Dan Byer
Chairman

Thomas Belland
AJ Byrne

TOWN OF MENDON
PARKS & RECREATION DEPARTMENT

20 Main Street
Mendon, Massachusetts 01756
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Meeting Date: 12/17/2019
Meeting Location: Greenhouse Woodfired Pub, 3 Cape Rd., Mendon, MA
Minutes Approved: ___1/13/2021______

Members Present: Tom Belland, Dan Byer, AJ Byrne
Members Absent:
Parks Director: Dan Byer
Others:

The meeting was called to order at 5:02pm.

Tom made a motion to approve the minutes of the following meetings:
12/26/18, 2/18/19, 3/4/19, 3/16/19, 4/30/19, 6/3/19, 8/8/19
AJ seconded an all approved

The commission discussed the repairs to the Lowell concession stand power. A tree fell and took out the power service. Dan got a price for $500 to fix it. Highway will remove the tree. Tom suggests having the new connection installed with conduit rather than a wood post.

The commission discussed the basketball court lighting project. Dan reviewed the LED lights. They are 500W, 80K lumens. We will get 8, 4 for each court to replace the existing lights. Also we will install 2 200W lights on the playground. All approved.

Dan explained the shack plumbing issues. He got a price of $5,000 to redo the drains and install the metal sink and grease trap. Tom suggested BVT but Dan said we are on a time crunch. All approved.

The commission discussed the Snack Shack roof. Dan got a 3 quotes,
$5,160 from JWS Roofing
$4,341 from Nor'Easter Roofing
$8,100 from Cook Roofing.
All agree to accept the proposal from Nor'Easter as the cheapest.

The commission discussed the beach drainage. All agree we need to put together a plan for this work.

The commission discussed the purchase of a tractor. Dan had gotten pricing around 22K. However the accountant says we cannot lease it. Dan does not recommend us purchasing it upfront as we need to ensure we have enough reserve in our account. All agree to wait to see how things look next year.

The commission discussed the Parks trailer. Dan explained it will need to be replaced soon and is in poor condition. Tom suggested we look into enclosed trailers. AJ suggests reaching out to some members of the Brothers of the Brush for advice on companies they use.

Tom shared the estimate he got from GBI for a 30x60 building up at the park. The total is $166K. **(Exhibit A).** The commission discussed. All agree this location would be ideal. Dan would like to see us reconfigure the plumbing so it does not need to be winterized. The Commission will discuss this project with Fincom to see if it can get on the list of capital projects. All agree this is a big priority for the Parks Dept.

The commission discussed the need for a storage shed for the rec program. Dan thinks a basic shed from Hope Depot for a few thousand would be suitable.

The commission reviewed the financials from the 2019 season (**Exhibit B).**

The commission discussed the maintenance crew and staffing. They reviewed the 2019 season. AJ said he heard good things from Trevor.

The commission discussed the plans for the 2020 rec program. They discussed the financials from 2019. Tom suggested charging extra for field trips. All agree to charge $55 on Wednesdays for registrations after 6/1.

AJ made a motion to approve the following policies for the Rec Program:

$225/week $45/day ($55 after 6/1 on Wed)
Change sibling discount to 10%
Non-refundable 50% deposit

Tom seconded and all approved

The commission discussed the 2020 summer beach event schedule and town beach. Dan shared the proposed concerts so far. They also discussed the beach. Dan reviewed the 2019 numbers. Dan is recommending we change the lesson program to 1 seek sessions. He is also recommending we cut back to levels 1-3 based on lack of interest in the higher levels. The price would be $35 a week. He is also suggesting we change the beach hours from 12-7 to 10-7 Mon-Sat and 12-7 on Sundays. All agree.

The commission discussed the snack shack. Dan reviewed the 2019 numbers. Overall things are fine and we should hire another 4. 2 per shift worked well but 1 18+ per shift would be ideal. We also need to ensure we have coverage through the end of the summer.

The Commission discussed the plan for 2020 hiring. Dan recommends 8-9 guards, 26 Rec, 4 maint, and 4 shack. They discussed the new seasonal admin assistant position as well. This position will support the rec program. Dan, Alan, and Jenn will form a sub-committee to interview the Rec, Shack, and Guard applicants. AJ, Tom, and Dan will interview the Maintenance applicants. The commission discussed the timeline.

The commission discussed Workbright. Dan found a program to handle the onboarding process for applicants. The current process is very labor intensive and involves having to meet with each employee to review paperwork. This system will collect everything electronically. The cost is $1,800 a year. All agree to try it out for 2020.

The commission reviewed the proposed 2021 budget. (**Exhibit C)** The main proposed changes are minimum wage increases to coincide with the state increase. Also an additional $600 in the Fuel line to cover increase gas use of the new mowers (old mower was diesel). All approved.

The meeting was adjourned at 6:450pm.

12/17/19
Exhibit A
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Tom Bellard / Mendon

30W X 60L X 12H shell only

128000.-	Base
4800.-	extra cement for 8' walls
8800.-	process gravel for under slab
6500.-	extra for 12' ceiling height.
1800.-	upcharge for 2 10'x10' garagedoors and openers
1600.-	4 windows
750.-	2 man doors
2500.-	engineering
1500.-	dumpster + ports
1600.-	permit
4300.-	crane
4000.-	lull

166150.-

Excess dirt to be left on site.

