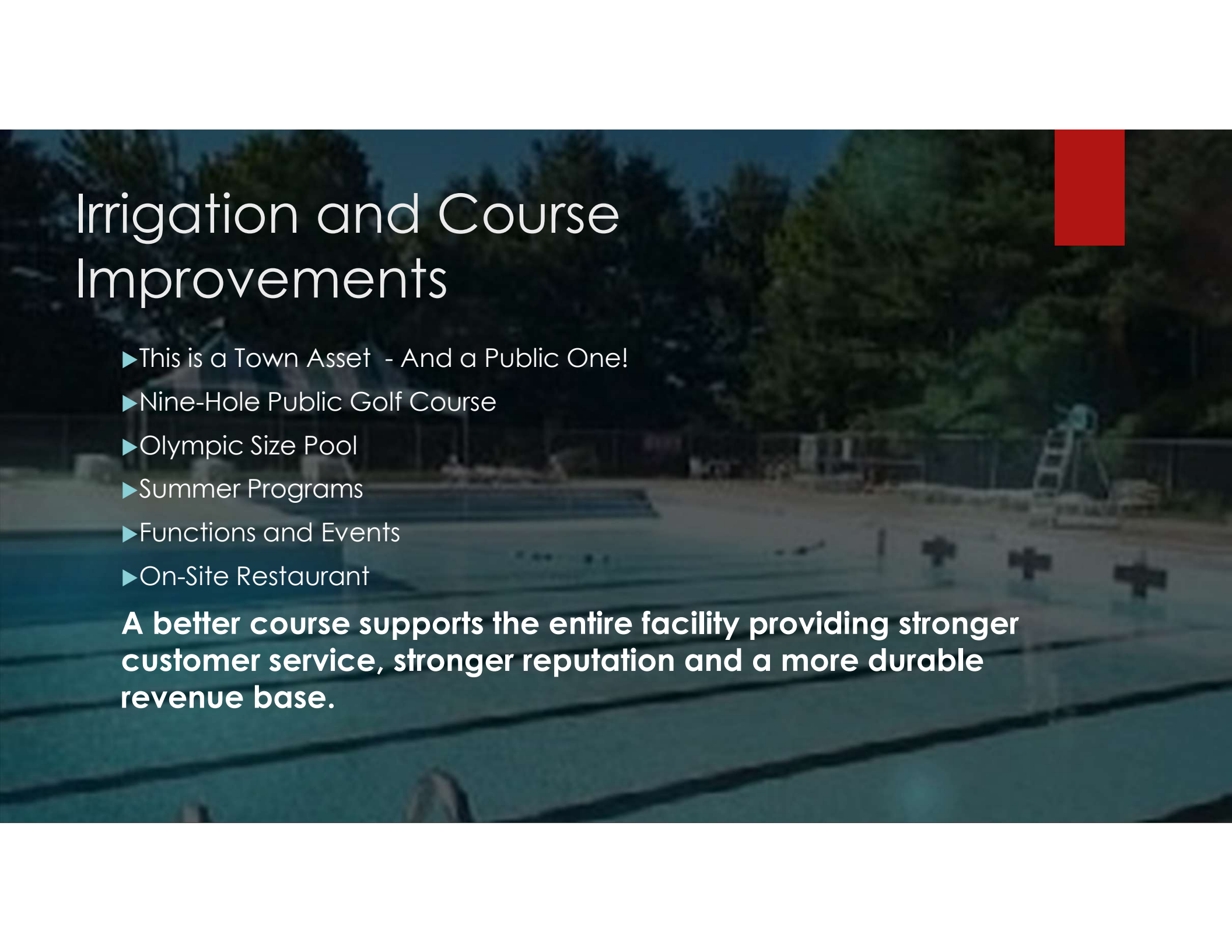


Groton Country Club Irrigation and Course Improvements

ARTICLE 11

2026 FALL TOWN
MEETING





Irrigation and Course Improvements

- ▶ This is a Town Asset - And a Public One!
- ▶ Nine-Hole Public Golf Course
- ▶ Olympic Size Pool
- ▶ Summer Programs
- ▶ Functions and Events
- ▶ On-Site Restaurant

A better course supports the entire facility providing stronger customer service, stronger reputation and a more durable revenue base.

The Current Irrigation Model is the Constraint

Manual, limited coverage makes course quality dependent on weather and staff time

TODAY

- ▶ Manual Operation
- ▶ Limited Areas Watered
- ▶ Labor-Intensive Timing
- ▶ Uneven Response in Dry Periods

WITH THE PROJECT

- ▶ Automated Operation
- ▶ Fairways, Greens and Tees
- ▶ Select In-Play Rough
- ▶ Water During Non-Playing Hours

CORE PRINCIPALS OF MODERN WATER PHILOSOPHY

- ▶ Data-Driven Decisions: Transitioning from routine visual checks to objective metrics like handheld soil moisture sensors, on-site weather stations, and Evapotranspiration (ET) data.
- ▶ Managed Stress (Drier Turf): Embracing the philosophy of keeping turf slightly drier than historical norms to encourage deeper, more resilient root systems rather than forcing constant lushness.
- ▶ Targeted Application: Prioritizing localized hand-watering and wetting agents for high-stress or dry spots instead of blanketing entire fairways or greens.
- ▶ Infrastructure Modernization: Upgrading to high-efficiency smart controllers, variable-frequency pump drives, and leak-reducing high-density polyethylene (HDPE) piping.
- ▶ Alternative Sourcing: we will be taking from the pond not municipal water supply.
- ▶ Collaborative Regulation: Advocating for science-based drought management plans and active cooperation with local authorities rather than arbitrary restrictions.



Drought Restrictions: Different Rules – Shared Responsibility

Why the Country Club is Treated Differently; and What Conservation Still Requires

Who the Formal Restrictions Cover

GROTON WATER DEPARTMENT CUSTOMERS

State and Local Drought Limits Apply to Customers Served by the Public Water System

COUNTRY CLUB AND PRIVATE WELLS

The nine-hole Course uses its own water source and is not Water Management Act registrant or permittee. Private wells fall outside the Water Departments customer restrictions as well.

What Responsible Conservation Requires

The Country Club follows the State's Conservation Practices:

1. Keep Greens and Tees Playable.
2. Reduce Fairway Watering as Drought Conditions Worsen
3. Avoid Watering Roughs and Ornamental Areas at Higher Drought Levels

One Project Solves Multiple Operating Problems

Full Course Coverage, automated scheduling, and targeted improvements work together:

- ▶ Automated Irrigation
- ▶ Holes 1 & 3 Access and Playability
- ▶ Greens, Tees, Rough and Fairway Improved



WHY ACT NOW?

Deferring Irrigation does not eliminate the need, it compounds the operating risk

- ▶ **WEATHER RESILIENCE** – More Consistent Turf Quality Through Dry Periods.
- ▶ **PLAYABILITY** – Targeted Re-Design and Drainage Address Known Course Weaknesses.
- ▶ **LABOR EFFICIENCY** – Automated Watering Shifts Work Away from Manual Irrigation.
- ▶ **ASSET PROTECTION** – Protects the Town's Investment in Turf, Greens, Tees and Course Infrastructure.



THE RETURN IS BROADER THAN “BETTER GRASS”

The Project Improves the Product we sell and the Asset Taxpayers Own.

- ▶ CONSISTENCY – Reliable Course Conditions
- ▶ EXPERIENCE – More Enjoyable Rounds
- ▶ DEMAND – More Repeat Play & Events
- ▶ REVENUE – Stronger Operating Capacity
- ▶ RE-INVESTMENT – A Healthier Town Asset

A municipal golf course succeeds when capital investment and operating revenue reinforce each other – **THIS PROJECT IS DESIGNED TO START THAT CYCLE**



TOWN MEETING IS CHOOSING BETWEEN TWO PATHS

DEFER

- ▶ Continue limited manual irrigation
- ▶ Accept inconsistent dry-season conditions
- ▶ Keep spending staff time on workarounds
- ▶ Postpone known playability issues
- ▶ Risk a less competitive customer experience

INVEST

- ▶ Automate and expand irrigation coverage
- ▶ Improve consistency and resilience
- ▶ Use labor more productively
- ▶ Fix targeted course weaknesses
- ▶ Position the Facility for stronger demand.

