

Town of Qualicum Beach

M E M O R A N D U M

TO: Lou Varela, CAO FOR: Closed Council Meeting April 19, 2023

FROM: Luke Sales, Director of Planning

SUBJECT: Potential Acquisition of Eaglecrest Golf Course

RECOMMENDATIONS

1. THAT Council directs staff to explore the potential acquisition of Eaglecrest Golf Course land and assets.
2. THAT Council authorizes staff to engage a third-party expert in golf course valuation to assess the value of the golf course assets and operation, at a cost of up to \$10,000.

PURPOSE

Staff are seeking a governance decision on whether to enter in discussions with the agent representing Eaglecrest Golf Course regarding the potential acquisition of the land and assets.

BACKGROUND

Staff have been approached by a representative from Eaglecrest Golf Course to explore the Town's interest in acquiring the land and assets. Initially, the representative was engaged by the ownership to explore development opportunities. However, due to the Town's land use designations not permitting development and a significant part of the land having limited road frontage, the representative has advised the owner that there is no development potential.

ss.12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1) One option is to seek another outside investor to purchase the land. The other option being explored is for the Town to purchase the majority of the land and assets. In this scenario, the owner would partially recover their investment through the sale, and also retain some value in the land that could be utilized for single-family development at a later time (approximately one hectare out of 39 hectares in total).

DISCUSSION

Eaglecrest Golf Course is comprised of multiple large parcels, as well as two parcels leased from the Town. Not including the Town-owned parcels, the entire assembly is approximately 100 acres. The possibility of acquiring the course is appealing in a number of ways, but before going down the path of exploration and negotiation staff want to gauge Council's interest in pursuing the opportunity.

At this point in time there are very few details in terms of what a potential agreement would look like. The only certainty is that acquisition would significantly impact the Town's five-year financial plan, as well as the implementation schedule for strategic priorities. There would need to be a significant commitment of financial and staffing resources, both for acquisition and operational expenses.

Following are some potential benefits and drawbacks to the potential acquisition of Eaglecrest Golf Course land and assets.

Opportunities	Drawbacks
It appears that there is a willing seller at this time, which is a unique opportunity.	The initial financial outlay would likely be in the range of \$ ss. 12(3)(b) & 21(1)
The owner's agent appears willing to price the land at a reasonable value.	The assets associated with the land (clubhouse, irrigation, equipment, etc.) have huge maintenance obligations, even if the Town decided not to operate the course.
Acquiring the course would avoid the introduction of a new outside investor that expects to develop the site.	The developer would retain enough land for 3-4 houses, which would require a zoning and Official Community Plan (OCP) amendment. (See Figure 1)
The Town would gain control over a major recreational asset.	Purchasing the course would impact the Town's ability to make other strategic investments during this term.
There could be opportunities for climate change mitigation and adaptation. Currently the land is a generator of greenhouse gases due to the operational requirements of the golf course and the fact that most of the course does not have trees.	The actual golf course business operation could turn out to be a benefit, but it could also be a major financial liability.



ss. 12(3)(b) & 21(1)

Process

Following is a high-level overview of the recommended process for acquiring the land, as well as the determination of long-term funding mechanisms.

1. Staff explore land purchase with owner's agent, including due diligence into the value of the assets and operation.
2. Council authorizes a purchase and sale agreement. Council also authorizes an interim funding mechanism for the purchase and maintenance, such as the use of strategic investment reserves.
3. Both parties sign a Purchase and Sale agreement, and all subjects are removed. Until this point, all discussions have to be highly confidential. Any disclosure of information, even an expression of interest, could undermine the Town's interests.
4. Town purchases land and assets.
5. Town engages the public on the use of the land and operations through the OCP review process.
6. Town engages the public on the long-term funding mechanism for the acquisition of the land and assets.

Financial Implications

Should the Town reach an agreement to purchase Eaglecrest Golf Course, there would be significant impacts on the Town's financial plan, depending both on the purchase amount and funding sources. However, until there are further negotiations it is impossible to definitively define the impacts.

SUMMARY

ss. 12(3)(b) & 21(1)

ALTERNATIVES

1. THAT Council directs staff inform the owner of Eaglecrest Golf Course that the Town is not interested in an acquisition at this time.
2. THAT Council provides alternative direction to staff.

Luke Sales, MCIP, RPP
Director of Planning
Report Writer

Lou Varela, MCIP, RPP
Chief Administrative Officer
Concurrence

**Town of Qualicum Beach
M E M O R A N D U M**

TO: Lou Varela, CAO FOR: Closed Council Meeting May 3, 2023

FROM: Luke Sales, Director of Planning

SUBJECT: Potential Acquisition of Eaglecrest Golf Course

RECOMMENDATIONS

1. THAT Council directs staff to explore the potential acquisition of Eaglecrest Golf Course land and assets.
2. THAT Council authorizes staff to engage a third-party expert in golf course valuation to assess the value of Eaglecrest Golf Course land and assets, at an estimated cost of up to \$10,000, to be funded from the Council Strategic Initiatives Reserve Account.

PURPOSE

Staff are seeking a governance decision on whether to enter into confidential discussions with the agent representing Eaglecrest Golf Course regarding the potential acquisition of the land and assets. Any public disclosure of information regarding these discussions could undermine the Town's interests.

BACKGROUND

Staff have been approached by a representative from Eaglecrest Golf Course to explore the Town's interest in acquiring the land and assets. Initially, the representative was engaged by the ownership to explore development opportunities. However, due to the Town's land use designations not permitting development, and a significant part of the land having limited road frontage, the representative has advised the owner that there is limited development potential.

ss.12(3)(b) & 21(1)

The other option being explored is for the Town to purchase the majority of the land and assets. **ss.12(3)(b) & 21(1)**

DISCUSSION

Eaglecrest Golf Course is comprised of multiple large parcels, as well as two parcels leased from the Town. Not including the Town-owned parcels, the entire assembly is approximately 40 hectares (100 acres) in size. The possibility of acquiring the Course could be appealing, but before going down the path of exploration and negotiation staff want to gauge Council's interest in pursuing the opportunity, and therefore seek Council direction at this time.

