



FAIRFAX COUNTY PARK AUTHORITY



M E M O R A N D U M

TO: Chairman and Members
Park Authority Board

REVISED

VIA: Kirk W. Kincannon, Executive Director

FROM: Todd Johnson, Manager
Golf Enterprises

DATE: July 16, 2020

Agenda

Public Links, Inc.

Annual Meeting

Wednesday, July 22, 2020 – 4:30 p.m.

Electronic Meeting

Chairman: William G. Bouie

1. Minutes from Annual Meeting 2019*
2. Minutes from meeting February 12, 2020*
3. 2019 Annual Report*
4. Election of Officers 2020-2021*
5. Leases for 2020*

*Enclosures



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PUBLIC LINKS, INC.

Annual Board of Director's Meeting

May 22, 2019

Minutes

The Public Links, Inc. annual Board of Directors meeting was held May 22, 2019, at the office of the Fairfax County Park Authority at 12055 Government Center Parkway, Fairfax, VA 22035.

In attendance and representing Public Links, Inc.:

William Bouie, President
Michael Thompson, Jr., Secretary
Peter Kim, Treasurer

In attendance and representing the Fairfax County Park Authority:

Kirk Kincannon, Director
Aimee Vosper, Deputy Director
Sara Baldwin, Deputy Director
Linwood Gorham, Board Member
Timothy Hackman, Board Member
Kiel Stone, Board Member
Ronald Kendall, Board Member
Marguerite Godbold, Board Member
Barbara Nugent, RMD
Todd Johnson, Golf Enterprises
Cindy Walsh, Park Services
Emily Shumate, RMD/Golf Enterprises
Judy Pedersen, Public Information Office
Barbara Gorski, Director's Office
Janet Burns, Financial Management

Mr. Bouie called the meeting to order on May 22, 2019, at 5:45 p.m.

Mr. Johnson offered the minutes from the 2018 Annual Meeting for review. There were no objections. A motion was forwarded by Mr. Bouie to accept the minutes. It was seconded by Mr. Thompson and unanimously approved.

Mr. Johnson reviewed the 2018 Public Links Annual Report. Mr. Thompson noted that there was no break out for the wine expense at Burke Lake. Staff will provide those numbers to the board.

New Business

Mr. Johnson provided an update on the status of adding wine to the Twin Lakes and Pinecrest ABC Permits. Pinecrest added wine to their beer permit in January 2019 and Twin Lakes added wine in April 2019. Mr. Johnson noted that the addition of wine, coupled with the range and clubhouse renovation at Burke Lake made a positive impact on the significant increase of alcohol sales at that site. Mr. Johnson also reviewed the full liquor license operation at Laurel Hill. Currently, Laurel Hill only services liquor during private events. Mr. Bouie asked why liquor was not sold all of the time to include the other user groups. Mr. Johnson explained that the current staffing age and level at Laurel Hill were considerations in that decision. Mr. Bouie asked staff to look into adding liquor at the other golf sites, stating that such a business expansion could bring in significant additional revenue.

Mr. Bouie presented the slate of officers for election to the Public Links, Inc. Board of Directors. The following people were elected by unanimous vote:

William Bouie, President
Ken Quincy, Vice President
Michael Thompson, Jr., Secretary
Barbara Cosgrove, Treasurer

Mr. Johnson presented the lease agreement between the Fairfax County Park Authority and Public Links, Inc. for review. No issues being found, the lease was signed by Mr. Bouie and Kirk Kincannon. It was then mentioned by Mr. Bouie that the meeting be adjourned. The motion was seconded by Mr. Quincy and the meeting was adjourned at 5:55 p.m.

PUBLIC LINKS, INC.

Board of Directors Meeting

February 12, 2020

Minutes

The Public Links, Inc. Board of Directors meeting was held February 12, 2020, at the office of the Fairfax County Park Authority at 12055 Government Center Parkway, Fairfax, VA 22035.

