



# City of Flint

## Department of Purchases & Supplies

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Sheldon A. Neeley

TO: All Proposers  
FROM: Lauren Rowley, Purchasing Manager  
DATE: **July 2, 2024**  
SUBJECT: **Addendum #01** –PROPOSAL #24000548 GOLF COURSE MANAGEMENT SERVICES

**This addendum has been issued to address the following Q&A:**

- \*Q&A Document attached.
- \*Financial Statement attached.

All other bidding terms, requirements, and conditions continue as indicated in the remaining original bid documents.

The Purchasing Manager, Lauren Rowley, is an officer for the City of Flint with respect to this RFP.

**In the submission of their proposal, Proposer must acknowledge receipt of this addendum. Proposer shall acknowledge this addendum by signing and returning one copy of this notice with their submission.**

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Thank you,

Lauren Rowley, Purchasing Manager

## City of Flint Golf Course RFP - Response to RFP Questions

### **Revenue & Marketing**

1. Please provide detailed counts of rounds of golf played for the past five (5) years:
  - a. by day (weekday / weekend)
  - b. by holes (18 hole / 9 hole)
  - c. by type (regular / twilight / discount / member / outings / junior / senior / comp)
  - d. by residency (resident / non-resident)
  - e. by cart utilization (18 hole / 9 hole)

for each year and, if available, by month within each year, as applicable. If greater detail is available, please provide.

Approximately 1,500 rounds of golf are played per week.

2. Please provide detailed figures on revenue received for the past five (5) years:
  - a. Greens Fees
  - b. Cart Fees
  - c. Retail / Merchandise
  - d. Food & Beverage
  - e. Membership / Pass Sales
  - f. Driving Range
  - g. Lessons
  - h. Other

for each year and, if available, by month within each year, as applicable. If greater detail is available, please provide.

Detailed figures on revenue received are not available. Please see attached financial statements.

3. Please provide the published greens fee and cart fee rates by season (in-season, shoulder season, out-of-season).

Rates can be found on the website <https://flintcitygolfllc.com/rates>

4. Is there an Annual Membership Program? Please provide details of the program, including its costs and benefits.

There are 2 annual memberships options being offered

\$1200/ gold pass includes golf cart  
Unlimited golf

\$600/ walking pass does not include cart  
Unlimited golf

5. How many annual memberships were sold each of the last five (5) years, including the breakdown of members by category (i.e., full, weekday, senior, junior)?

Approximately 80 annual memberships are sold per year.

6. Are there any Card or Pass Programs? Please provide details of the program, including its costs, benefits, and the number of participants. No

There are no card or pass programs.

7. Does the club have a Point-Of-Sale system? If so, with what firm and is a copy of the agreement available?

The club does not have a POS system.

## Expenses & Operations

1. Please provide detailed breakdowns of expenses for the past five (5) years down:
  - a. by department (i.e., general/administrative, golf operations, course maintenance, marketing, food & beverage, other)
  - b. by type (operations, labor, benefits)

Please see the attached financial documents.

for each year and, if available, by month within each year, as applicable. If greater detail is available, please provide.

2. Please provide a detailed list of all maintenance equipment owned or leased at the club by name, age, model and general condition **and specify which equipment is owned by the City and Existing Contractor(s).**

Equipment list is included in the RFP Attachment E

3. Please provide a detailed list of all major furniture, fixtures, and equipment in the clubhouse and other buildings **and specify which equipment is owned by the City and Existing Contractor(s).**

This is not available at this time.

4. Are alcoholic beverages served in the clubhouse? On the golf courses? If so, who holds the liquor license? If not, what is process to obtain a liquor license, if available?

Alcoholic beverages are served at the Swartz Creek clubhouse and on the golf course. Flint City Golf, the current manager, holds the liquor license for Dino's Bar and Grill. If the current license is not transferable, the city plans to apply for a new liquor license with the assistance of new management.

5. What benefits are currently being offered to the employees?

Current Employees are being paid at an hourly rate. There are no benefits being offered.

