



TOWN OF MENDON
PARKS & RECREATION DEPARTMENT

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Meeting Date: 10/8/2020
Meeting Location: Remote Zoom Meeting
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 7:03pm with Dan and AJ in attendance. The meeting was held by Zoom conference due to the COVID-19 State of Emergency and pursuant to the revisions to the Open Meeting Laws. All votes will be taken by roll call.

The meeting was called to order at 7:03pm.

Dan updated the commission on the summer programs. Things went about as well as could be expected. We ended the year with a loss due to lowered enrollment and additional costs. The revolving account balance started at \$54K and ended at \$11K. Dan shared the financial numbers from the season.
(Exhibit A)

Dan updated the commissioners on the summer. Overall the plan for 2021 should be to proceed as if things are back to normal next summer. If not we will need to make some changes, probably mostly with regards to pricing and reduced beach hours. We cannot sustain losses again next year so we'll have to adjust. The final balance in the revolving account is around \$11K (started at \$54K).

We are waiting on CARES act reimbursements for COVID related purchase. \$4k for expenses, \$7k in staffing, and an additional \$2.5k for touchless faucets in the bathrooms.

In terms of capital projects the basketball courts are the number 1 priority. Dan would like to work on the cameras next. All other items will need to wait.

Due to COVID we can no longer afford the \$5k for the baseball batting cage. Dan had reached out to baseball about CPA funds instead. Baseball would like to do a \$50K project a redo both the Pezzella and Grant cages. The commission discussed and don't feel this is a good use of CPA funds at this time. Tom says we should wait for bigger projects to request CPA funds. There are several other large projects including lights, the beach drainage, and a 2nd basketball court that should probably take priority. There is concern the batting cages are limited to baseball use vs overall benefits to the facility. We need to evaluate the projects that best serve the community. All agree this is not a good time for this project.

The commission discussed the beach project. We are waiting on a proposal from the engineer. Dan also put a placeholder on the warrant for CPA funds. All agree this is a priority before we open in June 2021.

The commission discussed the beach. Overall things went ok. We lost \$7,600. There were a lot of non-residents on weekends. Until the travel orders started we were pretty busy with larger state beaches closed. We saw some of the highest numbers ever on the weekends. The earlier hours worked well. We need to do more events. We split the beach in ½ to accommodate the rec program COVID restrictions and that worked well.

The commission discussed the lesson program. Dan said he is not in favor of continuing the lesson program. We should look into contracting this out if we want to continue it. All agree. It is not cost effective anymore. We are better off opening the beach earlier.

The commission discussed the rec program. The losses were around \$8k. With the CARES act assistance we will break even. There were about 30 kids per day and we had ¼ the number of normal registrations. On the bright side COVID forced us to take a look at everything and we came up with some new ideas for next year. We had a much more rigid schedule and ended up dividing by age more. The tentative plans for 2021 are 3 groups of 30 with 3 staff each, 1 full day and 2 ½ day plus 2 management level people per day. Pricing will need to increase and we need to take a look at our discounts.

We lost some staff due to COVID but did ok. Alan would like us to consider group interviews next year. The office manager position is up in the air. Without field trips there was not as much for them to do. The rec manager position was awesome and worked really well. Jon Hilton was a really good fit. Overall lots of good plans for next year's staffing.

Overall , lots of new ideas, drive by drop off/pick up, pre-payments, electronic documents, keeping same staff with groups, grouping by age, separate swim times.

The commission discussed the Snack Shack. Thinks went fine. We need to get a price to fix the floor. Will want 2 staff per shift if it's back to normal next summer.

The commission discussed the maintenance program. Dan suggested we solicit bids for all the properties to outsource. Then we can pick and choose. Ideally we could keep the park, Morrison dr/senior/highway complex, town hall/center of town, and library and do 1 each on 5 days. The equipment would be stored on each site and the crew would not use the parks truck and trailer anymore. We are having difficulties finding staff and it is becoming a liability. Also the equipment is aging and transporting around on the trailer is wearing things out. By having staff go to their work sites, rather than drive the parks truck, we can hire 16+ instead of 18+. All agree this is worth a shot to see. The first step is to see what the price is to outsource. Dan will work on a RFP for the next meeting. All agree we should get this out by December. This would also eliminate some of the needs for storage of equipment.

The commission discussed a proposed Eagle Scout project. Ed Shea is interested in cleaning up the boat ramp along the lake and installing a granite block at the bottom to stop the gravel from washing out. Dan found info on a kayak rental program in Harvard. Someone had reached out to suggest we install kayak racks. There may be another scout interested in this part of the project. All agree we are in favor of the project to clean the boat ramp.

