

To Let



Whitewebbs Golf Course

Beggars Hollow, Clay Hill, Enfield, Middlesex EN2 9HH

Expressions of interest invited
by 30th September 2016



INTRODUCTION

Whitewebbs Golf Course – a JH Taylor designed 18 hole municipal golf course with clubhouse and practice facilities - represents a fine opportunity for an experienced golf / leisure operator to acquire a pay and play golf business inside the M25 with great potential for growth.

The property benefits from a resident catchment population of 242,345 within a 15 minute drive time (1,948,521 within a 30 minute drive time) and offers the potential for a wide range of future golf and leisure use (subject to planning permission being obtained).

Bilfinger GVA is instructed by the London Borough of Enfield to offer the property to the market to let on a long term FRI lease - the precise terms of which are to be agreed with the Tenant.

Initial expressions of interest for the property are invited by 30th September 2016. Thereafter, depending on the level of interest received in the property, LBE will either request second round bids, or may enter into direct negotiations with a preferred bidder(s).



First opened for play in 1932, Whitewebbs Golf Course is set in over 100 acres of beautiful rolling countryside with the meandering Cuffley Brook coming into play on a number of holes.



Toby Carvery (excluded)



THE OPPORTUNITY

Opening in 1932, Whitewebbs was a highly successful pay and play golf course, arguably one of the first municipal golf facilities of its type. For the last four years the business has still achieved an annual roundage of c. 24,000 – 25,000 despite a lack of investment, certain site constraints and fragmented operation.

The golf course forms part of the wider Whitewebbs Park. Land currently outside the boundaries of the existing golf course is available to the market (if required) to ensure that that the optimum redevelopment is achieved. Please note

that only golf and leisure uses will be considered for the property - albeit that supporting inert landscaping schemes may be considered, subject to scale and appropriate design.

LBE's flexibility over the future use of the property – be that as a whole or part in golf use with / without ancillary commercial leisure or amenity uses – offers a great opportunity to the market to revitalise the facilities and ensure that Whitewebbs Golf Course once again flourishes as a vibrant leisure facility.



OBJECTIVES

LBE's principal objectives are for the site to be operated at no cost to the Council - ideally as an 18 hole golf course (albeit other configurations will be considered) - and preferably with an annual rent and / or premium to be paid by the Tenant. In return, a long term lease (with appropriate development break clauses) is offered.

LBE's secondary objectives include:

- ▶ To achieve a re-development of the facilities to increase access to and participation in golf and wider leisure activities within the Borough. In delivering this objective any operator should consider:
 - The preference for an 18 hole facility with the option of wholesale redevelopment to provide ancillary / complimentary leisure activities
 - Future charging policy must be accessible to all - pay & play
 - How the resident Whitewebbs Golf Club is to be accommodated
 - How the overall leisure offer is to be improved.

- ▶ To provide clubhouse and associated food & beverage facilities for the use of golfers and other clientele.
- ▶ To attract other ancillary leisure and / or non-leisure uses to the property (subject to planning permission) if these subsidise the re-development of the golf course and thereafter its continued operation.
- ▶ To ensure that the business is efficiently operated by an experienced operator who can deliver a sustainable leisure business for the benefit of LBE residents.
- ▶ To ensure the maintenance of the non-golf areas, which protect and conserve the natural environmental and ecological character of the area.

Any proposals that include the use of inert waste landscaping materials will need to be of appropriate scale and relevance.

LBE has confirmed that all proposals that meet current planning policy will be considered for the property – be that the whole of the property or part of it.

LOCATION

Whitewebbs Golf Course enjoys a highly commercial trading location in North London. The property is situated between Enfield town centre and the M25 Motorway, some 3 miles from the interchange of the A10 / M25 Motorway. Central London (the City) is 13.1 miles from the property (via the A10). Location plans are shown at the rear of the brochure.

Access is currently available to the northern and southern ends of the property.

The northern access services the existing northern clubhouse, the adjacent Toby Carvery, and a residential property which is in third party ownership.

The southern access services the clubhouse at Beggars Hollow, which is envisaged as the site of the new clubhouse / focus of the redevelopment scheme.

Despite the anticipated focus on the southern entrance, please note that use of the northern entrance to provide access to ancillary leisure facilities / a two centre scheme may be considered by LBE.

An Experian Area Profile report (dated June 2016) confirms a resident population of 242,345 within a 15 minute drive time of the property – increasing to 1,948,521 within a 30 minute drive time.





DESCRIPTION OF THE FACILITIES

Whitewebbs Golf Course is set in a site of approximately 41.5 hectares (103 acres), the approximate boundaries of which are shown edged red on the aerial image. A further area of parkland (shown edged blue on the aerial image) is available if required to enable a comprehensive mixed use scheme to be delivered.

The property comprises:

The 18 Hole Golf Course

The 18 hole 5,882 yard (par 68) golf course was designed by five times Open Championship winner JH Taylor and opened for play in 1932. The golf course is laid out over undulating parkland, which combined with the Cuffley Brook that meanders through parts of the course, provide a fine setting for golf.

The course is renowned locally for providing a testing yet fair round of golf. The layout is arranged in two loops of 9 holes starting and finishing close to the northern clubhouse, and comprises five par 3s, twelve par 4s and one par 5s. Golfers access the course at hole 11 when starting their round from the southern (Beggars Hollow) clubhouse.

We are advised that greens are of traditional construction, with automated irrigation to greens and tees. The irrigation system is reported to be generally sound but in need of some upgrade / refurbishment.

Prior to its current use as a golf course, it is understood that the majority property was parkland.

Practice Ground & Practice Putting Green

A small practice ground is located adjacent to the 11th hole; a practice putting green is located close to the first tee / northern clubhouse.



Clubhouses

Whitewebbs Golf Course is currently served by two clubhouses – one on the northern boundary of the property, the other on the southern boundary.

The northern public clubhouse and associated facilities (including the current greenkeeping complex) are to be excluded from the lease. The facilities are approximately delineated by the green outline on the aerial image.

The southern clubhouse is currently home to Whitewebbs Golf Club and historically has solely been available to members of the Club. The timber frame and clad single storey building is in a dilapidated condition and is considered to be at the end of its economic life.

The southern clubhouse accommodation extends to circa 437.5 sqm (4,700 sq ft) and includes:

- Entrance lobby
- Ladies changing room & WCs
- Gents changing rooms & WCs
- Lounge bar / function room with veranda overlooking the golf course
- Kitchen
- Office
- Storage rooms

A mobile / temporary café adjoins the clubhouse and provides refreshments to non-member golfers. A new WC block is located close by.

The southern clubhouse facilities are approximately delineated by the yellow outline on the aerial image, and include a car park.

Greenkeepers' Facilities

The greenkeepers' facilities currently comprise a range of buildings of varying construction situated to the east of the northern clubhouse. The water storage tank for the irrigation system is positioned behind the buildings. The current proposal is that this whole area is excluded from the lease.





Whitewebbs
Golf Course

Tottenham Hotspur FC
Training Ground

Whitewebbs Golf Course

- Existing golf course boundary
- Northern clubhouse area
- Southern clubhouse area
- Additional land

For identification purposes only.

THE BUSINESS

Whitewebbs Golf Course is a municipal pay and play golf facility. The golf course is currently operated direct by LBE.

Trading History

Summary trading accounts for the business for the years ending 31st March 2013 - 2016 indicate that, in its current state, the business achieved:

| y/e 31 March | 2013 | 2014 | 2015 | 2016 |
|-----------------|-----------|-----------|-----------|-----------|
| Turnover | £285,152 | £323,381 | £355,378 | £340,750 |
| Expenditure | £348,432 | £343,856 | £369,864 | £354,110 |
| Operating Loss* | (£63,280) | (£20,475) | (£14,486) | (£13,359) |

* Operating Loss is stated pre depreciation and central support costs.

The trading figures above exclude any income from the southern members' clubhouse or the temporary café.

Further trading information will be made available to parties who have made an accompanied inspection of the property.

Green Fees

The headline green fees for the current season include:

| | Week | Weekend |
|----------|--------|---------|
| 18 holes | | |
| Adult | £18.00 | £24.00 |
| Seniors | £11.50 | £15.50 |
| Twilight | £11.00 | £11.00 |

Membership

The current charges (including VAT and County fees) for annual memberships / season tickets are:

| | |
|---------------------|---------|
| 7-Day Season Ticket | £670.00 |
| 5-Day Season Ticket | £470.00 |
| 5-Day Gold Card | £65.00 |

Season ticket holders benefit from a 14 day booking window.

LBE advise that as at June 2016 there were 56 7-Day Season Ticket holder; 37 5-Day Season Ticket holders and 78 Golf Card holders.

Whitewebbs Golf Club is a resident club based at the golf course. The Club is currently holding over on its occupancy of the southern / Beggars Hollow clubhouse (see Tenure & Possession below). The Club has booking rights (acquired through tradition) for 5 – 10 tee off times each Saturday morning, which are released to the general public the week before if not filled. The current Club annual subscription is £270.00 (for golfers over 25 years of age) in addition to which members have to acquire a Season Ticket or Golf Card and / or pay a green fee. LBE is advised that the Club currently has circa 50 members.

LBE hopes that the new operator will be willing to work with the resident Club to promote the game of golf and to provide access to competitions and handicaps.





Roundage

LBE's records confirm that c. 24,000 – 25,000 rounds per annum have been played on the course in the trading periods ending 31 March 2012 – 2016.

Societies

Societies are welcomed 7 days a week. Current society packages range from £29.00 - £42.00 per person.

Pricing Policy

LBE has indicated that future charges at the facility should be set in accordance with market forces. However, proposals must be affordable for the local borough population and must include concessions arrangements.

