




# FAIRFAX COUNTY PARK AUTHORITY

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# M E M O R A N D U M



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

**VIA:** Timothy K. White, Acting Director 

**FROM:** Miriam Morrison, Chief Financial Officer  
Administration Division

**DATE:** November 8, 2007

## *Agenda*

**Administration, Management and Budget Committee**  
**Wednesday, November 14, 2007 – 4:30 p.m.**  
**Board Room – Herrity Building**  
**Chairman: Kenneth G. Feng**

1. FY 2008 First Quarter Budget Review – Fund 001, General Fund – Information\*
2. FY 2008 First Quarter Budget Review – Fund 170, Revenue Fund – Information\*
3. Fund 371 Park Net Project Update and Spending Plan – Information\*
4. Review of Potential Fee Adjustments for 2008 – Discussion\*

\*Enclosures



Board Agenda Item  
December 12, 2007

## **INFORMATION**

### FY 2008 First Quarter Budget Review - Fund 001, General Fund

#### **Revenue**

The Park Authority's General Fund revenue is \$614,248 as compared to \$596,176 at the first quarter of FY 2007. Revenue is flat as compared to last year with a difference of \$18,072 more revenue in the current year, given six extra days of revenue posted.

#### **Expenditures**

General Fund expenditures are \$6,168,168 as compared to \$5,712,490 last year at this time, an increase of \$455,678, or 8 percent.

The first quarter expenditure results for Personnel Services (Character 20) is \$5,479,597 as compared to \$4,922,862 in the previous year, for the same pay periods. This increase of \$556,735, or 11.3 percent, is the result of several factors including pay for performance, the filling of vacant positions including the Director of Planning and Development, and the increased exempt limited term staff costs attributed to Rec-PAC in the Rec Activities cost center. Rec-PAC personnel expenditures have grown due to an increase of four Rec-PAC sites and associated staff, increased staffing pay rates, and salary increments for bilingual staff. Note the General Fund was impacted by a 2 percent across-the-board reduction applied to the total personnel costs for all general fund agencies for FY 2008. The baseline personnel budget includes a 2 percent reduction of \$458,412 that will need to be managed and absorbed this fiscal year.

Operating Expenditures (Character 30) are \$1,078,457 as compared to \$1,181,697 in the previous year, a decrease of \$103,240, or 8.7 percent, from timing differences in billings. With timing differences considered, Operating Expenditures are stable.

Recovered costs are (\$547,684) as compared to (\$487,999), an increase of \$59,685, for greater recovery of athletic field position costs to Fund 303.

Capital Equipment (Character 60) expenditures are \$157,797 as compared to \$95,930 in FY 2007 and will vary depending on timing of purchases; these expenditures are limited to the budget appropriation and will be fully spent by the end of the fiscal year.

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ENCLOSED DOCUMENTS:

Attachment 1: General Fund (001), First Quarter Status Report FY 2008

Attachment 2: Fairfax County Park Authority, General Fund, Fund 001, Revenue and Expenditures, As of September 30, 2007 (FY 2008)

STAFF:

Timothy K. White, Acting Director

Cindy Messinger, Acting Deputy Director/COO

Miriam C. Morrison, Director, Administration Division

Seema Ajrawat, Fiscal Administrator, Administration Division

Susan Tavallai, Senior Budget Analyst, Administration Division



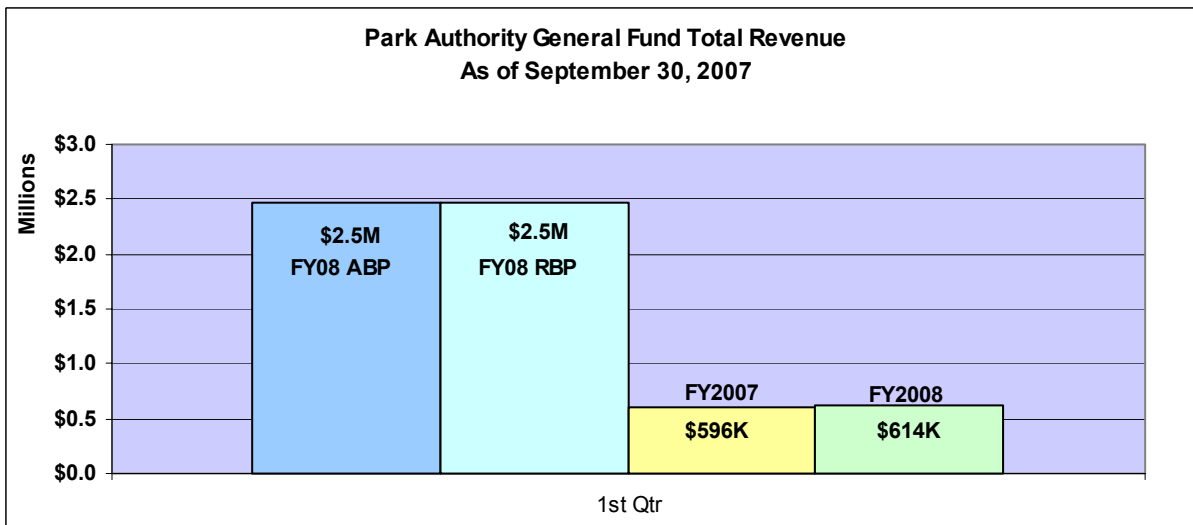
# General Fund (001) First Quarter Status Report FY 2008

## Revenue Highlight

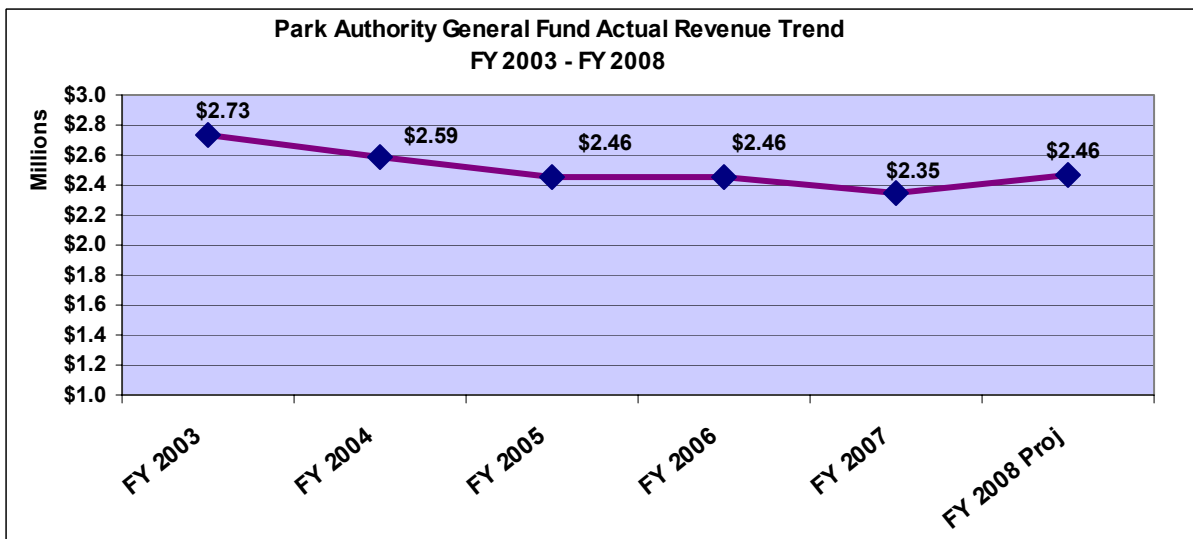
General Fund Revenue consists of the Leisure Services Program– classes, camps, trips, tours, fitness center and Rec-Pac revenue.

Revenue is \$18,072 higher than last year at the First Quarter or relatively flat. Total revenue is expected to meet the budgeted projections. There are no revenue issues to report.

**Park Authority General Fund Total Revenue  
As of September 30, 2007**



**Park Authority General Fund Actual Revenue Trend  
FY 2003 - FY 2008**



Status Report as of September 30, 2007

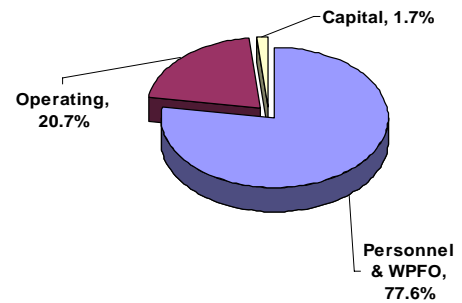


# General Fund (001) First Quarter Status Report FY 2008

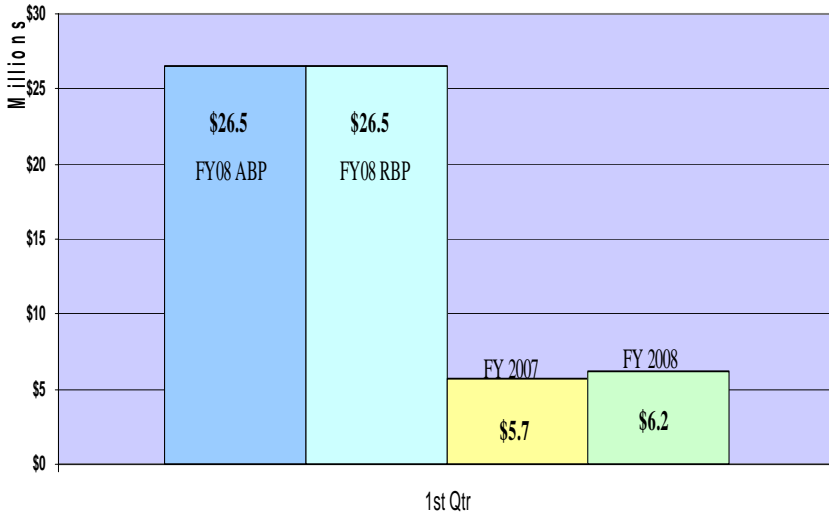
## Expenditure Highlights

Total General Fund Expenditures are \$6,168,168 as compared to \$5,712,490 last year in the First Quarter. Expenditures are higher primarily due to Personnel Expenditures which have increased by \$556,735 or 11.3%. This increase is related to pay for performance, the filling of vacancies within the agency as well as additional exempt limited term positions for expansion of the Rec-Pac program.

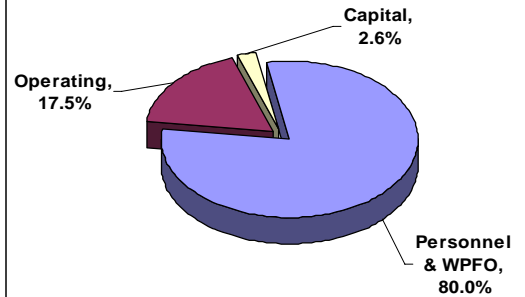
General Fund FY 2007, 1st Qtr  
Total Expenditures \$5,712,490



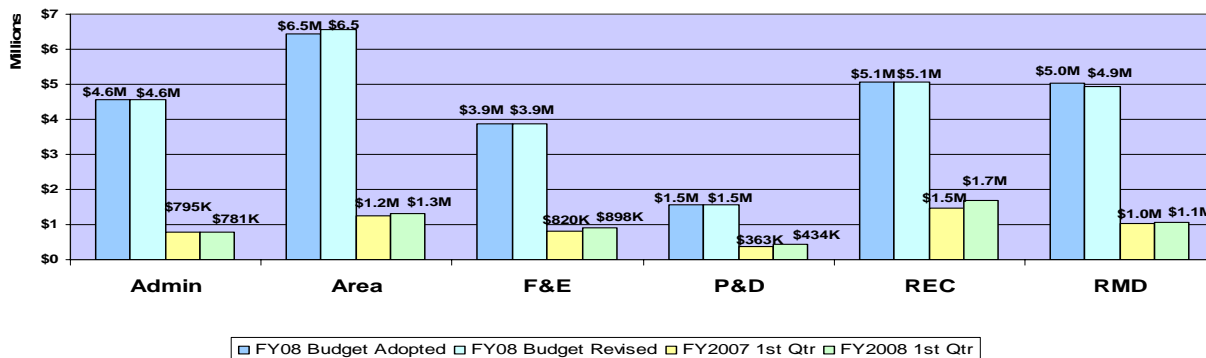
Park Authority General Fund Total Expenditures  
As of September 30, 2007



General Fund FY 2008, 1st Qtr  
Total Expenditures \$6,168,168



Park Authority General Fund Expenditures by Cost Center  
As of September 30, 2007



FY 08 has a budget reduction of 2% from its Personnel Budget or \$458,412

FAIRFAX COUNTY PARK AUTHORITY  
 GENERAL FUND, FUND 001  
 REVENUE AND EXPENDITURES  
 As of September 30, 2007 (FY 2008)

	BUDGET ADOPTED	BUDGET REVISED	FY 2008 (Y-T-D) REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS	BALANCE	2007 Y-T-D ACTUAL
<b>TOTAL AGENCY</b>						
<b>Expenditures:</b>						
Personnel Services	\$22,577,437	\$22,577,437	\$5,479,597	\$0	\$17,097,840	\$4,922,862
Operating Expenses *	\$6,333,721	\$6,333,721	\$1,078,457	\$2,022,651	\$3,232,613	\$1,181,697
Capital Equipment	\$300,000	\$300,000	\$157,797	\$89,998	\$52,205	\$95,930
Subtotal	\$29,211,158	\$29,211,158	\$6,715,851	\$2,112,649	\$20,382,658	\$6,200,489
Less: Recovered Costs	(\$2,668,729)	(\$2,668,729)	(\$547,684)	\$0	(\$2,121,045)	(\$487,999)
<b>Total Expenditure</b>	<b>\$26,542,429</b>	<b>\$26,542,429</b>	<b>\$6,168,168</b>	<b>\$2,112,649</b>	<b>\$18,261,613</b>	<b>\$5,712,490</b>
<b>Revenue</b>	<b>\$2,461,005</b>	<b>\$2,461,005</b>	<b>\$614,248</b>	<b>\$0</b>	<b>\$1,846,757</b>	<b>\$596,176</b>
<b>Net Cost to the County</b>	<b>\$24,081,424</b>	<b>\$24,081,424</b>	<b>\$5,553,921</b>	<b>\$2,112,649</b>	<b>\$16,414,856</b>	<b>\$5,116,314</b>

\*

**FAIRFAX COUNTY PARK AUTHORITY**  
**GENERAL FUND, FUND 001**  
**REVENUE AND EXPENDITURES**  
**As of September 30, 2007 (FY 2008)**

	BUDGET ADOPTED	BUDGET REVISED	FY 2008 (Y-T-D)		BALANCE	2007 Y-T-D ACTUAL
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		
<b>ADMINISTRATION</b>						
<b>Expenditures:</b>						
Personnel Services	\$3,026,205	\$3,026,205	\$687,152	\$0	\$2,339,053	\$627,133
Operating Expenses	\$1,548,872	\$1,548,872	\$93,835	\$985,573	\$469,464	\$168,219
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Expenditures</b>	<b>\$4,575,077</b>	<b>\$4,575,077</b>	<b>\$780,987</b>	<b>\$985,573</b>	<b>\$2,808,517</b>	<b>\$795,352</b>

<b>AREA MANAGEMENT</b>						
<b>Expenditures:</b>						
Personnel Services *	\$6,920,342	\$7,011,444	\$1,385,962	\$0	\$5,625,482	\$1,280,310
Operating Expenses *	\$975,801	\$982,801	\$286,983	\$206,640	\$489,178	\$271,672
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal	\$7,896,143	\$7,994,245	\$1,672,945	\$206,640	\$6,114,660	\$1,551,982
Less: Recovered Costs	(\$1,445,267)	(\$1,445,267)	(\$361,317)	\$0	(\$1,083,950)	(\$307,675)
<b>Total Expenditures</b>	<b>\$6,450,876</b>	<b>\$6,548,978</b>	<b>\$1,311,628</b>	<b>\$206,640</b>	<b>\$5,030,710</b>	<b>\$1,244,307</b>