6. What is the salary breakdown for all management and staff?

Bar staff \$5.00/hour

Pro Shop Attendee \$10/hour

Greenskeeper \$10/hour

## Agronomy

1. What is the source for water irrigation? Is there ever a concern that there will not be enough water? What is the back-up if this source runs low?

Kearsley Course utilizes Lake Kearsley

Swartz creek utilizes the pond near the pump station and nearby Swartz Creek

2. How old is the current irrigation system and what system is being used?

Kearsley system was installed in 2006

Swartz Creeks was installed in 1995

3. What has been the annual cost of water for the past five (5) years?

Water averages at \$390/month for Swartz Creek golf course.

4. Please provide a copy of the superintendent's fertilization and chemical application records for the past three (3) years.

See attached fertilization and chemical application record for Kearley. The same applies to Swartz creek. The average cost combined is \$55,000

5. What type of pump station is at each golf course?  
Pumps at Swartz Creek are 3600 RPM Centrifugal last record of replacement is from 1990
6. Are the controllers satellite or manual?  
Manual

### **Capital Improvements**

1. Please provide a list of all future capital projects that The City is considering and a projected timeline for each of the projects.  
Please refer to the list provided in the RFP. The city anticipates to address critical repairs this winter at the earliest.
2. Please provide a list of all major capital improvement for the past 5 Years and associated costs.  
See attached information sheet. Attachment E

### **Management**

1. Please provide a copy of the current agreement with the existing operator(s) Please refer to the attachment provided in the RFP.
2. Please provide a copy of all existing leases, including golf carts and maintenance equipment, and any subcontractors' agreements executed.  
There are no lease agreements. All equipment provided on the equipment list is owned by the COF or FCG.
3. Does the existing contract(s) have any additional extensions remaining or is the City required to go to RFP for a new contract?  
The current contract in place with Flint City Golf expires on October 15<sup>th</sup>. There are no additional extensions remaining.
1. What is the number of rounds (open play, leagues and events) and revenue at Swartz Creek GC?  
There are approximately 1500 rounds per week played at both courses combined.
2. What is the number of rounds (open play, leagues and events) and revenue at Kearsley Lake GC?  
Included in answer above.
3. Prevailing Wage? (pg. 8 #43) these are golf course workers positions and pro shop. Are these positions affected by the prevailing wage?  
These positions are not affected by prevailing wage.
4. Capital Improvements? (pg. 24 #1.2) Paid by City? Irrigation / Drainage/ Clubhouses / Pumphouses / Turf Equipment / etc.

Under the proposed contract structure, the city will be responsible for Capital Improvements.

5. Services To Be Performed? (Section 2 2.1) Does not match existing conditions. What is the City's commitment? Turf / Equipment / Bridges / Handrails / Cart Paths / Walkways / etc.

The COF commits to maintain the property as noted in the RFP. The contracted management company will provide or contract work to be performed at the course according to their contract and agreement with COF.

6. Under this new contract what is the city's budget or contract amount to cover all the current costs at the golfcourses?

This is the city's first year under a new contract structure. Previously, the current management leased and operated at minimal cost to the city. Our budget is based on the budget provided in the RFP from previous years' management. The new contract amount should cover management fees only unless otherwise agreed to by the City. Please submit your organizations proposed management fee cost.

7. Under this new contract it reads like the city purchases all items via a PO type system. Does this include fertilizer, parts for all equipment, pro shop contents and restaurant items? If not, how is this projected to be accomplished as part of the vendors price in total or on a reimbursement system?

The management company, in agreement with the city, will establish the overall budget. The management fee will be paid on a monthly basis. All incurred cost will follow a reimbursement system depending on the item.

8. Since this is only a 2-year contract, is the city willing to buy or lease a fleet? Or should they be expected to be rented?

The city is willing to lease a fleet or rent. Please read the RFP, the city is requesting pricing for both.

9. Can the current F & B be subcontracted?

Yes food and beverage can be subcontracted.

10. The roof at Kearsley clubhouse and pumphouse must be replaced, will they be doing this soon?. Along with the leaks in basement repaired. Also, the furnace systems in both buildings does not work. Will these be fixed by fall?

These items are not scheduled to be fixed by Fall. The city plans to make repairs in the

new year once a budget is approved.