In attendance and representing Public Links, Inc.:

William Bouie, President
Ken Quincy, Vice President
Michael Thompson, Jr., Secretary

In attendance and representing the Fairfax County Park Authority:

Kirk Kincannon, Director
Aimee Vosper, Deputy Director
Sara Baldwin, Deputy Director
Linwood Gorham, Board Member
Timothy Hackman, Board Member
Kiel Stone, Board Member
Ronald Kendall, Board Member
Marguerite Godbold, Board Member
Todd Johnson, Golf Enterprises
Cindy Walsh, Park Services
Judy Pedersen, Public Information Office
Barbara Gorski, Director's Office

Mr. Bouie called the meeting to order on February 12, 2020, at 5:00 p.m.

Mr. Johnson shared that Public Links Treasurer Barbara Cosgrove is planned to retire February 17, 2020. Mr. Johnson offered the nomination of Peter Kim to replace Barbara Cosgrove. There were no objections. A motion was forwarded by Mr. Bouie to nominate Peter Kim as Public Links Treasurer. It was seconded by Mr. Thompson and unanimously approved.

It was then mentioned by Mr. Bouie that the meeting be adjourned. The motion was seconded by Mr. Quincy and the meeting was adjourned at 5:10 p.m.

Fairfax County Park Authority

Public Links Inc.

2019 Annual Report

Introduction/Overview

Public Links Inc. operates alcoholic beverage concessions at the following six Fairfax County Park Authority golf facilities: Burke Lake, Greendale, Jefferson, Laurel Hill, Pinecrest and Twin Lakes.

Gross revenues in 2019 for Public Links Inc. were \$391,083. This was a 15% increase over 2018 gross revenue, net revenue was up \$29,855 or 15%. Total expenses were up \$18,362 but were flat compared to expenses relative to revenue. The total paid to FCPA was \$264,133, an increase 61% or \$100,575 from 2019.

Liquor was added in the summer of 2018 to the offerings at Laurel Hill and their ABC license was updated accordingly.

No major expenditures from Public Links for any course.

Current ABC offerings include:

Burke	Beer, Wine
Greendale	Beer
Jefferson	Beer
Laurel Hill	Beer, Wine, Liquor
Oak Marr	---
Pinecrest	Beer, Wine
Twin Lakes	Beer, Wine

PUBLIC LINKS SUMMARY 2019

Name of Golf Course	Balance Forwarded	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expense	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Burke Lake	\$9,637.65	\$52,695.60	\$2,989.13	\$17,631.81	\$32,074.66	\$30,000.00	\$11,712.31
Greendale	\$11,509.54	\$54,685.56	\$3,095.00	\$13,441.03	\$38,149.53	\$40,000.00	\$9,659.07
Jefferson	\$6,128.94	\$37,618.48	\$2,166.89	\$12,131.44	\$23,320.15	\$22,133.03	\$7,316.06
Pincrest	\$8,023.60	\$25,562.31	\$1,490.63	\$8,488.21	\$15,583.47	\$8,000.00	\$15,607.07
Twin Lakes	\$19,901.63	\$93,906.20	\$4,926.27	\$36,747.93	\$52,232.00	\$55,000.00	\$17,133.63
Laurel Hill	\$56,097.34	\$126,623.97	\$7,147.56	\$50,732.94	\$68,743.47	\$109,000.00	\$15,840.81
TOTAL	\$111,298.70	\$391,083.14	\$21,814.98	\$139,173.36	\$230,094.80	\$264,133.03	\$77,268.95

PUBLIC LINKS SUMMARY 2018

Name of Golf Course	Balance Forwarded	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expense	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Burke Lake	\$7,028.65	\$36,689.81	\$2,070.89	\$15,009.92	\$19,609.00	\$17,000.00	\$9,637.65
Greendale	\$7,331.25	\$49,101.55	\$2,790.67	\$13,132.59	\$33,178.29	\$29,000.00	\$11,509.54
Jefferson	\$6,727.84	\$32,299.00	\$1,860.48	\$9,478.58	\$20,959.94	\$21,558.84	\$6,128.94
Pincrest	\$7,941.85	\$20,231.79	\$1,189.41	\$7,960.63	\$11,081.75	\$11,000.00	\$8,023.60
Twin Lakes	\$22,894.89	\$74,570.34	\$4,246.87	\$35,316.73	\$35,006.74	\$38,000.00	\$19,901.63
Laurel Hill	\$22,693.82	\$127,408.47	\$7,091.57	\$39,913.38	\$80,403.52	\$47,000.00	\$56,097.34
TOTAL	\$74,618.30	\$340,300.96	\$19,249.89	\$120,811.83	\$200,239.24	\$163,558.84	\$111,298.70

