



Deer Run/Wekiva Golf Club Due Diligence Review

July 27, 2021

Presentation Agenda

1. Introduction
2. Deer Run Redevelopment Opportunity
3. Wekiva Golf Club Opportunity
4. Due Diligence Process Summary
5. Other Considerations
6. Acquisition Summary & Funding
7. Potential MSBU Program



Golf Course Acquisition – Benefit Evaluation Procedure

Purpose and Scope

Acquisition and conversion of Golf Course properties can be beneficial to the citizens by providing public open park space and storm water and groundwater benefits and/or remediation. This document establishes a process and the associated estimated costs for the evaluation and potential acquisition and initial development of Golf Course properties.

Evaluation

The following table contains estimates of costs associated with tasks that will be used to evaluate Golf Course properties pre-acquisition.

Task	Time	Cost Estimate
Obtain Purchase Prices from Owner	2-3 weeks	\$0
Place Development Plans in Abeyance	1-2 months	\$0
Community Interest Meeting for Purchase Consideration	2-4 months	\$1,000 (staff time and materials)
MSBU Process for Community Financial Engagement	4-6 months	\$1,000 (staff time and materials)
Property Appraisals	2 months	\$5,000-\$10,000 (depending on size and complexity of property)
Existing Structures Assessment (Buildings)	2 months	\$20,000-\$40,000 (depending on size and complexity of property)
Phase I Environmental Study	2-3 months	\$10,000-\$15,000 (depending on size and complexity of property)
Boundary Survey	1-2 months	\$20,000-\$30,000 (depending on size and complexity of property)
Ground Water Modeling	1-2 months	\$10,000-\$20,000
St. Johns River Water Management District – Water Matters Process	4-6 months	\$1,000 (staff time and materials)
CUP Economic Analysis	1 month	\$1,000 (staff time and materials)
Table-top TMDL Benefit Analysis	2 months	\$1,000 (staff time and materials)
Wetlands Analysis	3-4 months	\$20,000-\$25,000 (restoration/mitigation assessment)
Estimated Initial Investment	6+ months	\$90,000-\$140,000

Post Evaluation

Once the assessment of the Golf Course property is complete and the outcome is favorable, the following table provides the next steps.

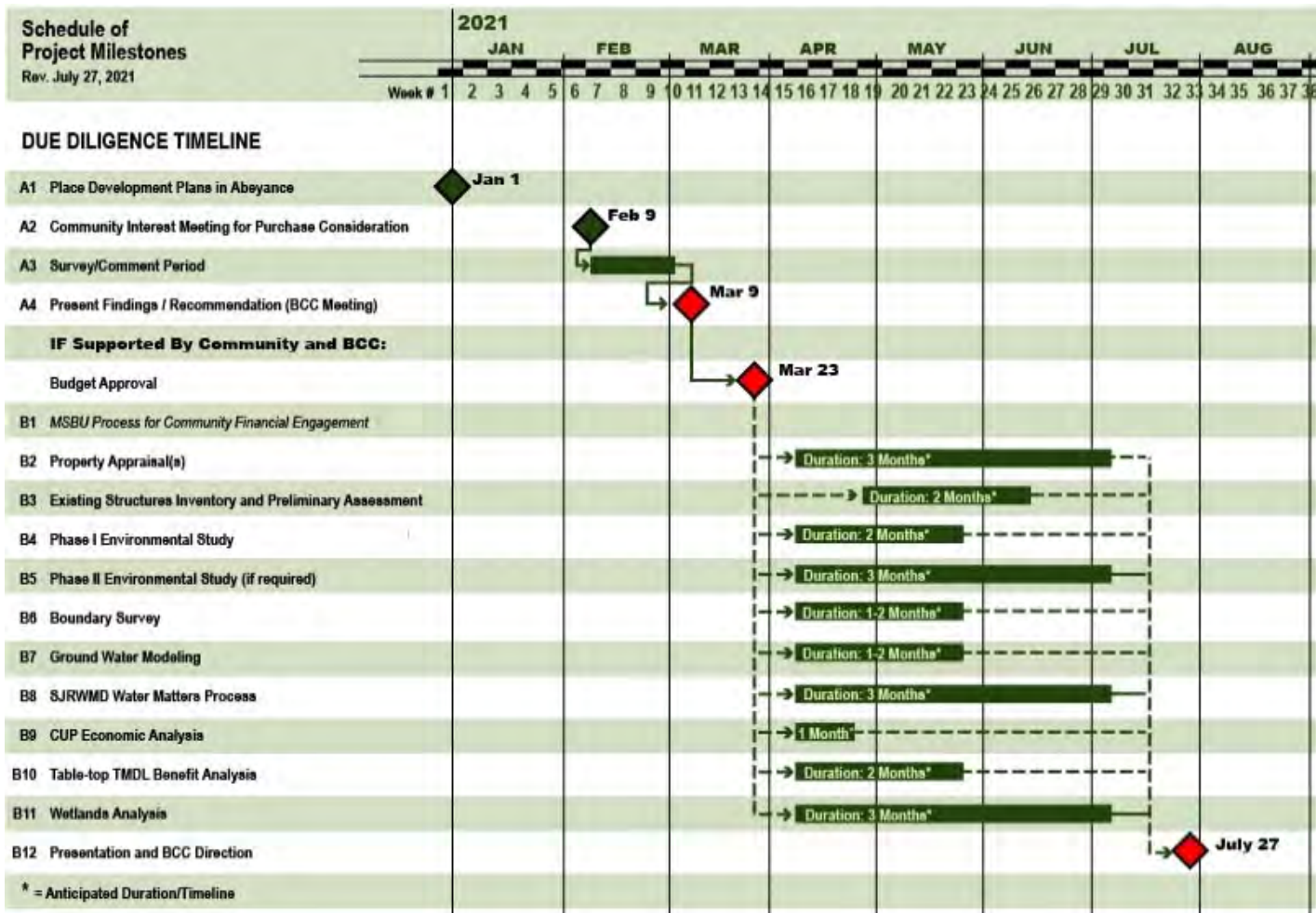
Task	Time	Cost Estimate
Purchase Process (runs concurrent with the items in the Evaluation section)	9-12 months	variable
BCC Consideration and Approval	END	

Initial Development

The following table provides estimates for the initial development of the site, post-acquisition, as both a park and storm water treatment area.

Task	Time	Cost Estimate
Construction of Storm Water Treatment System(s)	1-2 years	\$1M (Design \$120K, CEI \$100K, Construction \$800K)
Phase II Environmental Assessment (if needed)	Additional 3 months to Phase I	\$15,000-\$25,000 (depending on size and complexity of property and results of Phase I)
Potential Development Program Assessment	3-4 months during/after community outreach	\$1,000 (staff time and materials)
Estimated Initial Development Costs	1-2 years	\$1,026,000

Golf Course Acquisition – Benefit Evaluation Procedure





2. Deer Run Redevelopment Opportunity



Eagle Cir.

Maintenance Building and Yard

Existing Ponds / Stormwater Drainage (typ.)

Clubhouse Building

S. Eagle Cir.

Eagle Cir.

Sterling Park Elem. School

SITE DATA

Size: 134.76 Acres
Address: 300 Daneswood Way
Winter Springs
Existing Zoning: PD
Existing Land Use: PD
Future Land Use: PD

Power: Duke
Water: Seminole County
Sewer: Seminole County
BCC District 1

Land Ac.: 80.92 (Est.)
Water Ac.: 53.84 (Est.)

- County Roads
- Private Roads
- Road Crossings
- Public Lands

Possible Park Development Scenarios

Initial Park Development Program:

