



ATTACHMENT #6

A
PROPOSAL
FOR
GOLF COURSE
DESIGN SERVICES
AT
INDIAN WELLS RESORT
PLAYERS COURSE
INDIAN WELLS, CALIFORNIA

BY
PASCUZZO & PATE
GOLF DESIGN
EL DORADO HILLS, CA

February 4, 2024



TROON GOLF



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February 4, 2024

Mr. Ron Despain
SVP Golf Course Development
Troon
15044 N. Scottsdale Road
Scottsdale, AZ 85254

Dear Ron,

We appreciate this opportunity to present a proposal for the remodeling of the Players Course at Indian Wells Golf Resort. More than ever, the design and business sides of golf must work closely together to create fun and economically viable golf facilities. IWGR is already the premier municipally owned golf facility in the Coachella Valley, if not Southern California. With 42 years of experience in all aspects of Golf Course architecture, we believe we are the perfect design firm to make the needed modifications to the Players course while maintaining its position atop the market.

After my first visit, I shared with you a quick conceptual design solution, that allowed the 17th and 18th holes to join the others across the wash without disrupting the events center and had the 9th hole at the mid-course grill. Since then, we have talked about the need to get the 18th hole to finish closer to the bridge, reevaluating all bunkers and tees, resurfacing the greens, and upgrading the irrigation system. These changes will likely impact far more than the five holes shown in my first conceptual plan, but we think it wise to address all the needs of the golf course at one time, taking advantage of the economies of scale.

That brings us to how we view our role in this project. Our mission is not to put "our signature" on the golf course and treat this purely as an artistic endeavor without regard to the financial implications. Rather, we see ourselves as partners with you and the City. Our job is to craft creative design solutions that meet the project's goals and objectives. Together, we will evaluate these different solutions, their financial impacts, construction downtime, and potential ROI. Our commitment to you and the City is to design a course that plays great, has a high degree of maintainability, and continues to make the City proud.

We will be with the project from beginning until opening day. As a California based firm, with experience working in the Coachella Valley, we plan on spending ample time on-site in all phases of the project. This is especially critical during the construction phase because this is where we can hand-craft the details of the golf course in a way that is impossible on paper, or on the computer.

They say that when one door closes another opens. That's the case for us. We recently had a project in Southern California delayed until at least late 2025. As a result, we have the time and manpower to get started on this project immediately and make it our primary focus this year through all next year.

Please consider this proposal as a starting point for further discussions regarding the exact scope of work and the services we can provide. We have sent you a digital version of our company brochure which provides a more comprehensive look at our background and portfolio of work. On behalf of Steve Pate and myself, thank you for reviewing our proposal and we look forward to working with the City of Indian Wells and the team at Troon.

Sincerely,

A handwritten signature in black ink that reads "Damian Pascuzzo". The signature is fluid and cursive, with the first name being larger and more prominent than the last name.

Damian Pascuzzo, ASGCA, ASLA

Pascuzzo & Pate Golf Design

Past-president, American Society of Golf Course Architects

CA Landscape Architect Registration No. 6352

Proposal for Indian Wells Golf Resort – The Players Course

Phase I Master Planning

SCOPE OF WORK: Our intent is to provide design services to develop a master plan addressing the relocation of holes 17 and 18 along with other needs and objectives as identified by the City and Troon. We expect to focus on the following issues *at a minimum:*

- Eliminate crossing of the wash by relocating holes 17 and 18 and integrating them into the other 16 holes.
- Modify the layout of the golf course so that the 9th hole finishes by the mid-course grill and the 18th terminates near the main bridge.
- Evaluate greens for possible resurfacing or redesign.
- Examine all bunkers for proper placement, design, and function.
- Show multiple design solutions and develop preliminary cost estimates reflecting those options.
- Our work will include meetings as needed with City officials and Troon staff, site tours and reviews, and presentation of our findings.

