



FAIRFAX COUNTY PARK AUTHORITY

M E M O R A N D U M



TO: Chairman and Members
Park Authority Board

VIA: Timothy K. White, Acting Director

FROM: Peter Furey, Manager
Golf Enterprises

DATE: May 22, 2008

A handwritten signature in black ink, appearing to be "T. White", written over the "VIA" line.

Agenda

Public Links, Inc. Annual Meeting
Wednesday, May 28, 2008 – 5 p.m.
Board Room – Herrity Building
Chairman: Harold L. Strickland

1. 2007 Annual Report*
2. Leases for 2008- 2009*
3. Election of Officers 2008-2009
4. Minutes from Annual Meeting 2007*

*Enclosures

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PUBLIC LINKS, INC.

2007

ANNUAL REPORT

Fairfax County Park Authority

Public Links Inc.

2007 Annual Report

Introduction/Overview

Public Links Inc. operates alcoholic beverage concessions at four Fairfax County Park Authority golf facilities; Greendale, Pinecrest, Laurel Hill and Twin Lakes golf courses.

In 2007 Public Links had gross revenues of \$206,065 an increase of 24% over gross receipts for 2006. Public Links Inc. expenses were \$76,157 which was an increase of 25% over 2006. That increase was due mostly to the opening of Laurel Hill for a full year of operations.

Total revenue paid to FCPA was \$141,787, an increase of 82%.

Public Links Inc. net revenue increased 23% to \$130,000 in 2007.

PUBLIC LINKS SUMMARY 2007

Name of Golf Course	Balance Forwarded	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Greendale	\$ 5,049.57	\$37,222.52	\$ 14,721.21	\$ 22,501.31	\$ 22,522.74	\$ 5,028.14
Pinecrest	\$ 4,880.07	\$ 13,002.23	\$ 4,833.02	\$ 8,169.21	\$ 8,264.39	\$ 4,784.89
Twin Lakes	\$ 9,825.12	\$ 85,252.66	\$ 32,166.27	\$ 53,086.39	\$ 50,000.00	\$ 12,911.51
Laurel Hill	\$ 23,906.26	\$ 70,587.64	\$ 24,436.53	\$ 46,152.11	\$ 61,000.00	\$ 9,058.37
TOTAL	\$ 43,661.02	\$206,065.05	\$ 76,157.03	\$129,909.02	\$141,787.13	\$ 31,782.91

PUBLIC LINKS SUMMARY 2006

Name of Golf Course	Balance Forwarded	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Greendale	\$ 7,664.74	\$ 34,867.14	\$ 15,568.77	\$ 19,298.37	\$ 21,913.24	\$ 5,049.57
Pinecrest	\$ 3,548.02	\$ 11,923.83	\$ 4,509.83	\$ 7,414.00	\$ 6,081.95	\$ 4,880.07
Twin Lakes	\$ 4,857.23	\$ 76,938.20	\$ 25,970.31	\$ 50,967.89	\$ 46,000.00	\$ 9,825.12
Laurel Hill	\$ 0.00	\$ 42,496.69	\$ 14,590.43	\$ 27,906.26	\$ 4,000.00	\$ 23,906.26
TOTAL	\$ 16,069.99	\$166,225.86	\$ 60,639.34	\$105,586.52	\$ 77,995.19	\$ 43,661.02

Greendale Golf Course
PUBLIC LINKS EXPENDITURES
2007

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$479.50	\$50.60	\$139.30	\$23.64	\$0.00	\$0.00	Law Firm Insurance \$37.22	\$730.26
February	\$0.00	\$0.00	\$0.00	\$25.35	\$75.66	\$0.00	\$0.00	\$101.01
March	\$186.50	\$0.00	\$0.00	\$16.37	\$6.68	\$0.00	\$0.00	\$209.55
April	\$766.20	\$0.00	\$139.30	\$28.94	\$84.95	\$0.00	\$0.00	\$1,019.39
May	\$689.20	\$0.00	\$0.00	\$36.38	\$141.25	\$0.00	\$0.00	\$866.83
June	\$1,613.05	\$38.06	\$0.00	\$44.87	\$286.60	\$0.00	\$0.00	\$1,982.58
July	\$1,677.75	\$0.00	\$139.30	\$38.29	\$283.00	\$0.00	Giant (Beer) \$101.76	\$2,240.10
August	\$1,090.75	\$0.00	\$99.20	\$43.51	\$310.58	\$145.00	\$0.00	\$1,689.04
September	\$894.15	\$0.00	\$139.30	\$44.33	\$0.00	\$0.00	\$0.00	\$1,077.78
October	\$1,106.95	\$132.72	\$0.00	\$39.38	\$455.67	\$0.00	\$0.00	\$1,734.72
November	\$442.90	\$0.00	\$0.00	\$45.77	\$0.00	\$0.00	Law Firm Insurance \$1,977.31	\$2,465.98
December	\$0.00	\$0.00	\$166.95	\$31.65	\$185.94	\$0.00	Law Firm Insurance \$219.43	\$603.97
Total	\$8,946.95	\$221.38	\$823.35	\$418.48	\$1,830.33	\$145.00	\$2,335.72	\$14,721.21

