

**OAK HILLS PARK AUTHORITY  
MEETING MINUTES  
January 17, 2013**

**PRESENT:** Bob Virgulak, Chairman; Mike Corsello, Vice Chairman; Pat Williams; Paul Cifatte; Shannon Giandurco; Stephanie McLaughlin and Clyde Mount.

**STAFF:** Shelly Guyer, Executive Director and Ed Ruiz, Golf Pro.

**ABSENT:** Ernie Desrochers and Bill Kementzides.

**INTERESTED PARTIES:** Walter Englert, CPA.

**CALL TO ORDER**

Mr. Virgulak called the meeting to order at 7:04 p.m.

**ACCEPTANCE OF MINUTES**

Mr. Virgulak asked the Authority Members to review the minutes from the December 20, 2012 meeting.

**\*\*MR. MOUNT MADE A MOTION TO APPROVE THE MINUTES OF THE DECEMBER 20, 2012 MEETING.**

**\*\*MR. CORSELLO SECONDED THE MOTION.**

**\*\*THE MOTION PASSED UNANIMOUSLY.**

Mr. Virgulak asked the Authority Members to review the minutes from the Special Meeting on December 27, 2012 meeting.

**\*\*MR. CIFATTE MADE A MOTION TO APPROVE THE MINUTES OF THE DECEMBER 27, 2012 MEETING.**

**\*\*MR. MOUNT SECONDED THE MOTION.**

**\*\*THE MOTION PASSED WITH ONE ABSTENTION.**

**PUBLIC COMMENT**

Mr. Virgulak stated that the Authority would hear three minutes of public comment from anyone who has signed up to speak.

Paul Cantor stated that the OHPA claims the golf course is not financially viable and with the rent it receives from leasing the land to a developer to construct a driving range OHPA will be able to properly maintain the golf course and pay the debt owed to the City of Norwalk. He assumes that the OHPA will have determined the answers to the following written questions prior to proposing an RFP for a driving range.

- What is the operating cost of the golf course?
- What is the cost of servicing your debt?
- How much revenue do you obtain from the golf course and lease on the restaurant?
- How much revenue do you obtain from the golf course and lease on the restaurant?

He stated that under the agreement with the taxpayers of City of Norwalk the Park is to remain tax free land. He believes that the proposal demonstrates that OHPA cannot uphold their end of the bargain without additional land. He stated that the golf course under the management of both Vinnie

Grille Sr. and Jr. did quite well. He noted that according to Mr. Grille he resigned because the OHPA had decided to move in a direction that he could not support. Mr. Cantor believes that reason to be that OHPA is mismanaging the course and the answer is not to construct a driving range but find people to manage it who love and respect the Park and have respect for the taxpayers of Norwalk.

Yvonne Lopaur stated that at the ad hoc Driving Range Committee meeting on Tuesday it was stated that OHPA plans to consider taxpayer desire to preserve the wooded area behind the restaurant. She noted that it is remarkable that in Master Plan of March 4, 1999 that OHPA acknowledged and accepted the responsibility to maintain the area and walking trails but OHPA has not lived up to the responsibility. She would like to enjoy the area without the noise from a driving range and without danger of being hit by an errant golf ball. She continued by saying that at the meeting Mr. Desrocher made a speech about how ennobling the game of golf was and how it taught children to behave. She noted that was not the case of Tiger Woods or the small subsector of golfers who belittle those that do not play golf. She stated that she felt he was being dismissive to those who enjoy walking in the Park and other activities besides golf.

Bo Kane stated that he has taught at Brian McMahon High School since 1986 and has been the golf coach since 2001. He reported that both high schools in Norwalk play in the FCIAC division which is considered to be the best golf league in the State of Connecticut, if not New England, and possibly the northeast but each year the Norwalk golf players begin the season at a huge disadvantage because Oak Hills, their home course, lacks the practice range facilities that every other team in the league possesses.

He noted that the players would have a better chance at golf scholarships if they had the more practice. He stated that because Oak Hills doesn't have a driving range he has to take 30 players onto the golf course to hit drives off the 10<sup>th</sup> and 11<sup>th</sup> fairways between golfing foursomes. One year a golfer misunderstood the situation and hit a golf ball back at his players in anger. He went onto say that last year for the first time in 51 years four players from Brian McMahon qualified for the CIAC state tournament. He imagined aloud how many more Norwalk high school players would have qualified for these tournaments if they had the same resources as the other teams, how many more chances would a golf couch have had to boast about his player's accomplishments before the Board of Education and how many parents would have been spared the cost of tuition. He advised the Authority that he is speaking tonight because he wants his players to have the same advantages and opportunities as their competitors and as a coach, parent, teacher, and citizen he doesn't feel that it is asking too much.

Bill Krummel a West Norwalk resident respectfully called attention to the OHPA legal responsibilities to care and manage this valuable park. He wanted to know what the Authority is doing to address the cash problem besides proposing a driving range which he believes would not answer the immediate demand for the efficient cost effective operation free of cronyism. He asked for the dimensions of the proposed range (length, tees) and based on the industry standard of 500 yds. he noted that he believes there is clear concern, and this range will impinge and destroy precious park land. He stated that a responsible Authority would first prepare a feasibility study to determine what effects this range will have on the Park and the prospects of driving range revenue would have on the unknown deficits the golf course is running. He stated that a RFP process would not ensure that the bidders would be technically and financially competent therefore it won't protect the possibility of destroying invaluable public park property. He urged the OHPA to back away from the proposal to first take care of the golf course and think about the effects of something that cannot be replaced.

Bob Patticini a Norwalk resident and golfer for over 50 years stated that he's played at many golf courses in the state and has never come across a public course that didn't have a range. He stated that he is in favor of a driving range because it will not cost the City any money and he believes it will generate a lot of revenue. He advised the Authority that he now travels to Stamford to use the driving range at Sterling Farm but he would support Oak Hills' driving range if they had one. He noted that at one time the golf course made money but the course is in dire strait and he believes that constructing a driving range is a "no brainer" and would help the course.

Diane Cece noted that the following is review some current facts about Oak Hills Park: that Oak Hills Park Authority is financially unstable and possibly insolvent; questions abound regarding mismanagement of the Park; there's been no public engagement on major decision most recently on the restaurant leases and the proposed driving range; Oak Hills is a public park; Oak Hills Park Authority is the steward of the Park; a driving range was overwhelmingly rejected by the public in 1999; no feasibility has been conducted and one should always precede an RFP on a project of this magnitude; proponents of a driving range surely want the opportunity to give public input; pushing through a driving range without a public consultation and vetting through the planning commission is against the 2008 Master Plan of Development the guideline that which Oak Hills Park Authority must adhere; that Land Conservation says it must commit to stewardship of City owned wooded, natural and environmentally sensitive areas; provide a greater diversity of recreational facilities and programs to meet the needs of all user groups including new facilities for supervised recreation for young people; and must to consider the construction of an municipal driving range by examining the sites in which such a facility would be in keeping with the integrity of the surrounding neighborhood, its environmental conditions, while recognizing the need to provide public park open space to the greatest extent possible (statement as mandated by the Planning Commission).

Ms. Cece continued by saying that she is not opposed to having a public discussion on the merits of a driving range but is opposed to the OHPA discussing putting in a driving range with zero public input. She stated that public input is not requested after bids are solicited. She stated that she knows golfers that would like a driving range but don't want one considered under the process that OHPA is using and without any input from golfers. She inquired where she can find the draft bid that OHPA was suppose to post on the web in time for public comment this evening and ahead of a public meeting in February. She stated that she is opposed to OHPA discussing constructing a driving range when its own financial management of the Park has been called into question by former and recent employees. She stated that until OHPA addresses the root cause of the financial woes of the existing course then none of the Authority Members are in any position to destroy public land in a private developer give-away get-rich-quick scheme.

Charlie Brennan stated that he is a golfer and agrees that all public courses have driving ranges. He reported that his friends won't come to Oak Hills because they can't warm up before they play. He thinks a range will make Oak Hills a full fledged golfing facility and would attract more golf tournaments. He stated that Oak Hills is a golf course not a park and the golf players are not elitists; but represent a wide variety of people in Norwalk. He stated that he is in favor of a driving range.

Jane Walters stated that she supports the driving range. She noted that Oak Hills is a golf course and people who want to walk in the woods they can go to Cranberry Park. She thanked the OHPA for volunteering their time and she supports their efforts.

Tyler is a new Norwalk resident and class A PGA professional at Fairview Country Club. He stated that with an Ed Ruiz and his highly trained staff ready to start a full season and a new superintendent to be hired the timing is right to build a driving range. He stresses practice as an instructor so a golf course isn't complete without a range to warm up. He isn't familiar with the Oak Hills situation but he is an expert in growing, building, and promoting the game of golf and in Norwalk as a new resident he feels it needs a range and doesn't believe anyone would go to Stamford if they didn't have to.

Lisa Henderson stated that as a lifelong Norwalk resident she supports an investigation into the constructing a driving range, shows support for the new golf pro Ed Ruiz and assistant Paul Alexander, Executive Director Shelly Guyer, a new superintendent to round out this enthusiastic team and move the golf course forward. She reported that her four children learned to play golf with Mr. Grillo and her son is the co-captain of the Norwalk High School golf team who has volunteered at Oak Hills. She stated that her son and his peers have spent countless hours at Oak Hills chipping and putting and they are the future of the City and the golf course. She believes that the time has come to move forward with the driving range to enhance the golf course as well as generate additional golf rounds.

She stated that too many years have passed whereby the golf course has been stifled by a few who claim to speak for the rest of the Norwalk, they don't, and she wants the Authority to know that they don't speak for her but for their own self-interests. She appreciates the Authority Members' tenacity and forward thinking views in spite of a few negative detractors. She believes that Oak Hills has been a golf course for as long as she can remember and should be allowed to grow and expand to compete with area golf courses. She encourages the Authority and new staff to move forward and understands as a small business owner it can take a few times to get it right. She doesn't feel that Oak Hills Park needs to provide amenities like a jogging path or a place for dog walkers when there are ample places in the City for those activities. She noted that she is sick of reading the personal attacks on the Authority Members who are volunteers and believes they are on the right track to putting Oak Hills on the map.

Connor O'Brien stated that he has played at Oak Hills since he was 4-5 years old when Mr. Grillo would let him and his father use the last tee time. He stated that he is a sophomore at Brian McMahon, plays on the golf team and has played at a lot of different golf facilities and believes that a quality course and a practice/driving range play an integral part in honing a golfer's skills. He reported that golf rounds at Sterling Farms rose from 40,000 to 60,000 a year when they added the range which establishes a correlation between rounds played and a course having a driving range. He noted that at \$30 a round the difference between Oak Hills' current rounds of 34,000 and 60,000 rounds is approximately \$780,000 more a year. He reported that the range at Sterling Farms generates additional revenue of \$10,000 year from the signs on the hitting bins, when teaching professionals give lessons and it attracts really high quality junior tournament. He believes a range at Oak Hills will improve the quality of the facility and help to retain top teaching professional(s). He believes that the opponents of the driving range who have put out misinformation and hostile rhetoric about the image and success of Oak Hills' puts the taxpayer they seek to protect at greater risk for loss. He wants Oak Hills to succeed and he is confident that a driving range is the best way to that success and believes if the OHPA has the best interest of all we in mind and we should allow them to pursue the driving range.

Feram Menan stated that as a father of three children he would like to have a driving range and believes it is a great amenity to have in Norwalk. He stated that he is on the board of an organization that is trying to build a masque on Fillow Street. He noted that the neighborhood was opposed to the

small amount of traffic the masque might generate but he finds it ironic that the traffic generated by the golf course might be deemed acceptable. He noted that building a new facility of public assembly substantiates their contention that the City is treating the proposed masque unequally even though they are protected under the First Amendment Right to Religious Expression. He mentions the First Amendment right because he wants everyone to have equal rights to use any and all of Norwalk's facilities.

Mr. Virgulak thanked the public for their statements.

#### **PRO'S REPORT**

Mr. Ruiz reported that he is attending the PGA merchandise show next week in Orlando FL at which time he will meet with key vendors Chelsea, Easy Go and the vendor that handles the email and marketing system, and return with some good information for Oak Hills.

#### **SUPERINTENDANT'S REPORT**

None.

#### **EXECUTIVE DIRECTOR REPORT**

Mr. Guyer noted that he would provide some course information during his report. Mr. Guyer stated for the record that Mr. Ruiz is paying for his trip to PGA merchandise show.

He advised the Authority that sales in December were not surprisingly, better than last year when the course was closed. He reported that the course generated a little more than \$15,000 in revenue and also the second best December in history of Oak Hills. Mr. Guyer reported that senior residents rounds were up 2%, non-resident rounds up 3%, junior rounds down significantly, and 9 hole rounds were up 200% and Golf Now generated 300 rounds and over \$11,000 in revenue.

He stated that the course is open with temporary greens but wasn't today due to the snow cover. He anticipates a March opening weather permitting.

He stated that they have received 25 resumes for the superintendent position and will screen them and give the acceptable ones to the Human Resource committee. He would like to have a new superintendent start by March 1. Mr. Cifatte inquired whether there is enough grounds staff to maintain the course during the winter. Mr. Guyer replied that there is.

#### **COMMITTEE REPORTS AND DISCUSSION**

##### **Tennis / Restaurant Liaison Committee**

Mr. Cifatte had no new information to report on the tennis facility.

Mr. Cifatte noted that the restaurateur has signed the new lease and they anticipate opening between Feb 1 and March 1. He stated that from his discussion with the new owners the big thing OHPA will do is help them to market and advertise the new restaurant at Oak Hills Park.

##### **Greens, Facilities & Water Use Committee**

No report.

##### **Finance Committee**

Mrs. Williams reported that she has closed the books through December 31, 2012 (See Attached Financials). She reviewed the December financial balance sheet and prior year comparison

specifically the cash was down \$68,000 to the prior year due to financials and not the related income and the inventory is up due to \$130,000 to the early-bird program Oak Hills participates in to save money. Mr. Guyer mentioned that Oak Hills made a bond payment this year and did not last year. She stated that the income statement is favorable to the prior year with revenue being higher by \$15,000 and on a year-to-date basis net total revenue was down by \$18,000 (golf revenue/other income/rental); personnel expenses are down by \$38,000; park maintenance is higher by \$23,000; carts higher by \$26,000 due to the new cart lease and so bottom line operating income is down \$29,000.

Mrs. Williams compared current actuals, the 5 year budget and the 2013 budget. She noted that the monthly actuals compared to the budget are only unfavorable by \$3,000 but on a year-to-date basis the actual was \$113,000 to \$188,000 budget operating income which creates a \$75,000 shortfall. She stated that the shortage is attributed to revenue and if the rounds are down to budget then Oak Hills can't cover the operating expenses and be self-sufficient. She stated that rounds will be the focus for the new season. She stated that Oak Hills made the debt payment of \$218,346 against operating income of \$113,000 and is short through December \$100,000, having expended more cash during the year than it has coming in. She will address this problem later under new business. The Authority discussed the shortfall, the history of the debt payment and the escrow account.

#### **Legal Committee**

Mr. Corsello stated that there are no legal fees or pressing legal issues.

#### **Marketing Committee**

Mrs. Giandurco stated that she would give her report during the rate structure discussion under new business.

#### **Human Resource & Policy Committee**

Mr. Mount reported that they are looking for a new golf superintendent and an office administrative person whose main responsibility will be to maintain the day to day bookkeeping. He has asked Mrs. Williams and Mr. Guyer to provide him with the job responsibilities so he can develop a job description for this position.

#### **Master Plan Committee**

Mr. Mount stated that he would schedule a meeting in February.

### **OLD BUSINESS**

Mr. Mount reported that the committee met this week and using a similar proposal they began to outline a RFP and feasibility study for the proposed driving range. He stated that they met with some the West Norwalk Association and the Tree Advisory Committee. He reported that the committee has a tentative date of February 12<sup>th</sup> for a hearing to solicit additional public comment on a proposed RFP before they put the RFP out to bid. He noted that the committee will meet with Gerald Foley to discuss the draft proposal thus far. Mr. Virgulak stated that he expects to incorporate more public comment before the document is final and Oak Hills doesn't have any money to pay for a feasibility study. Mr. Mount noted that OHPA will go through the correct approval challenges but first needs to figure out if the range is feasible. Mr. Mount advised the Authority that he doesn't believe that the driving range is the only answer. He noted that a range may draw more golfers but ultimately the number of rounds needs to increase to 40,000. Mr. Virgulak stated that they cannot get the room for the hearing in City Hall for February 12 but February 11 or 13<sup>th</sup> it is available. Mr. Mount stated that he would wait hear from the committee chair Mr. Desrochers on the date.

### **NEW BUSINESS**

Mrs. Giandurco stated that she, Mr. Ruiz, Mrs. Williams and Mr. Guyer have drafted a proposed fee schedule and have removed the midday price and extended the first round of card renewal or purchase dates to March 31, 2013. Mr. Guyer reviewed the fee schedule (See Attached). He stated that they will have a public hearing on the fee structure on January 30, 2013. The Authority discussed the proposed fees.

**\*\*MR. MOUNT MADE A MOTION TO MOVE FORWARD AND SCHEDULE A PUBLIC HEARING FOR JANUARY 30, 2013 TO DISCUSS THE 2013 PROPOSED FEE SCHEDULE.**

**\*\*MR. CORSELLO SECONDED THE MOTION.**

**\*\*THE MOTION PASSED UNANIMOUSLY.**

Mrs. Williams stated that according to the December financials presented tonight there is a cash drain. She advised that Authority Members that with very little revenue and the usual operating expenses in January and February, Oak Hills may run short of operating cash. She recommends that Oak Hills request a loan from the City in an amount up to \$150,000 in case it is needed. The Authority discussed the need, the terms and the approval process.

**\*\*MRS. WILLIAMS MADE A MOTION TO BE GIVEN AUTHORITY TO APPROACH AND REQUEST A LOAN UP TO \$150,000 FROM THE CITY OF NORWALK.**

**\*\*MR. CORSELLO SECONDED THE MOTION.**

**\*\*THE MOTION PASSED UNANIMOUSLY.**

### **ADJOURNMENT**

The Chair entertained a motion to adjourn the meeting at 8:20 p.m.

**\*\*MR. CIFFATE MADE A MOTION TO ADJOURN THE MEETING.**

**\*\*MR. MOUNT SECONDED THE MOTION.**

**\*\*THE MOTION PASSED UNANIMOUSLY.**

Respectfully submitted,  
Sheila Dravis

## OAK HILLS SALES ANALYSIS DECEMBER 2012

| <u>Description</u>              | <u>Dec 2011</u> | <u>Dec 2012</u> | <u>Inc/(Dec)</u> | <u>YTD 2011</u>  | <u>YTD 2012</u>  | <u>Inc/(Dec)</u> |
|---------------------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| Total Revenue Rounds            | 0               | 429             | 0.0%             | 19,306           | 18,738           | -2.9%            |
| Total Non Revenue Rounds        | 0               | 4               | 0.0%             | 1,329            | 172              | -87.1%           |
| Total All Rounds                | 0               | 433             | 0.0%             | 20,635           | 18,910           | -8.4%            |
| <br>Total Carts                 | 0               | 175             | 0.0%             | 10,794           | 10,960           | 1.5%             |
| Total Golf ID Cards             | 0               | 0               | 0.0%             | 256              | 139              | -45.7%           |
| Total Gift Cards                | 35              | 39              | 11.4%            | 135              | 122              | -9.6%            |
| <br>Total \$ Revenue Rounds     | \$0             | \$9,036         | 0.0%             | \$515,989        | \$510,613        | -1.0%            |
| Total Carts \$                  | \$0             | \$2,492         | 0.0%             | \$161,972        | \$165,174        | 2.0%             |
| Total Golf ID Cards \$          | \$0             | \$0             | 0.0%             | \$14,555         | \$10,380         | -28.7%           |
| Total Gift Cards \$             | \$2,805         | \$3,735         | 33.2%            | \$12,549         | \$8,637          | -31.2%           |
|                                 | <b>\$2,805</b>  | <b>\$15,263</b> | <b>444.1%</b>    | <b>\$705,065</b> | <b>\$694,804</b> | <b>-1.5%</b>     |
| <br>Resident Adult 18 Rounds    | 0               | 156             | 0.0%             | 7,566            | 6,282            | -17.0%           |
| Resident Senior 18 Rounds       | 0               | 97              | 0.0%             | 4,189            | 4,265            | 1.8%             |
| Resident Junior 18 Rounds       | 0               | 7               | 0.0%             | 623              | 349              | -44.0%           |
| Resident Golf T 18 Rounds       | 0               | 0               | 0.0%             | 0                | 8                | 0.0%             |
| Resident Empl 18 Rounds         | 0               | 40              | 0.0%             | 687              | 638              | -7.1%            |
| Non Resident 18 Rounds          | 0               | 50              | 0.0%             | 4,824            | 4,960            | 2.8%             |
| Total 9 Hole Rounds             | 0               | 79              | 0.0%             | 594              | 1,745            | 193.8%           |
| <br>Resident Adult 18 Rounds \$ | \$0             | \$3,780         | 0.0%             | \$178,179        | \$160,755        | -9.8%            |
| Resident Senior 18 Rounds \$    | \$0             | \$1,754         | 0.0%             | \$76,542         | \$81,445         | 6.4%             |
| Resident Junior 18 Rounds \$    | \$0             | \$103           | 0.0%             | \$9,305          | \$5,188          | -44.2%           |
| Resident Golf T 18 Rounds \$    | \$0             | \$0             | 0.0%             | \$0              | \$83             | 0.0%             |
| Resident Empl 18 Rounds \$      | \$0             | \$223           | 0.0%             | \$5,397          | \$4,506          | -16.5%           |
| Non Resident 18 Rounds \$       | \$0             | \$1,820         | 0.0%             | \$182,782        | \$198,222        | 8.4%             |
| Total 9 Hole Rounds \$          | \$0             | \$1,356         | 0.0%             | \$13,024         | \$36,160         | 177.6%           |
| <br>NONRES DISCOUNT             |                 | 0               |                  |                  | 4                |                  |
| FAMILY REG                      |                 | 0               |                  |                  | 0                |                  |
| CITY/OWNER REG                  |                 | 0               |                  |                  | 2                |                  |
| Total                           |                 |                 |                  |                  | 6                |                  |
| <br>GolfNow Rounds              |                 | 0               |                  |                  | 293              |                  |
| GolfNow Dollars                 |                 | \$0             |                  |                  | \$11,348         |                  |
|                                 |                 | #DIV/0!         |                  |                  | \$38.73          |                  |

# Oak Hills Park Authority Rate Card for 2013 Season

## ID Cards

|                           | <u>Now to 3/31</u> | <u>4/1 to 8/30</u> | <u>After 8/30</u> |
|---------------------------|--------------------|--------------------|-------------------|
| Resident Card new         | \$75.00            | \$80.00            | \$50.00           |
| Resident Card Renewal     | \$70.00            | \$75.00            | n/a               |
| Junior Resident Card      | \$30.00            | \$40.00            | \$25.00           |
| Resident Family           | \$140.00           | \$150.00           | \$100.00          |
| City Employee/Prop Owners | \$120.00           | \$130.00           | \$80.00           |
| Non-Resident Discount     | \$275.00           | \$275.00           | \$175.00          |
| Non Resident Jr. Discount | \$30.00            | \$40.00            | \$25.00           |

ALL ID CARDS WILL EXPIRE 12/31/2013

## Greens Fees

|                                                |         |
|------------------------------------------------|---------|
| Start t-times                                  |         |
| Resident over 17                               | \$26.00 |
| Senior 62+                                     | \$17.00 |
| Junior Under 18                                | \$14.00 |
| City Employee (fire, police, etc non resident) | \$26.00 |
| OHPA Employee                                  | \$5.00  |
| Non Res with Card                              | \$26.00 |
| Non Res without card                           | \$53.00 |
| Non Res JR with card                           | \$14.00 |
| Non Res JR without card                        | \$20.00 |
| Resident 9                                     | \$20.00 |
| Senior 9                                       | \$14.00 |
| Junior 9                                       | \$10.00 |
| Non Res 9 with card                            | \$20.00 |
| Non Res 9 without card                         | \$33.00 |

## Cart Fees

|                                |         |
|--------------------------------|---------|
| All Carts except OHPA employee | \$16.00 |
| Employee                       | \$8.00  |
| 9 hole                         | \$10.00 |

## Tournament Play

|                                       |         |
|---------------------------------------|---------|
| Mondays Shotgun or t-time             | \$60.00 |
| Thursday afternoon after 2 start time | \$60.00 |

|  | Weekday     |              | Weekend     |              |
|--|-------------|--------------|-------------|--------------|
|  | Open to 4pm | 4PM or later | Open to 4pm | 4PM or Later |
|  | \$26.00     | \$18.00      | \$27.00     | \$18.00      |
|  | \$17.00     | \$14.00      | \$27.00     | \$18.00      |
|  | \$14.00     | \$12.00      | \$15.00     | \$13.00      |
|  | \$26.00     | \$18.00      | \$27.00     | \$18.00      |
|  | \$5.00      | \$5.00       | \$27.00     | \$5.00       |
|  | \$26.00     | \$22.00      | \$27.00     | \$22.00      |
|  | \$53.00     | \$26.00      | \$53.00     | \$26.00      |
|  | \$14.00     | \$12.00      | \$15.00     | \$13.00      |
|  | \$20.00     | \$14.00      | \$20.00     | \$15.00      |
|  | \$20.00     | \$16.00      | \$21.00     | \$16.00      |
|  | \$14.00     | \$12.00      | \$21.00     | \$16.00      |
|  | \$10.00     | \$10.00      | \$11.00     | \$11.00      |
|  | \$20.00     | \$16.00      | \$21.00     | \$16.00      |
|  | \$33.00     | \$24.00      | \$33.00     | \$24.00      |
|  | \$16.00     | \$16.00      | \$16.00     | \$16.00      |
|  | \$8.00      | \$8.00       | \$8.00      | \$8.00       |
|  | \$10.00     | \$10.00      | \$10.00     | \$10.00      |
|  | \$60.00     |              | \$60.00     |              |
|  | \$60.00     |              | \$60.00     |              |

# **Oak Hills Park Authority** **Rate Card for 2012 Season**

## **ID Cards**

|                           | <u>Now to 4/30</u> | <u>5/1 to 8/30</u> | <u>After 8/30</u> |
|---------------------------|--------------------|--------------------|-------------------|
| Resident Card             | \$75.00            | \$85.00            | \$45.00           |
| Resident Card Renewal     | \$65.00            | \$75.00            | n/a               |
| Junior Resident Card      | \$30.00            | \$50.00            | \$25.00 New       |
| Resident Family           | \$130.00           | \$170.00           | \$100.00 New      |
| City Employee/Prop Owners | \$100.00           | \$120.00           | \$60.00 New       |
| Non-Resident              | \$200.00           | \$250.00           | \$150.00 New      |
| Non Resident Jr.          | \$75.00            | \$100.00           | \$50.00 New       |

## **Greens Fees**

Start t-times

|                                                |         |
|------------------------------------------------|---------|
| Resident over 17                               | \$28.00 |
| Senior 62+                                     | \$17.00 |
| Junior Under 18                                | \$14.00 |
| City Employee (fire, police, etc non resident) | \$28.00 |
| OHPA Employee                                  | \$17.00 |
| Non Res with Card                              | \$35.00 |
| Non Res without card                           | \$53.00 |
| Resident 9                                     | \$20.00 |
| Senior 9                                       | \$12.00 |
| Junior 9                                       | \$10.00 |
| Non Res 9 with card                            | \$25.00 |
| Non Res 9 without card                         | \$35.00 |

## **Cart Fees**

|                                |         |
|--------------------------------|---------|
| All Carts except OHPA employee | \$16.00 |
| Employee                       | \$10.00 |
| 9 hole                         | \$10.00 |

## **Tournament Play**

Mondays Shotgun or t-time  
 Thursday afternoon after 2 start time

|  | Weekday      |             |              | Weekend      |             |              |
|--|--------------|-------------|--------------|--------------|-------------|--------------|
|  | Open to 12pm | 12pm to 4pm | 4PM or later | Open to 12pm | 12pm to 4pm | 4PM or Later |
|  | \$28.00      | \$22.00     | \$18.00      | \$28.00      | \$22.00     | \$18.00      |
|  | \$17.00      | \$14.00     | \$14.00      | \$28.00      | \$22.00     | \$18.00      |
|  | \$14.00      | \$14.00     | \$12.00      | \$15.00      | \$15.00     | \$13.00      |
|  | \$28.00      | \$22.00     | \$18.00      | \$28.00      | \$22.00     | \$18.00      |
|  | \$17.00      | \$10.00     | \$10.00      | \$28.00      | \$10.00     | \$10.00      |
|  | \$35.00      | \$26.00     | \$22.00      | \$35.00      | \$26.00     | \$22.00      |
|  | \$53.00      | \$34.00     | \$26.00      | \$53.00      | \$34.00     | \$26.00      |
|  | \$20.00      |             | \$18.00      | \$21.00      |             | \$18.00      |
|  | \$12.00      |             | \$12.00      | \$21.00      |             | \$18.00      |
|  | \$10.00      |             | \$10.00      | \$11.00      |             | \$11.00      |
|  | \$25.00      |             | \$20.00      | \$25.00      |             | \$20.00      |
|  | \$35.00      |             | \$24.00      | \$35.00      |             | \$24.00      |
|  |              |             |              |              |             |              |
|  | \$16.00      | \$16.00     | \$16.00      | \$16.00      | \$16.00     | \$16.00      |
|  | \$10.00      | \$10.00     | \$10.00      | \$10.00      | \$10.00     | \$10.00      |
|  | \$10.00      | \$10.00     | \$10.00      | \$10.00      | \$10.00     | \$10.00      |
|  |              |             |              |              |             |              |
|  | \$50.00      | \$50.00     | \$50.00      | \$50.00      | \$50.00     | \$50.00      |
|  | \$50.00      | \$50.00     | \$50.00      | \$50.00      | \$50.00     | \$50.00      |

**Other Municipal Golf Courses**

| <b><u>Course</u></b>      | <b><u>Res Adult</u></b> | <b><u>Res Senior</u></b> | <b><u>Res Jr</u></b> | <b><u>NR Adult</u></b> | <b><u>NR Senior</u></b> | <b><u>NR Jr</u></b> |
|---------------------------|-------------------------|--------------------------|----------------------|------------------------|-------------------------|---------------------|
| Smith Rich IDs            | \$50                    | \$50                     | \$30                 | N/A                    | N/A                     | N/A                 |
| Smith Rich Season Pass    | \$360                   | \$185                    | N/A                  | \$500                  | \$350                   | N/A                 |
| Smith Rich IDs Week Day   | \$22                    | \$17                     | \$13                 | \$42                   | \$32                    | \$24                |
| Smith Rich SP Week Day    | \$15                    | \$12                     | N/A                  | \$28                   | \$22                    | N/A                 |
| Smith Rich IDs Week End   | \$28                    | \$28                     | \$28                 | \$54                   | \$54                    | \$54                |
| Smith Rich SP Week End    | \$28                    | \$28                     | N/A                  | \$54                   | \$54                    | N/A                 |
| Smith Rich Carts          | \$15                    | \$15                     | \$15                 | \$15                   | \$15                    | \$15                |
|                           |                         |                          |                      |                        |                         |                     |
| Sterling Farms IDs        | \$35                    | \$35                     | \$35                 | \$300                  | \$300                   | \$300               |
| Sterling Farms Week Day   | \$28                    | \$17                     | \$17                 | \$55/\$35              | \$55/\$35               | \$55/\$35           |
| Sterling Farms Week End   | \$28                    | \$28                     | \$28                 | \$55/\$35              | \$55/\$35               | \$55/\$35           |
| Sterling Farms Carts WD   | \$13                    | \$14                     | \$14                 | \$15                   | \$15                    | \$15                |
| Sterling Farms Carts WE   | \$13                    | \$13                     | \$13                 | \$15                   | \$15                    | \$15                |
|                           |                         |                          |                      |                        |                         |                     |
| Tashua IDs                | \$40                    | \$40                     | \$20                 | N/A                    | \$40                    | \$25                |
| Tashua Week Day           | \$26                    | \$21                     | \$19                 | \$43                   | \$33                    | \$21                |
| Tashua Week End (inc Fri) | \$28                    | \$28                     | \$28                 | \$47                   | \$47                    | \$47                |
| Tashua Carts              | \$16                    | \$16                     | \$16                 | \$16                   | \$16                    | \$16                |
|                           |                         |                          |                      |                        |                         |                     |
| Fairchild IDs             | \$20                    | \$20                     | \$20                 | N/A                    | N/A                     | N/A                 |
| Fairchild Season Pass     | \$400                   | \$285                    | \$285                | \$860                  | \$695                   | \$695               |
| Fairchild IDs Week Day    | \$17                    | \$13                     | \$13                 | \$27                   | \$21                    | \$21                |
| Fairchild SP Week Day     | \$7                     | \$7                      | \$7                  | \$7                    | \$7                     | \$7                 |
| Fairchild IDs Week End    | \$20                    | \$18                     | \$18                 | \$39                   | \$35                    | \$35                |
| Fairchild SP Week End     | \$10                    | \$10                     | \$10                 | \$10                   | \$10                    | \$10                |
| Fairchild Carts IDs       | \$15                    | \$15                     | \$15                 | \$15                   | \$15                    | \$15                |
| Fairchild Carts SP        | \$10                    | \$10                     | \$10                 | \$10                   | \$10                    | \$10                |

# E. Gaynor Brennan Golf Course

## Rates 2012

| Class       | Monday - Wednesday |         |          | Thursday and Friday |         |          | Saturday and Sunday |                  |
|-------------|--------------------|---------|----------|---------------------|---------|----------|---------------------|------------------|
|             | Prime              | Mid day | Twilight | Prime               | Mid day | Twilight | Prime               | Mid day Twilight |
| Resident-18 | 23.00              | 20.00   | 16.00    | 25.00               | 21.00   | 17.00    | 27.00               | 23.00 18.00      |
| Resident-9  | 16.00              | 16.00   | 16.00    | 17.00               | 17.00   | 17.00    | 18.00               | 18.00            |
| Senior      | 15.00              | 15.00   | 15.00    | 15.00               | 15.00   | 15.00    | 27.00               | 20.00 16.00      |
| Senior Pass | 8.00               | 8.00    | 8.00     | 8.00                | 8.00    | 8.00     | 27.00               | 15.00 10.00      |
| Junior      | 11.00              | 11.00   | 11.00    | 11.00               | 11.00   | 11.00    | 27.00               | 12.00 12.00      |
| NR-18       | 42.00              | 36.00   | 28.00    | 42.00               | 36.00   | 28.00    | 48.00               | 40.00 29.00      |
| NR Permit   | 29.00              | 25.00   | 20.00    | 32.00               | 27.00   | 21.00    | 38.00               | 32.00 23.00      |
| NR-9        | 28.00              | 28.00   | 28.00    | 28.00               | 28.00   | 28.00    | 29.00               | 29.00            |
| NR Sr       | 31.00              | 28.00   | 28.00    | 32.00               | 28.00   | 28.00    | 48.00               | 35.00 29.00      |
| NR Jr       | 24.00              | 24.00   | 24.00    | 26.00               | 26.00   | 26.00    | 48.00               | 29.00 29.00      |

Mid day starts at 2PM until Labor Day, 1PM after Labor day

Twilight begins at 4PM until Labor Day, 3PM after Labor day

9 hole rate on Saturday & Sunday Prime is available off back 9 only

Monday Tournaments - \$52 per player, shotgun starts, includes cart

Resident Permits \$35 (also valid at Sterling Farms)

Resident Senior Pass \$70 (must also buy permit) (valid only at E. Gaynor Brennan)

Non Resident Permit \$135 (valid only at E. Gaynor Brennan)

NR Permit holders receive a 30% discount Mon-Wed, 25% Thu & Fri, 20% on Sat & Sun

Annual Locker Rental \$35 (tax included)



Shelly Guyer&lt; oakhills1969@gmail.com&gt;

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**RE: Tonite's Meeting**

1 message

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**Williams, Pat**< Pat.Williams@covidien.com>

Thu, Jan 17, 2013 at 4:04 PM

To: Oak Hills Park GC <oakhills1969@gmail.com>, Bill Kementzidis <vasilik57@gmail.com>, Bob Virgulak <dvbire@optonline.net>, Clyde Mount <clydemount@3plworldwide.com>, Ernie DesRochers <edesrochers@northmarq.com>, Mike Corsello <mcorsello@mcorsello.com>, Paul Cifatte <pfctrex18@aol.com>, Shannon Giandurco <otoole.shannon10@gmail.com>, Stephanie McLaughlin <smclaughlin@shglaw.com>

Cc: Ed Ruiz <edruizpga@gmail.com>, Wally Englert <wjecpa@optonline.net>, Randy Avery <graveryesq@gmail.com>, Sheila Dravis <sheila178@ymail.com>

Attached are the November and December financials to be reviewed at tonight's meeting. Also included is a package showing the results compared to budget and prior year.

Below are some items to note on the December financials:

**Balance Sheet:**

Cash – decrease due to normal operational expense not offset by revenue

Inventory – increase due to purchase of chemicals on an early bird program for deferred payments

**Income Statement:**

Month:

Revenue higher than prior year by \$15k.

Park maintenance shows favorable due to the early purchase of chemicals of \$35k which were not recognized until January in the prior year.

Total expenses adjusted for the \$35k of purchased chemicals would equal \$63k and be favorable to prior year by \$3k.

Operating income adjusted for the \$35k would be favorable to prior year by \$18k.

YTD:

Revenue is lower than prior year by \$18k – golf revenue is lower by \$33k offset by higher other revenue by \$15k.

Personnel expenses and administrative expenses are lower than prior year expenses by \$38k.

Park maintenance adjusted for \$75k of early chemical purchases is \$160k which is \$23k higher than prior year.

Cart expense is higher than prior year by \$26k due to the lease expense for the new carts.

Total expenses adjusted for the \$75k of purchased chemicals would equal \$622k and be unfavorable to prior year by \$11k.

Operating income adjusted for the \$75k of chemical purchases is \$135k which is lower than prior year by \$29k – revenue \$18k and expenses \$11k.

I will go over briefly at the meeting and answer any questions.

Best regards,

Pat...

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**From:** Oak Hills Park GC [mailto:oakhills1969@gmail.com]  
**Sent:** Thursday, January 17, 2013 9:56 AM  
**To:** Bill Kementzidis; Bob Virgulak; Clyde Mount; Ernie DesRochers; Mike Corsello; Williams, Pat; Paul Cifatte; Shannon Giandurco; Stephanie McLaughlin  
**Cc:** Ed Ruiz; Wally Englert; Randy Avery; Sheila Dravis  
**Subject:** Tonite's Meeting

Attached are the Agenda, Minutes to be approved, December Sales Report and 2013 Proposed Rate Structure package for tonite.

--

Shelly Guyer

Executive Director

Oak Hills Park Golf Course

203-838-0303 ext 5

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**3 attachments**



**December FY2013 Financials.pdf**  
506K



**November FY2013 Financials.pdf**  
509K



**December 2012 Actuals vs Budget.pdf**  
674K

5:58 PM

01/13/13

Accrual Basis

# OAK HILLS PARK AUTHORITY

## Balance Sheet Current Month Vs. Prior Month

### As of December 31, 2012

|                                              | Dec 31, 12          | Nov 30, 12          | \$ Change        | % Change     |
|----------------------------------------------|---------------------|---------------------|------------------|--------------|
| <b>ASSETS</b>                                |                     |                     |                  |              |
| Current Assets                               |                     |                     |                  |              |
| Checking/Savings                             |                     |                     |                  |              |
| 1000 · Cash                                  |                     |                     |                  |              |
| 1010 · CAP Account - Wells Fargo             | 25,749.75           | 6,112.25            | 19,637.50        | 321.3%       |
| 1011 · Money Market - Wells Fargo            | 84,652.65           | 157,447.29          | -72,794.64       | -46.2%       |
| 1040 · Escrow Security Dep Apt 2 Right       | 2,000.11            | 2,000.10            | 0.01             | 0.0%         |
| 1045 · Escrow Security Dept-Apt 1 Left       | 2,200.44            | 2,200.34            | 0.10             | 0.0%         |
| 1050 · Petty                                 | 395.93              | 405.00              | -9.07            | -2.2%        |
| Total 1000 · Cash                            | 114,998.88          | 168,164.98          | -53,166.10       | -31.6%       |
| Total Checking/Savings                       | 114,998.88          | 168,164.98          | -53,166.10       | -31.6%       |
| Accounts Receivable                          |                     |                     |                  |              |
| 1201 · Accounts Receivable                   | 1,390.00            | 1,390.00            | 0.00             | 0.0%         |
| Total Accounts Receivable                    | 1,390.00            | 1,390.00            | 0.00             | 0.0%         |
| Other Current Assets                         |                     |                     |                  |              |
| 1100 · Inventory                             | 191,201.29          | 131,484.12          | 59,717.17        | 45.4%        |
| 1300 · Prepaid Expenses                      | 17,632.03           | 15,118.08           | 2,513.95         | 16.6%        |
| Total Other Current Assets                   | 208,833.32          | 146,602.20          | 62,231.12        | 42.5%        |
| Total Current Assets                         | 325,222.20          | 316,157.18          | 9,065.02         | 2.9%         |
| Fixed Assets                                 |                     |                     |                  |              |
| 1500 · Fixed Assets                          |                     |                     |                  |              |
| 1505 · Machinery and Equipment               | 1,032,703.70        | 1,032,703.70        | 0.00             | 0.0%         |
| 1510 · Accumulated Depreciation/Amort.       | -2,227,651.36       | -2,210,919.50       | -16,731.86       | -0.8%        |
| 1561 · Park Improvements                     | 1,509,803.27        | 1,509,803.27        | 0.00             | 0.0%         |
| 1562 · Restaurant                            | 2,277,134.66        | 2,277,134.66        | 0.00             | 0.0%         |
| Total 1500 · Fixed Assets                    | 2,591,990.27        | 2,608,722.13        | -16,731.86       | -0.6%        |
| Total Fixed Assets                           | 2,591,990.27        | 2,608,722.13        | -16,731.86       | -0.6%        |
| Other Assets                                 |                     |                     |                  |              |
| 1550 · Other Assets                          |                     |                     |                  |              |
| 1555 · City of Norwalk Escrow Account        | 40,000.00           | 40,000.00           | 0.00             | 0.0%         |
| Total 1550 · Other Assets                    | 40,000.00           | 40,000.00           | 0.00             | 0.0%         |
| Total Other Assets                           | 40,000.00           | 40,000.00           | 0.00             | 0.0%         |
| <b>TOTAL ASSETS</b>                          | <b>2,957,212.47</b> | <b>2,964,879.31</b> | <b>-7,666.84</b> | <b>-0.3%</b> |
| <b>LIABILITIES &amp; EQUITY</b>              |                     |                     |                  |              |
| Liabilities                                  |                     |                     |                  |              |
| Current Liabilities                          |                     |                     |                  |              |
| Accounts Payable                             |                     |                     |                  |              |
| 2000 · *Accounts Payable                     | 114,427.00          | 100,060.83          | 14,366.17        | 14.4%        |
| Total Accounts Payable                       | 114,427.00          | 100,060.83          | 14,366.17        | 14.4%        |
| Other Current Liabilities                    |                     |                     |                  |              |
| 2100 · Accrued Payroll                       | 10,145.21           | 10,591.03           | -445.82          | -4.2%        |
| 2104 · Accrued retirement contribution       | 4,344.99            | 4,345.94            | -0.95            | 0.0%         |
| 2105 · Accrued Vacation Pay                  | 7,437.71            | 7,437.71            | 0.00             | 0.0%         |
| 2106 · Accrued Sick Leave Pay                | 26,102.31           | 26,102.31           | 0.00             | 0.0%         |
| 2200 · Accrued Expenses                      | 120,171.85          | 120,171.85          | 0.00             | 0.0%         |
| 2210 · Security Deposit-Entrance House       |                     |                     |                  |              |
| 2211 · Security Dep - Apt 1 Left             | 2,200.44            | 2,200.34            | 0.10             | 0.0%         |
| 2212 · Security Dep - Apt 2 Right            | 2,000.11            | 2,000.10            | 0.01             | 0.0%         |
| Total 2210 · Security Deposit-Entrance Ho... | 4,200.55            | 4,200.44            | 0.11             | 0.0%         |
| 2250 · Deferred Revenue                      |                     |                     |                  |              |
| 2251 · Tournament Deposits                   | 500.00              | 500.00              | 0.00             | 0.0%         |
| Total 2250 · Deferred Revenue                | 500.00              | 500.00              | 0.00             | 0.0%         |
| 2400 · Cart Sales Tax Due                    | 0.00                | 368.00              | -368.00          | -100.0%      |

5:58 PM

01/13/13

Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**Balance Sheet Current Month Vs. Prior Month**  
**As of December 31, 2012**

|                                         | Dec 31, 12   | Nov 30, 12   | \$ Change  | % Change |
|-----------------------------------------|--------------|--------------|------------|----------|
| 2500 · Monies due City of Norwalk       |              |              |            |          |
| 2501 · Bond Due to City of Norwalk      | 53,882.32    | 40,411.74    | 13,470.58  | 33.3%    |
| 2502 · Escrow due to City of Norwalk    | 13,333.32    | 9,999.99     | 3,333.33   | 33.3%    |
| 2503 · 150K Debt due City of Norwalk    | 5,537.24     | 4,152.93     | 1,384.31   | 33.3%    |
| Total 2500 · Monies due City of Norwalk | 72,752.88    | 54,564.66    | 18,188.22  | 33.3%    |
| Total Other Current Liabilities         | 245,655.50   | 228,281.94   | 17,373.56  | 7.6%     |
| Total Current Liabilities               | 360,082.50   | 328,342.77   | 31,739.73  | 9.7%     |
| Long Term Liabilities                   |              |              |            |          |
| 2700 · Irrigation Debt                  | 260,526.31   | 260,526.31   | 0.00       | 0.0%     |
| 2725 · Restaurant debt                  | 1,971,067.00 | 1,971,067.00 | 0.00       | 0.0%     |
| 2726 · Paving Debt                      | 97,582.50    | 97,582.50    | 0.00       | 0.0%     |
| 2760 · Loans Payable John Deere         | -80.92       | 0.00         | -80.92     | -100.0%  |
| 2762 · John Deere Loan - 2010           | 76,234.36    | 78,623.14    | -2,388.78  | -3.0%    |
| 2763 · GE Capital (John Deere) 2012     | 123,074.15   | 122,542.11   | 532.04     | 0.4%     |
| Total Long Term Liabilities             | 2,628,403.40 | 2,530,341.06 | -1,937.66  | -0.1%    |
| Total Liabilities                       | 2,888,485.90 | 2,858,683.83 | 29,802.07  | 1.0%     |
| Equity                                  |              |              |            |          |
| 3000 · Fund Balance                     |              |              |            |          |
| 3010 · Fund Balance - Beginning         | -42,873.28   | -42,873.28   | 0.00       | 0.0%     |
| Total 3000 · Fund Balance               | -42,873.28   | -42,873.28   | 0.00       | 0.0%     |
| 3500 · Reserves                         |              |              |            |          |
| 3550 · Reserve for Contingencies        | 405,368.10   | 405,368.10   | 0.00       | 0.0%     |
| Total 3500 · Reserves                   | 405,368.10   | 405,368.10   | 0.00       | 0.0%     |
| 3900 · Retained Earnings                | -313,169.62  | -313,169.62  | 0.00       | 0.0%     |
| Net Income                              | 19,401.37    | 56,870.28    | -37,468.91 | -65.9%   |
| Total Equity                            | 68,726.57    | 106,195.48   | -37,468.91 | -35.3%   |
| TOTAL LIABILITIES & EQUITY              | 2,957,212.47 | 2,964,879.31 | -7,666.84  | -0.3%    |

6:00 PM

01/13/13

Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**Balance Sheet Prev Year Comparison**  
**As of December 31, 2012**

|                                              | Dec 31, 12          | Dec 31, 11          | \$ Change         | % Change    |
|----------------------------------------------|---------------------|---------------------|-------------------|-------------|
| <b>ASSETS</b>                                |                     |                     |                   |             |
| Current Assets                               |                     |                     |                   |             |
| Checking/Savings                             |                     |                     |                   |             |
| 1000 · Cash                                  |                     |                     |                   |             |
| 1010 · CAP Account - Wells Fargo             | 25,749.75           | 2,027.84            | 23,721.91         | 1,169.8%    |
| 1011 · Money Market - Wells Fargo            | 84,652.65           | 181,312.71          | -96,660.06        | -53.3%      |
| 1040 · Escrow Security Dep Apt 2 Right       | 2,000.11            | 0.00                | 2,000.11          | 100.0%      |
| 1045 · Escrow Security Dept-Apt 1 Left       | 2,200.44            | 0.00                | 2,200.44          | 100.0%      |
| 1050 · Petty                                 | 395.93              | 300.00              | 95.93             | 32.0%       |
| Total 1000 · Cash                            | 114,998.88          | 183,640.55          | -68,641.67        | -37.4%      |
| Total Checking/Savings                       | 114,998.88          | 183,640.55          | -68,641.67        | -37.4%      |
| Accounts Receivable                          |                     |                     |                   |             |
| 1201 · Accounts Receivable                   | 1,390.00            | 0.00                | 1,390.00          | 100.0%      |
| Total Accounts Receivable                    | 1,390.00            | 0.00                | 1,390.00          | 100.0%      |
| Other Current Assets                         |                     |                     |                   |             |
| 1100 · Inventory                             | 191,201.29          | 61,307.26           | 129,894.03        | 211.9%      |
| 1300 · Prepaid Expenses                      | 17,632.03           | 12,782.08           | 4,849.95          | 37.9%       |
| Total Other Current Assets                   | 208,833.32          | 74,089.34           | 134,743.98        | 181.9%      |
| Total Current Assets                         | 325,222.20          | 257,729.89          | 67,492.31         | 26.2%       |
| Fixed Assets                                 |                     |                     |                   |             |
| 1500 · Fixed Assets                          |                     |                     |                   |             |
| 1505 · Machinery and Equipment               | 1,032,703.70        | 1,118,273.20        | -85,569.50        | -7.7%       |
| 1510 · Accumulated Depreciation/Amort.       | -2,227,651.36       | -2,278,341.57       | 50,690.21         | 2.2%        |
| 1561 · Park Improvements                     | 1,509,803.27        | 1,420,887.22        | 88,916.05         | 6.3%        |
| 1562 · Restaurant                            | 2,277,134.66        | 2,277,134.66        | 0.00              | 0.0%        |
| Total 1500 · Fixed Assets                    | 2,591,990.27        | 2,537,953.51        | 54,036.76         | 2.1%        |
| Total Fixed Assets                           | 2,591,990.27        | 2,537,953.51        | 54,036.76         | 2.1%        |
| Other Assets                                 |                     |                     |                   |             |
| 1550 · Other Assets                          |                     |                     |                   |             |
| 1555 · City of Norwalk Escrow Account        | 40,000.00           | 0.00                | 40,000.00         | 100.0%      |
| Total 1550 · Other Assets                    | 40,000.00           | 0.00                | 40,000.00         | 100.0%      |
| Total Other Assets                           | 40,000.00           | 0.00                | 40,000.00         | 100.0%      |
| <b>TOTAL ASSETS</b>                          | <b>2,957,212.47</b> | <b>2,795,683.40</b> | <b>161,529.07</b> | <b>5.8%</b> |
| <b>LIABILITIES &amp; EQUITY</b>              |                     |                     |                   |             |
| Liabilities                                  |                     |                     |                   |             |
| Current Liabilities                          |                     |                     |                   |             |
| Accounts Payable                             |                     |                     |                   |             |
| 2000 · *Accounts Payable                     | 114,427.00          | 12,933.10           | 101,493.90        | 784.8%      |
| Total Accounts Payable                       | 114,427.00          | 12,933.10           | 101,493.90        | 784.8%      |
| Other Current Liabilities                    |                     |                     |                   |             |
| 2100 · Accrued Payroll                       | 10,145.21           | 55,063.59           | -44,918.38        | -81.6%      |
| 2101 · Accrued CT withholding                | 0.00                | 871.26              | -871.26           | -100.0%     |
| 2102 · Accrued SUTA                          | 0.00                | 1,006.31            | -1,006.31         | -100.0%     |
| 2103 · Accrued FUTA                          | 0.00                | 79.94               | -79.94            | -100.0%     |
| 2104 · Accrued retirement contribution       | 4,344.99            | 1,016.77            | 3,328.22          | 327.3%      |
| 2105 · Accrued Vacation Pay                  | 7,437.71            | 0.00                | 7,437.71          | 100.0%      |
| 2106 · Accrued Sick Leave Pay                | 26,102.31           | 23,125.14           | 2,977.17          | 12.9%       |
| 2110 · Direct Deposit Liabilities            | 0.00                | -322.40             | 322.40            | 100.0%      |
| 2200 · Accrued Expenses                      | 120,171.85          | 20,000.00           | 100,171.85        | 500.9%      |
| 2210 · Security Deposit-Entrance House       |                     |                     |                   |             |
| 2211 · Security Dep - Apt 1 Left             | 2,200.44            | 0.00                | 2,200.44          | 100.0%      |
| 2212 · Security Dep - Apt 2 Right            | 2,000.11            | 0.00                | 2,000.11          | 100.0%      |
| Total 2210 · Security Deposit-Entrance Ho... | 4,200.55            | 0.00                | 4,200.55          | 100.0%      |

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Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**Balance Sheet Prev Year Comparison**  
**As of December 31, 2012**

|                                           | Dec 31, 12   | Dec 31, 11   | \$ Change   | % Change |
|-------------------------------------------|--------------|--------------|-------------|----------|
| 2250 · Deferred Revenue                   |              |              |             |          |
| 2251 · Tournament Deposits                | 500.00       | 0.00         | 500.00      | 100.0%   |
| Total 2250 · Deferred Revenue             | 500.00       | 0.00         | 500.00      | 100.0%   |
| 2500 · Monies due City of Norwalk         |              |              |             |          |
| 2501 · Bond Due to City of Norwalk        | 53,882.32    | 0.00         | 53,882.32   | 100.0%   |
| 2502 · Escrow due to City of Norwalk      | 13,333.32    | 0.00         | 13,333.32   | 100.0%   |
| 2503 · 150K Debt due City of Norwalk      | 5,537.24     | 0.00         | 5,537.24    | 100.0%   |
| 2500 · Monies due City of Norwalk - Other | 0.00         | 104,623.46   | -104,623.46 | -100.0%  |
| Total 2500 · Monies due City of Norwalk   | 72,752.88    | 104,623.46   | -31,870.58  | -30.5%   |
| Total Other Current Liabilities           | 245,655.50   | 205,464.07   | 40,191.43   | 19.6%    |
| Total Current Liabilities                 | 360,082.50   | 218,397.17   | 141,685.33  | 64.9%    |
| Long Term Liabilities                     |              |              |             |          |
| 2700 · Irrigation Debt                    | 260,526.31   | 260,526.31   | 0.00        | 0.0%     |
| 2725 · Restaurant debt                    | 1,971,067.00 | 1,971,067.00 | 0.00        | 0.0%     |
| 2726 · Paving Debt                        | 97,582.50    | 97,582.50    | 0.00        | 0.0%     |
| 2750 · Loans Payable- Textron             | 0.00         | 503.57       | -503.57     | -100.0%  |
| 2760 · Loans Payable John Deere           | -80.92       | 9,591.47     | -9,672.39   | -100.8%  |
| 2761 · John Deere Tractor                 | 0.00         | 7,535.79     | -7,535.79   | -100.0%  |
| 2762 · John Deere Loan - 2010             | 76,234.36    | 104,286.24   | -28,051.88  | -26.9%   |
| 2763 · GE Capital (John Deere) 2012       | 123,074.15   | 0.00         | 123,074.15  | 100.0%   |
| Total Long Term Liabilities               | 2,528,403.40 | 2,451,092.88 | 77,310.52   | 3.2%     |
| Total Liabilities                         | 2,888,485.90 | 2,669,490.05 | 218,995.85  | 8.2%     |
| Equity                                    |              |              |             |          |
| 3000 · Fund Balance                       |              |              |             |          |
| 3010 · Fund Balance - Beginning           | -42,873.28   | -42,873.28   | 0.00        | 0.0%     |
| Total 3000 · Fund Balance                 | -42,873.28   | -42,873.28   | 0.00        | 0.0%     |
| 3500 · Reserves                           |              |              |             |          |
| 3550 · Reserve for Contingencies          | 405,368.10   | 405,368.10   | 0.00        | 0.0%     |
| Total 3500 · Reserves                     | 405,368.10   | 405,368.10   | 0.00        | 0.0%     |
| 3900 · Retained Earnings                  | -313,169.62  | -238,801.18  | -74,368.44  | -31.1%   |
| Net Income                                | 19,401.37    | 2,499.71     | 16,901.66   | 676.1%   |
| Total Equity                              | 68,726.57    | 126,193.35   | -57,466.78  | -45.5%   |
| TOTAL LIABILITIES & EQUITY                | 2,957,212.47 | 2,795,683.40 | 161,529.07  | 5.8%     |

5:53 PM  
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Accrual Basis

# OAK HILLS PARK AUTHORITY

## Profit & Loss - Current Month Vs. Prior Month

### December 2012

|                                        | Dec 12    | Nov 12    | \$ Change  | % Change |
|----------------------------------------|-----------|-----------|------------|----------|
| Ordinary Income/Expense                |           |           |            |          |
| Income                                 |           |           |            |          |
| 4000 · REVENUES                        |           |           |            |          |
| 4001 · Golf Revenue                    |           |           |            |          |
| 4010 · Golf Fees                       | 9,036.00  | 24,286.00 | -15,250.00 | -62.8%   |
| 4020 · I.D. Cards                      | 0.00      | 45.00     | -45.00     | -100.0%  |
| 4030 · Tournament Fees                 | 0.00      | 0.00      | 0.00       | 0.0%     |
| 4050 · Cart Revenue                    | 2,343.00  | 5,804.00  | -3,461.00  | -59.6%   |
| 4060 · Golf Revenue - Gift Certif.     | 3,735.00  | 585.00    | 3,150.00   | 538.5%   |
| 4070 · Golf Rev Adj-Gift Certs,Raincks | -156.00   | -38.00    | -118.00    | -310.5%  |
| 4001 · Golf Revenue - Other            | 0.00      | 0.00      | 0.00       | 0.0%     |
| Total 4001 · Golf Revenue              | 14,958.00 | 30,682.00 | -15,724.00 | -51.3%   |
| 4200 · Rental Income                   | 2,100.00  | 2,100.00  | 0.00       | 0.0%     |
| 4300 · Investment Income               | 16.67     | 16.36     | 0.31       | 1.9%     |
| 4400 · Misc. Income                    | 0.00      | 50.00     | -50.00     | -100.0%  |
| 4500 · Cash Over/Under                 | -0.07     | 24.00     | -24.07     | -100.3%  |
| 4600 · Restaurant Income               | 8,515.27  | 8,530.54  | -15.27     | -0.2%    |
| Total 4000 · REVENUES                  | 25,589.87 | 41,402.90 | -15,813.03 | -38.2%   |
| Total Income                           | 25,589.87 | 41,402.90 | -15,813.03 | -38.2%   |
| Expense                                |           |           |            |          |
| 5000 · PERSONNEL EXPENSE               |           |           |            |          |
| 5010 · Management Salary               | 3,104.80  | 3,290.83  | -186.03    | -5.7%    |
| 5030 · Administrative                  | 3,857.88  | 5,527.13  | -1,669.25  | -30.2%   |
| 5050 · Course Personnel                | 16,250.39 | 17,753.50 | -1,503.11  | -8.5%    |
| 5060 · Course Personnel O/T            | 480.97    | 321.73    | 159.24     | 49.5%    |
| 5070 · Seasonal Personnel              | 2,100.00  | 9,203.05  | -7,103.05  | -77.2%   |
| 5080 · Seasonal Personnel O/T          | 472.50    | 0.00      | 472.50     | 100.0%   |
| Total 5000 · PERSONNEL EXPENSE         | 26,266.54 | 36,096.24 | -9,829.70  | -27.2%   |
| 5200 · EMPLOYEE BENEFITS               |           |           |            |          |
| 5210 · Payroll Taxes                   | 2,042.87  | 2,903.10  | -860.23    | -29.6%   |
| 5230 · State Unemployment              | 203.61    | 249.81    | -46.20     | -18.5%   |
| 5250 · Health Insurance                | 4,108.04  | 4,108.04  | 0.00       | 0.0%     |
| 5260 · Workmans Compensation           | 1,171.42  | 1,171.42  | 0.00       | 0.0%     |
| 5270 · Retirement Plans                | 334.62    | 363.20    | -28.58     | -7.9%    |
| Total 5200 · EMPLOYEE BENEFITS         | 7,860.56  | 8,795.57  | -935.01    | -10.6%   |
| 5400 · ADMINISTRATIVE EXPENSES         |           |           |            |          |
| 5420 · Telephone                       | 419.73    | 411.29    | 8.44       | 2.1%     |
| 5430 · Professional Fees               | 0.00      | 1,750.00  | -1,750.00  | -100.0%  |
| 5435 · Professional Services-Golf Pro  | 4,166.66  | 4,166.66  | 0.00       | 0.0%     |
| 5436 · Advertising                     | -18.66    | 0.00      | -18.66     | -100.0%  |
| 5440 · Office Expense                  | 641.79    | 1,281.24  | -639.45    | -49.9%   |
| 5441 · Bank Charges                    | 4.98      | 93.55     | -88.57     | -94.7%   |
| 5442 · Credit Card Fees                | 448.47    | 1,398.75  | -950.28    | -67.9%   |
| 5445 · Postage                         | 9.00      | 9.00      | 0.00       | 0.0%     |
| 5450 · Training and Dues               | 250.00    | 0.00      | 250.00     | 100.0%   |
| 5460 · Outside Services                | 0.00      | 192.00    | -192.00    | -100.0%  |
| 5461 · Authority Secretarial Services  | 0.00      | 347.98    | -347.98    | -100.0%  |
| 5469 · Other Outside Services          | 128.24    | 257.03    | -128.79    | -50.1%   |
| 5470 · Other Administrative            | 554.42    | 2,004.42  | -1,450.00  | -72.3%   |
| 5480 · Utilities                       | 2,007.54  | 1,417.37  | 590.17     | 41.6%    |
| 5490 · Water                           | 0.00      | 77.07     | -77.07     | -100.0%  |
| 5500 · Liability Insurance             | 2,861.33  | 2,861.33  | 0.00       | 0.0%     |
| 5520 · Interest Expense                | 1,167.26  | 850.37    | 316.89     | 37.3%    |
| Total 5400 · ADMINISTRATIVE EXPENSES   | 12,640.76 | 17,118.06 | -4,477.30  | -26.2%   |
| 5700 · PARK MAINTENANCE                |           |           |            |          |
| 5710 · Water                           | 0.00      | 944.47    | -944.47    | -100.0%  |
| 5720 · Heating Fuel                    | 2,665.61  | 2,016.88  | 648.73     | 32.2%    |
| 5730 · Grounds Maintenance             | -368.11   | 1,280.03  | -1,648.14  | -128.8%  |

5:53 PM  
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Accrual Basis

# OAK HILLS PARK AUTHORITY

## Profit & Loss - Current Month Vs. Prior Month

### December 2012

|                                        | Dec 12     | Nov 12     | \$ Change | % Change |
|----------------------------------------|------------|------------|-----------|----------|
| 5760 · Agriculture and Chemicals       |            |            |           |          |
| 5751 · Agriculture&Chemicals-Purcha... | 31,750.00  | 34,276.82  | -2,526.82 | -7.4%    |
| 5752 · Agriculture/Chemicals Utilized  | -59,717.17 | -70,422.49 | 10,705.32 | 15.2%    |
| Total 5750 · Agriculture and Chemicals | -27,967.17 | -36,145.67 | 8,178.50  | 22.6%    |
| 5760 · Irrigation Maintenance          | 1,138.46   | 1,750.00   | -611.54   | -35.0%   |
| 5770 · Consumable Tools                | 0.00       | 254.25     | -254.25   | -100.0%  |
| 5800 · Equipment Maintenance           | 1,876.91   | 1,815.92   | 60.99     | 3.4%     |
| 5810 · Equipment Rental                | 0.00       | 20.37      | -20.37    | -100.0%  |
| 5820 · Building Maintenance            | 1,358.06   | 1,086.94   | 271.12    | 24.9%    |
| 5860 · Gasoline/Diesel Fuel            | 1,360.39   | 200.00     | 1,160.39  | 580.2%   |
| Total 5700 · PARK MAINTENANCE          | -19,935.85 | -26,776.81 | 6,840.96  | 25.6%    |
| 6000 · CART EXPENSE                    |            |            |           |          |
| 6010 · Cart Lease Expense              | 399.85     | 0.00       | 399.85    | 100.0%   |
| 6020 · Electricity                     | 506.84     | 653.20     | -146.36   | -22.4%   |
| 6060 · Cart Insurance                  | 400.00     | 400.00     | 0.00      | 0.0%     |
| 6060 · Misc. Cart Expense              | 0.00       | 4.00       | -4.00     | -100.0%  |
| Total 6000 · CART EXPENSE              | 1,306.69   | 1,057.20   | 249.49    | 23.6%    |
| Total Expense                          | 28,138.70  | 36,290.26  | -8,151.56 | -22.5%   |
| Net Ordinary Income                    | -2,548.83  | 5,112.64   | -7,661.47 | -149.9%  |
| Other Income/Expense                   |            |            |           |          |
| Other Expense                          |            |            |           |          |
| 8000 · Depreciation/Amortization       | 16,731.86  | 16,731.86  | 0.00      | 0.0%     |
| 8002 · Bond to City                    | 13,470.58  | 13,470.58  | 0.00      | 0.0%     |
| 8003 · Replenish escrow                | 3,333.33   | 3,333.33   | 0.00      | 0.0%     |
| 8004 · Debt to City                    | 1,384.31   | 1,819.59   | -435.28   | -23.9%   |
| Total Other Expense                    | 34,920.08  | 35,355.36  | -435.28   | -1.2%    |
| Net Other Income                       | -34,920.08 | -35,355.36 | 435.28    | 1.2%     |
| Net Income                             | -37,468.91 | -30,242.72 | -7,226.19 | -23.9%   |

5:53 PM  
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Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**P&L - Current Month Vs. Prior Year Month**  
**December 2012**

|                                        | Dec 12    | Dec 11    | \$ Change | % Change |
|----------------------------------------|-----------|-----------|-----------|----------|
| Ordinary Income/Expense                |           |           |           |          |
| Income                                 |           |           |           |          |
| 4000 · REVENUES                        |           |           |           |          |
| 4001 · Golf Revenue                    |           |           |           |          |
| 4010 · Golf Fees                       | 9,036.00  | 216.00    | 8,820.00  | 4,083.3% |
| 4020 · I.D. Cards                      | 0.00      | 0.00      | 0.00      | 0.0%     |
| 4030 · Tournament Fees                 | 0.00      | 0.00      | 0.00      | 0.0%     |
| 4050 · Cart Revenue                    | 2,343.00  | -611.00   | 2,954.00  | 483.5%   |
| 4060 · Golf Revenue - Gift Certif.     | 3,735.00  | 2,685.00  | 1,050.00  | 39.1%    |
| 4070 · Golf Rev Adj-Gift Certs,Raincks | -156.00   | 0.00      | -156.00   | -100.0%  |
| 4001 · Golf Revenue - Other            | 0.00      | 0.00      | 0.00      | 0.0%     |
| Total 4001 · Golf Revenue              | 14,958.00 | 2,290.00  | 12,668.00 | 553.2%   |
| 4200 · Rental Income                   | 2,100.00  | 0.00      | 2,100.00  | 100.0%   |
| 4300 · Investment Income               | 16.67     | 42.77     | -26.10    | -61.0%   |
| 4500 · Cash Over/Under                 | -0.07     | 0.00      | -0.07     | -100.0%  |
| 4600 · Restaurant Income               | 8,515.27  | 8,144.44  | 370.83    | 4.6%     |
| Total 4000 · REVENUES                  | 25,589.87 | 10,477.21 | 15,112.66 | 144.2%   |
| Total Income                           | 25,589.87 | 10,477.21 | 15,112.66 | 144.2%   |
| Expense                                |           |           |           |          |
| 5000 · PERSONNEL EXPENSE               |           |           |           |          |
| 5010 · Management Salary               | 3,104.80  | 9,270.67  | -6,165.87 | -66.5%   |
| 5030 · Administrative                  | 3,857.88  | 180.26    | 3,677.62  | 2,040.2% |
| 5050 · Course Personnel                | 16,250.39 | 21,236.92 | -4,986.53 | -23.5%   |
| 5060 · Course Personnel O/T            | 480.97    | 57.86     | 423.11    | 731.3%   |
| 5070 · Seasonal Personnel              | 2,100.00  | 907.10    | 1,192.90  | 131.5%   |
| 5080 · Seasonal Personnel O/T          | 472.50    | 0.00      | 472.50    | 100.0%   |
| 5090 · Cart Personnel                  | 0.00      | 291.54    | -291.54   | -100.0%  |
| Total 5000 · PERSONNEL EXPENSE         | 26,266.54 | 31,944.35 | -5,677.81 | -17.8%   |
| 5200 · EMPLOYEE BENEFITS               |           |           |           |          |
| 5210 · Payroll Taxes                   | 2,042.87  | 2,589.57  | -546.70   | -21.1%   |
| 5230 · State Unemployment              | 203.61    | 165.32    | 38.29     | 23.2%    |
| 5250 · Health Insurance                | 4,108.04  | 4,311.23  | -203.19   | -4.7%    |
| 5260 · Workmans Compensation           | 1,171.42  | 892.00    | 279.42    | 31.3%    |
| 5270 · Retirement Plans                | 334.62    | 345.49    | -10.87    | -3.2%    |
| Total 5200 · EMPLOYEE BENEFITS         | 7,860.56  | 8,303.61  | -443.05   | -5.3%    |
| 5400 · ADMINISTRATIVE EXPENSES         |           |           |           |          |
| 5420 · Telephone                       | 419.73    | 431.35    | -11.62    | -2.7%    |
| 5430 · Professional Fees               | 0.00      | 1,500.00  | -1,500.00 | -100.0%  |
| 5435 · Professional Services-Golf Pro  | 4,166.66  | 0.00      | 4,166.66  | 100.0%   |
| 5436 · Advertising                     | -18.66    | 0.00      | -18.66    | -100.0%  |
| 5440 · Office Expense                  | 641.79    | 1,349.66  | -707.87   | -52.5%   |
| 5441 · Bank Charges                    | 4.98      | 33.30     | -28.32    | -85.1%   |
| 5442 · Credit Card Fees                | 448.47    | 591.48    | -143.01   | -24.2%   |
| 5445 · Postage                         | 9.00      | -39.43    | 48.43     | 122.8%   |
| 5450 · Training and Dues               | 250.00    | 275.00    | -25.00    | -9.1%    |
| 5461 · Authority Secretarial Services  | 0.00      | 405.35    | -405.35   | -100.0%  |
| 5469 · Other Outside Services          | 128.24    | 24.00     | 104.24    | 434.3%   |
| 5470 · Other Administrative            | 554.42    | 88.19     | 466.23    | 528.7%   |
| 5480 · Utilities                       | 2,007.54  | 1,480.67  | 526.87    | 35.6%    |
| 5490 · Water                           | 0.00      | 3,520.50  | -3,520.50 | -100.0%  |
| 5500 · Liability Insurance             | 2,861.33  | 2,483.17  | 378.16    | 15.2%    |
| 5510 · Security                        | 0.00      | 360.00    | -360.00   | -100.0%  |
| 5520 · Interest Expense                |           |           |           |          |
| 5526 · Commercial debt service         | 0.00      | 99.90     | -99.90    | -100.0%  |
| 5520 · Interest Expense - Other        | 1,167.26  | 504.88    | 662.38    | 131.2%   |
| Total 5520 · Interest Expense          | 1,167.26  | 604.78    | 562.48    | 93.0%    |
| Total 5400 · ADMINISTRATIVE EXPENSES   | 12,640.76 | 13,108.02 | -467.26   | -3.6%    |

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Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**P&L - Current Month Vs. Prior Year Month**  
**December 2012**

|                                               | Dec 12            | Dec 11            | \$ Change         | % Change       |
|-----------------------------------------------|-------------------|-------------------|-------------------|----------------|
| <b>5700 • PARK MAINTENANCE</b>                |                   |                   |                   |                |
| 5710 • Water                                  | 0.00              | 1,764.78          | -1,764.78         | -100.0%        |
| 5720 • Heating Fuel                           | 2,665.61          | 1,748.65          | 916.96            | 52.4%          |
| 5730 • Grounds Maintenance                    | -368.11           | 2,302.16          | -2,670.27         | -116.0%        |
| 5750 • Agriculture and Chemicals              |                   |                   |                   |                |
| 5751 • Agriculture&Chemicals-Purcha...        | 31,750.00         | 0.00              | 31,750.00         | 100.0%         |
| 5752 • Agriculture/Chemicals Utilized         | -59,717.17        | 0.00              | -59,717.17        | -100.0%        |
| <b>Total 5750 • Agriculture and Chemicals</b> | <b>-27,967.17</b> | <b>0.00</b>       | <b>-27,967.17</b> | <b>-100.0%</b> |
| 5760 • Irrigation Maintenance                 | 1,138.46          | 509.00            | 629.46            | 123.7%         |
| 5800 • Equipment Maintenance                  | 1,876.91          | 4,164.96          | -2,288.05         | -54.9%         |
| 5810 • Equipment Rental                       | 0.00              | 18.08             | -18.08            | -100.0%        |
| 5820 • Building Maintenance                   | 1,358.06          | 1,601.81          | -243.75           | -15.2%         |
| 5860 • Gasoline/Diesel Fuel                   | 1,360.39          | 0.00              | 1,360.39          | 100.0%         |
| <b>Total 5700 • PARK MAINTENANCE</b>          | <b>-19,935.85</b> | <b>12,109.44</b>  | <b>-32,045.29</b> | <b>-264.6%</b> |
| <b>6000 • CART EXPENSE</b>                    |                   |                   |                   |                |
| 6010 • Cart Lease Expense                     | 399.85            | 0.00              | 399.85            | 100.0%         |
| 6020 • Electricity                            | 506.84            | 583.10            | -76.26            | -13.1%         |
| 6050 • Cart Insurance                         | 400.00            | 400.00            | 0.00              | 0.0%           |
| <b>Total 6000 • CART EXPENSE</b>              | <b>1,306.69</b>   | <b>983.10</b>     | <b>323.59</b>     | <b>32.9%</b>   |
| <b>Total Expense</b>                          | <b>28,138.70</b>  | <b>66,448.52</b>  | <b>-38,309.82</b> | <b>-57.7%</b>  |
| <b>Net Ordinary Income</b>                    | <b>-2,548.83</b>  | <b>-55,971.31</b> | <b>53,422.48</b>  | <b>95.5%</b>   |
| <b>Other Income/Expense</b>                   |                   |                   |                   |                |
| <b>Other Expense</b>                          |                   |                   |                   |                |
| 8000 • Depreciation/Amortization              | 16,731.86         | 18,145.22         | -1,413.36         | -7.8%          |
| 8002 • Bond to City                           | 13,470.58         | 8,358.23          | 5,112.35          | 61.2%          |
| 8003 • Replenish escrow                       | 3,333.33          | 0.00              | 3,333.33          | 100.0%         |
| 8004 • Debt to City                           | 1,384.31          | 0.00              | 1,384.31          | 100.0%         |
| <b>Total Other Expense</b>                    | <b>34,920.08</b>  | <b>26,503.45</b>  | <b>8,416.63</b>   | <b>31.8%</b>   |
| <b>Net Other Income</b>                       | <b>-34,920.08</b> | <b>-26,503.45</b> | <b>-8,416.63</b>  | <b>-31.8%</b>  |
| <b>Net Income</b>                             | <b>-37,468.91</b> | <b>-82,474.76</b> | <b>45,005.85</b>  | <b>54.6%</b>   |

5:57 PM  
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Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**P&L Current YTD Vs. Prior YTD**  
**July through December 2012**

|                                        | Jul - Dec 12 | Jul - Dec 11 | \$ Change  | % Change |
|----------------------------------------|--------------|--------------|------------|----------|
| Ordinary Income/Expense                |              |              |            |          |
| Income                                 |              |              |            |          |
| 4000 · REVENUES                        |              |              |            |          |
| 4001 · Golf Revenue                    |              |              |            |          |
| 4010 · Golf Fees                       | 482,045.08   | 533,737.13   | -51,692.05 | -9.7%    |
| 4020 · I.D. Cards                      | 10,212.00    | 9,647.00     | 565.00     | 5.9%     |
| 4030 · Tournament Fees                 | 25,480.00    | 0.00         | 25,480.00  | 100.0%   |
| 4050 · Cart Revenue                    | 155,311.00   | 151,565.00   | 3,746.00   | 2.5%     |
| 4060 · Golf Revenue - Gift Certif.     | 8,637.00     | 12,329.00    | -3,692.00  | -30.0%   |
| 4070 · Golf Rev Adj-Gift Certs,Raincks | -10,517.80   | 0.00         | -10,517.80 | -100.0%  |
| 4080 · Golf Revenue-Advertising        | 3,000.00     | 0.00         | 3,000.00   | 100.0%   |
| 4001 · Golf Revenue - Other            | 0.00         | 0.00         | 0.00       | 0.0%     |
| Total 4001 · Golf Revenue              | 674,187.28   | 707,278.13   | -33,110.85 | -4.7%    |
| 4100 · Tennis Revenue                  | 16,800.00    | 15,600.00    | 1,200.00   | 7.7%     |
| 4200 · Rental Income                   | 10,500.00    | 3,300.00     | 7,200.00   | 218.2%   |
| 4300 · Investment Income               | 121.04       | 173.34       | -52.30     | -30.2%   |
| 4400 · Misc. Income                    | 4,233.28     | 0.00         | 4,233.28   | 100.0%   |
| 4500 · Cash Over/Under                 | 123.60       | 0.00         | 123.60     | 100.0%   |
| 4600 · Restaurant Income               | 51,091.62    | 48,866.64    | 2,224.98   | 4.6%     |
| Total 4000 · REVENUES                  | 757,036.82   | 775,218.11   | -18,181.29 | -2.4%    |
| Total Income                           | 757,036.82   | 775,218.11   | -18,181.29 | -2.4%    |
| Expense                                |              |              |            |          |
| 5000 · PERSONNEL EXPENSE               |              |              |            |          |
| 5010 · Management Salary               | 28,473.73    | 76,828.68    | -48,354.95 | -62.9%   |
| 5030 · Administrative                  | 67,078.24    | 38,148.50    | 28,929.74  | 75.8%    |
| 5040 · Administrative O/T              | 189.00       | 0.00         | 189.00     | 100.0%   |
| 5050 · Course Personnel                | 107,622.07   | 128,883.50   | -21,061.43 | -16.4%   |
| 5060 · Course Personnel O/T            | 5,566.33     | 3,508.62     | 2,057.71   | 58.7%    |
| 5070 · Seasonal Personnel              | 49,140.03    | 55,739.23    | -6,599.20  | -11.8%   |
| 5080 · Seasonal Personnel O/T          | 5,444.21     | 1,999.58     | 3,444.63   | 172.3%   |
| 5090 · Cart Personnel                  | 0.00         | 10,819.31    | -10,819.31 | -100.0%  |
| Total 5000 · PERSONNEL EXPENSE         | 263,513.61   | 315,727.42   | -52,213.81 | -16.5%   |
| 5200 · EMPLOYEE BENEFITS               |              |              |            |          |
| 5210 · Payroll Taxes                   | 20,490.57    | 28,000.90    | -7,510.33  | -26.8%   |
| 5230 · State Unemployment              | 5,643.07     | 2,506.60     | 3,136.47   | 125.1%   |
| 5250 · Health Insurance                | 23,246.77    | 26,821.04    | -3,574.27  | -13.3%   |
| 5260 · Workmans Compensation           | 7,028.52     | 5,352.00     | 1,676.52   | 31.3%    |
| 5270 · Retirement Plans                | 1,865.60     | 4,000.84     | -2,135.24  | -53.4%   |
| Total 5200 · EMPLOYEE BENEFITS         | 58,274.53    | 66,681.38    | -8,406.85  | -12.6%   |
| 5400 · ADMINISTRATIVE EXPENSES         |              |              |            |          |
| 5420 · Telephone                       | 2,500.49     | 4,117.23     | -1,616.74  | -39.3%   |
| 5430 · Professional Fees               | 9,416.66     | 9,000.00     | 416.66     | 4.6%     |
| 5435 · Professional Services-Golf Pro  | 24,999.96    | 0.00         | 24,999.96  | 100.0%   |
| 5436 · Advertising                     | 749.00       | 0.00         | 749.00     | 100.0%   |
| 5440 · Office Expense                  | 8,671.85     | 8,809.49     | -137.64    | -1.6%    |
| 5441 · Bank Charges                    | 481.29       | 458.95       | 22.34      | 4.9%     |
| 5442 · Credit Card Fees                | 10,479.90    | 10,542.57    | -62.67     | -0.6%    |
| 5445 · Postage                         | 28.00        | 915.66       | -887.66    | -96.9%   |
| 5450 · Training and Dues               | 250.00       | 985.00       | -735.00    | -74.6%   |
| 5460 · Outside Services                | 1,956.50     | 1,120.00     | 836.50     | 74.7%    |
| 5461 · Authority Secretarial Services  | 1,200.27     | 1,604.12     | -403.85    | -25.2%   |
| 5469 · Other Outside Services          | 1,447.36     | 104.84       | 1,342.52   | 1,280.5% |
| 5470 · Other Administrative            | 4,775.75     | 3,873.26     | 902.49     | 23.3%    |
| 5480 · Utilities                       | 12,853.33    | 13,324.27    | -470.94    | -3.5%    |
| 5490 · Water                           | 311.90       | 3,863.38     | -3,551.48  | -91.9%   |
| 5500 · Liability Insurance             | 17,167.98    | 14,728.85    | 2,439.13   | 16.6%    |
| 5510 · Security                        | 0.00         | 720.00       | -720.00    | -100.0%  |

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Accrual Basis

**OAK HILLS PARK AUTHORITY**  
**P&L Current YTD Vs. Prior YTD**  
**July through December 2012**

|                                        | Jul - Dec 12 | Jul - Dec 11 | \$ Change   | % Change |
|----------------------------------------|--------------|--------------|-------------|----------|
| 5520 · Interest Expense                |              |              |             |          |
| 5526 · Commercial debt service         | 0.00         | 584.47       | -584.47     | -100.0%  |
| 5520 · Interest Expense - Other        | 3,637.53     | 3,529.88     | 107.65      | 3.1%     |
| Total 5520 · Interest Expense          | 3,637.53     | 4,114.35     | -476.82     | -11.6%   |
| Total 5400 · ADMINISTRATIVE EXPENSES   | 100,927.77   | 78,281.97    | 22,645.80   | 28.9%    |
| 5700 · PARK MAINTENANCE                |              |              |             |          |
| 5570 · Equipment Exp -John Deere Tax   | 250.00       | 0.00         | 250.00      | 100.0%   |
| 5710 · Water                           | 15,882.77    | 11,790.22    | 3,892.55    | 33.0%    |
| 5720 · Heating Fuel                    | 3,890.97     | 6,266.07     | -2,375.10   | -37.9%   |
| 5730 · Grounds Maintenance             | 8,034.81     | 14,381.24    | -6,346.43   | -44.1%   |
| 5740 · Tree Maintenance                | 969.02       | 1,492.17     | -523.15     | -35.1%   |
| 5750 · Agriculture and Chemicals       |              |              |             |          |
| 5751 · Agriculture&Chemicals-Purcha... | 92,257.00    | 1,857.10     | 90,399.90   | 4,867.8% |
| 5752 · Agriculture/Chemicals Utilized  | -72,464.02   | 54,377.02    | -126,841.04 | -233.3%  |
| Total 5750 · Agriculture and Chemicals | 19,792.98    | 56,234.12    | -36,441.14  | -64.8%   |
| 5760 · Irrigation Maintenance          | 5,929.47     | 4,982.06     | 947.41      | 19.0%    |
| 5770 · Consumable Tools                | 288.23       | 213.00       | 75.23       | 35.3%    |
| 5780 · Tee and Green Supplies          | 459.00       | 1,512.90     | -1,053.90   | -69.7%   |
| 5795 · Janitorial Supplies             | 690.38       | 516.60       | 173.78      | 33.6%    |
| 5800 · Equipment Maintenance           | 15,950.86    | 17,615.98    | -1,665.12   | -9.5%    |
| 5810 · Equipment Rental                | 97.23        | 243.47       | -146.24     | -60.1%   |
| 5820 · Building Maintenance            | 5,524.95     | 8,464.72     | -2,939.77   | -34.7%   |
| 5840 · Small Equipment                 | 55.38        | 580.00       | -524.62     | -90.5%   |
| 5860 · Gasoline/Diesel Fuel            | 7,130.49     | 12,509.23    | -5,378.74   | -43.0%   |
| 5870 · Other Expense                   | 224.85       | 0.00         | 224.85      | 100.0%   |
| 5880 · Employee work clothes           | 0.00         | 135.00       | -135.00     | -100.0%  |
| Total 5700 · PARK MAINTENANCE          | 84,971.39    | 136,936.78   | -51,965.39  | -38.0%   |
| 6000 · CART EXPENSE                    |              |              |             |          |
| 6010 · Cart Lease Expense              | 32,387.85    | 0.00         | 32,387.85   | 100.0%   |
| 6020 · Electricity                     | 4,800.44     | 5,146.32     | -345.88     | -6.7%    |
| 6030 · Maintenance                     | 0.00         | 1,816.89     | -1,816.89   | -100.0%  |
| 6050 · Cart Insurance                  | 2,400.00     | 2,400.00     | 0.00        | 0.0%     |
| 6060 · Misc. Cart Expense              | 46.85        | 4,273.75     | -4,226.90   | -98.9%   |
| Total 6000 · CART EXPENSE              | 39,635.14    | 13,636.96    | 25,998.18   | 190.6%   |
| Total Expense                          | 547,322.44   | 611,264.51   | -63,942.07  | -10.5%   |
| Net Ordinary Income                    | 209,714.38   | 163,953.60   | 45,760.78   | 27.9%    |
| Other Income/Expense                   |              |              |             |          |
| Other Expense                          |              |              |             |          |
| 8000 · Depreciation/Amortization       | 99,863.32    | 108,871.32   | -9,008.00   | -8.3%    |
| 8001 · Capital projects                | 0.00         | 0.00         | 0.00        | 0.0%     |
| 8002 · Bond to City                    | 71,579.13    | 52,582.57    | 18,996.56   | 36.1%    |
| 8003 · Replenish escrow                | 13,333.32    | 0.00         | 13,333.32   | 100.0%   |
| 8004 · Debt to City                    | 5,537.24     | 0.00         | 5,537.24    | 100.0%   |
| Total Other Expense                    | 190,313.01   | 161,453.89   | 28,859.12   | 17.9%    |
| Net Other Income                       | -190,313.01  | -161,453.89  | -28,859.12  | -17.9%   |
| Net Income                             | 19,401.37    | 2,499.71     | 16,901.66   | 676.1%   |