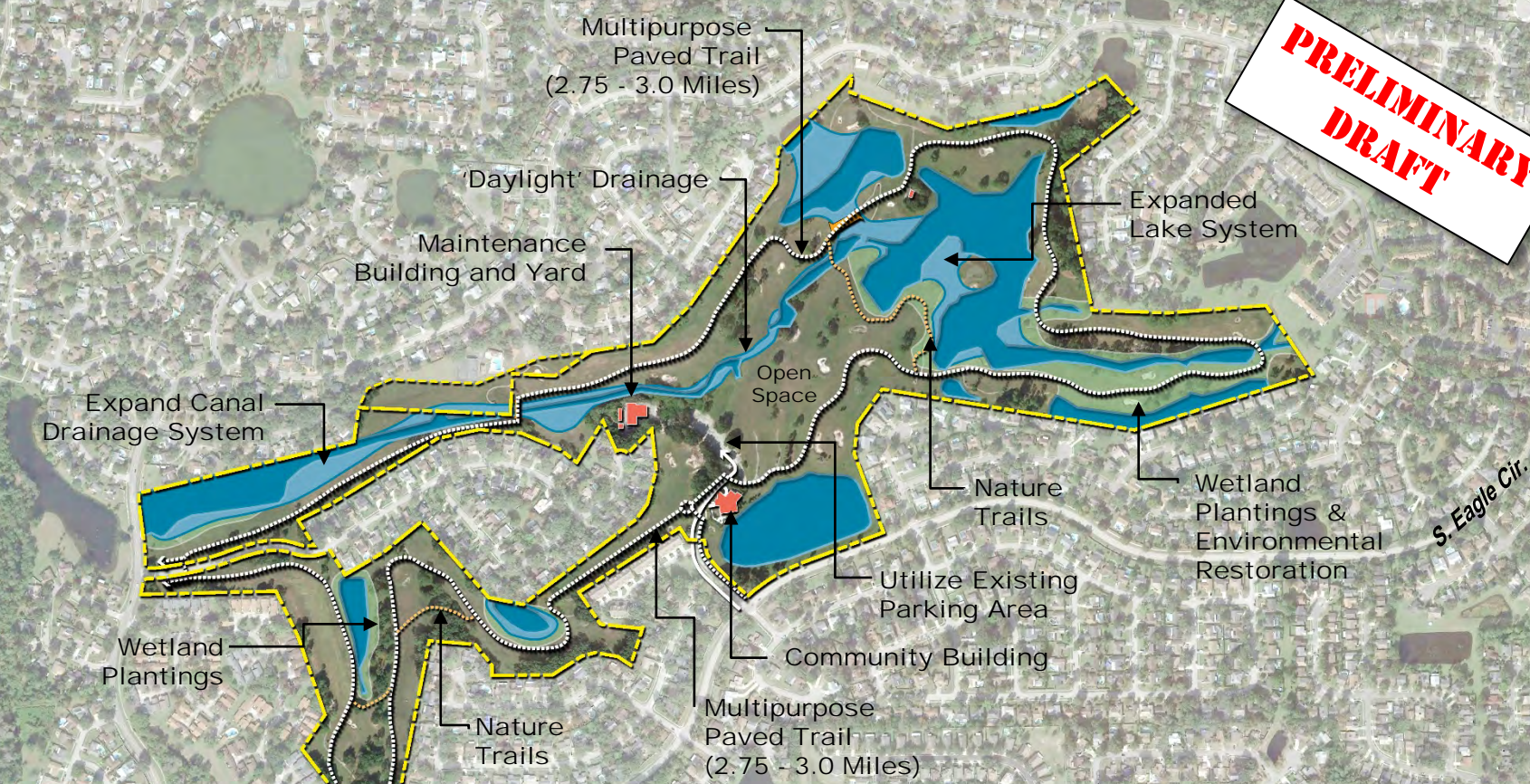
1. Property Stabilization
2. Multipurpose Trail
(Approx. 2.75 - 3.0 Miles)
3. Pedestrian Bridges
4. Community Building
5. Picnic Areas
6. Nature Trails
7. Multipurpose Open Space

Stormwater Improvements:

1. Stormwater Treatment Syst.
2. Expanded Lakes/Waterways
3. Environmental Restoration
4. Misc. Improvements



**PRELIMINARY
DRAFT**



SITE DATA

Size: 134.76 Acres
Address: 300 Daneswood Way
Winter Springs
Existing Zoning: PD
Existing Land Use: PD
Future Land Use: PD

Power: Duke
Water: Seminole County
Sewer: Seminole County
BCC District 1

Land Ac.: 80.92 (Est.)
Water Ac.: 53.84 (Est.)

**Initial Park Development
Preliminary Concept**

Approx. Scale in Feet
0 200 400
January 2021



DRAFT

Deer Run Possible Park Development – Total Vision

Initial Park Development Program:

1. Property Stabilization
2. Multipurpose Trail
(Approx. 2.75 - 3.0 Miles)
3. Pedestrian Bridges
4. Community Building
5. Picnic Areas
6. Nature Trails
7. Multipurpose Open Space

Stormwater Improvements:

1. Stormwater Treatment Syst.
2. Expanded Lakes/Waterways
3. Environmental Restoration
4. Misc. Improvements

Additional Passive Park Development Program:

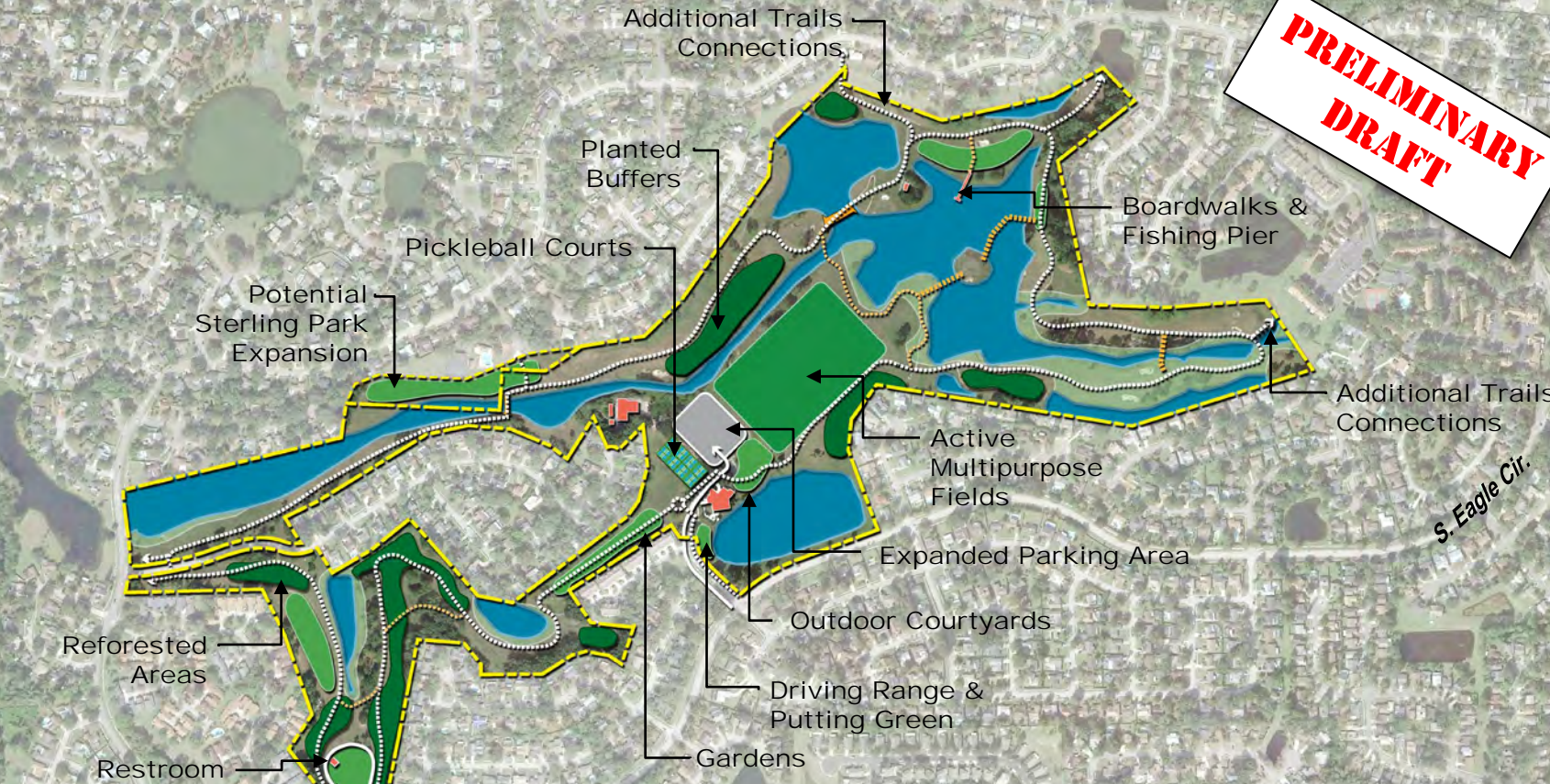
1. Playground Area
2. Restroom Building
3. Exercise Stations
4. Additional Picnic Areas
5. Additional Parking Area
6. Additional Trail
Connections/Gateways
7. Boardwalks, Fishing Pier
8. Reforested Areas
9. Potential Sterling Park Imp.

Active Recreation Development Program:

1. Driving Range/
Putting Green
2. Gardens (Community,
Butterfly, Memorial, etc.)
3. Pickleball Courts
4. Disc Golf
5. Active Multipurpose Fields
6. Expanded Parking
7. Outdoor Courtyard Areas at
Community Building

*Driven By Partnerships,
Sponsorships &
Community Involvement*

**PRELIMINARY
DRAFT**



SITE DATA

Size: 134.76 Acres
Address: 300 Daneswood Way
Winter Springs
Existing Zoning: PD
Existing Land Use: PD
Future Land Use: PD

Power: Duke
Water: Seminole County
Sewer: Seminole County
BCC District 1

Land Ac.: 80.92 (Est.)
Water Ac.: 53.84 (Est.)

**Additional Development
Scenarios Potential**

Approx. Scale in Feet
0 200 400
January 2021



DRAFT



3. Wekiva Golf Club Opportunity



Clubhouse
Building,
Amenities &
Maint.

Existing
Ponds (typ.)

SITE DATA

Size: 137.88 Acres
 Address: 4100 Wekiva Club Court
 Longwood
 Existing Zoning: PD
 Existing Land Use: PD
 Future Land Use: PD
 Power: Duke
 Water: Utilities Inc.
 Sewer: Utilities Inc.
 BCC District 3

Land Ac.: 132.88 (Est.)
 Water Ac: 5.0 (Est.)