The commission discussed the basketball light project. Tom says BVT can finish in the spring. Dan has the lights we need to order. All agree we should finish this in time for the summer bball season.

The commission discussed the court lights. Dan has gotten a few requests to turn the lights back on. All are concerned about COVID and people congregating at the courts. The state regs allow individual use but league use is prohibited. All agree that the lights should remain off for the fall/winter due to COVID and we can re-evaluate in the spring.

Dan informed the commission the 10 year contract with Whitinsville Christian Schools is up after the 2021 season. All agree we should discuss with Baseball and consider a new and better agreement if this moves forward.

The commission discussed field use in general. All agree to stick to the plan of requiring a COVID plan and following the state COVID regulations.

Tom asked about the town budget. Dan thinks it will be pretty flat with minimal funds available for increases.

The meeting was adjourned at 7:56pm.

10/6/2020 5:35	Blank	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
Hours	12-7 Ux Res	12-7	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	\$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	\$3.00	\$3.00	\$3.00	\$0.00	\$ 5.00	\$ 5.00	\$ 2.00	\$ 2.00	\$ 2.00	4
R-P		40	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	125	\$100.00	\$100.00	\$135.00	\$0.00	\$ 180.00	\$ 180.00	\$ 90.00	\$ 90.00	\$ 90.00	90
Open		6/28	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		8/29	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		62	63	63	73	69	69	65	63	66	63	70	65	61	61	42	
Close Early (Before 4pm)		13	7	12	12	6	12	6	5	12	10	19	22	19	7	7	
% Days Open after 4pm		79.37%	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		2194	3105	3108	2255	2430	1709	1761	1857	1809	3678	1478	2067	2727	3894	2989	?
Weekdays		1307	1991	2016	1426	1686	1160	1305	1253	1280	2770	1020	1538	2219	3114	2223	?
Weekends		887	1114	1092	829	744	549	456	604	529	908	437	529	508	780	766	?
AVG per Day		28	40	40	29	35	24	27	29	27	57	21	31	44	63	66	?
AVG Per Weekdays		24	36	37	26	33	23	28	28	27	62	20	32	49	69	72	?
AVG per Weekend		40	51	50	38	39	27	23	30	28	48	21	29	30	46	60	?
Max/Day		111	138	177	124	110	89	90	105	102	150	64	112	137	183	161	?
Resident																	
Total		526	864	789	442	870	680	571	838	923	1928	985	1356	1364	1841	1287	?
Weekdays		340	581	541	284	629	455	445	555	691	1532	684	973	1082	1426	929	?
Weekends		186	283	248	158	241	225	126	283	232	396	288	383	282	415	358	?
AVG per Day		7	11	10	6	12	10	9	13	14	30	14	21	22	30	30	?
AVG Per Weekdays		6	11	10	5	12	9	10	13	14	34	14	20	24	32	30	?
AVG per Weekend		8	13	11	7	13	11	6	14	12	21	14	21	17	24	28	?
Max/Day		26	39	68	30	48	37	40	54	47	76	53	79	81	97	67	?
Uxbridge																	
Total		0	300	306	127												?
Weekdays		0	176	226	75												
Weekends		0	124	80	52												
AVG per Day		0	4	4	2												
AVG Per Weekdays		0	3	4	1												
AVG per Weekend		0	6	4	2												
Max/Day		0	24	29	9												
Non-Resident																	
Total		1456	1152	1003	661	817	591	479	526	774	1732	295	439	767	1003	1185	?
Weekdays		848	633	513	367	496	350	316	347	504	1224	195	333	638	807	866	?
Weekends		608	519	490	294	321	241	163	179	270	508	98	106	129	196	319	?
AVG per Day		19	15	13	9	11	8	7	8	12	27	4	7	12	16	28	?
AVG Per Weekdays		15	12	9	7	11	7	7	8	11	27	4	7	14	18	28	?
AVG per Weekend		28	24	22	13	10	12	8	9	14	27	5	6	8	12	25	?
Max/Day		78	88	93	52	32	57	38	35	57	75	21	28	79	64	68	?
Passes																	
Total		212	1008	1068	1025	743	438	711	493	112	18	198	272	596	1050	517	?
Weekdays		119	786	736	700	561	355	544	351	85	14	141	232	499	881	428	?
Weekends		93	222	332	325	182	83	167	142	27	4	51	40	97	169	89	?
AVG per Day		3	13	14	13	11	6	11	8	2	0	3	4	10	20	8	?
AVG Per Weekdays		2	14	13	13	11	7	12	8	2	0	3	5	11	25	14	?
AVG per Weekend		4	10	15	15	10	4	8	7	1	0	3	2	6	12	7	?
Max/Day		18	161	82	58	32	31	35	36	14	3	11	17	34	79	42	?
Passes Sold																	
R		12	9	28	22	19	8	17	14	1	0	4	6	16	33	29	?
Ux		0	6	7	10												
NR		1	5	8	8	5	6	8	3	0	0	1	1	6	7	2	?
Total		13	20	43	40	24	14	25	17	1	0	5	7	22	40	31	

