



SOUTHGLENN
CIVIC
ASSOCIATION

WHEN YOU BUY A HOME, YOU BUY A NEIGHBORHOOD

Our mission is
to protect the quality of life and
improve our community,
participate in civic activities
affecting Southglenn and
encourage participation in
government.

SOUTHGLENN CIVIC ASSOCIATION

SERVING THE SOUTHGLENN COMMUNITY SINCE 1963

Can we save Southglenn
Country Club?

Should we?

And, why are we here?

The Big Picture

The entire U.S. golf industry has been experiencing slow growth in participation and club memberships for the past five years, according to data from industry research firm IBISWorld: From 2011 to 2016, golf course and country club revenue grew by little more than 1% annually.

Also between 2011 and 2016, nine-hole games and driving ranges have seen a spike in interest as family and work dynamics have changed.

The golf industry is making changes to retain players and attract new ones. In 2014, the U.S. Golf Association introduced its Play9 campaign to encourage people to play shorter and more cost-effective games. The organization recorded a 13% year-over-year increase in nine-hole games played from 2014 to 2015 and an 11% year-over-year increase from 2015 to 2016, according to Dave Aznavorian, senior director of marketing at the USGA.

The Big Picture

- Wave of golf course closures leaves owners stuck in the rough – August 2016
- More than 800 golf courses have closed in the last decade nationwide, creating a huge real estate problem.
- Many of those shuttered courses were built on land proscribed from redevelopment by local zoning codes seeking to preserve open space.
- That leaves some golf course owners with the real estate equivalent of an unplayable lie: They can't make money running the course, and they can't recoup their investment by selling it.

Closer to Home

- In 2004, Green Gables Country Club spent \$5m on capital improvements. Process took 18 months to complete and course reopened in the spring of 2005 in time for 75th anniversary. Membership drive in 2009 brought in more than 100 new members. December 2010 Green Gables announced sale to developer.
- Board president Richard Fleischman wrote in a letter to members, “while we are trying to spend money only in line with revenues, our current revenue structure will not allow us to break even in 2011 and future years.”
- The club has lost members and faces a deficit of up to \$650,000 in 2011, according to the letter.

Closer to Home

- Fitzsimons Golf Course to close for massive redevelopment project 12/2017

<http://www.9news.com/news/fitzsimons-golf-course-to-close-for-massive-redevelopment-project-1/495687329>

- The Park Hill Golf Course will close at the end of 2018 so the landlord of the property can use the space to generate more money and find a better use of the land for the community, Clayton Early Learning announced.

<http://denver.cbslocal.com/2017/09/22/park-hill-golf-course-closing/>

- Jefferson County Voters Saved Applewood Golf Course

- The golf course was in pending sale to a developer that wanted to put a 400 home-active adult community on its 140 acres. The community surrounding the course was largely opposed to its development.

- “All over Denver they’re filling in every nook and cranny. It’s encouraging to know that you can stop some of this from happening when it’s not the right place.”

<http://www.denverpost.com/2015/11/17/park-district-trying-to-buy-applewood-golf-course-still-faces-hurdles/>



A Mile-High Building Boom in Denver

Amid an apartment-building frenzy, the luxury rental market shows signs of softening. Now some buildings are offering incentives like signing bonuses and gift cards in a bid to attract renters.

October 12, 2017

- A booming tech industry and strong job market have fueled an apartment-building frenzy in the midsize, mile-high city of Denver.
- Developers and real-estate agents say the next boom will likely happen in **Littleton**

- City of Centennial Community Development is in the process of updating its Comprehensive Plan and has identified Southglenn Country Club as an “*Opportunity Site*” that could be developed. Several surveys conducted in Spring 2017 indicate a preference for ranch-style single family homes.
- Zoning RS is the best choice for rezoning (The Suburban Residential (RS) District allows for the development of single-family homes on suburban lots, and for the development of neighborhoods with multiple housing types and significant common open spaces.
- A developer could rezone the property if has ownership and control of the property - bankruptcy sale, purchasing a lien, and probably other sources of acquiring the property. A lawyer should be consulted on this issue of how a developer could obtain ownership.
- The City of Centennial Land Development Code defines the process of rezoning (Sec. 12-14-604 Rezoning). It is a burdensome process that usually take 3-6 months.
- 61% of Arapahoe County Revenues in 2018 Budget from Property Taxes and Building Permits

SGCC Minutes: 2012

M Slomski (P), C Markham (VP), B Grogan (T), J Welch (S), J Nonko (GM)
K Hurley, D Aylsworth, B Kirk (B Kirk replaced by S Schell)

B Kirk replaced by S Schell during year

4/2012

- GM: Membership lagging primarily Family (Full and S&T)
- Treasurer: Short 89 Memberships of covering expenses for year; first mention of fall membership campaign

7/2012

- Treasurer – require NDA to review financials; suspend membership for violation
- Deferred Principal Payments 2011, 2012

10/2012

- Adequate cash for 2012, no surplus

SGCC Minutes: 2013

R Chapman (P), J Blakney (VP), B Grogan (T), S Schell (S), M DiBlasi (GM)
M Slomski, E Stromberg, M Hanbery (replaced by M Camelio)

M Hanbery replaced by M Camelio during year
4/2013

- Revenue \$178k 2013 compared to \$197k in 2012

6/2013 (\$19k less than previous year)

- Treasurer – Membership <9% from 2012
- Comments on Culture – members expect without giving back, especially swim team

7/2013

- Treasurer - \$36k short-fall predicted 12/31/2013

8/2013

- Projected 12/31/2013 short-fall \$39k
- Real loss for SGCC is in Families
- 2005-2010 – 310; 2011-2013 110

SGCC Minutes: 2013

R Chapman (P), J Blakney (VP), B Grogan (T), S Schell (S), M DiBlasi (GM)
M Slomski, E Stromberg, M Camelio

9/2013

- Treasurer suggested one-time assessment
- Motion to not mail ballot to save money; no second

10/2013

- 35 members renewed; \$22k
- **Need 23 more to fund through 1/31/2014**
- GM - provided capital expenditure/improvement list; “Regarding club needs vs revenue – **currently on unsustainable tract.**”

11/2013

- \$56k prepaid dues for 2014
- Expect **negative cash balance -\$10k 12/31/2013**
- Treasurer – Marathon property “will bring club back to waiting list days.”

SGCC Minutes: 2014

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, E Stromberg

1/2014

- President – 2013 loss \$98,500 compared to planned loss of \$71,900 (\$26,600 worse than planned loss)
- 12/31/2013 cash balance -\$38,500
- 2013 cash loss for year \$65,000; short-fall in membership dues

3/2014 –

- Hired Jackie Griggs marketing – focus groups, surveys of members & non-members

4/2014

- Jackie – surprised more homeowners aren't members; suggested improvements to communication, social activities, focus on families and kids; get realtors in club to use as selling point; need to saturate neighborhood with marketing and PR.

SGCC Minutes: 2014

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, E Stromberg (replaced by M Elliott)

6/2014

- Through 5/9 total dues collected and receivable \$195k
- Previous year \$218k (\$23k less in dues to date)
- 220 (40%) had not renewed; staff to call
- 80 confirmed NOT renewing
- E Stromberg did not renew, M Elliott replaced on Board
- Treasurer – Revenue to date \$240k compared to \$270k in 2013, \$30k less than previous year
- President – discussion with SSPRD – not interested in SGCC
- Evident most SG homeowners don't care; 5% respond to annual meeting; how to get interest in great neighborhood amenity – need to talk with SG homeowners

SGCC Minutes: 2014

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, M Elliott

7/2014

- Marketing bill from Jackie – need for reduction
- Noteholders – some feel principal is at risk
- President – selling club, need to know who owns; talking with Marathon Oil developer

8/2014

- Treasurer – need to be honest and give facts to membership; **we need \$113k to get to end of year**; net membership is down 10 from previous year
- “Have to change the way club has been run in the past, can’t continue old ways.”
- **“Haven’t done the things we needed to grow the club, working on doing the right things”**

SGCC Minutes: 2014

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, M Elliott

9/2014

- “Need to encourage members to introduce themselves to people on the course they don’t know. Need to **change atmosphere to be more welcoming.**” GM
- Treasurer – 9/16 enough revenue until 11/1; **need \$43k additional** to get through 12/31/2014

10/2014

- Fall campaign 122 renewal; 12 new; \$79,500

11/2014 – Annual Meeting

- Spending next year membership revenue this year
- **Expect year end loss of \$68k**
- Membership **attrition in 2014 was 26%**
- New Biz – question about providing **residential membership? The board will look into this.**

12/2014

- Discussion of having **open meetings – will make decision next meeting**

SGCC Minutes: 2015

B Canterbury (P), M Elliott (VP), B Smith (T), M Buchanan (S), M DiBlasi (GM)
S Schell, J Rivera, P Camelio (Camelio and Buchanan replaced by N Stark, B Nelson)

P Camelio and M Buchanan replaced by N Stark and B Nelson sometime during year

1/2015

- President working on reciprocal program with YMCA

2/2015

- YMCA – 10% off

No minutes between 2/2015 and 10/2015 for review

10/2015 – Board met with noteholders

- “Club never had 700 members – 620 at most”
- “If we don't pay bondholders the club is in default”
- Want “assurance of payment of the bond in a year”
- GM pointed out that club has been in the hole every year that he has been here.

No minutes for review after the 10/2015 noteholders meeting

SGCC Minutes: 2016

B Canterbury (P), Mike Elliott (VP), J Rivera(T), K Koberg (S)
S Maxey, B Nelson, N Stark

2016 – no minutes available for review

SGCC Minutes: 2017

M Elliott (P), Kurt Myer (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, K Koberg, B Canterbury, (B Canterbury replaced by C Markham)

1/2017

- Treasurer – **Cash balance 12/21/2016 \$24,000** which includes \$10,950 Foundation and \$124,100 2017 memberships. Deferring some bills – OK until March. **Each year club is using more of fall campaign monies** (next season's funds) to get through year. Renewals in March only got us to August. **Interest has not been paid on notes, total accrual is \$26,500.**
- President – need to **start dialogue with SGCA**, S Maxey & K Meyer to attend next meeting
- B Canterbury resigned effective immediately, replaced by C Markham

SGCC Minutes: 2017

M Elliott (P), Kurt Myer (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, K Koberg, C Markham (K Myer replaced by J Rose)

2/2017

- K Meyer resigned effective 1/28, replaced by J Rose
- Treasurer – 20 days away from large influx of members, 60 days away from closing doors
- Attrition 20% each year – if we stay at that rate, trouble
- Currently 202 out of 420 last year
- **Only \$20,000 in bank.**
- President – need to determine if all revenue is good revenue for the club. Discussion of all revenue sources vs. potential costs to club, i.e. effect on current membership.

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

3/2017

- Treasurer – Have not seen a lot of renewals, behind where we were this same time last year.
- At this rate we won't make it through the end of the season.
- Need to work on attrition rate
- Watered in March, will get bill when typically wouldn't
- Portola Day at SGCC
- 6-8 Active Senior Living communities targeted
- Littleton Village – all but 2 homes have sold

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

4/2017

- Treasurer – 2017 Membership \$194,800 from 279
- Compared to 2016 \$196,100 from 299

5/2/2017

- Minutes approved, not provided for review

5/16/2017

- Treasurer – 332 total to date, 57 of them new.
- Attrition list: 75 unknown, 33 no, 31 maybe, 14 yes
- Gator swim team paid \$5,000 May 9; \$4,800 June 1

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

6/2017 – Discussion with swim team re Parent Party

- Treasurer – club 50 members short of break even, can't afford use of McCabe room for free, never seen a place where individual members didn't have to pay for non-golf, swim, tennis amenities for their benefit; unfortunately all clubs at SGCC run independently and aren't working to benefit the club as a whole.
- SGCC is not community center that is tax payer funded.
- Gator rep – message being sent by club is that they are unwelcome at the club; can go somewhere else for less
- Gator rep – should be a policy for a different fee for non-members vs members who are trying to build a community. What are the objectives of the club? What does the club want to be? Is there a vision/message? Need message of positivity, keep getting message that club is in trouble.

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

6/2017

- Treasurer – still in very difficult situation
- Note holder issue – accept proposal from Mr. Fitzpatrick regarding bondholder matter.
- We need 20-30 more members to get to end of season.
- Get fundraising letter ready to send out.
- Don't need question & answer meetings.
- Letter needs to say fundraising will lead us into the future – vision for the club.

7/2017

- Treasurer – 6/30 394 members (-22) \$293,825 +\$18,060 compared to 2016
- Noteholder item – accept agreement made with bondholder
- Vote to send State of Club letter to members/residents

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

8/2017

- Treasurer – Sept 4 will be last season payroll, **we have no money**
- Donations \$26k from 78 people
- Cash balance \$23,042.09. August 20 payroll, June, July Water Bills (\$23k not paid yet) August water won't be as high
- What SGCC needs - \$360,000 for 2018. Had \$330,000 this year, **\$120,000 needed to finish of the year (Sept – Feb)**
- Discussion of Q&A meetings – decided no
- Discussion of 15-20 minutes at beginning of meetings for comments – decided yes, need to figure out wording to send out to membership

SGCC Minutes: 2017

M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

9/2017

- Cash balance \$26,000 includes GGG and donations
- 2017 conceivable we won't have a shortfall
- Despite negativity and misinformation out there – club continues to keep going and bring in customers.
- Dues increase – 2 ways of thinking: lower the rates and hope to get a ton more members; raise rates and at least try and keep the current membership
- Majority agreed not to move forward with resident rates
- Majority agreed to move forward with all-in rates
- M Elliott & club are receiving bios. S Schell will put together ballot.