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Beach Account Totals

Week		Beach Income			Expenses - Payroll	Camp Lifeguard	TOTAL
		Admission	Passes	Lessons	Guards		
0	6/9/19	$ 0.00	$ 0.00	$ 0.00	$ 0.00	$ -	$ -
1	6/16/19	$ 57.00	$ 125.00	$ 0.000	$ 345.59	$ -	$ -163.59
2	6/23/19	$ 873.00	$ 875.00	$ 1,110.000	$ 1,425.40	$ -302.13	$ 1,734.73
3	6/30/19	$ 748.00	$ 225.00	$ 1,110.000	$ -	$ -1,761.87	$ 3,844.87
4	7/7/19	$ 683.00	$ 50.00	$ 572.500	$ 1,733.99	$ -238.01	$ -190.48
5	7/14/19	$ 888.00	$ 100.00	$ 572.500	$ 1,741.44	$ -192.23	$ 11.29
6	7/21/19	$ 576.00	$ 0.00	$ 357.500	$ 1,864.81	$ -182.74	$ -748.57
7	7/28/19	$ 535.00	$ 0.00	$ 357.500	$ 1,755.71	$ -95.72	$ -767.49
8	8/4/19	$ 328.00	$ 0.00	$ 210.000	$ 1,564.87	$ -110.95	$ -915.92
9	8/11/19	$ 386.00	$ 0.00	$ 210.000	$ 1,375.22	$ -77.61	$ -701.61
10	8/18/19	$ 466.00	$ 0.00	$ 0.000	$ 1,216.86	$ -44.28	$ -706.58
11	8/25/19	$ -	$ 0.00	$ 0.000	$ -	$ -	$ -
	AVG	$ 503.64	$ 125.00	$ 409.09	$ 1,183.99	$ -273.23	$ 126.97
	TOTAL	**$ 5,540.00**	**$ 1,375.00**	**$ 4,500.00**	**$ 13,023.89**	**$ -3,005.54**	**$ 1,396.65**
				$ 11,415.00		$ 10,018.35	**$ 1,396.65**

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Revolving Account Totals - 2019

Week		Shack				Camp				GRAND TOTAL
		Income	Expense	Payroll	Profit	Income	Expense	Payroll	Profit	
0	6/9	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	**$ -**	**$ -**
1	6/16	$ 21.50	$ 1,512.31	$ 12.00	**$ -1,502.81**	$ -	$ 112.76	$ 1,096.70	**$ -1,209.46**	**$ -2,712.27**
2	6/23	$ 2,868.48	$ 1,703.06	$ 983.77	**$ 181.65**	$ 17,552.25	$ 1,174.66	$ 8,391.53	**$ 7,986.06**	**$ 8,167.71**
3	6/30	$ 2,020.83	$ 29.30	$ 922.64	**$ 1,068.89**	$ 10,356.67	$ 1,126.14	$ 7,316.21	**$ 1,914.32**	**$ 2,983.21**
4	7/7	$ 2,756.40	$ 1,159.77	$ 1,272.59	**$ 324.05**	$ 16,075.14	$ 1,599.07	$ 8,323.08	**$ 6,152.99**	**$ 6,477.04**
5	7/14	$ 2,473.85	$ 1,896.90	$ 1,048.17	**$ -471.22**	$ 16,517.04	$ 1,787.50	$ 8,730.28	**$ 5,999.26**	**$ 5,528.05**
6	7/21	$ 2,796.68	$ 847.05	$ 918.71	**$ 1,030.92**	$ 16,270.29	$ 2,150.00	$ 8,794.71	**$ 5,325.58**	**$ 6,356.50**
7	7/28	$ 2,909.18	$ 1,279.70	$ 1,199.57	**$ 429.91**	$ 16,836.08	$ 1,033.00	$ 7,972.12	**$ 7,830.96**	**$ 8,260.87**
8	8/4	$ 2,427.72	$ 805.83	$ 1,168.14	**$ 453.75**	$ 16,206.02	$ 1,708.38	$ 8,354.97	**$ 6,142.67**	**$ 6,596.42**
9	8/11	$ 2,667.50	$ 810.83	$ 895.81	**$ 960.87**	$ 15,448.24	$ 3,110.00	$ 8,228.30	**$ 4,109.94**	**$ 5,070.81**
10	8/18	$ 2,620.54	$ -	$ 884.37	**$ 1,736.17**	$ 17,141.27	$ 1,176.00	$ 7,667.25	**$ 8,298.02**	**$ 10,034.19**
11	8/25	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	**$ -**	**$ -**
AVG		$ 2,356.27	$ 1,116.08	$ 930.58	**$ 421.22**	$ 15,822.56	$ 1,497.75	$ 7,487.52	**$ 5,255.03**	$ 5,676.25
TOTAL		**$ 23,562.68**	**$ 10,044.75**	**$ 9,305.76**	**$ 4,212.17**	**$ 142,403.00**	**$ 14,977.51**	**$ 74,875.15**	**$ 52,550.34**	**$ 56,762.51**
					$ 4,212.17	**Total Payments +/-**			**$ 52,550.34**	**$ 56,762.51**

$ 52,550.34

REVOLVING PROFIT	**$ 56,762.51**

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REC1				**$**	**6,066.68**
TOTAL	**Service**	**$ 2,195.61**	**TOTAL**	**Credit Fees**	**$ 3,871.07**
Month	**Service**	**Credit**	**Month**	**Service**	**Credit**
Jan	$ 100.00	0	July	654.23	1,439.40
Feb	$ 100.00	0	Aug	399.01	898.04
Mar	$ 100.00	245.48	Sept	100	0
April	$ 100.00	164.81	Oct	100	0
May	$ 100.00	168.59	Nov	100	1.8
June	$ 342.37	952.95	Dec		

