



FAIRFAX COUNTY PARK AUTHORITY



----- MEMORANDUM -----

Date: May 31, 2024

To: Chairman and Members
Park Authority Board

Via: Jai Cole, Executive Director

From: Ryan Carmen, Director
Golf Enterprises

AGENDA

Public Links, Inc.
Annual Meeting
Wednesday, June 5, 2024 – 6:00 p.m.
Board Room, Herrity Building
Chairman: Kiel Stone
Vice-President: Maggie Godbold

1. Minutes from Annual Meeting 2023*
2. 2023 Annual Report*
3. Election of Officers 2024-2025
4. Lease for 2024*

*Enclosures

PUBLIC LINKS, INC.

Annual Board of Director's Meeting

July 18, 2023

Minutes

The Public Links, Inc. annual Board of Directors meeting was held July 18, 2023. 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 first electronic meeting.

In attendance and representing Public Links, Inc.:

William Bouie, President

Maggie Godbold, Vice President

Michael Thompson, Jr., Secretary

Peter Kim, Treasurer

In attendance and representing the Fairfax County Park Authority:

Sara Baldwin, Deputy Director

Ryan Carmen, Golf Enterprises

Benjamin Boxer, Public Information Office

Allison Rankin, Director's Office

Ken Quincy, Board Member

Mr. Bouie called the meeting to order on July 18, 2023, at 3:05 p.m.

ADMINISTRATIVE/ACTION ITEMS

1. Minutes from Annual Meeting July 13, 2022

The adoption of the minutes of the 2022 Annual Meeting of Public Links, Inc.

Mr. Bouie made a motion to adopt the minutes of the July 13, 2022, Park Authority Public Links Inc. Board meeting; seconded by Mr. Thompson. The motion carried by all members present.

2. 2022 Annual Report

Mr. Carmen presented a summary of the 2022 Public Links Annual Report.

Gross Revenues in 2022 for Public Links were \$617,200. This was a 24% increase over 2021 gross revenue, net revenue was up \$38,753 or almost 13%. The total paid

to FCPA was \$331,694, an increase of 36% or \$87,717 from 2021. The increase in profits paid to FCPA can be attributed primarily to Greendale, Jefferson, Pinecrest and Laurel Hill.

Total expenses were up \$73,533 or 40% primarily due to loans for Oak Marr (granted/repaid) and beverage cart purchase at Laurel Hill.

The adoption of the 2022 Annual Report of Public Links, Inc.

Mr. Bouie made a motion to adopt Park Authority Public Links Inc. 2022 Annual Report; seconded by Mr. Thompson. The motion carried by all members present.

3. Election of Officers 2023-2024

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:

Kiel Stone, President

Maggie Godbold, Vice President

Dr. Cynthia Jacobs Carter, Secretary

Peter Kim, Treasurer

Mr. Bouie made the motion to approve elected officers and seconded by Mr. Thompson. The motion carried by all members present.

4. Leases for 2023

The adoption of the 2023 lease for Public Links, Inc.

Mr. Bouie made a motion to adopt Park Authority Public Links Inc. Leases for 2023; seconded by Mr. Thompson. The motion carried by all members present.

Mr. Bouie adjourned the meeting at 3:15 p.m.

Fairfax County Public Links

Public Links Inc.

2023 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, Oakmont, Pinecrest and Twin Lakes.

Gross Revenues in 2023 for Public Links were \$677,316. This was a 10% (\$60,000) increase over 2022 gross revenue, net revenue was up \$33,304 or almost 10%. The total paid to FCPA was \$388,297, an increase of 17% or \$56,602 from 2022. The increase in profits paid to FCPA can be attributed primarily to Burke Lake, Greendale, Twin Lakes, and Laurel Hill.

Total expenses were up \$22,314 or 9% primarily due to loans for Oakmont (granted/repaid) and miscellaneous repairs at Laurel Hill and Pinecrest. Also considered is with the rise in revenue comes a rise in expenses due to a 12% increase of rounds of golf in 2023 compared to 2022 across all seven sites.