10/6/2020 5:35	Blank	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Admissions \$\$																
R		\$ 1,052.00	\$ 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		\$ 4,407.00	\$ 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	\$ -	\$ 5,459.00	\$ 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		\$ 600.00	\$ 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		\$ 216.00	\$ 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		\$ 384.00	\$ 46.00	\$ (407.00)	\$ 216.00	\$ (275.00)	\$ 72.00	\$48.00	\$1.00	\$12.00	\$0.00	\$156.00	\$20.00			
Total Admission \$	\$ -	\$ 5,843.00	\$ 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		0	21	32	28	35	23	29	18	26	0	40	43	49	100	
Ux		0	24	21	15	14	23	23	0	0	0	0	0	0	0	0
NR		0	21	26	30	13	18	18	12	11	0	43	59	41	68	
TOTAL		0	66	79	73	62	64	70	30	37	0	83	102	90	168	0
Lesson Income																
Price \$ (R/NR)		cancelled	\$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		\$ 5,459.00	\$ 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		\$ 600.00	\$ 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	\$ -	\$ 6,059.00	\$ 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		\$ 13,753.36	\$ 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		\$ 13,753.36	\$ 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		\$ (7,694.36)	\$ 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		\$ 11,206.27	\$ 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		\$ 9,628.68	\$ 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		\$ 1,386.75	\$ 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		\$ 1,120.63	\$ 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		\$ 175.07	\$ 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		\$ 63.03	\$ 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		\$ 369.58	\$ 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		\$ 3,901.00	\$ 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		\$ 7,305.27	\$ 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!	35%F / 65%C	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		\$ 5,950.00	\$ 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		\$ 120.00	\$ 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		\$ 605.91	\$ 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	?
Avg Weekly Camp Lunches		132.22	310.78	243.56	98.6	90.6	75.8	34.33	30.11	26.72	20.03	18.78	24.41	37.95	50.6	
Avg Weekly Emp Lunches		15.89	27.67	20.78	20.2	11.1	4.18	2.75	1.56	0	0	0	0	0	0	
Average T Weekly Lunches		148.11	338.44	264.33	118.8	171.7	79.98	37.09	31.67	26.72	20.03	18.78	24.41	37.95	50.6	
Total Camp Lunches		1190	2797	2192	987	901	746	309	305	240	160	262	220	304	456	
Total Employee Lunches		143	249	187	206	107	37	20	14	0	0	0	0	0	0	
Total Lunches		1333	3046	2379	1193	1008	783	329	319	240	160	262	220	304	456	
Camp Snack																
Total		640.27	\$ 1,100.08	\$ 1,132.31	\$ 944.87	\$ 736.36	\$ 554.41	\$ 292.08	\$ 259.35	\$ 220.70	\$ 107.97	\$ 154.06	\$ 150.48	?	?	?
AVG per Day		11.59	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		58.21	100.01	102.94	87.92	\$ 73.64	\$ 50.40	\$ 32.45	\$ 28.82	\$ 27.59	\$ 13.50	\$ 17.12	\$ 16.72	?	?	?
Total Snacks		1288	3051	2446	2572	1637	1241	448								

