



Ocean Palm Golf Club

A Better Path Forward

Presented By

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CAPITAL 

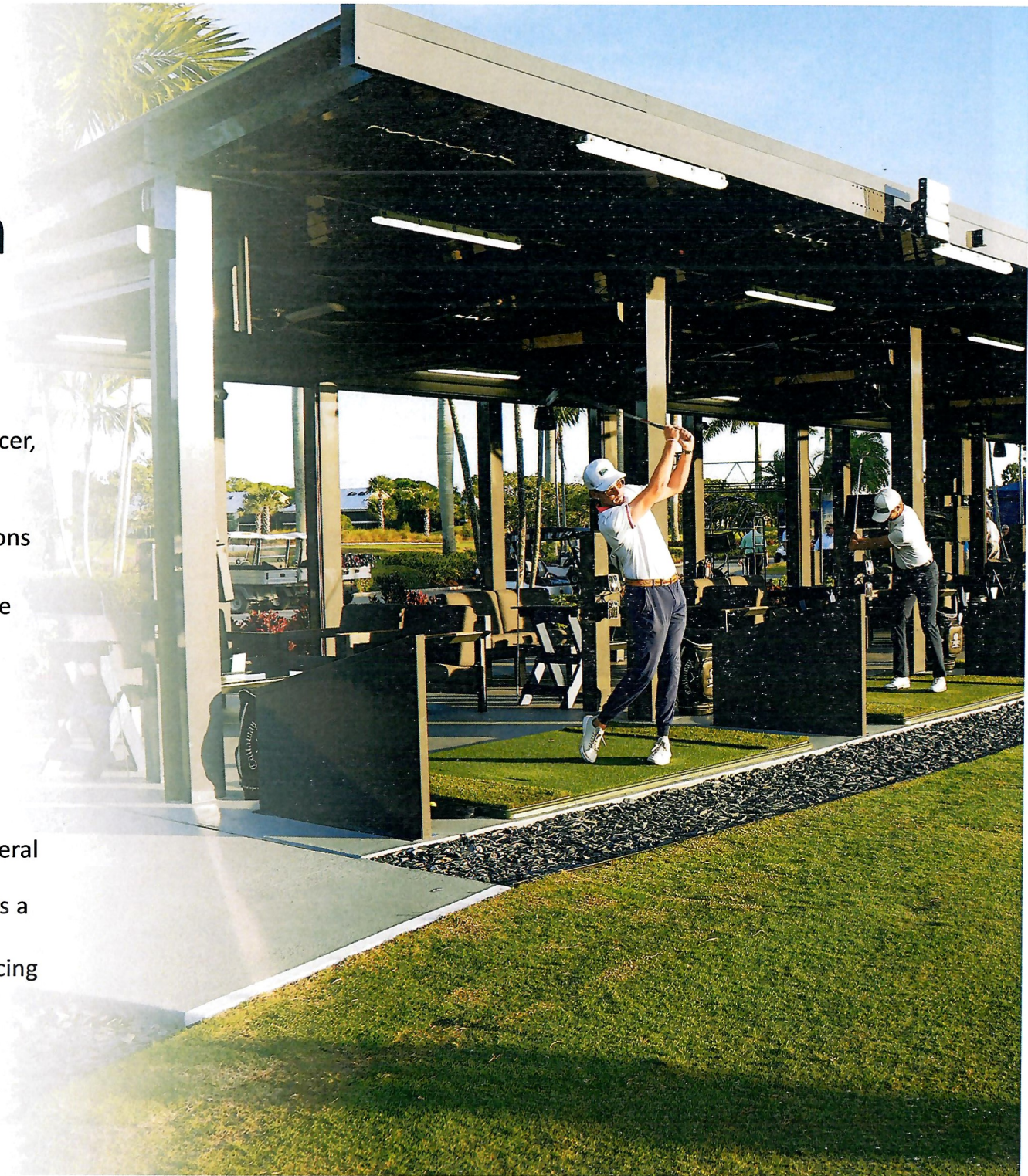


The Problem

- Course is currently inoperable
- Current operator mismanaged or underperformed maintenance, improvements, management of the property
- Attempting to purchase property
- Sale = one-time transaction, no future upside for city
- Residents want to keep the property as a public service
- Negative impact on the community
- Property is in poor shape and will need a major capital investment

