



# FAIRFAX COUNTY PARK AUTHORITY



## ----- MEMORANDUM -----

**Date:** July 13, 2022

**To:** Chairman and Members  
Park Authority Board

**Via:** Jai Cole, Executive Director

**From:** Ryan Carmen, Acting Manager  
Golf Enterprises

### **AGENDA**

Public Links, Inc.  
Annual Meeting  
Wednesday, July 13, 2022 – 4:40 p.m.  
President: William G. Bouie

1. Minutes from Annual Meeting 2021\*
2. 2021 Annual Report\*
3. Election of Officers 2022-2023
4. Lease for 2022\*

\*Enclosures

## **PUBLIC LINKS, INC.**

### Annual Board of Director's Meeting

May 26, 2021

#### Minutes

The Public Links, Inc. annual Board of Directors meeting was held May 26, 2021. This meeting was conducted electronically and to effectuate both the emergency procedures authorized by FOIA and the Emergency Ordinance, the Park Authority Board needs to make certain findings and determinations for the record, as we did at our second electronic meeting.

In attendance and representing Public Links, Inc.:

William Bouie, President  
Ken Quincy, Vice President  
Michael Thompson, Jr., Secretary  
Jesse Coffman, Golf Enterprises  
Peter Kim, Treasurer  
Linwood Gorham

Mr. Bouie called the meeting to order on May 26, 2021, at 4:30 p.m.

#### ADMINISTRATIVE/ACTION ITEMS

1. Minutes from Annual Meeting July 22<sup>nd</sup>, 2020

The adoption of the minutes of the 2020 Annual Meeting of Public Links, Inc.

Mr. Bouie made a motion to adopt the minutes of the July 22<sup>nd</sup>, 2020, Park Authority Public Links Inc. Board meeting; seconded by Mr. Quincy. The motion carried by all members present.

Mr. Coffman and Mr. Kim reviewed the challenges presented in 2020 due to the Pandemic and operational responses were strong. No notable Public Links changes in response to Pandemic going forward. Mr. Coffman noted there is opportunity being pursued in F&B options, specifically at Oak Marr and Burke Lake.

2. 2020 Annual Report

The adoption of the 2020 Annual Report of Public Links, Inc.

Mr. Bouie made a motion to adopt Park Authority Public Links Inc. 2020 Annual Report; seconded by Mr. Quincy. The motion carried by all members present.

3. Election of Officers 2021-2022

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

Peter Kim, Treasurer

Mr. Quincy made the motion to approve, Mr. Thompson moved to re-elect the four officers currently in place. Motion carried.

4. Leases for 2021

The adoption of the 2021 lease for Public Links, Inc.

Mr. Bouie made a motion to adopt Park Authority Public Links Inc. Leases for 2021; seconded by Mr. Quincy. The motion carried by all members present.

Mr. Bouie adjourned the meeting at 4:40 p.m.

Fairfax County Public Links

Public Links Inc.

2021 Annual Report

Introduction/Overview

Public Links Inc. operates alcoholic beverage concessions at the following seven Fairfax County Park Authority golf facilities: Burke Lake, Greendale, Jefferson, Laurel Hill, Oak Marr (October, 2021), Pinecrest and Twin Lakes.

Gross Revenues in 2021 for Public Links were \$493,138. This was a 17% increase over 2020 adjusted gross revenue, net revenue was up \$53,374 or almost 24%. The total paid to FCPA was \$243,977, an increase of 11% or \$24,323 from 2020. The increase in profits paid to FCPA can be attributed primarily to higher payments from Greendale, Pinecrest, Twin Lakes and Laurel Hill.

Total expenses were up \$11,645 or 7% primarily due to seed money for Oak Marr and beverage cart purchases for Pinecrest and Laurel Hill.

