

ADDENDUM ACKNOWLEDGEMENT

Addendum No. 1
RFP No. C-103-08
Opening Date: September 25, 2007

Dated: August 31, 2007

NOTICE

It is the sole responsibility of the Proposer to ensure it has received any and all addenda and the Procurement Commissioner may in his/her sole discretion reject any proposals for which all addenda have not been executed and returned.

PROPOSAL FOR

Management and Operation of Golf Courses and Sports Center in Fairmount Park
RFP No. C-103-08

IS AMENDED AS FOLLOWS

DELETE Appendix 1, Fairmount Park Golf Course Budget 2006 Summary Sheet included in the RFP and REPLACE it with the attached Appendix 1 Budget 2006 Summary Sheets.

Please sign, date and return this addendum with your proposal, as it now becomes part of the proposal.

Company Name (type or print) _____

Authorized Signature _____ Title _____

Name (type or print) _____ Date _____

Address

Telephone/Fax

APPENDIX 1
RFP C-103-08

FAIRMOUNT PARK GOLF COURSES
Budget 2006
SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	1,051	1,020	3,899	10,091	14,891	16,404	14,793	14,309	12,784	9,223	4,732	1,530	104,727
Member	454	514	1,384	2,138	2,890	3,467	3,280	3,184	2,700	2,125	1,416	650	24,202
TOTAL ROUNDS	1,505	1,534	5,283	12,229	17,781	19,871	18,073	17,493	15,484	11,348	6,148	2,180	128,929
REVENUE													
Member Fees	\$ 5,467	\$ 7,891	\$ 14,779	\$ 19,176	\$ 20,001	\$ 20,455	\$ 20,755	\$ 20,922	\$ 20,922	\$ 20,922	\$ 20,922	\$ 20,922	\$ 213,134
Greens Fees	15,985	15,960	78,520	178,590	270,540	284,885	268,050	242,790	216,425	158,915	62,770	22,990	1,816,420
Cart Fees	6,875	6,794	30,086	77,920	109,800	121,751	112,465	102,314	86,978	61,310	29,723	10,351	756,367
Merchandise Sales	2,406	2,396	10,022	21,493	30,676	33,136	29,843	25,631	25,128	18,353	9,710	5,067	213,862
Pro Shop Income	3,681	4,743	21,966	63,770	73,337	73,793	71,302	61,789	44,959	20,972	9,774	5,381	455,467
F & B Income	2,840	2,724	10,951	32,029	43,831	54,383	51,542	43,377	37,349	21,078	9,356	3,299	312,759
TOTAL REVENUE	\$ 37,254	\$ 40,507	\$ 166,324	\$ 392,978	\$ 548,186	\$ 588,402	\$ 553,957	\$ 496,822	\$ 431,761	\$ 301,551	\$ 142,255	\$ 68,010	\$ 3,768,008
COGS													
MERCHANDISE COGS	\$ 1,564	\$ 1,557	\$ 6,514	\$ 13,971	\$ 19,940	\$ 21,538	\$ 19,398	\$ 16,660	\$ 16,333	\$ 11,930	\$ 6,312	\$ 3,294	\$ 139,010
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 903	\$ 866	\$ 3,476	\$ 10,159	\$ 13,900	\$ 17,266	\$ 16,363	\$ 13,788	\$ 11,850	\$ 6,687	\$ 2,961	\$ 1,044	\$ 99,264
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 2,467	\$ 2,423	\$ 9,990	\$ 24,130	\$ 33,840	\$ 38,804	\$ 35,761	\$ 30,448	\$ 28,184	\$ 18,616	\$ 9,273	\$ 4,338	\$ 238,274
GROSS PROFIT	\$ 34,787	\$ 38,084	\$ 156,334	\$ 368,848	\$ 514,346	\$ 549,598	\$ 518,196	\$ 466,374	\$ 403,578	\$ 282,934	\$ 132,982	\$ 63,672	\$ 3,529,733
LABOR													
Pro Shop Labor	\$ 21,137	\$ 18,377	\$ 27,381	\$ 38,288	\$ 45,855	\$ 45,648	\$ 46,710	\$ 46,271	\$ 42,054	\$ 36,122	\$ 26,409	\$ 22,483	\$ 416,734
Food & Beverage Labor	-	-	1,579	5,065	6,494	6,331	6,553	6,613	6,331	4,671	1,057	365	45,059
Course Maintenance Labor	47,919	43,431	54,027	60,680	71,257	68,229	70,239	70,159	67,696	63,698	50,120	45,729	713,183
Administrative Labor	25,644	23,525	25,645	25,425	26,195	25,449	26,195	26,195	25,447	26,193	25,447	26,193	307,555
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 94,701	\$ 85,333	\$ 108,632	\$ 129,458	\$ 149,801	\$ 145,658	\$ 149,697	\$ 149,238	\$ 141,527	\$ 130,684	\$ 103,032	\$ 94,769	\$ 1,482,531
EXPENSES													
Pro Shop Expense	\$ 3,785	\$ 4,179	\$ 28,898	\$ 27,177	\$ 20,994	\$ 19,876	\$ 17,686	\$ 14,433	\$ 14,324	\$ 8,631	\$ 6,120	\$ 4,352	\$ 170,456
Food & Beverage Expense	201	557	2,267	2,397	2,312	2,159	2,422	1,835	2,212	1,551	481	381	18,776
Course Maintenance Expense	17,310	26,080	40,170	86,105	53,615	53,935	53,230	66,705	72,405	24,555	22,565	28,215	544,890
Marketing Expense	7,974	11,803	11,904	13,777	13,110	13,079	4,529	5,228	976	452	200	1,000	84,032
Administrative Expense	45,420	44,976	45,401	50,678	51,783	53,753	58,242	56,278	55,479	53,736	44,650	44,378	604,774
Other Expense	12,823	11,554	14,709	17,529	20,283	19,722	20,269	20,207	19,163	17,695	13,951	12,832	200,735
TOTAL OTHER EXPENSES	\$ 87,512	\$ 99,150	\$ 143,348	\$ 197,664	\$ 162,098	\$ 162,525	\$ 156,378	\$ 164,685	\$ 164,559	\$ 106,619	\$ 87,967	\$ 91,158	\$ 1,623,663
TOTAL EXPENSES	\$ 182,213	\$ 184,483	\$ 251,980	\$ 327,122	\$ 311,898	\$ 308,183	\$ 306,075	\$ 313,923	\$ 306,087	\$ 237,303	\$ 190,999	\$ 185,927	\$ 3,106,194
COI	\$ (147,427)	\$ (146,399)	\$ (95,646)	\$ 41,727	\$ 202,447	\$ 241,416	\$ 212,121	\$ 152,451	\$ 97,491	\$ 45,631	\$ (58,017)	\$ (122,255)	\$ 423,539
Operating Margin	-3.9%	-3.6%	-0.58%	0.11%	0.37%	0.41%	0.38%	0.31%	0.23%	0.15%	-0.41%	-1.80%	0.11%
Cart Lease	\$ -	\$ -	\$ -	\$ 33,750	\$ 33,750	\$ 33,750	\$ 33,750	\$ 33,750	\$ 33,750	\$ -	\$ -	\$ -	\$ 202,500
NET OPERATING INCOME	\$ (147,427)	\$ (146,399)	\$ (95,646)	\$ 7,977	\$ 168,697	\$ 207,666	\$ 178,371	\$ 118,701	\$ 63,741	\$ 45,631	\$ (58,017)	\$ (122,255)	\$ 221,039

COBBS CREEK

Budget 2006

SUMMARY without Rangers

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	375	375	1,675	2,620	4,470	5,375	5,060	4,830	4,800	2,910	1,380	375	34,245
Member	200	200	500	1,000	1,250	1,750	1,800	1,550	1,350	1,000	500	200	11,300
TOTAL ROUNDS	575	575	2,175	3,620	5,720	7,125	6,860	6,380	6,150	3,910	1,880	575	45,545
REVENUE													
Member Fees	\$ 2,225	\$ 3,130	\$ 5,965	\$ 7,254	\$ 7,660	\$ 7,803	\$ 7,803	\$ 7,803	\$ 7,803	\$ 7,803	\$ 7,803	\$ 7,803	\$ 80,855
Greens Fees	5,325	5,325	38,725	61,750	102,700	117,000	111,625	104,000	97,750	66,925	17,225	5,325	733,675
Cart Fees	3,076	3,078	12,016	22,725	38,279	47,286	46,388	40,255	34,610	21,446	10,421	3,078	282,657
Merchandise Sales	800	800	4,700	10,950	18,350	19,250	14,600	11,550	12,800	9,850	4,300	1,725	109,675
Pro Shop Income	200	200	400	1,750	3,750	4,000	3,250	2,750	2,000	1,500	300	200	20,300
F & B Income	500	500	3,000	9,000	17,500	21,000	17,500	14,000	14,250	8,250	1,750	500	107,750
TOTAL REVENUE	\$ 12,126	\$ 13,033	\$ 64,806	\$ 113,429	\$ 188,239	\$ 216,339	\$ 201,166	\$ 180,358	\$ 169,213	\$ 115,774	\$ 41,799	\$ 18,631	\$ 1,334,912
COGS													
MERCHANDISE COGS	\$ 520	\$ 520	\$ 3,055	\$ 7,118	\$ 11,928	\$ 12,513	\$ 9,490	\$ 7,508	\$ 8,320	\$ 6,403	\$ 2,795	\$ 1,121	\$ 71,289
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 160	\$ 160	\$ 953	\$ 2,845	\$ 5,540	\$ 6,655	\$ 5,555	\$ 4,450	\$ 4,515	\$ 2,623	\$ 554	\$ 160	\$ 34,169
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 680	\$ 680	\$ 4,008	\$ 9,963	\$ 17,468	\$ 19,168	\$ 15,045	\$ 11,958	\$ 12,835	\$ 9,025	\$ 3,349	\$ 1,281	\$ 105,457
GROSS PROFIT	\$ 11,446	\$ 12,353	\$ 60,798	\$ 103,466	\$ 170,771	\$ 197,171	\$ 186,121	\$ 168,401	\$ 156,378	\$ 106,749	\$ 38,450	\$ 17,350	\$ 1,229,455
LABOR													
Pro Shop Labor	\$ 6,549	\$ 5,920	\$ 10,178	\$ 12,847	\$ 13,586	\$ 13,125	\$ 13,586	\$ 13,586	\$ 13,125	\$ 12,435	\$ 9,513	\$ 7,192	\$ 131,640
Food & Beverage Labor	-	-	487	2,223	2,788	2,693	2,788	2,788	2,693	1,394	-	-	17,853
Course Maintenance Labor	15,272	13,877	17,516	23,381	26,343	25,621	26,343	26,343	25,010	21,785	14,780	15,272	251,541
Administrative Labor	5,655	5,160	5,655	5,498	5,655	5,498	5,655	5,655	5,498	5,655	5,498	5,655	66,737
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 27,476	\$ 24,957	\$ 33,835	\$ 43,949	\$ 48,371	\$ 46,937	\$ 48,371	\$ 48,371	\$ 46,326	\$ 41,269	\$ 29,790	\$ 28,118	\$ 467,772
EXPENSES													
Pro Shop Expense	\$ 1,145	\$ 1,295	\$ 10,995	\$ 5,195	\$ 3,345	\$ 4,845	\$ 3,195	\$ 3,295	\$ 4,445	\$ 2,295	\$ 1,795	\$ 1,195	\$ 43,040
Food & Beverage Expense	100	150	1,150	450	450	450	450	450	450	450	150	100	4,800
Course Maintenance Expense	5,475	8,425	12,955	38,325	19,545	24,140	26,190	28,715	27,465	9,055	10,895	8,530	219,715
Marketing Expense	2,023	3,002	3,353	4,560	3,965	4,298	1,498	1,812	324	150	62	342	25,389
Administrative Expense	11,101	9,961	9,691	10,051	12,566	12,491	13,021	12,916	12,916	12,762	9,321	9,441	136,238
Other Expense	3,720	3,379	4,581	5,951	6,549	6,355	6,549	6,549	6,273	5,588	4,034	3,807	63,336
TOTAL OTHER EXPENSES	\$ 23,564	\$ 26,212	\$ 42,725	\$ 64,532	\$ 46,420	\$ 52,579	\$ 50,903	\$ 53,737	\$ 51,873	\$ 30,300	\$ 26,257	\$ 23,415	\$ 492,518
TOTAL EXPENSES	\$ 51,040	\$ 51,169	\$ 76,561	\$ 108,480	\$ 94,792	\$ 99,516	\$ 99,275	\$ 102,109	\$ 98,199	\$ 71,569	\$ 56,046	\$ 51,533	\$ 960,290
COI	\$ (39,594)	\$ (38,816)	\$ (15,763)	\$ (5,014)	\$ 75,979	\$ 97,655	\$ 86,846	\$ 66,292	\$ 58,179	\$ 35,180	\$ (17,596)	\$ (34,183)	\$ 269,165
Operating Margin	-3.27	-2.98	-0.24	-0.04	0.40	0.45	0.43	0.37	0.34	0.30	-0.42	-1.83	0.20

FRANKLIN D. ROOSEVELT

Budget 2006

SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	150	150	390	2,270	3,691	4,148	3,756	3,578	3,235	2,710	1,010	260	25,348
Member	95	115	250	325	590	645	560	650	550	400	250	100	4,530
TOTAL ROUNDS	245	265	640	2,595	4,281	4,793	4,316	4,228	3,785	3,110	1,260	360	29,878
REVENUE													
Member Fees	\$ 1,225	\$ 1,500	\$ 2,250	\$ 3,400	\$ 3,700	\$ 3,725	\$ 3,725	\$ 3,725	\$ 3,725	\$ 3,725	\$ 3,725	\$ 3,725	\$ 38,150
Greens Fees	2,800	2,800	8,100	29,950	52,850	57,880	55,800	46,255	41,675	32,250	12,250	4,500	347,110
Cart Fees	605	581	2,046	11,811	16,624	18,368	17,205	16,043	13,253	8,254	4,883	1,116	110,786
Merchandise Sales	325	288	600	4,300	4,800	4,900	4,800	4,400	4,550	2,550	1,400	550	33,463
Pro Shop Income	150	150	2,050	7,850	7,875	7,850	7,625	6,190	4,900	2,300	900	200	48,040
F & B Income	650	650	1,225	6,500	7,000	10,225	10,500	9,000	7,550	3,050	2,000	875	59,225
TOTAL REVENUE	\$ 5,755	\$ 5,969	\$ 16,271	\$ 63,811	\$ 92,849	\$ 102,948	\$ 99,655	\$ 85,613	\$ 75,653	\$ 52,129	\$ 25,158	\$ 10,966	\$ 636,774
COGS													
MERCHANDISE COGS	\$ 211	\$ 187	\$ 390	\$ 2,795	\$ 3,120	\$ 3,185	\$ 3,120	\$ 2,860	\$ 2,958	\$ 1,658	\$ 910	\$ 358	\$ 21,751
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 206	\$ 206	\$ 387	\$ 2,066	\$ 2,220	\$ 3,250	\$ 3,335	\$ 2,860	\$ 2,399	\$ 968	\$ 630	\$ 274	\$ 18,799
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	31%	32%
TOTAL COGS	\$ 417	\$ 393	\$ 777	\$ 4,861	\$ 5,340	\$ 6,435	\$ 6,455	\$ 5,720	\$ 5,356	\$ 2,625	\$ 1,540	\$ 632	\$ 40,550
GROSS PROFIT	\$ 5,338	\$ 5,577	\$ 15,494	\$ 58,950	\$ 87,509	\$ 96,513	\$ 93,200	\$ 79,893	\$ 70,297	\$ 49,504	\$ 23,618	\$ 10,335	\$ 596,225
LABOR													
Pro Shop Labor	\$ 2,177	\$ 1,968	\$ 2,840	\$ 4,273	\$ 6,023	\$ 5,467	\$ 5,513	\$ 5,513	\$ 5,819	\$ 4,565	\$ 2,748	\$ 2,042	\$ 48,948
Food & Beverage Labor	-	-	729	2,114	2,917	2,818	2,917	2,917	2,818	2,552	1,057	365	21,204
Course Maintenance Labor	9,554	8,789	9,554	11,129	11,501	11,129	11,501	11,501	11,129	11,501	9,248	9,554	126,092
Administrative Labor	4,919	4,526	4,919	4,786	4,919	4,786	4,919	4,919	4,786	4,919	4,786	4,919	58,103
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 16,650	\$ 15,283	\$ 18,042	\$ 22,302	\$ 25,361	\$ 24,200	\$ 24,850	\$ 24,850	\$ 24,552	\$ 23,537	\$ 17,838	\$ 16,880	\$ 254,346
EXPENSES													
Pro Shop Expense	\$ 360	\$ 610	\$ 2,235	\$ 2,920	\$ 1,675	\$ 2,920	\$ 1,875	\$ 1,920	\$ 1,675	\$ 1,000	\$ 860	\$ 360	\$ 18,410
Food & Beverage Expense	-	-	420	420	420	420	420	420	420	420	-	-	3,360
Course Maintenance Expense	4,125	6,700	8,150	16,425	11,025	9,900	9,400	11,350	14,600	4,625	3,950	6,950	107,200
Marketing Expense	1,272	1,888	2,108	2,867	2,493	2,702	942	1,140	205	95	40	216	15,968
Administrative Expense	6,997	7,226	7,281	8,891	8,326	8,516	9,301	9,591	9,896	9,388	7,651	7,251	100,315
Other Expense	2,254	2,069	2,443	3,020	3,434	3,277	3,365	3,365	3,324	3,187	2,415	2,286	34,438
TOTAL OTHER EXPENSES	\$ 15,008	\$ 18,493	\$ 22,637	\$ 34,543	\$ 27,373	\$ 27,735	\$ 25,303	\$ 27,786	\$ 30,120	\$ 18,715	\$ 14,916	\$ 17,063	\$ 279,691
TOTAL EXPENSES	\$ 31,659	\$ 33,777	\$ 40,679	\$ 56,844	\$ 52,733	\$ 51,935	\$ 50,153	\$ 52,636	\$ 54,673	\$ 42,252	\$ 32,755	\$ 33,942	\$ 534,038
COI	\$ (26,321)	\$ (28,200)	\$ (25,185)	\$ 2,106	\$ 34,775	\$ 44,578	\$ 43,047	\$ 27,257	\$ 15,624	\$ 7,251	\$ (9,137)	\$ (23,608)	\$ 62,187
Operating Margin	-4.57	-4.72	-1.55	0.03	0.37	0.43	0.43	0.32	0.21	0.14	-0.36	-2.15	0.10

JOHN F. BYRNE

Budget 2006

SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	199	184	427	1,574	2,265	2,463	1,989	2,092	1,735	1,399	825	395	15,547
Member	95	120	460	481	685	685	585	675	550	510	461	215	5,522
TOTAL ROUNDS	294	304	887	2,055	2,950	3,148	2,574	2,767	2,285	1,909	1,286	610	21,069
REVENUE													
Member Fees	\$ 267	\$ 949	\$ 1,804	\$ 3,437	\$ 3,556	\$ 3,842	\$ 4,142	\$ 4,309	\$ 4,309	\$ 4,309	\$ 4,309	\$ 4,309	\$ 39,542
Greens Fees	3,600	3,680	9,345	26,550	40,725	44,770	36,835	36,120	28,165	21,800	12,850	6,775	271,215
Cart Fees	1,042	1,121	7,673	19,344	19,623	23,111	18,619	18,554	15,159	14,927	7,663	2,790	149,623
Merchandise Sales	344	534	2,531	3,454	3,549	3,945	4,095	4,122	3,671	2,924	1,825	975	31,969
Pro Shop Income	30	85	90	220	120	170	120	125	200	200	150	35	1,545
F & B Income	970	1,015	3,739	7,426	8,305	9,722	9,611	8,332	5,883	4,737	2,768	1,111	63,619
TOTAL REVENUE	\$ 6,253	\$ 7,384	\$ 25,182	\$ 60,431	\$ 75,878	\$ 85,560	\$ 73,422	\$ 71,562	\$ 57,387	\$ 48,897	\$ 29,565	\$ 15,995	\$ 557,513
COGS													
MERCHANDISE COGS	\$ 224	\$ 347	\$ 1,645	\$ 2,245	\$ 2,307	\$ 2,564	\$ 2,662	\$ 2,679	\$ 2,386	\$ 1,901	\$ 1,186	\$ 634	\$ 20,780
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 309	\$ 323	\$ 1,189	\$ 2,354	\$ 2,637	\$ 3,088	\$ 3,042	\$ 2,645	\$ 1,862	\$ 1,497	\$ 875	\$ 352	\$ 20,174
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 532	\$ 670	\$ 2,835	\$ 4,599	\$ 4,944	\$ 5,652	\$ 5,704	\$ 5,325	\$ 4,248	\$ 3,398	\$ 2,061	\$ 986	\$ 40,954
GROSS PROFIT	\$ 5,720	\$ 6,714	\$ 22,347	\$ 55,832	\$ 70,934	\$ 79,908	\$ 67,717	\$ 66,237	\$ 53,139	\$ 45,499	\$ 27,504	\$ 15,009	\$ 516,559
LABOR													
Pro Shop Labor	\$ 3,186	\$ 2,880	\$ 3,398	\$ 4,181	\$ 4,337	\$ 4,624	\$ 4,885	\$ 4,655	\$ 4,095	\$ 4,018	\$ 3,164	\$ 3,275	\$ 46,697
Food & Beverage Labor	-	-	115	309	356	401	415	474	401	415	-	-	2,887
Course Maintenance Labor	9,476	8,614	11,148	10,787	13,980	10,787	11,148	11,148	10,864	11,069	10,710	9,476	129,208
Administrative Labor	4,322	3,987	4,323	4,306	4,427	4,306	4,427	4,427	4,305	4,426	4,305	4,426	51,987
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 16,984	\$ 15,480	\$ 18,985	\$ 19,583	\$ 23,100	\$ 20,118	\$ 20,876	\$ 20,705	\$ 19,665	\$ 19,928	\$ 18,179	\$ 17,177	\$ 230,780
EXPENSES													
Pro Shop Expense	\$ 863	\$ 902	\$ 1,832	\$ 2,866	\$ 2,908	\$ 2,760	\$ 2,406	\$ 2,469	\$ 2,261	\$ 1,761	\$ 1,166	\$ 817	\$ 23,011
Food & Beverage Expense	41	271	257	209	412	399	293	307	592	211	211	211	3,414
Course Maintenance Expense	3,345	4,475	6,210	12,075	8,760	8,045	5,325	10,590	10,375	3,570	2,400	5,025	80,195
Marketing Expense	982	1,458	1,628	2,214	1,926	2,087	727	880	157	72	29	165	12,325
Administrative Expense	7,484	7,234	8,086	7,181	7,330	6,952	8,638	8,325	7,519	7,018	6,338	6,188	88,292
Other Expense	2,300	2,096	2,571	2,652	3,128	2,724	2,827	2,803	2,663	2,698	2,461	2,326	31,248
TOTAL OTHER EXPENSES	\$ 15,014	\$ 16,436	\$ 20,583	\$ 27,197	\$ 24,464	\$ 22,967	\$ 20,216	\$ 25,374	\$ 23,567	\$ 15,330	\$ 12,605	\$ 14,731	\$ 238,484
TOTAL EXPENSES	\$ 31,998	\$ 31,916	\$ 39,568	\$ 46,780	\$ 47,564	\$ 43,085	\$ 41,092	\$ 46,080	\$ 43,232	\$ 35,258	\$ 30,784	\$ 31,908	\$ 469,264
COI	\$ (26,277)	\$ (25,202)	\$ (17,221)	\$ 9,052	\$ 23,370	\$ 36,823	\$ 26,626	\$ 20,157	\$ 9,907	\$ 10,240	\$ (3,280)	\$ (16,899)	\$ 47,295
Operating Margin	-4.20	-3.41	-0.68	0.15	0.31	0.43	0.36	0.28	0.17	0.21	-0.11	-1.06	0.08

WALNUT LANE

Budget 2006

SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	154	158	956	1,859	2,375	2,220	2,031	1,974	1,577	1,038	669	191	15,202
Member	20	25	50	140	170	195	155	130	125	100	95	50	1,255
TOTAL ROUNDS	174	183	1,006	1,999	2,545	2,415	2,186	2,104	1,702	1,138	764	241	16,457
REVENUE													
Member Fees	\$ 875	\$ 1,156	\$ 2,780	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 30,551
Greens Fees	2,115	2,175	16,305	31,130	42,725	35,850	35,980	32,500	25,925	18,830	9,690	2,865	256,090
Cart Fees	818	893	3,404	10,993	16,461	14,759	13,001	13,253	10,788	7,821	2,604	1,176	95,971
Merchandise Sales	156	167	1,124	1,771	2,063	2,688	3,504	3,314	2,019	1,378	735	505	19,424
Pro Shop Income	11	30	41	187	365	545	559	395	501	268	60	26	2,988
F & B Income	120	120	741	3,172	3,943	3,923	3,929	3,500	2,721	2,130	755	182	25,236
TOTAL REVENUE	\$ 4,095	\$ 4,541	\$ 24,395	\$ 50,112	\$ 68,417	\$ 60,625	\$ 59,834	\$ 55,821	\$ 44,813	\$ 33,288	\$ 16,704	\$ 7,615	\$ 430,261
COGS													
MERCHANDISE COGS	\$ 102	\$ 109	\$ 731	\$ 1,151	\$ 1,341	\$ 1,747	\$ 2,278	\$ 2,154	\$ 1,312	\$ 896	\$ 478	\$ 328	\$ 12,626
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 38	\$ 38	\$ 234	\$ 1,005	\$ 1,249	\$ 1,240	\$ 1,241	\$ 1,104	\$ 860	\$ 672	\$ 239	\$ 58	\$ 7,978
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 140	\$ 147	\$ 964	\$ 2,156	\$ 2,590	\$ 2,988	\$ 3,519	\$ 3,258	\$ 2,172	\$ 1,568	\$ 717	\$ 386	\$ 20,604
GROSS PROFIT	\$ 3,956	\$ 4,394	\$ 23,431	\$ 47,956	\$ 65,826	\$ 57,638	\$ 56,315	\$ 52,564	\$ 42,641	\$ 31,720	\$ 15,987	\$ 7,229	\$ 409,657
LABOR													
Pro Shop Labor	\$ 2,407	\$ 2,176	\$ 2,407	\$ 4,078	\$ 4,221	\$ 4,078	\$ 4,221	\$ 4,221	\$ 4,078	\$ 3,314	\$ 2,326	\$ 2,407	\$ 39,937
Food & Beverage Labor	-	-	248	419	434	419	434	434	419	310	-	-	3,115
Course Maintenance Labor	6,282	5,699	8,472	8,237	10,264	10,007	10,247	10,247	10,007	10,215	8,237	6,282	104,196
Administrative Labor	4,002	3,670	4,002	3,977	4,105	3,977	4,105	4,105	3,977	4,105	3,977	4,105	48,103
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 12,691	\$ 11,545	\$ 15,129	\$ 16,711	\$ 19,024	\$ 18,481	\$ 19,006	\$ 19,006	\$ 18,481	\$ 17,943	\$ 14,540	\$ 12,794	\$ 195,352
EXPENSES													
Pro Shop Expense	\$ 550	\$ 550	\$ 4,075	\$ 2,025	\$ 1,800	\$ 1,800	\$ 2,800	\$ 1,875	\$ 1,825	\$ 1,500	\$ 900	\$ 550	\$ 20,250
Food & Beverage Expense	50	100	300	775	375	400	450	250	350	150	50	50	3,300
Course Maintenance Expense	1,990	2,650	5,925	9,290	7,530	6,995	5,795	8,090	9,795	3,220	2,865	2,830	66,975
Marketing Expense	751	1,115	1,245	1,693	1,473	1,596	556	673	120	55	22	126	9,425
Administrative Expense	6,148	6,103	6,453	7,303	7,493	7,558	8,083	7,633	7,258	7,858	6,058	6,383	84,331
Other Expense	1,718	1,563	2,048	2,263	2,576	2,502	2,573	2,573	2,502	2,430	1,969	1,732	26,451
TOTAL OTHER EXPENSES	\$ 11,207	\$ 12,081	\$ 20,046	\$ 23,349	\$ 21,247	\$ 20,851	\$ 20,257	\$ 21,094	\$ 21,850	\$ 15,213	\$ 11,864	\$ 11,671	\$ 210,732
TOTAL EXPENSES	\$ 23,898	\$ 23,626	\$ 35,176	\$ 40,060	\$ 40,271	\$ 39,333	\$ 39,264	\$ 40,101	\$ 40,332	\$ 33,156	\$ 26,403	\$ 24,465	\$ 406,083
COI	\$ (19,942)	\$ (19,232)	\$ (11,745)	\$ 7,896	\$ 25,556	\$ 18,305	\$ 17,051	\$ 12,463	\$ 2,309	\$ (1,435)	\$ (10,416)	\$ (17,236)	\$ 3,573
Operating Margin	-4.87	-4.24	-0.48	0.16	0.37	0.30	0.28	0.22	0.05	-0.04	-0.62	-2.26	0.01

JUNIATA
Budget 2006
SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid	173	153	451	1,768	2,090	2,198	1,957	1,835	1,437	1,166	848	309	14,385
Member	44	54	124	192	195	192	180	179	125	115	110	85	1,595
TOTAL ROUNDS	217	207	575	1,960	2,285	2,390	2,137	2,014	1,562	1,281	958	394	15,980
REVENUE													
Member Fees	\$ 875	\$ 1,156	\$ 1,980	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 2,225	\$ 24,036
Greens Fees	2,145	1,980	6,045	29,210	31,540	29,385	27,810	23,915	22,910	19,110	10,755	3,525	208,330
Cart Fees	1,335	1,121	4,948	13,048	18,814	18,228	17,252	14,210	13,169	8,863	4,152	2,190	117,329
Merchandise Sales	745	472	958	953	1,591	2,077	2,016	1,660	1,567	1,366	1,250	1,212	15,868
Pro Shop Income	50	28	50	46	100	95	90	100	124	24	14	20	741
F & B Income	505	375	1,550	3,057	3,796	4,725	4,625	4,010	3,905	1,856	1,583	531	30,518
TOTAL REVENUE	\$ 5,655	\$ 5,132	\$ 15,531	\$ 48,539	\$ 58,066	\$ 56,735	\$ 54,017	\$ 46,120	\$ 43,900	\$ 33,444	\$ 19,980	\$ 9,703	\$ 396,822
COGS													
MERCHANDISE COGS	\$ 484	\$ 307	\$ 623	\$ 619	\$ 1,034	\$ 1,350	\$ 1,310	\$ 1,079	\$ 1,019	\$ 888	\$ 813	\$ 788	\$ 10,314
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 161	\$ 119	\$ 491	\$ 969	\$ 1,202	\$ 1,501	\$ 1,469	\$ 1,277	\$ 1,242	\$ 590	\$ 504	\$ 168	\$ 9,693
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 645	\$ 426	\$ 1,113	\$ 1,589	\$ 2,236	\$ 2,851	\$ 2,779	\$ 2,356	\$ 2,261	\$ 1,478	\$ 1,316	\$ 956	\$ 20,007
GROSS PROFIT	\$ 5,010	\$ 4,706	\$ 14,418	\$ 46,950	\$ 55,830	\$ 53,884	\$ 51,238	\$ 43,764	\$ 41,639	\$ 31,966	\$ 18,663	\$ 8,747	\$ 376,815
LABOR													
Pro Shop Labor	\$ 4,029	\$ 3,642	\$ 4,029	\$ 4,811	\$ 4,922	\$ 4,811	\$ 4,951	\$ 4,995	\$ 4,741	\$ 4,936	\$ 4,008	\$ 4,149	\$ 54,024
Food & Beverage Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Course Maintenance Labor	7,083	6,203	7,083	6,895	8,915	10,435	10,747	10,667	10,435	8,875	6,895	4,892	99,124
Administrative Labor	3,139	2,890	3,139	3,106	3,215	3,128	3,215	3,215	3,128	3,215	3,128	3,215	37,735
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 14,250	\$ 12,734	\$ 14,250	\$ 14,813	\$ 17,052	\$ 18,375	\$ 18,913	\$ 18,877	\$ 18,304	\$ 17,026	\$ 14,032	\$ 12,256	\$ 190,883
EXPENSES													
Pro Shop Expense	\$ 630	\$ 580	\$ 1,505	\$ 2,605	\$ 1,980	\$ 1,680	\$ 2,280	\$ 1,705	\$ 2,080	\$ 1,530	\$ 905	\$ 730	\$ 18,210
Food & Beverage Expense	-	-	50	150	150	150	150	150	150	150	50	-	1,150
Course Maintenance Expense	2,375	3,830	6,930	9,990	6,755	4,855	6,520	7,960	10,170	4,085	2,455	4,880	70,805
Marketing Expense	751	1,115	1,245	1,693	1,473	1,596	556	673	120	55	22	126	9,425
Administrative Expense	7,085	7,033	7,110	8,383	8,408	8,888	8,613	8,188	8,263	8,038	7,213	7,291	94,511
Other Expense	1,929	1,724	1,929	2,006	2,309	2,488	2,561	2,556	2,478	2,305	1,900	1,660	25,846
TOTAL OTHER EXPENSES	\$ 12,770	\$ 14,283	\$ 18,769	\$ 24,826	\$ 21,074	\$ 19,657	\$ 20,679	\$ 21,232	\$ 23,261	\$ 16,163	\$ 12,545	\$ 14,687	\$ 219,946
TOTAL EXPENSES	\$ 27,020	\$ 27,017	\$ 33,019	\$ 39,639	\$ 38,126	\$ 38,031	\$ 39,592	\$ 40,109	\$ 41,565	\$ 33,190	\$ 26,576	\$ 26,943	\$ 410,829
COI	\$ (22,011)	\$ (22,312)	\$ (18,602)	\$ 7,311	\$ 17,704	\$ 15,853	\$ 11,646	\$ 3,656	\$ 74	\$ (1,224)	\$ (7,913)	\$ (18,196)	\$ (34,014)
Operating Margin	-3.89	-4.35	-1.20	0.15	0.30	0.28	0.22	0.08	0.00	-0.04	-0.40	-1.88	-0.09

SPORTS CENTER
Budget 2006
SUMMARY

	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC	2006 TOTAL
ROUNDS													
Paid Member	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL ROUNDS	-	-	-	-	-	-	-	-	-	-	-	-	-
REVENUE													
Member Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Greens Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Cart Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Merchandise Sales	36	134	109	65	324	275	828	585	521	285	200	100	3,462
Pro Shop Income	3,240	4,250	19,335	53,717	61,127	61,133	59,658	52,228	37,235	16,680	8,350	4,900	381,853
F & B Income	95	64	696	2,874	3,287	4,788	5,377	4,535	3,040	1,055	500	100	26,411
TOTAL REVENUE	\$ 3,371	\$ 4,448	\$ 20,140	\$ 56,656	\$ 64,738	\$ 66,196	\$ 65,863	\$ 57,348	\$ 40,796	\$ 18,020	\$ 9,050	\$ 5,100	\$ 411,726
COGS													
MERCHANDISE COGS	\$ 23	\$ 87	\$ 71	\$ 43	\$ 210	\$ 179	\$ 538	\$ 380	\$ 339	\$ 185	\$ 130	\$ 65	\$ 2,251
% COGS	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
F & B COGS	\$ 30	\$ 20	\$ 223	\$ 920	\$ 1,052	\$ 1,532	\$ 1,721	\$ 1,451	\$ 973	\$ 338	\$ 160	\$ 32	\$ 8,451
% COGS	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%
TOTAL COGS	\$ 54	\$ 108	\$ 293	\$ 962	\$ 1,262	\$ 1,711	\$ 2,259	\$ 1,832	\$ 1,312	\$ 523	\$ 290	\$ 97	\$ 10,702
GROSS PROFIT	\$ 3,317	\$ 4,340	\$ 19,846	\$ 55,694	\$ 63,476	\$ 64,485	\$ 63,604	\$ 55,517	\$ 39,484	\$ 17,497	\$ 8,760	\$ 5,003	\$ 401,024
LABOR													
Pro Shop Labor	\$ 2,790	\$ 1,791	\$ 4,529	\$ 8,097	\$ 12,766	\$ 13,543	\$ 13,553	\$ 13,301	\$ 10,195	\$ 6,853	\$ 4,651	\$ 3,419	\$ 95,488
Food & Beverage Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Course Maintenance Labor	253	250	253	250	253	250	253	253	250	253	250	253	3,022
Administrative Labor	3,608	3,293	3,608	3,753	3,874	3,754	3,874	3,874	3,753	3,873	3,753	3,873	44,889
Payroll Pool	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LABOR	\$ 6,650	\$ 5,334	\$ 8,390	\$ 12,100	\$ 16,893	\$ 17,547	\$ 17,681	\$ 17,428	\$ 14,198	\$ 10,979	\$ 8,654	\$ 7,545	\$ 143,399
EXPENSES													
Pro Shop Expense	\$ 237	\$ 242	\$ 8,256	\$ 11,566	\$ 9,286	\$ 5,871	\$ 5,130	\$ 3,169	\$ 2,038	\$ 545	\$ 494	\$ 700	\$ 47,535
Food & Beverage Expense	10	36	90	393	505	340	659	258	250	170	20	20	2,752
Course Maintenance Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing Expense	2,195	3,225	2,325	750	1,780	800	250	50	50	25	25	25	11,500
Administrative Expense	6,606	7,419	6,780	8,870	7,660	9,349	10,587	9,625	9,628	8,672	8,069	7,824	101,089
Other Expense	900	722	1,136	1,638	2,287	2,376	2,394	2,360	1,922	1,487	1,172	1,022	19,416
TOTAL OTHER EXPENSES	\$ 9,948	\$ 11,644	\$ 18,587	\$ 23,218	\$ 21,519	\$ 18,736	\$ 19,019	\$ 15,461	\$ 13,888	\$ 10,899	\$ 9,780	\$ 9,591	\$ 182,292
TOTAL EXPENSES	\$ 16,599	\$ 16,978	\$ 26,977	\$ 35,318	\$ 38,412	\$ 36,283	\$ 36,700	\$ 32,890	\$ 28,086	\$ 21,878	\$ 18,434	\$ 17,136	\$ 325,691
COI	\$ (13,281)	\$ (12,638)	\$ (7,131)	\$ 20,376	\$ 25,063	\$ 28,202	\$ 26,904	\$ 22,627	\$ 11,399	\$ (4,381)	\$ (9,674)	\$ (12,133)	\$ 75,333
Operating Margin	-3.94	-2.84	-0.35	0.36	0.39	0.43	0.41	0.39	0.28	-0.24	-1.07	-2.38	0.18

Addendum No. 2
RFP No. C-103-08
Opening Date: September 25, 2007

Dated: September 13, 2007

NOTICE

It is the sole responsibility of the Proposer to ensure it has received any and all addenda and the Procurement Commissioner may in his/her sole discretion reject any proposals for which all addenda have not been executed and returned.

PROPOSAL FOR

**Management and Operation of Golf Courses and Sports Center in Fairmount Park
RFP No. C-103-08**

IS AMENDED AS FOLLOWS

I The City of Philadelphia will provide a non mandatory tour of the Golf Facilities at the following date and time:

Tuesday, September 18, 2007, 8:30AM beginning at Franklin D. Roosevelt Golf Club, 1954 Pattison Ave., Phila., Pa .

II The "Deadline for Questions" submissions as set forth in subparagraph 1.5.2 of the RFP, is being extended until **Wednesday, September 19, 2007 at 5PM, prevailing local time,** to accommodate any questions resulting from the tour of the golf facilities.

III The attached "**Contract Proposal Language Regarding Payments to MBEC Subcontractors For Concession Proposals**" and "**Form D**" are being added to the **Request for Proposal Section 4.7 – Participation of Minority, Women and Disabled Owned Business Enterprises**

Please sign, date and return this addendum with your proposal, as it now becomes part or the proposal.

Company Name (type or print)_____

Authorized Signature_____ Title_____

Name(type or print)_____ Date_____

Contract Bid Language Regarding Payments to MBEC Subcontractors

The below paragraph applies to all Invitation and Bids (I&B) containing MBEC Participation Requirements:

The successful bidder shall, within five (5) business days after receipt of a payment from the City for work performed under the contract, deliver to its M/W/DSBE subcontractors the proportionate share of such payment for work performed (including the supply of materials) by its M/W/DSBE subcontractors. In connection with payment of its M/W/DSBE subcontractors, the successful bidder agrees to fully comply with the City's payment reporting process. The successful bidder is required to submit with each invoice the completed "Prime Contractor's Payment to MBEC Subcontractors' Form" indicating what percentage and dollar amount of the invoice that will be paid to its MBEC certified subcontractor(s).

Failure to submit the attached "Prime Contractor's Payment to MBEC Subcontractors' Form" with each invoice may result in rejection of the invoice.

PRIME CONTRACTOR'S PAYMENT TO MBEC SUBCONTRACTORS FORM FOR CONCESSIONS CONTRACTS

Prime Contractor: _____
 Bid Number: _____
 Contract Number: _____



Name of Subcontractor	Work/Supply Effort	MBEC Category			Percentage of Payment Due MBEC Vendor	Dollar Amount Due
		MBE	WBE	DSBE		

Note: If this payment does not encompass any work/supply effort performed by an M/W/DSBE, complete only the top portion of this form and check the box below.

NO PAYMENT DUE TO SUBCONTRACTOR.

In accordance with the MBEC instructions, Forms and Contract Provisions which are part of the Contract, I agree to promptly pay my M/W/DSBE subcontractors within ten (10) days after receipt of the subcontractor's invoice. I represent that the statements contained herein are true and correct and are made under penalty of law, 18 Pa.C.S. 4904.

Prime Contractor's Signature: _____

Date: _____

Addendum No. 3
RFP No. C-103-08
Opening Date: September 25, 2007

Dated: September 20, 2007

NOTICE

It is the sole responsibility of the Proposer to ensure it has received any and all addenda and the Procurement Commissioner may in his/her sole discretion reject any proposals for which all addenda have not been executed and returned.

PROPOSAL FOR

**Management and Operation of Golf Courses and Sports Center in Fairmount Park
RFP No. C-103-08**

IS AMENDED AS FOLLOWS

- I The Proposal submission date is being postponed from September 25, 2007 at 10:30 AM, to October 2, 2007 at 10:30 AM, prevailing local time.**
- II Revise the amount of Performance Bond in Section 4.6.1 of the RFP from \$100,000.00 to \$350,000.00**

III To All Potential Respondents:

On September 11, 2007, the City of Philadelphia Fairmount Park Commission conducted a Pre-Proposal Meeting pursuant to RFP #C-103-08, and a non mandatory tour of the golf facilities held on September 18, 2007. The purpose of this addendum is to provide written responses to the questions raised at the meeting and tour. Unless otherwise defined in this Addendum, all capitalized words and phrases used have the meaning given them in the RFP and the previous 1st and 2nd addendums.

To confirm receipt of this Addendum, each Respondent must sign the signature page at the end of the addendum and return it with its Proposal

Question No. 1 – Will the City entertain extending the Deadline for Submitting Proposals to allow potential Respondents more time for due diligence?

City Response – Yes. The Deadline for Submitting Proposals is extended to Tuesday, October 2, at 10:30 a.m. The place for submitting Proposals remains

the same. Potential Respondents are encouraged to make every effort to ensure that their Proposals are delivered on time and to the correct location.

Question No. 2 – Who designed Cobbs Creek Golf Course?

City Response – Cobbs Creek Golf Course was designed around 1916 by the famous golf course designer Hugh Wilson. Mr. Wilson also designed Merion Golf Club, which has been used for the professional U.S. Open Championship.

Question No. 3 – Is a copy of the City’s current contract with the manager of the Facilities available for potential Respondents to review?

City Response – Yes, City contracts are public records. The Facilities are currently managed, however, under a professional services contract, not a concession agreement, and the business arrangement under the current contract is very different from the proposed Concession Agreement.

Question No. 4 – Does the City have aerial photographs, site plans, or maps of the golf courses, including as-built drawings for irrigation systems and drainage systems?

City Response – No. There is little, if any, mapping available for the courses.

Question No. 5 – Does the City have any environmental impact studies for any of the golf courses?

City Response – No.

Question No. 6 – Can you provide contact information for potential respondents to obtain more information about the RFP’s requirements for participation of minority, women, and disabled-owned firms, and the names of firms certified by the Minority Business Enterprise Council (“MBEC”)?

City Response – Potential respondents may call Caleb Gaines at 215-686-6379, or by e-mail at caleb.gaines@phila.gov.

Question No. 7 – Please clarify the basis of the participation range percentages for minority, women and disabled-owned business enterprises set forth in **Appendix “3”** of the RFP?

City Response – The participation percentages are projected ranges for participation of minority, women, and disabled-owned business enterprises for either (1) services that need to be outsourced by the concessionaire, or (2) goods that need to be purchased by the Concessionaire from a third party (for example, landscaping supplies that the Concessionaire may need to purchase).

Question No. 8 – How should a Proposer respond to the percentage ranges set forth in Appendix “3” of the RFP for participation by minority, women and disabled-owned business enterprises if a Respondent cannot accurately predict future participation opportunities that may be available? For example, a Respondent might not know yet about future capital improvements and participation opportunities in them.

City Response – The City encourages a strong overall commitment for participation of minority, women and disabled-owned business enterprises. Nevertheless, the City will be flexible in reviewing Respondents overall commitment to participation. A Respondent may compensate for lack of participation in one category by an increased participation commitment in another category. For example, a Respondent can increase its participation commitment in the operations and maintenance category if it cannot identify specific ranges in the Architectural and Engineering Services category.

Question No. 9 – Do businesses certified by the MBEC need to be actually solicited before submitting a Proposal, or can Respondents merely name the certified business?

City Response – MBEC-certified businesses must be solicited and an actual commitment must be obtained from a business. Please see the Solicitation and Participation and Commitment Form, Form “D” of the RFP.

Question No. 10 – Will the City conduct interviews with Respondents?

City Response – The City does not currently plan to conduct interviews with Respondents. Nevertheless, as set forth in Section 7.2.6 of the RFP, the City reserves the right to conduct interviews with any or all Respondents.

Question No. 11 – Will the Concessionaire be required to make capital escrow payments in the fifth year of the Concession Agreement even if the agreement is not renewed for a 6th year?

City Response – Yes.

Question No. 12 – Can the City provide an inventory of City-owned equipment that will be available to the new concessionaire?

City Response – The available inventories of City-owned equipment serving the golf courses are attached to this Addendum as **Appendix 1**.

Question No. 13 – Can the City provide the age of the inventory items?

City Response – Where available, the age of the inventoried item is provided in **Appendix A1**.

Question No. 14 – Are all expenses included in the 2006 financial data provided in Appendix 1 of the RFP?

City Response – Yes. To be clear, the expenses listed in Appendix 1 of the RFP *do not* include any courses not part of the Facilities under the RFP. Potential respondents may review the financial information for the Facilities’ courses on line at [www.phila.gov\bids](http://www.phila.gov/bids).

Question No 15 – Is the financial data provided in Appendix 1 of the RFP “actual” or “budgeted” data?

City Response – Actual.

Question No 16 – Can the City provide actual financial data through August 2007?

City Response – Attached as **Appendix 2** to this RFP is the available actual financial data the City has available to date for 2007.

Question No. 17 – Does the financial data provided in **Appendix 1** of the RFP include any payments to the City?

City Response – No. The 2006 financial data provided in **Appendix 1** of the RFP do not include payments to the City because the Facilities are currently managed under a fee-for-services arrangement; that is, the City pays a fee to the manager of all the City’s golf courses and the Sports Center. As required by Section 6.9.1 of the RFP, each Proposal to the RFP must include a proposed minimum annual guaranteed – or “MAG” – concession fee payment to the City. Each Respondent’s proposed MAG must be set forth on Form A of the RFP.

Question No. 18 – What is the source of the irrigation system for each golf course?

City Response – The irrigation system for each course is connected to the City water system. Water expenses for the four golf courses and sports center are provided in **Appendix 3** to this Addendum.

Question No. 19 – Are there snap valves to connect hoses to the irrigation system for watering the courses?

City Response – The irrigation systems contain a mix of snap valves and heads.

Question No. 20 – Is each course entirely served by an irrigation system?

City Response – No, the existing irrigation systems are not continuous throughout each entire course, but all greens, most tees, and some fairways are served by the irrigation systems.

Question No. 21 – What is the history of water usage at the Facilities’ golf courses.

City Response – The City does not have detailed information about water usage at the courses. The current operator of the courses reports that it used more water in recent years to encourage grass growth, but that this year it used less water because the weather created a good growing season.

Question No. 22 – What is the correct amount of the performance bond required under Sections 4.1.1 and 4.6.1 of the RFP?

City Response – **By way of this addendum, the amount of the performance bond required in subsection 4.6.1 of the RFP is revised to be \$350,000.00**
Section 4.1.1 of the RFP governs the form of the bond, not the amount of the bond.

Question No. 23 – Is it possible to get a list of the capital improvements made over the past two years?

City Response – No. No capital escrow account was maintained over the past two years and, consequently, no capital improvements were made or documented.

Question No. 24 – Who owns the databases and golfer information for the golf courses?

City Response – The City. The City does not, however, own the “Golf Philly” website.

Question No. 25 – Will the database of current golfers be turned over to the new concessionaire?

City Response – Yes.

Question No. 26 – What type of point-of-sale systems are used at the Facilities?

City Response – Integrated Business Systems (IBS) devices, which are owned by the City.

Question No. 27 – Who owns the furniture at the Facilities?

City Response – The City owns most of the furniture in the Manager’s Office at Cobbs Creek Golf Club. The furniture in the regional manager’s office is owned by the current manager of the golf courses. Other furniture at other locations and in the clubhouses is owned largely by the City.

Question No. 28 – Who owns vehicles that serve the golf courses?

City Response – The current manager of the golf courses owns the vehicles at the courses, except for the golf carts, which are leased. (See Section 3.3 of the RFP regarding golf carts.)

Question No. 29 – Who owns equipment and maintenance tools serving the golf courses?

City Response – The vehicle lift at FDR Golf Course is owned by the City. Some other large equipment is owned by the City. Individual mechanics working at the courses often own their own hand tools.

Question No. 30 – Will the current operator transfer its liquor license for the golf courses to the new concessionaire?

City Response – No. Also, currently there is no liquor license for the Sports Center. The new Concessionaire must apply to the Commonwealth of Pennsylvania Liquor Control Board for new licenses. Respondents are encouraged to consult with private counsel about applying for the appropriate liquor licenses.

Question No. 31 – What is the First Tee program and how does it operate?

City Response – The First Tee program is run by the Greater Philadelphia Scholastic Golf Association (GPSGA), a Pennsylvania nonprofit corporation. The First Tee program in Philadelphia is based at Franklin D. Roosevelt Golf Course. The program offers various youth development programs at all of the golf courses that are part of the Facilities. First Tee programs include instruction in playing the game of golf and a curriculum that teaches life skills and promotes character development, ethical conduct, civic responsibility and self esteem. More information about the First Tee program can be obtained at the following web site: www.thefirstteephiladelphia.org.

Question No. 32 – What authority does First Tee have to operate at the golf courses?

City Response – The GPSGA currently maintains its instructional facility and operates its programs at FDR Golf Course under a license agreement with the City. The license agreement renews on a year-to-year basis. The president of GPSGA has stated that his organization operates First Tee programs at the other golf courses which are part of the Facilities under a “hand-shake” agreement with the president of the current manager of the golf courses.

Question No. 33 – Does the City have an estimate on the cost to repair or replace the drainage pump at FDR, and if so, how much is it?

City Response – No, the City has not obtained an estimate to repair or replace the pump. The current golf courses manager provided a verbal estimate to Fairmount Park staff that the cost would be somewhere between \$15,000.00 and \$20,000.00.

His estimate was based on the cost to rebuild a similar pump and motor in the year 2000.

Question No. 34 – Can the City provide maintenance and repair logs for the pump?

City Response – No, because the City did not keep records of those maintenance and repairs. records were kept. Generally, the pumps require no maintenance other than a periodic visual inspection.

Question No. 35 – Can the City provide a copy of the United States Golf Association (USGA) report about the condition of the third and fourth greens on Cobbs Creek Golf Course?

City Response – Yes, a copy of the USGA report is attached to this addendum as **Appendix 4**.

Question No. 36 – In the copies of the budgets that the City provided for potential respondents to review, what is meant by the category for "Other Expenses"? Specifically, does that category contain payroll costs such as benefits, insurance, etc.?

City Response – The “other expenses” column appearing in the financial data in **Appendix 1** of the RFP includes all personnel and payroll related expenses, including Worker’s Compensation, FICA, Social Security, health insurance and payroll service.

Please sign, date and return this addendum with your proposal, as it now becomes part of the proposal.

Company Name (type or print)_____

Authorized Signature_____Title_____

Name(type or print)_____Date_____

Address

Telephone/Fax

APPENDIX 1

Cobb's Creek Equipment Inventory 2007

Equipment	Model #	Serial #
Toro Triplex	4350	10475
Toro Triplex	4350	10447
Jacobsen G-Plex	G-plex III	DN000515
Jacobsen G-Plex	G-plex III	DN000509
Ransome G-Plex	898864	LM1278
Ransome G-Plex	898855	99006739
Jacobson Walk Mower PGM 22	62269	5131
Toro Walk Mower		04050-20313
Jacobson Tri-King 1800G		
Ransom 250 Fairway	945002	9450020133
Ransom 305 Fairway	945015	94501500180
Toro Reelmaster 6500D	3801	60297
Toro Groundsmaster 580D		30580-10106
Toro Groundsmaster 220		30790-60282
Jacobson Turfcut T422D	66129	1857
Ransom 728D	443703	9467030492
Progressive	ID65-2	9965-2625
Ford Tractor	D5NN 7006M	D5NN6015F
John Deer 1050 Tractor		
Kubota Tractor	LA853	28765
Kubota Tractor (Sports Center)	SFB-24	26302
Toro Walk Aerifier		09110-80980
Ryan GA-30	544885A	9950581 2
Verdi-Drain 7316	7316	21715
Seeda-Vator		112870
Ryan Sodcutter	544945	99502929
LELY Spreader		1003 0846
FMC Sprayer	DM10E300FEK	A331080
Cushman Spraytek	898605-3188857	LM4367
Honda Tiller	21A-395A129	1B282K40192
Olathe Blower	61	610486
Cushman Truckster	898543B	98008279
Cushman Truckster	898543B	99003515
Yamaha Utility Cart	G16A	JN6-F4236-50
Yamaha Utility Cart	G16A	JN6-F4236-40

John F. Byrne Equipment Inventory 2007

Equipment list	serial #	year
ransomes 250 fairway mower	96001700680	?
ransomes 728 D front deck mower	94670300614	99
toro greensmaster 3000	043545-51739	1990
toro greensmaster 3000	04350-01119	1990
national 84 800 series	2825711721	?
john deer tractor	lv4600p465403	2002
Ford tractor	?	?
Yamaha utility carts 2	?	?
cushman jr.	99003741	1998
jacobsen greens king	62257-3609	?
jacobsen greens king	62260-2090	?
	eg880613750	1988
bunton 21in. push mower	800222	?
murphy 22in. pushmower	7476522631m007	?
steiner	d4424	1995
cushman sprayer	93005225	?
cushman sparyer	LM20808	2004
sand pro	35000209	?
jacobsen b-40 blower	5040-6167	2002
seeder split jacobsen	82548-3924	?
billy goat blower	061300105	?
snowblower	IJ255120035	2004

Equipment	Serial Number	Year
Greens King IV #1	62260-2083	99
Greens King IV #2	62223-6021	
Greens King II	62219-7433	
Toro 3000	04350-01115	90
Toro 3	04327-20588	82
LF3800	67866-1798	
LF135	67820-1911	
HR5111	69116-3538	
Tri-King	7016-1852	
National	9156	83
Turfcat II	6607-1696	
Turfcat #1	66132-7204	
Turfcat #2	66132-5068	
Bunker Rake	898922-95000214	
Toro Aerator	2024711263	
JD 724D Snow Blower	M0724DX202468	
JD 1070 w/Back Hoe	M01070A160836	
Ford Tractor 2110	B1123C	72
Cushman #1	898530-8510	85
Cushman #2	99002918	99
Cushman Sprayer	93005223	93
Jacobsen 1200 Hauler	2183775	
Yamaha Utility Cart	JN6-506994	99
Verti-Drain	24773	01
Top Dresser - Meter-Matic II	988892	
Rodgers 548 Aerator/Seeder	15461	
Seed-a-Vator (on loan to Cobbs)		04
Cushman - Core Harvester	R99071954	99
Snow Plow Blade	505324	03
Express Dual 2000	9817	96
Angle Master 2000	9820	96
Golf-Lift GL-9	2090212	03
Jacobsen Aerator (three point hitch)		
(on loan to Walnut Lane)		
Air Compressor - 5hp 60 Gal		
Lincoln Arc Welder	8712-607	
Generac Power Washer		
Drill Press	202192	
Stihl Chain Saw		
Husqvarna Pole Saw		04
Kawasaki String Trimmer		04
Kawasaki String Trimmer		04
Red Max String Trimmer	8 5436	
Echo Back Pack Blower		
Stihl Back Pack Blower		

FDR EQUIPMENT
2007

APPENDIX 2

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 1 MONTH ENDING January 31, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	2,805.00	2,290.00	2,805.00	2,290.00
Permit Play	1,336.00	1,500.00	1,336.00	1,500.00
Range Fees	654.50	216.00	654.50	216.00
Shoe Sales	38.27	0.00	38.27	0.00
Men's Wear	154.67	0.00	154.67	0.00
Pro Balls	73.43	140.00	73.43	140.00
Head Wear	39.98	0.00	39.98	0.00
Gloves	28.98	55.00	28.98	55.00
Miscellaneous Merchandise	84.97	20.00	84.97	20.00
Club Repairs	0.00	50.00	0.00	50.00
Miscellaneous Income	74.76	0.00	74.76	0.00
Pull Carts	5.60	50.00	5.60	50.00
Cart Rental	689.54	465.00	689.54	465.00
Grll Food	566.60	287.00	566.60	287.00
Beer	277.99	96.00	277.99	96.00
Total Revenues	6,830.29	5,169.00	6,830.29	5,169.00
Cost of Sales				
Cost of Shoes	24.49	0.00	24.49	0.00
Cost of Men's Wear	98.98	0.00	98.98	0.00
Cost of Pro Balls	46.99	87.00	46.99	87.00
Cost of Head Wear	25.58	0.00	25.58	0.00
Cost of Gloves	18.54	34.00	18.54	34.00
Cost of Misc Merdhandise	54.38	12.00	54.38	12.00
Cost of Food Sales	181.31	95.00	181.31	95.00
Cost of Beer Sales	88.95	30.00	88.95	30.00
Total Cost of Sales	539.22	258.00	539.22	258.00
Total merchandise revenue	420.30	215.00	420.30	215.00
Total cost of merchandise	268.96 63.99%	133.00 61.86%	268.96 63.99%	133.00 61.86%
Total F&B revenue	844.59	383.00	844.59	383.00
Total cost of F&B	270.26 32.00%	125.00 32.64%	270.26 32.00%	125.00 32.64%
Gross Profit	6,291.07	4,911.00	6,291.07	4,911.00

Expenses

Cash O/U	(9.66)	0.00	(9.66)	0.00
Proshop Labor	3,329.00	3,375.00	3,329.00	3,375.00
Freight on Merchandise	142.23	0.00	142.23	0.00
Pencils/Scorecards	890.00	0.00	890.00	0.00
Cart Fuel	0.00	200.00	0.00	200.00
Promotional Expense	260.90	937.00	260.90	937.00
Dues & Subscriptions	0.00	58.00	0.00	58.00
Postage	230.00	0.00	230.00	0.00
Collateral Material	210.00	431.00	210.00	431.00
Direct Mail Lists	(75.00)	0.00	(75.00)	0.00
Outside Service	839.00	661.00	839.00	661.00
Web Expense	75.00	0.00	75.00	0.00
Printing & Stationary	420.35	282.00	420.35	282.00
Postage	0.00	184.00	0.00	184.00

Food & Beverage Labor	256.00	0.00	256.00	0.00
Cleaning Dishwashing	40.00	0.00	40.00	0.00
Supplies - F&B	168.40	0.00	168.40	0.00
Seminar and Training	390.00	0.00	390.00	0.00
Maintenace Labor	4,993.40	13,686.00	4,993.40	13,686.00
Play Supplies	0.00	200.00	0.00	200.00
Electricity - Pump	220.41	450.00	220.41	450.00
Course Water	45.59	0.00	45.59	0.00
Gas Heat	147.98	600.00	147.98	600.00
Gas/Oil for Equip	47.31	500.00	47.31	500.00
Telephones	169.84	120.00	169.84	120.00
Internet Services	21.95	75.00	21.95	75.00
Equip Repairs & Maintenance	799.83	2,000.00	799.83	2,000.00
Supplies -Office	41.39	180.00	41.39	180.00
Seminar & Training	0.00	120.00	0.00	120.00
Administraion Labor	5,157.14	5,490.00	5,157.14	5,490.00
Electricity	1,145.99	1,200.00	1,145.99	1,200.00
Sewage/Water	525.32	425.00	525.32	425.00
Waste/Trash Removal	365.64	400.00	365.64	400.00
Gas Heat	850.00	850.00	850.00	850.00
Telephone	346.02	275.00	346.02	275.00
Internet Services	109.00	150.00	109.00	150.00
Cable TV	176.66	250.00	176.66	250.00
Repaires & Maintenance	54.57	250.00	54.57	250.00
Supplies - Operational	0.00	550.00	0.00	550.00
Supplies -Office	97.06	0.00	97.06	0.00
Supplies -Computer	0.00	50.00	0.00	50.00
Misc Tax/Filing	50.52	38.00	50.52	38.00
Seminars/Training/Education	30.00	0.00	30.00	0.00
Dues & Subscriptions	100.00	0.00	100.00	0.00
Miscellaneous Expense	0.00	100.00	0.00	100.00
Security/Alarm Monitoring	3.50	300.00	3.50	300.00
Pest Control	47.70	75.00	47.70	75.00
Computer Software Support	0.00	300.00	0.00	300.00
Software Maintenance & License	190.00	225.00	190.00	225.00
Entertainment -Food & Beverage	8.31	0.00	8.31	0.00
Payroll Fees	278.66	375.00	278.66	375.00
Health Insurance	2.82	622.00	2.82	622.00
Bank Fees	72.78	85.00	72.78	85.00
Credit Card Discounts	189.44	85.00	189.44	85.00
Insurance Expense	1,550.25	2,005.00	1,550.25	2,005.00
Workers Compensation	399.92	683.00	399.92	683.00
Postage	10.20	100.00	10.20	100.00
Fica Tax Expense	983.54	1,725.00	983.54	1,725.00
FUTA Expense	102.34	180.00	102.34	180.00
SUI Tax Expense	577.45	864.00	577.45	864.00
Total Expenses	27,078.75	41,711.00	27,078.75	41,711.00
Net Income	(20,787.68)	(36,800.00)	(20,787.68)	(36,800.00)

