



FAIRFAX COUNTY PARK AUTHORITY



M E M O R A N D U M

TO: Chairman and Members
Park Authority Board

VIA: Kirk W. Kincannon, Executive Director

FROM: Todd Johnson, Manager
Golf Enterprises

DATE: May 16, 2019

Agenda

**Public Links, Inc.
Annual Meeting**

**Wednesday, May 22, 2019 – 5:45 p.m.
Boardroom – Herrity Building
Chairman: William G. Bouie**

1. Minutes from Annual Meeting 2018*
2. 2018 Annual Report*
3. Election of Officers 2019-2020
4. Leases Agreement 2019-2020*

*Enclosures



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PUBLIC LINKS, INC.

Annual Board of Director's Meeting

May 23, 2018

Minutes

The Public Links, Inc. annual Board of Directors meeting was held May 23, 2018, at the offices 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

Dr. Abena Aidoo, Board Member

Marguerite Godbold, Board Member

Jim Zook, Board Member

Barbara Nugent, Park Services

Todd Johnson, Golf Enterprises

Ryan Carmen, Golf Enterprises

Cindy Walsh, RMD

Mary Olien, RMD

Judy Pedersen, Public Information Office

Barbara Gorski, Director's Office

Janet Burns, Financial Management

Mr. Bouie called the meeting to order on May 23, 2018, at 6:30 p.m.

Mr. Johnson offered the minutes from the 2016 Annual Meeting- June 16, 2017 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 offered the minutes from the out of order meeting held December 6, 2017 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 2017 Public Links Annual Report. There were no issues found.

New Business

Mr. Johnson requested clarification if additional golf courses wished to add wine to their existing ABC Permit whether it would be required to request permission at a Public Links meeting or if Golf Enterprises staff could simply work with the golf courses and ABC to update their permit accordingly. There were no objections. A motion was forwarded by Mr. Bouie to allow staff to make these ABC Permit changes without Public Links, Inc. meeting. It was seconded by Mr. Thompson and unanimously approved.

Mr. Johnson provided an update on the status of adding Wine to the Burke Lake Golf Center ABC Permit. Burke Lake was able to add wine to their beer permit earlier in May 2018.

Mr. Carmen provided an update on the status of adding Liquor to the Laurel Hill Golf Club ABC Permit. Mr. Carmen stated that the process has gone smoothly and anticipates that liquor will be added to their LHGC beer and wine permit in the next 2-3 weeks.

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 motioned by Mr. Bouie that the meeting be adjourned. The motion was seconded by Mr. Quincy and the meeting was adjourned at 6:45 p.m.

Public Links, Inc.

2018

Annual Report

Fairfax County Park Authority

Public Links Inc.

2018 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 2018 for Public Links Inc. were \$340,300.96. This was a 2.1% decrease over 2017 gross revenues. Total expenses were down \$11,440.06 or 7.5% and the net revenue for Public Links was up \$3,805.25 or 1.9%. The total paid to FCPA was \$163,558.84, a decrease of 17.4% or \$34,542.54 from 2017.

The decrease in profits paid to FCPA can be attributed to revenues being held in the Laurel Hill account while account access updates were made with the Bank of America. No major Public Links purchases were made at any of the golf courses during 2018.

ABC License changes were made during 2018 at Laurel Hill and Burke Lake. Laurel Hill acquired a full Liquor license which allowed them to upgrade their special event offerings, making them more competitive with similar venues. Liquor at Laurel Hill is currently only served at special events. Burke Lake Golf Course added wine to its license which has had a very positive impact on their operations with expanded special events. Twin Lakes and Pinecrest golf courses made application with Virginia ABC at the end of 2018 to add wine to their licenses.

PUBLIC LINKS SUMMARY 2018

Name of Golf Course	Balance Forwarded	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Burke Lake	\$7,028.65	\$36,689.81	\$17,080.81	\$19,609.00	\$17,000.00	\$9,637.65
Greendale	\$7,331.25	\$49,101.55	\$15,923.26	\$33,178.29	\$29,000.00	\$11,509.54
Jefferson	\$6,727.84	\$32,299.00	\$11,339.06	\$20,959.94	\$21,558.84	\$6,128.94
Pinecrest	\$7,941.85	\$20,231.79	\$9,150.04	\$11,081.75	\$11,000.00	\$8,023.60
Twin Lakes	\$22,894.89	\$74,570.34	\$39,563.60	\$35,006.74	\$38,000.00	\$19,901.63
Laurel Hill	\$22,693.82	\$127,408.47	\$47,004.95	\$80,403.52	\$47,000.00	\$56,097.34
TOTAL	\$74,618.30	\$340,300.96	\$140,061.72	\$200,239.24	\$163,558.84	\$111,298.70

