



**CITY OF BLOOMINGTON
parks and recreation**

AGENDA

City of Bloomington Board of Park Commissioners
Work Session: Monday, October 29 2018 4:30pm – 6pm

Parks Department Conference Room
401 North Morton

CALL TO ORDER - ROLL CALL

A. CONSENT CALENDAR - None

B. PUBLIC HEARINGS/APPEARANCES

B-1 Public Comment Period

C. OTHER BUSINESS

C-1 Review of Twin Lakes Recreation Center operations

(Jeff Underwood, Mark Sterner)
(Megan Stark, Julie Ramey)
(Paula McDevitt)

D. REPORTS – None

ADJOURNMENT



CITY OF BLOOMINGTON
parks and recreation

STAFF REPORT

Agenda Item: C-1
Date: 10/26/2018

Administrator
Review\Approval
PM

TO: Board of Park Commissioners
FROM: John Turnbull, Division Director Sports
DATE: October 24, 2018
SUBJECT: REVIEW OF TWIN LAKES RECREATION CENTER OPERATIONS SINCE OWNERSHIP

Recommendation

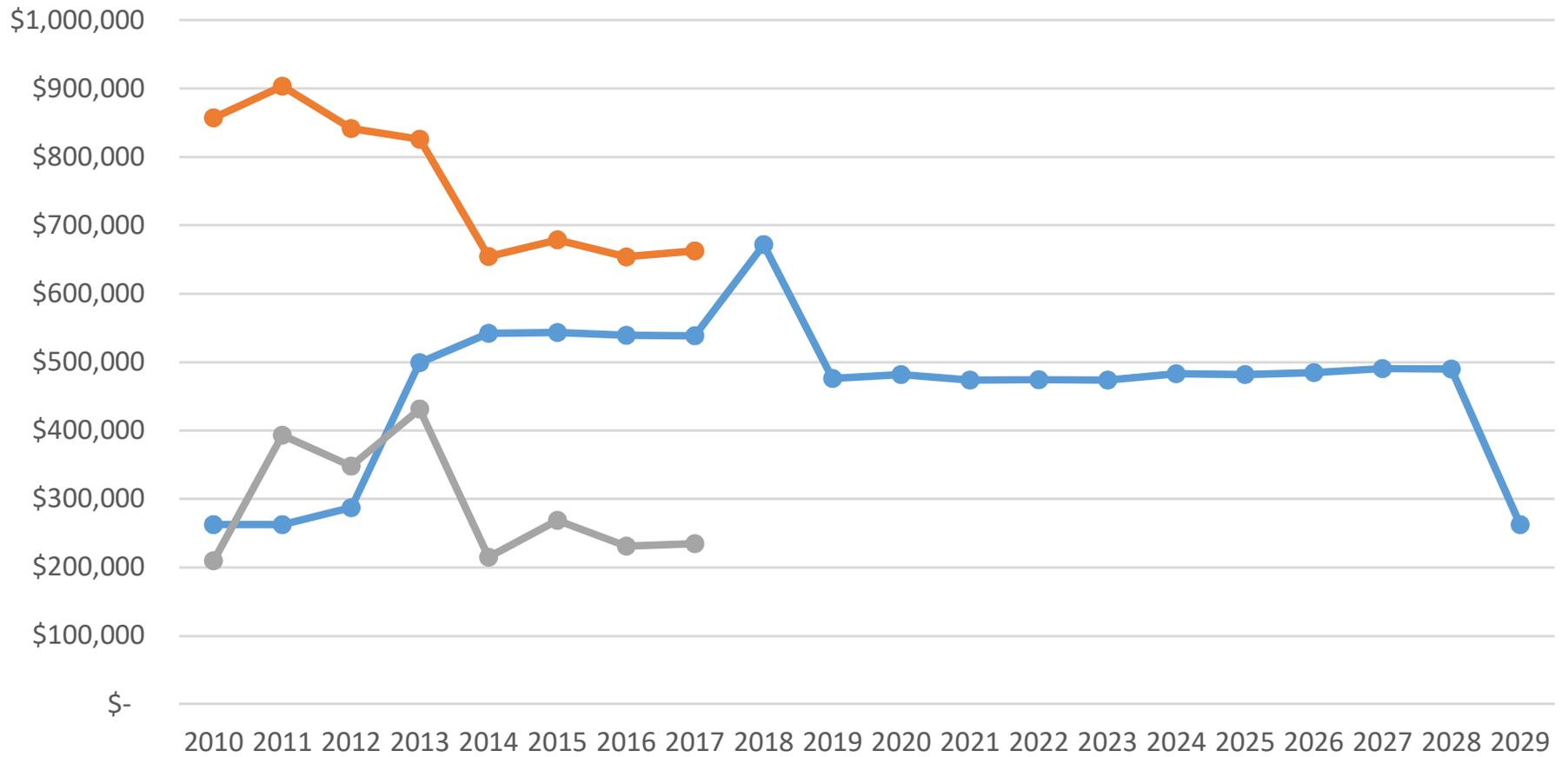
Staff suggests the following agenda for this work session but it can be flexible. Slides with charts will be presented with the information.

- A. Broad overview of annual income statements and annual bond payments
- B. Business Plan evolution, segments of emphasis and competitive advantages, finances of each segment
- C. Marketing initiatives
- D. Open discuss, Q & A

RESPECTFULLY SUBMITTED,

Sports Division Director

Comparison Gross/Bond/Net



● Bond Payments ● Gross Revenue ● Net Income

		First Quarter '18	2nd Quarter '18	3rd Quarter '18	4th Quarter '18	Year End	Percent of Budget
	Budget	Ownership	Ownership	Ownership	Ownership	2018	2018
		Jan 1 - Mar 31, 18	Ap 1-June 30,18	Jul 1-Sep 30, '18	Oct 1-Dec 31, '18		
Operating Cash Receipts:							
Membership(3240)	\$ 375,000	\$ 83,235	\$ 63,364	\$ 60,001	0	\$ 206,600	55%
Fitness services--All 502	\$ 90,000	\$ 7,938	\$ 3,853	\$ 5,863	0	\$ 17,654	20%
Sports and recreation programs(500-3270)	\$ 95,000	\$ 5,944	\$ 1,735	\$ 4,732	0	\$ 12,411	13%
Advertising (3410)	\$ 50,000	\$ 3,030	\$ 950	\$ 100	0	\$ 4,080	8%
Facility Rentals(3110,3220,3330)	\$ 160,000	\$ 72,342	\$ 23,174	\$ 33,158	0	\$ 128,674	80%
Admissions(3380)	\$ -	\$ -	\$ -	\$ -	0	\$ -	0%
Capital Fee (7220)	\$ 20,000	\$ 1,160	\$ 1,240	\$ 1,029	0	\$ 3,429	17%
Concessions and Vending(506+3370)	\$ 85,000	\$ 38,887	\$ 35,980	\$ 10,358	0	\$ 85,225	100%
Other Income	\$ 30,000	\$ -	\$ -	\$ 135	0	\$ 135	0%
Basketball (503)		\$ 15,768	\$ 4,684	\$ 26,053	0	\$ 46,505	0%
Total operating cash receipts	\$ 905,000	\$ 228,304	\$ 134,980	\$ 141,429	\$ -	\$ 504,713	56%
Operating Cash Expenditures:							
Salaries and benefits							
Fitness Services	\$ 31,000	\$ 9,179	\$ 13,237	\$ 10,688	0	\$ 33,104	107%
Advertising	\$ 3,000	\$ 5,092	\$ -	\$ -	0	\$ 5,092	170%
Temporary Payroll(500 only)	\$ 90,000	\$ 26,272	\$ 22,246	\$ 24,019	0	\$ 72,537	81%
Concession and vending	\$ 60,000	\$ 30,391	\$ 30,243	\$ 10,593	0	\$ 71,227	119%
Operating costs & Programs	\$ 153,000	\$ 32,898	\$ 23,574	\$ 10,897	0	\$ 67,369	44%
Utilities	\$ 110,000	\$ 25,075	\$ 19,069	\$ 11,804	0	\$ 55,948	51%
Basketball Expenses all 503		\$ 17,169	\$ 281	\$ 5,485	0	\$ 22,935	
Total operating cash expenditures	\$ 447,000	\$ 146,076	\$ 108,650	\$ 73,486	\$ -	\$ 328,212	73%
Operating cash receipts over (under) expenditures (**)	\$ 458,000	\$ 82,228	\$ 26,330	\$ 67,943	\$ -	\$ 176,501	39%