**Greendale Golf Course
PUBLIC LINKS REVENUES
2007**

	Total Revenue (deposits/credits)	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward					\$5,049.57
January	\$749.25	\$730.26	\$18.99	\$0.00	\$5,068.56
February	\$142.50	\$101.01	\$41.49	\$864.75	\$4,245.30
March	\$1,757.25	\$209.55	\$1,547.70	\$0.00	\$5,793.00
April	\$2,827.00	\$1,019.39	\$1,807.61	\$1,462.75	\$6,137.86
May	\$5,728.27	\$866.83	\$4,861.44	\$1,666.36	\$9,332.94
June	\$6,290.00	\$1,982.58	\$4,307.42	\$4,574.84	\$9,065.52
July	\$6,216.25	\$2,240.10	\$3,976.15	\$3,700.00	\$9,341.67
August	\$4,495.50	\$1,689.04	\$2,806.46	\$3,665.57	\$8,482.56
September	\$4,614.75	\$1,077.78	\$3,536.97	\$0.00	\$12,019.53
October	\$2,562.75	\$1,734.72	\$828.03	\$5,887.76	\$6,959.80
November	\$1,166.75	\$2,465.98	(\$1,299.23)	\$0.00	\$5,660.57
December	\$672.25	\$603.97	\$68.28	\$700.71	\$5,028.14
Total	\$37,222.52	\$14,721.21	\$22,501.31	\$22,522.74	

Laurel Hill Golf Club

PUBLIC LINKS EXPENDITURES

2007

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
February	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
March	\$0.00	\$0.00	\$0.00	\$0.00	\$969.51	\$0.00	\$0.00	\$969.51
April	\$1,806.30	\$0.00	\$0.00	\$0.00	\$114.06	\$0.00	\$0.00	\$1,920.36
May	\$0.00	\$0.00	\$186.60	\$0.00	\$0.00	\$0.00	\$0.00	\$186.60
June	\$0.00	\$0.00	\$179.40	\$0.00	\$907.56	\$0.00	Cold Line Repair \$155.53	\$1,242.49
July	\$11,838.31	\$0.00	\$150.50	\$0.00	\$0.00	\$0.00	\$0.00	\$11,988.81
August	\$2,147.00	\$0.00	\$0.00	\$0.00	\$673.43	\$0.00		\$2,820.43
September	\$399.75	\$0.00	\$242.20	\$0.00	\$472.77	\$170.00	Bank Correction \$3.00	\$1,287.72
October	\$2,167.16	\$0.00	\$0.00	\$0.00	\$440.46	\$0.00	\$0.00	\$2,607.62
November	\$754.00	\$0.00	\$341.02	\$0.00	\$317.97	\$0.00	\$0.00	\$1,412.99
December	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$19,112.52	\$0.00	\$1,099.72	\$0.00	\$3,895.76	\$170.00	\$158.53	\$24,436.53

**Laurel Hill Golf Club
PUBLIC LINKS REVENUES
2007**

	Total Revenue (deposits/credits)	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward					\$23,906.26
January	\$642.78	\$0.00	\$642.78	\$0.00	\$24,549.04
February	\$0.00	\$0.00	\$0.00	\$0.00	\$24,549.04
March	\$2,394.23	\$969.51	\$1,424.72	\$0.00	\$25,973.76
April	\$3,470.80	\$1,920.36	\$1,550.44	\$0.00	\$27,524.20
May	\$8,697.79	\$186.60	\$8,511.19	\$0.00	\$36,035.39
June	\$10,359.65	\$1,242.49	\$9,117.16	\$25,000.00	\$20,152.55
July	\$12,722.00	\$11,988.81	\$733.19	\$0.00	\$20,885.74
August	\$9,923.39	\$2,820.43	\$7,103.96	\$0.00	\$27,989.70
September	\$9,242.76	\$1,287.72	\$7,955.04	\$0.00	\$35,944.74
October	\$6,729.31	\$2,607.62	\$4,121.69	\$0.00	\$40,066.43
November	\$4,741.25	\$1,412.99	\$3,328.26	\$0.00	\$43,394.69
December	\$1,663.68	\$0.00	\$1,663.68	\$36,000.00	\$9,058.37
Total	\$70,587.64	\$24,436.53	\$46,152.11	\$61,000.00	

Pinecrest Golf Course
PUBLIC LINKS EXPENDITURES
2007

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$153.00	\$0.00	\$107.10	\$29.64	\$21.97	\$0.00	\$0.00	\$311.71
February	\$0.00	\$32.04	\$0.00	\$22.78	\$23.79	\$0.00	\$0.00	\$78.61
March	\$0.00	\$0.00	\$0.00	\$16.26	\$4.42	\$0.00	\$0.00	\$20.68
April	\$417.50	\$0.00	\$0.00	\$26.06	\$11.96	\$0.00	\$0.00	\$455.52
May	\$580.50	\$32.04	\$105.80	\$33.89	\$65.26	\$0.00	\$0.00	\$817.49
June	\$158.00	\$0.00	\$1.00	\$38.26	\$62.92	\$0.00	\$0.00	\$260.18
July	\$555.50	\$34.60	\$242.35	\$35.22	\$126.88	\$0.00	\$0.00	\$994.55
August	\$464.00	\$0.00	\$103.80	\$39.93	\$72.28	\$145.00	\$0.00	\$825.01
September	\$158.00	\$69.20	\$0.00	\$38.47	\$57.72	\$0.00	\$0.00	\$323.39
October	\$291.00	\$0.00	\$0.00	\$34.91	\$68.38	\$0.00	\$0.00	\$394.29
November	\$81.50	\$0.00	\$53.40	\$34.99	\$58.76	\$0.00	\$0.00	\$228.65
December	\$56.50	\$0.00	\$0.00	\$32.12	\$34.32	\$0.00	\$0.00	\$122.94
Total	\$2,915.50	\$167.88	\$613.45	\$382.53	\$608.66	\$145.00	\$0.00	\$4,833.02

Pinecrest Golf Course
PUBLIC LINKS REVENUES
2007

	Total Revenue (deposits/credits)	Total Expenses	Net Revenue	Beer Sales Paid To FCPA	Account Balance
Balance Brought Forward					\$4,880.07
January	\$384.87	\$311.71	\$73.16	\$478.76	\$4,474.47
February	\$52.25	\$78.61	(\$26.36)	\$0.00	\$4,448.11
March	\$572.00	\$20.68	\$551.32	\$194.43	\$4,805.00
April	\$1,375.00	\$455.52	\$919.48	\$334.57	\$5,389.91
May	\$1,787.88	\$817.49	\$970.39	\$987.19	\$5,373.11
June	\$1,809.11	\$260.18	\$1,548.93	\$1,330.18	\$5,591.86
July	\$1,954.36	\$994.55	\$959.81	\$2,000.00	\$4,551.67
August	\$1,308.33	\$825.01	\$483.32	\$377.62	\$4,657.37
September	\$1,347.24	\$323.39	\$1,023.85	\$640.09	\$5,041.13
October	\$1,168.06	\$394.29	\$773.77	\$891.05	\$4,923.85
November	\$808.63	\$228.65	\$579.98	\$1,030.50	\$4,473.33
December	\$434.50	\$122.94	\$311.56	\$0.00	\$4,784.89
Total	\$13,002.23	\$4,833.02	\$8,169.21	\$8,264.39	