\*Clemyjontri budget was transferred from RMD to Area Mgmt

**FAIRFAX COUNTY PARK AUTHORITY**  
**GENERAL FUND, FUND 001**  
**REVENUE AND EXPENDITURES**  
**As of September 30, 2007 (FY 2008)**

	BUDGET ADOPTED	BUDGET REVISED	FY 2008 (Y-T-D)		BALANCE	2007 Y-T-D ACTUAL
			REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS		
<b>F &amp; E MAINTENANCE</b>						
<b>Expenditures:</b>						
Personnel Services	\$1,859,944	\$1,859,944	\$407,393	\$0	\$1,452,551	\$393,827
Operating Expenses	\$1,748,593	\$1,748,593	\$352,605	\$133,523	\$1,262,465	\$330,315
Capital Equipment	\$260,000	\$260,000	\$138,085	\$67,611	\$54,304	\$95,930
<b>Total Expenditures</b>	<b>\$3,868,537</b>	<b>\$3,868,537</b>	<b>\$898,083</b>	<b>\$201,134</b>	<b>\$2,769,320</b>	<b>\$820,072</b>

<b>PLANNING &amp; DEVELOPMENT</b>						
<b>Expenditures:</b>						
Personnel Services	\$2,730,775	\$2,730,775	\$608,331	\$0	\$2,122,444	\$520,607
Operating Expenses	\$42,431	\$42,431	\$11,827	\$1,100	\$29,504	\$23,057
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal	\$2,773,206	\$2,773,206	\$620,158	\$0	\$2,151,948	\$543,664
Less: Recovered Costs	(\$1,223,462)	(\$1,223,462)	(\$186,367)	\$0	(\$1,037,095)	(180,324)
<b>Total Expenditures</b>	<b>\$1,549,744</b>	<b>\$1,549,744</b>	<b>\$433,791</b>	<b>\$0</b>	<b>\$1,114,853</b>	<b>\$363,340</b>

**FAIRFAX COUNTY PARK AUTHORITY  
GENERAL FUND, FUND 001  
REVENUE AND EXPENDITURES  
As of September 30, 2007 (FY 2008)**

	<b>BUDGET ADOPTED</b>	<b>BUDGET REVISED</b>	<b>FY 2008 (Y-T-D) REVENUE/ EXPENDITURES ACTUAL</b>	<b>ENCUMBRANCES/ RESERVATIONS</b>	<b>BALANCE</b>	<b>2007 Y-T-D ACTUAL</b>
<b>REC ACTIVITIES</b>						
<b>Expenditures:</b>						
Personnel Services	\$3,331,340	\$3,331,340	\$1,410,930	\$0	\$1,920,410	\$1,128,126
Operating Expenses	\$1,705,463	\$1,705,463	\$267,233	\$624,872	\$813,358	\$331,553
Capital Equipment	\$15,000	\$15,000	\$0	\$22,387	(\$7,387)	\$0
<b>Total Expenditures</b>	<b>\$5,051,803</b>	<b>\$5,051,803</b>	<b>\$1,678,163</b>	<b>\$647,259</b>	<b>\$2,726,381</b>	<b>\$1,459,679</b>
<b>Revenue</b>	<b>\$2,461,005</b>	<b>\$2,461,005</b>	<b>\$614,248</b>	<b>\$0</b>	<b>\$1,846,757</b>	<b>\$596,176</b>
<b>Net Cost to the County</b>	<b>\$2,590,798</b>	<b>\$2,590,798</b>	<b>\$1,063,915</b>	<b>\$647,259</b>	<b>\$879,624</b>	<b>\$863,503</b>

<b>RESOURCE MANAGEMENT</b>						
<b>EXPENDITURES:</b>						
Personnel Services	\$4,708,831	\$4,617,729	\$979,829	\$0	\$3,637,900	\$972,860
Operating Expenses	\$312,561	\$305,561	\$65,974	\$70,943	\$168,644	\$56,881
Capital Equipment	\$25,000	\$25,000	\$19,712	\$0	\$5,288	\$0
<b>TOTAL EXPENDITURES</b>	<b>\$5,046,392</b>	<b>\$4,948,290</b>	<b>\$1,065,515</b>	<b>\$70,943</b>	<b>\$3,811,832</b>	<b>\$1,029,741</b>

\*Clemyjontri budget was transferred from RMD to Area Mgmt

## INFORMATION

### FY 2008 First Quarter Budget Review - Fund 170, Revenue Fund

#### **Revenue**

The First Quarter revenue results for the Park Revenue Fund (170) total \$10,047,437 as compared to \$9,022,673 last year at the first quarter, an increase of \$1,024,764, or 11.3 percent. It should be noted that there are 6 extra days of revenue posted to this years first quarter as compared to last year, which equates to about \$445,000 in revenue. The FY 2008 Revenue Budget is \$37,748,142 and the first quarter revenue represents 26.6 percent of the total budget.

**Rec Activities** (RECenters, Lake Front Parks, and Park Services Administration) revenue is \$5,397,036 representing 54 percent of total First Quarter Revenue. *Rec Activities revenue* is \$231,380, or 4.5 percent, higher than the first quarter of last year. With consideration of the extra days, revenue is about the same level as the last fiscal year. The largest revenue came from RECenter passes which increased \$124,833 and rentals which increased \$81,968.

**Golf** revenue is \$3,998,354 representing 40 percent of total First Quarter Revenue. Golf revenue is \$642,527, or 19.1 percent, higher than the first quarter of last year. Longer periods of dry weather allowed courses to remain open longer, generating greater total golf rounds.

The remaining 6 percent of total First Quarter Revenue is from **Administration** and the **Resource Management Division**. The greatest revenue growth is in the Resource Management Division where revenue is \$411,412 as compared to \$285,972 last first quarter, an increase of \$125,440, or 43.8 percent. Resource Management Division revenue growth is attributed to a new site, Clemyjontri Park, generating revenue from its carousel ride, in addition to revenue from classes.

#### **Expenditures**

Overall expenditures are \$10,915,657 as compared to \$9,838,018 last year at this time, an increase of \$1,077,639, or 10.9 percent. This expenditure growth was primarily in Rec Activities and the Golf cost center.

**Rec Activities** accounts for \$701,601, or 65 percent, of the total expenditure increase for the fund. Rec Activities personnel expenditures increased by \$323,707 due to filling of merit vacancies, merit increments, fringe benefits, and exempt limited term staff

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wages as a result of expanded programs. The remainder is operating expenditure increases due to increased payments to contracted providers for summer camps, fitness equipment replacements, utility costs for both electricity and natural gas, and the timing of billings and payments.

**Golf** accounts for \$341,589, or 32 percent, of the total expenditure increase for the fund. This is primarily from increased irrigation water purchased at almost all golf sites due to the prolonged and severe drought conditions experienced in the first quarter as well as additional staffing associated with the Laurel Hill Clubhouse.

Utility costs grew substantially, especially for water. As compared to last year during the first quarter, water increased \$170,358, or 202 percent, over the prior year first quarter due to the extremely dry weather; natural gas increased \$35,394, or 74 percent, over the prior year first quarter, and electric costs increased \$95,048, or 33 percent, over the prior year first quarter. Timing differences contribute to some of this increase.

**Net Revenue**

Net revenue as of the first quarter is (\$868,220) as compared to (\$815,345) last year at this time.

**Administration** Net is (\$1,745,429) as compared to (\$1,787,680), last year at this time, due to Debt Service Payments.

**Rec Activities** Net is (\$650,260) as compared to (\$180,039) last year at this time. Although Rec Activities revenue increased, expenditure growth was far greater in this area for both personnel and operating costs.

**Golf** Net revenue is \$1,437,617 as compared to \$1,136,679 last year at this time, a 26 percent increase in net revenue.

**Resource Management** Net revenue is \$89,852 as compared to \$15,695 last year at this time.

**ENCLOSED DOCUMENTS:**

- Attachment 1: Fairfax County Park Authority, Park Revenue Fund, Fund 170, FY 2008 First Quarter Status Report- Graphs
- Attachment 2: Quarterly Trends for Fund 170
- Attachment 3: Cumulative Trends for fund 170
- Attachment 4: Fairfax County Park Authority, Park Revenue Fund, Fund 170, Revenue and Expenditures- As of September 30, 2007 (1<sup>st</sup> Quarter 2008)
- Attachment 5: Park Services Division - FY 2008 Revenue Fund 1st Qtr Status

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Attachment 6: Resource Management Division - FY 2008 Revenue Fund 1st Qtr Status  
Attachment 7: FY 2008 Revenue and Expenditure Analysis- By Site, Fund 170

STAFF:

Timothy K. White, Acting Director  
Cindy Messinger, Acting Deputy Director/COO  
Miriam C. Morrison, Director, Administration Division  
Seema Ajrawat, Fiscal Administrator, Administration Division  
Susan Tavallai, Senior Budget Analyst, Administration Division

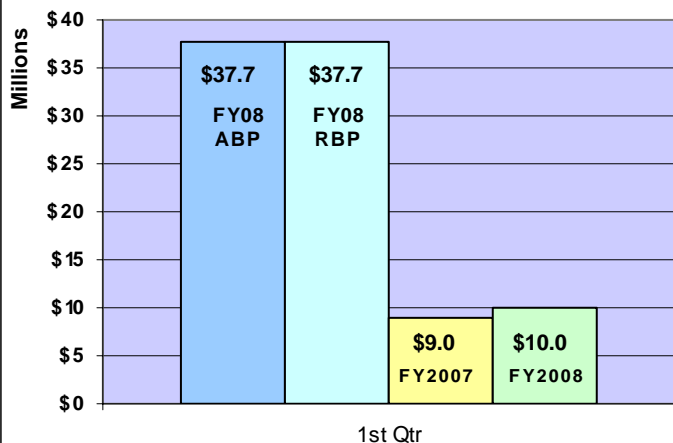


# Revenue Fund (170) First Quarter Status Report

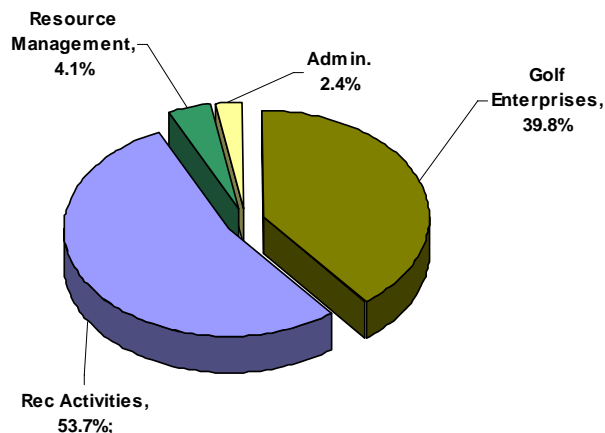
## Revenue

Total Revenue is \$10.0 million vs. \$9.0 million last year at this time. Revenue growth includes an additional six days of revenue this year vs. last year at this time; this is approximately \$445k. Actual Revenue represents 26.6% of the FY 2008 Budget. 54% of total revenue is from Rec Activities and 40% is from Golf. Rec Activities revenue growth is from pass sales and rentals; growth in Golf is from greater golf rounds from dry weather; growth for RMD is from a new revenue site, Clemyjontri and classes.

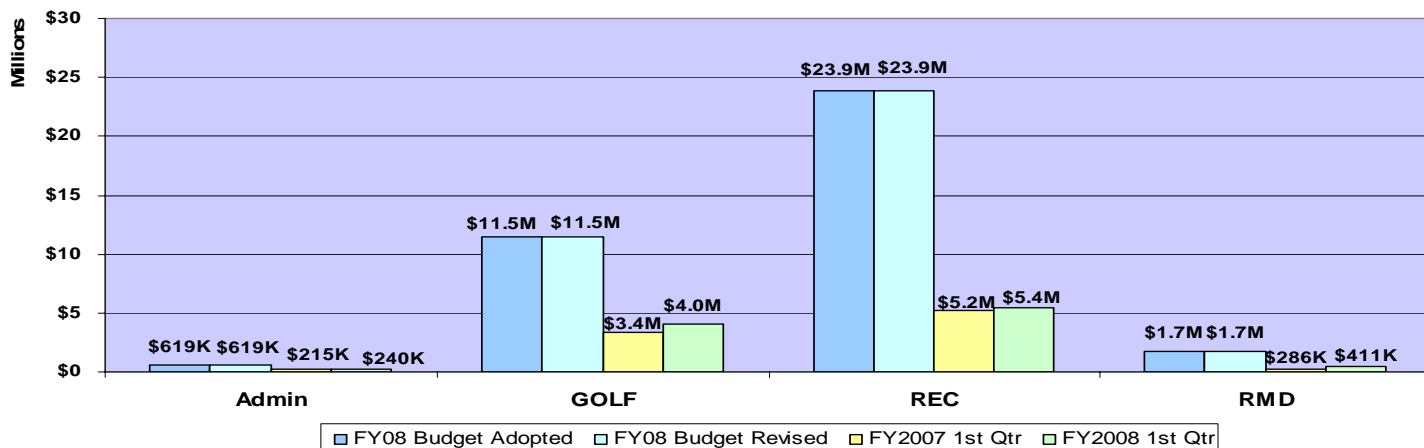
**Park Authority Revenue Fund (170)  
Total Revenue  
As of September 30, 2007**



**FY08 Total Revenue  
Actual=\$10,047,437**



**Park Authority Revenue Fund (170) Revenue by Cost Center  
As of September 30, 2007**



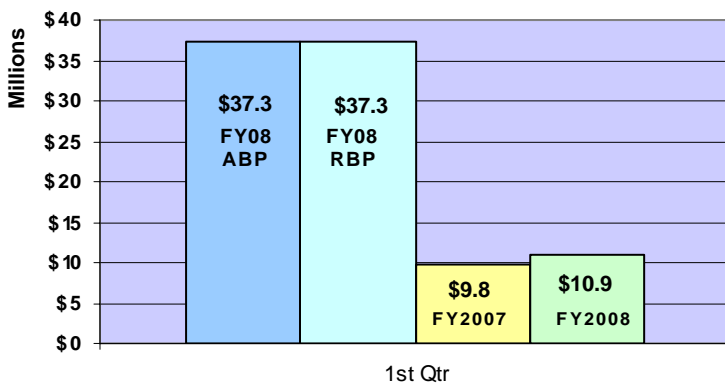


# Revenue Fund (170) First Quarter Status Report FY 2008

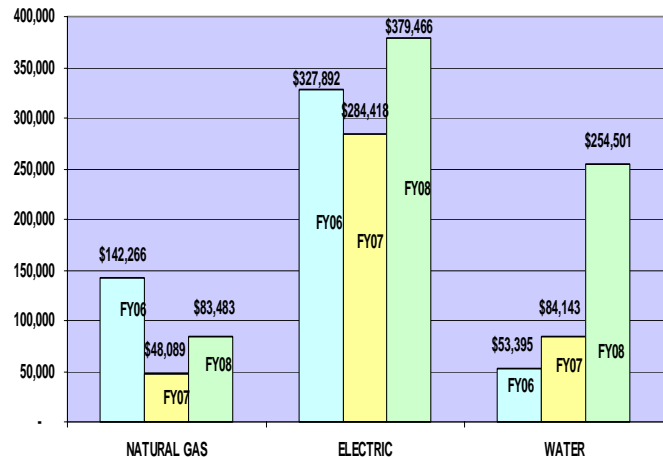
## Expenditures

Overall expenditures are \$10.9 million as compared to \$9.8 million, an increase of \$1.0 million or 10.9%. Expenditure growth is seen in Golf by \$341k primarily due to water purchases due to the severe drought conditions. Expenditure growth is also seen in Rec Activities in personnel due to filling of merit vacancies, merit increments, exempt limited term staff wages as a result of expanded programs. Rec Activities operating expenditure increases are due to payments to contracted providers for summer camps, fitness equipment replacement, utility costs for both electricity and natural gas, and the timing of billings and payments.