At this point in time there are very few details in terms of what a potential agreement would look like. The only certainty is that acquisition would significantly impact the Town's five-year Financial Plan, as well as the implementation schedule for strategic priorities. There would need to be a significant commitment of financial and staffing resources, both for acquisition and operational expenses. Should

Council provide direction to proceed, staff would provide a future memo regarding possible adjustments to strategic initiatives and budgets after more information is available.

Following are some potential benefits and drawbacks to the potential acquisition of Eaglecrest Golf Course land and assets.

Opportunities	Drawbacks
It appears that there is a willing seller at this time, which is a unique opportunity.	The initial financial outlay would likely be in the range of \$ ss. 12(3)(b) & 21(1)
The owner's agent appears willing to price the land at a reasonable value.	The assets associated with the land (clubhouse, irrigation, equipment, etc.) have significant maintenance obligations, even if the Town decided not to operate the Course.
Acquiring the course would avoid the introduction of a new foreign investor that would likely expect to develop the site.	The developer would retain enough land for 3-4 houses, which would require a zoning and possibly an Official Community Plan (OCP) amendment. (See Figure 1)
The Town would gain control over a major recreational asset.	Purchasing the Course would impact the Town's ability to make other strategic investments during this term.
There could be opportunities for climate change mitigation and adaptation, as golf courses are a net generator of greenhouse gases, primarily due to the maintenance requirements of the operation. Decreasing emissions-producing activities while increasing carbon sequestration (e.g. tree planting, naturalization) would advance the Town's climate mitigation goals.	Further investigation would be required to determine if the actual golf course business operation is a financial benefit or a liability.
There could be opportunities to recoup some or all of the purchase price, depending on how the land is used and configured in the future.	



ss.12(3)(b) & 21(1)

Process

Following is a high-level overview of the recommended process for acquiring the land, as well as the determination of long-term funding mechanisms:

1. Staff explore land purchase with owner's agent, including due diligence into the value of the assets and operation.
2. Council authorizes a purchase and sale agreement. Council also authorizes an interim funding mechanism for the purchase and maintenance, such as the use of strategic investment reserves.
3. Both parties sign a Purchase and Sale agreement, and all subjects are removed. Until this point, all discussions have to be **highly confidential**. Any disclosure of information, even an expression of interest, could undermine the Town's interests.
4. Town purchases land and assets.
5. Town engages the public on the use of the land and operations through the OCP review process. This will impact the timing of other OCP review topics.
6. Town engages the public on the long-term funding mechanism for the acquisition of the land and assets.

Financial Implications

Should the Town reach an agreement to purchase Eaglecrest Golf Course, there would be significant impacts on the Town's Financial Plan, depending both on the purchase amount and funding sources. However, until there are further negotiations it is impossible to definitively define the impacts.

SUMMARY

ss. 12(3)(b) & 21(1)

ALTERNATIVES

1. THAT Council directs staff inform the owner of Eaglecrest Golf Course that the Town is not interested in an acquisition at this time.
2. THAT Council provides alternative direction to staff.



Luke Sales, MCIP, RPP
Director of Planning
Report Writer

Raj Hayre
Director of Finance
Concurrence



Lou Varela, MCIP, RPP
CAO
Concurrence

TOWN OF QUALICUM BEACH STAFF REPORT

TO: Lou Varela, Chief Administrative Officer
FOR: Closed Council Meeting
DATE: January 25, 2024
FROM: Luke Sales, Director of Planning
SUBJECT: Eaglecrest Golf Course Continuation Discussion

RECOMMENDATIONS:

s. 13

PURPOSE

To receive an update on the recent discussions with the owners of Eaglecrest Golf Course and request a governance decision on whether staff should continue more in-depth negotiations.

BACKGROUND

ss. 12(3)(b), 21(1) & 22

[REDACTED]

On Friday January 12, 2024, Luke Sales and Lou Varela went to North Vancouver to explore options to keep the Eaglecrest Golf Course open. Attendees representing the owners of the course ("Ownership") included:

1. **ss. 12(3)(b) & 21(1) & 22**
2. [REDACTED]
3. [REDACTED] and translator)

Following are key questions that staff asked, followed by answers from the Ownership:

ss. 12(3)(b) & 21(1)

Other notes:

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

DISCUSSION

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1) Furthermore, the unused portion of the course could be used as a long-term recreational asset and used to offset the Town's carbon footprint through a tree planting program.

Draft Next Steps (subject to numerous Council decisions and legal advice):

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

SUMMARY

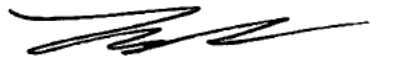
ss. 12(3)(b) & 21(1)

ALTERNATIVE OPTIONS

1. THAT Council provides alternate direction to staff.

APPROVALS

Report respectfully submitted by Luke Sales, Director of Planning and Community Development



Luke Sales MCIP, RPP
Director of Planning
Report Author



Lou Varela, MCIP, RPP
Chief Administrative Officer
Concurrence

Town of Qualicum Beach
M E M O R A N D U M

TO: Lou Varela, CAO

FOR: Closed Council Meeting, February 7, 2024

FROM: Luke Sales, Director of Planning and Community Development

SUBJECT: Eaglecrest Golf Course Continuation Discussion

RECOMMENDATION

ss. 12(3)(b), 13 & 21(1)

PURPOSE

ss. 12(3)(b) & 21(1)

BACKGROUND

ss. 12(3)(b), 21(1) & 22

On Friday January 12, 2024, Luke Sales and Lou Varela went to North Vancouver to explore options to keep the Eaglecrest Golf Course open. Attendees representing the owners of the course ("Ownership") included:

ss. 12(3)(b), 21(1) & 22

translator)

ss. 12(3)(b) & 21(1)

An appraisal has been commissioned and will be completed by early March. putting effort into increasing the potential value of the package being offered from the Town, rather than trying to decrease the value of the lands.

