



# FAIRFAX COUNTY PARK AUTHORITY



## M E M O R A N D U M

**TO:** Chairman and Members  
Park Authority Board

**VIA:** Kirk W. Kincannon, Director

**FROM:** Janet Burns, Senior Fiscal Administrator  
Financial Management Branch

**DATE:** February 18, 2016

### *Agenda*

#### **Budget Committee**

**Wednesday, February 24, 2016 – 8 p.m.**  
**(or immediately following the Board meeting)**

**Boardroom – Herrity Building**

**Chairman: Mary Cortina**

**Vice Chair: Ken Quincy**

**Members: Michael Thompson**

1. Approval of the Revenue Facilities Capital Sinking Fund – Action\*
2. Approval of Fee Adjustments to the Published Fee Schedule for 2016 – Action\*
3. FY 2016 Mid-Year Budget Review, Fund 10001, General Fund – Information\*
4. FY 2016 Mid-Year Budget Review, Fund 80000, Park Authority Revenue and Operating Fund – Information\*

\*Enclosures



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Board Agenda Item  
March 9, 2016

## **ACTION**

Approval of the Revenue Facilities Capital Sinking Fund - Project List

### ISSUE:

Approval of the Revenue Facilities Capital Sinking Fund (PR-000101) Project List

### RECOMMENDATION:

The Park Authority Director recommends approval of the Revenue Facilities Capital Sinking Fund (PR-000101) Project List.

### TIMING:

Board action is requested on March 9, 2016.

### BACKGROUND:

Per the 2013-2015 Financial Sustainability Plan Initiatives and the FY 2014 Strategic Plan implementation, several financial items were identified that will enable continued sound financial practices to be followed to ensure sustainability in an ever changing and challenging economic environment. In FY14, staff and the Park Authority Board worked to build upon the existing financial foundation established over the years to provide additional clarity, transparency, and enhanced management safeguards to ensure quick response to emergencies, and/or uncontrollable bad weather conditions, economic challenges and facility lifecycle needs. As part of their work the Board established the Revenue Facilities Capital Sinking Fund (RFCSF) to address renovation, repair and long-term life cycle needs at FCPA's revenue facilities. Initial funding for the RFCSF start-up came from the existing balance of the old Facilities and Services Reserve. Replenishment will come from future net revenue, interest earned, set aside and/or balances from remaining General Park Improvement Projects and Fund 80300 unallocated dollars.

Informed by the 2015 Needs Assessments/RECenter facility assessments, data from the Park Authority's Asset Management System, and National Golf Foundation report, staff identified and prioritized projects to be considered for use of the RFCSF. The projects were then vetted by the Director's Office. Projects were prioritized based on critical system needs, timing related to facility closures for annual pool shut-downs, and projects that will increase or maintain revenue.

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A total of \$2,198,000 projects are included, these projects include:

- RECenters – replace bleachers, pool plaster, roof repairs, replace tile, replace pool heat exchangers, replace worn/damaged gutter, replace pool exhaust fans, repair exterior masonry, plan for and replace pool filters, add deep end stairs in pools, and replace elevators.
- Golf – Replace doors in clubhouse, install AV equipment, construct a concrete pad for tent, replace ball cleaning building, replace HVAC, install additional covered tee area, and renovate indoor practice facility.
- Watermine – replace play feature and add additional event space.

#### FISCAL IMPACT

Based on cost estimates, funding in the amount of \$2,198,000 is necessary to fund the required construction and renovations. Funding is currently available in the amount of \$2,198,000 in PR-000101, Revenue Facilities Capital Sinking Fund, in Fund 800-C80300, Park Improvement Fund.

#### ENCLOSED DOCUMENTS:

To be distributed at the meeting.

#### STAFF:

Kirk W. Kincannon, Director  
Sara Baldwin, Deputy Director/COO  
Aimee L. Vosper, Deputy Director/CBD  
Janet Burns, Senior Fiscal Administrator  
Michael P. Baird, Manager, Capital and Fiscal Services  
Susan Tavallai, Senior Budget Analyst  
David Bowden, Planning and Development Division Director  
Todd Johnson, Park Operations Division Director  
Barbara Nugent, Park Services Division Director

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## **ACTION**

### Approval of Fee Adjustments to the Published Fee Schedule for 2016

#### ISSUE:

Recommended fee adjustments to the Park Authority's published fee schedule for 2016.

#### RECOMMENDATION:

The Park Authority Director recommends approval of all proposed fee adjustments as advertised.

#### TIMING:

Board action is requested on March 9, 2016, as fee changes take effect beginning April 1, 2016.

#### BACKGROUND:

Park Authority staff reviews fees annually to ensure that the agency remains on target to meet financial goals established by the Park Authority Board. As a result of the review completed during the fall of 2015, a number of modifications to the adopted fee schedule were identified. Administration, Management and Budget Committee review of the staff proposal occurred at its November and December 2015 meetings.

On December 16, 2015, the Park Authority Board authorized public notification of the proposed fee adjustments and set a date for a public comment meeting. (See Attachment 1 for proposed fee adjustments.)

Public notification of the fee proposal and public comment meeting included a press release to news organizations, and advertisement of the fee proposal at staffed park sites and Park Authority headquarters and on the Park Authority's web site. Social media posts also announced the public comment period and meeting several times. Public comments were solicited during a 30-day comment period (extending from January 6 through February 4, 2016) and at a public comment meeting held on January 20, 2016.

Public comment on the fee proposal was minimal compared to the previous year. The public comment meeting attracted three speakers (versus 28 speakers in 2015). All three speakers spoke in opposition to the proposed adjustments to RECenter indoor

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swimming pool base rates. A representative of Alexandria Masters Swim Team described how the proposed fee adjustments would affect their group as small volume pool renters. A second Alexandria Masters member reiterated the team's concerns. (See attachment 2, page 3 for Alexandria Masters comments in their entirety.) The third and final speaker at the fee comment meeting, representing Alexandria Dive Club, noted the impact of previous fee increases on his club and the potential impact of the proposed adjustments. He suggested that if their fees must increase that they do so more gradually over a longer period of time, so that the club would have a greater opportunity to adjust.

An additional six comments were received via email during the 30-day comment period (compared to 193 in 2015). A log of all comments received appears in attachment 2. A summary of comments by topic is as follows.

#	Topic
3	Oppose proposed RECenter indoor swimming pool base rate increase
1	Generally oppose all planned fee increases
1	Keep children's rides to \$1
1	Questions about event fees

Proposed adjustments to indoor swimming pool base rental rates was the only fee proposal to attract a significant degree of comment. Comments were received from two of the Park Authority's 106 current swimming pool lane rental groups – Alexandria Masters Swim Team and Alexandria Dive Club. While the recommendation remains to approve the indoor swimming pool base rental rate fee adjustments as proposed, staff has met with both groups. Options under consideration to address Alexandria Master's concern include either (1) merging with another team in order to avail themselves of greater volume discounts already available in the current pricing structure or (2) potential development of an off-peak discount rate available during mid-day, low use times on weekdays. Consideration of Alexandria Dive's primary issue involves analyzing the possibility of working out a process enabling them to absorb the proposed fee increase over a longer period of time.

FISCAL IMPACT:

Proposed fee changes are projected to generate approximately \$131,425 in additional revenue in FY 2016 and \$379,560 in FY 2017.

ENCLOSED DOCUMENTS:

Attachment 1: Proposed Fee Adjustments FY 2016

Attachment 2: Public Comments on Proposed Fee Adjustments for FY 2016

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STAFF:

Kirk W. Kincannon, Director

Sara Baldwin, Deputy Director/COO

Aimee L. Vosper, Deputy Director/CBD

Barbara Nugent, Director, Park Services Division

Cindy Walsh, Director, Resource Management Division

Nick Duray, Marketing Services Manager, Park Services Division

# **Proposed Fee Adjustments**

## **FY 2016**



**Fairfax County Park Authority**

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## **Organization of the FY 2016 Fee Proposal**

The FY 2016 Park Authority Fee Proposal begins with the 'Current Situation – System-wide Considerations,' which describes the important factors in the Park Authority's overall operating environment that had an effect on the composition of this year's fee adjustment proposal. This overview is followed by separate sections for each of the specific fee adjustments that are being proposed. Each of these sections first outlines important situational factors specific to that business area that had an effect on the development of the fee adjustment proposal. This is then followed by a summary of the fee adjustments proposed for that business area.

The Park Authority Board maintains oversight approval for approximately 500 facility use/rental fees in its Schedule of Rates, Fees and Other Charges. Although staff reviews the entire fee schedule annually, only new fees and/or those recommended for adjustment are included in the annual fee proposal. Fee adjustments resulting from review of the FCPA Fee Schedule are designated as Park Authority Board approved. Programs and administrative fees are not included in this process. These are designated by Policy 305 – User Fees as director-approved.

### **Current Situation – Systemwide Considerations**

- Fees generated in the Park Authority's Revenue and Operating Fund (ROF) pay for personnel expenses and operating costs at all Park Authority-operated golf courses and RECenters; at lake parks for fee-sustained facilities and program operations; and for rental facilities, programs, and store sales at nature centers, visitor centers, historic sites and other parks. Sustained revenue growth is essential to support the ROF and to offset increases in operating expenses. Income from fees must also pay back debt service associated with revenue bonds used to develop golf course facilities.
- Revenue growth is intended by design to come from multiple sources, including new facility improvements and expansions, program participation growth, new facility users, cost management and fee increases. Several facility expansions that will contribute to future revenue growth have recently been completed, including those adding fitness and recreational space at Oak Marr and Spring Hill RECenters, expansion of event rental space at Twin Lakes golf course, and expansion of the Water Mine at Lake Fairfax Park.
- As a matter of policy the Park Authority prefers to adopt regular, gradual fee increases rather than infrequent, but larger increases that are more disruptive to its customers. As the Park Authority's fee policy states "where feasible, comparatively small and regular fee increases are preferred over less frequent, larger increases."
- Sufficient revenue must be produced annually to meet long-term debt service obligations for park facility revenue bonds, which are repaid with revenues from user fees. Debt obligations include the *Facilities Revenue Bonds Series 1995, Refunding*

2013A (expires 2021) to develop the Oak Marr Golf Complex, a partial renovation of the Greendale Golf Course clubhouse and the additional 18-hole Oaks Course, driving range, maintenance shop, and new clubhouse at Twin Lakes, and the *Laurel Hill Public Facilities Project, Laurel Hill Golf Course note payable to Fairfax County, Refunding Series 2012A* (expires 2032) to develop the Laurel Hill Golf Club course and facilities.

- The Park Authority's Park Revenue Funds Financial Management Plan for FY 2016-2018 identifies several significant near-term budgetary impacts, including the following:
  - Health care benefits. Benefits across the board continue to rise. In FY 2014, the total cost associated with health care benefits for all ROF personnel was \$1,653,051. In FY 2015 that amount had risen to \$1,863,417, an increase of more than 11%. Although not yet formally announced, health care benefits for full-time employees are expected to increase 6.5% in calendar year 2016 or \$121,122. Health care increases are expected to continue to outpace the rate of inflation. In response to Federal health care legislation, the Park Revenue and Operating Fund began absorbing health care benefit costs for eligible exempt limited term employees in FY 2012. The cost of this benefit in FY 2014 was \$80,805 and \$159,486 in FY 2015. The near doubling of this expense was attributable to significant growth in the number of employees taking advantage of the health care option.
  - Other Post-Employment Benefits (OPEB). These costs for ROF employees were transferred from the county to the Park Authority in FY 2011 (\$631,555). In FY 2014, the OPEB charge to the Park Authority was \$751,439. It dropped to \$590,977 in FY 2015 due to a change in calculation method. The FY 2016 impact is \$598,197.
  - Employee compensation – market rate adjustment. A market rate adjustment and salary increase totaling 2.29% was awarded to all employees in FY 2015 (beginning August 2014). The impact to the Revenue & Operating Fund was \$602,138. In FY 2016, based on the Board of Supervisors approval of a new compensation plan for employees, funding was included for performance increases and a 1.1% market rate adjustment (MRA). The impact to the Revenue & Operating Fund is \$659,400, effective July 2015. As part of the Budget Guidance for FY 2016 and FY 2017, the County Executive was directed to fully fund the MRA in his FY 2017 Advertised Budget.
  - Retirement impacts - leave payouts. Like the general county, the Park Authority is facing an increased number of retirements as baby boomers exit the work force. In FY 2016 the Park Authority will have 100 merit

employees eligible for retirement, 36 of those are in the Revenue and Operating Fund. An additional 19 employees become eligible in FY 2017, seven of which are in the Revenue and Operating Fund. The Revenue and Operating Fund incurred \$160,421 in leave payouts in FY 2015. Estimated retirement payouts for FY 2016 and FY 2017 are \$70,643 and \$67,531 respectively.

- Indirect costs. The county assesses the Park Authority annual charges for indirect costs for provision of legal, human resources and other centralized services. Indirect cost charges for FY 2015 were \$775,000 and are increasing to \$820,000 for FY 2016.
- Fairfax County Public Schools (FCPS) Initiatives. Several planned FCPS initiatives will have a recurring financial impact on businesses operated in the Park Authority's Revenue and Operating Fund, including:
  1. Monday schedule change. In June 2014 FCPS announced a schedule change at elementary schools, increasing the long-standing shortened Monday time schedule to a full-day schedule. Over the years, county residents have counted on and taken advantage of utilizing Park Authority programs at centers and other sites to provide services to their children after school on Mondays. Staff had developed afternoon programs to fulfil the needs of working parents. The Monday schedule change resulted in a \$140,000 revenue impact in FY 2015.
  2. SLEEP initiative. For several years the FCPS has researched the impacts of a later school start time for children. Options were identified and beginning September 2015 high school start times were moved up to 50 minutes later than the previous school year. This change will shift schools' use of the RECenters for high school swim team practice and competition closer to the peak use time of the indoor pools. Aquatic class schedules, pass holders, and general admission users will be directly impacted, resulting in an estimated revenue impact of \$84,489.
  3. Participant fee increase. In January 2014 the Park Authority received notice that the FCPS would be raising their per participant fee for use of schools. The fee increase resulted in an expense increase in the Revenue and Operating Fund of \$16,759 in FY 2015.
- Cost recovery expectations. The primary use of net revenue in the ROF is facility and services reinvestment into projects such as the Revenue Facilities Capital Sinking Fund that provides support for planned, long-term, life-cycle maintenance of revenue facilities, and information system replacements (ParkNet and golf). FY 2015 ROF actual net revenue was \$510,125. FY 2016 revised net revenue based on carryover is currently

budgeted at \$250,373. Factors impacting FY 2016 net revenue include indirect cost charges, resumption of a BOS approved compensation plan, and carryover of \$94,194 for critical capital equipment.

- General market conditions and Park Authority use/revenue trends that have influenced the composition of the FY 2016 fee proposal are outlined below. Collective consideration of these factors has resulted in a modest fee proposal that attempts to remain sensitive to economic conditions and primarily focuses on niche opportunities throughout the system in an effort to produce incremental revenue growth.

Consumer price index (CPI). The most recent data (July 2015) shows that growth in the Washington-Baltimore CPI has slowed. Over the 12-month period July 2014 – July 2015, the CPI edged up 0.2%. Over the past two years, the Washington-Baltimore region CPI has experienced cumulative growth of 1.7%; three-year CPI growth was 3.2%.

Other measures of the current condition of the local economy that are typically considered in the annual fee proposal include trends in the Fairfax County unemployment rate and sales tax receipts for retail sales. The plan also tracks consumer confidence in the economy by reporting recent trends in the national consumer confidence index developed by The Conference Board.

Unemployment. While seasonal fluctuations occur, local unemployment continues to trend gradually downward. July 2015 unemployment for Fairfax County was 3.7%, down from 4.4% the previous July. As is the typical pattern, current unemployment in Fairfax County is considerably lower than at either the national or state level (5.6% and 4.7% respectively for July 2015). Within northern Virginia, Fairfax County unemployment remains about 'middle-of-the-pack' – higher than Arlington County (2.9%), comparable to Loudoun County (3.7%) and lower than Prince William County (4.3%).

Retail sales. Prior to FY 2015, the local retail sales trend, as reflected in sales tax receipt patterns, had been sluggish. Growth resumed in FY 2015 with total sales tax receipts in Fairfax County up 6.6% over the prior year. Growth has continued into the first month of FY 2016. Sales tax receipts distributed to Fairfax County in August for retail purchases made in June grew 11.6 % over August 2014. August growth, however, is artificially high due to a large refund adjustment made the prior year. Absent the refund, sales tax receipt growth for August would have been up a more moderate, but still healthy, 5.2%.

Consumer confidence. The Conference Board's consumer confidence index (CCI) is a national measure of consumer optimism on the state of the economy and is viewed by economists as a leading indicator of the U.S. economy. While the monthly index can be volatile, the general trend since 2013 has been one of gradually improving consumer confidence. In the near term, the CCI rebounded

strongly in August 2015 after experiencing a downturn in July. August improvement in consumer confidence resulted from a bolstering of both the present situation and future expectations components of the consumer confidence index.

- Park Authority use/revenue trends.

Golf. Golf demand continues to suffer from a sluggish economy which, in turn, is depressing golf participation nationwide. Golfers played 259,313 rounds at Park Authority courses in FY 2015, down 3.3% from the previous year. Rounds play at Park Authority courses continues to align generally with the Washington-Baltimore market overall where the National Golf Foundation (NGF) reported a 6.9% decline in calendar 2014. Adverse weather also continues to have some negative impact on play. Although total operating days at Park Authority courses increased by 81 in FY 2015, there were still 212 less available golf days than two years ago, when golfers played 17,446 more rounds than in 2015.

Golfers continue to respond to challenging economic conditions with judicious belt tightening - employing more frequent discount seeking, and shifting play to less expensive courses in off-peak times when possible. Course operators continue to respond in-kind with aggressive discounting to fill tee sheets, and more widespread use of dynamic pricing where tee times may sell at a premium or a steep discount based on market demand. The switch to greater reliance on dynamic pricing in golf has accelerated due to the growing popularity of third party aggregators (such as GolfNow) that have adapted the same approach now common for buying hotel rooms and airline tickets to golf.

RECenters. Combined general admission and pass attendance increased 2.0% in FY 2015 compared to the previous year, and related revenue increased 1.2%. Pass sales grew 12.7%. Growth in admissions, pass sales and revenue was aided by facility expansions at Oak Marr and Spring Hill RECenters which opened in October and December 2014 respectively. Both projects were components of the Park Authority's Financial Sustainability Plan, designed to address the growing public need for RECenter facilities and services.

Resource Management. Growth in stewardship education programs continued with programming revenue up 8.6% from FY 2014 to FY 2015. Overall revenue growth was 5.5%. Along with programs, amusements and admissions were important sources of participation and revenue growth. Admissions growth included a 6.5% increase in shelter rentals. And season passes for equestrian riders experienced a 27% upswing. Boat rentals at Riverbend Park continued to rise, especially with canoe rentals doubling from the previous fiscal year.

## RECenters

### Current Situation

- With over 1.4 million general admission and passholder visits in FY 2015, RECenters continue to be heavily used and in high demand. Combined General Admission and Pass attendance grew 2.0% between FY 2014 and FY 2015, and revenue increased by 1.2%.
- General admission and pass fees were last adjusted across all fee categories in FY 2012. Just the 12-month fees were adjusted in FY 2015. Based on current market dynamics and existing economic conditions, staff is not recommending an increase in RECenter admission fees (General Admission, Leisure Fitness Pass or Discount Fast Pass) fees this year.
- A comparative analysis of public ice skating sessions fees and hourly rink rental shows that Mount Vernon fees are not consistent with those of other facilities located in northern Virginia and suburban Maryland.
- RECenter swimming pool rental fees are structured to encourage high-volume rental. Groups renting at least 3,000 hours per contract are eligible for a discounted rental rate. Low-volume users pay the base rental rates. Although most RECenter swimming pool contracts come from low-volume users, the vast majority of rental hours (more than 80%) are generated by high-volume renters. Base rental fees were last adjusted in FY 2015, along with discounted pool rental rates for high-volume users which are adjusted annually. To maintain an appropriate discount for high-volume renters, the base rate must be adjusted periodically.
- *Opportunities for renting entire RECenter facilities are limited both by demand and other internal programming. However, current rates are outdated. George Washington's entire facility rental fee is the most current, having been revised in 2008. Cub Run's fee hasn't been adjusted since fees were initially established in 2004. Mt. Vernon and Providence's current fees haven't been updated for more than two decades, and all other facilities were last updated in 1998. In addition, South Run, Oak Marr and Spring Hill have all undergone significant facility expansion since these rates were last updated. Local comparables are limited. National comparables suggest that updated hourly fee levels for entire facility rental in the \$15 per 1,000 square foot range are appropriate.*

## Proposed RECenter Fee Adjustments

Based on the conditions described above, proposed RECenter fee adjustments for FY 2016 are as follows.

1. Public skating session fees. Staff recommends elimination of the public skating discount pass base rate to attract neighboring non-county residents, which would establish a single rate for both county and non-county residents at what is currently the discount rate. This rate would remain unchanged. Ice operations, along with natatorium operations, are major consumers of utilities. The public skating discount pass fees were last updated in FY 2015.

Public Skating Sessions – Discount Pass				
Mt. Vernon RECenter				
	CURRENT FEE		PROPOSED FEE	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	
Adults	\$ 69.50	\$ 62.70	Eliminate	\$ 62.70
Youth/Student (5-18 years)	\$ 69.50	\$ 52.40	Eliminate	\$ 52.40
Seniors	\$ 69.50	\$ 52.40	Eliminate	\$ 52.40

2. Special Sessions fees. Staff recommends elimination of the special sessions base rate to attract neighboring non-county residents. An adjustment to the special session fees is also recommended to better align these fees with the surrounding market and to aid in site cost recovery. Ice operations, along with natatorium operations, are major consumers of utilities. Special sessions fees were last updated in FY 2013.

Special Session Skating Fees – Mt. Vernon RECenter				
	CURRENT FEE		PROPOSED FEE	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	
Ice Dance	\$ 13.00	\$ 11.00	Eliminate	\$ 11.50
Pick-Up Hockey/Stick & Puck	\$ 13.00	\$ 11.00	Eliminate	\$ 11.50

3. Freestyle Sessions fees. Staff recommends elimination of the freestyle sessions base rate to attract neighboring non-county residents. An adjustment to the freestyle session fees is also recommended to better align these fees with the surrounding market and to aid in the site cost recovery. Ice operations, along with natatorium operations, are major consumers of utilities. Freestyle sessions (daily and discount pass) fees were last updated in FY 2013.

Freestyle Session Skating Fees – Mt. Vernon RECenter				
	CURRENT FEE		PROPOSED FEE	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	
Freestyle Skating	\$ 13	\$ 11	Eliminate	\$ 11.50
Pre-Registered (20 visits)	\$211	\$176	Eliminate	\$183.00

4. Ice Rink Rental, Per Hour. Staff recommends elimination of the hourly ice rink rental base rate to attract neighboring non-county residents. An adjustment to the ice rink rental per hour fee is also recommended to better align this fee with the surrounding market and to aid in the site cost recovery. Ice operations, along with natatorium operations, are major consumers of utilities. Ice rink rental per hour fee were last updated in FY 2013.

Ice Rink Rental, Per Hour – Mt. Vernon RECenter				
	CURRENT FEE		PROPOSED FEE	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	
Rink Rental	\$ 330	\$ 300	Eliminate	\$ 312

5. Lee District RECenter Playroom fees. Staff recommends developing a two-tier (weekday, weekends/holidays) playroom fee structure. This fee was last updated in FY 2012.

Lee District RECenter Playroom			
	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
1 <sup>st</sup> Child & Chaperone	\$ 5.00	\$ 5.00	\$ 6.00
Each Additional Child	\$ 3.00	\$ 3.00	\$ 4.00

6. RECenter room rental fees. Revenue recovery on room rentals is a challenge. Citizen demand for room rentals is strong, but revenue recovery on private room rentals is minimal when compared with competing uses for classes and programs. A small increase in room rental fees will offset some of the disparity in cost recovery between these uses, and thereby help to preserve RECenter ability to deliver this high-demand public service. These rates were last adjusted in FY 2006

RECenter Room Rental, Per Hour		
	CURRENT FEE	PROPOSED FEE
<u>Room Size</u>		
< 299 sq ft	- - -	\$ 40
300-600 sq ft	\$ 40	\$ 50
601-1000 sq ft	\$ 45	\$ 55
1001-1500 sq ft	\$ 55	\$ 65
1501-2000 sq ft	\$ 70	\$ 80
2001+ sq ft	\$ 90	\$ 100

7. RECenter Entire Facility Fees. To both update and consolidate the facility rental fee structure, staff recommends elimination of upper and lower level facility rental fees where they exist and adjusting hourly rental fees for RECenters as follows.

<i>RECenter Entire Facility Rental, Per Hour</i>		
	<i>CURRENT FEE</i>	<i>PROPOSED FEE</i>
<i>Audrey Moore</i>		
<i>Entire Facility</i>	\$ 700	\$ 1,140
<i>Upper Level</i>	\$ 250	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 500	<i>ELIMINATE</i>
<i>Cub Run</i>		
<i>Entire Facility</i>	\$ 750	\$ 975
<i>Upper Level</i>	\$ 300	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 550	<i>ELIMINATE</i>
<i>George Washington</i>		
<i>Entire Facility</i>	\$ 250	\$ 270
<i>Lee District</i>		
<i>Entire Facility</i>	\$ 750	\$ 1,255
<i>Upper Level</i>	\$ 300	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 550	<i>ELIMINATE</i>
<i>Mt. Vernon</i>		
<i>Entire Facility</i>	\$ 600	\$ 1,320
<i>Oak Marr</i>		
<i>Entire Facility</i>	\$ 550	\$ 1,065
<i>Upper Level</i>	\$ 250	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 350	<i>ELIMINATE</i>
<i>Providence</i>		
<i>Entire Facility</i>	\$ 500	\$ 945
<i>Upper Level</i>	\$ 250	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 300	<i>ELIMINATE</i>
<i>South Run</i>		
<i>Entire Facility</i>	\$ 350	\$ 620
<i>Upper Level</i>	\$ 150	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 250	<i>ELIMINATE</i>
<i>Spring Hill</i>		
<i>Entire Facility</i>	\$ 450	\$ 1,185
<i>Upper Level</i>	\$ 200	<i>ELIMINATE</i>
<i>Lower Level</i>	\$ 300	<i>ELIMINATE</i>

8. Gymnasium Rental Fees. Staff does not recommend any increase to the established fees at this time. However, elimination of the single court fee option at Spring Hill RECenter and a change in designation of the court fee to 1/3 gym at Lee District RECenter are recommended to better facilitate gymnasium operations.

Gymnasium Rental Fees – Lee District RECenter

	CURRENT FEE	PROPOSED FEE
Prime Time Court 1/3 Gym	\$ 82.50	\$ 82.50
Non-Prime Time Court 1/3 Gym	\$ 41.25	\$ 41.25

Gymnasium Rental Fees – Spring Hill RECenter

	CURRENT FEE	PROPOSED FEE
Prime Time Full Gymnasium	\$165.00	\$165.00
1/2 Gym Court	\$ 99.00	\$ 99.00
	\$ 62.00	ELIMINATE
Non-Prime Time Full Gymnasium	\$ 82.50	\$ 82.50
1/2 Gym Court	\$ 49.50	\$ 49.50
	\$ 31.00	ELIMINATE

9. South Run Field House Rental. Staff recommends an adjustment to the full field house rental rates based high demand. These rates were last adjusted in FY 2006

South Run RECenter – Field House Rental, Per Hour

	CURRENT FEE	PROPOSED FEE
Full Field House In Season	\$130	\$140
Off Season	\$ 90	\$110

9. RECenter indoor swimming pool base rates. Staff recommends increasing the indoor swimming pool base rental fees as shown below. Base rental rates were last adjusted in FY 2015.

RECenter Indoor Swimming Pool Base Rates – Per Hour

	CURRENT FEE	PROPOSED FEE
Swimming Lane – 25 yard lane	\$23.20	\$23.78
Swimming Lane - 50 meter lane	\$50.94	\$52.20
Diving Well – 25 yard pool	\$75.00	\$85.00
Diving Well – 50 meter pool	\$93.65	\$106.00
Entire Pool – 25 yard pool	\$252.46	\$258.70
Entire Pool – 50 meter pool	\$434.46	\$445.32

## Lakefront Parks

### Current Situation

- With over 2.2 million visits in FY 2015, lakefront parks continue to be heavily used and in high demand. Visitation grew 3.3% between FY 2014 and FY2015.
- Shrinking tax support and continued Park Authority commitment to provide services at lakefront parks, there is a need to improve cost recovery at these locations. This year's fee recommendations will continue to address those areas that have the potential to improve the profitability of these sites.
- The current situation in the Park Revenue and Operating Fund necessitates that the lakefront park sites strengthen their cost recovery effort. This year's fee recommendations will continue to address those areas that have the potential to improve the profitability of these sites.
- Visitation of park amusements and boating continues to be strong. Amusement attendance (train, carousel and mini-golf) dipped slightly 1.3% while revenue grew by 4.1%. Marina operations attendance grew by 6.8% and revenue increased by 12.1% in FY 2015.
- Due to the age and type of lakefront park amusements, repair and maintenance expenses have steadily increased. In FY 2015 repair costs increased by \$25,000.
- Staff has reviewed all fees at the lakefront parks and has conducted a comparative analysis of other local public and private providers. The analysis showed that fees at lakefront parks are in-line with other providers for similar facilities and services.
- Staff is recommending small incremental increases on selected items and development of a two-tier (weekday, weekends/holidays) fee structure for all amusements and boat rentals.

## Proposed Lakefront Fee Adjustments

Based on the conditions described above, proposed lakefront fee adjustments for FY 2016 are as follows:

1. Rowboat Rentals. Staff recommends the following rowboat rental fee increases at Burke Lake Park based on high demand. Staff also recommends developing a two-tier (weekday, weekends/holidays) rowboat boat rental fee structure. Row boat fees were last updated in FY 2007.

	Row Boat Rental Fees – Burke Lake		
	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
<u>Rowboat</u>			
Half day rental	\$10.50	\$12.50	\$13.50
Full day rental	\$16.00	\$18.00	\$19.00
<u>Rowboat, Electric Motor &amp; Battery</u>			
Half day rental	\$27.50	\$30.50	\$31.50
Full day rental	\$41.00	\$44.00	\$45.00
<u>Electric Motor &amp; Battery</u>			
Half day rental	\$18.00	\$19.00	\$20.00
Full day rental	\$26.00	\$27.00	\$28.00
<u>Electric Motor Only</u>			
Half day rental	\$10.50	\$11.00	\$12.00
Full day rental	\$16.00	\$16.50	\$17.50
<u>Battery Only</u>			
Half day rental	\$ 8.50	\$ 9.00	\$10.00
Full day rental	\$11.00	\$11.50	\$12.50

2. Train Rides. Staff recommends the following increase in the train ride fee at Burke Lake Park. The recommendation includes a two-tier fee structure (weekday, weekends/holidays) similar to that proposed for rowboat fees. Train ride fees were last updated in FY 2015.

	Train Ride Fees – Burke Lake		
	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Burke Lake Park	\$2.75	\$3.00	\$4.00

3. Carousel Rides. Staff also recommends developing a two-tier (weekday, weekends/holidays) carousel ride fee structure. This fee was last updated in FY 2015.

Carousel Ride Fees –  
Burke Lake, Frying Pan Farm, Lake Accotink, Lake Fairfax and Clemjontri Parks

	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Per Person, Per Ride	\$2.00	\$2.00	\$3.00

4. Canoe Rentals. Staff recommends the following adjustments to canoe rental fees, including a two-tier (weekday, weekends/holidays) fee structure. These fees were last updated in FY 2012.

Canoe Rentals Fees (includes life preservers)  
Lake Accotink Park

	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Hourly Rental Fee	\$ 6.00	\$ 7.00	\$ 8.00

Burke Lake Park

	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Half Day Rental	\$10.50	\$12.50	\$13.50
Full Day Rental	\$16.00	\$18.00	\$19.00

5. Kayak Rentals. Staff recommends establishing the following kayak rental fee to support the introduction of kayaks at Lake Accotink Park. The proposal includes the same two-tier fee structure (weekday, weekends/holidays) shown in previous lakefront fee proposals.

Kayak Rental Fees – Lake Accotink Park

	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Hourly Rental Fee	N/A	\$ 7.00	\$ 8.00

6. Excursion Boat Ride. Staff recommends eliminating the adult/child fee distinction to make the excursion boat ride fees consistent with other marina and amusement fees at lakefront parks. The proposal also includes a fee adjustment as shown and the adoption of the two-tier (weekday, weekends/holidays) fee structure proposed above for other lakefront park fees. Excursion boat fees were last updated in FY 2006.

Excursion Boat Ride Fees  
Burke Lake, Lake Accotink and Lake Fairfax

	CURRENT FEE	----- PROPOSED FEE -----	
		<u>Weekdays</u>	<u>Weekends/Holidays</u>
Adult	\$2.00	\$3.00	\$4.00
Child (12 and younger)	\$1.50	\$3.00	\$4.00

## Historic Property Rental Fees

### Current Situation

- An evaluation of fees charged for rental facilities is conducted annually at the conclusion of the fiscal year. Based on the most recent evaluation, staff does not propose increasing any rental fees, but does recommend eliminating or adjusting portions of the fee structure that are perceived to be obstacles or barriers to increasing sales. The recommended adjustments include:
  - Elimination of the base or out-of-county rental fee. This is consistent with establishing fees based on market rates and cost of service delivery rather than residency status, as these services are funded largely by Revenue and Operating Fund staff. Base rates are, in fact, rarely applied, as the vast majority of renters are County residents. They also create an unintended competitive disadvantage in that base rates are often misinterpreted by customers as the comparable reference price for rental properties, fostering the impression that Park Authority rental property fees are higher than they are in reality.
  - Adjust the facility deposit amount so it is the same for all sites. This adjustment is primarily administrative, as deposits are returned at the conclusion of rentals, thus there is no revenue impact. The change is proposed primarily to simplify the Park Authority's public-facing fee schedule and react to some feedback that the deposits are too high, given that they are often collected more than six months in advance of the rental event.

## Proposed Historic Property Rental Fee Adjustments

Based on conditions described above, proposed adjustments to the Historic Property rental fee structure are as follows:

1. Private rental rates. Staff recommends elimination of base rental rates for private rentals.

Historic Property Rental, Private Rental Rates				
	---- CURRENT FEE ----		---- PROPOSED FEE ----	
	Base Rental (4 hours)	Extra Hour	Base Rental (4 hours)	Extra Hour
	Base / Discount	Base / Discount	Base / Discount	Base / Discount
Cabell's Mill	\$1000 / \$800	\$250 / \$200	Eliminate / Unchanged	Eliminate / Unchanged
Clark House	\$500 / \$380	\$125 / \$95	Eliminate / Unchanged	Eliminate / Unchanged
Dranesville Tavern	\$500 / \$380	\$125 / \$95	Eliminate / Unchanged	Eliminate / Unchanged
Forestville Schoolhouse	\$400 / \$320	\$100 / \$80	Eliminate / Unchanged	Eliminate / Unchanged
Great Falls Grange	\$1000 / \$800	\$250 / \$200	Eliminate / Unchanged	Eliminate / Unchanged
Hunter House	\$800 / \$600	\$200 / \$150	Eliminate / Unchanged	Eliminate / Unchanged
Stone Mansion	\$800 / \$600	\$200 / \$150	Eliminate / Unchanged	Eliminate / Unchanged
Wakefield Chapel	\$525 / \$420	\$175 / \$140	Eliminate / Unchanged	Eliminate / Unchanged

2. Security deposit, private rentals and performing arts rentals. Staff recommends necessary adjustments to make deposit amounts consistent at all sites for private and performing arts rentals.

### Historic Property Rental Security Deposit – Private and Performing Arts Rentals

	CURRENT	PROPOSED
Private Rentals:		
Cabells' Mill, Great Falls Grange, Hunter House, Stone Mansion, Wakefield Chapel	\$400	\$300
Clark House, Dranesville Tavern, Forestville Schoolhouse	\$300	Unchanged
Performing Arts Rentals	\$400	\$300

## Picnic Reservations

### Current Situation

- At the conclusion of each picnic season evaluations are conducted of use and demand data and of potential additions or deletions to the inventory of reservable picnic areas. Staff is also surveyed to identify possible service enhancements. Based on these evaluations and input, staff recommends the following:
  - Staff proposes a nominal increase of \$5 to rental fees for Lake Accotink Picnic Area 2 & 3 and Lake Accotink Canopy B, and an increase of \$10 to the rental fees for Lake Accotink Large Shelter and Frying Pan Park Shelter. Reservations have continued to build over the past several years for each of those locations.
  - Due to increased demand at the Carousel Shelter at Lee District, there is an opportunity to generate revenue by reserving two new proposed picnic areas on a similar schedule as the Carousel Shelter (i.e., four reservation slots per day while the Sprayground is in season, converting to full-day reservations only when the Sprayground is closed for the season).
  - Existing facilities staff proposes adding to the inventory include the Bren Mar Shelter, Tyson's Pimmit Shelter and the Sully Highlands Shelter. All are in areas of the county that have demand but lower inventory of reservable areas.
  - Riverbend Park will install a canopy over currently existing Picnic Area 2. This makes the area more desirable to renters, thus staff recommends a fee adjustment to bring the price of this location in line with other covered picnic areas in the system.
  - *The former concession stand building at Mason District Park is being converted to a picnic shelter. Staff is proposing a rental fees for this facility based on capacity at similarly sized facilities.*

## Proposed Picnic Shelter and Picnic Area Rental Fee Adjustments

1. Reservation Fees. Based on the conditions described above, staff proposes the following adjustments to picnic reservation fees.

	----- CURRENT FEE -----		----- PROPOSED FEE -----	
	Full-Day Rental	Half-Day Rental	Full-Day Rental	Half-Day Rental
	<u>Prime/Non-Prime</u>	<u>Prime/Non-Prime</u>	<u>Prime/Non-Prime</u>	<u>Prime/Non-Prime</u>
Bren Mar Shelter	N/A	N/A	\$75	\$60
Tysons Pimmit Shelter	N/A	N/A	\$75	\$60
Sully Highlands Shelter	N/A	N/A	\$165/\$120	N/A
Lee District Picnic Area1	N/A	N/A	\$65	\$40
Lee District Picnic Area 2	N/A	N/A	\$65	\$40
Lake Accotink Picnic Area 2	\$85/\$70	\$55/45	\$90/\$75	\$60/\$50
Lake Accotink Picnic Area 3	\$85/\$70	\$55/45	\$90/\$75	\$60/\$50
Lake Accotink Canopy B	\$100/\$80	\$65/\$50	\$105/\$85	\$70/\$55
Lake Accotink Large Shelter	\$325/\$220	\$210/\$145	\$335/\$225	\$215/\$150
Frying Pan Park Shelter	\$325/\$220	\$210/\$145	\$335/\$225	\$215/\$150
Riverbend Picnic Area 2	\$85/\$70	N/A	\$100/\$80	N/A
<i>Mason District Shelter (old concession stand)</i>	N/A	N/A	\$100/\$80	N/A

# Tennis Court Reservation Fees

**Current Situation**

- A review of fees charged for permits and the use of facilities is conducted annually. Fee adjustment recommendations are made based on that review.
- Currently, if a group wishes to use the tennis courts for a Business Activity they have two choices:
  1. Use the tennis courts first come, first served and pay the Business Activity License fee of \$50 or 15% of gross revenues per month, whichever is greater or
  2. Pay the hourly rental fee to reserve the courts, and pay the Business Activity License fee of \$50 or 15% of gross revenues per month, whichever is greater. With this process, groups may deduct the hourly tennis court rental fee before figuring the percentage due to the Park Authority.
- Because weather effects the use of the courts, tracking hourly rental fees paid to be deducted from the gross revenue is time consuming and rarely accurate. Also, at Jefferson District and Wakefield Parks, this requires coordination between site staff for scheduling and central staff for management of the Business Activity License.
- In order to simplify logistics and streamline the rental of tennis courts for a Business Activity, staff recommends eliminating option two above, replacing it with a new hourly rental fee for for-profit use.

**Proposed Tennis Court Reservation Fee Adjustments**

1. For Profit Use Tennis Court Reservation Fee. Staff recommends establishing the following for profit use fee for tennis courts. All other fees for tennis court remain unchanged.

Tennis Court Reservation Fees – Hourly per Court Unless Otherwise Noted		
	CURRENT FEE	PROPOSED FEE
For Profit Use (all park locations with tennis courts)	N/A	\$15

## Turner Observatory and Classroom Rental Fee

### Current Situation

- A new facility is being built at Turner Farm Park, expected to open in April 2016. The facility will have two separate areas: a classroom area with tables and chairs, water, electricity, restroom facilities and equipment storage, and the observatory with four telescopes. The maximum capacity of the classroom area based on square footage is 30 people. Because of the equipment stored in the building, the building will be locked when not in use. A staff person or volunteer will need to unlock the building and be present during any rental.

### Proposed Turner Farm Park Fee Adjustments

1. Turner Observatory and Classroom Rental Fees. Staff proposes establishing the following rental fees to support the new classroom and observatory space at Turner Farm Park.

#### Turner Farm Park Observatory and Classroom Rental Fees – Per Hour

	CURRENT FEE	PROPOSED FEE
Orientation Room:		
First Hour	N/A	\$ 55
Each Additional Hour	N/A	\$ 20
Orientation Room and Observatory, per hour	N/A	\$ 100

## Special Event Rental Fee

### Current Situation

- The largest outdoor rental facilities in the park system have a capacity of 500. Over the past few years the Park Authority has experienced an increase in the number of groups requesting to use park space to hold large activities or events – those exceeding 1,000 participants.
- Interest in large events is reflected in preliminary findings from the 2015 Park Authority Needs Assessment Survey where more than half of county households indicated a need or interest in “special events/concerts” and that much of that need is currently not accommodated.
- Currently there is inconsistency in how large group requests (over 500 people) are approved, administered and charged for conducting activities on Park Authority Property. Additionally, there is not a standard operating procedure to ensure the consistent and equitable handling of these types of requests.
- Without an appropriate fee structure and other administrative tools, the Park Authority has not been able to capitalize on the increased interest in large events, resulting in a missed revenue opportunity.

## Proposed Special Event Rental Fee Adjustments

1. Reservation Fees. Staff proposes the following reservation fees based on national and local benchmarking:

Special Event Reservation Fees (Per Day, unless otherwise noted)

	CURRENT FEE	PROPOSED FEE*
500 to 1500 Participants	N/A	\$1500
500 to 1500 Participants (April – October)	N/A	\$2000
1500 – 3000 Participants	N/A	\$3000
3000 – 4500 Participants	N/A	\$4500
4500 – 6000 Participants	N/A	\$6000
6000 – 7500 Participants	N/A	\$7500
Set up Fee Half Day (open – 12pm or 12pm – park close)	N/A	\$500
Set up Fee Full Day (park open – park close)	N/A	\$1000
5 Day Set up Fee (3 days prior to event and 2 days after)	N/A	\$3000

*\*The Park Authority offers a flat discount of 10% off the rental fee for events that donate the proceeds to an organization registered as a Charity with the Commonwealth of Virginia.*

## Riverbend Park Paddle Board Rental

### Current Situation:

- Standup paddle boarding is one of the fastest growing niche recreation activities in the U.S., according to data from the Sports and Fitness Industry Association. Rising interest in the sport is reflected locally at Riverbend Park where staff report several requests to rent paddle boards every boat rental day. Riverbend Park wants to rental paddle boards to meet the customer demand.
- Riverbend Park already has many paddle boarders entering the river with their own paddle boards.
- Staff recommends renting paddle boards at \$20 per hour, a rate comparable to others currently providing this service in the metropolitan area.

### Proposed Riverbend Park Fee Adjustments

Based on conditions described above, proposed Riverbend Park fee adjustments for FY 2016 are as follows:

1. Paddle board rental fee. Staff proposes establishing the following rental fee to support rising interest in paddle board rental.

	Paddle Board Rental – Riverbend Park	
	CURRENT FEE	PROPOSED FEE
Per Hour Rental	N/A	\$ 20

# Frying Pan Farm Park Visitor Center Auditorium Rental

## Current Situation

- Demand for Saturday rentals at the Frying Pan Visitor Center Auditorium is high and nearing capacity. In 2014, out of 50 available Saturdays, the auditorium was rented 44 Saturday evenings and 28 Saturday morning/afternoons. Sometimes the building is booked twice per day, but occasionally afternoon rentals are booked late enough to prevent an evening rental.
- In February 2015, the site began tracking turn away requests for auditorium rentals. There were approximately 55 requests that were referred to other Park Authority facilities because they could not be accommodated.
- The current two-tier (non-prime time/prime time) fee structure for auditorium rental provides a discount for Monday – Thursday rentals with a peak rate for rentals occurring Friday – Sunday. In an effort to re-distribute some demand during peak times, staff recommends increasing the rental rate for Saturday rentals where demand is highest. This will provide a price incentive for some renters to consider Friday and Sunday bookings, reducing the number of turn away requests, and increasing the overall number of rentals. Rates for non-prime time rentals (Monday – Thursday) and Friday and Sunday rentals (currently designated as prime time) would remain unchanged.

## Proposed Frying Pan Farm Park Visitor Center Fee Adjustments

1. Frying Pan Farm Park Visitor Center Auditorium Rental Fees. Staff proposes the following adjustment to auditorium rental fees based on the conditions described above. All fees remain unchanged except the Saturday rental fees. Visitor Center auditorium rental fees were last adjusted in FY 2014.

Frying Pan Farm Park Visitor Center Auditorium Rental Fees

	<u>CURRENT FEE</u> <u>Non-Prime / Prime</u>	<u>PROPOSED FEE</u> <u>Mon-Thurs / Fri, Sun / Sat</u>
4 hour rental	\$190 / \$380	\$190 / \$380 / \$480
Extra hour	\$50 / \$95	\$50 / \$95 / \$120

# Golf

## Current Situation

- Golf continues to demonstrate flat performance with a sluggish economy depressing golf participation nationwide as well as locally. Golfers played 259,313 rounds at Park Authority courses in FY 2015, down 3.3% from the previous year. Operating days were up 4% over the previous year but down 8.5% from FY2013. Weather once again had a negative impact on both rounds and revenue performance during the second and third quarters of FY2015. Record setting heat during May and June also depressed golf rounds and revenue performance during these key summer months.
- Demand at Park Authority courses continues to align generally with Washington-Baltimore market overall where the National Golf Foundation (NGF) reported a 6.9% decline in calendar 2014.
- Revenue performance showed slight increases in Food & Beverage sales, up 3%, golf retail sales up 1%, while expanded growth in programs brought a 9% increase with much of this positive growth attributed to expanded programming at Pinecrest Golf Course. Greens Fee revenues, which account for 62% of total revenues in golf, was down 1% while equipment revenues were down 3% and driving range revenues decreased by 7% from the previous year.
- We experienced continued growth in Frequent Player Pass sales with \$1,275,608 in total sales representing a 4.1% annual increase within this program that is marketed to our core golfers.
- Recent data from local market surveys indicates that once again most golf courses are holding list price fees at current levels with only a few raising them slightly. The majority of effort is being targeted at looking for the right mix of discounting to attract play to slower periods of the day. The NGF continues to report that golfers are maintaining past frequency of play by more carefully managing their cost per round, most typically by shifting play to off-peak times and less expensive courses. As recommended in the Golf Operational Review conducted by the National Golf Foundation Consulting, the golf section continues to refine various twilight and super twilight discounting strategies at our golf courses to attract additional play during our non-peak time periods.
- Given the continued economic pressures on golf's customers, this year's fee proposal will be absent any adjustments to greens fees or cart fees. Market survey results and course utilization data support this recommendation.
- Demand for event rentals has been on the upswing. FY 2015 was the first full year of operation for the expanded Oaks Room at Twin Lakes. Compared to the prior year, the number of events and event-related revenue were up 135% and 62%

respectively. A recent survey of comparable facilities shows that Park Authority pricing for golf facility rentals is on the low end of the market.

### Proposed Golf Fee Adjustments

Based on the conditions described above, proposed Golf fee adjustments for FY 2016 are as follows.

1. Facility rental fees – Laurel Hill Golf Club and Twin Lakes Golf Course. Staff is recommending an increase to the rental fees of the newly expanded and operational Oaks Room at Twin Lakes, as well as to the room rental fees at Laurel Hill Golf Club. Proposed rental rates are consistent with other similarly-sized facilities in the market area. Facility rental rates at Laurel Hill have not changed since they were established in 2005; Twin Lakes’ rates were last adjusted in FY 2015 to coincide with expansion of the Oaks Room.

Facility Rental Rates, Per Hour – Laurel Hill Golf Club and Twin Lakes Golf Course

	CURRENT FEE	PROPOSED FEE	CURRENT MINIMUM	PROPOSED MINIMUM
Laurel Hill Golf Club				
Banquet Room	\$ 200	\$ 300	3 hours	6 hours
Each Additional Hour	\$ 200	\$ 300		
Banquet Room + Tower Grill	\$ 300	\$ 400	3 hours	6 hours
Each Additional Hour	\$ 300	\$ 400		
Twin Lakes – Oaks Room				
Weddings/Parties	\$ 300	\$ 400	4 hours	6 hours
Meetings	\$ 175	\$ 225	per hour	3 hours

## Public Comments on Proposed Fee Adjustments for FY 2016

**From:** robert jordan  
**Sent:** Thursday, January 07, 2016 1:23 PM  
**To:** Parkmail

**Subject:** Comments on Proposed park usage Fee Schedule for 2016

The information regarding proposed fees for special events needs more detail. Specifically, what and where are the outdoor facilities on which the proposed fees would apply? Do these areas have sufficient parking facilities available? Is it reasonable to expect that these facilities can accommodate 5,000 people when the same document states that there currently is a 500 person capacity for special events? This whole section needs to be rethought and clarified. I am opposed to having any special events that would impinge on normal, everyday use of park facilities. Would parks be closed in order to accommodate special events? I recommend that the Park Authority convene a working group that involves citizens and/or representatives from citizen's organizations to look into to special events more thoroughly before making any determination on the matter. Otherwise I find the other proposed fees and fee adjustments reasonable and sufficiently documented. Sincerely, Robert E. Jordan, 1806 Great Falls St., McLean, Va. 22101.

**From:** Alex Beiro  
**Sent:** Thursday, January 07, 2016 1:18 PM  
**To:** Parkmail

**Subject:** Park Authority Seeks Comment on Proposed Fees (OPPOSED)

I am OPPOSED to all planned fee increases. In your summary you routinely note the tough economic times and decrease in attendance for some activities. The use of "dynamic pricing" is noteworthy but not practical given the Parks small scale. If you want to increase attendance try **lowering** fees across the spectrum. You will not have a increase in costs yet you will increase demand and therefore revenue. In general, when a product or activity costs **less** there is more demand. Try it!

Alex Beiro, Jr.  
 5902 Mount Eagle Drive  
 Unit 812  
 Alexandria, VA 22303

**From:** Ed Moser  
**Sent:** Saturday, January 09, 2016 3:16 PM  
**To:** Parkmail

**Subject:** Fairfax County sports fees too high  
 FCPA is proposing a \$0.58 increase in our club's swim lane rental rates for the 2016-2017 swim season. Basically, it raises our rate from \$23.20 per lane hour to \$23.78 per lane hour--a 2.5% increase. And for 50 meters the rate increased from \$50.94 to \$52.20 per lane hour. While \$0.58, or 2.5%, may not sound like a lot, it would increase our rental expense by almost \$915 a year because we currently rent 1577 lane hours.

The County's rental fee structure favors larger teams, who enjoy a discounted rate over our "basic" rate. I'm honestly not clear on the rationale behind this. It seems the county's fees, taxes, & borrowing go ever higher, with services not necessarily better.

**From:** Nancy  
**Sent:** Tuesday, January 12, 2016 2:11 AM  
**To:** Parkmail

**Subject:** Park fee adjustment s

Well done!

As a long time Fairfax County citizen, parent, grandparent I find are parks outstanding!

One idea came to mind: The parks with children rides is a signature to our young families. Is there anyway to keep all rides at 1\$ and place a well worn donation box for use in clear view with a sign: "Help everyone ride". Second: Could we add an additional; into the woods ride. Sometimes that is all a child experiences. You can Ride and watch their response; it brings them a joyful sense of aha and wonder... They ask to ride again!

Thank you for your considerations, fine care, and attention to details.

All the best,  
Nancy Hanks

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**From:** Madeline Muravchik  
**Sent:** Thursday, February 04, 2016 7:21 AM  
**To:** Parkmail  
**Subject:** Feedback from an Alexandria Masters Swimmer

Dear FCPA Board,

I am a member a proud member of Alexandria Masters Swimming and also volunteer as its Membership Coordinator. Thank you for providing us such nice places to swim. Mt. Vernon, George Washington, and Lee District are fantastic facilities. We are very fortunate to be able to practice in Fairfax County. However, the fact that we don't qualify for the same discount rate as larger teams and the current proposed lane rental increases could potentially hurt our team a lot. We are a small non-profit organization run by volunteers and we simply can't keep pace with the cost increases the county is proposing. The increased costs will force the team to reduce practices. As Membership Coordinator, swimmers tell me consistently that one major reason they come swim with us is that our diverse schedule fits their needs and they haven't been able to find another team that fits into their schedule. However, the more we reduce practices the less true this is, and the less likely we are to keep or attract new members. (We lost several members this year already due to canceling our midday practices.) Furthermore, several of our members are not Fairfax County residents. Therefore, if they have to swim on their own, chances are they won't be swimming in Fairfax County which is a double loss of revenue for you since the team will be forced to rent fewer lanes and that loss won't be offset by an increase in individual swimmers. Finally, the increased cost has a direct impact on what we charge our swimmers and the more we increase our fees, the less likely we are to attract swimmers of all socio-economic backgrounds which is something for which we strive.

On a personal note, I cannot say enough how much I cherish attending Alexandria Masters Swimming practices and how much I dread the idea of losing one or more of them. As a working mom, swimming with AMS is my favorite part of the day. It is my exercise, my social outlet, and my community service all in one. Please be reasonable and help the little guy. We are some of your biggest fans.

Thank you for your time and attention.

Sincerely,  
Madeline Muravchik

**From:** Engie  
**Sent:** Wednesday, February 03, 2016 6:31 PM  
**To:** Parkmail  
**Cc:** Andy Whitney; Alexandria Masters BOD  
**Subject:** Alexandria Masters FCPA Public Comment Submission

Dear FPCA Board,

Thank you for taking the time to hear our concerns at the public comments meeting on January 20, 2016. As requested, we are including our comments in writing. Attached you will find our written statement as well as flyers from our community outreach activities.

We look forward to hearing from you and greatly appreciate your attention to the needs of Fairfax County residents.

Engie Mokhtar

Attachment

**Comments for the Annual Fee Meeting on Proposed Swim Lane Fee Increases**

February 3, 2016

Alexandria Masters respectfully requests FCPA reduce the quantity of lanes to qualify for the discounted rate from 3000 lanes to 1500. This reduction will allow smaller rental groups to continue to use FPCA facilities and survive in this austere economic climate.

The Alexandria Masters Swim Club believes that the current differential price structure and proposed fee increase will not serve the Fairfax County Park Authority (FCPA) or smaller swim clubs for the reasons below. The current proposed fee increase is not the only issue. We've had difficulty with all of the fee increases over the past few years; this past year we were finally forced to reduce lane rentals. If the "base rate" increases from \$23.20 per lane hour to \$23.78, our annual operating costs will increase by approximately \$900. And the 50-meter rate increase from \$50.94 to \$52.20 will make our summer rentals impossible. Please consider the following:

1. **Revenue for the FCPA.** Last year's price increase lowered the amount that the FCPA received from Alexandria Masters. Our 2014-2015 rental contract was valued at \$40,304.00; our current contract is for \$36,586.40 due to cuts in the number of practices we offer.
2. **Utilization of FCPA Facilities.** We cut our lane rentals from 1832 lane-hours in the 2014-2015 season to 1577 lane-hours by cutting lanes in some practices and eliminating all mid-day practices, which occurred during off-peak hours. We also reduced the number of practices overall. It's worth noting that these lanes have gone unclaimed by any other renters, resulting in no revenue for the FCPA.
3. **Fairness.** The current price differential favors the larger teams, who pay 14% less than the basic rate, at the expense of smaller teams who cannot rent 3000 lanes. This amounts to a subsidy squeezed out of the smaller teams to support the larger teams. We are all Fairfax County taxpayers—why are some given preferential treatment? The FCPA can realize a substantial increase in revenue by slightly raising the discounted rate instead of punishing smaller and mid-size teams such as ours, who end up cutting back on lanes. We ask our swimmers to pay more for fewer practices while decreasing the revenue for the FCPA.
4. **Variety.** The current pricing scheme encourages conglomeration, which does not serve the residents or the FCPA. More swim clubs will encourage use of different time slots that will spread the use of the pool over more hours. With fewer numbers in our practices, we can offer more personalized coaching, which many swimmers prefer.

5. **Community Service.** In August 2015 our swim-a-thon raised \$5,775 (exceeding our \$5,000 goal) for the INOVA Health Systems Foundation. With a smaller program overall, our success in hosting similar events in the future will be significantly reduced.
6. **Competition.** Every year Alexandria Masters hosts the Tropical Splash swim meet at the end of January, drawing approximately 150 swimmers from the regional area to the George Washington RECenter. As with the lane rentals, the cost of renting this facility continues to increase, putting upward price pressure on the price charged to swimmers entering the competition.

# swim for engie

## AGAINST BREAST CANCER

AUGUST 29 • LITTLE HUNTING PARK POOL



[www.crowdrise.com/SwimforEngie2015](http://www.crowdrise.com/SwimforEngie2015)

### ENGIE'S "CANCER ADVENTURE"

Engie's battle with cancer began in October 2010 when she was first diagnosed with breast cancer. She underwent chemotherapy, surgery, and radiation through 2012. And she thought she had kicked it. Then on April 7, 2015 she passed out. At the time, she just thought she was tired. No such luck. Scans revealed that she had had a seizure caused by a three centimeter brain tumor caused by the original cancer. This was treated with surgery and targeted radiation. Now she continues both daily and weekly chemotherapy for an indefinite period of time. Engie's most recent scans were clear and she will continue to get monitory scans every three months. She says that she is hoping for the best.

### WHY SWIMMING SUPPORTS ENGIE

Engie is a relatively new member to Alexandria Masters Swimming, having joined a little over a year ago in June 2014. Though she could barely swim 250 meters at the time, her passion for the sport and joy in the water are contagious. Soon she was swimming a mile multiple times a week. Engie plans to swim with us on August 29th to swim it out against her cancer. We swim behind her 100 percent. We swim for a world where our friend and teammate didn't have this disease. We swim for a world where no one's friend does.

**Please join us! Please donate!**  
**Any bit you can do WILL help!**

Scan with  
your smartphone  
to donate now!

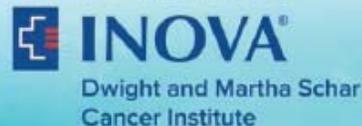


HOSTED BY



@ALEXMASTERSWIM

PROCEEDS TO



@INOVAHEALTH

### HOW TO PARTICIPATE

**1. REGISTER** on the site as part of a team, or an individual. Anyone can participate so spread the word! This will create your own fundraising page.

**2. SET YOUR SWIM GOAL.**

When you register, you set a distance goal for the two-hour event. The maximum limit of 200 lengths (5,000 meters). Little Hunting Park is a 25 meter pool.

**3. FIND DONORS** to sponsor your efforts. Contributors can make a set pledge or sponsor you a certain amount for each length swum. They can pay using credit card via your fundraising site, or by check [made out to Inova Health Foundation with Swim for Engie in memo line]

**4. SHOW UP AND SWIM.**

The event starts at 8 AM on August 29 and goes until 10 AM. We're asking *all swimmers to contribute \$5 cash* to participate to offset our cost of holding the event so that all the money we raise goes towards research to defeat breast cancer!

### TIME & LOCATION

Little Hunting Park Pool  
7000 Canterbury Lane  
Alexandria, VA 22307

SATURDAY AUGUST 29  
8 AM - 10 AM

### QUESTIONS?

Contact Madeline Muravchik at [swimforengie@gmail.com](mailto:swimforengie@gmail.com).



THANK YOU 

for helping making the first annual  
Swim for Engie a success!

On August 28, 2015 Alexandria Masters Swimming  
raised \$5785.89 for Inova Breast Cancer Research.



## Tropical Splash Swim Meet SPONSORSHIP REQUEST

Dear Friends:

The Alexandria Masters Swim Team will host the 12<sup>th</sup> Annual Tropical Splash Swim Meet on January 31st, 2016 at the George Washington RECenter in Alexandria, Virginia. Sanctioned by U.S. Masters Swimming, Tropical Splash is a day-long swim meet for adults swimmers, ages 18+, and is our team's main fundraising event of the year.

We are seeking assistance from Sponsorship Partners to help defray the cost of running this event, and ensure that more funds from the meet return directly to Alexandria Masters Swimming. In return, sponsorship partners receive recognition and advertising opportunities surrounding the event.

Our Sponsorship Program provides several levels of contribution. This is a great opportunity to reach a captive audience of athletes, families, and local residents. We hope you consider participating.

Sincerely,



Katie McWilliams  
MEET DIRECTOR

### ABOUT TROPICAL SPLASH:

- Meet Runs from 8 am - 3 pm, January 31, 2016.
- Average Meet Attendance: 150 competitors, plus around 50 onlookers and volunteers.
- Meet program is provided free to all competitors at registration. The program seeds competitors into heats, and is referred to throughout the day.

### ABOUT ALEXANDRIA MASTERS:

A group of about 130 swimmers located in the southern area of Alexandria and Fairfax County, Virginia. We offer structured coached workouts throughout the year at various local pools and emphasize fitness, conditioning, and stroke mechanics. Our swimming abilities range from beginning lap swimmers to college athletes.



Alexandria Masters Swimming Inc.  
P.O. Box 4935 • Alexandria, VA 22303  
[www.alexandriamasters.com](http://www.alexandriamasters.com)

**TO BECOME A MEET SPONSOR**  
contact our Sponsorship Coordinator:

[AlexandriaMastersVA@gmail.com](mailto:AlexandriaMastersVA@gmail.com)  
(703) 283-1408

### SPONSORSHIP LEVELS:

**BASE SPONSOR \$30**

- Eighth-page program ad (3.75" w x 2.5" h)
- Listing on Event Signage the day of the meet.

**BRONZE SPONSOR \$55**

- Quarter-page program ad (3.75" w x 5" h)
- Listing on Event Signage the day of the meet.
- One Thank You Message on Team Facebook and Twitter Accounts the week of the event.

**SILVER SPONSOR \$105**

- Half-page program ad (7.5" w x 5" h)
- Listing on Event Signage the day of the meet.
- One Thank You Message on Team Facebook and Twitter Accounts the week of the event.
- Listing on the Meet Registration Page (logo, Business Name, and website link).

**GOLD SPONSOR \$190**

- Full-page program ad (7.5" w x 10" h)
- Listing on Event Signage the day of the meet.
- One Thank You Message on Team Facebook and Twitter Accounts the week of the event.
- Listing on the Meet Registration Page (logo, Business Name, and website link).
- Verbal Announcement as a Gold Sponsor before the Meet Begins.



## TO BECOME A MEET SPONSOR

Contact our Sponsorship Coordinator at  
[AlexandriaMastersVA@gmail.com](mailto:AlexandriaMastersVA@gmail.com) or call (703) 283-1408



# Fairfax County Park Authority Pool Rental Business Overview

Fairfax County Park Authority Board

February 24, 2016





# Pool Rental Business

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The Park Authority rents pool space to a wide variety of aquatic user groups. Currently, 106 groups rent space. These include:

- USA Swimming Teams
- USA Diving Teams
- USA Masters Swim Teams
- FCPS – High School Swim and Dive Teams
- Northern Virginia Swim League (NVSL) Winter Swim Teams
- Community Groups
- Crew Teams
- Tour Groups
- Synchronized Swimming
- Physical Therapy Practices
- Scuba Diving Lessons
- Kayaking
- Underwater Hockey



# FCPA – Pool Rental Types of Use

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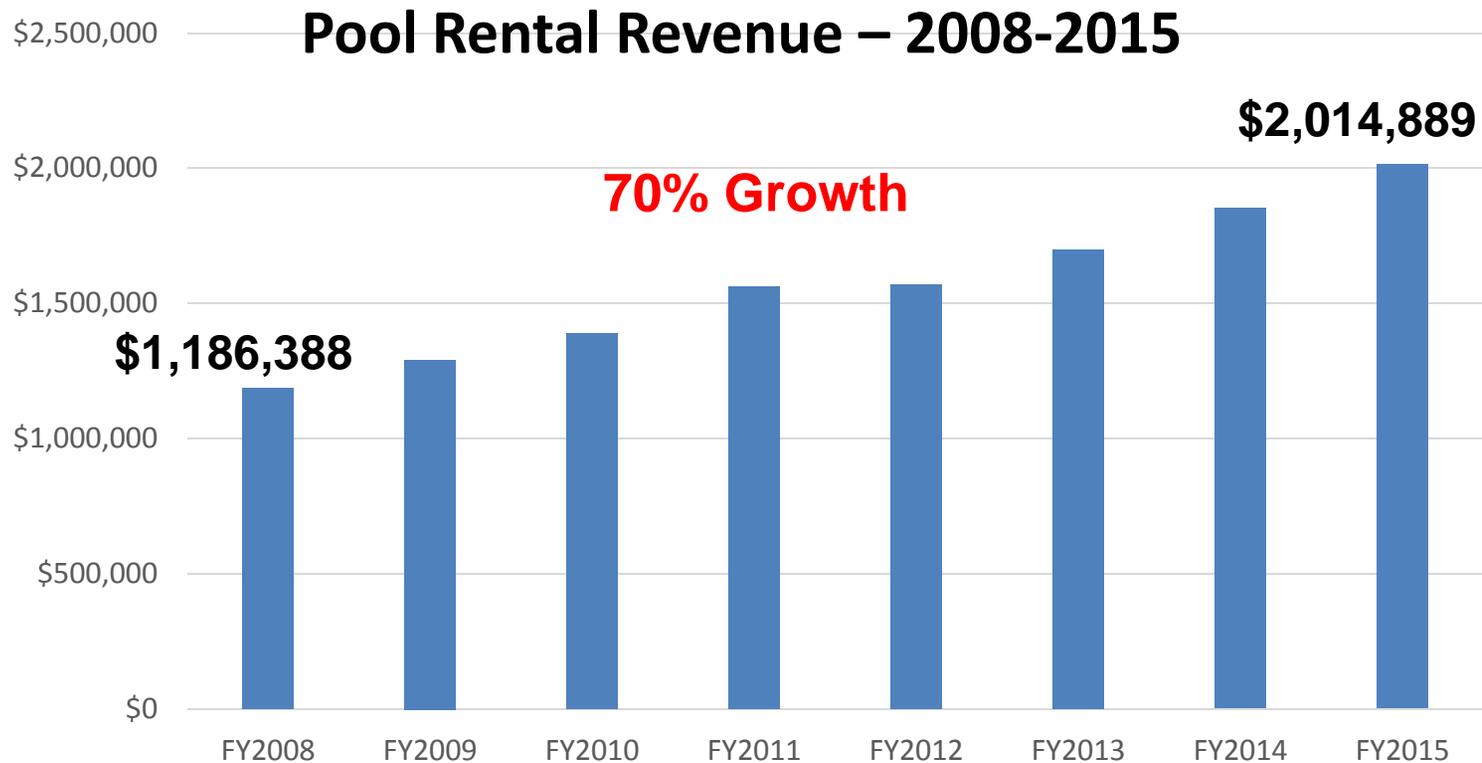
For 2016/17, the Park Authority rents 92,477 lane hours to aquatic groups, not including FCPS High School Swim & Dive.

Type of Use	% of Total Lanes
Short Course Swim Lanes	<b>86%</b>
• High-volume Users	75%
• Base Rate Users	25%
➤ NVSL Teams	44%
➤ Small Teams/Groups	66%
Long Course (50m Lanes)	<b>3%</b>
Dive Wells	<b>2%</b>
Full Pool Rentals	<b>9%</b>
• Meets	99%
• Non-Meet Rentals	1%



# Growth of Pool Rental Business

Indicators	2001	2015	% Change
# Teams/Groups	56	106	89%





# History of Pool Rental Fees

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- During early years of RECenters, FCPA needed to fill pools with programs and rentals, so it offered incentives and discounts to attract businesses.
- Aquatic user groups paid vastly different fees for the same space. (Meet lanes discounted 40%, dive wells discounted 30%)
- As business grew, demand for pool space increased.
- Today, prime time pool space is largely full, with a wait list for the most sought after pool times.



# Development of Fees Strategy: 2008

---

- In 2008, concern over infrequent but large fee increases prompted a multi-year review of the fee process with FCPA staff and pool renter group representatives.
- Goals were:
  - 1) Incorporate more regular, smaller fee increases to allow businesses to plan and minimize impact on customers
  - 2) Allow FCPA to recover increasing costs to Revenue Fund for operating pools.
- Based on FCPA cost data, the agreement established:
  - 1) consolidated fee tiers
  - 2) a **CPI + 2% annual increase** for high-volume renters
  - 3) regular, periodic increases for smaller renters that would achieve a 15% discount for high-volume renters.



# Moving Forward with Fees

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**Goal:** FCPA provides pool space but does not favor one type of pool use over another through discounts. FCPA will offer discounts only to encourage high-volume rentals (15%) consistent with other business areas within FCPA.

In 2014, FCPA began multi-year adjustments to have all user groups pay similar fees for lanes, regardless of the type of use.

- 1) Fees for swim meets were first, reducing discounts from 40% to 15%, largely accepted without issue.
- 2) Dive well fees are in a multi-year adjustment now and fees will be converted from dive wells to lanes in 2017.



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# Questions?

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Board Agenda Item  
March 9, 2016

## **INFORMATION**

### FY 2016 Mid-Year Budget Review, Fund 10001, General Fund

#### Revenue:

Mid-Year General Fund revenue is \$257,199 as compared to \$403,982 last year at the same time. The FY 2016 revised revenue budget was decreased from \$1,314,874 to \$900,953 to reflect lower anticipated revenue and a shift of some programs to the Revenue and Operating Fund. Revenue is down \$146,783, or 36.33 percent due to consolidation of RecPAC centers, a shift of programs that fit the Fund 80000 model to the Revenue and Operating Fund, and more scholarships.

#### Expenditures:

General Fund expenditures are \$10,772,982 as compared to \$10,412,845 last year at this time, an increase of \$360,137, or 3.46 percent.

*Personnel Services* are \$9,225,643 as compared to \$9,257,029 in the previous year, a decrease of \$31,386 or 0.34 percent. This decrease is due to vacancies which is partially offset by pay increases.

*Operating Expenditures* are \$2,884,307 as compared to \$2,784,531 in the previous year, an increase of \$99,776, or 3.56 percent. This increase is mainly due to timing of recording payment of \$179,157 for Tririga Software License Maintenance fees. This payment covers FY 2015 and FY 2016 due to finalizing the contract which is partially offset by a decrease of \$69,915 in vendor contracted camps due to fewer camps offering and a shift of programs to Revenue and Operating Fund.

*Recovered Costs* are (\$1,535,738) as compared to (\$1,628,715) in the previous fiscal year, a decrease of \$92,977 or 5.71 percent. This temporary decrease is due to the timing of processing Work Performed for Others (WPFO).

*Capital Equipment* expenditures are \$198,770 as compared to \$0 in the previous year. This is due to purchases of critical capital equipment. Funding for these equipment purchases was appropriated at carryover.

The Park Authority will continue to monitor and manage expenses to come in at the Revised Budget Plan.

Board Agenda Item  
March 9, 2016

ENCLOSED DOCUMENTS:  
None

STAFF:  
Kirk W. Kincannon, Director  
Aimee L. Vosper, Deputy Director/CBD  
Sara Baldwin, Deputy Director/COO  
Janet Burns, Senior Fiscal Administrator  
Michael P. Baird, Manager, Capital and Fiscal Services  
Susan Tavallai, Senior Budget Analyst

**INFORMATION**

FY 2016 Mid-Year Budget Review, Fund 80000, Park Authority Revenue and Operating Fund

Revenue

Mid-Year Fund 80000 revenue is \$19,260,243 as compared to \$18,233,204 last year, an increase of \$1,027,039 or 5.6 percent. The FY 2016 revenue revised budget is \$46,935,007 and the mid-year revenue represents 41 percent of the budget versus 39.4 percent of the total budget in the prior year.

Revenue

<b>Divisions</b>	<b>12/31/15</b>	<b>12/31/14</b>	<b>Variance</b>	<b>Reasons</b>
Admin	\$244,615	\$264,560	(\$19,945)	Park Authority is divesting rental properties, only Packard Center remains resulting in lower rental income.
Golf	\$5,126,024	\$4,923,569	\$202,454	Golf revenue is up due to mild weather for the first half of the year that has resulted in a 2.5% increase in rounds played. Increased and expanded golf instruction at Twin Lakes and Pinecrest has increased revenue for classes. A successful fall pass sales initiative resulted in increased pass sales.
Rec Activities	\$2,315,180	\$1,723,794	\$591,386	The expansion of the Watermine resulted in higher pool fees and season passes. Expansion of camp program offerings resulted in higher class fees. Historic Properties Rental Services (HPRS) was moved from Resource Management Division to Rec Activities for synergy with other rental programs.
RECENTERS	\$10,653,705	\$10,341,628	\$312,077	Completion of RECenter expansions has resulted in a large increase of pass sales and rentals of the gym. RECenters continue to expand program offerings, both contracted and staff provided, increasing class fees.
Resource Management	\$920,720	\$979,653	(\$58,933)	Historic Properties Rental Service program was moved to Rec Activities.
Total Revenue	\$19,260,243	\$18,233,204	\$1,027,039	

Board Agenda Item  
March 9, 2016

Expenditures

Overall expenditures are \$24,505,972 as compared to \$23,201,672 last year at this time, an increase of \$1,304,299, or 5.6 percent.

Expenditures

Divisions	9/30/15	9/30/14	Variance	Reasons
Admin	\$2,966,223	\$2,781,320	\$184,903	Debt Service for both Twin Lakes and Laurel Hill have increased based on the repayment schedule. Indirect cost to the County increased by \$45K. Increased use of donation funds.
Golf	\$4,537,665	\$4,662,459	(\$124,794)	Park Authority initiative to reduce reliance on merit staff and increase the use of seasonal staff is resulting in lower merit salaries and overall staff savings. Lower need for large capital repairs has reduced maintenance charges and mild weather has reduced the demand for electricity and natural gas. Increased/expanded program offerings at Twin Lakes and Pinecrest has increased contracted program cost.
Rec Activities	\$2,706,765	\$2,483,486	\$223,278	Expansion of Watermine resulted in higher seasonal staff to operate the facility. The expansion also resulted in higher utility and water costs. Increased/expanded program offerings resulted in increased contracted program costs. Transfer of Historic Properties program results in those expenditures now hitting Rec Activities.
RECENTERS	\$13,165,328	\$12,148,783	\$1,016,545	Repairs to aging RECenters resulted in large maintenance charges. Complete whitecoat at Audrey Moore RECenter and whitecoat at Cub Run. Expanded program offerings resulted in higher cost for contracted camps.
Resource Management	\$1,129,991	\$1,125,623	\$4,368	Historic Properties Rental Services moved to Rec Activities. Capital Equipment items (\$41K) currently in Resource Management will be moved to Administration, Donation Account.
Total Expenditures	\$24,505,972	\$23,201,672	\$1,304,299	
Net Revenue	(\$5,245,729)	(\$4,968,468)	(\$277,261)	

Board Agenda Item  
March 9, 2016

ENCLOSED DOCUMENTS:

Attachment 1: Quarterly Trends for Fund 80000

Attachment 2: Cumulative Trends for Fund 80000

Attachment 3: FY 2016 Revenue and Expenditure Analysis- By Site, Fund 80000

STAFF:

Kirk W. Kincannon, Director

Aimee Vosper, Deputy Director/CBD

Sara Baldwin, Deputy Director/COO

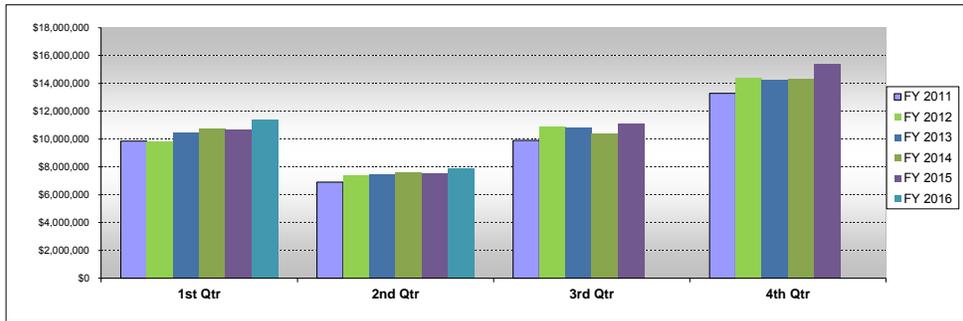
Janet Burns, Senior Fiscal Administrator

Michael P. Baird, Manager, Capital and Fiscal Services

Susan Tavallai, Senior Budget Analyst

**FY 2016 QUARTERLY TRENDS FOR FUND 80000**  
ACTUAL REVENUE TRENDS

Qtr		FY 2011		FY 2012		FY 2013		FY 2014		FY 2015		FY 2016	
1st Qtr	26.88%	\$9,864,208	24.69%	\$9,810,404	23.10%	\$10,496,391	24.43%	\$10,752,611	24.97%	\$10,680,321	23.90%	\$11,397,627	24.28%
2nd Qtr	17.14%	\$6,916,002	17.31%	\$7,347,940	17.30%	\$7,451,186	17.35%	\$7,601,697	17.66%	\$7,552,882	16.90%	\$7,862,616	16.75%
3rd Qtr	23.11%	\$9,893,922	24.77%	\$10,909,076	25.69%	\$10,797,265	25.13%	\$10,381,622	24.11%	\$11,074,431	24.79%	\$11,074,431	24.79%
4th Qtr	32.87%	\$13,276,058	33.23%	\$14,402,440	33.91%	\$14,213,051	33.09%	\$14,319,183	33.26%	\$15,371,063	34.40%		
Actual	100.00%	<b>\$39,950,190</b>	100.00%	<b>\$42,469,860</b>	100.00%	<b>\$42,957,893</b>	100.00%	<b>\$43,055,113</b>		<b>\$44,678,697</b>		<b>\$46,935,007</b>	
Budget													



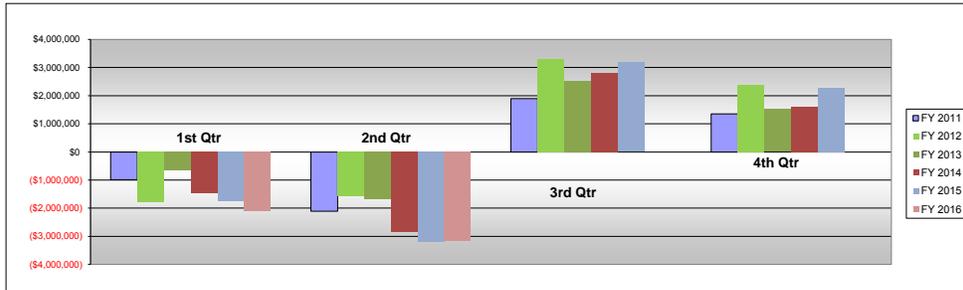
**ACTUAL EXPENDITURE TRENDS**

Qtr		FY 2011		FY 2012		FY 2013		FY 2014		FY 2015		FY 2016	
1st Qtr	29.39%	\$10,858,789	29.49%	\$11,587,348	28.87%	\$11,148,607	27.03%	\$12,214,036	28.43%	\$12,440,564	28.16%	\$13,492,842	28.90%
2nd Qtr	23.32%	\$9,027,838	24.52%	\$8,936,602	22.26%	\$9,140,101	22.16%	\$10,467,113	24.37%	\$10,761,107	24.36%	\$11,013,130	23.59%
3rd Qtr	19.74%	\$8,001,847	21.73%	\$7,611,759	18.96%	\$8,261,936	20.03%	\$7,561,571	17.60%	\$7,898,407	17.88%		
4th Qtr	26.13%	\$11,919,294	32.37%	\$12,002,810	29.90%	\$12,692,796	30.78%	\$12,713,945	29.60%	\$13,083,745	29.61%		
Actual	98.57%	<b>\$39,807,768</b>	108.10%	<b>\$40,138,519</b>	100.00%	<b>\$41,243,440</b>	100.00%	<b>\$42,956,665</b>		<b>\$44,183,823</b>		<b>\$46,684,634</b>	
Budget													



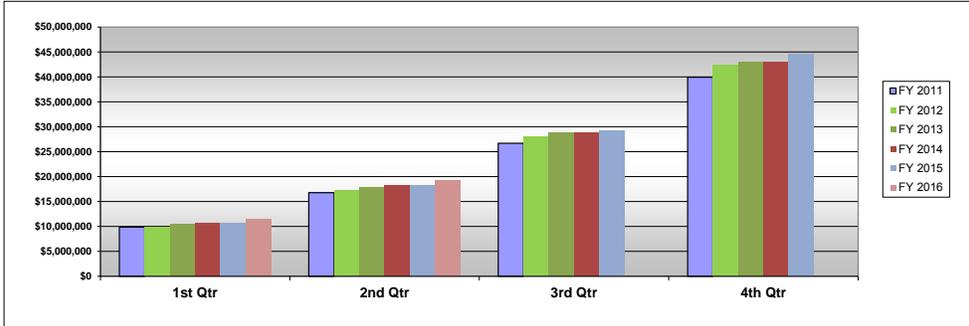
**ACTUAL NET REVENUE TRENDS**

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
1st Qtr	(\$994,580)	(\$1,776,944)	(\$652,216)	(\$1,461,425)	(\$1,760,243)	(\$2,095,215)
2nd Qtr	(\$2,111,835)	(\$1,588,662)	(\$1,688,915)	(\$2,865,416)	(\$3,208,225)	(\$3,150,514)
3rd Qtr	\$1,892,075	\$3,297,317	\$2,535,329	\$2,820,051	\$3,176,024	
4th Qtr	\$1,356,764	\$2,399,630	\$1,520,255	\$1,605,238	\$2,287,318	
Actual	\$142,424	\$2,331,341	\$1,714,453	\$98,448	\$494,874	\$250,373
Budget						



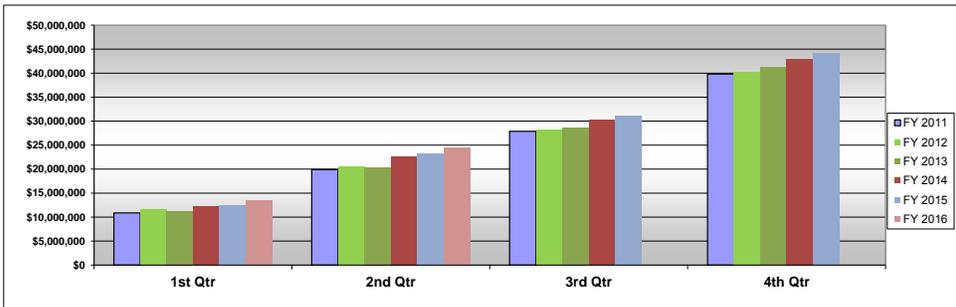
**CUMULATIVE TRENDS FOR FUND 80000**  
**ACTUAL CUMULATIVE REVENUE TRENDS**

qtr	Actual		FY 2011		FY 2012		FY 2013		FY 2014		FY 2015		FY 2016	
1st Qtr	26.88%	\$9,864,208	24.69%	\$9,810,404	23.10%	\$10,496,391	24.43%	\$10,752,611	24.97%	\$10,680,321	23.90%	\$11,397,627	24.28%	
2nd Qtr	44.02%	\$16,780,210	42.00%	\$17,158,344	40.40%	\$17,947,577	41.78%	\$18,354,308	42.63%	\$18,233,203	40.81%	\$19,260,243		
3rd Qtr	67.13%	\$26,674,132	66.77%	\$28,067,420	66.09%	\$28,744,842	66.91%	\$28,735,930	66.74%	\$29,307,634	65.60%			
4th Qtr	100.00%	\$39,950,190	100.00%	\$42,469,860	100.00%	\$42,957,893	100.00%	\$43,055,113	100.00%	\$44,678,697	100.00%			



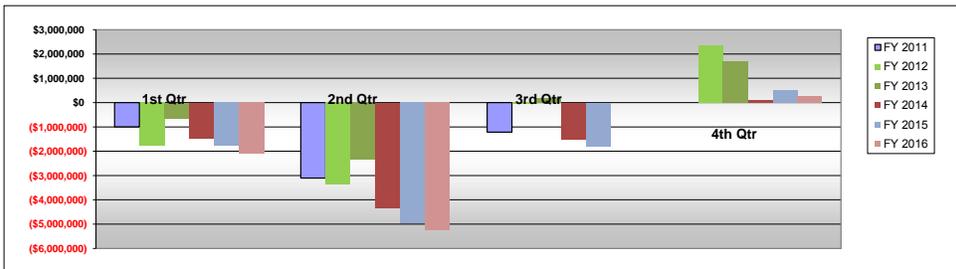
**ACTUAL CUMULATIVE EXPENDITURE TRENDS**

	FY 2011		FY 2012		FY 2013		FY 2014		FY 2015		FY 2016		
1st Qtr	29.81%	\$10,858,789	27.28%	\$11,587,348	28.87%	\$11,148,607	27.03%	\$12,214,036	28.43%	\$12,440,564	28.16%	\$13,492,842	28.90%
2nd Qtr	53.47%	\$19,886,627	49.96%	\$20,523,950	51.13%	\$20,288,708	49.19%	\$22,681,149	52.80%	\$23,201,671	52.51%	\$24,505,972	
3rd Qtr	73.50%	\$27,888,474	70.06%	\$28,135,709	70.10%	\$28,550,644	69.22%	\$30,242,720	70.40%	\$31,100,078	70.39%		
4th Qtr	100.00%	\$39,807,768	100.00%	\$40,138,519	100.00%	\$41,243,440	100.00%	\$42,956,665	100.00%	\$44,183,823	100.00%		



**ACTUAL CUMULATIVE NET REVENUE TRENDS**

	FY 2011		FY 2012		FY 2013		FY 2014		FY 2015		FY 2016	
1st Qtr		(\$994,580)		(\$1,776,943)		(\$652,215)		(\$1,461,424)		(\$1,760,243)		(\$2,095,215)
2nd Qtr		(\$3,106,417)		(\$3,365,606)		(\$2,341,131)		(\$4,326,841)		(\$4,968,468)		(\$5,245,729)
3rd Qtr		(\$1,214,342)		(\$68,289)		\$194,198		(\$1,506,790)		(\$1,792,444)		
4th Qtr				\$2,331,341		\$1,714,453		\$98,448		\$494,874		\$250,373



FY 2016 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000  
AS OF December 31, 2015

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
<b>OVERALL</b>				
ADMINISTRATION	2015	264,560	2,781,320	(2,516,760)
	2016	244,615	2,966,223	(2,721,608)
<b>VARIANCE</b>		(19,945)	184,903	(204,848)
GOLF ENTERPRISES	2015	4,923,569	4,662,459	261,110
	2016	5,126,024	4,537,665	588,359
<b>VARIANCE</b>		202,455	(124,794)	327,249
RECENTERS	2015	10,341,628	12,148,783	(1,807,155)
	2016	10,653,705	13,165,328	(2,511,623)
<b>VARIANCE</b>		312,077	1,016,545	(704,468)
REC ACTIVITIES	2015	1,723,794	2,483,486	(759,692)
	2016	2,315,180	2,706,765	(391,585)
<b>VARIANCE</b>		591,386	223,279	368,107
RESOURCE MANAGEMENT	2015	979,653	1,125,624	(145,971)
	2016	920,720	1,129,991	(209,271)
<b>VARIANCE</b>		(58,933)	4,367	(63,300)
COMBINED TOTAL	2015	18,233,204	23,201,672	(4,968,468)
	2016	19,260,244	24,505,972	(5,245,728)
<b>VARIANCE</b>		1,027,040	1,304,300	(277,260)
<b>GOLF ENTERPRISES</b>				
Administration	2015	48,524	177,770	(129,246)
	2016	38,241	126,202	(87,961)
<b>VARIANCE</b>		(10,283)	(51,568)	41,285
Burke Lk. Golf Course	2015	498,334	381,015	117,319
	2016	507,034	392,812	114,222
<b>VARIANCE</b>		8,700	11,797	(3,097)
Greendale Golf Course	2015	667,373	508,246	159,127
	2016	697,881	482,126	215,755
<b>VARIANCE</b>		30,508	(26,120)	56,628
Jefferson Golf Course	2015	559,104	540,223	18,881
	2016	605,470	522,921	82,549
<b>VARIANCE</b>		46,366	(17,302)	63,668
Pinecrest Golf Course	2015	337,176	367,953	(30,777)
	2016	401,901	419,949	(18,048)
<b>VARIANCE</b>		64,725	51,996	12,729
Twin Lakes Golf Course	2015	1,311,383	1,334,626	(23,243)
	2016	1,376,919	1,248,266	128,653
<b>VARIANCE</b>		65,536	(86,360)	151,896
Oak Marr Golf Course	2015	524,510	369,577	154,933
	2016	566,245	395,755	170,490
<b>VARIANCE</b>		41,735	26,178	15,557
Laurel Hill Golf Course	2015	977,166	983,051	(5,885)
	2016	932,333	949,635	(17,302)
<b>VARIANCE</b>		(44,833)	(33,416)	(11,417)

FY 2016 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000  
AS OF December 31, 2015

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
<b>RECENTERS</b>				
Admin Rec Ctr	2015	52,856	825,070	(772,214)
	2016	94,449	905,631	(811,182)
VARIANCE		41,593	80,561	(38,968)
George Washington Rec Ctr	2015	207,911	259,755	(51,844)
	2016	143,298	321,286	(177,988)
VARIANCE		(64,613)	61,531	(126,144)
Lee Rec Ctr	2015	1,462,536	1,675,121	(212,585)
	2016	1,430,438	1,714,737	(284,299)
VARIANCE		(32,098)	39,616	(71,714)
Oak Marr Rec Ctr	2015	1,628,359	1,642,086	(13,727)
	2016	1,648,810	1,662,930	(14,120)
VARIANCE		20,451	20,844	(393)
Providence Rec Ctr	2015	983,401	1,223,270	(239,869)
	2016	1,007,553	1,286,381	(278,828)
VARIANCE		24,152	63,111	(38,959)
South Run Rec Ctr	2015	1,438,341	1,415,852	22,489
	2016	1,436,688	1,410,526	26,162
VARIANCE		(1,653)	(5,326)	3,673
Springhill Rec Ctr	2015	875,761	1,102,137	(226,376)
	2016	1,288,301	1,465,534	(177,233)
VARIANCE		412,540	363,397	49,143
Audrey More Recenter	2015	1,414,534	1,484,758	(70,224)
	2016	1,390,859	1,769,770	(378,911)
VARIANCE		(23,675)	285,012	(308,687)
Cub Run Recenter	2015	1,165,357	1,361,207	(195,850)
	2016	1,071,339	1,468,024	(396,685)
VARIANCE		(94,018)	106,817	(200,835)
Mt Vernon Rec Ctr	2015	1,112,574	1,159,526	(46,952)
	2016	1,141,971	1,160,508	(18,537)
VARIANCE		29,397	982	28,415
<b>REC ACTIVITIES</b>				
Marketing	2015	0	124,704	(124,704)
	2016		72,360	(72,360)
VARIANCE		0	(52,344)	52,344
Business Office	2015	0	353,283	(353,283)
	2016		448,356	(448,356)
VARIANCE		0	95,073	(95,073)
Production Services	2015	0	503,982	(503,982)
	2016		487,098	(487,098)
VARIANCE		0	(16,884)	16,884
Clemyjontri	2015	60,832	74,941	(14,109)
	2016	68,464	58,304	10,160
VARIANCE		7,632	(16,637)	24,269
Rec Activities Admin	2015	284,840	219,061	65,779
	2016	478,941	186,153	292,788
VARIANCE		194,101	(32,908)	227,009
Burke Lake Park	2015	492,845	266,979	225,866
	2016	557,223	299,210	258,013
VARIANCE		64,378	32,231	32,147

FY 2016 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000  
AS OF December 31, 2015

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
Lake Fairfax Park	2015	789,289	818,345	(29,056)
	2016	1,101,325	1,031,337	69,988
<b>VARIANCE</b>		312,036	212,992	99,044
Lake Accotink	2015	95,988	122,191	(26,203)
	2016	109,228	123,947	(14,719)
<b>VARIANCE</b>		13,240	1,756	11,484
<b>RESOURCE MANAGEMENT</b>				
Administration	2015	21,147	103,835	(82,688)
	2016	10,740	117,187	(106,447)
<b>VARIANCE</b>		(10,407)	13,352	(23,759)
Colvin Run Mill	2015	26,924	16,126	10,798
	2016	23,528	12,146	11,382
<b>VARIANCE</b>		(3,396)	(3,980)	584
E.C. Lawrence	2015	27,796	55,638	(27,842)
	2016	41,016	38,869	2,147
<b>VARIANCE</b>		13,220	(16,769)	29,989
Frying Pan Farm Park	2015	396,418	390,887	5,531
	2016	392,533	405,971	(13,438)
<b>VARIANCE</b>		(3,885)	15,084	(18,969)
Green Spring Gardens	2015	135,353	155,282	(19,929)
	2016	139,847	184,355	(44,508)
<b>VARIANCE</b>		4,494	29,073	(24,579)
Hidden Oaks Nature Ctr	2015	65,788	68,614	(2,826)
	2016	58,394	64,738	(6,344)
<b>VARIANCE</b>		(7,394)	(3,876)	(3,518)
Hidden Pond Nature Ctr	2015	46,335	57,241	(10,906)
	2016	40,520	48,023	(7,503)
<b>VARIANCE</b>		(5,815)	(9,218)	3,403
Huntley Meadows Park	2015	34,456	14,616	19,840
	2016	36,368	27,681	8,687
<b>VARIANCE</b>		1,912	13,065	(11,153)
Riverbend Park	2015	108,685	108,040	645
	2016	124,564	155,189	(30,625)
<b>VARIANCE</b>		15,879	47,149	(31,270)
Sully	2015	49,469	61,458	(11,989)
	2016	53,211	63,307	(10,096)
<b>VARIANCE</b>		3,742	1,849	1,893
Historic Prop. Rent & Services	2015	67,283	93,886	(26,603)
	2016	0	12,525	(12,525)
<b>VARIANCE</b>		(67,283)	(81,361)	14,078