

BLUE HILL GC LLC

Financial Statements
As of December 31, 2014



Neil T. O'Sullivan, CPA / PLLC

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Pearl River, NY 10965

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Blue Hill GC LLC
285 Blue Hill Road
Pearl River, NY 10965

Gentlemen:

We have compiled the accompanying balance sheet of Blue Hill GC LLC as of December 31, 2014, and the related statements of income, retained earnings, and cash flows for the year then ended. We have not audited or reviewed the accompanying financial statements and accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements and Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Yours Truly,

Neil T. O'Sullivan
Certified Public Accountant

July 27, 2015

BLUE HILL GC LLC
DECEMBER 31, 2014

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BLUE HILL GC LLC
BALANCE SHEET
AS AT DECEMBER 31, 2013 AND DECEMBER 31, 2014

	<u>2013</u>	<u>2014</u>
ASSETS		
CASH	\$ 6,892	\$ 6,684
INVENTORIES	<u>\$ 22,460</u>	<u>\$ 19,979</u>
TOTAL ASSETS	\$ 29,352	\$ 26,663
LIABILITIES AND OWNER'S EQUITY		
LOANS FROM SHAREHOLDERS	\$ 11,000	\$ 11,000
PAYROLL TAXES	<u>\$ -</u>	<u>\$ 1,029</u>
TOTAL LIABILITIES	\$ 11,000	\$ 12,029
RETAINED EARNINGS	<u>\$ 18,032</u>	<u>\$ 14,634</u>
TOTAL LIABILITIES AND OWNER'S EQUITY	<u>\$ 29,032</u>	<u>\$ 26,663</u>

BLUE HILL GC LLC
INCOME STATEMENT
AS AT DECEMBER 31, 2013 AND DECEMBER 31 2014

	<u>2013</u>	<u>2014</u>
REVENUES	\$ 346,891	\$ 358,950
COST OF GOODS SOLD	<u>\$ 106,121</u>	<u>\$ 113,004</u>
TOTAL REVENUES	\$ 240,770	\$ 245,946
EXPENSES		
SALARIES	\$ 25,244	\$ 44,372
CREDIT CARD PROCESSING	\$ 1,641	\$ 1,872
OFFICE EXPENSE	\$ 6,642	\$ 2,987
INSURANCE	\$ 3,059	\$ 4,106
SUPPLIES	\$ 2,962	\$ 1,614
TAXES	\$ 6,269	\$ 6,503
AUTO EXPENSE	\$ 5,100	\$ 5,215
INTEREST EXPENSE	\$ -	\$ 992
TELEPHONE	\$ 2,570	\$ 2,458
PAYROLL PROCESSING	\$ -	\$ 6,952
PROFESSIONAL FEES	\$ 12,492	\$ 6,936
ADVERTISING	\$ 2,245	\$ 395
PROMOTIONS	\$ 2,176	\$ 19,148
TRAVEL EXPENSE	<u>\$ 4,140</u>	<u>\$ 9,459</u>
TOTAL EXPENSES	\$ 74,540	\$' 113,009
EXCESS OF REVENUE OVER EXPENSES	<u>\$ 166,230</u>	<u>\$ 132,937</u>

BLUEHILL GC LLC
CASH FLOW STATEMENT
FOR YEAR ENDED DECEMBER 31, 2014

Cash flows from operations

Excess of Revenue \$ 132,937

Net Cash Provided by Operating Activities \$ 132,937

Cash flows from financing activities

Shareholder Distribution \$ (133,145)

Cash used for financing activities \$ (133,145)

Net Cash Decrease \$ (208)

Cash at beginning of year \$ 6,892

Cash at end of year \$ 6,684

MANAGEMENT LETTER

DECEMBER 31, 2014

Blue Hill GC LLC is currently in contract with the Town of Orangetown to operate a Pro Shop and oversee the operations of the Blue Hill Golf Course located in Pearl River, New York. These operations include managing tee times, collecting green fees and providing the availability of carts for golfers. This contract expires on December 31, 2015.

Blue Hill GC LLC became recognized as an S- Corp for tax purposes beginning on January 1, 2013.

2.21

Disclosure of Failed Contracts

Blue Hill GC, LLC warrants that it currently has no known knowledge of any failure to complete any contract awarded to it or that any officer or principal has ever served under another organization that has failed to complete the awarded contract.

In 2011, Chris Connelly, PGA and former LLC partner decided to withdraw from the contract with the Town of Orangetown for personal reasons. Bret Watzka, PGA amended the contract with a new partner, A. J. Lee, Apprentice.

2.2 m

Disclosure of Judgments

Blue Hill GC, LLC warrants that it currently has no known knowledge or lawsuits or any legal matters pending that relate to current activity or may impact future decisions.

2.2 n

Disclosure of Convictions

Blue Hill GC, LLC warrants that it currently has no known knowledge that the proposer/officer/principal thereof has ever been convicted of a crime and is not presently the subject of any criminal or administrative investigation.

2.3 Proposed Operation

2.3 b

Management Structure/Statement of Manning Level

Blue Hill GC, LLC will provide adequate and efficient staffing for the Pro Shop and course management based on the past five (5) years of experience to ensure the best golf experience possible for its guests.

Our standard staffing, which is detailed on the attached schedules, will make certain that there is a constant overlapping of employees at shift changes to insure no breaks in coverage and services. The schedules make accommodations for the varying needs that occur during the golf season.

There will be at least one member from the professional staff on site at all times to insure the smooth transitions at the changing of shifts and to provide direct supervision at all times. This staffing pattern will be in effect throughout the golfing season.

Blue Hill Golf Course Staff Schedule

Week Ending: May - September

AM	MON	TUES	WED	THUR	FRI	SAT	SUN
STARTERS	Kelly 7 - 12	Kelly 7 - 12	Kelly 7 - 12	Kelly 7 - 12	Kelly 7 - 12	Regan 6:30 - 12	Regan 6:30 - 12
	Ford 7 - 12	Ford 7 - 12	Ford 7 - 12	Ford 7 - 12	Ford 7 - 12	Bush 6:30 - 12	Bush 6:30 - 12
	Toms 9:15 - 1	Toms 9:15 - 1	Toms 9:15 - 1	Toms 9:15 - 1	Toms 9:15 - 1	Clinton 6:30 - 12	Clinton 6:30 - 12
CARTS	Smith 6 - 12	Smith 6 - 12	Smith 6 - 12	Smith 6 - 12	Smith 6 - 12	Jones 6 - 12	Jones 6 - 12
	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Johnson 11 - 4	Johnson 11 - 4
RANGERS	Franklin 7:30 - 12	Franklin 7:30 - 12	Franklin 7:30 - 12	Franklin 7:30 - 12	Franklin 7:30 - 12	Jackson 7 - 12	Jackson 7 - 12
	Jacobs 7:30 - 12	Jacobs 7:30 - 12	Jacobs 7:30 - 12	Jacobs 7:30 - 12	Jacobs 7:30 - 12	Wills 7 - 12	Wills 7 - 12
PM	MON	TUES	WED	THUR	FRI	SAT	SUN
STARTERS	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Connors 12 - 5	Connors 12 - 5
	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Myers 12 - 5	Myers 12 - 5
	Johns 1 - 5	Johns 1 - 5	Johns 1 - 5	Johns 1 - 5	Johns 1 - 5	Kobb 12 - 5	Kobb 12 - 5
CARTS	James 4 - 7	James 4 - 7	James 4 - 7	James 4 - 7	James 4 - 7	Weir 3 - 7	Weir 3 - 7
						Watts 3 - 7	Watts 3 - 7
RANGERS	Woods 12 - 6	Woods 12 - 6	Woods 12 - 6	Woods 12 - 6	Woods 12 - 6	Dillon 12 - 7	Dillon 12 - 7
	Lapp 12 - 6	Lapp 12 - 6	Lapp 12 - 6	Lapp 12 - 6	Lapp 12 - 6	Booth 12 - 7	Booth 12 - 7
EXTRA STAFF	MON	TUES	WED	THUR	FRI	SAT	SUN
	Floater 4 hrs	Floater 4 hrs	Floater 4 hrs	Floater 4 hrs	Floater 4 hrs	Floater 4 hrs	Floater 4 hrs

Notes:

Blue Hill Golf Course Staff Schedule

Week Ending: March – April/October

AM	MON	TUES	WED	THUR	FRI	SAT	SUN
STARTERS	Kelly 7:30 - 12	Kelly 7:30 - 12	Kelly 7:30 - 12	Kelly 7:30 - 12	Kelly 7:30 - 12	Regan 7:30 - 12	Regan 7:30 - 12
	Ford 7:30 - 12	Ford 7:30 - 12	Ford 7:30 - 12	Ford 7:30 - 12	Ford 7:30 - 12	Bush 7:30 - 12	Bush 7:30 - 12
CARTS	Smith 7:30 - 12	Smith 7:30 - 12	Smith 7 - 12	Smith 7 - 12	Smith 7 - 12	Jones 7 - 12	Jones 7 - 12
	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Wilson 12 - 4	Johnson 11 - 4	Johnson 11 - 4
RANGERS	Franklin 8 - 12	Franklin 8 - 12	Franklin 8 - 12	Franklin 8 - 12	Franklin 8 - 12	Jackson 8 - 12	Jackson 8 - 12
PM	MON	TUES	WED	THUR	FRI	SAT	SUN
STARTERS	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Wilks 12 - 5	Connors 12 - 5	Connors 12 - 5
	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Timms 12 - 5	Myers 12 - 5	Myers 12 - 5
CARTS	James 4 - 6	James 4 - 6	James 4 - 6	James 4 - 6	James 4 - 6	Weir 3 - 6	Weir 3 - 6
RANGERS	Woods 12 - 5	Woods 12 - 5	Woods 12 - 5	Woods 12 - 5	Woods 12 - 5	Dillon 12 - 5	Dillon 12 - 5
	MON	TUES	WED	THUR	FRI	SAT	SUN
EXTRA STAFF							

Notes:

2.3 c

Statement of Hiring Practices of potentially displaced Town of Orangetown Staff

Blue Hill GC, LLC has practiced hiring existing staff at the beginning of our contract. This existing staff was crucial to the successful transition of our new administration. We recognize the value of the knowledge and experience existing bring to the job and will remain committed to hiring existing staff and local residents whenever possible.

It is our commitment that Blue Hill GC, LLC will interview and give preference to Town of Orangetown employees who may become displaced by the change in management and maintenance agreements.

Recruiting will be conducted and will include the Town newspaper. Preference for hiring qualified personnel will be given to Town residents when qualifications are equal.

2.3 d

Criminal Checks

Blue Hill GC, LLC warrants it will follow all Town, State and Federal requirements concerning criminal records of employees which may work with children. Blue Hill GC, LLC is committed to the safety of its guests.

2.3 e

Use of Subcontractors

Blue Hill GC, LLC does not intend to use subcontractors for operation of the Pro Shop or course management, i.e. starters and rangers.

If awarded a license agreement full management agreement, Blue Hill GC, LLC is prepared to subcontract food and beverage and agronomy services to Paul Guarino of Colonial Inn and Valley Crest Golf Maintenance respectively.

Blue Hill GC, LLC has worked in conjunction with Paul Guarino of the Colonial Inn at the beginning of our contract with the Town of Orangetown. Bret Watzka and Paul Guarino expanded their partnership with Punta Cana Golf Tours in coordinating total golf packages travelling to the Dominican Republic and Spain for complete golf vacations. This endeavor encompassed air travel, ground transportation, lodging, food and beverage service, golf/greens fees and entertainment. As of today this business venture enters into its seventh successful year. Paul Guarino has expressed an interest in a continuing working agreement at Blue Hill Golf Course and is submitting a proposal for consideration.

Blue Hill GC, LLC and John Crowder, Vice President, Business Development for Valley Crest Golf Management formed a business relationship in early 2014 at the PGA Merchandise and Agronomy Show in Orlando, Florida. As there was an interest in a future joint venture, Bret Watzka conducted personal inspections of facilities operated by Valley Crest in Long Island and Westchester County. Through personal interviews and on course reviews, it was concluded that this company would provide a viable partnership that would bridge the gap to Orangetown's golf maintenance monetary deficit. John Crowder has visited Blue Hill Golf Course on several occasions and is submitting a proposal on behalf of Valley Crest for consideration.

2.3 f

Description of Continuation of Existing Services

Detailed below is Blue Hill GC, LLC's plan for continuing existing services of events, many of which have been implemented by our company, that are popular with local residents:

Charity Fund Raising Tournaments

Blue Hill GC, LLC has years of experience in running golf tournaments. Each phase is critical to the success of an outing. Roles we typically serve include:

- Meeting with the tournament contact to review logistics, on course needs, merchandise, MC arrangements, etc.
- Set up the course the morning or day prior to the event (closest to pin, longest drive, signage, ground under repair, etc.)
- Set up the staging area for carts, order of play, names assigned to each cart.
- Print out rules, formats, etc. and provide to each participant.
- Streamline traffic flow for golf bag drop off, tee gifts and other arrangements to keep things moving.
- Make sure event begins on time. Have spotters on course where needed.
- Periodically check on course beverage carts and their rotation.
- Collect all official score cards and score the event.
- Present awards at awards ceremony, MC event if necessary.

Gift Certificates

Blue Hill GC, LLC makes gift certificates available for the golfer and non-golfer alike. They make a great gift and are a popular in the Pro Shop!

Golf Instruction/Camp

Golf instruction is essential for golfer development. It also creates goodwill for the course. Bret Watzka, PGA Professional; A.J. Lee, Apprentice; and Michael Gorham, Apprentice conduct on-site lessons. We have built a solid relationship with the local drivingrange and conduct lessons at the range as well. Summer golf camps are held for youth ages 9 to 12 years of age. In the past 45 years, Blue Hill Golf Course had not offered Junior Summer Golf Camp to its residents. With the help of the Parks Department, the Blue Hill staff has been able to conduct summer camp successfully for two

(2) years. What started out as one (1) week camp quickly grew to two (2) weeks the first year. In 2015, camp was sold out and waiting lists were developed to what could have been four (4) full weeks of summer camp. With the concern of revenue and rounds, we were only able to offer two (2) weeks. This camp has proven to be a successful endeavor for both the course and the residents. With additional capital and planning, a small driving range could be developed which would lead to increased revenue and development of young golfers.

Golf Leagues

Blue Hill currently accommodates over 10 various leagues from different organizations including A&P, Hackers on the Hill, Orange & Rockland, Pfizer, Unilever, and several small, impromptu leagues. Also included in this list is the Tuesday morning Blue Hill Ladies League that is made up of over 60 women who play a full 18 holes. Through flexible scheduling Blue Hill GC, LLC is able to accommodate this very important aspect of a successful golf course. Golf leagues are common practice in many towns and since most play at non-peak times, it provides an additional means of income. Blue Hill GC, LLC is happy to offer promotional opportunities to area businesses and will coordinate league scheduling.

G.U.S. Golf

Golf under the stars or G.U.S. golf has been held for the past five (5) years and has sold out every year. Participants are given glow in the dark golf balls and the course is set up with glow in the dark flag sticks and fairways are lined with glow in the dark markers. The golf course is adapted into a nighttime illuminated golf course that is safe and easy to transverse by foot.

High School Programs

Blue Hill Golf Course currently caters to five (5) area high schools including Pearl River, Nanuet, Albertus Magnus, Nyack and Tappan Zee as well as Nyack College. The springtime requires a myriad of scheduling to accommodate the various match competition. It is imperative that Blue Hill continue this relationship with area high schools and colleges to insure the future growth of play amongst the Town's youth.

Local Tournaments

We firmly believe that local events are vital to every golf program. We support all efforts to continue such a cause. In addition, Blue Hill GC, LLC coordinates weekly tournament events with a variety of formats.

The formats include 100% handicap individual net, two man best ball, individual Stableford (point system), and blind draw. These are a few examples of the formats offered. A club championship, broken down by flights, is conducted each year also. Since the intent here is to strive towards increased play, events (whether formal or informal) go a long way to helping the cause.

Memberships and Groups

Blue Hill GC, LLC has established associate membership, corporate membership, associate senior membership, youth and senior resident memberships that and twilight (after 3:30 PM) rates that allow for special pricing that benefits the resident and non-resident golfer. These endeavors have been a huge success with golfers while increasing course rounds and revenue.

Outings

Under the current tutelage of Bret Watzka and A. J. Lee, shotgun outings have become the outing format of choice. Past administrations discouraged this format. With many agencies asking for a 1:00 PM shotgun which would ensure all golfers be off the course at the same time for dinner and awards presentations, this leaves a void for morning play. It has been this administrations creative and flexible scheduling that now allows a morning public shotgun. This has typically brought in additional revenue of \$3500 where with past administrations there has been \$0. While we fully support tournament play, there is a fine line between those that just want to play golf with their buddies and those that thrive on tournaments. So we need to strike a balance. We could begin a season long event where people post scores with the year-end winner becoming Orangetown Player of the Year.

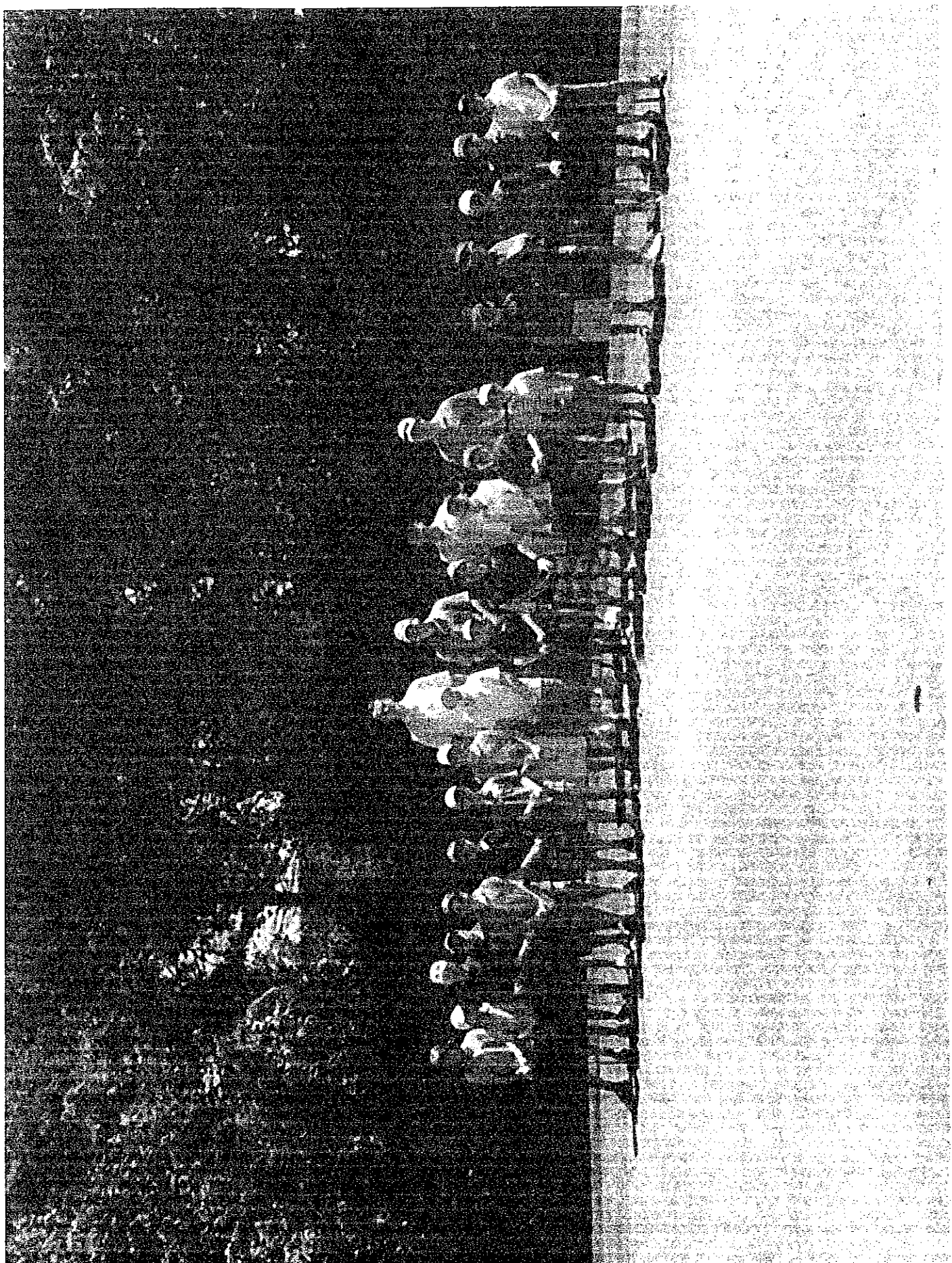
We have other great ideas for golf tournaments, which include both regular, senior and junior divisions. Most of these can be arranged without interrupting the normal flow of regular tee times. Blue Hill GC, LLC is used to running and scoring tournaments and is always open to meeting with the Town officials to offer and discuss formats.

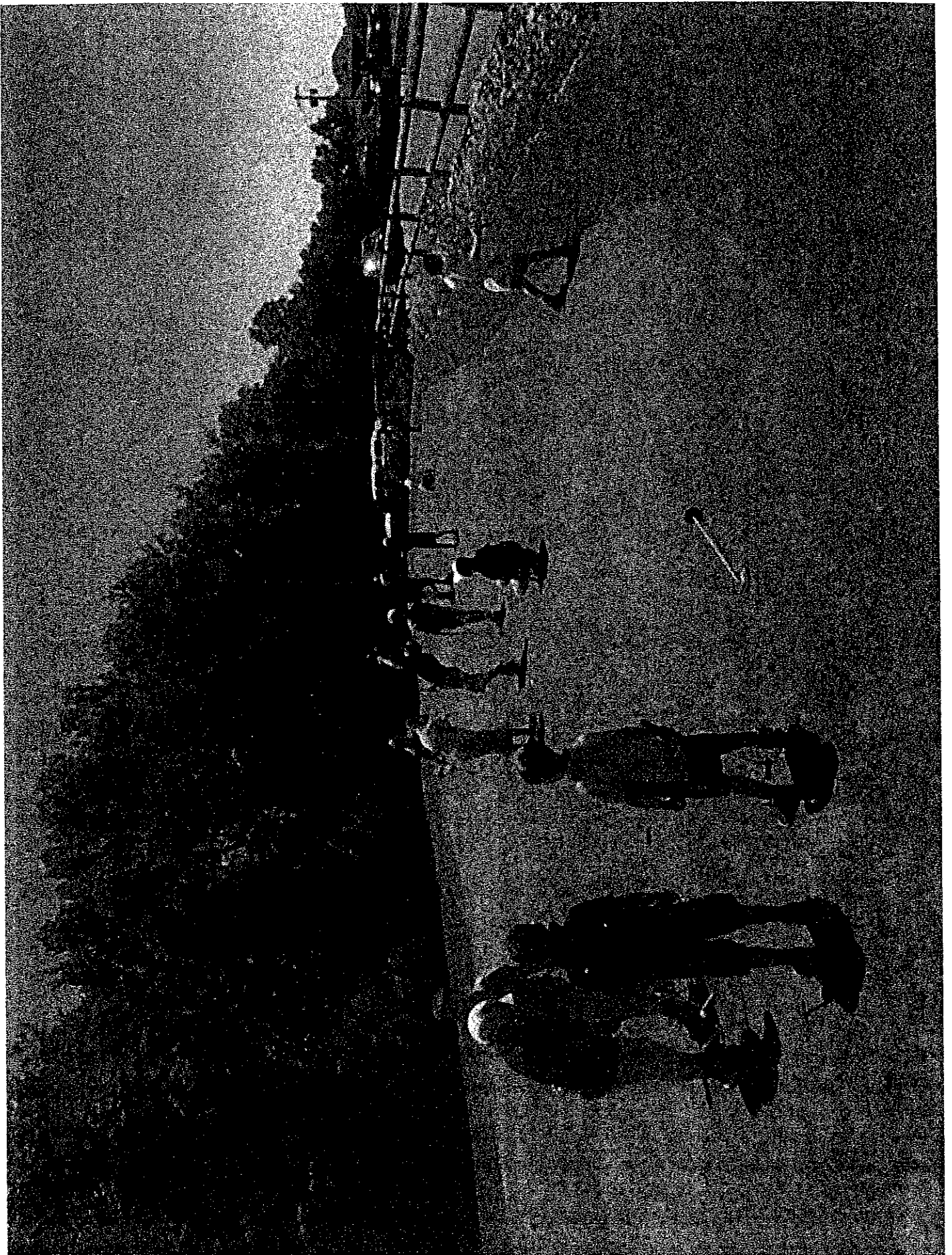
Regional Amateur Tournaments

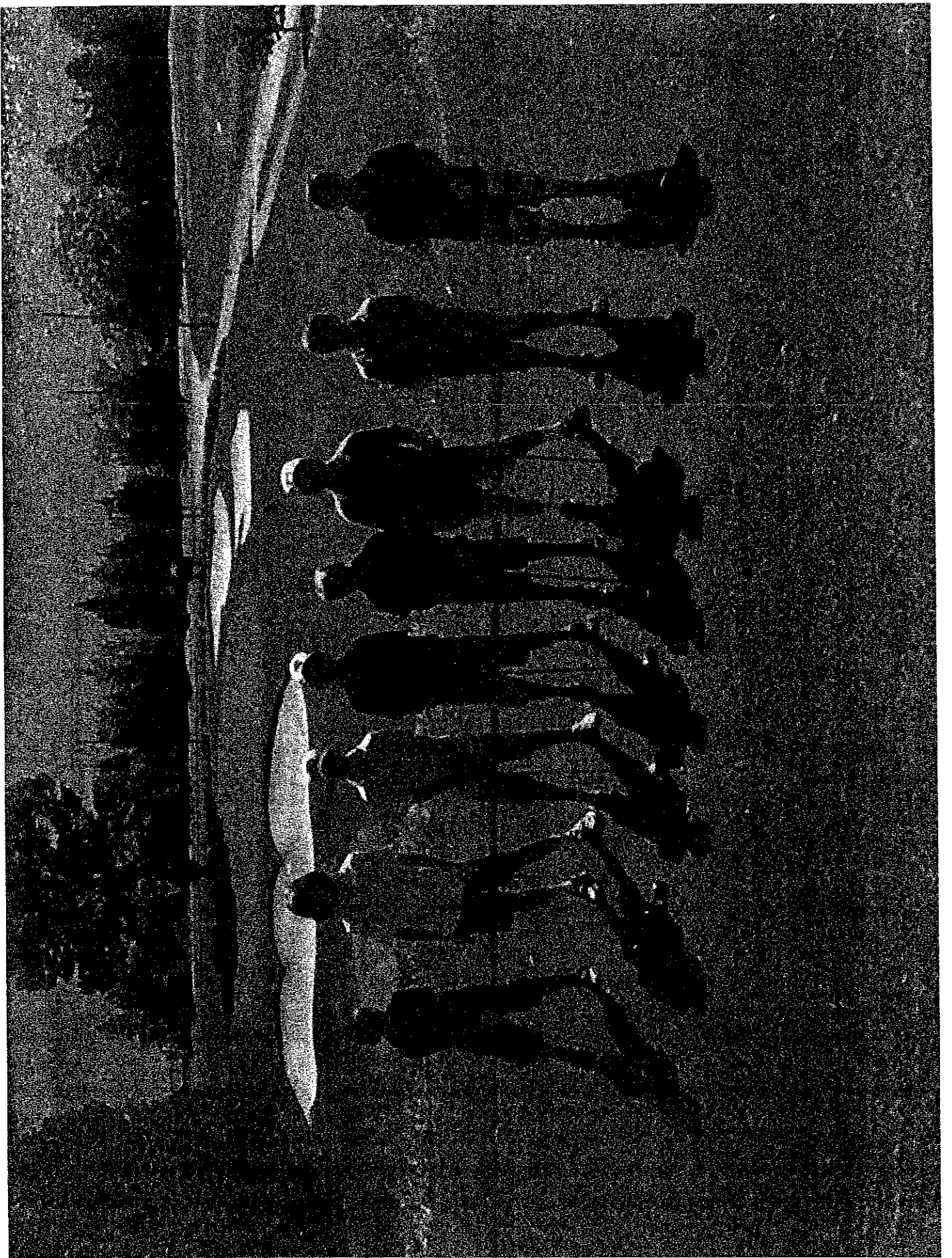
While a busy course always needs to be careful about special events and other reasons to close the course, regional amateur related events, such as the PGA Junior Tournament and the Metropolitan Golf Association Junior tournament along with the Public Links Tournament help bring much needed exposure to Blue Hill.

Special Events/Requests

Blue Hill GC, LLC has coordinated and will gladly continue to coordinate and offer services for golfers for personal development and services related to the various tournaments, programs and leagues that have been described in this RFP. We will continue to offer rules seminars, golf club fitting sessions and other golf education events as needed. Blue Hill GC, LLC is in current negotiations with vendors to supply and secure golf simulators necessary for both club fittings and lessons. The second floor of the Pro Shop will be used for this expansion of services. Blue Hill GC, LLC has conducted several Demo days with national manufacturers, which has proven to be very successful and welcomed by the golfing public. It gives the golfing population a chance to view and test current models of golf products.







2.3 g

Statement of Customer Commitment

With respect to customer satisfaction, Blue Hill GC, LLC considers it vital to operations to maintain open communication with our customers. We need to know that our service has insured our customers leave satisfied with their golf experience. We know that a smooth and stress free day on the course is imperative to our customers satisfaction.

Blue Hill GC, LLC uses face-to-face communication with customers and satisfaction survey cards. We have regular communication with our golfers and solicit feedback from their golf experience on a daily basis. Satisfaction survey cards are handed out periodically for feedback.

Having on site directorship of the Pro Shop and course management, we are able to assess our performance on an ongoing basis. We also meet regularly as professional staff to discuss any concerns that have been expressed and to troubleshoot so this occurrence does not repeat itself. Blue Hill GC, LLC is prepared to conduct formal satisfaction surveys on an ongoing basis to measure our performance and maintain the high level of satisfaction we currently experience.

See attached letters of satisfaction received.

DOMINICAN SISTERS

175 ROUTE 340



SPARKILL, NEW YORK 10976

Development Office

Golf Tournament 2014

AJ Lee & Bret Watzka
Blue Hill Golf Course
285 Blue Hill Road
Pearl River, NY 10965

Dear AJ & Brett,

On behalf of the Dominican Sisters of Sparkill I would like to extend our *THANKS* for all you did to help make our 2014 Golf Tournament a very successful event – of course the weather perfect day helped! You and your staff graciously welcomed the golfers who joined us for the outing.

As in past year the proceeds from this year's tournament are being put toward the on-going care of our elder members – women who have spent many years in 'God's vineyard' as teachers, nurses, social workers and within a myriad of other ministries. They are part of the rich history of our congregation and for this we are grateful.

Again our complements to all at Blue Hill Golf Course. Be assured of our prayers for a successful 2014 Golf season.

Gratefully,

Sr. Peggy Scarano, OP
Development Director
For: Dominican Sisters, Sparkill, NY

Dear AJ & Jeanette,

On behalf of Nicole's family and The Joy Fund committee we would like to **Thank You!** for hosting our 3RD Annual ***The Joy Fund Memorial Golf Classic*** at Blue Hill Golf Course & Emmett's Castle in Pearl River, NY to benefit *The Cystic Fibrosis Foundation*.

Due to your generous contribution our fundraising event was a huge Success! It is through your generous contributions and donations that we are able to continue our fight to find a cure for Cystic Fibrosis and keep the memories of Nicole and Robert Louis alive. This year we were able to present *The Cystic Fibrosis Foundation* with a check for **\$11,111.00** in Nicole's honor and memory.

The Joy Fund, www.thejoyfund.net, is a not for profit organization established on behalf of Nicole Joy Pisani-Frame and her unborn son Baby Robert Louis Frame. Nicole was 27 years old, 5 months pregnant and the wife of an army sergeant, when she passed away on September 28, 2011 from complications due to Cystic Fibrosis. She was a beautiful, vibrant young woman who lived her life by the motto: ***"Life is not measured by the breaths we take, but by the moments that take our breath away"***. Through their strength & in their spirit ***The Joy Fund*** mission is to ensure that they live on through donations to benefit the organizations that she was so passionate about and to continue Nicole's legacy.

Please visit www.thejoyfund.net for pictures of our 3rd Annual The Joy Fund Memorial Golf Classic 2014.

With Warmest Regards & Much Appreciation,

The Joy Fund Committee

Louis & Deborah Pisani
Tina & Tom Castelli
Robert Frame
Tom & Kathy McArdle
Bill McArdle

Kathryn McArdle, 8 L'Ambiance Court, Bardonia, NY 10954
EMAIL: kathy@thejoyfund.net

The Joy Events Fund is a component fund of the Community Foundations of The Hudson Valley.
Donations to the fund are tax deductible to the fullest extent of the law.

Kathy McArdle
914-629-1970
The Joy Fund
kathy@thejoyfund.net
<http://www.thejoyfund.net/>

Life is not measured by the breaths we take, but by the moments that take our breath away.

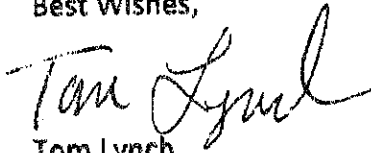
Tom Lynch
President
Lynch Golf Group
07/11/2014

Attn: AJ, Bret, Mike

Gentlemen, I just wanted to reach out to all of you and express our gratitude from the Lynch Golf Group for all you do in support of our organization. You guys are always available when we need support, your expertise or even a donation of merchandise.

You guys do a phenomenal job at Blue Hill and it goes without saying you are truly an asset to the golf course. Keep up the good work and see you soon.

Best Wishes,


Tom Lynch

Centric Benefits Consulting

Edward J. Gunther

President

egunther@centricinsurance.com

phone: 908-738-2003

fax: 908-665-1139

AJ:

I want to personally thank you for a great day. Your staff did an outstanding job in getting everything set up and the course was in super shape. My wife ended up with the Teddy Gunther golf bag you donated, she loves it and is going to use it as her golf bag.

Thanks again and see you next year!

Ed



SHARE Africa

Making a positive difference in the lives of African communities

A.J. Lee
Head Professionals
Blue Hills Golf Course
285 Blue Hill Rd
Pearl River, NY 10965

October 18, 2013

Dear AJ:

Thank you so much for your generous support by contributing raffle prize for the Annual Dr. Martha MacGuffie Memorial SHAREAfrica Golf Outing. I am pleased to report that we exceeded our expectations by raising over \$60,000. For your information, the monies raised in the 2012 Outing are being used to fund projects such as Physician and Dentist trips, Bereavement Counseling training, and providing vocational training for AIDS orphans in Kenya. With the monies raised in 2013, we plan to expand the scope of these projects and make them more sustainable -thanks to the supporters like you.

Bill Murray as the Celebrity Host, along with numerous businesses in the Tri State area contributed to making it a spectacular day, where people came together and had fun while contributing magnanimously. I am pleased to let you know that the 2014 Annual Outing is already scheduled for Monday, September 22, 2014. I hope you will be able to participate and help us to continue to building on our success for ShareAfrica which saves the lives of those with so little hope.

We were proud to acknowledge the spectacular Blue Hills Golf Course as a supporter. I hope you will enjoy the photos from the outing at: <http://slideimages.zenfolio.com/4150495500>

On a personal note, we look forward to seeing you soon at the Course.

Best Regards,

Usha Wright, President of SHARE Africa
P.O. Box 263,
Nyack, NY 10960

Cc: James Bopp
Director, SHAREAfrica Board
Cc: Bruce Rogers, Golf Committee

2.3 h

Statement of Commitment to the Community and Golf Course Visitors

Blue Hill GC, LLC is committed to providing value and benefits to our surrounding community and golf course visitors.

As stated in 2.3 f, Blue Hill GC, LLC provides special rate prices for resident and non-resident memberships as well as special pricing for twilight golfing for those trying to catch a round of golf after work.

We also service many different leagues, outings and tournaments that provide a unique golfing experience for both the seasoned and beginner golfer. Golf instruction is provided for golfers of all ages and expertise.

Blue Hill GC, LLC will continue to provide the many different programs currently being offered in conjunction with the Town, businesses, groups, and individuals. Hours will be modified and extended as needed to host events and professional staff will be available on site to provide educational and organizational expertise to these events.

2.3 i Marketing Plan

Our success depends on a steady flow of golfers. That can only occur if we give them a reason to come back. To that end, we ask all those interested to sign up for email notices about pro shop specials, upcoming tournaments and other news of note. We currently participate in monthly Golf Committee meetings and discuss daily operations every morning with the Director of Parks and Recreation. This open dialog between Pro Shop staff and Parks and Recreation Department supervisor helps to ensure a smooth and efficient program that benefits the resident golfer as well as the non-resident golfer. This relationship began with Blue Hill GC, LLC and is the complete reverse of past administrations. It is working great!

Mike Gorham, Apprentice, handles our "e" marketing. He serves as communications manager for all website design, social media, email marketing and MGA e-club initiatives. His campaigns have been successful throughout the past five (5) years.

2.3 j

Hours of Operation

The Pro Shop will open one hour before the first tee time and will close one hour before dusk. Cart personnel remain on premises until last power cart is cleaned and secured.

The course operated for play from 6:30 AM to dusk daily throughout the season. Frost delays may occur in the cooler months.

2.3 k

Equipment provided by Blue Hill GC, LLC

Blue Hill GC, LLC will provide the following equipment at our firm's expense:

- New state of the art computers to be purchased for the Pro Shop and Starter sheds. Computers in the starter sheds will allow for better managing of daily operations
- Two (2) new golf simulators to be purchased for instructional purposes
- Golf repairs equipment to be transferred from personal inventory to allow for on site club repairs
- Self contained driving range to be purchased and installed in parking lot C

2.3 I

Quality Assurance Statement

Blue Hill GC, LLC believes that it is our responsibility to create an extraordinary golfing experience by delivering superior service, amenities and playing course. Through our passionate dedication to quality, financial performance and the development of our employees, we believe we can succeed. We look to provide an unparalleled experience to our golfers and are constantly striving to exceed our golfers' expectations. We plan to continue to provide a safe, clean and quality golf course for the Town of Orangetown.

2.3 m

Proposed Services

Blue Hill GC, LLC is a full service golf company. The Pro Shop offers a wide variety of top of the line merchandise and golf equipment at competitive pricing. The staff offer professional knowledge and insight into the performance benefits of clubs and the various manufacturers. There are staff readily available to assist customers and process purchases without long lines or waits.

Teaching for golfers of all ages and levels of expertise will continue to be provided by professional staff with years of experience. Lessons will be given to individuals, groups and clinics. With the purchase of two (2) golf simulators, teaching will be brought to an even higher level of success and satisfaction.

Blue Hill GC, LLC will continue to market and host outings, leagues, charity benefits, Metropolitan area tournaments as well as local high school and college play.

G.U.S. golf – Golf Under the Stars – has been held for the past five (5) years and has sold out every year. Participants are given glow in the dark golf balls and the course is set up with glow in the dark flag sticks and fairways are lined with glow in the dark markers. The golf course is adapted into a nighttime illuminated golf course that is safe and easy to transverse by foot.

As part of our course management we offer tee reservations, monitor time intervals and provide course marshalling as outlined below.

Tee Reservation Policies

We are used to automated tee time programs, Internet based programs and manual programs where people call in for starting times. These are the programs currently being used by the Town of Orangetown. Our company was instrumental in the implementation of these programs and an additional online web page, which enables the golfer to remain up to date on course activities.

Starting Time Intervals

It is recommended we maintain the eight (8) interval starting time procedure currently in place. An eight (8) minute interval allows for the maximum amount of rounds to be conducted throughout the day at a comfortable and enjoyable pace to the golfer

Course Marshalling/Rangering

Good course marshalling starts with a stern but polite message on the first tee. There should be a gentle reminder that each group must keep up with the group in front of them, no exceptions. This is an area that each

nine-hole course takes very seriously. Nobody likes slow play. Furthermore, there is no need for slow play. Despite a busy 27-hole venue there should never be more than 2 rangers on the course at any one time. Those holding up play should be asked politely to keep up or pick up their ball to get into position. If done properly, good marshalling/rangering will get the job done.

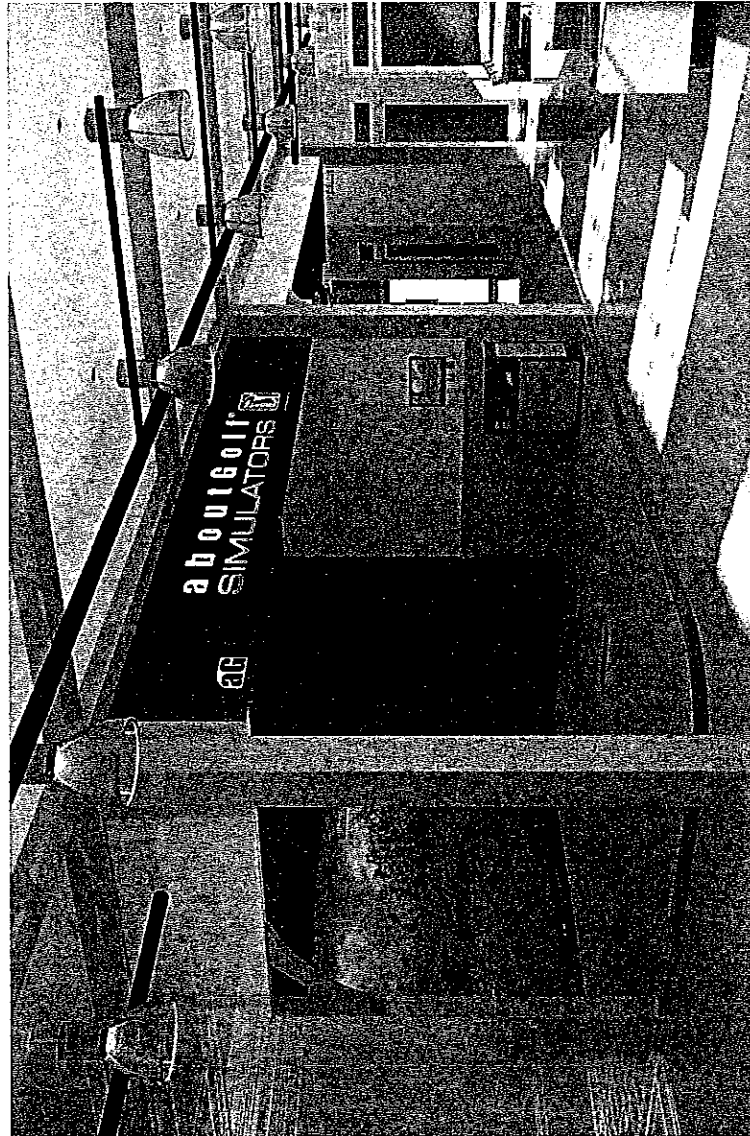
Additionally, Blue Hill GC, LLC provides golf cars and starters for our golfers convenience.

Golf Carts (use, maintenance, gas/electric, rental rates and storage)

Blue Hill GC, LLC maintains a strong relationship with Club Car and would welcome the opportunity to discuss assuming the current lease with this company. The current ratio of 48 electric and 52 gas carts appears sufficient for the current level of play. With some outings exceeding the number of carts, we have cultivated relationships with other companies to lease vehicles on a per diem basis. This fills the void created during large outings and keeps costs down. Blue Hill GC, LLC believes the current price structure is fair and consistent with area costs. The current storage facility is adequate and will be maintained for both electric and gas carts.

Golf Starter

Blue Hill GC, LLC believes starters should be used throughout the day until non-peak hours. Starters set the tone for the golf course as well as insuring on time tee off's and efficient development of groups. Courteous and energetic starters are integral part of a successful golf operation. Many of our starters have been with the course for 20+ years and know many of the golfers on a first name basis. Blue Hill GC, LLC will continue to maintain this same high level of





1-11-11

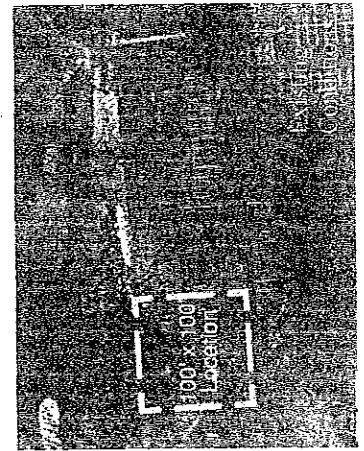
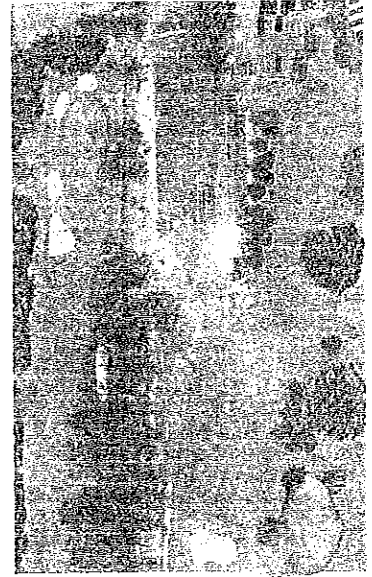
2.3 n

Proposed Capital Improvements

Blue Hill GC, LLC proposed to renovate the second floor of the Pro Shop to provide an area for club fittings, teaching and club repairs. The second floor will be refurbished and state of the art golf simulators will be installed for our golfers' use. A full service fitting, repair and grip center will be constructed through division of the open area.

Additionally, a self contained driving range will be installed in parking lot C. This range is a pulley-net system design that will allow nets to be dropped and stored during the winter to avoid damage during inclement weather.

Blue Hill Golf Course • Schematic Design



TOTAL
DRIVING
RANGE
SOLUTIONS

176 Silberman Ave
Norwalk, CT 06850

Notes:
This is a schematic
drawing and is not
to scale or meant as
a construction drawing.
copyright 2014 TDRS

2.3 o Price Schedule

Blue Hill GC, LLC has developed excellent relationships with golf manufacturers in the metropolitan section. We maintain healthy relationships with many apparel, accessory and equipment manufacturers. Additionally we have close ties with close out operations. Since many of our items are purchased under wholesale prices, we can pass along significant savings to customers. All equipment is typically sold at MAP (minimum advertised pricing), the same prices sold on the Internet by leading companies like The Golf Warehouse and Golfsmith. As a green grass facility, manufacturers offer additional discounts that enables us to beat any nationally advertised price. We run sales every month and year end special promotions. Our quality of merchandise is exceptional, the best in the area!

Merchandise Pricing

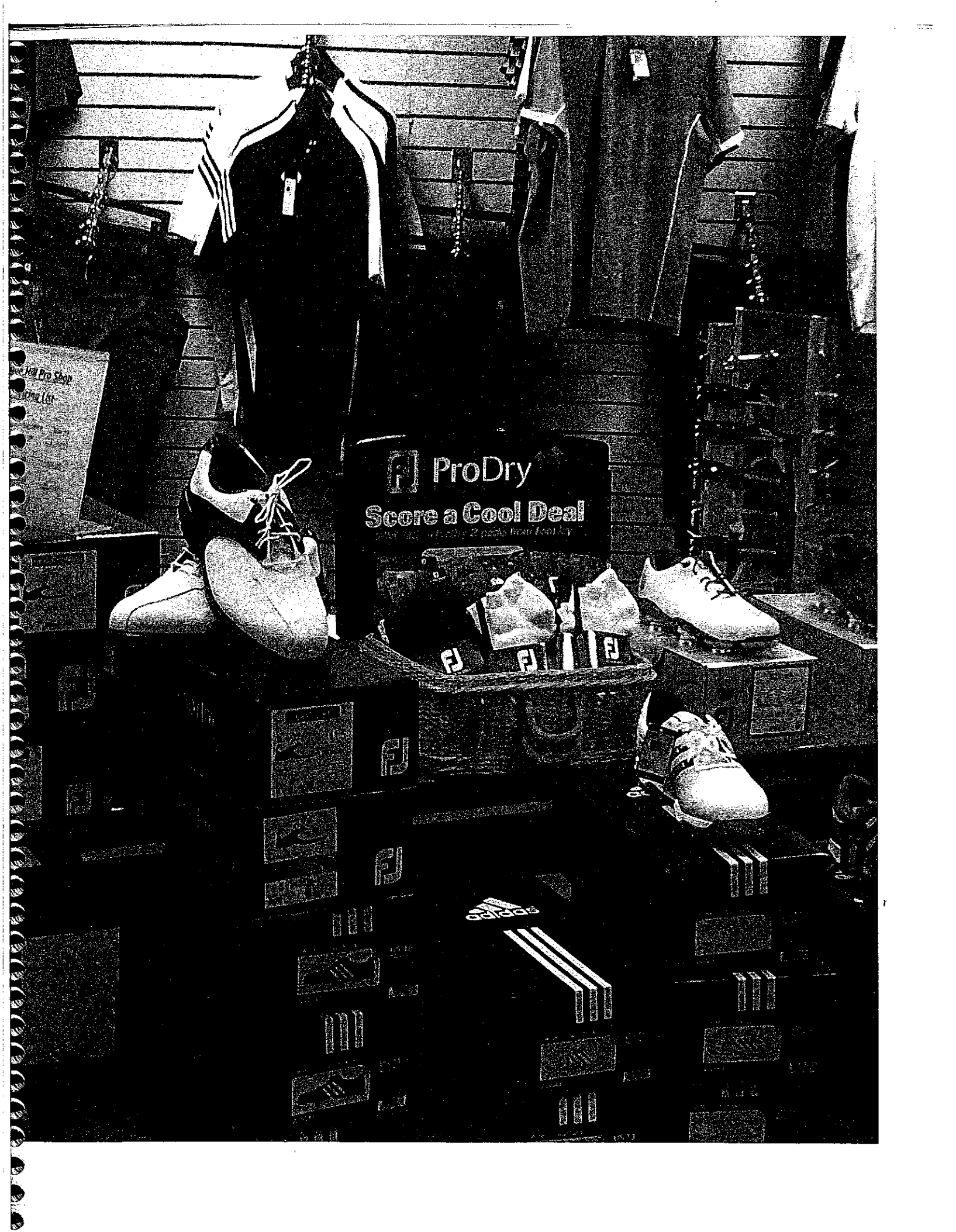
Clothing	\$25 to \$47
Hats	\$12 to \$28
Shoes	\$50 to \$179
Gloves	\$15 to \$20
Golf Towels	\$8 to \$12
New Clubs	\$50 to \$500
Golf Bags	\$90 to \$176

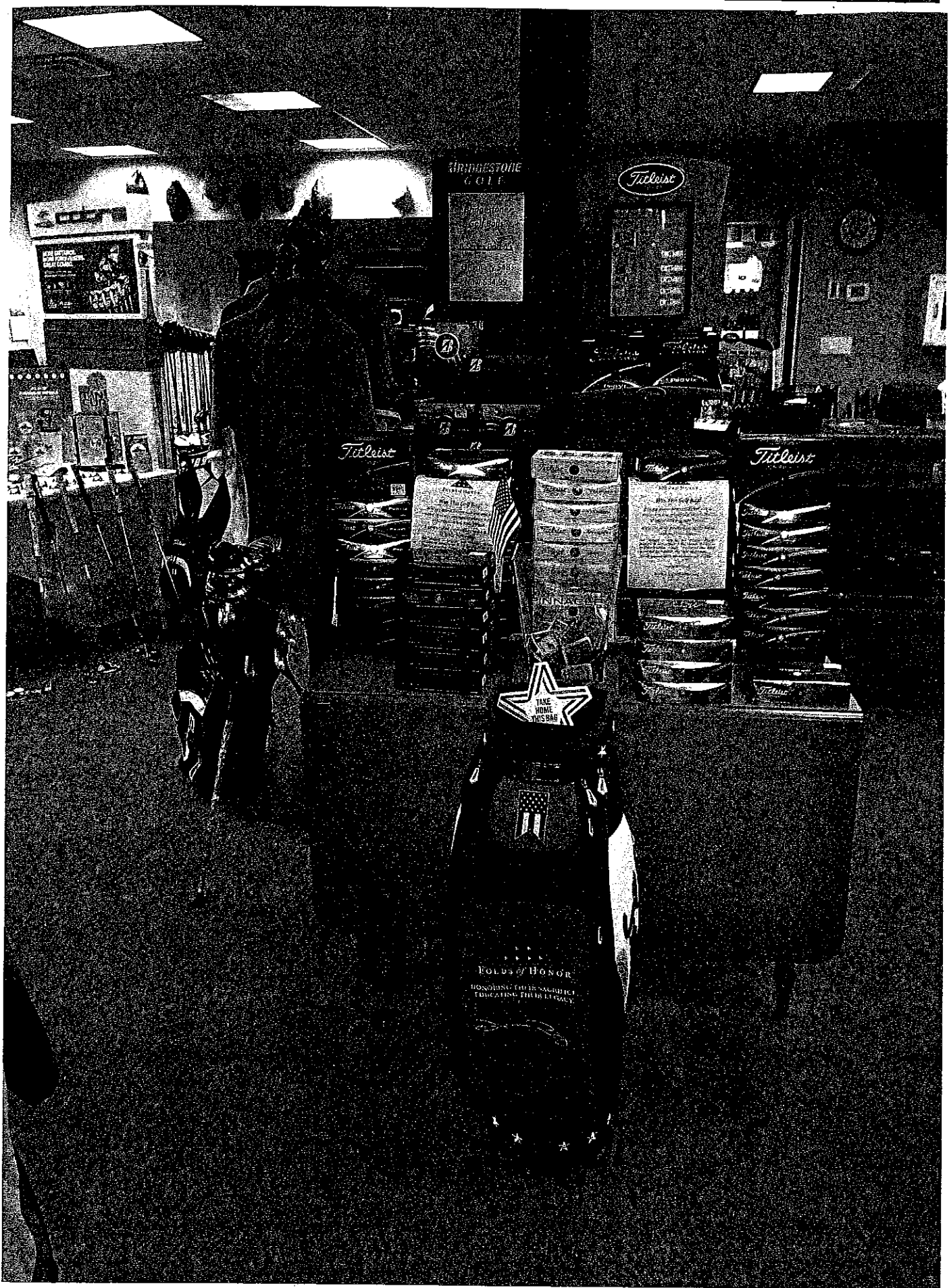
Greens Fees (walking)

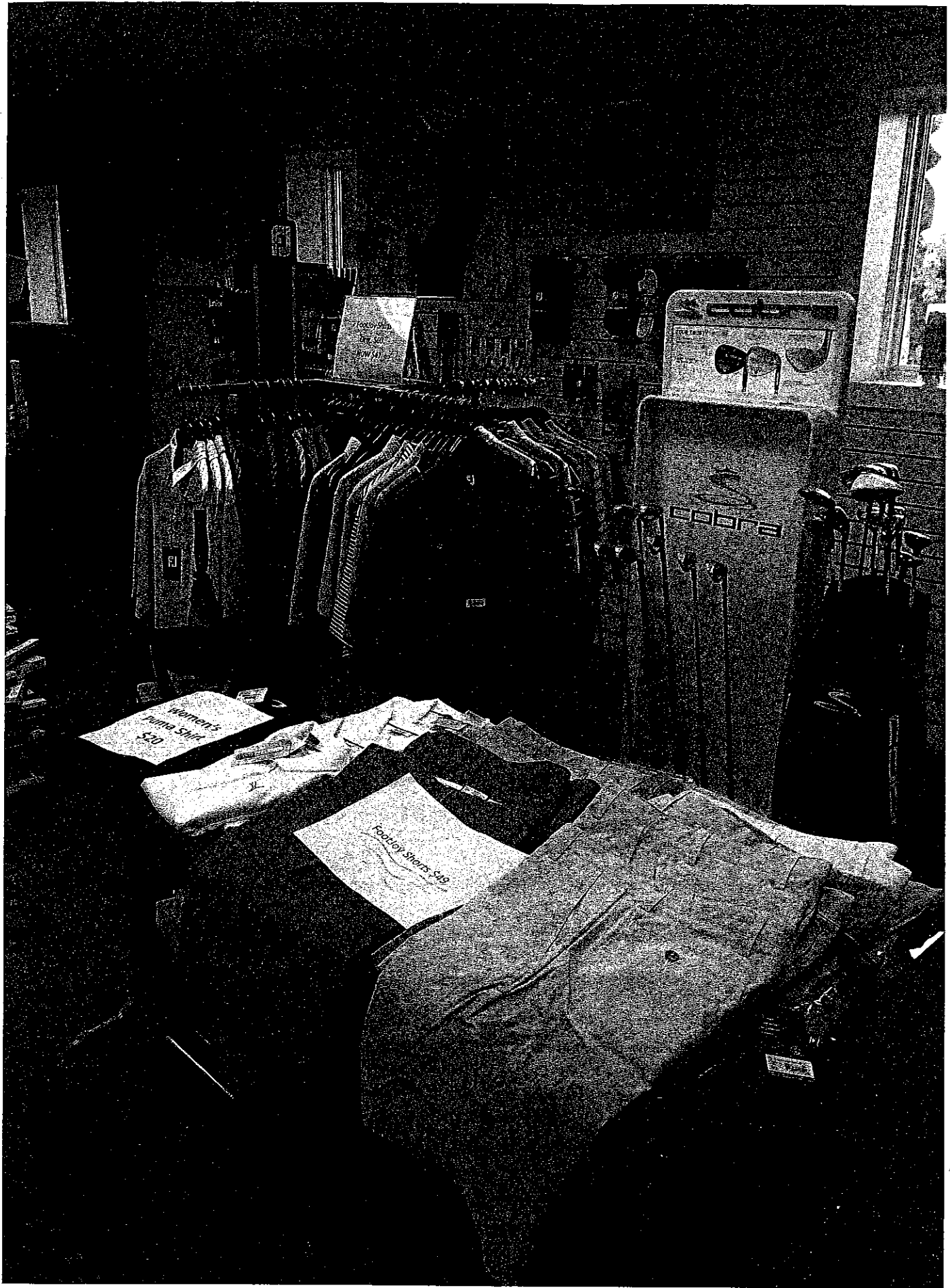
\$24 to \$57 per round depending on day of the week, resident status, age or membership

Golf Cart Rental

\$8 to \$20









2.3 p

Additional Comments

Blue Hill GC, LLC will entertain taking over administration of Town permits, associate permits and seasonal reservations. Historically this has been a responsibility of the Parks and Recreation Department and it has been our experience in the Pro Shop that many golfers, residents and potential associates, do not move forward to securing a pass because of the time needed to go to Parks and Recreation Department on Hunt Road in Orangeburg. This would allow Blue Hill GC, LLC to provide this service at the golf course for the convenience of the golfer.

9.0 Mobilization and Implementation Plan

9.0 a
Timetable

As Blue Hill GC, LLC is currently operating the Pro Shop and course management services, implementation of services will be able to be assumed January 1, 2016. Blue Hill GC, LLC will begin work with the food and beverage and agronomy contractors immediately upon notification of award.

Upon notification, Blue Hill GC, LLC professional staff will begin the process of preparing for the upcoming golf season including but no limited to the following:

- Purchase merchandise and seasonal apparel
- Plan staff schedules and begin process of hiring seasonal employees
- Begin golf course schedule including outings, classes and clinics
- Implement marketing strategies
- Participate in required educational and golf activities to maintain professional status

9.0 b

Use of sub-operators

Upon award, Blue Hill GC, LLC will begin discussions and planning with food and beverage and agronomy service providers based on proposals submitted by these companies.

Implementation of services, shared calendar of upcoming events and proposed starting dates for services will begin immediately.

10.0 Operations

10.0 a – g

a. Maintenance of golf course will be handled by a golf maintenance company such as Valley Crest Golf Maintenance.

b. and c. Managing play and group play

Blue Hill GC, LLC professional staff realize the importance of providing the best golf experience imaginable for each and every golfer. To this end, we are committed to continuing our implementation of practices that currently are working very well with improvements as we see fit.

The golf experience begins when the golfer books his or her tee time. We are used to automated tee time programs, Internet based programs and manual programs where people call in for starting times. These are the programs currently being used by the Town of Orangetown. While certain programs have their distinct advantages, we have explored several variations of tee time reservations and are ready to update the current system to a more user friendly, 24/7 personal assistance program. Currently the golfer can log onto tee time reservations or call the Pro Shop during business hours to make his/her reservation according to the resident, associate or non-resident status. After hours these golfers can only book online. It is our experience that a high percentage of golfers avoid Internet booking and would prefer speaking with a real person when booking tee time. Blue Hill GC, LLC has been in contact with a company that is nationally known and can provide personal service with real live booking 24/7. We would look to switch to this service.

Once on the course, the experience is made by the staff of Blue Hill GC, LLC who make sure the golfers' games go smoothly with groups paired to the best fit, timely starts, properly spaced intervals between groups, and monitoring for a steady pace.

Our experienced starters are able to pair up golfers who are playing in league play or without a group with players with similar skill and expertise. Knowing the player is an added bonus at Blue Hill Golf Course. These same starters are valuable at keeping the starting times paced to ensure enough time between the groups going out but not so much time that there are people waiting for long periods to tee off. It is recommended we maintain the eight (8) minute interval starting time procedure currently in place. An eight (8) minute interval allows for the maximum amount of rounds to be conducted throughout the day at a comfortable and enjoyable pace to the golfer.

Once on the course, it is very important to keep the pace going. This keeps groups from running into each other and hitting into one another's games. This is where a good ranger comes into play. Good course marshalling starts with a stern but polite message on the first tee. There should be a gentle reminder that each group must keep up with the group in front of them -

no exceptions. This is an area that each nine-hole course takes very seriously and again the course profits from its experienced staff. Nobody likes slow play. And there is no need for slow play. Despite Blue Hill Golf Course being a busy 27-hole venue, there should never be more than 2 rangers on the course at any one time. Those holding up play should be asked politely to keep up or pick up their ball to get into position. If done properly, good marshalling will get the job done.

Another way Blue Hill GC, LLC is committed to providing the ultimate golfing experience is by providing a way to communicate between the Pro Shop and the starter sheds. There is currently no phone system to connect the Pro Shop to the starter sheds. This system has deteriorated over the past four (4) years and due to budget constraints could not be replaced. Blue Hill GC, LLC's pursuit is to bring this communication issue to today's technology standard. This will not only improve the flow on the course but will be helpful in emergency situations also.

e. Maintenance

Maintaining the golf course, Pro Shop and Restaurant are obviously necessary in order for people to want to use the facility in its entirety. Blue Hill GC, LLC understands the importance of properly maintaining the golf course in its entirety in order to provide a safe environment along with a pleasing atmosphere in order to assure its customers return.

In this vein, starter sheds will be refurbished to meet standards. Maintenance contracts for maintenance, electric, plumbing and HVAC will be put out to local Town companies for bids for contracts. Blue Hill GC, LLC is committed to properly and safely maintaining the golf course in its entirety.

Additionally, Blue Hill GC, LLC currently maintains a full fire alarm system hard wired to 44 Control for fire safety. Orangetown Police currently patrol parking and maintenance areas and a motion control system will be acquired for security and to address potential vandalism.

f. Emergency Response Plan

Professional staff will remain current with first aid and CPR licensing. AED machines are available in the Pro Shop and can be transported to anyone in need on the course at any time. 911 will be contacted if the event of a medical emergency.

g. Operations Plan

Blue Hill GC, LLC is prepared to handle all aspects of operating a successful business at Blue Hill Golf Course. Golf maintenance and food and beverage services will be contracted out. Discussions have been held with Paul Guarino of Colonial Inn and John Crowder of Valley Crest Golf Maintenance. Between personal experience working with Paul Guarino and conversations, research and personal visits to Valley Crest Golf Maintenance facilities, Blue Hill GC, LLC is confident these companies will be strong partners and assets to Blue Hill Golf Course and its customers – golfers and non-golfers alike.

Blue Hill GC, LLC is equally prepared to renew its contract to manage the Pro Shop and golf course. Our management of the Pro Shop has shown a profit throughout our five (5) years at the course. Greens fees and cart fees are paid in the Pro Shop by cash and credit card. Pro Shop professional staff balances the cash, credit card, and journal on a nightly basis for auditing purposes for the Town of Orangetown. Equal detail is paid to the company's merchandising revenue.

We have mastered the scheduling of events and tee times to maximize the number of rounds played during the season. Pro Shop staff continue to work diligently with the golfers in scheduling tee times manually in conjunction with the automated system. The starters and rangers are seasoned employees who are responsible for making sure golfer has a positive golf experience.

Blue Hill GC, LLC's customer is service is second to none in this business. Our commitment to the golfers is evident to associates and golfers alike and the results are seen in our course hosting in excess of 54,000 rounds of golf per year. We host all types of events ranging from charitable outings lost loved one to highly competitive stroke play tournaments to Golfing Under the Stars for a fun event.

Blue Hill GC, LLC will offer the Town of Orangetown cost saving management with a high level of personal interaction with the golfer. We pride ourselves in our hands on approach to conducting business that leads to a most favorable response for our clientele. From booking a tee time to posting their final score, the experience is memorable and one that brings our guests back time and time again.

We feel our small size, experience in the positions and our strong work ethic make Blue Hill GC, LLC the right choice for a management company for this busy, public golf course.

10.1

Golf Carts and Equipment

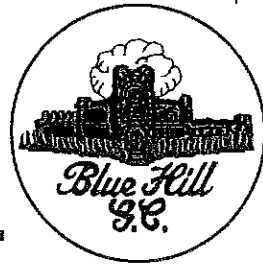
Blue Hill, LLC would discuss assuming the lease with Club Car from the Town of Orangetown set to expire at the end of the golf season 2017. The assumption of the lease will include both electric and gas cars with their associated costs.

We will continue with the current ratio of 48 electric and 52 gas carts appears sufficient for the current level of play. As stated previously, with some outings exceeding the number of carts, we have cultivated relationships with other companies to lease vehicles on a per diem basis. This fills the void created during large outings and keeps costs down.

The current storage facility is adequate and will be maintained for both electric and gas carts.

Blue Hill GC, LLC maintains a strong relationship with Club Car and would welcome the opportunity to discuss assuming the current lease with this company. Blue Hill GC, LLC has entertained financing options with Club Car and the finance company and believes an agreement could be reached which is both beneficial to the Town of Orangetown, Blue Hill GC, LLC and most importantly our golfers. Blue Hill GC, LLC believes the current price structure is fair and consistent with area costs.

12.0 Proposal Signature Form



Bret Watzka
285 Blue Hill Road
Pearl River N.Y. 10965

Proposal Signature Form

Mailing Address: 285 Blue Hill Road, Pearl River, New York, 10965

Firm Name: Blue Hill GC, LLC

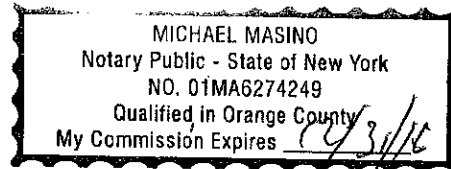
Email:

Telephone Number: 845-735-2094

The undersigned attests to his or her authority to submit this proposal and to bind the firm herein named to perform the services offered in a two party agreement. If the firm is selected by the Town the undersigned certifies that he/she will negotiate in good faith to establish limited contract rights to operate, manage and maintain specified Town Facilities and to provide the selected services as may be determined by the Town which are detailed in this RFP.

Signature: *Bret Watzka, PGA*

Date: *7/28/15*



Name and Title of Above Signer:

Sworn to before me this 28 day of July, 2015