

Slide 1

Good Evening Mayor, Council Members, City Staff and Concerned Citizens;

Thank you for the opportunity to provide some input into this development application process.

I have been a proud Millcroft resident since October 1988. My wife and I moved here from Toronto specifically because of our ability to own a home on a golf course. I was then, and continue to be, an avid golfer. My wife and children also golf – due in part to living on Millcroft Golf Course for over 32 years.

I will be personally impacted if this development proposal succeeds, but I am not delegating here just to protect my view of a golf course and open space. Property values here have risen some 500% since I bought my house, and values will probably continue to rise with, or without the golf course. Argo has talked about offering some of us cash to ease our pain and gain some support for their plan, but this not a factor, nor incentive.

Developing these golf course lands is simply a bad idea – for a variety of very valid reasons. The traffic and watercourse and environmental experts are providing more than enough evidence to conclude that this will negatively impact thousands of Burlington residents for many years to come. The bankers are unlikely to fund mortgages, and the insurance companies won't cover homes in the flood-prone areas that are the subject of this development proposal.

Slide 2

But I would like to focus on the golf course – because it is, in its entirety, is at risk from this proposed development.

Golf courses across the province and country are giving way to housing due to economics. The land is worth significantly more to developers than to course operators.

Slide 3

York Downs cashed out for \$400 million

Beacon Hall go for more than \$250 million

The battle to develop Glen Abbey is being fought in the courts

The list goes on...

Slide 4

So let's connect the dots for Millcroft Golf Club:

Millcroft golf course was built by a developer/home builder – Monarch – as a full-service, short/target style course. Their strategy was to utilize the golf course as the centre-piece of their 650 acre development site, and to earn a premium for the surrounding homes. They included a 2 year membership with the purchase of our home!

When Monarch developed all of the initial land that was earmarked for housing development in Millcroft, they turned the golf course driving range and part of the first hole into more homes – because building homes was their core business.

This would probably have made them some good money, but served to diminish the opportunity for the golf course operations to provide important revenue generating services.

When they finished developing homes, they sold the golf course to a golf course operator – the Liptays.

Under the management of the Liptays, Millcroft Golf Club has earned a solid reputation among local golfers and continues to receive positive reviews.

Slide 5

However, the Liptays have now brought in a partner, Argo, who is a developer, because the revenues from a short, limited-service golf course are not nearly as appealing as the money that can be made from land development.

The golf course owners are in business to make money – they are capitalists – and God bless capitalism, because that is what has allowed most of us to afford a home in this community.

Millcroft Greens suggests that they will maintain an 18 hole layout, but further shorten the course – from a 5,734 yard par 70 to a 3,942 yard par 62.

Slide 6

Contrary to what Millcroft Greens says about the demand for shorter golf courses that don't take too long to play, the length of a course matters.

Another Monarch developed golf course community in the Ottawa area – that they fashioned after Millcroft – was very recently facing the same issue as we are today. Their Community Association identified the same concerns that we have.

Slide 7

The great news is that they have been able to negotiate a tri-partite deal between the residents, the City and the developer Mattamy.

They were able to find a solution that addressed the community's concerns.

Slide 8

And the City of Ottawa was instrumental in making another great save – Kanata Lakes G & CC

- The decision is a big win for the city
- They called it "terrific news" for the community. As many as 500 homes back onto the course and more than 1,000 households use the grounds for recreation

Slide 9

It is important to consider the economics of impact of the proposed changes on the golf club:

- A very short course with limited services will most certainly have limited appeal
 - Numerous existing Millcroft Golf Club members and regulars have already signaled their intentions to bail when the course is shortened by more than 30%
- Greens fees for such a short course will have to be reduced
- Although it will be shorter, maintenance and operating costs will not be materially reduced
 - Same equipment and personnel will be required

Declining revenues + rising costs = unsustainable business model

Highly unlikely that the owners will be willing to subsidize the golf course operations from their profitable development business for very long – if at all

They will then move to develop the balance of the course – and as a matter of fact, although they claim to 'prioritize keeping the golf club open', they have already signaled their intention to develop the rest of the course by appealing the City of Burlington's recent official plan!!

Slide 10

Millcroft Golf Course is doomed, unless the City of Burlington takes some action

If this were a democratic process, it would not proceed. It is opposed by thousands of residents

We haven't heard from any residents that are supporting this development – so please do not confuse silence for support

Slide 11

Please help us

1. Approval of Millcroft Green's application will kill the course
2. Declining their application and abdicating authority to LPAT is an easy out
3. Brokering a great deal will take work, but it's the right thing to do, and it will be worth it

Ottawa has been able to do it twice – Burlington can too.

Slide 12

Thank You

Randy Klein