



ARTICLE: Beede Swim & Fitness
Expenditures

CONCORD RECREATION

Mission Statement

Supporting and promoting community, wellness, and play.

Core Values: Dedicated • Innovative • Inclusive • Fun



ARTICLE: Beede Swim & Fitness
Expenditures

Department Highlights

Facility enhancements in 2019

- Beede Center new floor in the Cardio Room
- Beede Center new treadmills
- Beede Center installation of replacement Roof Top HVAC units
- Emerson Playground install of two new glass basketball backboards
- White Pond start up with new restroom trailer and Guard House
- Emerson Pool install of new Water filtration unit & handicap lift



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Department Highlights

Program highlights

- New programming and extended hours at Visitors Center
- Successful planning & implementation of Little Women week in Concord.
- Successful first summer of operation at White's Pond beach



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Department Highlights

Staffing highlights

- On boarded new Visitor's Center/Tourism Manager with Beth Williams.
- Addition of limited-status Weekend Program Assistant
- Addition of White Pond team to staffing model



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Budget Goals

- Increase salaries for minimum wage positions
- Establish Visitor's Center/Tourism budget
- Beede – new staff focused on marketing & selling memberships
- Recreation – new staff to manage front desk at 55 Church Street & Hunt Gym
- Facility investment at Gerow Park for future program use
- Beede - Continued facility enhancements in cardio room



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Beede Fund Balance

Actual Fund Balance
at End of FY19
\$2,985,725



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Beede Budget History

Net Income	Budgeted	Actual
FY17	\$(295,058)	\$(241,876)
FY18	\$(138,838)	\$69,989
FY19	\$(245,405)	\$(734)
FY20	\$(87,147)	
FY21	\$22,177	



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Beede Fiscal Year 2021 Proposal

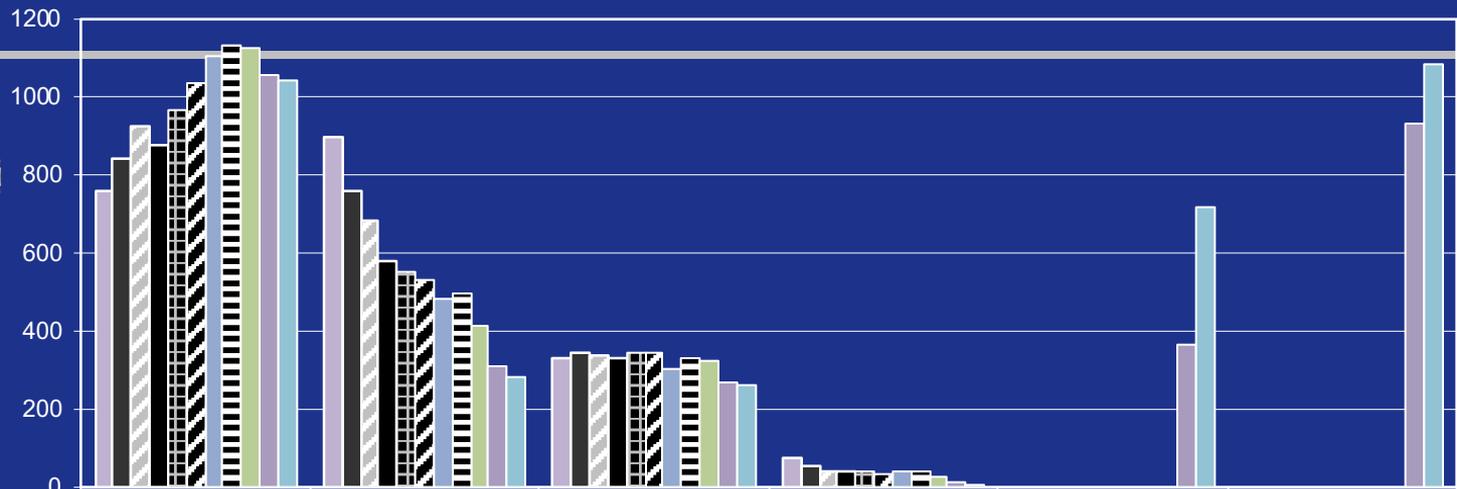
Operating Revenues -	\$2,520,000
Less Operating Expenses -	<u>*\$2,532,823</u>
*Includes Depreciation Expense of \$390,932	
Operating Income -	\$ (12,823)
Plus Income Investment -	\$ <u>35,000</u>
Net Income	\$ 22,177



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Beede Revenues by Category

	FY18	FY19	FY20	FY21
Initiation	\$8,445	\$4,582		\$5,000
Membership	\$1,511,804	\$1,376,734		\$1,550,000
Group Ex	\$119,835	\$116,329		\$120,000
Rentals	\$28,207	\$29,944		\$40,000
Misc. Rev	\$147,867	\$171,242		\$180,000
Swim Program	\$344,165	\$371,175		\$420,000
Training	\$127,663	\$195,513		\$205,000