Current ABC offerings include (all courses):

Burke	Beer, Wine
Greendale	Beer, Wine
Jefferson	Beer, Wine
Laurel Hill	Beer, Wine, Liquor
Oakmont	Beer, Wine
Pinecrest	Beer, Wine
Twin Lakes	Beer, Wine

Burke Lake Golf Course
2023 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						\$33,649.71
January	\$2,537.60	\$143.95	\$1,727.64	\$666.01	\$0.00	\$34,315.72
February	\$3,265.33	\$186.39	\$1,255.40	\$1,823.54	\$0.00	\$36,139.26
March	\$5,409.74	\$306.79	\$2,038.38	\$3,064.57	\$26,000.00	\$13,203.83
April	\$10,705.63	\$607.17	\$4,648.89	\$5,449.57	\$0.00	\$18,653.40
May	\$11,554.65	\$655.26	\$5,463.02	\$5,436.37	\$0.00	\$24,089.77
June	\$11,730.61	\$734.26	\$5,008.61	\$5,987.74	\$0.00	\$30,077.51
July	\$10,926.13	\$620.01	\$3,261.24	\$7,044.88	\$0.00	\$37,122.39
August	\$10,564.86	\$599.13	\$5,630.58	\$4,335.15	\$20,000.00	\$21,457.54
September	\$8,235.54	\$501.50	\$9,930.87	-\$2,196.83	\$0.00	\$19,260.71
October	\$7,346.91	\$416.51	\$3,658.96	\$3,271.44	\$0.00	\$22,532.15
November	\$3,985.26	\$225.78	\$1,241.32	\$2,518.16	\$15,000.00	\$10,050.31
December	\$2,774.08	\$157.43	\$926.07	\$1,690.58	\$0.00	\$11,740.89
Total	\$89,036.34	\$5,154.18	\$44,790.98	\$39,091.18	\$61,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
January	\$1,727.64					\$143.95			\$1,871.59
February	\$1,255.40					\$186.39			\$1,441.79
March	\$2,038.38					\$306.79			\$2,345.17
April	\$4,274.54	\$323.36			\$50.99	\$607.17			\$5,256.06
May	\$4,695.84	\$767.18				\$655.26			\$6,118.28
June	\$4,604.21	\$404.40				\$734.26			\$5,742.87
July	\$3,261.24					\$620.01			\$3,881.25
August	\$5,151.32	\$479.26				\$599.13		\$0.00	\$6,229.71
September	\$2,979.87	\$120.00				\$501.50	\$450.00	new freezer \$6,381.00	\$10,432.37
October	\$3,582.46	\$76.50				\$416.51			\$4,075.47
November	\$1,241.32					\$225.78			\$1,467.10
December	\$926.07					\$157.43			\$1,083.50
Total	\$35,738.29	\$2,170.70	\$0.00	\$0.00	\$50.99	\$5,154.18		\$6,381.00	\$49,945.16

**Greendale Golf Course
2023 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						\$16,841.06
January	\$1,888.00	\$108.09	\$5,052.32	-\$3,272.41	\$8,000.00	\$5,568.65
February	\$2,411.00	\$138.00	\$2,232.23	\$40.77		\$5,609.42
March	\$3,827.52	\$216.20	\$808.20	\$2,803.12		\$8,412.54
April	\$9,815.03	\$554.33	\$1,647.31	\$7,613.39		\$16,025.93
May	\$13,568.00	\$765.78	\$2,477.70	\$10,324.52	\$10,000.00	\$16,350.45
June	\$13,714.50	\$774.09	\$4,181.66	\$8,758.75		\$25,109.20
July	\$14,908.00	\$841.40	\$5,276.56	\$8,790.04		\$33,899.24
August	\$12,411.50	\$700.49	\$4,941.11	\$6,769.90		\$40,669.14
September	\$9,247.50	\$521.89	\$2,124.45	\$6,601.16	\$30,000.00	\$17,270.30
October	\$8,267.00	\$466.54	\$1,465.41	\$6,335.05		\$23,605.35
November	\$4,408.00	\$248.78	\$1,630.66	\$2,528.56	\$12,000.00	\$14,133.91
December	\$2,648.50	\$149.45	\$465.10	\$2,033.95		\$16,167.86
Total	\$97,114.55	\$5,485.04	\$32,302.71	\$59,326.80	\$60,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total	
January	\$1,061.32					\$108.09	Liability Insurance	\$3,991.00	\$5,160.41	
February	\$328.10					\$138.00	Ins/beer frig	\$1,904.13	\$2,370.23	
March	\$808.20					\$216.20			\$1,024.40	
April	\$1,647.31					\$554.33			\$2,201.64	
May	\$2,348.70					\$765.78	tax filing fees	\$129.00	\$3,243.48	
June	\$4,181.66					\$774.09			\$4,955.75	
July	\$5,240.72				\$35.84	\$841.40		\$0.00	\$6,117.96	
August	\$3,237.11					\$700.49	\$450.00 CC/Ruddy Law/Ins	\$1,254.00	\$5,641.60	
September	\$2,124.45					\$521.89			\$2,646.34	
October	\$1,465.41					\$466.54			\$1,931.95	
November	\$1,630.66					\$248.78			\$1,879.44	
December	\$465.10					\$149.45			\$614.55	
Total	\$24,538.74	\$0.00	\$0.00	\$0.00	\$35.84	\$5,485.04	\$450.00	\$0.00	\$7,278.13	\$37,787.75