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

DISCUSSION

ss. 12(3)(b) & 21(1)

Updated Draft Next Steps (subject to numerous Council decisions and legal advice):

s. 12(3)(b)

s. 12(3)(b)

Furthermore, the unused portion of the course could be used as a long-term recreational asset and used to offset the Town's carbon footprint through a tree planting program. s. 12(3)(b)

Eaglecrest Low-impact Upzoning Potential				
Parcel	Current Value	Proposed Change	Estimated Value w/ changes	Increase in Value
ss. 12(3)(b) & 21(1)	ss. 12(3)(b) & 21(1)	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Corner of Eaglecrest/Country Club	0	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Royal Dornoch/Island Hwy	0	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Blind Bogey Drive		Create 4 residential lots	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Royal Dornoch Land infill	0	1 lot	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Town owned land 871 Fairways Drive	0	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)	ss. 12(3)(b) & 17(1)(f)
Total Potential Value				ss. 12(3)(b) & 17(1)(f)

SUMMARY

ss. 12(3)(b) & 21(1)

ALTERNATIVES

1. THAT Council provides alternate direction to staff.

Luke Sales, MCIP, RPP
Director of Planning
Report Writer

Lou Varela, MCIP, RPP
CAO
Concurrence

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TOWN OF QUALICUM BEACH STAFF REPORT

TO: Lou Varela, Chief Administrative Officer
FOR: Special Council Meeting
DATE: March 28, 2024
FROM: Luke Sales, Director of Planning
SUBJECT: Eaglecrest Golf Course Purchase and Sale Agreement Update

RECOMMENDATION

- 1.
- 2.
- 3.

ss. 13 & 21(1)

PURPOSE

- 1.
- 2.
- 3.

ss. 12(3)(b) & 21(1)

BACKGROUND

-
-

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

SUMMARY

ss. 12(3)(b) & 21(1)

ALTERNATIVES

1. THAT Council provides alternate direction to staff.

APPROVALS

Report respectfully submitted by Luke Sales, Director of Planning.



Luke Sales, MCIP, RPP
Director of Planning
Report Writer



Lou Varela, MCIP, RPP
CAO
Concurrence

Attachments

- ss. 12(3)(b) & 21(1)
-
-

memo.EaglecrestMarch282024.docx



TOWN OF QUALICUM BEACH STAFF REPORT

TO: Lou Varela, Chief Administrative Officer
FOR: Special Council Meeting, In-Camera
DATE: October 9, 2024
FROM: Luke Sales, Director of Planning
SUBJECT: Eaglecrest Purchase and Sale Agreement Update

RECOMMENDATION

ss. 13 & 21(1)

PURPOSE

ss. 12(3)(b) & 21(1)

BACKGROUND

ss. 12(3)(b) & 21(1)

On September 17, 2024, Lou Varela, Luke Sales and Mayor Westbrook **ss. 12(3)(b) & 21(1) & 22**

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

DISCUSSION

ss. 12(3)(b) & 21(1)

SUMMARY

ss. 12(3)(b) & 21(1)

ALTERNATIVES

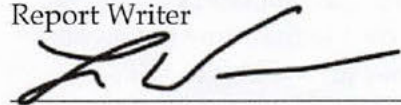
1. THAT Council provides alternate direction to staff.

APPROVALS

Report respectfully submitted by Luke Sales, Director of Planning.



Luke Sales, MCIP, RPP
Director of Planning
Report Writer



Lou Varela, MCIP, RPP
CAO

Concurrence

Attachments

- ss. 12(3)(b) & 21(1)
- ss. 12(3)(b), 21(1) & 22
- s. 12(3)(b)

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Notes from Conversation with s. 22 and s. 22
January 21, 2025

Previous Meeting Recap: At our last meeting, I requested that s. 22 and s. 22 help identify potential opportunities for land use changes with the s. 22. I provided them with maps of the Eaglecrest Golf Course and asked if the s. 22 could offer input on which areas might be suitable for conversion to other land uses, should such changes be crucial for securing the long-term future of the golf course.

Follow-Up Meeting Highlights: Today's follow-up meeting revealed that the s. 22 is uncomfortable making any determinations regarding potential land conversions. They believe that making such decisions falls outside their mandate unless specifically endorsed by the membership. However, s. 22 emphasized that the s. 22 supports adopting a more assertive communication style with the golf course ownership. For example, the Town could clearly state, "No, we are not open to allowing portions of the golf course to be developed. The residents don't support it, and therefore we don't support it."

Discussion on Media Release: We also discussed the possibility of issuing a media release or communicating with the general public. The proposed content for the media release is as follows:

Potential Media Release Content:

The Town of Qualicum Beach has engaged with the owners of Eaglecrest Golf Course to explore the potential transfer of the golf course lands to the town. Various alternatives have been discussed with the owners, including ss. 12(3)(b) & 21(1) aimed at minimizing the financial impact on taxpayers, ss. 12(3)(b) & 21(1) ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

Next Steps:

ss. 12(3)(b) & 21(1)

Please let me know if there are any additional points to include or further revisions needed.

