

Key Assumptions and Financial Modeling results

Facility, Year Open	"45-Hole Plan"	"36-Hole Plan"
	North Course open for 2 years*	High End plus North Course remains open
High End	Yes, 2011	Yes, 2011
Moderate	Yes, 2013	No
9-Hole Par 3	Yes, 2013	No
North Course	Yes, 2009 & 2010	Yes, Now
Stabilized Rounds		
High End	24,000	24,000
Moderate	32,000	n/a
9-Hole Par 3	25,000	n/a
North Course	40,000	38,000
Total	81,000	62,000
Peak Green Fee Assumptions		
High End	\$108	\$108
Moderate	\$68	n/a
9-Hole Par 3	\$16	n/a
North Course	\$23	\$30
Peak Resident Green Fee Assumption		
High End	\$81	\$81
Moderate	\$51	n/a
9-Hole Par 3	\$14	n/a
North Course	\$21	\$27
Composite Average Green Fee		
High End	\$73	\$73
Moderate	\$42	n/a
9-Hole Par 3	\$8	n/a
North Course	\$14	\$18
Composite Resident Green Fee		
High End	\$65	\$65
Moderate	\$40	n/a
9-Hole Par 3	\$8	n/a
North Course	\$14	\$18
2016 Revenue	\$5,327,000	\$4,084,000
Moderate	\$1,568,000	\$1,160,000
9-Hole Par 3	29%	28%
North Course		

Note: 2016 is first stabilized play levels for all scenarios

*Note: North Course open until high-end opens, then two-year lapse while moderate and 9-hole par-3 are constructed. Total excludes temporary use of North Course.

Consolidated Income Statement- 45-Hole Plan

	Year 1 2009	Year 2 2010	Year 3 2011	Year 4 2012	Year 5 2013	Year 6 2014	Year 7 2015	Year 8 2016	Year 9 2017	Year 10 2018
Annual Starts										
High End	-	-	18,000	20,000	24,000	24,000	24,000	24,000	24,000	24,000
Moderate	-	-	-	-	-	28,000	30,000	32,000	32,000	32,000
9-Hole Par 3	-	-	-	-	-	18,000	24,000	25,000	25,000	25,000
North Course (temporary)	40,000	40,000	-	-	-	-	-	-	-	-
	40,000	40,000	18,000	20,000	24,000	70,000	78,000	81,000	81,000	81,000
Revenues										
Greens Fee Revenue	\$568,000	\$580,000	\$1,360,000	\$1,543,000	\$3,313,000	\$3,525,000	\$3,701,000	\$3,774,000	\$3,851,000	\$3,926,000
Cart Rentals	\$260,000	\$265,000	\$225,000	\$255,000	\$577,000	\$609,000	\$641,000	\$654,000	\$667,000	\$680,000
Driving Range (Rounds-based)	\$40,000	\$41,000	\$23,000	\$27,000	\$80,000	\$87,000	\$93,000	\$94,000	\$97,000	\$99,000
Driving Range (Not Rounds-based)	\$350,000	\$357,000	\$364,000	\$371,000	\$379,000	\$386,000	\$394,000	\$402,000	\$410,000	\$418,000
Pro Shop Merchandise	\$40,000	\$41,000	\$150,000	\$170,000	\$429,000	\$464,000	\$488,000	\$499,000	\$509,000	\$518,000
F&B Grill/Snack Bar	\$80,000	\$82,000	\$150,000	\$170,000	\$428,000	\$471,000	\$495,000	\$506,000	\$515,000	\$525,000
Banquet/Non Golf F&B	\$25,000	\$25,000	\$144,000	\$153,000	\$203,000	\$209,000	\$214,000	\$218,000	\$222,000	\$227,000
Miscellaneous Revenue	-	-	\$28,000	\$32,000	\$77,000	\$81,000	\$86,000	\$87,000	\$89,000	\$91,000
Total Golf Revenue	\$1,363,000	\$1,391,000	\$2,444,000	\$2,721,000	\$5,486,000	\$5,832,000	\$6,112,000	\$6,234,000	\$6,360,000	\$6,484,000
Less Cost of Goods Sold	\$126,000	\$129,000	\$326,000	\$362,000	\$783,000	\$847,000	\$886,000	\$907,000	\$924,000	\$941,000
Net Operating Revenue	\$1,237,000	\$1,262,000	\$2,118,000	\$2,359,000	\$4,703,000	\$4,985,000	\$5,226,000	\$5,327,000	\$5,436,000	\$5,543,000
Expenses										
Course Maintenance	\$343,000	\$350,000	\$959,000	\$996,000	\$1,881,000	\$1,937,000	\$1,985,000	\$2,026,000	\$2,065,000	\$2,107,000
Golf and cart operations	\$230,000	\$235,000	\$364,000	\$371,000	\$789,000	\$805,000	\$820,000	\$837,000	\$854,000	\$871,000
General and Administrative	\$230,000	\$235,000	\$352,000	\$359,000	\$659,000	\$672,000	\$686,000	\$699,000	\$713,000	\$728,000
Incentive Management Fee	-	-	-	-	-	-	-	-	-	-
Other Expenses	\$10,000	\$10,000	\$93,000	\$95,000	\$186,000	\$190,000	\$193,000	\$197,000	\$201,000	\$205,000
Total Expenses	\$813,000	\$830,000	\$1,768,000	\$1,821,000	\$3,515,000	\$3,604,000	\$3,684,000	\$3,759,000	\$3,833,000	\$3,911,000
Total NOI	\$424,000	\$432,000	\$350,000	\$538,000	\$1,188,000	\$1,381,000	\$1,542,000	\$1,568,000	\$1,603,000	\$1,632,000
NOI Percentage	34%	34%	17%	23%	25%	28%	30%	29%	29%	29%

