



ARTICLE 45: Beede Swim & Fitness Expenditures

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To determine whether the Town will vote to appropriate the amount required for the total expenses of the Community Pool Enterprise Fund for the fiscal year ending June 30, 2020 for the operation of the Community Pool, in accordance with Massachusetts General Laws, c. 44, § 53F½, said funds to be expended under the direction of the Town Manager, or take any other action relative thereto.



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The 2018 Annual Town Meeting appropriated a fiscal year 2019 Beede Center operating budget of \$2,379,905 (\$2,122,500 from estimated revenues, \$245,405 from the undesignated Fund Balance) and a capital budget of \$567,500 (funded from the undesignated fund balance). The FY20 budget will be submitted by the Town Manager and reviewed at a public hearing on March 11, 2019.



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CONCORD RECREATION

Mission Statement

Supporting and promoting community, wellness, and play.

Core Values: Dedicated • Innovative • Inclusive • Fun



ARTICLE 45: Beede Swim & Fitness Expenditures

Department Highlights

Facility enhancements in summer of 2018 including;

- Expansion & new floor in the Weight Room
- Addition of Fitness Room in lower lobby
- Reconfiguration of office space

Staffing enhancements in past year

- Hiring of new General Manager & Program Manager
- Transition of Swim & Fitness Specialist (Personal Trainer) to Head Lifeguard



Department Highlights

Program highlights

- 142 participants on Otters Swim team
- Change of rules to be more accommodating to families
- Family Swim Day – Open to public
- Kid's night out event
- Special pricing packages available for college students home for break
- Hosted St. Patrick's Day 5k run, Egg Hunt, & Trunk Treat events for the community.



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Budget Goals

- Increase salaries for minimum wage positions
- Continue with budget categories to better understand spending
- Program staffing expenses to be driven by revenue opportunities
 - Examples of which are Personal Training & Swim Lessons
- Continue with facility maintenance
 - 2nd Floor Rooftop HVAC units & Hot water heater replacements
- Continue with facility enhancements
 - New cardio equipment scheduled for FY 20



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Budget History

Net Income	Budgeted	Actual
FY16	\$(266,762)	\$(1,995)
FY17	\$(295,058)	\$(241,876)
FY18	\$(138,838)	\$69,989
FY19	\$(245,405)	\$2,281
FY20	\$398	-



ARTICLE 45: Beede Swim & Fitness
Expenditures

Fund Balance

Actual Fund Balance
at End of FY18
\$2,503,541



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Fiscal Year 2020 Proposal

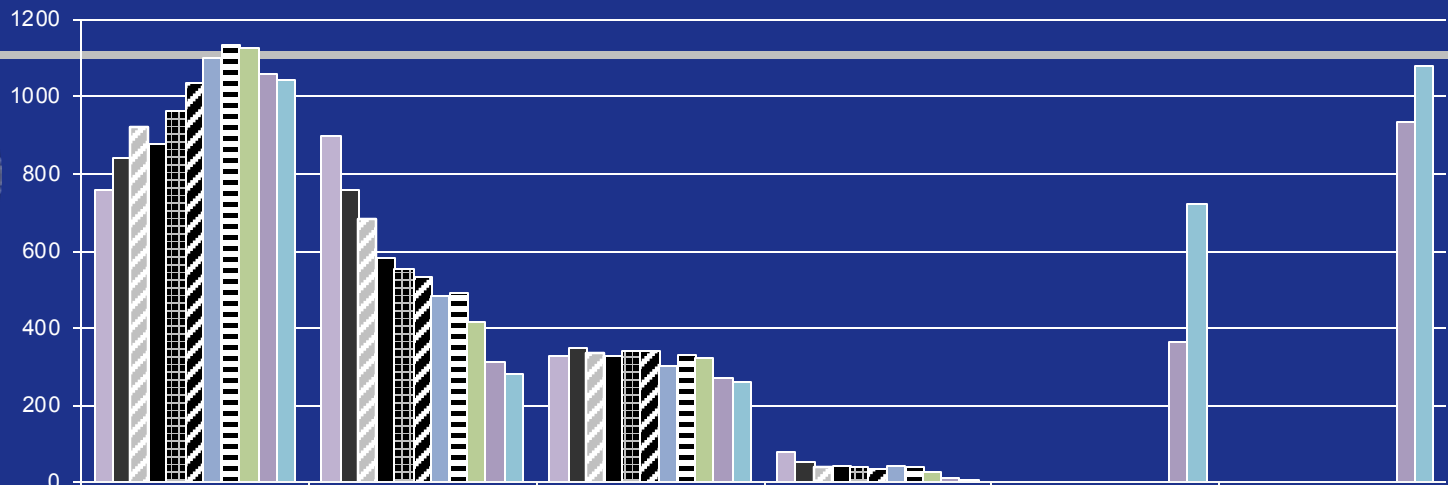
Operating Revenues -	\$2,353,000
Less Operating Expenses -	\$2,092,993
Less Depreciation Expense -	<u>\$ 378,601</u>
Operating Income -	\$ (118,594)
Plus Income Investment -	<u>\$ 118,992</u>
Net Income	\$ 398



