

Request for Proposal

TAC863A

Professional Services for

GOLF MANAGEMENT SERVICES

NIGP Commodity Code(s):

988-31 GOLF COURSE MANAGEMENT AND OPERATION

Submit proposals

(sealed) to:

Deputy City Clerk

City of Tulsa

175 E. 2ND St.

Suite 260

Tulsa, OK 74103



Issued August 22, 2017

Addendum #2

CHANGE:

1. Added Appendix A Staffing Details
2. Added Appendix B Financial Detail
3. Added Appendix C Asset List
4. Added Appendix D Page Belcher Water Usage
5. Created for distribution an Excel file containing appendices
6. Corrected dates in Projected Schedule

QUESTIONS AND ANSWERS:

1. What are the other duties outside of course management? (reference to repairs and maintenance)
Response: These duties are outlined in the request and referenced as nominal repairs which may be compared to those a home or business owner would perform. These duties do not include maintenance that would require a licensed skilled tradesperson.
2. Will a list of commitments for service agreements or leases be available?
Response: The cart lease payment is \$180,000 annually and is the only contract for which the seller is expected to assume until the expiration date. (This is the third year of a five-year lease held by Casper)
3. How many carts total?
Response: 90 Mohawk- 140 Belcher
4. Why was the decision made to use gas powered carts?
Response: Cost and battery replacement (\$80-\$90K each third year)
5. How much of Mohawk is in the flood plain?
Response: About 75 percent of the two courses are in the flood plain. Pecan Valley front 9, and back 9. Woodbine back 9, and holes 7, 8 &9. It can take two (2) days to drain down.
6. What is the water supply for each course?
Response: Mohawk is lagoons and Lake Yahola – Belcher is City Water
7. Has any other source of water been explored such as wells, effluent?
Response: There was a study completed and the report from which deemed it cost prohibitive to run a 2 mile supply line from the South Side Water Treatment plant to the golf course. It would take a special bond issue.

8. Is there a backup water supply for Mohawk?
Response: A secondary source is a 6 inch City main that requires "Quick couplers".
9. Does the City give consideration to the courses at Belcher during repair and maintenance of water supply in the area?
Response: Yes
10. Will the City provide the water usage rate in gallons per month / per golf facility?
Response: The figures for Page Belcher are provided in Appendix D added by this addendum. Water usage for Mohawk has not been appreciable because irrigation is provided by a lagoon system.
11. Is a record of water usage for Belcher available by month or week?
Response: Monthly figures are provided in Appendix D added by this addendum.
12. Why was the grass on greens 14, 15, and 17 changed later than the balance of the greens?
Response: They were near to 71st and thought to be something the City could do. All greens are Champion Bermuda now.
13. In composing a response to the "Recommendation for improvement" mentioned in the RFP, what is the capitol allowance?
Response: \$90,000.00
14. From where does the funding for renovation come? (How much is expected?)
Response: Renovation projects are funded by tax revenue.
15. How is the budget apportioned?
Response: \$90,000.00 equipment budget is flexible between courses.
16. Excerpts from Page 6, and page 10 of the proposal are confusing. Who provides all equipment? Response: The City provides all equipment.
17. Will the City furnish a list of existing maintenance equipment?
(RFP page 6, states that list of the current equipment for all four golf courses) main items such as mowers, tractors, spray rigs, utility vehicles, etc. - items under \$1,000 wouldn't be necessary
Response: A list of maintenance equipment appears in Appendix C added by this addendum.
18. Will the City provide a detailed breakout of revenue, expenses and rounds for the past three years in a month to month format?
Response: Financial detail is provided in Appendix B which was added by the addendum.
19. Will the City provide the number of rounds per course per month or by facility per month?
Response: Number of rounds by facility is provided in Appendix B added by the addendum.
20. Is additional financial detail available?
Response: Financial detail is provided in Appendix B which was added by the addendum.
21. Who owns the clubhouse and cafeteria inventory?
Response: The City owns the clubhouse and cafeteria inventory.

22. Will the first month of the new contract be prefunded?
Response: The City expects to set aside funding for a new agreement.
23. What is the existing amount prefund amount (the initial balance provided by the City)? Response: In 2008, the City provided \$50,000.00 to meet initial expenses of the current agreement.
24. What is the ratio of rounds between courses? (How many of the 65,000 are from each course or facility)?
Response: Approximately 2 to 1 Belcher – Mohawk
25. How are rounds counted?
Response: The number of rounds is counted by starts.
26. What is the revenue from “Foot Golf”?
Response: 5,000 rounds at \$5.00 per round
27. Will the City provide a list of all current employees, their job titles and whether they are full time or part time?
Response: A staffing level plan was added by this addendum as Appendix A.
28. Does the City have a Capital Improvements Plan for the next three years and if so, is it available for publication?
Response: All capital Improvements are funded by sales tax. Nothing is currently scheduled
29. Will the City provide a list of all Capital improvements completed during the past three years?
Response: We have completed both exterior, and interior painting at both sites, a new roof at Page Belcher, roof repair at Mohawk, new HVAC and both sites, new flooring at both sites, and recently added security cameras and equipment at both sites.
30. Will the City provide a list of capital repairs?
Response: Much of the previous response encompassed repair in addition to improvement.

Issued August 9, 2017

Addendum #1

CHANGE:

The deadline for submitting proposals has been extended to August 30, 2017

I. STATEMENT OF PURPOSE:

With this Request for Proposal (“RFP”), the City of Tulsa, a municipal corporation (“City”) is seeking to secure professional services from qualified, golf course management firms (“Respondents”) to manage, operate and maintain all golf courses owned by the City.

We enthusiastically look forward to receiving your proposal.

II. INSTRUCTIONS FOR SUBMITTING A PROPOSAL:

A. General Requirements

1. The proposal must be received by **5:00 p.m. on Wednesday, August 30, 2017, Central Daylight Time**. Please place proposals in a sealed envelope or box clearly labeled “**RFP TAC863A, Golf Management Services**”.
2. Proposals received late will be returned unopened.
3. Proposals shall be delivered sealed to:

Deputy City Clerk
City of Tulsa
175 E. 2nd Street
Suite 260
Tulsa, OK 74103
4. All interested Respondents (Sellers) are required to register with the City in order to receive updates, addenda or any additional information required. The City is not responsible for any failure to register.
5. Inquiries to the City requesting clarification regarding the RFP or the content therein must be made via e-mail and must be received prior to the end of the business day on **August 1, 2017** and directed to:

Terry O. Thomas, Buyer
tthomas@cityoftulsa.org

Any questions regarding this RFP will be handled as promptly and as directly as possible. If a question requires only clarification of instructions or specifications, it will be handled via e-mail. If any question results in a substantive change, or addition to the RFP, the change or addition, will be forwarded to all registered Respondents as quickly as possible by addendum.

6. **Respondents must attend an onsite pre-bid conference and site inspection. The conference is scheduled for July 24, 2017.** Attendees will meet in the Mohawk Clubhouse at 9:30 AM for a brief organizational meeting and introductions. After a tour of the facility and lunch break, the group will meet at the Belcher Clubhouse, tour the complex, and complete

a question and answer session. The time of the second meeting will be determined on the day of the conference.

Attendees are required to register in advance with the Buyer no later than three days in advance of the conference.

7. Respondents shall designate a contact person, with appropriate contact information, to address any questions concerning a proposal. The Respondents shall also state the name and title of individuals who will make final decisions regarding contractual commitments and have legal authority to execute the contract on the Respondent's behalf.

B. General Notifications

1. The City notifies all possible Respondents that no person shall be excluded from participation in, denied any benefits of, or otherwise discriminated against in connection with the award and performance of any contract on the basis of race, religious creed, color, national origin, ancestry, physical disability, sex, age, ethnicity, or on any other basis prohibited by law.
2. All Respondents shall comply with all applicable laws regarding equal employment opportunity and nondiscrimination.
3. All Respondents shall comply with the Americans with Disabilities Act (ADA) and all proposals and a subsequent contract, if any, shall include the following statement:

“The Respondent shall take the necessary actions to ensure its facilities are in compliance with the requirements of the Americans with Disabilities Act. It is understood that the program of the Respondent is not a program or activity of the City of Tulsa. The Respondent agrees that its program or activity will comply with the requirements of the ADA. Any costs of such compliance will be the responsibility of the Respondent. Under no circumstances will the Respondent conduct any activity which it deems to not be in compliance with the ADA.”
4. The City also notifies all Respondents that the City has the right to modify the RFP and the requirements herein, to request modified proposals from Respondents, and to negotiate with the selected Respondent on price and other contract terms, as necessary to meet the City's objectives.
5. Although it is the City's intent to choose only the most qualified Respondents, the City reserves the right to choose any number of qualified finalists for interview and/or for final selection. At the discretion of the City, one or more Respondents may be invited to be interviewed for purposes of clarification or discussion of the proposal.
6. This RFP does not commit the City to pay any costs incurred in the preparation of proposals, or in submission of a proposal, or the costs incurred in making necessary studies and designs for preparation thereof, or to contract for services or supplies necessary to respond. Any expenses incurred by the Respondent(s) in appearing for an interview or in any way in providing additional information as part of the response to this RFP(s) are

solely the responsibility of the Respondent. The City is not liable for any costs incurred by Respondents or any work performed by the Respondents prior to the approval of an executed contract by the City.

C. Projected Schedule

Schedule is subject to change

Description	Date
Mandatory Pre-Bid Conference and Site Visits	July 24, 2017
RFP responses due to City Clerk	Aug. 30 2017
Optional interviews and or presentations	2-3 weeks following bid opening
Negotiations or revised offers	2-3 weeks
Completed agreement	6-8 weeks
Seller deploys staff to sites for preparation to commence operation	Mid- December
Seller commences operation	January 1 2018

III. GENERAL DESCRIPTION AND BACKGROUND:

The City owns four, eighteen-hole golf courses. Two are located at Page Belcher Golf Course (Belcher), 6666 S. Union Avenue, and two are located at Mohawk Golf Course (Mohawk), 5323 E. 41st Street North.

The land for Belcher was initially reserved through the design and development of its surrounding residential subdivision. Many of the golf course fairways have homes adjacent to them. The terrain is rolling and heavily treed primarily with native Oak trees in the roughs and non-play areas. Belcher is located in the southwest area of the city with good access from the City's expressway system and State Highway 75. There is also a large shopping mall located approximately ½ mile southeast of the Page Belcher site.

The first course built at Belcher was Olde Page. It opened in 1977 and is 6,338 yards long. The greens on Olde Page were rebuilt in 2006. At that time, they were sodded with L-93 Bentgrass. A complete irrigation system was installed, as well as a Flowtronex PSI, Inc. Pump Station. The architect was Randy Heckenkemper. In the summer of 2010 the Bentgrass was removed from the greens and Champion Bermuda was installed.

Belcher's, Stone Creek course opened in 1987 and is 6,105 yards in length. The greens were rebuilt in 2003, planted with L93 Bentgrass, and a Toro irrigation system was installed as part of the renovation. Course shaping, new water features and cart path replacement were also included. Randy Heckenkemper was the architect for this renovation as well. In May of 2012, Stone Creek was converted to Champion Bermuda.

The two 18-hole Mohawk courses are located only a few minutes northeast of downtown, in the City's Mohawk Park. The nationally recognized Tulsa Zoo and Living Museum, Oxley Nature Center and numerous picnic areas together with the golf facilities make up this 2,800 acre park.

Having first opened in the 1930s, Mohawk is older than Belcher and somewhat flatter. A number of the holes are located in the flood plain of creeks which traverse the site. The Pecan Valley course is 5,288 yards long and was originally designed by Perry Maxwell. Woodbine is the second course at Mohawk and at 6,482 yards long it is the longest of all City courses.

Nine holes of the Pecan Valley course were redesigned and rebuilt in 2000 to serve the First Tee youth program. Southern Hills Country Club (SHCC) raised the money for this project which added new greens, irrigation, and a Teaching Center. The program is provided and managed by SHCC.

Renovation's for both Mohawk courses were completed in 2010 that included improvements to the short-order food service area at the Clubhouse. The irrigation booster pump station, which distributes water from the park's lagoon system rather than using City water, was also rebuilt. All of the greens are now covered in Champion Bermuda.

IV. CITY'S RIGHTS AND RESPONSIBILITIES

Both golf course complexes are currently leased to the Tulsa Public Facilities Authority (T.P.F.A.) by the City. The Lease Agreement enables the City to provide revenue bond financing for golf improvements.

