A&J; GULF BLVD CAPITAL

# Golf Course Acquisition & Advisory Services

**COMPLIMENTARY INFORMATION PACKAGE | SAMPLE**

For prospective buyers, sellers, and existing golf course owners seeking experienced, practical guidance.

## A personal welcome

Thank you for considering A&J; Gulf Blvd Capital. Our golf advisory service is built on more than 25 years of commercial lending experience, direct ownership of five golf courses, and management experience at another course.

We know a golf course is more than land and a clubhouse. It is an operating business with staffing, equipment, agronomy, memberships, maintenance requirements, and long-term capital needs.

Our goal is to give you a clear, organized assessment you can use to evaluate an acquisition, prepare for a sale, or strengthen an existing operation.

**Jorge Martinez**
A&J; Gulf Blvd Capital

This is an illustrative overview of our services, not a property-specific assessment or binding engagement agreement.

# What we do

## For buyers

Review available financial and operational records, examine the property on site, identify risks and deferred maintenance, and develop findings that may inform negotiations and ownership planning.

## For sellers

Organize operating information, identify presentation gaps, and provide a structured property assessment that a broker or valuation professional can use when evaluating market positioning. Our report is not a formal appraisal or broker price opinion.

## For existing owners

Evaluate operating performance, staffing, course conditions, expense controls, capital priorities, and potential opportunities for revenue growth or alternative uses of underutilized real estate.

## Our perspective

A&J; approaches golf assets from three vantage points: former owner, hands-on operator, and commercial lender. Financing, when available, is a separate underwriting decision and is not guaranteed by an advisory engagement.

# How an engagement works

## 01 Initial scope

We discuss the property, your objectives, available records, and whether an acquisition, sale-readiness, or operational assessment is appropriate.

## 02 Document review

Before the site visit, we request historical financials, 24 months of original system-generated POS reports for all departments plus year-to-date reports, operating records, course maintenance information, and property documentation.

## 03 On-site assessment

We inspect the golf course and facilities, review available equipment and operational conditions, and speak with management as appropriate. Typical engagements are limited to five working days.

## 04 Analysis and delivery

We prepare a professionally organized assessment binder and digital report with our findings, supporting schedules, key risks, and recommended next steps.

Where relevant, our checklist also addresses turfgrass varieties, winter closure and greens-cover history, irrigation, cart paths, and capital replacement needs.

# What you receive

Your completed, property-specific binder is designed to be useful after our site visit—not simply filed away.

## Executive assessment

Principal findings, strengths, risks, and prioritized recommendations.

## Financial and operating review

Historical results, departmental performance, rounds, memberships, and original POS reconciliation considerations.

## Physical and capital review

Course conditions, turf, irrigation, equipment, buildings, cart paths, deferred maintenance, and potential capital requirements.

## Market and real estate opportunities

Competitive position and potential opportunities for land, lodging, events, or other revenue streams, when applicable.

## Forward-looking plan

Illustrative financial scenarios and a practical first-100-days action plan, where supported by available information.

## Supporting exhibits

Document inventory, selected schedules, observations, photographs, and material information gaps.

Sample report pages may be provided on request. Forecasts depend on stated assumptions; specialist inspections and appraisals are separate services.

# Engagement details & next steps

## Professional fees

**$15,000–$25,000** for a defined engagement of up to five working days, depending on scope and property complexity. Consulting fees are payable in advance. Client is responsible for airfare, lodging, meals, ground transportation, and other agreed travel-related expenses.

## Support after delivery

For the property covered by the completed engagement, we remain available for reasonable follow-up questions by telephone or email at no additional consulting charge. New acquisitions, further on-site visits, formal additional reports, and substantial new assignments require a separate agreement.

## Before work begins

We provide a property-specific scope and written consulting agreement for review and signature. Any financing request is separately evaluated and subject to underwriting and approval.

## Request your consultation

Visit **ajgulfblvdcapital.com** to contact A&J; Gulf Blvd Capital. Please provide your name, company (if applicable), email, phone number, property location, and whether you are buying, selling, or seeking operational assistance.

**A&J; GULF BLVD CAPITAL | GOLF COURSE ACQUISITION & ADVISORY SERVICES**

SAMPLE INFORMATION PACKAGE — NOT A CONTRACT