When I Work	**$ 585.34**
June	$ 5.27
June	$ 2.57
June	$ 192.50
July	$ 192.50
Aug	$ 192.50

Profit Less Services **$ 50,110.49**

Daily Count as of :			12/17/2019 0:48		
	Mon	Tues	Wed	Thurs	Fri
W1	82	86	87	89	81
W2	66	69	74		31
W3	80	75	83	70	64
W4	74	70	85	76	65
W5	79	69	81	79	65
W6	81	83	89	75	64
W7	75	77	83	79	66
W8	58	70	83	77	63
W9	73	78	74	71	76
W10					
AVG	74.22	75.22	82.11	77.00	63.89

Rec Program 2019

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Total Registered	249
Average per Day	74.49
Max per Day	89
Average per Week	327.5
Days over 60	37
Average Age	8.51

Town	#	%
Mendon	95	38.15%
Uxbridge	54	21.69%
Hopedale	27	10.84%
Milford	18	7.23%
Blackstone	11	4.42%
Whitinsville	8	3.21%
Douglas	7	2.81%
Bellingham	6	2.41%
Northbridge	4	1.61%
Upton	3	1.20%
Millville	3	1.20%
Medway	3	1.20%
North Grafton	3	1.20%
Woonsocket	2	0.80%
Worcester	1	0.40%
Franklin	1	0.40%
Wakefield	1	0.40%
Linwood	1	0.40%
Sutton	1	0.40%

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Year	2021	2020	2019	2018	2017	2016	2015	2014	2012	2011
Income			$ 142,403.00	$ 119,022.00	$ 73,390.00	$ 54,783.23	$ 42,987.50	$17,350.00	$12,820.00	$6,900.00
Payroll			$ 74,875.15	$ 61,279.30	$ 42,489.19	$ 28,198.63	$ 14,832.77	$11,082.27	$8,226.00	$7,073.63
Expense			$ 14,567.51	$ 9,841.15	$ 7,949.09	$ 5,084.57	$ 3,468.71	$1,292.17	$523.06	$128.33
Profit			**$ 52,960.34**	**$ 48,801.55**	**$ 22,951.72**	**$ 21,500.03**	**$ 24,686.02**	**$4,975.56**	**$4,070.94**	**$ -301.96**
Camp Directors			Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan
Total Registered Kids			249	217	193	127	110	45	27	24
Camp Avg / Day			74.49	59.68	51.6	30	23	11	10	6
Max/Day			89	87	77	44	28	16	12	9
Camp Avg / Week			327.5	261.1	258	146	114	54	49	29
Average Age			8.51	8.43	8.38	8.12	8.09	7.67		

Year	2009	2008	2007	2006	2005	2004	2003	2002	2000	1999
Income	$13,620.00	$7,620.00	$40,995.00	$39,980.00						
Payroll	$10,837.75	$5,985.00	$2,493.50							
Expense	$150.48									
Profit	**$2,631.77**	**$1,635.00**								
Camp Directors	Lauren	Lindsey	Lindsey	Lauren	Anthony?	Leslie	Leslie	Leslie	McInnis	McInnis
Total Registered Kids	43	14	39	53?	81					
Camp Avg / Day	10	5	19	?	28					
Max/Day	15	7	30	?	43					
Camp Avg / Week	50	29	92	46	135					
Average Age										

Year	1998	1997
Income		
Payroll		
Expense		
Profit		
Camp Directors	McInnis	McInnis
Total Registered Kids		

