

**COMPARITIVE ANALYSIS OF COMMISSIONS FROM AND RETAINERS TO CONTRACTED GOLF PROS FROM 2007 TO 2012**

<u>FUND</u>	<u>OBJECT</u>	<u>AGENCY</u>	<u>DESCRIPTION</u>	<u>COURSE</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>Total</u>	<u>Avg.</u>
EG01	78630	652100	Catering/Concession Fees	Glenway	(4,610)	(4,818)	(5,034)	(5,202)	(4,714)	(5,501)	(29,879)	(4,980)
EG01	78630	653100	Catering/Concession Fees	Monona	(5,656)	(7,176)	(6,790)	(6,443)	(5,494)	(6,351)	(37,910)	(6,318)
EG01	78630	654100	Catering/Concession Fees	Odana	(15,711)	(16,047)	(15,853)	(15,975)	(15,633)	(15,279)	(94,497)	(15,749)
EG01	78630	655100	Catering/Concession Fees	Yahara	(21,726)	(18,784)	(17,626)	(18,681)	(20,879)	(21,101)	(118,796)	(19,799)
Total Catering/Concessions				All	(47,703)	(46,824)	(45,303)	(46,301)	(46,719)	(48,231)	(281,082)	(46,847)

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EG01	78610	652100	Commissions- General	Glenway	(934)	(856)	(926)	(846)	(704)	(766)	(5,033)	(839)
EG01	78610	653100	Commissions- General	Monona	(5,626)	(6,121)	(5,967)	(5,021)	(3,719)	(4,892)	(31,346)	(5,224)
EG01	78610	654100	Commissions- General	Odana	(21,071)	(19,597)	(20,411)	(20,753)	(20,238)	(20,778)	(122,849)	(20,475)
EG01	78610	655100	Commissions- General	Yahara	(30,223)	(27,374)	(28,002)	(30,017)	(31,212)	(37,138)	(183,966)	(30,661)
Total Commissions - General				All	(57,855)	(53,949)	(55,306)	(56,637)	(55,873)	(63,574)	(343,194)	(57,199)

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EG01	54902	652300	Professional Lease (Retainer)	Glenway	24,000	24,000	24,000	24,000	24,000	24,000	144,000	24,000
EG01	54902	653300	Professional Lease (Retainer)	Monona	30,000	30,000	30,000	30,000	30,000	30,000	180,000	30,000
EG01	54902	654300	Professional Lease (Retainer)	Odana	33,375	44,500	44,500	44,500	44,500	44,500	255,875	42,646
EG01	54902	655300	Professional Lease (Retainer)	Yahara	41,000	41,000	41,000	41,000	41,000	41,000	246,000	41,000
Total - Professional Lease (Retainer)				All	128,375	139,500	139,500	139,500	139,500	139,500	825,875	137,646

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	Net Lease vs. Commissions	Glenway	18,456	18,326	18,040	17,951	18,582	17,733	109,088	18,181
	Net Lease vs. Commissions	Monona	18,718	16,703	17,242	18,535	20,787	18,758	110,744	18,457
	Net Lease vs. Commissions	Odana	(3,407)	8,856	8,236	7,773	8,629	8,443	38,530	6,422
	Net Lease vs. Commissions	Yahara	(10,949)	(5,158)	(4,628)	(7,698)	(11,091)	(17,238)	(56,762)	(9,460)
	Total Net Lease vs. Commissions	All	22,817	38,727	38,891	36,561	36,907	27,695	201,599	33,600