

GOLF COURSE Q AND A PART III – These questions and comments came from the last few meetings in the series, and via email. As always, we have done our best to answer to the best of our ability, any new questions, concerns or ideas. We have shared a few comments we have received from residence as well.

Q. Why would anyone build on a golf course? There are wetlands and wouldn't they have to do a traffic study?

**A. There's really not much more developable land in Bluffton. Most is bought up and awaiting developing. If any new opportunities arise, large corporations and developers are finding it and trying to develop it, especially with the Prime location Eagles Pointe offers.**

(The comment was made by someone at the meeting that it could never happen (or would take 20-25 yrs for Beaufort County to approve) at Eagles Pointe. I respectfully disagreed with that assessment due to being in the real estate business for 17 years and watching wetlands get special credits, built up and then built on. Beaufort County has made deals with large developers and allowed things we didn't think possible. I fear that could even be a possibility in Eagles Pointe. I'm against any option that even opens the door that this could happen to our community.)

Q. What's taking the lawyers so long to get back to us? There were some questions we asked in the first meeting that we still don't have answers too.

**A. Once we have the answer to the questions of what acreage can be developed, we will give that answer to the community and others. Hopefully that will be next week.**

Q. Why can't Crown sell the golf course now? I heard they had an offer they turned down, is that true?

**A. We have heard that too. They had The Crescent and Eagles Pointe both listed for around \$2.9 million. They received an offer From Hilton Head National for \$2.5 million and thought they'd be cute and counter at \$2.7 million. By the time they countered the buyers had changed their mind and said no thank you.**

Q. If they walked away from \$2.5 million why do we think we can get it cheaper? Have you asked them to give us the course?

**A. We don't. If, and I stress if, we decide as a community to buy it we will negotiate. Remember, that was for The Crescent and Eagles Pointe. We were told they were not interested in us alone. When we had our meeting they told us they felt the course was worth something to someone, even a dollar. We offered the dollar. Once we get back the valuation, we will know a lot more.**

Q. When will we have the numbers and the valuation, we can't make a decision without those things?

**A. Hopefully mid March. They first wanted Dec 31<sup>st</sup> and we said no. Then they wanted January or February, we said no. We explained the process we are going through with the community and they appreciated it. They are willing to wait until we have an answer, perhaps mid April or early May, but they won't wait forever. Once we have everything we will share it with all of you. You will have plenty of time to review it.**

Q. Are you having this evaluated as a golf course or land?

**A. A golf course.**

Q. An LLC is not totally harmless. Is our attorney evaluating if giving a subsidy or receiving revenue might make us a partner? If sharing revenue we could become a partner making us liable.

Q. Is our attorney evaluating our covenants and on any Federal or State levels to be sure that Crown can or can't just walk away?

**A. Yes, but we will get a better response for you on both.**

Q. You have said in the past that there is a cost to doing nothing, what is the cost? What expenses would we have by doing nothing?

**A. There may not be a cost. It's a risk.**

Q. A cost could come with the risk of doing nothing. IF Crown doesn't sell and they are here for two years, with not support from us, no Capital Improvements being done, who takes care of the lagoon system?

**A. If Crown decides to shut the course down or maybe sell it to someone who could care even less than Brown did, who takes care of the lagoons? If closed, add to that the front entrance, the clubhouse, the golf cart building, the parking lot, the road. Eventually it could become our problem and we would be sitting in the same place. It is a risk, we know that, but it is still something we are sharing because we don't want anyone coming to us later saying, "You didn't warn us" As did happen in Traditions / Old Carolina and Rose Hill when they saw their golf course go fallow and overgrown.**

**EMAILED COMMUNITY COMMENT: As an active real estate professional in Bluffton for the last 17 years, my opinion is that doing nothing would greatly affect sales of homes and diminish home values in Eagles Pointe. It will put the community, especially the golf view homes, in limbo with the possibility of the land sale at auction at some point. Anyone with the money would be able to buy this land at auction. Every prospective buyer that views homes will ask what is happening with our situation and no one will have an answer. What buyer would purchase a home that backs up to a defunct golf course, that could be in receivership and no one knows what will happen to the land behind the home? I certainly would not!**

Q. If we owned the golf course could we have a gate, maybe with a code not a person?

**A. We could but that also proposes problems. With a code everyone coming and going, from the pizza delivery guy to the handyman would eventually have the code. Also, emergency vehicles could not easily get in. The reason we renovated the guard shack is that most people who drive by here think we have a gate. It is a deterrent. We do have HD cameras at the entrance and the exit. We did get prices and it was in the ballpark of \$45,000.**

Q. Can a vacant or foreclose home vote?

**A. All homeowners, rentals, vacant, that are not in the rears with dues, can vote. Foreclosures can't vote.**

Q. When we vote, can we use lot numbers and publish the votes so we know who voted and can see our vote was correct? We need full transparency.

**A. That wouldn't work as it is a private vote but we will have the lawyers office tally the votes. We will be having a "get out the vote" campaign. We don't care how you vote, but we want everyone to vote, if possible.**

Q. You said the GM they have now worked for Brown in the years he ran the course down, and he was the same guy who said we couldn't have a sign (which could have cost them some lost income) Why is he still here?

**A. Crown Golf owns the course and hires and pays their employees. As the owner, the prerogative as to who they employ is totally theirs.**

Q. What is the lawyer's hourly fee? Can you be more exact on where we are as far as expense with them right now as far as the course issue is concerned?

**A. Hourly is \$225. To date our invoices total a hair under \$6900 specific to the golf course issue.**

Q. Is it true that we could have had the appraisal done for next to nothing by a person that used to work at the course when it first opened?

**A. We hired Golf Property Analysts because they are certified appraisers, they carry out their appraisal based upon the Uniform Standards of Professional Appraisal Practice and they are governed by the Code of Ethics of the Appraisal Institute. I doubt that the individual who used to work at the course meets the above criteria.**

Q. The person/company that did do the work on this, did they also do the same for either Brown or Triple Crown a few years back? If so, seems like a conflict of interest to me.

**A. Golf Property Analysts are governed by a code of ethics that would prevent them from sharing any information obtained through a valuation exercise for us with Crown. The valuation information is private to us and will only be shared with third parties if it is released by us. The last protection with respect to Golf Property Analysts is that they do not hold any interest in the Crown course nor at the time we have contracted with them are they doing any work for Crown.**