SGCC Open Meeting 7/29/2014*

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, M Elliott

Historical membership/Revenue

- 2010 – 750 members, budget of \$450k
- 2014 – about 450 members; less than \$300k
- No capital projects undertaking in last 4 years
- Club has adequate funding for operations through mid-August but concerned without cash infusion, pool would close prior to Labor Day.
- Outstanding sprinkler note: \$225k

Want to avoid sale of the club and shutdown.

At same time, will not continue to operate without cash

SGCC Open Meeting 7/29/2014*

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, M Elliott

Paths forward:

- “Do Nothing” – not considered viable
- “Run facility with a management company” – unlikely given current financial difficulties and recent failure of these kinds of companies
- “Change by-laws” to use club as collateral – low probability of success to get changes and to find lender
- “SSPRD” – not interested in pool or golf; might be interested in repurposing
- “Sell for development” – last resort, who owns?
- “Get through season” – need a cash infusion of \$50k to get through end of September and \$150k to carry through 2015 renewal in March
- Decided “Get through season” was best option – voluntary donations, Foundation memberships, fall membership drive

What has Changed?

SGCC Open Meeting 7/29/2014

R Chapman (P), J Blakney (VP), B Canterbury (T), S Schell (S), M DiBlasi (GM)
M Buchanan, M Camelio, M Elliott

- “Get through season” – need a cash infusion of \$50k to get through end of September and \$150k to carry through 2015 renewal in March

SGCC Letter to Resident 8/2017

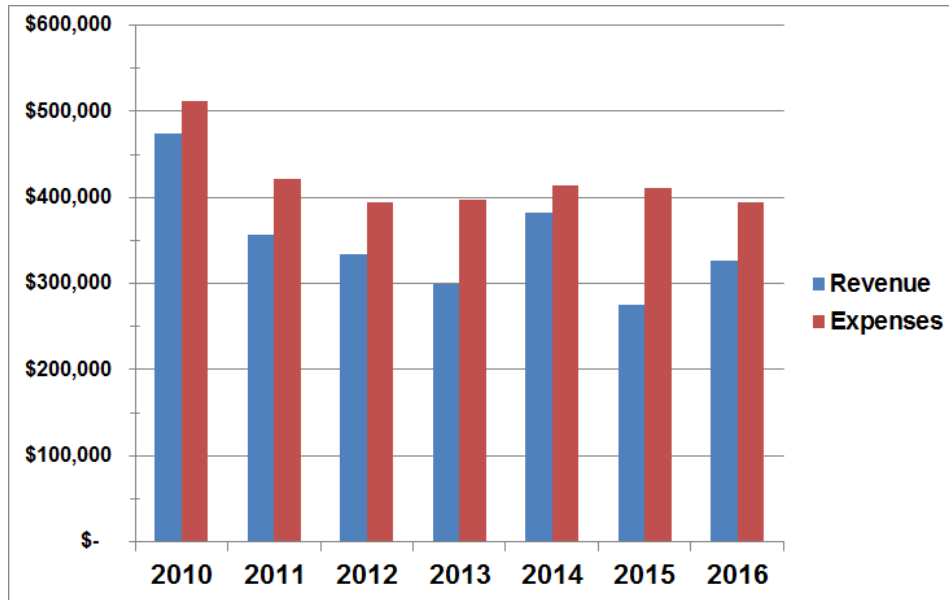
M Elliott (P), K Koberg (VP), J Rivera (T), S Schell (S), M DiBlasi (GM)
S Maxey, C Markham, J Rose

- Realistically, we need \$40-\$50,000 to make it to the end of the summer. More sustainable would be to raise \$140,000 to ensure ample funds to launch next year's season with significant reduction of our deficit that has accumulated from past seasons.

Recurring Themes

- Decline in family memberships is primary reason for financial challenges
- Recognize need to attract family memberships
- No significant planning, sustained follow through for attracting family memberships
- Conflicting views regarding financial transparency
- Recognize Southglenn neighborhood could be key contributor to SGCC success; SGCA key component
- No significant planning, sustained follow through for collaborating with SGCA or attracting memberships from neighborhood, proposed by-laws changes without notification or coordination
- Yearly: attrition concerns, predicted shortfalls, expected negative cash at year end, using next season's dues to get through current year
- Lack of continuity from one board to next – or even within a board, frequent intra-election turnover

SGCC Revenue/Expenses 2010 - 2016



Year	Memberships
2010	700
2011	525
2012	514
2013	490
2014	436
2015	417
2016	419

Mission&Vision

Source of information about of non-profits and private foundations.
[Home](#) > [Colorado](#) > [Centennial, CO](#) > [Southglenn Country Club Inc](#)

Southglenn Country Club Inc (EIN: 84-0612202)

Overview

Organization has likely closed in 2016 or 2017.

