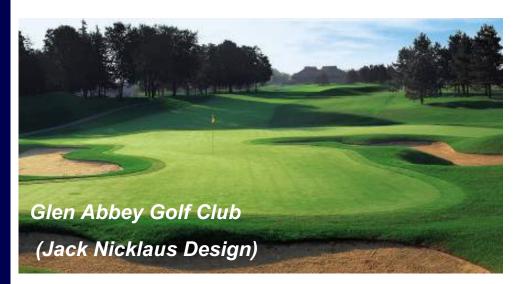
# ClubLink welcomes Sun City Center Residents















# **Senior Staff Introductions**

Edge Caravaggio: Vice President, Operations (Based at ClubLink Corporate office)

John Finlayson: On Site Transition Support (Based at Glen Abbey Golf Club, Oakville Ontario)

John Gordon: Director of Communications (Based at ClubLink Corporate office)

Andrew Keffer: Executive Director, Turf Operations (Based at ClubLink Corporate office)

Daniel Lambert: Director, Membership Sales & Marketing (Based at ClubLink Corporate office)

Lisa Linke: Clubhouse Manager, Club Renaissance

Charles Lorimer: Vice President, Sales and Marketing (Based at ClubLink Corporate office)

John Luper: Director, Operations, Sun City Center

Brent Miller: Executive Director, Golf Operations (Based at ClubLink Corporate office)

Tom Ritenour: Director, Golf Operations, Sun City Center

Norm Roberts: Director, Turf Operations & Building Maintenance, Sun City Center

Karen Rooney: Membership Sales Consultant, Sun City On Site Transition Support

(Based at ClubLink Corporate office)





# **ClubLink Welcomes Sun City Center Residents**

ClubLink is extremely pleased and proud to be the new golf owner/operator at Sun City Center.

ClubLink is anxious to bring its 17 years of operational expertise and experience to these fine golf courses.

Like you, we are invested in enhancing the reputation and desirability of the Sun City Center community.

Our goal is to be regarded as a positive corporate citizen of Sun City Center, now and into the future.



# ClubLink "Giving Back" 2010



- \$14,500,000 ClubLink partners with over 600 events with the goal of raising funds for the many worthwhile causes and charities.
- \$415,000 Special Events organized and sold by ClubLink to drive revenue to various charities.
- \$200,000 Golf Canada (RCGA) promoting golf within Canada including sponsorship and scholarship programs for university golf teams and "Golf in Schools" programs.
- \$230,000 Canadian Junior Golf Association (CJGA) hosting local, provincial and national championships. ClubLink also funds scholarship programs.



# Introduction to ClubLink's Operating Model

The following slides will provide you with general information about ClubLink's Operating Model.



Wyndance Golf Club (Uxbridge, Ontario) Greg Norman Design

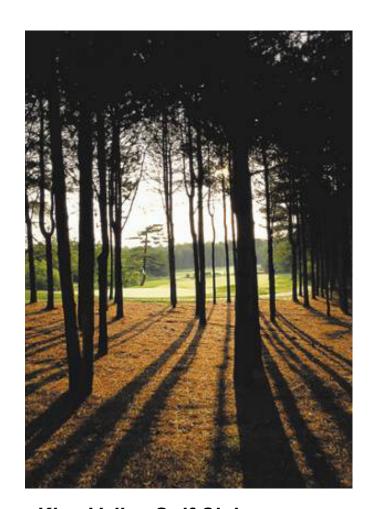


# Welcome



ClubLink, in the Ontario/Quebec Region, has been operating for 17 golf seasons.

Today, we are the 10<sup>th</sup> largest owner and operator of Member Golf Clubs in the world.



King Valley Golf Club (King City, Ontario) Curtis Strange Design



# Welcome



Including the acquisition of the Sun City Center Clubs, ClubLink's portfolio consists of 46.5 18-hole equivalent Championship courses and six 18-hole equivalent academy courses spread across 38 locations.