**JEFFERSON GOLF COURSE
2023 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						\$5,381.84
January	\$1,232.00	\$70.30	\$1,097.26	\$64.44		\$5,446.28
February	\$1,644.00	\$93.87	\$217.92	\$1,332.21		\$6,778.49
March	\$1,963.00	\$112.19	\$1,334.15	\$516.66		\$7,295.15
April	\$4,116.00	\$235.29	\$1,432.60	\$2,448.11		\$9,743.26
May	\$5,167.00	\$295.52	\$2,472.36	\$2,399.12		\$12,142.38
June	\$5,080.00	\$290.36	\$1,729.52	\$3,060.12	\$8,225.23	\$6,977.27
July	\$5,462.00	\$312.43	\$1,651.06	\$3,498.51		\$10,475.78
August	\$4,953.00	\$283.38	\$2,694.10	\$1,975.52		\$12,451.30
September	\$4,025.00	\$230.38	\$1,213.88	\$2,580.74		\$15,032.04
October	\$3,596.00	\$205.78	\$1,613.21	\$1,777.01		\$16,809.05
November	\$1,644.00	\$94.11	\$219.57	\$1,330.32	\$11,071.73	\$7,067.64
December	\$1,261.00	\$72.08	\$731.00	\$457.92		\$7,525.56
Total	\$40,143.00	\$2,295.69	\$16,406.63	\$21,440.68	\$19,296.96	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
January	\$1,097.26					\$70.30			\$1,167.56
February	\$217.92					\$93.87			\$311.79
March	\$1,298.72				\$35.43	\$112.19			\$1,446.34
April	\$1,432.60					\$235.29			\$1,667.89
May	\$2,472.36					\$295.52			\$2,767.88
June	\$1,729.52					\$290.36			\$2,019.88
July	\$1,651.06					\$312.43			\$1,963.49
August	\$2,244.10					\$283.38	\$450.00		\$2,977.48
September	\$1,213.88					\$230.38			\$1,444.26
October	\$1,613.21					\$205.78			\$1,818.99
November	\$219.57					\$94.11			\$313.68
December	\$731.00					\$72.08			\$803.08
Total	\$15,921.20	\$0.00	\$0.00	\$0.00	\$35.43	\$2,295.69	\$450.00	\$0.00	\$18,702.32