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12/17/2019 1:50	Blank	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
Hours	12-7 Ux Res	12-7 Ux Res	12-7 Ux Res	12-7 Ux Res	12-7 Ux Res	12-7 Ux Res	12-7 Ux Res	12-7	12-7	12-5	12-5	12-6	12-5	12-7	12-8	?
R		2	2	2	2	2	$2.00	$2.00	$2.00	$0.00	$ 2.00	$ 2.00	$ 1.00	$ 1.00	$ 1.00	2
NR		3	3	3	3	3	$3.00	$3.00	$3.00	$0.00	$ 5.00	$ 5.00	$ 2.00	$ 2.00	$ 2.00	4
R-P		50	50	50	50	50	$50.00	$50.00	$90.00	$0.00	$ 90.00	$ 90.00	$ 45.00	$ 45.00	$ 45.00	45
NR-P		125	125	125	125	125	$100.00	$100.00	$135.00	$0.00	$ 180.00	$ 180.00	$ 90.00	$ 90.00	$ 90.00	90
Open		6/22	6/23	6/18	6/19	6/20	6/19	6/22	6/20	6/25	6/19	6/22	6/23	6/25	6/27	
Close		8/24	8/25	8/30	8/27	8/28	8/23	8/24	8/25	8/27	8/28	8/26	8/23	8/25	8/8	
Season Length		63	63	73	69	69	65	63	66	63	70	65	61	61	42	
Close Early (Before 4pm)		7	12	12	6	12	6	5	12	10	19	22	19	7	7	
% Days Open after 4pm		89.06%	78.57%	87.14%	91.43%	82.61%	90.77%	90.63%	78.79%	82.54%	69.01%	68.18%	75.00%	87.10%	57.14%	
							ALL Patrons									
Total		**3105**	**3108**	**2255**	**2430**	**1709**	**1761**	**1857**	**1809**	**3678**	**1478**	**2067**	**2727**	**3894**	**2989**	?
Weekdays		1991	2016	1426	1686	1160	1305	1253	1280	2770	1020	1538	2219	3114	2223	?
Weekends		1114	1092	829	744	549	456	604	529	908	437	529	508	780	766	?
AVG per Day		**40**	**40**	**29**	**35**	**24**	**27**	**29**	**27**	**57**	**21**	**31**	**44**	**63**	**66**	?
AVG Per Weekdays		36	37	26	33	23	28	28	27	62	20	32	49	69	72	?
AVG per Weekend		51	50	38	39	27	23	30	28	48	21	29	30	46	60	?
Max/Day		**138**	**177**	**124**	**110**	**89**	**90**	**105**	**102**	**150**	**64**	**112**	**137**	**183**	**161**	?
							Resident									
Total		**864**	**789**	**442**	**870**	**680**	**571**	**838**	**923**	**1928**	**985**	**1356**	**1364**	**1841**	**1287**	?
Weekdays		581	541	284	629	455	445	555	691	1532	684	973	1082	1426	929	?
Weekends		283	248	158	241	225	126	283	232	396	288	383	282	415	358	?
AVG per Day		**11**	**10**	**6**	**12**	**10**	**9**	**13**	**14**	**30**	**14**	**21**	**22**	**30**	**30**	?
AVG Per Weekdays		11	10	5	12	9	10	13	14	34	14	20	24	32	30	?
AVG per Weekend		13	11	7	13	11	6	14	12	21	14	21	17	24	28	?
Max/Day		**39**	**68**	**30**	**48**	**37**	**40**	**54**	**47**	**76**	**53**	**79**	**81**	**97**	**67**	?
							Uxbridge									?
Total		**300**	**306**	**127**												
Weekdays		176	226	75												
Weekends		124	80	52												
AVG per Day		**4**	**4**	**2**												
AVG Per Weekdays		3	4	1												
AVG per Weekend		6	4	2												
Max/Day		**24**	**29**	**9**												
							Non-Resident									?
Total		**1152**	**1003**	**661**	**817**	**591**	**479**	**526**	**774**	**1732**	**295**	**439**	**767**	**1003**	**1185**	?
Weekdays		633	513	367	496	350	316	347	504	1224	195	333	638	807	866	?
Weekends		519	490	294	321	241	163	179	270	508	98	106	129	196	319	?
AVG per Day		**15**	**13**	**9**	**11**	**8**	**7**	**8**	**12**	**27**	**4**	**7**	**12**	**16**	**28**	?
AVG Per Weekdays		12	9	7	11	7	7	8	11	27	4	7	14	18	28	?
AVG per Weekend		24	22	13	10	12	8	9	14	27	5	6	8	12	25	?
Max/Day		**88**	**93**	**52**	**32**	**57**	**38**	**35**	**57**	**75**	**21**	**28**	**79**	**64**	**68**	?
							Passes									?
Total		**1008**	**1068**	**1025**	**743**	**438**	**711**	**493**	**112**	**18**	**198**	**272**	**596**	**1050**	**517**	?
Weekdays		786	736	700	561	355	544	351	85	14	141	232	499	881	428	?
Weekends		222	332	325	182	83	167	142	27	4	51	40	97	169	89	?
AVG per Day		**13**	**14**	**13**	**11**	**6**	**11**	**8**	**2**	**0**	**3**	**4**	**10**	**20**	**8**	?
AVG Per Weekdays		14	13	13	11	7	12	8	2	0	3	5	11	25	14	?
AVG per Weekend		10	15	15	10	4	8	7	1	0	3	2	6	12	7	?
Max/Day		**161**	**82**	**58**	**32**	**31**	**35**	**36**	**14**	**3**	**11**	**17**	**34**	**79**	**42**	?
							Passes Sold									
R		9	28	22	19	8	17	14	1	0	4	6	16	33	29	?
Ux		6	7	10												
NR		5	8	8	5	6	8	3	0	0	1	1	6	7	2	?
Total		20	43	40	24	14	25	17	1	0	5	7	22	40	31	

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12/17/2019 1:50	Blank	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
Admissions $$																?
R		$ 1,728.00	$ 1,578.00	$ 884.00	$ 1,740.00	$ 1,360.00	$ 1,142.00	$ 1,676.00	$ 1,406.00	$ 0.00	$ 1,970.00	$ 2,712.00	$ 1,364.00	$ 1,841.00	$ 1,287.00	?
Ux		$ 600.00	$ 612.00	$ 254.00												
NR		$ 3,456.00	$ 3,009.00	$ 1,983.00	$ 2,451.00	$ 1,773.00	$ 1,437.00	$ 1,578.00	$ 1,419.00	$ 0.00	$ 1,475.00	$ 2,195.00	$ 1,534.00	$ 2,006.00	$ 2,370.00	?
Total	$ -	**$ 5,784.00**	**$ 5,199.00**	**$ 3,121.00**	**$ 4,191.00**	**$ 3,133.00**	**$ 2,579.00**	**$ 3,254.00**	**$ 2,825.00**	**$ 0.00**	**$ 3,445.00**	**$ 4,907.00**	**$ 2,898.00**	**$ 3,847.00**	**$ 3,657.00**	?
Passes																?
Income		$ 1,375.00	$ 1,775.00	$ 2,550.00	$ 1,475.00	$ 1,150.00	$1,650.00	$1,000.00	$90.00	$0.00	$540.00	$720.00	$1,260.00	$2,115.00		?
Expense		$ 1,329.00	$ 2,182.00	$ 2,334.00	$ 1,750.00	$ 1,078.00	$1,602.00	$999.00	$78.00	$0.00	$384.00	$700.00				?
Profit		$ 46.00	$ (407.00)	$ 216.00	$ (275.00)	$ 72.00	$48.00	$1.00	$12.00	$0.00	$156.00	$20.00				?
																?
Total Admission $	$ -	**$ 5,830.00**	**$ 4,792.00**	**$ 3,337.00**	**$ 3,916.00**	**$ 3,205.00**	**$ 2,627.00**	**$ 3,255.00**	**$ 2,837.00**	**$ 0.00**	**$ 3,601.00**	**$ 4,927.00**	**$ 2,898.00**	**$ 3,847.00**	**$ 3,657.00**	?
Lesson Students																
R		21	32	28	35	23	29	18	26	0	40	43	49	100		
Ux		24	21	15	14	23	23	0	0	0	0	0	0	0	0	
NR		21	26	30	13	18	18	12	11	0	43	59	41	68		
TOTAL		**66**	**79**	**73**	**62**	**64**	**70**	**30**	**37**	**0**	**83**	**102**	**90**	**168**	**0**	
Lesson Income																
Price $ (R/NR)		$65/$75	$65/$75	$65/$75	$65/$75($50L1)	$65/$75	$65/$75	$65/$75	$65/$75	0	$50($150)/$60	$50($150)/$60	$40($120)/$50	$40($120)/$50	$35($100)/$45	
R		$ 2,925.00	$ 3,445.00	$ 2,795.00	$ 3,090.00	$ 3,055.00	$ 3,380.00	$ 1,170.00	$ 1,690.00	$ -	$ 2,000.00	$ 2,150.00	$ 1,960.00	$ 4,000.00	$ -	
NR		$ 1,575.00	$ 1,950.00	$ 2,250.00	$ 960.00	$ 1,350.00	$ 1,350.00	$ 775.00	$ 825.00	$ -	$ 2,580.00	$ 3,540.00	$ 2,050.00	$ 3,400.00	$ -	
TOTAL		**$ 4,500.00**	**$ 5,395.00**	**$ 5,045.00**	**$ 4,050.00**	**$ 4,119.50**	**$4,730.00**	**$1,995.00**	**$2,515.00**	**$0.00**	**$4,580.00**	**$5,690.00**	**$4,010.00**	**$7,400.00**	**$0.00**	
Payroll		**$ 3,028.49**	**$ 2,770.00**	**$ 2,077.75**	**$ 1,463.50**	**$ 1,192.50**	**$1,557.00**	**$690.00**	**$987.75**							
sum		*$ 1,471.51*	*$ 2,625.00*	*$ 2,967.25*	*$ 2,586.50*	*$ 2,927.00*	*$ 3,173.00*	*$ 1,305.00*	*$ 1,527.25*							
Profit		**$ 1,471.51**	**$ 2,618.00**	**$ 2,967.25**	**$ 2,586.50**	**$ 2,927.00**	**$3,173.00**	**$1,305.00**	**$1,527.25**							
Labor Margin		67.30%	51.34%	41.18%	36.14%	28.95%	32.92%	34.59%	39.27%							
Profit Margin	**#DIV/0!**	**32.70%**	**48.53%**	**58.82%**	**63.86%**	**71.05%**	**67.08%**	**65.41%**	**60.73%**							
Beach P&L																
Admissions		$ 5,784.00	$ 5,199.00	$ 3,121.00	$ 4,191.00	$ 3,133.00	$ 2,579.00	$ 3,254.00	$ 2,825.00	$ 0.00	$ 3,445.00	$ 4,907.00	$ 2,898.00	$ 3,847.00	$ 3,657.00	
Passes		$ 1,375.00	$ 1,775.00	$ 2,550.00	$ 1,475.00	$ 1,150.00	$ 1,650.00	$ 1,000.00	$ 90.00	$ 0.00	$ 540.00	$ 720.00				
Lessons		$ 4,500.00	$ 5,395.00	$ 5,045.00	$ 4,050.00	$ 4,119.50	$ 4,730.00	$ 1,995.00	$ 2,515.00	$ 0.00	$ 4,580.00	$ 5,690.00	$ 4,010.00	$ 7,400.00		
Total Income	$ -	**$ 11,659.00**	**$ 12,369.00**	**$10,716.00**	**$ 9,716.00**	**$ 8,402.50**	**$ 8,959.00**	**$ 6,249.00**	**$ 5,430.00**	$ 0.00	**$ 8,565.00**	**$11,317.00**	**$ 6,908.00**	**$11,247.00**	**$ 3,657.00**	