RattleSnake Point Golf Club (Milton, Ontario) Thomas McBroom Design



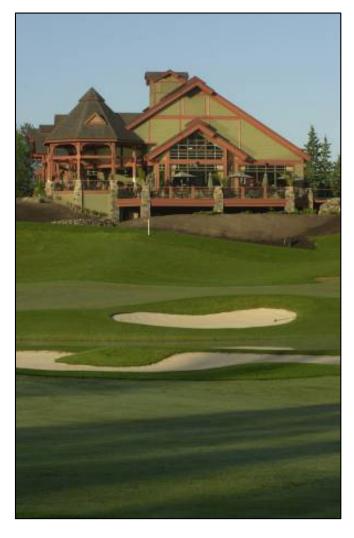
# Welcome



Renowned for providing quality experiences for more than 19,000 golf Members and their guests, (including the Sun City Center acquisition) ClubLink operates clusters of Member Golf Clubs, Daily Fee Golf Clubs and Golf Resorts.

Our clusters are located in the Greater Toronto Area, London, Muskoka, Ottawa, Montreal, Mont Tremblant and Sun City Center.

ClubLink's head office is located in King City, Ontario, 30 minutes north of Toronto.



Le Maitre de Mont -Tremblant Fred Couples Design





# Map of Ontario and Quebec Locations





# **Championship Events hosted at ClubLink Clubs**



 Glen Abbey has hosted the RBC Canadian Open, a PGA Tour event, on 25 occasions. Past champions include: Lee Trevino, Greg Norman, Mark O'Meara, Tiger Woods and Vijay Singh.



 The Mark O'Meara Course at Grandview Golf Club hosted the Telus Skins game in 2002 with John Daly, Sergio Garcia, Vijay Singh and Mike Weir. Sergio Garcia emerged victorious.





# **Championship Events hosted at ClubLink Clubs**



 Byron Nelson won the Montreal Open at Club de golf Islesmere during his incredible streak of victories. Nelson's win at Islesmere was his 6th victory on his way to 11 straight PGA Tour wins and 18 overall in 1945.

 Club de golf Islesmere has also played host to both the men's and women's Canadian Opens with Doug Ford taking the title in 1959 and, in 1987, Jody Rosenthal made Islesmere the site of her only LPGA Major Championship victory.





# Championship Events hosted at ClubLink Clubs



- Club de golf Le Fontainebleau hosted the Telus Skins Game in 2004 with Phil Mickelson, Vijay Singh, Hank Kuehne and John Daly. Phil Mickelson emerged victorious.
- In 2010 Fred Couples led the Champions
   Tour back to Canada at Club de golf Le
   Fontainebleau along with new recruits Corey
   Pavin, Tom Kite, Craig Stadler, John Cook,
   Tom Lehman and Mark Calcavecchia. Larry
   Mize was the eventual champion.



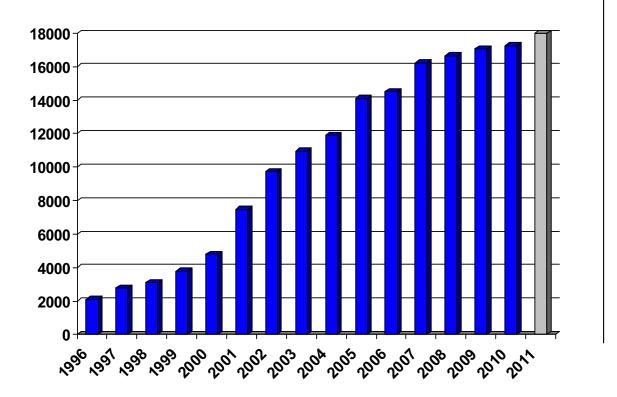


# **Membership Base in Ontario and Quebec**

## **Golf Members**

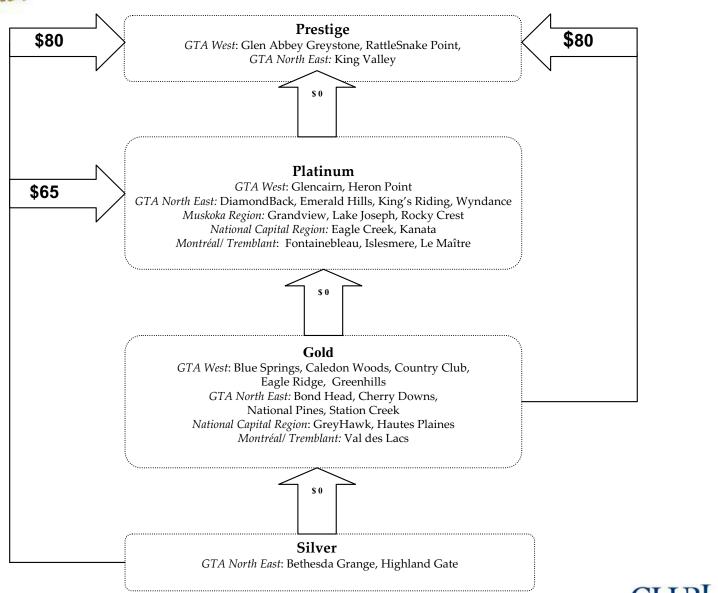
2010 (Sept)	17,458
2009	17,049
2008	16,647
2007	16,219
2006	14,502
2005	14,100
2004	11,889
2003	10,964
2002	9,731
2001	7,482