PUBLIC LINKS SUMMARY 2017

Name of Golf Course	Balance Forwarded	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Burke Lake	\$4,792.73	\$15,277.60	\$6,041.68	\$9,235.92	\$7,000.00	\$7,028.65
Greendale	\$8,047.82	\$58,488.90	\$17,907.47	\$40,581.43	\$41,298.00	\$7,331.25
Jefferson	\$4,239.77	\$35,498.98	\$12,670.73	\$22,828.25	\$20,340.18	\$6,727.84
Pinecrest	\$8,377.44	\$19,367.24	\$10,253.69	\$9,113.55	\$9,549.14	\$7,941.85
Twin Lakes	\$27,177.57	\$76,318.22	\$50,686.86	\$25,631.36	\$29,914.04	\$22,894.89
Laurel Hill	\$23,650.34	\$142,984.83	\$53,941.35	\$89,043.48	\$90,000.00	\$22,693.82
TOTAL	\$76,285.67	\$347,935.77	\$151,501.78	\$196,433.99	\$198,101.36	\$74,618.30

**BURKE LAKE GOLF COURSE
PUBLIC LINKS REVENUES
2018**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$7,028.65
January	\$611.94	\$34.94	\$469.00	\$108.00		\$7,136.65
February	\$968.48	\$55.07	\$1,174.33	-\$260.92		\$6,875.73
March	\$873.49	\$49.57	\$776.40	\$47.52		\$6,923.25
April	\$1,054.66	\$59.62	\$900.00	\$95.04		\$7,018.29
May	\$4,831.28	\$274.85	\$3,012.98	\$1,543.45		\$8,561.74
June	\$6,183.19	\$348.80	\$2,468.98	\$3,365.41	\$5,000.00	\$6,927.15
July	\$6,403.87	\$353.50	\$885.48	\$5,164.89		\$12,092.04
August	\$6,319.30	\$359.33	\$3,250.77	\$2,709.20	\$5,000.00	\$9,801.24
September	\$3,606.60	\$204.23	\$514.48	\$2,887.89		\$12,689.13
October	\$3,625.68	\$205.58	\$1,348.50	\$2,071.60		\$14,760.73
November	\$1,253.63	\$71.15	\$209.00	\$973.48	\$5,000.00	\$10,734.21
December	\$957.69	\$54.25	\$0.00	\$903.44	\$2,000.00	\$9,637.65
Total	\$ 36,689.81	\$ 2,070.89	\$ 15,009.92	\$ 19,609.00	\$ 17,000.00	

**BURKE LAKE GOLF
COURSE PUBLIC LINKS
EXPENDITURES 2018**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.		Total
January	\$469.00	\$0.00	\$0.00	\$0.00	\$34.94	\$0.00		\$0.00	\$503.94
February	\$1,174.33	\$0.00	\$0.00	\$0.00	\$55.07	\$0.00		\$0.00	\$1,229.40
March	\$297.40	\$0.00	\$0.00	\$0.00	\$49.57	\$410.00	New Checks	\$69.00	\$825.97
April	\$150.00	\$0.00	\$0.00	\$0.00	\$59.62	\$0.00	Mobile Credit Card	\$750.00	\$959.62
May	\$3,012.98	\$0.00	\$0.00	\$0.00	\$274.85	\$0.00		\$0.00	\$3,287.83
June	\$2,453.98	\$0.00	\$0.00	\$15.00	\$348.80	\$0.00		\$0.00	\$2,817.78
July	\$870.48	\$0.00	\$0.00	\$15.00	\$353.50	\$0.00		\$0.00	\$1,238.98
August	\$3,235.77	\$0.00	\$0.00	\$15.00	\$359.33	\$0.00		\$0.00	\$3,610.10
September	\$499.48	\$0.00	\$0.00	\$15.00	\$204.23	\$0.00		\$0.00	\$718.71
October	\$1,333.50	\$0.00	\$0.00	\$15.00	\$205.58	\$0.00		\$0.00	\$1,554.08
November	\$209.00	\$0.00	\$0.00	\$0.00	\$71.15	\$0.00		\$0.00	\$280.15
December	\$0.00	\$0.00	\$0.00	\$0.00	\$54.25	\$0.00		\$0.00	\$54.25
Total	\$13,705.92	\$0.00	\$0.00	\$75.00	\$2,070.89	\$410.00		\$819.00	\$17,080.81

**GREENDALE GOLF COURSE
PUBLIC LINKS REVENUES
2018**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$7,331.25
January	\$1,055.30	\$59.62	\$0.00	\$995.68		\$8,326.93
February	\$1,201.75	\$68.31	\$273.35	\$860.09		\$9,187.02
March	\$2,441.50	\$138.78	\$867.92	\$1,434.80	\$4,000.00	\$6,621.82
April	\$4,854.50	\$275.94	\$1,815.55	\$2,763.01		\$9,384.83
May	\$6,930.25	\$393.93	\$1,733.51	\$4,802.81		\$14,187.64
June	\$8,440.75	\$479.79	\$1,505.38	\$6,455.58	\$7,000.00	\$13,643.22
July	\$7,538.25	\$428.49	\$1,979.74	\$5,130.02		\$18,773.24
August	\$7,139.25	\$405.81	\$1,900.53	\$4,832.91		\$23,606.15
September	\$3,866.50	\$219.78	\$1,410.03	\$2,236.69		\$25,842.84
October	\$4,180.00	\$237.60	\$1,060.97	\$2,881.43	\$18,000.00	\$10,724.27
November	\$1,049.75	\$59.67	\$585.61	\$404.47		\$11,128.74
December	\$403.75	\$22.95	\$0.00	\$380.80		\$11,509.54
Total	\$49,101.55	\$2,790.67	\$13,132.59	\$33,178.29	\$29,000.00	

**GREENDALE GOLF
COURSE PUBLIC LINKS
EXPENDITURES 2018**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.		Total
January	\$0.00	\$0.00	\$0.00	\$0.00	\$59.62	\$0.00		\$0.00	\$59.62
February	\$273.35	\$0.00	\$0.00	\$0.00	\$68.31	\$0.00		\$0.00	\$341.66
March	\$867.92	\$0.00	\$0.00	\$0.00	\$138.78	\$0.00		\$0.00	\$1,006.70
April	\$1,065.55	\$0.00	\$0.00	\$0.00	\$275.94	\$0.00	Mobile Credit Card	\$750.00	\$2,091.49
May	\$1,644.79	\$0.00	\$0.00	\$0.00	\$393.93	\$0.00	Credit Card Case	\$88.72	\$2,127.44
June	\$1,505.38	\$0.00	\$0.00	\$0.00	\$479.79	\$0.00		\$0.00	\$1,985.17
July	\$1,979.74	\$0.00	\$0.00	\$0.00	\$428.49	\$0.00		\$0.00	\$2,408.23
August	\$1,755.53	\$0.00	\$0.00	\$0.00	\$405.81	\$145.00		\$0.00	\$2,306.34
September	\$1,410.03	\$0.00	\$0.00	\$0.00	\$219.78	\$0.00		\$0.00	\$1,629.81
October	\$1,060.97	\$0.00	\$0.00	\$0.00	\$237.60	\$0.00		\$0.00	\$1,298.57
November	\$585.61	\$0.00	\$0.00	\$0.00	\$59.67	\$0.00		\$0.00	\$645.28
December	\$0.00	\$0.00	\$0.00	\$0.00	\$22.95	\$0.00		\$0.00	\$22.95
Total	\$12,148.87	\$0.00	\$0.00	\$0.00	\$2,790.67	\$145.00		\$838.72	\$15,923.26

**JEFFERSON GOLF COURSE
PUBLIC LINKS
REVENUES 2018**

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	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$6,727.84
January	\$681.00	\$39.22	\$228.83	\$412.95		\$7,140.79
February	\$756.00	\$43.54	\$400.67	\$311.79		\$7,452.58
March	\$1,403.50	\$80.91	\$792.28	\$530.31	\$1,716.70	\$6,266.19
April	\$3,344.00	\$192.58	\$584.10	\$2,567.32		\$8,833.51
May	\$4,385.00	\$252.55	\$1,673.25	\$2,459.20		\$11,292.71
June	\$4,904.00	\$282.50	\$1,925.12	\$2,696.38	\$2,136.23	\$11,852.86
July	\$4,846.50	\$279.13	\$1,158.34	\$3,409.03	\$1,868.07	\$13,393.82
August	\$5,174.50	\$298.02	\$1,270.93	\$3,605.55	\$3,826.45	\$13,172.92
September	\$2,810.50	\$161.92	\$748.95	\$1,899.63	\$1,250.95	\$13,821.60
October	\$2,332.50	\$134.36	\$696.11	\$1,502.03	\$1,214.55	\$14,109.08
November	\$1,017.00	\$58.60	\$0.00	\$958.40		\$15,067.48
December	\$644.50	\$37.15	\$0.00	\$607.35	\$9,545.89	\$6,128.94
Total	\$32,299.00	\$1,860.48	\$9,478.58	\$20,959.94	\$21,558.84	