TOWN OF QUALICUM BEACH
STAFF REPORT

TO: Lou Varela, Chief Administrative Officer
FOR: Special Council Meeting, In-Camera
DATE: January 29, 2025
FROM: Luke Sales, Director of Planning
SUBJECT: Eaglecrest Update and Draft Media Release

RECOMMENDATION

1.

ss. 13 & 21(1)

2.

PURPOSE

ss. 12(3)(b) & 21(1)

BACKGROUND

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

s. 13

ss. 12(3)(b) & 21(1)

On December 4, 2024, staff provided an update on the proposed draft survey that Council was considering distributing to the Community, ss. 12(3)(b) & 21(1)

The Golf Course survey would have been sent out using the Planning Department's email listing.

On December 11, 2024 staff provided an update to Council ss. 12(3)(b) & 21(1)

Council adopted the following resolution: ss. 12(3)(b) & 13

ss. 12(3)(b) & 21(1) & 22

ss. 12(3)(b) & 21(1) & 22

DISCUSSION

ss. 12(3)(b) & 21(1) & 22

ss. 12(3)(b) & 21(1) & 22

From a staff perspective, a Council decision and subsequent communication is advisable. The Town has presented several substantial offers that exceed the Golf Course's appraised value.

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

staff recommend that a public facing media release be prepared to inform the public of the ongoing discussions and take a proactive approach to messaging. ss. 12(3)(b) & 21(1)

SUMMARY

ss. 12(3)(b) & 21(1)

A public survey on contributing additional land or funds to secure the Golf Course was contemplated but abandoned due to concerns that it could exacerbate community tension. ss. 12(3)(b) & 21(1)

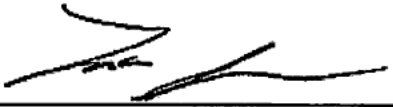
ss. 12(3)(b) & 21(1)

ALTERNATIVES

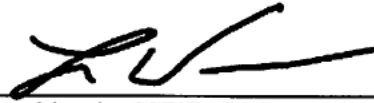
1. THAT Council provides alternate direction to staff.

APPROVALS

Report respectfully submitted by Luke Sales, Director of Planning.



Luke Sales, MCIP, RPP
Director of Planning
Report Writer



Lou Varela, MCIP, RPP
CAO
Concurrence

Attachments

- ss. 12(3)(b) & 21(1)

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Draft Media Release s. 12(3)(b)

The Town of Qualicum Beach acknowledges the important cultural, social, and economic contributions of the Eaglecrest Golf Course to both the Eaglecrest neighborhood and the wider Qualicum Beach community. We extend our gratitude to the community for its ongoing advocacy, which reflects the community vision for these lands as outlined in the Official Community Plan (OCP). This guiding document—shaped by extensive public engagement—designates the Golf Course lands in Eaglecrest as part of the Town's broader network of green space that should be preserved for the long term.

Currently, the Eaglecrest Golf Course spans roughly 45 hectares (110 acres). Of this total area, approximately 42 hectares (103 acres) are privately owned, while the Town holds about 3 hectares (7 acres). Within the privately-owned portion, roughly 10 hectares (25 acres) are protected by a covenant—beyond the Town's control—that limits their use to golf course purposes. It is important to clarify that the Town does not possess the legislative authority to require the Owners of the Golf Course to continue running it as a private business. The Town also acknowledges the concerns of Eaglecrest residents, the Residents' Association, and the broader community regarding the Golf Course's future and ongoing operations.

The Town of Qualicum Beach has approached the Owners of Eaglecrest Golf Course to explore the possibility of transferring ownership of the Golf Course lands to the Town. Several options have been offered by the Town, s. 12(3)(b)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

Purchase price: \$ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

cash →
land →
dev. →

Friday Jan 12

-meeting in N Vancouver

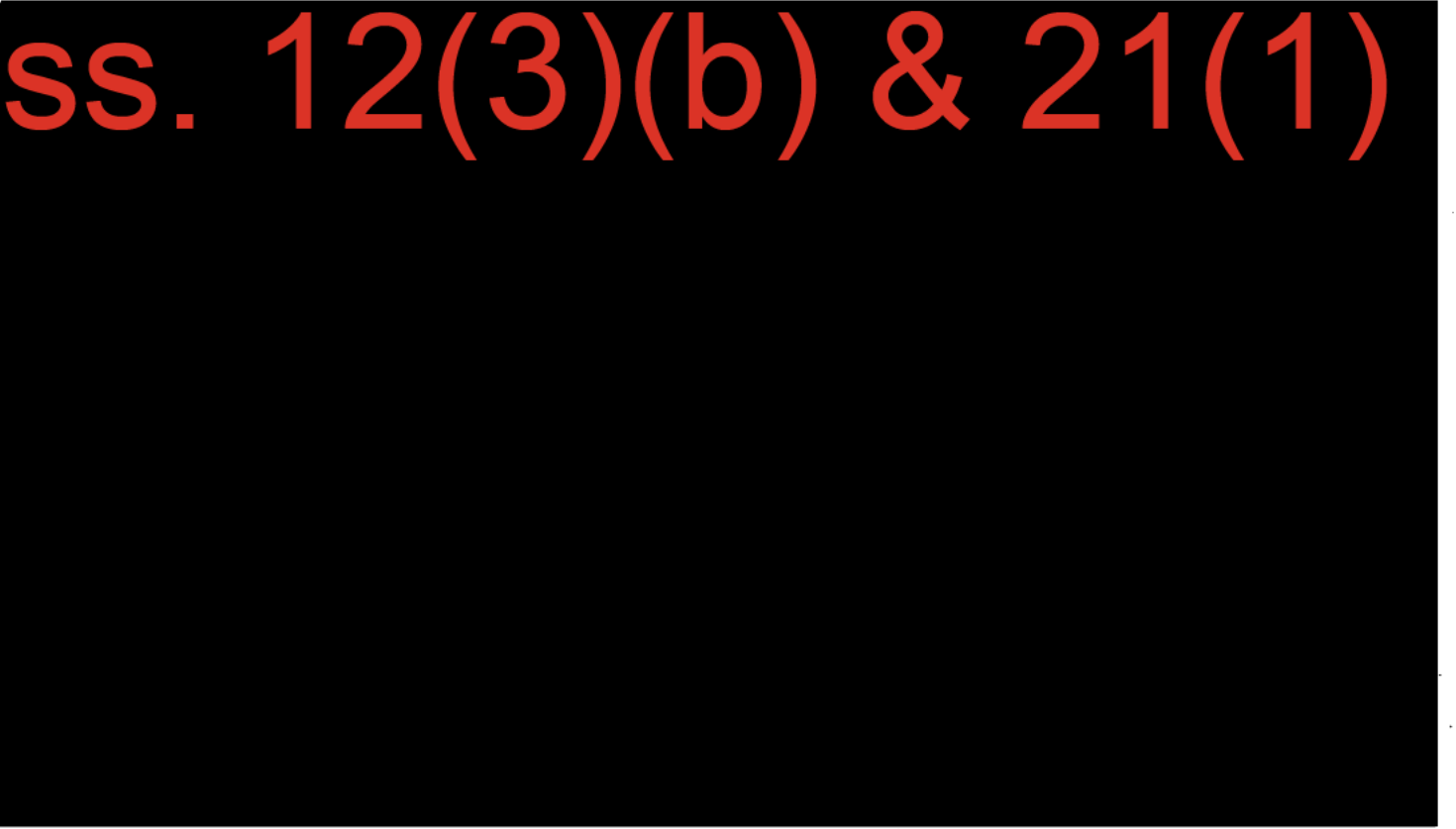
Lou J.

