

# SAILFISH SANDS

## Golf Course & Clubhouse Update



# REVERSIBLE 9 COURSE GROUNDBREAKING (Jan 16, 2020)



# PHASE 1 – NEW 9-HOLE COURSE & DRIVING RANGE

- ✓ Reversible 9-hole course:
  - 5 tees per hole
  - Family / Kid Friendly Tees
- ✓ 13-acre driving range with low level lights for evening play.
- ✓ 75 New Carts with GPS
- ✓ 2 Short game (chipping/putting)
- ✓ Concrete screening pathways
- ✓ 3 new On-course restrooms/ice maker/water
- ✓ Repaint Cart Barn
- ✓ Tiff Eagle Greens
- ✓ Environmentally Friendly Landscaping
- ✓ Water Re-use of adjacent Willoughby Creek Storm Water Treatment Area
- ✓ Complete exotic removal
- ✓ Weekly rotating reversible 9 – 2 new courses in 1.
- ✓ Interactive Targets / LED glow balls
- ✓ Driving Range with Ball Tracing Technology

# PHASE 1 – ITEMS DELAYED

- ✓ Deferred Pro-Shop improvements until FY21 Capital Improvement Program (CIP) and will make improvement under the funded Golf Course Fixed Asset Replacement Budget for FY21 based on available funds. Pro-shop will be 100% designed by October 2020.
- ✓ Did not move Pro-Shop to save funds and provide for the driving range/clubhouse to have a greater roadside appeal.
- ✓ Deferred Gold/Blue cart pathways improvement until November 2020 as part of the funded FY21 CIP. Expected completion is January 2020.
- ✓ Deferred Gold/Blue exotics until FY22 CIP
- ✓ Deferred Gold/Blue greens, tees, fairways until FY22, FY23 CIP

# COURSE DESIGN CHALLENGES

- ✓ Early 1900's infrastructure
- ✓ Failing wells
- ✓ Critical water supply shortages
- ✓ Collapsed asbestos concrete irrigation water lines
- ✓ Extensive invasive tree removal
- ✓ Drainage issues
- ✓ Septic tanks challenges (converted to sewer)
- ✓ COVID-19 contractor staff delays
- ✓ 100-year rain flood event during construction

# GOLF COURSE DESIGN BUILD FUNDING

Contract Award: \$2,286,404 (No contingency)

Total Change Order's (CO): \$206,320 / Other: \$148,001\*

Final Expenses Sum: \$2,640,725

Funding Source: Capital Project Loan Proceeds

- CO 1 - Turf Eradication: \$36,739
- CO 2 - Exotic Removal: \$57,927
- CO 3 - Exotic Removal: \$7,804
- CO 4 - Fiber Cable Relocate: \$5,006
- CO 5 - 960ft PVC Pipe (Water transfer) & Tiff Grand Collars for Greens: \$50,632
- CO 6 –Repair of transit well line: \$582
- CO 7 – Repair/Replace 6” transfer line/drainage repair due to airport run off/additional conduit/electrical pull boxes: \$47,630
- **CO 8 – Fringe Area Improvements: \$127,727 (Removed)**
- Other Expenses – Signage, Golf Restroom Shortfall: \$148,001\*