A DISCIPLINED CAPITAL REQUEST

- ▶ Competitive Bids Received – Actual Project Cost is \$1.7 million
- ▶ Borrow for the Useful Life of a Long-Term Capital Asset
- ▶ Pay Total Debt Service with Country Club Revenues

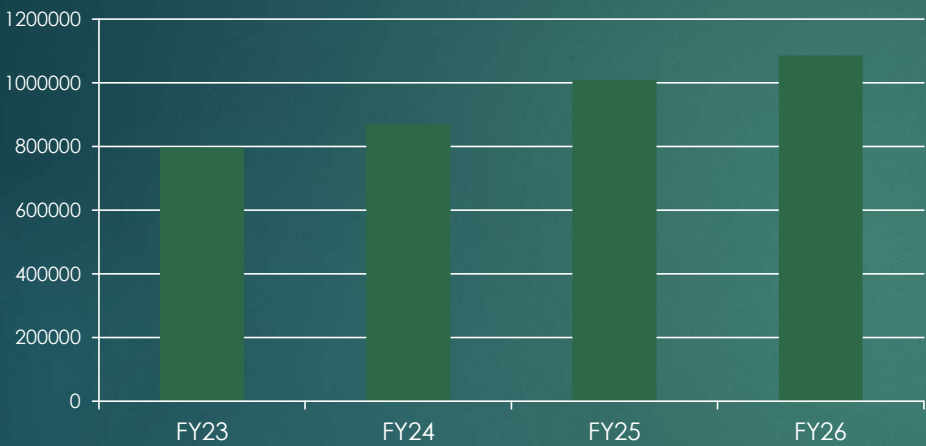
THE GOAL – IMPROVE ASSET WITHOUT RAISING TAXES.



A \$1.7 Million Investment in a Proven, Revenue-Generating Town Asset

Modern irrigation protects the golf course, supports continued revenue growth, and can be repaid from Country Club revenues over 15 years.

Four Consecutive Revenue Records



36.4%

Revenue growth
FY2023 → FY2026

\$3.75M

Total revenue
FY2023–FY2026

+\$173,773

Cumulative net return
after fully loaded costs

\$103,076

Returned to General Fund
in FY2025–FY2026

THE INVESTMENT

\$1.7M irrigation system

Protects turf quality, improves efficiency and preserves the course's primary revenue-producing asset.

THE REPAYMENT PLAN

20 years • Club revenues

Investment is structured to be paid back from Country Club revenues—not as an ongoing taxpayer subsidy.

THE TRACK RECORD

4-year net: +\$173,773

The Club has grown revenue every year while covering fully loaded costs and returning surplus funds to the Town.



The Revenue Math Is Straightforward

Additional Revenue Generated with New Rates

Greens Fees:	\$23,000 Increase
Cart Fees:	\$10,000 Increase
Golf Memberships:	\$33,000 Increase