Current ABC offerings include (all courses):

Burke	Beer, Wine
Greendale	Beer
Jefferson	Beer
Laurel Hill	Beer, Wine, Liquor
Oak Marr	Beer, Wine (October, 2021)
Pinecrest	Beer, Wine
Twin Lakes	Beer, Wine

## PUBLIC LINKS SUMMARY 2021

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	\$16,451.19	\$85,133.23	\$4,829.13	\$35,479.90	\$44,824.20	\$35,000.00	\$26,275.39
Greendale	\$5,478.03	\$58,045.22	\$3,260.71	\$19,646.75	\$35,137.76	\$24,000.00	\$16,615.79
Jefferson	\$8,197.85	\$33,804.06	\$1,931.59	\$12,440.34	\$19,432.13	\$17,477.13	\$10,152.85
Pinecrest	\$10,877.01	\$36,118.00	\$2,050.38	\$21,096.72	\$12,970.90	\$9,500.00	\$14,347.91
Twin Lakes	\$26,111.67	\$116,924.05	\$6,622.29	\$44,536.36	\$65,765.40	\$70,000.00	\$21,877.07
Laurel	\$19,906.12	\$163,113.79	\$9,083.05	\$48,380.88	\$105,649.86	\$88,000.00	\$37,555.98
OakMarr	\$0.00	\$6,501.00	\$84.70	\$2,498.43	\$3,917.87	\$0.00	\$3,917.87
<b>TOTAL</b>	<b>\$87,021.87</b>	<b>\$493,138.35</b>	<b>\$27,777.15</b>	<b>\$181,580.95</b>	<b>\$283,780.25</b>	<b>\$243,977.13</b>	<b>\$126,824.99</b>

## PUBLIC LINKS SUMMARY 2020

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	\$11,712.31	\$72,332.42	\$4,087.29	\$23,506.25	\$44,738.88	\$40,000.00	\$16,451.19
Greendale	\$9,659.07	\$48,907.75	\$2,765.19	\$13,323.60	\$32,818.96	\$37,000.00	\$5,478.03
Jefferson	\$7,316.06	\$30,646.50	\$1,765.11	\$10,345.68	\$18,535.71	\$17,653.92	\$8,197.85
Pinecrest	\$15,607.07	\$32,428.14	\$1,768.30	\$12,389.90	\$18,269.94	\$23,000.00	\$10,877.01
Twin Lakes	\$17,133.63	\$107,231.42	\$5,088.22	\$66,165.16	\$35,978.04	\$27,000.00	\$26,111.67
Laurel	\$15,840.81	\$130,289.22	\$7,018.85	\$44,205.06	\$79,065.31	\$75,000.00	\$19,906.12
<b>TOTAL</b>	<b>\$77,268.95</b>	<b>\$421,835.45</b>	<b>\$22,492.96</b>	<b>\$169,935.65</b>	<b>\$229,406.84</b>	<b>\$219,653.92</b>	<b>\$87,021.87</b>

