



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: Cindy Messinger, Deputy Director/CFO

DATE: February 20, 2014

Agenda

Administration, Management and Budget Committee
Wednesday, February 26, 2014 – 8 p.m.
(or immediately following the Board meeting)

Boardroom – Herrity Building

Chairman: Ken Quincy

Vice Chair: Harold L. Strickland

Members: Edward R. Batten, Sr., Richard C. (Rip) Sullivan, Jr., Michael Thompson, Jr.

1. FY 2014 Second Quarter Review – Fund 10001, Park Authority General Fund – Information*
2. FY 2014 Second Quarter Review – Fund 80000, Park Authority Revenue Fund – Information*
3. Approval - Fee Adjustments to the Published Fee Schedule for 2014 – Action*

*Enclosures



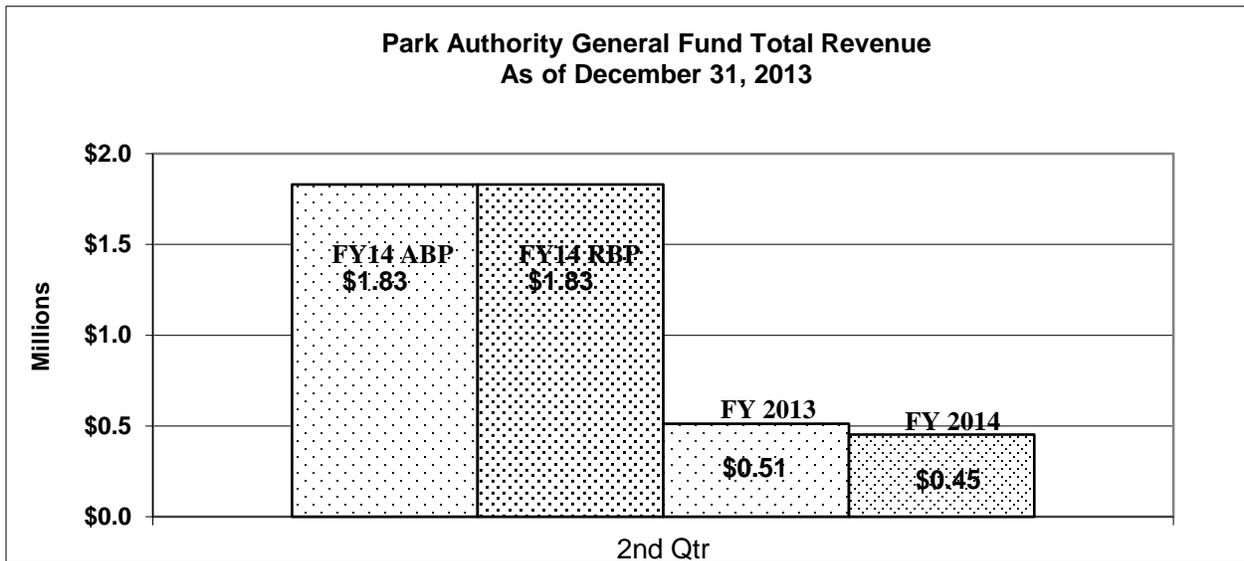
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INFORMATION

FY 2014 Second Quarter Budget Review, Fund 10001, Park Authority General Fund

Revenue:

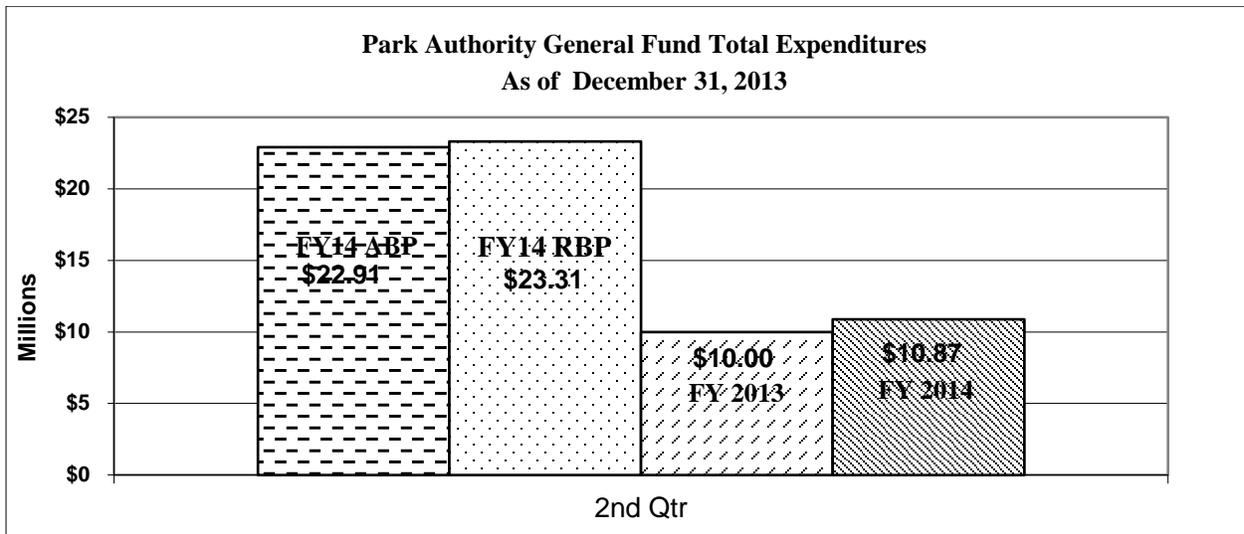
Second Quarter General Fund revenue is \$453,010 as compared to \$512,478 last year at the second quarter. The FY 2014 revenue budget is \$1,830,093. Revenue is down by \$59,468, or 11.6 percent due to reduced enrollment in RecPAC.



Expenditures:

General Fund expenditures are \$10,873,409 as compared to \$9,999,264 last year at this time, an increase of \$874,146, or 8.7 percent. This increase is primarily due to timing in computer and PC replacement charges.

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Personnel Services are \$9,755,642 as compared to \$9,508,887 in the previous year, an increase of \$246,755 or 2.59 percent. This increase is due to pay for performance increases of 2.5% and one-time bonuses approved by the Board of Supervisors for all County employees.

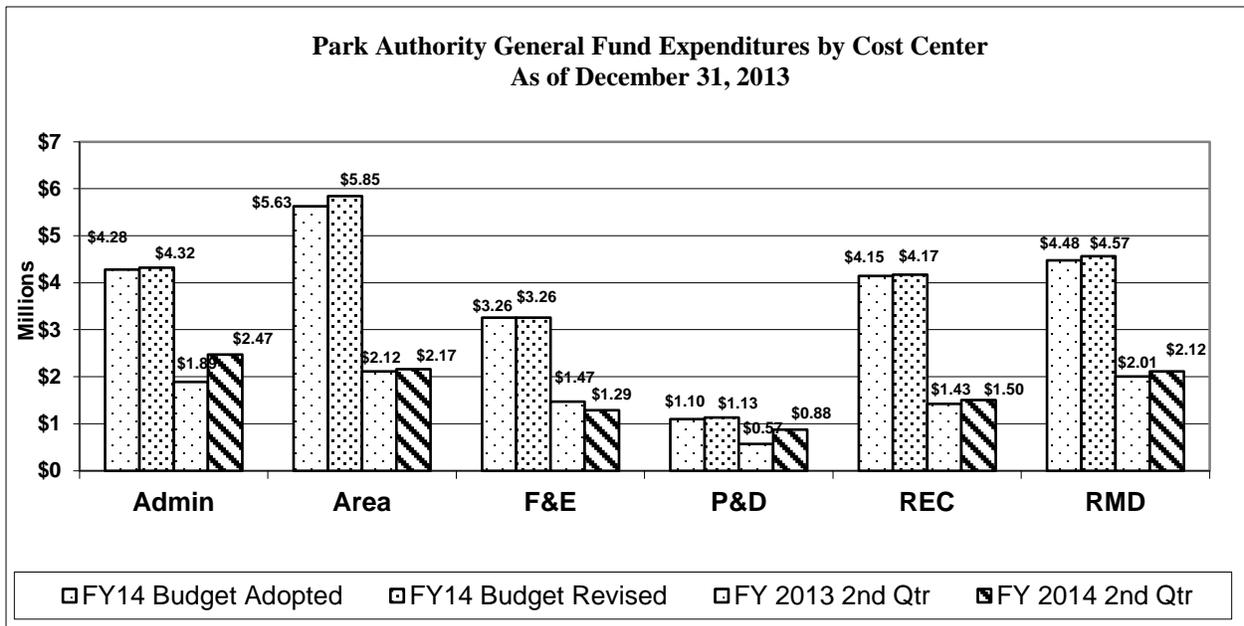
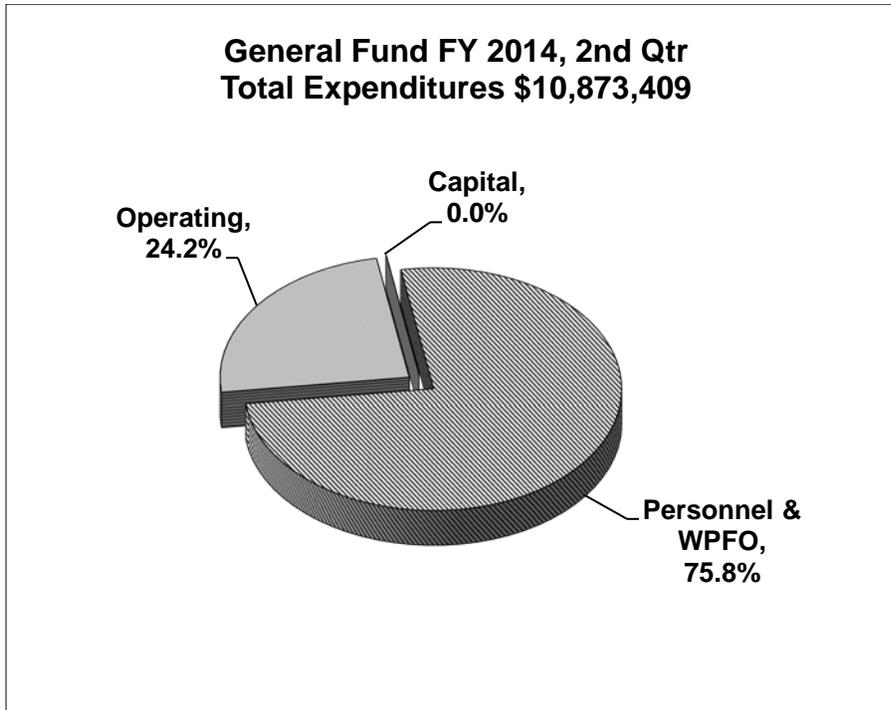
Operating Expenditures are \$2,632,193 as compared to \$2,158,860 in the previous year, an increase of \$473,333 or 21.9 percent. This increase is due to inter-fund billing for computer and pc replacement charges. These expense increases are timing issues as the expenses were paid in the third quarter of FY 2103 and in the second quarter for FY 2014.

Recovered Costs are \$1,514,426 as compared to \$1,668,483 in the previous fiscal year, a decrease of \$154,057, or 9.2 percent. Recovered costs include recovery for the Athletic Field Project, Planning and Development bond projects, 30 percent of the salary for the Director of the Park Foundation, salaries for educational programs and services for Resource Management Division, Public-Private Venture Support, the Survey Crew, and for capital project management salaries. All required Recovered Cost charges will be made during the Fiscal Year. This decrease is due to the timing of the actual transfer.

Capital Equipment expenditures are \$0 due to FY 2012 budget reduction.

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

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ENCLOSED DOCUMENTS:

Attachment 1: Fairfax County Park Authority, General Fund, Fund 10001, Revenue and Expenditures, as of December 31, 2013

STAFF:

Kirk W. Kincannon, Director

Cindy Messinger, Deputy Director/CFO

Sara Baldwin, Deputy Director/COO

Janet Burns, Senior Fiscal Manager

Michael P. Baird, Manager, Capital and Fiscal Services

Susan Tavallai, Senior Budget Analyst

FAIRFAX COUNTY PARK AUTHORITY
GENERAL FUND, FUND10001
REVENUE AND EXPENDITURES
As of December 31, 2013

	BUDGET ADOPTED	BUDGET REVISED	FY 2014 (Y-T-D)		BALANCE	2013	INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL			% Of BUDGET SPENT/ COLLECTED	% Of BUDGET SPENT/ COLLECTED
TOTAL AGENCY										
Authorized Positions /Staff Years		355/353				356/354			(1/1)	
Expenditures:										
Personnel Services*	21,847,022	22,148,772	9,755,642	0	12,393,130	9,508,887	246,755	2.59%	44.05%	43.98%
Operating Expenses**	4,789,283	4,885,283	2,632,193	902,400	1,350,690	2,158,860	473,333	21.93%	53.88%	45.75%
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A
Subtotal	26,636,305	27,034,055	12,387,835	902,400	13,743,820	11,667,748	720,087	6.17%	45.82%	44.30%
Less: Recovered Costs	(3,726,605)	(3,726,605)	(1,514,426)	0	(2,212,179)	(1,668,483)	154,057	-9.23%	40.64%	45.44%
Total Expenditure	22,909,700	23,307,450	10,873,409	902,400	11,531,641	9,999,263	874,146	8.74%	46.65%	44.11%
Revenue	1,830,093	1,830,093	453,010	0	1,377,083	512,478	(59,468)	-11.60%	24.75%	26.36%
Net Cost to the County	21,079,607	21,477,357	10,420,399	902,400	10,154,558	9,486,785	933,614	9.84%	48.52%	45.78%

The Revised Budget Plan includes:

*\$301,750 bonuses approved at carryover

** \$96,000 Carryover from FY 2013 is included in the FY 2014 Revised Operating Budget Plan

FAIRFAX COUNTY PARK AUTHORITY
GENERAL FUND, FUND10001
REVENUE AND EXPENDITURES
As of December 31, 2013

	BUDGET ADOPTED	BUDGET REVISED	FY 2014 (Y-T-D)		BALANCE	2013	INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL			% Of BUDGET SPENT/ COLLECTED	% Of BUDGET SPENT/ COLLECTED
ADMINISTRATION										
Expenditures:										
Personnel Services*	3,198,718	3,236,968	1,477,909		1,759,059	1,442,524	35,385	2.45%	45.66%	45.60%
Operating Expenses	1,128,170	1,128,170	1,015,647	144,688	(32,165)	470,226	545,421	115.99%	90.03%	41.68%
Capital Equipment	0	0		0	0	0	0	N/A	N/A	N/A
Subtotal	4,326,888	4,365,138	2,493,556	144,688	1,726,894	1,912,750	580,806	30.36%	57.12%	44.57%
Less: Recovered Costs	(42,790)	(42,790)	(21,394)	0	(21,396)	(21,396)	2	-0.01%	50.00%	50.00%
Total Expenditures	4,284,098	4,322,348	2,472,162	144,688	1,705,498	1,891,354	580,808	30.71%	57.19%	44.52%

The Revised Budget Plan includes:

*\$38,250 bonuses approved at carryover

Area Management										
Expenditures:										
Personnel Services*	6,692,580	6,833,680	2,706,737	0	4,126,943	2,616,520	90,217	3.45%	39.61%	44.15%
Operating Expenses **	720,770	800,770	419,666	178,296	202,808	404,844	14,822	3.66%	52.41%	50.56%
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A
Subtotal	7,413,350	7,634,450	3,126,403	178,296	4,329,751	3,021,364	105,039	3.48%	40.95%	44.34%
Less: Recovered Costs	(1,784,606)	(1,784,606)	(960,976)	0	(823,630)	(903,799)	(57,177)	6.33%	53.85%	50.64%
Total Expenditures	5,628,744	5,849,844	2,165,427	178,296	3,506,121	2,117,565	47,862	2.26%	37.02%	42.11%

The Revised Budget Plan includes:

*\$141,000 bonuses approved at carryover

** \$80,000 Carryover from FY 2013 is included in the FY 2014 Revised Operating Budget Plan

FAIRFAX COUNTY PARK AUTHORITY
GENERAL FUND, FUND10001
REVENUE AND EXPENDITURES
As of December 31, 2013

	BUDGET ADOPTED	BUDGET REVISED	FY 2014 (Y-T-D)		BALANCE	2013		INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL	% Of BUDGET SPENT/ COLLECTED			% Of BUDGET SPENT/ COLLECTED	
F & E MAINTENANCE											
Expenditures:											
Personnel Services*	1,503,518	1,503,518	684,479	0	819,039	705,128	(20,649)	-2.93%	45.53%	45.43%	
Operating Expenses	1,759,706	1,759,706	602,546	183,467	973,693	766,669	(164,123)	-21.41%	34.24%	43.13%	
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A	
Total Expenditures	3,263,224	3,263,224	1,287,025	183,467	1,792,732	1,471,797	(184,772)	-12.55%	39.44%	44.20%	

F&E Bonuses are loaded in Area Management

PLANNING & DEVELOPMENT											
Expenditures:											
Personnel Services*	2,764,238	2,793,138	1,393,143	0	1,399,995	1,250,804	142,339	11.38%	49.88%	45.80%	
Operating Expenses	32,488	32,488	15,544	1,423	15,521	18,758	(3,214)	-17.13%	47.85%	57.74%	
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A	
Subtotal	2,796,726	2,825,626	1,408,687	1,423	1,415,516	1,269,562	139,125	10.96%	49.85%	45.94%	
Less: Recovered Costs	(1,693,453)	(1,693,453)	(532,056)	0	(1,161,397)	(696,308)	164,252	-23.59%	31.42%	42.49%	
Total Expenditures	1,103,273	1,132,173	876,631	1,423	254,119	573,254	303,377	52.92%	77.43%	50.97%	

The Revised Budget Plan includes:
*\$28,900 bonuses approved at carryover

FAIRFAX COUNTY PARK AUTHORITY
GENERAL FUND, FUND10001
REVENUE AND EXPENDITURES
As of December 31, 2013

	BUDGET ADOPTED	BUDGET REVISED	FY 2014 (Y-T-D)		BALANCE	2013	INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL			% Of BUDGET SPENT/ COLLECTED	% Of BUDGET SPENT/ COLLECTED
REC ACTIVITIES										
Expenditures:										
Personnel Services*	3,115,310	3,137,410	1,517,494		1,619,916	1,576,468	(58,974)	-3.74%	48.37%	50.93%
Operating Expenses	1,034,085	1,034,085	438,817	209,725	385,543	361,575	77,242	21.36%	42.44%	34.97%
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A
Total Expenditures	4,149,395	4,171,495	1,956,311	209,725	2,005,459	1,938,043	18,268	0.94%	46.90%	46.74%
Revenue	1,830,093	1,830,093	453,010	0	1,377,083	512,478	(59,468)	-11.60%	24.75%	26.36%
Net Cost to the County	2,319,302	2,341,402	1,503,301	209,725	628,376	1,425,565	77,736	5.45%	64.21%	64.74%

The Revised Budget Plan includes:
*\$22,100 bonuses approved at carryover

RESOURCE MANAGEMENT

EXPENDITURES:										
Personnel Services*	4,572,658	4,644,058	1,975,880		2,668,178	1,917,444	58,436	3.05%	42.55%	44.96%
Operating Expenses**	114,064	130,064	139,973	184,801	(194,710)	136,786	3,187	2.33%	107.62%	119.92%
Capital Equipment	0	0	0	0	0	0	0	N/A	N/A	N/A
Subtotal	4,686,722	4,774,122	2,115,853	184,801	2,473,468	2,054,230	61,623	3.00%	44.32%	46.91%
Less: Recovered Costs	(205,756)	(205,756)	0	0	(205,756)	(46,980)	46,980	-100.00%	0.00%	22.83%
TOTAL EXPENDITURES	4,480,966	4,568,366	2,115,853	184,801	2,267,712	2,007,250	108,603	5.41%	46.32%	48.10%

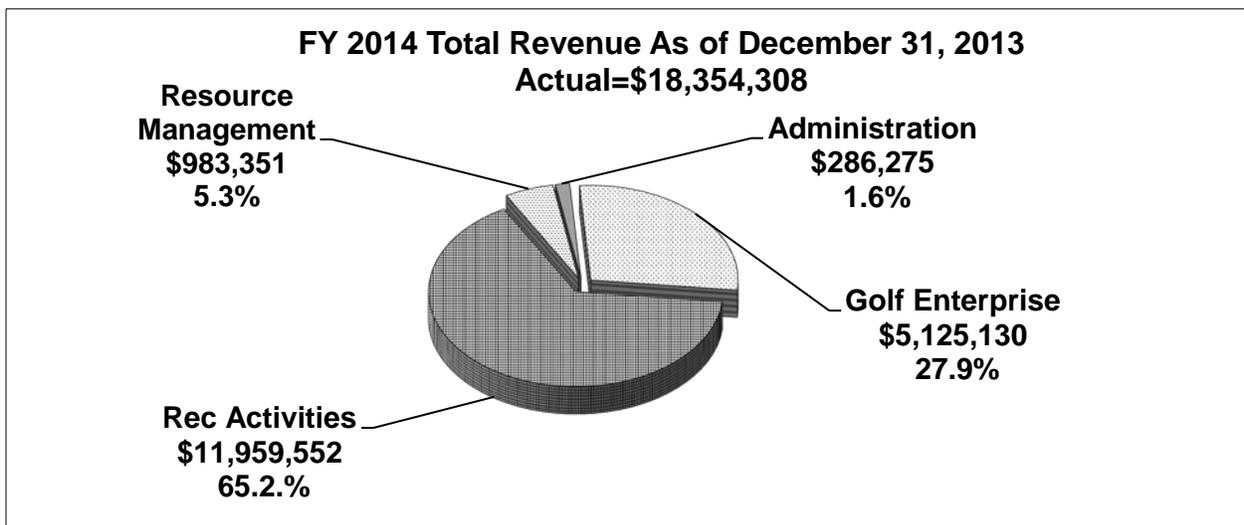
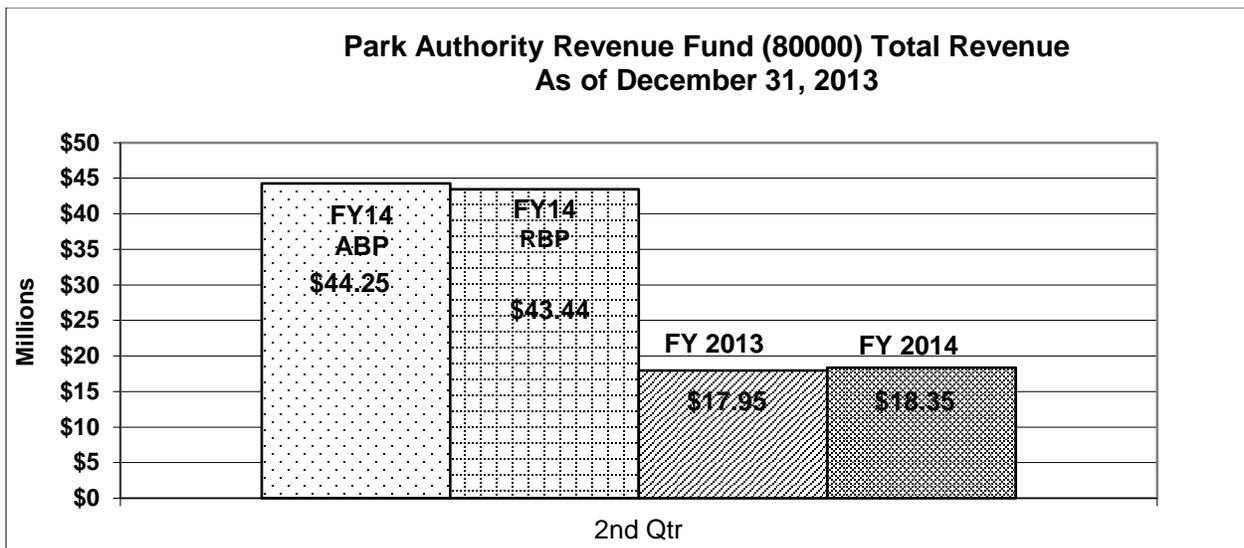
The Revised Budget Plan includes:
*\$71,400 bonuses approved at carryover
** \$16,000 Carryover from FY 2013 is included in the FY 2014 Revised Operating Budget Plan for archeological preservation

INFORMATION

FY 2014 Second Quarter Budget Review, Fund 80000, Park Authority Revenue Fund

Revenue

Second Quarter Fund 80000 revenue is \$18,354,308 as compared to \$17,947,574 last year, an increase of \$406,734 or 2.3 percent. The FY 2014 revenue budget is \$43,435,269 and the second quarter actual revenue represents 42.3 percent of the budget versus 42.2 percent of the total budget in the prior year.



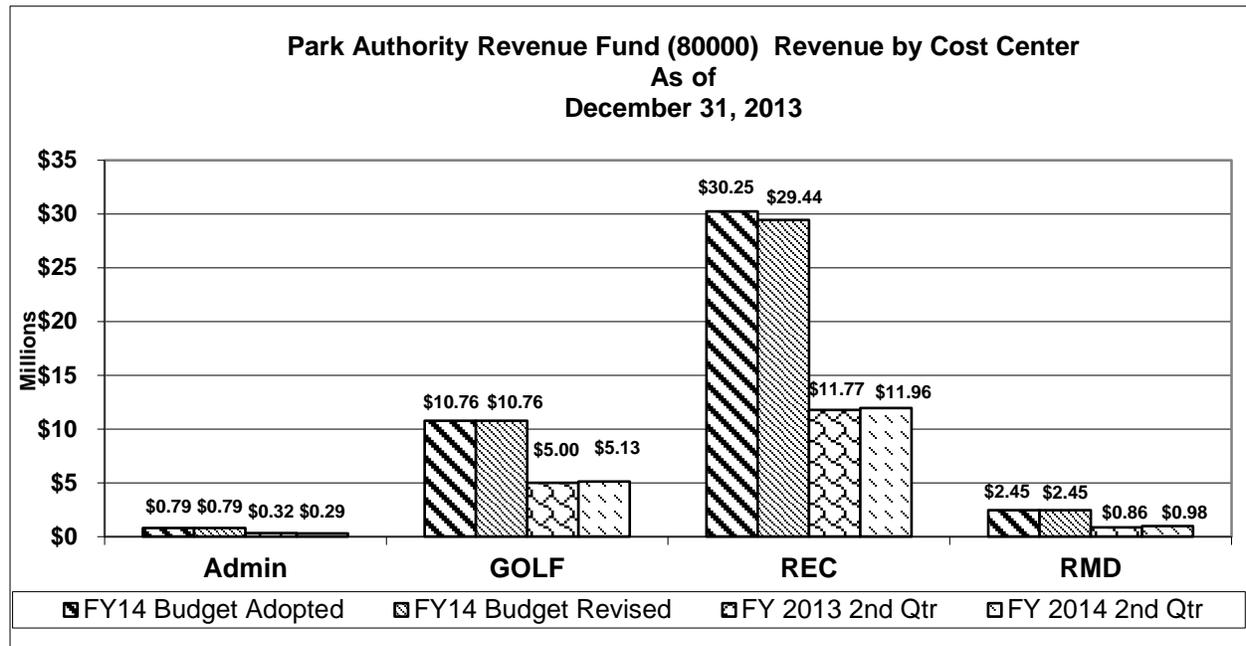
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Administration revenue is \$286,275 representing 1.6 percent of the total actual fund revenue receipts. Administration revenue is down \$32,349, or 10.2 percent, from the second quarter of last fiscal year. This is due to a decrease of \$16,607 in rental properties, and \$14,286 in interest in pooled cash.

Golf revenue is \$5,125,130 representing 27.9 percent of the total actual fund revenue receipts. Golf revenue is up by \$123,405, or 2.5 percent from the second quarter of last fiscal year. Revenue is up \$34,581 in driving range fees, \$65,705 mostly due to timing of profit payment transfers from beer sales, but also due to the addition of beer for sale at both Jefferson and Burke Lake Golf Courses, \$9,629 in tournaments, and \$11,213 in golf lessons.

Rec Activities (RECenters, Lake Front Parks, and Park Services Administration) revenue is \$11,959,552 representing 65.2 percent of the total actual fund revenue receipts. Rec Activities revenue increased by \$189,846, or 1.6 percent from the second quarter of last fiscal year primarily due to the growth in programs.

Resource Management revenue is \$983,351 representing 5.3 percent of the total fund revenue receipts. Resource Management revenue increased by \$125,832, or 14.7 percent from the second quarter of last fiscal year. Revenue increased \$87,628 in programs, and \$30,778 in facility rentals.



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Expenditures

Overall expenditures are \$22,681,149 as compared to \$20,288,708 last year. This increase of \$2,392,441, or 11.8 percent, is primarily due to the following events;

- \$289,965 in Laurel Hill Debt Services which is a result of refinancing in FY 2013
- \$997,281 in Personnel Services primarily due to one-time bonuses, pay increases and rising health care costs.
- \$1,060,520 in Operating Expenditure primarily due to the growth in programs
- \$775,000 as a result of the new Indirect Cost.

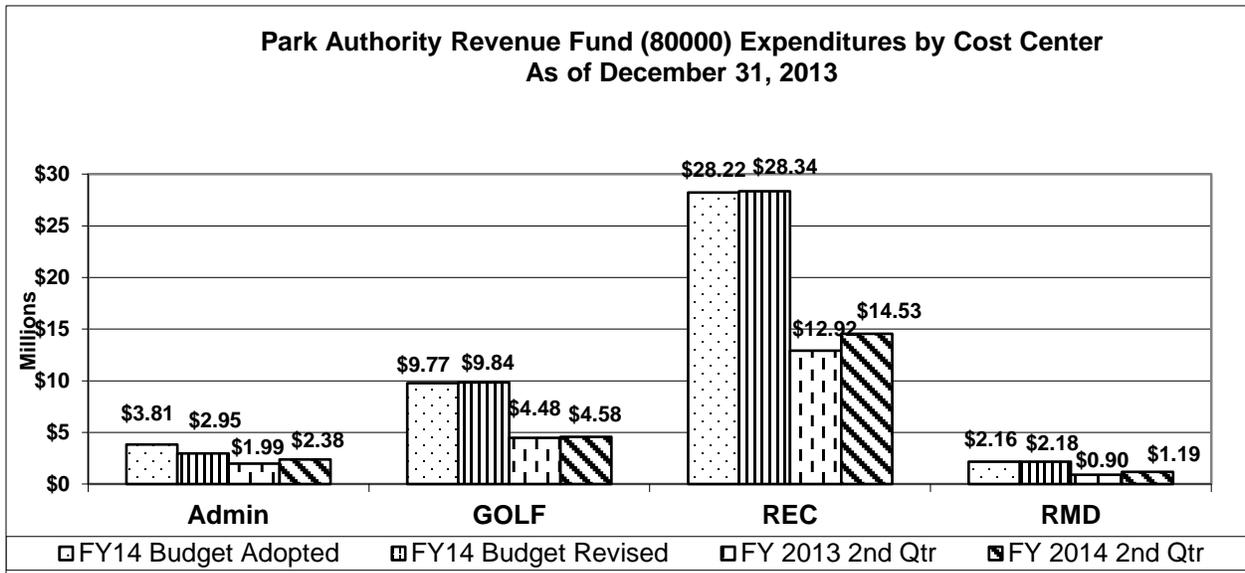
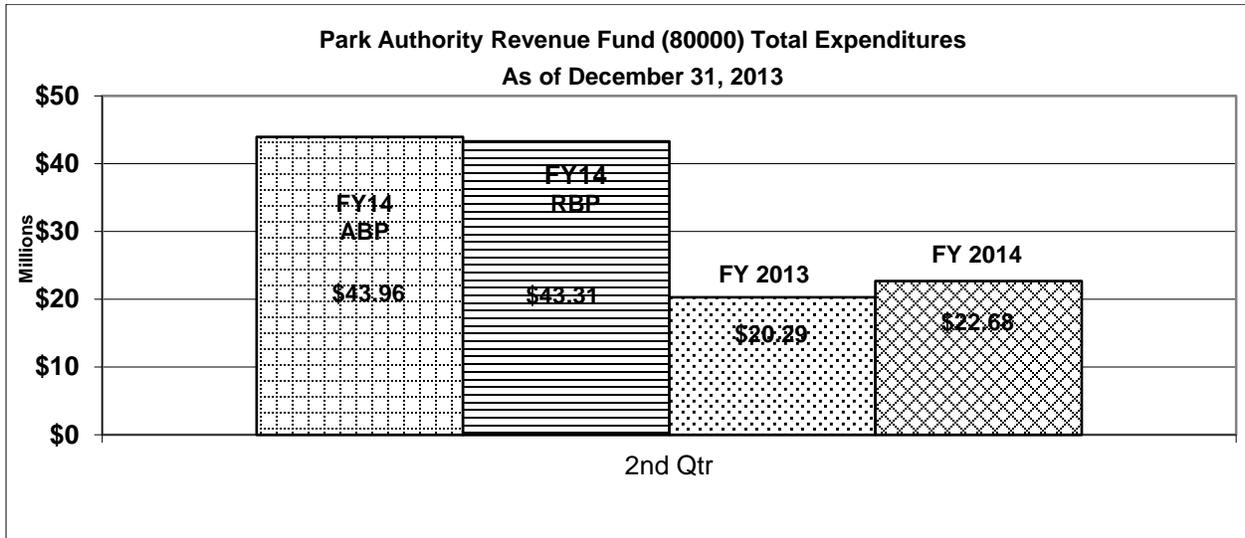
Administration total expenditures are \$2,383,034, reflecting an increase of \$391,805, or 19.7 percent, as compared to last year second quarter. Impacting Administration expenditures is \$775,000 for Indirect Cost (a new item assessed to support county central support services). That increase is off-set by a \$874,847 decrease in debt service associated with a large one-time savings with the 2013 series refunding of the Twin Lakes and Oak Marr debt. Additionally, donation account expenditures have increased.

Golf total expenditures are \$4,578,130, an increase of \$98,270, or 2.2 percent, as compared to last year. This is due to an increase of \$164,959 for employee raises, one-time bonuses, and higher health care costs. Operating expenses continued to be closely managed resulting in a \$60,130 decrease compared to the prior year.

Rec Activities total expenditures are \$14,530,042, an increase of \$1,610,454, or 12.5 percent, as compared to last year at this time. Rec Activities personnel expenditures are up by \$650,501 which is a result of the market rate adjustment, bonuses, increase in fringe benefits, and program growth. Operating expenditures are up by \$964,773 due to a significant increase in the contracted Camps and Classes resulting from an increase in the number of participants and contract rates.

Resource Management total expenditures are \$1,189,043, an increase of \$291,912 or 14.7 percent as compared to last year. Personnel Expenditures are up by \$201,979 which is partially due to the conversion to the new FOCUS system in which personnel services were incorrectly coded to the General Fund and timing issues for program transferring to Revenue Fund, market rate adjustment, bonuses, and increase in fringe benefits. Operating expenditures are up by \$70,353 which is mainly due to an increase of \$29,956 which is timing of a communication expense, and the rest results from the growth in programs.

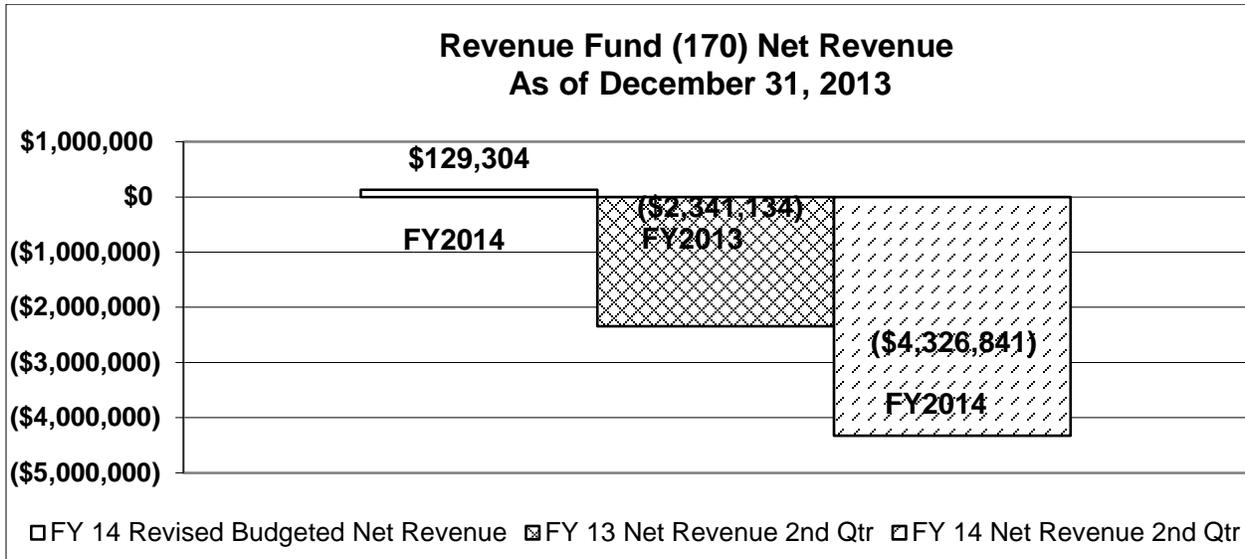
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Net Revenue

Net revenue is (\$4,326,841) as compared to (\$2,341,134) last year at this time, a decrease of \$1,985,707. FY 2012 second quarter net revenue was (\$3,365,607). The decrease is primarily due to the construction of the Oak Marr Fitness Room Expansion, and increase in contracted camps. Offsetting revenue is projected to be realized in the 3rd and 4th quarters. Staff is closely reviewing expenses and revenues and a cross divisional team (RATS) meets regularly to monitor fund performance.

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ENCLOSED DOCUMENTS:

- Attachment 1: Quarterly Trends for Fund 80000
- Attachment 2: Cumulative Trends for Fund 80000
- Attachment 3: Fairfax County Park Authority, Park Revenue Fund, Fund 80000, Revenue and Expenditures, as of December 31, 2013 (Second Quarter FY2014)
- Attachment 4: FY 2014 Revenue Fund 80000 Second Quarter Status, Division Reports
- Attachment 5: FY 2014 Revenue and Expenditure Analysis- By Site Fund 80000

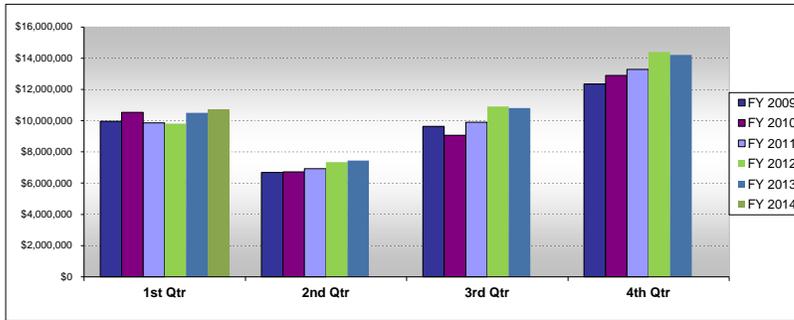
STAFF:

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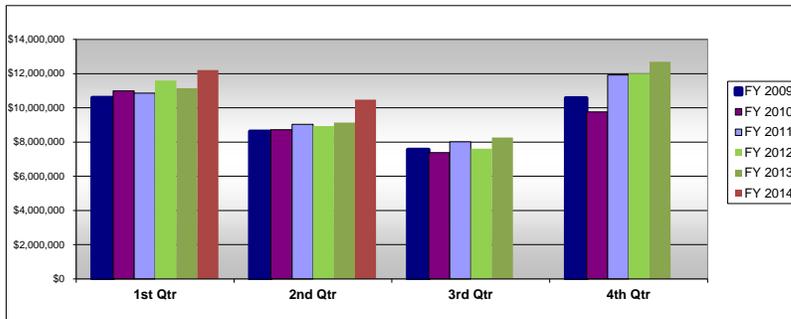
FY 2014 QUARTERLY TRENDS FOR FUND 80000
ACTUAL REVENUE TRENDS

Qtr	FY 2009		FY 2010		FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	\$9,964,695	25.80%	\$10,539,980	26.88%	\$9,864,208	24.69%	\$9,810,404	23.10%	\$10,496,391	24.43%	\$10,752,611	24.76%
2nd Qtr	\$6,681,265	17.30%	\$6,720,219	17.14%	\$6,916,002	17.31%	\$7,347,940	17.30%	\$7,451,186	17.35%	\$7,601,697	17.50%
3rd Qtr	\$9,634,197	24.94%	\$9,063,703	23.11%	\$9,893,922	24.77%	\$10,909,076	25.69%	\$10,797,265	25.13%		
4th Qtr	\$12,345,045	31.96%	\$12,889,434	32.87%	\$13,276,058	33.23%	\$14,402,440	33.91%	\$14,213,051	33.09%		
Actual	\$38,625,202	100.00%	\$39,213,336	100.00%	\$39,950,190	100.00%	\$42,469,860	100.00%	\$42,957,893	100.00%	\$43,435,269	
Budget												



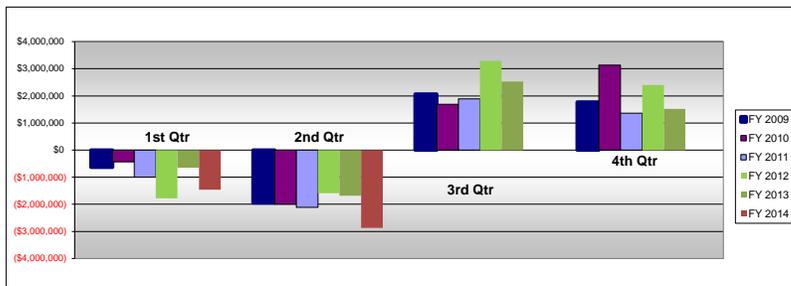
ACTUAL EXPENDITURE TRENDS

Qtr	FY 2009		FY 2010		FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	\$10,602,836	28.38%	\$10,979,486	29.39%	\$10,858,789	29.49%	\$11,587,348	28.87%	\$11,148,607	27.03%	\$12,214,036	28.20%
2nd Qtr	\$8,623,639	23.08%	\$8,711,966	23.32%	\$9,027,838	24.52%	\$8,936,602	22.26%	\$9,140,101	22.16%	\$10,467,113	24.17%
3rd Qtr	\$7,565,067	20.25%	\$7,373,664	19.74%	\$8,001,847	21.73%	\$7,611,759	18.96%	\$8,261,936	20.03%		
4th Qtr	\$10,568,514	28.29%	\$9,760,631	26.13%	\$11,919,294	32.37%	\$12,002,810	29.90%	\$12,692,796	30.78%		
Actual	\$37,360,056	100.00%	\$36,825,747	98.57%	\$39,807,768	108.10%	\$40,138,519	100.00%	\$41,243,440	100.00%	\$43,305,965	
Budget												



ACTUAL NET REVENUE TRENDS

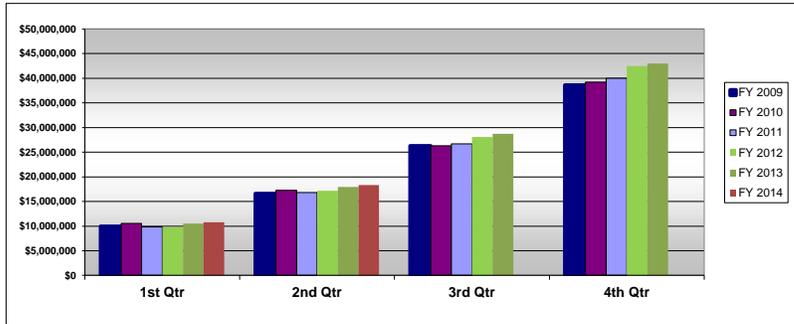
Qtr	FY 2009		FY 2010		FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	(\$638,140)	-50.44%	(\$439,505)	-34.74%	(\$994,580)	-698.32%	(\$1,776,944)	-76.22%	(\$652,216)	-38.04%	(\$1,461,426)	-85.24%
2nd Qtr	(\$1,942,374)	-153.53%	(\$1,991,747)	-157.43%	(\$2,111,835)	-88.45%	(\$1,588,662)	-68.14%	(\$1,688,915)	-98.51%	(\$2,865,416)	-167.13%
3rd Qtr	\$2,069,130	163.55%	\$1,690,039	133.58%	\$1,892,075	79.25%	\$3,297,317	141.43%	\$2,535,329	147.88%	\$0	
4th Qtr	\$1,776,531	140.42%	\$3,128,803	247.31%	\$1,356,764	56.83%	\$2,399,630	102.93%	\$1,520,255	88.67%	\$0	
Actual	\$1,265,146	100.00%	\$2,387,590	188.72%	\$142,424	5.97%	\$2,331,341	100.00%	\$1,714,453	100.00%	\$129,304	
Budget												



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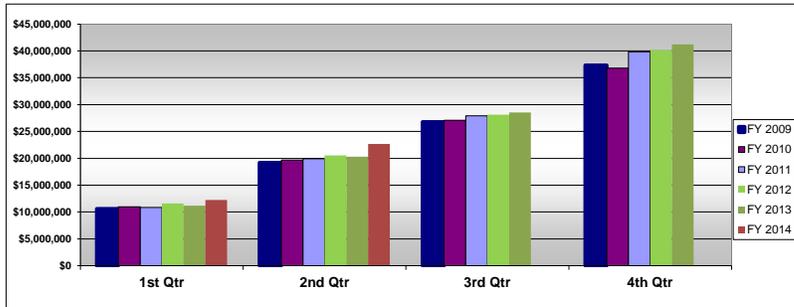
CUMULATIVE TRENDS FOR FUND 80000
ACTUAL CUMULATIVE REVENUE TRENDS

qtr	FY 2009		Actual FY 2010		Actual FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	\$9,964,695	25.80%	\$10,539,980	26.88%	\$9,864,208	24.69%	\$9,810,404	23.10%	\$10,496,391	24.43%	\$10,752,611	25.03%
2nd Qtr	\$16,645,960	43.10%	\$17,260,199	44.02%	\$16,780,210	42.00%	\$17,158,344	40.40%	\$17,947,577	41.78%	\$18,354,308	42.73%
3rd Qtr	\$26,280,157	68.04%	\$26,323,902	67.13%	\$26,674,132	66.77%	\$28,067,420	66.09%	\$28,744,842	66.91%		
4th Qtr	\$38,625,202	100.00%	\$39,213,336	100.00%	\$39,950,190	100.00%	\$42,469,860	100.00%	\$42,957,893	100.00%		



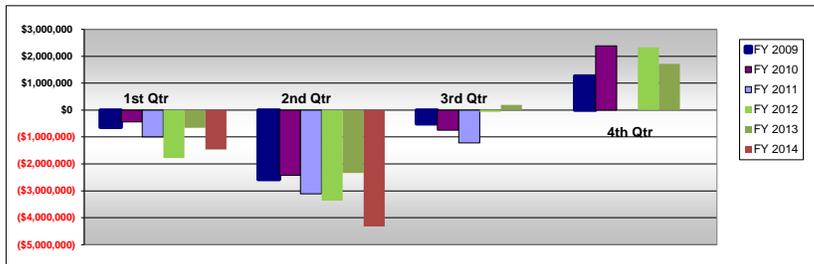
ACTUAL CUMULATIVE EXPENDITURE TRENDS

	FY 2009		FY 2010		FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	\$10,602,836	28.38%	\$10,979,486	29.81%	\$10,858,789	27.28%	\$11,587,348	28.87%	\$11,148,607	27.03%	\$12,214,036	29.61%
2nd Qtr	\$19,226,475	51.46%	\$19,691,452	53.47%	\$19,886,627	49.96%	\$20,523,950	51.13%	\$20,288,708	49.19%	\$22,681,149	54.99%
3rd Qtr	\$26,791,542	71.71%	\$27,065,116	73.50%	\$27,888,474	70.06%	\$28,135,709	70.10%	\$28,550,644	69.22%		
4th Qtr	\$37,360,056	100.00%	\$36,825,747	100.00%	\$39,807,768	100.00%	\$40,138,519	100.00%	\$41,243,440	100.00%		



ACTUAL CUMULATIVE NET REVENUE TRENDS

	FY 2009		FY 2010		FY 2011		FY 2012		FY 2013		FY 2014	
1st Qtr	(\$638,140)		(\$439,505)		(\$994,580)		(\$1,776,943)		(\$652,215)		(\$1,461,424)	
2nd Qtr	(\$2,580,515)		(\$2,431,253)		(\$3,106,417)		(\$3,365,606)		(\$2,341,131)		(\$4,326,841)	
3rd Qtr	(\$511,385)		(\$741,214)		(\$1,214,342)		(\$68,289)		\$194,198			
4th Qtr	\$1,265,146		\$2,387,589				\$2,331,341		\$1,714,453			



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FAIRFAX COUNTY PARK AUTHORITY
REVENUE FUND, FUND 80000
REVENUE AND EXPENDITURES
As of December 31, 2013

			FY 2014		BALANCE	FY 2013		INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
	BUDGET	BUDGET	REVENUE/	ENCUMBRANCES/		Y-T-D	%Of BUDGET			% Of BUDGET	
	ADOPTED	REVISED	EXPENDITURES	RESERVATIONS		ACTUAL	SPENT/ COLLECTED			SPENT/ COLLECTED	
			ACTUAL								
TOTAL AGENCY											
Authorized Positions /Staff Years	245/ 245				245/245						
REVENUE*	\$44,245,269	\$43,435,269	\$18,354,308	\$0	\$25,080,961	\$17,947,574	\$406,734	2.27%	42.3%	42.2%	
EXPENDITURES:											
Personnel Services**	\$27,883,928	\$28,108,109	\$13,743,254	\$0	\$14,364,855	\$12,745,973	\$997,281	7.8%	48.9%	46.0%	
Operating Expenses	\$13,956,598	\$13,956,598	\$7,551,051	\$3,673,098	\$2,732,449	\$6,490,531	\$1,060,520	16.3%	54.1%	48.9%	
Capital Equipment	\$593,000	\$593,000	\$53,084	\$192,033	\$347,883	\$11,379	\$41,705	N/A	9.0%	2.6%	
Recovered Cost	(\$1,053,315)	(\$1,053,315)	(\$265,080)	\$0	(\$788,235)	(\$315,840)	\$50,760	-16.1%	25.2%	30.0%	
Subtotal	\$41,380,211	\$41,604,392	\$21,082,309	\$3,865,131	\$16,656,952	\$18,932,043	\$2,150,266	11.36%	50.7%	46.9%	
DEBT SERVICE:***	\$1,058,286	\$183,439	\$80,706	\$0	\$102,733	\$903,496	(\$822,790)	-91.1%	44.0%	84.5%	
Expenditures	\$42,438,497	\$41,787,831	\$21,163,015	\$3,865,131	\$16,759,685	\$19,835,539	\$1,327,476	6.7%	50.6%	47.9%	
Indirect Cost	\$775,000	\$775,000	\$775,000	\$0	\$0	\$0	\$775,000	N/A	100.0%	N/A	
Laurel Hill Debt Svc	\$743,134	\$743,134	\$743,134	\$0	\$0	\$453,169	\$289,965	64.0%	100.0%	100.0%	
Total Expenditures	\$43,956,631	\$43,305,965	\$22,681,149	\$3,865,131	\$16,759,685	\$20,288,708	\$2,392,441	11.8%	52.4%	48.4%	
NET REVENUE(LOSS)	\$288,638	\$129,304	(\$4,326,841)	(\$3,865,131)	\$8,321,276	(\$2,341,134)	(\$1,985,707)	-84.8%	N/A	N/A	
Deferred Revenue Impact	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A	
NET REVENUE(LOSS)	\$288,638	\$129,304	(\$4,326,841)	(\$3,865,131)	\$8,321,276	(\$2,341,134)	(\$1,985,707)	-84.8%	N/A	N/A	

The Revised Budget Plan includes:

*(\$810,000) Oakmarr renovation approved at carryover

**\$224,181 bonuses approved at carryover

*** (\$874,847) refunding of the Twin Lakes and Oak Marr debt.

FAIRFAX COUNTY PARK AUTHORITY
REVENUE FUND, FUND 80000
REVENUE AND EXPENDITURES
As of December 31, 2013

	BUDGET ADOPTED	BUDGET REVISED	FY 2014		BALANCE	FY 2013		INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL	%Of BUDGET SPENT/ COLLECTED			% Of BUDGET SPENT/ COLLECTED	
Administration											
REVENUE	\$792,054	\$792,054	\$286,275	\$0	\$505,779	\$318,624	(\$32,349)	-10.2%	36.1%	40.2%	
EXPENDITURES:											
Personnel: Salaries*	\$1,411,471	\$1,425,196	\$587,003	\$0	\$838,193	\$607,161	(\$20,158)	-3.3%	41.2%	44.5%	
Operating	\$875,444	\$875,444	\$428,767	\$144,238	\$302,439	\$343,243	\$85,524	24.9%	49.0%	41.2%	
Capital Equipment	\$0	\$0	\$33,504	\$0	(\$33,504)	\$0	\$33,504	N/A	N/A	N/A	
Recovered Cost	(\$1,053,315)	(\$1,053,315)	(\$265,080)		(\$788,235)	(\$315,840)	\$50,760	16.1%	25.2%	30.0%	
Subtotal	\$1,233,600	\$1,247,325	\$784,194	\$144,238	\$318,893	\$634,564	\$149,630	23.6%	62.9%	55.5%	
DEBT SERVICE:**	\$1,058,286	\$183,439	\$80,706	\$0	\$102,733	\$903,496	(\$822,790)	-91.1%	44.0%	84.5%	
Expenditures	\$2,291,886	\$1,430,764	\$864,900	\$144,238	\$421,626	\$1,538,060	(\$673,160)	-43.8%	60.5%	69.5%	
Indirect Cost	\$775,000	\$775,000	\$775,000	\$0	\$0	\$0	\$775,000	N/A	100.0%	N/A	
Laurel Hill Debt Service	\$743,134	\$743,134	\$743,134	\$0	\$0	\$453,169	\$289,965	64.0%	100.0%	100.0%	
Total Expenditures	\$3,810,020	\$2,948,898	\$2,383,034	\$144,238	\$421,626	\$1,991,229	\$391,805	19.7%	80.8%	74.7%	
NET REVENUE(LOSS)	(\$3,017,966)	(\$2,156,844)	(\$2,096,759)	(\$144,238)	\$84,153	(\$1,672,605)	(\$424,154)	-25.4%	97.2%	89.2%	

The Revised Budget Plan includes:
 *\$13,725 bonuses approved at carryover
 ** (\$874,847) refunding of the Twin Lakes and Oak Marr debt.

FAIRFAX COUNTY PARK AUTHORITY
REVENUE FUND, FUND 80000
REVENUE AND EXPENDITURES
As of December 31, 2013

			FY 2014		BALANCE	FY 2013		INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
	BUDGET	BUDGET	REVENUE/	ENCUMBRANCES/		Y-T-D	%Of BUDGET			% Of BUDGET	
	ADOPTED	REVISED	EXPENDITURES	RESERVATIONS		ACTUAL	SPENT/ COLLECTED			SPENT/ COLLECTED	
			ACTUAL								
GOLF ENTERPRISES											
REVENUE	\$10,756,505	\$10,756,505	\$5,125,130		\$5,631,375	\$5,001,725	\$123,405	2.5%	47.6%	48.8%	
EXPENDITURES:											
Personnel*	\$6,292,444	\$6,365,646	\$3,013,565	\$0	\$3,352,081	\$2,848,606	\$164,959	5.8%	47.3%	46.9%	
Operating	\$3,213,800	\$3,213,800	\$1,564,565	\$680,432	\$968,803	\$1,624,695	(\$60,130)	-3.7%	48.7%	50.8%	
Capital Equipment	\$263,000	\$263,000		\$143,343	\$119,657	\$6,559	(\$6,559)	N/A	0.0%	4.8%	
Recovered Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A	
Total Expenditures	\$9,769,244	\$9,842,446	\$4,578,130	\$823,775	\$4,440,541	\$4,479,860	\$98,270	2.2%	46.5%	47.6%	
NET REVENUE(LOSS)	\$987,261	\$914,059	\$547,000	(\$823,775)	\$1,190,834	\$521,865	\$25,135	-4.8%	59.8%	62.3%	
Deferred Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A	
NET REVENUE(LOSS)	\$987,261	\$914,059	\$547,000	(\$823,775)	\$1,190,834	\$521,865	\$25,135	-4.8%	59.8%	62.3%	

The Revised Budget Plan includes:
*\$73,202 bonuses approved at carryover

FAIRFAX COUNTY PARK AUTHORITY
REVENUE FUND, FUND 80000
REVENUE AND EXPENDITURES
As of December 31, 2013

BUDGET ADOPTED	BUDGET REVISED	FY 2014		BALANCE	FY 2013		INC/DEC OVER PR YEAR	% INC/DEC	FY 2014	FY 2013
		REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		Y-T-D ACTUAL	%			%Of BUDGET SPENT/ COLLECTED	% Of BUDGET SPENT/ COLLECTED

REC ACTIVITIES

REVENUE*	\$30,246,700	\$29,436,700	\$11,959,552	\$0	\$17,477,148	\$11,769,706	\$189,846	1.6%	40.63%	40.39%
EXPENDITURES:										
Personnel**	\$18,505,807	\$18,626,591	\$9,267,935	\$0	\$9,358,656	\$8,617,434	\$650,501	7.5%	49.76%	45.56%
Operating	\$9,381,578	\$9,381,578	\$5,262,107	\$2,714,092	\$1,405,379	\$4,297,334	\$964,773	22.5%	56.09%	49.14%
Capital Equipment	\$330,000	\$330,000	\$0	\$48,690	\$281,310	\$4,820	(\$4,820)	N/A	0.00%	1.62%
Recovered Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A
Total Expenditures	\$28,217,385	\$28,338,169	\$14,530,042	\$2,762,782	\$11,045,345	\$12,919,588	\$1,610,454	12.5%	51.3%	46.2%
NET REVENUE(LOSS)	\$2,029,315	\$1,098,531	(\$2,570,490)	(\$2,762,782)	\$6,431,803	(\$1,149,882)	(\$1,420,608)	123.5%	-234.0%	-97.2%
Deferred Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A
NET REVENUE(LOSS)	\$2,029,315	\$1,098,531	(\$2,570,490)	(\$2,762,782)	\$6,431,803	(\$1,149,882)	(\$1,420,608)	123.5%	-234.0%	-97.2%

The Revised Budget Plan includes:
 *(\$810,000) Oakmarr renovation approved at carryover
 **\$120,784 bonuses approved at carryover

RESOURCE MANAGEMENT

REVENUE	\$2,450,010	\$2,450,010	\$983,351	\$0	\$1,466,659	\$857,519	\$125,832	14.7%	40.14%	36.92%
EXPENDITURES:										
Personnel*	\$1,674,206	\$1,690,676	\$874,751	\$0	\$815,925	\$672,772	\$201,979	30.0%	51.74%	49.71%
Operating	\$485,776	\$485,776	\$295,612	\$134,336	\$55,828	\$225,259	\$70,353	31.2%	60.85%	46.18%
Capital Equipment	\$0	\$0	\$19,580	\$0	(\$19,580)	\$0	\$19,580	N/A	N/A	N/A
Recovered Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	N/A	N/A	N/A
Total Expenditures	\$2,159,982	\$2,176,452	\$1,189,943	\$134,336	\$852,173	\$898,031	\$291,912	32.5%	54.67%	48.78%
NET REVENUE(LOSS)	\$290,028	\$273,558	(\$206,592)	(\$134,336)	\$614,486	(\$40,512)	(\$166,080)	410.0%	-75.5%	-8.4%

The Revised Budget Plan includes:
 *\$16,470 bonuses approved at carryover

DIVISION SUMMARY
FY 2014 REVENUE FUND 2nd QUARTER STATUS

GOLF ENTERPRISES**Golf Revenue**

- Total golf revenues at mid-year increased by \$123,405 or 2.5% over the previous year. This increase can be attributed to a modest increase in play and more moderate temperatures.
- Golf rounds were up for the golf section by a total of 5,589 rounds representing a 3.7% increase.
- Revenue performance increased. Specifically, program revenue up \$19,291; miniature golf up \$25,371; tennis up \$6,451 at Jefferson. Profit from beer and wine sales are up \$67,521 mostly due to timing of profit transfers from the sites to the PA, but also due to adding beer for sale at both Jefferson and Burke Lake Golf Courses. Greens fees are down \$19,952 while driving range revenues were up \$34,581. Both pro shop sales and food & beverage revenues are on par with the previous year's performance at mid-year.
- Net revenue for the golf section increased by \$25,135 over the prior year.

Golf Expenditures

- Golf expenses at mid-year were managed to a slight 2.2% increase compared to the prior year. This increase in expenses amounted to a \$98,270 increase in total expenses.
- Personnel expenses increased by 5.8% or \$164,959. Specifically, employee raises, one-time bonuses of \$69,000, and higher health care costs contributed to this increase.
- Operating expenses continue to be closely managed resulting in a 3.7% or \$60,130 decrease compared to the prior year.

PARK SERVICES DIVISION**Lakefronts Revenue**

- Revenues increased, up \$136,743 or 10.8% YTD. Revenues are at 47.0% of budget compared to FY13 at 42.2%. Specifically, Camping up \$56,417; Amusements up \$40,292; Marina up \$27,330; Rentals up \$13,589; and Pool Revenue up \$13,029.
- Decreases were seen in food services which were down \$33,586. Note: In FY14 the Lakefront snack bar operations became vendor based commissioned facilities as opposed to Park Authority operated facilities.
- Net Revenue is \$128,133 or 111.2% compared to FY13 at \$120,356 or 109.4%.

Lakefronts Expenditures

- Combined expenses increased, up \$144,520 or 12.7%. YTD. Expenses are at 60.7% of budget, compared to FY13 at 55.7%.
- Personnel expenses increased \$21,645 or 2.5%, including \$9,700 in one-time bonuses, and are at 65.9% of budget, compared to FY13 at 63.2%. Specifically, Merit Salaries up \$3,896; Seasonal Salaries up \$14,362; Extra Pay down \$1,992 and Fringe Benefits up \$5,379.

- Operating expenses increased, up \$122,876 or 44.4%. YTD and are at 51.6% of budget, compared to FY13 at 40.7%. Specifically, resale – foods down \$29,575; combined repair and maintenance up \$3,840; combined utilities down \$36,304; grounds, recreational & park area services up \$67,091; telecom-communications up \$8,848; all other operating expense categories up \$30,621.

RECenters Revenue

- Revenues increased, up \$71,204 or 0.7% YTD. Revenues are at 39.8% of budget compared to FY13 at 39.0%.
- Primary growth was seen in programs, up \$174,052 or 3.3%; and rentals, up \$114,368 or 7.0% and admissions, up \$21,126 or 2.6%.
- Decreases were seen in passes, down \$216,692 or 9.5%; and admissions, down \$8,051 or 0.8%.
- Net Revenue is at (\$1,700,132) or 85.9% compared to FY13 at (\$434,452) or 95.9%. The revenue lost as a result of the renovation project at Oak Marr RECenter has contributed \$350,989. Pass sales, down \$246,582; general admissions, down \$44,738; and classes, down \$43,311.

RECenters Expenditures

- Combined expenses increased \$1,336,885 or 12.5% YTD. Expenses are at 50.3% of budget, compared to FY13 at 46.6%.
- Personnel expenses increased \$515,817 or 7.2%, including \$160,300 in bonuses paid this year, and are at 48.0% of budget, compared to FY13 at 45.0%. Specifically, Merit Salaries up \$240,502; Seasonal Salaries up \$186,945; Shift Differential up \$2,733; Extra Pay up \$13,752; and Fringe Benefits up \$71,885.
- Operating expenses increased \$821,068 or 23.0% YTD; expenses are at 56.9% of budget, compared to FY13 at 51.1%. Repair and maintenance of RECenters is up, \$271,256 or 55.8%; Specifically, combined utilities down, \$36,302; contracted vendor programs and camps up \$496,857; commercial & media services up \$42,498; all other operating expense categories up \$60,455.

Park Services Administration Revenue and Expenditures

- Revenue is up \$21,837 or nearly 9%, due primarily to timing of Business Activity License fee payments.
- Personnel expenses are up 11.6% due in part to one-time bonuses of \$15,250, employee raises, and increases in health care costs, as well as salary charges for the new Sports Tournament position which is being expensed to this cost center but should have offsetting revenue as the year progresses.
- Operating expenses are up \$95,060 or 25%, almost entirely due to contracted camp and class vendor expenses.

RESOURCE MANAGEMENT DIVISION

Summary –Net Revenue, Revenue and Expenditures

- Net Revenue is (\$206,592) vs. (\$40,512) in FY13
- Net is at -75.50% of budget whereas last year Division Net was at -8.4% of budget. The budgeted net for FY14 is \$273,558 and FY13 was \$283,100.

Revenue

- Revenue is at 40% of budget as compared to 36.9% last year.
- Overall revenue increased \$125,832, up 14.7% compared to last year. Revenue is up in every category but resale. Most significantly in programs by \$87,628 and rentals by \$30,778.

Expenditures

- Expenses are up \$291,912, a 32.5% increase from last year. Expenses are at 54.7% of budget, compared to 48.8% last year.
- Personnel expenses are up \$201,979, a 30% increase over last year at this time and are at 51.7% of budget compared to 49.7% last year. Changes are attributed to filling previous vacant positions and FOCUS coding for two merit staff account for \$67,000 in increases. Pay increases and the one-time bonuses account for \$37,469.
- Operating expenses are up \$70,353, 31.2% higher than last year at this time, and are at 60.9% of budget as compared to 46% last year. \$29,000 is due to a charge for communications that occurred in February during FY 2013. The remaining increase is to support the growth in programs and other revenue production.
- Capital expenses reflect \$19,580 for the purchase of the tractor at Sully for the hayrides.

ADMINISTRATION DIVISION

Revenue

- Administration revenue is \$286,275, reflecting a decrease of \$32,349 or 10.2 percent from the second quarter of last fiscal year. This is due to a decrease of \$16,607 in rental properties, and \$14,286 in interest in pooled cash.

Expenditures

- Administration expenditure is \$2,383,034, reflecting an increase of \$391,805, or 19.7 percent, as compared to last year. Factors impacting Administration include \$775,000 for Indirect Cost and a one-time Laurel Hill refinancing expense of \$422,944 in FY13 off-set by a \$874,847 decrease in debt service associated with a large one-time savings with the 2013 series refunding of the Twin Lakes and Oak Marr debt. Indirect Cost is a new line item assessed by the County to partially offset central support services provided by the County agencies. Operating expenditures are up due to increased expenditures in the donations.

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FY 2014 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000
AS OF DECEMBER 31, 2013

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
OVERALL				
ADMINISTRATION	2014	286,275	2,383,034	(2,096,759)
	2013	318,624	1,991,229	(1,672,605)
VARIANCE		(32,349)	391,805	(424,154)
GOLF ENTERPRISES	2014	5,125,130	4,578,130	547,000
	2013	5,001,725	4,479,860	521,865
VARIANCE		123,405	98,270	25,135
REC ACTIVITIES	2014	11,959,552	14,530,042	(2,570,490)
	2013	11,769,709	12,919,588	(1,149,879)
VARIANCE		189,843	1,610,454	(1,420,611)
RESOURCE MANAGEMENT	2014	983,351	1,189,943	(206,592)
	2013	857,519	898,031	(40,512)
VARIANCE		125,832	291,912	(166,080)
COMBINED TOTAL	2014	18,354,308	22,681,149	(4,326,841)
	2013	17,947,577	20,288,708	(2,341,131)
VARIANCE		406,731	2,392,441	(1,985,710)
GOLF ENTERPRISES				
Administration	2014	55,590	140,074	(84,484)
	2013	51,906	152,469	(100,563)
VARIANCE		3,684	(12,395)	16,079
Burke Lk. Golf Course	2014	539,867	413,694	126,173
	2013	526,504	377,019	149,485
VARIANCE		13,363	36,675	(23,312)
Greendale Golf Course	2014	725,455	536,043	189,412
	2013	715,518	498,084	217,434
VARIANCE		9,937	37,959	(28,022)
Jefferson Golf Course	2014	535,354	463,746	71,608
	2013	455,833	432,755	23,078
VARIANCE		79,521	30,991	48,530
Pinecrest Golf Course	2014	363,611	375,597	(11,986)
	2013	337,969	381,756	(43,787)
VARIANCE		25,642	(6,159)	31,801
Twin Lakes Golf Course	2014	1,364,716	1,242,408	122,308
	2013	1,437,628	1,268,639	168,989
VARIANCE		(72,912)	(26,231)	(46,681)
Oak Marr Golf Course	2014	591,896	386,667	205,229
	2013	544,262	327,649	216,613
VARIANCE		47,634	59,018	(11,384)
Laurel Hill Golf Club	2014	948,642	1,019,900	(71,258)
	2013	932,104	1,041,489	(109,385)
VARIANCE		16,538	(21,589)	38,127

FY 2014 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000
AS OF DECEMBER 31, 2013

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
RECenters				
Admin Rec Ctr	2014	31,534	591,754	(560,220)
	2013	28,459	604,738	(576,279)
VARIANCE		3,075	(12,984)	16,059
George Washington Rec Ctr	2014	210,717	289,115	(78,398)
	2013	215,874	257,836	(41,962)
VARIANCE		(5,157)	31,279	(36,436)
Lee Rec Ctr	2014	1,474,917	1,927,014	(452,097)
	2013	1,479,339	1,456,488	22,851
VARIANCE		(4,422)	470,526	(474,948)
Oak Marr Rec Ctr	2014	1,118,795	1,490,167	(371,372)
	2013	1,469,199	1,679,549	(210,350)
VARIANCE		(350,404)	(189,382)	(161,022)
Providence Rec Ctr	2014	1,056,428	1,183,762	(127,334)
	2013	891,607	1,068,765	(177,158)
VARIANCE		164,821	114,997	49,824
South Run Rec Ctr	2014	1,567,113	1,305,550	261,563
	2013	1,501,428	1,154,316	347,112
VARIANCE		65,685	151,234	(85,549)
Springhill Rec Ctr	2014	1,066,728	1,270,600	(203,872)
	2013	985,807	1,045,221	(59,414)
VARIANCE		80,921	225,379	(144,458)
Audrey More Recenter	2014	1,399,865	1,457,119	(57,254)
	2013	1,449,484	1,269,993	179,491
VARIANCE		(49,619)	187,126	(236,745)
Cub Run Recenter	2014	1,229,187	1,392,801	(163,614)
	2013	1,181,930	1,190,914	(8,984)
VARIANCE		47,257	201,887	(154,630)
Mt Vernon Rec Ctr	2014	1,131,141	1,119,156	11,985
	2013	1,051,895	970,623	81,272
VARIANCE		79,246	148,533	(69,287)
Marketing	2014	0	121,446	(121,446)
	2013	0	114,751	(114,751)
VARIANCE		0	6,695	(6,695)
Business Office	2014	0	376,365	(376,365)
	2013	0	378,467	(378,467)
VARIANCE		0	(2,102)	2,102
Production Services	2014	0	465,211	(465,211)
	2013	120	480,119	(479,999)
VARIANCE		(120)	(14,908)	14,788
Clemyjontri	2014	70,409	68,385	2,024
	2013	71,728	45,050	26,678
VARIANCE		(1,319)	23,335	(24,654)
Rec Activities Admin	2014	266,367	288,372	(22,005)
	2013	244,529	206,627	37,902
VARIANCE		21,838	81,745	(59,907)
Burke Lake Park	2014	463,166	270,350	192,816
	2013	405,108	300,478	104,630
VARIANCE		58,058	(30,128)	88,186

FY 2014 REVENUE AND EXPENDITURES ANALYSIS BY SITE FUND 80000
AS OF DECEMBER 31, 2013

	FY	YTD REVENUE	YTD EXPENSE	YTD NET
Lake Fairfax Park	2014	780,433	794,874	(14,441)
	2013	706,432	571,873	134,559
VARIANCE		74,001	223,001	(149,000)
Lake Accotink	2014	92,752	118,002	(25,250)
	2013	86,747	123,637	(36,890)
VARIANCE		6,005	(5,635)	11,640
RESOURCE MANAGEMENT				
Administration	2014	15,081	109,229	(94,148)
	2013	5,972	47,840	(41,868)
VARIANCE		9,109	61,389	(52,280)
Colvin Run Mill	2014	29,621	18,900	10,721
	2013	37,769	25,143	12,626
VARIANCE		(8,148)	(6,243)	(1,905)
E.C. Lawrence	2014	26,986	57,027	(30,041)
	2013	22,538	46,571	(24,033)
VARIANCE		4,448	10,456	(6,008)
Frying Pan Farm Park	2014	411,519	419,544	(8,025)
	2013	364,151	308,380	55,771
VARIANCE		47,368	111,164	(63,796)
Green Spring Gardens	2014	123,052	140,494	(17,442)
	2013	115,389	124,444	(9,055)
VARIANCE		7,663	16,050	(8,387)
Hidden Oaks Nature Ctr	2014	62,924	61,439	1,485
	2013	46,194	41,125	5,069
VARIANCE		16,730	20,314	(3,584)
Hidden Pond Nature Ctr	2014	52,940	65,308	(12,368)
	2013	39,753	36,240	3,513
VARIANCE		13,187	29,068	(15,881)
Huntley Meadows Park	2014	41,560	25,122	16,438
	2013	33,196	24,484	8,712
VARIANCE		8,364	638	7,726
Riverbend Park	2014	93,978	145,489	(51,511)
	2013	82,687	97,557	(14,870)
VARIANCE		11,291	47,932	(36,641)
Sully	2014	44,348	48,544	(4,196)
	2013	36,177	50,854	(14,677)
VARIANCE		8,171	(2,310)	10,481
Historic Prop. Rent & Services	2014	81,343	98,847	(17,504)
	2013	73,694	95,394	(21,700)
VARIANCE		7,649	3,453	4,196

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Board Agenda Item
March 12, 2014

ACTION –

Approval of Fee Adjustments to the Published Fee Schedule for 2014

ISSUE:

Approval of recommended fee adjustments to the Park Authority's published fee schedule for 2014.

RECOMMENDATION:

The Park Authority Director recommends that the Park Authority Board approve all proposed fee adjustments as advertised.

TIMING:

Board action is requested on March 12, 2014, as fee changes take effect beginning April 1, 2014.

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 2013, 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 2013 meeting.

On December 11, 2013, 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. Public comments were solicited during a 30-day comment period (extending from January 13, 2014 through February 11, 2014) and at a public comment meeting held on January 29, 2014.

No speakers attended the January 29 public comment meeting, and no comments regarding the proposed fee adjustments were received during the 30-day comment period.

Board Agenda Item
March 12, 2014

FISCAL IMPACT:

Proposed fee changes are projected to generate approximately \$72,310 in additional revenue in FY 2014 and \$252,646 in FY 2015.

ENCLOSED DOCUMENTS:

Attachment 1: Proposed Fee Adjustments FY 2014

STAFF:

Kirk W. Kincannon, Director

Cindy Messinger, Deputy Director/CFO

Sara Baldwin, Deputy Director/COO

Barbara Nugent, Director, Park Services Division

Cindy Walsh, Director, Resource Management Division

Nick Duray, Marketing Services Manager, Park Services Division

Proposed Fee Adjustments

FY 2014



Fairfax County Park Authority

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Organization of the FY 2014 Fee Proposal

The FY 2014 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.

Current Situation – Systemwide Considerations

- Fees generated from Revenue Fund operations 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 parks run by the Park Authority's Resource Management Division. Fee-generated income must also pay back debt service associated with revenue bonds used to develop golf course facilities.
- Revenue growth needed to sustain the Park Revenue Fund is assumed to come from multiple sources, including new facility introductions, program growth and fee increases. Several facility expansions that will contribute to future revenue growth are currently underway, including those adding fitness and recreational space at Oak Marr and Spring Hill RECenters, and expansion of meeting room space at Twin Lakes golf course.
- As a matter of principle, comparatively small and regular fee increases are preferred over less frequent, but larger increases. This principle is contained in the Park Authority's recently updated user fee policy that was approved by the Park Authority Board June 26, 2013.
- 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 also include the Laurel Hill note payable to the County. Payment for Revenue Fund debt obligations in FY 2013 was \$1,517,067. Debt obligations will be \$923,340 in FY 2014 and \$1,576,890 in FY 2015. The Master Indenture on park facility revenue bonds also includes a requirement that the Revenue Fund maintain a level of net revenue before debt service sufficient to meet 125% of annual debt service payments.

- The Park Authority's Park Revenue Funds Financial Management Plan for FY 2014-2015 identifies several significant near-term budgetary impacts, including the following:
 - Health care benefits. In response to Federal health care legislation, the Park Revenue Fund began absorbing health care benefit costs for eligible seasonal employees in FY 2012. The cost of this benefit in FY 2013 was approximately \$63,000. Healthcare expenses continue to increase. However, premiums for the county's self-insured plans are estimated to increase less than 3% in 2014, which would increase costs for the Revenue Fund an additional \$47,000 per year.
 - Employee compensation – market adjustment rate. For FY 2013, a 2.18% market rate adjustment was approved by the Board of Supervisors, effective July 2012, with a projected full-year impact the Park Revenue Fund of \$480,134. Also, a 2.5% performance-based scale and salary increase for merit staff effective January 2013 added an additional annual expense of approximately \$275,000 to the Revenue Fund. In FY 2014, the Board of Supervisors (BOS) in September 2013 approved a one-time bonus for all County merit employees with a potential impact to the Revenue Fund of \$224,181. The BOS took additional action in October 2013 to provide a one-time bonus to exempt benefits-eligible employees. The impact of that bonus is estimated at \$124,000. Budget guidance for FY 2015 includes compensation that is based on a formula-based market rate adjustment. For planning purposes, that amount is estimated at 2% which would equate to an increase of \$436,425 if that assumption is ultimately included in the FY 2015 budget.
 - Retirement impacts - leave payouts. The Park Authority, as well as the general county, will be facing an increased number of retirements as baby boomers prepare to exit the work force. In FY 2014 the Authority will have 63 Merit employees eligible for retirement, 21 of those are in the Revenue Fund. An additional 25 employees become eligible in FY 2015, eight of which are in the Revenue Fund. When an employee retires from merit service, the employee is paid for the balance of their annual leave, and any compensatory time up to 240 hours. The Revenue Fund incurred \$94,000 in leave payouts in FY 2013 and that amount is expected to increase in the coming years.
 - Cost recovery expectations. FY 2013 Revenue Fund actual net revenue was \$1,741,299. FY 2014 revised net revenue is currently budgeted at \$129,304. However, based on the BOS decision to provide a one-time bonus to exempt benefits-eligible employees, net revenue is projected to decrease to \$5,304 if no additional adjustments are made. Primary reasons for the decrease in net revenue are the introduction of \$775,000

“Indirect Cost Transfer to the General Fund” that was assessed to the Revenue Fund for the first time in FY 2014, and the unanticipated one-time bonus granted to merit and exempt benefits-eligible staff by the BOS. Additional factors include revenue adjusted down by \$810,000 due to construction at Oak Marr RECenter and expenditures adjusted down by \$874,847 to reflect the Twin Lakes debt refinancing. The primary use of net revenue is for reinvestment into projects such as ParkNet, General Park Improvements, and the Facilities and Services Reserve. The FY 2015 net projection was submitted as \$1,207,992.

- General market conditions and Park Authority use/revenue trends that have influenced the composition of the FY 2014 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.
 1. Inflation moderated somewhat in the first half of 2013, according to figures from the U.S. Department of Labor. July 2013 data shows that the Washington-Baltimore consumer price index (CPI) grew 1.5% for the first half of calendar 2013 compared to the same period the previous year. (2012 growth in CPI in the same time period had been 2.2 %.) The Washington-Baltimore region has experienced cumulative CPI growth of 3.7% over the past two years and three-year CPI growth of 7.0%.
 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 national confidence in the economy by reporting recent trends in the national consumer confidence index developed by The Conference Board.

Unemployment. Local unemployment continues to trend gradually downward. July unemployment for Fairfax County declined fractionally from the previous July (4.3% vs. 4.4%). For the third consecutive year, average annual unemployment for Fairfax County has declined from its recessionary peak of 5.0% in 2010 to an average of 4.1% for the first seven months of 2013. As is the usual pattern, current unemployment in Fairfax County is considerably lower than at either the national or state level (7.7% and 5.8% respectively for July 2013). In northern Virginia, within the recent past, both Arlington and Loudoun counties have typically experienced lower unemployment rates. July 2013 data shows that unemployment in Fairfax County is now marginally lower than in Loudoun (4.3% vs. 4.4%).

Retail sales. Local retail sales, as reflected in sales tax receipts, are still growing albeit at a slower rate. The total FY 2013 sales tax receipts annual growth rate of 2.5% was slightly less than half the rate of growth posted in 2012 (5.2%), and

was the lowest rate of growth in three years. County economic reports suggest the slackening in sales tax receipts growth may be attributable to concerns over sequestration.

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. The CCI has been trending upward since March, and the August 2013 shows the index is only fractionally off its five-year high set in June. Conference Board interpretation of the current CCI trend suggests that it provides evidence of a strengthening economy with consumer confidence improving particularly in the short-term component of the index.

3. The number of unique households purchasing Park Authority passes and classes provides a general indicator of the vigor of FCPA revenue-producing programs. 63,334 unique buying households were captured in FY 2013, more than any year since tracking began in 2005, and 4% more than the previous high set in FY 2011. Growth of this indicator is largely attributable to continuing robust demand for programs.
4. Of the primary Park Authority revenue businesses, golf rounds play continues to be the most negatively impacted by the sluggish economy. After a multi-year decline, rounds play bottomed out at 274,449 rounds in FY 2011 suffering from the dual effects of listless economic conditions and unusually poor weather. Play rebounded in FY 2012, growing 7.4% to 294,828 rounds, but fell again in FY 2013, off 6.1% from the prior year to 276,759 rounds. Although there were marginally better economic conditions in FY 2013, poor weather during the second half of the year had a negative impact on operating days and performance. Depressed golf demand at Park Authority courses reflects a general market pattern. Data from the National Golf Foundation for rounds played in the Washington-Baltimore region from January – July 2013 showed play down 11.0% compared to the same time period the previous year. Golfers continue to respond to challenging economic conditions with judicious belt tightening – employing more frequent discount seeking, and shifting play to less expensive courses and off-peak times when possible. In response, course operators continue to respond with aggressive discounting to fill tee sheets.
5. Recent RECenter general admission/pass performance is mixed. After experiencing stagnating growth in FY 2012, RECenter pass and general admission attendance declined 4.7% in FY 2013, however, pass sales and revenue grew (6.4% and 2.3% respectively). Although a recent survey indicates RECenter passholders generally have a high perception of value, there is some concern that prices for membership passes and general admissions are at or very near market tolerance levels in the current environment. At the same time, program revenue continues to hold up well, increasing over 5% and now generating over 51% of RECenter revenues.

6. In recent years, the Resource Management Division has adopted an operational shift to greater reliance on revenue generation in the wake of reduced taxpayer support. Revenue increased \$ 135,000 from FY 2012 to FY 2013 with 92% of the growth resulting from expanded stewardship educational programming and the remainder from growth in facility and grounds rentals. Stewardship Educational Programs remain the largest growth area for the division. Program and park attendance remains steady with site attendance about 800,000 yearly visitors. As revenue climbs, expenses for facilities' utilities, supplies and labor have also increased. Efforts to maximize the use of facilities for programming when not rented and vice versa proved to grow revenue. Rental and program fees have generated revenue that has allowed remaining tax dollar support to be used more for resource protection. Continued fee adjustments will allow the division to maintain its migration towards a more financially sustainable operational model, while providing more stewardship educational programs and continued protection of natural and cultural resources.

Conclusions from Systemwide Considerations

- The Systemwide Considerations section outlines key internal and external factors in the Park Authority's operating environment that influenced the composition and extent of this year's proposed fee adjustments.
- A number of factors place pressure on the Park Authority to seek increased revenues this year. Chief among these:
 - modest inflationary growth in the local economy;
 - debt service obligations on park revenue bonds;
 - increased operating costs in areas that include employee compensation, employee health care costs and retirement impacts;
 - introduction of the indirect cost transfer to the General Fund;
 - and cost recovery expectations for the Park Revenue Fund.
- A mix of both positive and negative general market and Park Authority use trends in the past year influenced the development of the FY 2014 fee proposal. Reasons for caution included reduced golf participation and a drop-off in RECenter pass and general admission attendance. However, these negative effects were counter-balanced by several positive trends including record growth in the number of households purchasing Park Authority services, growth in RECenter pass sales and revenue, and steady Resource Management Division program and park use.
- In light of these considerations, staff has proposed a modest set of fee adjustments that balances Park Authority needs for continued revenue growth with persistent concerns over the economy. Toward that end, this year's fee adjustment package is slightly larger than those of the past few years, but is still much smaller than those in pre-recession years.

Golf

Current Situation

- Golf continues to demonstrate flat performance with weather having the most significant impact on operating days, rounds and overall performance. The reversal of weather conditions experienced in the third quarter and into the beginning of the fourth quarter of FY 2013, when compared to the previous year, was the major driver for the reduced revenue and rounds performance. Both February and March of this year were significantly colder than last year with additional course closures brought on by three rare snow events in March that forced our courses to be closed for up to five days per site. March 2013 was only the second March on record with no day of 65 degree or higher. April continued the pattern of cold and wet weather further dampening the traditional start-up to the golf season.
- Total rounds played were up 3.2% through the first half of the year but the year finished down 18,069 or 6.1% as a result of negative performance in the second half of the year. Data from the National Golf Foundation for rounds played in the Washington-Baltimore region from January-July 2013 reported play down 11.0% compared to the same time period the previous year. During this same period of time Park Authority play was down 13.9%.
- Revenue performance mirrored the rounds played performance with the positive 2.7% growth in revenues over the first half of the year being negatively impacted by decreases in both the 3rd and 4th quarters. Total gross revenues for the year were down 4.2%.
- Efforts continued to grow the number of core golfers through promotional discounts on our Frequent Player Passes. This year we experienced an increase in our weekend players purchasing 8% more rounds through the program while our weekday rounds decreased by 11%. Total revenues associated with the Frequent Player Pass program remained relatively strong with just a 1% decrease for the year.
- Recent data from local market surveys indicates that once again most golf courses are holding list price fees at current levels or raising them slightly, but are aggressively looking for the right mix of discounting to attract play to slower periods of the day. The National Golf Foundation 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 initiated 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 includes nominal increases to our busy in-season weekend fees, while only raising the weekday rate at Twin Lakes. No fee increases are proposed for Laurel Hill Golf Club. Market survey results and course utilization data support this recommendation.
- Based on a recommendation from the 2012 NGF Consulting study, staff is also recommending updating our terminology for our fee schedule to bring it more in-line with the industry standard. We are proposing replacing our "Prime" and "Non-Prime" designation with "In-Season" and "Off-Season." Staff is also recommending a new and slightly higher "Off-Season Weekend" rate structure at both Greendale and Twin Lakes to benefit from higher demand. We are also recommending a reduction in the "Off-Season Weekday" rate at Twin Lakes as a result of our market survey as well as the Golf Operational Review. With these adjustments, Park Authority course rates will remain in line with comparable courses.
- With recent driving range performance and results from our market survey we are only proposing nominal increases at Laurel Hill and Twin Lakes with a \$1 increase to our large bucket pricing. Staff is recommending a \$1 increase in cart rentals at Twin Lakes and Greendale. This increase will help cover the increase in the Virginia state sales tax instituted in July 2013.
- Proposed adjustments to the room rental fees for the newly renovated and expanded Oaks Room at Twin Lakes are also being recommended. These rental rates are consistent with already established rates at Laurel Hill Golf Club and other similarly sized facilities in our service area.

Proposed Golf Fee Adjustments

In addition to proposed greens fee adjustments, items 1 through 4 below reflect a recommended change in the terminology of greens fee designation from prime time and non-prime time to in-season and off-season. While a change in terminology is proposed, the site-specific definitions of seasonality for the new designations remain unchanged.

1. In-Season Weekend Greens Fee. Staff is recommending the following changes. These fees were previously referred to as prime time greens fees and were last adjusted in FY 2012. In-season weekends are defined as follows:

Burke Lake, Jefferson, Oak Marr, Pinecrest: weekends and holidays, mid-March – mid-December.

Greendale and Twin Lakes: Friday – Sunday, April – October.

In-Season Weekend Greens Fees – 9 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$19	\$20
Jefferson	\$22	\$24
Oak Marr	\$20	No Change
Pinecrest	\$22	\$23
Greendale	\$26	\$27
Twin Lakes – Oaks & Lakes	\$33	\$34

In-Season Weekend Greens Fees – 18 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$26	\$27
Greendale	\$37	\$39
Twin Lakes – Oaks & Lakes	\$50	\$51

2. In-Season Weekday Greens Fee. Staff is recommending the following changes. These fees were previously referred to as non-prime time greens fees and were last adjusted in FY 2012. In-season weekdays are defined as follows:

Burke Lake, Jefferson, Oak Marr, Pinecrest: Mon. – Fri., mid-March – mid-December.

Greendale and Twin Lakes: Mon. – Thurs., April – October.

In-Season Weekday Greens Fees – 9 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$16	No Change
Jefferson	\$18	No Change
Oak Marr	\$17	No Change
Pinecrest	\$18	No Change
Greendale	\$21	No Change
Twin Lakes – Oaks & Lakes	\$26	\$27

In-Season Weekday Greens Fees – 18 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$22	No Change
Greendale	\$30	No Change
Twin Lakes – Oaks & Lakes	\$39	\$40

3. Off-Season Weekday Greens Fee. Staff is recommending the following changes. These fees were previously referred to as non-prime time greens fees and were last adjusted in FY 2012. Off-season weekdays are defined as follows:

Burke Lake, Jefferson, Oak Marr, Pinecrest: Mon. – Fri., mid- December – mid-March.

Greendale and Twin Lakes: Mon. – Fri., November – March.

Off-Season Weekday Greens Fees – 9 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$16	No Change
Jefferson	\$18	No Change
Oak Marr	\$17	No Change
Pinecrest	\$18	No Change
Greendale	\$21	No Change
Twin Lakes – Oaks & Lakes	\$26	\$23

Off-Season Weekday Greens Fees – 18 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$22	No Change
Greendale	\$30	No Change
Twin Lakes – Oaks & Lakes	\$39	\$35

4. Off-Season Weekend Greens Fee. Staff is recommending the following changes. These fees were previously referred to as non-prime time greens fees and were last adjusted in FY 2012. Off-season weekends are defined as follows:

Burke Lake, Jefferson, Oak Marr, Pinecrest: Sat., Sun. and holidays, mid- December – mid-March.

Greendale and Twin Lakes: Sat., Sun. and holidays, November – March.

Off-Season Weekend Greens Fees – 9 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$16	No Change
Jefferson	\$18	No Change
Oak Marr	\$17	No Change
Pinecrest	\$18	No Change
Greendale	\$21	\$22
Twin Lakes – Oaks & Lakes	\$26	\$28

Off-Season Weekend Greens Fees – 18 Holes

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$22	No Change
Greendale	\$30	\$32
Twin Lakes – Oaks & Lakes	\$39	\$42

5. Power Cart Rental – Twin Lakes, Greendale. Staff is recommending the following changes to the per-person power cart riding fee at Twin Lakes and Greendale, last adjusted in FY 2012.

Power Cart Rental (Per Person) – Twin Lakes, Greendale		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Twin Lakes:		
9-Hole	\$12	\$13
18-Hole	\$17	\$18
Greendale:		
9-Hole	\$11	\$12
18-Hole	\$16	\$17

6. Accessible Power Cart Rental – Jefferson, Pinecrest, Greendale and Twin Lakes. Staff is recommending the following changes to the accessible power cart rental fee to provide per-player consistency by site. These fees were last adjusted in FY 2009.

Accessible Power Cart Rental (Per Person) Jefferson, Pinecrest Greendale, Twin Lakes		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Jefferson (9 holes)	\$8	\$10
Pinecrest (9 holes)	\$8	\$10
Greendale:		
9-Hole	\$10	\$12
18-Hole	\$15	\$17
Twin Lakes:		
9-Hole	\$11	\$13
18-Hole	\$16	\$18

7. Driving Range Fees – Laurel Hill and Twin Lakes. Staff is recommending the following changes to driving range fees at these facilities, last adjusted in FY 2007.

Driving Range Fee - Laurel Hill and Twin Lakes		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Laurel Hill – Large Bag	\$11	\$12
Twin Lakes – Large Bucket	\$11	\$12

8. Facility Rental Fees – Twin Lakes Oaks Room. Staff is recommending the following changes to these fees as a result of doubling facility capacity through expansion.

Facility Rentals – Twin Lakes Oaks Room		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Parties, Receptions, Socials	\$75/hour, 4 hour minimum	\$200/hour, 3 hour minimum
Meetings	\$75/hour	\$125/hour

RECenters

Current Situation

- With nearly 1.5 million general admission and passholder visits in FY2013, RECenters continue to be heavily used and in high demand. However, growth has been flat. Combined general admission and pass attendance fell by 4.7% in FY 2013 compared to the previous year, while revenue grew by only 0.4%.
- A comparative analysis of admission fees with those of other local public providers continues to show that RECenter list prices are in-line or slightly above other providers. RECenter list prices are in the mid-range when compared with similar private sector providers. Aggressive promotional tactics within the health club industry place pressure on the Park Authority to maintain competitive rates and continually improve value.
- General admission and pass fees were last adjusted in 2011 and 2012. Based on current market dynamics for general admission and pass demand, staff is not recommending an increase in General Admission, Leisure Fitness Pass or Discount Fast Pass fees this year. Prolonged consumer pessimism about the economy has slowed RECenter general admission and pass demand more than program demand. A fee increase may erode existing customer retention, as well as potentially impact sales to new customers.
- A comparative analysis of skate park facility rental fees shows that the facility rental rates at Wakefield skate park are significantly higher than those of other facilities located in northern Virginia and suburban Maryland resulting in very few reservations. Between 2011 and 2013 the facility has only been rented two times.
- Our Special Harbor Sprayground is popular with large groups in addition to families. In order to manage the impact of group use on individual and family use, the Park Authority instituted a per person group use fee in 2011. The facility is now attracting a noticeable number of large groups from outside the county, which can displace resident use during peak use times. The current group use fee structure does not differentiate between resident and non-resident groups. Staff is recommending adding an out-of-county fee component to the Group Admission Fee structure to better manage group use and its impact on the facility.
- A gymnasium rental fee structure is needed to support operations of the new gymnasium that is a part of the Spring Hill RECenter expansion. To be consistent with the gymnasium rental fees charged at Audrey Moore and Lee District RECenters, staff recommends establishing the base fee structure on facility square footage. A discount structure will be established for high-volume rental groups, similar to that provided for swimming pool lane rentals.

- 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. To maintain appropriate discount levels for high-volume renters, base rental rates must be adjusted periodically. Base swimming pool rental fees have not changed since 2012, while discounted pool rental rates for high-volume users have increased every year.

Proposed RECenter Fee Adjustments

1. Public Skating Sessions - Daily Fee. To enhance pass value, staff recommends eliminating the additional fees for Public Skating Sessions for passholders (Discount Fast Pass and Leisure Fitness Pass). Currently, passholders who wish to skate must pay the additional fee for skating. In 2013 the Racquetball Court fee was eliminated for passholders and was received well; RECenters have experienced an increase in court use as a result of that change. Public Skating Session fees for customers without RECenter passes will still be available and those fees will remain unchanged. The Public Skating Sessions (Daily and Discount Pass) fees were last updated in 2013.
2. RECenter Indoor Swimming Pool Base Rates. Staff recommends increasing the indoor swimming pool base rental fees and whole pool rental fees by 4.8%. Base rental rates were last adjusted two years ago in 2012.

Indoor Swimming Pool Base Rates – Per Hour

	CURRENT FEE	PROPOSED FEE
Swimming Lane - 25 yard lanes	\$21.00	\$22.00
Swimming Lane - 50 meter lanes	\$40.25	\$42.18
Diving Well – 25 yard pool	\$62.64	\$65.65
Diving Well – 50 meter pool	\$77.71	\$81.44
Entire Pool – 25 yard pool	\$199.50	\$209.08
Entire Pool – 50 meter pool	\$399.00	\$418.15
Entire Pool – Cub Run leisure pool	\$472.50	\$496.00

3. Skate Park Rental Fees. Staff recommends decreasing the entire facility rental fee for the skate park at Wakefield Park, establishing a fee for each area of the facility and establishing a fee for the skate park at Lake Fairfax Park. Staff also recommends eliminating the current two-hour minimum for facility rental. The Skate Park Rental fee was last updated in 2003.

Skate Park Facility Rental Fees, Per Hour – Wakefield, Lake Fairfax		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
<u>Wakefield Skate Park</u>		
Entire Skate Park	\$250.00 ¹	\$ 80.00
Ramp Section	----	\$ 50.00
Plaza Section	----	\$ 33.00
 <u>Lake Fairfax Skate Park</u>		
Entire Skate Park	----	\$ 75.00

¹ Minimum two hour rental

4. Our Special Harbor Sprayground Fees. Staff recommends establishing a non-county group admission fee. The Our Special Harbor Sprayground fee was last updated in 2011.

Our Special Harbor Sprayground – Group Admission, Per Person		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
County Resident	\$ 3.00 ¹	\$ 3.00
<u>Non-County Resident</u>	----	\$ 8.00

¹ Current fee applies to both county and non-county residents.

5. Gymnasium Fees – Spring Hill RECenter. Staff recommends establishing the rental fees for the gymnasium at Spring Hill RECenter to be consistent with the gymnasium rental fees at Audrey Moore and Lee District RECenters which are calculated by square footage. Staff also recommends modifying the Non-Prime Time as noted below. The non-prime time fee was established in 2009. The Gymnasium fees were last updated in 2012. A discount structure will be established for high-volume rental groups, similar to that provided for swimming pool lane rentals.

Gymnasium Fees, Hourly – Spring Hill RECenter

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
<u>Prime Time</u>		
Full Gymnasium	----	\$165.00
½ Gymnasium	----	\$ 99.00
Court	----	\$ 62.00
<u>Non-Prime Time¹</u>		
Full Gymnasium	----	\$ 82.50
½ Gymnasium	----	\$ 49.50
Court	----	\$ 31.00

¹Non-prime time is Monday-Friday, opening – 5:00 p.m., Sept. – May. Proposed non-prime time designation also applies to gymnasia at Wakefield and Lee District RECenters where currently non-prime time is defined as Monday-Friday, opening – 4:00 p.m., Sept. – June.

Tennis

Current Situation

- The current fee structure for tennis court use at Jefferson District and Wakefield parks contains a fee for singles play, which is allotted one-hour, and a fee for doubles play (allotted one and one-half hours). In practice, the singles and doubles designations are artificial distinctions – singles players sometimes want to play longer and vice versa. Switching to a strictly time-based fee structure for individual singles and doubles play clarifies the fee structure for the tennis public.
- Park Authority fee practices utilize a resident/non-resident fee differential as a successful management strategy in instances where significant non-resident demand for facilities has the potential to negatively impact resident use. In instances where non-resident demand is not an issue, this type of fee differential is not employed in an effort to simplify the fee structure. Tennis currently employs a resident/non-resident fee differential, however, a revenue analysis has shown that virtually no non-resident use occurs. The proposal recommends elimination of the resident/non-resident fee differential in order to simplify the tennis fee structure.

Proposed Tennis Fee Adjustments

1. Tennis Court Reservations Fees. Staff recommends: changing the Singles/Doubles fee designations to an Hourly and 1 ½ Hour format and eliminate the Base rate to be more consistent with fees charged at park locations.

Tennis Court Reservations

	CURRENT FEE	
	<u>Base</u>	<u>Discount³</u>
Singles (1 Hour) ¹	\$ 11.00	\$ 7.00
Doubles (1 ½ Hours) ¹	\$ 14.00	\$ 9.00
Tournament, Group & Lesson Fee (per court, per hour) ²	\$ 14.00	\$ 9.00
PROPOSED FEE		
1 Hour ¹	Eliminate	\$ 8.00
1 ½ Hours ¹	Eliminate	\$ 10.00
Tournament & Group ²	Eliminate	\$ 10.00

¹Applies to Jefferson District and Wakefield parks only.

²Applies to all park locations with tennis courts - per court, per hour

³Discount rate available with proof of County residency.

Lakefront Parks

Current Situation

- 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 not recommending any adjustments to the current fees at lake parks. As the region continues to recover from the prolonged economic downturn and absorbs the impact of the sequestration budget cuts, it is feared that additional fee increases at these facilities may negatively impact park use.
- In an effort to better align the supply of current park resources with supply, staff recommends redeploying canoes from Lake Fairfax Park and rowboats from Lake Accotink Park where they were underutilized and move them to Burke Lake Park where growth in boat rentals has been demonstrated. Current canoe demand at Burke Lake is nearly double that experienced at Lake Fairfax, while rowboat demand is 42 times the level generated at Lake Accotink. Demand for boats at Burke Lake often exceeds supply during peak use times.

Proposed Lakefront Park Fee Adjustments

1. Canoe Rentals – Lake Fairfax Park. As a result of relocating the canoes from Lake Fairfax Park to Burke Lake Park, staff recommends eliminating this fee at Lake Fairfax Park. This fee was last updated in 2012.

	Canoe Rentals	
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Lake Fairfax Park		
Hourly Rental Fee	\$ 6.00	Eliminate

2. Rowboat Rental-Lake Accotink Park. As a result of relocating the rowboats from Lake Accotink Park to Burke Lake Park, staff recommends eliminating this fee at Lake Accotink Park. This fee was last updated in 2006.

	Rowboat Rentals	
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Lake Accotink Park		
Hourly Rental	\$ 6.00	Eliminate
Half Day Rental	\$ 9.50	Eliminate
Full Day Rental	\$ 15.00	Eliminate

Picnic Shelter Reservations

Current Situation

- At the conclusion of each picnic season an evaluation is conducted of use and demand data in addition to an evaluation of potential additions or deletions to the inventory of reservable picnic areas. Staff is also surveyed for suggestions and or identification of possible service enhancements. In the current economic environment, fee increases based on demand are recommended only at Clemyjontri Park and Braddock Park Shelters.
- Staff proposes a fee increase of \$10 for the Clemyjontri shelter. Every weekend from April-October in 2013 has been reserved. Demand at the park is only increasing, and there is room to increase prices minimally at one area while keeping the Clemyjontri canopy as a lower price option for all patrons.
- Staff proposes a minimal increase of \$5 to the full day rental at Braddock Park shelter where reservations have continued to steadily increase over the past several years.
- The best opportunity at this time for increased revenue generation is to add more areas to the inventory of reservable facilities. The shelters at Lake Fairfax Skate Park, Stuart Road Park and Burke Lake small shelter have been added to reflect current fees that are standard for shelters comparable in capacity.
- The Burke Lake Park small shelter has been used previously for birthday party packages managed by the park directly and now will be included in the centralized picnic rental program.

Proposed Picnic Shelter Rental Fee Adjustments:

1. Picnic Shelter Reservation Fees. Staff proposes the following changes to picnic reservation fees.

Picnic Shelter Reservation Fees					
----- CURRENT FEE -----			----- PROPOSED FEE -----		
	Full-Day Rental	Half-Day Rental	Full-Day Rental	Half-Day Rental	Birthday Party Rental
	Prime/Non- <u>Prime</u>	Prime/Non- <u>Prime</u>	Prime/Non- <u>Prime</u>	Prime/Non- <u>Prime</u>	2 Hour <u>Increments</u>
Clemyjontri Shelter	\$155	\$110	\$165	\$120	N/A
Lake Fairfax Skate Park Shelter	N/A	N/A	\$70	\$55	N/A
Braddock Park Shelter	\$70 / \$55	N/A	\$75 / \$60	N/A	N/A
Burke Lake Park Small Shelter	N/A	N/A	N/A	N/A	\$60
Stuart Road Park Shelter	N/A	N/A	\$70	\$55	N/A

Business Activities License Fees

Current Situation:

- Minor changes are being proposed to the Business Activities License Fees language as present in the Fee Schedule. Revisions are intended to simplify and clarify the language regarding charitable activities, and to clarify that long-term permits are assessed the fees on a monthly basis, which has been the long-standing practice. There are no changes being proposed to the actual permit fees themselves, percentages due or athletic field rental fees.

Current Language – Business Activities License Fees:

No person shall sell or make an offer to sell goods or services or conduct business activities within a park without the express written permission of the Park Authority. If approved, such permission is granted through issuance of a Business Activity License, the fee for which is:

- 1) the greater of \$50 or 15% of gross revenue; or
- 2) for athletic camps, clinics, and tournaments on athletic fields, the applicable rental fee established in the Park Authority Fee Schedule.

Gross revenue includes sales of any food and beverages, products or services, registration fees, participation fees, donations and ticket sales generated by an activity, clinic, workshop, program or any other event. The Gross Revenue may be adjusted by first deducting any Park Authority facility rental fees paid in conjunction with the activity/event.

Fundraising activities to support charitable services, defined as an organization that has filed a Charitable Organization Registration Statement with the Commonwealth of Virginia, must apply for a Business Activity License. The fee for fundraising events that are conducted directly by a charitable organization is \$50, plus any applicable rental fees and other charges to reimburse the Park Authority for direct expenses necessary to support the event. The fee for fundraising events that are conducted by an event or fundraising business to benefit a charitable organization is the regular Business Activity License fee applied only to the gross proceeds earned by the fundraising business, not the portion that is provided to the charitable organization.

Please call FCPA Business Office at (703)324-8516 for further information.

Proposed Language – Business Activities License Fees:

No person shall sell or make an offer to sell goods or services or conduct business activities within a park without the express written permission of the Park Authority. If approved, such permission is granted through issuance of a Business Activity License.

Business Activity License Permit Fees:

- \$50 or 15% of gross revenues, whichever amount is greater.
 - The \$50 minimum fee is due at the time of application, and the balance (if applicable) is due no later than 30 days after the event.
 - Long term permits (lasting more than one month) must pay the Business Activity fee monthly.

OR

- The applicable athletic field rental fees established in the fee schedule for business activities held on athletic fields, including sports programs and camps, clinics and tournaments.

Gross revenue includes sales of any food and beverages, products or services, registration fees, participation fees, donations and ticket sales generated by an activity, clinic, workshop, program or any other event. The gross revenue may be adjusted by deducting Park Authority facility rental fees paid in conjunction with the activity/event.

The Park Authority offers a waiver of the gross revenue percentage for events that donate the proceeds to an organization registered as a Charity with the Commonwealth of Virginia. The fee for the permit is \$50 plus any applicable rental fees or other charges. The fee waiver only applies to the revenue that is donated to the Charity organization. Any revenues from the event not donated to the charity are excluded from the waiver.

Please call FCPA Business Office at (703)324-8516 for further information.

Frying Pan Farm Park Room and Facility Rentals

Current Situation

- Small room rental rates at other Resource Management (RMD) facilities range from \$45 to \$55. A common price point is proposed for consistency across facilities.
- Frying Pan Visitor Center and equestrian facilities (both indoor and outdoor) are in high demand on weekends and underutilized during the week.
- Small groups have expressed that current facility rental fees are cost prohibitive.
- Shifting some demand to weekdays by offering price incentives would not pose additional costs, since the facilities are already staffed during the week.
- Staff recommends creation of a non-prime discount (approximately 25%) for applicable fees as shown below to create demand for weekday rentals. Non-prime time is defined as Monday – Thursday, 8:30 a.m. – 5:00 p.m. This designation is not proposed for classroom rental.

Proposed Frying Pan Farm Park Fee Adjustments:

1. Frying Pan Farm Park Room and Facility Rental Fees. Staff recommends adopting discounted rates for non-prime rental of the following Frying Pan facilities to incentivize their rental in what are currently periods of low demand. These fees were last adjusted as follows: Visitor Center – FY 2012, Indoor Equestrian Center – FY 2010 and Outdoor Equestrian Arenas – FY 2009. Staff also recommends the following adjustments to the classroom rental fees to align with other RMD small room rental fees.

Frying Pan Farm Park – Room and Facility Rental Fees			
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>	
		<u>Prime</u>	<u>Non-Prime¹</u>
Visitor Center:			
Auditorium – 4 Hour Rental	\$380	\$380	\$285
Auditorium – Extra Hour	\$95	\$95	\$70
Classroom – 2 Hour Rental ²	\$90	\$110	N/A
Classroom – Extra Hour ²	\$45	\$55	N/A
Indoor Equestrian Center:			
Daily Rental	\$500	\$500	\$375
Outdoor Equestrian Facilities, Arenas #1 and #2:			
Daily Rental	\$200	\$200	\$150

¹Where applicable, non-prime is defined as Monday – Thursday 8:30 a.m. – 5:00 p.m.

Green Spring Gardens Room Rentals

Current Situation

- Creation of a classroom in a newly renovated space creates an additional opportunity for rentals and requires the addition of a new fee in the Fee Schedule. Staff recommends an hourly rental rate comparable to the current rental fee for the library (\$55 per hour). The proposed fee also is consistent with the comparable fees proposed for small room rentals at other RMD facilities.
- Rental patterns for the Multipurpose Room with Atrium are similar to those described above for facility rental at Frying Pan – demand is steady on weekends and sparse during the week. Staff recommends institution of a non-prime discount to incentivize use of this facility during lightly used times. This discount is not proposed for the new classroom rental fee due to the popularity of classroom rental at other facilities.

Proposed Green Spring Gardens Fee Adjustments:

1. Green Spring Gardens Room Rental Fees. Staff recommends introducing a new rental fee to accompany the newly created classroom space at Green Spring, and adopting a discounted rate for non-prime rental of the multi-purpose room with atrium to incentivize rental of that facility in what are currently periods of low demand. The multipurpose room with atrium fee was established in FY 2013.

Green Spring Gardens – Room Rental Fees, Per Hour		
	CURRENT FEE	PROPOSED FEE
Classroom Rental	----	\$55
Classroom Security Deposit	----	\$50
 		 Prime / Non-Prime ¹
<u>Multipurpose Room W/ Atrium</u>	\$90	\$90 / \$70

¹Non-prime time is Monday – Thursday 8:30 a.m. – 5:00 p.m.

Nature Center Room Rentals

Current Situation

- Room rental fees at Ellanor C Lawrence, Hidden Oaks, Hidden Pond, and Huntley Meadows were established in FY 2009 and have not been adjusted since.
- Growth in demand for nature center room rentals remains steady with a more than 40% increase in rentals from FY 2010 to FY 2013.
- Small room rental rates at other Resource Management (RMD) facilities range from \$45 to \$55. A common price point is proposed for consistency across facilities.

Proposed Nature Center Room Rental Fee Adjustments:

1. Nature Center Room Rental Fee. Staff recommends the following adjustment in the hourly nature center room rental fee to align with other RMD small room rental rates. This fee has not been adjusted since it was established in FY 2009.

Nature Center Room Rental Fees		
	CURRENT FEE	PROPOSED FEE
Hourly Rental Fee	\$50	\$55