

EXHIBIT C

PRICING STRUCTURE

1. CONTRACTOR will be compensated in accordance with the funding of the Annual Budget as described in Exhibit A and as approved and funded by the COUNTY as set forth below.
2. Based on the Annual Budget and to accomplish the approved programs and activities described in Exhibit A, COUNTY shall provide CONTRACTOR with the necessary starting funds of \$100,000 prior to CONTRACTOR's commencement of operations at the Wekiva Golf Club, an 18-hole golf course with a clubhouse, a driving range, chipping and putting greens, lockers with showers, and other amenities which includes a restaurant and banquet facility, all of which are located at 4100 Wekiva Club Court, Longwood, FL 32779 (the "Club").
3. CONTRACTOR shall pay all operating expenses for the Club on behalf of the COUNTY from the funds provided to CONTRACTOR to implement the Annual Budget.
4. Compensation to CONTRACTOR will be based on the following:
 - a. Base Management Fee. For its services under this Agreement, COUNTY shall pay CONTRACTOR a base management fee of \$5,000 per month, which fee will be payable on the fifth day of each month from the Operating Account. Payment for the pro-rated month of December 2021 will be paid on January 5, 2022. Full payment will commence in January 2022 and will be paid on February 5, 2022. The Base Management Fee will be an operating expense for the Club, and is not contingent on or included in the net profit of the Club.
 - b. Incentive Management Fee. Within ninety (90) calendar days after the end of each fiscal year, the COUNTY and CONTRACTOR shall share any net profit realized in a ratio of 65% to COUNTY and 35% to CONTRACTOR. Net Profit (calculated as total revenue less total expenses) must not include expense relating to interest, taxes, depreciation, amortization expenses, or any capital expense that exceeds \$50,000.