COMPANY OVERVIEW

Greg Basham, LLC
Dba Cherokee Golf Course
2501 Alexander Road
Louisville, Kentucky 40204
Greg Basham, PGA Head Professional; January 2005 – Present

Established - December 2004

Corporate Headquarters Location - Louisville, Kentucky

Chief Officers - Greg Basham, owner

Number of Employees – 2 full time; 3 part time

Gregory Dale Basham



Professional Experience

CHEROKEE GOLF COURSE PGA Head Golf Professional (Class A-1)

2005 - Present

Manage all golf operations, coordinate all golf tournaments/outings, supervise entire staff, and direct teaching program.

- Coordinated all golf outings including marketing, contracting, management, advertising on social media, and public announcing.
 - o Enhanced outing experience and customer service.
- Managed and increased participation in largest senior league in Louisville.
- Acted as public announcer, starter, rules official and scorekeeper.
- Marked the golf course for league scrambles and charity scrambles.
- Catered food and beverage for league scrambles and charity scrambles.
- Coordinated and managed golf leagues Tuesday through Friday.
 - o Provided service to enhance and improve the quality of the
- Hired and supervised all full and part time employees.
- Managed scheduling of all clubhouse staff.
- Teaching and Junior golf director.
- Taught the use of the POS system to employees, PROShop Tee Times.
- Utilized technology in providing management tools for golf operations, social network marketing, and developed many flyers and other materials for tournaments.
- Created new spreadsheet documents for daily use to control inventory and other management areas.
- Professional club repair and grip installation

Iroquois Golf Course

Assistant Golf Professional

1996 - 2004

- Managed golf operations, coordinate golf tournaments/outings, supervise staff, and direct teaching program.
- Involved in outing coordination and management.
- Supervised staff during peak season.
- Professional club repair and grip installation.

Formal Education

Shawnee High School Western Kentucky University 1976-1980

1982-1984

Professional Accomplishments

- Became PGA member in September 1995.
- Assistant player of the year 2004
- Qualified for the National Club Pro
- Qualified for the National Senior Club Pro 2016. 2017, 2019

Certifications and relevant licenses held by Greg Basham, LLC

- Public Health and Wellness Permit # 35063
- Red Cross First id/CPR (Adult and Child) / AED certification
- Distinguished in operating P.O.S. system including Proshop TeeTimes (the software used by Louisville Metro Parks)
- Expert in GHIN handicapping software
- Expert in Microsoft Office Suite Programs (Word, Excel, QuickBooks)
- Accomplished in USGA rules of golf officiating and course marketing.
- Club fitting and repair skills



Be it known that

Gregory D. Basham

is a member classified as

Class A

and is entitled to all rights which attach to said membership under the Association's Constitution and By-Laws



HIE PROFESSIONAL GOLFERS' ASSOCIATION OF AMERICA

THE PROFESSIONAL GOLFERS' ASSOCIATION OF AMERICA
Gregory D. Basham, PGA

Class A

Submit Photo on PGA ory

Elected 09/1995

Kentucky Section





STATEMENT OF CERTIFICATIONS AND LICENSES

Certifications and relevant licenses held by Greg Basham, LLC

- Public Health and Wellness Permit # 35063
- Red Cross First id/CPR (Adult and Child) / AED certification
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- Expert in GHIN handicapping software
- Expert in Microsoft Office Suite Programs (Word, Excel, QuickBooks)
- Accomplished in USGA rules of golf officiating and course marketing.
- Club fitting and repair skills



Laulaville-Jefferson County Met Jovernment Department of Codes & Regulations

444 S to Street Subs 100 - Louising KY 40202 France CO2.574 3591 Web Size Topic Countries KY 40202 ALCOHOLIC BEVERAGE LICENSE

leaus Date: 12/30/2004

Licenses:

GREG BASHAM, LLC 2501 ALEXANDER ROAD LOUISVOLLE KY 40204

DBA:

CHEROKEE GOLF COURSE

Lic No:

7130

Zoning:

61

Lecation:

2501 ALEXANDER RD LOUISVILLE, KY 40204

Property Owner.

Linear Section 1

BOARD OF PARK COMM 1297 TREVILLIAN WAY

LOUISVILLE KY 40213

Effective Date

NC4 Retail Mail Beverage Driek

4

11/20/2004

THIS LICENSE MUST BE POSTED AT ALL TIMES

All licenses exgire on October 31, 2019

Issued By:

Administrator

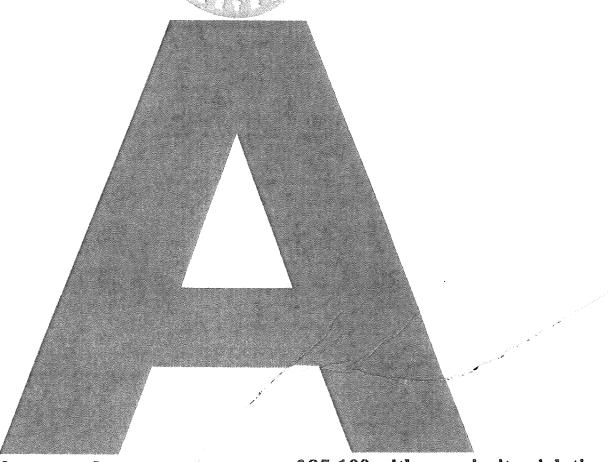
Date:

October 15, 2018

This license does not constitute a property or vested right and may be revoked at any tane pursuant to law. The This license does not constitute a property of vessel, the exercises subject to the term rules and regulations of the above rismed licenses is authorized to sell alcoholic beverages subject to the term rules and regulations of the above rismed licenses is authorized to sell alcoholic beverages subject to the term rules and regulations of the shows named hoences is authorized to see abcome.

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LOUISVILLE METRO DEPARTMENT of PUBLIC HEALTH & WELLNESS SANITATION RATING



Passed - This letter grade represents a score of 85-100 with no priority violations.

011-06-015	SCORE
Facility CHELOKEE GE/F	
Permit # 35063	
Address 2501 Alexander	18
Sanitarian 1966 Date 9-19-19	
Comments	Previous Scores
	100-A 99-A
Sand S. Moyer, no	North Phodes, R.S.
Sarah S. Moyer, MD, MPH, Director	Matt Rhodes, RS, MPH, Deputy Director

No person shall move, remove, alter, deface or conceal from public view the placard posted pursuant to Chapter 400 Sanitary Code



ALCOHOLIC BEVERAGE CONTROL

POWDY YE THAT

PRESIDENCE ADDRESS & BUILD OF THE SHOW DARRAM LAKE ENA CHENCASE COLF COURSE AND ALL MAKER TO LEURYELE, NY 46264-0000

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CHECK MARKET

AU SAIDERS ESSENTINGES

meriod this license is in effect. Not transferable (except as provided in sections 243,630, 243,640 and 243,650 of the Kentucky Revised Statutes. understand to make only the types of alcoholic beverages sales listed above on the licensed premises duffing of severages sales listed above on the licensed and 243.650 of the Kentine is in effect. Not transfer to be verages sales listed above on the licensed and 243.640 and 243.650 of the Kentine is in effect.

COMMONWEALTH OF KENTUCKY

DEPARTMENT OF REVENUE

SALES AND USE TAX PERMIT

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THIS GENERAL BUSINESS LICENSE IS ISSUED PURSUANT TO KRS 152.957	ATTENTO THIS WINSER	056 096	ACCCAPITAL MEET	

THIS PERMIT IS ISSUED PURSUANT
TO AUTHORITY OF CHAPTER 139 OF
THE KENTUCKY REVISED STATUTES
AND IS VALID UNTIL CANCELLED OF
REVOKED



THIS PERMIT IS NOT TRANSPERABLE

POST IN A CONSPICUOUS PLACE

GENERAL OVERVIEW

I. GOLF COURSE OPERATIONS

A. Operating Philosophy

1. Operating Goal

a. Provide quality service in all activities at Iroquois Golf Course to ensure the enjoyment of all users and the enhancement of their experience.

2. Professional Staff Functions

- a. Maintain functions in a manner consistent with the high industry standards and policies of the City, including the following:
 - Pro-Shop sales.
 - Cart rental and maintenance.
 - Lesson promotion and programs.
 - Course marketing activities.
 - Starting, course marshaling, tournament promotion and booking activities.
 - Cleanliness and maintenance of the facility.
 - Customer relations.
 - Maintain accounting and financial information consistent with City Policies in a timely manner.

3. Supervision of Personnel

- Train employees in safety, sustainability, and best business practices.
- Operator shall train all new employees for optimum performance in their positions and train and evaluate incumbent staff annually.

4. Accountability

- Establish and maintain accurate records regarding the following:
 - 1) Starter services.
 - 2) All course related revenues by revenue category.
 - 3) Tournament bookings.
 - 4) Lesson activity.
 - 5) Rounds of golf (paid and comp) by fee category.
 - 6) Cart usage.
 - 7) Daily weather conditions.

5. Customer Relations

- Professional image and courtesy
 - o Maintain a well-dressed/groomed appearance at all times. Staff whose primary function is to interact with the public shall wear appropriate golf shirt with golf course logo and name tag.
 - o Maintain standards consistent with the policies and procedures outlined in this manual.
 - o Address all customers in a friendly and courteous manner.

Greg Basham, LLC RFP submission 2019

o Make every effort to greet customers by name anywhere on premises.

6. Responsibilities of the Golf Professional

- Conduct various golf tournaments and initiate/promote golf activities for the golfing public.
- Cooperate with the Recognized Clubs and their various committees, as workload requirements and scheduling permits, and render professional advice, opinions, assistance and services, as necessary.
- Administer and train golf staff, as necessary, to carry out the provisions of the operator agreement.
- Operate and maintain the golf shop for repairs, storage, sales, rentals, and golf services, related equipment/merchandise and carts.
- Be available, as necessary, to attend regular and special meetings of the Recognized Clubs to discuss areas that benefit the Course and the City.
- Supervise the starting of play by golfers, and the proper charging and collecting of green fees and other fees, as necessary and required.
- Operate and supervise a Marshal Program at the Course.
- Plan and schedule assigned personnel to adequately cover a seven-day per week operation.
- Ensure that carts are maintained, cleaned, and in operable and safe condition.
- Implement and maintain appropriate Junior Golf Programs.
- Ensure that a qualified designated representative is on duty at the start and close of the scheduled workday.
- Sell, rent, and/or repair golf equipment; sell clothing and supplies; offer instructional services in golf play; rent golf carts and pull carts; and operate the driving range.
- Represent the Operator/City before civic and private groups for discussion of Course operations.
- Schedule all Golf Course, non-maintenance personnel.

II. GOLF INSTRUCTION/LESSON PROGRAMS

A. Purpose

- Provide a service to all levels of golfers so that they may enjoy golf by improving their individual skill levels.
- Provide a means of introducing new golfers to the game of golf, therefore improving revenue potential and Course usage.
- Provide different types of instruction to meet the needs and desires of all people wanting to play the game of golf.

B. Types of lessons available

- The Operator is required to provide the following types of professional instruction:
- Private instruction available by single lesson, or in a series structure.
- Junior golf classes focusing on skill development for beginners, intermediate, and advanced players on an ongoing basis.

Greg Basham, LLC RFP submission 2019

- Adult group lessons for beginning, intermediate, and advanced players on an ongoing basis.
- Periodic clinics for the Recognized Clubs, demonstrating various aspects of golf.
- Playing lessons.
- Prepare quarterly promotional materials for publication in the City Recreation Activities Guide.

III. Merchandising (Pro-Shop)

- Maintain a well-stocked and attractive golf shop offering a variety of brand names and logo merchandise commensurate with the desires and budgets of patrons.
- Operator to provide policy for employee discounts, if any.

IV. Food and Beverage

- Present food, beverages, and services that meet the needs of golfing clientele.
- Provide beverage cart(s) service at appropriate times daily.

V. GOLF CART OPERATIONS

- A. Minimum number of carts to be provided by Operator
 - The Operator shall provide no fewer than 80 electric carts.
 - O PLEASE SEE ATTACHMENTS

B. Vehicle Operation

- No vehicles, other than carts supplied by Operator, shall be permitted or leased for tournaments except as required for maintenance purposes.
- No more than two bags and two riders are permitted on a cart.
- Carts must be kept at least 30 feet away from greens and tees, and at least 10 feet away from sand bunkers, when not on paved cart paths.
- Handcarts must not be taken over aprons, greens, tees, sand bunkers, or areas between the greens and traps surrounding the green.
- When play has reached the green, handcarts must be left at least 20 feet away from the side of the green.
- Carts of any kind should not be driven or pulled through wet or muddy areas, or over sprinkler heads.
- It is the responsibility of every golfer to be familiar and comply with the rules and regulations covering the use and operation of golf carts.
- Failure to observe such rules and regulations could result in the denial of golf cart use and/or playing privileges.
- All players using a golf cart will sign an insurance waiver prior to cart being issued.
- Operators of carts must be 18 years of age or older, with a valid drivers license.
- 90-degree cart policy will be in effect at the Course, when appropriate.

VI. <u>LEAGUES/CLUBS</u>

A. Purpose

- To offer a vehicle for organized competition, handicapping and fellowship for Course patrons.
- To establish a nucleus of patrons for the Course.

B. Policy

- The course will recognize, but not be limited to, the following clubs:
- One (1) Men's Club.
- One (1) Women's 18 Hole Club; one (1) Women's 9 Hole Club.
- One (1) Senior Club
- One (1) Junior Club
- Church Leagues
- Business Leagues

JUNIOR GOLF PROGRAM

A. Purpose

- Create a future interest in golf by providing opportunities for young people to learn the game of golf.
- Establish guidelines that will enable young golfers to integrate comfortably with adult players on the Course.
- Ensure an ongoing program of education for young people interested in sports (specifically golf) as a contribution to their own personal development.
- Take part in initiatives such as "Grow the Game of Golf" to help foster additional youth participation.

SCHOOL TEAM PLAY

A. Purpose

- To provide young people the opportunity to participate in organized golf competition.
- To provide young people with the opportunity to develop an interest in a lifetime sport through involvement with the schools.
- To grow the game of golf in accordance with USGA, LPGA, and PGA World Golf initiatives.

VII. Non-Profit Scrambles

Please see attached letters.

VIII. FOOD AND BEVERAGE

The golf professional will develop a food and beverage program with service and delivery of quality food that meets the needs of the patrons.

- The food service shall include the snack bar and on-course beverage cart(s).
- Pricing, menus, signage, marketing and promotional materials shall conform to standards set by the PGA professional.
- Golf and food and beverage will be cross promoted to enhance rounds of golf.

Greg Basham, LLC RFP submission 2019

Quarterly and Annual reports

• Please see attachments.

Financial Capacity

• Please see attachments.

Professional References

Mike Thomas Head Professional Emeritus Big Spring CC Harmony Landing Campus

Donald Jones Co-Owner 3 D's Development

David Self President of Shair Inc

Mark Jackie Fleet Sales Manager Cunningham Golf & Utility Vehicles

Golf Cart Operations Attachments

EVENT
STARTING HOLE NO.
PLAYER NO. 1
PLAYER NO. 2
METHOD OF PLAY
EVENT GREEN
STARTING HOLE NO
PLAYER NO. 1 BLUE
PLAYER NO. 2
METHOD OF PLAY



13i9 Alken Road Louisville, KY 40223 (502) 244-9244 (800) 456-1577 Fax (502) 244-5807 4007 U.S. Hwy 62 Cahvert City, KY 42029 (270) 395-4312 (800) 897-1103 Fax (270) 395-4024 kHP Rental Office 4089 Iron Works Parkway Lexington, KY 405ii (859) 233-792i hpark@cunninghamgolfcar.com

October 14, 2019

Mr. Greg Basham

Greg Basham LLC

2501 Alexander Road

Louisville, Kentucky 40214

PRE-APPROVAL LETTER

This letter is intended to assure that Mr. Greg Basham, of Greg Basham LLC, has been preapproved to lease Yamaha Golf cars for the next 5 years. Having done business with Greg Basham for the previous 16 years, we feel confident moving forward as a suppling partner with Mr. Basham, in good faith.

Mark Jackie

Fleet Sales Manager

Cunningham Golf & Utility Vehicles Inc.

LYOUNG



CERTIFICATE OF LIABILITY INSURANCE

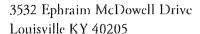
DATE (MM/DD/YYYY) 10/14/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(les) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on

tl	nis c	ertificate does	not c	onfer rights t	o the	cert	ficate holder in lieu of su	ch end	iorsement(s)				
PRODUCER					CONTACT Linda K. Young								
Garrett-Stotz Company 1601 Alliant Ave					PHONE (A/C, No, Ext): (502) 415-7027 FAX (A/C, No):								
		le, KY 40299						E-MAIL ADDRE	_{ss:} lyoung@	garrett-sto	tz.com		
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Non-Profit Scrambles Attachments





March, 20, 2018

To Whom It May Concern:

This letter verifies that all proceeds of the 13th Annual Mitzi Silliman Memorial Golf Classic on Saturday, June 1st will benefit Hosparus Health patients and their families. Last year this event raised over \$10,000 - and to date, this fundraiser has generated over \$140,000 to support Hosparus Health patients and their families and has raised a grand total of over \$225,000 to support local charities.

Hosparus Health depends heavily on fundraisers in our community to ensure our ability to care for those who need us most. Your partnership with Hosparus will help care for patients and families who are unable to pay for services. Last year alone we provided over \$1.5 million in charity care for the uninsured. In addition to offering the premier end-of-life care in the region, proceeds from special events help Hosparus provide grief counseling for loved ones, as well as care for our pediatric patients who lack or have inadequate insurance coverage.

Thank you, in advance, for your consideration and for your support of quality hospice care in our community. Your gift allows Hosparus to continue increase the quality of life for those we serve.

With Gratitude,

ad Muller

Bob Mueller

Sr. Vice President of Development Fundraising Coordinator

Hosparus

Cheryl Hildebrand

Charf Hildebrank

Deb Burda

Golf Scramble Coordinator

Hosparus (Tax ID: 61-0921718) meets the non-profit criteria established under Section 501(c)(3) of the Internal Revenue Code

SLEEP IN HEAVENLY PEACE -DERBY CITY

CHARII'Y GOLF SCRAMBLE

AND BED BUILD

7 SEPTEMBER 2019

Cherokee Golf Course Registration \$65 Louisville, Kentucky

Shotgun Start 8 AM

https://www.surveymonkey.com/r/YDJMC5F

Quarterly & Annual Reports Attachments

Greg Basham LLC Profit & Loss

January through September 2019

	Jan - Sep 19
Income	
Cherokee Golf Course Income	
Cart Rental Income	103,789.00
Food Beverage Sales	29,931.00
Golf Clubs Rental	377.00
Merchandise Sales	12,220.00
Pull Carts	741.00
Total Cherokee Golf Course Income	147,058.00
Total Income	147,058.00
Expense	í
Accounting	5,000.00
Auto	5,280.00
Carts	•
Alberts Oil Gas for Carts	6,600.00
Golf Cart Lease Expense	21,264.00
Golf Cart Repair	3,000.00
Total Carts	30,864.00
Food Beverage	24,367.00
Ice Machine	2,000.00
Insurance	4,200.00
Interest	3,217.00
Merchandise Vendors	11,000.00
Merchant Fees	6,000.00
Metro Park Fees	9,164.00
Payroll Expenses	7,294.54
Taxes	
Sales Tax	8,841.00
Taxes - Other	787.00
Total Taxes	9,628.00
Utilities	2,661.00
Total Expense	120,675.54
et Income	26,382.46

Financial Capacity Attachments



Greg Basham LLC Cherckee Golf

September 12, 2010

To Whom It may Concern

Greg Basham LLC a eligible to apply for a \$50k the of credit here with PNC Bank. Should you have any questions please contact me.

Sincerely

Danielle Anderson

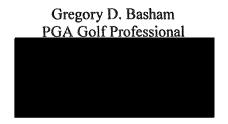
Assistant Office Manager Cherokee Triangle NMLS ID: 581264

PNC Bank 1301 Berdstown rd (x6-k252-01-1) Louisville ky 40204 (p) 502-581-7660 ((f) 502-238-4154 danielle anderson@pnc.com

October 16, 2019

Please be advised Greg Basham, LLC, dba Cherokee Golf Course has a current balance in their business account of \$13,000 that will be used as startup costs for Iroquois Golf Course.

LETTER OF TRANSMITTAL BID #200034



October 17, 2019

Dear Committee Persons:

Thank you for reviewing my Request for Proposal for Head Golf Professional at Iroquois Golf Course. It would be an honor to continue serving Metro Parks and our golf community in this position. With sincere interest, I respectfully submit my bid.

I have worked in the public courses in Louisville since 1995. I began as an Assistant to Paul Schuchard at Iroquois Golf Course, where I worked for 9 years until I was named Head Golf Professional at Cherokee Golf Course. Additionally, I have lived in the South End my whole life and practically grew up at Iroquois Golf Course when my late uncle, Eddie Tyree, was the head professional during his career. I have deep ties to the South End and I look forward to promoting the game of golf in the city of Louisville.

If my bid to be the head golf professional at Iroquois Golf Course is not accepted, I would like to be considered for any 18 hole golf course within Louisville Metro Parks, or to remain at Cherokee Golf Course.

I appreciate your time and consideration of my bid.

Sincerely,

Gregory D. Basham PGA Professional

DESCRIPTION OF PROPOSAL BID #200034

Please be advised this bid, in response to the Request for Proposal, to operate Iroquois Golf Course is being made for Concessions of all golf operations. Metro Parks will be responsible for all maintenance pertaining to the golf course and professional services to the clubhouse.

Revenue Sharing Plan	Percentage (%)
Golf Cart Revenue	Less than 28,000 rounds - 12% 28,001 - 31,000 rounds - 13% 31,000 and above - 14%
Concession Revenue	10%
Merchandise	1%
Credit Card Fees	75% (operator) / 25% (Metro Parks)
	*If needed, percentages are negotiable

OPERATING PLAN BID #200034

Pro Shop and Clubhouse

Daily Schedule

Opening

- Turn off alarm.
- Turn on lights.
- Visually inspect to see if closing shift completed all duties from the previous night.
- Get carts out of garage in an orderly and accessible manner.
- Begin making coffee.
- Unlock safe, prepare POS system for the day.
- Check bathrooms (sink, commodes, etc.)
- Check deposit from the night before.
- Check water fountains.
- Check for weekly and monthly events.
- Empty outside trash cans.

Closing

- Check restrooms for supplies and cleanliness.
- Check outside area in front of the clubhouse.
- Check spike cleaner.
- Vacuum carpeted areas.
- Mop and sweep the bathroom floors.
- Wipe off all the tables.
- Clean all glass displays and merchandise.
- Empty all trash cans.
- Clean bathroom sinks.
- Clean soft drink dispenser.
- Close the registers and complete deposit paperwork.
- Double check daily to do sheet.
- Gas and visually inspect every cart.
- Pressure wash and scrub every cart.

Weekly

- Check light fixtures for broken bulbs.
- Check furnace filters.
- Dust all pictures and decorations.

Greg Basham, LLC RFP 200034 submission 2019

- Clean bathroom floors, walls and baseboards.
- Clean windows and surrounding areas.
- Rotate and inventory merchandise.

Monthly

- Inventory supplies
- Clean exhaust fans.
- Clean and organize storage rooms.

Annually

- Wipe down walls.
- Wipe floor boards.
- Wipe down tables and chairs.
- Touch up paint.
- Clean light fixtures.
- Repair doors, ceilings, vents, or walls as needed.

STAFFING PLAN Bid #200034

Iroquois Golf Course Staffing

- Head PGA Golf Professional
- Assistant Professional
- Shop Services (5)
- Cart Attendants (4)
- Course Marshall (1)

I will use my PGA resources, such as PGA Job Finder, to hire pro-shop staff who are qualified employees that like to work with people in a busy atmosphere. Pro-shop help will need to be friendly, knowledgeable, reliable and problem solvers. I will also utilize my relationships with local high school golf coaches to hire junior golfers in the community for shop services and cart attendants.

MAINTENANCE PLAN BID #200034

Greg Basham LLC will assume responsibility of the interior of the pro shop, to include, but not limited to:

- Light bulbs
- Janitorial Services (toilet paper, hand towels, soap, and pest control)
- Painting (interior only)
- Table and chairs
- Ice machine
- Beer coolers
- Vacuum
- TV's
- Cable
- Internet

REPAIR AND MAINTENANCE PLAN BID #200034

Greg Basham LLC will make the following repairs and/or maintenance to Iroquois Golf Course club house:

- \$1,500 to landscape around clubhouse
 - o Flowers
 - o Shrubs
 - o Mulch
- Two (2) new water cooler stations and landscape

Marketing Plan Iroquois Golf Course Bid #200034

Iroquois Golf Course offers a lot of opportunity to market the game of golf. My goal is to increase memberships, leagues, outings, along with promoting the course and game to younger clientele through local universities and high schools. The increase in play will have a direct effect in increasing revenue in concessions and merchandising, as well as, rounds played.

I will use Facebook, Twitter, and Instagram to reach out and connect with a larger clientele. Through these social media outlets I will promote leagues, scrambles and offer weekly specials to increase play during slower periods. These social media opportunities will come with minimal cost and reach a large audience. I will be able to "boost" my advertisements to reach the desirable audience I am intending to reach with a minimal cost to the business.

"Basham Bucks", which can only be used at Iroquois Golf Course, will be sold for gift certificates for holidays, birthdays or special occasions. Also, they will be used for prizes during scrambles.

Additionally, I will utilize Proshop TeeTimes' database to reach area golfers with weekly, daily or monthly promotions. Also, Iroquois Golf Course will continue to partner with Louisville Metro Parks Marketing department.

In addition to above, I will also implement the following to increase play at Iroquois Golf Course:

- Contact area businesses about possible leagues.
- Place club information in local hotels, churches and schools.
- I will be more involved with the community to represent the PGA, Metro-Parks and Iroquois Golf Course.
- Have fun and interesting tournaments throughout the year for the members and non-members to participate in.
- Promote ladies, men's and juniors clubs.
- Offer instructional programs to beginning players. (Inform them slower periods of play)
- Provide flexible instructional schedule to students.
- Have a pleasant and family oriented facility to welcome people.

2020 Financial Projections BID #200034

Projected Fee Revenue for Iroquois Golf Course

2018 Calendar Year Rounds Played	24,649	2020 Calendar Year (Projected) Projected Rounds Played	24,649 * with \$5.00 increase
Greens Fees Revenue	\$277,346	Greens Fee Revenue	\$400,591 * increased \$123,245
		5% increase in rounds	1,232
Pro Shop Sales	\$404,566	Revenue from 5% increase	\$20,625
Pro Shop Revenue Paid to City of			
Louisville	\$35,412	2020 Projected Greens Fee Revenue	\$421,216
		2020 Basineted Bas Show Econ 20/	
		2020 FIOJECIEU FIO SUOD FEES 278	
Total Revenue paid to City of Louisn	\$312,758	increase	\$8,091
		2020 Projected Pro Shop Revenue Paid	
		to City of Louisville	\$43,503
Maintenance Budget	\$360,522.00		
		Total Revenue paid to City of Louisville	\$464,719
ProfitLoss	(\$47,764.00)		
		Projected Maintenance Budget	\$360,522.00

\$104,197.00

2020 Projected Profit/Loss

Proposed Revenue Sharing Plan BID #200034

Revenue Sharing Plan	Percentage (%)
Golf Cart Revenue	Less than 28,000 rounds - 12% 28,001 - 31,000 rounds - 13% 31,000 and above - 14%
Concession Revenue	10%
Merchandise	1%
Credit Card Fees	75% (operator) / 25% (Metro Parks)
	*If needed, percentages are negotiable

Capital Improvements and Other Investments

BID #200034

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- TV's
- Cable
- Internet

Metro Parks will assume the responsibility of Capital Improvements to the clubhouse and golf course.

- AC/Heating
- Window Repair
- Roof repair/Damage
- Plumbing
- Painting exterior of Clubhouse
- Cart path repair and maintenance

Growth of the Game Bid #200034

DIVERSE PROGRAMMING

As the head golf professional at Iroquois Golf Course I will provide programs for many diverse groups that will be marketed effectively. Concentrating on women's and juniors to grow the game is extremely important. Golf can be used as a family social activity and this is an area where we can see great gains if it is marketed effectively. Creating a family friendly environment for these programs will be beneficial to the business, as well as, the golf community.

• First Responders of Louisville

First responders of Louisville will be offered a discounted cart rental any day or time, however, they are obligated to pay for the full green fee.

o Through this initiative, we will work to form a weekly league of first responders of Louisville.

Junior Golf Program

A weekly program for 6 weeks in the summer open to all juniors in the area.

- o Focus on improving golf skills, etiquette, physical wellness, and having fun while playing golf.
- O Have morning instruction and play (3-9 holes could be played)
- o Request high school or college players to volunteer to help with the clinics to ensure the kids have enough attention.
- o Have extra equipment to distribute to junior players who need it.
- o Let the kids learn in a friendly atmosphere.
- o PGA Junior League teams at the facility will be fun and attract families.
- o Get the men's, women's, and senior club to show their support by having a Ryder Cup format between the clubs.
- Have a family day, including a scramble, cook-out and awards banquet for the members.

• Men's Club

Men's club will play on Tuesday, Thursday and Saturday's. The men's league at Iroquois Golf course used to have a membership of 200 members. The goal is to get that number back up to where it was in years past.

- Offer a yearlong schedule for the members and access to the USGA handicap. (GHIN)
- Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- o Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

Ladies League

Ladies club will play one night a week.

 Introduce a ladies club schedule and offer access to the USGA handicap (GHIN)

- Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

Senior League

Currently, there is not a senior league at Iroquois Golf Course. At Cherokee Golf Course I have one of the largest senior leagues in the city of Louisville. I will work with our local community to create a successful and fun senior league at Iroquois Golf Course.

- o Senior league will play Thursday and Friday mornings.
- o Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- o Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

Golf Lessons/Free Clinics

Lessons will be available for anyone who is interested in improving their skills in a safe environment. One hour free clinic will be offered once a week for beginners who are looking to learn the game.

- Individual lessons will be offered daily for men, women, seniors and juniors.
- o Small group lessons will be offered weekly.
- o Free golf clinic will be offered once a week to anyone who is wanting to learn the game and rules of golf.

Plan to Increase Rounds Bid #200034

Iroquois Golf Course offers a lot of opportunity to market the game of golf. My goal is to increase memberships, leagues, outings, along with promoting the course and game to younger clientele through local universities and high schools. The increase in play will have a direct effect in increasing revenue in concessions and merchandising, as well as, rounds played.

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- Place club information in local hotels, churches and schools.
- I will be more involved with the community to represent the PGA, Metro-Parks and Iroquois Golf Course.
- Have fun and interesting tournaments throughout the year for the members and non-members to participate in.
- Promote ladies, men's and juniors clubs.
- Offer instructional programs to beginning players. (Inform them slower periods of play)
- Provide flexible instructional schedule to students.
- Have a pleasant and family oriented facility to welcome people.

CLUBS/LEAGUES INITATIVE TO INCREASE PLAY

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o Through this initiative, we will work to form a weekly league of first responders of Louisville.

Greg Basham, LLC RFP 200034 submission 2019

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- o Let the kids learn in a friendly atmosphere.
- o PGA Junior League teams at the facility will be fun and attract families.
- o Get the men's, women's, and senior club to show their support by having a Ryder Cup format between the clubs.
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- o Offer a yearlong schedule for the members and access to the USGA handicap. (GHIN)
- o Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- o Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

Ladies League

Ladies club will play on Wednesday and Thursday nights each week.

- o Introduce a ladies club schedule and offer access to the USGA handicap (GHIN)
- O Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- o Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

Senior League

Currently, there is not a senior league at Iroquois Golf Course. At Cherokee Golf Course I have one of the largest senior leagues in the city of Louisville. I will work with our local community to create a successful and fun senior league at Iroquois Golf Course.

- o Senior league will play Friday mornings.
- o Coordinate events, schedules, tournaments, and outings so that play is maximized to its fullest potential.
- o Provide a professional environment at the events, have willingness to participate, and have plenty of rules knowledge.

• Golf Lessons/Free Clinics

Lessons will be available for anyone who is interested in improving their skills in a safe environment. One hour free clinic will be offered once a week for beginners who are looking to learn the game.

- o Individual lessons will be offered daily for men, women, seniors and juniors.
- o Small group lessons will be offered weekly.
- o Free golf clinic will be offered once a week to anyone who is wanting to learn the game and rules of golf.

Tee times and Pace of Play Bid #200034

As the head golf professional at Iroquois Golf Course I will utilize the Proshop Tee times program to schedule and track tee times from clientele. My staff will ensure the tee times are being confirmed correctly and patrons are not getting "bumped" out of scheduled times. Additionally, we will take tee-times over the phone. The reservations will be secured as a first come, first serve basis.

My plan is to employ a full time Marshall who will monitor the course and manage any issues with the pace of play. As stated earlier, I will educate and inform novice players of the best times to play (slower times), while they learn the game of golf.

Metro Parks - Golf Course - Daily Balance Form

Starting #		******	•		Course		Cherokee Golf	Co	urse
Ending #			-		Date		Saturday, Oct	obei	19, 2019
Total 9+18 Rentals	\$0.00				Z Readinį	() S	wage 45 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -		manahi
			\$ per		total				total
	# of rental	_	rental/sale		rental/sale		%		due parks
18-Hole Rentals		X.		=		Х	0	=	\$0.00
9-Hole Rentals		Х		=		x	0]=	\$0.00
Additional Play		X		=		x	0	=	\$0.00
Golf Now Carts		X		=		x	0]=	\$0.00
Merchandise					grand is represented about plant something about 9.0444.000	l x	0	1=	\$0.00
						3	L	j 1	
Food						X	0		\$0.00
Pull Cart Rental		X] =		X	0]=	\$0.00
Clubs	And the state of t	x		=] x	0]=	\$0.00
Range		x] =] x	0]=	\$0.00
enclassing programmes and minority and constraints of the constraints		x] =] x	0]=	\$0.00
Other		X] =		x	O]=	\$0.00
									Marian Construction of the
Total Cash Deposit (Including waived fee)								\$0.00	
Course Tax Collected									
Weather or Comments	S	September 1		gradicing bengdishte					apailagidelluminidus esist Cilibilitum (2017, Il liberhill) - da hennis from antien delegiden heldidi antiella

Metro Parks Golf Course

Daily Balance Form

Course Cherokee Golf Course		Date Saturday, October 19, 2019
Prepared By:		
Louisville Metro Cash Deposit:	\$0.00	
Check to City:	\$0.00	Check Number:
Total Metro Parks Deposit:	\$0.00	
Proshop Total:	#Error	Total Sales (with sales tax) where dept not 'Metro Parks' and LMPField not 'NotReported' - Key Deposit
Gift Cards Tendered:		Amount paid with giftcard
Net Proshop:	#Size!	Proshop Total - Gift Card Tendered
Proshop Credit Cards:		Amount paid with Credit Card
Paid Out:		
Cash Deposit:	#Size!	Net Proshop - Proshop Credit Cards
Over / Short:		
Notes:		
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Metro Parks - Golf Course - Daily Balance Form

Course Cherokee Golf Con	urse		Da	te Saturday	, October 19, 2019
	# of Players	Rate		Total Due Me	etro Parks
Reg. Play Wkday	X		=		
Matinee	X		===		
Reg. Play Wkends	x		==		
Senior	x		=		
Juniors	X		=		
Adult Fee w/Annual	X		=		
Jr Fee w/Annual	X		=		
Twilight	x		=		
Cart Trail Fee	X		=		In Amt Due but not player count.
Rsvd Tee Times	X		=		
Youth Course Free]=		
Youth Course Jr	X]=		
Youth Course Adult			=]
Youth Course Sr	X]=]
Discount Book Rnd	X]=		
Tee Time Golf Pass	Х]=]
Golf Special	X]=]
Tournament 9	X] =]
Tournament 18	X]=]
Outing Rounds] =]
Foot Golf Wkday	X]=]
Foot Golf Wkend	X]=		
Foot Golf Matince]=		
Foot Golf Jr/Sr	X]=		
Youth on Course	X] ==		
Total Players					
Add Subtract Voids	personal and the second		**	?	
Disc Book	X]=		
Youth Course Check	X]=	and the second s	
Total Cash Deposit (Inc	cluding waiv <mark>ed f</mark> e	re)		\$0.00	
Sales Tax				\$0.00	
Grand Total				\$0.00	
			ownstrate		

Fee Structure Bid #200034

The fee structure for Iroquois Golf Course and all other Metro Golf Courses are set by the Louisville Metro Council. I have attached last year's 2018-19 Louisville Parks and Recreation Golf Rates, however, a new rate increase for greens fees was recently approved and will be implemented in the 2020. (Please see attached).



	COURSE	SEASON	WEEKDAY RATE	MATINEE/ ACTV DUTY	WEEKEND RATE	JR/SR/ TWILIGHT	ANNUAL ADULT	PASS FEE JUNIOR
	Bobby Nichols	SUMMER	\$13	\$9.75	\$14	\$7.50	SA	\$2
	DODDY NICHOIS	\$7\$P\$ 2\$[4:	ÇHA		4 14	\$6.50	<u>É</u> &	52
9 HOLE	Cherokee	SUMMIT K	\$13	\$9.75	\$10	\$7.50	\$4	52
E	CHEIOREE	A416114	<u>,</u> , 3 .		o i de	\$6.50	\$6	57
	Crescent Hill	SUMMER	514	\$12	516	\$8.50	\$5	52
	Ciezcelit Lilli	v/#5141	237		\$12.5%	\$7,50	5.6	\$2
Tree Street Co.	Charlie Vettine	SUMMER	\$15.50	\$13	\$19	\$10	\$5.50	\$2
-	Chame Aermie	Wester	(37.50		544	Ž.	\$5,50	\$7
	Iroquois	SUMME	534	532	597	\$8,54	\$5	\$2
-	lioquois	Willer	5 , 1		\$ \$2.58	17,50	t,	73
-	Long Run	STRAMER	574	512	537	58,50	\$	\$2
3 HOLE	Long run	11/8/24 \$ \$ T	512		31230	Si KP	₹ ÷	57
<u>x</u>	Shawnee	SIMMIR	\$14	\$12	\$17	\$8.50	\$5	\$2
		transis is.	Clar		542/69	\$2.44	\$4.	£.
	Sun Valley	SUMMER	\$14	\$12	517	\$8.50	g' (5.	\$2
Williams	oun valley	54513+1+	5 + 1		247/70	\$7.54	k d egistr	\$>
	Canaca	SUMME	\$15.50	£13		Section 2	\$5,50	\$2
	Seneca	White	\$ 1 × J.4.		# 1 t	: * /	1,1,1,31	\$5

SUMMER SEASON • March 1 to November 30 WINTER SEASON - December 1 to February 28

MATINEE · Weekdays from 4-6 p.m. during Summer season only

TWILIGHT • Twilight begins at 6 p.m. on weekdays and 4 p.m. on weekends during the Summer season; it begins at 2 p.m. every day during Winter season

SENIOR • 62 or over before 2 p.m. weekdays JUNIOR • 18 and under, weekdays only

PRIVATE CARTS · Private golf cart trail fee of \$4.50 per person, per round, 18 holes or less

10 11 1

GOLF CART DISCOUNT CARD • \$75 per year plus fee of \$11 per round

ANNUAL PASSES · 7-DAY ADULT: \$375

JUNIORS WEEKDAYS ONLY: \$90 WEEKDAY ADULT: \$270 YOUTH TEAM (TEAM SEASON ONLY): \$60

· Covers greens fees for a calendar year; a small user fee is assessed each time the pass is used.



Food and Beverage Operations Bid #200034

1. Food and Beverage Operations

The golf professional will develop a food and beverage program with service and delivery of quality food that meets the needs of the patrons.

- The food service shall include the inside snack bar and on-course beverage cart(s).
- Hot food will be available
 - o Hamburger/Cheeseburgers
 - o Hot dogs
 - o Bratwurst
 - o Any other items PGA Professionals adds
- Food and beverage is sold at all times the clubhouse is open.
- One employee must have a current Louisville Metro Health Department Sanitation Course Certificate and the certificate posted.
- Pricing, menus, signage, marketing and promotional materials shall conform to standards set by the PGA professional.
- Golf and food and beverage will be cross promoted to enhance rounds of golf.
- Concessions will be available at all times course is open.
- Present food, beverages, and services that meet the needs of golfing clientele.
- Provide beverage cart(s) service at appropriate times daily.
- An employee must be 20 years old to serve beer.
- Alcohol sales will only be made to person(s) 21 years of age or older
 - o Proof of age will be asked of anyone under 40 years of age.

Golf Carts

Bid #200034

GOLF CART OPERATIONS

Minimum number of carts to be provided by Operator

• The Operator shall provide no fewer than 55 gas carts.

Vehicle Operation

- No vehicles, other than carts supplied by Operator, shall be permitted or leased for tournaments except as required for maintenance purposes.
- No more than two bags and two riders are permitted on a cart.
- Carts must be kept at least 30 feet away from greens and tees, and at least 10 feet away from sand bunkers, when not on paved cart paths.
- Handcarts must not be taken over aprons, greens, tees, sand bunkers, or areas between the greens and traps surrounding the green.
- When play has reached the green, handcarts must be left at least 20 feet away from the side of the green.
- Carts of any kind should not be driven or pulled through wet or muddy areas, or over sprinkler heads.
- It is the responsibility of every golfer to be familiar and comply with the rules and regulations covering the use and operation of golf carts.
- Failure to observe such rules and regulations could result in the denial of golf cart use and/or playing privileges.
- All players using a golf cart will sign an insurance waiver prior to cart being issued.
- Operators of carts must be 18 years of age or older, with a valid drivers license.
- 90-degree cart policy will be in effect at the Course, when appropriate.

Capital Improvements and Other Investments

BID #200034

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