**LAUREL HILL GOLF COURSE
2023 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						\$12,109.34
January	\$5,222.60	\$294.39	\$2,918.67	\$2,009.54		\$14,118.88
February	\$6,015.14	\$338.42	\$2,007.56	\$3,669.16		\$17,788.04
March	\$15,548.54	\$481.28	\$1,968.34	\$13,098.92		\$30,886.96
April	\$17,894.65	\$996.48	\$25,166.48	-\$8,268.31		\$22,618.65
May	\$29,105.40	\$1,641.82	\$23,143.61	\$4,319.97		\$26,938.62
June	\$32,951.56	\$1,858.39	\$7,982.33	\$23,110.84	\$35,000.00	\$15,049.46
July	\$31,486.47	\$1,775.13	\$6,916.21	\$22,795.13	\$10,000.00	\$27,844.59
August	\$26,224.93	\$1,478.68	\$9,816.88	\$14,929.37		\$42,773.96
September	\$25,546.98	\$1,739.32	\$5,096.27	\$18,711.39	\$34,000.00	\$27,485.35
October	\$18,537.97	\$960.55	\$6,722.62	\$10,854.80		\$38,340.15
November	\$13,313.18	\$629.12	\$1,783.79	\$10,900.27	\$31,000.00	\$18,240.42
December	\$9,090.94	\$513.77	\$1,222.38	\$7,354.79		\$25,595.21
Total	\$230,938.36	\$12,707.35	\$94,745.14	\$123,485.87	\$110,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total	
January	\$1,148.17			\$66.50		\$294.39		Display cooler, web rest \$1,704.00	\$3,213.06	
February	\$1,401.22			\$66.50		\$338.42	\$539.84		\$2,345.98	
March	\$1,901.84			\$66.50		\$481.28			\$2,449.62	
April	\$5,020.94	\$316.44		\$66.50		\$996.48		cooler/compressor \$19,762.60	\$26,162.96	
May	\$7,296.48	\$1,646.76				\$1,641.82	\$1,512.37	TL Loan/Frig fix \$12,688.00	\$24,785.43	
June	\$6,924.82	\$263.75		\$317.92		\$1,858.39	\$475.84		\$9,840.72	
July	\$6,916.21					\$1,775.13			\$8,691.34	
August	\$6,839.21					\$1,478.68	\$2,977.67		\$11,295.56	
September	\$4,663.42					\$1,739.32	\$432.85		\$6,835.59	
October	\$5,888.83					\$960.55	\$833.79		\$7,683.17	
November	\$1,783.79					\$629.12			\$2,412.91	
December	\$1,222.38					\$513.77			\$1,736.15	
Total	\$51,007.31	\$2,226.95	\$0.00	\$583.92	\$0.00	\$12,707.35	\$6,772.36	\$0.00	\$34,154.60	\$107,452.49

**PINECREST GOLF COURSE
2023 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						\$5,267.94
January	\$1,381.00	\$78.21	\$548.24	\$754.55		\$6,022.49
February	\$1,748.00	\$98.97	\$1,033.24	\$615.79		\$6,638.28
March	\$2,498.06	\$141.37	\$1,823.43	\$533.26		\$7,171.54
April	\$4,275.56	\$242.34	\$2,674.84	\$1,358.38		\$8,529.92
May	\$5,067.18	\$286.69	\$1,245.69	\$3,534.80		\$12,064.72
June	\$4,912.24	\$278.25	\$3,619.68	\$1,014.31	\$5,000.00	\$8,079.03
July	\$7,849.12	\$445.03	\$2,906.83	\$4,497.26		\$12,576.29
August	\$5,072.40	\$288.01	\$3,922.72	\$861.67	\$5,000.00	\$8,437.96
September	\$4,024.84	\$227.89	\$1,301.91	\$2,495.04		\$10,933.00
October	\$3,855.42	\$218.52	\$1,934.44	\$1,702.46		\$12,635.46
November	\$1,874.00	\$106.18	\$620.68	\$1,147.14	\$0.00	\$13,782.60
December	\$2,217.54	\$125.51	\$673.76	\$1,418.27	\$8,000.00	\$7,200.87
Total	\$44,775.36	\$2,536.97	\$22,305.46	\$19,932.93	\$18,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total	
January	\$548.24					\$78.21			\$626.45	
February		\$540.00		\$493.24		\$98.97			\$1,132.21	
March	\$1,823.43					\$141.37			\$1,964.80	
April	\$1,733.42					\$242.34	compressor	\$941.42	\$2,917.18	
May	\$1,245.69					\$286.69			\$1,532.38	
June	\$2,959.68	\$660.00				\$278.25			\$3,897.93	
July	\$2,456.83					\$445.03	Event (Ryan/Tyler appr)	\$450.00	\$3,351.86	
August	\$3,922.72					\$288.01			\$4,210.73	
September	\$1,301.91					\$227.89			\$1,529.80	
October	\$1,246.20			\$688.24		\$218.52			\$2,152.96	
November	\$620.68					\$106.18			\$726.86	
December	\$673.76					\$125.51			\$799.27	
Total	\$18,532.56	\$1,200.00	\$0.00	\$1,181.48	\$0.00	\$2,536.97	\$0.00	\$0.00	\$1,391.42	\$24,842.43

