

## Additional Frequently asked Questions:

We understand the poor condition of our existing property and know that a new facility makes the most economic sense. We have been advocates for a new clubhouse from the beginning and have voted to support it. We do however have a few concerns after last night's meeting. A few members circled around some of the same concerns, but we did not leave feeling like the questions were adequately answered.

- If the surrounding property is sold, will this money be used to reduce the debt and ultimately lower the monthly dues down from the projected \$285? **The current board of directors and building committee has agreed that the sale of the land could be used to reduce the debt or reduce the dues specific to the building cost portion.**
- If not to reduce debt and relieve the burden on its members, why are we considering the sale of the land? **It would be the current boards intention to reduce the debt of the new clubhouse in some capacity. These have been discussions within the board. There are many variables that factor into selling the land which the board is pursuing.**
- Drake Webinger commented that there were no decisions regarding what would be done with any funds acquired through the sale of land. Some of it might be put in a bank account. Why would we do this? **The point was that we have options once we sell the land which could include paying down the debt, possible dues restructure or possibly holding back a small portion of the funds and putting this into reserves for future use. We have always run a very tight budget at Laurel with not a lot of money set aside in our reserve accounts. It was just another option to think about. We will have further discussions about where this money will be allocated.**
- We understand why there were not more elaborate plans drawn of the new elevation due to costs, but this begs the question of what can we expect for the \$8.3M quoted? Will the structure have a tall roof, allowing for vaulted ceilings in the dining room? It is our hope that if we are investing in a new clubhouse, it will have a beautiful, updated exterior, and great curb appeal while keeping with the rural golf club theme that is important to many of its members. **That is a great question and I actually had a member ask that we "please don't build an \$8mm pole barn". We have had good conversations with A&E Architects regarding the feel of the club and yes, we will make sure with member input that we build a very nice facility that has great curb appeal and will take advantage of the Western views. A&E is very aware that we want the rural feel of Laurel Golf Club to continue.**
- We also have concerns about hiring any General Contractor without seeing competitive bids. Any contractor hired on a time and material basis does not have incentive to bring a project in within budget. We are in the construction business and know that competitive bidding is still standard practice including for all government projects. **We brought Langlas & Associates early into the process to help with real time costs that A&E Architects had put forward. We initiated an RFP (request for pricing) and their construction management fee came back at**

4.75% mark up on the building cost portion of the project. We felt this was a competitive number. Rhett Kastelitz, is a Project Manager for Langlas, and also a Laurel member and building committee member. Rhett has a vested interest in our club and making sure we keep this project on budget and on schedule. We have supported our members business and services throughout the years. We felt we did our due diligence with the RFP request to Langlas. Rhett has spent a lot of his personal time the past several months helping us come up with numbers and any other construction questions. This has been at no cost to us and valuable.

- We agree that connecting to city water and sewer is essential. We were told in the meeting that the City of Laurel is excited about making that happen. From personal experience, we know this is very expensive to do. Do we have a hard price from the City of Laurel to bring these lines in and make those connections? There are two parts to this. Connection fees and infrastructure costs which the City of Laurel does not manage. The existing sewer and water lines are right off of NW Maryland and golf course road. We hired Sanderson Stewart to do a preliminary assessment on annexing into the City of Laurel, city connections and infrastructure estimates. We wanted Sanderson to give us an estimate on the infrastructure costs from NW Maryland to the Clubhouse in lieu of a new drain field system. The system development fees for sewer and water are \$17,850. The annexation and planning fees are pretty minimal at around \$5,000. Our plan was to only annex our utility line areas across the field of off NW Maryland, the clubhouse and driving range areas. We were also told that these annexation fees could be negotiated with the City Council. The hard infrastructure costs from NW Maryland to the club is around \$350,000 which was a little more than what A&E had figured to do a drain field system but with current soil conditions and long-term maintenance this was the best way to go. It also will add value to our surrounding land.
- Bill Huyser did a great job demonstrating the value of a membership even at \$285 per month, but we do have many older members that have supported the club for decades not only with their memberships but with plenty of sweat equity. We are concerned that many of these seniors and some working-class families will get pushed out of the club in the name of progress. Laurel is a great club because of many of these older members and the sacrifices they have made over the years. Has anybody considered giving a discount to members age 70+? We have had discussions at board meetings about the potential to have a discounted dues structure for our senior members. At this time there have been no formal decisions with this current board.
- I just wanted to ask if there is any thought about including two simulator bays for use by members. This would be a satisfier for many members and would support food and drink sales. We do have two future simulator bay spaces allocated in our new facility. We will be doing some more research with our members during our design phase to see what kind of demand we have for simulators.