



c/o RM Estates Ltd
Malkins Bank Golf Course
Betchton Road
Sandbach
Cheshire CW11 4XN

Brackenwood Community Golf Bebington

29th June 2023

Business impact of the increased rent proposal

Following the Chair's comments at the Tourism, Communities, Culture and Leisure Committee on 22 June 2023, BCGL moved very quickly and in good faith to respond to the issues raised in relation to the rent and playing pitches. An improved rent proposal was submitted on 23 June along with a playing pitch proposal as identified on our hybrid model proposal.

This was followed by a revised four year cashflow report demonstrating that with the additional rent, the Business Plan is still viable and deliverable. Our revised rent proposal is the maximum that the business plan will allow.

We firmly believe that the overwhelming community and social benefits of both BCGL and those provided by Brackenwood Golf Club significantly outweigh any difference in the rent between the valuation and our revised proposal.

The business plan remains both viable and sustainable despite the rent increase and reduced term. There are some impacts as outlined below but we believe them to be manageable by BCGL

The impacts

- The increased rent will not significantly impact upon the biodiversity net gain strategy proposed in the business plan. The strategy supports sustainability in the golf business whilst also supporting the local plan in the area significantly. The investment needed to sustain the strategy remain achievable with the new terms as the majority of the strategy requires labour rather than capital investment which can be accommodated utilising our existing volunteers with support from the newly appointed greenstaff. There may well be an opportunity to work with volunteers from outside agencies/organisations such as the CWT and local volunteers groups to support
- The increased rent will also not affect in anyway the host of community benefits identified in our business plan. The deliverability of the business plan even with an increased rent, does not affect the community benefits as many of the benefits are linked to the greenspace land which will be maintained as part of the maintenance programme or linked to aspects that





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are required for a successful business plan to promote the sport and all of its benefits.

- The increased rent will not impact upon either the principles of SANG or the community access plans that formed part of our business plans. These do not have significant capital investment required beyond labour which can be achieved as part of the maintenance programme required for a successful re-establishment and ongoing maintenance of the course as part of the business.
- The investment in supporting an improved golf course from the actions identified in the STRI (2021) report will remain the same. The investment will clearly be by priority depending upon the condition and infrastructure of the course upon commencement of the lease. However, given the rent increase and reduction in the term of the lease, the progress on items identified in the STRI report will be implemented over a period possibly beyond the term of the current lease.
- Investment priority initially will be on protecting the cash flow in the business plan, in order to ensure that all aspects of the business plan are fulfilled. The rent makes up 25% of gross cash flow, leaving 75% funding for investment which is sufficient to deliver the business plan as outlined.

I hope this meets with your agreement.

Keith Marsh & Robin Clarke
Directors – Brackenwood Community Golf Ltd