**TWIN LAKES GOLF COURSE
2023 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						\$42,941.43
January	\$2,057.50	\$116.60	\$227.67	\$1,713.23	\$22,000.00	\$22,654.66
February	\$2,755.50	\$156.08	\$1,389.13	\$1,210.29		\$23,864.95
March	\$5,152.75	\$293.00	\$10,448.05	-\$5,588.30		\$18,276.65
April	\$9,334.25	\$529.65	\$5,229.62	\$3,574.98		\$21,851.63
May	\$23,740.75	\$949.45	\$3,058.12	\$19,733.18		\$41,584.81
June	\$29,369.96	\$1,587.08	\$10,142.48	\$17,640.40	\$15,000.00	\$44,225.21
July	\$18,026.00	\$1,021.53	\$3,225.84	\$13,778.63		\$58,003.84
August	\$14,133.15	\$801.32	\$6,420.54	\$6,911.29	\$35,000.00	\$29,915.13
September	\$14,913.60	\$845.10	\$4,850.53	\$9,217.97		\$39,133.10
October	\$15,884.10	\$901.69	\$14,413.12	\$569.29		\$39,702.39
November	\$3,870.50	\$219.35	\$0.00	\$3,651.15	\$28,000.00	\$15,353.54
December	\$2,380.00	\$135.17	\$0.00	\$2,244.83		\$17,598.37
Total	\$141,618.06	\$7,556.02	\$59,405.10	\$74,656.94	\$100,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
January				\$227.67		\$116.60	\$0.00		\$344.27
February	\$1,367.40			\$21.73		\$156.08			\$1,545.21
March	\$1,598.52					\$293.00	repairs, payback Loan Laurel (7K)	\$8,849.53	\$10,741.05
April	\$5,058.62	\$171.00				\$529.65			\$5,759.27
May	\$2,999.44	\$58.68				\$949.45			\$4,007.57
June	\$10,091.15				\$51.33	\$1,587.08			\$11,729.56
July	\$3,225.84					\$1,021.53			\$4,247.37
August	\$5,605.08	\$184.20		\$181.26		\$801.32	\$450.00		\$7,221.86
September	\$4,622.53	\$228.00				\$845.10			\$5,695.63
October	\$3,913.12					\$901.69	bev cart	\$10,500.00	\$15,314.81
November						\$219.35			\$219.35
December						\$135.17			\$135.17
Total	\$38,481.70	\$641.88	\$0.00	\$430.66	\$51.33	\$7,556.02	\$450.00	\$0.00	\$19,349.53

Oakmont Golf Course
2023 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						\$9,308.56
January	\$1,216.00	\$68.60	\$0.00	\$1,147.40		\$10,455.96
February	\$1,528.50	\$86.15	\$628.36	\$813.99		\$11,269.95
March	\$2,051.00	\$115.56	\$1,109.10	\$826.34		\$12,096.29
April	\$3,766.00	\$212.08	\$1,239.08	\$2,314.84		\$14,411.13
May	\$4,520.10	\$254.83	\$1,307.26	\$2,958.01		\$17,369.14
June	\$4,399.50	\$248.23	\$1,538.68	\$2,612.59	\$10,000.00	\$9,981.73
July	\$4,031.50	\$227.35	\$1,030.24	\$2,773.91		\$12,755.64
August	\$4,329.50	\$244.21	\$1,764.88	\$2,320.41	\$10,000.00	\$5,076.05
September	\$2,555.00	\$144.00	\$598.56	\$1,812.44		\$6,888.49
October	\$2,732.25	\$153.80	\$396.36	\$2,182.09		\$9,070.58
November	\$1,609.00	\$90.60	\$357.68	\$1,160.72		\$10,231.30
December	\$951.98	\$53.64	\$0.00	\$898.34		\$11,129.64
Total	\$33,690.33	\$1,899.05	\$9,970.20	\$21,821.08	\$20,000.00	

