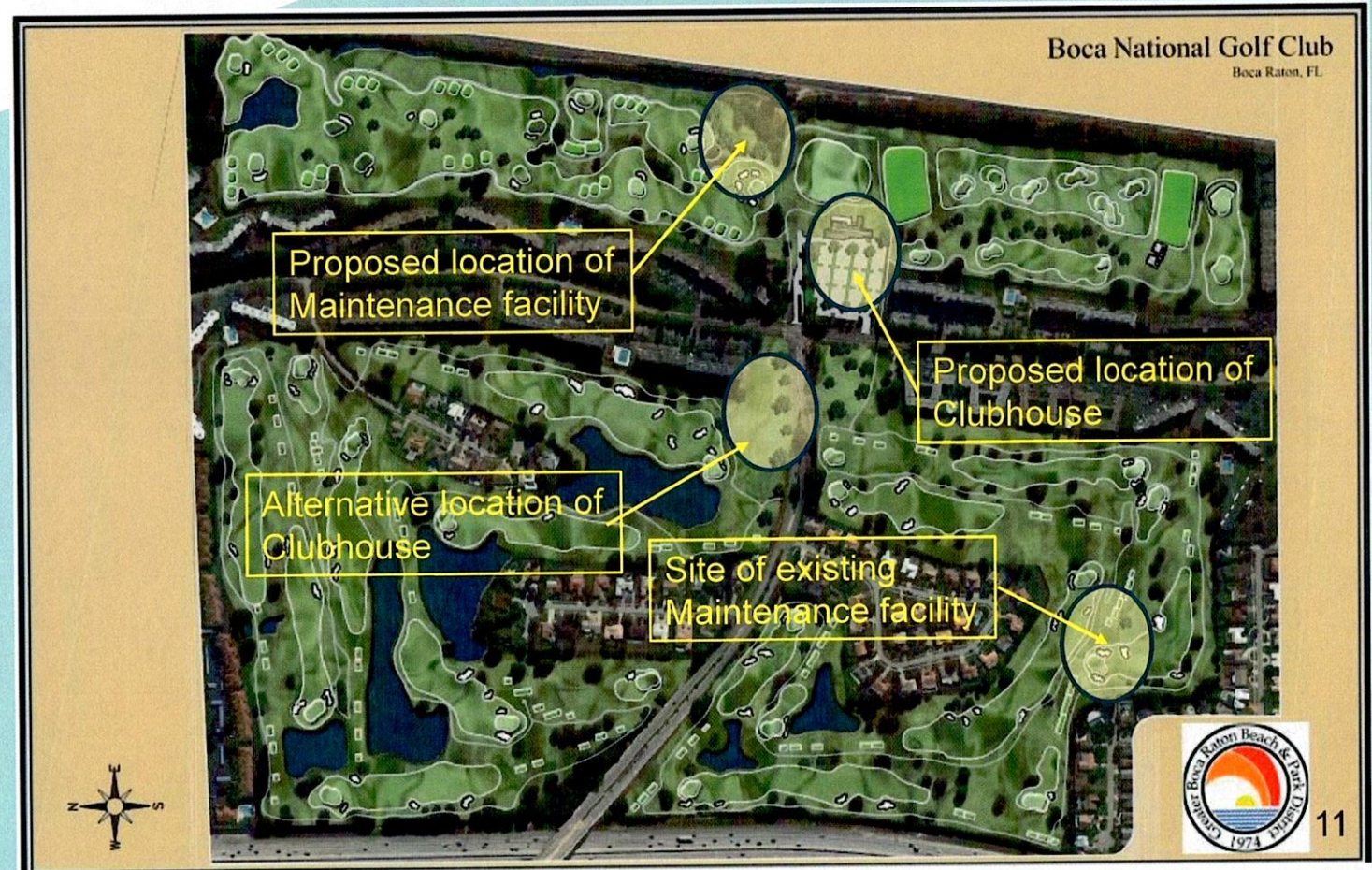


good quality municipal course design should have the alternatives

This can be done in a better way

Clubhouse And Maintenance Facility

- Removes halfway house
- Utilize existing utilities and site work already present
- Efficiency for on course restroom
- Con: Reconfigures holes 2, 7, 8, and 18



Cost Comparison

Task	Current Estimate	Typical Estimate	Comments
Golf Course, Par 3 Course, Driving Range Putting Course			
Construction Costs 18 Hole Course (including driving range, short game and irrigation)	\$7,142,000	\$5,000,000	Reduction in the amount of earthwork, ponds, bunkering and working more carefully with what the existing site offers, current irrigation estimate is low
Construction Costs Par 3 Course + Range + putting course	\$3,352,000	\$2,000,000	Reduce the amount of holes considering 6-9 holes, eliminate putting course
Tree root pruning & watering of existing trees to be 3 moved	\$175,000	\$75,000	Reduced if use existing trees within new design
4 Landscaping (materials, irrigation & installaion)	\$1,360,000	\$200,000	New material needed if we work with the existing vegetation
5 Grow-in	\$600,000	\$420,000	\$70,000/month (4-6 months)
6 Maintenance Facility Components & Tools	\$153,403	\$50,000	Consider leases. Toro and John Deere offer nice leasing opportunities to save on large up front capital expenses.
7 Golf Course Maintenance Equipment	\$2,300,000	\$250,000	Consider leases. Toro and John Deere offer nice leasing opportunities to save on large up front capital expenses.
8 Golf Course Accessories	\$142,940	\$100,000	Industry range \$75,000-\$125,000