Luke S.

ss. 12(3)(b) & 21(1) & 22

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)



□ ss. 12(3)(b) & 21(1)

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Discussion Lands #1:

ss. 12(3)(b) & 21(1)

Description:

- **ss. 12(3)(b) & 21(1)**
-
-

Approximate Value:

Discussion Lands #2:

ss. 12(3)(b) & 21(1)

Description:

- **ss. 12(3)(b) & 21(1)**
-
-

Approximate Value:

Discussion Lands #3:

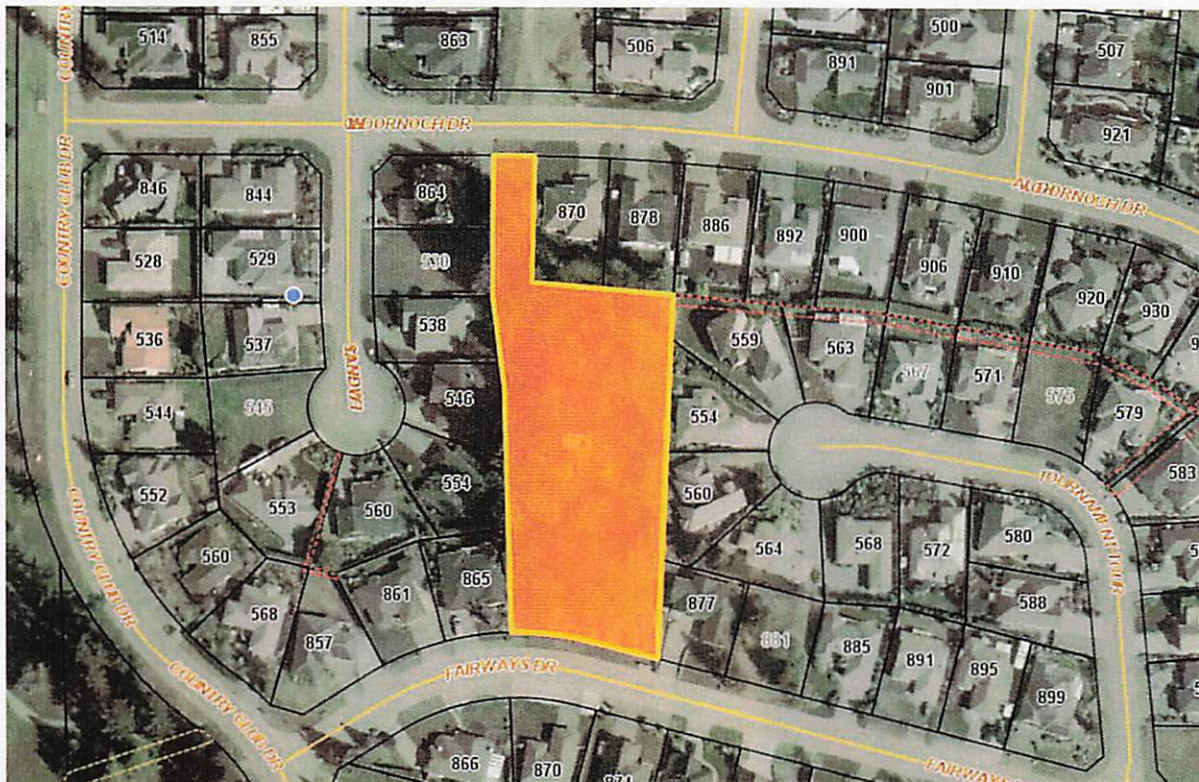
ss. 12(3)(b) & 21(1)

Description:

- **ss. 12(3)(b) & 21(1)**
-

Value:

Discussion Lands #4:



Description:

- Town-owned land. Approximately 1.4 acres.

Value:

Discussion Lands #5:



Description:

- Town-owned land. Approximately 1.2 acres.
- s. 12(3)(b)

Value:

Re: questions related to taxes or values?