2023 PUBLIC LINKS EXPENDITURES

	Beer	Wine	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc	Total
January	\$68.60					\$68.60			\$68.60
February	\$628.36					\$86.15			\$714.51
March	\$1,109.10					\$115.56			\$1,224.66
April	\$1,239.08					\$212.08			\$1,451.16
May	\$1,307.26					\$254.83			\$1,562.09
June	\$1,538.68					\$248.23			\$1,786.91
July	\$1,030.24					\$227.35			\$1,257.59
August	\$1,314.88					\$244.21	\$450.00		\$2,009.09
September	\$598.56					\$144.00			\$742.56
October	\$395.00				\$1.36	\$153.80			\$550.16
November	\$357.68					\$90.60			\$448.28
December						\$53.64			\$53.64
Total	\$9,518.84	\$0.00	\$0.00	\$0.00	\$1.36	\$1,899.05	\$450.00	\$0.00	\$11,869.25

PUBLIC LINKS SUMMARY 2023

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	\$33,649.71	\$89,036.34	\$5,154.18	\$44,790.98	\$39,091.18	\$61,000.00	\$11,740.89
Greendale	\$16,841.06	\$97,114.55	\$5,485.04	\$32,302.71	\$59,326.80	\$60,000.00	\$16,167.86
Jefferson	\$5,381.84	\$40,143.00	\$2,295.69	\$16,406.63	\$21,440.68	\$19,296.96	\$7,525.56
Pinecrest	\$5,267.94	\$44,775.36	\$2,536.97	\$22,305.46	\$19,932.93	\$18,000.00	\$7,200.87
Twin Lakes	\$42,941.43	\$141,618.06	\$7,556.02	\$59,405.10	\$74,656.94	\$100,000.00	\$17,598.37
Laurel	\$12,109.34	\$230,938.36	\$12,707.35	\$94,745.14	\$123,485.87	\$110,000.00	\$25,595.21
OakMont	\$9,308.56	\$33,690.33	\$1,899.05	\$9,970.20	\$21,821.08	\$20,000.00	\$11,129.64
TOTAL	\$125,499.88	\$677,316.00	\$37,634.30	\$279,926.22	\$359,755.48	\$388,296.96	\$96,958.40

PUBLIC LINKS SUMMARY 2022

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	\$26,275.39	\$84,882.66	\$4,534.41	\$39,973.93	\$40,374.32	\$33,000.00	\$33,649.71
Greendale	\$16,615.79	\$70,091.00	\$4,010.61	\$22,855.12	\$43,225.27	\$43,000.00	\$16,841.06
Jefferson	\$10,152.85	\$34,743.00	\$1,985.52	\$12,328.61	\$20,428.87	\$25,199.88	\$5,381.84
Pinecrest	\$14,347.91	\$40,338.28	\$2,287.51	\$18,636.50	\$19,414.27	\$28,494.24	\$5,267.94
Twin Lakes	\$21,877.07	\$138,243.54	\$7,554.47	\$49,624.71	\$81,064.36	\$60,000.00	\$42,941.43
Laurel	\$37,555.98	\$204,308.84	\$11,093.91	\$76,661.57	\$116,553.36	\$142,000.00	\$12,109.34
OakMarr	\$3,917.87	\$44,593.49	\$1,671.19	\$37,531.61	\$5,390.69	\$0.00	\$9,308.56
TOTAL	\$130,742.86	\$617,200.81	\$33,137.62	\$257,612.05	\$326,451.14	\$331,694.12	\$125,499.88

THIS LEASE, made this 22nd day of July, 2024, 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, Oakmont Golf Course and the Laurel Hill Golf Club for a period beginning at 12:00 o'clock Noon, on the 22nd day of July 2024, and ending at 12:00 o'clock Noon, on the 21st day of July 2025, 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, Oakmont 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, Oakmont 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, Oakmont, 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: