



Peninsula Metropolitan Park District

PO Box 425 – Gig Harbor, WA 98335
253-858-3400 – info@penmetparks.org
www.penmetparks.org

REGULAR MEETING AGENDA: Tuesday, July 2, 2019, 6:15pm

Gig Harbor Civic Center Council Chambers (3510 Grandview St., Gig Harbor, WA 98332)

Call to Order ____:____

Commissioner Roll Call:

Present Excused Comment

Maryellen (Missy) Hill
Amanda Babich
Todd Iverson
Kurt Grimmer
Steve Nixon

ITEM 1 Approval of Agenda

ITEM 2 Citizen Comments (three minute time limit)

ITEM 3 Presentations

3.a Executive Director Report (pages 3-4)

3.b President's Report

ITEM 4 Consent Agenda

4.a Approval of Meeting Minutes

6-17-19 Study Session (pages 5), 6-17-19 Regular (pages 6-7)

6-24-19 Special Meeting (page 8)

4.b Approval of Vouchers

▪ \$76,557.20 ♦ Reference numbers: V2019272- V2019296 (pages 9-10)

4.c Approval of Consent Agenda

ITEM 5 Old Business

5.a Community Center Update: Operating Costs/ Financial (pages 11-24)

ITEM 6 New Business

6.a Harbor WildWatch Partnership Review (pages 25-31)

6.b R2019-007 Capital Fund Transfer (pages 32-35)

ITEM 7 Comments by Board/Subcommittee Reports

7.a Community Center

7.b Marketing

7.c Fundraising (Under Development)

ITEM 8 Next Board Meetings: Tues. July 16, 2019 (Regular)

ITEM 9 Executive Session: To consider real estate [RCW 42.30.110(1)(b)]

ITEM 10 Adjournment ____:____

AGENDA POLICY

- No comments or discussion will be allowed on consent items.
- Citizen Comments: Citizens are afforded an opportunity at each regular and special meeting of the Board of Park Commissioners to offer their comments to the Board. Citizens are limited to a three (3) minute time limit and may only speak once during the Citizen Comment period at each meeting. Comments will be included as part of the official record of the meeting.
- Individuals requesting an item to be placed on the agenda must submit a request by 12 noon on the Tuesday preceding the Monday meeting date.
- Individuals wishing to submit materials or written testimony to the Board at the meeting must provide ten (10) copies at least 15 minutes prior to the start of the meeting.



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DEPARTMENT STAFF REPORT: June 17-July 02, 2019

EXECUTIVE

- Met with Senior Center Board members. Final Memo of Understanding (MOU) items were on the agenda. The MOU will be on the July 16th Commission Agenda.
- Attended the Women's Wellness volunteer orientation #1 of 2. It was very well attended.
- Coordinated with the Attorney on the Boys and Girls Club agreement process.
- Participated in site visits to perspective district office sites. Negotiations for a preferred site could be this week.
- Met with Prothman Company as we prepare for the Executive Director hiring process.
- Continue to meet with the Community Recreation Center project team.

Marketing

- Cuzzetto presented at the Gig Harbor Young Professionals Group RE: District Update
- Cuzzetto presented at the Gig Harbor Super Business Group RE: District Update
- Womens Wellness Expo Featured in Gig Harbor Living Local Magazine
- Working with Harbor Wild Watch to develop the GUEST program to educate public on preservation
- Facebook Review: Kristina Marie Spicher recommends PenMet Parks. June 15 at 10:27 PM ·
"We had a wonderful time at Party In The Park, with our parents who were visiting from Arizona! Thank you for hosting such a fabulous family event and for the great memories we created, being all together on such a beautiful day! Well done! We had a Fabulous Time! "

CAPITAL PROGRAM

- Wetland, Fish & Wildlife, Traffic Impact Analysis, Biologist, Health, Development Engineering, has all been approved.
- Received a Determination from the Development Engineering Section of Pierce County that this project will not have a significant impact on the environment within those areas of their jurisdiction. Therefore, no mitigation will be requested.
- RFQ for SHP Lighting Project was issued on June 26th. Tentative schedule is being developed.
- Withdrew Pierce County Landmarks and Historic Preservation Commission grant application for plumbing, electrical, and ADA improvements at Hales Pass. During Commission review and approval meeting on June 18, several comments referenced the ability of government entities to access other sources of funding when compared to the non-profit organizations which made up the majority of applicants.
- Met with representative of King County Directors Association (KCDA) regarding purchasing opportunities through the purchasing cooperative owned by Washington's public school districts.
- Updating support paperwork to receive distribution of \$120,000 of Second REET Parks Fund to Peninsula Metropolitan Park District out of the 2019 Pierce County Budget.
- Progressing on memorial bench for Al Weaver who passed January 26, 2019 at age 80 following complications resulting from a fall while playing pickleball.
- Concrete pad poured. Ceremony planned for June 30.
- Discussion of Memorials and Donations Policy to continue.

- Attended second meeting of Cushman Trail Phase 5 group to identify route options for the trail heading north from Borgen Blvd.
- City Council reviewed options and offered a sixth, hybrid option: From Borgen, follow power line, through St. Anthony's, up Canterwood to 54th Ave, left at 144th St, through Transfer Station, out to 62nd Ave, crossing over H-16 on 154th St, to 66th Ave, connecting to Bethel Burley Rd in Kitsap County (with optional connections to Purdy and other routes)
- Attended Forever Green Trails and KGI Watershed Meetings
- Facilitated tour by Douglas McDonnell, instructor at TCC, as part of continuing education course which includes a tour of PenMet's parks, and discusses the architecture at Hales Pass. Exploring opportunities with this relationship.
- Most computers have been upgraded to Windows 10 (Windows 7 won't be supported after 2019). Other computer upgrades in progress.
- AUSA Picnic (tentatively Friday, Aug 2) under discussion with AUSA.
- Adam Brandt, Board Secretary, Washington Water Trails Association, coming for tour of Cascadia Marine Trail (CMT) sites on July 14.

PEG Grants in progress

- Eagle Scout projects for Bat houses at Hales Pass (approved, in progress)
- Rotary Bark Park trail map and signs (preparing grant for next meeting)
- Off Leash Area Obstacle Course (under review)
- Tubby's small dog area shelter (preparing grant for next meeting)
- Narrows fencing (deferred to next project)
- Three scouts currently discussing projects

Volunteers

- Girl Scout Silver Award (Middle school girls), project idea is Rain Garden education and maintenance assistance with Master Gardener, then education sharing with pre-school class.
- Working with community service people at Narrows continues.
- Worked with runners to trim trails at McCormick Forest and Rotary Bark Park.

MAINTENANCE & FACILITIES

- Responded to citizen concerns regarding sight distance and Hales Pass and trimming laurel at W.B.E
- Repaired memorial bench
- Moved Senior program from Boys and Girls Club to their new location
- Trained 2 new seasonal workers
- Helped Recreation Department move and organize Peninsula Gardens
- Help clean and stock supplies for camps in the Recreation Department
- Posted "No Fireworks" sign at all parks
- Hosted various weddings and birthdays

RECREATION

- Summer Camps began June 24 including Mermaid Beach, Junior Soccer, Archery and Kids in the Kitchen. Week one has 135 kids signed up!
- We have 57 total Camp Leaders helping run camps this summer. They range from 13-16 years old.
- Party In The Park was a success with around 3,500 people at the event spread out on 3 different fields. The adventure zone was a huge hit along with the kid's stage.



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STUDY SESSION MINUTES

Monday, June 17, 2019, 5:00pm

Sehmel Homestead Park Volunteer Vern Pavilion (10123 78th Ave NW, Gig Harbor, WA 98332)

Call to Order: The meeting was called to order by Commissioner Hill at 6:16pm.

Commissioners Present:

Maryellen (Missy) Hill
Amanda Babich
Steve Nixon
Kurt Grimmer
Todd Iverson (arrived 5:08pm)

Staff:

Glenn Akramoff
Eric Guenther
Chuck Cuzzetto
Elaine Sorensen
Jessica Smiley

Citizens:

none

ITEM 1 Approval of Agenda: Commissioner Grimmer made a motion to approve the agenda, Commissioner Nixon seconded; the motion was approved with a 4-0 vote.

ITEM 2.a Staff Report: 2020 New Budget Process

Glenn Akramoff presented goals for improving processes and having decision forms for budgets over 5K for the Board to review. Elaine Sorensen presented a timeline for budgeting reports and general fund expenses broken down by department. Recreation revenue funds as well as new budget requests will frequently be reviewed by the Board.

ITEM 3.a Board Discussion: 2020 New Budget Process

Board members engaged in a discussion about the new budget process. The Commission discussed the process to advance with the new Recreation budget, and how often the Board will be updated with current numbers. Ideas for advertising to the public rather than a just financial tool.

ITEM 4 Adjournment

Commissioner Hill adjourned the meeting at 6:05pm.

APPROVED BY THE BOARD ON: _____

President

Submitted by: *Ellie Tieman*

Clerk



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REGULAR MEETING MINUTES

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Sehmel Homestead Park Volunteer Vern Pavilion (10123 78th Ave NW, Gig Harbor, WA 98332)

Call to Order: The meeting was called to order by Commissioner Hill at 6:16pm.

Commissioners Present:

Maryellen (Missy) Hill
Amanda Babich
Kurt Grimmer
Todd Iverson
Steve Nixon

Jonathan Dudley
Dawn Townsend
Garett Thompson

Staff:

Glenn Akramoff
Eric Guenther
Chuck Cuzzetto
Elaine Sorensen
Jessica Smiley

Citizens:

Billy Sehmel

REGULAR MEETING AGENDA:

ITEM 1 Approval of Agenda

Commissioner Grimmer made a motion to approve the agenda, seconded by Commissioner Iverson. Agenda was approved with a 5-0 vote.

ITEM 2 Citizen Comments none

ITEM 3 Presentations

3.a Executive Director Report

Glenn Akramoff brought attention to the staff report in the agenda, spoke about a collaboration meeting with the Greater Gig Harbor Foundation (regular monthly meetings will occur to discuss joint projects), success of the Maritime Parade and award of “best depiction of the theme.” Brief discussion with Commissioners regarding swim club merger, DeMolay Nature Preserve parking concerns and website progress.

3.b Financial Report

3.c President’s Report none

ITEM 4 Consent Agenda

4.a Approval of Meeting Minutes: 6-3-19 Regular

4.b Approval of Vouchers: ▪ \$301,115.63 ♦ Reference numbers: V2019244- V20192471

4.c Approval of Consent Agenda

Commissioner Grimmer made a motion to approve the consent agenda. Commissioner Iverson seconded the motion. After no discussion, the motion passed 4-0.

ITEM 5 New Business

5.a Website update

Chuck Cuzzetto presented website updates focusing on the access to information, brand awareness, and discovery by the public. Presentation about website features, and possible additional costs—search bar. Website is scheduled to go live 6/24 and will be mobile optimized. There will not be any additional work time needed to maintain the website.

5.b Staff Organizational Chart Update/Job Descriptions

Discussion of the organization chart that was submitted, and long term opportunities of adding another staff in Recreation and seasonal workers/interns. Commissioner Babich made a motion to approve Glenn Akramoff to begin hiring processes per the report recommendations Commissioner Grimmer seconded the motion and after no discussion the motion passed 5-0.

ITEM 6 Comments by Board/Subcommittee Reports

6.a Community Center (Nixon/Babich): no update

6.b Marketing (Grimmer): no update, Chuck Cuzzetto presented new website updates

6.c Fundraising (Hill): no update, meeting scheduling in progress by staff. Commissioner Babich made a motion to allow Glenn Akramoff to approve vouchers Commissioner Iverson seconded the motion and the motion passed 5-0.

ITEM 7 Next Board Meeting: Tues, July 2, 2019: Study Session (5pm) and Regular (6:15pm) at new City Hall location

ITEM 8 Executive Session: none

ITEM 9 Adjournment

Commissioner Hill adjourned the meeting at 7:30pm.

APPROVED BY THE BOARD ON: _____

President

Submitted by: *Ellie Tieman*

Clerk



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SPECIAL MEETING MINUTES

Monday, June 24, 2019, 4:00pm

Sehmel Homestead Park Volunteer Vern Pavilion (10123 78th Ave NW, Gig Harbor, WA 98332)

Call to Order: The meeting was called to order by Commissioner Hill at 4:05pm.

Commissioners Present:

Maryellen (Missy) Hill
Amanda Babich
Kurt Grimmer
Todd Iverson
Steve Nixon

Sue Sluply

Carrie Holden

Staff:

Glenn Akramoff
Mark Roberts
Ellie Tieman

Citizens:

Billy Sehmel

SPECIAL MEETING AGENDA:

ITEM 1 Approval of Agenda

Commissioner Grimmer made a motion to approve the agenda, seconded by Commissioner Iverson. Agenda was approved with a 5-0 vote.

ITEM 2 Executive Session

The Board went into executive session at 4:06 and came out of session at 4:35

ITEM 3 R2019-08 Boys & Girls Club Agreement

3.a Citizen Comments

Carrie Holden, CEO of the Boys & Girls Club Gig Harbor location, thanked Penmet for the years of partnership and asked to negotiate a reasonable market rate interest of 3-4% instead of the 8% listed in the Holdback Agreement.

3.b Motion

Commissioner Nixon moved to approve the Interim Executive Director to sign the Escrow Holdback agreement and Termination of Payment Covenant/Right of First Refusal agreements with the Boys and Girls Club, the motion was seconded by commissioner Iverson and with no further discussion the motion passed 5-0.

ITEM 4 Adjournment

Commissioner Hill adjourned the meeting at 4:40pm

APPROVED BY THE BOARD ON: _____

President

Submitted by: *Ellie Tieman*

Clerk



**Finance Department
District Payment Transmittal**

District Name: Metro Park District-Peninsula


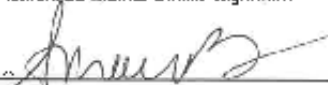
PAYMENT LISTING

Trans Date	District Ref #	Payee Printed Name	Amount
6/14/19	V2019-272	Fischer Fitness LLC	\$5,813.40
6/14/19	V2019-273	Max Lang	\$120.00
6/14/19	V2019-274	Jason Faulkner	\$42.73
6/14/19	V2019-275	Eric Guenther	\$1,089.85
6/14/19	V2019-276	DEPARTMENT OF REVENUE	\$1,064.18
6/14/19	V2019-277	Harbor Dance	\$240.00
6/14/19	V2019-278	CSI Group International Inc.	\$277.16
6/14/19	V2019-279	ACE HARDWARE	\$47.12
6/14/19	V2019-280	Zee Medical Service Co.	\$160.60
6/14/19	V2019-281	PCRCD, LLC	\$34.05
6/14/19	V2019-282	Home Depot	\$600.37
6/14/19	V2019-283	Pacific Mobile Structures	\$745.58
6/14/19	V2019-284	Pierce County Security	\$256.00
6/14/19	V2019-285	CONAN FUEL	\$356.77
6/17/19	V2019-286	Aiden Krug-Norem	\$175.00
6/17/19	V2019-287	Anna Finnell	\$185.00
6/17/19	V2019-288	Force 10 Hoops LLC	\$400.00
6/17/19	V2019-289	Queen Bee Health + Wellness LLC	\$8,500.00
6/17/19	V2019-290	PACIFIC OFFICE AUTOMATION	\$316.48
6/17/19	V2019-291	CITY OF GIG HARBOR	\$1,260.00
6/17/19	V2019-292	National Event Pros	\$9,072.23
6/17/19	V2019-293	Peninsula Metropolitan Park District	\$44,452.64
6/17/19	V2019-294	Hoopsmilez	\$1,100.00
6/17/19	V2019-295	NW Stage Event Production	\$2,192.03
6/17/19	V2019-296	Adria Hanson	\$256.00
Payment Count: 26		Total Amount:	<u>\$76,557.20</u>

Payment Count: 25
 Payment Total: \$76,557.20

CERTIFICATION

I, the undersigned do hereby certify under penalty of perjury, that the materials have been furnished, the services rendered or labor performed as described herein, and that the claim is a just, due and unpaid obligation, and that I am authorized to authenticate and certify to said claim.

