

**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

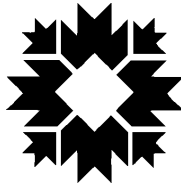
**C. OTHER BUSINESS**

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.

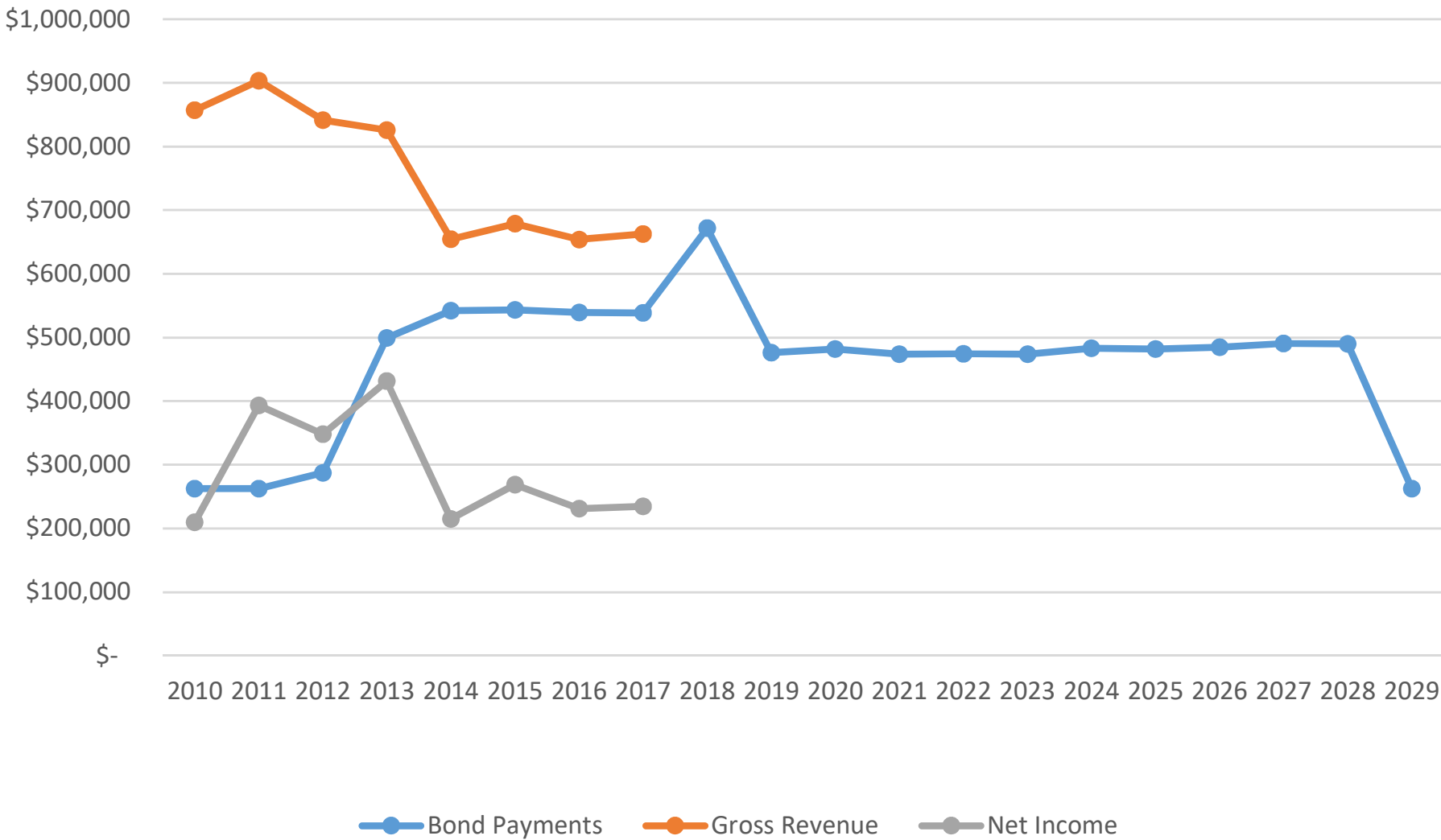
- A. Broad overview of annual income statements and annual bond payments
- B. Business Plan evolution, segments of emphasis and competitive advantages, finances of each segment
- C. Marketing initiatives
- D. Open discuss, Q & A

**RESPECTFULLY SUBMITTED,**

---

Sports Division Director

# Comparison Gross/Bond/Net



		First Quarter '18 Ownership Jan 1 - Mar 31, 18	2nd Quarter '18 Ownership Apr 1-June 30,18	3rd Quarter '18 Ownership Jul 1-Sep 30, '18	4th Quarter '18 Ownership Oct 1-Dec 31, '18	Year End 2018	Percent of Budget 2018
	Budget						
<b>Operating Cash Receipts:</b>							
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	<b>\$ 905,000</b>	<b>\$ 228,304</b>	<b>\$ 134,980</b>	<b>\$ 141,429</b>	<b>\$ -</b>	<b>\$ 504,713</b>	<b>56%</b>
<b>Operating Cash Expenditures:</b>							
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	<b>\$ 447,000</b>	<b>\$ 146,076</b>	<b>\$ 108,650</b>	<b>\$ 73,486</b>	<b>\$ -</b>	<b>\$ 328,212</b>	<b>73%</b>
<b>Operating cash receipts over (under) expenditures (**)</b>	<b>\$ 458,000</b>	<b>\$ 82,228</b>	<b>\$ 26,330</b>	<b>\$ 67,943</b>	<b>\$ -</b>	<b>\$ 176,501</b>	<b>39%</b>

All numbers are net sales tax

H: TLRC: Income Statement vs Budget

		First Quarter '17 Ownership	2nd Quarter '17 Ownership	3rd Quarter '17 Ownership	4th Quarter '17 Ownership	Year End 2017	Percent of Budget 2017
	Budget	Jan 1 - Mar 31, 17	Apr 1-June 30, 17	Jul 1-Sep 30, '17	Oct 1-Dec 31, '17		
<b>Operating Cash Receipts:</b>							
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	<b>\$ 905,000</b>	<b>\$ 216,278</b>	<b>\$ 144,161</b>	<b>\$ 140,644</b>	<b>\$ 161,729</b>	<b>\$ 662,812</b>	<b>73%</b>
<b>Operating Cash Expenditures:</b>							
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	<b>\$ 447,000</b>	<b>\$ 133,969</b>	<b>\$ 101,015</b>	<b>\$ 90,073</b>	<b>\$ 103,226</b>	<b>\$ 428,283</b>	<b>96%</b>
<b>Operating cash receipts over (under) expenditures (**)</b>	<b>\$ 458,000</b>	<b>\$ 82,309</b>	<b>\$ 43,146</b>	<b>\$ 50,571</b>	<b>\$ 58,503</b>	<b>\$ 234,529</b>	<b>51%</b>

All numbers are net sales tax

H: TLRC: Income Statement vs Budget

		First Quarter '16 Ownership Jan 1 - Mar 31, 16	2nd Quarter '16 Ownership Ap 1-June 30,16	3rd Quarter '16 Ownership Jul 1-Sep 30, '16	4th Quarter '16 Ownership Oct 1-Dec 31, '16	Year End 2016	Percent of Budget 2016
	Budget						
<b>Operating Cash Receipts:</b>							
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(3110,3220,3330)	\$ 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	<b>\$ 905,000</b>	<b>\$ 215,444</b>	<b>\$ 157,964</b>	<b>\$ 111,092</b>	<b>\$ 169,630</b>	<b>\$ 654,130</b>	<b>72%</b>
<b>Operating Cash Expenditures:</b>							
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	<b>\$ 447,000</b>	<b>\$ 128,399</b>	<b>\$ 100,906</b>	<b>\$ 74,694</b>	<b>\$ 118,949</b>	<b>\$ 422,948</b>	<b>95%</b>
<b>Operating cash receipts over (under) expenditures (**)</b>	<b>\$ 458,000</b>	<b>\$ 87,045</b>	<b>\$ 57,058</b>	<b>\$ 36,398</b>	<b>\$ 50,681</b>	<b>\$ 231,182</b>	<b>50%</b>

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

		First Quarter '15 Ownership Jan 1 - Mar 31, 15	2nd Quarter '15 Ownership Apr 1-June 30,15	3rd Quarter '15 Ownership Jul 1-Sep 30, '15	4th Quarter '15 Ownership Oct 1-Dec 31, '15	Year End 2015	Percent of Budget 2015
	Budget						
<b>Operating Cash Receipts:</b>							
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	<b>\$ 905,000</b>	<b>\$ 203,029</b>	<b>\$ 157,978</b>	<b>\$ 149,967</b>	<b>\$ 167,742</b>	<b>\$ 678,716</b>	<b>75%</b>
<b>Operating Cash Expenditures:</b>							
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	<b>\$ 447,000</b>	<b>\$ 128,835</b>	<b>\$ 106,418</b>	<b>\$ 77,846</b>	<b>\$ 96,803</b>	<b>\$ 409,902</b>	<b>92%</b>
<b>Operating cash receipts over (under) expenditures (**)</b>	<b>\$ 458,000</b>	<b>\$ 74,194</b>	<b>\$ 51,560</b>	<b>\$ 72,121</b>	<b>\$ 70,939</b>	<b>\$ 268,814</b>	<b>59%</b>

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

## Average Active Members