**JEFFERSON GOLF
COURSE PUBLIC LINKS
EXPENDITURES 2018**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.		Total
January	\$228.83	\$0.00	\$0.00	\$0.00	\$39.22	\$0.00		\$0.00	\$268.05
February	\$400.67	\$0.00	\$0.00	\$0.00	\$43.54	\$0.00		\$0.00	\$444.21
March	\$792.28	\$0.00	\$0.00	\$0.00	\$80.91	\$0.00		\$0.00	\$873.19
April	\$584.10	\$0.00	\$0.00	\$0.00	\$192.58	\$0.00		\$0.00	\$776.68
May	\$1,673.25	\$0.00	\$0.00	\$0.00	\$252.55	\$0.00		\$0.00	\$1,925.80
June	\$1,925.12	\$0.00	\$0.00	\$0.00	\$282.50	\$0.00		\$0.00	\$2,207.62
July	\$1,158.34	\$0.00	\$0.00	\$0.00	\$279.13	\$0.00		\$0.00	\$1,437.47
August	\$1,125.93	\$0.00	\$0.00	\$0.00	\$298.02	\$145.00		\$0.00	\$1,568.95
September	\$725.16	\$0.00	\$0.00	\$0.00	\$161.92	\$0.00	New Checks	\$23.79	\$910.87
October	\$696.11	\$0.00	\$0.00	\$0.00	\$134.36	\$0.00		\$0.00	\$830.47
November	\$0.00	\$0.00	\$0.00	\$0.00	\$58.60	\$0.00		\$0.00	\$58.60
December	\$0.00	\$0.00	\$0.00	\$0.00	\$37.15	\$0.00		\$0.00	\$37.15
Total	\$9,309.79	\$0.00	\$0.00	\$0.00	\$1,860.48	\$145.00		\$23.79	\$11,339.06

**PINECREST GOLF COURSE
PUBLIC LINKS
REVENUES 2018**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$7,941.85
January	\$340.03	\$19.17	\$0.00	\$320.86		\$8,262.71
February	\$500.00	\$28.17	\$145.60	\$326.23		\$8,588.94
March	\$567.14	\$33.03	\$130.50	\$403.61		\$8,992.55
April	\$1,978.00	\$111.23	\$1,989.24	-\$122.47		\$8,870.08
May	\$1,912.28	\$107.71	\$837.58	\$966.99	\$2,000.00	\$7,837.07
June	\$2,493.32	\$140.31	\$463.75	\$1,889.26	\$4,000.00	\$5,726.33
July	\$3,066.50	\$222.56	\$1,025.99	\$1,817.95		\$7,544.28
August	\$3,151.52	\$177.32	\$883.84	\$2,090.36		\$9,634.64
September	\$2,682.00	\$150.48	\$789.77	\$1,741.75		\$11,376.39
October	\$1,944.00	\$109.53	\$721.50	\$1,112.97		\$12,489.36
November	\$839.00	\$47.14	\$669.86	\$122.00	\$5,000.00	\$7,611.36
December	\$758.00	\$42.76	\$303.00	\$412.24		\$8,023.60
Total	\$20,231.79	\$1,189.41	\$7,960.63	\$11,081.75	\$11,000.00	