 _____ Authorized District Official Signature	_____ Date		_____ Authorized District Official Signature	_____ Date
 _____ Authorized District Official Signature	_____ Date		_____ Authorized District Official Signature	_____ Date
_____ Authorized District Official Signature	_____ Date		_____ Authorized District Official Signature	_____ Date
_____ Authorized District Official Signature	_____ Date		_____ Authorized District Official Signature	_____ Date

INSTRUCTIONS FOR USE:
 Submit signed Transmittal To Pierce County Finance Department
 FAX: 253-798-6899 EMAIL: PCACCOUNTSPAYABLE@co.pierce.wa.us

PC Finance Department Use Only
 Authorization Received on _____
 Batch Verified by _____



"Today We Touch Tomorrow"
DISTRICT COMMISSION MEMO

To: Peninsula Metropolitan Park District of Commissioners

From: Edward O. Lewis, Construction Project Manager

Date: July 2, 2019

Subject: **Community Recreation Center**

Background/ Analysis

The Board of Commissioners approved staff to enter into a purchase and sale agreement for the Performance Golf property in December of 2018. As part of the arrangement, the district has until September 13, 2019, to complete a due diligence process to determine if the property is suitable for intended use, and that the planned improvements are permitted, and the cost of the project will be within PenMet Parks means to complete. The District consultant team led by Snodgrass & Freeman Associates, an architect firm, to support the due diligence effort.

The Interim Executive Director and Carl Halsan will provide an update on the status of the due diligence progress. Items below are significant mile stones in the project.

1. Project Overview
2. Due diligence/feasibility
3. Current Permit Approvals
4. Hearing Examiner / Appeal Process
5. Operation costs and financing
6. Decision points and next steps

Staff is interested in hearing the Commissioners concern and discussion to provide the best information possible as the Board prepares for the final decision on the feasibility of the project.

Timeline and Funding

Currently the project has reached its 35% mark and all permits have been approved. Our next step is setting the Hearing Examiner date and once the hearing examiner issues his final report, the appeal process.

The final deadline of the due diligence process is September 13th, 2019. There is an extension available. Staff is not seeking an extension currently. The due diligence process is now on schedule to meet that deadline. While not anticipated, an issue could come up that makes that necessary, and it remains an option.

Funding options will be provided at a high-level during the presentation. Current anticipated costs will be presented to the Commission. These costs are still evolving at this time and will be

adjusted throughout the due diligence process. A final cost estimate will be provided at the completion of the process.

Recommendation

None- This is an update and discussion item.

Policy Implications/Support

1. Site suitability and permitting
2. Community support for the project
3. Priority of the project as compared with other district projects and programs
4. Cost and financing of the project
5. Project phasing and timeline

Staff Contact

Should you have any questions or comments, please contact Ed Lewis at the earliest opportunity should additional research be required to provide answers at the meeting: 720-272-8418 or via e-mail at elewis@penmetparks.org.

TO: Glenn Akramoff

FROM: Roger Sargent

DATE: June 26, 2019

RE: Pro Forma and Business Plan Summary

The Pro Forma for the PenMet Park District's Community Recreation Center Complex is based on the following:

- The revenues projected in the Pro Forma are on a more **conservative** approach and the expenses are on a **slightly more aggressive** approach. **PLEASE NOTE: The strategy behind this line of thinking is based on the project will be in its first year of operation even though the majority of the activities and programs have been offered to the surrounding community for many years.**
- The pricing for the current and new proposed programs and activities offered by the Park District remained the same. **PLEASE NOTE: Based on the current pricing for both the sports activities such as leagues and tournaments by every similar venue (competitor) are at least 20-25% higher than what is reflected in the Pro Forma.**
- The proposed floor plan for the air-supported structure facility would include:
 - Three (3) turf fields for soccer, football, lacrosse, dodgeball and bocce
 - Six (6) multi-purpose courts for basketball, volleyball and pickleball (12 courts total)
 - Designated turf area for baseball skills training with two (2) batting cages
 - Indoor walking/running track
- The Sports programs and activities are based on 50-60% overall usage. **PLEASE NOTE: The overall % of occupancy does not include court and field rentals.**
- The Pickleball revenues reflect only a 40% usage for Year One.
- The revenues reflected by the programs and activities at the existing Performance Golf structure are representing the same or slightly higher based on having full control of the venue and space requirements.
- The total Year One revenues generated by the Conference/Room rentals is based on less than 20% usage.
- Based on the information provided on the multiple monthly Income Statements, the annual (Net Loss) for operations will be reduced to approximately (\$0) after the first year. **PLEASE NOTE: This assumption is based on the net loss of (\$220,410) which is reflected on the Year One Pro Forma dated June 24, 2019 and the other net income that is a result of the additional sports programs and activities that will be conducted in other locations other than the Community Recreation Center Complex. The current annual expense of (\$538,000) for the debt service on the purchase of the Sehmel Homestead Park Complex will still be reflected as paid by one of the funding accounts.**

In addition to this memo summarizing the Year One Pro Forma and business plan you will find in much greater detail the overall proposed plan with the operations budget attached.