**Burke Lake Golf Course**  
**2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
<b>Balance Brought Forward</b>						<b>\$16,451.19</b>
<b>January</b>	\$2,642.69	\$149.75	\$116.16	\$2,376.78	\$0.00	\$18,827.97
<b>February</b>	\$1,463.33	\$83.02	\$679.61	\$700.70	\$0.00	\$19,528.67
<b>March</b>	\$7,201.22	\$408.67	\$4,137.34	\$2,655.21	\$0.00	\$22,183.88
<b>April</b>	\$10,009.97	\$567.72	\$4,000.16	\$5,442.09	\$5,000.00	\$22,625.97
<b>May</b>	\$10,781.87	\$611.48	\$3,954.62	\$6,215.77	\$0.00	\$28,841.74
<b>June</b>	\$11,065.45	\$628.12	\$1,675.63	\$8,761.70	\$15,000.00	\$22,603.44
<b>July</b>	\$11,064.41	\$627.46	\$5,274.47	\$5,162.48	\$0.00	\$27,765.92
<b>August</b>	\$8,348.16	\$473.40	\$2,755.37	\$5,119.39	\$0.00	\$32,885.31
<b>September</b>	\$8,646.15	\$490.49	\$7,784.40	\$371.26	\$15,000.00	\$18,256.57
<b>October</b>	\$7,639.03	\$433.21	\$2,838.62	\$4,367.20	\$0.00	\$22,623.77
<b>November</b>	\$3,221.51	\$182.83	\$1,199.32	\$1,839.36	\$0.00	\$24,463.13
<b>December</b>	\$3,049.44	\$172.98	\$1,064.20	\$1,812.26	\$0.00	\$26,275.39
<b>Total</b>	<b>\$85,133.23</b>	<b>\$4,829.13</b>	<b>\$35,479.90</b>	<b>\$44,824.20</b>	<b>\$35,000.00</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
<b>January</b>	\$0.00	\$116.16				\$149.75			\$265.91
<b>February</b>	\$679.61					\$83.02			\$762.63
<b>March</b>	\$3,991.18	\$146.16				\$408.67		\$0.00	\$4,546.01
<b>April</b>	\$3,854.00	\$146.16				\$567.72		\$0.00	\$4,567.88
<b>May</b>	\$3,776.51	\$146.16			\$0.00	\$611.48		license guide \$31.95	\$4,566.10
<b>June</b>	\$1,675.63				\$0.00	\$628.12		\$0.00	\$2,303.75
<b>July</b>	\$5,042.15	\$232.32				\$627.46		\$0.00	\$5,901.93
<b>August</b>	\$2,455.37					\$473.40	\$300.00	\$0.00	\$3,228.77
<b>September</b>	\$2,784.40					\$490.49		OakMarr Seed Money \$5,000.00	\$8,274.89
<b>October</b>	\$2,838.62					\$433.21		\$0.00	\$3,271.83
<b>November</b>	\$967.00	\$232.32				\$182.83			\$1,382.15
<b>December</b>	\$1,064.20				\$0.00	\$172.98			\$1,237.18
<b>Total</b>	<b>\$29,128.67</b>	<b>\$1,019.28</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$4,829.13</b>		<b>\$5,031.95</b>	<b>\$40,309.03</b>

**Greendale Golf Course  
2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
<b>Balance Brought Forward</b>						<b>\$5,478.03</b>
<b>January</b>	\$1,114.75	\$63.07	\$3,983.58	-\$2,931.90		\$2,546.13
<b>February</b>	\$705.00	\$39.80	\$39.58	\$625.62		\$3,171.75
<b>March</b>	\$4,192.50	\$236.65	\$534.05	\$3,421.80		\$6,593.55
<b>April</b>	\$6,830.00	\$383.46	\$1,660.32	\$4,786.22		\$11,379.77
<b>May</b>	\$7,895.50	\$443.39	\$1,528.83	\$5,923.28		\$17,303.05
<b>June</b>	\$7,946.47	\$446.14	\$1,914.24	\$5,586.09	\$12,000.00	\$10,889.14
<b>July</b>	\$7,771.00	\$436.00	\$3,089.44	\$4,245.56	\$0.00	\$15,134.70
<b>August</b>	\$5,861.50	\$329.11	\$2,037.78	\$3,494.61	\$0.00	\$18,629.31
<b>September</b>	\$5,569.00	\$312.72	\$2,214.42	\$3,041.86	\$0.00	\$21,671.17
<b>October</b>	\$5,164.00	\$290.04	\$1,540.23	\$3,333.73	\$12,000.00	\$13,004.90
<b>November</b>	\$3,002.00	\$168.50	\$492.35	\$2,341.15	\$0.00	\$15,346.05
<b>December</b>	\$1,993.50	\$111.83	\$611.93	\$1,269.74	\$0.00	\$16,615.79
<b>Total</b>	<b>\$58,045.22</b>	<b>\$3,260.71</b>	<b>\$19,646.75</b>	<b>\$35,137.76</b>	<b>\$24,000.00</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc		Total
<b>January</b>	\$1,056.58				\$15.00	\$63.07		Liab. Ins	\$2,912.00	\$4,046.65
<b>February</b>	\$0.00				\$39.58	\$39.80			\$0.00	\$79.38
<b>March</b>	\$519.05				\$15.00	\$236.65				\$770.70
<b>April</b>	\$1,645.32				\$15.00	\$383.46				\$2,043.78
<b>May</b>	\$1,528.83					\$443.39				\$1,972.22
<b>June</b>	\$1,914.24					\$446.14			\$0.00	\$2,360.38
<b>July</b>	\$3,089.44					\$436.00				\$3,525.44
<b>August</b>	\$1,892.78					\$329.11	\$145.00		\$0.00	\$2,366.89
<b>September</b>	\$1,102.42					\$312.72	\$45.00	Ins/Ruddy/SCC	\$1,067.00	\$2,527.14
<b>October</b>	\$1,515.23					\$290.04		Cinn Ins	\$25.00	\$1,830.27
<b>November</b>	\$309.35					\$168.50		OM Ins	\$183.00	\$660.85
<b>December</b>	\$611.93					\$111.83				\$723.76
<b>Total</b>	<b>\$15,185.17</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$84.58</b>	<b>\$3,260.71</b>	<b>\$190.00</b>	<b>\$0.00</b>	<b>\$4,187.00</b>	<b>\$22,907.46</b>

**JEFFERSON GOLF COURSE  
2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
<b>Balance Brought Forward</b>						<b>\$8,197.85</b>
<b>January</b>	\$885.50	\$50.98	\$0.00	\$834.52		\$9,032.37
<b>February</b>	\$407.17	\$23.16	\$78.90	\$305.11		\$9,337.48
<b>March</b>	\$2,070.96	\$118.23	\$1,420.08	\$532.65		\$9,870.13
<b>April</b>	\$3,644.52	\$208.35	\$1,317.36	\$2,118.81		\$11,988.94
<b>May</b>	\$4,217.02	\$240.86	\$2,644.96	\$1,331.20		\$13,320.14
<b>June</b>	\$5,047.64	\$288.31	\$1,187.52	\$3,571.81	\$6,313.21	\$10,578.74
<b>July</b>	\$5,162.41	\$295.13	\$1,887.64	\$2,979.64	\$0.00	\$13,558.38
<b>August</b>	\$4,073.26	\$232.79	\$1,595.42	\$2,245.05	\$0.00	\$15,803.43
<b>September</b>	\$3,148.58	\$179.83	\$1,317.26	\$1,651.49	\$0.00	\$17,454.92
<b>October</b>	\$2,998.00	\$171.35	\$669.00	\$2,157.65	\$11,163.92	\$8,448.65
<b>November</b>	\$1,163.00	\$66.34	\$322.20	\$774.46	\$0.00	\$9,223.11
<b>December</b>	\$986.00	\$56.26	\$0.00	\$929.74	\$0.00	\$10,152.85
<b>Total</b>	<b>\$33,804.06</b>	<b>\$1,931.59</b>	<b>\$12,440.34</b>	<b>\$19,432.13</b>	<b>\$17,477.13</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
<b>January</b>	\$0.00					\$50.98			\$50.98
<b>February</b>	\$78.90					\$23.16	\$0.00		\$102.06
<b>March</b>	\$1,420.08					\$118.23			\$1,538.31
<b>April</b>	\$1,317.36					\$208.35			\$1,525.71
<b>May</b>	\$2,134.96					\$240.86	\$510.00	for OAKMARR	\$2,885.82
<b>June</b>	\$1,187.52					\$288.31			\$1,475.83
<b>July</b>	\$1,887.64					\$295.13			\$2,182.77
<b>August</b>	\$1,450.42					\$232.79	\$145.00		\$1,828.21
<b>September</b>	\$1,317.26					\$179.83			\$1,497.09
<b>October</b>	\$636.00				\$33.00	\$171.35			\$840.35
<b>November</b>	\$322.20					\$66.34			\$388.54
<b>December</b>	\$0.00					\$56.26			\$56.26
<b>Total</b>	<b>\$11,752.34</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$33.00</b>	<b>\$1,931.59</b>	<b>\$655.00</b>	<b>\$0.00</b>	<b>\$14,371.93</b>