Employee Meals																	
Camp Emp. Meals \$		\$ 715.00	\$ 1,245.00	\$ 935.00	\$ 404.00	\$ 222.00	\$ 92.00	\$ 49.58	\$ 28.00	?	?	?	?	?	?	?	?
Camp Emp. Meals #		173	249	187	202	107	37	20									
50% Off Emp. Meal Disc.		\$ (13.00)	\$ (60.65)	\$ (127.28)	\$ (84.15)												
Shack P&L																	
Avg Income (per wk)		\$ 1,245.14	\$ 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)		\$ 519.94	\$ 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)		\$ 600.69	\$ 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)		\$ 733.16	\$ 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)		\$ (59.16)	\$ 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		\$ 5,199.37	\$ 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)		\$ 6,006.90	\$ 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		\$ 6,598.46	\$ 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)		\$ (591.56)	\$ 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!	58.88%	39.54%	29%	57%	54%	59%	62%	72%	89%	69%	97%	85%	79%			
Profit Margin	#DIV/0!	-5%	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!	46%	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		\$ 56,338.00	\$ 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	
Payroll		\$ 63,467.85	\$ 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		113/1/-14	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		\$ 663.84	\$ 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		\$ (7,793.69)	\$ 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!	-14%	37%	39%	31%	39%	57%	29%	35%	32%	-4%	30%	19%	21%	0%	0%	
Camp Extra?		0	0	0		\$ 235.00	\$ 20.00	\$ 0.00	?	?	?	?	?	?			
Camp Directors		Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan	Alan	Danielle	Lauren	Lindsey	Lindsey	Lauren	Anthony?
Number of Staff		22	24	19	12	9	3	3	2	2	2						
Average Weekly Pay Hrs.		487.6	585.09	504.61	325.58	232.4	79.62	63.03	63.8								
Total Registered Kids		77	249	217	193	127	110	45	39	27	24	44	43	14	39	53?	81
Camp Avg / Day		29.9	74.49	60	52	30	23	11	10	10	6	10	10	5	19	?	28
Max/Day		39	89	87	77	44	28	16	17	12	9	14	15	7	30	?	43
Camp Avg / Week		119.6	327.5	261	258	146	114	54	49	49	29	48	50	29	92	46	135
Average Age		8.56	8.51	8.43	8.38	8.12	8.09	7.67									
T1 Financial Assistance		\$ -	\$ 216.00	\$ 583.00													
T2 Financial Assistance		\$ 2,628.00	\$ 2,250.00	\$ 252.00													
Weekly Discount		\$ 3,170.00	\$ 4,410.00														
Sibling Discount		\$ 1,309.47	\$ 5,225.60														
Cancellation Penalties/Deposit		\$ 193.25	\$ 18.31														
Average Age		8.56	8.51	8.43	8.38	8.12	8.09	7.67									
Revolving P&L																	
Shack Income	\$0.00	\$11,206.27	\$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	\$5,199.37	\$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	\$6,598.46	\$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	\$ (591.56)	\$ 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	\$56,338.00	\$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	\$663.84	\$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	\$63,467.85	\$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	\$ (7,793.69)	\$ 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	\$ (8,385.25)	\$ 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!

This is incomplete, actual total is probably several thousand. I need to reclassify all the no-shows in Rec1 to update this. Will do eventually but it's a manual process. I think next year I'll do it weekly now that we know how it works.

Beach Account Totals

Week		Beach Income			Expenses - Payroll	Camp Lifeguard	TOTAL
		Admission	Passes	Lessons	Guards		
0	6/21/20	\$ -	\$ 0.00	\$ 0.00	\$ 0.00	\$ -	\$ -
1	6/28/20	\$ 228.00	\$ 0.00	\$ 0.000	\$ 847.34	\$ -	\$ -619.34
2	7/5/20	\$ 507.00	\$ 350.00	\$ 0.000	\$ 1,710.12	\$ -	\$ -853.12
3	7/12/20	\$ 624.00	\$ 150.00	\$ 0.000	\$ 1,560.23	\$ -	\$ -786.23
4	7/19/20	\$ 1,011.00	\$ 50.00	\$ 0.000	\$ 1,778.42	\$ -	\$ -717.42
5	7/26/20	\$ 1,126.00	\$ 50.00	\$ 0.000	\$ 1,849.50	\$ -	\$ -673.50
6	8/2/20	\$ 570.00	\$ 0.00	\$ 0.000	\$ 1,574.87	\$ -	\$ -1,004.87
7	8/9/20	\$ 748.00	\$ 0.00	\$ 0.000	\$ 1,681.27	\$ -	\$ -933.27
8	8/16/20	\$ 343.00	\$ 0.00	\$ 0.000	\$ 1,624.61	\$ -	\$ -1,281.61
9	8/23/20	\$ 302.00	\$ 0.00	\$ 0.000	\$ 1,127.00	\$ -	\$ -825.00
10	8/30/20	\$ 0.00	\$ 0.00	\$ 0.000	\$ -	\$ -	\$ -
11	9/6/20	\$ -	\$ 0.00	\$ 0.000	\$ -	\$ -	\$ -
	AVG	\$ 496.27	\$ 54.55	\$ 0.00	\$ 1,250.31	\$ -	\$ -699.49
	TOTAL	\$ 5,459.00	\$ 600.00	\$ -	\$ 13,753.36	\$ -	\$ -7,694.36
				\$ 6,059.00		\$ 13,753.36	\$ -7,694.36