From **s. 22**
Date Tue 2025-05-06 9:09 AM
To Luke Sales <LSales@qualicumbeach.com>
Cc **s. 22**; Heather Svensen <HSvensen@qualicumbeach.com>; Lou Varela <LVarela@qualicumbeach.com>

Hi Luke,
Sure. That works for me.
Best regards,
s. 22

On Tue, May 6, 2025 at 9:07 AM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi **s. 22**

I am in a meeting right now but could call you at 9.45. Does that work for you? Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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correspondence with any government body, including Town of Qualicum Beach Council and Staff, can be subject to disclosure under the Freedom of Information and Protection of Privacy Act.

From: s. 22 >

Sent: May 5, 2025 6:25 PM

To: Luke Sales <LSales@qualicumbeach.com>

Cc: s. 22 >; Heather Svensen <HSvensen@qualicumbeach.com>; Lou Varela <LVarela@qualicumbeach.com>

Subject: Re: questions related to taxes or values?

Hi Luke,

The s. 21(1) s. 21(1)

Can we please talk tomorrow morning?

What time works the best for you tomorrow morning?

Thank you.

s. 22

On Fri, May 2, 2025 at 1:53 PM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi s. 22,

Thank you for your continued efforts to move this file forward. Unfortunately, our window is closing quickly: ss. 12(3)(b) & 21(1)

s. 14

s. 12(3)(b) – To our knowledge, the s. 21(1) s. 12(3)(b)

s. 12(3)(b) the Town remains focused on completing a direct purchase of the golf-course lands for \$8.5 million in cash.

Council meets next Wednesday, May 7. If the s. 21(1) are willing to proceed on that basis, please let me know by Monday, May 5 so we can prepare the details for Council's consideration.

s. 12(3)(b)

Thank you again for your cooperation.

Kind regards,

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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From: s. 22 >

Sent: May 1, 2025 4:58 PM

To: Luke Sales <LSales@qualicumbeach.com>

Cc: s. 22; Heather Svensen <HSvensen@qualicumbeach.com>; Lou Varela <LVarela@qualicumbeach.com>

Subject: Re: questions related to taxes or values?

Hi Luke,

Hope you're doing well.

ss. 12(3)(b) & 21(1)

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

Of course, this is just an idea — if it's not feasible, we completely understand.

s. 22 ss. 12(3)(b) & 21(1)

Best regards,

s. 22

On Tue, Apr 29, 2025 at 11:01 AM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi s. 22

I heard from a member of the Eaglecrest that you had some questions about taxation or land value. I want to be sure I'm understanding the questions correctly, so I thought I should email you directly.

Please let me know what information you may be looking for and we will find it for you. Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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RE: Update on upcoming meeting

From Luke Sales </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=49D2C2D5839D4A888D58C497EB7F02B2-LUKE SALES>

Date Fri 2025-04-11 11:01 AM

To s. 22 >

Cc s. 22 >; Lou Varela <lvarela@qualicumbeach.com>

Hi s. 22

Thank you for reaching out. We had a good meeting this week, and I'm pleased to report that Council has directed staff to provide an offer to you. Our lawyer is currently preparing the details and we anticipate that it will be ready by next Thursday.

Are you available next Thursday (April 17th) at 3pm? If so can we call you to present the offer?

Have a great weekend! Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22 >
Sent: April 10, 2025 6:56 PM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: Lou Varela <LVarela@qualicumbeach.com> s. 22 >
Subject: Re: Update on upcoming meeting

Hi Luke,
I am just following up to see how the proposal was going during the council meeting. Are there any updates?
Thank you

s. 22

On Wed, Apr 2, 2025 at 4:55 PM s. 22 > wrote:

Hi Luke,
I am sorry I misunderstood the s. 21(1) discussion. Below is what s. 21(1) agree:

Option 1: ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

Option 2: ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

Option 3: ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

I will give you a call to explain.

Thank you

s. 22

On Tue, Apr 1, 2025 at 4:28 PM Luke Sales <L_Sales@qualicumbeach.com> wrote:

Dear s. 22,

I hope this message finds you well. The weather here has been beautiful lately - it is finally beginning to feel like spring!

I tried to reach you by phone a short while ago and left a message. I'm following up now with more detail by email.

We wanted to inform you and s. 22 that Council will be discussing the possibility of releasing additional information regarding the rationale behind the offer that was previously extended to you. The intention is to help you better understand the basis for the Town's offer. This discussion is scheduled for the April 9th Council meeting, and we will follow up with you as soon as possible afterward to provide any updates.

If you have any questions or would like to discuss this matter in more detail, please don't hesitate to contact me.

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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RE: Offer to Purchase - January 31, 2025

From Luke Sales </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=49D2C2D5839D4A888D58C497EB7F02B2-LUKE SALES>

Date Wed 2025-03-12 3:54 PM

To s. 22 >

Cc s. 22 >; Lou Varela <lvarela@qualicumbeach.com>

Dear s. 22 ,

Thank you for sharing the additional information in your latest email.

Since the time you emailed, the Town received a professional evaluation of the work required to restore the 9-hole golf course to a fully operational standard. That assessment indicates a cost of more than \$2 million.

Taking this into consideration, as well as the Town's current financial position, Council regrets that it cannot increase the offer beyond the value previously communicated. We do, however, sincerely appreciate your willingness to work with the Town, and we hope that the owners might reconsider our last proposal.

Thank you again for your time and cooperation.

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22
Sent: March 7, 2025 7:30 AM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: s. 22; Lou Varela <LVarela@qualicumbeach.com>
Subject: Re: Offer to Purchase - January 31, 2025

Hi Luke,

Thank you for your email and for taking the time to clarify the details. We truly appreciate the Town's continued efforts in working towards a solution that benefits everyone involved.

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), & 21(1)

Best regards,

s. 22

On Thu, Mar 6, 2025 at 3:55 PM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi s. 22,

Thank you for reaching out with an update. I hope you are doing well.

s. 22 and s. 22 have both contacted Town staff separately to discuss the golf course. However, we are unable to share any details of our discussions with you through them, as they do not represent the ownership group or the Town. We will be bringing your offer to Council next week. In preparation, I'm hoping you could clarify one point from your recent email so we can provide Council with complete information.

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

Could you please confirm if this interpretation is correct? Once we have your confirmation, we will present these options to Council for their consideration next week.

We look forward to your reply! Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22 >
Sent: March 4, 2025 9:40 PM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: s. 22 >; Lou Varela <LVarela@qualicumbeach.com>
Subject: Re: Offer to Purchase - January 31, 2025

Hi Luke,
I hope you are doing well.

I understand that s. 22 and s. 22 recently met with the Town regarding our

ss. 12(3)(b), & 21(1)

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), & 21(1)

Thank you.

s. 22

On Mon, Feb 10, 2025 at 3:38 PM Luke Sales
<LSales@qualicumbeach.com> wrote:

Hi s. 22,

Thank you for your timely response.

ss. 12(3)(b), 21(1) & 17(1)(f)

ss. 12(3)(b), & 21(1)

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22 >
Sent: February 9, 2025 5:21 PM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: s. 22 <[REDACTED]>; Lou Varela <LVarela@qualicumbeach.com>
Subject: Re: Offer to Purchase - January 31, 2025

Hi Luke,

ss. 12(3)(b), & 21(1)

Thanks again for all of your effort and time.

Best regards,

s. 22

On Fri, Feb 7, 2025 at 4:30 PM Luke Sales
<LSales@qualicumbeach.com> wrote:

Dear s. 22

First and foremost, thank you for your time and cooperation throughout our discussions regarding the potential acquisition of the Eaglecrest Golf Course. We appreciate the thought and consideration you have given to our proposals.

I am writing to let you know that the Town of Qualicum Beach will be issuing a public statement regarding the recent negotiations. As a courtesy, we want you to be aware of this announcement in advance.

The statement will acknowledge:

- The importance of the golf course to the Eaglecrest neighborhood and our broader community,
- The efforts both parties made to reach a mutually acceptable agreement,
- The Town's respect for your business decisions and ownership rights,
- The Town's gratitude for your willingness to explore the possibility of a sale.

ss. 12(3)(b), & 21(1)

ss. 12(3)(b), & 21(1) If you have any questions or wish to discuss any details further, please feel free to reach out at your convenience. Our goal is to ensure that communication remains open and respectful.

Thank you again for your cooperation. We wish you well and appreciate your contributions to the community.

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22 >
Sent: February 4, 2025 10:24 PM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: s. 22 >; Lou Varela <LVarela@qualicumbeach.com>
Subject: Re: Offer to Purchase - January 31, 2025

Dear Luke and Lou,

Thank you all for your efforts in putting this together—we truly appreciate it.

s. 21(1)

Thank you again for your time and understanding.

Best regards,

s. 22

On Fri, Jan 31, 2025 at 4:53 PM Luke Sales
<LSales@qualicumbeach.com> wrote:

Dear s. 22

We hope this message finds you well. Thank you for your ongoing collaboration and for the continued opportunity to discuss the purchase of the Golf Course. Attached, please find a signed copy of our most recent Purchase and Sale Agreement for your review and consideration.

s. 12(3)(b)

s. 12(3)(b)

We encourage you to consult with Mr. s. 22 Mr. s. 22 or

s. 12(3)(b)

s. 12(3)(b)

Thank you for your continued willingness to work toward a mutually beneficial resolution. If you have any questions or would like to arrange another meeting, please feel free to contact me at your earliest convenience. We look forward to hearing from you.

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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Re: Offer to Purchase

From **s. 22** >
Date Wed 2024-11-20 10:57 AM
To Luke Sales <LSales@qualicumbeach.com>
Cc **s. 22**; Lou Varela <LVarela@qualicumbeach.com>; Heather Svensen <HSvensen@qualicumbeach.com>

Hi Luke,

Thank you for the update.

ss. 12(3)(b) & 21(1)

Best regards,

s. 22

On Tue, Nov 19, 2024 at 3:59 PM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi **s. 22**,

I hope you're doing well. Following our meeting with Council last week, I wanted to touch base regarding the proposal for acquiring your corporation.

ss. 12(3)(b), 21(1) & 17(1)(f)

Could you please clarify at your convenience?

Thank you for your cooperation and patience as we work through these details. Please feel free to reach out anytime if you have further questions, or if there's any other way we can support this process. Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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From: s. 22 >

Sent: November 11, 2024 9:59 PM

To: Luke Sales <LSales@qualicumbeach.com>

Cc: s. 22; Lou Varela <LVarela@qualicumbeach.com>; Heather Svensen <HSvensen@qualicumbeach.com>

Subject: Re: Offer to Purchase

Hi Luke,

I hope you enjoyed a relaxing long weekend..

ss. 12(3)(b) & 21(1)

Could you please discuss these points with the council?

Thank you very much for your attention to this.

Best regards,

s. 22

On Fri, Nov 8, 2024 at 10:59 AM s. 22 > wrote:

Hi Luke,

Thank you so much for your quick response.

We look forward to hearing from you.

Best regards,

s. 22

On Fri, Nov 8, 2024 at 10:41 AM Luke Sales <LSales@qualicumbeach.com> wrote:

Hi s. 22

Thank you for the prompt response. We will review your proposal and get back to you. As we will need to discuss this with Council, it will likely be the end of next week or early the week of the 18th. Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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From: s. 22 >

Sent: November 7, 2024 10:12 PM

To: Luke Sales <LSales@qualicumbeach.com>

Cc: s. 22 >; Lou Varela <LVarela@qualicumbeach.com>; Heather Svensen <HSvensen@qualicumbeach.com>

Subject: Re: Offer to Purchase

Hi Luke,

ss. 12(3)(b) & 21(1)

Thank you once again for your attention to this.

Warm regards,

s. 22

On Tue, Nov 5, 2024 at 10:47 AM Luke Sales <LSales@qualicumbeach.com> wrote:

Dear s. 22

We are delighted to provide you with the attached Purchase and Sale Agreement. While we would prefer to present this offer in person to explain certain details, we understand the importance of timing for you and want to ensure the process continues smoothly.

Please take your time to review the offer, and do not hesitate to reach out to Lou or myself if you have any questions or require clarification. We are more than happy to arrange a meeting to discuss any aspects of the agreement further.

Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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Outlook

FW: Offer to Purchase

From Luke Sales </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP
(FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=49D2C2D5839D4A888D58C497EB7F02B2-LUKE SALES>

Date Fri 2024-11-08 9:48 AM

To Joe Scafe <scafe@younganderson.ca>

Hi Joe,

ss. 12(3)(b) & 14

Cheers,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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From: s. 22
Sent: November 7, 2024 10:12 PM
To: Luke Sales <LSales@qualicumbeach.com>
Cc: s. 22 Lou Varela <LVarela@qualicumbeach.com>; Heather Svensen <HSvensen@qualicumbeach.com>
Subject: Re: Offer to Purchase

Hi Luke,

Thank you very much for sending the offer. We greatly appreciate the time and effort you've put into this.

ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

Thank you once again for your attention to this.

Warm regards,

s. 22

On Tue, Nov 5, 2024 at 10:47 AM Luke Sales <LSales@qualicumbeach.com> wrote:

Dear s. 22,

We are delighted to provide you with the attached Purchase and Sale Agreement. While we would prefer to present this offer in person to explain certain details, we understand the importance of timing for you and want to ensure the process continues smoothly.

Please take your time to review the offer, and do not hesitate to reach out to Lou or myself if you have any questions or require clarification. We are more than happy to arrange a meeting to discuss any aspects of the agreement further.

Kind regards,

Luke

Luke Sales, MCIP, RPP
Director of Planning and Community Development
Town of Qualicum Beach
250.752.6921
lsales@qualicumbeach.com

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Re: Documents Regarding Eaglecrest Golf Course

From **s. 22** >
Date Fri 2024-03-29 5:48 PM
To Luke Sales <LSales@qualicumbeach.com>
Cc **s. 22** >; Eaglecrest Accounting <accounting@eaglecrestgolfclub.ca>; Lou Varela <LVarela@qualicumbeach.com>

Hi Luke/Lou,

ss. 12(3)(b) & 21(1)

We deeply appreciate the hard work and dedication you have shown. Thank you for all your efforts.

Have a great long weekend.

s. 22

C **s. 22**

On Thu, Mar 28, 2024 at 5:01 PM Luke Sales <LSales@qualicumbeach.com> wrote:

Dear **s. 22**

I hope this message finds you in good health and spirits. Following our recent discussion, I am pleased to forward the appraisal report for the Eaglecrest Golf Course that was recently provided to the Town.. Additionally, I have attached the Purchase and Sale Agreement, which has received endorsement from our Council.

We wish you a pleasant weekend and look forward to our meeting on Tuesday.

Kind regards,

Luke

Luke Sales, MCIP, RPP

Director of Planning and Community Development

Town of Qualicum Beach

250.752.6921

lsales@qualicumbeach.com

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RE: Proposed Lands

From Lou Varela <LVarela@qualicumbeach.com>

Date Wed 2024-03-06 5:02 PM

To s. 22 >; Luke Sales <LSales@qualicumbeach.com>

Cc Eaglecrest Accounting <accounting@eaglecrestgolfclub.ca>; s. 22 >

Hi s. 22

Thank you so much for reaching out. ss. 12(3)(b) & 21(1)

ss. 12(3)(b) & 21(1)

Please let us know if you have availability tomorrow - perhaps at 3:30?

We look forward to connecting. Wishing all of you a wonderful evening.

All the best

Lou

Lou Varela, RPP, MCIP
Chief Administrative Officer
Town of Qualicum Beach
www.qualicumbeach.com

direct 250.738.2200 | office 250.752-6921 | cell: 250.927.7077

e-mail lvarela@qualicumbeach.com

Fax: 250.752.1243

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From: s. 22 >

Sent: Wednesday, March 6, 2024 3:57 PM

To: Lou Varela <LVarela@qualicumbeach.com>; Luke Sales <LSales@qualicumbeach.com>

Cc: Eaglecrest Accounting <accounting@eaglecrestgolfclub.ca>; s. 22

<s. 22 >

Subject: Proposed Lands

Some people who received this message don't often get email from sunwenli@gmail.com. [Learn why this is important](#)

Hi Lou and Luke

ss. 12(3)(b), 21(1) & 17(1)(f)

Best regards,

s. 22

C s. 22

Generated Record | Town of Qualicum Beach
Reference No. 2026-42

Eaglecrest Golf Course Acquisition
List of Professional Advisors

Name	Date	Scope of Work	Fee Structure
Young Anderson	2024	Legal Advice	Hourly rate
MODUS	2025	Market Analysis	Hourly rate & associated expenses
Cunningham Rivard	2024	Property Appraisal	Flat Fee
Terrawest	2025	Environmental Assessments	Flat Fee
Koers & Associates	2025	Servicing	Hourly rate
KESO Turf Supplies	2025	Golf Course Project Oversight	Hourly rate w/daily maximums & associated expenses
Pacific West Building Inspections	2025	Property Assessment/Building Inspection	Flat Fee