**LAUREL HILL GOLF COURSE  
2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
<b>Balance Brought Forward</b>	\$0.00					<b>\$19,906.12</b>
<b>January</b>	\$4,604.06	\$265.18	\$1,039.52	\$3,299.36		\$23,205.48
<b>February</b>	\$2,100.72	\$118.50	\$367.60	\$1,614.62	\$10,000.00	\$14,820.10
<b>March</b>	\$8,748.02	\$493.13	\$5,010.94	\$3,243.95	\$0.00	\$18,064.05
<b>April</b>	\$14,755.58	\$831.19	\$4,725.00	\$9,199.39		\$27,263.44
<b>May</b>	\$21,261.72	\$1,198.65	\$5,340.00	\$14,723.07	\$10,000.00	\$31,986.51
<b>June</b>	\$20,018.94	\$1,128.23	\$7,481.46	\$11,409.25	\$8,000.00	\$35,395.76
<b>July</b>	\$20,183.17	\$1,137.59	\$4,946.40	\$14,099.18	\$0.00	\$49,494.94
<b>August</b>	\$20,953.50	\$1,076.84	\$7,272.35	\$12,604.31	\$15,000.00	\$47,099.25
<b>September</b>	\$16,616.34	\$923.42	\$4,275.14	\$11,417.78	\$0.00	\$58,517.03
<b>October</b>	\$19,203.30	\$1,083.20	\$4,933.18	\$13,186.92	\$15,000.00	\$56,703.95
<b>November</b>	\$8,029.02	\$452.72	\$2,211.36	\$5,364.94	\$15,000.00	\$47,068.89
<b>December</b>	\$6,639.42	\$374.40	\$777.93	\$5,487.09	\$15,000.00	\$37,555.98
<b>Total</b>	<b>\$163,113.79</b>	<b>\$9,083.05</b>	<b>\$48,380.88</b>	<b>\$105,649.86</b>	<b>\$88,000.00</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
<b>January</b>	\$777.75			\$261.77		\$265.18	\$0.00		\$1,304.70
<b>February</b>	\$367.60					\$118.50			\$486.10
<b>March</b>	\$3,855.34	\$126.00	\$0.00	\$513.01	\$73.74	\$493.13	\$442.85	\$0.00	\$5,504.07
<b>April</b>	\$3,063.60	\$252.00		\$1,409.40	\$0.00	\$831.19		\$0.00	\$5,556.19
<b>May</b>	\$4,905.15		\$0.00		\$0.00	\$1,198.65	\$434.85	\$0.00	\$6,538.65
<b>June</b>	\$6,833.16	\$0.00	\$0.00	\$271.43	\$0.00	\$1,128.23	\$376.87	\$0.00	\$8,609.69
<b>July</b>	\$3,754.90		\$351.04	\$0.00		\$1,137.59	\$475.33	technaclean \$365.13	\$6,083.99
<b>August</b>	\$5,025.72	\$0.00		\$0.00		\$1,076.84	\$2,246.63	\$0.00	\$8,349.19
<b>September</b>	\$3,532.79	\$0.00		\$331.47		\$923.42	\$410.88		\$5,198.56
<b>October</b>	\$3,875.48					\$1,083.20	\$1,057.70		\$6,016.38
<b>November</b>	\$1,197.69			\$205.90		\$452.72	\$807.77		\$2,664.08
<b>December</b>	\$717.78			\$60.15		\$374.40			\$1,152.33
<b>Total</b>	<b>\$37,906.96</b>	<b>\$378.00</b>	<b>\$351.04</b>	<b>\$3,053.13</b>	<b>\$73.74</b>	<b>\$9,083.05</b>	<b>\$6,252.88</b>	<b>\$0.00</b>	<b>\$57,463.93</b>