Beach Director		$ -	$ -	$ -	$ -	$ 0.00	$ 0.00	$ 3,026.75	$ 0.00							
Payroll		$ 13,023.86	$ 14,342.57	$16,132.00	$11,914.25	$ 9,825.75	$10,156.48	$ 6,899.00	$ 9,762.51	$ 6,788.00						
Camp Lifeguard		$ 3,005.54	$ 3,217.05	$ 1,396.74												
Total Pay		**$ 10,018.32**	**$ 11,125.52**	**$14,735.26**	**$11,914.25**	**$ 9,825.75**	**$10,156.48**	**$ 9,925.75**	**$ 9,762.51**	$ 6,788.00	$ -	$ -	$ -	$ -	$ -	
Profit		**$ 1,640.68**	**$ 1,243.48**	**$ (4,019.26)**	**$ (2,198.25)**	**$ (1,423.25)**	**$ (1,197.48)**	**$ (3,676.75)**	**$ (4,332.51)**							
Food Sales (Total including Camp)																?
Total		**$ 23,532.78**	**$ 20,588.67**	**$12,152.39**	**$10,907.36**	**$ 8,297.41**	**$ 5,851.64**	**$ 6,100.19**	**$ 4,824.40**	**$ 6,968.79**	**$ 4,096.31**	**$ 6,069.23**	**$ 6,444.70**	**$10,143.94**	**$10,125.00**	?
Weekdays		$ 20,754.65	$ 18,213.20	$10,471.53	$ 9,319.54	$ 7,226.72	$ 4,918.14	$ 4,364.19	$ 4,055.09	$ 5,485.04	$ 3,712.31	$ 5,244.88	$ 5,582.95	$ 8,710.99	$ 4,737.25	?
Weekends		$ 2,215.49	$ 2,150.50	$ 1,489.64	$ 1,399.25	$ 996.25	$ 860.25	$ 1,736.00	$ 769.31	$ 1,483.75	$ 361.25	$ 824.35	$ 861.75	$ 1,432.95	$ 1,074.75	?
AVG per Day		**$ 2,139.34**	**$ 1,871.70**	**$ 1,012.70**	**$ 991.58**	**$ 474.54**	**$ 88.66**	**$ 93.85**	**$ 72.01**	**$ 108.89**	**$ 56.89**	**$ 91.96**	**$ 103.95**	**$ 163.61**	**$ 92.25**	?
AVG Per Weekdays		$ 377.36	$ 331.15	$ 190.39	$ 185.42	$ 142.73	$ 109.29	$ 96.98	$ 84.48	$ 121.89	$ 74.25	$ 109.27	$ 124.07	$ 193.58	$ 152.81	?
AVG per Weekend		$ 100.70	$ 97.75	$ 67.71	$ 73.64	$ 49.81	$ 43.01	$ 86.80	$ 38.47	$ 74.19	$ 17.20	$ 45.80	$ 50.69	$ 84.29	$ 82.67	?
Max/Day		**$ 698.75**	**$ 761.92**	**$ 511.71**	**$ 478.11**	**$ 334.50**	**$ 350.88**	**$ 536.75**	**$ 230.25**	**$ 312.25**	**$ 411.77**	**$ 349.56**	**$ 457.35**	**$ 622.15**	**$ 366.25**	
Food Sales		$ 7,232.60	$ 7,561.36	$ 5,866.27	$ 6,449.00	$ 4,604.75	$ 4,204.98	$ 4,575.19	$ 3,971.45	$ 6,272.82	$ 3,266.25	$ 5,040.00	$ 5,230.20	$ 8,322.33		
Camp Sales		$ 16,300.18	$ 13,027.31	$ 6,286.12	$ 4,458.36	$ 3,589.41	$ 1,646.66	$ 1,594.35	$ 852.95	$ 830.06	$ 695.97	$ 1,029.23	$ 1,214.50	$ 1,821.61		
Split	#DIV/0!	31%F / 69%C	37%F / 63%C	48%F / 52%C	59%F / 41%C	55%F / 43%C	72%F / 28%C	75%F / 26%C	82%F / 18%C	90%F / 12%C	80%F / 17%C	83%F / 17%C	81%F / 19%C	82%F / 18%C		
Camp Lunch																?
Total		**$ 13,985.00**	**$ 10,960.00**	**$ 5,334.00**	**$ 4,832.00**	**$ 3,820.00**	**$ 1,545.00**	**$ 1,525.00**	**$ 1,202.25**	**$ 641.00**	**$ 1,048.00**	**$ 878.75**	**$ 1,214.50**	**$ 1,821.61**	?	?
AVG per Day		$ 269.73	$ 996.36	$ 95.15	$ 95.08	$ 75.10	$ 34.65	$ 30.80	$ 29.32	$ 15.68	$ 22.79	$ 18.70	$ 26.40	$ 40.48		?
AVG per Week		$ 1,384.55	$ 195.91	$ 484.91	$ 483.20	$ 347.27	$ 171.67	$ 152.50	$ 150.28	$ 80.13	$ 116.44	$ 97.64	$ 134.94	$ 202.40	?	?
Cash Lunches		0	0	3	201	157	46									
Camp Fee Lunches		2797	2192	983	700	589	220									
Total Lunches		2797	2192	986	901	746	266	0	0	0	0	0	0	0	0	
Camp Snack																?
Total		**1100.08**	**1132.31**	**944.87**	**$ 736.36**	**$ 554.41**	**$ 292.08**	**$ 259.35**	**$ 220.70**	**$ 107.97**	**$ 154.06**	**$ 150.48**	?	?	?	?
AVG per Day		19.49	20.22	17.21	$ 14.52	$ 11.15	$ 6.58	$ 5.89	$ 5.38	$ 2.63	$ 3.35	$ 3.20	?	?	?	?
AVG per Week		100.01	102.94	87.92	$ 73.64	$ 50.40	$ 32.45	$ 28.82	$ 27.59	$ 13.50	$ 17.12	$ 16.72	?	?	?	?
Total Snacks		3051	2446	2572	1637	1241	448									

12/17/2019 1:50	Blank	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
							Employee Meals									?
Camp Emp. Meals $		$ 1,245.00	$ 935.00	$ 404.00	$ 222.00	$ 92.00	$ 49.58	$ 28.00	?	?	?	?	?	?	?	?
Camp Emp. Meals #		249	187	202	107	37	20									
50% Off Emp. Meal Disc.		-60.65	-127.28	$ (84.15)												?
							Shack P&L									?
Avg Income (per wk)		$ 2,359.27	$ 2,058.87	$ 1,104.76	$ 1,220.82	$ 829.74	$ 585.16	$ 560.87	$ 482.44	$ 774.31	$ 372.39	$ 551.75	$ 704.70	$ 1,217.10	$ 830.29	?
Avg Expense (per wk)		$ 1,116.08	$ 757.24	$ 470.29	$ 326.63	$ 276.19	$ 244.12	$ 236.27	$ 198.68	$ 274.76	$ 145.04	$ 273.10	$ 445.16	?	?	?
Avg Profit (no pay)		**$ 1,351.79**	**$ 1,301.63**	**$ 634.47**	**$ 821.60**	**$ 498.31**	**$ 292.22**	**$ 357.06**	**$ 204.29**	**$ 367.17**	**$ 250.09**	**$ 278.65**	**$ 259.54**	**?**	**?**	?
Avg Payroll (per wk)		$ 930.58	$ 587.62	$ 578.05	$ 489.67	$ 410.94	$ 239.59	$ 399.84	$ 429.98	$ 483.23	$ 347.27	$ 471.73	$ 526.31	?	?	?
Avg Profit (w/ pay)		**$ 421.22**	**$ 714.01**	**$ 3.55**	**$ 168.71**	**$ 5.18**	**$ -70.33**	**$ -82.77**	**$ -225.69**	**$ -116.05**	**$ -131.91**	**$ -193.08**	**$ -266.77**	**?**	**?**	?
Total Expense		$ 10,044.75	$ 7,572.40	$ 5,173.24	$ 3,592.98	$ 3,314.32	$ 2,929.46	$ 2,598.97	$ 2,781.53	$ 3,297.06	$ 1,719.11	$ 3,004.07	$ 5,870.01	?	?	?
Profit (no payroll)		**$ 13,519.93**	**$ 13,016.27**	**$ 6,979.15**	**$ 7,394.38**	**$ 4,983.09**	**$ 2,922.18**	**$ 3,570.57**	**$ 2,042.87**	**$ 3,671.73**	**$ 2,377.20**	**$ 3,065.16**	**$ 472.29**	**?**	**?**	?
Total Payroll		$ 9,305.79	$ 5,876.22	$ 6,936.59	$ 5,876.00	$ 4,931.25	$ 3,625.50	$ 4,398.25	$ 4,299.76	$ 4,832.25	$ 3,972.00	$ 5,189.00	$ 5,094.75	?	?	?
Profit (w/ payroll)		**$ 4,212.17**	**$ 7,140.05**	**$ 42.56**	**$ 1,518.38**	**$ 51.84**	**$ -703.32**	**$ -827.68**	**$ -2,256.89**	**$ -1,160.52**	**$ -1,594.80**	**$ -2,123.84**	**$ -4,622.46**	**?**	**?**	?
Labor Margin	#DIV/0!	39.54%	29%	57%	54%	59%	62%	72%	89%	69%	97%	85%	79%			
Profit Margin	#DIV/0!	17.90%	34.68%	0.35%	13.92%	0.62%	-12.02%	-13.57%	-46.78%	-16.65%	-38.93%	-34.99%	-71.72%			?
food costs	#DIV/0!	42.68%	36.78%	42.57%	32.70%	39.94%	50.06%	42.13%	57.66%	47.31%	41.97%	49.50%	76.64%	?	?	?
							Camp									?
Income		$ 142,403.00	$119,022.00	$ 73,390.00	$ 54,783.23	$ 42,987.50	$17,350.00	$16,795.00	$12,820.00	$6,900.00	$17,884.00	$13,620.00	$7,620.00	$40,995.00	$39,980.00	
Payroll		$ 74,875.15	$ 60,479.68	$ 42,489.19	$ 28,198.63	$ 14,832.77	$11,082.27	$9,065.75	$8,226.00	$7,073.63	$11,336.75	$10,837.75	$5,985.00	$2,493.50		
% Labor, Expense, Profit		53/10/37	51/10/39	58/11/31	51/9/39	35/8/57	64/7/29	54/9/35	64/4/32	103/2/-4	63/7/30	80/1/19	79/0/21			
Expense		$ 14,567.51	$ 12,175.15	$ 7,949.09	$ 5,084.58	$ 3,468.71	$1,292.17	$1,559.06	$523.06	$128.33	$1,241.87	$150.48				
Profit		**$ 52,960.34**	**$ 46,367.18**	**$ 22,951.72**	**$ 21,500.03**	**$ 24,686.02**	**$4,975.56**	**$5,930.19**	**$4,070.94**	**$ -301.96**	**$5,305.38**	**$2,631.77**	**$1,635.00**			
profit margin	#DIV/0!	37%	39%	31%	39%	57%	29%	35%	32%	-4%	30%	19%	21%	0%	0%	
Camp Extra?			*0*		*$ 235.00*	*$ 20.00*	*$0.00*	?	?	?	?	?	?			
Camp Directors		Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan	Danielle	Lauren	Lindsey	Lindsey	Lauren	Anthony?
Number of Staff		24	19	12	9	3	3	2	2	2						
Average Weekly Pay Hrs.		585.09	504.61	325.58	232.4	79.62	63.03	63.8								
Total Registered Kids		249	217	193	127	110	45	39	27	24	44	43	14	39	53?	81
Camp Avg / Day		74.49	60	52	30	23	11	10	10	6	10	10	5	19	?	28
Max/Day		89	87	77	44	28	16	17	12	9	14	15	7	30	?	43
Camp Avg / Week		327.5	261	258	146	114	54	49	49	29	48	50	29	92	46	135
Average Age		8.51	8.43	8.38	8.12	8.09	7.67									
T1 Financial Assistance		$ 216.00	$ 583.00													
T2 Financial Assistance		$ 2,250.00	$ 252.00													
Weekly Discount		$ 4,410.00														
Sibling Discount		$ 5,225.60														
Average Age		8.51	8.43	8.38	8.12	8.09	7.67									
							Revolving P&L									?
Shack Income	$0.00	$23,562.68	$20,588.67	$12,152.39	$10,907.36	$8,297.41	$5,851.64	$6,100.19	$4,824.40	$6,968.79	$4,096.31	$6,069.23	$6,444.70	$10,143.94	$10,125.00	?
Shack Expense	$0.00	$10,044.75	$7,572.40	$5,173.24	$3,592.98	$3,314.32	$2,929.46	$2,598.97	$2,781.53	$3,297.06	$1,719.11	$3,004.07	$5,870.01	?	?	?
Shack Payroll	$0.00	$9,305.76	$5,876.22	$6,936.59	$5,876.00	$4,931.25	$3,625.50	$4,398.25	$4,299.76	$4,832.25	$3,972.00	$5,189.00	$5,094.75	?	?	?
Shack Profit	**$0.00**	**$4,212.17**	**$7,140.05**	**$42.56**	**$1,518.38**	**$51.84**	**($703.32)**	**($827.68)**	**($2,256.89)**	**($1,160.52)**	**($1,594.80)**	**($2,123.84)**	**($4,622.46)**	**?**	**?**	**?**
Camp Income	$0.00	$142,403.00	$119,022.00	$73,390.00	$54,783.23	$42,987.50	$17,350.00	$16,795.00	$12,820.00	$6,900.00	$17,884.00	$13,620.00	$7,620.00	$40,995.00	$39,980.00	$0.00
Camp Expense	$0.00	$14,567.51	$12,175.15	$7,949.09	$5,084.58	$3,468.71	$1,292.17	$1,559.06	$523.06	$128.33	$1,241.87	$150.48	$0.00	$0.00	$0.00	$0.00
Camp Payroll	$0.00	$74,875.15	$60,479.68	$42,489.19	$28,198.63	$14,832.77	$11,082.27	$9,065.75	$8,226.00	$7,073.63	$11,336.75	$10,837.75	$5,985.00	$2,493.50	$0.00	$0.00
Camp Profit	**$0.00**	**$52,960.34**	**$46,367.18**	**$22,951.72**	**$21,500.03**	**$24,686.02**	**$4,975.56**	**$5,930.19**	**$4,070.94**	**($301.96)**	**$5,305.38**	**$2,631.77**	**$1,635.00**	**$0.00**	**$0.00**	**$0.00**
Revolving Profit	**$0.00**	**$57,172.51**	**$53,507.23**	**$22,994.28**	**$23,018.41**	**$24,737.86**	**$4,272.24**	**$5,102.51**	**$1,814.05**	**($1,462.48)**	**$3,710.58**	**$507.93**	**($2,987.46)**	**#VALUE!**	**#VALUE!**	**#VALUE!**