11. How often is the city expecting the driving range fields to be mown (not actual driving ranges)

Driving Range mowing schedule should be consistent with current management at once a per week.

12. Is the city open to adding online tee times using Golf Now in exchange for trade times. Is there an internet system that can support this type of service?

Yes.

13. More clarity is needed on the capital improvement responsibilities. Terminology makes it sound like the management company is to spend to improve the city's property.

Once the budget is approved for capital improvements the management company will assist in management of repairs being made. The city is responsible for cost. Depending on cost this will be managed by the city maintenance team or new golf management staff.

14. During the walk-through, we were told we will be getting a sheet about general facts about both courses from your staff?

Please see attachment E.

15. What is the acreages for both courses, greens, tees, fairways and rough?

Kearsley Lake Golf Course – 181 Land 67 Water

Swartz Creek - 250 Acres



## **RFP Attachments List**

The following Attachments are available to download on the Supplier Portal.

- ~~Attachment A – Respondent Questionnaire~~ – Inventory Equipment List
- Attachment B - Proposal Introduction and Solution / Operational Plan** Included in RFP
- Attachment C - Pricing**
- Attachment D - Model Contract** Included in RFP
- Attachment E – Current Lease Data/Equipment Information**
  - Chemical Application Record
  - 2022 Financial Documents





## **Attachment C – Pricing and Budget**

Respondents shall provide the City of Flint with a Pricing Proposals for Golf Course Management Services at each site:

1. Swartz Creek Golf Course- Total Management Fee
2. Kearsley Golf Course- Total Management Fee
3. Management Fee for both Golf Courses

Indicate the fees you will charge to perform the services. Attach a schedule of fees or hourly rates broken out for each type of staff member that will work on the project (i.e., Office staff, Grounds crews, Rangers, Starters, Maintenance crew, Golf professionals, etc.)

Current golf course data is provided on **Attachment F**

### **Capital Improvements**

Provide a detailed budget for capital improvements based on the list below, along with the recommended timeframe for completion. Note that the listed repairs are not exhaustive and should be considered a starting point.

#### Swartz Creek Golf Course

##### Facilities -Clubhouse

- Replace Roof/gutters
- Mechanical Equipment (heating and cooling systems)
- Bathrooms Repairs at basement including shower units
- Deck/Porch

##### Irrigation/Drainage

- Evaluation of pump system to improve pond water levels

#### Kearsley

##### Facilities- Clubhouse

- Replace roof/gutters
- Replace Furnace (heating and cooling systems)
- Bathroom Repairs (all facilities located on 1<sup>st</sup> level)
- Replace Water Heater

##### Irrigation/Drainage

- The pump station is in need of a new roof and structure

# Attachment E

## FLINT CITY GOLF, LLC – COF SPECIAL INQUIRIES

I. **Current Employees:** 29

II. **Customer Base** (Approximate %)

- Genesee County 95%
- Flint 50%

III. **Community Programs/Relationships**

- Flint Junior Golf Sponsor -Provide Banquet Facility for Various Events
- First Tee Program Sponsor -Adjacent Neighborhood Partnerships @SC/KL
- Adaptive Golf Sponsor -29 Golf Leagues @ SC/KL
- Youth on Course Sponsor -Junior Golf Discounts
- Chamber of Commerce Flint Area Youth Program

IV. **Maintenance & Repairs**

A. FCG is responsible for “Day to Day” per contract item #8

B. Non “Day to Day” major improvements by FCG:

- Pump House Fixes @ SC/KL
- Installed A/C and Heating unit @ KL
- Water Heaters (2) @ SC
- Drainage Project @ SC
- Tee Signs @ SC/KL
- Causeway and Cart Path Repairs @ SC/KL
- Bar/Banquet Facility Remodel @ SC
- Bridge Construction (3) @ SC
- Maintenance & Cart Barn Upgrades @ SC/KL
- Install Burglar Alarms on Buildings @ SC/KL
- New Senior/Women Tee Boxes @SC/KL

V. **Historical Repair and Maintenance Costs Incurred** (Approximate - All inclusive)

-Labor	2012 – 2022	\$200,000
-Materials	2012 – 2022	\$350,000
-Equipment Lease	2012 – 2022	\$72,000