Primary Exempt Statement

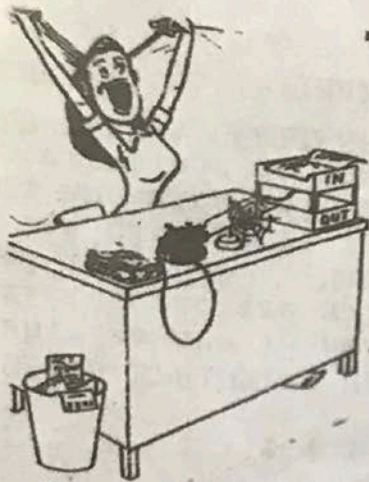
Provide and maintain a facility for golf, swimming, and tennis for 419 member families.

Projects.propublica.org
 Missionandvision.org

Southglenn Country Club Inc is not [IRS Exempt Organizations Select Check Database](#).

Organization has likely closed in 2016 or 2017.

August 1982 – background on SGCC



THIS is a genuine Helluva Note
from the cluttered, disorganized
desk of overworked, unappreciated
and misunderstood

JAY E

1789

EDITOR'S CORNER

Here's a little background on your country club, maybe it will help you to understand why it is so important that we save our club.

The Southglenn Country Club came into existence in mid-1960 when a 3-par gold course and swimming pool were opened as an incentive to buy a home in Southglenn. These facilities were to be run by the developer until 1971 when the Southglenn home owners were to take over the financial and managerial responsibilities. If the residents are able to operate the facilities successfully, maintaining the grounds, operating the pool, tennis courts and golf course and keeping financially solvent the property will be deeded over to the homeowners in 1992. IF THE HOMEOWNERS FAIL THE PROPERTY WILL REVERT TO THE DEVELOPER TO UTILIZE AS HE SEES FIT.

In 1968 the Southglenn Civic Association with a view to future responsibilities took over the management of the club under the tutelage of the builder. In the spring of 1971 tennis courts were added to the recreational possibilities and in August the Southglenn homeowners took over full responsibility for the club. A duly elected Board of Directors supervise the operation of the facilities. Since the residents have been in charge the club membership has been opened up to those families or individuals who wish to utilize and enjoy these recreation facilities in Southglenn.

With land what it is today, I would hate to think what the developer would do with our nice peace of land. I know personally I would hate to see condos go up.

Brainstorming Sessions Outcome

- 2 separate brainstorm sessions with Southglenn residents
- Cross demographics represented
- Resounding response – No development!!!
- Willingness to invest to keep it as some form of community center entity that is inclusive to neighborhood

Special Recreational District Solution (SRD)

What is a Special Recreation District?

- NOT AN HOA
- Special Mill Tax that our 1330 homes would pay through property taxes on annual basis. (NOTE: ~\$300-350 annual investment would cover existing operations of the club)
- Would not exclude existing non-resident members from using facility
- If itemizing tax return – this would be tax deductible

Benefits of Special Recreation District

- Continue golf, swim, tennis operations into perpetuity
- Honor Lifetime Memberships
- Access to traditional financing
- Repay noteholders
- Make Capital Improvements
- No disruption to current membership
- Lower costs for all

Revenues

Special Recreation District Anticipated Revenue Sources

	SouthGlenn SRD Taxing Authority (Annual)	Resident Unlimited Use Fee (Annual)	Non-Resident Unlimited Use Fee (Annual)
Est. Avg. Cost	\$300-350	\$100	\$625
Households	1,330	400-600	200-400
Annual Revenue <i>(estimated range)</i>	\$399,000- \$465,500	\$40,000- \$60,000	\$125,000- \$250,000

SRD would be eligible to write for grants to help finance improvements

Before We Begin

- Obtain consensus from residents that they want to pursue the formation of a Special Recreational District Solution
- Approval and authorization of Southglenn Civic Association (SGCA) to serve as fiduciary and representative proponents of the formation of the Southglenn Special Recreational District

What's Next? - Timeline

Consensus from Resident – October 2017

600 supporters, legal fund goal \$60k – March 2018

Hire legal counsel – April 2018

Hold Special SGCC Membership Meeting – Spring 2018

SRD Ballot supported – November 2018

New Southglenn Special Recreational Center begins –2019

Arrange for immediate financing of operations - 2019

First property taxes for SRD collected - 2020