# 3 New Restrooms – 1 for each 9 hole

Septic to Sewer / Ice Machine / Chilled H<sub>2</sub>O Fountains



# REVERSIBLE 9 COURSE CONSTRUCTION APRIL 2020





# REVERSIBLE 9 COURSE CONSTRUCTION APRIL 2020



# REVERSIBLE 9 COURSE CONSTRUCTION APRIL 2020



# REVERSIBLE 9 COURSE CONSTRUCTION MAY 2020



# REVERSIBLE 9 COURSE CONSTRUCTION MAY 2020



# REVERSIBLE 9 COURSE CONSTRUCTION JUNE 2020



# REVERSIBLE 9 COURSE CONSTRUCTION JUNE 2020



# REVERSIBLE 9 COURSE CONSTRUCTION JULY 2020



# REVERSIBLE 9 COURSE CONSTRUCTION JULY 2020





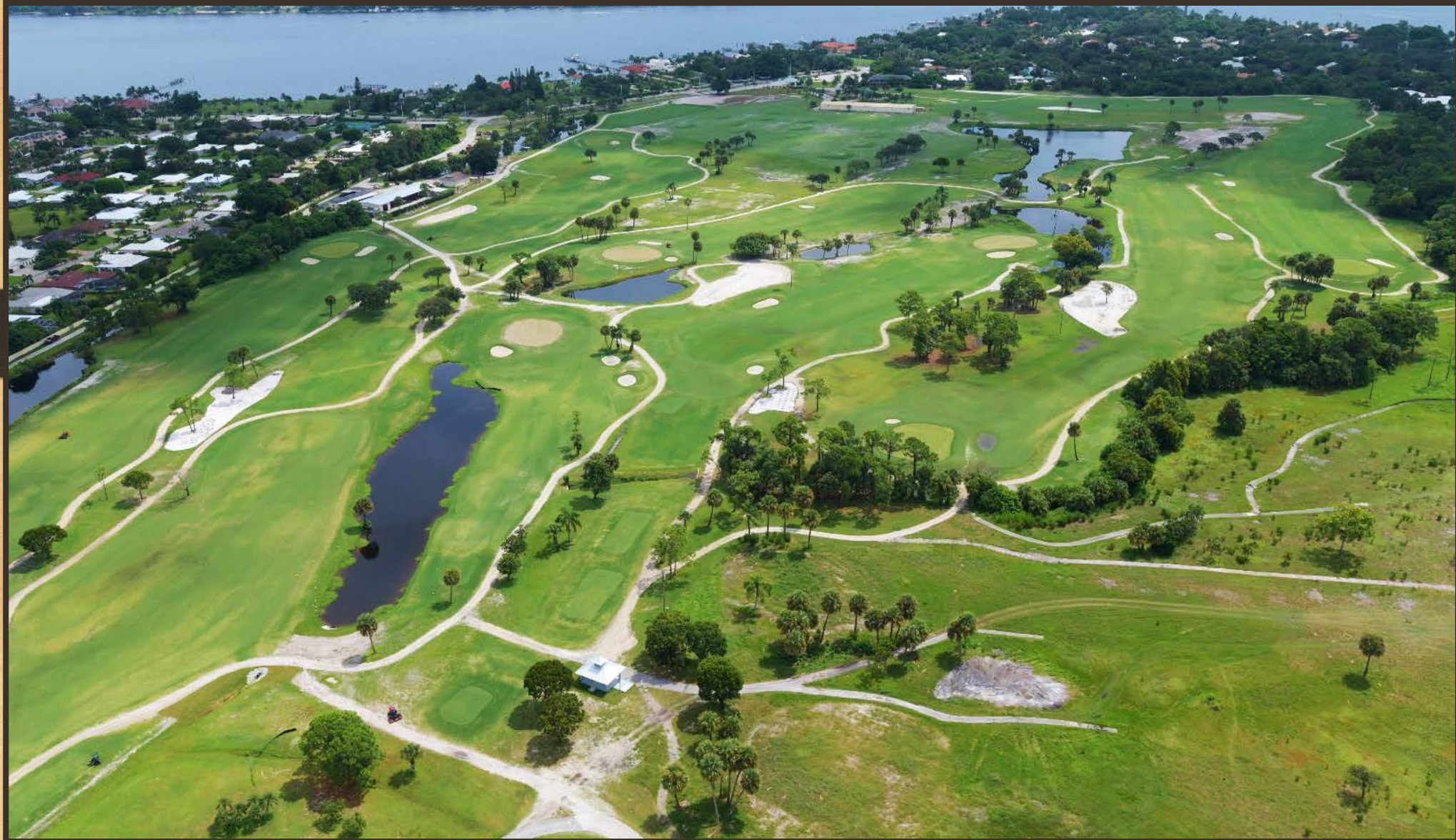
# REVERSIBLE 9 COURSE CONSTRUCTION JULY 2020



# REVERSIBLE 9 COURSE CONSTRUCTION AUGUST 2020



# REVERSIBLE 9 COURSE CONSTRUCTION AUGUST 2020



# REVERSIBLE 9 COURSE CONSTRUCTION AUGUST 2020



# REVERSIBLE 9 COURSE CONSTRUCTION AUGUST 2020



# REVERSIBLE 9 COURSE CONSTRUCTION SEPTEMBER 2020



# REVERSIBLE 9 COURSE CONSTRUCTION SEPTEMBER 2020



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# REVERSIBLE 9 COURSE CONSTRUCTION SEPTEMBER 2020



# DRIVING RANGE BEFORE



# NEW DRIVING RANGE EXPERIENCE



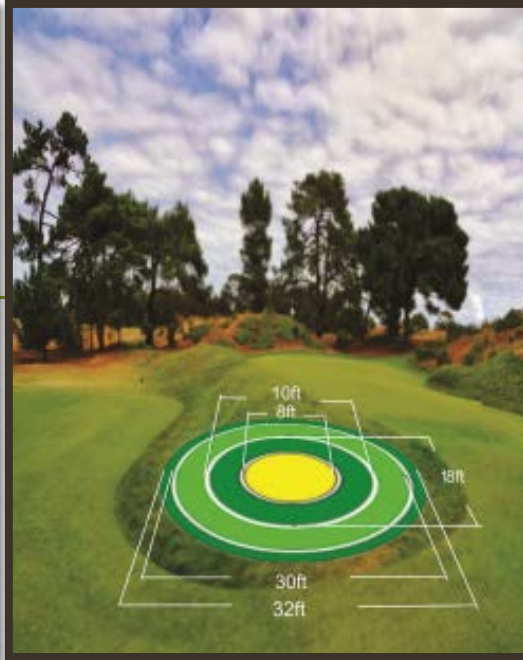
# MOBILE RANGE EXAMPLE



Mobile Range is currently out to bid for proposals \* Estimated annual revenue is \$150,000 \* ONLY range in the Region

\*App is FREE (Guest only need purchases buckets of balls) (SOURCE VIDEO- Trackman)

# Glow Gear Ball Range – 50% Evening Capacity = \$93,000 in annual revenue



ABOVE AND BEYOND

- Environmental Sustainability -

# SAILFISH SANDS

## Environmental Features

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- ✓ Reduced irrigation by 30%.
- ✓ Showcases the natural sand dune.
- ✓ Removal of invasive plants.
- ✓ Use of native plants: slash pines, palmettos, oak trees, and native ornamental grasses.



# SAILFISH SANDS & WILLOUGHBY CREEK STA

- ✓ Sailfish Sands is located adjacent to the Willoughby Creek STA.
- ✓ Some of the water from the STA may be used for irrigation at the golf course.
- ✓ Turf irrigated with this water will consume more nutrients providing additional water quality treatment.
- ✓ Then the water is further filtered through the ground and returns to the Willoughby Creek STA and later on to the St. Lucie River.