Cost Comparison

Task	Current Estimate	Typical Estimate	Comments
Clubhouse			
1 Construction Costs	\$1,000,000	\$750,000	\$300/sf 7500 SF Clubhouse \$2,250,000 for a new clubhouse with smaller clubhouse this can be reduced
2 FF&E Costs	\$150,000	\$100,000	
3 Site Work Permit Fees (includes 2" water meter)	\$121,744	\$121,744	
4 Site Work Construction costs - all construction other than building	\$2,000,000	\$1,250,000	Reduced for size
5 Landscaping Material, Irrigation & Installation	\$210,000	\$100,000	
Irrigation Pump Station Building			
1 Construction Costs	\$130,000	\$130,000	
2 Water Supply Improvements	\$40,000	\$40,000	
Halfway House (including bathrooms)			
1 Construction Costs (including equipment and utilities)	\$340,000	\$0	Not needed if the clubhouse is located on westside of 2 nd Ave. near hole 9 or 18.
Maintenance Facility			
1 Construction Costs (including site work costs)	\$2,650,000	\$1,250,000	Utilize existing site area. A 7,500 SF facility – similar recent building in Virginia with extensive site work was recently completed for \$1,200,000
Two Course Restrooms			
1 Construction (including utilities)	\$428,089	\$300,000	Reduced to size, simple structure and bathroom,
Teaching Facility			
1 Construction Costs (including utilities)	\$925,000	\$0	This is not a typical item included in Municipal golf courses. That said, a recent simple facility with 2 garage doors and small office \$200,000

Cost Comparison

Clint Moore Arrival & NW 2nd Ave Intersection Landscaping			
	\$250,000	\$100,000	Reduce landscaping along the boundary of the proposed development area. More typical landscaping can be focused on the streetscape
1 Landscaping Materials and Installation			
Lighting			
1 Driving Range-Short Course	\$1,500,000	\$500,000	Cost for just lighting the range to start and portion of the short game area. Install conduits for short course, install in next phase if desired.
NW 2nd Ave Tunnel			
1 Tunnel Construction	\$1,200,000	\$1,200,000	
2 Bypass Rd & utilities relation, new lift station	\$1,000,000	\$1,000,000	
3 Retaining Walls, landscaping, finish work, pump system	\$250,000	\$250,000	
Sustainability			
1 Industrial Composter	\$450,000	\$0	Alternative management approaches to mulching and clippings should be considered.
Boca Teeca Corners CNR Yamato Landscaping			
1 Landscape Material & Installation	\$130,000	\$130,000	
TOTAL COSTS	\$28,000,176	\$14,966,744	

NGF suggested to spend \$15,000,000

Characteristics Favoring Golf

- 17 years or younger 15.6%
- 60+ years 38.2% vs National
22.4%
- Income over \$150,000 18.7% vs National
11.5%
- Seasonal housing units in Palm Beach Co.
 - 91,367 (251,300 people)
- Hotel/lodging rooms
 - 17,000 rooms (30,000 people)

18-Hole Championship Course Green Fee Including Cart

	<u>NGF – Boca National</u>	<u>High End Municipal</u>	<u>Area Competition</u>	<u>Boca Raton Municipal</u>
Peak Season				
Non-Resident	\$89	\$207	\$69	\$63
Resident	\$58	\$126	\$62	\$50
	<u>NGF – Boca National</u>	<u>Concept Competition</u>	<u>Locational Competition</u>	<u>Boca Raton Public</u>
Off-Peak Season				
Non-Resident	\$38	\$117	\$46	\$35
Resident	\$29	\$74	\$39	\$28

Short Course – Green Fee

	<u>NGF</u>	<u>Boca Raton Municipal</u>
<u>Peak season</u>		
Non-resident	\$22	\$28
Resident	\$22	\$22
<u>Off-peak</u>		
Non-resident	\$17	\$20
Resident	\$17	\$16

Financial Alternatives for Boca Raton National Golf Club

Construction Cost	<u>\$28M</u>	<u>\$15M</u>	<u>\$12M</u>
Golf Rounds	69,000	76,000	65,600
Total Revenue	\$3,677,000	\$4,228,600	\$2,120,000
Revenue per round	\$53.30	\$55.60	\$32.30
Total Expenses	\$3,185,000	\$3,280,600	\$1,850,000
Expenses per Round	\$46.20	\$43.20	\$28.20
Net Operating Income	\$492,000	\$948,000	\$270,000
Serviceable Investment*	\$7.6 Million	<u>\$14.6 Million</u>	\$4.2 Million

Estimates for a stabilized 18-hole championship golf course plus a short course

*General obligation debt at 5% for 30 years

Summary:

- Site can support a high end municipal golf course at fiscally responsible cost
- Investing \$15M will still bring in the same green fees
- At \$15M it distinguishes itself from local competition
- Short Course still grows the game and provides family activities
- Non-Resident fees will subsidize resident fees

Questions?