Rights

Under the terms of the T.P.F.A. Lease Agreement, the City retains the responsibility to administer, operate, maintain and repair the golf courses on behalf of T.P.F.A. and mandates that all greens fees and other user fees and charges must be approved by T.P.F.A. Current authorization permits occasional discounting of greens fees up to 33%, at the discretion of the golf management service and with approval of the Park and Recreation Department Director. It is anticipated that the authorization for occasional discounting will remain in effect.

Responsibilities

The City will perform frequent, on-site reviews of the maintenance and guest service programs. Monthly meetings will be scheduled with the Seller to review performance of services.

The City will authorize the Seller to use all City owned golf facilities including the golf courses, cart barns, maintenance buildings and clubhouses, including clubhouse food service equipment and furniture.

The City will permit the Seller to use its existing golf maintenance equipment. It is expected that the Seller will keep all maintenance equipment in good working order if used in the maintenance program. No payment will be required for use of the equipment; however, at the termination of the agreement, the equipment must be in good working order and with a monetary value consistent with a pre-determined depreciation schedule, such schedule to be agreed to by both parties at the initiation of the agreement.

The City will continue to hold title and/or ownership to all items, therefore none of the items may be sold, donated or used as a trade-in without the City's approval.

A list of existing maintenance equipment is available to potential Respondents by request.

V. FINANCIAL SUMMARY

During the last 5 years expenses have exceeded revenue. The recent increase in rounds may be partially attributed to the closings of two area courses.

Table 1- Rounds, Revenues, and Expenses

	2012	2013	2014	2015	2016
Rounds	107,933	99,113	99,544	90,480	110,951
Revenue	\$2,548,525	\$2,509,171	\$2,604,881	\$2,409,507	\$2,824,436
Expenses	\$3,262,287	\$3,150,442	\$2,868,113	\$2,704,093	\$2,746,622

Revenue from greens fees and guest services is retained by the City. The current golf course management firm collects the fees for the City, and deposits them into the city golf account each day.

Table 2-Utility Costs

	2012	2013	2014	2015	2016
Electric	\$78,599	\$69,445	\$60,157	\$43,575	\$44,500
Gas	\$13,627	\$13,408	\$14,335	\$10,396	\$7,106
Water	\$314,116	\$353,959	\$191,641	\$169,583	\$184,853

Table 3- Current Course Rates

Belcher	Walking		Riding	
	Weekdays	Weekends & Holidays	Weekdays	Weekends & Holidays
Open - 1pm	\$23	\$28	\$37	\$42
Twilight (After 1pm)	\$17	\$17	\$31	\$31
Senior (55+)	\$14	\$14*	\$28	\$28*
Junior (17-)	\$12	\$12*	\$26	\$26*
Advantage Card	\$19	\$22	\$33	\$36
Twilight Advantage Card (After 11am)	\$13	\$13	\$27	\$27
Senior Advantage Card	\$12	\$12*	\$19	\$19*

Mohawk	Walking Weekdays	Weekends & Holidays	Riding Weekdays	Weekends & Holidays
Open - 1pm	\$18	\$22	\$32	\$36
Twilight (After 1pm)	\$13	\$13	\$27	\$27
Senior (55+)	\$12	\$12*	\$26	\$26*
Junior (17-)	\$10	\$10*	\$24	\$24*
Advantage Card	\$14	\$17	\$28	\$31
Twilight Advantage Card (After 11am)	\$10	\$10	\$24	\$24
Senior Advantage Card	\$10	\$10*	\$17	\$17*

*After 1: PM

VI. SCOPE OF WORK

- A.** The Seller shall provide all grounds maintenance services at the golf courses on both play and non-play areas, landscape features and trees, consistent with maintenance practices at high-end, municipal golf courses, providing quality, golf experiences.
- B.** The Seller shall provide nominal maintenance to buildings, facilities, and utility systems including but not limited to:
1. interior painting;
 2. clearing of clogged sewer lines, repair of toilet, flush mechanisms; lavatory fixture maintenance / replacement;
 3. water fountain repair;
 4. carpet cleaning and replacement;
 5. general cleaning of walks and parking lots;
 6. light bulb/ballast replacement;
 7. door and lock maintenance;
 8. overhead door / door opener repair;
 9. minor roof repairs;
 10. gutter cleaning;
 11. daily custodial maintenance;
 12. window cleaning;
 13. provision and operation of electronic security systems;
 14. HVAC preventive maintenance and filter replacement;

15. snow removal from roads, parking areas, walks, cart paths, decks and other areas.
- C. The Seller shall maintain irrigation systems including but not limited to:
 1. distribution lines originating at the booster pump station and on through the course, including all joints and spray heads;
 2. maintenance and operation of irrigation control system including associated computer;
 3. operate and provide necessary service on irrigation booster pump station. (The City is responsible for meter and line bringing water to the pump station)
 - D. The Seller must use individuals or service companies with appropriate licenses when performing trades-related maintenance and must adhere to all local, state and federal regulations.
 - E. The Seller shall provide guest services including scheduling play on the courses- for individual tee times and group events; collecting greens fees; managing play; operating retail shops; providing food and beverage service; providing golf carts and driving ranges.
 - F. The Seller shall provide beverage services. At present, no intoxicating beverages may be sold or dispensed that have alcohol content in excess of 3.2%.
 1. Near future beverage sales may include small concentrations of "strong beer" to be sold.
 2. No glass bottles are permitted on the golf courses for any beverage.
 - G. The Seller shall implement and manage a marketing program with the goal of improving the number of paid rounds and revenue at the courses.
 - H. The Seller shall permit the City of Tulsa, Park and Recreation Department free use of the courses on a limited basis to provide programing at Belcher and/ or Mohawk to the local high schools' competitive golf program- both limited practice and matches (spring). The Seller will coordinate with the Park and Recreation Department in accommodating and scheduling these responsibilities of the schools with approval by the Park and Recreation Department.
 - I. The Seller shall accommodate operation and promotion of The First Tee Program, which is sponsored by Southern Hills Country Club with assistance from the Park and Recreation Department. Accommodations for the program include:
 1. scheduling Tee times;
 2. and administrating driving range privileges.
 - J. The Seller shall manage operation of Foot –Golf program.
 - K. During performance of maintenance and guest services functions, the Seller shall:

1. Provide appropriate staff and equipment for performance of both maintenance and guest services.
 2. Provide necessary maintenance, and record keeping on all equipment.
 3. Insure that all employees and/or contract labor are legally permitted to work in the United States and the State of Oklahoma. Documentation for all persons who have worked or are working on the golf courses, during the duration of the City / Seller agreement, must be on file at the Seller's local office and available for inspection during normal business hours.
 4. Insure that all employees, whether working in guest services or maintenance, are dressed in appropriate clothing while on the job (uniforms required for maintenance personnel).
 5. Adhere to City, State of Oklahoma and federal requirements for environmental protection. The Seller must insure that all chemical applicators are licensed by the State of Oklahoma.
 6. The Seller must comply with all City ordinances and State and Federal laws.
- L.** The Seller will not be required to assume any of T.P.F.A.'s indebtedness associated with the golf courses. Reporting Requirements
- M.** The Seller shall submit monthly reports to the City's contract representative, showing:
1. all revenue and fees collected, with detailed information on the revenue source;
 2. all expenses with detailed information on where costs were applied.
 3. figures on rounds played by each fee type at each, 18 hole course.
- N.** A year-end report shall be submitted to the Director, summarizing the information contained in the monthly reports. The annual report should show:
1. profit / loss for the respective service functions and an overall profit / loss figure.
 2. The reporting period will be the same as the City's fiscal year, July 1 through June 30.
 3. If a service provider begins providing services midway through the City's fiscal year, a year-end report must be provided covering the initial service period.
 4. An annual audit by an independent accounting firm will also be required.

- O. Monthly reports will be due by the 10th day of each month for the preceding month. The year-end report is due on the 10th of August for the preceding fiscal year.

VII. **DELIVERABLES:**

The products, reports, and plans to be delivered to the City will include:

A. Operations Plan

In the proposal the Respondents should indicate, with sufficient detail, how the following services or functions will be implemented:

1. **Maintenance of the golf courses.** The proposal must include a detailed description of work functions proposed by season of the year for greens, tees, fairways, roughs, water features, hazards, trees, landscape features, buildings, roads and parking areas, irrigation system, utility systems and related equipment and non-play areas.
2. **Staffing of the golf courses.** The proposal must include numbers of staff by job type (management, supervision, labor and specialized or skilled personnel) and by season. Qualifications (golf management experience and education) of proposed project managers should be provided.
3. **Maintenance Equipment.** The proposal must include types and quantities of maintenance equipment used to maintain grounds and facilities.
4. **Servicing of Maintenance Equipment.** The proposal must include a detailed preventative maintenance service and repair plan for maintenance equipment.
5. **Managing play on the courses.** The proposal must include detailed plans for booking patron play or tee time reservation process, starting patron or small group play, and marshalling play activity.
6. **Management of group play.** The proposal must include detailed plans for accommodating special event or large group play. The plan shall be comprehensive.
7. **Retail operations.** The proposal must include detailed plans for sales and promotion of merchandise. The plan shall describe merchandise by category and list expected inventory levels, costs, and method used to manage stock levels, obsolescence, spoilage, and pilferage.
8. **Food and beverage services.** The proposal shall describe plans to promote and operate existing food and beverage services.
9. **Driving-range operations.** The proposal must include a detailed plan that sustains and promotes use of the driving ranges.

10. Golf cart services. The proposal must include each process necessary to furnish use of carts to patrons and maintain or repair the carts.

11. Golf lessons. The proposal must include plans for individual and group instruction sessions.

12. Foot-Golf program oversight

B. At time of contract signing, the Seller must provide City with the following:

1. Certificate of General Liability insurance for the Courses with a bodily injury and property damage combined single limit of not less than \$1,000,000 each occurrence, naming City and T.P.F.A as additional insureds.
2. Workers Compensation insurance and employer's liability insurance that meet Oklahoma statutory requirements.
3. Seller must provide certificates of insurance showing full compliance herewith as approved by the Tulsa City Attorney and filed with the Tulsa City Clerk.
4. Insurance for Crime, Theft and Forgery with a coverage limit of not less than \$1,000,000.00 with a deductible of no more than \$10,000.00. This policy shall name the City and T.P.F.A. as additional insureds.

VIII. RESPONDENT AND PROPOSAL REQUIREMENTS

To be considered, interested Respondents should submit or address the following:

- A.** One (1) unbound original and four (4) bound copies of the proposal plus one (1) electronic copy.
- B.** It is noted that equipment, material and staff to complete the proposal shall be provided by the Respondent.
- C.** Information indicating the Respondent's financial status.
- D.** Respondent's proposal shall include a description of the qualifications and experience and that of key personnel assigned to this project (and that of each Respondent proposed as part of the team) including the following:
 1. Ten years of experience by the firm submitting the proposal, in contract, golf course management, having managed both guest services and maintenance services in a multi-course facility.
 2. All previous and current service agreements shall be referenced including names and contact phone numbers / e-mail addresses of course owner representatives.

3. Information that establishes the ability of the Respondent to manage, operate and/or maintain four, 18 hole golf courses.
 4. Any previous and pending litigation against Respondent.
 5. Names, addresses and phone numbers of Respondent's corporate executives and a listing of all board members.
 6. On - Site manager resume' and those of key support personnel
 7. Marketing, Revenue, and Fund-Raising Ideas. How fund-raising would benefit golf operations.
 8. Areas or ideas for needed improvements to the golf courses and / or facilities.
 9. Champion Bermuda Grass management philosophy.
- E. A description of previous projects that Respondent has conducted for organizations of similar size and complexity. Provide contact names and telephone numbers of references from these organizations.
- F. To ensure that this project is completed in a timely manner, the City requires that the selected Respondent perform steps concurrently to expedite results and recommendations, as feasible.

IX. EVALUATION OF PROPOSALS:

A panel consisting of not less than six City employees will evaluate proposals. Final selection shall be the sole determination of the City, and if a selection is made it will be to the Respondent whose proposal is determined to be in the best interests of the City. The approval of the selected Respondent will be subject to the final determination of the City and will be contingent on the successful completion of a contract between the City and the selected Respondent(s).

- A. The proposals will be evaluated on the following criteria and weighted as shown:
1. 30%- Completeness and thoroughness of response to items requested in Submission of Proposals, Operations Plan.
 2. 30%- Respondent's experience in managing golf courses and comments of previous and present course owners; qualifications of proposed project staff.
 3. 10%- Respondent's financial strength and ability to perform the requested services.
 4. 30%- Financial benefit to the City as provided in response to Submission of Proposals, Summary Price Sheet

X. TIME FRAME FOR REVIEW:

The processes to review proposals, conduct interviews, and select the final Seller is expected to take from six (6) to eight (8) weeks. Additional time may be warranted depending on the number of proposals submitted.