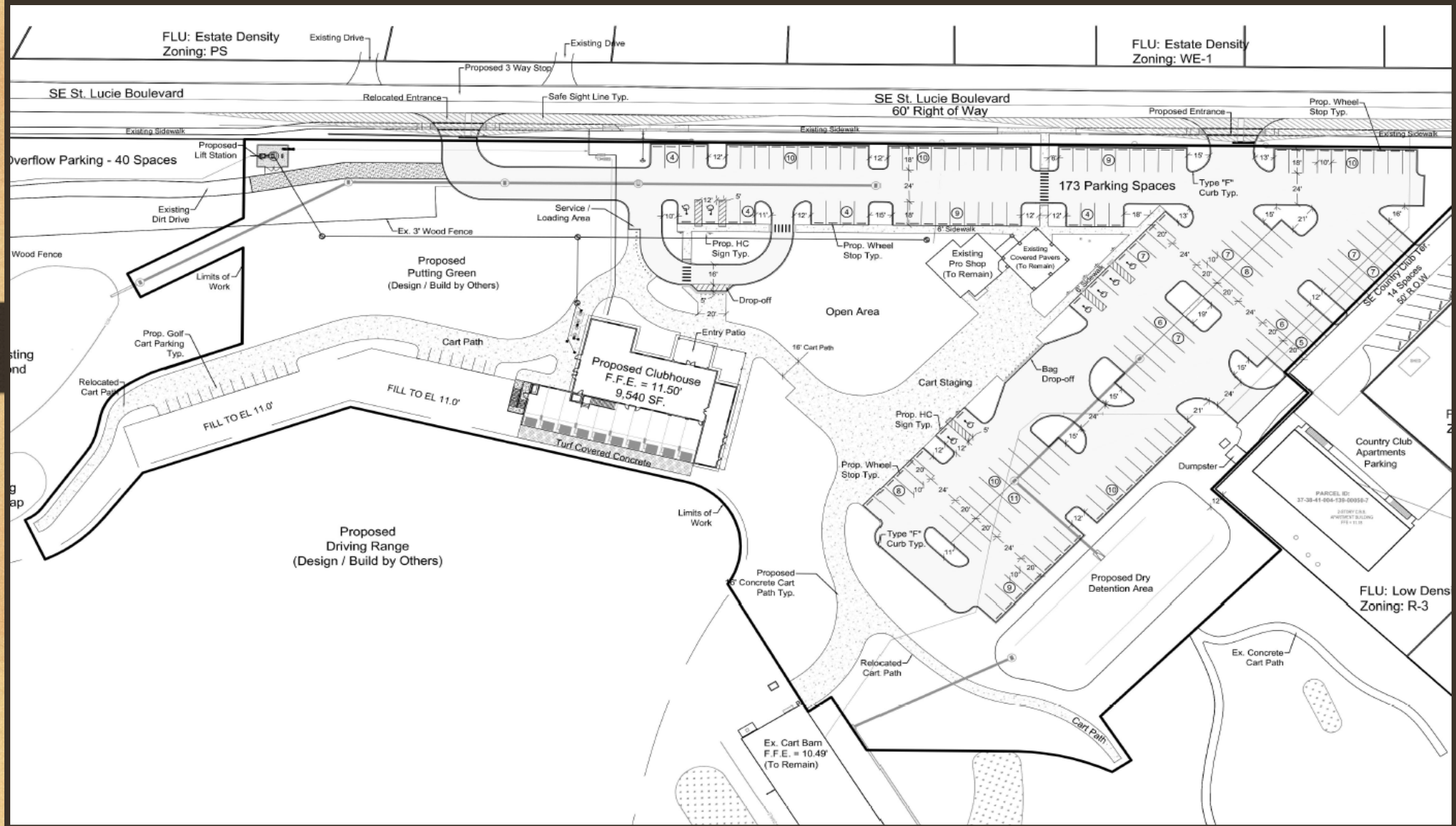




# SAILFISH SANDS GOLF COURSE OPENS JANUARY 2021



# PHASE 2 – PARKING LOT/CART PATH/LIGHTING LANDSCAPING RENOVATIONS/NEW CART PATHS



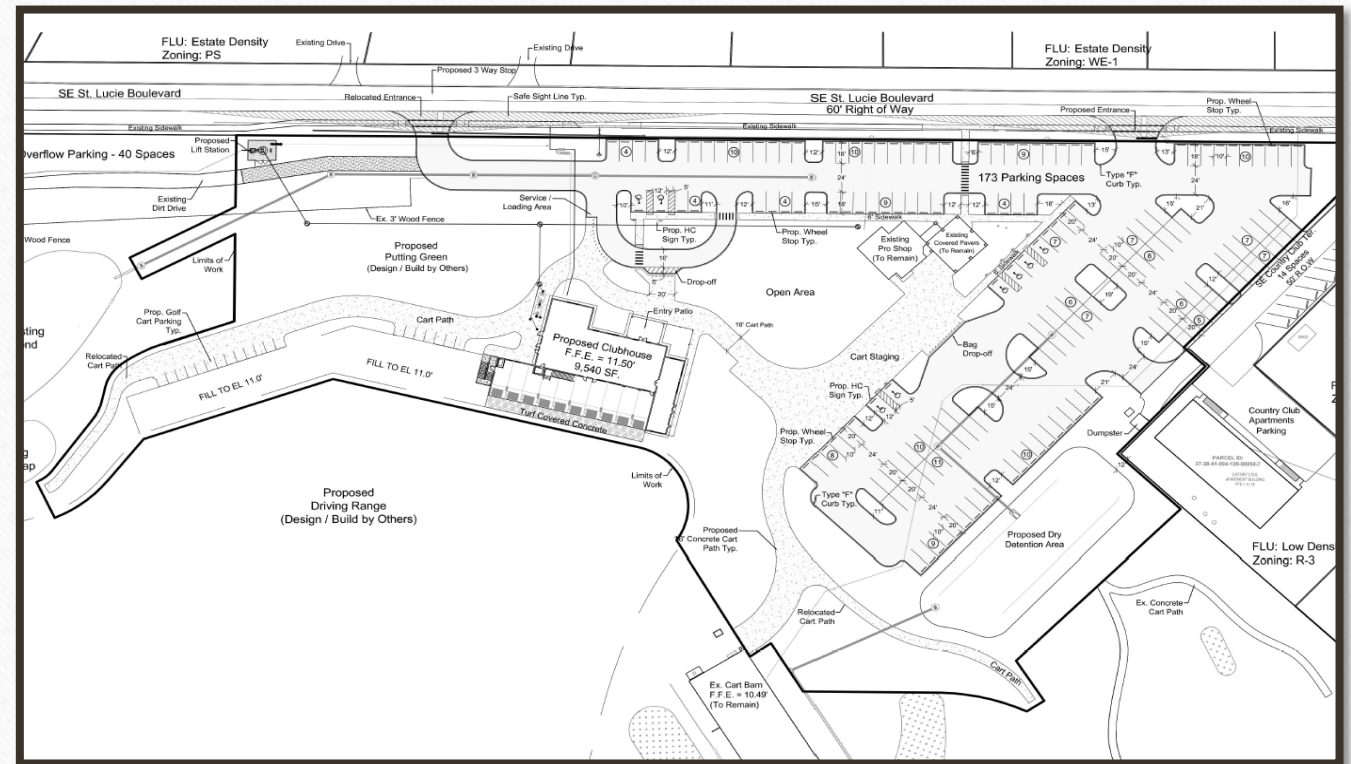
# PHASE 2 DESIGN FEATURES

Bids Opening October 21, 2020

- ✓ 114 to 173 spaces
- ✓ New Landscaping
- ✓ New Drainage
- ✓ LED Parking Lot Lights
- ✓ Bag Drop Off Areas
- ✓ New Entrance Location
- ✓ Golf Cart Parking Near Range
- ✓ Driving Range Lights
- ✓ Lift Station addition
- ✓ New irrigation
- ✓ Gold/Blue – Cart Pathways  
(Separate project currently being quoted)

# PHASE 2 – PARKING LOT/ETC. COST ESTIMATES

Estimate: \$1,229,646



# PHASE 3 – PRO-SHOP, CLUB HOUSE & HITTING BAY DESIGN

## ✓ Clubhouse & Hitting Bays

- Florida vernacular design.
- Full service dining and bar.
- 20 Climate-controlled hitting bays with golf ball tracing technology.
- Event room overlooking the driving range.
- Full service bar & kitchen
- Hours: 9am to 10pm

## ✓ Pro-Shop renovation

- ✓ New roof, windows, painting
- ✓ Interior improvements
- ✓ Office space for First Tee of the Treasure Coast