VI. **Additional Contract Extension Agreements**

- Create summer jobs for Flint kids
- Greens fee discounts for Flint residents
- Student discounts
- Willing to discuss personal property tax assessment beginning with 2024 contract

ESTIMATED COST 55,000 PER COST, BOTH PROPERTIES 8

Brett Roberts (947) 465-9650

Greens Program

Total Acres: 2.25 98,000 ft<sup>2</sup>

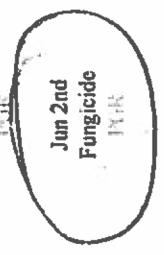
Kearsley Lake Joe Glum, Superintendent

<u>Interval</u>	<u>Product</u>	<u>Rate</u>	<u>Case Size</u>	<u>Totals</u>
15-Apr 2:30 PM	TF Quick Green	8 oz	2x2.5 gal.	6.1 gal.
	TF Photo Fuel	3.2 oz	2x2.5 gal.	2.5 gal.
	TF Element 6	3.2 oz	2x2.5 gal.	2.5 gal.
1-May	18-6-15 65% Nutralene	5.55 lbs	50 lb	11.0 bags
May 7th Fungicide Insecticide	Chipco 26019 Acephalin	4 oz. 8 oz.	2x2.5 gal. 1.1 oz. bottle	3.1 gal. 18.0 oz.
May 15th	Vanquish	3.2 oz	2x2.5 gal.	2.5 gal.
21-May Fungicide 1:15 PM	Concert Fungicide	4.5 oz. 1.25 oz.	2x2.5 gal. 1.1 gal.	3.5 gal. 13.0 oz.
Jun 2nd Fungicide 1:15 PM	Posterity Fungicide	8 oz. 1.25 oz.	105 oz. 4.5 gal.	18.0 oz. 12.0 oz.
	18-0-0 Root Down Element 6	6.4 oz. 3.2 oz.	2x2.5 gal. 2x2.5 gal.	5.0 gal. 2.5 gal.
	Greens Phite/Pro Phite	3.2 oz.	2x2.5 gal.	2.5 gal.
	TF Minors Fuel plus Kelp	3.2 oz.	2x2.5 gal.	2.5 gal.
	TF Photofuel	3.2 oz.	2x2.5 gal.	2.5 gal.
	Vanquish	3.2 oz	2x2.5 gal.	2.5 gal.
June 16th Fungicide 1:15 PM	Score Action Fungicide	0.5 oz. 1.25 oz.	2x2.5 gal. 4.5 gal.	44.0 oz. 13.0 oz.
	18-0-0 Root Down Element 6	6.4 oz. 3.2 oz.	2x2.5 gal. 2x2.5 gal.	5.0 gal. 2.5 gal.
	Greens Phite/Pro Phite	3.2 oz.	2x2.5 gal.	2.5 gal.
	TF Minors Fuel plus Kelp	3.2 oz.	2x2.5 gal.	2.5 gal.

Season long insecticide for grub, cutworm, black turfgrass miner, and aphidius

Mtx in Talstar 2-3x per summer for ants and cutworms-2 gallon per App.