XI. AWARD OF PROPOSALS:

A. Per Tulsa Revised Ordinances (TRO) Title 6, Chapter 4, in addition to Price, these factors may be considered in the evaluation and award of proposals:

1. The ability, capacity and skill of the Respondent to perform the contract or provide the service required,
2. Whether the Respondent can perform the contract or begin providing the service within the time specified, without delay or interference,
3. The character, integrity, reputation, judgment, experience and efficiency of the Respondent,
4. The previous and existing compliance by the Respondent with laws and ordinances relating to the contract or service,
5. The sufficiency of the financial resources and ability of the Respondent to perform the contract or provide the service,
6. The recommendation of the evaluation committee.

XII. MISCELLANEOUS

- A.** The City expects to enter into a written Agreement (the "Agreement") with the chosen Respondent that shall incorporate this RFP and your proposal. Further, Respondent will be bound to comply with the provisions set forth in this RFP. In addition to any terms and conditions included in this RFP, the City may include in the Agreement other terms and conditions as deemed necessary. Your response to this RFP and any subsequent correspondence related to this proposal process will be considered part of the Agreement, if one is awarded to you.
- B.** All data included in this RFP, as well as any attachments, are proprietary to the City's.
- C.** The use of the City's name in any way as a potential customer is strictly prohibited except as authorized in writing by the City.
- D.** Your proposal must clearly indicate the name of the responding organization, including the Respondent's e-mail address and web site information, if applicable, as well as the name, address, telephone number and e-mail address of the organization's primary contact for this proposal. Your proposal must include the name, address, telephone number and e-

mail address of the Respondent and/or team of Respondents assigned to the City account.

- E. The City assumes no responsibility or liability for any costs you may incur in responding to this RFP, including attending meetings or contract negotiations.
- F. The City is bound to comply with Oklahoma's Open Records Act, and information submitted with your proposal, with few exceptions, is a matter of public record. For specifics, see the provisions of the City Open Records Policy, available via the following link:

www.cityoftulsa.org/OurCity/documents/OpenRecordsActPolicy.pdf

The City shall not infringe upon any intellectual property right of any Respondent, but specifically reserves the right to use any concept or methods contained in the proposal. Any desired restrictions on the use of information contained in the proposal should be clearly stated. Responses containing your proprietary data shall be safeguarded with the same degree of protection as the City's own proprietary data. All such proprietary data contained in your proposal must be clearly identified. The City shall not be under any obligation to return any materials submitted in response to this RFP.

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NON-COLLUSION AFFIDAVIT

(Required by Oklahoma law, 74 O.S. §85.22-85.25)

STATE OF _____)

)ss.

COUNTY OF _____)

I, _____, of lawful age, being first duly sworn, state that:

(Seller's Authorized Agent)

1. I am the authorized agent of Seller herein for the purposes of certifying facts pertaining to the existence of collusion between and among Respondents and municipal officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the proposal to which this statement is attached.
2. I am fully aware of the facts and circumstances surrounding the making of Seller's Proposal to which this statement is attached, and I have been personally and directly involved in the proceedings leading to the submission of such proposal; and
3. Neither the Seller nor anyone subject to the Seller's direction or control has been a party:
 - a. to any collusion among Respondents in restraint of freedom of competition by agreement to respond at a fixed price or to refrain from responding,
 - b. to any collusion with any municipal official or employee as to quantity, quality, or price in the prospective contract, or as to any other terms of such prospective contract, nor
 - c. in any discussions between Respondents and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract.

By: _____

Signature

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20_____.

Notary Public

My Commission Expires: _____

Notary Commission Number: _____

The Affidavit must be signed by an authorized agent and notarized

INTEREST AFFIDAVIT

STATE OF _____)

)ss.

COUNTY OF _____)

I, _____, of lawful age, being first duly sworn, state that I am the agent authorized by Seller to submit the attached Proposal. Affiant further states that no officer or employee of the City of Tulsa either directly or indirectly owns a five percent (5%) interest or more in the Respondent's business or such a percentage that constitutes a controlling interest. Affiant further states that the following officers and/or employees of the City of Tulsa own an interest in the Respondent's business which is less than a controlling interest, either direct or indirect.

By: _____

Signature

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20____.

Notary Public

My Commission Expires: _____

Notary Commission Number: _____

The Affidavit must be signed by an authorized agent and notarized

AFFIDAVIT OF CLAIMANT

STATE OF _____)

)ss.

COUNTY OF _____)

The undersigned person, of lawful age, being first duly sworn on oath, says that all invoices to be submitted pursuant to this agreement with the City of Tulsa will be true and correct. Affiant further states that the work, services or material furnished will be completed or supplied in accordance with the plans, specifications, orders, requests or contract furnished or executed by the affiant. Affiant further states that (s)he has made no payment directly or indirectly to any elected official, officer or employee of the City of Tulsa or of any public trust where the City of Tulsa is a beneficiary, of money or any other thing of value to obtain payment of the invoice or procure the contract or purchase order pursuant to which an invoice is submitted. Affiant further certifies that (s)he has complied with all applicable laws regarding equal employment opportunity.

Company: _____

Remit to
Address: _____

City, State
Zip: _____

Phone: _____

Name (print): _____

Signature: _____

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20____.

Notary Public

My commission expires: _____

My commission number: _____

**The Affidavit must be signed by an authorized agent and
notarized**

RESPONDENT INFORMATION SHEET

Respondent's Legal Name: _____

(Must be Respondent's company name exactly as reflected on its organizational documents, filed with the state in which Respondent is organized; not simply a DBA.)

State of Organization: _____

Respondent's Type of Legal Entity: (check one)

- | | |
|--|--|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Limited Liability Company |
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Limited Liability Partnership |
| <input type="checkbox"/> Corporation | |
| <input type="checkbox"/> Limited Partnership | <input type="checkbox"/> Other: _____ |

Address: _____

Street City State Zip

Website Address: _____ **Email Address:** _____

Sales Contact:

Name: _____

Street: _____

City: _____

State: _____

Phone: _____

Fax: _____

Email: _____

Legal or Alternate Sales Contact:

Name: _____

Street: _____

City: _____

State: _____

Phone: _____

Fax: _____

Email: _____

Price Sheet Summary

Period	Cost	Period	Cost
Year 1		Year 6	
Year 2		Year 7	
Year 3		Year 8	
Year 4		Year 9	
Year 5		Year 10	

Summary must include all costs and be followed by supporting fees and charges described in detail.

Company Name: _____

Date: _____

Signature: _____

Name Printed: _____

Title: _____

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City of Tulsa General Contract Terms

It is anticipated that the City of Tulsa will enter into an Agreement with the selected Respondent for an initial term ending one (1) year from the date of its execution by the City's Mayor, with nine (9) one-year renewals available at the option of the City. Agreements entered into by the City of Tulsa generally include, but are not limited to, the following terms:

1. **Renewals.** Seller understands and acknowledges that any future contracts or renewals are neither automatic nor implied by this Agreement. The continuing purchase by City of the Services set forth in this Agreement is subject to City's needs and to City's annual appropriation of sufficient funds in City's fiscal year (July 1st to June 30th) in which such Services are purchased. In the event City does not appropriate or budget sufficient funds to perform this Agreement, this Agreement shall be null and void without further action by City.
2. **No Indemnification or Arbitration by City.** Seller understands and acknowledges that City is a municipal corporation that is funded by its taxpayers to operate for the benefit of its citizens. Accordingly, and pursuant to Oklahoma law, City shall not indemnify nor hold Seller harmless for loss, damage, expense or liability arising from or related to this Agreement, including any attorneys' fees and costs. In addition, Seller shall not limit its liability to City for actual loss or direct damages for any claim based on a breach of this Agreement and the documents incorporated herein. City reserves the right to pursue all legal and equitable remedies to which it may be entitled. City will not agree to binding arbitration of any disputes.
3. **Intellectual Property Indemnification by Seller.** Seller agrees to indemnify, defend, and save harmless City and its officers, employees and agents from all suits and actions of every nature brought against them due to the use of patented, trademarked or copyright-protected appliances, products, materials or processes provided by Seller hereunder. Seller shall pay all royalties and charges incident to such patents, trademarks or copyrights.
4. **General Liability.** Seller shall hold City harmless from any loss, damage or claims arising from or related to the performance of the Agreement herein. Seller must exercise all reasonable and customary precaution to prevent any harm or loss to all persons and property related to this Agreement.
5. **Liens.** Pursuant to City's Charter (Art. XII, §5), no lien of any kind shall exist against any property of City. Seller agrees to indemnify and hold the City harmless from all claims, demands, causes of action or suits of whatever nature arising out of the services, labor, and material furnished by Seller or Seller's subcontractors under the scope of this Agreement.
6. **No Confidentiality.** Seller understands and acknowledges that City is subject to the Oklahoma Open Records Act (51 O.S. §24A.1 *et seq.*) and therefore cannot assure the confidentiality of contract terms or other information provided by Seller pursuant to this Agreement that would be inconsistent with City's compliance with its statutory requirements there under.

7. **Compliance with Laws.** Seller shall be responsible for complying with all applicable federal, state and local laws, regulations and standards. Seller is responsible for any costs of such compliance. Seller shall take the necessary actions to ensure its operations in performance of this contract and employment practices are in compliance with the requirements of the Americans with Disabilities Act. Seller certifies that it and all of its subcontractors to be used in the performance of this agreement are in compliance with 25 O.S. Sec. 1313 and participate in the Status Verification System. The Status Verification System is defined in 25 O.S. Sec. 1312 and includes, but is not limited to, the free Employee Verification Program (E-Verify) available at www.dhs.gov/E-Verify.
8. **Right to Audit.** The parties agree that books, records, documents, accounting procedures, practices, price lists or any other items related to the Services provided hereunder are subject to inspection, examination, and copying by City or its designees. Seller shall retain all records related to this Agreement for the duration of the term of this Agreement and a period of three years following completion and/or termination of the contract. If an audit, litigation or other action involving such records begins before the end of the three year period, the records shall be maintained for three years from the date that all issues arising out of the action are resolved or until the end of the three year retention period, whichever is later.
9. **Governing Law and Venue.** This Agreement is executed in and shall be governed by and construed in accordance with the laws of the State of Oklahoma without regard to its choice of law principles, which shall be the forum for any lawsuits arising under this Agreement or incident thereto. The parties stipulate that venue is proper in a court of competent jurisdiction in Tulsa County, Oklahoma and each party waives any objection to such venue.
10. **No Waiver.** A waiver of any breach of any provision of this Agreement shall not constitute or operate as a waiver of any other provision, nor shall any failure to enforce any provision hereof operate as a waiver of the enforcement of such provision or any other provision.
11. **Entire Agreement/No Assignment.** This Agreement and any documents incorporated herein constitute the entire agreement of the parties and supersede any and all prior agreements, oral or otherwise, relating to the subject matter of this Agreement. This Agreement may only be modified or amended in writing and signed by both parties. Notwithstanding anything to the contrary herein, the City does not agree to the terms of any future agreements, revisions or modifications that may be required under this Agreement unless such terms, revisions or modifications have been reduced to writing and signed by both parties. Seller may not assign this Agreement or use subcontractors to provide the Goods and/or Services without City's prior written consent. Seller shall not be entitled to any claim for extras of any kind or nature.
12. **Equal Employment Opportunity.** Seller shall comply with all applicable laws regarding equal employment opportunity and nondiscrimination.
13. **No Change in Service Provider Principals / Owners.** The City of Tulsa will have the right to immediately terminate the Agreement should there be changes in the principals and/or owners of the firm who were in place when the Agreement was executed.

The undersigned Respondent agrees to the inclusion of the above provisions, among others, in any contract with the City of Tulsa.