**BURKE LAKE GOLF COURSE PUBLIC LINKS
REVENUES 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$9,637.65
January	\$428.50	\$24.21	\$220.00	\$184.29	\$0.00	\$9,821.94
February	\$692.64	\$39.20	\$150.00	\$503.44	\$0.00	\$10,325.38
March	\$2,670.17	\$151.58	\$1,168.93	\$1,349.66	\$0.00	\$11,675.04
April	\$5,651.84	\$320.52	\$1,470.35	\$3,860.97	\$0.00	\$15,536.01
May	\$8,814.74	\$501.09	\$3,850.92	\$4,462.73	\$5,000.00	\$14,998.74
June	\$8,302.77	\$470.79	\$3,357.32	\$4,474.66	\$5,000.00	\$14,473.40
July	\$6,399.66	\$362.82	\$1,026.94	\$5,009.90	\$0.00	\$19,483.30
August	\$7,939.91	\$450.72	\$3,627.89	\$3,861.30	\$0.00	\$23,344.60
September	\$5,291.37	\$299.79	\$2,213.46	\$2,778.12	\$0.00	\$26,122.72
October	\$4,095.61	\$231.97	\$455.00	\$3,408.64	\$20,000.00	\$9,531.36
November	\$1,263.81	\$71.66	\$0.00	\$1,192.15	\$0.00	\$10,723.51
December	\$1,144.58	\$64.78	\$91.00	\$988.80	\$0.00	\$11,712.31
Total	\$ 52,695.60	\$ 2,989.13	\$ 17,631.81	\$ 32,074.66	\$ 30,000.00	

**BURKE LAKE GOLF COURSE
PUBLICLINKSEXPENDITURES 2019**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$24.21	\$0.00	\$0.00	\$244.21
February	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$39.20	\$150.00	\$0.00	\$189.20
March	\$1,168.93	\$0.00	\$0.00	\$0.00	\$0.00	\$151.58	\$0.00	\$0.00	\$1,320.51
April	\$1,268.03	\$202.32	\$0.00	\$0.00	\$0.00	\$320.52	\$0.00	\$0.00	\$1,790.87
May	\$3,416.28	\$434.64	\$0.00	\$0.00	\$0.00	\$501.09	\$0.00	\$0.00	\$4,352.01
June	\$3,211.16	\$146.16	\$0.00	\$0.00	\$0.00	\$470.79	\$0.00	\$0.00	\$3,828.11
July	\$1,026.94	\$0.00	\$0.00	\$0.00	\$0.00	\$362.82	\$0.00	\$0.00	\$1,389.76
August	\$2,824.37	\$503.52	\$0.00	\$0.00	\$0.00	\$450.72	\$300.00	\$0.00	\$4,078.61
September	\$2,097.30	\$116.16	\$0.00	\$0.00	\$0.00	\$299.79	\$0.00	\$0.00	\$2,513.25
October	\$455.00	\$0.00	\$0.00	\$0.00	\$0.00	\$231.97	\$0.00	\$0.00	\$686.97
November	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$71.66	\$0.00	\$0.00	\$71.66
December	\$91.00	\$0.00	\$0.00	\$0.00	\$0.00	\$64.78	\$0.00	\$0.00	\$155.78
Total	\$15,779.01	\$1,402.80	\$0.00	\$0.00	\$0.00	\$2,989.13	\$450.00	\$0.00	\$20,620.94

**GREENDALE GOLF COURSE
PUBLIC LINKS REVENUES 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$11,509.54
January	\$232.75	\$13.23	\$0.00	\$219.52	\$8,000.00	\$3,729.06
February	\$870.00	\$49.28	\$0.00	\$820.72	\$0.00	\$4,549.78
March	\$2,708.50	\$153.46	\$419.24	\$2,135.80	\$0.00	\$6,685.58
April	\$5,709.00	\$323.16	\$955.07	\$4,430.77	\$0.00	\$11,116.35
May	\$7,484.75	\$423.71	\$1,869.26	\$5,191.78	\$7,000.00	\$9,308.13
June	\$9,680.25	\$547.77	\$2,874.57	\$6,257.91	\$5,000.00	\$10,566.04
July	\$6,965.25	\$394.13	\$1,435.24	\$5,135.88	\$0.00	\$15,701.92
August	\$8,366.75	\$473.39	\$2,905.39	\$4,987.97	\$0.00	\$20,689.89
September	\$6,071.00	\$343.64	\$1,810.06	\$3,917.30	\$12,000.00	\$12,607.19
October	\$3,921.00	\$221.80	\$902.40	\$2,796.80	\$8,000.00	\$7,403.99
November	\$2,184.06	\$123.58	\$269.80	\$1,790.68	\$0.00	\$9,194.67
December	\$492.25	\$27.85	\$0.00	\$464.40	\$0.00	\$9,659.07
Total	\$54,685.56	\$3,095.00	\$13,441.03	\$38,149.53	\$40,000.00	