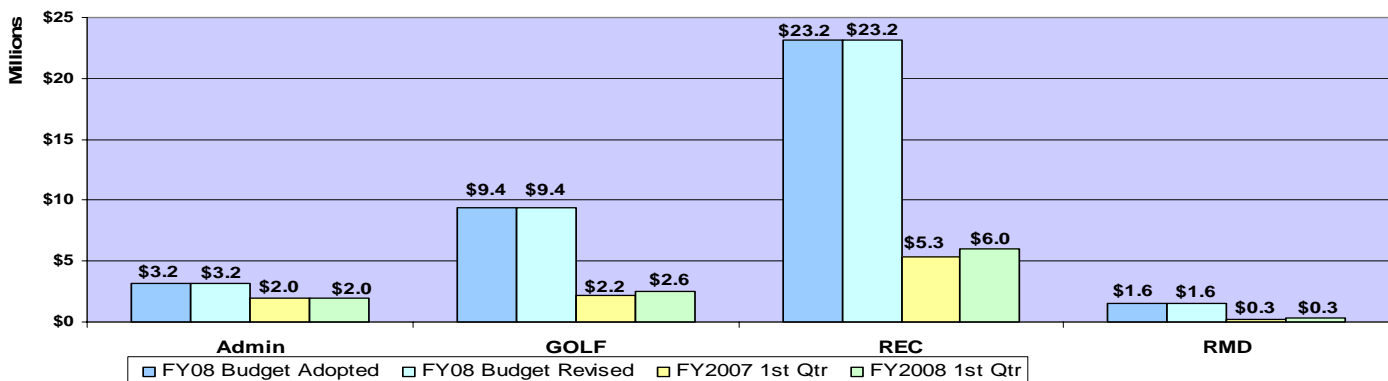
**Park Authority Revenue Fund (170) Total Expenditures  
As of September 30, 2007**



**Revenue Fund 1st Quarter- Utility Actual Expenditures  
FY06 vs FY07 vs FY08**



**Park Authority Revenue Fund (170) Expenditures by Cost Center  
As of September 30, 2007**

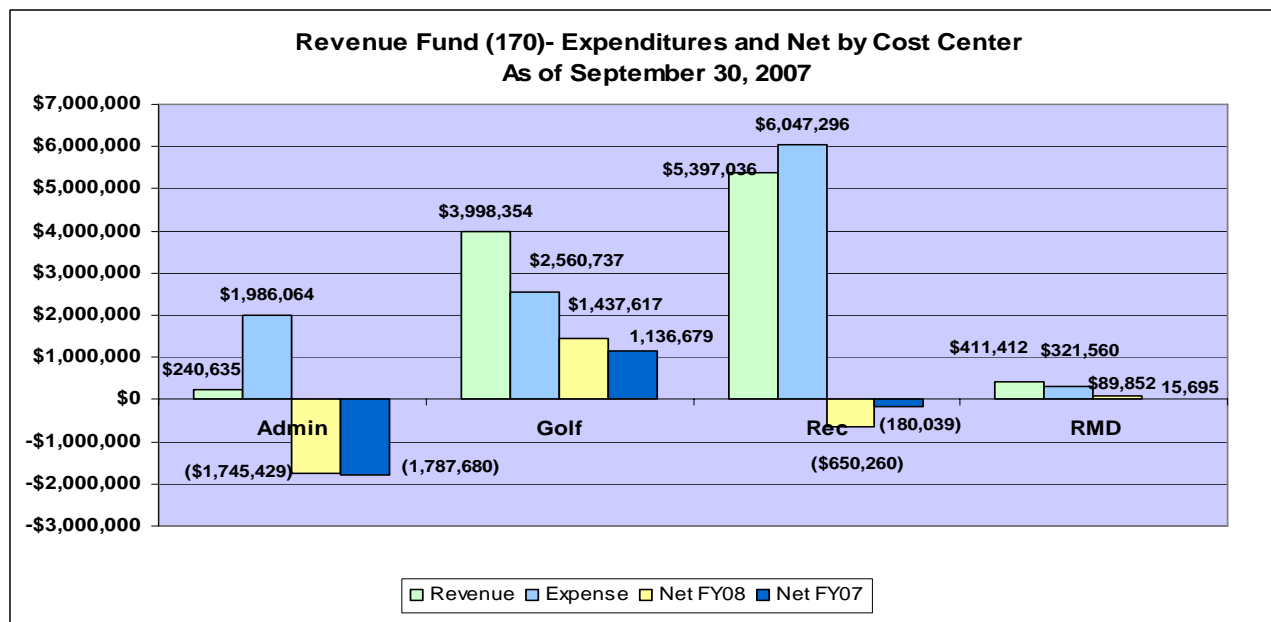
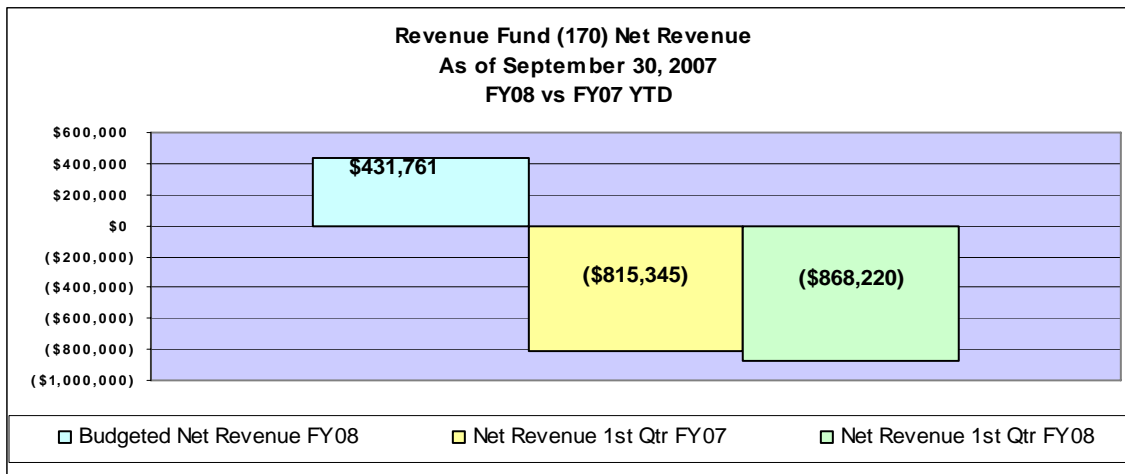




# Revenue Fund (170) First Quarter Status Report FY 2008

## Net Revenue FY2008

Net Revenue is (\$868k) vs. (\$815k) as compared to last year at this time. Net Revenue is worse than last year at this time, despite 6 extra days of revenue with greater revenue of \$445k primarily from Rec Activities, down (\$470k) as compared to last year.

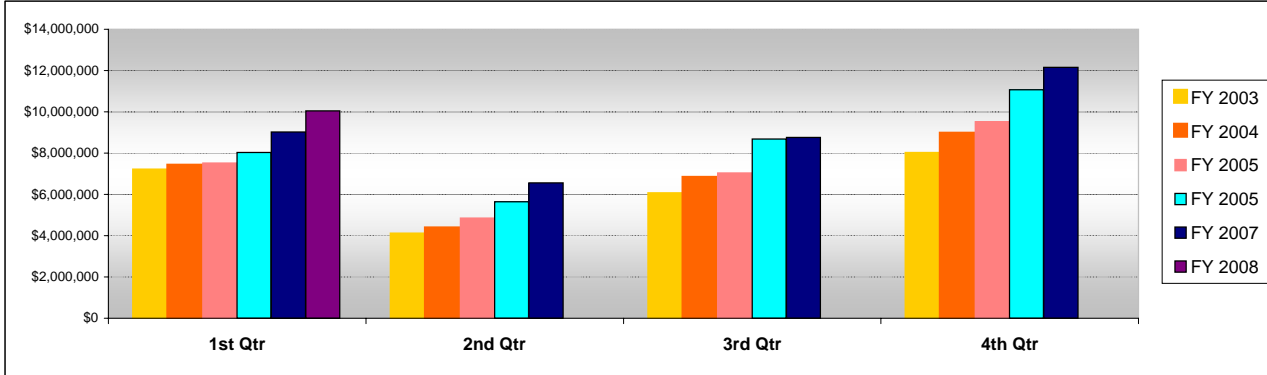


# QUARTERLY TRENDS FOR FUND 170

## REVENUE TRENDS

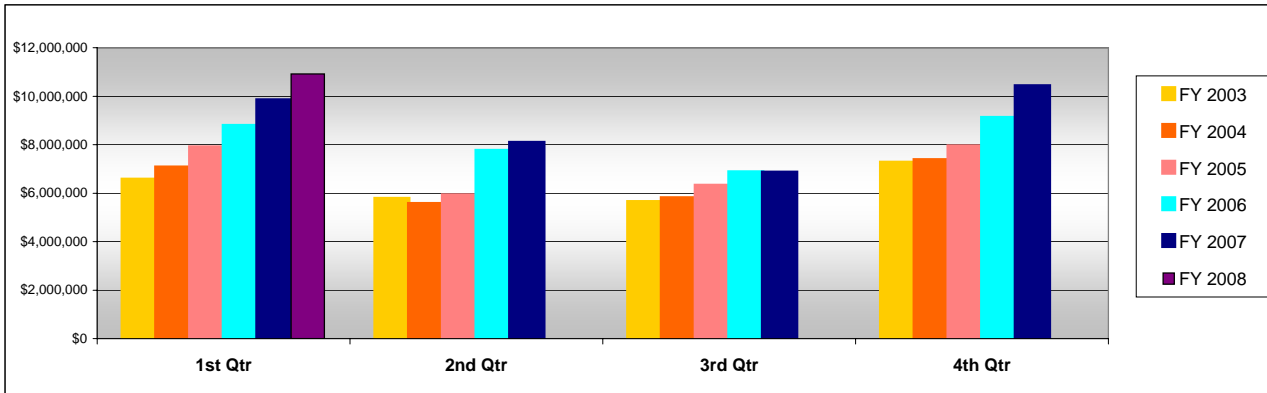
Qtr	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%
1st Qtr	\$7,166,585	28.41%	\$7,397,381	26.91%	\$7,513,736	25.98%	\$8,036,697	24.04%	\$9,022,673	24.72%	\$10,047,437	27.53%
2nd Qtr	\$4,063,345	16.11%	\$4,350,545	15.82%	\$4,848,134	16.77%	\$5,643,614	16.88%	\$6,552,930	17.96%	\$0	0.00%
3rd Qtr	\$6,022,874	23.87%	\$6,804,523	24.75%	\$7,036,506	24.33%	\$8,679,223	25.96%	\$8,759,784	24.00%	\$0	0.00%
4th Qtr	\$7,976,223	31.62%	\$8,939,384	32.52%	\$9,519,582	32.92%	\$11,070,543	33.12%	\$12,157,549	33.31%	\$0	0.00%
Actual	<b>\$25,229,027</b>	100.00%	<b>\$27,491,833</b>	100.00%	<b>\$28,917,958</b>	100.00%	<b>\$33,430,077</b>	100.00%	<b>\$36,492,936</b>	100.00%	<b>\$10,047,437</b>	27.53%
Budget											<b>\$37,748,142</b>	

FY 2004 Revenues adjusted net of deferred revenue/



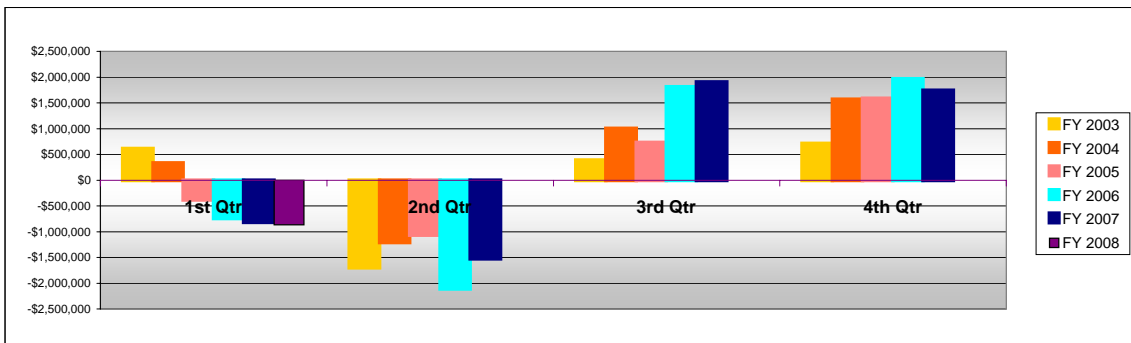
## EXPENDITURE TRENDS

Qtr	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%
1st Qtr	\$6,556,414	26.00%	\$7,062,062	27.38%	\$7,896,729	28.15%	\$8,781,806	27.01%	\$9,838,018	27.96%	\$10,915,657	31.02%
2nd Qtr	\$5,763,255	22.86%	\$5,559,701	21.56%	\$5,915,287	21.09%	\$7,753,663	23.85%	\$8,076,948	22.96%	\$0	0.00%
3rd Qtr	\$5,633,191	22.34%	\$5,799,235	22.48%	\$6,309,315	22.49%	\$6,869,339	21.13%	\$6,854,124	19.48%	\$0	0.00%
4th Qtr	\$7,262,808	28.80%	\$7,370,801	28.58%	\$7,932,106	28.27%	\$9,107,729	28.01%	\$10,415,232	29.60%	\$0	0.00%
Actual	<b>\$25,215,668</b>	100.00%	<b>\$25,791,799</b>	100.00%	<b>\$28,053,437</b>	100.00%	<b>\$32,512,537</b>	100.00%	<b>\$35,184,322</b>	100.00%	<b>\$10,915,657</b>	31.02%
Budget											<b>\$37,316,381</b>	



## NET REVENUE TRENDS

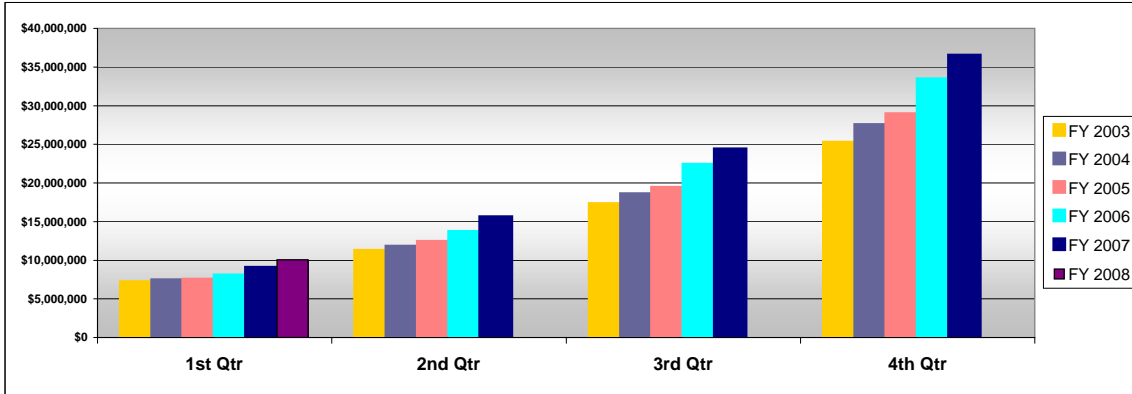
Qtr	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%	Revenue	%
1st Qtr	\$610,171	4567.49%	\$335,319	19.72%	-\$382,993	-44.30%	(\$745,109)	-81.21%	(\$815,345)	-62.31%	(\$868,220)	-66.35%
2nd Qtr	-\$1,699,910	-12724.83%	-\$1,209,156	-71.13%	-\$1,067,153	-123.44%	(\$2,110,049)	-229.97%	(\$1,524,018)	-116.46%	\$0	0.00%
3rd Qtr	\$389,683	2917.01%	\$1,005,288	59.13%	\$727,191	84.11%	\$1,809,884	197.25%	\$1,905,660	145.62%	\$0	0.00%
4th Qtr	\$713,415	5340.33%	\$1,568,583	92.27%	\$1,587,476	183.62%	\$1,962,814	213.92%	\$1,742,317	133.14%	\$0	0.00%
Actual	<b>\$13,359</b>	100.00%	<b>\$1,700,034</b>	100.00%	<b>\$864,521</b>	100.00%	<b>\$917,540</b>	100.00%	<b>\$1,308,614</b>	100.00%	<b>-\$868,220</b>	-66.35%
Budget											<b>\$431,761</b>	