**PINECREST GOLF
COURSE PUBLIC LINKS
EXPENDITURES 2018**

	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.		Total
January	\$0.00	\$0.00	\$0.00	\$0.00	\$19.17	\$0.00		\$0.00	\$19.17
February	\$145.60	\$0.00	\$0.00	\$0.00	\$28.17	\$0.00		\$0.00	\$173.77
March	\$127.50	\$0.00	\$0.00	\$3.00	\$33.03	\$0.00		\$0.00	\$163.53
April	\$841.56	\$99.96	\$206.00	\$3.00	\$111.23	\$0.00	Mobile CC	\$838.72	\$2,100.47
May	\$834.58	\$0.00	\$0.00	\$3.00	\$107.71	\$0.00		\$0.00	\$945.29
June	\$460.75	\$0.00	\$0.00	\$3.00	\$140.31	\$0.00		\$0.00	\$604.06
July	\$1,025.99	\$0.00	\$0.00	\$0.00	\$222.56	\$0.00		\$0.00	\$1,248.55
August	\$735.84	\$0.00	\$0.00	\$3.00	\$177.32	\$145.00		\$0.00	\$1,061.16
September	\$789.77	\$0.00	\$0.00	\$0.00	\$150.48	\$0.00		\$0.00	\$940.25
October	\$546.50	\$0.00	\$0.00	\$0.00	\$109.53	\$175.00		\$0.00	\$831.03
November	\$631.86	\$0.00	\$0.00	\$3.00	\$47.14	\$35.00		\$0.00	\$717.00
December	\$0.00	\$0.00	\$0.00	\$3.00	\$42.76	\$300.00		\$0.00	\$345.76
Total	\$6,139.95	\$99.96	\$206.00	\$21.00	\$1,189.41	\$655.00		\$838.72	\$9,150.04

**TWIN LAKES GOLF COURSE
PUBLIC LINKS REVENUES
2018**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$22,894.89
January	\$1,011.75	\$57.15	\$4,266.45	-\$3,311.85	\$0.00	\$19,583.04
February	\$1,262.50	\$71.66	\$551.30	\$639.54	\$0.00	\$20,222.58
March	\$2,370.50	\$134.78	\$1,434.10	\$801.62	\$0.00	\$21,024.20
April	\$6,902.75	\$393.04	\$3,222.63	\$3,287.08	\$0.00	\$24,311.28
May	\$10,862.00	\$614.91	\$4,755.51	\$5,491.58	\$0.00	\$29,802.86
June	\$11,344.00	\$646.01	\$4,289.72	\$6,408.27	\$10,000.00	\$26,211.13
July	\$11,204.50	\$639.98	\$2,091.24	\$8,473.28	\$8,000.00	\$26,684.41
August	\$12,867.00	\$734.58	\$3,963.65	\$8,168.77	\$0.00	\$34,853.18
September	\$7,521.34	\$428.13	\$4,624.96	\$2,468.25	\$0.00	\$37,321.43
October	\$6,136.50	\$350.30	\$2,907.69	\$2,878.51	\$0.00	\$40,199.94
November	\$2,382.25	\$135.98	\$2,192.31	\$53.96	\$0.00	\$40,253.90
December	\$705.25	\$40.35	\$1,017.17	-\$352.27	\$20,000.00	\$19,901.63
Total	\$74,570.34	\$4,246.87	\$35,316.73	\$35,006.74	\$38,000.00	

**TWIN LAKES GOLF
COURSE PUBLIC
LINKS
EXPENDITURES 2018**

	Beer TL	Beer/Wine LH	Mixed Gas TL	Mixed Gas LH	Sales Tax	ABC	Misc		Total
January	\$531.30	\$0.00	\$0.00	\$957.15	\$57.15	\$0.00	Liab. Insurance all sites & CO2 Yearly Rental Renewal	\$2,778.00	\$4,323.60
February	\$551.30	\$0.00	\$0.00	\$0.00	\$71.66	\$0.00		\$0.00	\$622.96
March	\$1,434.10	\$0.00	\$0.00	\$0.00	\$134.78	\$0.00		\$0.00	\$1,568.88
April	\$1,545.08	\$0.00	\$0.00	\$0.00	\$393.04	\$0.00	Mobile CC and CC Case	\$1,677.55	\$3,615.67
May	\$4,755.51	\$0.00	\$0.00	\$0.00	\$614.91	\$0.00		\$0.00	\$5,370.42
June	\$4,011.32	\$0.00	\$278.40	\$0.00	\$646.01	\$0.00		\$0.00	\$4,935.73
July	\$2,059.86	\$0.00	\$31.38	\$0.00	\$639.98	\$0.00		\$0.00	\$2,731.22
August	\$3,546.78	\$0.00	\$31.87	\$0.00	\$734.58	\$145.00	SCC & Ruddy Law Firm	\$240.00	\$4,698.23
September	\$4,591.37	\$0.00	\$33.59	\$0.00	\$428.13	\$0.00		\$0.00	\$5,053.09
October	\$1,445.87	\$1,428.75	\$33.07	\$0.00	\$350.30	\$0.00		\$0.00	\$3,257.99
November	\$0.00	\$2,158.72	\$33.59	\$0.00	\$135.98	\$0.00		\$0.00	\$2,328.29
December	\$0.00	\$621.92	\$33.07	\$362.18	\$40.35	\$0.00		\$0.00	\$1,057.52
Total	\$24,472.49	\$4,209.39	\$474.97	\$1,319.33	\$4,246.87	\$145.00		\$4,695.55	\$39,563.60

*LH (Laurel Hill Golf Course)	Beer and Wine	\$4,209.39
*TL (Twin Lakes Golf Course)	Beer	\$24,472.49
*LH (Laurel Hill Golf Course)	CO2	\$1,319.33
*TL (Twin Lakes Golf Course)	CO2	\$474.97

**LAUREL HILL GOLF COURSE
PUBLIC LINKS REVENUES
2018**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$22,693.82
January	\$2,444.66	\$141.10	\$309.68	\$1,993.88	\$10,000.00	\$14,687.70
February	\$2,925.11	\$157.53	\$0.00	\$2,767.58	\$0.00	\$17,455.28
March	\$3,449.02	\$188.99	\$1,305.98	\$1,954.05	\$0.00	\$19,409.33
April	\$10,455.67	\$557.49	\$6,128.83	\$3,769.35	\$0.00	\$23,178.68
May	\$18,824.87	\$961.96	\$3,704.43	\$14,158.48	\$0.00	\$37,337.16
June	\$22,357.47	\$1,079.69	\$9,077.52	\$12,200.26	\$10,000.00	\$39,537.42
July	\$17,748.60	\$1,035.18	\$7,533.41	\$9,180.01	\$7,000.00	\$41,717.43
August	\$16,061.37	\$959.76	\$6,356.39	\$8,745.22	\$0.00	\$50,462.65
September	\$9,568.28	\$598.26	\$3,214.97	\$5,755.05	\$20,000.00	\$36,217.70
October	\$12,892.54	\$719.93	\$1,813.31	\$10,359.30	\$0.00	\$46,577.00
November	\$6,385.84	\$397.61	\$234.74	\$5,753.49	\$0.00	\$52,330.49
December	\$4,295.04	\$294.07	\$234.12	\$3,766.85	\$0.00	\$56,097.34
Total	\$127,408.47	\$7,091.57	\$39,913.38	\$80,403.52	\$47,000.00	

Laurel Hill Golf Club

PUBLIC LINKS

EXPENDITURES

2018

	Beer	Wine	Liquor	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Mi		Total
January	\$124.18	\$0.00	\$0.00	\$0.00	\$185.50	\$0.00	\$141.10	\$0.00		\$0.00	\$450.78
February	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$157.53	\$0.00		\$0.00	\$157.53
March	\$1,305.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$188.99	\$0.00		\$0.00	\$1,494.97
April	\$3,970.28	\$0.00	\$0.00	\$0.00	\$371.00	\$0.00	\$557.49	\$110.00	Mobile CC and CC Case	\$1,677.55	\$6,686.32
May	\$3,246.43	\$458.00	\$0.00	\$0.00	\$0.00	\$0.00	\$961.96	\$0.00		\$0.00	\$4,666.39
June	\$6,340.13	\$1,081.88	\$1,385.00	\$270.51	\$0.00	\$0.00	\$1,079.69	\$0.00		\$0.00	\$10,157.21
July	\$5,015.58	\$475.00	\$1,284.15	\$0.00	\$758.68	\$0.00	\$1,035.18	\$0.00		\$0.00	\$8,568.59
August	\$5,028.67	\$1,173.80	\$153.92	\$0.00	\$0.00	\$0.00	\$959.76	\$0.00		\$0.00	\$7,316.15
September	\$1,974.39	\$0.00	\$0.00	\$403.55	\$537.03	\$0.00	\$598.26	\$300.00		\$0.00	\$3,813.23
October	\$1,813.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$719.93	\$0.00		\$0.00	\$2,533.24
November	\$0.00	\$0.00	\$0.00	\$0.00	\$234.74	\$0.00	\$397.61	\$0.00		\$0.00	\$632.35
December	\$234.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$294.07	\$0.00		\$0.00	\$528.19
Total	\$29,053.07	\$3,188.68	\$2,823.07	\$674.06	\$2,086.95	\$0.00	\$7,091.57	\$410.00		\$1,677.55	\$47,004.95

THIS LEASE, made this 22nd day of May, 2019, 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 May 2019, and ending at 12:00 o'clock Noon, on the 31st day of May 2020, 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 and wine, 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: