



THE CLIFFS

CLUB
MEMBERSHIP
INFORMATION

2018



Golf Membership

The Golf Membership provides you with unlimited access to our collection of seven golf courses through our reciprocal play program. As a Golf Member, you enjoy 30-day advance tee times and club-sponsored member golf events at your home course. Golf Members have full access to wellness centers, beach club, tennis courts, clubhouses, dining, and marina facilities; as well as outdoor activity areas, including hiking and walking trails, equestrian center, private parks, and pavilions.

Initiation Fee	\$50,000**
Home Club Improvement Fee	\$2,500**
Legacy/Full Golf Monthly Dues*	\$1,028

*The Legacy/Full Golf Membership allows members to extend Legacy Club Access to their parents, children and grandchildren over the age of 23 without increased dues. Legacy Access family members share similar privileges as the Primary Member with some limitations. To activate a Legacy Access account please contact the Membership Department.

Sports Membership

The Sports Membership provides you with a recreational, fitness and social membership. This membership entitles you to full use of The Cliffs' wellness centers, beach club, tennis courts, clubhouses, dining, and marina facilities; and full access to outdoor activity areas, including hiking and walking trails, equestrian center, private parks, and pavilions. Sports Members have the opportunity to experience The Cliffs golf courses with limited golf privileges* per year.

Initiation Fee	\$35,000**
Home Club Improvement Fee	\$2,500**
Sports*	\$625

*Sports Membership offers 10 golf rounds at your home course and 5 golf rounds at each other course per year. Seven-day advance tee times at the home course and three-day advance tee times at reciprocal courses. Cart fees will apply.

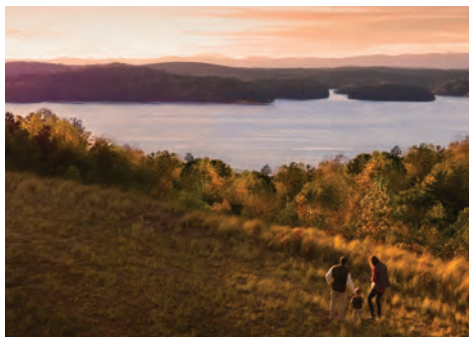
Active Membership

The Active Membership provides you with a recreational, fitness and social membership. This membership entitles you to full use of The Cliffs' wellness centers, beach club, tennis courts, clubhouses, dining, and marina facilities; and full access to outdoor activity areas, including hiking and walking trails, equestrian center, private parks, and pavilions.

Initiation Fee	\$25,000**
Home Club Improvement Fee	\$2,500**
Monthly Dues	\$278*

*Multiple Memberships purchased will be billed at the Active Membership Level.

**The Initiation Fee and Home Club Improvement Fee are non-refundable one-time fees to be submitted with the membership application.



Annual Food & Beverage Minimum Program

Resident Members, defined as those members with a residence on their property or within 125 miles of any The Cliffs clubs, are asked to support their club with a food and beverage minimum of \$1,200 annually. Non-Resident members, defined as those living outside a 125-mile radius of any of The Cliffs clubs and without a residence on their property, are asked to spend a minimum of \$600 annually.

Legacy Full Golf members are not required to meet an annual Food and Beverage Minimum.

Members with multiple Memberships are only responsible for meeting the Food and Beverage Minimum on their Primary Membership.

Members have from January 1 to December 31 of each year to meet the required minimum. Any unmet balance is charged to the member's account at the end of the year.

Resident Members	\$1,200 annually
Non-Resident Members	\$600 annually

Service Charges

All members are asked to support the food and beverage staff at The Cliffs Clubs with an 18% service charge on all food and beverage purchases. A 20% service charge will be applied to all catering charges.

Monthly Statements

Monthly statements are sent to the e-mail address provided on the submitted application. A \$3 statement fee will be charged for members that request a mailed statement.

Dues paid by credit card are subject to a convenience fee as described in the submitted application.

Statements are sent at the beginning of each month and include dues for that month and all charges made to the account as of that date. This balance is due on the 15th of each month. If such balance is not paid by the last day of the month, a 1.5% late fee will automatically be applied on the past due balance.