All numbers are net sales tax
H: TLRC: Income Statement vs Budget

		First Quarter '17	2nd Quarter '17	3rd Quarter '17	4th Quarter '17	Year End	Percent of Budget
	Budget	Ownership	Ownership	Ownership	Ownership	2017	2017
		Jan 1 - Mar 31, '17	Ap 1-June 30, '17	Jul 1-Sep 30, '17	Oct 1-Dec 31, '17		
Operating Cash Receipts:							
Membership(3240)	\$ 375,000	\$ 83,419	\$ 65,141	\$ 62,970	\$ 67,284	\$ 278,814	74%
Fitness services--All 502	\$ 90,000	\$ 6,229	\$ 3,319	\$ 7,964	\$ 3,021	\$ 20,533	23%
Sports and recreation programs(500-3270)	\$ 95,000	\$ 4,874	\$ 50	\$ 2,085	\$ 2,733	\$ 9,742	10%
Advertising (3410)	\$ 50,000	\$ 7,782	\$ 6,904	\$ 7,866	\$ 8,450	\$ 31,002	62%
Facility Rentals(3110,3220,3330)	\$ 160,000	\$ 62,401	\$ 34,134	\$ 22,900	\$ 39,723	\$ 159,158	99%
Admissions(3380)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Capital Fee (7220)	\$ 20,000	\$ 965	\$ 1,240	\$ 988	\$ 1,960	\$ 5,153	26%
Concessions and Vending(506+3370)	\$ 85,000	\$ 33,839	\$ 32,364	\$ 10,022	\$ 13,720	\$ 89,945	106%
Other Income	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Basketball (503)		\$ 16,769	\$ 1,009	\$ 25,849	\$ 24,838	\$ 68,465	0%
Total operating cash receipts	\$ 905,000	\$ 216,278	\$ 144,161	\$ 140,644	\$ 161,729	\$ 662,812	73%
Operating Cash Expenditures:							
Salaries and benefits							
Fitness Services	\$ 31,000	\$ 9,206	\$ 10,693	\$ 9,686	\$ 11,676	\$ 41,261	133%
Advertising	\$ 3,000	\$ -	\$ -	\$ 2,745	\$ (2,206)	\$ 539	18%
Temporary Payroll(500 only)	\$ 90,000	\$ 23,002	\$ 18,056	\$ 18,827	\$ 17,131	\$ 77,016	86%
Concession and vending	\$ 60,000	\$ 26,189	\$ 20,833	\$ 8,378	\$ 13,001	\$ 68,401	114%
Operating costs & Programs	\$ 153,000	\$ 33,628	\$ 25,584	\$ 19,911	\$ 19,598	\$ 98,721	65%
Utilities	\$ 110,000	\$ 27,472	\$ 25,633	\$ 29,522	\$ 27,930	\$ 110,557	101%
Basketball Expenses all 503		\$ 14,472	\$ 216	\$ 1,004	\$ 16,096	\$ 31,788	
Total operating cash expenditures	\$ 447,000	\$ 133,969	\$ 101,015	\$ 90,073	\$ 103,226	\$ 428,283	96%
Operating cash receipts over (under) expenditures (**)	\$ 458,000	\$ 82,309	\$ 43,146	\$ 50,571	\$ 58,503	\$ 234,529	51%

All numbers are net sales tax
H: TLRC: Income Statement vs Budget

		First Quarter '16	2nd Quarter '16	3rd Quarter '16	4th Quarter '16	Year End	Percent of Budget
	Budget	Ownership	Ownership	Ownership	Ownership	2016	2016
		Jan 1 - Mar 31, 16	Ap 1-June 30,16	Jul 1-Sep 30, '16	Oct 1-Dec 31, '16		
Operating Cash Receipts:							
Membership(3240)	\$ 375,000	\$ 88,961	\$ 70,935	\$ 45,312	\$ 71,635	\$ 276,843	74%
Fitness services--All 502	\$ 90,000	\$ 4,936	\$ 4,258	\$ 4,558	\$ 5,162	\$ 18,914	21%
Sports and recreation programs(500-3270)	\$ 95,000	\$ 5,095	\$ (16)	\$ 3,594	\$ 2,698	\$ 11,371	12%
Advertising (3410)	\$ 50,000	\$ 4,413	\$ 4,113	\$ 10,071	\$ 6,770	\$ 25,367	51%
Facility Rentals(31 10,3220,3330)	\$ 160,000	\$ 50,366	\$ 36,172	\$ 14,322	\$ 39,188	\$ 140,048	88%
Admissions(3380)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
Capital Fee (7220)	\$ 20,000	\$ 1,715	\$ 2,000	\$ 1,300	\$ 2,273	\$ 7,288	36%
Concessions and Vending(506+3370)	\$ 85,000	\$ 37,557	\$ 37,851	\$ 6,647	\$ 12,892	\$ 94,947	112%
Other Income	\$ 30,000	\$ 865	\$ -	\$ 35	\$ 190	\$ 1,090	4%
Basketball (503)	\$ -	\$ 21,536	\$ 2,651	\$ 25,253	\$ 28,822	\$ 78,262	0%
Total operating cash receipts	\$ 905,000	\$ 215,444	\$ 157,964	\$ 111,092	\$ 169,630	\$ 654,130	72%
Operating Cash Expenditures:							
Salaries and benefits							
Fitness Services	\$ 31,000	\$ 5,509	\$ 5,880	\$ 8,277	\$ 9,104	\$ 28,770	93%
Advertising	\$ 3,000	\$ -	\$ -	\$ -	\$ 415	\$ 415	14%
Temporary Payroll(500 only)	\$ 90,000	\$ 20,660	\$ 21,311	\$ 17,268	\$ 19,363	\$ 78,602	87%
Concession and vending	\$ 60,000	\$ 25,213	\$ 24,210	\$ 5,400	\$ 14,044	\$ 68,867	115%
Operating costs & Programs	\$ 153,000	\$ 34,020	\$ 16,992	\$ 15,462	\$ 32,460	\$ 98,934	65%
Utilities	\$ 110,000	\$ 25,038	\$ 27,018	\$ 27,982	\$ 25,598	\$ 105,636	96%
Basketball Expenses all 503	\$ -	\$ 17,959	\$ 5,495	\$ 305	\$ 17,965	\$ 41,724	
Total operating cash expenditures	\$ 447,000	\$ 128,399	\$ 100,906	\$ 74,694	\$ 118,949	\$ 422,948	95%
Operating cash receipts over (under) expenditures (**)	\$ 458,000	\$ 87,045	\$ 57,058	\$ 36,398	\$ 50,681	\$ 231,182	50%

