



## Wildwood Green Golf Club

### *Greens Conversion Frequently Asked Questions and Answers*



**Q: Why aren't the owners paying this cost themselves?**

A: The owners have a SBA loan on the facility which prohibits any other type of loan on the property (such as equity line, credit lines). The upfront cost of this project would have to be taken on personally by the owners. The owners are willing to fund the actual cost of the project, but the loss of revenue would be too much risk to bear at this time. By prepaying dues early for the 2, 3, 5, or 10 year term, members can assist in the upfront cost of the project and also save some significant money over the course of the term for themselves. The added benefits and being able to enjoy new greens at old prices are a bonus.

**Q: Is this a loan to the club?**

A: No, this is a prepayment of dues. This enables the use of upfront money for the project. Those participating will get the benefits/savings for the term. Those who don't participate will pay whatever the new dues rates become. Those who drop out and want to rejoin will face an initiation fee. The owners are losing future revenue but are willing to risk that to do the project (and hopefully gain higher revenues in the future)

**Q: Why are we being assessed to convert the greens?**

A: There is no assessment, only prepayment of dues.

**Q: What type of Bermuda will be used?**

A: Champion Ultra Dwarf, with an estimated 30 year life span.

**Q: Why weren't the greens converted this past August when we had close due to heat stress?**

A: The window to install new Champion Ultra Dwarf starts May 1<sup>st</sup> and ends July 15<sup>th</sup>. The heat stress started to take its toll in late July of this year, much too late to start planning, raise funds, and convert in 2016.

**Q: How long will the course be closed?**

A: The project can't start until after May 1<sup>st</sup> and no later than July 15<sup>th</sup>. Once the project starts, expect it to last 8-10 weeks. Temporary greens can be implemented after the "gassing" period which should be the first 3 weeks.

**Q: Will we lose significant play in the winter?**

A: When the temperatures are forecast to be below 30 degrees, the greens will need to be closed and/or covered for protection. There will be days that the new greens will have to be closed where bentgrass greens could have opened (with possible frost delays first). Temporary greens may be utilized on colder days as well.

**Q: Will we have playing privileges at other courses during the conversion time? At what prices?**

A: Yes, Wildwood Green will arrange playing privileges at other golf courses for the 8-10 week period. We will try to get the cost as close to a cart fee as possible.

**Q: Will the practice areas remain open?**

A: The driving range will be open the entire time. The putting green will be the first to be converted, and could possibly be completed before the entire golf course closes and therefore be open while the golf course greens are converted.

**Q: What if the amount members contribute is more than needed for the project and loss of revenue?**

A: Any extra money will be used on golf course improvement projects.

**Q: I have heard that other courses in the area (Pine Hollow, River Ridge) did a greens conversion for much less than what we have projected? Costs we heard were \$100,000?**

A: Our management company has done extensive research and also recently converted one golf course to Bermuda. We feel that our costs are very close and we will update the estimates as we get firm prices.

**Q: Would the club consider doing a few greens at a time? 9 holes this year and 9 holes next year? 3-4 greens at a time?**

A: We have spoken to many experts and they advise against doing this so that the mobilization costs are much less and the type of grass is the exact same.

**Q: What are the maintenance issues of Champion Ultra Dwarf greens? More or less maintenance than Bentgrass? More or less expense? Aerification schedule? Hold up better with amount of play we get?**

A: The cost to maintain Bermuda vs. Bentgrass is about the same. There are less aerifications and the greens will hold up much better in the summer months. During the growing season there will be light topdressing every 7-10 days.

**Q: Can a sponsor be secured to help fund (i.e. tee box signage, driving range signage, pavilion signage, putting green signage, clubhouse recognition, etc.)?**

A: As we increase our membership base towards more private, we feel that there should be less of these kinds of sponsorships on the golf course.

**Q: If the greens are converted, will we still have players who purchased deals on Groupon, Living Social, or other discounted programs?**

A: We have plans to discontinue outside promotions once the greens conversion starts and the only promotions would be geared towards memberships until we reach our goal of 450 full members.

**Q: What can we do regarding greens #11 and #12, which seem to take a long time to thaw in the winter?**

A: All greens will have custom covers to assist with this issue.

**Q: What if there is any type of ownership change? What happens to our prepayments?**

A: All unused dues credits will be a part of any ownership change and provisions can be made with a sale so that previous programs can remain in place.

**Q: Can any unused dues credits be transferred?**

A: These will be treated on a case by case basis

**Q: What happens to accumulated credits?**

A: They will be applied to future dues.

**Q: If the greens are converted will members be allowed to walk before 11:00am and will the public golfers/times be restricted?**

A: The walking rules require a study of membership levels, dues income and cart rates.

**Q: Will the public golf rates be raised when the new greens open?**

A: Yes, all rates will be adjusted and be increased.

**Q: What happens to the 2017 prepayment money I put in if we decide to convert the greens and I decide not to assist with funding?**

A: 2017 prepaid dues will remain the same. Any credits accumulated in 2017 will be applied in 2018.