CUMULATIVE TRENDS FOR FUND 170

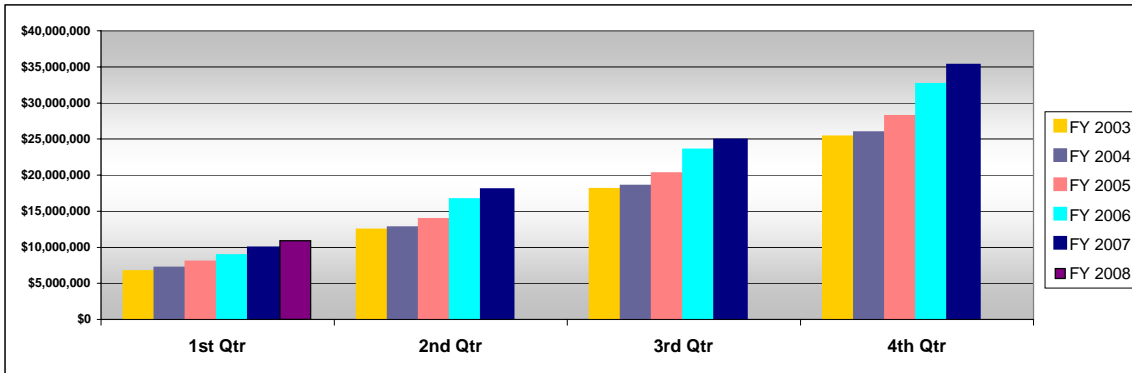
REVENUE TRENDS

qtr	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
1st Qtr	\$7,166,585	28.41%	\$7,397,381	26.91%	\$7,513,736	25.98%	\$8,036,697	24.04%	\$9,022,673	24.72%	\$10,047,437	27.53%
2nd Qtr	\$11,229,930	44.51%	\$11,747,926	42.73%	\$12,361,870	42.75%	\$13,680,311	40.92%	\$15,575,603	42.68%	\$0	0.00%
3rd Qtr	\$17,252,804	68.38%	\$18,552,449	67.48%	\$19,398,376	67.08%	\$22,359,534	66.88%	\$24,335,387	66.69%	\$0	0.00%
4th Qtr	\$25,229,027	100.00%	\$27,491,833	100.00%	\$28,917,958	100.00%	\$33,430,077	100.00%	\$36,492,936	100.00%	\$0	0.00%



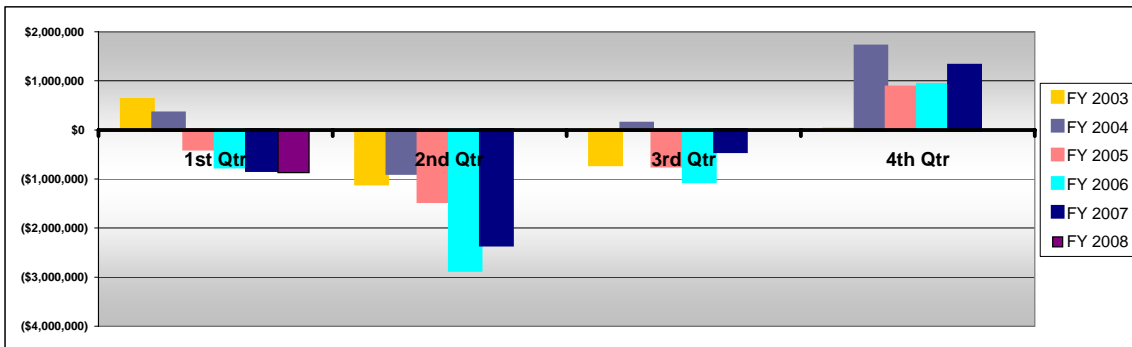
CUMULATIVE EXPENDITURE TRENDS

	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
1st Qtr	\$6,556,414	26.00%	\$7,062,062	27.38%	\$7,896,729	28.15%	\$8,781,806	27.01%	\$9,838,018	27.96%	\$10,915,657	31.02%
2nd Qtr	\$12,319,669	48.86%	\$12,621,763	48.94%	\$13,812,016	49.23%	\$16,535,469	50.86%	\$17,914,966	50.92%	\$0	0.00%
3rd Qtr	\$17,952,860	71.20%	\$18,420,998	71.42%	\$20,121,331	71.73%	\$23,404,808	71.99%	\$24,769,090	70.40%	\$0	0.00%
4th Qtr	\$25,215,668	100.00%	\$25,791,799	100.00%	\$28,053,437	100.00%	\$32,512,537	100.00%	\$35,184,322	100.00%	\$0	0.00%



CUMULATIVE NET REVENUE TRENDS

	FY 2003		FY 2004		FY 2005		FY 2006		FY 2007		Actual FY 2008	
1st Qtr	\$610,171		\$335,319		(\$382,993)		(\$745,109)		(\$815,345)		(\$868,220)	
2nd Qtr	(\$1,089,739)		(\$873,837)		(\$1,450,146)		(\$2,855,158)		(\$2,339,363)		\$0	
3rd Qtr	(\$700,056)		\$131,451		(\$722,955)		(\$1,045,274)		(\$433,703)		\$0	
4th Qtr	\$13,359		\$1,700,034		\$864,521		\$917,540		\$1,308,614		\$0	



FAIRFAX COUNTY PARK AUTHORITY  
PARK REVENUE FUND  
FUND 170  
REVENUE AND EXPENDITURES  
As of September 30, 2007 (FY 2008)

	BUDGET ADOPTED	BUDGET REVISED	FY 2008 REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS	BALANCE	FY 2007 Y-T-D ACTUAL
<b>TOTAL AGENCY</b>						
<b>REVENUE</b>	\$37,748,142	\$37,748,142	\$10,047,437	\$0	\$27,700,705	\$9,022,673
<b>EXPENDITURES:</b>						
Personnel Services	\$23,225,600	\$23,225,600	\$5,725,191	\$0	\$17,500,409	\$5,221,081
Operating Expenses	\$13,263,743	\$13,263,743	\$3,759,431	\$3,811,366	\$5,692,946	\$3,183,046
Capital Equipment	\$187,500	\$187,500	\$15,616	\$18,713	\$153,171	\$0
Recovered Cost	(\$1,192,373)	(\$1,192,373)	(\$191,061)	\$0	(\$1,001,312)	(\$158,448)
Subtotal	\$35,484,470	\$35,484,470	\$9,309,177	\$3,830,079	\$22,345,214	\$8,245,679
<b>DEBT SERVICE:</b>	\$1,066,048	\$1,066,048	\$840,616	\$0	\$225,432	\$829,976
Expenditures	\$36,550,518	\$36,550,518	\$10,149,794	\$3,830,079	\$22,570,646	\$9,075,655
Laurel Hill Debt Service*	\$765,863	\$765,863	\$765,863	\$0	\$0	\$762,363
<b>Total Expenditures</b>	\$37,316,381	\$37,316,381	\$10,915,657	\$3,830,079	\$22,570,646	\$9,838,018
<b>NET REVENUE(LOSS)</b>	\$431,761	\$431,761	(\$868,220)	(\$3,830,079)	\$5,130,059	(\$815,345)
<b>Deferred Revenue Impact</b>	\$0	\$0	\$0	\$0	\$0	\$0
<b>NET REVENUE(LOSS)</b>	\$431,761	\$431,761	(\$868,220)	(\$3,830,079)	\$5,130,059	(\$815,345)

\* Laurel Hill Debt is not reported in FAMIS and is a transfer out on the Fund Statement

**FAIRFAX COUNTY PARK AUTHORITY  
PARK REVENUE FUND  
FUND 170  
REVENUE AND EXPENDITURES  
As of September 30, 2007 (FY 2008)**

BUDGET ADOPTED	BUDGET REVISED	FY 2008 REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS	BALANCE	FY 2007 Y-T-D ACTUAL
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ADMINISTRATION						
<b>REVENUE</b>	\$619,143	\$619,143	\$240,635	\$0	\$378,508	\$215,218
<b>EXPENDITURES:</b>						
Personnel: Salaries/ Fringe Benefits	\$1,671,591	\$1,671,591	\$349,506	\$0	\$1,322,085	\$332,920
Operating	\$862,934	\$862,934	\$221,140	\$163,364	\$478,430	\$236,087
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
Recovered Cost	(\$1,192,373)	(\$1,192,373)	(\$191,061)	\$0	(\$1,001,312)	(\$158,448)
Subtotal	\$1,342,152	\$1,342,152	\$379,585	\$163,364	\$799,203	\$410,559
<b>DEBT SERVICE:</b>	\$1,066,048	\$1,066,048	\$840,616	\$0	\$225,432	\$829,976
<b>Expenditures</b>	\$2,408,200	\$2,408,200	\$1,220,201	\$163,364	\$1,024,635	\$1,240,535
Laurel Hill Debt Service	\$765,863	\$765,863	\$765,863	\$0	\$0	\$762,363
<b>Total Expenditures</b>	\$3,174,063	\$3,174,063	\$1,986,064	\$163,364	\$1,024,635	\$2,002,898
<b>NET REVENUE(LOSS)</b>	(\$2,554,920)	(\$2,554,920)	(\$1,745,429)	(\$163,364)	(\$646,127)	(\$1,787,680)

GOLF ENTERPRISES						
<b>REVENUE</b>	\$11,484,361	\$11,484,361	\$3,998,354	\$0	\$7,486,007	\$3,355,827
<b>EXPENDITURES:</b>						
Personnel	\$5,623,918	\$5,623,918	\$1,303,773	\$0	\$4,320,145	\$1,179,709
Operating	\$3,578,718	\$3,578,718	\$1,241,348	\$930,922	\$1,406,448	\$1,039,439
Capital Equipment	\$187,500	\$187,500	\$15,616	\$18,713	\$153,171	\$0
Recovered Costs			\$0		\$0	\$0
<b>Total Expenditures</b>	\$9,390,136	\$9,390,136	\$2,560,737	\$949,635	\$5,879,764	\$2,219,148
<b>NET REVENUE(LOSS)</b>	\$2,094,225	\$2,094,225	\$1,437,617	(\$949,635)	\$1,606,243	\$1,136,679
<b>Deferred Revenue Impact</b>	\$0	\$0	\$0		\$0	\$0
<b>NET REVENUE(LOSS)</b>	\$2,094,225	\$2,094,225	\$1,437,617	(\$949,635)	\$1,606,243	\$1,136,679

FAIRFAX COUNTY PARK AUTHORITY  
PARK REVENUE FUND  
FUND 170  
REVENUE AND EXPENDITURES  
As of September 30, 2007 (FY 2008)

BUDGET ADOPTED	BUDGET REVISED	FY 2008 REVENUE/ EXPENDITURES ACTUAL	ENCUMBRANCES/ RESERVATIONS	BALANCE	FY 2007 Y-T-D ACTUAL
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**REC ACTIVITIES**

<b>REVENUE</b>	\$23,895,348	\$23,895,348	\$5,397,036	\$0	\$18,498,312	\$5,165,656
<b>EXPENDITURES:</b>						
Personnel	\$14,854,866	\$14,854,866	\$3,858,637	\$0	\$10,996,229	\$3,534,930
Operating	\$8,338,226	\$8,338,226	\$2,188,658	\$2,675,227	\$3,474,341	\$1,810,765
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
Recovered Costs	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Expenditures</b>	\$23,193,092	\$23,193,092	\$6,047,296	\$2,675,227	\$14,470,570	\$5,345,695
<b>NET REVENUE(LOSS)</b>	\$702,256	\$702,256	(\$650,260)	(\$2,675,227)	\$4,027,742	(\$180,039)
<b>Deferred Revenue Impact</b>	\$0	\$0	\$0		\$0	\$0
<b>NET REVENUE(LOSS)</b>	\$702,256	\$702,256	(\$650,260)	(\$2,675,227)	\$4,027,742	(\$180,039)

**RESOURCE MANAGEMENT**

<b>REVENUE</b>	\$1,749,290	\$1,749,290	\$411,412	\$0	\$1,337,878	\$285,972
<b>EXPENDITURES:</b>						
Personnel	\$1,075,225	\$1,075,225	\$213,275	\$0	\$861,950	\$173,522
Operating	\$483,865	\$483,865	\$108,285	\$41,853	\$259,154	\$96,755
Capital Equipment	\$0	\$0	\$0	\$0	\$0	\$0
Recovered Costs	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Expenditures</b>	\$1,559,090	\$1,559,090	\$321,560	\$41,853	\$1,121,104	\$270,277
<b>NET REVENUE(LOSS)</b>	\$190,200	\$190,200	\$89,852	(\$41,853)	\$216,774	\$15,695

**Park Services Division - FY2008 Revenue Fund 1st Quarter Status**

**Summary – Division Net Revenue, Revenue and Expenditures**

- Division Net Revenue after the 1st Quarter is down \$169,995 compared to FY07 - Golf is up \$300,225 and Rec Activities is down \$470,220.
- Division revenue is up 10.3 percent or \$873,907 compared to FY07 – Golf is up \$642,526 and Rec Activities is up \$231,381. There is one more week (6 days) of revenue posted to this year's first quarter than last year.
- Division expenses are up 13.8 percent, or \$1,043,902, compared to FY07 – Golf is up \$342,302 and Rec Activities is up \$701,600.

**Section Highlights of Items Affecting Net Revenue:**

**Golf Revenue**

- Golf revenues increased over the prior year by \$643,000, or 19 percent. An extra revenue week (six days) this quarter accounted for about \$242,000, or 7 percent of this increase. This extra week of operations largely accounted for a first quarter that posted a 10 percent increase in operating days.
- Revenues were up at all sites with the top performers being Burke Lake up 29.8 percent, or \$112,000 and Pinecrest up 26.7 percent, or \$60,000. Twin Lakes increased revenues by 16.8 percent, or \$178,000, while Laurel Hill increased revenues by 10.4 percent, or \$55,000.
- Although extreme heat had a negative impact on golf rounds during long stretches of the summer, the lack of rain events allowed the courses to remain open resulting in an 8 percent increase in operating hours and a 14 percent, or about 15,000 additional rounds.
- Revenues generated from driving range operations posted a 27.6 percent, or \$125,000 increase, while green fee revenues increased by 16 percent or \$355,000. Pro Shop retail increased by 18 percent, or \$20,000, and Food & Beverage increased by 27 percent, or \$41,000, largely due to the opening of the Laurel Hill clubhouse.

**Golf Expenditures**

- Total expenditures increased by \$342,000, or 15 percent, for the quarter. Character 20 expenses increased by \$124,000, or 10 percent. Additional staffing associated with the Laurel Hill clubhouse accounted for \$64,000 of this increase. The balance of this increase was due to pay for performance and an 8 percent increase in operating hours resulting from drier weather and an absence of storm closings.
- Character 30 expenses are up by \$203,000, or 20 percent, with \$185,000 of this total coming from increased irrigation water purchased at all sites with the exception of Burke Lake. The prolonged and severe drought has necessitated the additional purchase of \$185,000 worth of irrigation water year to date. All other Character 30 expenses totaled a mere 1.6 percent increase year to date.

**Lakefronts Revenue**

- Revenues decreased by \$15,000, or 1.2 percent, for the first quarter. This is largely attributed to the timing of payments that the PA receives from contracted use of the Watermine.

- Increases were seen at campground operations at Lake Fairfax Park up \$18,000, or 29.8 percent, and at Burke Lake with increases of \$9,000, or 34percent. Commission fees at the Water Mine were up \$11,000, or 42.5 percent. Season Passes and Admission to Water Mine were flat for the first quarter.

### **Lakefronts Expenditures**

- Seasonal staff expenses were up by \$40,000, or 15.9 percent for the quarter due to increased seasonal wages and operational days at the Water Mine and marinas; operational days have increased in FY08 as a result of the drought.
- Character 30 operating costs increased by \$24,000, or 11 percent for the first quarter largely attributed to increased ice cream purchases for the Ice Cream Parlor and the timing of payments to summer camp program contractors.

### **RECenters Revenue**

- Revenue is up \$266,959 from last year, nearly a 6.9 percent increase. A portion of that can be attributed to the one extra week (six days) of revenue posted this year compared to last year. Compared to last year, revenue is at 19.7 percent of budget, just slightly below FY06 at 19.8 percent of budget.
- The primary growth was in Passes, up \$124,833, or 18.5 percent. South Run and Providence RECenters combined revenue in this group contributed \$50,101, or 40.6 percent of this growth; it is assumed that some of the growth at these RECenters can be attributed to Audrey Moore RECenter natatorium closure for extend maintenance beginning August 20. Additional growth was seen in Admissions, up 36,282, or 7.5 percent.
- Significant growth was also seen in Rentals, up \$81,968, or 17.4 percent. The majority of this increase is due to a new pool rental contract at George Washington RECenter

### **RECenters Expenditures**

- Combined expenses are up \$561,006, or 13.8 percent as compared to last year: expenses are at 24.6 percent of budget, slightly above FY07 at 22.7 percent. Character 30s are up \$354,313. The largest increase, \$170,000, is for payments to contracted providers of summer camps. Other increases can be attributed in part to the timing of the Fitlinxx contract payment of \$139,623, plus \$27,410 for fitness equipment replacement, an Electricity increase of \$75,855, and a Natural Gas increase of \$36,892.
- Character 20s are up, \$206,692 from last year, approximately a 7.4 percent increase. Approximately 40 percent of this increase is due to filling of merit vacancies, merit increments and fringe benefits, and the balance from exempt limited-term staff wages as a result of expanded programs and pay increases. Compared to last year, Character 20 expenses are at 24.3 percent of budget, slightly above last year at 22.7 percent of budget.

### **Division Administration Revenue and Expenditures**

- Division administration revenue is down \$20,464 from the prior year, primarily due to the timing of payments for summer activities such as sports clinics and other permit payments.
- Expenses are up \$53,192 due entirely to personnel costs - pay for performance and the filling of vacant positions (Business Analyst II and Management Analyst II). Character 30 expenses are down by \$258 this year, led by cost savings associated with the printing of Parktakes

magazine, which was down nearly \$20,000 from the prior year as staff reduced the page count of the magazine by eight pages compared to the same edition (fall) as last year.

Resource Management Division- FY 2008 Revenue Fund 1<sup>st</sup> Quarter

**Summary – Division Net Revenue**

- Division Net Revenue is at \$89,853 compared to \$15,698 in the first quarter last year. The budgeted net is \$190,200.
- Net Revenue is higher by \$5,598 for Riverbend Park due to an increase in programs and classes.
- Net Revenue is lower by \$12,035 for HPRS, revenue decreased over \$5,000 and Character 20 expenses increased over \$10,000. Character 30 expenses decreased over \$3,000. This is due to fewer rentals than last year.

**Revenue**

- Revenue is \$411,417, a 43.8 percent increase from last year. Revenue is at 23.5 percent of budget as compared to 18.4 percent last year.
- Overall revenue is up \$125,442 compared to last year.
- Major revenue categories (rowboat rentals, store sales, classes, programs and carousel rides) have increased a total of \$127,146 over last year, a combined 92 percent increase.

**Expenditures**

- Expenses are \$321,564 approximately, a 19 percent increase over last year. Expenses are at 20 percent of budget, compared to 19 percent last year.
- Division total expenses are up \$51,287 compared to last year at this time.
- Character 20 expenses are up \$39,756. Character 20 expenses are at 19.8 percent of budget compared to 16.5 percent last year. (Two new merit positions, one at Frying Pan Farm Park and the other at Riverbend Park were hired during FY07)
- Character 30 expenses are up \$11,531 as compared to last year, a 12 percent increase over FY07. This is necessary to increasing revenue producing programs and services.

**FY 2008 REVENUE AND EXPENDITURE ANALYSIS - BY SITE  
FUND 170**

**Attachment 7**

	<u>MONTHLY REVENUE</u>	<u>MONTHLY EXPENSE</u>	<u>NET</u>	<u>TOTAL REVENUE</u>	<u>TOTAL EXPENSE</u>	<u>TOTAL NET</u>
<b>OVERALL</b>						
<b>Administration</b>						
September FY 08	94,681	150,929	(56,248)	240,635	1,986,064	(1,745,429)
September FY 07	47,106	115,283	(68,177)	215,218	2,002,898	(1,787,680)
<b>VARIANCE</b>	47,575	35,646	11,929	25,417	(16,834)	42,251
<b>Golf Enterprises</b>						
September FY 08	1,481,132	1,058,129	423,003	3,998,354	2,560,738	1,437,616
September FY 07	1,036,344	781,790	254,554	3,355,827	2,219,149	1,136,680
<b>VARIANCE</b>	444,788	276,339	168,449	642,526	341,589	300,937
<b>Rec Activities</b>						
September FY 08	1,869,388	1,752,548	116,840	5,397,036	6,047,295	(650,259)
September FY 07	1,537,278	1,655,390	(118,111)	5,165,656	5,345,695	(180,038)
<b>VARIANCE</b>	332,110	97,159	234,951	231,381	701,600	(470,221)
<b>Resource Management</b>						
September FY 08	182,640	102,495	80,145	411,412	321,560	89,852
September FY 07	114,008	93,852	20,155	285,972	270,277	15,696
<b>VARIANCE</b>	68,633	8,643	59,990	125,441	51,283	74,156
<b>Combined Total</b>						
September FY 08	3,627,842	3,064,102	563,740	10,047,437	10,915,657	(868,220)
September FY 07	2,734,736	2,646,316	88,421	9,022,672	9,838,019	(815,346)
<b>VARIANCE</b>	893,106	417,786	475,320	1,024,765	1,077,638	(52,874)
<b>51515142 GOLF ENTERPRISES</b>						
<b>Oak Marr Golf Course</b>						
September FY 08	184,761	89,767	94,994	506,491	252,254	254,237
September FY 07	132,559	91,504	41,055	413,861	265,955	147,906
<b>VARIANCE</b>	52,203	(1,737)	53,939	92,630	(13,701)	106,332
<b>Administration</b>						
September FY 08	15,516	16,449	(933)	32,514	50,090	(17,576)
September FY 07	0	14,554	(14,554)	16,108	76,462	(60,355)
<b>VARIANCE</b>	15,516	1,895	13,621	16,406	(26,372)	42,778
<b>Burke Lk. Golf Course Clubhouse</b>						
September FY 08	175,140	57,329	117,811	489,113	221,099	268,014
September FY 07	114,455	60,880	53,574	376,570	188,450	188,120
<b>VARIANCE</b>	60,685	(3,551)	64,236	112,543	32,649	79,894
<b>Greendale Golf Course - Clubhouse</b>						
September FY 08	176,293	114,529	61,764	493,286	284,922	208,364
September FY 07	132,258	92,077	40,181	424,303	266,310	157,993
<b>VARIANCE</b>	44,035	22,452	21,583	68,983	18,613	50,371

**FY 2008 REVENUE AND EXPENDITURE ANALYSIS - BY SITE  
FUND 170**

	<u>MONTHLY REVENUE</u>	<u>MONTHLY EXPENSE</u>	<u>NET</u>	<u>TOTAL REVENUE</u>	<u>TOTAL EXPENSE</u>	<u>TOTAL NET</u>
<b>Jefferson Golf Course - Clubhouse</b>						
September FY 08	132,973	79,927	53,046	373,642	231,612	142,030
September FY 07	91,809	94,970	(3,161)	315,181	211,268	103,914
<b>VARIANCE</b>	41,164	(15,043)	56,207	58,460	20,345	38,116

<b>Pinecrest Golf Course Clubhouse</b>						
September FY 08	101,783	75,404	26,379	284,680	193,603	91,077
September FY 07	68,977	59,646	9,332	224,544	175,981	48,563
<b>VARIANCE</b>	32,806	15,759	17,047	60,136	17,622	42,515

<b>Twin Lakes Golf Course Clubhouse</b>						
September FY 08	476,765	295,331	181,434	1,238,453	710,535	527,917
September FY 07	328,026	206,045	121,981	1,060,106	627,497	432,609
<b>VARIANCE</b>	148,740	89,287	59,453	178,346	83,038	95,309

<b>Laurel Hill Golf Course</b>						
SEPTEMBER FY08	217,902	329,393	(111,491)	580,175	616,622	(36,446)
September FY 07	168,260	162,115	6,145	525,155	406,513	118,642
<b>VARIANCE</b>	49,641	167,277	(117,636)	55,020	210,109	(155,089)

**51515152 REC ACTIVITIES**

<b>Oak Marr Rec Ctr</b>						
September FY 08	242,503	165,092	77,411	635,599	511,930	123,668
September FY 07	183,476	140,387	43,089	545,888	427,223	118,666
<b>VARIANCE</b>	59,027	24,705	34,322	89,710	84,708	5,003

<b>Providence Rec Ctr</b>						
September FY 08	178,576	127,298	51,279	473,989	443,718	30,271
September FY 07	83,943	188,462	(104,519)	400,932	463,617	(62,684)
<b>VARIANCE</b>	94,634	(61,164)	155,797	73,057	(19,899)	92,956

<b>South Run Rec Ctr</b>						
September FY 08	186,925	128,302	58,624	459,632	418,401	41,230
September FY 07	162,644	146,583	16,061	444,161	390,364	53,797
<b>VARIANCE</b>	24,281	(18,282)	42,563	15,471	28,038	(12,567)

<b>Springhill Rec Ctr</b>						
September FY 08	174,688	124,453	50,236	438,315	444,880	(6,565)
September FY 07	152,306	113,424	38,882	416,260	417,836	(1,576)
<b>VARIANCE</b>	22,383	11,029	11,354	22,055	27,044	(4,989)

<b>Audrey More Recenter</b>						
September FY 08	206,905	190,133	16,772	591,846	661,574	(69,728)
September FY 07	251,243	199,978	51,265	691,842	606,066	85,775
<b>VARIANCE</b>	(44,339)	(9,845)	(34,494)	(99,996)	55,507	(155,503)

<b>Admin Rec Ctr</b>						
September FY 08	275	98,883	(98,608)	16,635	302,005	(285,370)
September FY 07	350	74,371	(74,021)	22,220	261,506	(239,286)
<b>VARIANCE</b>	(75)	24,512	(24,587)	(5,585)	40,499	(46,084)

**FY 2008 REVENUE AND EXPENDITURE ANALYSIS - BY SITE  
FUND 170**

	<u>MONTHLY REVENUE</u>	<u>MONTHLY EXPENSE</u>	<u>NET</u>	<u>TOTAL REVENUE</u>	<u>TOTAL EXPENSE</u>	<u>TOTAL NET</u>
<b>Cub Run Recenter</b>						
September FY 08	205,528	216,994	(11,466)	527,593	650,796	(123,203)
September FY 07	139,548	148,657	(9,109)	449,894	487,928	(38,033)
<b>VARIANCE</b>	65,980	68,337	(2,357)	77,698	162,869	(85,170)
<b>George Washington Rec Ctr</b>						
September FY 08	34,349	32,156	2,193	84,149	97,602	(13,454)
September FY 07	25,696	36,421	(10,725)	65,870	102,913	(37,043)
<b>VARIANCE</b>	8,653	(4,265)	12,918	18,279	(5,311)	23,590
<b>Lee Rec Ctr</b>						
September FY 08	182,626	201,817	(19,191)	557,535	744,340	(186,805)
September FY 07	121,203	169,494	(48,291)	468,474	611,455	(142,981)
<b>VARIANCE</b>	61,423	32,323	29,100	89,061	132,884	(43,824)
<b>Mt Vernon Rec Ctr</b>						
September FY 08	134,909	123,136	11,773	323,178	361,866	(38,689)
September FY 07	124,888	102,835	22,054	335,969	307,201	28,769
<b>VARIANCE</b>	10,021	20,301	(10,281)	(12,791)	54,666	(67,457)
<b>Burke Lake Park</b>						
September FY 08	129,092	85,319	43,773	372,105	240,221	131,884
September FY 07	105,392	65,519	39,873	342,914	213,472	129,442
<b>VARIANCE</b>	23,700	19,800	3,900	29,191	26,749	2,442
<b>Lake Fairfax Park</b>						
September FY 08	159,433	89,606	69,827	748,757	441,932	306,825
September FY 07	143,474	83,803	59,672	809,799	400,951	408,848
<b>VARIANCE</b>	15,959	5,804	10,155	(61,042)	40,981	(102,023)
<b>Lake Accotink</b>						
September FY 08	24,971	32,025	(7,055)	89,134	124,312	(35,178)
September FY 07	19,397	27,337	(7,940)	72,398	104,639	(32,242)
<b>VARIANCE</b>	5,574	4,688	885	16,737	19,673	(2,936)
<b>Rec Activities Admin</b>						
September FY 08	8,607	399	8,208	78,570	30,374	48,196
September FY 07	23,718	36,265	(12,547)	99,034	38,820	60,214
<b>VARIANCE</b>	(15,111)	(35,866)	20,755	(20,464)	(8,446)	(12,018)
<b>51515154 RESOURCE MANAGEMENT</b>						
<b>Colvin Run Mill</b>						
September FY 08	4,319	5,252	(933)	12,939	16,089	(3,149)
September FY 07	2,474	738	1,736	10,009	4,215	5,794
<b>VARIANCE</b>	1,845	4,515	(2,670)	2,930	11,874	(8,943)
<b>E.C. Lawrence</b>						
September FY 08	2,139	665	1,475	4,899	2,713	2,186
September FY 07	2,008	692	1,316	4,219	2,403	1,816
<b>VARIANCE</b>	131	(27)	158	680	310	370
<b>Frying Pan</b>						
September FY 08	55,767	24,069	31,698	113,313	77,750	35,563
September FY 07	19,060	17,892	1,168	76,767	44,730	32,038
<b>VARIANCE</b>	36,707	6,177	30,530	36,545	33,021	3,525

**FY 2008 REVENUE AND EXPENDITURE ANALYSIS - BY SITE  
FUND 170**

	<u>MONTHLY REVENUE</u>	<u>MONTHLY EXPENSE</u>	<u>NET</u>	<u>TOTAL REVENUE</u>	<u>TOTAL EXPENSE</u>	<u>TOTAL NET</u>
<b>Green Spring Gardens</b>						
September FY 08	25,094	18,966	6,127	52,320	60,862	(8,542)
September FY 07	16,937	15,822	1,114	35,484	34,356	1,129
<b>VARIANCE</b>	8,157	3,144	5,013	16,835	26,507	(9,671)
<b>Hidden Oaks Nature Ctr</b>						
September FY 08	5,207	2,041	3,166	7,036	5,261	1,775
September FY 07	2,386	2,078	309	4,388	5,197	(809)
<b>VARIANCE</b>	2,820	(37)	2,857	2,648	65	2,583
<b>Hidden Pond Nature Ctr</b>						
September FY 08	4,272	145	4,126	7,395	11,486	(4,091)
September FY 07	1,340	1,156	184	3,475	7,086	(3,611)
<b>VARIANCE</b>	2,932	(1,011)	3,943	3,920	4,400	(480)
<b>Huntley Meadows Park</b>						
September FY 08	2,637	12	2,626	5,920	581	5,339
September FY 07	318	10	308	4,592	(477)	5,069
<b>VARIANCE</b>	2,320	1	2,318	1,327	1,057	270
<b>Riverbend Park</b>						
September FY 08	14,561	7,351	7,210	40,120	31,218	8,902
September FY 07	17,033	7,057	9,976	30,980	27,674	3,306
<b>VARIANCE</b>	(2,472)	294	(2,767)	9,140	3,544	5,596
<b>Sully</b>						
September FY 08	16,696	9,883	6,813	37,291	25,647	11,644
September FY 07	15,641	10,096	5,546	29,146	20,739	8,407
<b>VARIANCE</b>	1,055	(213)	1,267	8,145	4,908	3,237
<b>Historic Prop. Rent &amp; Services</b>						
September FY 08	33,225	25,459	7,766	81,465	69,729	11,736
September FY 07	36,810	21,787	15,023	86,910	63,139	23,771
<b>VARIANCE</b>	(3,585)	3,672	(7,257)	(5,445)	6,590	(12,035)

**INFORMATION**

Fund 371 Park Net Project Update and Spending Plan

The ParkNet Ten-Year Spending Plan anticipates and projects expenditures from Fund 371, Project 004749, in support of the ParkNet application software, the point-of-sale environment at sites, and other needs.

It includes contingencies for replacing the server platform every seven years, the point-of-sale hardware every four years, for modifications to the software to satisfy County information security or other processing requirements, and for improvements at sites running the application.

For FY 2008 a cyclic replacement of the point of sale (POS) hardware is planned, and the need for application changes related to credit card processing has been identified.

For FY 2009 a replacement of the server and the operating system is scheduled. Funds have been requested from the County technology projects fund, Fund 104, for this effort. If County funds are approved, no expenditure from Fund 371 may be necessary.

For FY 2015, FY 2016, and FY 2017 a project to perform an analysis of the agency's information technology requirements, an assessment of the ParkNet application, and a gap analysis (with a contingency for system replacement) is scheduled.

The attached table depicts the contribution of net revenue necessary to maintain a positive fund balance based on the anticipated expenditures.

FISCAL IMPACT:

None. The current appropriation in this project is available to fund FY2008 and FY2009 replacement components and application modification costs. Funding projections anticipate contributions at the rate of \$200,000 annually.

ENCLOSED DOCUMENTS:

Attachment 1: ParkNet Ten-Year Projections

Board Agenda Item  
December 12, 2007

STAFF:

Timothy K. White, Acting Director

Cindy Messinger, Acting Deputy Director/COO

Miriam Morrison, Director, Administration Division

John Finegan, Manager, Automation Services Branch

# ParkNet Ten-Year Projections

Project 004749

	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
General										
Requirements analysis and assessment								80,000		
New system development/acquisition								430,000	700,000	170,000
Site-specific communications improvements		4,000	4,000							
Application software modifications	3,000									
<b>Total General</b>	<b>3,000</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>510,000</b>	<b>700,000</b>	<b>170,000</b>
ParkNet Platform Replacement										
Server hardware		197,742							197,742	
Server software		107,898							107,898	
Software modifications & integration		70,650							70,650	
<b>Total ParkNet Platform Replacement</b>	<b>0</b>	<b>376,290</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>376,290</b>	<b>0</b>
Hardware										
CPUs/Monitors	113,602				118,146				122,872	
Scanners	13,978				14,537				15,119	
Printers	30,699				31,927				33,204	
Cameras	10,121				10,526				10,947	
Keyboards	9,282				9,653				10,039	
Cash drawers	7,980				8,299				8,631	
Web server hardware	0				0	18,000			0	18,000
Small hardware & software	5,000				5,200				5,408	18,000
<b>Total Hardware</b>	<b>190,662</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>198,288</b>	<b>18,000</b>	<b>0</b>	<b>0</b>	<b>206,220</b>	<b>36,000</b>
Total Annual Cost	193,662	380,290	4,000	0	198,288	18,000	0	510,000	1,282,510	206,000
Projected Contributions	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
<b>Project Balance (beginning balance \$885K)</b>	<b>891,600</b>	<b>711,310</b>	<b>907,310</b>	<b>1,107,310</b>	<b>1,109,022</b>	<b>1,291,022</b>	<b>1,491,022</b>	<b>1,181,022</b>	<b>98,512</b>	<b>92,512</b>
Prior year expenditures	\$0	\$348,616	\$100,534	\$52,676	\$37,228	\$0	\$0	\$0	\$0	\$0

Board Agenda Item  
December 12, 2007

## **DISCUSSION**

### Review of Potential Fee Adjustments for 2008

This item involves a discussion of potential fee proposals under consideration by staff for FY 2008 (see attachment 1). A discussion step was added to the fee process in 2005 to provide an opportunity for early committee input into the development of the fee proposal.

Staff is currently considering fee adjustments in the following areas:

- Golf – prime and non-prime time greens fees at selected sites, power cart rentals and accessible power cart rentals;
- Lakefront parks – campsite rental (Lake Fairfax) and Water Mine daily admission and season pass fees;
- RECenter – general admission and pass fees, public session skating fees, skate rental and ice rink rental fees, Cub Run leisure pool rental, George Washington facility rental, outdoor classroom rental at Audrey Moore (new), elimination of Audrey Moore kitchen rental fee and ½ field house rental fee at South Run;
- Picnic shelters/areas – full-day rental fees at selected locations and half-day rental fees (new) at selected locations;
- Athletic field rental – synthetic turf athletic field rental and rental fees for grass athletic fields (new);
- Sully – combined house/outbuilding tour single admission;
- Frying Pan Farm Park – indoor equestrian center rental fees, visitor center rental fees;
- Historic Properties Rental Services – fees for private rentals, hobby/special interest groups, Fairfax County government groups, community/civic groups, performing arts rentals

### ENCLOSED DOCUMENTS:

Attachment 1: Proposed Fee Adjustments, FY 2008

### STAFF:

Timothy K. White, Acting Director  
Cindy Messinger, Acting Deputy Director/COO  
Todd Johnson, Director, Park Operations Division  
Cindy Walsh, Acting Director, Resource Management Division  
Charles Bittenbring, Director, Park Services Division

# **Proposed Fee Adjustments**

## **FY 2008**



### **Fairfax County Park Authority**

(As of November 2, 2007)

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## **Organization of the FY 2008 Fee Proposal**

Organization of the FY 2008 Fee Proposal follows the format in use since 2004. A section entitled 'Current Situation – System-wide Considerations' describes the important factors in the Park Authority's overall operational 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 various business areas for which fee adjustments 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.

### **Current Situation – System-wide 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. And as a matter of principle, comparatively small and regular fee increases are preferred over less frequent, but 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 service payments increased \$762,363 in FY 2007, from slightly more than \$ 1 million annually to \$1.8 million, as a part of the scheduled financing of Laurel Hill Golf Club. Debt service payments remain at that level for FY 2008. The Master Indenture on park facility revenue bonds 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.
- Inflation has moderated after spiking in 2005 at 4% annual growth. Through the first half of 2007, the Washington-Baltimore consumer price index is currently projected at 2.7% growth for the year. Local CPI growth for the most recent two and three-year periods was 6.3% and 10.3% respectively. Growth in Park Services utility expenses leveled off in FY 2007 after rising 51% (about \$1 million) the previous year due largely to increases in natural gas rates and new operations at Cub Run RECenter. While utility expenses have stabilized, they still remain at a level \$1 million greater than FY 2005 and prior. In addition, the county has entered a new long term contract for electricity in which rates will increase 12%. Electricity is the Revenue Fund's single largest utility expense, accounting for about half of all utility expenditures (\$1.49 million in FY 2007).

- General market conditions for the Park Revenue Fund's main sources of use are mixed, but cautiously optimistic.
  1. RECenter visitation was flat between FY 2006 and FY 2007 after growing nearly 6% between FY 2005 and FY 2006 on the strength of the first full year operation at Cub Run. Revenue growth from FY 2006 and 2007 remained strong, however. Total revenue grew 8.6%. All areas contributed to revenue growth except pass sales where revenues were essentially stable. National indicators for fitness activity, a key source of RECenter demand, have improved. National surveys show continued growth in the number of individuals participating in activities involving cardiovascular and strength training fitness equipment. And the number of health club members nationwide grew 3.3% between January 2006 and January 2007, after no growth between 2005 and 2006.
  2. Lake park attendance and revenues both grew in FY 2007 – up 7.7% and 8.8% respectively. Outdoor activity, as always, remains largely dependent on weather conditions. Water Mine revenues, the largest single source of lake park income, grew 11.6% in FY 2007. Other revenue sources with high growth rates in 2007 included rentals (up 35%) and marinas (up 12.7%). Food service, amusement and camping revenues also grew between 2.5% and 5%.
  3. The number of golf rounds played at Park Authority courses in FY 2007 dropped 0.5% from the previous year after growing nearly 8% between FY 2005 and 2006 with the opening of Laurel Hill Golf Club. While the number of rounds played dropped slightly, golf revenues still grew 8.6%. The local drop-off in rounds played reflected the industry pattern seen among golf courses in the mid-Atlantic region of the country. The National Golf Foundation's Rounds Played Report through August of this year shows a 1.6% decline in rounds played from 2006 after posting a 1.1% rate of growth the previous year. While rounds played were down both at Park Authority courses and in the market overall, Park Authority courses only experienced about a third of the drop-off in rounds played that was experienced in the mid-Atlantic market as a whole.

## Golf

### Current Situation

- On a national level, rounds played year-to-date showed a 0.8% decrease according to National Golf Foundation reporting. In the Mid-Atlantic region rounds played are currently down 1.6%.
- Park Authority play currently mirrors this trend with FY 2007 rounds decreasing over the past year by 0.5%. During FY 2007 there was a slight increase of 0.2% in operating days.
- FY 2007 performance included an 8.6% increase in revenue and a 7.7% increase in operating expenses. Driving range revenues continued a second year of strong performance at Oak Marr up 7.6%, Twin Lakes up 10% and Burke Lake up 14%, all contributing to a combined increase of 11% in driving range revenues. Green fee revenue increased by 9.7% while Pro Shop sales increased by 11% and food services increased by 6.6%. Increases in food service and pro shop revenues were largely attributed to the opening of the Laurel Hill clubhouse.
- Data from course surveys in the local market indicates that daily fee operators are anticipating raising fees slightly. Some courses indicated that they will hold fees at current rates.
- Increases in prime time green fees took place across-the-board last year. This year prime time increases are only being recommended for the 9 hole rates at Greendale and Twin Lakes. The non prime 9 hole rate increases are being recommended at all courses but Burke Lake and Laurel Hill. These fee adjustments, and continued efforts to build non-prime play through promotions will help golf to achieve its current revenue goals.
- Staff is recommending to restructure the current two person cart fee and institute a per person "riding" fee at the full size regulation courses, similar to what is already in effect at Laurel Hill. This riding fee would apply at Twin Lakes and Greendale golf courses, while the cart fees at Jefferson and Pinecrest will remain unchanged. Instituting a riding fee would alleviate the operational issue of splitting the cart fee in Parknet and also bring these courses in line with a common practice within the golf industry. This riding fee would also be responsive to frequent customer requests. Inclusion of the single rider fee is not being proposed at Jefferson and Pinecrest due to fleet storage limitations at those facilities.
- Board authorization was received in FY 2007 for a Laurel Hill membership fee increase of up to 20% (\$860). When membership fees were raised in 2007, only \$500 of the authorized \$860 was used. Staff does not recommend any increase for calendar 2008, and will carry the unused portion of the pre-authorized 20% ceiling forward to the 2009 calendar year. This will allow staff to initiate a membership fee increase during

the fall of 2008 prior to the beginning of the 2009 membership season. Any potential increase for 2009 will not exceed the pre authorized balance of \$360.

- Staff is recommending approval to remove golf handicap fees, pull cart fees and golf club rental fees from the Fee Schedule for consistency. Collectively, they account for less than one percent of golf revenues. Service, merchandise and equipment rental fees are not typically a part of the Fee Schedule. These fees were an exception.

### Proposed Golf Fee Adjustments

Based on the conditions described above, proposed golf fee adjustments for FY 2008 are as follows.

1. Prime Time Greens Fees. Staff is recommending an increase at Greendale and Twin Lakes that will allow these courses to continue to maintain their current market positioning. Since all prime time fees were increased in 2007, only the 9 hole rates are recommended for increases.

Prime Time Greens Fees – 9 Holes		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Greendale	\$22	\$23
Twin Lakes – Oaks & Lakes	\$29	\$30

2. Non-Prime Time Greens Fees. Staff is recommending the following selected changes to non-prime time greens fees.

Non-Prime Time Greens Fees – 9 Holes		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Burke Lake	\$15	Unchanged
Jefferson	\$16	\$17
Oak Marr	\$15	\$16
Pinecrest	\$16	\$17
Greendale	\$18	\$19
Twin Lakes – Oaks and Lakes	\$23	\$24

3. Power Cart Rental. Staff proposes to eliminate the current two person cart fee and institute a per person “riding” fee at Greendale and Twin Lakes Golf Courses. Instituting a riding fee would alleviate the operational issue of “splitting” the cart fee in Parknet and also bring these full length regulation courses in line with a common practice within the golf industry.

Power Cart Rental – Greendale, Twin Lakes			
	<u>CURRENT 2-PERSON FEE</u>	<u>PROPOSED RIDING FEE</u>	
Greendale:			
18 Holes	\$25	\$14	
9 Holes	\$16	\$ 9	
2 <sup>nd</sup> 9	\$ 9	\$ 5	
Twin Lakes:			
18 Holes	\$28	\$15	
9 Holes	\$18	\$10	
2 <sup>nd</sup> 9	\$10	\$ 5	

4. Accessible Power Cart Rental. Staff is recommending the following changes to power cart rental fees at all sites but Laurel Hill. Proposed fees reflect equity pricing for single rider carts and are based on half the two-person cart fee.