Golf Course Maintenance Equipment

The existing golf course maintenance equipment is owned by LBE and is included in the disposal.

Fixtures, Fittings & Equipment

The majority of the northern clubhouse fittings and equipment are owned by LBE. The new operator will have the option to acquire the fittings and equipment at valuation on completion if required. An inventory will be provided to interested parties.

The majority of the southern clubhouse fixtures, fittings and equipment are owned by Whitewebbs Golf Club and are excluded from the disposal.

Staff

The existing golf course and golf shop staff are employed by LBE. Whilst prospective operators should make their own enquiries, LBE has confirmed that TUPE Regulations will apply to the transfer of the business (4 FTE greenkeeping staff and 3.4 FTE golf pro shop staff).

Licences

LBE's Licensing Department confirms that a Premises Licence has not been issued for the northern clubhouse; but that a current Premises Licence exists for the Beggars Hollow Clubhouse.



SERVICES

LBE confirms that mains water, electricity, gas and drainage plus telecommunications are attached to the property.

A mains gas pipeline (with associated 35 metre consultation buffer) runs in close proximity to the Beggars Hollow Clubhouse (running along the southern boundary of the existing car park).

TOWN & COUNTRY PLANNING

LBE confirms that local planning policy is governed by the Enfield Borough Adopted Core Strategy 2010-2025. The Strategy Proposals Map identifies the site as Metropolitan Green Belt, a Local Open Space and an Area of Special Advertisement Control.

A number of bridleways, public footpaths and permissive paths run (mainly) around the boundary of the property.

Planning permission has previously been granted for the redevelopment of the northern (excluded) clubhouse – TP/96/1099 'conversion of vacant stable block into a golf clubhouse involving the demolition of single storey extension, demolition of existing depot and erection of new shed for ancillary storage purposes, together with extension to existing golf course involving landscape work, formation of car parking and new access road'. This permission was not implemented.

Proposals that meet the requirements of the Adopted Core Strategy outlined above will be considered by LBE.



TENURE

The freehold of Whitewebbs Golf Course is currently held by LBE.

The following occupational agreements currently relate to the Southern Clubhouse:

Whitewebbs Golf Club is currently holding over following the expiry of its former lease of the clubhouse which ended in 2006. LBE is currently liaising with the Club and aims to provide vacant possession of the clubhouse by the commencement of the new lease.

The mobile café is operated by Enfield Catering Ltd under the terms of a licence agreement dated April 2016 between LBE and Enfield Catering Ltd. The licence expires in March 2019.

LBE is offering a long term lease over the property (subject to appropriate break clauses). The lease will be drawn on Tenant's full repairing and insuring obligations; will be assignable; and will be excluded from the Landlord and Tenant Act Security of Tenure Provisions. The actual term of the lease and break clause compensation provisions are to be agreed with the selected Tenant.

LBE reserves the right to adopt an Agreement for Lease to include options on re-development of the facilities prior to the lease commencing.

LBE aims to complete the transaction as soon as practical – with a backstop target of Summer 2017.



BASIS OF DISPOSAL

Offers are invited for the long leasehold interest in Whitewebbs Golf Course. LBE confirms that all sensible offers will be considered, providing they achieve LBE's objectives and are compliant with current planning policy.

Initial expressions of interest in Whitewebbs Golf Course are invited by 30th September 2016 and should be returned to Bilfinger GVA.

LBE wishes to streamline the marketing process as much as possible. However, to enable each proposal to be fully considered, submissions should ideally include:

- The proposed future use of the property
- Outline redevelopment proposals (with / without inert landscaping importation options)
- Commentary on how the Council's primary and secondary objectives will be satisfied
- Details of relevant experience in developing and operating commercial pay and play golf centres and / or other leisure facilities as appropriate.
- The term of lease required along with proposed break clause compensation provisions.
- The duration of any rent free period
- The proposed premium and / or annual rent offered
- Future charging policy including pay and play options
- A summary business plan



The second stage of the disposal process will depend on the level of interest that is received for the property. If strong competitive interest is received, a formal second stage bidding process may be appropriate. Alternatively, if the response rate is lower, direct dialogue may be appropriate with those parties who submit proposals to identify the most economically advantageous offer for the property.

VAT

LBE reserves the right to charge VAT on any element of the disposal if deemed appropriate.

EPC

The southern/Beggars Hollow clubhouse has an EPC rating of D85.



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These particulars were produced in July 2016 with a mixture of current and archive photography.



FURTHER INFORMATION & VIEWING

For further information on Whitewebbs Golf Course, or to arrange an inspection of the property, please contact:

Ben Allen BSc (Hons) MRICS
020 7911 2360
07920 812 018
ben.allen@gva.co.uk

gva.co.uk
/10013

65 Gresham Street
London EC2V 7NQ



BILFINGER



08449 02 03 04