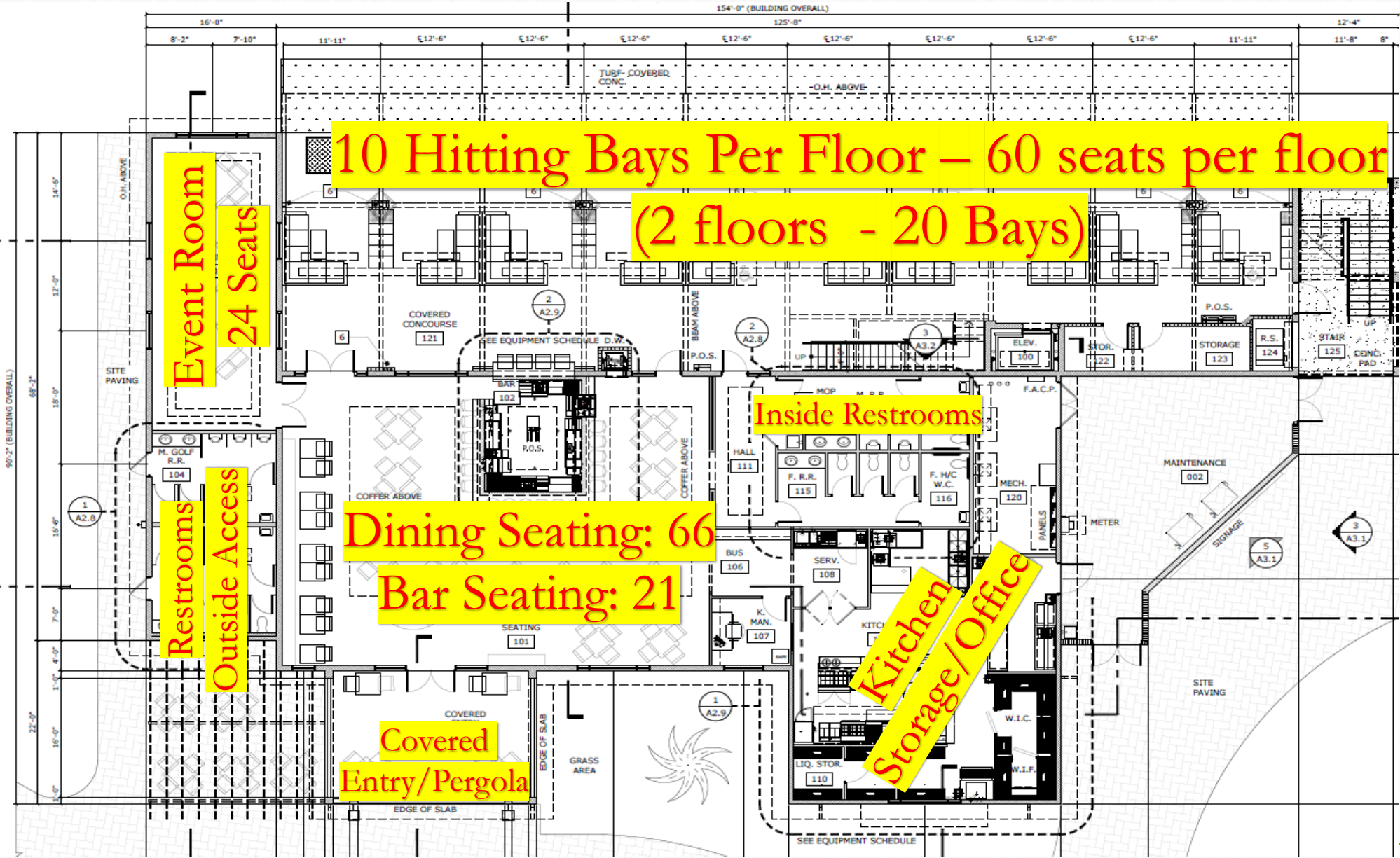
# CLUB HOUSE DATA

## CLUB HOUSE

- Clubhouse Square Feet under air:  
5,593 sq. ft.
- Exterior Pergola Patio: 460 sq. ft
- Covered Entry: 468 sq. ft.
- Total Square Ft: 6,521

## HITTING BAYS

- First Floor Hitting Bays: 3,619 nsf.
- Second Floor Hitting Bays: 4,058 nsf.
- Total Square Ft: 7,677



10 Hitting Bays Per Floor – 60 seats per floor  
(2 floors - 20 Bays)

Event Room  
24 Seats

Inside Restrooms

Dining Seating: 66  
Bar Seating: 21

Restrooms  
Outside Access

Kitchen  
Storage/Office

Covered  
Entry/Pergola

# CLUBHOUSE EXTERIOR DESIGN





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# CLUBHOUSE EXTERIOR DESIGN



# CLUBHOUSE INTERIOR DESIGN



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# GOLF IS CHANGING

- Industry Trends -

# GOLF TECHNOLOGY

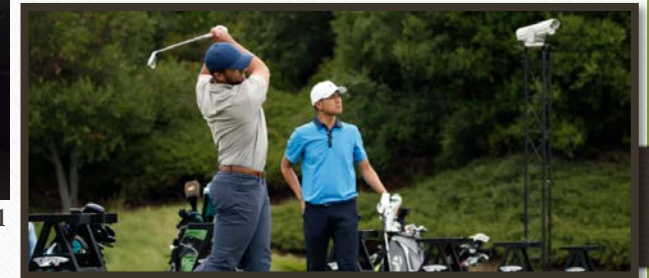
- ✓ Connected ranges have arrived and are here to stay.
- ✓ Aimlessly hitting balls from a bucket at a range is a thing of the past.
- ✓ Different set-ups: from mobile app-connected grids to hitting bays with sensors and computers.
- ✓ Wireless systems track golf balls to their landing spots and calculate shot data along the way which golfers use to improve their skills.
- ✓ Gaming features bring non-golfers and families to experience the game in a fun, relaxed way.