Accessible Power Cart Rental				
	<u>CURRENT FEE</u>		<u>PROPOSED FEE</u>	
	<u>9 Holes</u>	<u>18 Holes</u>	<u>9 Holes</u>	<u>18 Holes</u>
Burke Lake	\$10	\$18	\$10	\$18
Greendale	\$10	\$18	\$ 9	\$14
Jefferson	\$10	\$18	\$7.50	\$12
Oak Marr	\$10	\$18	\$10	\$18
Pinecrest	\$10	\$18	\$7.50	\$12
Twin Lakes	\$10	\$18	\$10	\$15

5. Golf Practice Chipping Area Fee – Laurel Hill Golf Club. The chipping area at Laurel Hill Golf Club is currently free to all users. Turf conditions are suffering from over use primarily due to visitors who are only using this portion of the course at no fee. Instituting this fee will curb overuse by non-fee paying users, allowing for improved turf conditions. This fee would only apply to persons that are not playing the course or using the practice range that day. Use of this chipping area would continue to be included in the fee paid by visitors through same day greens fees, practice range use and annual memberships

Golf Practice Chipping Area Fee – Laurel Hill Golf Club		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Per Use	N/A	\$ 4.00

## Lakefront Parks

### Current Situation

- The Park Revenue 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.
- The current electric upgrade project at the campground necessitates a change in the fee structure to reflect the new service provided. Campground electric has been upgraded from 15 and 30 amp service to 20, 30 and 50 amp service. Some sites will offer a 20/30 amp combination and others will provide 20/30/50 Amp service.
- Lake Fairfax Park and Campground continues to be a popular destination for family camping and people visiting the area. Performance was steady in campground operations at Lake Fairfax in FY 2007 and first quarter 2008 revenue grew 18% compared to the same time period last year. This local campground continues to experience strong visitation, greatly benefiting from its close proximity to the nation's capital.
- A benchmark analysis of area campgrounds indicate that a slight adjustment in camping fees can be supported. The campground at Lake Fairfax Park continues to have a very good reputation, is very popular and, given its proximity to the nation's capital, the proposed fee increase is warranted.
- Demand remains steady at the Water Mine with revenues continuing to grow. Fee adjustments were approved in 2002, 2004 and 2006 to align this operation with the agency's policy of small, more regular fee increases where market conditions permit. A scheduled fee adjustment in 2008 would fit the cycle established in 2002. Analysis of similar facilities indicates that a minor adjustment in the primary daily fee admissions and season passes categories is supportable.

## Proposed Lakefront Fee Adjustments

Based on the conditions described above, proposed lakefront fee adjustments for FY 2008 are as follows:

1. Campsite rental – Lake Fairfax. The electric upgrade for Lake Fairfax Park will be completed in the early spring; it is necessary to establish a new fee structure. A benchmark analysis indicates the proposed fees are comparable to similar area campgrounds. The fee increase does not affect tent campsite rentals at Burke Lake or Lake Fairfax – only RV campsite rentals at Lake Fairfax.

### Current Fees Campsite Rental and Electrical Service, RV Camping – Lake Fairfax

	With 15 Amp <u>Electric</u>	With 30 Amp <u>Electric</u>
Per night, per site	\$29.00	\$34.00
Per night, per site (senior, county resident)	\$17.00	\$20.00
Per night, per site (senior, non-county resident)	\$23.00	\$27.00

### Proposed Fees Campsite Rental and Electrical Service, RV Camping – Lake Fairfax

	With 20/30 Amp <u>Electric</u>	With 20/30/50 Amp <u>Electric</u>
Per night, per site	\$34.00	\$42.00
Per night, per site (senior, county resident)	\$20.00	\$25.00
Per night, per site (senior, non-county resident)	\$27.00	\$34.00

2. Water Mine – Daily Admission and Season Pass Fees. Staff recommends the following increase to the daily admission and group rate fees, as well as the season passes at the Water Mine as shown below.

Water Mine – Daily Admission and Group Rate		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
<u>Daily Admission</u>		
Over 48" Tall	\$13.00	\$13.50
Under 48" Tall	\$11.00	\$11.25
Chaperone Fee	\$7.00	\$7.25
After 5 p.m.	\$8.00	\$8.25
Group Rate-Per Individual	\$9.00	\$9.25

Water Mine – Season Passes		
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
<u>Season Passes</u>		
Single	\$90.00	\$95.00
Family of 2	\$160.00	\$168.00
Each Additional Person	\$50.00	\$53.00

## RECenters

### Current Situation

- Increases in operating costs directly associated with rising utility expenses have reduced cost recovery; RECenter utility costs increased 18% in FY 2007. Rising utility expenses will be further compounded in FY2008 by a 12% electric rate increase that was instituted as of July 1, 2007.
- RECenters are heavily used and continue to be high in demand. Overall attendance was static between FY 2006 and 2007; general admissions revenue increased 6.3%, Discount Pass revenue increased nearly 10%, and total revenue increased by more than 8.6%.
- The Washington-Baltimore consumer price index has increased 6.3% since the last RECenter admission fee adjustment was implemented in 2006. Recognizing that improved profitability comes from multiple sources, including program growth and cost control, the proposed RECenter admission fee adjustment is targeted at 5%.
- A comparative analysis of admission fees with those of other local public providers showed that RECenter list prices are at the top of the market for public facilities. While this would imply little opportunity to raise rates, it must be recognized that the RECenters rely on price discounting to a greater degree than other organizations, which lowers the effective rate users pay and that unlike the Park Authority, most other comparable municipal facilities in the area enjoy significant tax-supported funding subsidies.
- To illustrate the effective rate - in FY 2007 95% of total 12-month leisure fitness pass revenue was derived during sale periods at a discount of 14%. A 12-month in-county single adult pass during last year's Healthy Heart sale sold for \$495.35, compared with a regular list price of \$576. The effective rate for in-county single adults was \$499.38 or \$41.62 per month, a rate considerably below all other organizations in the area.
- Continued service improvements have taken place or are scheduled for 2008 that will improve the RECenter value to the customer. These include increased classes offered through the Exercise Your Options (XYO) program, fitness equipment replacement, and continued renovation of our aging facilities. Additional investment in ultra violet light systems to enhance natatoria environments and improve customer satisfaction is also planned. To date, five facilities have been retro-fitted and a sixth will be completed this year. Ultra violet light system retro-fits are costing between \$30,000 and \$50,000 depending on size of the facility.
- A comparative analysis of public ice skating fees shows that Mount Vernon fees are significantly below that of other facilities located in northern Virginia and suburban Maryland.

## Proposed RECenter Fee Adjustments

Based on the conditions described above, proposed RECenter fee adjustments for FY 2008 are as follows.

1. South Run Field House Rental. Staff recommends eliminating the half field house rental option. Since the field house was renovated it has only been rented in its entirety. The half field house option is not in demand.

### South Run RECenter – Field House Rental, Per Hour

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Half Field House	\$ 78.00	Eliminate

2. Room Rental – Kitchen at Audrey Moore RECenter. Staff recommends eliminating the Kitchen rental option. The Kitchen has been renovated into a programmable space; it no longer has food service amenities and is too small to meet the needs of rental groups as a meeting room.

### Audrey Moore RECenter –Kitchen Rental, Per Hour

	<u>CURRENT FEES</u>	<u>PROPOSED FEES</u>
	<u>Hourly / Deposit</u>	<u>Hourly / Deposit</u>
Hourly Kitchen Rental	\$25 / \$50	Eliminate

3. Room Rental – Outdoor Classroom at Audrey Moore RECenter. Staff recommends establishing a fee for the Outdoor Classroom created by renovating the concession stand.

### Audrey Moore RECenter – Room Rental, Per Hour

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Outdoor Classroom	N/A	\$100

4. Facility Rental Rates at George Washington RECenter. Staff recommends increasing this fee. The current fee is inconsistent with other RECenter entire facility rentals.

### George Washington RECenter – Facility Rental, Per Hour

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Entire Facility	\$200.00	\$250.00

5. Indoor Swimming Pool Base Rates – Leisure Pool at Cub Run RECenter. Staff recommends establishing a fee for Leisure Pool.

Cub Run RECenter – Leisure Pool Rental, Per Hour

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Leisure Pool	N/A	\$450.00

6. Ice Skating fees. Staff recommends restructuring the public session admission fee structure by collapsing the two-tier weekday, weekends/holidays structure into one set of public session single admission fees that is applied throughout the week and on holidays. The restructuring simplifies the fee structure, better aligns with the surrounding market and aids in the cost recovery of the site. Ice operations, along with natatorium operations, are major consumers of utilities. The proposal also includes an incremental fee increase. (The fees were last adjusted in 2007.)

**CURRENT - Ice Skating Fees**

	<u>Base</u>	<u>Discount</u>
<u>Public Skating Sessions - Weekdays</u>		
Adults	\$6.00	\$5.50
Youth/Student	\$5.50	\$5.00
Seniors	\$6.00	\$3.60
<u>Public Skating Sessions – Weekends, Holidays, Fridays after 7 p.m.</u>		
Adults	\$6.50	\$6.00
Youth/Student	\$6.00	\$5.50
Seniors	\$6.50	\$3.90
<u>Public Skating Sessions – Discount Book</u>		
Adults	\$57.00	\$51.00
Youth/Student	\$51.00	\$46.75
Seniors	\$57.00	\$34.00

**PROPOSED - Ice Skating Fees**

	<u>Base</u>	<u>Discount</u>
<u>Public Skating Sessions - Daily</u>		
Adults	\$7.00	\$6.30
Youth/Student	\$7.00	\$5.25
Seniors	\$7.00	\$4.20
<u>Public Skating Sessions – Discount Book</u>		
Adults	\$63.00	\$56.75
Youth/Student	\$63.00	\$47.25
Seniors	\$63.00	\$37.75

7. Skate Rental Fee. Increase the skate rental rates to better align with the fees of other area rinks.

	Ice Skate Rental	
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Individual	\$2.50	\$3.00
Group Discount	\$2.25	\$2.75

8. Ice Rink Rental Per Hour. Staff recommends the following increase in the hourly ice rental rates to better align with the surrounding market and to aid in the cost recovery of the site.

	Ice Rink Rental, Per Hour	
	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Base Rate	\$265	\$290
Discount Rate	\$242	\$265

9. General admission and pass fees. An across-the-board 5% increase is proposed for all general admission and pass fee categories. As recommended in the previous two approved admission fee increases, smaller more regular fee increases, such as the one proposed, should be implemented to achieve cost recovery targets. The proposal also includes elimination of the Senior Saturday/Sunday/Holiday rate, which is inconsistent with the rest of the RECenter fee schedule and represents only 2% of senior general admission visits; by taking this proposed action county seniors will pay less than they do currently when they visit RECenters on weekends and holidays.

	<u>CURRENT FEE</u>		<u>PROPOSED FEE</u>	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	<u>Discount</u>
<u>Daily</u>				
Adult	\$8.70	\$6.50	\$9.15	\$6.85
Youth/Student	\$8.70	\$5.25	\$9.15	\$5.50
Senior	\$8.70	\$5.25	\$9.15	\$5.50
Senior (Sat/Sun/Hol)	\$8.70	\$6.50	Eliminate	Eliminate
Family	\$25.00	\$14.00	\$26.25	\$14.70
<u>Discount Fast Pass</u>				
Adult	\$198.00	\$138.50	\$208.00	\$145.50
Youth/Student	\$198.00	\$119.00	\$208.00	\$124.75
Senior	\$198.00	\$119.00	\$208.00	\$124.75
<u>Monthly</u>				
Single Adult	\$92.00	\$64.50	\$96.50	\$67.75
2 Person Adult	\$144.00	\$101.00	\$151.25	\$106.00
Dependent	\$23.00	\$16.00	\$24.25	\$17.00
Youth	\$92.00	\$55.00	\$96.50	\$58.00
Senior	\$92.00	\$55.00	\$96.50	\$58.00
2 Person Senior	\$144.00	\$86.50	\$151.25	\$90.75

	CURRENT FEE		PROPOSED FEE	
	<u>Base</u>	<u>Discount</u>	<u>Base</u>	<u>Discount</u>
Senior/Adult	\$144.00	93.75	\$151.25	\$98.25
Family	\$171.00	\$119.00	\$179.50	\$125.75
<u>6 Months</u>				
Single Adult	\$458.00	\$320.00	\$481.00	\$336.75
2 Person Adult	\$719.00	\$503.00	\$755.00	\$528.50
Dependent	\$114.00	\$79.50	\$119.75	\$83.75
Youth	\$458.00	\$275.00	\$481.00	\$288.50
Senior	\$458.00	\$275.00	\$481.00	\$288.50
2 Person Senior	\$719.00	\$431.50	\$755.00	\$453.00
Senior/Adult	\$719.00	\$467.25	\$755.00	\$490.75
Family	\$852.00	\$596.00	\$894.50	\$626.25
<u>12 Months</u>				
Single Adult	\$823.00	\$576.00	\$864.25	\$605.00
2 Person Adult	\$1,294.00	\$905.00	\$1,358.75	\$951.00
Dependent	\$205.00	\$143.00	\$215.25	\$150.75
Youth	\$823.00	\$494.00	\$864.25	\$518.50
Senior	\$823.00	\$494.00	\$864.25	\$518.50
2 Person Senior	\$1,294.00	\$776.00	\$1,358.75	\$815.25
Senior/Adult	\$1,294.00	\$840.75	\$1,358.75	\$883.25
Family	\$1,534.00	\$1,073.00	\$1,610.75	\$1,128.50

## Picnic Shelter/Area

### Current Situation

- Use and demand is evaluated at the conclusion of each picnic season to identify potential future additions or deletions to the inventory of reservable picnic areas. In FY 2007, demand for reservable picnic areas and shelters continued to grow with many more requests than could be accommodated at the most popular locations. There were 1,503 rentals in FY 2007, up from 1,485 in FY 2006. Smaller areas in parks with limited amenities were relatively underutilized. Demand was greatest for large reservable areas (capacity 100 or more) with a broader array of amenities.
- Based primarily on market demand factors and in response to a picnic user survey, staff recommends the following:
  - Increasing fees at four reservable areas with high demand; lowering fees at five of the smaller reservable areas with low demand to generate more rental interest and to accommodate small family picnics; lowering fees at one area (Lee picnic area 1) due to reduced seating capacity of the facility; and adding one new shelter (at Frying Pan Farm Park) to the inventory. No fee change is recommended for the other 36 reservable areas.
  - Implementing half-day rentals during peak season (May 1 – September 30) at eight parks, involving 18 reservable areas. Half-day rentals are being offered based on customer feedback and demand for a shorter rental period at less than full-day cost. Half-day fees are proposed at approximately 65% of the full-day price and the half-day time slots available are 9:00 a.m. – 1:30 p.m. and 3:30 p.m. – 8:00 p.m. Customers will still have the option of choosing a full day rental if available.
  - Due to scheduled demolition of the administration building and the Lakeview picnic area at Lake Fairfax Park, the park may offer new temporary canopied picnic areas, which will be priced based the same as other areas with similar capacity.