1/4 TR



Greens Program

Total Acres: 2.25

98,000 ft<sup>2</sup>

Brett Roberts (947) 465-9050

Kearsley Lake

Joe Glum, Superintendent

<u>Interval</u>	<u>Product</u>	<u>Rate</u>	<u>Totals</u>
15-Apr	TF Quick Green TF Photo Fuel TF Element 6	8 oz 3.2 oz 3.2 oz	1000 ft <sup>2</sup> 1000 ft <sup>2</sup> 1000 ft <sup>2</sup> 6.1 gal. 2.5 gal. 2.5 gal.
1-May	18-6-15 65% Nutralene	5.55 lb/acre	1000 ft <sup>2</sup> 50 lb 11.0 bags
May 7th Fungicide Insecticide	Chipco 26019 Acephalop Season long insecticide for grub, cutworm, black turfgrass miner/moth, and aphidius	4 oz/acre 3 oz/acre	1000 ft <sup>2</sup> Acre 2x2.5 gal. 18.0 oz 3.1 gal. 18.0 oz
May 15th	Vanquish	3.2 oz	1000 ft <sup>2</sup> 2x2.5 gal. 2.5 gal.
21-May Fungicide FGR	Concert Fungicide	4.5 oz/acre 0.25 oz	1000 ft <sup>2</sup> 1000 ft <sup>2</sup> 2x2.5 gal. 1x1 gal. 3.5 gal. 1.0 gal.
Jun 2nd Fungicide FGR	Posterity Posterity 18-0-0 Root Down Element 6 Greens Phite/Pro Phite TF Minors Fuel plus Kelp TF Photofuel Vanquish	8 oz/acre 12 oz/acre 6.4 oz. 3.2 oz. 3.2 oz. 3.2 oz. 3.2 oz. 3.2 oz.	Acre 1000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1000 ft <sup>2</sup> 1000ft <sup>2</sup> 18.0 oz. 1.0 gal. 5.0 gal. 2.5 gal. 2.5 gal. 2.5 gal. 2.5 gal. 2.5 gal.
June 16th Fungicide FGR	Secure Action Phite 18-0-0 Root Down Element 6 Greens Phite/Pro Phite TF Minors Fuel plus Kelp	0.5 oz/acre 1.25 oz/acre 6.4 oz. 3.2 oz. 3.2 oz. 3.2 oz.	1000 ft <sup>2</sup> 1000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 1,000 ft <sup>2</sup> 44.0 oz. 1.0 gal. 5.0 gal. 2.5 gal. 2.5 gal. 2.5 gal.

Mix in Talstar 2-3x per summer for ants and cutworms-2 gallon per App.

TF Photofuel 3.2 oz. 1000 ft2 2x2.5 gal. 2.5 gal.  
 Vanquish 3.2 oz. 1000ft2 2x2.5 gal. 2.5 gal.

1-Jul  
 Fungicide  
 FGR

Concert 4.5 oz. 1000 ft2 2x2.5 gal. 3.5 gal.  
 Phito 12.5 oz. 1000 ft2 4 x 1 gal. 13.0 oz.  
 18-0-0 Root Down 6.4 oz. 1,000 ft2 2x2.5 gal. 5.0 gal.  
 Element 6 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 Greens Phite/Pro Phite 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Minors Fuel plus Kelp 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Photofuel 3.2 oz. 1000 ft2 2x2.5 gal. 2.5 gal.  
 Vanquish 3.2 oz. 1000ft2 2x2.5 gal. 2.5 gal.

July 15th  
 Fungicide  
 FGR

Posterity 8 oz. Acre 105 oz. 18.0 oz.  
 Phito 12.5 oz. 1000 ft2 4 x 1 gal. 13.0 oz.  
 18-0-0 Root Down 6.4 oz. 1,000 ft2 2x2.5 gal. 5.0 gal.  
 Element 6 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 Greens Phite/Pro Phite 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Minors Fuel plus Kelp 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Photofuel 3.2 oz. 1000 ft2 2x2.5 gal. 2.5 gal.  
 Vanquish 3.2 oz. 1000ft2 2x2.5 gal. 2.5 gal.

July 29th  
 Fungicide  
 FGR

Secure Action 0.5 oz. 1000 ft2 2x2.5 gal. 44.0 oz.  
 Phito 12.5 oz. 1000 ft2 4 x 1 gal. 13.0 oz.  
 18-0-0 Root Down 6.4 oz. 1,000 ft2 2x2.5 gal. 5.0 gal.  
 Element 6 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 Greens Phite/Pro Phite 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Minors Fuel plus Kelp 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Photofuel 3.2 oz. 1000 ft2 2x2.5 gal. 2.5 gal.  
 Vanquish 3.2 oz. 1000ft2 2x2.5 gal. 2.5 gal.

August 12th  
 Fungicide  
 FGR

Concert 4.5 oz. 1000 ft2 2x2.5 gal. 3.5 gal.  
 Phito 12.5 oz. 1000 ft2 4 x 1 gal. 13.0 oz.  
 18-0-0 Root Down 6.4 oz. 1,000 ft2 2x2.5 gal. 5.0 gal.  
 Element 6 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 Greens Phite/Pro Phite 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Minors Fuel plus Kelp 3.2 oz. 1,000 ft2 2x2.5 gal. 2.5 gal.  
 TF Photofuel 3.2 oz. 1000 ft2 2x2.5 gal. 2.5 gal.  
 Vanquish 3.2 oz. 1000ft2 2x2.5 gal. 2.5 gal.

August 26th  
 Fungicide  
 FGR

Posterity 8 oz. Acre 105 oz. 18.0 oz.  
 Phito 12.5 oz. 1000 ft2 4 x 1 gal. 13.0 oz.  
 18-0-0 Root Down 6.4 oz. 1,000 ft2 2x2.5 gal. 5.0 gal.

Chipco 26019	2 x 2.5 gal	\$300/5 gal	12.5 gal	\$750.00	
Instrata	2 x 2.5 gal	\$810/5 gal	7.5 gal.	\$1,215.00	early order
Primo/podium	1 gal	\$175/gal	1 gal	\$175	
30-0-10	50 lb	\$32/bag	30 bags	\$960	
18-6-15	50 lb	\$41/bag	24 bags	\$984	
Triplet/3 way herbicide	2 x 2.5 gal	\$120/case	2 cases	\$240	
Accelepryn	8 oz bottle	\$1030 per gal	18 oz	\$0	early order
			<b>Total</b>	<b>\$11,009</b>	

Element 6  
 Greens Phite/Pro Phite  
 TF Minors Fuel plus Kelp  
 TF Photofuel  
 Vanquish

September 9th

Fungicide  
 FUR  
 Secure Action  
 Phite  
 18-0-0 Root Down  
 Element 6  
 Greens Phite/Pro Phite  
 TF Minors Fuel plus Kelp  
 TF Photofuel  
 Vanquish

September 23rd

Fungicide  
 Chipco 26019

October 1st

Fungicide  
 18-6-15 65% Nutralene

October 7th

Fungicide  
 Chipco 26019

October 21st

Fungicide  
 Chipco 26019 or Tebuconazole

November before snow

Fungicide  
 Inistrata

Fairway Fert

30-0-10  
 3 bags per acre

Fairway, Tee, Rough Weed Killer

Triplet or Triad 3 way  
 64 oz per acre

Season Total

Product	Case Size	Cost/UofM	Quantity	Cost
18-0-0 root down	2 x 2.5 gal	\$130/5 gal	35 gal	\$910
Quick Green	2 x 2.5 gal	\$156.50/5 gal	7.5 gal	\$235
Element 6	2 x 2.5 gal	\$364/5 gal	22.5 gal	\$1,638
Tg Pro Phite	2 x 2.5 gal	\$135/5 gal	N/A	\$0
TF Mic Drop Kelp	2 x 2.5 gal	\$115/5 gal	20 gal	\$460
TF Photofuel	2 x 2.5 gal	\$210/5 gal	22.5 gal	\$945
Vanquish	2 x 2.5 gal	\$375/5 gal	22.5 gal	\$1,688
Posterity	105 oz. bottle	\$1500/105 oz	36 oz	\$0
Secure Action	2 x 2.5 gal	\$162.5/2.5 gal	132 oz.	\$0
Concert	2 x 2.5 gal	\$405/5 gal	10.5 gal	\$810

early order  
 early order  
 early order

**Flint City Golf LLC**  
**Statement of Revenue and Expenses**  
**Income Tax Basis**  
**As of December 31, 2022 and 2021**

	<b><u>12 Months Ended</u></b> <b><u>December 31, 2022</u></b>	<b><u>Percent</u></b>	<b><u>12 Months Ended</u></b> <b><u>December 31, 2021</u></b>	<b><u>Percent</u></b>
<b>Sales</b>				
Gross Sales	\$ 516,147.04	78.78 %	\$ 522,648.71	83.83 %
Gross Sales: Leagues	140,620.68	21.46 %	102,207.00	16.39 %
Returns & Allowances	<u>(1,597.00)</u>	<u>(0.24)%</u>	<u>(1,375.00)</u>	<u>(0.22)%</u>
<b>Total Sales</b>	<u>655,170.72</u>	<u>100.00 %</u>	<u>623,480.71</u>	<u>100.00 %</u>
<b>Cost of Goods Sold</b>				
Purchases: Turf Management	28,448.35	4.34 %	29,274.04	4.70 %
Purchases: Product, etc	50,376.03	7.69 %	41,851.03	6.71 %
Purchases: Direct Labor - Inside	2,910.25	0.44 %	1,887.50	0.30 %
Purchases: Direct Labor - Grounds	12,658.13	1.93 %	9,949.68	1.60 %
Purchases: Direct Labor - Maintenance	6,928.00	1.06 %	0.00	0.00 %
Purchases: Direct Labor - Administration	14,604.50	2.23 %	13,143.00	2.11 %
Purchases: Webco	126,500.00	19.31 %	184,800.00	29.64 %
Purchases: CGS	<u>8,000.00</u>	<u>1.22 %</u>	<u>0.00</u>	<u>0.00 %</u>
<b>Total Cost of Goods Sold</b>	<u>250,425.26</u>	<u>38.22 %</u>	<u>280,905.25</u>	<u>45.05 %</u>
<b>Gross Profit</b>	<u>404,745.46</u>	<u>61.78 %</u>	<u>342,575.46</u>	<u>54.95 %</u>
<b>Operating Expenses</b>				
Advertising	300.00	0.05 %	500.00	0.08 %
Fuel Expense	52,587.94	8.03 %	41,923.65	6.72 %
Mileage Reimbursements	9,457.28	1.44 %	7,885.91	1.26 %
Bank Fees	559.03	0.09 %	760.83	0.12 %
Business Promotions	300.00	0.05 %	1,465.10	0.23 %
Commission & Bonus	0.00	0.00 %	10,000.00	1.60 %
CC Processing Fees	4,927.42	0.75 %	5,378.70	0.86 %
Depreciation Expense	42,341.37	6.46 %	1,585.37	0.25 %
Dues & Subs	7,305.11	1.11 %	6,247.06	1.00 %
Equipment Rental	20,129.94	3.07 %	33,093.60	5.31 %
Equipment Rental: Other	3,450.00	0.53 %	4,670.27	0.75 %
Insurance: General	12,989.05	1.98 %	13,822.52	2.22 %
Interest Expense	206.66	0.03 %	510.52	0.08 %
Laundry & Uniforms	5,156.07	0.79 %	4,472.12	0.72 %
Equipment Lease	22,400.00	3.42 %	5,500.00	0.88 %
Licenses, Fees, Permits	475.00	0.07 %	475.00	0.08 %
Meals & Entertainment	136.87	0.02 %	1,772.44	0.28 %
Office & Postage Expense	1,984.98	0.30 %	5,425.89	0.87 %
Outside Services	12,350.00	1.89 %	1,088.00	0.17 %
Repairs & Maintenance: Equipment	41,693.97	6.36 %	49,546.47	7.95 %
Repairs & Maintenance: Other	9,071.52	1.38 %	19,221.73	3.08 %
Rent	15,409.29	2.35 %	12,671.85	2.03 %
Salaries General	70,402.50	10.75 %	19,932.00	3.20 %
Supplies	20,552.29	3.14 %	39,146.74	6.28 %
Taxes: FICA	5,385.78	0.82 %	1,524.81	0.24 %
Taxes: FUTA	210.00	0.03 %	84.00	0.01 %
Taxes: SUTA	4,892.00	0.75 %	1,952.00	0.31 %
Taxes: Other	1,171.83	0.18 %	0.00	0.00 %
Telephone	8,055.95	1.23 %	8,741.77	1.40 %
Trash Removal	2,710.04	0.41 %	3,137.52	0.50 %
Travel	5,565.54	0.85 %	8,254.88	1.32 %



**Flint City Golf LLC**  
**Statement of Revenue and Expenses**  
**Income Tax Basis**  
**As of December 31, 2022 and 2021**

	<b><u>12 Months Ended</u></b> <b><u>December 31, 2022</u></b>	<b><u>Percent</u></b>	<b><u>12 Months Ended</u></b> <b><u>December 31, 2021</u></b>	<b><u>Percent</u></b>
Utilities	23,294.37	3.56 %	21,847.30	3.50 %
Water	<u>2,758.89</u>	<u>0.42 %</u>	<u>4,445.05</u>	<u>0.71 %</u>
<b>Total Operating Expenses</b>	<u>408,230.69</u>	<u>62.31 %</u>	<u>337,083.10</u>	<u>54.06 %</u>
<b>Operating Income (Loss)</b>	<u>(3,485.23)</u>	<u>(0.53)%</u>	<u>5,492.36</u>	<u>0.88 %</u>
<b>Other Income (Expenses)</b>				
Other Income	1,934.00	0.30 %	1,519.00	0.24 %
Other income: SBA-PPP/EIDG	<u>0.00</u>	<u>0.00 %</u>	<u>33,162.00</u>	<u>5.32 %</u>
<b>Total Other Income (Expenses)</b>	<u>1,934.00</u>	<u>0.30 %</u>	<u>34,681.00</u>	<u>5.56 %</u>
<b>Net Income (Loss) Before Taxes</b>	<u>(1,551.23)</u>	<u>(0.24)%</u>	<u>40,173.36</u>	<u>6.44 %</u>
<b>Net Income (Loss)</b>	<u>\$ (1,551.23)</u>	<u>(0.24)%</u>	<u>\$ 40,173.36</u>	<u>6.44 %</u>

**Flint City Golf LLC**  
**Statement of Assets, Liabilities & Equity**  
**Income Tax Basis**  
**As of December 31, 2022 and 2021**

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**Assets**

	<b><u>2022</u></b>	<b><u>2021</u></b>
<b>Current Assets</b>		
Checking: Chase #9567	\$ 2,700.46	\$ 3,138.27
Savings: Chase #6121	<u>100,000.00</u>	<u>40,000.00</u>
<b>Total Current Assets</b>	<u>102,700.46</u>	<u>43,138.27</u>
<b>Property and Equipment</b>		
Equipment	117,779.81	111,479.81
Equipment: Acquisitions	158,980.00	6,300.00
Improvements	4,880.63	4,880.63
Less Accumulated Depreciation	<u>(158,172.20)</u>	<u>(115,830.83)</u>
<b>Net Property and Equipment</b>	<u>123,468.24</u>	<u>6,829.61</u>
<b>Total Assets</b>	<u>\$ 226,168.70</u>	<u>\$ 49,967.88</u>

**Flint City Golf LLC**  
**Statement of Assets, Liabilities & Equity**  
**Income Tax Basis**  
**As of December 31, 2022 and 2021**

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**Liabilities and Stockholders' Equity**

	<b>2022</b>	<b>2021</b>
<b>Current Liabilities</b>		
Accounts Payable	\$ 70,000.00	\$ 0.00
CC Payable: Chase Ink #1317	0.00	1,767.51
State W/H Payable	(112.49)	0.00
FUTA Payable	210.00	84.00
Shareholder Loan Payable	12,891.61	7,365.56
Loan Payable: PPP / SBA	0.00	15,665.00
Loan Payable: PPP / SBA-New	0.00	17,497.00
Loan Payable: PPP / SBA-Repays	0.00	(33,162.00)
<b>Total Current Liabilities</b>	<u>82,989.12</u>	<u>9,217.07</u>
<b>Long-Term Liabilities</b>		
Loan Payable: PNC Bank	68,980.00	0.00
Loan Payable: DLL Finance	35,000.00	0.00
<b>Total Long-Term Liabilities</b>	<u>103,980.00</u>	<u>0.00</u>
<b>Total Liabilities</b>	<u>186,969.12</u>	<u>9,217.07</u>
<b>Stockholders' Equity</b>		
AAA	40,750.81	577.45
Net Income (Loss)	(1,551.23)	40,173.36
<b>Total Stockholders' Equity</b>	<u>39,199.58</u>	<u>40,750.81</u>
<b>Total Liabilities and Stockholders' Equity</b>	<u>\$ 226,168.70</u>	<u>\$ 49,967.88</u>