ARTICLE 45: Beede Swim & Fitness
Expenditures

Operating Revenues by Category

	FY17	FY18	FY19	FY20
Initiation	\$28,661	\$8,445	\$12,500	\$5,000
Membership	\$1,508,529	\$1,511,804	\$1,360,000	\$1,502,000
Group Ex	-	\$119,835	\$136,000	\$136,000
Rentals	\$23,734	\$28,207	\$30,000	\$30,000
Misc. Rev	\$124,378	\$147,867	\$115,000	\$170,000
Swim Program	\$378,136	\$344,165	\$365,000	\$380,000
Training	\$163,926	\$127,663	\$114,000	\$130,000



	Individual	Family	Couple	Student	3 Month	10 Visit
■ 2008	760	899	328	77	0	0
□ 2009	842	760	348	53	0	0
■ 2010	922	685	337	40	0	0
□ 2011	877	580	330	41	0	0
▤ 2012	966	554	342	43	0	0
▥ 2013	1035	531	343	36	0	0
▦ 2014	1103	485	304	43	0	0
▧ 2015	1133	494	333	38	0	0
▨ 2016	1127	415	323	27	0	0
▩ 2017	1058	313	269	12	364	935
▪ 2018	1045	280	260	8	720	1082



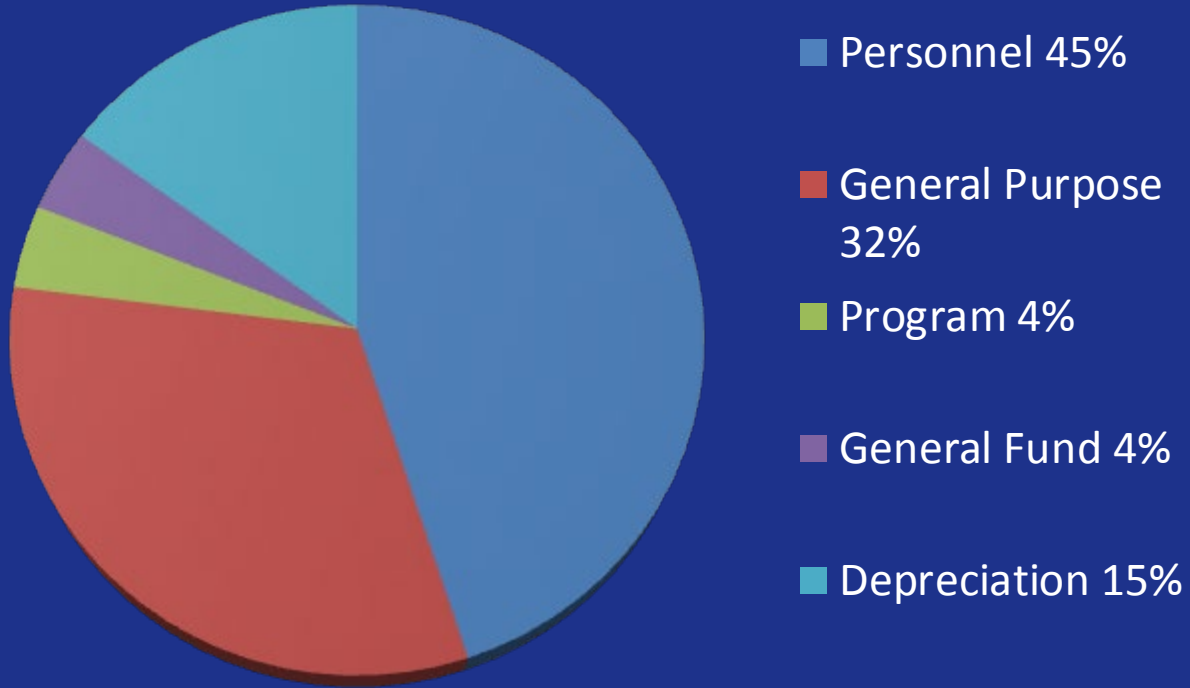
ARTICLE 45: Beede Swim & Fitness
Expenditures