Guest Usage of Recreational Facilities

Immediate family members are not subject to guest fees at the wellness centers, pools, or recreational facilities. The Cliffs clubs consider a member's immediate family as children, parents, grandchildren, and their associated spouses. Registration is required.

A member may not be considered a guest of another member to the extent that, as a guest of such other member, the member would (absent this provision) obtain access or privileges not otherwise available to such member under such member's applicable category of Membership.

A member may bring up to four guests (not including immediate family) to these facilities without paying a guest fee. Any additional guests are subject to the \$10 per-day per-person guest fee.

A house guest (family or friend staying in the member's home overnight) of the member may use these facilities without the member, but will pay the guest fee. Day guests (people only visiting the club for the day) may not use these facilities without a member.

Members must register all guests and may do so in advance by calling the applicable wellness center. All guests and members must sign in at the time of visit. In all guest situations, limitations of use may apply or be restricted by the clubs based on capacity of the facilities, member needs and private events.

Schedule of Fees

GREENS FEES	HOME CLUB	OTHER CLUBS
Legacy/Full Golf Members	Included in Dues	Included in Dues
Family Legacy Access	\$50	\$50
Sports	Included in Dues	Included in Dues
GUEST FEES (Excluding Cart Fee)	HOME CLUB	OTHER CLUBS
Legacy/Full Golf - Escorted	\$55	\$55
Sports - Escorted	\$70	\$100
All Levels – Unescorted*	\$200	\$200
<small>*Unescorted Guest Fee includes Cart Fee</small>		
JUNIOR RATE* (Excluding Cart Fee)	18-Hole	9-Hole
GREENS FEES	\$25	\$15
<small>*Junior is defined as anyone 16 years of age or younger. *Junior members, and juniors who are immediate family of members, receive complimentary greens fees for tee times after 12:00 pm.</small>		
CART FEES	18-Hole	9-Hole
	\$23	\$15
ROVER FEES	18-Hole	9-Hole
	\$19	\$12
ANNUAL CART PROGRAM	Single	Family
	\$1,300	\$1,900
ADD ROVER	\$79	\$99
ANNUAL ROVER ONLY	\$525	\$650
ANNUAL LOCKER PROGRAM	\$125	
ANNUAL BAG STORAGE	\$125	

The applicable fees, dues and charges set forth in this Application and Membership Agreement reflect the current level of fees, dues and charges of The Cliffs club, and are subject to change from time to time, as provided in the Membership Plan (as herein defined). The terms and conditions of membership at any of The Cliffs clubs are set forth in the applicable Membership Documents, as such term is defined in the Membership Plan, and all statements and information included in this Application and Membership Agreement, including without limitation the description of membership and guest access and privileges, are subject in their entirety to the terms and conditions of the Membership Plan and other Membership documents, as such may be amended from time to time. Additional fees and charges that are not stated herein may be applicable for additional services or privileges.

Tee Time Access

MEMBERSHIP LEVEL	HOME CLUB RULES	RECIPROCAL RULES
Legacy/Full Golf	<ul style="list-style-type: none">• 30 days advanced reservation• Priority Tee Times	<ul style="list-style-type: none">• 7 days advanced reservation• Weekday Tee Times start at 10:30 am• Weekend Tee Times start at 11:00 am
Legacy Family Access	<ul style="list-style-type: none">• 7 days advanced reservation• Tee Times Start at 11:00 am	<ul style="list-style-type: none">• 7 days advanced reservation• Tee Times start at 11:00 am
Sports	<ul style="list-style-type: none">• 7 days advanced reservation• Tee Times start at noon• Restricted Tournament Access	<ul style="list-style-type: none">• 3 days advanced reservation• Tee Times start at noon

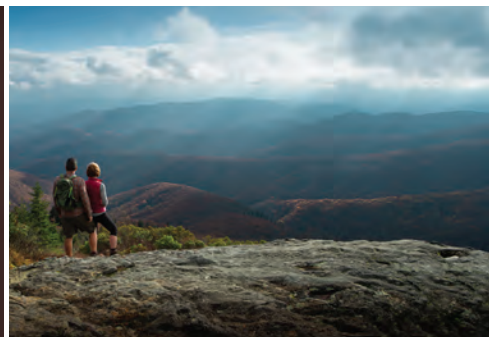
Tee Time Policy & Procedure

Golf Shop personnel will assign the tee times upon member request and based upon availability. Golf Shop personnel have the sole authority to reserve tee times for members to best accommodate a member request. Reserved tee time policies are provided for certain membership categories. All players must have a reserved tee time, and all four (4) players' names are to be recorded. Guest play is unrestricted during weekdays; however, on weekends guest play is not permitted before 10:30 am. Singles and twosomes play at the discretion of the Golf Shop staff. Fivesomes are not permitted unless otherwise directed by a Golf Professional.

The Golf Shop staff must approve tee time changes. Failure to register within 10 minutes of your tee time may result in forfeiting the tee time. Cancellation without proper notice, or not showing up for a designated, reserved tee time, is cause for forfeiture of future reservation privileges. Additionally, the Club may impose a cancellation fee, which may, in the club's sole discretion, be billed directly to the member's Club account without notice.

Reciprocal Rules

Reciprocal Programs are subject to revision from year-to-year, day-to-day, season-to-season, club-to-club at the sole discretion of the ownership and management. Availability for reciprocal play is subject to special events and conditions at a particular golf course on specific days. Current reciprocal play for Full Golf members not playing on their home course is generally 10:30 am weekdays and 11:00 am on weekends.



Membership Purchase Procedure & Guidelines

As a prospective property owner and member it is important that the following procedures are taken to obtain a Club Membership.

- Membership Fees must be submitted to the Membership Office on the date of closing, or within 30 days of the closing.
- Membership Applications are needed for each property being purchased even if the purchaser already has a membership with The Cliffs.
- In the case of purchasing a resale property, Memberships can only be purchased if the seller has a Club Membership in good standing.
- In the case of purchasing a bank-owned property, a Membership can only be purchased if a 12% Access Fee is paid. This percentage is based on the lot purchase price. The fee is to be paid to the Club by the seller or buyer at closing.
- The Membership Application & Agreement must be submitted to the Membership Office prior to closing on the property sale. We do run criminal background checks, and they take a couple of days to come back. Once the membership is approved, we will send a confirmation email to you.

Membership Applications & Agreements should be sent to one of the following:

- Email to Clubs@CliffsLiving.com
- Fax to 864.660.8279
- FedEx, UPS or Priority Mail to:
The Cliffs
Attn: Membership Office
3851 Highway 11
Travelers Rest, SC 29690
- Mail to:
The Cliffs
Attn: Membership Office
PO Box 1279
Travelers Rest, SC 29690



Frequently Asked Questions

Q: What comprises The Cliffs clubs?

A: The Cliffs clubs are comprised of seven distinct clubs, each with their own golf course and variety of club amenities. The clubs include The Cliffs at Keowee Falls, The Cliffs at Keowee Springs and The Cliffs at Keowee Vineyards, all located on Lake Keowee in South Carolina; The Cliffs at Glassy, The Cliffs at Mountain Park and The Cliffs Valley in the Mountain Region; and The Cliffs at Walnut Cove near Asheville, North Carolina.

Q: Who designed the golf courses?

A: The Cliffs' golf courses were designed by some of the most famous designers in the world, receiving numerous accolades by *Golf Digest*, *Golf Magazine*, *LINKS*, *Golfweek*, and state rating panels. Five of The Cliffs' courses ranked in *Golfweek's* Top 200 courses in the country. One of the features of The Cliffs is that each course is unique in its own way, from The Cliffs at Glassy golf course high atop Glassy Mountain with a 75-mile view, to The Cliffs at Keowee Vineyards with its eight holes on Lake Keowee and the classic links-style course at The Cliffs at Mountain Park. Course designers include:

Tom Jackson	The Cliffs at Glassy
Ben Wright	The Cliffs Valley
Tom Fazio	The Cliffs at Keowee Vineyards and The Cliffs at Keowee Springs
Jack Nicklaus	The Cliffs at Walnut Cove and The Cliffs at Keowee Falls
Gary Player	The Cliffs at Mountain Park

Q: What other amenities do the clubs offer?

A: While golf is a significant part of The Cliffs lifestyle, the clubs offer so much more. The Cliffs clubs feature chefs trained by Michelin Star and James Beard Award-winners. The Cliffs has over 12 sommeliers including several advanced sommeliers whose goal is to improve the enjoyment of wine and spirits for members of The Cliffs. Wellness programming can be found at each club with dynamic programming and personal training by Grey Institute Fellows, the most elite personal training certification in the world. The breadth of the lifestyle is best illustrated by the fact that The Cliffs offers a variety of activities including weekly hikes guided by The Cliffs Outdoor Exploration Team, cycling programs under the direction of 17-time Tour de France legend George Hincapie, wakeboarding programs by world-ranked competitor Abby Delgoffe, cooking classes, bridge lessons, paddle boarding, kayaking, golf tournaments, social groups, and over 300 social clubs within The Cliffs. The Cliffs' members are active with charitable giving initiatives benefitting children, local humane societies and pet shelters, veterans, the arts, local theaters, medical programs, botanical, and conservation programs.

Q: Who owns The Cliffs clubs?

A: The clubs are owned by Cliffs Clubs Partners, LLC, a wholly owned subsidiary of Arendale, LLC, which also owns Cliffs Land Partners, LLC, the real estate development and realty division of The Cliffs.

Q: What are the advantages of third party ownership vs. an equity club?

A: The simple answer is that a third-party owner is responsible for any operating deficits and capital improvements. Members may not be assessed for any cash shortfalls from club operations or capital improvements.

Q: What memberships are available?

A: There are three categories of membership: Golf, Sports and Active.

Q: Are there reduced green and cart fees for children 16 and younger?

A: Yes. Players under 16 and who have tee times after 12:00 pm, and are escorted by a member, will not be charged green or cart fees. Reduced fees for children will apply at all other times.

Q: Can my membership be inherited by one of my children?

A: Yes. With instruction from your estate, membership is inheritable as long as the property with which it is associated is also conveyed to the same child.

Frequently Asked Questions (cont.)

Q: What is a Legacy Golf Membership?

A: A Legacy Golf Membership is the highest level of membership. A Legacy Member can set up an account called Legacy Access for their children and grandchildren over age 23 and parents. This allows access to the family members with their own account. Some restrictions apply. Please contact the Membership Office to activate your account.

Q: Will I have a Home Club?

A: Yes, when you purchase a property and membership, your Home Club will be in the community where your property is located. While you have privileges to all seven clubs, there are some limitations of use such as tee times and ability to play in the Member-Guest at the other clubs.

Q: Do I have to purchase a membership if I own property?

A: Membership purchase is not required; however, if you do not purchase a membership in some category within 30 days of closing on your property, neither you or any subsequent purchaser of your property will be eligible for a club membership. Please verify if the property you are interested in is eligible for a membership by contacting the Membership Office at 864.371.1003.

Q: Can I purchase an Active Membership and then later upgrade to Sports or Golf membership?

A: Yes. Assuming there are available memberships in the class to which you want to upgrade, you simply will pay the difference between the initiation fee you originally paid and the initiation fee for the class of membership you desire at the time of your upgrade, and start paying the applicable dues.

Q: What if I am not a golfer but want to make sure a purchaser of my property is eligible to purchase a golf membership in the future?

A: So long as you have membership in good standing at the time of sale, and assuming there are Golf Memberships available, the purchaser of your property would simply apply for a Golf Membership and, once accepted for membership, pay the initiation fee being charged at that time for a Golf Membership.

Q: Can I transfer my membership to a subsequent purchaser?

A: No. Memberships are not transferable.



THE CLIFFS

For membership information, please contact Mary Campbell, Director of Membership, and Jessica Trainer, Member Services Coordinator, at **864.371.1003** or email **Clubs@CliffsLiving.com**.