	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018 Actual	2017 Actual
Revenue															
Membership Dues	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Racquet Programs	9,416	5,320	16,616	5,320	9,416	5,320	16,616	5,320	9,416	14,568	7,368	4,320	109,016	0	0
Indoor Activities	8,904	6,700	2,860	3,566	29,160	6,898	2,860	7,500	5,260	5,232	8,460	1,900	89,300	24,633	25,427
Pro Shop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Food & Beverage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sports Programs	11,100	6,300	155,800	1,500	1,500	57,600	11,100	1,500	146,200	15,900	66,900	119,000	594,400	173,897	202,142
Health Care	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Existing Structure Programs	63,587	9,870	8,142	46,148	7,350	127,414	53,936	7,350	8,142	51,006	7,350	22,550	412,845	143,450	110,341
Other Income	32,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	315,280	36,129	42,288
Total Revenue	125,697	53,880	209,108	82,224	73,116	222,922	110,202	47,360	194,708	112,396	115,768	173,460	1,520,841	378,109	380,198
Operated Dept. Expense															
Racquet Programs	3,222	3,222	3,422	3,222	3,222	3,422	3,222	3,222	3,422	3,222	3,222	3,422	39,459	0	0
Indoor Activities	10,435	10,435	11,035	10,435	10,435	11,035	10,435	10,435	11,035	10,435	10,435	11,035	127,622	69,870	69,788
Pro Shop	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Food & Beverage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sports Programs	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	247,145	122,646	85,250
Health Care	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Existing Structure Programs	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	211,202	147,742	115,624
Total Operated Dept. Exp.	51,852	51,852	52,652	51,852	51,852	52,652	51,852	51,852	52,652	51,852	51,852	52,652	625,429	340,258	270,662
Income Before Undistrib.															
Operating Expenses	73,845	2,028	156,456	30,372	21,264	170,270	58,350	(4,492)	142,056	60,544	63,916	120,808	895,412	37,851	109,536
Undistributed Oper. Exp.															
Member Services	26,212	25,252	25,252	26,212	25,252	25,252	26,212	25,252	25,252	26,212	25,252	25,252	306,864	0	0
Housekeeping	7,345	7,165	7,165	7,345	7,165	7,165	7,345	7,165	7,165	7,345	7,165	7,165	86,702	0	0
Repairs and Maintenance	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	113,088	0	0
Utilities	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	162,300	0	0
Sales and Marketing	8,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	58,000	19,416	29,660
General and Administrative	29,989	34,989	29,989	29,989	29,989	29,989	29,989	29,989	29,989	29,989	29,989	29,989	364,868	131,250	131,415
Total Undistributed Oper. Expenses	94,995	94,855	89,855	90,995	89,855	89,855	90,995	89,855	89,855	90,995	89,855	89,855	1,091,822	150,666	161,075
Income Before Fixed	(21,151)	(92,828)	66,600	(60,624)	(68,592)	80,414	(32,646)	(94,348)	52,200	(30,452)	(25,940)	30,952	(196,410)	(112,815)	(51,539)
Insurance	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0	0
Management Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Fixed Charges	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0	0
Inc. Before Interest, Depr., Other Income (Expense) and Taxes	(23,151)	(94,828)	64,600	(62,624)	(70,592)	78,414	(34,646)	(96,348)	50,200	(32,452)	(27,940)	28,952	(220,410)	(112,815)	(51,539)
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Gain/Loss on Sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Non-Operating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income Before Taxes	(23,151)	(94,828)	64,600	(62,624)	(70,592)	78,414	(34,646)	(96,348)	50,200	(32,452)	(27,940)	28,952	(220,410)	(112,815)	(51,539)
Income Taxes															
Net Income	(23,151)	(94,828)	64,600	(62,624)	(70,592)	78,414	(34,646)	(96,348)	50,200	(32,452)	(27,940)	28,952	(220,410)	(112,815)	(51,539)

EXISTING STRUCTURE PROGRAMS														2018	2017
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Revenue															
Nursery	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0
Camps	4,700	0	0	14,789	0	115,494	24,375	0	0	11,725	0	15,200	186,283	23,289	8,467
Kids' Night Out	625	625	625	625	625	625	625	625	625	625	625	625	7,500	0	0
Safe at Home	475	475	475	475	475	475	475	475	475	475	475	475	5,700	1,189	3,608
Art for Adults	1,600	0	0	1,600	0	0	1,600	0	0	1,600	0	0	6,400	6,378	8,251
Art for Juniors	5,000	0	0	5,000	0	0	5,000	0	0	5,000	0	0	20,000	20,562	12,190
Beginning Art	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Advanced Art	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Creative Art (Comics)	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Legos Workshop	792	2,520	792	3,184	0	3,184	0	0	792	2,786	0	0	14,050	0	0
Holiday Workshops	4,800	0	0	0	0	0	0	0	0	0	0	0	4,800	0	0
Fairy Garden Workshop	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
STEAM Camp	5,000	0	0	5,000	0	0	5,000	0	0	5,000	0	0	20,000	19,988	31,800
Music	3,375	0	0	3,375	0	0	3,375	0	0	3,375	0	0	13,500	13,549	(160)
Performing Arts	1,200	0	0	1,200	0	0	1,200	0	0	1,200	0	0	4,800	4,506	2,465
Ballet	8,320	0	0	0	0	1,386	1,386	0	0	8,320	0	0	19,412	0	0
Kids Dance	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Adult Dance	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Parent/Child Dance	3,000	0	0	3,000	0	0	3,000	0	0	3,000	0	0	12,000	10,301	3,592
Friendship Club	300	0	0	300	0	0	300	0	0	300	0	0	1,200	923	0
Harbor Code Academy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Harry's Laboratory	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Kids in the Kitchen	900	0	0	900	0	0	900	0	0	900	0	0	3,600	3,072	7,001
Gymnastics	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	54,000	37,916	32,625
Pilates	450	0	0	450	0	0	450	0	0	450	0	0	1,800	1,777	502
Yoga	2,400	0	0	0	0	0	0	0	0	0	0	0	2,400	0	0
Senior Fitness	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	0	0
Game Night	250	250	250	250	250	250	250	250	250	250	250	250	3,000	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	63,587	9,870	8,142	46,148	7,350	127,414	53,936	7,350	8,142	51,006	7,350	22,550	412,845	143,450	110,341
Expenses															
Salaries and Wages															
Attendants	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	5,973	0
Administrative	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	40,020	40,020
Total Salaries	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	58,020	45,993	40,020
Employee Benefits	580	580	580	580	580	580	580	580	580	580	580	580	6,962	4,599	4,802
Total Payroll/Benefits	5,415	5,415	5,415	5,415	5,415	5,415	5,415	5,415	5,415	5,415	5,415	5,415	64,982	50,592	44,822
Other Expenses															
Contract Services	11,935	11,935	11,935	11,935	11,935	11,935	11,935	11,935	11,935	11,935	11,935	11,935	143,220	94,150	67,802
Dues/Subscription	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Supplies	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000	3,000
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	12,185	12,185	12,185	12,185	12,185	12,185	12,185	12,185	12,185	12,185	12,185	12,185	146,220	97,150	70,802
Total Expenses	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	211,202	147,742	115,624
Income (Loss)	45,987	(7,730)	(9,458)	28,548	(10,250)	109,814	36,336	(10,250)	(9,458)	33,406	(10,250)	4,950	201,643	(4,292)	(5,283)

Assumptions:

Employee Benefits

Payroll related percentage is: 12% Note: Change payroll related % here and it will flow through to all departments

- Nursery: Budget based on 200 children /month @ \$2.50 average cost. The children would the result of being too young to participate in the athletic programs.
- Camps: Budget based on anticipated revenues; 1,225 participants (6-12 years), 525 participants (Preschool age) and 508 participants (teens).
- Kid's Night Out: Budget based on anticipated revenues; 525 participants throughout the year.
- Safe at Home: Budget based on anticipated revenues; 120 participants throughout the year.
- Art for Adults: Budget based on 2017 and 2018 actuals.
- Art for Juniors: Budget based on anticipated revenues; 408 participants throughout the year.
- Beginning Art: Budget based on anticipated revenues.
- Advanced Art: Budget based on \$125/month for miscellaneous program equipment purchaes.
- Creative Art (Comics): Budget based on anticipated revenues.
- Legos Workshop: Budget based on anticipated revenues; 142 participants throughout the year.
- Holiday Workshops: Budget based on anticipated revenues.
- Fairy Garden Workshop: Budget based on anticipated revenues.
- STEAM Camp: Budget based on 2017 and 2018 actual revenues.
- Music: Budget based on 2017 and 2018 actual revenues.
- Performing Arts: Budget based on 2017 and 2018 actual revenues.
- Ballet: Budget based on anticipated revenues; 132 participants throughout the year.
- Kids Dance: Budget based on anticipated revenues.
- Adult Dance: Budget based on anticipated revenues.
- Parent/Child Dance: Budget based on 2017 and 2018 actual revenues.
- Friendship Club: Budget based on 2017 and 2018 actual revenues.
- Harbor Code Academy: Budget based on.
- Harry's Laboratory: Budget based on.
- Kids in the Kitchen: Budget based on 2017 and 2018 actuals.
- Gymnastics: Budget based on anticipated revenues; 1,750 participants throughout the year.
- Pilates: Budget based on 2017 and 2018 actual revenues.
- Yoga: Budget based on anticipated revenues.
- Senior Fitness: Budget based on anticipated revenues.
- Game Night: Budget based on anticipated revenues; 200 participants throughout the year.
- Other: Budget based on.
- Attendants: Budget based on the previous year's % to Gross Revenues.

RACQUET PROGRAMS													2018	2017	
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Revenue															
Season Court Fees (Pickleball)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Random Court Fees (Pickleball)	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	6,368	6,368	4,320	55,936	0	0
Private Lessons (Pickleball)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Group Lessons (Pickleball)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Junior Lessons (Pickleball)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Teams (Pickleball)	2048	0	2048	0	2048	0	2048	0	2048	0	0	0	10,240	0	0
Leagues (Pickleball)	2048	0	2048	0	2048	0	2048	0	2048	0	0	0	10,240	0	0
Tournaments (Pickleball)	0	0	7,200	0	0	0	7,200	0	0	7,200	0	0	21,600	0	0
Special Events (Pickleball)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	0	11,000	0	0
Random Court Fees (Badminton)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lessons (Badminton)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Leagues (Badminton)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	9,416	5,320	16,616	5,320	9,416	5,320	16,616	5,320	9,416	14,568	7,368	4,320	109,016	0	0
Expenses															
Salaries and Wages															
Pickleball Pro Staff	1230	1230	1230	1230	1230	1230	1230	1230	1230	1230	1230	1230	14,760	0	0
Pickleball Admin.	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	0	0
Pickleball Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Badminton Pro Staff	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
BadmintonAdmin.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Badminton Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Salaries	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	29,160	0	0
Employee Benefits	292	292	292	292	292	292	292	292	292	292	292	292	3,499	0	0
Total Payroll/Benefits	2,722	2,722	2,722	2,722	2,722	2,722	2,722	2,722	2,722	2,722	2,722	2,722	32,659	0	0
Other Expenses															
Contract Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Court Maintenance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues/Subcription	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
League Expense	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
Lesson Expense	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
Operating Supplies	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
Special Events	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
Team	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
Tournament	0	0	200	0	0	200	0	0	200	0	0	200	800	0	0
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	500	500	700	500	500	700	500	500	700	500	500	700	6,800	0	0
Total Expenses	3,222	3,222	3,422	3,222	3,222	3,422	3,222	3,222	3,422	3,222	3,222	3,422	39,459	0	0
Income (Loss)	6,194	2,098	13,194	2,098	6,194	1,898	13,394	2,098	5,994	11,346	4,146	898	69,557	0	0
Assumptions:															
1. Employee Benefits	Payroll related percentage is: 12%														
2. Season Court Fees (Pickleball):	Budget based on.														
3. Random Court Fees (Pickleball):	Budget based on an average of 72-78 players/day paying \$3/each.														
4. Private Lessons (Pickleball):	Budget based on.														
5. Group Lessons (Pickleball):	Budget based on.														
6. JR. Group Lessons (Pickleball):	Budget based on.														
7. Team Drill (Pickleball):	Budget based on 16 teams @\$4/player for eight weeks (eight sessions).														
8. Leagues (Pickleball):	Budget based on 16 teams @ \$4/player for 48 weeks.														
9. Tournaments (Pickleball):	Budget based on 150 teams for three tournaments at \$24/player.														
10. Special Events (Pickleball):	Budget based on 100players/month at \$10/each.														
11. Random Court Fees (Badminton)	Budget based on.														
12. Lessons (Badminton):	Budget based on.														
13. Leagues (Badminton)	Budget based on.														
14. Other:	Budget based on.														
15. Pro Staff:	Budget based on 60% of Teams (Pickleball) revenues.														
16. Admin.:	Budget based on administration for Pickleball Leagues, Teams and Special Events.														
17. Other:	Budget based on.														
18. Badminton Pro Staff:	Budget based on.														
19. Badminton Admin:	Budget based on.														
20. Badminton Other:	Budget based on.														
21. Court Maintenance:	Budget based on.														
22. League Expense:	Budget based on anticipated costs for balls and awards.														
23. Lesson Expense:	Budget based on anticipated costs for balls and on-court teaching aids.														
24. Operating Supplies:	Budget based on anticipating costs to market all lessons and programs.														
25. Special Events:	Budget based on anticipated costs for special events, includes food, beverages and awards.														
26. Team:	Budget based on anticipated costs for team lessons and drills.														
27. Tournament:	Budget based on anticipated costs for balls, t-shirts, awards and refreshments.														
28. Uniforms	Budget based on.														

INDOOR ACTIVITIES	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018 Actual	2017 Actual
Revenue															
Archery	2,844	0	0	1,666	0	4,998	0	0	0	3,332	0	0	12,840	4,367	5,326
Running Strong	960	0	960	0	960	0	960	0	960	0	960	0	5,760	0	0
Trail Divas	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dodgeball	0	2,400	0	0	2,400	0	0	2,400	0	0	2,400	0	9,600	0	0
Dodgeball Tournaments	3,200	0	0	0	3,200	0	0	3,200	0	0	3,200	0	12,800	0	0
Ultimate Frisbee	0	2,400	0	0	2,400	0	0	0	2,400	0	0	0	7,200	0	0
Boot Camp (Juniors)	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,050	2,065
Boot Camp (Adults)	200	200	200	200	200	200	200	200	200	200	200	200	2,400	0	0
Golf	0	0	0	0	10,500	0	0	0	0	0	0	0	10,500	10,488	10,786
Track	0	0	0	0	7,800	0	0	0	0	0	0	0	7,800	7,728	7,250
Baseball (Batting Cages)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	0	0
Wrestling															
Bocci Ball	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0
Total Revenue	8,904	6,700	2,860	3,566	29,160	6,898	2,860	7,500	5,260	5,232	8,460	1,900	89,300	24,633	25,427
Expenses															
Salaries and Wages															
Frontline Staff	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Coaching	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Group Exercise	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Trainer/Commission	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	40,020	40,020
Other															
Total Salaries	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	40,020	40,020
Employee Benefits	400	400	400	400	400	400	400	400	400	400	400	400	4,802	4,002	4,002
Total Payroll/Benefits	3,735	3,735	3,735	3,735	3,735	3,735	3,735	3,735	3,735	3,735	3,735	3,735	44,822	44,022	44,022
Other Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Licenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues/Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract Services	5,950	5,950	5,950	5,950	5,950	5,950	5,950	5,950	5,950	5,950	5,950	5,950	71,400	19,848	19,766
Adventure Sport Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fitness Equipment	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000	3,000
Operating Supplies	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000	3,000
Repairs & Maint.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Special Events	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0	0
League Expenses	150	150	150	150	150	150	150	150	150	150	150	150	1,800	0	0
Awards	0	0	300	0	300	0	300	0	300	0	300	0	3,000	1,200	0
Tournament Expense:	0	0	300	0	300	0	300	0	300	0	300	0	3,000	1,200	0
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other															
Total Other Expenses	6,700	6,700	7,300	6,700	6,700	7,300	6,700	6,700	7,300	6,700	6,700	7,300	82,800	25,848	25,766
Total Expenses	10,435	10,435	11,035	10,435	10,435	11,035	10,435	10,435	11,035	10,435	10,435	11,035	127,622	69,870	69,788
Income (Loss)	(1,531)	(3,735)	(8,175)	(6,869)	18,725	(4,137)	(7,575)	(2,935)	(5,775)	(5,203)	(1,975)	(9,135)	(38,322)	(45,237)	(44,361)
Assumptions:															
1. Employee Benefits:	12%														
Payroll related percentage is:															
2. Archery:	Budget based on 120 participants throughout the year..														
3. Running Strong:	Budget based on anticipated revenues.														
4. Trail Divas:	Budget based on.														
5. Dodgeball:	Budget based on 8 teams @ \$300/each for 4 sessions.														
6. Dodgeball Tournaments:	Budget based on 16 teams @ \$200 each for 4 tournaments.														
7. Ultimate Frisbee:	Budget based on 8 teams @ \$30/player for 3 sessions.														
8. Boot Camp (Juniors):	Budget based on 2017 and 2018 actual revenues.														
9. Boot Camp (Adults)	Budget based on anticipated revenues.														
10. Golf:	Budget based on 2017 and 2018 actual revenues.														
11. Track:	Budget based on 2017 and 2018 actual revenues.														
12. Baseball (Batting Cages):	Budget based on anticipated revenues.														
13. Wrestling	Budget based on.														
14. Bocci Ball:	Budget based on anticipated revenues.														
15. Frontline Staff:	Budget based on.														
16. Coaching:	Budget based on.														
17. Group Exercise:	Budget based on.														
18. Trainer/Commissions:	Budget based on.														
19. Administrative:	Budget based on current administrator's salary.														
20. Payroll Other:	Budget based on.														
21. Licenses:	Budget based on.														
22. Dues/Subscriptions:	Budget based on.														
23. Contract Services:	Budget based on 80% of Total Gross Revenues: 2018 (81%).														
24. Adventure Sport Supplies:	Budget based on.														
25. Fitness Equipment:	Miscellaneous expenses relating to promotion of in-house events.														
26. Operating Supplies:	Based on anticipated operating expenses.														
27. Repairs & Maintenance:	Budget based on anticipated repairs.														
28. Special Events:	Budget based on anticipated expenses for special events.														
29. League Expenses:	Budget based on anticipated league operating expenses.														
30. Awards:	Budget based on anticipated league and tournament awards.														
31. Tournament Expenses:	Budget based on anticipated tournament expenses.														
32. Uniforms:	Budget based on.														
33. Other:	Budget based on.														