**Twin Lakes Golf Course
PUBLIC LINKS EXPENDITURES**

2007

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
January	\$0.00	\$0.00	\$0.00	\$29.62	\$64.82	\$0.00	\$0.00	\$94.44
February	\$0.00	\$0.00	\$0.00	\$21.80	\$46.73	\$0.00	Bev. Cart Repair	\$816.53
March	\$0.00	\$0.00	\$0.00	\$7.00	\$2.68	\$0.00	\$0.00	\$9.68
April	\$2,000.00	\$0.00	\$163.33	\$25.37	\$0.00	\$0.00	\$0.00	\$2,188.70
May	\$4,000.00	\$235.24	\$6.83	\$50.10	\$409.26	\$0.00	\$0.00	\$4,701.43
June	\$2,000.00	\$352.86	\$0.00	\$50.49	\$587.07	\$0.00	Bev. cart repair/purchase	\$8,544.18
July	\$3,500.00	\$0.00	\$166.33	\$89.30	\$673.81	\$0.00	\$0.00	\$4,429.44
August	\$4,000.00	\$0.00	\$3.83	\$93.31	\$721.54	\$145.00	\$0.00	\$4,963.68
September	\$2,000.00	\$0.00	\$0.00	\$85.23	\$581.17	\$0.00	\$0.00	\$2,666.40
October	\$2,000.00	\$0.00	\$163.33	\$72.88	\$570.18	\$0.00	Bev. Cart Repair	\$3,022.09
November	\$0.00	\$0.00	\$6.83	\$64.34	\$331.58	\$0.00	\$0.00	\$402.75
December	\$0.00	\$0.00	\$0.00	\$56.56	\$110.39	\$0.00	Check Order Fee	\$326.95
Total	\$19,500.00	\$588.10	\$510.48	\$646.00	\$4,099.23	\$145.00	\$6,677.46	\$32,166.27

**Twin Lakes Golf Course
PUBLIC LINKS REVENUES**

2007

	Total Revenue (deposits/credits)	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward					\$9,825.12
January	\$982.90	\$94.44	\$888.46	\$0.00	\$10,713.58
February	\$56.27	\$816.53	(\$760.26)	\$5,000.00	\$4,953.32
March	\$2,779.08	\$9.68	\$2,769.40	\$0.00	\$7,722.72
April	\$5,815.62	\$2,188.70	\$3,626.92	\$0.00	\$11,349.64
May	\$12,329.34	\$4,701.43	\$7,627.91	\$5,000.00	\$13,977.55
June	\$14,144.32	\$8,544.18	\$5,600.14	\$15,000.00	\$4,577.69
July	\$15,147.24	\$4,429.44	\$10,717.80	\$0.00	\$15,295.49
August	\$12,202.56	\$4,963.68	\$7,238.88	\$10,000.00	\$12,534.37
September	\$11,967.34	\$2,666.40	\$9,300.94	\$5,000.00	\$16,835.31
October	\$6,958.29	\$3,022.09	\$3,936.20	\$10,000.00	\$10,771.51
November	\$2,316.63	\$402.75	\$1,913.88	\$0.00	\$12,685.39
December	\$553.07	\$326.95	\$226.12	\$0.00	\$12,911.51
Total	\$85,252.66	\$32,166.27	\$53,086.39	\$50,000.00	

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THIS LEASE, made this 28th day of May, 2008, 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 at Greendale Golf Course, Twin Lakes Golf Course, Pinecrest Golf Center and the Laurel Hill Golf Club for a period beginning at 12:00 o'clock Noon, on the 28th day of May 2008, and ending at 12:00 o'clock Noon, on the 31st day of May 2009, 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 an agreed area at the Greendale, Pinecrest, Twin Lakes and Laurel Hill Golf Club Clubhouses, 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, at Greendale, Pinecrest, and Twin Lakes Golf Courses and for no other purpose. The Laurel Hill Golf Club will offer wine in addition to beer, food and other beverages.

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 wither 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, Laurel Hill and Twin Lakes Golf Course Clubhouses, 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:

PUBLIC LINKS, INC.

Annual Board of Director's Meeting

May 23, 2007

Minutes

The Public Links, Inc. Annual Board of Director's Meeting was held May 23, 2007, at the offices of the Fairfax County Park Authority, 12055 Government Center Parkway, Fairfax Virginia.

In attendance and representing Public Links, Inc were:

Mr. Harold L. Strickland, President
Mr. Frank Vajda, Vice-President
Mr. William Bouie, Secretary

Representing the Fairfax County Park Authority were:

Mr. Tim White, Acting Director
Ms. Cindy Messinger, Acting Deputy Director/COO
Ms. Georgette Kohler, Board Member
Mr. Harrison Glasgow, Board Member
Mr. Peter Furey, Golf Enterprises
Mr. Gary Temple, Treasurer Public Links
Ms. Elisa Lueck, Director's Office

Mr. Strickland called the meeting to order and the first order of business, the 2006 Annual Report, was presented by Mr. Furey.

Election of Officers: standard slate was approved.

Presentation of Lease: Mr. Furey noted that there were no modifications to the lease required. Lease was approved.

Minutes of the 2006 meeting were approved.

With no further business or discussion a motion was made to adjourn by Mr. Vajda and seconded by Mr. Bouie.

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