**PINECREST GOLF COURSE  
2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$10,877.01
January	\$1,421.00	\$80.91	\$1,315.62	\$24.47	\$0.00	\$10,901.48
February	\$679.00	\$38.60	\$388.57	\$251.83	\$0.00	\$11,153.31
March	\$2,193.00	\$124.90	\$528.05	\$1,540.05		\$12,693.36
April	\$3,358.00	\$191.02	\$1,831.69	\$1,335.29		\$14,028.65
May	\$4,050.00	\$230.30	\$831.72	\$2,987.98		\$17,016.63
June	\$5,418.00	\$307.01	\$1,791.85	\$3,319.14	\$3,000.00	\$17,335.77
July	\$5,236.00	\$296.66	\$2,648.12	\$2,291.22		\$19,626.99
August	\$4,239.00	\$240.96	\$1,489.43	\$2,508.61	\$2,500.00	\$19,635.60
September	\$3,739.00	\$211.97	\$896.43	\$2,630.60	\$0.00	\$22,266.20
October	\$3,129.00	\$177.37	\$1,366.48	\$1,585.15	\$0.00	\$23,851.35
November	\$1,368.00	\$77.58	\$7,939.72	-\$6,649.30	\$0.00	\$17,202.05
December	\$1,288.00	\$73.10	\$69.04	\$1,145.86	\$4,000.00	\$14,347.91
<b>Total</b>	<b>\$36,118.00</b>	<b>\$2,050.38</b>	<b>\$21,096.72</b>	<b>\$12,970.90</b>	<b>\$9,500.00</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total	
January	\$223.18	\$0.00			\$3.00	\$80.91		HQ error, GGC funds \$1,089.44	\$1,396.53	
February	\$388.57					\$38.60			\$427.17	
March	\$528.05					\$124.90			\$652.95	
April	\$1,831.69					\$191.02			\$2,022.71	
May	\$831.72	\$0.00				\$230.30			\$1,062.02	
June	\$1,791.85				\$0.00	\$307.01			\$2,098.86	
July	\$2,544.08	\$0.00	\$101.04		\$3.00	\$296.66			\$2,944.78	
August	\$1,486.43		\$0.00		\$3.00	\$240.96	\$0.00		\$1,730.39	
September	\$593.43	\$0.00			\$3.00	\$211.97	\$300.00		\$1,108.40	
October	\$1,366.48	\$0.00				\$177.37			\$1,543.85	
November	\$636.72	\$0.00			\$3.00	\$77.58		beverage cart purchase \$7,300.00	\$8,017.30	
December	\$66.04				\$3.00	\$73.10			\$142.14	
<b>Total</b>	<b>\$12,288.24</b>	<b>\$0.00</b>	<b>\$101.04</b>	<b>\$0.00</b>	<b>\$18.00</b>	<b>\$2,050.38</b>	<b>\$300.00</b>	<b>\$0.00</b>	<b>\$8,389.44</b>	<b>\$23,147.10</b>