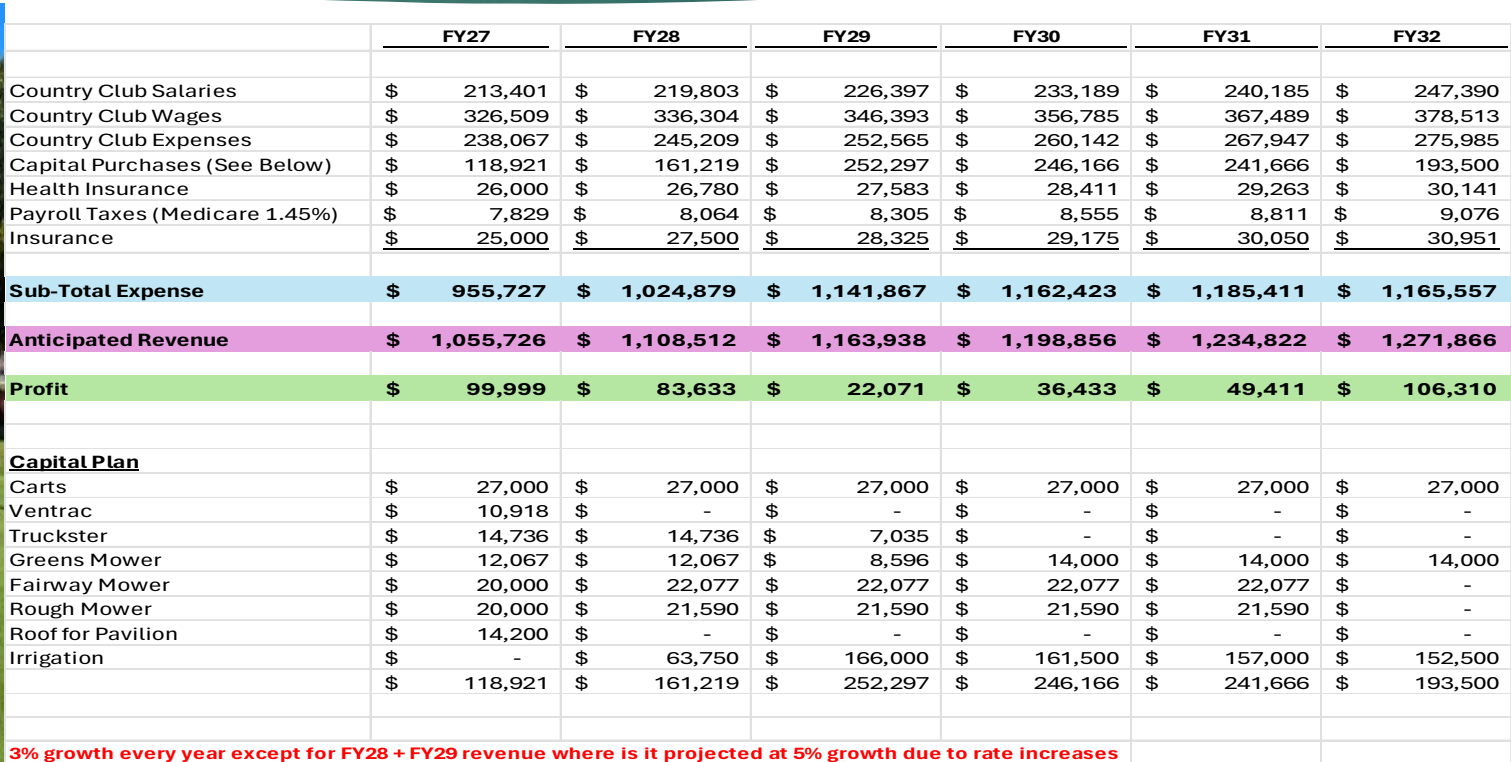
TOTAL INCREASE IN REVENUES \$66,000

Town Meeting takeaway: the project is designed to improve the product, support reasonable pricing, and create additional revenue that can be directed toward BAN interest and principal paydowns.

Illustrative Annual Revenue Capacity

**\$103,076
RETURNED TO THE GENERAL
FUND OVER THE LAST TWO
FISCAL YEARS**

How Modest
Rate
Adjustments Can
Strengthen Debt
Service
Coverage



Debt Service Strategy: Preserve Flexibility and Pay Principal Faster

The Town's intention is to use Bond Anticipation Notes (BANs), rather than immediately locking the project into permanent long-term financing.



The financing plan matches the debt to the Club's performance: meet required paydowns, then use stronger-than-anticipated Country Club revenue to retire principal more aggressively.



A YES VOTE IS AN INVESTMENT IN A TOWN ASSET WE ALREADY OWN

MODERN IRRIGATION + TARGETED COURSE
IMPROVEMENTS

PROTECT THE COURSE – IMPROVE THE EXPERIENCE
– SUPPORT THE REVENUE THAT SUSTAINS IT

THANK YOU FOR YOUR CONSIDERATION