Note: Dollar amounts rounded to nearest \$1,000

Source: Economic Research Associates

Consolidated Income Statement- 36-Hole Plan

	Year 1 2009	Year 2 2010	Year 3 2011	Year 4 2012	Year 5 2013	Year 6 2014	Year 7 2015	Year 8 2016	Year 9 2017	Year 10 2018
Annual Starts										
High End	-	-	18,000	20,000	24,000	24,000	24,000	24,000	24,000	24,000
Moderate	-	-	-	-	-	-	-	-	-	-
9-Hole Par 3	-	-	-	-	-	-	-	-	-	-
North Course (temporary)	35,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000
	35,000	38,000	56,000	58,000	62,000	62,000	62,000	62,000	62,000	62,000
Revenues										
Greens Fee Revenue	\$644,000	\$713,000	\$2,087,000	\$2,285,000	\$2,646,000	\$2,698,000	\$2,752,000	\$2,807,000	\$2,863,000	\$2,921,000
Cart Rentals	\$175,000	\$194,000	\$423,000	\$457,000	\$518,000	\$528,000	\$538,000	\$549,000	\$560,000	\$571,000
Driving Range (Rounds-based)	\$35,000	\$39,000	\$63,000	\$67,000	\$73,000	\$75,000	\$77,000	\$78,000	\$80,000	\$81,000
Driving Range (Not Rounds-based)	\$350,000	\$357,000	\$364,000	\$371,000	\$379,000	\$386,000	\$394,000	\$402,000	\$410,000	\$418,000
Pro Shop Merchandise	\$35,000	\$39,000	\$190,000	\$210,000	\$249,000	\$254,000	\$259,000	\$265,000	\$270,000	\$274,000
F&B Grill/Snack Bar	\$70,000	\$78,000	\$229,000	\$251,000	\$290,000	\$296,000	\$302,000	\$308,000	\$314,000	\$320,000
Banquet/Non Golf F&B	\$23,000	\$24,000	\$169,000	\$178,000	\$195,000	\$199,000	\$203,000	\$207,000	\$211,000	\$216,000
Miscellaneous Revenue	\$18,000	\$19,000	\$48,000	\$52,000	\$60,000	\$61,000	\$62,000	\$63,000	\$64,000	\$66,000
Total Golf Revenue	\$1,350,000	\$1,463,000	\$3,573,000	\$3,871,000	\$4,410,000	\$4,497,000	\$4,587,000	\$4,679,000	\$4,772,000	\$4,867,000
Less Cost of Goods Sold	\$111,000	\$122,000	\$451,000	\$489,000	\$559,000	\$570,000	\$582,000	\$595,000	\$607,000	\$617,000
Net Operating Revenue	\$1,239,000	\$1,341,000	\$3,122,000	\$3,382,000	\$3,851,000	\$3,927,000	\$4,005,000	\$4,084,000	\$4,165,000	\$4,250,000
Expenses										
Course Maintenance	\$338,000	\$344,000	\$1,310,000	\$1,354,000	\$1,416,000	\$1,445,000	\$1,473,000	\$1,503,000	\$1,533,000	\$1,563,000
Golf and cart operations	\$230,000	\$235,000	\$603,000	\$615,000	\$628,000	\$640,000	\$653,000	\$666,000	\$679,000	\$693,000
General and Administrative	\$230,000	\$235,000	\$591,000	\$603,000	\$615,000	\$627,000	\$640,000	\$652,000	\$665,000	\$679,000
Incentive Management Fee	-	-	-	-	-	-	-	-	-	-
Other Expenses	-	-	\$93,000	\$95,000	\$97,000	\$99,000	\$101,000	\$103,000	\$105,000	\$107,000
Total Expenses	\$798,000	\$814,000	\$2,597,000	\$2,667,000	\$2,756,000	\$2,811,000	\$2,867,000	\$2,924,000	\$2,982,000	\$3,042,000
Total NOI	\$441,000	\$527,000	\$525,000	\$715,000	\$1,095,000	\$1,116,000	\$1,138,000	\$1,160,000	\$1,183,000	\$1,208,000
NOI Percentage	34%	39%	17%	21%	28%	28%	28%	28%	28%	28%

Note: Dollar amounts rounded to nearest \$1,000

Source: Economic Research Associates