Company Name: _____

Date: _____

Signature: _____

Name Printed: _____

Title: _____

Staffing Details

Page Belcher

Position	Type	In-Season Count	Off-Season Count
General Manager	Full time, Salaried	1	1
Assistant General Manager	Full time, Salaried	1	1
Head Professional	Full time, Salaried	1	1
Sales Coordinator	Full time, Hourly	1	1
Attendants	Part time, Hourly	4 to 6	2 to 4
Outside staff	Part time, Hourly	10 to 2	4 to 6
Food and Beverage Manager	Full time, Hourly (shared across both facilities)	1	1
Food and Beverage Servers/Beverage Cart	Part time, Hourly	6 to 8	2
Superintendent	Full time, Salaried	1	1
Assistant Superintendents	Full time, Hourly	2	2
Mechanic	Full time, Hourly	1	1
Maintenance Crew	Part time, Hourly	up to 14	2 to 3

Mohawk Park

Position	Type	In-Season Count	Off-Season Count
Assistant Professional	Full time, Hourly	1	
Attendants	Part time, Hourly	4 to 6	1 to 2
Outside staff	Part time, Hourly	6 to 8	2 to 3
Food and Beverage Servers/Beverage Cart	Part time, Hourly	4 to 6	2 to 3
Superintendent	Full time, Salaried	1	1
Assistant Superintendents	Full time, Hourly	1	1
Mechanic	Full time, Hourly	1	1
Maintenance Crew	Part time, Hourly	12 to 14	2 to 3

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2015

Budget Fiscal Year	July 7/31/2014 2015	August 8/31/2014 2015	September 9/30/2014 2015	October 10/31/2014 2015	November 11/30/2014 2015	December 12/31/2014 2015	January 1/31/2015 2015	February 2/28/2015 2015	March 3/31/2015 2015	April 4/30/2015 2015	May 5/31/2015 2015	June 6/30/2015 2015	Totals
Rounds													
Rounds - Member	460	426	448	485	250	228	234	199	345	390	253	351	4,069
Rounds - Outing	153	148	205	486	91	1	-	160	213	166	60	152	1,835
Rounds - Public	3,548	3,397	3,181	2,568	1,298	663	1,178	901	2,476	2,951	2,230	3,966	28,357
Total Rounds	4,161	3,971	3,834	3,539	1,639	892	1,412	1,260	3,034	3,507	2,543	4,469	34,261
Revenue													
Green Fees	36,762	40,393	39,092	28,196	13,984	6,711	12,472	11,024	26,428	32,222	22,871	41,900	312,054
Cart Fees	27,444	30,209	28,198	23,551	11,393	5,416	9,026	7,713	19,427	23,034	15,726	29,789	230,926
Driving Range	1,217	1,660	1,551	1,408	626	359	896	554	1,550	1,718	1,344	2,025	14,906
Golf Cards/Passes	7,060	1,494	342	799	32	3,575	10,077	1,659	11,784	5,901	1,724	5,272	49,720
Pro Shop Sales	5,284	5,614	5,774	4,152	2,329	1,026	1,623	1,431	3,889	5,055	3,203	6,440	45,819
Food (Food & Soft Drinks)	7,050	8,606	6,309	5,752	2,626	1,008	2,141	2,022	5,857	6,345	5,038	9,662	62,416
Beverages (Alcohol)	4,492	4,910	4,505	2,836	1,422	470	801	771	2,719	3,803	3,561	6,745	37,034
Other Food & Beverage Revenue	0	(30)	(27)	0	95	(74)	0	0	0	0	41	46	51
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	69	270	170	152	91	0	14	11	177	182	141	376	1,653
Clinic / School Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues Income - Monthly Dues	0	0	0	0	0	0	0	0	0	0	0	0	0
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Income and Discounts	(318)	93	128	54	58	(33)	(2)	43	(2)	30	73	70	193
Total Revenue	89,059	93,218	86,041	66,899	32,656	18,459	37,047	25,228	71,829	78,289	53,722	102,325	754,773
Cost of Sales													
COGS - Pro Shop	3,990	3,884	3,670	2,678	1,979	688	4,324	949	(2,199)	2,765	2,011	5,525	30,266
COGS - Food	1,314	1,516	1,645	1,430	623	518	498	661	1,081	1,322	1,047	1,693	13,347
COGS - Non-Alcoholic Beverages	1,308	1,754	1,192	1,179	413	235	408	328	809	1,483	651	2,007	11,768
COGS - Alcohol	1,357	1,441	1,336	929	396	140	245	229	629	1,221	1,120	2,205	11,449
Total Cost of Sales	7,969	8,594	7,842	6,217	3,412	1,581	5,476	2,167	520	6,792	4,830	11,430	66,830
GROSS INCOME	81,091	84,624	78,198	60,683	29,244	16,877	31,571	23,061	71,309	71,497	48,893	90,895	687,943
Labor													
Golf Operation Labor	10,838	12,613	11,516	10,399	6,518	6,824	3,927	7,077	8,222	11,075	10,847	12,642	112,499
General and Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance and Landscaping	23,233	27,516	18,935	20,877	15,609	14,556	13,416	14,412	14,067	21,055	24,326	31,079	239,081
F&B	2,727	3,998	3,546	3,325	1,237	1,539	186	1,604	1,886	2,895	3,155	4,857	30,955
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Direct Labor	36,799	44,127	33,997	34,601	23,364	22,919	17,529	23,093	24,175	35,024	38,327	48,578	382,534
Total Payroll Taxes	4,057	4,816	3,742	3,758	2,443	2,237	1,795	2,285	2,359	3,391	3,713	4,729	39,325
Total Medical/Health Benefits	714	902	1,966	363	795	1,550	2,724	1,947	(165)	1,849	1,849	1,849	16,340
Total Workmans Comp	331	1,379	1,379	1,379	1,379	1,379	2,308	(2)	1,153	1,153	1,153	1,153	14,146
Total Payroll Burden	5,102	7,097	7,087	5,500	4,617	5,166	6,827	4,230	3,347	6,393	6,715	7,731	69,812
Total Labor	41,901	51,224	41,084	40,101	27,981	28,086	24,356	27,323	27,522	41,417	45,043	56,309	452,346
Other Operational Expenses													
Golf Ops	160	417	5,110	442	11	263	70	1,190	2,701	2,216	1,364	431	14,373
G&A	17,796	19,036	15,400	14,994	13,931	14,303	13,543	12,292	15,299	14,011	15,045	14,972	180,621
Maintenance	21,730	31,864	22,431	11,750	6,071	4,670	(5,903)	18,347	13,977	13,407	19,397	15,003	172,745
F&B	1,491	513	631	1,076	632	116	373	296	574	668	510	8,373	
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	1,217	1,513	915	2,145	651	1,247	708	1,831	1,215	1,681	690	2,061	15,876

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2015

Budget Fiscal Year	July 7/31/2014 2015	August 8/31/2014 2015	September 9/30/2014 2015	October 10/31/2014 2015	November 11/30/2014 2015	December 12/31/2014 2015	January 1/31/2015 2015	February 2/28/2015 2015	March 3/31/2015 2015	April 4/30/2015 2015	May 5/31/2015 2015	June 6/30/2015 2015	Totals
Golf Cart Leases	6,680	6,680	6,312	6,312	6,312	6,312	6,312	12,624	0	6,312	6,312	6,312	76,479
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	0	0	0	0	0	0	0	0	0	0
Insurance - P&C	2,178	2,178	2,178	2,178	2,178	2,178	1,521	3,387	2,454	2,454	2,454	2,454	27,792
Total Other Operational Expenses	51,252	62,201	52,997	38,452	30,230	29,089	16,625	49,967	37,119	40,654	45,930	41,744	496,259
Total Expenses	93,153	113,425	94,081	78,553	58,211	57,175	40,981	77,290	64,641	82,071	90,973	98,053	948,605
EBITDAR	(12,062)	(28,800)	(15,883)	(17,870)	(28,967)	(40,297)	(9,410)	(54,229)	6,668	(10,574)	(42,080)	(7,158)	(260,662)
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	(12,062)	(28,800)	(15,883)	(17,870)	(28,967)	(40,297)	(9,410)	(54,229)	6,668	(10,574)	(42,080)	(7,158)	(260,662)
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	0	0	19,467	65,115	0	0	0	0	0	0	0	0	84,582
Total Interest Expense	0	0	19,467	65,115	0	0	0	0	0	0	0	0	84,582
Net Income	(12,062)	(28,800)	(35,349)	(82,985)	(28,967)	(40,297)	(9,410)	(54,229)	6,668	(10,574)	(42,080)	(7,158)	(345,244)

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2016

Budget Fiscal Year	July 7/31/2015 2016	August 8/31/2015 2016	September 9/30/2015 2016	October 10/31/2015 2016	November 11/30/2015 2016	December 12/31/2015 2016	January 1/31/2016 2016	February 2/28/2016 2016	March 3/31/2016 2016	April 4/30/2016 2016	May 5/31/2016 2016	June 6/30/2016 2016	Totals
Rounds													
Rounds - Member	364	419	387	410	214	190	142	230	267	313	303	331	3,570
Rounds - Outing	75	-	502	276	-	-	-	4	83	232	87	239	1,498
Rounds - Public	4,129	4,439	4,136	3,662	1,942	1,555	1,207	2,119	2,780	4,102	4,061	4,529	38,661
Total Rounds	4,568	4,858	5,025	4,348	2,156	1,745	1,349	2,353	3,130	4,647	4,451	5,099	43,729
Revenue													
Green Fees	40,376	47,744	51,880	37,685	17,626	14,445	12,784	22,068	29,003	41,655	43,471	48,265	407,004
Cart Fees	28,773	33,251	33,575	26,549	13,252	10,387	9,358	16,470	21,291	30,017	31,456	35,008	289,386
Driving Range	1,870	2,159	2,291	1,602	898	554	968	1,330	1,582	2,434	2,182	2,011	19,879
Golf Cards/Passes	4,482	3,546	3,227	1,622	0	0	10,204	6,639	10,668	9,204	3,574	4,021	57,187
Pro Shop Sales	5,550	6,242	7,081	4,075	2,149	3,741	1,416	2,962	3,402	5,251	5,421	7,457	54,748
Food (Food & Soft Drinks)	9,656	9,109	9,190	6,547	2,756	2,163	1,777	3,386	4,692	7,753	7,933	11,284	76,247
Beverages (Alcohol)	5,432	5,647	6,290	4,222	1,478	903	1,222	1,925	2,533	5,475	5,445	7,840	48,414
Other Food & Beverage Revenue	29	0	0	(41)	0	0	0	0	0	29	(33)	(16)	(32)
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	431	318	320	243	119	36	55	97	280	277	337	340	2,853
Clinic / School Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues Income - Monthly Dues	0	0	0	0	0	0	0	0	0	0	0	0	0
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Income and Discounts	93	107	119	7	(90)	65	27	42	97	15	140	98	720
Total Revenue	96,692	108,123	113,974	82,510	38,187	32,294	37,811	54,919	73,549	102,111	99,927	116,308	956,406
Cost of Sales													
COGS - Pro Shop	3,413	3,592	4,621	2,690	671	3,406	2,175	1,623	3,495	4,094	1,707	3,993	35,480
COGS - Food	1,714	1,751	1,706	1,488	558	559	458	651	1,017	1,445	1,748	1,589	14,684
COGS - Non-Alcoholic Beverages	1,981	1,123	1,152	1,464	665	383	451	1,129	889	1,438	1,407	2,019	14,101
COGS - Alcohol	1,825	1,911	1,975	1,434	570	301	466	650	958	1,885	1,878	2,881	16,733
Total Cost of Sales	8,933	8,377	9,454	7,076	2,465	4,649	3,550	4,053	6,359	8,861	6,741	10,482	80,999
GROSS INCOME	87,759	99,746	104,520	75,434	35,722	27,644	34,261	50,866	67,190	93,251	93,186	105,826	875,407
Labor													
Golf Operation Labor	14,255	12,793	11,142	9,094	7,128	6,442	5,073	6,597	8,504	11,017	12,175	12,737	116,956
General and Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance and Landscaping	27,211	29,026	22,908	20,520	15,463	17,575	15,133	16,441	16,846	18,042	23,418	25,174	247,757
F&B	4,895	4,094	3,840	3,275	1,769	1,184	639	1,246	1,904	3,166	3,990	6,490	36,493
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Direct Labor	46,362	45,912	37,890	32,889	24,361	25,201	20,845	24,284	27,253	32,226	39,583	44,401	401,206
Total Payroll Taxes	4,413	4,075	3,426	2,899	2,065	2,045	2,270	2,450	2,825	3,633	3,300	4,178	37,578
Total Medical/Health Benefits	2,398	674	2,427	2,624	1,784	2,824	(525)	1,858	2,467	2,448	(782)	963	19,161
Total Workmans Comp	1,153	1,153	1,153	1,153	1,153	1,153	1,221	1,221	1,221	1,221	1,221	1,221	14,244
Total Payroll Burden	7,964	5,901	7,006	6,677	5,001	6,023	2,965	5,530	6,513	7,302	3,739	6,362	70,984
Total Labor	54,326	51,814	44,896	39,565	29,362	31,224	23,810	29,813	33,766	39,527	43,322	50,763	472,189
Other Operational Expenses													
Golf Ops	3,251	620	2,420	366	(502)	(1,491)	722	342	965	367	3,059	992	11,112
G&A	19,646	18,540	15,265	14,369	16,363	14,455	13,104	11,839	16,291	14,494	15,824	25,532	195,721
Maintenance	22,388	32,711	19,267	15,744	4,028	2,010	4,344	6,837	15,548	27,071	38,091	13,637	201,676
F&B	2,947	626	597	1,116	500	(916)	564	608	866	406	2,041	1,011	10,365
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	1,001	2,701	2,271	558	402	2,048	1,843	1,328	1,525	1,627	1,118	1,487	17,907