**GREENDALE GOLF COURSE
PUBLIC LINKS EXPENDITURES
2019**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$0.00	\$0.00	\$0.00	\$0.00	\$13.23	\$0.00		\$13.23
February	\$0.00	\$0.00	\$0.00	\$0.00	\$49.28	\$0.00		\$49.28
March	\$419.24	\$0.00	\$0.00	\$0.00	\$153.46	\$0.00		\$572.70
April	\$955.07	\$0.00	\$0.00	\$0.00	\$323.16	\$0.00		\$1,278.23
May	\$1,869.26	\$0.00	\$0.00	\$0.00	\$423.71	\$0.00		\$2,292.97
June	\$2,874.57	\$0.00	\$0.00	\$0.00	\$547.77	\$0.00		\$3,422.34
July	\$1,435.24	\$0.00	\$0.00	\$0.00	\$394.13	\$0.00		\$1,829.37
August	\$2,739.40	\$0.00	\$0.00	\$0.00	\$473.39	\$145.00	Check reorder	\$3,378.78
September	\$1,810.06	\$0.00	\$0.00	\$0.00	\$343.64	\$0.00		\$2,153.70
October	\$902.40	\$0.00	\$0.00	\$0.00	\$221.80	\$0.00		\$1,124.20
November	\$269.80	\$0.00	\$0.00	\$0.00	\$123.58	\$0.00		\$393.38
December	\$0.00	\$0.00	\$0.00	\$0.00	\$27.85	\$0.00		\$27.85
Total	\$13,275.04	\$0.00	\$0.00	\$0.00	\$3,095.00	\$145.00		\$16,536.03

**JEFFERSON GOLF COURSE
PUBLIC LINKS REVENUES 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$6,128.94
January	\$397.50	\$22.90	\$290.84	\$83.76	\$0.00	\$6,212.70
February	\$559.50	\$32.24	\$292.73	\$234.53	\$0.00	\$6,447.23
March	\$1,842.00	\$106.09	\$634.13	\$1,101.78	\$0.00	\$7,549.01
April	\$3,810.00	\$219.44	\$1,416.49	\$2,174.07	\$937.50	\$8,785.58
May	\$5,562.49	\$320.37	\$1,624.85	\$3,617.27	\$0.00	\$12,402.85
June	\$5,966.50	\$343.66	\$2,039.20	\$3,583.64	\$8,584.31	\$7,402.18
July	\$4,783.49	\$275.46	\$1,604.28	\$2,903.75	\$0.00	\$10,305.93
August	\$5,134.50	\$295.77	\$1,555.02	\$3,283.71	\$0.00	\$13,589.64
September	\$4,626.50	\$266.54	\$1,952.51	\$2,407.45	\$5,851.04	\$10,146.05
October	\$2,743.50	\$158.08	\$298.90	\$2,286.52	\$0.00	\$12,432.57
November	\$1,459.00	\$84.07	\$422.49	\$952.44	\$6,760.18	\$6,624.83
December	\$733.50	\$42.27	\$0.00	\$691.23	\$0.00	\$7,316.06
Total	\$37,618.48	\$2,166.89	\$12,131.44	\$23,320.15	\$22,133.03	