Prairie Fire Golf & Grill



Southampton Golf Range



Quail Ridge Golf Club



Big Shots – Vero Beach

# FACILITY TRENDS

- ✓ Topgolf Augusta venue concepts:
  - Smaller venues, economically viable and aimed to serve small and mid-sized cities.
  - Full Range ball-tracking system to score each shot.
- ✓ Games, food and beverage, entertainment, and socialization opportunities. All intended to enhance engagement, for golfers and non-golfers alike.
- ✓ National Golf Foundation (NGF) research shows that almost as many people now participate in off-course forms of golf – from Topgolf to outdoor ranges and indoor simulators – as the more-than 24 million Americans who play traditional, green-grass golf.
- ✓ Surveys show that the two forms of golf complement each other. A recent NGF study indicates 75% of non-golfers who visited Topgolf expressing an interest in playing on an actual course.



A rendering of the range area at Topgolf Augusta. (Image courtesy: Topgolf Entertainment Group)

## GROWING THE GAME

**15.7 Million people who didn't play golf in 2019 said they are "very interested" in playing golf on a golf course. This pool of potential golfers over the past 3 years is attributable in part to the growth and popularity of off-course golf.**

Source: N.G.F.

**34.2 Million Americans age 6+ played golf (both on-course and off-course) in 2019. This includes 24.3 million people who played on a golf course and another 9.9 million who participated exclusively in off-course golf activities at places like driving ranges, indoor golf simulators or golf entertainment venues like Topgolf and Drive Shack.**

Source: N.G.F.

## SAILFISH SANDS WILL:

- ✓ Provide affordable public golf.
- ✓ Offer attractive & engaging programs for each generation:
  - ✓ **Baby Boomers (56-74):** Championship 18-hole course, walkable 9-hole course, new driving range, leagues, tournaments, golf clinics.
  - ✓ **Gen X (40-55):** Innovative reversible 9-hole course, data-driven practice range for golf improvement, leagues, tournaments.
  - ✓ **Millennials (24-39):** Technology-driven experiences (interactive targets, virtual golf, video games), opportunities for social experiences with family & friends (lounge-style hitting bays, full service restaurant and special events room), golf lessons, fast 9-hole course play with 2 different experiences in one course.
  - ✓ **Gen Z (5-24):** First contact with golf clubs through fun video games, glow balls and interactive targets. Transition to course play via youth golf programs & lessons.
- ✓ Have Golf Professionals on-site to help players improve and enjoy the game.
- ✓ Host The First Tee of the Treasure Coast programs (after school, Saturday and summer camp), taught by PGA and LPGA certified instructors. Each session includes a Nine Core Value and Nine Healthy Habit, encompassed into golf instruction. The Nine Core Values of the First Tee program are Honesty, Integrity, Sportsmanship, Respect, Confidence, Responsibility, Perseverance, Courtesy and Judgment.

# CLUB HOUSE/HITTING BAYS & CLUB HOUSE ONLY

SAILFISH SANDS CLUB HOUSE & HITTING BAY PROJECTIONS		SAILFISH SANDS CLUB HOUSE ONLY PROJECTIONS	
Annual Revenue	\$2,756,000	Annual Revenue (50,000 rounds * \$6.30 per round)	\$315,000
Building Square Feet	14,198	Building Square Feet	6,521
Building Square Foot Cost	\$297	Building Square Foot Cost	\$297
All Building Costs	\$4,222,145	All Building Costs	\$1,939,189
Annual Operating Expenses	\$1,864,038	Annual Operating Expenses	\$435,450
FY21 Budgeted Golf Course Subsidy	\$763,741	FY21 Budgeted Golf Course Subsidy	\$763,741
Net Operating Loss/Gain (No Subsidy)	\$128,222	Net Operating Loss/Gain (Subsidy)	(\$884,191)

# PHASE AND COSTS SUMMARY

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Capital Projects Loan Proceeds : \$5,500,000

- Phase 1 All Course Renovations: \$ 2,640,725 (COMPLETE)
- Phase 2 Parking Lot/Landscaping: \$1,229,646 (BID OPENING 10/21/2020)
- Phase 3 Clubhouse/Hitting Bays: \$3,479,555 (100% DESIGNED)
- Phase 3 Change Orders/Permits/FFE/Support Expenses (\$742,590)

Total: \$8,092,516

Short Fall: \$2,592,515 (No Contingency) Ask: Not to Exceed \$3,000,000

# THANK YOU

