

# A RATIONAL SOLUTION TO THE PROPOSED \$10 MILLION CAPITAL PROJECT

Looking at the renderings in the lobby presents a comparison of what has served us **“well”** for the last 8 years and the proposed new. Wandering from one rendering to the others conveys the **simplicity and warmth of our present club house done in great taste**. The Town Hall presentation is all about the club house being written off as old and shabby needing a new look to stay competitive. The **“OLD”** has been in use for only 8 years, far from threadbare, and still impressive.

Our furnishings in the lobby, card rooms, grill room, restrooms and locker rooms, are far from shoddy. Our outside patios and pool furnishings are in like-new condition, executed tastefully and very comfortable. Our wall treatments are elegant and our accessories are well-appointed. **WHY MUST WE CHANGE?** Our **“attractive”** club house was built to stay ahead of the competition. **WE BUILT IT, BUT THEY NEVER CAME**. Another look, even if it would be better which it is not, will not bring new resident members to our front gate. In fact, it appears that we now only have 280 resident members out of 324 homes. **“Ferrari’s”** renderings represent an **“unacceptable gamble”**. At present we already have the welcoming look of a fine club. Her designs are **“stark”** and **“Sterile”**. The schemes from the entrance to the rotunda has the looks of a **“Hospital Lobby”**. The other drawings are similar in tone which might be OK for **“Assisted Living Condos”** or an **“Office Complex”** but not for a Country Club.

## CAUSES DETERRING RESIDENT MEMBERS JOINING US IN OUR PRESENT FACILITY

Mandatory membership rules are the catalyst **“impeding”** new found resident membership. Having failed to increase resident members over the last 8 years, with our new facility, prompted the board toward creating **“non-resident membership”**, at rock-bottom pricing without initiation fees and free golf carts. That deed discouraged buying homes at Delaire. Why buy if you can get **“the best club deal ever offered”** only as a **non-resident**. Paradoxically, it inhibited the interested of potential buyers feeling hoodwinked to pay double the dues and an \$80,000 initiation fees. Re-building our club facility to entice new residents failed 8 years ago and is the crux of the **“5 Year Strategic Plan”**. How could they return to a failed undertaking? The delusion was made clear in [The Town Hall meeting Evaluation](#).

# ABOLISH MANDATORY MEMBERSHIP

The **“Kitchen Facility Replacement”** and the **“Golf Course Improvements”** are all that may be needed, but we don’t have all the facts necessary to make that determination at this time.

**Delaire Governance** supports spending for needed improvements in those areas, **BUT ONLY UNDER THE FOLLOWING CONDITIONS.**

1. **Scrap the \$10 million dollar 5 year strategic plan.**
2. **Concentrate on the KITCHEN and GOLF COURSES.**
3. **Hold a Vote on Mandatory Membership before we decide on any spending plans.**
4. **Equalize the dues and initiation fees for all members before spending.**
5. **Invite an array of professional club management organizations, listening to what they have done for their clients in reducing dues, increasing property values and membership. The presentations are free with no obligation.**

If we consent to the above, we will be on a journey to **“profitability”**. Broadcasting our acceptance of item three (3) and item four (4), **“New Resident Members”** will flock to our gates, a repeat of what transpired at the **Hamlet, Fountains CC and Indian Springs**. Delaire **“voting – out mandatory membership”** will become the talk around town. Our website and the club’s will get the news around quickly. Our property values will skyrocket. Only then will we be on the **“cusp”** of becoming the number one (1) **“boutique club”**. The enticement for joining Delaire will be: **“No mandatory membership, 27 pristine holes, dues equality and a step-up and play feature”**.

The other desirability of the plan is, we don’t have to spend a dime while waiting to see the results. The Board come-back to our suggested plan will be: **“It’s is too large of a gamble”**. The **\$10 million-dollar strategic plan is a bigger gamble and a proven loser based on past results.** Our plan’s success is built on the achieved results of the **HAMLET, FOUNTAIN and INDIAN SPRINGS COUNTRY CLUBS**. They abandoned Mandatory Membership and are flourishing. The Fountains has added 78 new members during the first year.

**At the end of the Day, need for this website will have ended and we disappear as club life takes on its positive results.**

**HAPPY NEW YEAR EVERYBODY!**

**ABOLISH MANDATORY MEMBERSHIP**