

The logo for Commonwealth Golf Partners is a rectangular box with a gold background and a black border. Inside the box, the company name "Commonwealth Golf Partners" is written in a large, black, serif font. Below the name, the tagline "Leadership ~ Accounting ~ Agronomy ~ Project Management" is written in a smaller, black, sans-serif font.

Commonwealth Golf Partners

Leadership ~ Accounting ~ Agronomy ~ Project Management

City of Virginia Beach
Attention: Pamela Witham
Department of Economic Development
4525 Main Street, Suite 700
Virginia Beach, Virginia 23462

Re: RFP #ED-25-04

Commonwealth Golf Partners (CGP) is a Williamsburg, Virginia based operator of for-profit golf properties. The three principals bring a unique background in leasing, owning, constructing, restoring, and working with tourism entities. Additionally, CGP has assembled several preferred third-party partners that we have worked with on other similar projects.

We are grateful for the opportunity to submit our response to this RFP.

Respectfully,

Michael J. Bennett, Master PGA

Mike.bennett@commonwealthgolfpartners.com

4808 Courthouse Street
Suite 201
Williamsburg, VA 23188
o-757-229-0808
c-757-342-0390

Commonwealth Golf Partners

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About Us

We are a unique Full-Service Golf Course Operations and Development Company that seeks to partner with properties looking for operators with an ownership mindset.

We believe that each property and ownership group is unique and deserves to know the partners of the operations company they choose. Together we will craft our relationship to benefit all involved.

Commonwealth Golf Partners will be accountable to meet our agreed upon deliverables. We are a boutique firm and the Principles will be involved on a day to day basis.



John Hilker rolls the green after heavy rain at the 2018 LPGA Kingsmill Championship while serving as Kingsmill Resort COO

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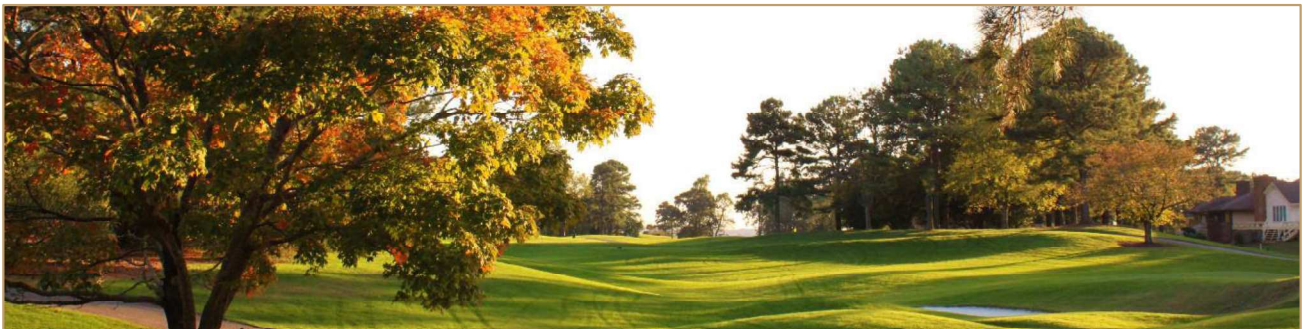
Partners



John Hilker

John Hilker is a highly analytical, detail oriented, and results driven senior executive with 20+ years of experience directing turnaround and growth situations, improving operations, service levels, revenue streams, and bottom line results in the Hospitality industry including Luxury Resorts and Country Clubs.

As a strategic and resourceful problem solver, John possess an innate ability to build teams via communication and training ensuring focus on critically important disciplines of execution. John thrives as an articulate communicator with success understanding the challenges of Department Heads and supporting leadership to overcome operational inefficiencies while improving product and services levels conveying vision and strategy to all levels of staff.



Two Rivers Country Club where John served as General Manager/COO

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Partners

John Hilker (continued)



Trophy presentation by John Hilker to Ariya Jutanugarn
at the 2018 Kingsmill LPGA Championship

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Partners



Mike Bennet

Mike Bennett has been a member of the PGA of America since 1994 and in 2011 achieved Master Professional Status in Ownership and Leasing. Mike has been the President of the National Golf Course Owner's Association Middle Atlantic Chapter since 2008.