TASKS AND DELIVERABLES

- Using topographic mapping provided by the city, we will assemble the necessary base sheets.
- Attend an initial meeting with the appropriate staff to reaffirm the City's goals and objectives.
- Develop preliminary plans illustrating at least four options that address the goals of the project. These options will be refined into the solution that is agreed to by all parties. Spend a minimum of ten days on site during this phase of the work. Review the progress of our work with the City and Troon get their comments and feedback.
- The final master plan deliverable will include:
A graphic master plan consisting of an 11x17 booklet illustrating each hole on a single page. Each page will be a fully colored rendering of a specific hole with notes describing the future alterations. Proposed and existing yardages will be listed with each hole as well as on a complete scorecard in the front of the booklet. The entire booklet will be provided in electronic format as well.
 - a. A narrative in the front of the booklet that will describe the goals and objectives of the project and an explanation of the design solutions illustrated in the plan. This narrative will assist in maintaining the design intent through the implementation of the project.
 - b. A preliminary cost estimate of the proposed alterations to the golf course will be prepared, showing all the major construction tasks and a high/low range of costs. We expect to prepare several cost estimates showing multiple options depending on the scale of construction and timing of the work.
 - c. In concert with the cost estimates we will analyze and present several approaches to scheduling how the master plan changes can be implemented.
- We will make one final presentation to the city of our completed work.

Phase II Construction Drawings

SCOPE OF WORK: We will prepare a complete and detailed set of construction drawings and specifications for the golf course work. Our design plans will be coordinated with those of the engineer and irrigation designer. We expect to have our work reviewed by the city staff. This phase of work will be completed when we have a bid package ready to submit for contractor bids.

TASKS AND DELIVERABLES

- We will prepare appropriate construction drawings. These will include:
 - Staking and layout plan.
 - Clearing and removals plan.
 - Rough grading plan with earthwork calculations.
 - Detailed green and bunker plans.
 - 3-D models of each green complex.
 - Drainage plans including lake edging and lining.
 - Grassing and landscape plans.
 - Cart path plans.
 - Construction details.
- Coordinate with the golf course superintendent on locally available sand and gravel materials for greens and tees construction that meet current USGA standards. We assume that any new turf will match the varieties already in use.
- Coordinate our work with the city staff, engineers, and irrigation designer.
- Prepare a bid package including technical specifications, general conditions, specific conditions and bid form that conform to the City of Indian Wells standards.
- Prepare updated budgets for construction of the golf course at the end of this phase, prior to soliciting bids.
- Up to fifteen days on site for meetings to review the drawings and construction issues.

Phase III Contractor Selection Phase

SCOPE OF WORK: Our work in this phase will focus upon the issuance of the completed bid package, working with the city and Troon staff through the complete bid process as needed, and finally, analyzing the submitted bids.

TASKS AND DELIVERABLES

- Coordination and preparation of the bid packages with the city and other consultants.
- We will assist Troon in developing a list of qualified golf course contractors that can successfully complete this project in the desired timeframe.
- Attend a pre-bid meeting to review the project with the potential contractors.
- Respond to questions received from the bidders during the bid process.
- Develop any addendum as needed to clarify items related to golf course construction.

- Carefully analyze the bid proposals and make recommendations as to which contractor is the most responsive.
- Make value engineering decisions with the client, to bring the project into budget if bids are too high.
- Attend any city meetings as needed when the contract is awarded.
- We will attend a pre-construction meeting with the selected contractor.

Phase IV Construction Observation Phase

SCOPE OF WORK: We believe a project of this nature will achieve its highest and best result by making sure that the designers are on site frequently to “handcraft” the golf course. This is accomplished by working closely with the contractor and the client team to impart the detail and nuance that will make the course successful. We will also use this time on site to resolve any unknown issues that may arise during construction. As the construction work is completed, we will continue to coordinate with the golf course superintendent throughout the grow-in period until the golf course is ready to open.

TASKS AND DELIVERABLES

- Attend weekly coordination meetings and make additional periodic site visits as needed, to observe the construction of the work. As a result of these visits, we will provide clarifications to the drawings and field directions to the city and Troon for the transmittal to the contractor as needed.
- Coordinate with the other consultants working on the project.
- Review and advise on all applications for payment.
- With city and Troon approval, prepare and issue change orders.
- Prepare final punch list and project close-out.
- Coordinate with Troon on the transition of the golf course from construction to maintenance.

Fee Schedule and Terms

On projects of this scale, we typically base our fee on 7% of the estimated construction cost. While the actual scope of work is still undefined, based on recent projects we agree with you that the cost of construction for relocating the holes, resurfacing the greens, modifying the bunkers, tees, and lakes, along with all the ancillary work, could easily range between 8 and 12 million dollars excluding irrigation. We appreciate the opportunity to work with Troon on such an interesting project. Therefore, this fee proposal of \$560,000 is based on 7% of the low end of the estimate, \$8 million dollars. The fee is broken down as follows:

A. Phase I Master Plan Phase

Due at contract signing.	\$20,000.
Due at presentation of initial concepts.	\$25,000.
Due at completion of final master plan booklet.	\$30,000.
Due at final presentation of the master plan.	\$20,000.

<u>B. Phase II Construction Drawing</u>	
At the start of this phase.	\$25,000.
Complete initial grading plan	\$50,000.
Complete 50% construction drawings	\$83,750.
Complete 100% of Bid Package	\$83,750.
<u>C. Phase III Contractor Selection</u>	
At issuance of bid packages.	\$9,000.
At Completion of pre-bid meeting.	\$9,000.
At award of bid to golf courses contractor	\$10,000.
<u>D. Phase IV Construction Observation</u>	
Billed monthly to project completion, not to exceed	\$194,500.

Reimbursable expenses are in addition to our fees and shall include travel, reprographics, and express/overnight mail. When practical, we will share travel expenses with our other clients in the area. Expenses will be billed at our direct cost plus 10%. The total expense budget will not exceed \$40,000.00 without prior client approval. Invoices are prepared monthly for the work completed. Invoices are due upon receipt. Invoice balances not paid within 30 days of receipt are subject to an interest charge of 1.5% per month.

Services that are outside the scope of work described above, once approved in written form by the city and/or Troon, will be billed at our standard hourly rate of \$200.00 per hour plus reimbursable expenses. Should the project be stopped at any point prior to completion all professional fees and reimbursables for work done to date of stoppage will be made per the contract.

EXCLUSIONS

The following are not part of this proposal.

- Preparation of a topographic map.
- Engineering, Surveying, or Irrigation design.
- Waterfalls, stream, or fountain design.
- Material testing or lab work.
- Any service not specifically listed in this proposal.

A Brief Background of the Architects

Pascuzzo & Pate Golf Design is a California based design firm started in 2003 with a commitment from the principals to remain small, be personally involved in every project, and handcraft each project to the highest standards. The firm's design portfolio includes projects throughout the U.S., Canada, and Japan. Over the years the firm has successfully completed projects within all sectors of the industry from municipal courses, daily fee golf facilities, and private clubs. The firm takes a distinctive, modern approach in its design philosophy. Rather than looking backward to the designs of decades ago, we believe that golf courses must respond to the lifestyle of today's golfers. Equally important to us is understanding that golf is a business that must meet a wide variety of challenges. Pascuzzo and Pate design courses that play well, are enjoyed by a wide cross section of players, and are reasonable to maintain and operate.

Damian Pascuzzo began his design career in 1982 while working alongside Robert Muir Graves. Over the next 21 years he designed new courses and remodeled others from Southwick, Massachusetts to Sapporo, Japan. He teamed with Steve Pate in 2003 to design the award-winning Monarch Dunes golf course and since then the two have expanded their design portfolio to include projects throughout the US and Japan.

He has been a member of the American Society of Golf Course Architects since 1985. Serving as President of the Society in 2001-2002 after a five-year stint on the Executive Committee and two years on the Board of Governors. He currently serves on the ASGCA Foundation and the California Alliance for Golf. Damian has presented and lectured on golf course design in front of the USGA, PGA, GCSAA, and the Urban Land Institute.

Steve Pate joined the PGA TOUR in 1983 after graduating from UCLA. He has six career victories and played on two winning Ryder Cup teams. He was recently named as one of the "Top 100 players since 1980" by Golf World Magazine. Steve has a long-held interest in golf course architecture that goes far beyond the typical "endorsement" deal found with many touring professionals. Currently balancing his time between working on design projects and playing on the PGA Champions Tour, Steve is on track to fulfill the requirements for acceptance into the ASGCA.

PROJECTS OF NOTE

The Ranch Golf Club
Golf Digest's #3 Top New Upscale Course in the US

The Old Course at Monarch Dunes
Golf Magazine's Top New Courses You Can Play

La Costa Champions & Legends Courses
Host of the 2014 & 2018 California Amateur

Murasaki Country Club
Host of the 2020 Japan Open

The Challenge Course –
Monarch Dunes GC & Spurwing Country Club
ASGCA Design Excellence Award Winners

La Quinta Country Club
Host of the PGA TOUR

Recent & Relevant Experience

We believe our firm is perfectly positioned with the experience and vision to keep IWGR as the top municipal facility in the Coachella Valley. These projects represent a small sampling of our Master Planning and Renovation portfolio with a similar scope of work to IWGR.