**JEFFERSON GOLF COURSE
PUBLIC LINKS EXPENDITURES
2019**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$290.84	\$0.00	\$0.00	\$0.00	\$22.90	\$0.00	\$0.00	\$313.74
February	\$292.73	\$0.00	\$0.00	\$0.00	\$32.24	\$0.00	\$0.00	\$324.97
March	\$634.13	\$0.00	\$0.00	\$0.00	\$106.09	\$0.00	\$0.00	\$740.22
April	\$1,416.49	\$0.00	\$0.00	\$0.00	\$219.44	\$0.00	\$0.00	\$1,635.93
May	\$1,624.85	\$0.00	\$0.00	\$0.00	\$320.37	\$0.00	\$0.00	\$1,945.22
June	\$2,039.20	\$0.00	\$0.00	\$0.00	\$343.66	\$0.00	\$0.00	\$2,382.86
July	\$1,604.28	\$0.00	\$0.00	\$0.00	\$275.46	\$0.00	\$0.00	\$1,879.74
August	\$1,410.02	\$0.00	\$0.00	\$0.00	\$295.77	\$145.00	\$0.00	\$1,850.79
September	\$1,925.40	\$0.00	\$0.00	\$0.00	\$266.54	\$0.00	Check reorder \$27.11	\$2,219.05
October	\$298.90	\$0.00	\$0.00	\$0.00	\$158.08	\$0.00	\$0.00	\$456.98
November	\$422.49	\$0.00	\$0.00	\$0.00	\$84.07	\$0.00	\$0.00	\$506.56
December	\$0.00	\$0.00	\$0.00	\$0.00	\$42.27	\$0.00	\$0.00	\$42.27
Total	\$11,959.33	\$0.00	\$0.00	\$0.00	\$2,166.89	\$145.00	\$27.11	\$14,298.33

**LAUREL HILL GOLF COURSE
PUBLIC LINKS REVENUE 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$56,097.34
January	\$2,030.34	\$125.39	\$0.00	\$1,904.95	\$0.00	\$58,002.29
February	\$2,074.37	\$145.74	\$539.72	\$1,388.91	\$0.00	\$59,391.20
March	\$6,045.67	\$361.69	\$9,955.84	-\$4,271.86	\$44,000.00	\$11,119.34
April	\$8,597.24	\$516.46	\$2,561.71	\$5,519.07	\$0.00	\$16,638.41
May	\$19,565.77	\$1,182.83	\$5,789.36	\$12,593.58	\$0.00	\$29,231.99
June	\$23,197.27	\$1,129.60	\$9,152.23	\$12,915.44	\$18,000.00	\$24,147.43
July	\$13,991.22	\$821.22	\$7,252.28	\$5,917.72	\$10,000.00	\$20,065.15
August	\$17,265.50	\$993.43	\$6,218.05	\$10,054.02	\$0.00	\$30,119.17
September	\$15,333.10	\$830.57	\$5,171.64	\$9,330.89	\$12,000.00	\$27,450.06
October	\$9,698.57	\$532.99	\$3,318.01	\$5,847.57	\$0.00	\$33,297.63
November	\$4,699.50	\$271.39	\$325.00	\$4,103.11	\$25,000.00	\$12,400.74
December	\$4,125.42	\$236.25	\$449.10	\$3,440.07	\$0.00	\$15,840.81
Total	\$126,623.97	\$7,147.56	\$50,732.94	\$68,743.47	\$109,000.00	

**LAURELHILL GOLF COURSE
PUBLIC LINKS EXPENDITURES
2019**

	Beer	Wine	Liquor	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total	
January	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.39	\$0.00	\$0.00	\$125.39	
February	\$342.72	\$0.00	\$0.00	\$0.00	\$197.00	\$0.00	\$145.74	\$0.00	\$0.00	\$685.46	
March	\$1,822.81	\$0.00	\$0.00	\$0.00	\$396.96	\$0.00	\$361.69	\$0.00	Cooler Repair \$3164.50 *Repymt to TL \$4571.57	\$7,736.07	\$10,317.53
April	\$2,306.83	\$254.88	\$0.00	\$0.00	\$0.00	\$0.00	\$516.46	\$0.00	\$0.00	\$3,078.17	
May	\$5,548.40	\$0.00	\$140.96	\$0.00	\$0.00	\$0.00	\$1,182.83	\$0.00	Cooler Repair	\$100.00	\$6,972.19
June	\$6,749.42	\$0.00	\$1,787.50	\$0.00	\$557.50	\$0.00	\$1,129.60	\$0.00	Line Cleaning	\$57.81	\$10,281.83
July	\$3,971.20	\$1,343.60	\$0.00	\$485.95	\$402.37	\$0.00	\$821.22	\$0.00	SKU Errors March - June	\$1,049.16	\$8,073.50
August	\$3,914.07	\$0.00	\$281.91	\$849.29	\$197.00	\$0.00	\$993.43	\$300.00	Check reorder \$77.90 Bev. Cart Repair \$597.88	\$675.78	\$7,211.48
September	\$4,265.73	\$0.00	\$697.26	\$0.00	\$208.65	\$0.00	\$830.57	\$0.00	\$0.00	\$0.00	\$6,002.21
October	\$2,465.68	\$0.00	\$250.92	\$289.71	\$134.20	\$0.00	\$532.99	\$0.00	Cooler Repair	\$177.50	\$3,851.00
November	\$325.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$271.39	\$0.00	\$0.00	\$0.00	\$596.39
December	\$31.80	\$0.00	\$0.00	\$0.00	\$417.30	\$0.00	\$236.25	\$0.00	\$0.00	\$0.00	\$685.35
Total	\$31,743.66	\$1,598.48	\$3,158.55	\$1,624.95	\$2,510.98	\$0.00	\$7,147.56	\$300.00		\$9,796.32	\$57,880.50

*Repayment for LH expenses paid by Twin Lakes in 2018

**PINECREST GOLF COURSE
PUBLIC LINKS REVENUES 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$8,023.60
January	\$594.33	\$32.95	\$134.60	\$426.78		\$8,450.38
February	\$555.80	\$31.08	\$348.27	\$176.45		\$8,626.83
March	\$1,170.25	\$65.79	\$897.96	\$206.50		\$8,833.33
April	\$2,625.13	\$147.73	\$319.48	\$2,157.92		\$10,991.25
May	\$3,351.45	\$188.61	\$1,144.60	\$2,018.24		\$13,009.49
June	\$5,013.24	\$282.42	\$2,058.57	\$2,672.25	\$8,000.00	\$7,681.74
July	\$2,692.02	\$151.37	\$520.45	\$2,020.20		\$9,701.94
August	\$3,808.98	\$214.44	\$1,286.56	\$2,307.98		\$12,009.92
September	\$2,225.01	\$177.77	\$455.15	\$1,592.09		\$13,602.01
October	\$1,625.40	\$91.68	\$885.83	\$647.89		\$14,249.90
November	\$1,074.72	\$60.45	\$0.00	\$1,014.27		\$15,264.17
December	\$825.97	\$46.33	\$436.74	\$342.90		\$15,607.07
Total	\$25,562.31	\$1,490.63	\$8,488.21	\$15,583.47	\$8,000.00	

**PINECREST GOLF COURSE
PUBLIC LINKS EXPENDITURES
2019**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$134.60	\$0.00	\$0.00	\$0.00	\$0.00	\$32.95	\$0.00		\$167.55
February	\$348.27	\$0.00	\$0.00	\$0.00	\$0.00	\$31.08	\$0.00	\$0.00	\$379.35
March	\$365.84	\$529.12	\$0.00	\$0.00	\$3.00	\$65.79	\$0.00	\$0.00	\$963.75
April	\$319.48	\$0.00	\$0.00	\$0.00	\$0.00	\$147.73	\$0.00	\$0.00	\$467.21
May	\$1,144.60	\$0.00	\$0.00	\$0.00	\$0.00	\$188.61	\$0.00	\$0.00	\$1,333.21
June	\$1,901.13	\$154.44	\$0.00	\$0.00	\$3.00	\$282.42	\$0.00	\$0.00	\$2,340.99
July	\$424.45	\$96.00	\$0.00	\$0.00	\$0.00	\$151.37	\$0.00	\$0.00	\$671.82
August	\$1,121.56	\$0.00	\$0.00	\$0.00	\$3.00	\$214.44	\$0.00	Cooler Repair \$162.00	\$1,501.00
September	\$230.27	\$224.88	\$0.00	\$0.00	\$0.00	\$177.77	\$0.00	\$0.00	\$632.92
October	\$828.87	\$0.00	\$53.96	\$0.00	\$3.00	\$91.68	\$0.00	\$0.00	\$977.51
November	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$60.45	\$0.00	\$0.00	\$60.45
December	\$319.86	\$116.88	\$0.00	\$0.00	\$0.00	\$46.33	\$0.00	\$0.00	\$483.07
Total	\$7,138.93	\$1,121.32	\$53.96	\$0.00	\$12.00	\$1,490.63	\$0.00	\$162.00	\$9,978.84

ABC Fees- Paid in Dec 2018 for new License (Beer & Wine), License renewal fees- paid in Jan. 2020

**TWIN LAKES GOLF COURSE PUBLIC LINKS
REVENUES 2019**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$19,901.63
January	\$565.50	\$32.07	\$4,141.50	-\$3,608.07	\$0.00	\$16,293.56
February	\$464.75	\$26.55	\$925.05	-\$486.85	\$0.00	\$15,806.71
March	\$8,219.07	\$208.36	\$1,632.85	\$6,377.86	\$8,000.00	\$14,184.57
April	\$7,409.67	\$417.54	\$3,348.80	\$3,643.33	\$0.00	\$17,827.90
May	\$13,618.75	\$790.74	\$5,315.24	\$7,512.77	\$0.00	\$25,340.67
June	\$16,102.00	\$919.44	\$5,133.72	\$10,048.84	\$22,000.00	\$13,389.51
July	\$12,596.21	\$518.84	\$2,683.59	\$9,393.78	\$0.00	\$22,783.29
August	\$11,239.25	\$641.93	\$6,685.55	\$3,911.77	\$0.00	\$26,695.06
September	\$14,003.00	\$817.28	\$4,993.18	\$8,192.54	\$0.00	\$34,887.60
October	\$5,573.50	\$318.42	\$1,358.59	\$3,896.49	\$15,000.00	\$23,784.09
November	\$2,910.00	\$166.27	\$529.86	\$2,213.87	\$10,000.00	\$15,997.96
December	\$1,204.50	\$68.83	\$0.00	\$1,135.67	\$0.00	\$17,133.63
Total	\$93,906.20	\$4,926.27	\$36,747.93	\$52,232.00	\$55,000.00	

**TWIN LAKES GOLF COURSE
PUBLICLINKSEXPENDITURES 2018**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total	
January	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32.07	\$300.00	CO2 Yearly Rental Renewal \$1063.50 Liability Insurance \$2778.00 all sites	\$3,841.50	\$4,173.57
February	\$708.00	\$0.00	\$0.00	\$217.05	\$0.00	\$26.55	\$0.00		\$0.00	\$951.60
March	\$1,120.36	\$0.00	\$0.00	\$17.49	\$0.00	\$208.36	\$495.00		\$0.00	\$1,841.21
April	\$2,629.71	\$0.00	\$0.00	\$0.00	\$0.00	\$417.54	\$0.00	Cooler Repair	\$719.09	\$3,766.34
May	\$4,981.24	\$334.00	\$0.00	\$0.00	\$0.00	\$790.74	\$0.00		\$0.00	\$6,105.98
June	\$3,811.84	\$521.88	\$0.00	\$0.00	\$0.00	\$919.44	\$0.00	Used Bev. Cart	\$800.00	\$6,053.16
July	\$2,466.54	\$0.00	\$0.00	\$217.05	\$0.00	\$518.84	\$0.00		\$0.00	\$3,202.43
August	\$2,915.10	\$0.00	\$0.00	\$17.49	\$0.00	\$641.93	\$0.00	*See Below	\$3,752.96	\$7,327.48
September	\$4,993.18	\$0.00	\$0.00	\$0.00	\$0.00	\$817.28	\$0.00		\$0.00	\$5,810.46
October	\$1,138.54	\$0.00	\$0.00	\$220.05	\$0.00	\$318.42	\$0.00		\$0.00	\$1,677.01
November	\$511.31	\$0.00	\$0.00	\$18.55	\$0.00	\$166.27	\$0.00		\$0.00	\$696.13
December	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$68.83	\$0.00		\$0.00	\$68.83
Total	\$25,275.82	\$855.88	\$0.00	\$707.68	\$0.00	\$4,926.27	\$795.00		\$9,113.55	\$41,674.20

***Deposit Error - Greendale revenue accidentally deposited in Twin Lakes account. \$3512.96
SCC. Annual Reg Fee \$25, The Ruddy Law Firm Reg. Agent Fee \$215
ABC fees include wine application process and permit.**

THIS LEASE, made this 22nd day of July, 2020, by and between FAIRFAX COUNTY PARK AUTHORITY, hereinafter called Landlord, and PUBLIC LINKS, INC., hereinafter called Tenant.

WITNESSETH:

That for and in consideration of the mutual covenants and promises herein contained by and between the parties hereto, the Landlord agreed to lease to the Tenant the right to use the Clubhouses and adjacent grounds at Greendale Golf Course, Twin Lakes Golf Course, Pinecrest Golf Course, Burke Lake Golf Course, Jefferson Golf Course and the Laurel Hill Golf Club for a period beginning at 12:00 o'clock Noon, on the 22nd day of July 2020, and ending at 12:00 o'clock Noon, on the 21st day of July 2021, unless otherwise notified or terminated as provided herein, as follows:

1. The parties agree that the Tenant shall have the right and privilege to operate a concession for the sale of food, beverages, and beer in agreed areas at the Greendale Golf Course, Pinecrest Golf Course, Twin Lakes Golf Course, Burke Lake Golf Course, Jefferson Golf Course and Laurel Hill Golf Club, Fairfax County, Virginia.
2. It is understood that the Tenant will also be entitled to use such facilities, equipment and fixtures provided by the Landlord in the operation of its concession.
3. Tenant agrees that they will use said property for the sole purpose of selling food and beverages, including beer, wine and liquor at Greendale, Pinecrest, Twin Lakes, Burke Lake, Jefferson and Laurel Hill Golf Courses and for no other purpose.
4. Tenant will not use and will not permit said property or any part thereof to be used for any disorderly or unlawful purpose.
5. Tenant will at all times be subject to reasonable rules, restrictions, and instructions regarding the use of the property by the Landlord.
6. Tenant agrees to observe and abide by any and all lawful notices, rules, and requests given or made by Landlord for the occupancy, operation, and maintenance of the property.
7. Tenant will not cause or permit any signs, advertisements, pictures, fixtures, inscriptions, or notices to be displayed, inscribed upon, or affixed on any part of the outside of the said property except as authorized by Landlord and any applicable public law.
8. It is understood that this lease may be terminated by either party upon giving thirty (30) days written notice from either to the other, after which this lease shall no longer be in full force and effect.
9. The Tenant will be responsible for the maintenance; cleanliness of all equipment, fixtures, and furnishings supplied to it by the Landlord, and agrees to return the same to the Landlord in the same condition as given initially, less ordinary wear and tear.

10. Tenant agrees, at its own cost and expense to keep and maintain all permits and licenses required by the laws of the Commonwealth of Virginia, and the County of Fairfax, and to keep in full force and effect Public Liability insurance in the amount of at least \$100,000 per person in any one occurrence, and no less than \$300,000 in the aggregate in any one occurrence, which coverage shall include Products Liability Protection. Said policy will name the Landlord as an additional insured on the Contract.

11. In return for the use of all of the facilities by the Tenant in the Greendale, Pinecrest, Burke Lake, Jefferson, Laurel Hill and Twin Lakes Golf Courses, the Tenant agrees to pay to the Landlord the total of all net proceeds received by it from the operation of its concession.

12. All of the terms, covenants, agreements and provisions herein contained shall bind and insure to the benefit of the Landlord, Tenant, their herein, executors, administrators, personal representatives, successors, trustees, receivers, and assigns, as applicable, except as otherwise provided herein.

13. All nouns used herein shall be interpreted and construed to include the singular, plural, masculine, feminine, or neuter forms in any place or places in which the context may require to indicate such interpretation and construction.

14. Unless otherwise modified by the context of this lease, the word "term" whenever used herein shall include and be construed to mean the original and full term of this lease, any extension or renewal thereof, and the period of time between the beginning of the original term and the termination of this lease for any cause whatever.

15. This lease contains the entire agreement between all parties hereto and shall not be changed or modified in any manner except by an instrument in writing executed by the parties hereto.

WITNESS the following signatures and seals:

FAIRFAX COUNTY PARK AUTHORITY

BY: _____ (SEAL)

PUBLIC LINKS, INC.

BY: _____ (SEAL)

ATTEST: