

CITY OF MIAMI SPRINGS



Agenda Item No.

City Council Meeting of:

08-13-2012

Finance Department
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To: The Honorable Mayor Xavier Garcia and Members of the City Council

VIA: Ron Gorland, City Manager

FR: William Alonso, CPA, CGFO, Assistant City Manager/Finance Director

Date: July 10, 2012

Re: FY2011-2012 3rd Quarter Budget Status Report (Unaudited)

Attached, please find the above referenced report based on revenues received and appropriations expended through June 30, 2012. The purpose of this report is to apprise the City's governing body of the FY2011-2012 budgetary status and projected year-end revenues, expenditures, and fund balances

As in previous interim reports, this report is organized as follows:

- I. Overview/Financial Dashboard - Pages 1-3
- II. General Fund Revenues – Page 4
- III. General Fund Expenditures – Page 6
- IV. General Fund Subsidized Departments
 - a) Senior center - Page 7
- V. Enterprise Funds - Pages 8-9
- VI. Investments – Page 10
- VII. Analysis of Charges for Services
 - a) Building & Zoning/Code Enforcement – Page 11
 - b) Recreation Department – Page 12
- VIII. Other Funds
 - a) Road and Transportation Fund – Page 13
 - b) Law Enforcement Trust Fund – Page 14
 - c) Capital Fund – Page 15
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- IX. Status of Designated Fund Balance Page 17 **NEW!!**
- X. Golf Course Financial Report – Pages 18,19 and A-1 thru C-1

I. OVERVIEW

At the end of the first nine months of the fiscal year, we can estimate that we will have a projected fund balance decrease of \$320,398 at year end mainly due to usage of designated fund balance amounts during the year. Normal on-going operations will provide a surplus of \$123,011 however we have appropriated \$466,304 of designated fund balance so the net decrease is \$343,293.

Additionally, let me point out that this may be affected by the final assessed valuations for this year after all property tax appeals are heard by the Appraiser's office. Any reductions approved by these appeals may have an effect on the total of ad-valorem taxes we receive this year.

During the next quarter we should be receiving final notification from the County as to what our final adjusted valuation will be for this fiscal year.

The following chart is a projection of the City's projected revenues, expenditures, and general fund balance as of the end of the 3rd Qtr FY2012:

Chart A – General Fund Balance Projection as of the 3rd quarter FY2011-2012

Chart A- General Fund Budget Summary-FY 2011-2012

| | <u>Original Budget</u> | <u>Amended Budget</u> | <u>Projected Year-End</u> | <u>Variance</u> |
|---|----------------------------|---------------------------|-------------------------------|------------------|
| Sources: | | | | |
| General Fund beginning balance | 4,903,778 | 4,903,778 | 4,903,778 | - |
| Current revenues | 13,157,448 | 13,159,080 | 12,961,694 | (197,386) |
| Transfers in | <u>984,525</u> | <u>984,525</u> | <u>984,525</u> | <u>-</u> |
| Total Sources | <u>19,045,751</u> | <u>19,047,383</u> | <u>18,849,997</u> | <u>(197,386)</u> |
| Uses: | | | | |
| Operating expenditures | 13,660,949 | 14,128,884 | 13,846,306 | (282,578) |
| Transfers out | <u>481,025</u> | <u>481,025</u> | <u>443,205</u> | <u>(37,820)</u> |
| Total Uses | <u>14,141,974</u> | <u>14,609,909</u> | <u>14,289,511</u> | <u>(320,398)</u> |
| General Fund ending balance | <u>4,903,777</u> | <u>4,437,474</u> | <u>4,560,485</u> | <u>123,011</u> |
| Projected change in fund balance | | <u>(343,293)</u> | | |

FINANCIAL DASHBOARD

FINANCIAL INDICATORS-GENERAL FUND

414,281
25-2347
\$161,934

| | <u>Budgeted</u> | <u>Actual</u> | <u>% of budget</u> |
|-------------------------------------|-----------------|---------------|--------------------|
| General Fund Revenues as of 6/30/12 | \$14,609,910 | \$11,426,496 | 78% (1) |
| General Fund Revenues as of 6/30/11 | \$13,337,486 | \$10,547,251 | 79% (1) |

| | | | |
|---|--------------|--------------|---------|
| General Fund Expenditures as of 6/30/12 | \$14,655,572 | \$10,738,264 | 73% (2) |
| General Fund Expenditures as of 6/30/11 | \$15,063,216 | \$10,541,378 | 70% (2) |

| | <u>As of 9/30/11</u> | <u>Projected 9/30/12</u> | <u>\$ Increase/Decrease</u> |
|----------------------|----------------------|--------------------------|-----------------------------|
| General Fund Reserve | \$4,903,778 | \$4,560,485 | \$(343,293) |

INVESTMENT INDICATOR

| | <u>As of 9/30/11</u> | <u>As of 6/30/12</u> | <u>\$ Increase/(Decrease)</u> |
|-------------|----------------------|----------------------|-------------------------------|
| Investments | \$ 9,401,890 | \$ 8,630,907 | \$ (770,983) |

| | <u>Total On Deposit</u> | <u>Unrealized Loss</u> | <u>Net Asset Value</u> |
|-------------|-------------------------|------------------------|------------------------|
| SBA Account | \$101,772 | \$ (18,450) | \$83,322 |

FINANCIAL INDICATORS-OTHER

| | <u>Revenues as of 6/30/12</u> | <u>Expenditures as of 6/30/12</u> | <u>Deficit at 6/30/12</u> | <u>Deficit at 6/30/11</u> |
|---|-----------------------------------|---------------------------------------|-------------------------------|-------------------------------|
| Golf Course fund operating deficit requiring General Fund subsidy | \$874,687 | \$717,878 | \$(156,809) | \$(263,993) |

| | <u>Revenues as of 6/30/12</u> | <u>Expenditures as of 6/30/12</u> | <u>Surplus/Deficit at 6/30/12</u> | <u>Surplus/Deficit at 6/30/11</u> |
|-----------------|-----------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| Building & Code | \$ 320,687 | \$ 305,945 | \$14,742 | \$162,647 |

| | <u>As of 9/30/11</u> | <u>As of 6/30/12</u> | <u>\$ Increase/(Decrease)</u> |
|----------------|----------------------|----------------------|-------------------------------|
| Long-Term Debt | \$5,168,547 | \$4,678,966 | \$(489,581) |

| | <u>At 6/30/12</u> | <u>At 6/30/11</u> |
|--|-------------------|-------------------|
| % of Recreation Expenditures Collected in Fees | 24.5% | 22.1% |

Notes:

(1) As you can see that for the current year our revenues are being received at a 78% rate compared to 79% for the same period last year mainly due to ad valorem tax revenues being received at a slower pace from the County.

(2) Actual expenditures are running at about the same pace as last year 73 vs. 70% when compared to budgeted expenditures. This is indicative of a budget that is realistic and inline with actual city activities.

II) REVENUES

Chart B-Schedule of General Fund Budgeted and Actual Revenues
For the Period Ending June 31, 2012
(75% OF YEAR COMPLETED)

| Department | FY 2010-11 | FISCAL YEAR 2011-2012 | | | | FY 2010-2011 | Note |
|---------------------------------|---------------------|-----------------------|-------------------|-------------------------|----------------|-----------------------------|------|
| | FULL YEAR ACTUAL | ORIGINAL BUDGET | AMENDED BUDGET | ACTUAL AS of 6/30/12 | % OF BUDGET | PRIOR YEAR AS of 6/30/11 | |
| Ad Valorem Taxes - Current | \$ 5,409,466 | \$ 5,776,261 | \$ 5,776,261 | \$ 5,500,558 | 95% | \$ 4,945,697 | 1 |
| Ad Valorem Taxes - Delinquent | 167,510 | 20,000 | 20,000 | 19,336 | 97% | 162,687 | 1 |
| Utility and Franchise Taxes | 2,608,798 | 2,655,000 | 2,655,000 | 1,585,852 | 60% | 1,594,514 | |
| Occupational Licenses - City | 78,357 | 72,000 | 72,000 | 66,956 | 93% | 72,276 | |
| Occupational Licenses - County | 19,037 | 20,000 | 20,000 | 10,240 | 51% | 10,303 | |
| Building Permits | 150,168 | 225,000 | 225,000 | 118,130 | 53% | 107,865 | |
| Electrical Permits | 56,038 | 50,000 | 50,000 | 23,183 | 46% | 45,724 | |
| Plumbing Permits | 101,724 | 40,000 | 40,000 | 20,833 | 52% | 96,637 | |
| Roofing Permits | 31,814 | 27,000 | 27,000 | 30,840 | 113% | 21,525 | |
| Mechanical Permits | 66,467 | 25,000 | 25,000 | 17,928 | 72% | 48,950 | |
| Zoning Permits | 4,650 | 7,000 | 7,000 | 700 | 10% | 3,550 | |
| Certification of Completions | 1,325 | 1,000 | 1,000 | 1,465 | 147% | 925 | |
| Structural Permits | 19,116 | 15,000 | 15,000 | 14,111 | 94% | 11,625 | |
| POD Permit Fees | 1,900 | 1,000 | 1,000 | 1,700 | 170% | 1,200 | |
| Other Permits | 110,390 | 90,000 | 90,000 | 82,197 | 91% | 70,719 | |
| Misc Plan Reviews | - | 11,300 | 11,300 | - | 0% | - | |
| Local Option Gas Tax | 369,713 | 359,859 | 359,859 | 273,062 | 76% | 271,797 | |
| Revenue sharing | 369,153 | 394,850 | 394,850 | 288,764 | 73% | 239,890 | |
| 8-cent Motor Fuel Tax | - | - | - | 2,460 | #DIV/0! | - | |
| Alcoholic Beverage License | 8,978 | 9,000 | 9,000 | 13,524 | 150% | 7,978 | |
| 1/2-cent Sales Tax | 827,344 | 869,125 | 869,125 | 607,127 | 70% | 554,867 | |
| Gas Tax Rebate | 5,610 | 8,000 | 8,000 | 8,435 | 105% | 4,933 | |
| School Crossing Guards | 21,732 | 18,000 | 18,000 | 15,700 | 87% | 17,203 | |
| Program Activity Fees | 920 | - | - | - | - | 920 | |
| After School Programs | 39,175 | 25,000 | 25,000 | 33,501 | 134% | 32,487 | |
| SWIM MEETS/TEAM RENTAL | 10,000 | 15,600 | 15,600 | 9,911 | 64% | 7,762 | |
| Swimming Pool Admissions | 20,072 | 51,445 | 51,445 | 40,527 | 79% | 9,060 | |
| Swim Lessons | 49,365 | 40,000 | 40,000 | - | 0% | 25,190 | |
| Annual Daddy/Daughter Dance | 2,913 | 2,800 | 2,800 | 3,263 | 117% | 2,913 | |
| Pelican theatre | 2,908 | 5,000 | 5,000 | 6,149 | 123% | 2,264 | |
| Vending Machines | 2,690 | 2,276 | 2,276 | 1,725 | 76% | 2,066 | |
| Fireworks-VG | 3,000 | 3,000 | 3,000 | - | 0% | - | |
| Summer Camp | 137,256 | 176,250 | 176,250 | 118,013 | 67% | 42,900 | |
| Summer Camp Activity Fee | 25,979 | 18,500 | 18,500 | 16,900 | 91% | 51,697 | |
| Senior Center Rental | - | 2,500 | 2,500 | - | 0% | - | |
| Gym Rental | 5,043 | 5,000 | 5,000 | - | 0% | 3,350 | |
| Fitness Room Membership | 43,266 | 39,375 | 39,375 | 33,831 | 86% | 37,364 | |
| Gym Admission Fees | 14,412 | 12,000 | 12,000 | - | 0% | 8,983 | |
| Gym Memberships | - | 1,500 | 1,500 | - | 0% | - | |
| Yoga Classes | 18,490 | 11,400 | 11,400 | 13,570 | 119% | 10,414 | |
| Annual Turkey Trot | 2,220 | 900 | 900 | 1,210 | 134% | 2,220 | |
| Basketball Fees | 25,895 | 30,375 | 30,375 | 22,970 | 76% | 19,330 | |
| Other activities | 660 | 3,455 | 3,455 | 2,725 | 79% | 420 | |
| Pool Rental | 27,931 | 6,000 | 6,000 | 23,522 | 392% | 21,744 | |
| Pool Memberships | 5,645 | 3,200 | 3,200 | - | 0% | 4,486 | |
| Jazzercise | 3,925 | 4,800 | 4,800 | 2,944 | 61% | 2,944 | |
| Green Fees | 763,488 | 866,245 | 866,245 | 652,919 | 75% | 624,578 | |
| Golf Memberships | 64,034 | 83,438 | 83,438 | 32,906 | 39% | 43,571 | |
| Cart Rentals | 62,301 | 86,247 | 86,247 | 75,422 | 87% | 49,556 | |
| Range Fees | 94,688 | 99,615 | 99,615 | 80,945 | 81% | 75,556 | |
| Golf Merchandise Sales | 45,652 | 57,777 | 57,777 | 41,412 | 72% | 35,849 | |
| Gift Certificate Redeemed | (3,158) | 3,731 | 3,731 | 912 | 24% | (2,974) | |
| Rain Check Redeemed | (16,233) | (15,248) | (15,248) | (11,625) | 76% | (23,085) | |
| CanAm Commissions | (1,780) | - | - | (405) | - | (1,745) | |
| Golf Pro Commissions | 1,133 | 3,000 | 3,000 | 2,037 | 68% | 163 | |
| Golf Course Rentals | 6,491 | 7,355 | 7,355 | 7,109 | 97% | 5,159 | |
| Country Club Lease Eqpt Payment | 10,000 | - | - | - | - | 10,000 | |
| GHIN Disabled Fees | 153 | 918 | 918 | 164 | 18% | 135 | |
| Miscellaneous Charges for Serv | 4,063 | 6,000 | 6,000 | 8,239 | 137% | 2,746 | |
| Copies & Other Charges | 1,831 | 2,000 | 2,000 | 2,319 | 116% | 1,197 | |
| Tree Replacement | - | - | - | 200 | 100% | - | |
| Lien Search | 10,670 | 10,000 | 10,000 | 9,335 | 93% | 8,360 | |
| Re-occupancy inspection fee | 8,500 | 5,000 | 5,000 | 9,800 | 196% | 5,900 | |
| Clerk of the Court - Fines | 169,282 | 165,000 | 165,000 | 88,433 | 54% | 130,276 | |
| Code Enforcement tickets | 32,900 | 40,000 | 40,000 | 12,500 | 31% | 30,750 | |
| Disabled Parking tickets | 7,018 | 3,000 | 3,000 | - | 0% | - | |
| Interest - Checking | 1,448 | 2,000 | 2,000 | - | 0% | - | |
| Interest-CD's | - | 75,000 | 75,000 | 14,219 | 19% | - | |
| Interest-Money Market | 17,792 | - | - | - | - | 24,331 | |
| Interest - Tax Collections | 1,886 | 2,000 | 2,000 | 941 | 47% | 1,886 | |
| Rent - Metro Fire | 13,488 | 17,000 | 17,000 | 10,200 | 60% | 9,642 | |
| Rent - Dade Co. Library | 8,253 | 8,300 | 8,300 | 6,190 | 75% | 6,190 | |