Prior to forming Commonwealth Golf Asset Management, Mike served as the Vice President of Operations for Traditional Golf Management (TGM). During Mike's nine years at TGM the portfolio grew from seven golf clubs to 21 and included private clubs, semi private club and daily fee clubs. The portfolio generated over \$35,000,000 in revenue and had a total of \$13,000,000 in payroll.

Before joining Traditional Golf Management, Mike was the Managing Member of Westham Golf Partners, LLC which built, owned and operated a Nicklaus Design course in Richmond, Virginia.



President, 2008 – Present

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Partners

Peter Dejak

Peter Dejak is also co-owner of Signet Golf Associates, LLC.

Peter's approach, combining an agronomic background and hands-on attention to detail, ensures clients the most efficient use of funds as well as projects that will be completed on a timely basis with a high level of quality

Serving the golf industry since 1995, Peter has built courses for some of the most acclaimed architects including Palmer, Nicklaus and Dye. The company has renovated designs by some of the most historic course architects including Donald Ross.



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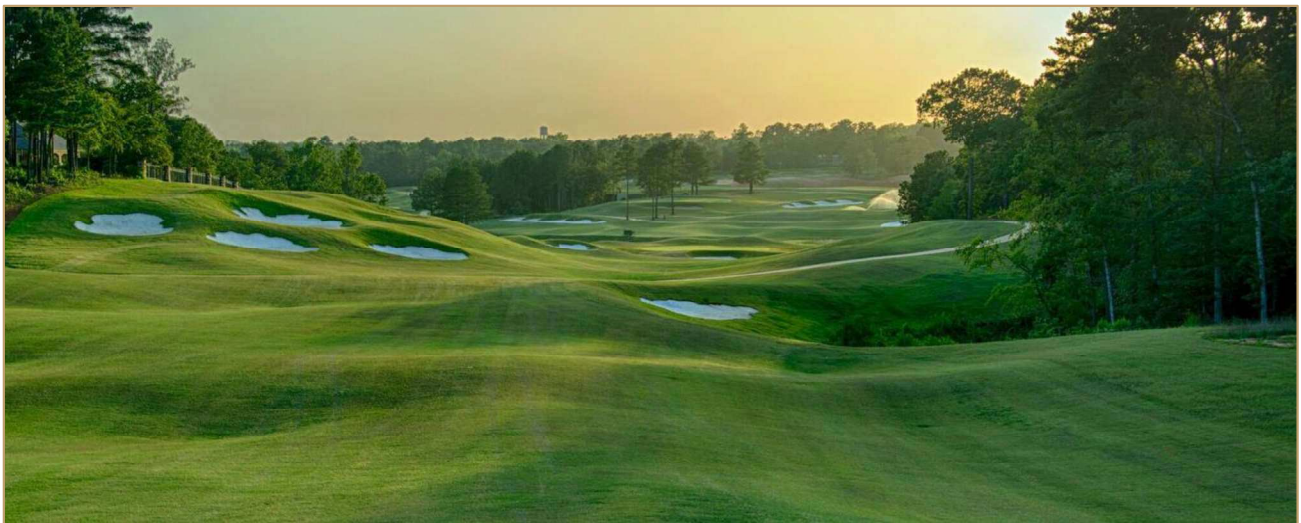
Accounting

Jo Anne Hunt Kmetz

Jo Anne Hunt Kmetz is the Director of Accounting for Commonwealth Golf Partners. For over 25 years, Jo Anne has focused on golf and country club accounting and is well versed in several accounting packages and golf specific POS systems.

Jo Anne works directly with property management to implement policies and procedures related to accounting for the property, and liaises with PEO/Payroll providers.

Other responsibilities and areas of expertise include establishing a specific Chart of Accounts for each property, balance sheet maintenance, data entry to include Daily Sales entry and End of Month reports from POS, monthly reconciliations, invoice processing and payments, and annual audits by third party firms.