137.88 Ac.

**Wekiva Golf Club Property
 Existing
 Conditions**

Approx. Scale In Feet
 0 200' 400'
 June 2021





Driving Range

Chipping Green

Golf Cart Barn & Storage

Practice Green

Clubhouse Building,
Grill Room & Pro Shop
8,066 sq/ft

Parking Lot

Maintenance
Buildings & Yard

Main Entry
Drive

Cart Path
Crossings (typ.)

Existing
Ponds (typ.)

W. Wekiva Trail

Mt Club Blvd.

18

9

16

17

1

2


8




SITE DATA

Size: 137.88 Acres
Address: 4100 Wekiva Club Court
Longwood
Existing Zoning: PD
Existing Land Use: PD
Future Land Use: PD
Power: Duke
Water: Utilities Inc.
Sewer: Utilities Inc.
BCC District 3

Land Ac.: 132.88 (Est.)
Water Ac: 5.0 (Est.)

-  County Roads
-  Private Roads
-  Road Crossings
-  Public Lands

Wekiva Golf Club Property Existing Conditions

Approx. Scale In Feet
0 200 400
June 2021 



July 9, 2021



BOTTLE
CAN
BEER
CHECKS
CHICKENS

SANDWICHES
HOT STUFF

WINGS
HOT STUFF

We I.D.
RESPONSIBILITY MATTERS

Existing Structures



Existing Structures



Existing Structures



Practice Green



Water Features



Vegetation & Wildlife



Vegetation & Wildlife



Tee Complexes



Greens & Bunkers



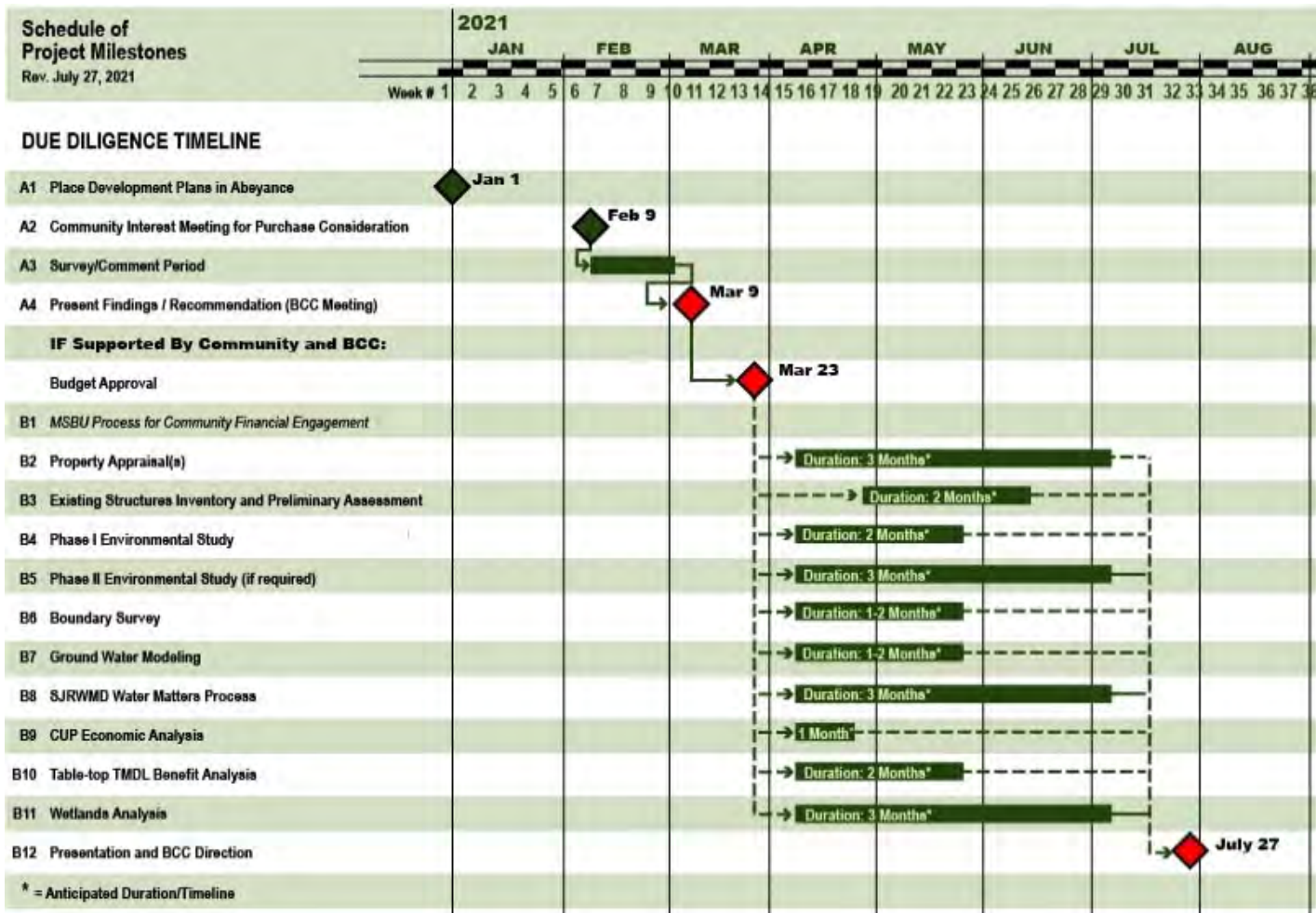
Street Crossings





4. Due Diligence Process Summary

Golf Course Acquisition – Benefit Evaluation Procedure

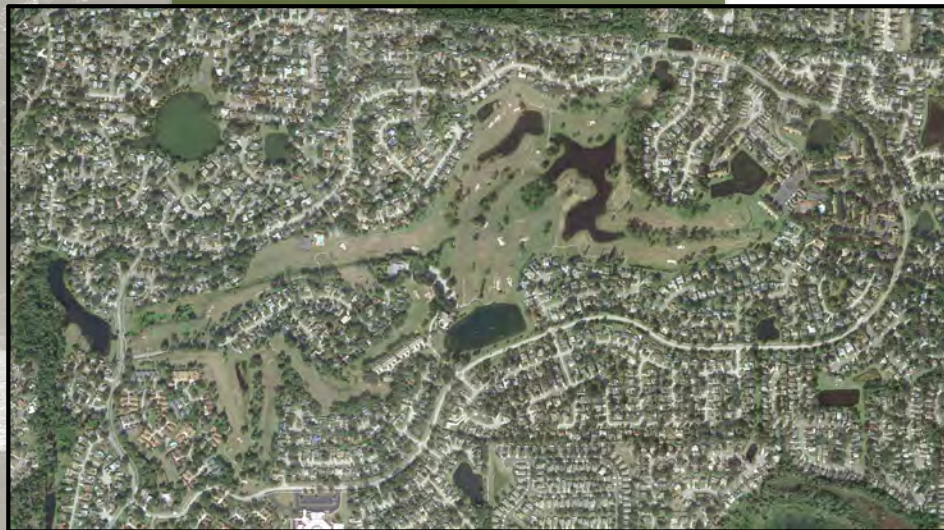


Due Diligence Process– As Approved by BCC March 9, 2021

- On Hold**
1. MSBU Process for Community Financial Engagement
 2. Property Appraisals
 3. Existing Structures Inventory and Preliminary Assessment
 4. Phase I Environmental Study
 5. Preliminary Phase II Environmental Study
 6. Boundary Survey
 7. Ground Water Modeling
 8. SJRWMD Water Matters Process
 9. CUP Economic Analysis
 10. Table-top TMDL Benefit Analysis
 11. Wetlands Analysis

2. Property Appraisals – Deer Run and Wekiva Golf Club

Deer Run



Property Size: 138.1 Ac.
Golf Club Opened in 1989
Closed 2019

Wekiva Golf Club



Property Size: 137.9
Golf Club Opened in 1972
Currently Operational

2. Property Appraisals – Deer Run and Wekiva Golf Club

Deer Run

Clayton, Roper & Marshall

Highest and Best Use

\$6,900,000

Wekiva Golf Club

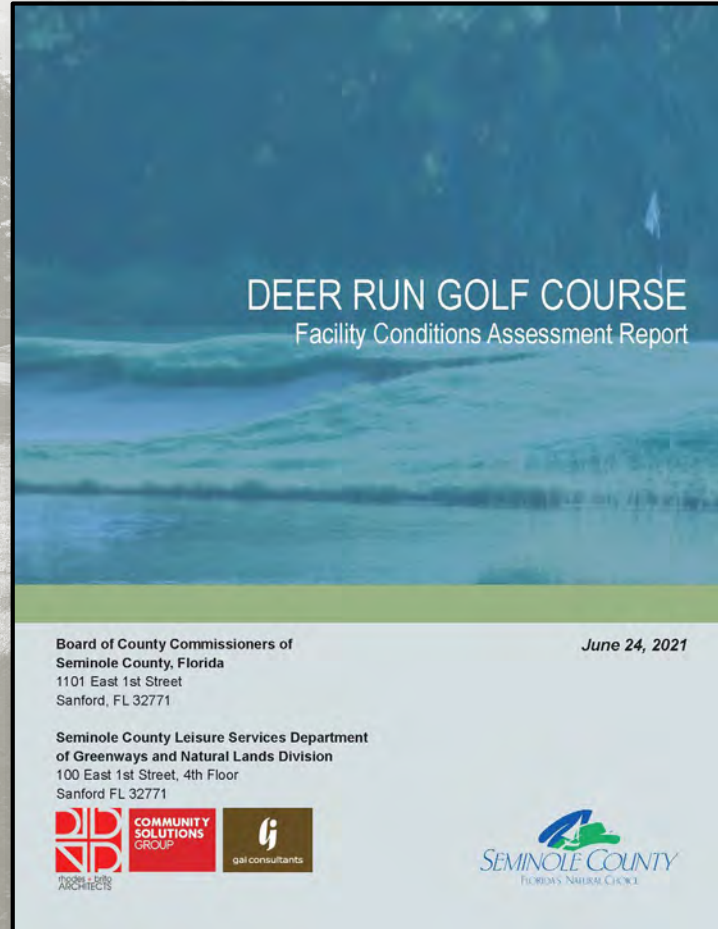
Pinel & Carpenter

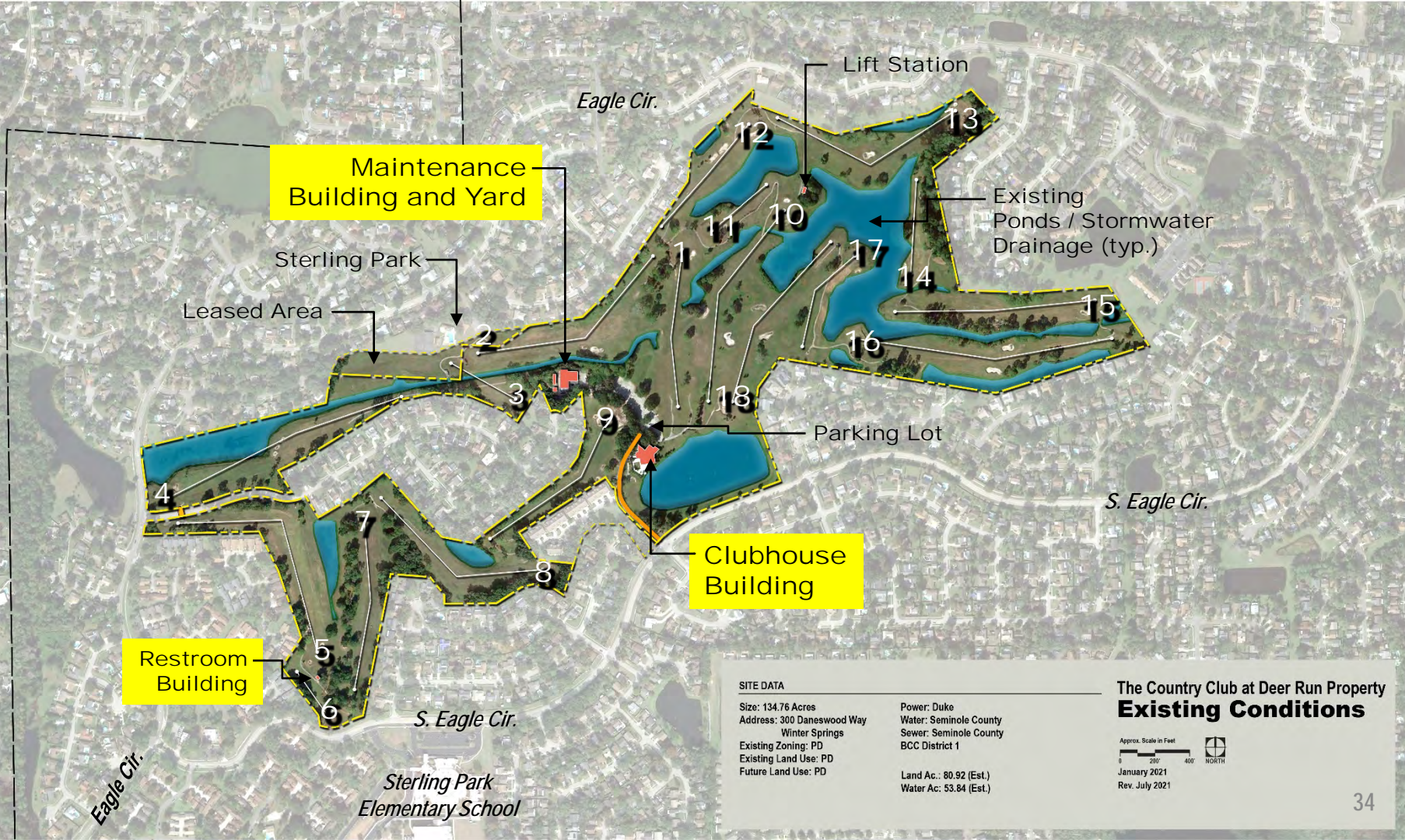
Highest and Best Use

\$7,880,000

Total = \$14,780,000

3. Existing Structures Inventory and Preliminary Assessment





SITE DATA

Size: 134.76 Acres
 Address: 300 Daneswood Way
 Winter Springs
 Existing Zoning: PD
 Existing Land Use: PD
 Future Land Use: PD

Power: Duke
 Water: Seminole County
 Sewer: Seminole County
 BCC District 1

Land Ac.: 80.92 (Est.)
 Water Ac.: 53.84 (Est.)

**The Country Club at Deer Run Property
 Existing Conditions**

Approx. Scale in Feet
 0 200' 400'
 NORTH
 January 2021
 Rev. July 2021

3. Existing Structures Inventory and Preliminary Assessment

Clubhouse Building

Building Envelope: 11,572 sq.ft.

1. Clubhouse is in relatively good condition;
2. Minor cosmetic issues;
3. General grounds cleanup;
4. Update for current ADA;
5. HVAC system needs replacing (2002)
6. Roof work needed (2003)



3. Existing Structures Inventory and Preliminary Assessment

Maintenance Area

Four Buildings/Structures

Building 1: 6,750 sq.ft.

1. Some renovation needed to buildings;
2. Repainting needed;
3. General grounds cleanup



3. Existing Structures Inventory and Preliminary Assessment

Restroom Building

Building Envelope: 100 sq.ft.

1. Building envelope in relatively good condition;
2. Needs ADA update for interior / fixtures



3. Existing Structures Inventory and Preliminary Assessment

Deer Run Facilities Renovation	Totals*
1. Clubhouse	\$2,025,100
2. Maintenance Complex	\$977,500
3. Stand-Alone Restroom	\$195,000
TOTALS - PROJECTED	\$3,197,600*

* Preliminary estimates only based on current construction values

4 & 5. Phase I and II Environmental Assessments

Phase I and Phase II Environmental Site Assessments

Former Deer Run Golf Course
300 Daneswood Way
Casselberry, Seminole County, Florida

E Sciences Project No. 1-2237-008

June 2021



**ENGINEERING
ENVIRONMENTAL
ECOLOGICAL**

Prepared for:

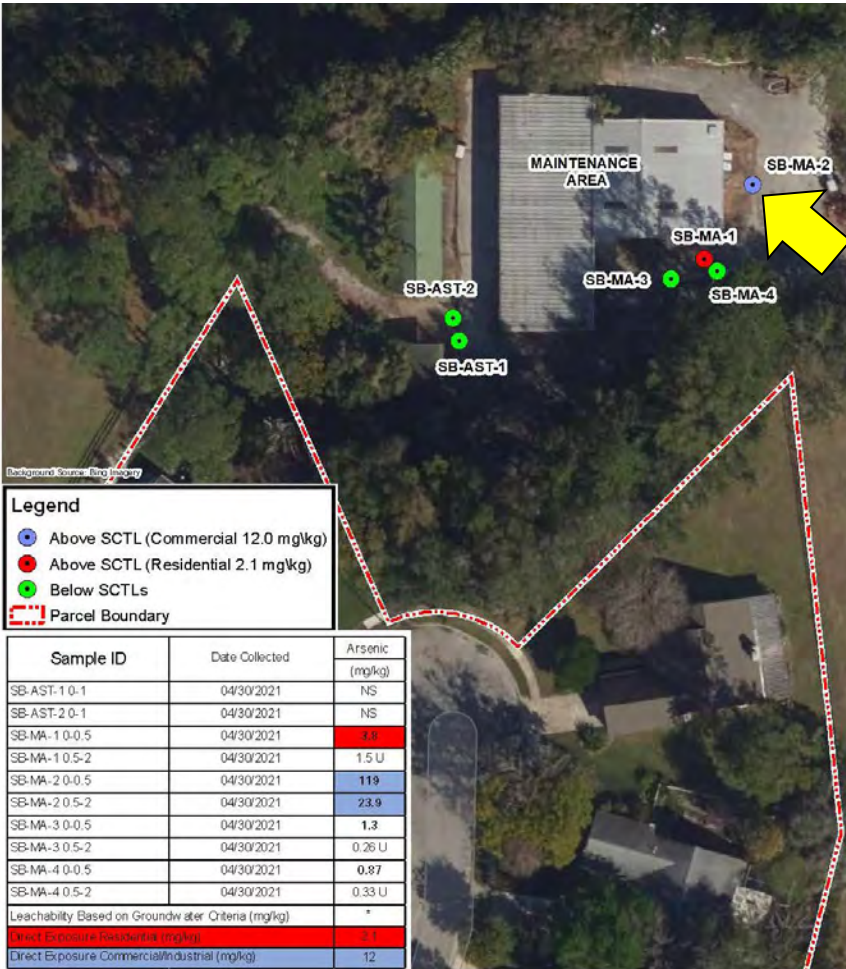
Mr. Keith Welty
Project Manager II
Leisure Services Department
Greenways and Natural Lands Division
Seminole County Government
100 East First Street
Sanford, Florida 32771

4 & 5. Phase I and II Environmental Assessments

Maintenance Area

1. Minor soil remediation required in maintenance yard area
2. No evidence of groundwater contamination

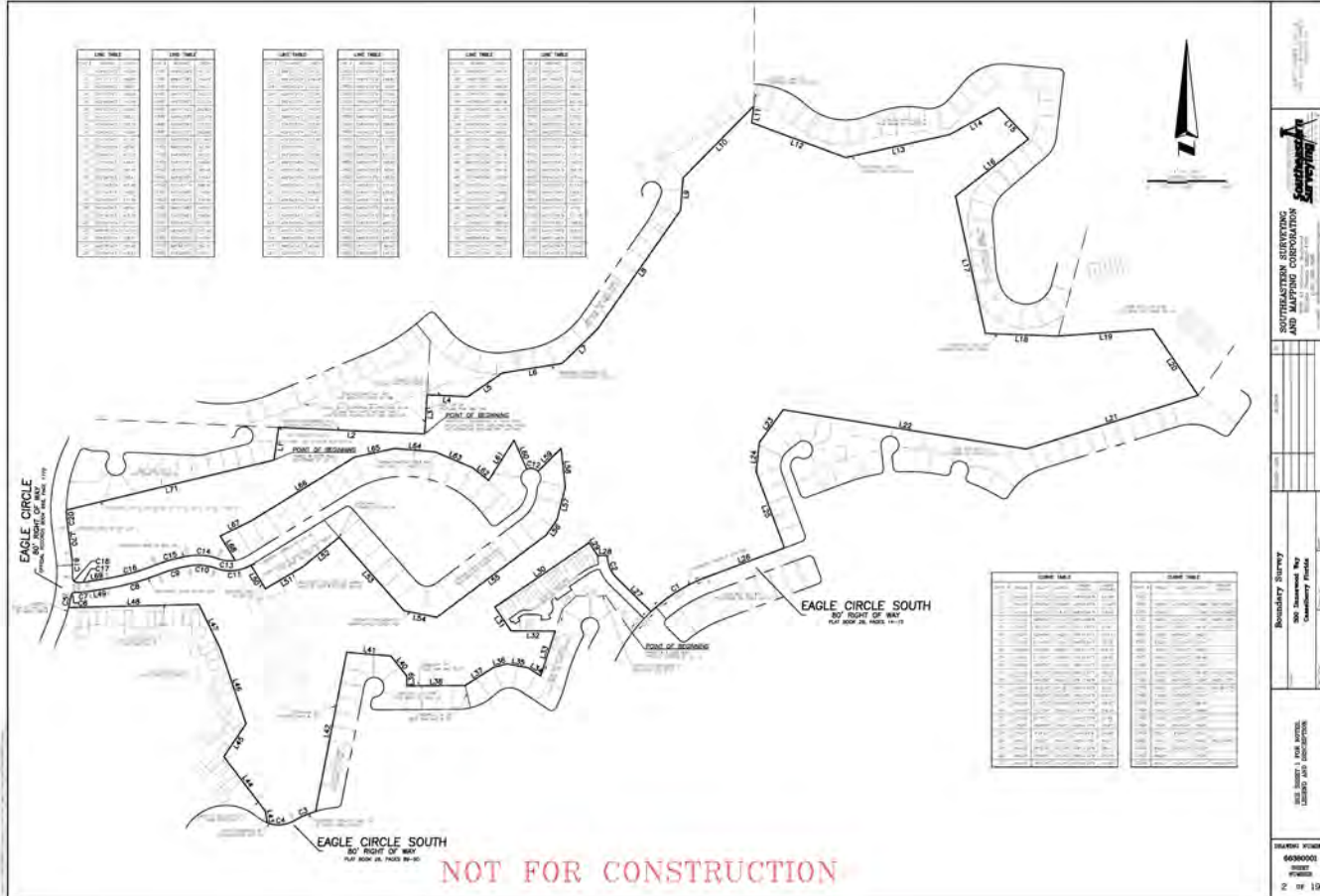
Deer Run Country Club



4 & 5. Phase I and II Environmental Assessments



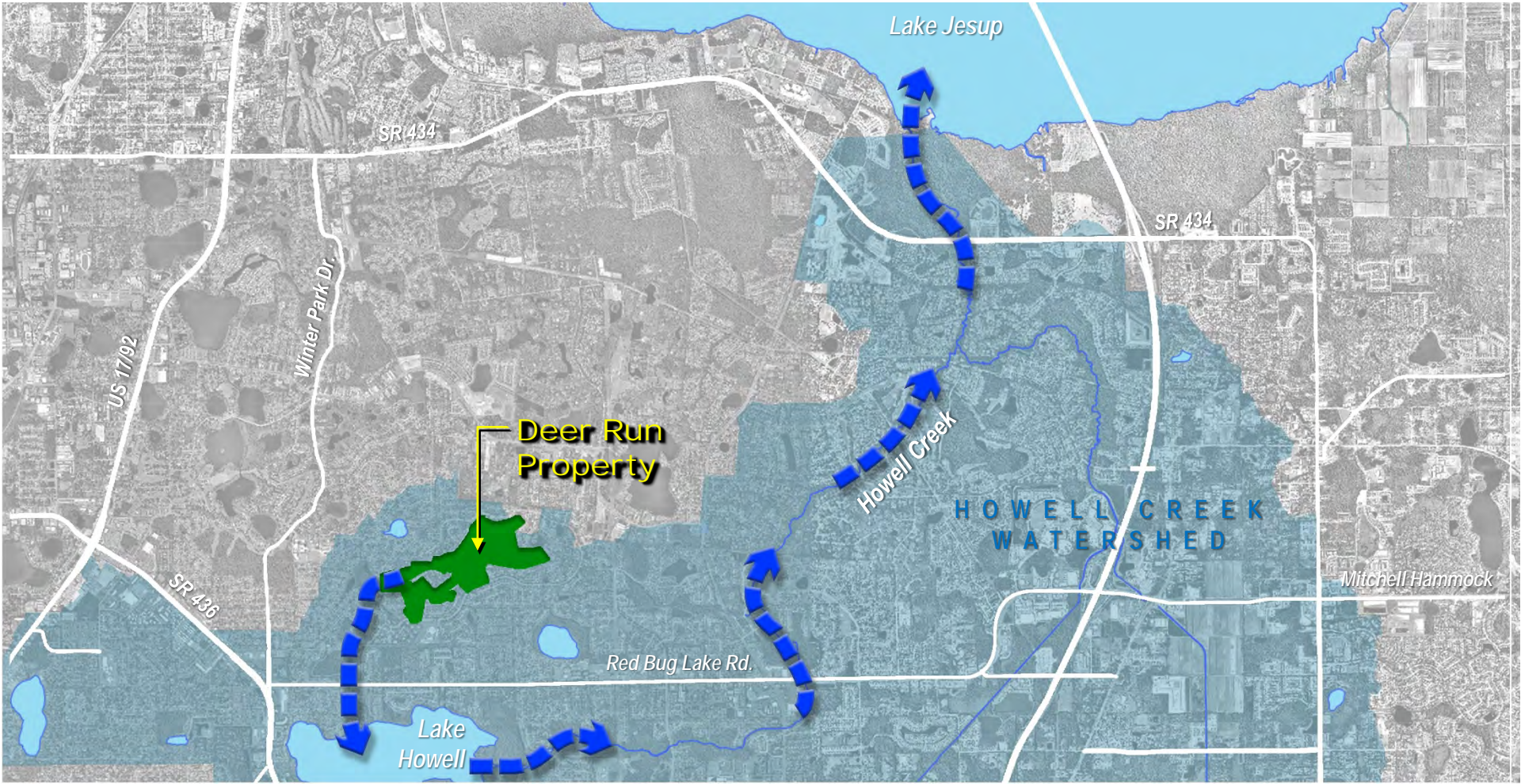
6. Boundary Survey



Due Diligence Process Summary

- On Hold**
1. MSBU Process for Community Financial Engagement
 - ✓ 2. Property Appraisals
 - ✓ 3. Existing Structures Inventory and Preliminary Assessment
 - ✓ 4. Phase I Environmental Study
 - ✓ 5. Preliminary Phase II Environmental Study
 - ✓ 6. Boundary Survey
 7. Ground Water Modeling
 8. SJRWMD Water Matters Process
 9. CUP Economic Analysis
 10. Table-top TMDL Benefit Analysis
 11. Wetlands Analysis

Deer Run Property - Regional Context



Deer Run: Ground Water Modeling and CUP Analysis

1. Existing Deer Run CUP totals 70M gallons/192,000 gallons per day;
2. CUP expires June 4, 2022 – potential credit then disappears;
3. If County purchases property and abandons wells, more groundwater available at SER and Indian Hills;
4. Groundwater modeling shows potential credit of 60% to the County;
5. Adding Deer Run's CUP to Seminole County's potable treatment capacity is worth \$1M.

Potential Value to County: \$1,000,000

Deer Run: TMDLs and Wetlands Mitigation

Total Maximum Daily Load (TMDL) Analysis:

- If purchased and converted use to a passive park, nutrient load (TMDL) would be reduced

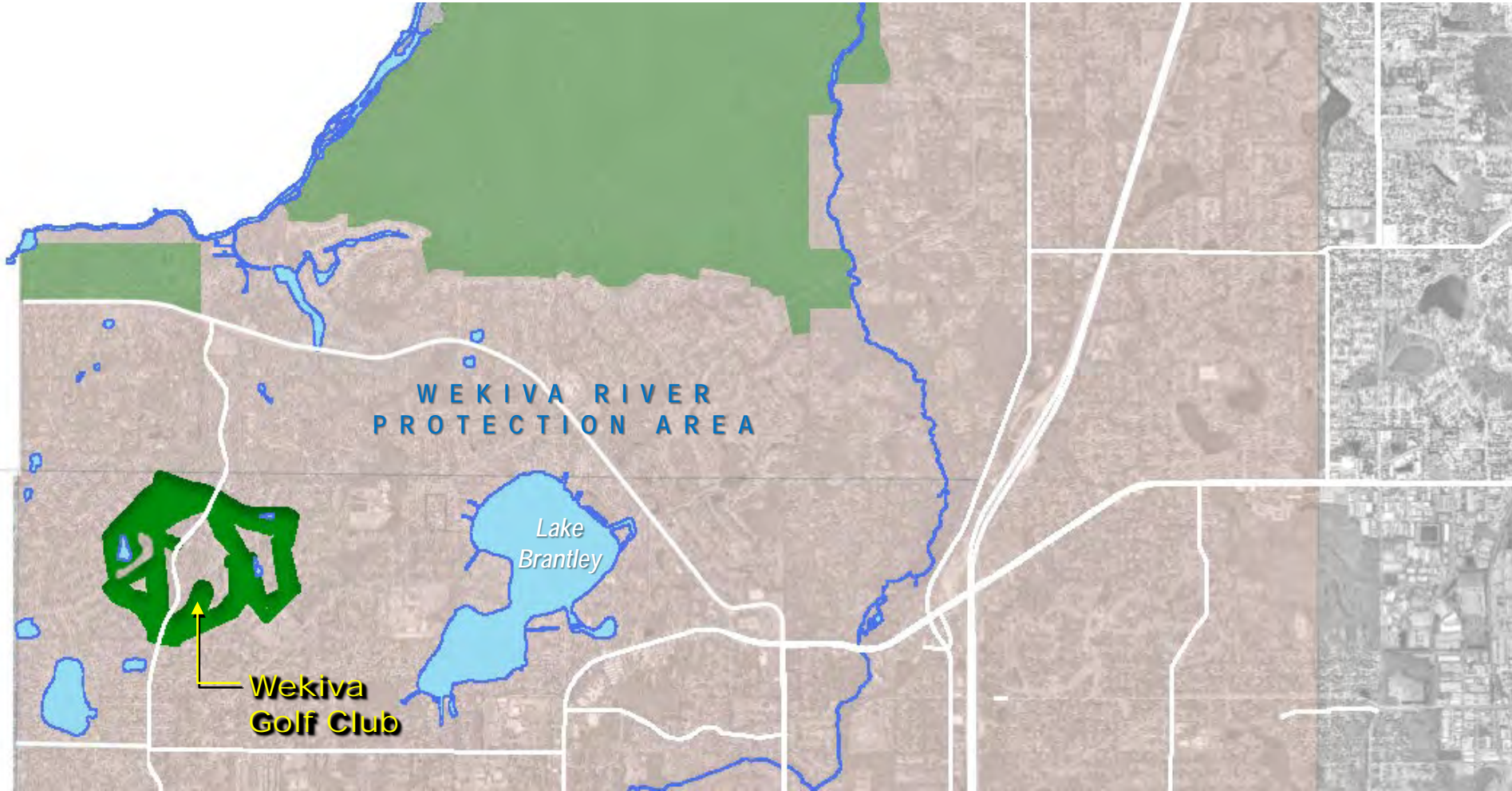
Potential Cost Benefit Value: \$320,000 Annually

Wetlands Analysis:

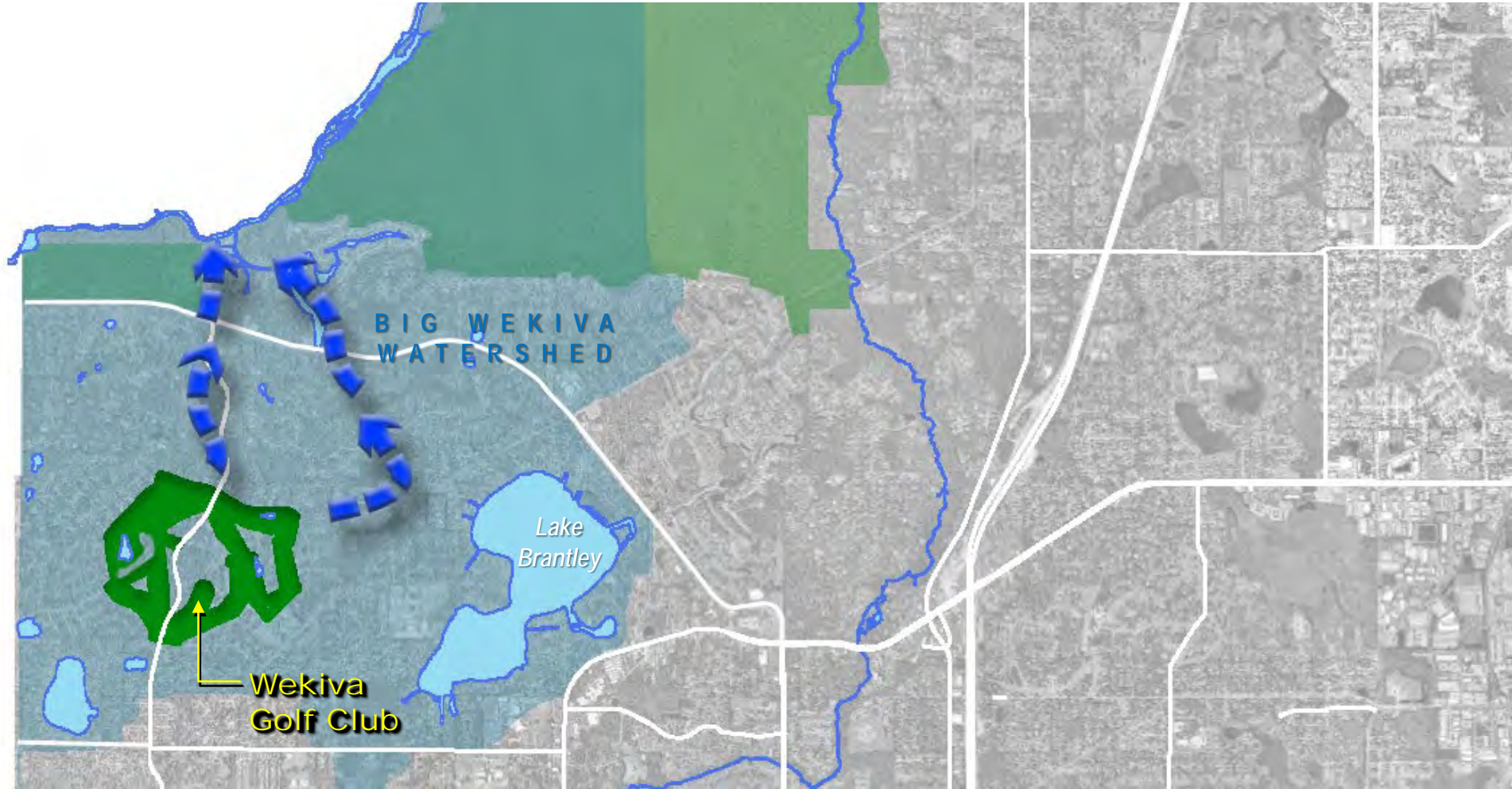
- Analysis showed no value from potential wetlands mitigation

Potential Cost Benefit Value: \$0

Wekiva Golf Club – Wekiva River Protection Area (WRPA)



Wekiva Golf Club – Big Wekiva Watershed



Wekiva Golf Club: Ground Water Modeling, CUP, Wetlands

CUP Analysis:

Existing Wekiva Golf Club CUP has no value to the County since it is for emergency use only. Reclaimed water is the primary irrigation source.

Potential Cost Benefit Value: \$0

Wetlands Analysis:

There are no known wetlands for mitigation credit on this property

Potential Cost Benefit Value: \$0

Wekiva Golf Club: TMDL Analysis

Total Maximum Daily Load (TMDL) Analysis:

1. There is no value for nutrient reduction (TMDL) as an operating golf course;
2. If converted to a passive park, nutrient load would be reduced with a resulting annual cost benefit to the County;
3. Since the property is located in the Wekiva PFA, there is an additional credit for reducing nitrogen loading into groundwater if converted to a passive park.

Potential Cost Benefit Value – Golf Use: \$0

Potential Cost Benefit Value – Passive Use: \$2,500,000 Annually

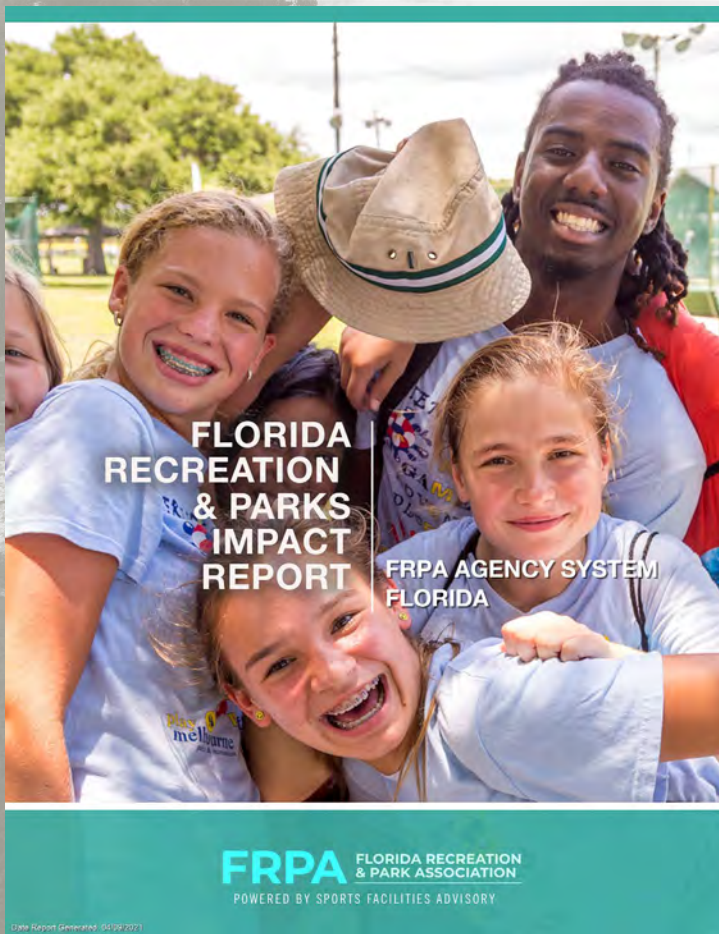
Due Diligence Process Summary

- On Hold** 1. MSBU Process for Community Financial Engagement
- ✓ 2. Property Appraisals
 - ✓ 3. Existing Structures Inventory and Preliminary Assessment
 - ✓ 4. Phase I Environmental Study
 - ✓ 5. Preliminary Phase II Environmental Study
 - ✓ 6. Boundary Survey
 - ✓ 7. Ground Water Modeling
 - ✓ 8. SJRWMD Water Matters Process
 - ✓ 9. CUP Economic Analysis
 - ✓ 10. Table-top TMDL Benefit Analysis
 - ✓ 11. Wetlands Analysis



5. Other Considerations

FRPA Economic Impact Calculator



**THE PROXIMATE PRINCIPLE:
The Impact of Parks, Open Space and Water Features on
Residential Property Values and the Property Tax Base**

by

John L. Crompton
Distinguished Professor
Texas A&M University

Second edition

Published by the National Recreation and Park Association
22377 Belmont Ridge Road
Ashburn, Virginia 20148
Phone: 703-858-2190

© 2004 National Recreation and Park Association
ISBN

FRPA Economic Impact Calculator

FRPA AGENCY SYSTEM FLORIDA

INCREMENTAL PROPERTY VALUES BASED ON THE PROXIMITY EFFECT.

Distance from parks and trails is known to influence property values. Nationwide research shows that the premium for proximity to these spaces can affect market values up to 2,000 feet by 20 percent or more. Parks and recreation areas can also lead to proportionately higher property tax revenues for local governments.

\$2.2 MILLION

IN INCREMENTAL PROPERTY VALUES

\$30,214

IN INCREMENTAL TAX REVENUE



The real estate market consistently demonstrates that people are willing to pay more for a house close to a park, which results in higher home values.*

Wekiva Golf 2021 Pro Forma Income and Expenses

REVENUES	
Memberships	\$150,000
Greens Fees	\$750,000
Cart Fees	\$150,000
Range Fees	\$155,000
Merchandise Sales	\$40,000
Other Golf	\$2,200
Club Rental	\$2,500
Handicap Fees	\$2,200
Food & Beverage	\$225,000
Gross Revenue	\$1,476,900
COST OF SALES	
Merchandise Costs	(\$25,000)
Food & Beverage Costs	(\$80,000)
Costs of Sales	(\$105,000)
Effective Gross Income	\$1,371,900
OPERATING EXPENSES	
Payroll (Golf Course & Food Beverage)	(\$510,000)
General & Administrative	(\$150,000)
Cart Lease	(\$72,000)
Building Maintenance	(\$40,000)
Golf Maintenance	(\$220,000)
Utilities	(\$35,000)
Insurance	(\$47,000)
Property Taxes	(\$10,940)
Operating Expenses	(\$1,084,940)
Net Operating Income	\$286,960



6. Acquisition and Funding Opportunity Summary

Initial Acquisition Costs

PROJECTED COSTS	Deer Run	Wekiva	TOTALS
Property Acquisition	-	-	\$14,000,000
Additional Due Diligence Costs	\$8,000	\$87,799	\$95,799*

* = Does not include miscellaneous closing costs to be determined

Operations & Maintenance Costs – Year 1

PROJECTED COSTS

Operations & Maint. (Year 1)

County Staffing (2 FTE – Year 1)

Deer Run

\$330,000

\$71,764

Wekiva

\$1,100,000

\$80,500

TOTALS

\$1,400,000

\$152,264

Projected Offsets – Year 1

PROJECTED OFFSETS	Deer Run	Wekiva	TOTALS
Potential MSBU Program	\$2,310,000	\$0	\$2,310,000
CUP, TMDL Cost Benefit Value	\$1,320,000	\$0	\$1,320,000
Potential Operating Revenue	\$0	\$1,300,000	\$1,300,000

Potential Future Costs and Cost Benefits

POTENTIAL FUTURE COSTS	Deer Run	Wekiva	TOTALS
Phase 1 Potential Dev. Costs	\$8,100,000	\$0	\$8,100,000
Potential Future Staffing	\$272,000	\$0	\$272,000

POTENTIAL FUTURE OFFSETS	Deer Run	Wekiva	TOTALS
TMDL Cost Benefit – Annually	\$320,000	\$2,500,000*	\$2,820,000*

* = Annual Cost Benefit if Golf Use is Converted to Passive Use Only

Deer Run Possible Park Development – Projected Costs

Initial Park Development Program:

1. Property Stabilization
2. Multipurpose Trail
(Approx. 2.75 - 3.0 Miles)

\$6.3M

Stormwater Improvements:

1. Stormwater Treatment Syst.
2. Expanded Landscaping Ways
3. Stormwater Detention
4. Misc. Improvements

\$1.8M

Additional Passive Park Development Program:

1. Playground Area
2. Restroom Building
3. Exercise Stations
4. Additional Picnic Areas
5. Additional Parking
6. Additional Trail Connections/Gateways
7. Boardwalks, Fishing Pier
8. Reforested Areas
9. Potential Sterling Park Imp.

\$2.7M

Active Recreation Development Program:

1. Driving Range/
Putting Green
2. Gardens (Community, Butterfly, Memorial, etc.)
3. Skier's Club
4. Disc Golf
5. Active Multipurpose Fields
6. Expanded Parking
7. Outdoor Courtyard Areas at
Community Building

\$2.8M

*Driven By Partnerships,
Sponsorships &
Community Involvement*



7. Potential MSBU Program

Next Steps

M Municipal

S Services

B Benefit

U Unit

Estimated MSBU Cost Calculation

Contribution By
Rolling Hills MSBU

15.3%

Approx. Equivalent
Potential Deer Run MSBU*










\$2.31M

* *Calculation is based on a \$7M
acquisition price of Deer Run
only + \$8.1M Phase 1 estimate*

Deer Run Map with Buffer and HOAs (draft map)

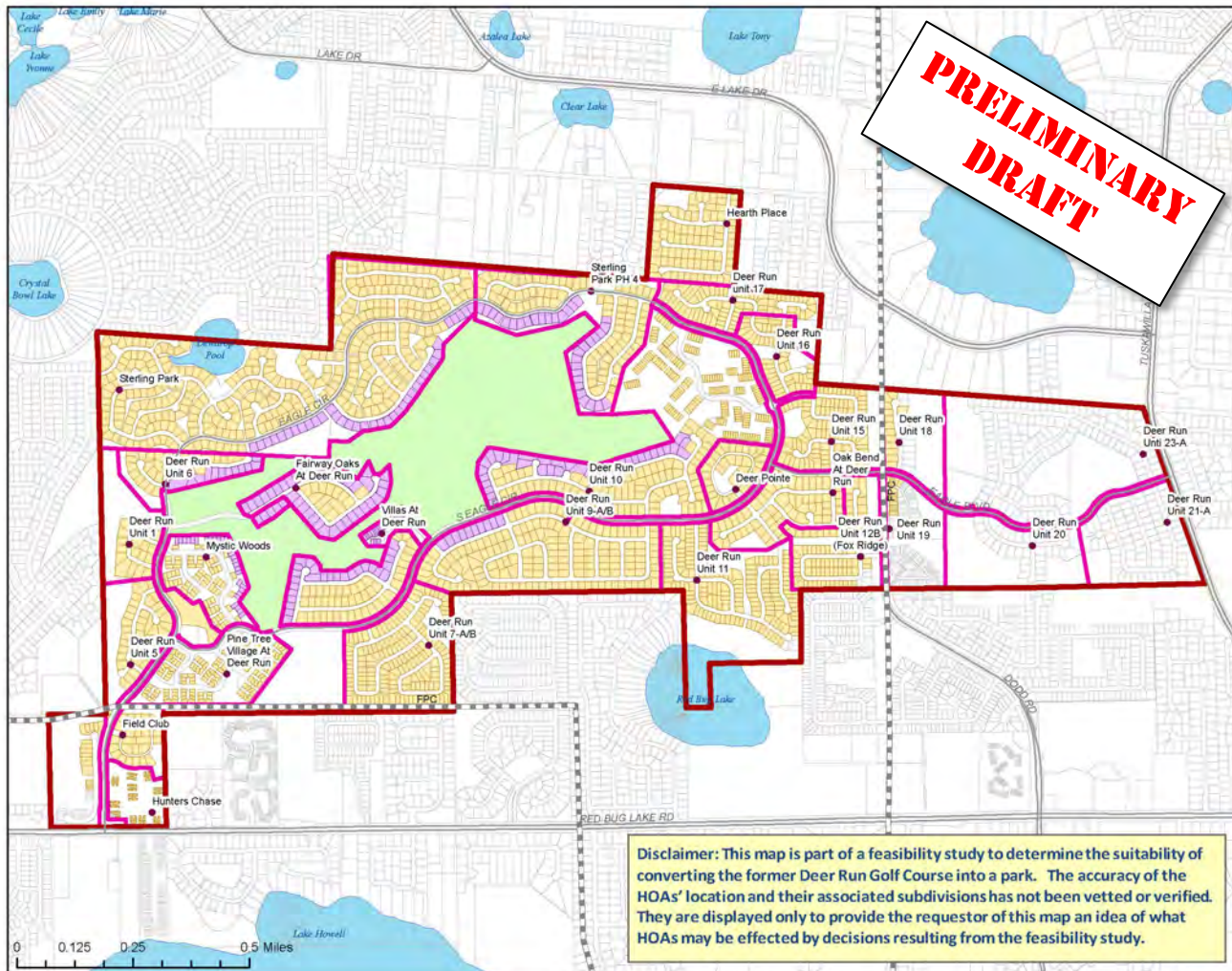
PRELIMINARY DRAFT

LEGEND

-  PowerLines
-  Streets
-  Deer Run PUD HOAs
-  Deer Run PUD
-  Deer Run HOA in PUD
-  Adjacent Residential -252
-  Residential -2254
-  Water
-  Deer Run Golf Course



prepared by
Seminole County GIS



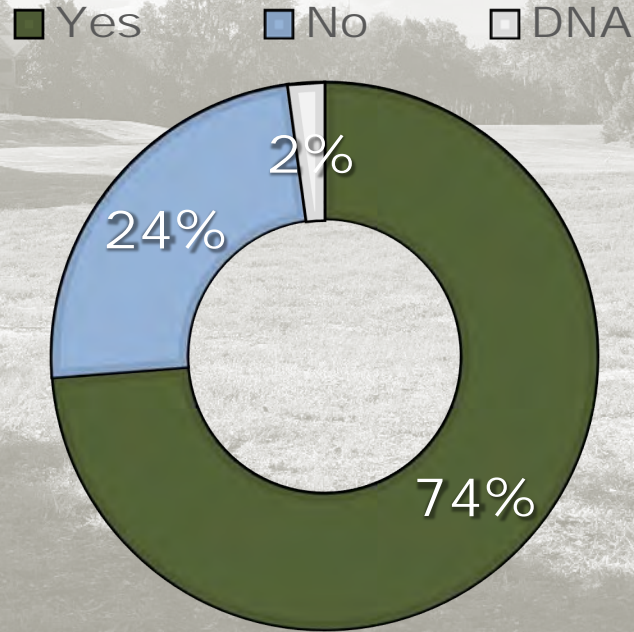
Disclaimer: This map is part of a feasibility study to determine the suitability of converting the former Deer Run Golf Course into a park. The accuracy of the HOAs' location and their associated subdivisions has not been vetted or verified. They are displayed only to provide the requestor of this map an idea of what HOAs may be effected by decisions resulting from the feasibility study.

Potential MSBU Assessment Summary

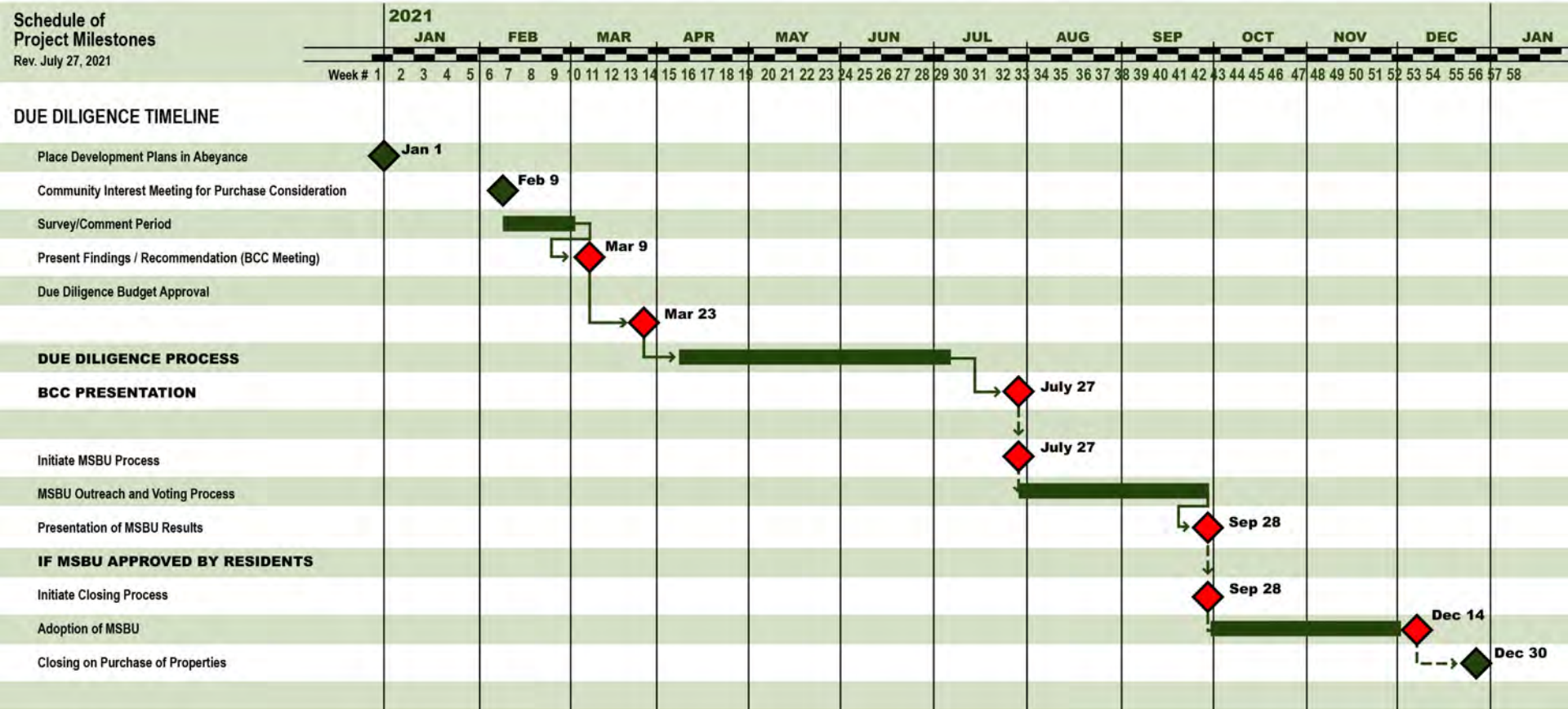
**INSERT TABLE –
Under Separate Cover**

Public Participation Survey Question 2:

Would you be interested in exploring the creation of a Deer Run MSBU (Municipal Services Benefit Unit) to assist in the funding of the project?



Preliminary Schedule for Next Steps





BCC Guidance on Next Steps:

- 1. Proceed with MSBU Process for Deer Run**
- 2. Begin Preparation of Closing Process for Potential Property Acquisition**