



EISENHOWER GOLF COURSE REVIEW



Course Description

- 6,659 yard, 18-hole, parkland-style course
- Mixture of cool-season turf grass on greens, tees, fairways and roughs
- 19 green complexes (including practice green)
- 53 green and fairway bunkers

Facilities Description

- 4,200 square-foot clubhouse
- Golf cart storage facility and 80-cart fleet
- Pavilion for functions
- 2,500 square-foot primary and 1,200 square-foot secondary maintenance shop

Support Structures and Systems

- 175-space asphalt parking lot
- Irrigation pump house – Rain Bird system
- Single-row irrigation system
- One on-course restroom station
- Asphalt cart paths – 28,000 linear feet
- 12-stall practice range

History & Background

- Located in Crownsville, Anne Arundel County
- Course designed by Edmond Ault
- Construction began in 1966 by Bracco and was completed by Anne Arundel County road crews
- Lease agreement between County and City of Annapolis executed June 12, 1966
- Opened for play June 1969

Current Operating Structure

- Property owned by the City of Annapolis
- Operating entity owned 50/50 by the City of Annapolis and Anne Arundel County
- Managed by Billy Casper Golf since 1998

Financial Results – Last 10 Years

| | <u>2006</u> | <u>2015</u> |
|--------------------------------|--------------------|--------------------|
| <u>Income Statement</u> | | |
| Revenues | \$1,711,357 | \$1,590,650 |
| Net Operating Income | \$520,092 | \$325,476 |
| Distributable Cash | \$520,092 | \$325,476 |
| <u>Operating Data</u> | | |
| Rounds Played | 41,281 | 40,092 |
| Average Greens Fees | \$22.48 | \$18.30 |
| Outing Rounds | 1,040 | 1,678 |

Golf Course Challenges



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Clubhouse Challenges



Cart Barn Challenges



Challenges

- **Current Levels of Spending on Maintenance, Equipment, and Labor are Inadequate**
 - Staffing levels are not adequate to meet course challenges
 - 95% of course equipment is long past life expectancy
 - No on-course mechanic
- **Clubhouse and Maintenance Facility Are in Poor Condition**
 - Originally built in 1968 -- no significant upgrades since construction
 - Both facilities have structural issues and mold
 - Limited banquet, grill, storage, and office space
- **Cart Barn Is Deteriorated and Poorly Located**
 - Roof needs to be replaced
 - Walls are rotted due to water damage
 - No way to rotate cart usage
 - No area for repairs or storage
 - Susceptible to break-ins

Challenges

- **Fairways and Tees Need to Be Converted to Bermuda Grass**
 - Mixture of cool season grasses creates an inconsistent playing surface that requires intensive use of pesticides and herbicides
 - Rye grass turf doesn't hold up during hot summer months
 - During summer months, most of the tees and large portions of the fairways are dead and covered with Spider, Crab, Nutsedge, and Kylinga
 - Conversion to Bermuda grass will improve the playing surfaces and reduce the need for pesticides and herbicides
- **Irrigation System Needs Upgrading**
 - System is long past its life expectancy
 - System does not provide even or accurate distribution of water resulting in over-watered or under-watered turf grass
 - The main line is undersized
 - Irrigation heads are no longer manufactured

Challenges

- **Greens Need to Be Re-Built**
 - Existing greens are push up greens with no internal drainage and with no modifications or upgrades in 50 years
 - USGA recommends greens should last 20-25 years and then be re-surfaced or re-built (USGA is recommending a total rebuild)
 - Soil is clay-based and does not allow surface water to drain through and out of the green complexes, resulting in wet putting greens, poor root depth and thin of turf grass
- **Course Has Inadequate Drainage**
 - Course takes water run-off from Generals Highway, the County Fairgrounds, Indian Creek School, and Summerhill trailer park
 - Creeks cannot handle the amount of water flowing onto the property
 - Irrigation pond needs dredging
 - Some course locations do not have surface drainage resulting in significant standing water

Challenges

- **Tees Require Expansion**

- Current square footage is insufficient for the amount of rounds
- Additional teeing space would attract lower-handicap golfers

- **Bunkers Require Renovation**

- Most of the bunkers have no drainage and very little sand
- Too many green and fairway bunkers – reducing from 53 would reduce maintenance costs
- Existing bunkers have had no significant repairs or upgrades for many years – normal life span is 2-5 years

Challenges

- **Trees Are Overgrown**

- Trees along the greens, tees, and some fairways are overgrown
- Tree roots have destroyed several cart paths
- Strategically trimming trees will result in increased sunlight and air flow to the turf grass and tees

- **Cart Paths Are in Poor Condition**

- Cart paths are failing due to water run off, tree roots, and poor construction
- Poor condition of the cart paths is damaging golf carts and maintenance equipment

Summary of Challenges

- Maintenance, equipment and payroll
- Clubhouse maintenance and cart barn
- Rye grass
- Irrigation system
- Greens
- Drainage
- Tees
- Bunkers
- Trees
- Cart paths



USGA Recommendations

- New Double Row irrigation system
- Rebuild all 19 putting greens and surrounds
- Upgrade all maintenance equipment
- Rebuild/Upgrade maintenance facility
- Extensive drainage plan
- Complete bunker renovation

Impediments

- Large expenditure requires bond funding
- City is capital constrained
- County has capacity but cannot improve a facility it does not own

Proposal

Anne Arundel County offer to purchase the following items:

- 215.96 +/- acres (subject to survey)
- 18 hole golf course
- Two-story masonry clubhouse
- One-story metal and masonry maintenance building
- One-story metal maintenance building
- One-story frame cart storage building

Proposed Purchase Price: **\$3,100,000**