Operating Expenses by Category

	FY17	FY18	FY19	FY20
Admin	\$2,605,458	\$2,197,084	\$1,645,278	\$1,803,800
Group Ex	-	\$70,018	\$60,755	\$74,896
Aquatic Mgmt.	-	-	\$143,810	\$222,066
Aquatic Prog.			\$109,951	\$113,000
Fitness Mgmt.			\$145,460	\$124,238
Training			<u>\$99,945</u>	<u>\$133,594</u>
TOTAL	\$2,605,458	\$2,267,102	\$2,205,199	\$2,471,594



Expenses





Major Expense

- Personnel Services - \$1,097,906
 - Full-time Administrative - \$292,321
 - Programs Full-time - \$170,859
 - Programs Limited Status & Part-time - \$499,000
 - Benefits - \$99,518
- Depreciation - \$378,601
- General Fund - \$98,350
 - Town Manager - \$9,991
 - Human Resources - \$29,081
 - Facilities - \$16,702
 - Finance Administration - \$11,513
 - Treasury - \$19,737
 - Accounting - \$11,326



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Coming Year

- Enhancements to equipment in the cardio room
- Addition and improvements to the swim lesson program
- Change in the management of Personal Trainer's hours
- Member focused events & programs
- Birthday parties



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CONCORD RECREATION

Recreation programs & Recreation Revolving accounts

- Basketball
- Before/After School
- Carousel
- Special Events
- Summer Camp
- Visitor Center
- White Pond



CONCORD RECREATION

Past year accomplishments

- New Programs & Events
 - Princess & Super Hero breakfast with Trails End
 - Summer concerts in West Concord
 - Trekkers – Teen trip & adventure Camp



CONCORD RECREATION

Past year accomplishments

- Facility & Department enhancements
 - Glass backboards at Emerson Playground
 - New shed at Emerson Pool
 - Department vehicle – F250 -Hybrid
- Financial Assistance
 - Provided over \$160,000 in Financial assistance for Recreation programs



CONCORD RECREATION

Fund Balance: \$1,117,159 (As of 6/30/18)

Fund Balance Analysis: At its current level, the Recreation Fund Balance covers 54% of FY19's operating expenses. It is important for the Recreation Department to maintain strong reserves due to the unpredictability and variability in revenues, funds that are dependent on participation fees. The annual operating goal of the Recreation Revolving Fund, as a self-sustaining entity, is to operate with a positive annual balance and keep programs affordable.



Budget Goals

- To not increase existing Fund Balance
- Keep user fee's static or minimal increase
- Incorporate minimum wage increase in staffing expenses
- Establish White Pond
 - Establish new budget codes (tracked independent)
 - \$20,000 assistance from General Fund
- Expansion of Visitors Center programs & management
 - Funding of Visitor Center/Tourism Manager - \$60,000 to GF



FY Financial Comparison

FY	Revenues	Expenses	Net Income
2017	\$1,986,379	\$1,833,707	\$152,672
2018	\$1,954,350	\$1,861,966	\$92,384
2019 (budget)	\$1,962,423	\$2,068,596	\$(106,173)
2020 (budget)	\$2,111,000	\$2,227,855	\$(116,855)