Chart B-Schedule of General Fund Budgeted and Actual Revenues
For the Period Ending June 31, 2012
(75% OF YEAR COMPLETED)

| Department | FY 2010-11 | FISCAL YEAR 2011-2012 | | | | PRIOR YEAR | Note |
|-----------------------------|----------------------|-----------------------|----------------------|----------------------|-------------|----------------------|------|
| | FULL YEAR ACTUAL | ORIGINAL BUDGET | AMENDED BUDGET | ACTUAL AS of 6/30/12 | % OF BUDGET | AS of 6/30/11 | |
| Rent - Bus Benches | 4,080 | 3,900 | 3,900 | 3,094 | 79% | 3,060 | |
| Recreational Activities | 7,386 | 5,000 | 5,000 | 9,158 | 183% | 4,319 | |
| Sprint Tower | 61,749 | 60,000 | 60,000 | 87,640 | 146% | 55,509 | |
| Nextel | 8,540 | 8,300 | 8,300 | 6,490 | 78% | 8,540 | |
| Metro PCS | 7,896 | 7,600 | 7,600 | 8,211 | 108% | 7,896 | |
| Surplus sale of equipment | 2,151 | 60,000 | 60,000 | 13,715 | 23% | 2,151 | |
| Other Miscellaneous | 49,134 | 80,075 | 80,075 | 18,839 | 24% | 37,494 | |
| Insurance Reimbursement | 5,495 | - | - | 8,797 | 0% | 46,617 | |
| Code Enforcement Liens | 1,857 | 1,000 | 1,000 | 4,738 | 474% | 1,857 | |
| Returned check charges | 278 | 2,000 | 2,000 | 263 | 13% | 286 | |
| Byrne Grant | 13,787 | - | - | 5,892 | 100% | 9,002 | |
| Police COPS Grant | 167,242 | 146,424 | 146,424 | 86,236 | 59% | 82,482 | |
| Other Grants | 4,000 | - | 1,632 | 1,632 | 100% | 3,625 | |
| Red Light Fines | - | 100,000 | 100,000 | 209,522 | 210% | - | 2 |
| Dog Park Donations | 3,941 | - | - | - | 0% | 3,941 | |
| ITF - Road & Transportation | - | 521,149 | 521,149 | 536,903 | 103% | - | |
| ITF -Hurricane Fund | 412,563 | - | - | - | 0% | 412,563 | |
| ITF - Sanitation Admin Fee | 350,000 | 410,376 | 410,376 | 307,782 | 75% | 210,750 | |
| ITF- Stormwater Admin Fee | 53,000 | 53,000 | 53,000 | 39,750 | 75% | 39,750 | |
| Appropriated fund balance | - | - | 466,305 | - | 0% | - | |
| TOTALS >>> | \$ 13,328,054 | \$ 14,141,973 | \$ 14,609,910 | \$ 11,426,496 | 78% | \$ 10,547,251 | |

III) EXPENDITURES

Chart C-Schedule of General Fund Budgeted and Projected Expenditures
For the Period Ending June 30, 2012
(75% OF YEAR COMPLETED)

| Department | FY2010-11 ACTUAL | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET | NOTES |
|-------------------------------------|---------------------|-----------------------|-------------------|--------------------|---------------------------|----------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 6/30/2012 | | |
| General Government: | | | | | | |
| Mayor & City Council | 107,219 | 104,401 | 114,302 | 75,089 | 66% | |
| Office of the City Manager | 756,070 | 718,961 | 689,572 | 578,380 | 84% | |
| Office of the City Clerk | 332,381 | 269,646 | 298,176 | 207,442 | 70% | |
| Office of the City Attorney | 144,513 | 141,000 | 156,000 | 113,882 | 73% | |
| Human Resource Department | 202,620 | 188,338 | 200,641 | 139,309 | 69% | |
| Finance-Administration | 698,878 | 633,336 | 590,223 | 426,400 | 72% | |
| Finance-Professional Services | - | - | 169,275 | 83,370 | 49% | |
| IT Department | 355,102 | 333,269 | 327,108 | 259,693 | 79% | |
| Planning Department | 160,512 | 131,420 | 143,620 | 95,730 | 67% | |
| Non-Departmental | 17 | - | - | 8 | 100% | |
| Total General Government | 2,757,312 | 2,520,371 | 2,688,917 | 1,979,303 | 74% | 1 |
| Public Safety: | | | | | | |
| Police Department | 5,352,455 | 5,399,857 | 5,476,395 | 4,189,902 | 77% | |
| Building, Zoning & Code Enforcement | 537,860 | 619,004 | 620,026 | 449,419 | 72% | |
| Total Public Safety | 5,890,315 | 6,018,861 | 6,096,421 | 4,639,321 | 76% | 1 |
| Public Works: | | | | | | |
| Public Works - Administration | 435,350 | 398,468 | 405,631 | 340,835 | 84% | |
| Public Works - Streets | 310,863 | 302,388 | 302,388 | 226,690 | 75% | |
| Public Works - Properties | 960,490 | 1,011,097 | 1,024,146 | 622,471 | 61% | |
| Public Works - Building Maintenance | 193,795 | 195,382 | 290,163 | 233,304 | 80% | |
| Public Works - Fleet Maintenance | 79,453 | 26,000 | 26,000 | 11,835 | 46% | |
| Total Public Works | 1,979,951 | 1,933,335 | 2,048,328 | 1,435,135 | 70% | 1 |
| Parks and Recreation: | | | | | | |
| Recreation | 1,373,297 | 1,437,640 | 1,584,484 | 1,111,579 | 70% | |
| Aquatics | 260,423 | 267,352 | 267,352 | 156,103 | 58% | |
| Tennis | 31,698 | 30,726 | 32,449 | 20,286 | 63% | |
| Park Maintenance | 133,739 | 109,698 | 107,277 | 62,213 | 58% | |
| Golf Administration | 24,070 | 22,596 | 22,596 | 16,044 | 71% | |
| Golf Pro Shop | 534,205 | 524,348 | 524,348 | 416,472 | 79% | |
| Golf Maintenance | 824,689 | 796,022 | 802,375 | 598,980 | 75% | |
| Total Parks and Recreation | 3,182,121 | 3,188,382 | 3,340,881 | 2,381,677 | 71% | |
| TOTAL GENERAL FUND EXPS. | 13,809,699 | 13,660,949 | 14,174,547 | 10,435,436 | 74% | 1 |
| Transfers to other funds | | | | | | |
| Debt Service fund | 306,919 | 313,205 | 313,205 | 234,904 | 75% | |
| Capital Fund | 475,000 | - | - | - | 0% | |
| Senior Center Fund | 132,564 | 167,820 | 167,820 | 67,924 | 40% | |
| Total Transfers Out: | 914,483 | 481,025 | 481,025 | 302,828 | 63% | 1 |
| Increase (decrease) in fund balance | (1,396,128) | - | - | - | | |
| TOTAL GENERAL FUND USES | 13,328,054 | 14,141,974 | 14,655,572 | 10,738,264 | 73% | |

III. EXPENDITURES

Notes to Expenditure Schedule:

- (1) All departments are within budget as of the end of the fiscal year. There are variances within some departments greater/less than 75%, however these fluctuations are based on seasonality and not on definite trends that will cause the department to be over budget later in the year. Any variances greater than 85% (if any) will be addressed by us herein.**

