

***BUYER'S GUIDE***  
***to***  
***COUNTRY CLUB MEMBERSHIP***



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CHICAGO HIGHLANDS



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### A BUYER'S GUIDE TO PRIVATE COUNTRY CLUB MEMBERSHIP

(Questions to ask and issues to consider before joining a club)

#### LEADERSHIP AND MANAGEMENT

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Who runs the club? How long is the term for the president and greens committee chairman? What golf industry experience do they have?

#### GOLF COURSE

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When was it built? When was the last major renovation? Is a major renovation being considered?

If I join now, when can my family and I have full access to the golf course?

Are there any restrictions on who can play at certain times? For instance, who can play on Saturday morning?

Is the club gender neutral?

How big is the overall site?

How many sets of tees are there on each hole? What is the range of total yardages?

Can the course layout accommodate today's golf technology?

Could the course host a professional or major amateur tournament?

#### PRACTICE FACILITIES

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How big is the practice area? Is there a short game area?

Is there an additional cost to hit balls?



Are there any practice holes?

Does the club have an indoor practice area? Does the club offer state-of-the art video swing analysis?

## CLUB HOUSE

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When was it built? When was the last major renovation? Is a major renovation being considered?

How are the dining areas configured? Is the clubhouse designed for formal dining or family friendly dining?

What is the feel of the clubhouse? Is it attractive, elegant, comfortable? Is it welcoming?

Is the clubhouse energy efficient?

Is there a health club?

Are spa services available?

How family friendly is it? Is there a specific kid's area?

## OTHER AMENITIES

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When was the pool built?

Are any major renovations being considered?

How is the pool area configured?

Is there a focus on kid's amenities?

How many tennis and paddle tennis courts are there? When were they built?

What other amenities exist at the facility?

## THE ECONOMICS OF COUNTRY CLUB MEMBERSHIP

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## INITIATION

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How much does it cost to join?

Is the initiation fee refundable?

## ANNUAL DUES

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How much are the annual dues?

Are there additional charges for range usage, lockers, bag storage, and golf lessons?

How and when is it invoiced?

What additional fees are there?

## FOOD AND BEVERAGE

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Is there a minimum?

How good is the food?

## ASSESSMENTS

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What is the history of annual operating assessments? Do they occur frequently and how much?

What is the history of capital assessments?

Are any major capital projects being consider by the club's leadership?

## PRO SHOP

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Does the club or golf pro own and operate the pro shop?

How are items priced?

Does the club have a Mill River discount-pricing program?

What does a golf lesson cost? How much are guest fees?



## CHICAGO HIGHLANDS ANSWERS

The important attributes of **Chicago Highlands** are listed below. Use this section as a way to compare Chicago Highlands to other area clubs. You will find that many of these attributes are exclusive to **Chicago Highlands**.

EVALUATION CRITERIA	CHICAGO HIGHLANDS	OTHER CLUB
<b>Leadership &amp; Management</b>	<p>The development, ownership and decision making responsibilities rest with three individuals; Thomas Healy and Joseph Hills, successful golf course owners and operators based in the Washington D.C. area, and John Baxter, a local real estate developer. Mr. Healy is a native to Chicago and Mr. Hills is the son of famed architect Arthur Hills – the designer of Chicago Highlands.</p> <p>All managers and the course superintendent report directly to the owners, and will not answer to a constantly changing board.</p>	
<b>Golf Course</b>	<p>Course construction began in 2007 and was completed in 2009. The course opened for play in May 2010.</p> <p>The site has 270 acres. By far the largest in the area for 18 holes.</p> <p>World-renown architect Arthur Hills design.</p> <p>Dramatic, creative, beautiful, strategic golf holes.</p> <p>Elevation changes of over 80 feet.</p> <p>Views of the Chicago Skyline.</p> <p>Modern grasses for the finest playing surfaces.</p>	



EVALUATION CRITERIA	CHICAGO HIGHLANDS	OTHER CLUB
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**Golf Course (cont.)** State of the art irrigation and drainage systems.

Ponds, re-circulating streams, and water features.

Total yardage ranging from 5,100 to over 7,450, accommodating kids through touring professionals with six sets of tees.

The club is gender neutral. There are no restrictions on when someone can play. Speed of play will be the overriding consideration.

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**Practice Area** 400 yard long dual-sided range.

Massive all grass teeing areas.

Uneven lie practice tee areas.

Three additional practice holes.

Practice bunkers, chipping fairways, and two putting greens.

All seasons indoor teaching facility equipped with video and computer-aided instruction and golf simulators.

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EVALUATION CRITERIA	CHICAGO HIGHLANDS	OTHER CLUB
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<b>Clubhouse</b>	<p>Casual dining for the family and adults</p> <p>Room for banquets and weddings</p> <p>Private rooms for dining and meetings</p> <p>Full service health club</p> <p>Spa services</p> <p>Bowling Lanes</p>	
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<b>Other Amenities:</b>	<p>Swim, Tennis and Recreation Building</p> <p>Resort style Pool complex with:            25 yard six lane lap pool with two diving boards            large activity pool with 115 foot slide and zero depth entry            toddler spray pool            kiddie pool with zero depth entry</p> <p>All Season Tennis Hut</p> <p>Four Har-Tru Tennis Courts</p> <p>Four Paddle Tennis Courts</p> <p>Ice Skating Rink</p> <p>Basketball court</p> <p>Jogging Trail</p>	
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EVALUATION	CHICAGO
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CRITERIA	HIGHLANDS	OTHER CLUB
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**ECONOMICS:**

**Initiation** \$110,000 membership deposit fully refundable after 30 years - 70% refundable immediately with the refund percentage increasing 1% each year up to 100% after 30 years.  
A Junior Membership is also available for those 39 and younger  
All memberships are fully refundable after 30 years

**Annual Dues** \$8,500 (junior dues are 2/3s of regular dues until age 35 and first year for new members age 35 to 39). This equates to 80% of full dues (only 80% of full dues are payable by members until the clubhouse opens).

Includes unlimited family use of:

Golf Course  
Practice Facilities  
Golf Instruction  
'Other Amenities' listed above

Also includes:  
Club Storage for member and spouse

**Food & Beverage** No minimum and no assessments

**Assessments** No operating or capital assessments

**Pro Shop** Owned by the club and operated under the Mill River program – 15% over cost on all merchandise for all members.