Through the strength of our operating model and strategic acquisitions, our membership base has grown substantially.





# Member Club Designation in Ontario/Quebec



A Golf Member joins a Home Club and enjoys free reciprocal access to courses at their own level or below and one level higher.





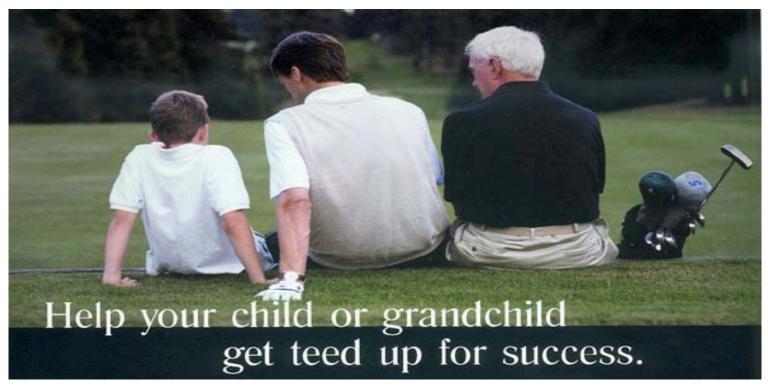


# **CENTRAL FLORIDA REGION**





# **Principal/Spousal Transferable in Perpetuity**



- A Principal Membership is an asset within the family.
- A Principal Membership can be transferred to an immediate\* family member, subject to a transfer fee.

\*Definition of Immediate family member: spouse, father, mother, brother, sister, grandfather, grandmother, son, daughter, grandson, granddaughter, son-in-law, daughter-in-law, brother-in-law, sister-in-law, father-in-law, or mother-in-law



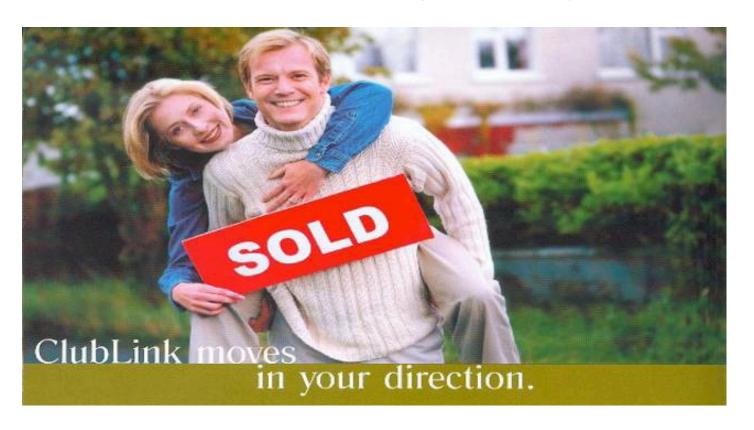
# **Corporate Transferability in Perpetuity**



- A Corporate Membership is an asset within the company.
- A Corporate Membership can be transferred to a new or existing employee, subject to a transfer fee.



# **Transferable Geographically**



- There's no need to give up your membership when you relocate to another region within ClubLink's portfolio of golf clubs.
- Your ClubLink membership is totally portable, with the payment of applicable upgrade and/or transfer fees.



# **Upgrade from one Club to another**



 Leverage your current membership and upgrade to another Club to maximize your golfing experience and CLU opportunities.



# **Transfer & Play Program**



- Member must be 65 years of age or older.
- Must be a ClubLink Member for a minimum of 5 years.
- Can transfer membership within direct family tree\*(subject to a transfer fee) while still maintaining playing privileges.

<sup>\*</sup>Definition of Direct Family Tree: spouse, son, daughter, son-in-law, daughter-in-law, grandson, granddaughter, great grandson and great granddaughter



# **Spousal Evening**



- Introduce the non golfing spouse to the game.
- Membership includes instruction, explanation of rules of golf and etiquette.
- Evening access 30 minutes after twilight to all Member clubs (reciprocal fees may apply).
- Unlimited access to all Academy courses.

# We are 'on sale' every day with discounts on Member purchases in all ClubLink golf shops

- 35% off on all soft goods including shirts, sweaters, pants, outerwear, and other clothing
- 20% off on all hard goods including shoes, bags, headwear & accessories
- Guaranteed best pricing on all golf equipment









# LinkLine and Member Services in Central Florida

LinkLine is our central reservations service for Members to make tee time bookings. Members may book up to seven days in advance for any location

within Central Florida. We do not use ballot/lottery systems at any of our Clubs.

Our **Member Services** department operates a separate call center that offers one stop shopping for membership inquiries, account services, resolution of service questions, general information and any special needs.

LinkLine and Member Services will be available to Members of Sun City Center as of Jan. 1<sup>st</sup>, 2011.





# The Club Environment in Central Florida

Captain's Committee develops a standard schedule of golf and social events at their Club in harmony with Member interest and in conjunction with Club management.

The Committee is comprised of the Director of Golf, Men's Captain, Ladies' Captain and two to four other Committee Members. The Director of Golf chairs the Committee.

Typical events at our Clubs include:

Men's & Ladies' days - weekly competitions

Club Championships, Member Guest Days, Nine and Dines, Lobsterfest and other events that the Committee deems appropriate for their members.

The Director of Golf will assist Members of each club to identify interested committee members.

A vote will be conducted for the start of 2011.





# **Club Improvements**

### **Overall**

**Daily**: More attention and resources focused on daily maintenance including edging cart paths and bunkers, consistent 150 yardage markers, flag system (red/white/blue), pins on course/range to have Laser Link reflectors.

Golf Carts: Purchase and expansion of existing fleet.

Turf Department: Significant investment in new fairway mowers.

# **Club Specific**

**Club Renaissance**: Continue to overseed fairways, strip fairways for better definition, replace bunker sand with premium white.

**Scepter**: Overseed fairways, strip fairways for better definition, replace bunker sand with premium white. Greenside "run offs" will be cut shorter.

**Sandpiper**: Replace greenside bunker sand with premium white, irrigation system upgrades, cart path upgrades, new tee deck signage.

**Falcon Watch**: Replace greenside bunker sand with premium white, cart path upgrades, new tee deck signage.



Our bunker sand truck



North Lakes Golf Course will be closed indefinitely and will be maintained according to municipal standards and in accordance with our Community Association agreement.

Golf & Racquet Club will continue to operate as it does today until alternative opportunities have been determined.





# ClubLink Regions

Ontario/Quebec

Central Florida

Ontario/Quebec Expansion

Florida Expansion





# Regional Synergies

# Florida - Ontario/Quebec

# **Sun City**

35 - 40% (estimate) of Sun City Residents moved here from Ontario or Quebec. Many head north for all or parts of the summer months.

# Ontario/Quebec 2008 survey of Ontario and Quebec Members

- 1) "Will or may purchase a vacation or 2<sup>nd</sup> home within the next 5 years" 42% said yes
- Of those who said yes.
   47% said that Florida or South Eastern USA would be there 1<sup>st</sup> choice.
- 3) Sun Holidays or Family Vacations "How many do you take a year".

  1-2 = 72%

  3 or more = 19%
- 4) Golf Vacations "How many do you take in a year"
  1-2 = 64%
  3 or more = 17%



# **TravelLink Benefits**



### **TravelLink**

As a ClubLink Member, TravelLink is included for no additional dues.

### **BENEFITS**

Limited access to golf upon payment of the applicable TravelLink fee up to a maximum of two rounds per course per 30-day period.

Dining and signing privileges.

Access to practice facilities prior to a pre-booked round of golf.

14-day advance tee-time reservations.

### **TravelLink-Plus**

TravelLink-Plus provides you with privileges outside your Home Region for an additional annual fee.

### BENEFITS IN ADDITION TO TRAVELLINK

Limited access to golf at no additional charge no more than twice per 30-day period per course.

30-day advance tee-time reservations.

### **TravelLink-2nd Home Club**

TravelLink-2nd Home Club provides you with the ability to elect a second Home Club in another Region.

### BENEFITS IN ADDITION TO TRAVELLINK-PLUS

Receive all the benefits of a Home Club Member at the Secondary Home

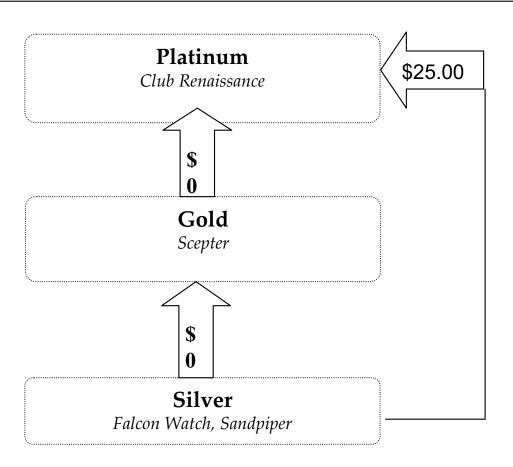
Club and Region including access to prime tee times, practice facilities, Member events, etc.



# Sun City Center

# Member Club Designation in Central Florida

A Golf Member
joins a
Home Club
and enjoys
free reciprocal access
to courses at their own
level or below
and
one level higher



**Academy** Caloosa Greens, Kings Point





# Membership offer

# **Existing Members**

- No additional cost to maintain their current Membership.
- Members of Falcon Watch and Scepter in 2010 may choose either as their Home Club.

# **Existing Member Upgrading**

- Can upgrade to another Club by paying the difference between 1st level pricing of each Club.
- Upgrade fee paid over 48 monthly payments interest free.

Applications to be returned on or before Nov. 9, 2010. For more information please call 1 813-633-1015 or

membershipsalesflorida@clublink.ca

See Central Florida Region Guide





# Membership offer

# Reinstatement of Resigned Members (valid until February 1, 2011)

- Valid to Members who resigned in 2008, 2009 or 2010.
- 5% reinstatement fee of 1st level pricing of their last Home Club.
   Reinstatement fee due upon activation of membership.
- Can upgrade to another Club (difference between 1st level pricing of each Club) and upgrade fee paid over 48 monthly payments interest free.

For more information please call 1 813-633-1015 or <a href="mailto:membershipsalesflorida@clublink.ca">membershipsalesflorida@clublink.ca</a>

See Central Florida Region Guide





# Membership offer

# **New Member Launch Pricing (valid until February 1, 2010)**

- 2nd level pricing at all Clubs.
- 3rd level pricing should husband and wife join at the same time.

# **Financing**

- 60 monthly payments interest free for Silver and Gold Clubs.
- 108 monthly payments interest free for Platinum Clubs.

For more information please call 1 813-633-1015 or membershipsalesflorida@clublink.ca

See Central Florida Region Guide





# **Annual Dues, Payment Terms and Trail Fees**

# **2011 Annual Dues**

Payable in full on or before Jan. 1, 2011 and pro rated from Jan. 1 to Oct. 31, 2011 (5/6 of the annual dues).

# **Annual Dues for 2012 season & beyond**

Payable on of before on or before Oct. 1 for the year beginning Nov. 1 to year ending Oct. 31.

# Payment Terms for 2012 season & beyond

An installment plan is available, subject to an installment fee, as follows: Five installments payable on Oct. 1, Nov. 1, Dec. 1, Jan. 1 and Feb.1

# **Championship & Academy Course Trail Fees**

Single/Couples/Family





# **Home Club Tee Time Access Priority**

Golf Operations at each property will designate tee times for Home Club Members only during high-demand periods.

The high demand periods may vary and are defined by the Home Club Member's playing patterns.

# **Practice Range**

Complimentary for all full-golf and Academy Members within the region.

Golfing guests also receive complimentary access prior to a round of golf.

# **Mandatory Event Fee**

Includes USGA/Handicapping membership Prize/trophy/hole-in-one fund







HAND OUTS, DRAW FOR \$1,000 DINNER CREDIT and QUESTIONS

