



October 11<sup>th</sup>, 2018

Red Hawk Ridge Golf Course  
2156 Red Hawk Ridge Drive  
Castle Rock, CO 80109

Bob,

Thank you for your continued support of Colorado Golf & Turf, Inc. We appreciate the partnership with Red Hawk Ridge and will strive to continue to earn your business. Colorado Golf & Turf, Inc. is pleased to provide you with the following 2019 information. The below budgetary information reflects 2018 U.S. Communities contract number EV2024-02 pricing, current freight and interest rates, and a 3% price increase (based on inflation) for the 2019 season.

**80 – 2019 CLUB CAR TEMPO ELECTRIC GOLF CAR FLEET**

Equipment & Accessories	Price	Quantity	Extended Price
Tempo Electric – includes standard body color, standard seats (beige, white, gray, or black), standard steering wheel, standard wheels and wheel covers, sweater basket, gold nameplate, domed number decals, canopy kit (beige, white, or black), ERIC charger, and single point watering system	\$8,200.00	80	\$656,000.00
Golf Package – hinged windshield, dual sand/seed bottles, and cooler	\$298.00	80	\$23,840.00
Dual USB Port	\$192.00	80	\$15,360.00
Info holders – one on windshield	\$15.00	80	\$1,200.00
Custom “Red Hawk Ridge” logo	\$26.00	80	\$2,080.00
Rear tow plate – moved to Ranger Cars			
<b>Subtotal</b>	<b>\$8,939.00</b>		<b>\$698,480.00</b>
<b>Red Hawk Ridge Discount 40%</b>	<b>(\$3,575.60)</b>	<b>80</b>	<b>(\$286,048.00)</b>
<b>Additional Distributor Discount</b>	<b>(\$700.00)</b>	<b>80</b>	<b>(\$56,000.00)</b>
<b>Total</b>	<b>\$4,663.40</b>		<b>\$363,088.00</b>
<b>Freight/Prep Fee</b>	<b>\$350.00</b>	<b>80</b>	<b>\$28,000.00</b>
<b>Total Fleet Cars</b>			<b>\$391,088.00</b>
Tempo i3 Hardware Package – includes one module	\$725.00	80	\$58,000.00
<b>Fleet Total with Visage and one module</b>			<b>\$449,088.00</b>



#### 4 – 2019 CLUB CAR TEMPO ELECTRIC MARSHALL CARS

Equipment & Accessories	Price	Quantity	Extended Price
Tempo Electric – includes standard body color, standard seats (beige, white, gray, or black), standard steering wheel, standard wheels and wheel covers, sweater basket, gold nameplate, domed number decals, canopy kit (beige, white, or black), ERIC charger, and single point watering system	\$8,200.00	4	\$32,800.00
Windshield	\$159.00	4	\$636.00
Custom “Red Hawk Ridge” logo	\$26.00	4	\$104.00
USB Ports	\$192.00	4	\$768.00
Rear tow plate	\$56.00	4	\$224.00
<b>Subtotal</b>	<b>\$8,633.00</b>		<b>\$34,532.00</b>
<b>Red Hawk Ridge Discount 40%</b>	<b>(\$3,453.20)</b>	<b>4</b>	<b>(\$13,812.80)</b>
<b>Additional Distributor Discount</b>	<b>(\$700.00)</b>	<b>4</b>	<b>(\$2,800.00)</b>
<b>Total</b>	<b>\$4,479.80</b>	<b>4</b>	<b>\$17,919.20</b>
<b>Freight/Prep Fee</b>	<b>350.00</b>	<b>4</b>	<b>\$1,400.00</b>
<b>Total Marshall Cars</b>			<b>\$19,319.20</b>

#### 2 – 2019 CLUB CAR CAFÉ EXPRESS BEVERAGE UNITS

Equipment & Accessories	Price	Quantity	Extended Price
Café Express – includes standard body color, standard seats, 12V powerpoint, premium tires, four-wheel brakes, solid windshield, upper cabinet, canopy, liquor bar, fuel gauge/hour meter, and halogen headlights	\$20,849.00	2	\$41,698.00
Wheel covers	\$71.00	2	\$142.00
<b>Subtotal</b>			<b>\$41,840.00</b>
<b>Red Hawk Ridge Discount 20%</b>			<b>(\$8,368.00)</b>
<b>Total</b>			<b>\$33,472.00</b>
<b>Freight/Prep Fee</b>	<b>\$1,396.00</b>	<b>2</b>	<b>\$2,792.00</b>
<b>Beverage Unit Total</b>			<b>\$36,264.00</b>



**5 – 2015 CLUB CAR CARRYALL 500 GASOLINE UTILITY VEHICLES**

Equipment & Accessories	Price	Quantity	Extended Price
Carryall 300 – includes 14 hp Subaru EFI overhead cam engine, fuel gauge/hour meter, premium tires, four-wheel brakes, 12V powerpoint, halogen headlights, heavy duty suspension, and turf package (cargo box, brushguard, trailer hitch, differential guard)	\$9,599.00	5	\$47,995.00
Cargo Box	\$831.00	5	\$4,155.00
Electric bed lift	\$539.00	5	\$2,695.00
<b>Subtotal</b>			<b>\$54,845.00</b>
<b>Red Hawk Ridge Discount 20%</b>			<b>(\$10,969.00)</b>
<b>Total</b>			<b>\$43,876.00</b>
<b>Freight/Prep Fee</b>	<b>\$715.00</b>	<b>5</b>	<b>\$3,575.00</b>
<b>Utility Vehicle Total</b>			<b>\$47,451.00</b>

**1 – CARRYALL 300 RANGE PICKER**

Equipment & Accessories	Price	Quantity	Extended Price
Carryall 500 – includes 14 hp Subaru EFI overhead cam engine, fuel gauge/hour meter, premium tires, four-wheel brakes, 12V powerpoint, halogen headlights, heavy duty suspension, and turf package (cargo box, brushguard, trailer hitch, differential guard)	\$8,349.00	1	\$8,349.00
Range Picker Cab	\$5,265.00	1	\$5,265.00
Heavy duty front suspension, cargo box, differential guard			
Range picker adapter kit (Picker mount, brush guard, headlight guard)			
<b>Subtotal</b>			<b>\$13,614.00</b>
<b>Red Hawk Ridge Discount 20%</b>			<b>(\$2,722.80)</b>
<b>Total</b>			<b>\$10,891.20</b>
<b>Freight/Prep Fee</b>	<b>\$715.00</b>		<b>\$715.00</b>
<b>Range Picker Total</b>			<b>\$11,606.20</b>



**TRADE INFORMATION**

Equipment & Accessories	Trade Value	Quantity	Extended Value
2015 Club Car Precedent Electrics – all cars must be in fleet operating condition with working chargers	<\$1,500.00>	84	<\$126,000.00>
2015 Club Car Café Express	<\$4,000.00>	2	<\$8,000.00>
2015 Carryall 300 Gas Range Picker	<\$4,000.00>	1	<\$4,000.00>
2005 Turf 2 – 1,675.6 hours	<\$500.00>	1	<\$500.00>
2005 Turf 2 – 1,736.1 hours	<\$500.00>	1	<\$500.00>
1999 Turf II – 2,542 hours	<\$500.00>	1	<\$500.00>
<b>Trade-In Total</b>			<b>&lt;\$139,500.00&gt;</b>

**RECAP**

Equipment & Accessories	Extended Price
80 – 2019 Tempo electric fleet cars with Visage i3 hardware package	\$449,088.00
4 – 2019 Tempo Marshall Cars	\$19,319.20
2 – 2019 Café Express beverage units	\$36,264.00
5 – 2015 Carryall 500 Gasoline utility vehicles	\$47,451.00
1 – Carryall 300 Gasoline Range Picker	\$11,606.20
<b>Less Trades</b>	<b>&lt;\$139,500.00&gt;</b>
<b>Grand Total to be Financed</b>	<b>\$424,228.40</b>

Colorado Golf & Turf, Inc. has a long-lasting, flexible, and trustworthy relationship with Bruning State Bank. Please compare your financing agency’s payment amount with the below figures.

**4-year Lease/Own**

48 consecutive payments of \$9,597.65 beginning at delivery. Red Hawk Ridge Golf Course would own the above equipment upon final payment (assuming all payments are current). The current municipal interest rate is 4.1%

**3-year Lease/Own**

36 consecutive payments of \$12,543.77 beginning at delivery. Red Hawk Ridge Golf Course would own the above equipment upon final payment (assuming all payments are current). The current municipal interest rate is 4.1%



### VISAGE INFORMATION

Equipment & Accessories	Price per Car per Year	Quantity	Extended Price
Tracking or Control Model – the other is included in the i3 bundle	\$180.00	80	\$14,400.00
Golfer Experience Module	\$180.00	80	\$14,400.00
Tournament Connect	\$24.00	80	\$1,920.00
<b>Annual Visage Contract</b>			<b>\$30,720.00</b>

Red Hawk Ridge Golf Course would enter a separate 48-month GPS rental agreement with GPSI for \$30,960 per year or \$2,580 per month.

Colorado Golf & Turf, Inc. is excited to continue the relationship with Red Hawk Ridge Golf Course. Please let us know if you have any questions or concerns.

Thank you,

Dave Lopez, PGA  
Fleet Sales  
Colorado Golf and Turf, Inc.