**TWIN LAKES GOLF COURSE  
2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
Balance Brought Forward						\$26,111.67
January	\$1,109.00	\$63.27	\$1,049.40	-\$3.67		\$26,108.00
February	\$437.50	\$24.94	\$0.00	\$412.56	\$0.00	\$26,520.56
March	\$4,378.25	\$248.35	\$12,242.14	-\$8,112.24		\$18,408.32
April	\$8,771.75	\$494.39	\$2,479.72	\$5,797.64		\$24,205.96
May	\$16,015.41	\$910.90	\$4,917.42	\$10,187.09	\$10,000.00	\$24,393.05
June	\$23,189.38	\$1,306.76	\$5,249.47	\$16,633.15	\$20,000.00	\$21,026.20
July	\$19,121.00	\$1,083.09	\$5,852.31	\$12,185.60	\$10,000.00	\$23,211.80
August	\$11,659.50	\$661.69	\$3,383.96	\$7,613.85	\$10,000.00	\$20,825.65
September	\$10,816.00	\$613.34	\$3,287.59	\$6,915.07	\$10,000.00	\$17,740.72
October	\$14,434.76	\$818.84	\$3,632.89	\$9,983.03		\$27,723.75
November	\$3,835.25	\$217.57	\$1,392.06	\$2,225.62	\$0.00	\$29,949.37
December	\$3,156.25	\$179.15	\$1,049.40	\$1,927.70	\$10,000.00	\$21,877.07
<b>Total</b>	<b>\$116,924.05</b>	<b>\$6,622.29</b>	<b>\$44,536.36</b>	<b>\$65,765.40</b>	<b>\$70,000.00</b>	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
January	\$0.00			\$1,049.40		\$63.27		\$0.00	\$1,112.67
February	\$0.00					\$24.94	\$0.00	\$0.00	\$24.94
March	\$3,868.30					\$248.35		Bev. Cart Purch \$8,373.84	\$12,490.49
April	\$2,479.72					\$494.39		\$0.00	\$2,974.11
May	\$4,917.42				\$0.00	\$910.90		\$0.00	\$5,828.32
June	\$5,249.47			\$0.00	\$0.00	\$1,306.76		\$0.00	\$6,556.23
July	\$5,852.31			\$0.00		\$1,083.09			\$6,935.40
August	\$3,083.96			\$0.00		\$661.69	\$300.00	\$0.00	\$4,045.65
September	\$3,287.59			\$0.00		\$613.34	\$0.00	\$0.00	\$3,900.93
October	\$3,318.25	\$314.64		\$0.00		\$818.84			\$4,451.73
November	\$1,246.26	\$145.80		\$0.00		\$217.57			\$1,609.63
December				\$1,049.40		\$179.15			\$1,228.55
<b>Total</b>	<b>\$33,303.28</b>	<b>\$460.44</b>	<b>\$0.00</b>	<b>\$2,098.80</b>	<b>\$0.00</b>	<b>\$6,622.29</b>	<b>\$300.00</b>	<b>\$0.00</b>	<b>\$51,158.65</b>

**OakMarr Golf Course**  
**2021 PUBLIC LINKS REVENUES**

	Total Revenue (deposits/credits)	Taxes Paid By FCPA	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
<b>Balance Brought Forward</b>						
<b>January</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>February</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>March</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>April</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>May</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>June</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>July</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>August</b>		\$0.00	\$0.00	\$0.00		\$0.00
<b>September</b>	\$5,000.00	\$0.00	\$113.37	\$4,886.63		\$4,886.63
<b>October</b>		\$0.00	\$560.19	-\$560.19		\$4,326.44
<b>November</b>	\$743.50	\$41.93	\$1,789.50	-\$1,087.93		\$3,238.51
<b>December</b>	\$757.50	\$42.77	\$35.37	\$679.36		\$3,917.87
<b>Total</b>	<b>\$6,501.00</b>	<b>\$84.70</b>	<b>\$2,498.43</b>	<b>\$3,917.87</b>	\$0.00	

**2021 PUBLIC LINKS EXPENDITURES**

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
<b>January</b>									\$0.00
<b>February</b>									\$0.00
<b>March</b>									\$0.00
<b>April</b>									\$0.00
<b>May</b>									\$0.00
<b>June</b>									\$0.00
<b>July</b>									\$0.00
<b>August</b>									\$0.00
<b>September</b>					\$113.37				\$113.37
<b>October</b>	\$500.20				\$59.99				\$560.19
<b>November</b>	\$1,226.18	\$528.00			\$35.32	\$41.93			\$1,831.43
<b>December</b>					\$35.37	\$42.77			\$78.14
<b>Total</b>	<b>\$1,726.38</b>	<b>\$528.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$244.05</b>	<b>\$84.70</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,583.13</b>

THIS LEASE, made this 22nd day of July, 2022, 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, Oak Marr Golf Course and the Laurel Hill Golf Club for a period beginning at 12:00 o'clock Noon, on the 22nd day of July 2022, and ending at 12:00 o'clock Noon, on the 21<sup>st</sup> day of July 2023, 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, Oak Marr 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, Oak Marr Golf Course 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, Oak Marr, 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:**