Rounds	Current	Current	variance	Year to Date	Year to Date	variance
	Month	Month		Actual	Budget	
Actual	Budget	Actual	Budget	Actual	Budget	Actual
Paid Members	150	107	43	150	107	43
	28	100	(72)	28	100	(72)
	178	207	(29)	178	207	(29)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 2 MONTHS ENDING February 28, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	517.00	2,290.00	3,322.00	4,580.00
Permit Play	1,464.00	2,800.00	2,800.00	4,300.00
Range Fees	62.00	216.00	716.50	432.00
Shoe Sales	0.00	0.00	38.27	0.00
Men's Wear	64.18	0.00	218.85	0.00
Pro Balls	35.04	140.00	108.47	280.00
Head Wear	13.99	0.00	53.97	0.00
Gloves	12.15	55.00	41.13	110.00
Miscellaneous Merchandise	30.60	20.00	115.57	40.00
Club Repairs	0.00	50.00	0.00	100.00
Miscellaneous Income	0.00	0.00	74.76	0.00
Pull Carts	0.00	50.00	5.60	100.00
Cart Rental	70.59	465.00	760.13	930.00
Grill Food	357.04	287.00	923.64	574.00
Beer	396.02	96.00	674.01	192.00
Total Revenues	3,022.61	6,469.00	9,852.90	11,638.00
Cost of Sales				
Cost of Shoes	0.00	0.00	24.49	0.00
Cost of Men's Wear	41.07	0.00	140.05	0.00
Cost of Pro Balls	22.42	87.00	69.41	174.00
Cost of Head Wear	8.95	0.00	34.53	0.00
Cost of Gloves	7.77	34.00	26.31	68.00
Cost of Misc Merchandise	19.58	12.00	73.96	24.00
Cost of Food Sales	114.25	95.00	295.56	190.00
Cost of Beer Sales	126.72	30.00	215.67	60.00
Total Cost of Sales	340.76	258.00	879.98	516.00
Total merchandise revenue	155.96	215.00	576.26	430.00
Total cost of merchandise	99.79 63.98%	133.00 61.86%	368.75 63.99%	266.00 61.86%
Total F&B revenue	753.06	383.00	1,597.65	766.00
Total cost of F&B	240.97 32.00%	125.00 32.64%	511.23 32.00%	250.00 32.64%
Gross Profit	2,681.85	6,211.00	8,972.92	11,122.00

Expenses

Cash O/U	40.97	0.00	31.31	0.00
Proshop Labor	2,343.00	2,934.00	5,672.00	6,309.00
Freight on Merchandise	256.24	0.00	398.47	0.00
Pencils/Scorecards	0.00	0.00	890.00	0.00
Rental Clubs	1,801.00	0.00	1,801.00	0.00
Prizes and Donations	0.00	100.00	0.00	100.00
Repairs & Maintenance	0.00	100.00	0.00	100.00
Supplies Operational	504.55	0.00	504.55	0.00
Cart Fuel	0.00	200.00	0.00	400.00
Repairs & Maint. Carts	259.06	0.00	259.06	0.00
Promotional Expense	240.00	0.00	500.90	937.00
Dues & Subscriptions	0.00	0.00	0.00	58.00
Postage	0.00	0.00	230.00	0.00
Miscellaneous Marketing Exp	77.61	2.00	77.61	2.00

Advertising Production	0.00	173.00	0.00	173.00
Collateral Material	1,249.00	782.00	1,459.00	1,213.00
Direct Mail Lists	290.00	374.00	215.00	374.00
Outside Service	0.00	322.00	839.00	983.00
Newspaper/Magazine Adv	225.00	0.00	225.00	0.00
Web Expense	0.00	0.00	75.00	0.00
Printing & Stationary	0.00	0.00	420.35	282.00
Postage	0.00	1,380.00	0.00	1,564.00
Food & Beverage Labor	256.00	0.00	512.00	0.00
Cleaning Dishwashing	0.00	46.00	40.00	46.00
Supplies - F&B	244.82	0.00	413.22	0.00
Seminar and Training	0.00	450.00	390.00	450.00
Maintenace Labor	8,082.40	11,972.00	13,075.80	25,658.00
Chemicals	0.00	1,000.00	0.00	1,000.00
Play Supplies	0.00	0.00	0.00	200.00
Electricity - Pump	590.38	450.00	810.79	900.00
Sewage/Water	41.43	0.00	41.43	0.00
Course Water	0.00	0.00	45.59	0.00
Gas Heat	0.00	200.00	147.98	800.00
Gas/Oil for Equip	110.11	500.00	157.42	1,000.00
Telephones	86.97	120.00	256.81	240.00
Internet Services	75.00	75.00	96.95	150.00
Equip Repairs & Maintenance	2,500.07	2,000.00	3,299.90	4,000.00
Supplies -Office	91.59	50.00	132.98	230.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	0.00	100.00	0.00	100.00
Administraion Labor	4,974.15	4,904.00	10,131.29	10,394.00
Electricity	1,260.02	1,300.00	2,406.01	2,500.00
Sewage/Water	425.00	425.00	950.32	850.00
Waste/Trash Removal	362.62	400.00	728.26	800.00
Gas Heat	526.71	850.00	1,376.71	1,700.00
Telephone	242.05	275.00	588.07	550.00
Internet Services	109.00	150.00	218.00	300.00
Cable TV	176.67	500.00	353.33	750.00
Repaires & Maintenance	77.56	250.00	132.13	500.00
Supplies - Operational	0.00	550.00	0.00	1,100.00
Supplies -Office	6.05	0.00	103.11	0.00
Supplies -Computer	0.00	50.00	0.00	100.00
Misc Tax/Filing	122.08	40.00	172.60	78.00
Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	27.94	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	200.00
Security/Alarm Monitoring	228.50	300.00	232.00	600.00
Pest Control	47.70	75.00	95.40	150.00
Computer Software Support	36.67	300.00	36.67	600.00
Software Maintenance & License	190.00	225.00	380.00	450.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	307.74	375.00	586.40	750.00
Health Insurance	813.55	622.00	816.37	1,244.00
Bank Fees	76.13	125.00	148.91	210.00
Credit Card Discounts	154.81	75.00	344.25	160.00
Insurance Expense	1,550.25	2,005.00	3,100.50	4,010.00
Workers Compensation	457.31	600.00	857.23	1,283.00
Postage	35.35	100.00	45.55	200.00
Fica Tax Expense	1,115.64	1,516.00	2,099.18	3,241.00
FUTA Expense	101.86	158.00	204.20	338.00
SUI Tax Expense	577.49	759.00	1,154.94	1,623.00
Total Expenses	33,368.05	40,359.00	60,446.80	82,070.00

Net Income	(30,686.20)	(34,148.00)	(51,473.88)	(70,948.00)
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Rounds

Paid
Members

Current Month Actual	Current Month Budget	variance	Year to Date Actual	Year to Date Budget	variance
32	107	(75)	182	214	(32)
28	100	(72)	56	200	(144)
60	207	(147)	238	414	(176)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 3 MONTHS ENDING March 31, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	12,532.02	17,330.00	15,854.02	21,910.00
Permit Play	2,436.00	3,200.00	5,236.00	7,500.00
Range Fees	4,547.00	3,231.00	5,263.50	3,663.00
Shoe Sales	207.38	200.00	245.65	200.00
Men's Wear	205.42	600.00	424.27	600.00
Ladies' Wear	45.01	40.00	45.01	40.00
Pro Balls	883.78	850.00	992.25	1,130.00
Head Wear	323.79	0.00	377.76	0.00
Gloves	315.90	350.00	357.03	460.00
Clubs	1,249.37	0.00	1,249.37	0.00
Bags	180.41	0.00	180.41	0.00
Miscellaneous Merchandise	401.77	200.00	517.34	240.00
Club Repairs	0.00	100.00	0.00	200.00
Employee Merchandise Discounts	(67.49)	0.00	(67.49)	0.00
Miscellaneous Income	280.83	0.00	355.59	0.00
Club Rental	0.00	200.00	0.00	200.00
Pull Carts	0.00	100.00	5.60	200.00
Cart Rental	4,370.15	7,461.00	5,130.28	8,391.00
Grll Food	2,050.99	2,296.00	2,974.63	2,870.00
Beer	1,372.09	766.00	2,046.10	958.00
Total Revenues	31,334.42	36,924.00	41,187.32	48,562.00
Cost of Sales				
Cost of Shoes	132.72	124.00	157.21	124.00
Cost of Men's Wear	131.46	372.00	271.51	372.00
Cost of Ladies Wear	28.80	25.00	28.80	25.00
Cost of Pro Balls	565.61	527.00	635.02	701.00
Cost of Head Wear	207.22	0.00	241.75	0.00
Cost of Gloves	202.17	217.00	228.48	285.00
Cost of Clubs	799.59	0.00	799.59	0.00
Cost of Bags	115.46	0.00	115.46	0.00
Cost of Misc Merdhandise	257.13	124.00	331.09	148.00
Purchase Discounts	(263.46)	0.00	(263.46)	0.00
Cost of Food Sales	656.31	758.00	951.87	948.00
Cost of Beer Sales	331.33	237.00	547.00	297.00
Total Cost of Sales	3,164.34	2,384.00	4,044.32	2,900.00
Total merchandise revenue	3,745.34	2,240.00	4,321.60	2,670.00
Total cost of merchandise	2,176.70 58.12%	1,389.00 62.01%	2,545.45 58.90%	1,655.00 61.99%
Total F&B revenue	3,423.08	3,062.00	5,020.73	3,828.00
Total cost of F&B	987.64 28.85%	995.00 32.50%	1,498.87 29.85%	1,245.00 32.52%
Gross Profit	28,170.08	34,540.00	37,143.00	45,662.00
Expenses				
Cash O/U	11.30	0.00	42.61	0.00
Proshop Labor	3,407.00	4,863.00	9,079.00	11,172.00
Freight on Merchandise	541.87	175.00	940.34	175.00
Pencils/Scorecards	0.00	350.00	890.00	350.00
Rental Clubs	0.00	0.00	1,801.00	0.00

Prizes and Donations	0.00	100.00	0.00	200.00
Range Balls	6.86	0.00	6.86	0.00
Repairs & Maintenance	15.99	100.00	15.99	200.00
Supplies Operational	2,425.12	0.00	2,929.67	0.00
Cart Parts	0.00	500.00	0.00	500.00
Cart Fuel	497.75	750.00	497.75	1,150.00
Repairs & Maint. Carts	0.00	0.00	259.06	0.00
Promotional Expense	0.00	1,070.00	500.90	2,007.00
Dues & Subscriptions	0.00	0.00	0.00	58.00
Postage	0.00	0.00	230.00	0.00
Miscellaneous Marketing Exp	94.00	2.00	171.61	4.00
Advertising Production	0.00	0.00	0.00	173.00
Collateral Material	(439.00)	0.00	1,020.00	1,213.00
Direct Mail Lists	0.00	0.00	215.00	374.00
Outside Service	0.00	230.00	839.00	1,213.00
Newspaper/Magazine Adv	0.00	598.00	225.00	598.00
Photography	0.00	173.00	0.00	173.00
Trade Shows	98.00	219.00	98.00	219.00
Web Expense	0.00	0.00	75.00	0.00
Printing & Stationary	282.00	0.00	702.35	282.00
Postage	570.00	0.00	570.00	1,564.00
Food & Beverage Labor	570.00	1,015.00	1,082.00	1,015.00
Paper Disposables	0.00	100.00	0.00	100.00
Cleaning Dishwashing	0.00	46.00	40.00	92.00
Supplies - F&B	658.74	350.00	1,071.96	350.00
Seminar and Training	0.00	0.00	390.00	450.00
Maintenace Labor	12,150.25	13,115.00	25,226.05	38,773.00
Chemicals	0.00	0.00	0.00	1,000.00
Fertilizer	475.70	600.00	475.70	600.00
Seed	1,140.00	1,200.00	1,140.00	1,200.00
Top Dressing	1,415.94	1,500.00	1,415.94	1,500.00
Stone & Mulch	900.00	900.00	900.00	900.00
Sand	1,000.00	1,000.00	1,000.00	1,000.00
Tool Expense	412.72	300.00	412.72	300.00
Play Supplies	1,779.04	2,000.00	1,779.04	2,200.00
Electricity - Pump	599.29	500.00	1,410.08	1,400.00
Course Water	30.00	30.00	117.02	30.00
Gas Heat	150.00	150.00	297.98	950.00
Gas/Oil for Equip	532.71	1,400.00	690.13	2,400.00
Telephones	307.60	120.00	564.41	360.00
Internet Services	75.00	75.00	171.95	225.00
Equip Repairs & Maintenance	1,583.77	800.00	4,883.67	4,800.00
Irrigation Repairs	0.00	500.00	0.00	500.00
Supplies -Office	186.61	100.00	319.59	330.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	0.00	0.00	0.00	100.00
Travel Expense	9.79	0.00	9.79	0.00
Plant Diagnostics	0.00	100.00	0.00	100.00
Administraion Labor	4,910.21	5,294.00	15,041.50	15,688.00
Electricity	1,359.34	1,400.00	3,765.35	3,900.00
Sewage/Water	375.00	375.00	1,325.32	1,225.00
Waste/Trash Removal	363.60	400.00	1,091.86	1,200.00
Gas Heat	550.00	550.00	1,926.71	2,250.00
Telephone	265.46	275.00	853.53	825.00
Internet Services	109.00	150.00	327.00	450.00
Cable TV	176.67	250.00	530.00	1,000.00
Repaires & Maintenance	0.00	250.00	132.13	750.00
Supplies - Operational	0.00	550.00	0.00	1,650.00
Supplies -Office	28.44	0.00	131.55	0.00
Supplies -Computer	0.00	50.00	0.00	150.00
Misc Tax/Filing	106.52	34.00	279.12	112.00

Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	0.00	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	300.00
Security/Alarm Monitoring	407.00	300.00	639.00	900.00
Pest Control	96.66	75.00	192.06	225.00
Computer Software Support	0.00	300.00	36.67	900.00
Software Maintenance & License	190.00	225.00	570.00	675.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	735.14	575.00	1,321.54	1,325.00
Health Insurance	813.55	622.00	1,629.92	1,866.00
Bank Fees	143.21	125.00	292.12	335.00
Credit Card Discounts	57.40	75.00	401.65	235.00
Insurance Expense	1,550.25	2,005.00	4,650.75	6,015.00
Workers Compensation	623.91	736.00	1,481.14	2,019.00
Postage	9.46	100.00	55.01	300.00
Fica Tax Expense	1,524.47	1,858.00	3,623.65	5,099.00
FUTA Expense	84.16	194.00	288.36	532.00
SUI Tax Expense	343.78	930.00	1,498.72	2,553.00
Total Expenses	46,311.28	52,829.00	106,758.08	134,899.00
Net Income	(18,141.20)	(18,289.00)	(69,615.08)	(89,237.00)

<u>Rounds</u>	Paid	Current	Current	Year to Date	Year to Date	variance
		Month	Month			
	Members	Actual	Budget	Actual	Budget	variance
		903	1078	1085	1292	(207)
		200	400	256	600	(344)
		1103	1478	1341	1892	(551)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 4 MONTHS ENDING APRIL 30, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	24,712.44	52,789.00	40,566.46	74,699.00
Permit Play	2,703.00	3,700.00	7,939.00	11,200.00
Range Fees	6,938.50	9,123.00	12,202.00	12,786.00
Shoe Sales	657.24	800.00	902.89	1,000.00
Men's Wear	602.50	900.00	1,026.77	1,500.00
Ladies' Wear	19.49	39.00	64.50	79.00
Pro Balls	1,228.72	1,500.00	2,220.97	2,630.00
Head Wear	368.34	500.00	746.10	500.00
Gloves	375.63	850.00	732.66	1,310.00
Clubs	2,150.09	200.00	3,399.46	200.00
Bags	0.00	100.00	180.41	100.00
Miscellaneous Merchandise	1,209.99	1,000.00	1,727.33	1,240.00
Club Repairs	0.00	200.00	0.00	400.00
Employee Merchandise Discounts	0.00	0.00	(67.49)	0.00
Miscellaneous Income	530.83	0.00	886.42	0.00
Club Rental	0.00	600.00	0.00	800.00
Pull Carts	21.78	200.00	27.38	400.00
Cart Rental	8,664.50	22,842.00	13,794.78	31,233.00
Grll Food	3,526.14	7,500.00	6,500.77	10,370.00
Beer	2,112.60	2,488.00	4,158.70	3,446.00
Total Revenues	55,821.79	105,331.00	97,009.11	153,893.00
Cost of Sales				
Cost of Shoes	406.83	496.00	564.04	620.00
Cost of Men's Wear	372.95	558.00	644.46	930.00
Cost of Ladies Wear	12.06	24.00	40.86	49.00
Cost of Pro Balls	760.58	930.00	1,395.60	1,631.00
Cost of Head Wear	228.00	310.00	469.75	310.00
Cost of Gloves	232.51	527.00	460.99	812.00
Cost of Clubs	1,330.91	124.00	2,130.50	124.00
Cost of Bags	0.00	62.00	115.46	62.00
Cost of Misc Merdhandise	748.98	620.00	1,080.07	768.00
Purchase Discounts	0.00	0.00	(263.46)	0.00
Cost of Food Sales	1,086.05	2,475.00	2,037.92	3,423.00
Cost of Beer Sales	650.68	771.00	1,197.68	1,068.00
Total Cost of Sales	5,829.55	6,897.00	9,873.87	9,797.00
Total merchandise revenue	6,612.00	5,889.00	10,933.60	8,559.00
Total cost of merchandise	4,092.82 61.90%	3,651.00 62.00%	6,638.27 60.71%	5,306.00 61.99%
Total F&B revenue	5,638.74	9,988.00	10,659.47	13,816.00
Total cost of F&B	1,736.73 30.80%	3,246.00 32.50%	3,235.60 30.35%	4,491.00 32.51%
Gross Profit	49,992.24	98,434.00	87,135.24	144,096.00
Expenses				
Cash O/U	(86.07)	0.00	(43.46)	0.00
Proshop Labor	10,061.73	8,032.00	19,140.73	19,204.00
Freight on Merchandise	516.87	175.00	1,457.21	350.00
Pencils/Scorecards	0.00	600.00	890.00	950.00
Rental Clubs	(1,489.81)	0.00	311.19	0.00

Prizes and Donations	0.00	100.00	0.00	300.00
Sings/Displays	1,216.88	0.00	1,216.88	0.00
Range Balls	4,200.00	820.00	4,206.86	820.00
Repairs & Maintenance	2,396.00	100.00	2,411.99	300.00
Supplies Operational	164.45	250.00	3,094.12	250.00
Uniforms	296.25	1,200.00	296.25	1,200.00
Shipping Fee	15.78	0.00	15.78	0.00
Cart Parts	0.00	300.00	0.00	800.00
Cart Fuel	482.88	1,250.00	980.63	2,400.00
Repairs & Maint. Carts	2.32	960.00	261.38	960.00
Cart Maintenance Lease	720.00	0.00	720.00	0.00
Promotional Expense	0.00	1,035.00	500.90	3,042.00
Dues & Subscriptions	170.00	0.00	170.00	58.00
Postage	100.00	0.00	330.00	0.00
Miscellaneous Marketing Exp	43.33	0.00	214.94	4.00
Advertising Production	0.00	0.00	0.00	173.00
Collateral Material	63.53	0.00	1,083.53	1,213.00
Direct Mail Lists	0.00	0.00	215.00	374.00
Outside Service	80.00	293.00	919.00	1,506.00
Newspaper/Magazine Adv	645.00	1,265.00	870.00	1,863.00
Photography	0.00	0.00	0.00	173.00
Trade Shows	26.26	0.00	124.26	219.00
Web Expense	115.00	0.00	190.00	0.00
Printing & Stationary	0.00	17.00	702.35	299.00
Postage	0.00	104.00	570.00	1,668.00
Food & Beverage Labor	1,399.25	3,589.00	2,481.25	4,604.00
Paper Disposables	0.00	100.00	0.00	200.00
Cleaning Dishwashing	0.00	46.00	40.00	138.00
Supplies - F&B	983.88	350.00	2,055.84	700.00
License Expense	315.00	140.00	315.00	140.00
Seminar and Training	0.00	0.00	390.00	450.00
Maintenace Labor	8,521.37	15,484.00	33,747.42	54,257.00
Chemicals	3,597.17	6,000.00	3,597.17	7,000.00
Fertilizer	1,002.80	2,500.00	1,478.50	3,100.00
Seed	0.00	500.00	1,140.00	1,700.00
Top Dressing	(800.00)	0.00	615.94	1,500.00
Stone & Mulch	(900.00)	0.00	0.00	900.00
Sand	(1,000.00)	0.00	0.00	1,000.00
Tool Expense	0.00	0.00	412.72	300.00
Play Supplies	0.00	200.00	1,779.04	2,400.00
Electricity - Pump	564.92	600.00	1,975.00	2,000.00
Course Water	60.00	30.00	177.02	60.00
Gas Heat	(310.70)	0.00	(12.72)	950.00
Gas/Oil for Equip	931.48	1,400.00	1,621.61	3,800.00
Telephones	180.08	120.00	744.49	480.00
Internet Services	(128.05)	75.00	43.90	300.00
Equip Repairs & Maintenance	1,294.66	800.00	6,178.33	5,600.00
Irrigation Repairs	0.00	1,000.00	0.00	1,500.00
Supplies -Office	47.57	50.00	367.16	380.00
Uniforms	491.64	800.00	491.64	800.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	0.00	0.00	0.00	100.00
Travel Expense	0.00	0.00	9.79	0.00
Plant Diagnostisics	0.00	100.00	0.00	200.00
Administraion Labor	4,147.76	5,099.00	19,189.26	20,787.00
Electricity	1,296.86	1,300.00	5,062.21	5,200.00
Sewage/Water	490.92	450.00	1,816.24	1,675.00
Waste/Trash Removal	370.42	400.00	1,462.28	1,600.00
Gas Heat	150.00	150.00	2,076.71	2,400.00
Telephone	323.13	275.00	1,176.66	1,100.00
Internet Services	109.00	150.00	436.00	600.00

Cable TV	176.67	250.00	706.67	1,250.00
Repaires & Maintenance	0.00	200.00	132.13	950.00
Lease Expenes	125.19	0.00	125.19	0.00
Supplies - Operational	152.17	50.00	152.17	1,700.00
Supplies -Office	0.00	0.00	131.55	0.00
Supplies -Computer	227.30	50.00	227.30	200.00
Misc Tax/Filing	480.17	227.00	759.29	339.00
Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	0.00	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	400.00
Fire Extinguishers	0.00	144.00	0.00	144.00
Security/Alarm Monitoring	0.00	300.00	639.00	1,200.00
Pest Control	47.70	75.00	239.76	300.00
Computer Software Support	0.00	300.00	36.67	1,200.00
Software Maintenance & License	380.00	225.00	950.00	900.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	1,195.33	700.00	2,516.87	2,025.00
Health Insurance	813.55	1,244.00	2,835.60	3,110.00
Bank Fees	54.98	125.00	347.10	460.00
Credit Card Discounts	386.76	325.00	788.41	560.00
Insurance Expense	1,480.33	2,205.00	6,131.08	8,220.00
Workers Compensation	735.26	976.00	2,216.40	2,995.00
Postage	51.26	100.00	106.27	400.00
Fica Tax Expense	1,853.86	2,464.00	5,477.51	7,563.00
FUTA Expense	118.67	258.00	407.03	790.00
SUI Tax Expense	429.80	1,234.00	1,928.52	3,787.00
Total Expenses	51,588.56	69,761.00	158,738.77	204,660.00
Net Income	(1,596.32)	28,673.00	(71,603.53)	(60,564.00)

<u>Rounds</u>	Current Month	Current Month	Year to Date	Year to Date	variance
	Actual	Budget		Actual	
Paid	1465	3214	2550	4506	(1,956)
Members	293	550	549	1150	(601)
	1758	3764	3099	5656	(2,557)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 5 MONTHS ENDING May 31, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	71,018.47	69,530.00	111,584.93	144,229.00
Permit Play	2,842.00	4,000.00	10,781.00	15,200.00
Range Fees	12,506.00	8,991.00	24,708.00	21,777.00
Shoe Sales	1,535.61	909.00	2,438.50	1,909.00
Men's Wear	1,187.83	1,000.00	2,214.60	2,500.00
Ladies' Wear	50.75	40.00	115.25	119.00
Pro Balls	3,997.06	2,250.00	6,218.03	4,880.00
Head Wear	658.32	500.00	1,404.42	1,000.00
Gloves	1,045.39	1,000.00	1,778.05	2,310.00
Clubs	2,120.68	200.00	5,520.14	400.00
Bags	92.52	100.00	272.93	200.00
Miscellaneous Merchandise	1,421.73	1,000.00	3,149.06	2,240.00
Club Repairs	0.00	200.00	0.00	600.00
Employee Merchandise Discounts	0.00	0.00	(67.49)	0.00
Miscellaneous Income	1,685.46	0.00	2,571.88	0.00
Club Rental	0.00	600.00	0.00	1,400.00
Pull Carts	0.00	200.00	27.38	600.00
Cart Rental	27,872.79	31,650.00	41,667.57	62,883.00
Grll Food	9,573.02	9,200.00	16,073.79	19,570.00
Beer	6,421.65	3,271.00	10,580.35	6,717.00
Total Revenues	144,029.28	134,641.00	241,038.39	288,534.00
Cost of Sales				
Cost of Shoes	3,982.47	564.00	4,546.51	1,184.00
Cost of Men's Wear	3,575.05	620.00	4,219.51	1,550.00
Cost of Ladies Wear	(645.94)	25.00	(605.08)	74.00
Cost of Pro Balls	(3,221.42)	1,395.00	(1,825.82)	3,026.00
Cost of Head Wear	43.48	310.00	513.23	620.00
Cost of Gloves	(1,417.17)	620.00	(956.18)	1,432.00
Cost of Clubs	5,300.74	124.00	7,431.24	248.00
Cost of Bags	290.74	62.00	406.20	124.00
Cost of Misc Merdhandise	2,363.22	620.00	3,443.29	1,388.00
Purchase Discounts	0.00	0.00	(263.46)	0.00
Inventory Adjustments	(2,157.54)	0.00	(2,157.54)	0.00
Cost of Food Sales	4,020.67	3,036.00	6,058.59	6,459.00
Cost of Beer Sales	1,798.06	1,014.00	2,995.74	2,082.00
Total Cost of Sales	13,932.36	8,390.00	23,806.23	18,187.00
Total merchandise revenue	12,109.89	6,999.00	23,043.49	15,558.00
Total cost of merchandise	8,113.63 67.00%	4,340.00 62.01%	14,751.90 64.02%	9,646.00 62.00%
Total F&B revenue	15,994.67	12,471.00	26,654.14	26,287.00
Total cost of F&B	5,818.73 36.38%	4,050.00 32.48%	9,054.33 33.97%	8,541.00 32.49%
Gross Profit	130,096.92	126,251.00	217,232.16	270,347.00
Expenses				
Cash O/U	8.68	0.00	(34.78)	0.00
Proshop Labor	8,441.74	10,344.00	23,780.17	29,548.00
Freight on Merchandise	330.24	175.00	1,787.45	525.00
Pencils/Scorecards	0.00	0.00	890.00	950.00

Rental Clubs	0.00	0.00	311.19	0.00
Prizzes and Donations	0.00	100.00	0.00	400.00
Sings/Displays	0.00	0.00	1,216.88	0.00
Range Balls	0.00	820.00	4,206.86	1,640.00
Repairs & Maintenance	0.00	100.00	2,411.99	400.00
Supplies Operational	0.00	0.00	3,094.12	250.00
Uniforms	0.00	0.00	296.25	1,200.00
Shipping Fee	0.00	0.00	15.78	0.00
Cart Parts	0.00	300.00	0.00	1,100.00
Cart Fuel	650.00	1,750.00	1,630.63	4,150.00
Repairs & Maint. Carts	1,776.13	960.00	2,037.51	1,920.00
Cart Maintenance Lease	720.00	0.00	1,440.00	0.00
Promotional Expense	0.00	150.00	500.90	3,192.00
Dues & Subscriptions	0.00	29.00	170.00	87.00
Postage	0.00	0.00	330.00	0.00
Miscellaneous Marketing Exp	0.00	2.00	214.94	6.00
Advertising Production	0.00	0.00	0.00	173.00
Collateral Material	0.00	0.00	1,083.53	1,213.00
Direct Mail Lists	0.00	0.00	215.00	374.00
Outside Service	0.00	529.00	919.00	2,035.00
Newspaper/Magazine Adv	900.00	802.00	1,770.00	2,665.00
Photography	0.00	0.00	0.00	173.00
Trade Shows	0.00	0.00	124.26	219.00
Web Expense	0.00	0.00	190.00	0.00
Printing & Stationary	0.00	0.00	702.35	299.00
Postage	0.00	0.00	570.00	1,668.00
Food & Beverage Labor	3,597.83	4,820.00	6,079.08	9,424.00
Paper Disposables	0.00	100.00	0.00	300.00
Cleaning Dishwashing	0.00	46.00	40.00	184.00
Supplies - F&B	622.61	350.00	2,678.45	1,050.00
License Expense	0.00	0.00	315.00	140.00
Seminar and Training	0.00	0.00	390.00	450.00
Maintenace Labor	14,644.69	16,906.00	52,194.41	71,163.00
Chemicals	5,286.12	3,500.00	8,883.29	10,500.00
Fertilizer	2,004.00	2,000.00	3,482.50	5,100.00
Seed	0.00	500.00	1,140.00	2,200.00
Top Dressing	576.64	0.00	1,192.58	1,500.00
Stone & Mulch	0.00	0.00	0.00	900.00
Sand	0.00	1,000.00	0.00	2,000.00
Landscaping Trees/Shrubs	311.03	450.00	311.03	450.00
Tool Expense	0.00	300.00	412.72	600.00
Play Supplies	74.99	0.00	1,854.03	2,400.00
Electricity - Pump	629.43	500.00	2,604.43	2,500.00
Course Water	38.62	30.00	215.64	90.00
Gas Heat	(160.00)	0.00	(172.72)	950.00
Gas/Oil for Equip	687.21	1,750.00	2,308.82	5,550.00
Telephones	178.26	120.00	922.75	600.00
Internet Services	0.00	75.00	43.90	375.00
Equip Repairs & Maintenance	2,790.83	600.00	8,969.16	6,200.00
Irrigation Repairs	0.00	0.00	0.00	1,500.00
Supplies -Office	36.31	100.00	403.47	480.00
Uniforms	0.00	0.00	491.64	800.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	0.00	0.00	0.00	100.00
Travel Expense	0.00	0.00	9.79	0.00
Plant Diagnostics	0.00	100.00	0.00	300.00
Administraion Labor	4,258.23	5,490.00	23,447.49	26,277.00
Electricity	1,307.17	1,400.00	6,369.38	6,600.00
Sewage/Water	1,037.88	450.00	2,854.12	2,125.00
Waste/Trash Removal	373.32	400.00	1,835.60	2,000.00
Gas Heat	(700.00)	0.00	1,376.71	2,400.00

Telephone	316.04	275.00	1,492.70	1,375.00
Internet Services	109.00	150.00	545.00	750.00
Cable TV	176.67	250.00	883.34	1,500.00
Repaires & Maintenance	0.00	0.00	132.13	950.00
Lease Expenes	0.00	0.00	125.19	0.00
Supplies - Operational	0.00	50.00	152.17	1,750.00
Supplies -Office	53.48	0.00	185.03	0.00
Supplies -Computer	0.00	50.00	227.30	250.00
Misc Tax/Filing	473.92	169.00	1,233.21	508.00
Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	0.00	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	500.00
Fire Extinguishers	0.00	0.00	0.00	144.00
Security/Alarm Monitoring	203.50	300.00	842.50	1,500.00
Pest Control	0.00	75.00	239.76	375.00
Computer Software Support	0.00	300.00	36.67	1,500.00
Software Maintenance & License	190.00	225.00	1,140.00	1,125.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	1,100.09	925.00	3,616.96	2,950.00
Health Insurance	1,061.08	1,244.00	3,896.68	4,354.00
Bank Fees	122.02	100.00	469.12	560.00
Credit Card Discounts	1,074.48	850.00	1,862.89	1,410.00
Insurance Expense	1,480.33	2,205.00	7,611.41	10,425.00
Workers Compensation	937.56	1,138.00	3,153.96	4,133.00
Postage	18.52	100.00	124.79	500.00
Fica Tax Expense	2,329.74	2,873.00	7,807.25	10,436.00
FUTA Expense	133.78	300.00	540.81	1,090.00
SUI Tax Expense	685.94	1,439.00	2,614.46	5,226.00
Total Expenses	60,888.11	70,166.00	219,626.88	274,826.00
Net Income	69,208.81	56,085.00	(2,394.72)	(4,479.00)

<u>Rounds</u>	Current Month	Current Month	variance	Year to Date	Year to Date	variance
	Actual	Budget		Actual	Budget	
Paid	4308	3980	328	6858	8486	(1,628)
Members	590	650	(60)	1139	1800	(661)
	4898	4630	268	7997	10286	(2,289)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 6 MONTHS ENDING June 30, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	71,708.49	59,611.00	183,293.42	203,840.00
Permit Play	2,842.00	4,100.00	13,623.00	19,300.00
Range Fees	11,203.00	9,123.00	35,911.00	30,900.00
Shoe Sales	1,670.53	979.00	4,109.03	2,888.00
Men's Wear	890.06	1,000.00	3,104.66	3,500.00
Ladies' Wear	83.96	200.00	199.21	319.00
Pro Balls	3,711.70	2,250.00	9,929.73	7,130.00
Head Wear	517.64	600.00	1,922.06	1,600.00
Gloves	966.12	1,000.00	2,744.17	3,310.00
Clubs	1,201.13	200.00	6,721.27	600.00
Bags	92.52	100.00	365.45	300.00
Miscellaneous Merchandise	1,745.18	1,000.00	4,894.24	3,240.00
Club Repairs	0.00	250.00	0.00	850.00
Employee Merchandise Discounts	0.00	0.00	(67.49)	0.00
Miscellaneous Income	475.28	0.00	3,047.16	0.00
Club Rental	0.00	500.00	0.00	1,900.00
Pull Carts	0.00	250.00	27.38	850.00
Cart Rental	29,470.08	29,836.00	71,137.65	92,719.00
Grll Food	9,951.80	9,200.00	26,025.59	28,770.00
Beer	7,006.14	3,062.00	17,586.49	9,779.00
Total Revenues	143,535.63	123,261.00	384,574.02	411,795.00
Cost of Sales				
Cost of Shoes	765.90	607.00	5,312.41	1,791.00
Cost of Men's Wear	(48.79)	620.00	4,170.72	2,170.00
Cost of Ladies Wear	(80.48)	124.00	(685.56)	198.00
Cost of Pro Balls	1,937.14	1,395.00	111.32	4,421.00
Cost of Head Wear	307.99	372.00	821.22	992.00
Cost of Gloves	138.14	620.00	(818.04)	2,052.00
Cost of Clubs	(2,947.19)	124.00	4,484.05	372.00
Cost of Bags	(127.20)	62.00	279.00	186.00
Cost of Misc Merdhandise	(51.23)	620.00	3,392.06	2,008.00
Purchase Discounts	0.00	0.00	(263.46)	0.00
Inventory Adjustments	7,873.21	0.00	5,715.67	0.00
Cost of Food Sales	5,040.70	3,036.00	11,099.29	9,495.00
Cost of Beer Sales	2,078.72	949.00	5,074.46	3,031.00
Total Cost of Sales	14,886.91	8,529.00	38,693.14	26,716.00
Total merchandise revenue	10,878.84	7,329.00	33,922.33	22,887.00
Total cost of merchandise	7,767.49	71.40%	4,544.00	62.00%
			22,519.39	66.39%
			14,190.00	62.00%
Total F&B revenue	16,957.94	12,262.00	43,612.08	38,549.00
Total cost of F&B	7,119.42	41.98%	3,985.00	32.50%
			16,173.75	37.09%
			12,526.00	32.49%
Gross Profit	128,648.72	114,732.00	345,880.88	385,079.00
Expenses				
Cash O/U	(144.59)	0.00	(179.37)	0.00
Proshop Labor	4,017.15	9,092.00	27,797.32	38,640.00
Freight on Merchandise	179.76	175.00	1,967.21	700.00
Pencils/Scorecards	45.00	350.00	935.00	1,300.00

Rental Clubs	0.00	0.00	311.19	0.00
Prizzes and Donations	0.00	100.00	0.00	500.00
Sings/Displays	0.00	0.00	1,216.88	0.00
Range Balls	1,092.00	820.00	5,298.86	2,460.00
Repairs & Maintenance	0.00	100.00	2,411.99	500.00
Supplies Operational	504.96	250.00	3,599.08	500.00
Uniforms	0.00	0.00	296.25	1,200.00
Dues & Subcritptions	529.00	0.00	529.00	0.00
Shipping Fee	65.00	0.00	80.78	0.00
Cart Parts	506.34	300.00	506.34	1,400.00
Cart Fuel	2,382.96	1,750.00	4,013.59	5,900.00
Repairs & Maint. Carts	0.00	960.00	2,037.51	2,880.00
Cart Maintenance Lease	720.00	0.00	2,160.00	0.00
Promotional Expense	0.00	247.00	500.90	3,439.00
Dues & Subscriptions	0.00	0.00	170.00	87.00
Postage	0.00	0.00	330.00	0.00
Miscellaneous Marketing Exp	0.00	2.00	214.94	8.00
Advertising Production	0.00	0.00	0.00	173.00
Collateral Material	0.00	0.00	1,083.53	1,213.00
Direct Mail Lists	0.00	0.00	215.00	374.00
Outside Service	0.00	0.00	919.00	2,035.00
Newspaper/Magazine Adv	0.00	811.00	1,770.00	3,476.00
Photography	0.00	0.00	0.00	173.00
Trade Shows	0.00	0.00	124.26	219.00
Web Expense	0.00	0.00	190.00	0.00
Printing & Stationary	0.00	0.00	702.35	299.00
Postage	0.00	92.00	570.00	1,760.00
Food & Beverage Labor	3,494.60	4,506.00	9,573.68	13,930.00
Paper Disposables	0.00	100.00	0.00	400.00
Cleaning Dishwashing	0.00	46.00	40.00	230.00
Supplies - F&B	608.03	350.00	3,286.48	1,400.00
License Expense	0.00	0.00	315.00	140.00
Seminar and Training	0.00	0.00	390.00	450.00
Claeaning/Housekeeping	40.00	0.00	40.00	0.00
Security/Alarm Monitoring	35.00	0.00	35.00	0.00
Maintenance Labor	15,583.91	15,484.00	67,778.32	86,647.00
Chemicals	4,044.52	3,000.00	12,927.81	13,500.00
Fertilizer	1,981.50	1,750.00	5,464.00	6,850.00
Seed	0.00	0.00	1,140.00	2,200.00
Top Dressing	0.00	0.00	1,192.58	1,500.00
Stone & Mulch	0.00	0.00	0.00	900.00
Sand	0.00	0.00	0.00	2,000.00
Landscaping Trees/Shrubs	103.43	0.00	414.46	450.00
Upkeep Supplies	57.27	0.00	57.27	0.00
Tool Expense	0.00	0.00	412.72	600.00
Play Supplies	236.31	150.00	2,090.34	2,550.00
Electricity - Pump	504.13	300.00	3,108.56	2,800.00
Course Water	43.60	30.00	259.24	120.00
Gas Heat	0.00	0.00	(172.72)	950.00
Gas/Oil for Equip	4,018.84	2,000.00	6,327.66	7,550.00
Telephones	176.75	120.00	1,099.50	720.00
Internet Services	0.00	75.00	43.90	450.00
Equip Repairs & Maintenance	2,528.44	500.00	11,497.60	6,700.00
Irrigation Repairs	0.00	500.00	0.00	2,000.00
Supplies -Office	73.13	50.00	476.60	530.00
Uniforms	12.30	0.00	503.94	800.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	0.00	0.00	0.00	100.00
Security/Alarms Monitoring	35.00	0.00	35.00	0.00
Travel Expense	0.00	0.00	9.79	0.00
Plant Diagnostitics	0.00	100.00	0.00	400.00

Administraion Labor	4,120.86	5,099.00	27,568.35	31,376.00
Electricity	1,789.37	1,800.00	8,158.75	8,400.00
Sewage/Water	500.00	525.00	3,354.12	2,650.00
Waste/Trash Removal	372.46	400.00	2,208.06	2,400.00
Gas Heat	0.00	0.00	1,376.71	2,400.00
Telephone	282.48	275.00	1,775.18	1,650.00
Internet Services	109.00	150.00	654.00	900.00
Cable TV	176.67	250.00	1,060.01	1,750.00
Repaires & Maintenance	0.00	250.00	132.13	1,200.00
Lease Expenes	0.00	0.00	125.19	0.00
Supplies - Operational	0.00	50.00	152.17	1,800.00
Supplies -Office	52.55	0.00	237.58	0.00
Supplies -Computer	0.00	50.00	227.30	300.00
Misc Tax/Filing	504.86	236.00	1,738.07	744.00
Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	0.00	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	600.00
Fire Extinguishers	0.00	0.00	0.00	144.00
Security/Alarm Monitoring	238.50	300.00	1,081.00	1,800.00
Pest Control	96.87	75.00	336.63	450.00
Computer Software Support	190.00	300.00	226.67	1,800.00
Software Maintenance & License	190.00	225.00	1,330.00	1,350.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	1,121.04	1,150.00	4,738.00	4,100.00
Health Insurance	1,061.08	1,244.00	4,957.76	5,598.00
Bank Fees	103.49	125.00	572.61	685.00
Credit Card Discounts	1,207.48	1,000.00	3,070.37	2,410.00
Insurance Expense	1,480.33	2,205.00	9,091.74	12,630.00
Workers Compensation	847.02	1,036.00	4,000.98	5,169.00
Postage	56.64	100.00	181.43	600.00
Fica Tax Expense	2,290.78	2,615.00	10,098.03	13,051.00
FUTA Expense	96.65	273.00	637.46	1,363.00
SUI Tax Expense	488.75	1,309.00	3,103.21	6,535.00
Total Expenses	60,851.22	65,252.00	280,478.10	340,078.00
Net Income	67,797.50	49,480.00	65,402.78	45,001.00

Rounds	Current Month			Year to Date		
	Actual	Budget	varience	Actual	Budget	varience
Paid Members	4273	3348	925	11131	11834	(703)
	522	700	(178)	1661	2500	(839)
	4795	4048	747	12792	14334	(1,542)

FRANKLIN D ROOSEVELT GOLF COURSE
INCOME STATEMENT
FOR THE 7 MONTHS ENDING July 31, 2007

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Revenues				
Greens Fee	78,134.21	63,325.00	261,427.63	267,165.00
Permit Play	2,842.00	4,200.00	16,465.00	23,500.00
Range Fees	11,789.10	8,291.00	47,700.10	39,191.00
Shoe Sales	1,389.74	909.00	5,498.77	3,797.00
Men's Wear	1,156.54	1,000.00	4,261.20	4,500.00
Ladies' Wear	256.85	40.00	456.06	359.00
Pro Balls	4,134.28	2,250.00	14,064.01	9,380.00
Head Wear	637.40	500.00	2,559.46	2,100.00
Gloves	1,407.64	950.00	4,151.81	4,260.00
Clubs	2,084.09	200.00	8,805.36	800.00
Bags	69.39	100.00	434.84	400.00
Miscellaneous Merchandise	1,567.58	1,000.00	6,461.82	4,240.00
Club Repairs	0.00	200.00	0.00	1,050.00
Employee Merchandise Discounts	0.00	0.00	(67.49)	0.00
Miscellaneous Income	2,123.16	0.00	5,170.32	0.00
Club Rental	0.00	400.00	0.00	2,300.00
Pull Carts	0.00	200.00	27.38	1,050.00
Cart Rental	31,656.78	28,443.00	102,794.43	121,162.00
Grill Food	12,792.13	9,652.00	38,817.72	38,422.00
Beer	6,874.90	3,450.00	24,461.39	13,229.00
Total Revenues	158,915.79	125,110.00	543,489.81	536,905.00
Cost of Sales				
Cost of Shoes	820.30	564.00	6,132.71	2,355.00
Cost of Men's Wear	734.21	620.00	4,904.93	2,790.00
Cost of Ladies Wear	255.12	25.00	(430.44)	223.00
Cost of Pro Balls	2,533.04	1,395.00	2,644.36	5,816.00
Cost of Head Wear	210.58	310.00	1,031.80	1,302.00
Cost of Gloves	1,066.63	589.00	248.59	2,641.00
Cost of Clubs	1,005.79	124.00	5,489.84	496.00
Cost of Bags	52.00	62.00	331.00	248.00
Cost of Misc Merchandise	653.67	620.00	4,045.73	2,628.00
Purchase Discounts	0.00	0.00	(263.46)	0.00
Inventory Adjustments	1,738.97	0.00	7,454.64	0.00
Cost of Food Sales	5,782.04	3,185.00	16,881.33	12,680.00
Cost of Beer Sales	2,039.78	1,070.00	7,114.24	4,101.00
Total Cost of Sales	16,892.13	8,564.00	55,585.27	35,280.00
Total merchandise revenue	12,703.51	6,949.00	46,625.84	29,836.00
Total cost of merchandise	9,070.31 71.40%	4,309.00 62.01%	31,589.70 67.75%	18,499.00 62.00%
Total F&B revenue	19,667.03	13,102.00	63,279.11	51,651.00
Total cost of F&B	7,821.82 39.77%	4,255.00 32.48%	23,995.57 37.92%	16,781.00 32.49%
Gross Profit	142,023.66	116,546.00	487,904.54	501,625.00
Expenses				
Cash O/U	(127.97)	0.00	(307.34)	0.00
Proshop Labor	9,247.29	9,377.00	37,044.61	48,017.00
Freight on Merchandise	183.24	142.00	2,150.45	842.00
Pencils/Scorecards	45.00	0.00	980.00	1,300.00