Current as of:

10/7/20 1:04 AM

Revolving Account Totals - 2020										
Week		Shack				Camp				GRAND TOTAL
		Income	Expense	Payroll	Profit	Income	Expense	Payroll	Profit	
0	6/14	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
1	6/21	\$ -	\$ 1,318.02	\$ -	\$ -1,318.02	\$ -	\$ 6.48	\$ 1,280.92	\$ -1,287.40	\$ -2,605.42
2	6/28	\$ 535.62	\$ 443.37	\$ 626.60	\$ -534.35	\$ 4,090.00	\$ 87.26	\$ 7,731.26	\$ -3,728.52	\$ -4,262.87
3	7/5	\$ 1,145.95	\$ 318.27	\$ 835.83	\$ -8.14	\$ 6,550.25	\$ 57.05	\$ 8,015.61	\$ -1,522.41	\$ -1,530.56
4	7/12	\$ 1,301.27	\$ 483.44	\$ 714.21	\$ 103.62	\$ 7,269.25	\$ 45.10	\$ 7,813.25	\$ -589.10	\$ -485.48
5	7/19	\$ 1,628.92	\$ 799.31	\$ 765.25	\$ 64.36	\$ 6,555.00	\$ 52.24	\$ 6,364.50	\$ 138.26	\$ 202.62
6	7/26	\$ 1,611.70	\$ 337.34	\$ 932.58	\$ 341.78	\$ 6,113.00	\$ 340.36	\$ 6,402.98	\$ -630.34	\$ -288.56
7	8/2	\$ 1,074.56	\$ 664.39	\$ 733.62	\$ -323.45	\$ 5,584.75	\$ 46.36	\$ 6,157.66	\$ -619.27	\$ -942.72
8	8/9	\$ 1,587.46	\$ 557.95	\$ 753.38	\$ 276.13	\$ 7,149.50	\$ -	\$ 6,522.74	\$ 626.76	\$ 902.89
9	8/16	\$ 1,197.50	\$ 224.64	\$ 797.31	\$ 175.55	\$ 6,356.50	\$ -	\$ 6,603.12	\$ -246.62	\$ -71.07
10	8/23	\$ 1,123.29	\$ 52.64	\$ 439.69	\$ 630.96	\$ 6,669.75	\$ 28.99	\$ 6,575.81	\$ 64.95	\$ 695.91
11	8/30	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
AVG		\$ 1,245.14	\$ 519.94	\$ 733.16	\$ -59.16	\$ 6,259.78	\$ 82.98	\$ 6,346.79	\$ -779.37	\$ -838.53
TOTAL		\$ 11,206.27	\$ 5,199.37	\$ 6,598.46	\$ -591.56	\$ 56,338.00	\$ 663.84	\$ 63,467.85	\$ -7,793.69	\$ -8,385.25
					\$ -591.56	Total Payments +/-			\$ -7,793.69	\$ -8,385.25

\$ -7,793.69

REVOLVING PROFIT	\$ -8,385.25
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Current as of:	10/7/20 1:04 AM
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REC1			\$ 3,822.22		
TOTAL	Service	\$ 1,507.46	TOTAL	Credit Fees	\$ 2,314.76
Month	Service	Credit	Month	Service	Credit
Jan	\$ 100.00	\$ -	July	218.33	493.22
Feb	\$ 185.30	\$ 562.74	Aug	169.97	445.04
Mar	\$ 102.59	\$ 311.78	Sept	100	
April	\$ 131.27	\$ 43.20	Oct	100	
May	\$ 100.00	\$ 141.30	Nov	100	
June	\$ 100.00	\$ 317.48	Dec	100	

When I Work	\$ 577.50
June	\$ 192.50
July	\$ 192.50
Aug	\$ 192.50

Profit Less Services \$ (12,784.97)

Workbright \$ 1,448.00

Year	Rec1	Credit	Total	When I Work
2017	\$ 1,698.29	\$ 2,304.85	\$ 4,003.14	\$ -
2018	\$ 2,151.75	\$ 2,971.87	\$ 5,123.62	\$ 303.99
2019	\$ 2,295.61	\$ 3,871.07	\$ 6,166.68	\$ 585.34
2020	\$ 1,507.46	\$ 2,314.76	\$ 3,822.22	\$ 577.50