

Below is the original email from [Concert Golf Partners](#) to Manny Brecker. After reviewing their achievements, they seem perfectly positioned to solve many of Delaire's issues. This would be a boon to all Delaire resident members. We feel that at the very least, the Delaire BOG has a fiduciary responsibility to listen to any reasonable offers and allow members a vote on the matter.

**From:** Matthew Hobbins <MHobbins@concertgolfclubs.com>

**To:** delagov@aol.com <delagov@aol.com>

**Cc:** Peter Nanula <PNanula@concertgolfclubs.com>

**Subject:** Delaire CC | Solution to Mandatory Membership

**Date:** Sat, Oct 12, 2019 12:56 pm

**Attachments:** [Fountains Case Study Summary.pdf \(432K\)](#)

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Manny,

We've reviewed your website and understand familiar the predicament the club is facing. We solved all of these issues at Fountains CC nearby and now and the debt-free club is now thriving, artificially high dues have been dramatically reduced, new amenities are being built, 78 members have been added (avg. age decreased 10 years), and home values are skyrocketing after the elimination of mandatory membership. See [attached PDF for a summary](#) of the transaction and the impact of home values.

We are confident that we can provide a customized solution for Delaire, and that your members will vote overwhelmingly in favor as they did at Fountains CC.

Would you please share the contact information for the current club and POA Board members? Our current list is derived from this newsletter: [http://www.delaire.org/files/Delaire-Newsletter-Fall\\_2019-FINAL-WEB.pdf](http://www.delaire.org/files/Delaire-Newsletter-Fall_2019-FINAL-WEB.pdf)

If possible, please direct us to an open-minded Board member who we can work with to get a serious proposal in front of your Board. It's best that this process goes through the proper channels and is kept confidential until the timing is right to bring forward to the members.

Thank you,

Matthew

**Matthew Hobbins**

*Director*

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