Rental Clubs	0.00	0.00	311.19	0.00
Prizzes and Donations	0.00	100.00	0.00	600.00
Sings/Displays	0.00	0.00	1,216.88	0.00
Range Balls	0.00	820.00	5,298.86	3,280.00
Repairs & Maintenance	0.00	100.00	2,411.99	600.00
Supplies Operational	943.56	0.00	4,542.64	500.00
Uniforms	0.00	0.00	296.25	1,200.00
Seminars/Training	320.19	700.00	320.19	700.00
Dues & Subcritptions	0.00	0.00	529.00	0.00
Miscellaneous Expense	320.19	0.00	320.19	0.00
Shipping Fee	23.61	0.00	104.39	0.00
Cart Parts	611.40	225.00	1,117.74	1,625.00
Cart Fuel	2,762.60	1,750.00	6,776.19	7,650.00
Repairs & Maint. Carts	0.00	960.00	2,037.51	3,840.00
Cart Maintenance Lease	720.00	0.00	2,880.00	0.00
Promotional Expense	0.00	150.00	500.90	3,589.00
Dues & Subscriptions	0.00	0.00	170.00	87.00
Postage	0.00	0.00	330.00	0.00
Miscellaneous Marketing Exp	0.00	0.00	214.94	8.00
Advertising Production	0.00	155.00	0.00	328.00
Collateral Material	0.00	299.00	1,083.53	1,512.00
Direct Mail Lists	0.00	374.00	215.00	748.00
Outside Service	0.00	546.00	919.00	2,581.00
Newspaper/Magazine Adv	727.30	388.00	2,497.30	3,864.00
Photography	0.00	0.00	0.00	173.00
Trade Shows	0.00	0.00	124.26	219.00
Web Expense	119.00	0.00	309.00	0.00
Printing & Stationary	41.98	17.00	744.33	316.00
Postage	0.00	759.00	570.00	2,519.00
Food & Beverage Labor	4,597.90	5,002.00	14,171.58	18,932.00
Paper Disposables	0.00	100.00	0.00	500.00
Cleaning Dishwashing	0.00	46.00	40.00	276.00
Supplies - F&B	1,629.59	350.00	4,916.07	1,750.00
License Expense	0.00	0.00	315.00	140.00
Seminar and Training	823.34	0.00	1,213.34	450.00
Claeaning/Housekeeping	0.00	0.00	40.00	0.00
Security/Alarm Monitoring	0.00	0.00	35.00	0.00
Meals & Entertainment	823.34	0.00	823.34	0.00
Maintenace Labor	15,987.25	16,195.00	83,765.57	102,842.00
Chemicals	4,359.67	4,000.00	17,287.48	17,500.00
Fertilizer	1,051.80	1,200.00	6,515.80	8,050.00
Seed	5,558.75	500.00	6,698.75	2,700.00
Top Dressing	0.00	0.00	1,192.58	1,500.00
Stone & Mulch	0.00	0.00	0.00	900.00
Sand	0.00	0.00	0.00	2,000.00
Landscaping Trees/Shrubs	0.00	0.00	414.46	450.00
Upkeep Supplies	0.00	0.00	57.27	0.00
Tool Expense	83.62	0.00	496.34	600.00
Play Supplies	122.55	0.00	2,212.89	2,550.00
Electricity - Pump	503.91	300.00	3,612.47	3,100.00
Course Water	89.07	80.00	348.31	200.00
Gas Heat	0.00	0.00	(172.72)	950.00
Gas/Oil for Equip	2,395.39	2,000.00	8,723.05	9,550.00
Telephones	178.31	120.00	1,277.81	840.00
Internet Services	0.00	75.00	43.90	525.00
Equip Repairs & Maintenance	2,666.28	800.00	14,163.88	7,500.00
Irrigation Repairs	48.70	0.00	48.70	2,000.00
Supplies -Office	61.05	100.00	537.65	630.00
Uniforms	159.35	0.00	663.29	800.00
Seminar & Training	0.00	0.00	0.00	120.00
Dues & Subscriptions	170.00	0.00	170.00	100.00

Security/Alarms Monitoring	50.00	0.00	85.00	0.00
Travel Expense	0.00	0.00	9.79	0.00
Plant Diagnostics	0.00	100.00	0.00	500.00
Administraion Labor	4,258.23	5,294.00	31,826.58	36,670.00
Electricity	1,956.22	1,850.00	10,114.97	10,250.00
Sewage/Water	(10.24)	825.00	3,343.88	3,475.00
Waste/Trash Removal	372.98	400.00	2,581.04	2,800.00
Gas Heat	0.00	0.00	1,376.71	2,400.00
Telephone	298.31	275.00	2,073.49	1,925.00
Internet Services	109.00	150.00	763.00	1,050.00
Cable TV	187.95	250.00	1,247.96	2,000.00
Repaires & Maintenance	0.00	250.00	132.13	1,450.00
Lease Expenes	125.19	0.00	250.38	0.00
Supplies - Operational	0.00	50.00	152.17	1,850.00
Supplies -Office	0.00	0.00	237.58	0.00
Supplies -Computer	0.00	50.00	227.30	350.00
Misc Tax/Filing	399.00	440.00	2,137.07	1,184.00
Seminars/Training/Education	0.00	0.00	30.00	0.00
Dues & Subscriptions	0.00	0.00	127.94	0.00
Miscellaneous Expense	0.00	100.00	0.00	700.00
Fire Extinguishers	0.00	0.00	0.00	144.00
Security/Alarm Monitoring	407.00	300.00	1,488.00	2,100.00
Pest Control	47.70	75.00	384.33	525.00
Computer Software Support	0.00	300.00	226.67	2,100.00
Software Maintenance & License	190.00	225.00	1,520.00	1,575.00
Entertainment -Food & Beverage	0.00	0.00	8.31	0.00
Payroll Fees	1,249.56	1,150.00	5,987.56	5,250.00
Health Insurance	1,774.24	1,618.00	6,732.00	7,216.00
Bank Fees	13.53	150.00	586.14	835.00
Credit Card Discounts	1,312.82	900.00	4,383.19	3,310.00
Insurance Expense	1,480.33	2,205.00	10,572.07	14,835.00
Workers Compensation	968.22	1,087.00	4,969.20	6,256.00
Postage	44.03	100.00	225.46	700.00
Fica Tax Expense	2,555.35	2,744.00	12,653.38	15,795.00
FUTA Expense	132.01	287.00	769.47	1,650.00
SUI Tax Expense	629.63	1,374.00	3,732.84	7,909.00
Total Expenses	75,798.32	70,279.00	356,276.42	410,357.00
Net Income	66,225.34	46,267.00	131,628.12	91,268.00

<u>Rounds</u>	Current Month	Current Month	variance	Year to Date	Year to Date	variance
	Actual	Budget		Actual	Budget	
Paid	3754	3325	429	14885	15159	(274)
Members	1505	650	855	3166	3150	16
	5259	3975	1,284	18051	18309	(258)

Water Expense 2006-2007

Cobbs Creek

	Location	Account#	Meter#	Vendor#
41 ~ pro shop	Pro Shop	821-49020-07400-004	8176394	82501
41 ~ maintenance 1	Karakung	821-49020-07601-002	0755245	82511
41 ~ maintenance 2	Cobbs	821-72620-07799-001	8489095	82510
monthly total				

Jan-06	Jan-07	Feb-06	Feb-07	Mar-06	Mar-07
123.72	379.06	554.44	300.13	490.46	330.57
-	41.42	28.32	41.42	28.32	41.42
(439.47)	76.13	621.01	66.82	621.01	66.76
(315.75)	496.61	1,203.77	408.37	1,139.79	438.75

Franklin D. Roosevelt

	Location	Account#	Meter#	Vendor#
42 ~ pro shop	Pro Shop	043-63340-01954-003	0651539	82502
42 ~ pro shop 2	FIRE SVC	821-63340-01954-004	8188069	82512
42 ~ maintenance 1	First Tee	N/A	N/A	N/A
monthly total				

510.03	541.09	737.05	428.76	407.70	432.16
28.32	45.59	31.43	41.43	26.71	43.60
538.35	586.68	768.48	470.19	434.41	475.76

John F. Byrne

	Location	Account#	Meter#	Vendor#
43 ~ pro shop 1	Pro Shop	033-34960-09500-006	0651556	82503
43 ~ pro shop 2	FIRE SVC	420-34960-09550-001	FIRE SVC	82513-C
43 ~ maintenance 1	MTN	033-34960-09550-002	0850012	82513-A
43 ~ maintenance 2	MTN	033-34960-09550-003	0650518	82513-B
monthly total				

(0.99)	486.54	430.67	450.51	449.69	458.01
	20.07		19.07		19.54
82.75	124.13	68.50	122.77	89.04	122.76
398.36	839.44	398.36	353.64	387.34	429.79
480.12	1,470.18	897.53	945.99	926.07	1,030.10

Walnut Lane

	Location	Account#	Meter#	Vendor#
44 ~ pro shop	Pro Shop	035-81180-00720-D17	0651367	82504
44 ~ maintenance 1	MTN #2	035-81180-00720-D07	0805029	82514-A
44 ~ maintenance 2	MTN #14	035-81180-00720-D11	0805028	82514-B
monthly total				

477.34	412.21	287.07	463.36	281.16	422.14
108.11	(173.53)	108.11	79.37	120.00	79.37
820.87	54.29	827.43	79.37	51.50	79.37
1,406.32	292.97	1,222.61	622.10	452.66	580.88

Junjata

	Location	Account#	Meter#	Vendor#
45 ~ pro shop	Pro Shop	037-21940-01459-008	0601403	82505
45 ~ maintenance 1	MTN	037-21940-01459-006	805037	82515
45 ~ maintenance 2	N/A	N/A	N/A	N/A
monthly total				

373.31	284.12	251.46	360.88	240.76	364.71
	79.37		79.37	(587.26)	79.37
373.31	363.49	251.46	440.25	(346.50)	444.08

Sports Center

	Location	Account#	Meter#	Vendor#
46 ~ pro shop	Pro Shop	040-23240-07900-001	0550480	82506
46 ~ maintenance 1	N/A	N/A	N/A	N/A
46 ~ maintenance 2	N/A	N/A	N/A	N/A
monthly total				

152.03	179.02	152.09	151.27	148.41	170.35
152.03	179.02	152.09	151.27	148.41	170.35

	Apr-06	Apr-07	May-06	May-07	Jun-06	Jun-07	Jul-06	Jul-07	Aug-06	Aug-07	Sep-06	Sep-07
	328.56	592.63	596.43	614.20	597.67	855.43	616.08	697.15	926.08	999.75	801.19	
	28.32	806.18	28.32	472.85	28.32	3,146.77	75.37	2,690.09	(100.18)	3,646.78	41.42	
	592.69	434.82	440.71	396.62	4,594.51	3,518.18	2,835.87	3,600.65	1,476.17	4,916.14	2,497.20	
	949.57	1,833.63	1,065.46	1,483.67	5,220.50	7,520.38	3,527.32	6,987.89	2,302.07	9,562.67	3,339.81	

	435.33	506.78	435.33	461.10	572.89	461.10	572.89	528.66	1,302.42	1,021.23	733.42	
	28.32	43.60	28.32	44.59	28.32	41.42	75.37	88.08	41.84	54.53	41.42	
	463.65	550.38	463.65	505.69	601.21	502.52	648.26	616.74	1,344.26	1,075.76	774.84	

	380.00	454.19	430.00	606.13	668.21	702.61	804.04	867.24	979.08	525.89	719.50	
		19.55		19.07		21.27	370.11	16.99	19.07	19.10	20.97	
	91.13	122.76	91.13	1,187.56	257.46	2,596.05	2,905.29	3,395.38	3,739.83	3,752.84	2,439.60	
	398.36	458.02	412.72	506.30	445.03	506.74	530.90	535.22	447.15	452.92	435.11	
	869.49	1,054.52	933.85	2,319.06	1,370.70	3,826.67	4,610.34	4,814.83	5,185.13	4,750.75	3,615.18	

	466.60	458.01	466.60	513.06	521.80	520.25	480.95	593.21	496.17	548.55	621.56	
	250.00	171.26	300.00	171.26	753.31	950.34	1,686.76	1,149.33	1,359.57	1,130.94	958.71	
	79.15	79.37	79.16	261.47	3,910.45	2,986.25	1,676.23	1,819.98	405.86	1,488.43	2,685.18	
	795.75	708.64	845.76	945.79	5,185.56	4,456.84	3,843.94	3,562.52	2,261.60	3,167.92	4,265.45	

	497.17	288.84	301.07	319.37	407.00	319.37	218.11	381.52	218.12	329.17	283.25	
	67.08	217.69	1,678.11	217.70	1,090.79	981.42	2,334.65	2,646.17	1,382.05	2,865.32	1,839.79	
	564.25	506.53	1,979.18	537.07	1,497.79	1,300.79	2,552.76	3,027.69	1,600.17	3,194.49	2,123.04	

	274.93	197.06	274.52	228.77	424.20	359.60	368.72	407.37	401.00	404.47	336.19	
	274.93	197.06	274.52	228.77	424.20	359.60	368.72	407.37	401.00	404.47	336.19	

Thru August Thru August

Oct-06	Oct-07	Nov-06	Nov-07	Dec-06	Dec-07	2006 total	2007 total	2006 total
749.83		560.16		384.56		6,729.18	4,768.92	4,233.44
45.80		41.44		41.42		286.87	10,886.93	116.79
319.44		29.70		167.87		13,756.71	13,076.12	10,742.50
1,115.07	-	631.30	-	593.85	-	20,772.76	28,731.97	15,092.73

299.87		(78.43)		462.66		6,391.16	4,380.88	4,973.64
41.42		41.42		41.42		454.31	402.84	288.63
341.29	-	(37.01)	-	504.08	-	6,845.47	4,783.72	5,262.27

687.04		516.43		461.83		6,525.50	4,551.12	4,140.70
19.07		19.17		19.07		467.46	154.66	389.18
302.51		274.79		122.76		10,464.79	11,424.25	7,325.13
438.93		435.11		537.14		5,264.51	4,082.07	3,418.22
1,447.55	-	1,245.50	-	1,140.80	-	22,722.26	20,212.10	15,273.23

502.36		469.24		486.45		5,557.30	3,930.79	3,477.69
(99.94)		(99.93)		(99.93)		5,344.77	3,558.34	4,685.86
2,216.29		439.47		313.84		13,505.43	6,848.53	7,850.65
2,618.71	-	808.78	-	700.36	-	24,407.50	14,337.66	16,014.20

269.76		377.50		275.51		3,713.02	2,647.98	2,507.00
(832.24)		79.37		79.37		7,131.71	7,166.41	5,965.42
(562.48)	-	456.87	-	354.88	-	10,844.73	9,814.39	8,472.42

219.95		183.43		170.35		3,105.82	2,097.91	2,195.90
219.95	-	183.43	-	170.35	-	3,105.82	2,097.91	2,195.90



United States Golf Association
Mid-Atlantic Green Section
485 Baltimore Pike, Suite 203, Glen Mills, PA 19342
610/ 558-9066 Fax 610/ 558-1135

September 6, 2007

Mr. Mike Susshine,
Director of Agronomy
LIBERTY GOLF
7200 Lansdowne Avenue
Philadelphia, PA 19151

Dear Mr. Susshine,

We wanted to provide a brief summary of the observations that we made at Cobb's Creek Golf Course on, Thursday, September 6, 2007. The purpose of our stop-by visit was to evaluate the condition of the Third and Fourth greens which were rebuilt approximately three years ago. The greens drain poorly and turfgrass quality is equally poor.

Our initial visual observation was that the construction mix used on these greens is a very dirty mix. This means that levels of fines are higher than desired for good drainage. Soil physical tests from Hummel & Co. confirmed that this is the case. This mix drains slowly as indicated by rapid puddling of water on the surface during rainfall and irrigation events. When water was poured on the greens during our visit, it percolated into the soil very slowly. This even occurred when cores were removed down to the gravel prior to adding water. Could the gravel be compromised? We do not know. For sure, this is not a USGA spec mix, but was it supposed to be? Without having an original specification to compare with the existing test, we have no way of knowing if this is the mix that was initially specified or not for these greens. The characteristics of this mix are less than ideal for growing putting green turf.

In order to determine your next course of action, we recommended that an intact core sample be sent to an accredited physical testing laboratory for testing. This test will provide more information on where the drainage problem is occurring. Could the underlying gravel blanket be clogged with fine soil? Is the construction mix the major limiting factor? When these questions are answered, a better

Mr. Mike Susshine, Director of Agronomy

September 6, 2007

decision can be made as to whether you should try to modify the existing greens or consider reconstruction. For sure, there will be no easy fix to this problem. This was a gratis visit to help Cobb's Creek Golf Course to assess the problems with these greens. As you receive additional information, do not hesitate to contact our office if you have any other questions. We are glad to help if we can.

Sincerely,

Darin S. Bevard
Senior Agronomist

DSB:m