The Solution

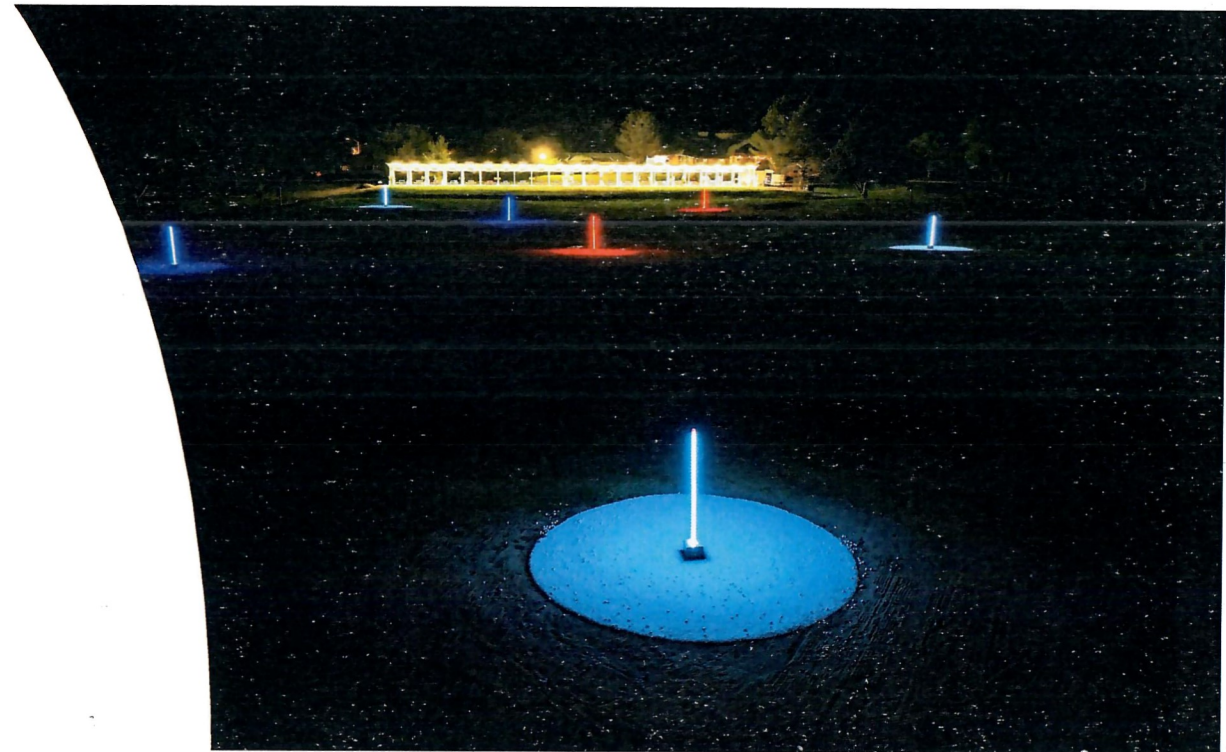
- Tech driven driving range (Top Tracer, InRange, Trackman)
- Night Operations
- Pitch and Putt, Sports courts options
- Updated F&B options
- Capital investment to revitalize the property and buildings with no financial liability to the City
- Youth programs
- Nationally recognized golf course management, marketing and consulting group to manage operations
- Local and multistate licensed General Contracting company with a Golf course focus, with a partner that is a Flagler Beach resident
- Flagler Beach Resident special pricing



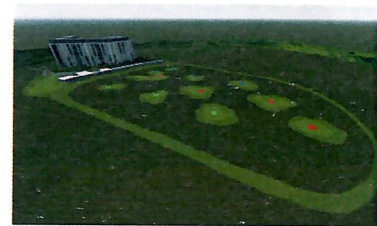
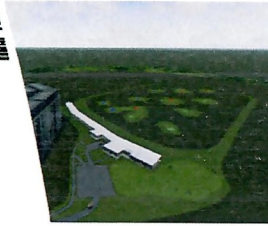
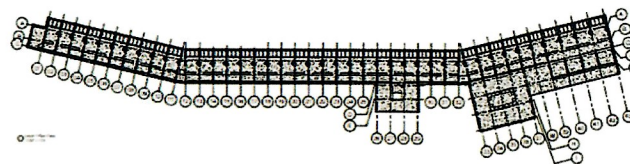
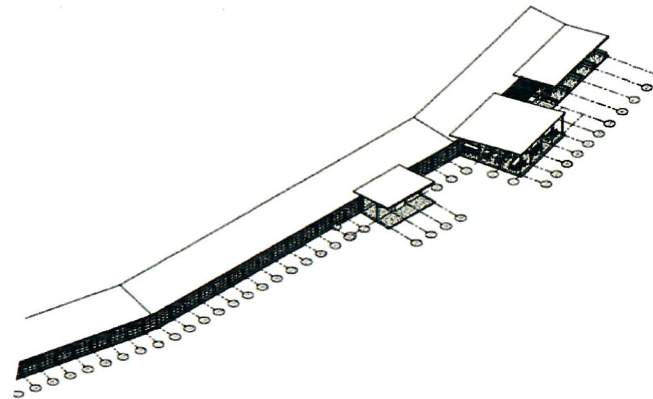
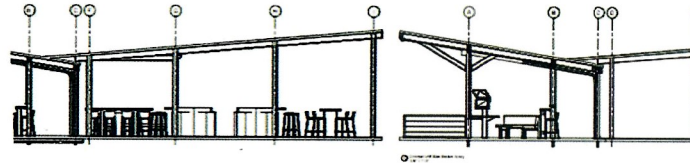
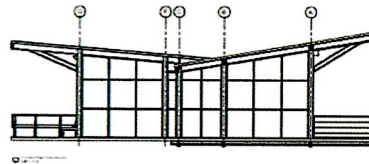
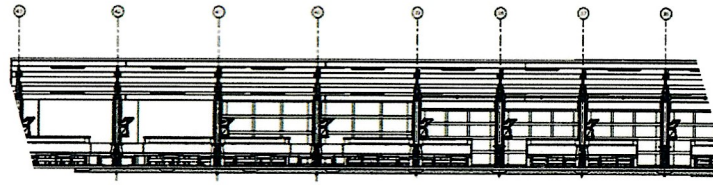
Our Vision – Phase 1 Tech Driven Driving Range