IV) FUNDS SUBSIDIZED BY GENERAL FUND

CHART D-CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-SENIOR CENTER
(75% OF YEAR COMPLETED)

| | FY2010-11 ACTUAL | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET |
|--|---------------------|-----------------------|-------------------|--------------------|---------------------------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 6/30/2012 | |
| Revenues: | | | | | |
| USDA C-1 | \$ 18,520 | \$ 13,130 | \$ 13,130 | \$ 8,089 | 62% |
| USDA C-2 | 9,524 | 8,150 | 8,150 | 13,742 | 169% |
| Local Grants C-1 | 94,060 | 77,752 | 77,752 | 71,657 | 92% |
| Local Grants C-2 | 52,125 | 52,048 | 52,048 | 38,027 | 73% |
| Local Grants III-B | 25,059 | 21,017 | 21,017 | 17,868 | 85% |
| CDBG Grant | 58,792 | - | - | 39,098 | 0% |
| Sales to Va Gardens | 14,775 | 14,345 | 14,345 | 12,843 | 90% |
| Donations | 3,242 | 1,610 | 1,610 | 4,454 | 277% |
| Misc Revenues | - | - | - | 782 | 0% |
| Total revenues | 276,097 | 188,052 | 188,052 | 208,560 | 110% |
| Expenditures: | | | | | |
| Administrative Costs | 149,822 | 151,711 | 151,711 | 108,704 | 72% |
| Catering and operating supplies | 137,525 | 149,396 | 149,396 | 92,332 | 62% |
| Operating Costs | 57,932 | 54,464 | 54,464 | 35,974 | 66% |
| Capital Outlay | 63,384 | 3,475 | 3,475 | 56,343 | 1621% |
| Total expenditures | 408,663 | 359,046 | 359,046 | 293,353 | 82% |
| Excess (deficiency) of revenues over expenditures | (132,566) | (170,994) | (170,994) | (86,793) | 51% |
| Other financing sources | | | | | |
| Transfers in | 132,564 | 167,820 | 167,820 | 67,924 | 40% |
| Total other financing sources | 132,564 | 167,820 | 167,820 | 67,924 | 40% |
| Net change in fund balance | (2) | (3,174) | (3,174) | (18,869) | 0% |
| Beginning fund balance | 18,871 | 18,869 | 18,869 | 18,869 | |
| Ending fund balance | \$ 18,869 | \$ 15,695 | \$ 15,695 | \$ - | |

**CHART H-CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-SANITATION
(75% OF YEAR COMPLETED)**

| | FY2010-11 ACTUAL | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|---------------------|-----------------------|-------------------|---------------------|---------------------------|-------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 6/30/2012 | | |
| Operating revenues: | | | | | | |
| Sanitation revenues | \$ 2,298,155 | \$ 2,248,626 | \$ 2,248,626 | \$ 1,895,456 | 84% | 1 |
| Total operating revenues | <u>2,298,155</u> | <u>2,248,626</u> | <u>2,248,626</u> | <u>1,895,456</u> | 84% | |
| Operating expenses: | | | | | | |
| Administrative costs | 1,143,552 | 1,163,431 | 1,163,431 | 923,546 | 79% | |
| Operations and maintenance | 234,180 | 309,506 | 309,506 | 201,271 | 65% | |
| Disposal costs | 618,343 | 721,789 | 721,789 | 409,178 | 57% | |
| Depreciation and amortization | 54,262 | 54,400 | 54,400 | 40,555 | 75% | |
| Total operating expenses | <u>2,050,337</u> | <u>2,249,126</u> | <u>2,249,126</u> | <u>1,574,550</u> | 70% | |
| Operating income (loss) | <u>247,818</u> | <u>(500)</u> | <u>(500)</u> | <u>320,906</u> | -64181% | |
| Nonoperating revenues (expenses): | | | | | | |
| Interest income | 632 | 500 | 500 | 687 | 0% | |
| Interest expense and fees | (7,755) | - | - | (4,561) | 100% | |
| Total nonoperating revenues (expenses) | <u>(7,123)</u> | <u>500</u> | <u>500</u> | <u>(3,874)</u> | 0% | |
| Income (Loss) before transfers | <u>240,695</u> | <u>-</u> | <u>-</u> | <u>317,032</u> | 100% | |
| Change in net assets | <u>240,695</u> | <u>-</u> | <u>-</u> | <u>317,032</u> | 100% | 1 |
| Total net assets, October 1 | <u>721,670</u> | <u>962,365</u> | <u>962,365</u> | <u>962,365</u> | | |
| Total net assets, September 30 | <u>\$ 962,365</u> | <u>\$ 962,365</u> | <u>\$ 962,365</u> | <u>\$ 1,279,397</u> | | |

Note:

Collection of 39% of revenues is a result of the trash bills now being a part of the property tax bill which is mostly collected between October and March of each fiscal year.

**CHART I-CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-STORMWATER
FOR THE PERIOD ENDING JUNE 30, 2012
(75% OF YEAR COMPLETED)**

| | FY2010-11 <u>ACTUAL</u> | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET | NOTES |
|---------------------------------------|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 6/30/2012</u> | | |
| Operating revenues: | | | | | | |
| Residential Class I | \$ 299,176 | \$ 250,000 | \$ 250,000 | \$ 189,571 | 76% | |
| Total operating revenues | <u>299,176</u> | <u>250,000</u> | <u>250,000</u> | <u>189,571</u> | 76% | |
| Operating expenses: | | | | | | |
| Administrative costs | 139,653 | 140,325 | 140,325 | 107,720 | 77% | |
| Operations and maintenance | 109,504 | 166,281 | 166,281 | 62,107 | 37% | |
| Depreciation and amortization | 142,664 | 142,665 | 142,665 | 111,733 | 78% | |
| Total operating expenses | <u>391,821</u> | <u>449,271</u> | <u>449,271</u> | <u>281,560</u> | 63% | |
| Operating income (loss) | <u>(92,645)</u> | <u>(199,271)</u> | <u>(199,271)</u> | <u>(91,989)</u> | 46% | |
| Nonoperating revenues (expenses): | | | | | | |
| Interest & other income | 465 | 500 | 500 | 272 | 54% | |
| Interest expense and fees | <u>(2,277)</u> | <u>(2,300)</u> | <u>(2,300)</u> | <u>(1,440)</u> | 63% | |
| Total nonoperating revenues (exp) | <u>(1,812)</u> | <u>(1,800)</u> | <u>(1,800)</u> | <u>(1,168)</u> | 65% | |
| Income (Loss) before transfers | <u>(94,457)</u> | <u>(201,071)</u> | <u>(201,071)</u> | <u>(93,157)</u> | 46% | |
| Change in net assets | <u>(94,457)</u> | <u>(201,071)</u> | <u>(201,071)</u> | <u>(93,157)</u> | 46% | |
| Total net assets, October 1 | <u>3,164,329</u> | <u>3,069,872</u> | <u>3,069,872</u> | <u>3,069,872</u> | | |
| Total net assets, September 30 | <u>\$ 3,069,872</u> | <u>\$ 2,868,801</u> | <u>\$ 2,868,801</u> | <u>\$ 2,976,715</u> | | |

Notes:

INVESTMENT SCHEDULE

Jun-12

| <u>Institution</u> | <u>Acct#</u> | <u>Principal Amount</u> |
|------------------------------|--------------|-----------------------------|
| BB&T Money Market | | \$ 6,409,647.00 |
| Subtotal BB&T | | \$ 6,409,647.00 |
| SBA (Pool B) | 221371 | \$ 101,772.00 |
| Reserve for loss | | \$ (18,450.00) |
| Subtotal SBA | | \$ 83,322.00 |
| Total all investments | | \$ 6,492,969.00 |

CASH ON HAND-OPERATING ACCOUNTS:

| | |
|---|-----------------------|
| <i>BB&T Cash on hand-Operating Acct</i> | 1,312,567.00 |
| Total Cash on hand as of 6/30/12 | \$1,312,567.00 |
| Total Investments and cash on hand | \$7,805,536.00 |

RESTRICTED CASH:

| | |
|------------------------------------|---------------|
| BB&T CD-LETF | \$ 825,371.00 |
| (Law Enforcement Trust-restricted) | \$ 825,371.00 |

VII) ANALYSIS OF CHARGES FOR SERVICES

Chart J-Schedule of Building & Zoning/Code Enforcement
 Comparative for the periods ending March 31, 2011 AND 2012
 (50% OF YEAR COMPLETED)