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3rd Party Partners

REEF

CAPITAL PARTNER

Tributer Resort

Lake Anna, Virginia

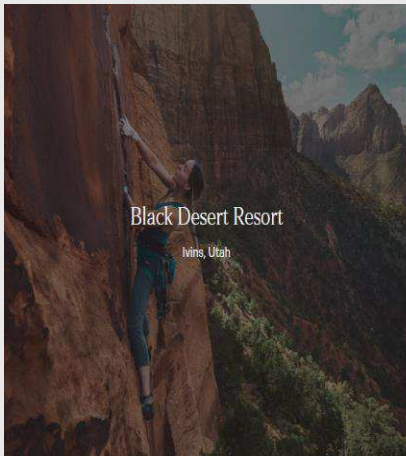
Virginia's premier lakeside destination, featuring world-class golf, waterfront living, and refined amenities along the shores of Lake Anna.

[LEARN MORE](#)



Black Desert Resort

Ivins, Utah



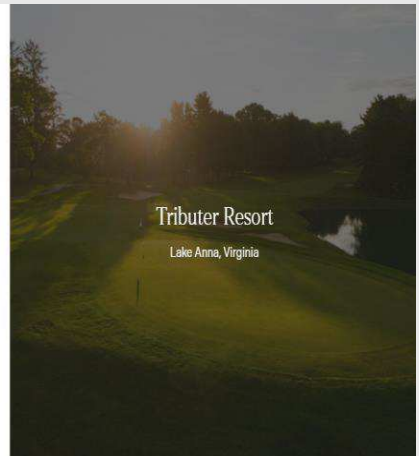
Marcella

Park City, Utah



Tributer Resort

Lake Anna, Virginia



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3rd Party Partners

WHITEFORD



John C. Selbach

PARTNER; CO-CHAIR OF BUSINESS AND CORPORATE LAW SECTION

jselbach@whitefordlaw.com

RICHMOND

T: 804.343.4388

F: 804.799.7861

Mr. Selbach's industry experience extends to manufacturing, distribution, retail, waste services, government contracting, IT, staffing, financial services and medical practices. He has particular experience representing public, semi-private and private golf courses and country clubs, as well as golf industry associations, in all aspects of their businesses and operations, including acquisitions, divestitures, financings, restructuring, governance, membership plan structuring, employment matters and litigation strategy.

RECOGNITIONS

- *Chambers USA*, Corporate/M&A, Virginia (2024-Present)
- *The Best Lawyers in America*®, Corporate Law (2018-Present), Mergers and Acquisitions Law, Real Estate Law (2024-Present)
- *Virginia Business* magazine, Richmond Business Law "Legal Elite" (2019-2024)
- CALI Excellence for the Future Awards: Sale and Lease of Goods; Estate Planning

MEMBERSHIPS AND ACTIVITIES

- Virginia State Golf Association: General Counsel
- Hermitage Country Club: Former Vice President and Director
- Richmond Bar Association: Business Law Section, Former Executive Committee Member
- Virginia State Bar Association: Business Law Section; Corporate Counsel Section; Real Property Section
- American Bar Association

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3rd Party Partners



BLOSSOM
CONSULTING & ENGINEERING



Scott C. Blossom P.E., CFM, LEED AP

Scott has lived and worked in Virginia for the past 20 years, is a Certified Floodplain Manager and LEED Accredited Professional in addition to being certified as a professional civil engineer in Virginia, Maryland, Washington, Oregon and United States Virgin Islands. He is design engineer of record on multiple similar civil, floodplain, stream, dam and stormwater engineering projects and has managed and help execute both small and large scale water resource engineering projects for municipalities, military installations and private clients. Throughout his 20-year career Scott has assessed, designed and oversaw engineering and construction activities on dozens of stormwater BMPs, stream and wetland restoration projects, working and integrating as a component of high-performance teams. Scott C. Blossom P.E. is an active member of the American Society of Civil Engineers (ASCE) and a sustaining member of the Society of American Military Engineers (SAME), focused on mentorship and community service. In his free time Scott enjoys spending time with his family, coaching, live music and exploring the wild and wonderful outdoors.

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BRANDON JOHNSON  GOLF COURSE DESIGN

EST. 2023

Brandon Johnson Golf Course Design - 411 W 1st Street, PMB 2039, Sanford, Florida, USA 32771 - Brandon@johnsongolfdesign.com - (904)-613-8507

Background

With over 25 years of experience designing golf courses around the world, 12 of those years dedicated to leading the Arnold Palmer Design Company, Brandon is a designer with a multi-dimensional background who brings a wealth of skills, creativity and a design agility that suits any project scenario.

Brandon's work is informed by his well-studied personal and professional journey that gives him a fresh perspective on the game and golf design. Brandon's thoughtful and engaging design process is rooted in his core belief that golf courses are ultimately created in the field.

From initial client contact, discovering inspired routings in the field, to honing details in construction, Brandon's passion for design and commitment to an intimate, hands-on approach to his work manifests a personalized brand of architecture that is rich with soul and layered with interest that is sure to stand the test of time.

Education

Harvard University - Master in Landscape Architecture
North Carolina State University - Bachelor of Landscape Architecture

Selected Professional Accolades and Milestones

- African American Golfer's Hall of Fame Inductee
- American Society of Golf Course Architects - Board of Governors
- United Golfer's Association (UGA) Advisory Board
- Featured in NY Times
- "Golf's Up and Coming Superstar's" - Recognized by Golf Inc.
- 2019 ASGCA Design Excellence Award - Bay Hill Short Game Complex
- Featured on Golf Channel's Golf Today and Morning Drive during "Architecture Week"
- Featured in Golf Industry Magazine as leading the "Next Generation"
- The First Tee Central Florida Board Member 2008 - 2015
- TET Central Florida Advisory Board - 2015 - Present



Highlighted Projects



Spring Island - Old Tabby Links
Okatie, SC



Lakewood National "Commander"
Lakewood Ranch, FL



Lakewood National "Piper"
Lakewood Ranch, FL



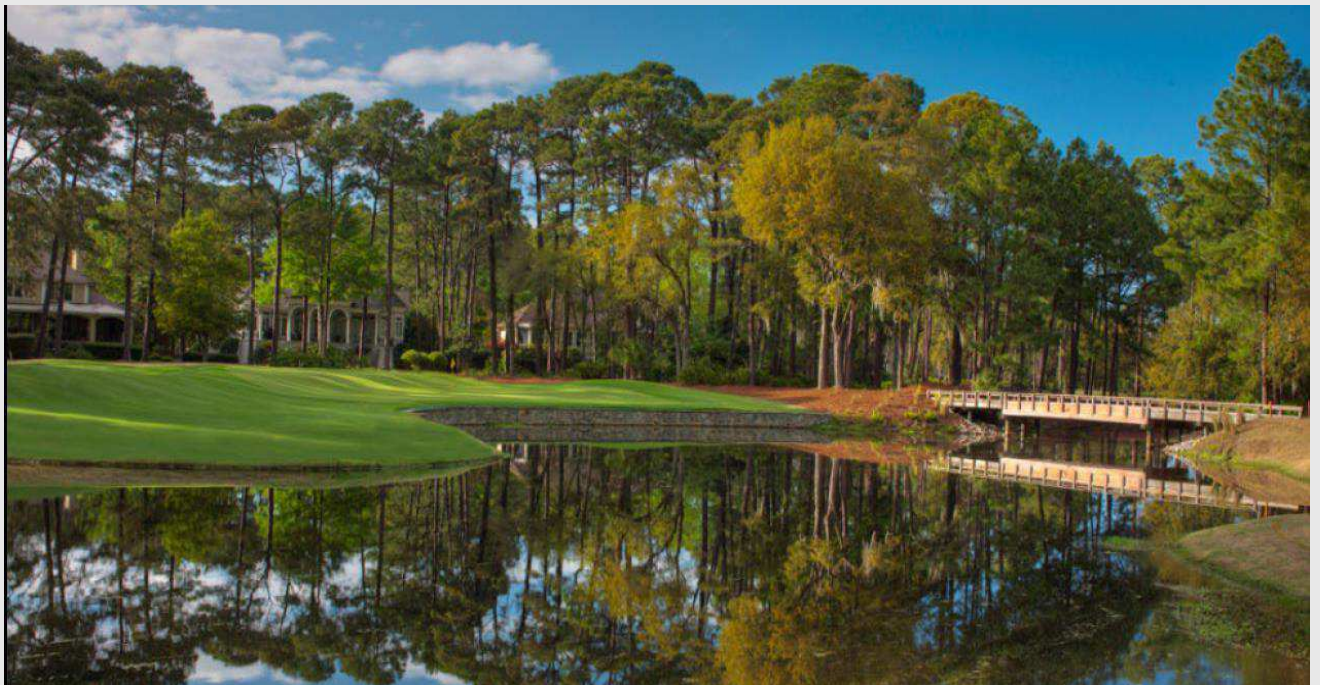
The Landings "Magnolia"
Savannah, GA



Wexford
Hilton Head, SC



Silver Rock Resort
La Quinta, CA



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3rd Party Partners

"Clear Solutions for the Business of Golf"

[Home](#) [Our Company](#) [Reports](#) [Services](#)



THE PELLUCID APPROACH

Pellucid Corp. is the recognized golf industry thought leader for key issue identification, intelligent analysis and actionable insight. We apply our proven approach to every problem:

- Determine our client's key business issues
- Use, source, or create the required information resources
- Apply creative and proven analyses to the information
- Use business experience and knowledge to make actionable recommendations

The result is fact-based, pragmatic answers to our clients' business issues which, when consistently applied and tracked, produce revenue and profit growth or operational efficiencies.

Clear Solutions for the Business of Golf

"Jim Koppenhaver and Stuart Lindsay were a pleasure to work with and clearly understand today's golf climate. More important, they can help you identify opportunities to keep your golf course performing optimally in these challenging times." - Mary Van Arsdale, Director of Parks & Recreation, City of Lake Forest, IL

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Kevin Frisch PR is a nationally competitive boutique-style firm with large firm results. Kevin Frisch PR coordinates results-oriented earned media opportunities, and provides content exposing millions of consumers to your brand, which maximizes your brand and increases the bottom line.

Kevin Frisch PR develops public relations, marketing strategies, and content for the golf, travel, lifestyle, and sports industries. This includes golf courses, golf resorts, ski resorts, travel destinations, luxury living and private golf real estate developments, state tourism bureaus, golf schools, and sports franchises.

In addition, Kevin Frisch PR is an industry consultant developing strategies for golf operations, business development, course ratings, and providing professional golf, lifestyle, architectural, and sports photography.



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Since 2007, BMG has helped hundreds of brands reach an audience of active, engaged golfers.

BMG connects brands with avid golfers through different channels in an efficient, cost-effective way without having to work through multiple people to do so.

BMG's multimedia network includes association websites, mobile apps, golf facility kiosks, email campaigns, promotional videos, print magazines, social media, brand ambassadors, and shoppable entertainment channels.

BMG's connections with state/regional golf association's leading golf audiences offer brand partners a unique opportunity to communicate with highly qualified client prospects during key seasons.



Commonwealth Golf Partners

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PrestigePEO™

PrestigePEO partners with small and mid-size businesses (SMBs) to provide premium employee benefits that typically only larger workforces can access.

Bringing small and mid-sized businesses together leverages expertise and collective buying power. That means you and your employees can access high quality healthcare at cost-effective group rates. You can also compete for top talent with perks and rewards that aren't typically available to small businesses.



Human Resource Management

Dedicated Human Resource Partner



Employee Healthcare Benefit Plans

Dedicated Benefits Specialist



Payroll Processing and Administration

Dedicated Payroll Specialist



Benefits Support and Administration

Dedicated Administrative Support



Retirement Planning

Dedicated Retirement Specialist



Life, Disability & Supplemental Insurance

Dedicated Supplemental Specialist



Workplace Compliance and Risk Mitigation

Dedicated Risk Management Specialist



Optional Employee Programs & Discounts

Dedicated Program Support



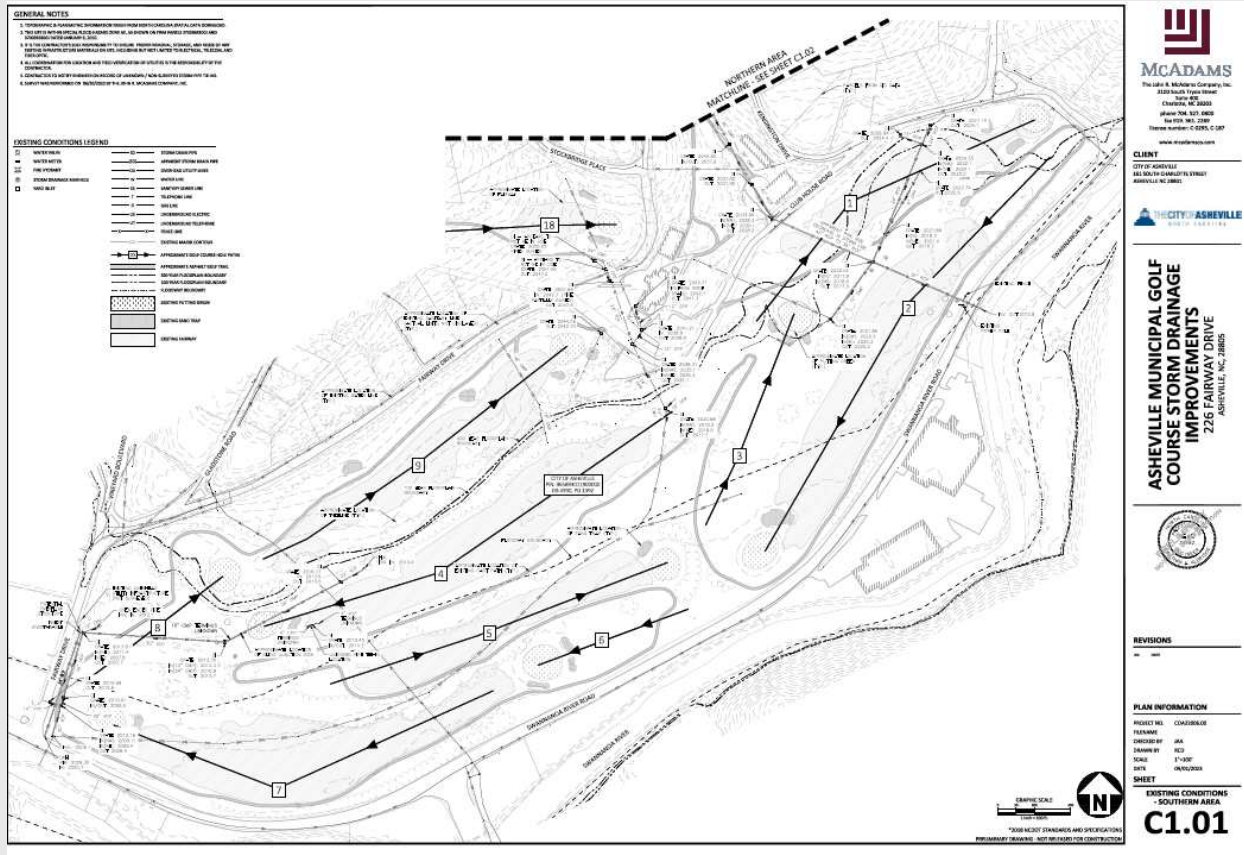
Relevant Experience

CGP has decades of experience working with public and private sector clients. Listed below are recent projects that involved municipality and/or drainage concerns. A complete list of clients is available.

Asheville Municipal Golf Course

Contract awarded in October of 2022 to license the golf operation and manage \$3.5m in capital improvements of which 40% was for stormwater restoration. This is a 100-year-old historic Donald Ross designed golf course affectionately called “Muni” by the residents. The property annual host the longest continuously operated professional golf tournament for African American golfers.

Our license agreement provides for CGP and the City of Asheville to be partners in the success of the operation and ensures continued investment into the golf course for the future. This is to ensure no significant deferred improvements are allowed. CGP and the City of Asheville split profits and we charge a Facility Maintenance Fee to all rounds of golf played. This Facility Maintenance Fee goes into a fund for future capital improvements. This structure was working successfully until Helene came through in September of 2024 and destroyed the front nine. CGP is working closely with FEMA and the recovery team of engineers and course architect to rebuild the front nine.



City of Detroit MI: (3) Municipal Golf Courses (thru Signet Golf as Contractor)

City of Detroit MI: (3) Municipal Golf Courses

Signet awarded 2 year Operational Management Contract 2018 - 2020

Signet awarded \$2.6 Million Capital Construction contract 2019

Signet awarded 3 year Operational Management Contract 2020 - 2023

Signet awarded \$2.8 Million Capital Construction contract 2020

Penderbrook Golf Course, Fairfax, Virginia

CGP performed \$2mm in bunker renovation, grassing, new tees and extensive drainage improvements. The golf course collects impervious surface run off from the 1,700-unit subdivision and several heavily trafficked 4 lane highways. Over time the SWMF on the course have declined.

Before picture of SWMF #1



After dredging the SWMF we installed a gabion basket that serves as a forebay. The sediment filters out here, and we can maintain these areas annually with a small excavator. This has worked very well.



To reduce costs and take advantage of nutrient rich material we spoiled the sediment on the golf course in consultation with an architect. These mounds are now grass and provide an esthetically pleasing look to the golf course.



Up stream from some of the SWMF we installed a series of rock check dams to slow the velocity of flow entering the SWMF. Prior to these being installed, velocity was an issue as it would cut into the stream channel and erode more of the bank and produce more sediment. An important part of the solution was to slow this hydrological cutting into the stream embankment and producing more silt and filling up the SWMF without allowing adequate time for the water to outfall to the next SWMF.



Request for Proposals

- Bidder will include the provisions of the foregoing sections A, B, and C in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

Respondent Information

Address, Line 1: Commonwealth Golf Partners

Address, Line 2: 4808 Courthouse Street, Suite 201

City/Town: Williamsburg

State: Virginia

Zip Code: 23188

E-mail Address: mike.bennett@commonwealthgolfpartners.com

Telephone Number: 757-229-0808

Fax Number: _____

Taxpayer Identification Number (TIN) or Social Security Number (SSN): _____

Is your firm a "minority" business? ☐ Yes ☒ No

If yes, please indicate the "minority" classification below:

- | | | |
|---|---|---------------------------------------|
| ☐ African American | ☐ Hispanic American | ☐ American Indian |
| ☐ Eskimo | ☐ Asian American | ☐ Aleut |
| ☐ Other; Please Describe: _____ | | |

Is your firm Woman Owned? ☐ Yes ☒ No

Is your firm a Small Business? ☒ Yes ☐ No

Signature: 

Printed Name: Michael S. Bennett

Title: Partner

Date: 11/17/25



The disclosures contained in this form are necessary to inform public officials who may vote on the application as to whether they have a conflict of interest under Virginia law. Completion and submission of this form is required for all applications that pertain to City real estate matters or to the development and/or use of property in the City of Virginia Beach requiring action by the City Council, boards, commissions, or other bodies.

SECTION 1: APPLICANT DISCLOSURE

APPLICANT INFORMATION

Applicant Name:

as listed on application Commonwealth Golf Partners

Is Applicant also the Owner of the subject property? Yes ☐ No ☒

If no, Property Owner must complete SECTION 2: PROPERTY OWNER DISCLOSURE (page 3).

Does Applicant have a Representative? Yes ☒ No ☐

If yes, name Representative: John Selbach, Whiteford, Taylor, and Preston

Is Applicant a corporation, partnership, firm, business, trust or unincorporated business? Yes ☒ No ☐

If yes, list the names of all officers, directors, members, or trustees below AND businesses that have a parent- subsidiary ¹ or affiliated business entity ² relationship with the applicant. (Attach list if necessary.)

Michael J Bennett, President

Does the subject property have a proposed or pending purchaser? Yes ☐ No ☒

If yes, name proposed or pending purchaser: _____

KNOWN INTEREST BY PUBLIC OFFICIAL OR EMPLOYEE

Does an official or employee of the City of Virginia Beach have an interest in the subject land or any proposed development contingent on the subject public action? Yes ☐ No ☒

If yes, name the official or employee, and describe the nature of their interest.