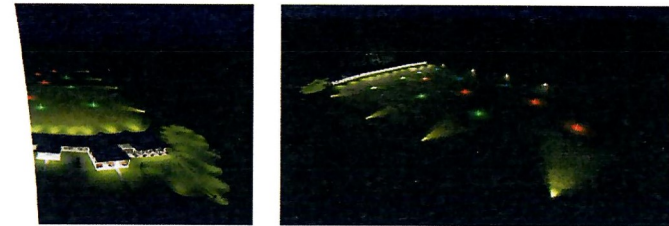
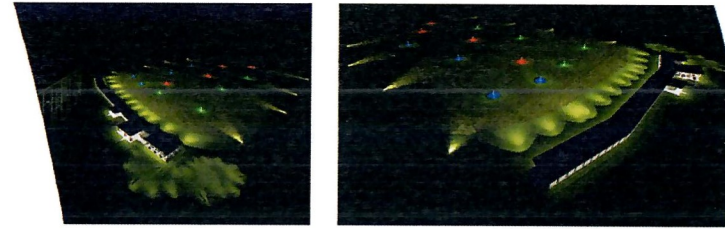
Our Vision – Phase 1 Tech Driven Driving Range



Our Concept Ocean Palm Golf Club



Our Concept Ocean Palm Golf Club



Our Vision – Phase 1 Resturant Renovation



Our Vision – Phase 1

Restaurant Renovation

- Renovate current restaurant and bar.
- Revitalize by modernizing the space
- Add additional seating areas (inside and outdoor space)
- Bring in additional food options
- Provide food and beverage to the driving range (top golf style space)
- Create a night operations to provide food and fun for the community



Our Vision – Phase 2

Golf Course Update



Our Vision – Phase 2

Golf Course Update

Options to reutilizing the course space

- Pitch and Putt areas
- Putting course
- Youth short course (3 hole)
- Sports courts
- Walking paths
- Ice Cream Stand
- Band Stand
- Event Space
- Dog Park





Our Proven Background

Clients:

- The Polo Club of Boca Raton – Boca Raton FL
- Palm Beach National Golf & Country Club – Lake Worth FL
- Dobson Ranch Golf Course – Mesa AZ
- Pueblo Del Sol Country Club – Sierra Vista AZ
- Black Bear Golf Club – Eustis FL
- Orange Lake Golf Club – Kissimmee FL
- Heathrow Legacy Country Club – Lake Mary FL
- The Club At Brookstone – Anderson SC
- Tampa Bay Downs Golf Driving Range – Tampa FL
- The Preserve At Turnbull Bay – New Smyrna FL
- Tee It Up – Oviedo FL
- Patriots Glen National Golf Club - Elkton MD
- The Range At KC – Quincy IL
- Olomana Golf Links - Waimanalo, HI

- And many more

Our Proven Background





Our Proven Background



Our Proven Background



Financial Alternative

- - Property valuation: \$800,000
- - Guaranteed base rent: \$56,000/year (\$4,667/month)
- - Revenue Sharing:
 - 2% of golf operations revenue
 - 2% of food & beverage revenue
- - Estimated Fiscal Impact: \$236,000 annually
 - Base rent, revenue share and tax revenues
- - Sale value recovered in 2–3 years
- - City keeps \$2.5M in improvements

Why This Matters

- Revitalize Ocean Palm Golf Club
- Zero risk to city, all private investment
- Long-term recurring income
- Proven success in other municipalities
- Community focused approach
- Investing where we live

References & Contact

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