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2016

Budget Fiscal Year	July 7/31/2015 2016	August 8/31/2015 2016	September 9/30/2015 2016	October 10/31/2015 2016	November 11/30/2015 2016	December 12/31/2015 2016	January 1/31/2016 2016	February 2/28/2016 2016	March 3/31/2016 2016	April 4/30/2016 2016	May 5/31/2016 2016	June 6/30/2016 2016	Totals
Golf Cart Leases	12,081	12,081	12,081	0	0	0	0	0	0	12,081	12,081	12,081	72,489
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	0	0	0	0	0	0	0	0	0	0
Insurance - P&C	2,454	2,454	2,454	2,454	2,454	2,454	2,211	2,211	2,211	2,211	2,211	2,211	27,993
Total Other Operational Expenses	63,769	69,734	54,355	34,607	23,246	18,560	22,788	23,165	37,406	58,258	74,425	56,951	537,264
Total Expenses	118,094	121,548	99,251	74,172	52,609	49,784	46,598	52,978	71,172	97,785	117,747	107,714	1,009,453
EBITDAR	(30,336)	(21,802)	5,269	1,262	(16,886)	(22,139)	(12,337)	(2,112)	(3,982)	(4,535)	(24,561)	(1,887)	(134,046)
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	(30,336)	(21,802)	5,269	1,262	(16,886)	(22,139)	(12,337)	(2,112)	(3,982)	(4,535)	(24,561)	(1,887)	(134,046)
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	80,700	8,610	0	0	0	0	0	0	0	0	0	0	89,310
Total Interest Expense	80,700	8,610	0	0	0	0	0	0	0	0	0	0	89,310
Net Income	(111,035)	(30,412)	5,269	1,262	(16,886)	(22,139)	(12,337)	(2,112)	(3,982)	(4,535)	(24,561)	(1,887)	(223,356)

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2017

Budget Fiscal Year	July 7/31/2016 2017	August 8/31/2016 2017	September 9/30/2016 2017	October 10/31/2016 2017	November 11/30/2016 2017	December 12/31/2016 2017	January 1/31/2017 2017	February 2/28/2017 2017	March 3/31/2017 2017	April 4/30/2017 2017	May 5/31/2017 2017	June 6/30/2017 2017	Totals
Rounds													
Rounds - Member	371	395	396	304	259	147	192	231	295	256	292	315	3,453
Rounds - Outing	66	71	286	369	54	-	-	-	107	368	90	172	1,583
Rounds - Public	4,789	4,534	3,995	3,934	2,782	1,235	1,791	2,551	3,324	3,149	4,245	5,123	41,452
Total Rounds	5,226	5,000	4,677	4,607	3,095	1,382	1,983	2,782	3,726	3,773	4,627	5,610	46,488
Revenue													
Green Fees	48,323	44,381	46,194	42,695	26,785	11,456	17,780	26,352	34,160	36,467	44,312	54,906	433,809
Cart Fees	34,969	32,571	32,868	31,545	19,587	8,672	13,298	19,926	26,357	26,764	32,231	40,498	319,284
Driving Range	1,889	2,031	2,101	2,394	1,510	427	1,506	1,472	1,735	2,299	2,224	2,878	22,465
Golf Cards/Passes	5,131	4,732	4,245	1,601	41	575	11,254	7,324	11,714	6,793	2,595	4,020	60,024
Pro Shop Sales	8,138	5,195	6,378	5,024	4,979	1,884	1,740	2,558	5,139	5,627	5,337	7,180	57,171
Food (Food & Soft Drinks)	9,411	7,403	8,130	7,824	4,979	1,497	2,385	3,938	6,548	7,216	8,383	11,154	78,867
Beverages (Alcohol)	7,252	5,886	6,420	4,983	2,855	800	1,108	2,521	3,165	3,770	6,090	8,254	53,104
Other Food & Beverage Revenue	29	0	0	0	104	(58)	0	0	0	6	0	36	117
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	335	182	240	298	124	52	34	61	191	278	354	409	2,559
Clinic / School Revenue	0	0	0	0	0	70	0	0	0	0	0	0	70
Dues Income - Monthly Dues	0	0	0	0	0	0	0	0	0	0	0	0	0
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Income and Discounts	138	81	321	80	19	48	34	77	85	308	53	207	1,451
Total Revenue	115,614	102,462	106,898	96,445	58,974	25,424	49,140	64,227	89,093	89,527	101,577	129,542	1,028,922
Cost of Sales													
COGS - Pro Shop	3,532	2,888	2,515	3,940	1,686	748	732	1,476	5,757	2,783	3,420	3,848	33,326
COGS - Food	1,779	1,508	1,934	2,061	1,325	628	596	706	1,826	1,763	1,761	2,249	18,136
COGS - Non-Alcoholic Beverages	1,679	1,421	1,523	1,378	774	473	441	588	931	1,256	979	2,341	13,785
COGS - Alcohol	2,558	2,081	2,317	1,772	1,181	165	374	1,071	1,322	1,350	2,250	3,094	19,533
Total Cost of Sales	9,548	7,898	8,289	9,151	4,966	2,014	2,141	3,841	9,837	7,152	8,410	11,532	84,779
GROSS INCOME	106,066	94,564	98,609	87,294	54,008	23,410	46,998	60,387	79,256	82,375	93,166	118,010	944,143
Labor													
Golf Operation Labor	11,532	10,724	9,533	8,601	6,559	3,661	5,393	5,564	7,822	7,819	9,294	13,739	100,242
General and Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance and Landscaping	23,714	26,317	22,660	20,104	17,360	17,782	12,072	13,324	18,861	23,767	25,040	27,219	248,220
F&B	5,561	4,931	3,187	2,968	1,934	726	1,313	1,665	2,792	3,009	2,924	5,671	36,682
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Direct Labor	40,807	41,972	35,379	31,673	25,854	22,168	18,778	20,554	29,476	34,594	37,259	46,630	385,143
Total Payroll Taxes	3,923	4,575	3,687	3,568	2,572	1,765	2,472	2,741	3,921	3,333	313	5,889	38,758
Total Medical/Health Benefits	1,173	977	1,015	1,019	1,449	1,455	1,399	1,482	1,406	1,431	1,374	1,395	15,575
Total Workmans Comp	1,221	1,221	1,221	1,221	1,221	1,221	1,221	1,503	1,362	1,362	1,362	1,362	15,497
Total Payroll Burden	6,317	6,772	5,923	5,808	5,241	4,440	5,091	5,726	6,689	6,126	3,049	8,646	69,829
Total Labor	47,124	48,745	41,302	37,481	31,095	26,609	23,869	26,279	36,164	40,720	40,308	55,276	454,972
Other Operational Expenses													
Golf Ops	(72)	2,786	5,071	2,680	961	77	58	44	1,078	1,219	978	1,057	15,935
G&A	18,704	18,085	17,841	16,047	15,807	13,033	16,515	12,144	16,147	12,178	16,524	24,794	197,820
Maintenance	17,604	13,546	10,088	8,282	9,705	2,296	6,628	12,558	15,690	14,930	11,692	4,378	127,395
F&B	1,384	638	892	728	395	67	400	550	688	628	787	795	7,951
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	1,078	1,692	844	2,330	867	440	2,231	1,014	975	2,973	905	2,042	17,389

APPENDIX B

Financial Detail

Mohawk Park Golf Course
For the Month Ending June 30th, 2017

Budget Fiscal Year	July 7/31/2016 2017	August 8/31/2016 2017	September 9/30/2016 2017	October 10/31/2016 2017	November 11/30/2016 2017	December 12/31/2016 2017	January 1/31/2017 2017	February 2/28/2017 2017	March 3/31/2017 2017	April 4/30/2017 2017	May 5/31/2017 2017	June 6/30/2017 2017	Totals
Golf Cart Leases	12,081	12,081	12,081	0	0	0	0	0	0	0	24,163	12,081	72,489
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	0	0	0	0	0	0	0	5,819	0	5,819
Insurance - P&C	2,211	2,211	2,211	2,211	2,211	2,211	2,211	1,386	1,799	1,799	1,799	1,799	24,061
Total Other Operational Expenses	52,991	51,040	49,028	32,279	29,946	18,125	28,043	27,697	36,375	33,726	62,666	46,945	468,860
Total Expenses	100,114	99,785	90,330	69,760	61,041	44,733	51,912	53,976	72,540	74,446	102,974	102,221	923,832
EBITDAR	5,952	(5,221)	8,279	17,535	(7,033)	(21,323)	(4,914)	6,411	6,716	7,929	(9,808)	15,789	20,311
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	5,952	(5,221)	8,279	17,535	(7,033)	(21,323)	(4,914)	6,411	6,716	7,929	(9,808)	15,789	20,311
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	59,349	0	0	0	0	0	0	0	0	0	0	0	59,349
Total Interest Expense	59,349	0	0	0	0	0	0	0	0	0	0	0	59,349
Net Income	(53,398)	(5,221)	8,279	17,535	(7,033)	(21,323)	(4,914)	6,411	6,716	7,929	(9,808)	15,789	(39,039)

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2015

Budget Fiscal Year	July 7/31/2014 2015	August 8/31/2014 2015	September 9/30/2014 2015	October 10/31/2014 2015	November 11/30/2014 2015	December 12/31/2014 2015	January 1/31/2015 2015	February 2/28/2015 2015	March 3/31/2015 2015	April 4/30/2015 2015	May 5/31/2015 2015	June 6/30/2015 2015	Totals
Rounds													
Rounds - Member	629	672	620	605	402	377	405	295	671	746	758	816	6,996
Rounds - Outing	153	147	492	407	2	-	-	38	135	720	354	633	3,081
Rounds - Public	5,487	5,530	4,850	4,278	2,209	1,118	1,804	1,432	4,015	4,595	4,813	5,984	46,115
Total Rounds	6,269	6,349	5,962	5,290	2,613	1,495	2,209	1,765	4,821	6,061	5,925	7,433	56,192
Revenue													
Green Fees	85,092	85,595	77,695	63,359	30,668	14,840	27,010	22,818	59,835	77,729	72,630	104,838	722,109
Cart Fees	54,765	56,074	53,647	45,852	20,684	10,342	16,576	13,318	37,074	48,928	47,466	63,200	467,925
Driving Range	4,182	4,117	4,151	3,119	1,267	700	1,562	2,364	3,773	4,525	4,052	4,299	38,111
Golf Cards/Passes	7,243	4,866	7,797	4,865	3,800	7,375	23,893	11,049	29,102	20,958	7,582	14,430	142,959
Pro Shop Sales	10,361	9,720	7,498	6,817	3,722	1,711	2,561	2,227	6,581	9,893	9,085	12,903	83,079
Food (Food & Soft Drinks)	14,905	14,099	12,942	11,467	4,235	1,964	4,340	3,519	10,725	13,092	14,135	19,412	124,836
Beverages (Alcohol)	9,560	9,449	8,493	7,206	2,468	763	2,218	2,467	5,618	8,467	9,115	12,401	78,224
Other Food & Beverage Revenue	0	(40)	185	(57)	0	0	0	0	0	0	0	166	254
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	304	138	235	221	83	28	55	69	193	180	276	180	1,962
Clinic / School Revenue	75	155	100	0	185	0	0	0	0	0	0	0	515
Dues Income - Monthly Dues	0	0	0	0	0	0	0	0	0	0	0	0	0
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Income and Discounts	2,026	(1,246)	(214)	73	127	(43)	(225)	70	(246)	393	276	(171)	821
Total Revenue	188,512	182,928	172,530	142,922	67,239	37,679	77,991	57,900	152,655	184,164	164,617	231,659	1,660,796
Cost of Sales													
COGS - Pro Shop	5,030	6,014	4,738	4,502	2,196	1,164	(1,721)	1,713	1,123	4,577	4,444	14,594	48,374
COGS - Food	2,425	2,180	2,961	1,546	893	428	885	595	1,686	2,498	2,590	2,897	21,585
COGS - Non-Alcoholic Beverages	2,959	2,919	1,900	2,185	725	310	823	420	1,561	2,101	2,008	3,222	21,132
COGS - Alcohol	2,884	2,864	2,545	2,310	731	224	659	738	1,053	3,284	2,953	3,488	23,734
Total Cost of Sales	13,299	13,976	12,144	10,542	4,545	2,126	646	3,467	5,423	12,461	11,995	24,202	114,825
GROSS INCOME	175,214	168,951	160,386	132,380	62,694	35,553	77,345	54,433	147,232	171,703	152,622	207,457	1,545,972
Labor													
Golf Operation Labor	16,559	16,451	15,485	14,741	8,694	9,613	7,891	11,240	11,446	18,861	17,077	28,704	176,762
General and Administrative	7,665	7,665	7,418	7,665	7,418	7,665	7,665	6,923	7,665	7,418	7,665	25,322	108,152
Maintenance and Landscaping	29,725	30,311	24,159	22,607	16,574	16,449	12,916	14,505	15,306	19,439	25,800	35,424	263,216
F&B	8,279	6,843	5,559	5,267	3,237	4,519	3,284	3,501	4,285	5,438	5,783	10,478	66,474
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	0	0	0	0	0	0	0	0	0	0	1,846	3,419	5,265
Total Direct Labor	62,228	61,270	52,621	50,280	35,923	38,246	31,756	36,168	38,703	51,155	58,170	103,346	619,868
Total Payroll Taxes	6,154	5,703	5,607	5,182	3,434	3,742	3,649	3,878	3,895	5,134	5,695	10,343	62,415
Total Medical/Health Benefits	3,383	2,456	2,402	2,942	3,816	2,547	2,553	2,553	503	2,553	2,779	1,744	30,229
Total Workmans Comp	1,954	1,954	1,954	1,954	1,954	1,954	1,969	2,313	1,469	1,891	1,891	1,891	23,082
Total Payroll Burden	11,491	10,112	9,962	10,078	9,204	8,258	8,514	7,900	6,288	9,578	10,365	13,978	115,727
Total Labor	73,719	71,382	62,583	60,358	45,127	46,504	40,271	44,068	44,991	60,733	68,535	117,324	735,594
Other Operational Expenses													
Golf Ops	2,195	4,085	(356)	659	89	496	1,277	639	4,211	9,527	6,513	1,381	30,717
G&A	20,622	21,296	17,328	17,525	16,277	16,495	17,141	14,873	16,018	16,844	24,946	20,881	220,246
Maintenance	42,564	47,008	47,210	45,143	14,595	11,079	6,134	11,881	9,042	20,695	27,313	33,135	315,798
F&B	1,493	860	906	738	177	134	700	154	1,304	1,739	700	803	9,706
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	1,429	1,910	953	2,063	915	1,277	708	1,822	1,240	1,778	1,204	10,587	25,886

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2015

Budget Fiscal Year	July 7/31/2014 2015	August 8/31/2014 2015	September 9/30/2014 2015	October 10/31/2014 2015	November 11/30/2014 2015	December 12/31/2014 2015	January 1/31/2015 2015	February 2/28/2015 2015	March 3/31/2015 2015	April 4/30/2015 2015	May 5/31/2015 2015	June 6/30/2015 2015	Totals
Golf Cart Leases	9,918	9,918	9,247	9,247	9,247	9,247	9,247	17,497	996	9,246	9,246	9,246	112,300
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	0	0	0	0	0	542	0	0	0	542
Insurance - P&C	2,509	2,509	2,509	2,509	2,509	2,524	2,775	3,071	2,923	2,923	2,923	2,923	32,607
Total Other Operational Expenses	80,731	87,586	77,628	78,051	43,809	41,252	37,981	49,936	36,275	62,752	72,844	78,956	747,801
Total Expenses	154,449	158,968	140,211	138,409	88,936	87,755	78,252	94,004	81,267	123,485	141,379	196,280	1,483,395
EBITDAR	20,764	9,983	20,175	(6,028)	(26,242)	(52,202)	(906)	(39,571)	65,966	48,218	11,243	11,177	62,577
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	20,764	9,983	20,175	(6,028)	(26,242)	(52,202)	(906)	(39,571)	65,966	48,218	11,243	11,177	62,577
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income	20,764	9,983	20,175	(6,028)	(26,242)	(52,202)	(906)	(39,571)	65,966	48,218	11,243	11,177	62,577

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2016

Budget Fiscal Year	July 7/31/2015 2016	August 8/31/2015 2016	September 9/30/2015 2016	October 10/31/2015 2016	November 11/30/2015 2016	December 12/31/2015 2016	January 1/31/2016 2016	February 2/28/2016 2016	March 3/31/2016 2016	April 4/30/2016 2016	May 5/31/2016 2016	June 6/30/2016 2016	Totals
Rounds													
Rounds - Member	784	825	691	667	543	575	417	553	629	647	736	731	7,798
Rounds - Outing	117	232	529	663	27	-	-	28	313	499	572	535	3,515
Rounds - Public	5,909	6,780	5,976	4,929	2,883	2,555	1,834	3,435	4,456	5,511	5,566	6,075	55,909
Total Rounds	6,810	7,837	7,196	6,259	3,453	3,130	2,251	4,016	5,398	6,657	6,874	7,341	67,222
Revenue													
Green Fees	76,124	97,099	87,519	75,735	34,178	29,675	24,565	45,472	61,481	81,748	89,268	90,138	793,002
Cart Fees	58,614	65,915	59,836	51,402	23,881	20,629	17,380	31,615	41,853	54,133	55,367	55,859	536,484
Driving Range	3,884	4,279	5,132	2,461	1,283	753	765	2,129	1,753	3,739	3,853	3,709	33,738
Golf Cards/Passes	15,877	12,596	8,486	1,314	14,978	3,800	27,922	12,536	14,173	20,700	11,486	8,412	152,279
Pro Shop Sales	10,844	10,911	10,221	7,792	3,429	5,599	3,145	4,885	5,781	7,638	7,359	8,651	86,255
Food (Food & Soft Drinks)	18,035	18,931	18,998	13,639	5,821	5,237	3,952	6,831	11,911	14,566	14,626	17,249	149,795
Beverages (Alcohol)	11,380	12,019	12,019	8,956	3,025	2,021	2,238	5,082	6,780	10,432	13,222	12,880	100,056
Other Food & Beverage Revenue	0	30	542	(241)	0	0	0	0	0	689	(85)	155	1,092
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	180	69	41	28	0	0	46	69	230	175	424	441	1,704
Clinic / School Revenue	0	0	0	0	0	0	0	0	0	0	70	1,400	1,470
Dues Income - Monthly Dues	0	0	(409)	(409)	(409)	(409)	0	0	0	0	0	0	(1,635)
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	(75)	0	0	0	0	0	(75)
Miscellaneous Income and Discounts	206	(403)	386	264	(17)	170	20	656	315	435	(389)	12,222	13,866
Total Revenue	195,143	221,447	202,771	160,941	86,169	67,475	79,957	109,275	144,278	194,256	195,202	211,116	1,868,030
Cost of Sales													
COGS - Pro Shop	2,946	8,876	5,536	5,280	1,391	4,311	911	3,318	4,813	5,886	2,357	3,988	49,612
COGS - Food	2,716	3,206	3,215	2,581	546	1,686	1,142	1,937	1,324	2,657	2,355	2,755	26,120
COGS - Non-Alcoholic Beverages	3,612	3,346	3,043	2,253	852	872	462	1,463	1,113	2,267	2,270	3,226	24,778
COGS - Alcohol	4,378	3,818	3,948	3,076	966	701	734	1,678	2,738	3,649	4,456	4,553	34,693
Total Cost of Sales	13,653	19,246	15,741	13,190	3,754	7,570	3,249	8,395	9,987	14,458	11,438	14,522	135,204
GROSS INCOME	181,490	202,200	187,030	147,752	82,415	59,905	76,708	100,879	134,291	179,797	183,764	196,595	1,732,826
Labor													
Golf Operation Labor	23,321	22,481	21,875	18,997	11,131	11,167	10,075	12,852	15,614	20,849	22,874	29,322	220,558
General and Administrative	7,665	7,665	7,418	7,665	7,418	11,264	7,665	7,170	7,665	7,418	7,665	22,869	109,545
Maintenance and Landscaping	34,875	31,108	25,752	25,691	12,655	17,487	13,809	16,019	20,835	23,492	35,736	34,575	292,033
F&B	10,652	7,646	6,625	6,921	4,794	3,822	3,842	3,866	5,146	6,741	8,664	9,806	78,526
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	2,860	3,013	3,653	3,881	2,637	2,725	2,725	2,585	3,044	3,104	2,613	3,634	36,476
Total Direct Labor	79,373	71,912	65,322	63,156	38,635	46,465	38,117	42,492	52,304	61,603	77,552	100,207	737,137
Total Payroll Taxes	7,917	6,380	6,389	6,210	3,752	4,176	4,433	4,537	5,149	5,464	6,224	10,099	70,730
Total Medical/Health Benefits	4,764	(675)	1,680	1,486	2,333	4,704	1,329	2,661	1,885	1,973	6,194	3,382	31,717
Total Workmans Comp	1,891	1,891	1,891	1,891	1,891	1,891	1,239	1,239	1,239	1,239	1,239	1,239	18,780
Total Payroll Burden	14,571	7,595	9,960	9,587	7,976	10,771	7,002	8,437	8,274	8,677	13,657	14,721	121,227
Total Labor	93,945	79,507	75,282	72,743	46,611	57,236	45,119	50,929	60,577	70,279	91,209	114,928	858,363
Other Operational Expenses													
Golf Ops	5,822	2,979	1,713	1,012	458	(589)	241	750	3,798	1,254	7,091	4,423	28,949
G&A	25,362	21,730	20,203	18,338	17,425	15,646	13,864	14,363	21,498	16,799	20,640	29,924	235,792
Maintenance	58,065	55,658	52,452	47,135	22,229	(44)	10,254	2,439	45,701	43,691	49,705	23,613	410,899
F&B	890	2,161	963	583	460	(228)	470	841	421	620	1,861	929	9,970
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	2,989	4,668	3,528	2,676	1,941	2,050	1,868	1,728	1,115	1,807	10,412	1,723	36,503

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2016

Budget Fiscal Year	July 7/31/2015 2016	August 8/31/2015 2016	September 9/30/2015 2016	October 10/31/2015 2016	November 11/30/2015 2016	December 12/31/2015 2016	January 1/31/2016 2016	February 2/28/2016 2016	March 3/31/2016 2016	April 4/30/2016 2016	May 5/31/2016 2016	June 6/30/2016 2016	Totals
Golf Cart Leases	19,775	19,775	19,775	996	996	996	996	996	997	19,775	19,775	17,782	122,633
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	(57)	0	0	0	0	410	0	0	0	353
Insurance - P&C	2,923	2,923	2,923	2,923	2,923	2,923	2,695	2,695	2,695	2,695	2,695	2,695	33,706
Total Other Operational Expenses	115,825	109,893	101,176	73,985	46,431	20,754	30,387	23,811	76,634	86,641	112,179	81,089	878,806
Total Expenses	209,770	189,400	176,458	146,727	93,042	77,990	75,506	74,740	137,211	156,920	203,388	196,017	1,737,169
EBITDAR	(28,280)	12,800	10,573	1,024	(10,627)	(18,085)	1,202	26,139	(2,920)	22,877	(19,624)	578	(4,343)
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	(28,280)	12,800	10,573	1,024	(10,627)	(18,085)	1,202	26,139	(2,920)	22,877	(19,624)	578	(4,343)
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Income	(28,280)	12,800	10,573	1,024	(10,627)	(18,085)	1,202	26,139	(2,920)	22,877	(19,624)	578	(4,343)

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2017

Budget Fiscal Year	July 7/31/2016 2017	August 8/31/2016 2017	September 9/30/2016 2017	October 10/31/2016 2017	November 11/30/2016 2017	December 12/31/2016 2017	January 1/31/2017 2017	February 2/28/2017 2017	March 3/31/2017 2017	April 4/30/2017 2017	May 5/31/2017 2017	June 6/30/2017 2017	Totals
Rounds													
Rounds - Member	632	637	599	613	576	379	426	522	617	595	857	821	7,274
Rounds - Outing	429	178	602	480	8	-	13	27	369	489	700	431	3,726
Rounds - Public	6,009	5,591	5,347	4,953	3,537	1,734	2,280	3,022	3,992	4,145	5,625	6,410	52,645
Total Rounds	7,070	6,406	6,548	6,046	4,121	2,113	2,719	3,571	4,978	5,229	7,182	7,662	63,645
Revenue													
Green Fees	93,899	73,484	79,858	73,413	43,316	21,271	28,615	41,236	57,915	64,144	89,722	89,332	756,205
Cart Fees	56,275	44,923	49,065	44,493	26,659	12,972	18,687	26,352	37,001	38,165	53,054	55,238	462,883
Driving Range	3,003	2,554	4,233	3,632	2,142	964	1,534	2,886	3,371	3,196	3,875	4,245	35,634
Golf Cards/Passes	5,526	5,094	3,170	4,052	10,150	3,575	21,742	17,807	22,981	19,846	18,867	9,442	142,252
Pro Shop Sales	33,660	7,243	7,750	6,698	5,125	2,159	2,439	2,535	4,847	6,840	8,652	10,486	98,432
Food (Food & Soft Drinks)	18,347	12,491	13,315	12,930	6,263	2,832	3,737	5,484	8,891	9,895	13,925	15,167	123,278
Beverages (Alcohol)	12,851	8,375	8,066	8,389	4,064	1,593	2,562	3,631	5,068	7,378	12,141	13,573	87,691
Other Food & Beverage Revenue	1,149	86	1,896	520	45	(46)	0	0	0	1,188	98	(361)	4,574
Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	302	281	123	152	207	52	137	120	527	895	489	511	3,796
Clinic / School Revenue	315	75	200	515	100	140	0	0	0	140	75	160	1,720
Dues Income - Monthly Dues	0	0	0	0	0	0	0	0	0	0	0	0	0
Initiation Fee Income / Annual Membership Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous Income and Discounts	16,610	95	459	3,586	9,828	2,075	794	78	(30)	825	908	(73)	35,156
Total Revenue	241,937	154,700	168,135	158,380	107,899	47,587	80,247	100,128	140,570	152,510	201,806	197,721	1,751,620
Cost of Sales													
COGS - Pro Shop	(3,146)	16,196	22,984	4,117	3,542	2,384	1,070	1,283	954	4,097	8,106	6,557	68,144
COGS - Food	3,251	2,372	2,276	2,486	1,561	767	441	876	1,632	1,685	3,096	2,465	22,908
COGS - Non-Alcoholic Beverages	2,954	2,032	1,726	1,719	823	426	633	844	1,311	1,474	1,986	3,576	19,503
COGS - Alcohol	4,385	2,886	3,198	2,921	1,459	490	897	1,814	1,563	2,617	4,332	4,401	30,963
Total Cost of Sales	7,444	23,487	30,184	11,242	7,386	4,066	3,041	4,816	5,460	9,874	17,519	16,999	141,518
GROSS INCOME	234,494	131,214	137,951	147,137	100,513	43,521	77,206	95,312	135,110	142,636	184,286	180,722	1,610,103
Labor													
Golf Operation Labor	20,695	18,765	17,555	18,893	13,969	9,853	15,304	15,726	18,851	8,344	20,007	28,279	206,240
General and Administrative	7,665	7,665	7,418	7,665	7,418	11,265	7,665	6,923	7,665	8,137	6,945	15,395	101,825
Maintenance and Landscaping	26,167	29,767	28,167	24,935	24,771	22,865	10,139	14,944	25,966	51,862	38,927	36,893	335,401
F&B	9,249	7,249	6,623	7,230	5,189	2,885	4,372	3,909	5,226	6,370	6,219	10,565	75,085
Amenities Labor	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	3,058	3,284	2,216	3,095	1,513	1,652	2,525	2,402	2,926	2,969	4,792	1,969	32,401
Total Direct Labor	66,833	66,730	61,979	61,818	52,859	48,519	40,004	43,904	60,634	77,681	76,890	93,101	750,952
Total Payroll Taxes	6,389	6,054	4,244	5,677	4,556	2,933	4,251	3,767	4,913	5,249	(826)	8,392	55,598
Total Medical/Health Benefits	3,516	2,870	4,281	3,958	3,845	3,769	3,676	3,469	4,033	3,539	4,368	4,471	45,794
Total Workmans Comp	1,239	1,239	1,239	1,239	1,239	1,239	1,239	1,100	1,170	1,170	1,170	1,170	14,455
Total Payroll Burden	11,144	10,163	9,764	10,874	9,640	7,941	9,166	8,336	10,116	9,958	4,712	14,032	115,846
Total Labor	77,976	76,893	71,743	72,691	62,499	56,461	49,170	52,240	70,750	87,639	81,602	107,134	866,799
Other Operational Expenses													
Golf Ops	20,964	880	2,051	744	519	2,164	95	181	3,972	2,220	4,316	2,208	40,315
G&A	23,763	19,940	21,793	18,031	19,141	16,370	17,886	15,773	18,937	16,516	19,152	28,888	236,190
Maintenance	60,102	75,622	41,409	47,329	27,680	15,577	10,355	19,737	46,921	45,888	40,927	26,630	458,176
F&B	1,011	683	730	340	340	196	530	303	666	884	884	471	7,131
Amenities	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales and Marketing	4,081	3,770	2,792	4,010	1,268	640	2,431	1,214	1,640	3,001	9,500	2,499	36,846

APPENDIX B

Financial Detail

Page Belcher Golf Course
For the Month Ending June 30th, 2017

Budget Fiscal Year	July 7/31/2016 2017	August 8/31/2016 2017	September 9/30/2016 2017	October 10/31/2016 2017	November 11/30/2016 2017	December 12/31/2016 2017	January 1/31/2017 2017	February 2/28/2017 2017	March 3/31/2017 2017	April 4/30/2017 2017	May 5/31/2017 2017	June 6/30/2017 2017	Totals
Golf Cart Leases	18,779	18,779	18,779	0	0	0	0	0	0	0	37,558	18,779	112,673
Equipment Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
FF&E	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Leasehold	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes - Personal Property	0	0	0	0	0	0	0	0	207	0	9,100	0	9,307
Insurance - P&C	2,695	2,695	2,695	2,695	2,695	2,695	2,695	3,029	2,862	2,862	2,862	2,862	33,340
Total Other Operational Expenses	131,396	122,368	90,512	73,539	51,642	37,642	33,992	40,237	75,206	70,810	124,299	82,336	933,978
Total Expenses	209,372	199,262	162,254	146,230	114,141	94,103	83,162	92,477	145,956	158,450	205,901	189,470	1,800,777
EBITDAR	25,122	(68,048)	(24,303)	907	(13,628)	(50,582)	(5,957)	2,835	(10,846)	(15,813)	(21,615)	(8,748)	(190,675)
Rent Expense													
Rent - Base Fee Payments Golf - F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments Golf	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Incentive Fee Payments F&B	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Base	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Leaseholder Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent - Landlord Performance	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	25,122	(68,048)	(24,303)	907	(13,628)	(50,582)	(5,957)	2,835	(10,846)	(15,813)	(21,615)	(8,748)	(190,675)
Other/Interest Income													
Other/Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense/Dep&Amt													
Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal-Sale	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Expense - Capital Leases	0	0	0	0	0	0	0	0	0	0	0	0	0
Principal - Capital Lease	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
Facility Improvement	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital Improvements/Cap Reserve	0	0	36,174	0	0	0	0	0	0	0	0	0	36,174
Total Interest Expense	0	0	36,174	0	0	0	0	0	0	0	0	0	36,174
Net Income	25,122	(68,048)	(60,477)	907	(13,628)	(50,582)	(5,957)	2,835	(10,846)	(15,813)	(21,615)	(8,748)	(226,848)

APPENDIX C

Asset List

Asset No.	Category	Current Inv Date	Loc	Location Description	Location Address	Catalog Type	Manufacturer	Description	Acqd Date	Total Cost	Miscellaneous Information	Serial No.
00067854	EF	2/28/2017	37637	Mohawk - Cart Hous	5323 E. 41St ST. N.	Debris Blower	Toro	Proforce, 27 HP, 44538	3/27/2014	6,138.29	Purchased for Mohawk Course	314000230
00067904	EV	2/28/2017	37637	Mohawk - Cart Hous	5324 E. 41St ST. N.	Backhoe/Loader	John Deere	310K	9/12/2013	95,899.52	Purchased for Mohawk Course Tagged 08/07/1	1T0310KXJDE250254
00067855	EV	2/28/2017	37637	Mohawk - Cart Hous	5325 E. 41St ST. N.	Utility Vehicle	Toro	Workman MD, 07279	3/27/2014	7,067.49	Purchased for Page Belcher Course	314000266
00067858	EV	2/28/2017	37637	Mohawk - Cart Hous	5326 E. 41St ST. N.	Greens Roller	Smithco	Tournament Ultra, SC7580	4/30/2014	13,270.64	Purchased for Mohawk Course	
00100632	EV	2/28/2017	37637	Mohawk - Cart Hous	5327 E. 41St ST. N.	Trailer, Dump	Adams		8/31/2015	8,610.00		
00047201	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Groundsmaster 325-D	3/1/2000	13,522.53	72" Rotary Mower	
00047927	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Sidewinder	5/1/2001	20,149.03		03201-200000566
00049658	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Topdresser	Turfco	85802	10/29/2002	9,195.00		D00403
00049841	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Groundsmaster 4000	6/16/2003	42,987.00	Fund Changed to 7050; for Historical Purposes Orig	230000530
00060607	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Lastec	3696 M Apron Mower	7/17/2003	28,624.00	The Articulator	4890503
00049613	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Rake	Toro	Sand Pro 5020	9/17/2003	16,852.00		230000559
00060618	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Grinder	Foley United	630 Accu-Pro Spin	11/20/2003	17,998.00		30J63001900
00060612	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Groundsmaster 328D	1/12/2004	17,955.00		230000406
02003197	EF	8/3/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Groundsmaster 4000	1/12/2004	42,000.00		23000632
00060610	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Aerator	Aerway	Pasture	2/9/2004	6,331.00		K03000049N
00060625	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Aerator	Toro	Accu-660	2/9/2004	14,962.00		220000251
00060631	EF	7/7/2016	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Grinder	Foley United	670 Accu-Pro	3/22/2004	12,327.00		40B67001370
00060632	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	John Deere	2653	4/12/2004	18,979.00		TC2653D120333
00060635	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Vacuum	Toro	Versa Vac 07053	3/10/2005	19,890.00	PTO Driven Debris Vacuum	250000132
000000070133	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Lift	Golf Lift	GL-9	5/4/2007	7,489.00		06092226
000000070144	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Jacobsen	G-Plex III Greens	8/8/2007	20,996.00		FJ000570
02009578	EF	8/3/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Jacobsen	G-Plex III Greens	4/6/2009	26,420.48		GE000381
000000070256	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Sidewinder	7/1/2009	29,441.98	Insurance Replacement for FA#60640 Fund Changed T	30839-290000298
02009937	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Lastec	721XR	2/22/2010	15,000.00		32971008
02009938	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Lastec	721XR	2/22/2010	15,000.00		33031008
02011634	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Jacobsen	Greens King IV	7/19/2011	21,695.16	10-464 Gang Riding Greens Mower	6230601776
02012591	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Spreader, Chemical	Smithco	Spray Star 3180	6/26/2012	40,035.02	Sprayer 300 Gallon	300G114
00067565	EF	9/5/2013	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Pump, Screen	Rainbird	PSS1400-G	12/14/2012	15,072.00	Pump Suction Screen, Located at the Pump Station S	
00067853	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Grinder, Stump	Worsaver	36 Inch, 1w3	4/11/2014	6,831.95	Purchased for Page Belcher Course 36" Stump	36A140300085
00100037	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Toro	Reelmaster	1/1/2015	39,353.26	Toro Reelmaster 5510	314000313
00100038	EF	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Mower	Jacobsen	Greens King IV	1/1/2015	25,761.76	Jacobsen GK IV	6237901657
00100641	EF	6/20/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Sprayer	Toro	Multi Pro 1750	1/1/2016	23,560.02	Toro Multi Pro 1750	315000507
00042425	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Tractor	John Deere	5300	6/1/1993	14,275.34	John Deere Model 5300 Tractor	LV5300D230526
00046353	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Golf Cart	Cushman	Turf-Truckster	4/1/1999	18,471.00	Cushman Model 898664 Utility Cart Fu	99000525
00049807	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	Toro	Workman 2110	4/11/2003	8,513.00		230000351

APPENDIX C

Asset List

Asset No.	Category	Current Inv Date	Loc	Location Description	Location Address	Catalog Type	Manufacturer	Description	Acqd Date	Total Cost	Miscellaneous Information	Serial No.
00049612	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	John Deere	Progator 2030	7/17/2003	19,594.00		TC2030A035345
00060619	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Tractor	John Deere	4310	3/22/2004	14,754.86	Unit To Include Ehydro Transmission and Equipment	LV4310H330094
02006310	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Cart	Toro	Workman	3/15/2006	19,162.00		260000220
02006322	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Tractor	John Deere	3120	11/29/2006	19,172.04	John Deere Tractor w/Attachments	LV3120H211404
02007302	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	Toro	Workman 3300D	12/21/2006	22,479.00		270000189
02011617	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Reel Fairway Mower	New Holland	7700	5/9/2011	28,999.00	10-438 5 Reel Fairway Mower	09100311
00100034	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	Toro	Workman MD, 07279	1/1/2015	6,488.88	Toro MD Workman Utility Vehicle	314000767
00100035	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	Toro	Workman MD, 07279	1/1/2015	6,488.88	Toro MD Workman Utility Vehicle	314000771
00100036	EV	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Utility Vehicle	Toro	Workman MD, 07279	1/1/2015	6,488.88	Toro MD Workman Utility Vehicle	314000772
00067531	IT	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Computer	AMC Industries	Nimbus Computer	9/28/2012	14,095.00	Irrigation Control System Nimbus Computer, Rainbird	4HBRPS1
00067530	RT	2/28/2017	37628	Mohawk Maintenance	4829 E. Mohawk Blvd.	Remote	AMC Industries	Freedom Wideband Special	9/28/2012	9,206.00	Irrigation Control System Freedom Remote Control,	24777
00067896	EF	2/28/2017	37599	Mohawk-First Tee	2100 E. Ute	Scoreboard			5/28/2014	16,707.00	Donation of Scoreboard to The First Tee of Tulsa L	
02011633	EF	2/28/2017	45000	Page Belcher	6666 S. Union	Mower	Jacobsen	Greens King IV	7/19/2011	21,695.16	10-464 Gang Riding Greens Mower	6230601777
02011635	EF	2/28/2017	45000	Page Belcher	6666 S. Union	Mower	Jacobsen	Greens King IV	7/19/2011	21,695.16	10-464 Gang Riding Greens Mower	6230601775
02009942	EF	3/7/2013	45002	Page Belcher - Car	6666 S. Union	Blower	Cyclone	CKB-3	8/25/2009	6,149.00		16787
00060641	EV	2/28/2017	45002	Page Belcher - Car	6666 S. Union	Golf Cart	Solorider	Single Seat, Handicap	3/1/2005	8,390.00	Handicap Cart 4 Wheel Single Rider Special Un	250000125
00060642	EV	2/28/2017	45002	Page Belcher - Car	6666 S. Union	Golf Cart	Solorider	Single Seat, Handicap	3/1/2005	8,390.00	Handicap Cart 4 Wheel Single Rider Special Un	330101188
00041706A	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Field)-Refer UDF		Refer To UDF	8/1/1998	49,837.00	Irrigation Pump Station Upgrade 9/98 \$14577.30, 05	
00046923	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Aerator	Aerway	Pasture	10/1/1999	5,385.00	Model AW076H-2F06-T	KU61N
00041706B	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Field)-Refer UDF		Refer To UDF	7/1/2000	10,750.00	Page Belcher,Irrigation Pump Station Upgrade	
00047824	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Greensmaster 1000	5/1/2001	6,141.79	Toro Greensmaster 1000 Walking Greens Mower	200000686
00047825	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Greensmaster 1000	5/1/2001	6,141.79	Toro Greensmaster 1000 Walking Greens Mower	200000665
00047923	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Greensmaster 1000	5/1/2001	6,141.79	Toro Greensmaster 1000 Walking Greens Mower	04052-200000680
00049657	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Topdresser	Turfco	SP-1530	10/29/2002	9,195.00		85802D00386
00060614	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Reelmaster	9/17/2003	33,821.00		230000340
00060611	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Greensmaster 3250D	12/8/2003	19,990.00		230000852
00060623	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Aerator	Toro	Accu-660	1/14/2004	14,962.00		220000260
00060613	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Rake	Toro	Sand Pro 5020	1/16/2004	16,704.45		230000139
00060616	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Grinder	Foley United	670 Accu-Pro	1/29/2004	11,492.00		30J63001310
00060617	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Grinder	Foley United	630 Accu-Pro Spin	1/29/2004	17,998.00		30J63001899
00060626	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Sidewinder	2/9/2004	25,261.00		230001085
00060633	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	John Deere	2653	4/12/2004	18,979.00		TC2653D120453
00060643	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Groundsmaster 4500D	4/12/2005	44,790.00	Toro 4500-D 5-Deck Mower	250000122
00060652	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Vacuum	Toro	Versa Vac 07053	2/8/2006	19,737.00	Debris/Turf Sweeper	260000111
00060653	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Groundsmaster 3500D	4/13/2006	29,890.00	Sidewinder	26000151

APPENDIX C

Asset List

Asset No.	Category	Current Inv Date	Loc	Location Description	Location Address	Catalog Type	Manufacturer	Description	Acqd Date	Total Cost	Miscellaneous Information	Serial No.
02006323	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Sprayer	Toro	Multi Pro 1200	12/13/2006	24,967.00	Toro Self Contained Sprayer	260000352
000000070132	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Lift	Golf Lift	GL-9	4/9/2007	7,489.00	Equipment Lift	06092227
02007304	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower, 5-Deck Rotary	Jacobsen	AR-5	6/26/2007	36,914.00	5 Deck Rotary Mower	6808002395
02009935	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Jacobsen	AR-522	8/25/2009	40,282.01		6808202000
02009907	EF	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Mower	John Deere	7700 Precision Cut	1/15/2010	36,992.45		TC7700X020101
02009936	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Lastec	721XR	2/22/2010	15,000.00		32951008
02011612	EF	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Blower, Debris	Buffalo	CKB-4	4/11/2011	5,995.00	Debris Blower-Pull Behind	16787
00100539	EF	6/20/2017	45001	Page Belcher-Main	6666 S. Union	Rake	Toro	Sand Pro 2040Z	1/1/2016	7,628.94	Toro Sandpro 2040Z Tract Unit	315000197
00100540	EF	6/20/2017	45001	Page Belcher-Main	6666 S. Union	Sprayer	Toro	Multi Pro 5800 T4F	1/1/2016	34,319.34	Toro Multi Pro 5800 T4F	315000240
00100703	EF	3/2/2017	45001	Page Belcher-Main	6666 S. Union	Mower	Toro	Groundsmaster 4000	7/27/2016	51,862.81	Operator Asset: Toro Groundsmaster 4000D	316000707
00100704	EF	3/2/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Field)-Refer UDF		Refer To UDF	7/28/2016	7,486.48	Operator Asset: Kubota D1105T for use in Toro	
00100701	EF	3/2/2017	45001	Page Belcher-Main	6666 S. Union	Mower	John Deere	2653B	8/31/2016	24,361.68	Operator Asset: John Deere 2653B	1TC2653TKGT095227
00100745	EF	3/2/2017	45001	Page Belcher-Main	6666 S. Union	Chipper	Frontier	WC1205	8/31/2016	6,259.00	Operator Asset: Frontier WC1205 Wood Chipper	1XFWC12XTF0800868
00096002	EV	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Truck, Dump	International	4900	9/1/1995	44,985.11	4x2, 27,000 Lb GVW Chassis W/Davis	1HTSDAANXTH256602
00044721	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Backhoe/Loader	John Deere	300D	6/1/1997	46,657.44	Fund Changed to 7050; for Historical Purposes Orig	P0300DX850247
00047300	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Veh)-Refer To UDF			6/1/2000	16,950.00	Verti-Drain Deep Tine Aerifer Fund Changed	26946
00047823	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Golf Cart	Cushman	Turf-Truckster	5/1/2001	18,937.00	Cushman Turf Truckster w/Sprayer Attachment	00007295
00048287	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Veh)-Refer To UDF			8/1/2001	18,318.89	FY02/09 - Credit Memo (307.83)	04356-210001211
00049248	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Eq(Veh)-Refer To UDF			6/1/2002	6,991.00	Honda Turf Tech 300C-Trailer Mounted Fairway Spray	020336
00060609	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	John Deere	ProGator 2030	7/22/2003	16,911.00		TC2030A035292
00060624	EV	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Tractor	Kubota	L3430 HST	2/10/2004	14,595.00		30851
02005303	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	Toro	Workman 4300	3/1/2005	16,749.00		250000125
000000070094	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Cart	Ez Go		3/1/2006	5,574.00		2387009
02006309	EV	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Truck	Ford	Ranger	3/7/2006	15,108.00	Added on Equip All Wheel Drive Po 103732 Paid Inv	1FTYR10D96PA63759
02006315	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	Toro	Workman 3300D	4/13/2006	19,162.00		260000107
02007301	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	Toro	Workman 3300D	12/21/2006	22,479.00		270000141
02009920	EV	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Greens Roller	Smithco	7540D	12/10/2009	11,160.00		T2994
02011594	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Aerifier, Green	Procore	648	2/28/2011	24,895.00	RFQ 217354B; Walking Greens Aerifier	310000779
02011604	EV	8/3/2017	45001	Page Belcher-Main	6666 S. Union	Tractor/Loader	Kubota	L3240/L4514	3/21/2011	18,178.41	Compact Tractor w/Loader per Quote	40011/A6414
00067856	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	Toro	Workman MDX, 07273	4/22/2014	10,206.24	Purchased for Page Belcher Course	314000172
00067857	EV	2/28/2017	45001	Page Belcher-Main	6666 S. Union	Utility Vehicle	Toro	Workman MDX, 07273	4/22/2014	10,206.23	Purchased by Page Belcher Course	314000179
00100702	EV	3/2/2017	45001	Page Belcher-Main	6666 S. Union	Golf Cart	Yamaha		7/14/2016	5,552.82	Operator Asset: 2016 Tortuga Cart	W6-800558

Page Belcher Water Usage

Date Posted	Water Consumption per 1000 gallon	Billing Amount
07/25/2013	14,273	\$49,831.91
08/15/2013	1,675	\$5,990.87
09/17/2013	5,949	\$20,864.39
10/15/2013	5,175	\$18,170.87
11/14/2013	803	\$3,160.36
12/13/2013	736	\$2,911.12
01/16/2014	425	\$1,754.20
02/14/2014	433	\$1,783.96
03/17/2014	1,955	\$7,445.80
04/15/2014	1,842	\$7,025.44
05/15/2014	3,602	\$13,572.64
06/16/2014	4,175	\$15,704.20
07/16/2014	5,027	\$18,873.64
08/15/2014	6,736	\$25,231.12
09/16/2014	9,076	\$33,935.92
10/15/2014	8,267	\$30,926.44
11/14/2014	1,901	\$7,751.30
12/15/2014	983	\$4,097.66
01/15/2015	21	\$268.90
02/16/2015	186	\$925.60
03/17/2015	140	\$742.52
04/16/2015	748	\$3,162.36
05/15/2015	1,401	\$5,761.30
06/16/2015	2,344	\$9,514.44
07/16/2015	6,269	\$25,135.94
08/17/2015	6,205	\$24,881.22
09/16/2015	6,742	\$27,018.48
10/15/2015	6,331	\$25,382.70
11/13/2015	3,773	\$16,271.27
12/15/2015	340	\$1,646.69
01/15/2016	146	\$820.25
02/15/2016	214	\$1,109.93
03/16/2016	563	\$2,596.67
04/15/2016	2,456	\$10,660.85
05/16/2016	1,052	\$4,679.81
06/16/2016	1,533	\$6,728.87
07/15/2016	9,151	\$39,181.55
08/16/2016	8,086	\$34,644.65
09/15/2016	7,101	\$30,448.55
10/17/2016	6,049	\$25,967.03
11/15/2016	3,773	\$17,718.89
12/14/2016	2,121	\$10,053.61
01/18/2017	827	\$4,049.45
02/15/2017	538	\$2,708.49
03/16/2017	1,435	\$6,870.57
04/17/2017	3,105	\$14,619.37
05/16/2017	2,759	\$13,013.93
06/15/2017	3,489	\$16,401.13
07/17/2017	8,911	\$41,559.21
08/16/2017	10,084	\$47,001.93