OTHER REVENUE	January	February	March	April	May	June	July	August	September	October	November	December	Total	2016 Actual	2017 Actual
	Revenue														
Party Rentals	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	2,190	26,280	0	0
Field/Court Rentals	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	54,000	29,399	36,538
Room Rentals	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	210,000	0	0
Revenues from Lease(s)	0	0	0	0	0	0	0	0	0	0	0	0			
Putt Putt Golf	0	0	0	0	0	0	0	0	0	0	0	0			
Scholarships	7,000	0	0	0	0	0	0	0	0	0	0	0	7,000	6,730	5,750
Other Revenues: Sponsorships	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	0	0
Total Revenue	32,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	25,690	315,280	36,129	42,288
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
Assumptions:															
1. Party Rentals:	Budget based on 150 total parties @\$175/Party .														
2. Field/Court Rentals:	Budget based on 500 hours of Field rentals @ \$75/hour and 500 hours of Court rentals @ \$35/hour.														
3. Room Rentals:	Budget based on anticipated room rentals at the existing structure; six (6) rooms at an average of 2(hrs)/day at an average rate of \$75/hour.														
4. Revenues from Lease(s):	Budget Based on														
5. Putt Putt Golf:	Budget based on														
6. Scholarships:	Budget based on previous year's actuals.														
7. Other Revenues: Sponsorships	Budget based on potential sponsorship revenues for Leagues & Tournaments.														

SPORTS PROGRAMS														2018	2017
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Revenue															
Flag Football League (Youth)	0	4,800	0	0	0	0	0	0	0	0	0	0	4,800	0	0
Football League (Passing)	0	0	0	0	0	12,000	0	0	0	0	0	0	12,000	12,029	11,633
Football Tournaments	0	0	0	0	0	0	0	0	0	0	9,600	0	9,600	0	0
Youth Indoor Soccer	0	0	0	0	0	0	0	0	45,000	0	0	0	45,000	85,000	28,884
Junior Indoor Soccer	0	0	19,800	0	0	19,800	0	0	19,800	0	0	0	19,800	79,200	54,599
Adult Indoor Soccer	0	0	10,400	0	0	10,400	0	0	10,400	0	0	0	10,400	41,600	0
Soccer (Drop-in)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	4,688	6,314
Soccer Tournaments	0	0	14,400	0	0	0	0	0	14,400	0	0	0	14,400	28,800	0
Adult Basketball Leagues	0	0	0	0	0	0	0	0	7,800	0	0	0	7,800	15,600	1,633
Youth Basketball Leagues	0	0	48,000	0	0	0	0	0	0	0	48,000	0	96,000	67,991	62,386
Junior Hoops	0	0	9,900	0	0	9,900	0	0	9,900	0	0	0	9,900	39,600	0
Basketball (Camps, Clinics, Training)	0	0	4,000	0	0	4,000	0	0	4,000	0	0	0	4,000	16,000	0
Basketball Drop-in	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0
Basketball Tournaments	0	0	14,400	0	0	0	0	0	0	14,400	0	0	28,800	0	0
Youth Volleyball	0	0	21,700	0	0	0	0	0	21,700	0	0	0	21,700	65,100	0
Adult Volleyball	0	0	11,700	0	0	0	0	0	11,700	0	0	0	11,700	38,100	4,073
Volleyball Clinics	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,586
Volleyball Drop-in	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Volleyball Tournaments	9,600	0	0	0	0	0	9,600	0	0	0	0	0	19,200	0	0
Lacrosse League	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lacrosse Clinics	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lacrosse Drop-in	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	11,100	6,300	155,800	1,500	1,500	57,600	11,100	1,500	146,200	15,900	66,900	119,000	594,400	173,897	202,142
Cost of Goods Sold															
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Gross Profit (Loss)	11,100	6,300	155,800	1,500	1,500	57,600	11,100	1,500	146,200	15,900	66,900	119,000	594,400	173,897	202,142
Expenses															
Salaries and Wages															
Football	550	550	550	550	550	550	550	550	550	550	550	550	6,600	10,046	7,200
Soccer	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	73,980	34,749	25,330
Basketball	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	44,460	13,858	1,894
Volleyball	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lacrosse	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Salaries	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	125,040	58,653	34,424
Employee Benefits	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,005	9,971	0
Total Payroll/Benefits	11,670	11,670	11,670	11,670	11,670	11,670	11,670	11,670	11,670	11,670	11,670	11,670	140,045	68,624	34,424
Other Expenses															
Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract Services	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	7,925	95,100	29,722	26,526
Dues/Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Licenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Equipment	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000	6,000
Operating Supplies	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000	6,000
Awards	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Repairs & Maintenance:	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	12,300	12,300
Total Other Expenses	8,925	8,925	8,925	8,925	8,925	8,925	8,925	8,925	8,925	8,925	8,925	8,925	107,100	54,022	50,826
Total Expenses	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	20,595	247,145	122,646	85,250
Income (Loss)	(9,495)	(14,295)	135,205	(19,095)	(19,095)	37,005	(9,495)	(19,095)	125,605	(4,695)	46,305	98,405	347,255	51,251	116,892
Assumptions:															
1. Employee Benefits	Payroll related percentage is: 12%														
2. Flag Football League (Youth):	Budget based on a youth indoor flag football league beginning in February with 16 teams @ \$300/team.														
3. Football League (Passing):	Budget based on 2017 and 2018 actual revenues.														
4. Football Tournaments	Budget based on 32 teams at \$300/each.														
5. Youth Indoor Soccer:	Budget based on 1,000 players \$85/player for 2 leagues.														
6. Junior Indoor Soccer:	Budget based on 200 players/session @ \$99/player for 4 sessions.														
7. Adult Indoor Soccer:	Budget based on 16 teams @ \$650/team for 4 sessions.														
8. Soccer (Drop-in):	Budget based on an anticipated of \$1,000/month.														
9. Soccer Tournaments	Budget based on 60 teams @ \$240/team for 2 tournaments.														
10. Adult Basketball Leagues:	Budget based on 12 teams @ \$650/team for 2 leagues.														
11. Youth Basketball Leagues:	Budget based on 300 players @ \$160/player for 2 leagues.														
12. Junior Hoops:	Budget based on 100 players @ \$99/player for four sessions.														
13. B-ball (Camps, Clinics, Training):	Budget based on 320 students @ \$50/student.														
14. Basketball (Drop-in):	Budget based on 200 players/month @ \$2.50/visit.														
15. Basketball Tournaments	Budget based on 60 teams @ \$240/team.														
16. Youth Volleyball	Budget based on 32 teams @ \$85/player for 3 sessions.														
17. Adult Volleyball:	Budget based on 18 teams @ \$650/team for 3 sessions.														
18. Volleyball Clinics:	Budget based on.														
19. Volleyball Drop-in:	Budget based on.														
20. Volleyball Tournaments	Budget based on 40 teams @ 240/team for 3 tournaments.														
21. Lacrosse League:	Budget based on.														
22. Lacrosse Clinics:	Budget based on.														
23. Lacrosse Drop-in:	Budget based on.														
24. Payroll (Football):	Budget based on 25% of gross revenues.														
25. Payroll (Soccer):	Budget based on 14% gross revenues..														
26. Payroll (Basketball):	Budget based on 22% gross revenues.														
27. Payroll (Volleyball):	Budget based on.														
28. Payroll (Lacrosse):	Budget based on.														
29. Payroll (Administration):	Budget based on.														
30. Payroll (Other):	Budget based on.														
31. Advertising:	Budget based on.														
32. Contract Services:	Budget based on 16% of Total Gross Revenues: 2018 (12%) & 2017 (13%).														
33. Dues/Subscriptions:	Budget based on.														
34. Licenses:	Budget based on.														
35. Equipment:	Budget based on.														
36. Operating Supplies:	Budget based on.														
37. Awards:	Budget based on.														
38. Repairs & Maintenance:	Budget based on.														
39. Uniforms:	Budget based on.														
40. Other:	Budget based on.														

MEMBER SERVICES														2018	2017
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Salaries and Wages															
Desk Attendants	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	265,200	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Salaries	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	265,200	0	0
Employee Benefits	2,652	2,652	2,652	2,652	2,652	2,652	2,652	2,652	2,652	2,652	2,652	2,652	31,824	0	0
Total Payroll/Benefits	24,752	24,752	24,752	24,752	24,752	24,752	24,752	24,752	24,752	24,752	24,752	24,752	297,024	0	0
Other Expenses															
Club Money	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues/Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Gift Certificates	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Supplies	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0
Uniforms	960	0	0	960	0	0	960	0	0	960	0	0	3,840	0	0
Other Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	1,460	500	500	1,460	500	500	1,460	500	500	1,460	500	500	9,840	0	0
Total Expenses	26,212	25,252	25,252	26,212	25,252	25,252	26,212	25,252	25,252	26,212	25,252	25,252	306,864	0	0
Assumptions:															
1. Desk Attendants:	Coverage in man-hours as follows: M-F 7am-10pm (115 hours), Sat 7am-11pm (24 hours) and Sunday 7am-9pm (20 hours). Double coverage on M-F (8 hours/day), Sat (8 hours) & Sun (6 hours). (EXISTING STRUCTURE) M-F 5am-Midnight (135 hours), Sat 6am-Midnight (26 hours) and Sunday 7am-9pm (20 hours). Double coverage on M-F (8 hours/day), Sat (8 hours) & Sun (6 hours). (COMMUNITY RECREATION CENTER) Attendants are budgeted for \$15/hour.														
2. Employee Benefits:	Payroll related percentage is: 12%														
3. Operating Supplies:	Budget based on \$500/month for anticipated service desk supplies. This includes both buildings.														
4. Uniforms:	Budget based on eight employees needing three shirts at \$20/each.														
5. Other Expenses:	Budget is based on.														

HOUSEKEEPING	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018 Actual	2017 Actual
Salaries and Wages															
Attendants	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	65,520	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Salaries	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	65,520	0	0
Employee Benefits	655	655	655	655	655	655	655	655	655	655	655	655	7,862	0	0
Total Payroll/Benefits	6,115	6,115	6,115	6,115	6,115	6,115	6,115	6,115	6,115	6,115	6,115	6,115	73,382	0	0
Other Expenses															
Cleaning Supplies	600	600	600	600	600	600	600	600	600	600	600	600	7,200	0	0
Contract Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues/Subscription	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Laundry Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Locker Room Supplies	450	450	450	450	450	450	450	450	450	450	450	450	5,400	0	0
Towels	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Uniforms	180	0	0	180	0	0	180	0	0	180	0	0	720	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	1,230	1,050	1,050	1,230	1,050	1,050	1,230	1,050	1,050	1,230	1,050	1,050	13,320	0	0
Total Expenses	7,345	7,165	7,165	7,345	7,165	7,165	7,345	7,165	7,165	7,345	7,165	7,165	86,702	0	0
Assumptions:															
1. Attendants:	Front line housekeeping coverage; Includes 12 hours/day @ \$15/hour. This includes both buildings.														
2. Administrative:	Budget based on.														
3. Employee Benefits:															
Payroll Related percentage is:	12%														
4. Cleaning Supplies:	Budget based on anticipated monthly expenses for cleaning supplies. This includes both buildings..														
5. Laundry Supplies:	Budget based on.														
6. Locker Room Supplies:	Budget based on anticipated locker room/restroom supplies. This includes both buildings.														
7. Towels Projected as follows:	Budget based on.														
8. Uniforms:	Budget based on three employees with three shirts @ \$20/each.														

REPAIRS & MAINTENANCE	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018	2017	
														Actual	Actual	
Salaries and Wages																
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Maintenance	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	62,400	0	0	0
Total Salaries	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	62,400	0	0	0
Employee Benefits	624	624	624	624	624	624	624	624	624	624	624	624	7,488	0	0	0
Total Payroll/Benefits	5,824	5,824	5,824	5,824	5,824	5,824	5,824	5,824	5,824	5,824	5,824	5,824	69,888	0	0	0
Other Expenses																
Building Repairs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract Services	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0	0
Dues/Subscription	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Electrical/Mech	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0	0
Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Furniture and Decor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Landscaping	500	500	500	500	500	500	500	500	500	500	500	500	6,000	0	0	0
HVAC	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	0	0	0
Light Bulbs	250	250	250	250	250	250	250	250	250	250	250	250	3,000	0	0	0
Operating Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Waste/Snow Removal	350	350	350	350	350	350	350	350	350	350	350	350	4,200	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	43,200	0	0	0
Total Expenses	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	9,424	113,088	0	0	0
Assumptions:																
1. Administrative:	Budget based on.															
2. Maintenance:	Budget based on.															
3. Employee Benefits:																
Payroll related percentage is:	12%															
4. Building Repairs:	Budget based on anticipated building repairs.															
5. Electrical/Mechanical:	Budget based on anticipated electrical repairs.															
6. Equipment:	Budget based on anticipated equipment repairs.															
7. Furniture and Decorating:	Budget based on anticipated decorating repairs and purchases.															
8. Landscaping:	Budget based on anticipated landscaping costs.															
9. HVAC:	Budget based on anticipated repairs.															
10. Light Bulbs:	Budget based on anticipated light bulb re-placement.															
11. Operating Supplies:	Budget based on anticipated tool purchases.															
12. Uniforms:	Budget based on.															
13. Waste/Snow Removal:	Budget based on refuse pick-up twice a week and anticipated snow removal.															