All numbers are net sales tax
H: TLRC: Income Statement vs Budget

		First Quarter '15	2nd Quarter '15	3rd Quarter '15	4th Quarter '15	Year End	Percent of Budget
	Budget	Ownership	Ownership	Ownership	Ownership	2015	2015
		Jan 1 - Mar 31, 15	Ap 1-June 30,15	Jul 1-Sep 30, '15	Oct 1-Dec 31, '15		
Operating Cash Receipts:							
Membership(3240)	\$ 375,000	\$ 90,814	\$ 61,328	\$ 65,586	\$ 72,700	\$ 290,428	77%
Fitness services--All 502	\$ 90,000	\$ 7,672	\$ 5,270	\$ 5,510	\$ 2,547	\$ 20,999	23%
Sports and recreation programs(500-3270)	\$ 95,000	\$ 5,627	\$ 630	\$ 5,704	\$ 904	\$ 12,865	14%
Advertising (3410)	\$ 50,000	\$ 11,449	\$ 11,179	\$ 17,604	\$ 4,788	\$ 45,020	90%
Facility Rentals(3110,3220,3330)	\$ 160,000	\$ 35,003	\$ 42,766	\$ 30,324	\$ 36,124	\$ 144,217	90%
Admissions(3380)	\$ -	\$ -				\$ -	0%
Capital Fee (7220)	\$ 20,000	\$ 3,460	\$ 1,140	\$ 920	\$ 2,340	\$ 7,860	39%
Concessions and Vending(506+3370)	\$ 85,000	\$ 35,647	\$ 35,617	\$ 8,489	\$ 13,573	\$ 93,326	110%
Other Income	\$ 30,000	\$ 45	\$ 48	\$ 35		\$ 128	0%
Child Care (503) Basketball		\$ 13,312		\$ 15,795	\$ 34,766	\$ 63,873	0%
Total operating cash receipts	\$ 905,000	\$ 203,029	\$ 157,978	\$ 149,967	\$ 167,742	\$ 678,716	75%
Operating Cash Expenditures:							
Salaries and benefits							
Fitness Services	\$ 31,000	\$ 6,723	\$ 7,441	\$ 8,157	\$ 10,547	\$ 32,868	106%
Advertising	\$ 3,000	\$ -				\$ -	0%
Temporary Payroll(500 only)	\$ 90,000	\$ 18,528	\$ 20,414	\$ 15,721	\$ 19,140	\$ 73,803	82%
Concession and vending	\$ 60,000	\$ 21,139	\$ 23,142	\$ 12,029	\$ 11,308	\$ 67,618	113%
Operating costs & Programs	\$ 153,000	\$ 40,056	\$ 28,251	\$ 16,188	\$ 17,309	\$ 101,804	67%
Utilities	\$ 110,000	\$ 29,755	\$ 23,225	\$ 25,302	\$ 23,046	\$ 101,328	92%
Basketball Expenses all 503		\$ 12,634	\$ 3,945	\$ 449	\$ 15,453	\$ 32,481	
Total operating cash expenditures	\$ 447,000	\$ 128,835	\$ 106,418	\$ 77,846	\$ 96,803	\$ 409,902	92%
Operating cash receipts over (under) expenditures (**)	\$ 458,000	\$ 74,194	\$ 51,560	\$ 72,121	\$ 70,939	\$ 268,814	59%

All numbers are net sales tax
H: TLRC: Income Statement vs Budget

Average Active Members