12/17/19 Exhibit B
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Parks FY2021 Budget Proposal

		FY2021 Budget	% Change		FY2020 Budget	FY2019 Budget	FY2018 Budget
	TOTAL	**$103,250.64**	**+$3,388.64**		**$99,862.00**	**$95,793.00**	**$94,833.00**
	%	**3.54%**			**7.87%**	**0.00%**	**0.00%**
	Wages	**$85,220.64**	8.06%		**$82,432.00**	**$78,863.00**	**$78,203.00**
	Expenses	**$17,030.00**	6.91%		**$16,430.00**	**$15,930.00**	**$15,630.00**
	Site Improv.	**$1,000.00**	0.00%		**$1,000.00**	**$1,000.00**	**$1,000.00**
630-A1	**Maint Wages**	$30,000.00	3.45%	+$1,000 for min wage increase to $12.75	$29,000.00	$27,824.00	$27,824.00
630-A2	**Parks Dir Wages**	$40,220.64	2.00%	+ 2% union contractual increase	$39,432.00	$38,539.00	$37,879.00
630-B	**Guard Wages**	$15,000.00	7.14%	+$1,000 for min wage increase to $12.75	$14,000.00	$12,500.00	$12,500.00
630-B1	**Postage**	$30.00	0.00%		$30.00	$30.00	$30.00
630-B2	**Telephone**	$1,900.00	0.00%		$1,900.00	$1,900.00	$1,600.00
X	**Improvements**	$0.00	0.00%	n/a	$0.00	$0.00	$0.00
630-B3	**Sanitary**	$1,950.00	0.00%		$1,950.00	$1,950.00	$1,950.00
630-B4	**Lights**	$4,850.00	0.00%		$4,850.00	$4,350.00	$4,350.00
630-B5	**Fuel**	$2,400.00	33.33%	+$600 for increase in gas use by new mowers	$1,800.00	$1,800.00	$1,800.00
630-B6	**Supplies**	$600.00	0.00%		$600.00	$600.00	$600.00
630-B7	**Equip. Maint**	$1,700.00	0.00%		$1,700.00	$1,700.00	$1,700.00
630-B8	**Field Maint.**	$1,700.00	0.00%		$1,700.00	$1,700.00	$1,700.00
630-B9	**Build Maint.**	$1,000.00	0.00%		$1,000.00	$1,000.00	$1,000.00
630-B10	**Travel Training**	$300.00	0.00%		$300.00	$300.00	$300.00
630-B11	**Rec. Acct**	$600.00	0.00%		$600.00	$600.00	$600.00
630-C	**Site Imp.**	$1,000.00	0.00%		$1,000.00	$1,000.00	$1,000.00

12/17/19 Exhibit C
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