UTILITIES	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018 Actual	2017 Actual
Electric	7,525	7,525	7,525	7,525	7,525	7,525	7,525	7,525	7,525	7,525	7,525	7,525	90,300	0	0
Escalation Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fuel	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000	0	0
Steam	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Water	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0	0
Utility Overage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	13,525	162,300	0	0
Assumptions:															
1. Electric:	Budget based on anticipated electric and gas utility expenses. (BOTH BUILDINGS)														
2. Fuel:	Budget based on combining the utility expenses in both Electric and Fuel for year one. (BOTH BUILDINGS)														
3. Water and Sewer:	Budget based on anticipated water costs. (BOTH BUILDINGS)														

SALES & MARKETING													2018	2017	
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Salaries and Wages															
Sales Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative Commissions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Payroll/Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expenses															
Agency Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Direct Mail	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dues/Subscription	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
In House Graphics	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Outdoor Postage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Print Media	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	54,000	19,416	29,660
Printing/Stationary	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Radio and TV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Referral Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Special Promo Events	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Uniforms	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Expenses	8,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	58,000	19,416	29,660
Total Expenses	8,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	58,000	19,416	29,660
1. Salaries Projected as follows:															
			2020 Budget												
	Sales Managers - Hours		N/A												
	Sales Managers - Salary		N/A												
	Sales Managers - Bonus		N/A												
	Projected # of members		0												
	Sales Staff - Hours		0/wk												
	Rate		0												
2. Commission:															
	Sliding Scale for Sales Commissions														
	\$ Amount Of Sales		\$0												
	% Paid per Sale		0%												
	\$ Amount Pd. Per Level		\$0.00												
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL		
Total # of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Salesperson #1 - 25% of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Salesperson #2 - 25% of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Salesperson #3 - 25% of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales Manager - 25% of Sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales Commission Projection:													TOTAL		
Salesperson # 1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Salesperson # 2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Salesperson # 3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales Manager	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL COMMISSION	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3. Employee Benefits:															
Payroll related percentage is:	12%														
4. Direct Mail: Direct mail includes.															
5. In House Graphics: Budget based on.															
6. Postage: Budget based on.															
8. Print Media: Budget is based on anticipated marketing costs for both the grand opening and the athletic leagues and tournaments.															
9. Printing and Stationary: Budget is based on anticipated printing.															
10. Radio and TV: Budget based on.															
11. Referral Expense: Budget based on.															
12. Spec Promo Events: Budget based on a GRAND OPENING event..															
13. Uniforms: Budget based on.															

FIXED CHARGES	January	February	March	April	May	June	July	August	September	October	November	December	Total	2018	2017
														Actual	Actual
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Gain/Loss on Sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Insurance	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0	0
Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Management Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Tax	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Non-operating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	0	0
Assumptions:															
1. Depreciation:	Calculated at \$/month or \$ if annualized.														
2. Insurance:	Calculated at \$2,000/month.														
3. Interest Expense:	Calculated at;														
4. Real Estate Tax:	Calculated at.														
5. Rent:	Budget based on.														

PAYROLL & PAYROLL RELATED														2018	2017
	January	February	March	April	May	June	July	August	September	October	November	December	Total	Actual	Actual
Salaries and Wages															
Existing Structure Programs															
Attendants	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	5973	0
Administrative	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	40020	40020
Total	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	4,835	58,020	45993	40020
Racquet Programs															
Pickleball Pro Staff	1,230	1,230	1,230	1,230	1,230	1,230	1,230	1,230	1,230	1,230	1,230	1,230	14,760	0	0
Pickleball Admin.	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	0	0
Pickleball Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Badminton Pro Staff	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Badminton Admin.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Badminton Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	0	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Total	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	2,430	29,160	0	0
Pro Shop															
Pro Shop Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Racquet Stringing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Commissions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Indoor Activities															
Frontline Staff	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Coaching	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Group Exercise	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Trainer/Commission	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	#REF!	#REF!
	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Total	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	3,335	40,020	40,020	40,020
Health Care															
Physical Therapist	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Nutritionist	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Health Care Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Food and Beverage															
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sports Programs															
Football	550	550	550	550	550	550	550	550	550	550	550	550	6,600	10,046	7,200
Soccer	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	6,165	73,980	34,749	25,330
Basketball	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	3,705	44,460	13,858	1,894
Volleyball	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Lacrosse	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	10,420	125,040	58,653	34,424
Member Services															
Desk Attendant	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	265,200	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	22,100	265,200	0	0
Housekeeping															
Attendant	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	65,520	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	5,460	65,520	0	0
Repairs and Maintenance															
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Attendant	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	62,400	0	0
Total	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	5,200	62,400	0	0
Sales and Marketing															
Sales Salaries	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Commission	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
General and Administrative															
Administrative	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	200,400	80,000	80,000
Total	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	16,700	200,400	80,000	80,000
Total Salaries and Wages	70,480	70,480	70,480	70,480	70,480	70,480	70,480	70,480	70,480	70,480	70,480	70,480	845,760	224,666	194,464
Total PR Taxes/Benefits	8,458	8,458	8,458	8,458	8,458	8,458	8,458	8,458	8,458	8,458	8,458	8,458	101,491	26,960	0
12%															
Total Payroll and Benefits	78,938	78,938	78,938	78,938	78,938	78,938	78,938	78,938	78,938	78,938	78,938	78,938	947,251	251,626	194,464



Peninsula Metropolitan Park District

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“Today We Touch Tomorrow”

DISTRICT COMMISSION MEMO

To: Peninsula Metropolitan Park District Board of Commissioners
From: Chuck Cuzzetto, Marketing Specialist
Date: June 27, 2019
Subject: Agreement of Personal Services – Harbor Wild Watch

Background/Analysis

Harbor Wild Watch and the Peninsula Metropolitan Park District have partnered through recreational programming opportunities since 2015. In January of 2018 the District’s Executive Director met with Harbor Wild Watch to discuss future partnership opportunities and how Peninsula Metropolitan District could support preservation and programming. Harbor Wild Watch has been providing research to the University of San Diego via the District’s many water/beach accessible properties. In 2018 13 tours were provided. These research projects are open to the public to engage in hands-on learning. Harbor Wild Watch has also provided “Beach Walk Tours” open to the public, providing education on preservation and natural environments. Harbor Wild Watch has requested funding from the District to continue providing programming and educational opportunities via District properties. This funding would support staff time, field guides, marketing materials and supplies.

Analysis

After working through the history of the District and Harbor Wild Watch, aligning our mission and visions. District staff determined that support is reflective of the need for preservation and education.

Timeline and Funding

Attached to this memo is the budget summary and personal services agreement for Harbor Wild watch to provide educational tours and programming.

Recommendation

District Staff recommend the Board of Commissioners approve the personal service agreement between Harbor Wild Watch and Peninsula Metropolitan Park District.

Policy Implications/Support

1. Board contract approval
2. District staff time for marketing and communications

3. Formalizing a productive partnership

Motion

I move to authorize approval of the attached personal services agreement between Harbor Wild Watch and the Peninsula Metropolitan Park District.

Staff Contact

Should you have any questions or comments please contact Chuck Cuzzetto at the earliest opportunity should additional research be required to provide answers at the meeting: 253-888-0645 or via e-mail at ccuzzetto@penmetparks.org