“Every green was redesigned and enlarged, tees and bunkers were completely rebuilt, and a handful of holes were dramatically altered to improve and modernize the layout.”

*Tom Macklin – Links Magazine
On the Legends Course at La Costa*



LA COSTA

CHAMPIONS COURSE & LEGENDS COURSE

We were commissioned by KSL to restore these two iconic golf courses to their former luster. All 36 greens were rebuilt to USGA standards. Throughout the construction we uncovered the original green shapes that had been lost over the years and in many cases restored those original conditions. In other places, we completely relocated greens to take advantage of more strategic locations or natural features on the site.

On both courses we remodeled all the bunkers and tees. We introduced new forward tees to both courses. Dubbed “Express Tees” and measuring as short as 4,200 yards, they were designed to attract new players as well as provide experienced golfers a quick alternative to a 4-hour round of golf.

The bunkers on the Champions Course were restyled to emulate their original look imparted on them by the original architect, Dick Wilson. Featuring big bold bunkers faces, with walk-in noses, these bunkers complemented the plateau greens that Wilson designed. These bunkers are strategically located demanding that players carefully consider their options of attack.

The Legends Course took on a different look, we termed it “resort friendly”. Characterized by fewer bunkers, wider fairways, it is a perfect complement to the Champions Course.

*The Sumire Course at Murasaki Country Club has
been chosen to host the 2020 Japan Open, and the 2022 Women's Japan Open.*
Japan Golf Association
Murasaki is ranked #57 in the top 100 Courses of Japan
Top100golfcourses.com



MURASAKI C.C.

SUMIRE COURSE

Located 2-hours outside of Tokyo, the Sumire Course at Murasaki Country Club featured the traditional Japanese system of having two greens per hole. Originally, each green would host different turf types, one that would perform better in summer, and the other geared more for the winter. As bent grass varieties improved over the years the need for different turf types disappeared.

Our job was to convince a very conservative membership that we could successfully rebuild all of the greens, not only to improve playing conditions, but to create almost in infinite variety of playing experiences that would appeal to all skill levels of golfer.

We began by preparing a master plan for the course that focused primarily on the greens and bunkers, but also addressed tees and other features where we felt improvements were needed. During our presentations we also convinced the members to flip the nines so that the finishing hole became a reachable par five, with the green on a plateau above the lake. This created a much more memorable and dramatic finish that was visible from most of the clubhouse.

The construction work took place in two phases using Japanese construction personnel. We provided frequent construction site visits to make sure that the smallest of details was included into the greens and bunkers. Within one year of opening the first 18 greens, the club sold \$5 million dollars in new memberships. In 2015 Murasaki was selected by the Japan Golf Association to host the 2020 Japan Open.

“La Quinta’s greens are among the best on tour.”

Phil Mickelson – PGA Tour

Your [La Quinta CC] greens are the best I have ever played”

Tommy Armour III – PGA Tour



LA QUINTA C.C.

Known as the “jewel of the desert” La Quinta CC has a storied history. The winter home to many celebrities and athletes, it has hosted the PGA TOUR for 60 years.

After 35 years the original push-up greens were showing signs of stress and decline. Damian Pascuzzo worked closely with the club leadership to prepare a master plan and ultimately, the remodeling of the entire golf course.

Through extensive communications with the membership we knew that certain greens were highly popular with the golfers. We took special care to rebuild those greens, so the surface contours were the same as the old green.

The original bunkers had become simple ovals without any degree of aesthetic value. Many of the bunkers were hidden among the trees. Where once the bunkers stood out, the trees had matured to the point where they blocked any recovery shot other than backwards. Moreover, they lacked any type of drainage.

The master plan illustrated the road map to the future. All of the proposed modifications were shown, and cost estimates were prepared. The club elected to complete the entire project in one season, beginning in April and finishing in October. Major construction focused on rebuilding tees, greens, and bunkers. Additional work included a new lake and adjustments to cart paths.

Our relationship with the club continues to this day as they have designated us as the Architects of Record.