APPLICANT SERVICES DISCLOSURE

READ: The Applicant must certify whether the following services are being provided in connection to the subject application or any business operating or to be operated on the property. The name of the entity and/or individual providing such services must be identified. (Attach list if necessary.)

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Financing (mortgage, deeds of trust, cross-collateralization, etc.)	☐	☒	
Real Estate Broker/Agent/Realtor	☐	☒	

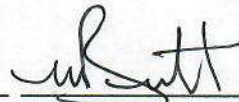
SECTION 1: APPLICANT DISCLOSURE *continued*

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Accounting/Tax Return Preparation	☐	☒	
Architect/Designer/Landscape Architect/Land Planner	☒	☐	Brandon Johnson Golf Design
Construction Contractor	☒	☐	Signet Golf Associates
Engineer/Surveyor/Agent	☒	☐	Blossom Consulting and Engineering
Legal Services	☒	☐	John Selbach, Whiteford, Taylor, and Preston

APPLICANT CERTIFICATION

READ: I certify that all information contained in this Form is complete, true, and accurate. I understand that, upon receipt of notification that the application has been scheduled for public hearing, I am responsible for updating the information provided herein three weeks prior to the meeting of Planning Commission, City Council, VBDA, CBPA, Wetlands Board or any public body or committee in connection with this application.

Michale J Bennett
Applicant Name (Print)



Applicant Signature

11/17/2025
Date

¹ "Parent-subsidary relationship" means "a relationship that exists when one corporation directly or indirectly owns shares possessing more than 50 percent of the voting power of another corporation." See State and Local Government Conflict of Interests Act, VA. Code § 2.2-3101.

² "Affiliated business entity relationship" means "a relationship, other than parent-subsidary relationship, that exists when (i) one business entity has a controlling ownership interest in the other business entity, (ii) a controlling owner in one entity is also a controlling owner in the other entity, or (iii) there is shared management or control between the business entities. Factors that should be considered in determining the existence of an affiliated business entity relationship include that the same person or substantially the same person own or manage the two entities; there are common or commingled funds or assets; the business entities share the use of the same offices or employees or otherwise share activities, resources or personnel on a regular basis; or there is otherwise a close working relationship between the entities." See State and Local Government Conflict of Interests Act, Va. Code § 2.2-3101.

FOR CITY USE ONLY:

No changes as of (date): _____

Staff Name (Print)

Staff Signature

Date

SECTION 2: PROPERTY OWNER DISCLOSURE

PROPERTY OWNER INFORMATION

Property Owner Name:

as listed on application _____

Is the Owner a corporation, partnership, firm, business, trust, or unincorporated business? Yes ☐ No ☐

If yes, list the names of all officers, directors, members, or trustees below AND businesses that have a parent-subsiary ¹ or affiliated business entity ² relationship with the applicant. (Attach list if necessary.)

Does the subject property have a proposed or pending purchaser? Yes ☐ No ☐

If yes, name proposed or pending purchaser: _____

KNOWN INTEREST BY PUBLIC OFFICIAL OR EMPLOYEE

Does an official or employee of the City of Virginia Beach have an interest in the subject land or any proposed development contingent on the subject public action? Yes ☐ No ☐

If yes, name the official or employee, and describe the nature of their interest.

PROPERTY OWNER SERVICES DISCLOSURE

READ: The Owner must certify whether the following services are being provided in connection to the subject application or any business operating or to be operated on the property. The name of the entity or individual providing such services must be identified. (Attach list if necessary.)

SERVICE	YES	NO	SERVICE PROVIDER (Name entity and/or individual)
Financing (mortgage, deeds of trust, cross-collateralization, etc.)	☐	☐	
Real Estate Broker/Agent/Realtor	☐	☐	
Accounting/Tax Return Preparation	☐	☐	
Architect/Designer/Landscape Architect/Land Planner	☐	☐	
Construction Contractor	☐	☐	
Engineer/Surveyor/Agent	☐	☐	
Legal Services	☐	☐	

PROPERTY OWNER CERTIFICATION

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Property Owner Name (Print)

Property Owner Signature

Date

Redaction Log

Redaction Reasons by Exemption

Reason	Description	Pages (Count)
		22(1)
Contract nego	§ 2.2-3705.1(12)	23(1)