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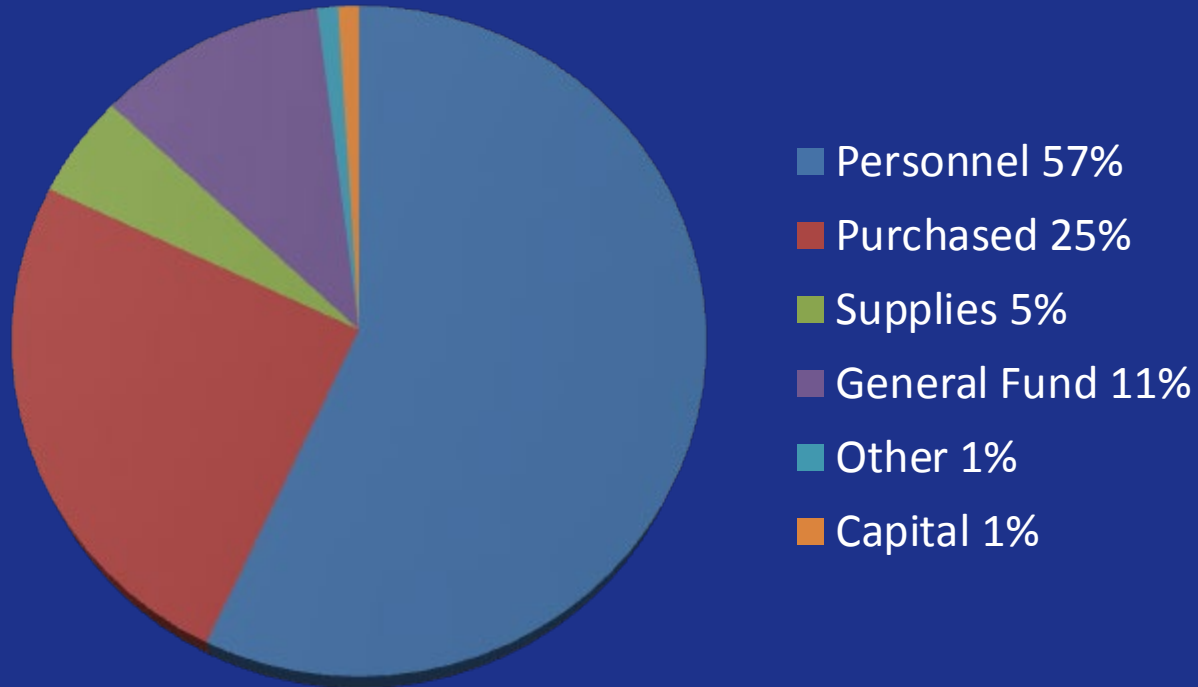
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Category	Revenue	Expense	Net
Admin		\$1,285,105	\$(1,285,105)
Rec Programs	\$310,000	\$233,900	\$76,100
White Pond	\$ 80,000	\$ 93,700	\$ (13,700)
Summer	\$415,000	\$337,450	\$77,500
School Year	\$1,115,000	\$337,600	\$777,400
Sports	\$ 85,000	\$ 52,400	\$ 32,600
Special Events	\$ 45,000	\$ 61,900	\$ (16,900)
Rentals	\$ 36,000	-	\$ 36,000
Visitor Center	\$ 25,000	\$ 15,300	\$ 9,700



Expenses





Major Expense

- Personnel Services
 - Full-time Administrative - \$525,696
 - Limited Status & Part-time - \$610,500
 - Benefits - \$119,026
- General Fund
 - Hunt Gym - \$17,829
 - Town Manager - \$28,808
 - Human Resources - \$22,309
 - 55 Church Street - \$45,666
 - Visitors Center - \$79,500
 - Parks & Playground - \$29,922
 - Parks & Trees - \$15,000



Coming Year

- Registration software upgrade
- White Pond programming
- Visitors Center expansive role in Community
- Static pricing
- Additional community events
 - Bike Fest
 - Cinco De Mayo race