

S.C.G.A. Public Meeting

October 7, 2008

Sept 15 - Public Meeting at Pearce School

Reviewed imminent threat of owner to close G.C.

Discussed immediate & long-term negative impact
& loss to Sunsites Community

- Real Estate Values
- Downturn of business climate
- Visual appearance of Sunsites
- Quality of Life - for every individual
- Loss of population
- Limited attraction of new residents to the area
- Sunsites forever changed

175 - 200 people present & voted overwhelmingly to proceed:

1.) Gather needed information to prevent catastrophic changes to our community
2.) Take the steps necessary to gain control of the G.C. To insure a positive outcome to everyone thru-out the community
3.) Support this effort financially & thru volunteering time, resources, experience, solutions AND a positive, confident attitude about our future
- 4.) We knew it was the will of the community as we collected \$12,000 at this meeting to meet the electric bill due the next morning to keep the G.C. alive

What has occurred since this first meeting 3 weeks ago?

- The Sunsites Community Golf Association was solidified & a board of volunteers was selected to coordinate community efforts. Ray Klumb, Tim Heine, Doug Payne, Linda Gorton, Jyme Stoner, Ron Smullins & Rex Shaffer
- Many, many meetings & discussions were had thru-out the community with hundreds of citizens participating to help solve the problem
- A dialog & negotiation was opened with the owner to acquire control of the G.C.
- Hundreds of suggestions were offered by a wide range of citizens that has proved to be extremely beneficial
- A strong business plan was formulated to operate the G.C. in a prudent manner that will result in a G.C. that is a stand alone, self sustaining, independent entity

What has been the result of this activity?

- Wide spread support from golfers and non-golfers alike, who understand the importance of the G.C. as a core identity & sustainer of our community. The G.C. is undoubtedly THE most important asset in our part of Cochise County
- Wide spread support from the business community
- Strong support from our S.C.A. - The Community Center - Chamber of Commerce -
- Visitors Center, Stronghold Merchants Group & many other social & business organizations
- Generous support from large corporations such as Valley Telecom, SSVEC, Great Western Bank & many others who are committed to helping us succeed

Internally, we have made much progress:

- Slashed overhead by over 60%
- Instituted a marketing plan to dramatically increase revenues; to include memberships, daily fee play, tournaments, outside group play & junior play
- Identified allied events that will benefit all citizens as we regain full usage of our number one asset
- Structured a management plan for every area of responsibility with experienced responsible employees & volunteers to oversee each department
- Initiated a purchase agreement with John Deere Company to acquire necessary equipment to maintain the G.C. This is a sterling example of how we have dramatically lowered overhead. The old equipment was not high quality & cost \$7500 per month. The new equipment is top of the line & will cost \$1500 per month for 4 years & we will own it.
- We have identified areas that need immediate attention & are working our way thru them to resolve the various issues

The culmination of all this effort has resulted in a lease agreement whereby the community is protected & our future is secure

LEASE:

- **6 months**
- **5 one year rollovers**
- **Release of 30K dollar electric deposit from current owner to our community**
- **Right of 1st refusal**
- **Purchaser Identified**
- **Secure the G.C.**
- **Record Agreement**
- **Involve County Supervisors**
- **Current Owner will reimburse us for all shortfalls from October 6, 2008 forward to release date**
- **Pay \$200,000 Bonus to the community to vacate the lease**
- **Purchase Golf Course in the future, if that is the will of the community**

The Lease entered into 10/6/2008

Recorded in Bisbee today at 9:19 AM

How was all of this possible in just 3 weeks?

- Broad-based, generous community response in making donations & volunteering time

What do we need to do now?

- HAVE FUN
- ENJOY SUNSITES!
- If you are a golfer - join the club - become a member
- Encourage friends & relatives to bring their clubs when visiting
- Participate in all the upcoming events and activities that will be centered around the club
- Attend this Sundays' Community-wide Celebration at the G.C.
- Continue to volunteer!
- Have fun with your neighbors as we work to unite our community in this MOST important cause
- Continue to support Sunsites with your financial contributions until we can sustain the course from club activity alone
- Purchase your membership tonight
- Make a 6 month financial commitment tonight
- Voluntary contributions suggested amount
 - \$50 / month, \$300/ 6 months - Homeowner
 - \$200/ month, \$1200/ 6 months - Business

What we are seeing before our very eyes is a community becoming mature and responsible...

Lived too long not appreciating that Sunsites is OUR responsibility - Big Brother is gone. To sustain, improve and secure our future, we must ALL step up to the plate and get involved.

We ALL want to live in a vibrant, fun community.

NOW is our chance to contribute to this REALITY.

Q & A

What will the cost of a round of golf be?

Greens fee for 18 holes will be \$25 with a cart; \$20 to walk.

Greens fee for 9 holes will be \$15 with a cart; \$12.50 to walk.

Replays will be half-price

What will the cost of memberships be?

A goal is to encourage membership and the new rates are designed to be competitive with the other courses in Cochise County. Since our initial lease term will be six months, we will offer 6-month memberships at the following rates:

Single: \$600

Couple: \$900

Family: \$1000

Junior (under 18) \$150

Walkers/joggers \$50

Small Business \$1225 (golf for sponsor and guest)

Corporate \$2250 (30 rounds per month)

If membership fee is paid in advance, cart use is included. If membership fee is paid monthly, \$10 cart fee per player per round will apply. We will continue to offer pro-rated, multi-month memberships up until the date of lease renewal at which time we will offer one-year memberships.

OCTOBER 7, 2008 - SCGA PUBLIC MEETING -

OCTOBER 12, 2008 - SUNSIDES COMMUNITY CELEBRATION! See flyer

OCTOBER 18, 2008 - Par 3 course clean-up

OCTOBER 25, 2008 - RALLY FOR THE COURSE GOLF TOURNAMENT

- Registration at 9 AM

- Shotgun Start at 9:30 AM.

- 4 Person Scramble

- Fees Include Golf Kart

- Lunch

- Team Prizes

- Door Prizes

*****HOLE SPONSORSHIPS AVAILABLE NOW*****

Contact Linda Gorton for details.

520-826-1919