	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



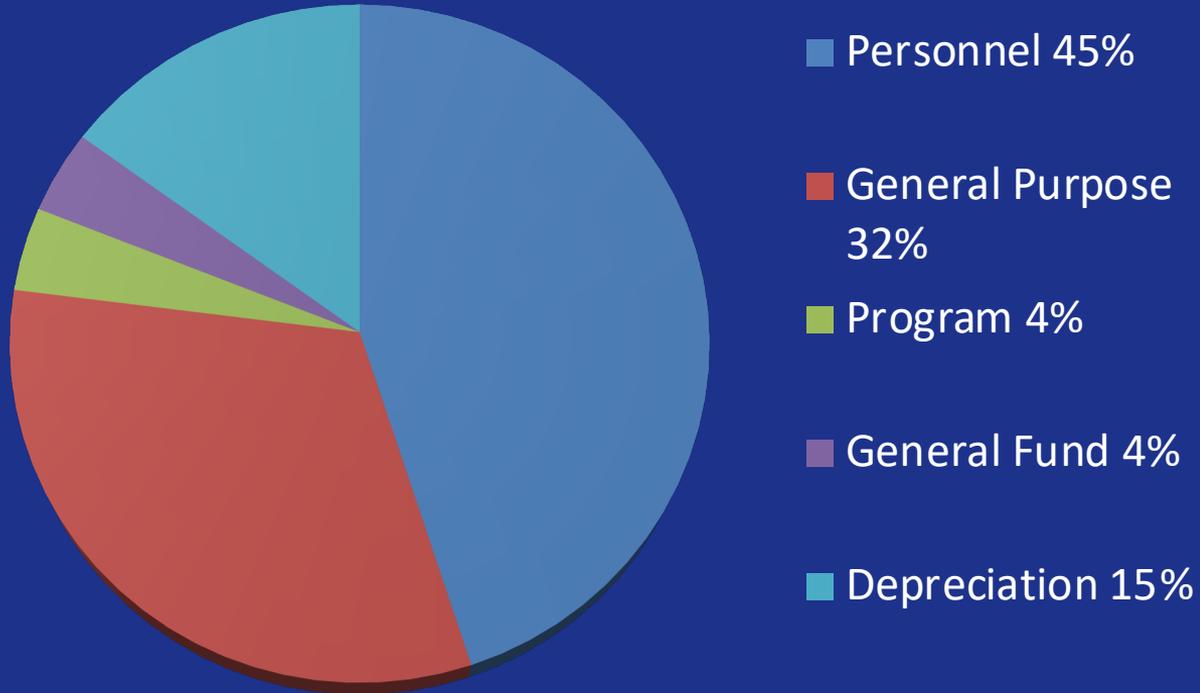
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Operating Expenses by Category

	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



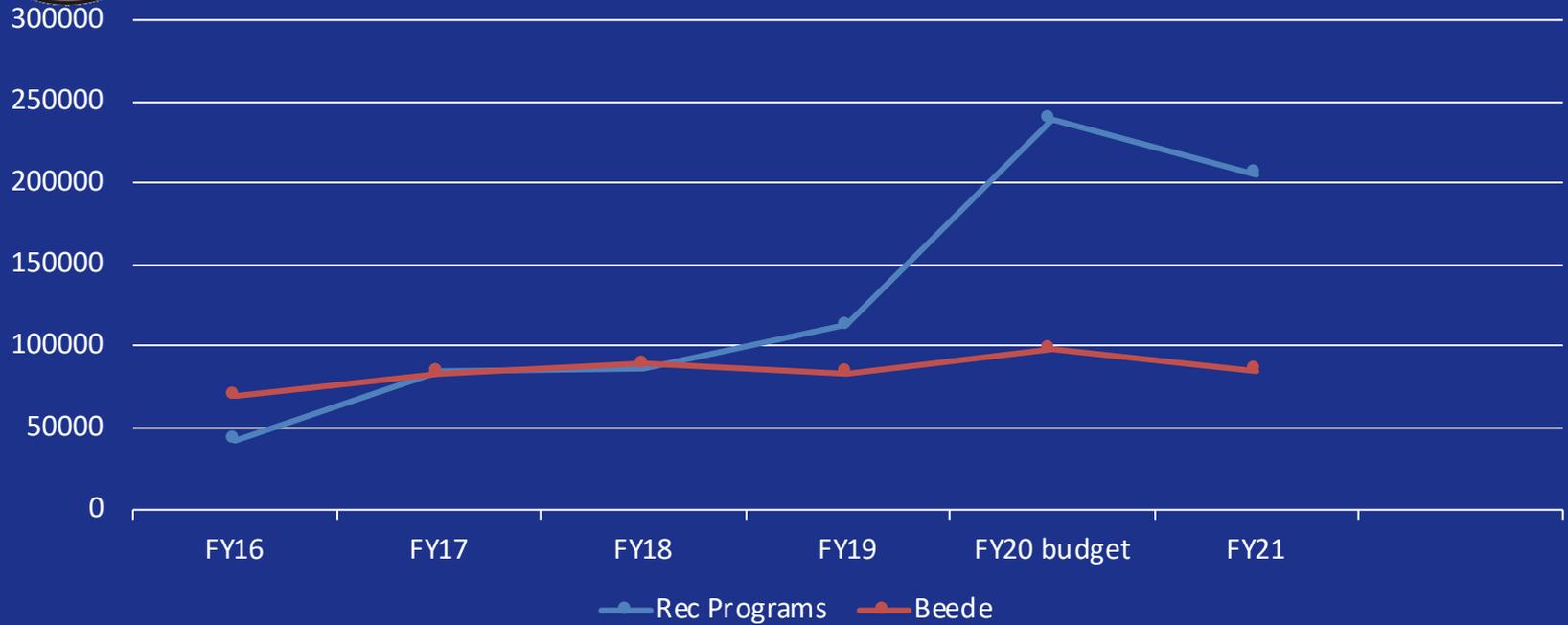
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Coming Year

- Continued enhancements to equipment in the cardio room
- New staffing to focused on membership marketing and sales.
- Addition and improvements to the swim lesson program
- Member focused events & programs
- Birthday parties



General Fund Transfers





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Recreation programs & Recreation Revolving accounts

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



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Past year accomplishments

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



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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)



CONCORD RECREATION

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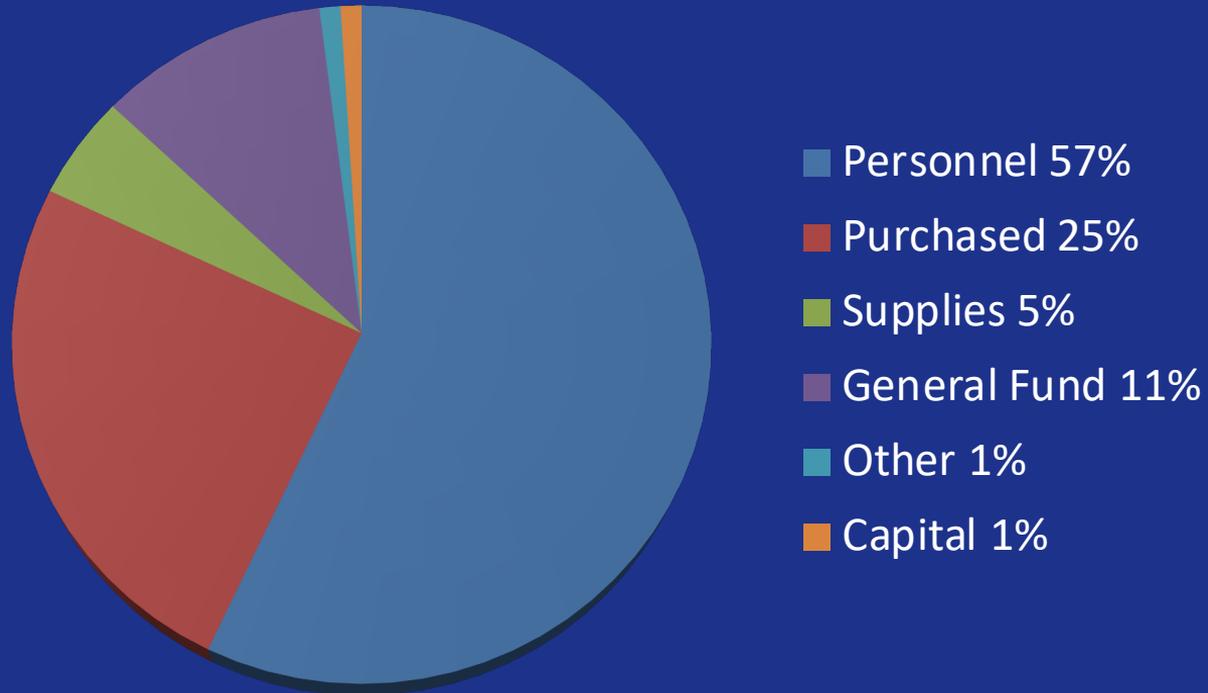
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Category	Revenue	Expense	Net
Admin		\$1,285,105	\$(1,285,105)
Rec Programs	\$310,000	\$233,900	\$76,100
White Pond	\$ 80,000	\$ 93,700	\$ (13,700)
Summer	\$415,000	\$337,450	\$77,500
School Year	\$1,115,000	\$337,600	\$777,400
Sports	\$ 85,000	\$ 52,400	\$ 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