## Proposed Picnic Shelters/Areas Rental Fee Adjustments

Based on the conditions described above, proposed adjustments for 2008 are:

### 1. Full-Day Picnic shelters/area rates

	CURRENT FEE		PROPOSED FEE	
	Prime	Non-Prime	Prime	Non-Prime
<b><u>Fee Increases</u></b>				
Clemyjontri Park Shelter	\$70	\$55	\$100	\$78
Jefferson Manor Shelter	\$70	\$55	\$85	\$70
Lake Accotink McLaren-Sargent Shelter	\$325	\$220	\$350	\$250
Lee Shelter	\$85	\$70	\$100	\$78
<b><u>Fee Decreases</u></b>				
Hidden Pond Shelter	\$70	\$55	\$55	\$40
Lee Picnic Area 1	\$125	\$100	\$85	\$70
Martin Luther King Picnic Area	\$85	\$70	\$70	\$55
McLean Central Gazebo	\$125	\$75	\$100	\$78
Riverbend Patio Picnic Area	\$100	\$78	\$85	\$70
Stratton Woods Picnic Area	\$70	\$55	\$55	\$40
<b><u>New Facility</u></b>				
Frying Pan Farm Park Shelter		N/A	\$325	\$220

### 2. Half-Day Picnic shelters/area rates (fees effective May 1 – September 30)

	CURRENT FEE		PROPOSED FEE	
	Prime	Non-Prime	Prime	Non-Prime
<b>Burke Lake</b>				
Shelter		N/A	\$210	\$145
Picnic Area 2		N/A	\$ 85	\$ 65
<b>Clemyjontri Shelter</b>				
		N/A	\$ 65	\$ 50
<b>Frying Pan</b>				
New Shelter		N/A	\$210	\$145
Picnic Area		N/A	\$ 55	\$ 45
<b>Lake Accotink</b>				
McLaren Sargent Shelter		N/A	\$230	\$165
Large Lakeside Shelter		N/A	\$210	\$145
Picnic Canopy Area 1		N/A	\$195	\$130
Small Shelter		N/A	\$ 65	\$ 50
Playground Canopy		N/A	\$ 65	\$ 50
Picnic Areas 2&3		N/A	\$ 55	\$ 45

	<u>CURRENT FEE</u>		<u>PROPOSED FEE</u>	
	<u>Prime</u>	<u>Non-Prime</u>	<u>Prime</u>	<u>Non-Prime</u>
<b>Lake Fairfax</b>				
Shelter	N/A		\$325	\$260
Canopy G	N/A		\$195	\$130
Picnic Area A	N/A		\$ 80	\$ 65
Picnic Areas B-D	N/A		\$ 65	\$ 50
<b>Lee District</b>				
Shelter	N/A		\$ 65	\$ 50
Picnic Area 1	N/A		\$ 55	\$ 45
Picnic Area 2	N/A		\$ 80	\$ 65
<b>Mason District</b>				
Shelter	N/A		\$ 80	\$ 65
Picnic Area	N/A		\$ 50	\$ 35
<b>Nottoway</b>				
Shelter & Picnic Areas	N/A		\$ 80	\$ 65

## Athletic Field Rental

### Current Situation

Park Authority athletic fields are scheduled in two ways by two organizations:

Community Use periods – Time allotted to users by the Department of Community and Recreation Services (CRS). With the advent of the new Winter scheduling season in 2007-2008, CRS allots time via the CRS Athletic Field Allocation Policy year-round (when fields are open for play) Monday through Friday from 4:30 p.m. on and all day on weekends. User fees are assessed by CRS as specified in the CRS Gym and Field Use Fee Schedule.

Non-Community Use periods – Time allotted to users by both CRS and the Park Authority year-round (when fields are open for play) Monday through Friday prior to 4:30 p.m. If applicable, user fees are assessed by CRS as specified in the CRS Gym and Field Use Fee Schedule, and by the Park Authority under terms of the Business Activity License.

Staff is recommending a significant change to how, when and what fees are applied to users of Park Authority athletic fields. It is important to note that the proposed fees do not affect those uses properly executed under terms of the CRS Field Allocation Policy and/or the Park Authority's Adopt-A-Field Full Adoption program and formal synthetic turf field agreements with "partner" groups. The aforementioned programs separately define any applicable fees and still remain in effect. All other usage of athletic fields, with the exception of Fairfax County Park Authority programs, shall be deemed **Other Use**.

The purpose of the proposed change is to:

- Establish or modify Park Authority athletic field rental fees for **Other Use**
- Simplify the fee process for both users and staff by applying athletic field rental fees in lieu of the Business Activity License.

The vast majority of usage on Park Authority athletic fields is allocated by CRS to organized sports leagues for sanctioned regular season games, practices, and designated tournament play. The Park Authority also makes significant use of athletic fields for its own programs.

The balance of time is made available for a wide variety of other uses and users, including commercial sports camps/clinics, corporate events, tournaments, individuals, church and school groups, etc. These uses would now be considered **Other Use**.

The majority of **Other Use** currently scheduled by the Park Authority involves businesses conducting sports camps and clinics during the summer and school spring break periods. These businesses currently pay the Business Activity License Fee *of the greater of 15% of the gross revenue or \$50*. Staff believes that applying a field rental fee instead will rectify several problems inherent with the Business Activity License fee:

- The gross revenue earned by camp/clinic operators is self-reported with no effective way for the Park Authority to verify their earnings.
- Self-reported revenue is declining, though field hours allocated are stable.
- Many fields reserved for camps/clinic operator end up not being used; result is minimal income (\$50) received while precluding other use of fields.
- As income is reported post-season, payments are often late, difficult to collect.

In addition, to continue supporting long-term use of fields for those running half- and full-day camps, staff recommends providing a discount for long-term use. At the same time, we want to encourage use of synthetic turf and reduce wear and tear on natural turf fields. By creating a fee differential between the field types, we would hopefully achieve balanced usage by providing field type options for users.

One additional recommendation is to eliminate the need for “with lights” and “without lights” fee categories, replacing them with a general per hour lighting fee.

### **Proposed Fee Adjustments**

#### 1. Fees for Other Use of Park Authority Athletic Fields

<u>Type Field</u>	<u>CURRENT HOURLY RATE</u>	<u>PROPOSED HOURLY RATE</u>
Grass (rectangle or diamond – Level 2)	None	\$40
Synthetic Turf without lights	\$90	\$90
Synthetic Turf with lights	\$115	Eliminate
Field Lighting per Hour (all surfaces)	N/A	\$25
Long Term Discount	None	10% applied to long term rentals (minimum 20 hours per application)

## Resource Management Division

### Current Situation

- Historically, the Resource Management Division has operated primarily from the General Fund where fees for programs and operational activities have remained low. The General Fund operating budget has not increased over the last three years and is not anticipated to increase over the next several years, making further expansion of programs and services to meet community need unlikely using this funding source. Future potential for expanding programs and services is more likely in the Revenue Fund, which will require the division to adjust fees more frequently in the future and ensure that fees more closely align with industry comparables for the same services in order to improve cost recovery for division Revenue Fund operations.
- The Resource Management Division's net revenue contribution has shown steady increase over the past three years (from \$106,065 in FY2005 to \$212,830 in FY2006 to \$219,669 in FY2007), demonstrating the potential growth in some key areas in the Revenue Fund (e.g. rentals and programs).
- As the Division continues to move more of its operations into the Revenue Fund, the need to meet Revenue Fund financial management objectives is imperative. Recommended fee adjustments serve to maintain adequate cost recovery and maintain appropriate market positioning of these fee-based services.

## Sully Historic Site

### Current Situation

- In 2007, fees were increased at Sully Historic site for the single tour inadvertently omitting the increase in the combined tour admission.

### Proposed Historic Site Fee Adjustments

1. **Historic Site Admission Fees – Sully Historic Site.** Staff proposes to increase the combined admission for the Historic House and Outbuildings to include the price increase that occurred during the FY 2007 fee adjustment.

	<u>CURRENT FEE</u>	<u>PROPOSED FEE</u>
Adult	\$7	\$8
Student	\$6	\$6
Seniors	\$5	\$6
Youth	\$5	\$6

## Frying Pan Farm Park Equestrian Center

### Current Situation

- Frying Pan Equestrian riding fees have not been increased since at least 1996 and therefore have not kept up with the increase in expenses and the consumer price index (CPI). Over the past eleven years, the CPI has increased cumulatively by over 30%.
- At the only comparable facility, Morven Park, there is one hourly fee. This fee, referred to as a “schooling fee”, covers the student and the instructor. They do not offer an individual without an instructor pass, nor do they differentiate fees based on age. This fee is \$20 per hour which is more than double Frying Pan Farm Park’s current hourly individual fee plus instructor fee.
- Individual instructor fees have been inconsistently applied. Sometimes the instructor pays and sometimes the individuals pay for the instructor. Due to this inconsistency, there are cases in which the instructor fee has been not paid at all. By eliminating multiple categories, the fee structure is simplified and provides consistency in its application.
- Currently, the season pass only covers the individual; the instructor would have to pay separately. The term “season” pass is misleading as the fee is not applied seasonally but rather is applied in hourly increments.

### Proposed Frying Pan Equestrian Fee Adjustments

1. Indoor Equestrian Center Fees. Staff recommends increasing the individual per hour fees by 30% and combining the individual and instructor fees into one fee (eliminating the instructor fee). Staff is also recommending a change to the current structure of the pass options by offering an individual rider pass, and an individual rider with instructor pass to remain consistent with the hourly options offered. Finally, it is recommended that the term “Season Pass” is replaced with the more accurate term 10 hour pass to include a new combined student/instructor pass.

#### Indoor Equestrian Center – Individual Use and Instructor Fees

##### CURRENT FEES

Individual use per hour	\$ 6.00
Instructor Fee	\$ 3.50
Season Pass (Adult)	\$50.00
(Youth)	\$35.00

##### PROPOSED FEES

Individual use per hour	\$ 8
Individual plus instructor	\$ 13
10 Hour Rider Pass	\$ 65
10 Hour Student and Instructor Pass	\$100

## Frying Pan Farm Park Visitors Center

### Current Situation

- Fees at the Frying Pan Visitor’s Center were established in 2005 as a pilot and were based on the RECenter square footage rate. In 2006, rates were subsequently increased at the RECenters and not the Visitor’s Center. Therefore, the auditorium and meeting room per hour rate is no longer in line with the current RECenter square footage rate.
- The Visitor’s Center does not have policy for Fairfax County Government or community/ civic group use.

### Proposed Frying Pan Farm Visitor Center Fee Adjustments

1. Rental Fees for Frying Pan Farm Visitor Center. Staff recommends an increase to the rental fees at the Visitors Center to match the square footage rates at the RECenters. Staff would also recommend implementing the same discount policy used at RECenters for Community/ Civic groups, at the Visitors Center for both Community/ Civic groups and Fairfax County Government groups.

Frying Pan Farm Park Visitor Center Rental Fees		
	CURRENT FEE	PROPOSED FEE
<u>Auditorium:</u>		
4 hour Minimum	\$280	\$320
Extra Hour	\$70	\$80
Security Deposit	\$100	\$250
<u>Meeting Room:</u>		
2 hour Minimum	\$80	\$90
Extra Hour	\$40	\$45
Security Deposit	\$50	\$75
Fairfax County Government & Community/ Civic groups	N/A	20% discount

## Historic Properties Rental Services

### Current Situation

- The current pricing structure for Historic Properties Rental Services is multifaceted and complex. It has been three years since the fees have been increased. Utility and personnel costs have increased significantly over the last three years.
- Great Falls Grange is currently at the same price range as Hunter House and Stone Mansion, which have lower capacities. Rental use and indoor capacity for the Grange is more closely aligned with Cabell's Mill.
- Current rate structure for private rentals is a higher rate for Friday through Sunday from April 1 to January 1 and all Fairfax County Holidays. A reduced rate are offered for private rentals held Monday through Thursday year round and includes Friday through Sunday from January 2 to March 31.
- Currently, there is a separate fee structure when a site rents Wakefield Chapel with another site.
- Hobby/ Special interest group rental fees have never been used.
- The average overhead cost for an HPRS site is about \$40. A 2 ½ hour rental utilizes approximately 6 hours of staff time; this averages total cost per free rental at \$240.
- Performing Arts fees at the great Falls Grange and the Forestville Schoolhouse are very low, compared to other groups using the same facilities, and have never been increased.

### Proposed Historic Property Rental Fee Adjustments

1. Private Rental Fees. Staff proposes to increase the base price of the Great Falls Grange to be the same as Cabell's Mill, and then increase all sites using the Consumer price index for the last three years of 13.1%. The Non- Prime and County Rates would be determined by percent discounts off the base. In order to make the fee structure less complicated the winter rate is being proposed to be eliminated from the fee schedule. This would leave a Prime and Non- Prime fee structure with the Prime defined as Saturday, Sunday, and Holiday and Non-Prime to be Monday through Friday. Staff proposes to eliminate the separate fee structure for the Wakefield Chapel plus another site and to institute a 10% discount for any multi-site/ multi-day rentals during a 7 day period of time.

	<u>Current</u> <u>Non County</u>	<u>Proposed</u> <u>Non County</u>	<u>Current</u> <u>County</u>	<u>Proposed</u> <u>County</u>
<b><u>Cabell's Mill</u></b>				
Prime Rate	\$1600	\$1800	\$1400	\$1525
Prime Extra Hours	\$200	\$225	\$200	\$225
Non Prime Rate	\$1200	\$1450	\$1000	\$1225
Non Prime Extra Hours	\$150	\$175	\$150	\$175
<b><u>Clark House</u></b>				
Prime Rate	\$725	\$825	\$525	\$700
Prime Extra Hours	\$125	\$150	\$125	\$150
Non Prime Rate	\$550	\$650	\$350	\$550
Non Prime Extra Hours	\$100	\$125	\$100	\$125
<b><u>Dranesville Tavern</u></b>				
Prime Rate	\$900	\$1025	\$700	\$875
Prime Extra Hours	\$125	\$150	\$125	\$150
Non Prime Rate	\$700	\$825	\$500	\$700
Non Prime Extra Hours	\$100	\$125	\$100	\$125
<b><u>Great Falls Grange</u></b>				
Prime Rate	\$1300	\$1800	\$1100	\$1525
Prime Extra Hours	\$200	\$225	\$200	\$225
Non Prime Rate	\$1000	\$1450	\$800	\$1225
Non Prime Extra Hours	\$125	\$175	\$125	\$175
<b><u>Forestville Schoolhouse</u></b>				
Prime Rate	\$650	\$725	\$450	\$625
Prime Extra Hours	\$100	\$125	\$100	\$125
Non Prime Rate	\$500	\$575	\$300	\$475
Non Prime Extra Hours	\$60	\$75	\$60	\$75
<b><u>Hunter House</u></b>				
Prime Rate	\$1300	\$1475	\$1100	\$1250
Prime Extra Hours	\$150	\$175	\$150	\$175
Non Prime Rate	\$850	\$1175	\$850	\$1000
Non Prime Extra Hours	\$100	\$150	\$100	\$150
<b><u>Stone Mansion</u></b>				
Prime Rate	\$1300	\$1475	\$1100	\$1250
Prime Extra Hours	\$150	\$175	\$150	\$175
Non Prime Rate	\$900	\$1175	\$700	\$1000
Non Prime Extra Hours	\$125	\$150	\$125	\$150
<b><u>Wakefield Chapel</u></b>				
Prime Rate	\$550	\$625	\$350	\$525
Prime Extra Hours	\$100	\$125	\$100	\$125
Non Prime Rate	\$525	\$525	\$325	\$425
Non Prime Extra Hours	\$75	\$100	\$75	\$100

Prime= Saturday, Sunday, Holiday

Non-Prime = Monday - Friday

2. Hobby Special Interest Groups Fees. Staff Proposes to eliminate the fee because it has not been used.

	<u>Current</u>	<u>Proposed</u>
Per Hour Rental	\$15	Eliminate
Security Deposit	\$75	Eliminate

3. Fairfax County Government Fees. Staff proposes to increase the fee to adequately recover expenses associated with the facility use.

<u>Current</u>	<u>Proposed</u>
Hunter House \$20 per hour	Hunter House \$50 per hour

4. Community/ Civic Groups. Staff proposes to increase the fees for the additional hours for Community and Civic Groups use of facilities to adequately recover expenses associated with the facility use.

<u>Current</u>	<u>Proposed</u>
All Sites 2 ½ hour free use	All Sites 2 ½ hour free use
Additional hours \$20 per hour	Additional hours \$50 per hour

5. Performing Arts Rental Rates. Staff proposes to increase the fees for performing arts rentals to adequately recover expenses associated with the facility use.

<u>Current</u>	<u>Proposed</u>
Great Falls Grange \$35 per hour	Great Falls Grange \$50 per hour
Forestville Schoolhouse \$35 per hour	Forestville Schoolhouse \$50 per hour