| Charges for Services: | YTD 6/30/12 | | YTD 6/30/11 | | |
|--|------------------|-------------------------|-----------------|-------------------------|-----------------------|
| | <u>Building</u> | <u>Code Enforcement</u> | <u>Building</u> | <u>Code Enforcement</u> | |
| Occupational Licenses - City | | \$ 86,956 | | \$ 72,276 | |
| Occupational Licenses - County | | 10,240 | | 10,303 | |
| Building Permits | 118,130 | | 107,865 | | |
| Electrical Permits | 23,183 | | 45,724 | | |
| Plumbing Permits | 20,833 | | 96,637 | | |
| Roofing Permits | 30,640 | | 21,525 | | |
| Mechanical Permits | 17,928 | | 48,950 | | |
| Zoning Permits | 700 | | 3,550 | | |
| Certification of Completions | 1,465 | | 925 | | |
| Structural Permits | 14,111 | | 11,625 | | |
| Other Permits | 83,897 | | 71,919 | | |
| Re-Occupancy | 9,800 | | - | | |
| Code Enforcement tickets | | 12,500 | | 30,750 | |
| Total Fees Collected | 320,687 | 89,696 | 408,720 | 113,329 | |
| Expenditures: | | | | | |
| Personnel | 217,882 | 122,510 | 167,159 | 98,667 | |
| Inspector Costs | 24,350 | | 69,958 | - | |
| Operating costs | 62,891 | 20,964 | 17,713 | 5,905 | 25% of total expenses |
| Capital outlay | 1,022 | | - | - | |
| Indirect costs from allocation | 227,531 | | 232,739 | - | |
| Total expenditures | 533,476 | 143,474 | 487,569 | 104,572 | |
| Excess charges for services over expenditures | (212,789) | (53,778) | (78,849) | 8,757 | |

The purpose of this report is to show if the charges being collected by the building & zoning /code enforcement departments are more than sufficient to cover the operating expenditures of these departments.

**Chart K-Schedule of Recreation Department Operations
 Period Ending June 30, 2012
 (75% OF YEAR COMPLETED)**

| Charges for Services: | Admin | Pool | Tennis | Maintenance | YTD as of 6/30/2012 | YTD as of 6/30/2011 |
|--|---------------------|--------------------|--------------------|--------------------|------------------------|------------------------|
| After School Programs | 33,501 | - | - | - | \$ 33,501 | \$ 94,597 |
| SWIM MEETS/TEAM RENTAL | - | - | 9,911 | - | 9,911 | 32,487 |
| Swimming Pool Admissions | - | 40,527 | - | - | 40,527 | 7,762 |
| Swim Lessons | - | - | - | - | - | 9,060 |
| Annual Daddy/Daughter Dance | 3,263 | - | - | - | 3,263 | 21,744 |
| Pelican theatre | 6,149 | - | - | - | 6,149 | 25,190 |
| Vending Machines | 1,725 | - | - | - | 1,725 | 2,913 |
| Fireworks-VG | - | - | - | - | - | 2,065 |
| Summer Camp | 118,013 | - | - | - | 118,013 | 37,364 |
| Summer Camp Activity Fee | 16,900 | - | - | - | 16,900 | 4,486 |
| Senior Center Rental | - | - | - | - | - | 2,220 |
| Fitness Room Membership | 33,831 | - | - | - | 33,831 | 420 |
| Gym Admission Fees | - | - | - | - | - | 2,264 |
| Gym Memberships | - | - | - | - | - | 4,319 |
| Yoga Classes | 13,570 | - | - | - | 13,570 | 19,330 |
| Annual Turkey Trot | 1,210 | - | - | - | 1,210 | 2,944 |
| Basketball Fees | 22,970 | - | - | - | 22,970 | 3,350 |
| Other activities | 2,725 | - | - | - | 2,725 | 8,983 |
| Pool Rental | - | 23,522 | - | - | 23,522 | 10,414 |
| Pool Memberships | - | - | - | - | - | 920 |
| Jazzercise | 2,944 | - | - | - | 2,944 | - |
| Total Fees Collected | 256,801 | 73,960 | - | - | 330,761 | 292,832 |
| Expenditures: | | | | | | |
| Personnel | 467,091 | 102,737 | - | - | 569,828 | 520,612 |
| Operating costs | 392,319 | 53,366 | 20,286 | 62,213 | 528,184 | 514,873 |
| Debt Service | 140,551 | - | - | - | 140,551 | 165,384 |
| Capital outlay | 111,618 | - | - | - | 111,618 | 124,427 |
| Total expenditures | 1,111,579 | 156,103 | 20,286 | 62,213 | 1,350,181 | 1,325,296 |
| Excess exp. over charges for services | \$ (854,778) | \$ (82,143) | \$ (20,286) | \$ (62,213) | \$ (1,019,420) | \$ (1,032,464) |

Percentage of expenditures collected in fees

24.5%

NOTES TO STATEMENTS:

VIII) OTHER FUNDS

CHART L-CITY OF MIAMI SPRINGS
 ACTUAL VS BUDGET REPORT-ROAD & TRANSPORTATION
 (75% OF YEAR COMPLETED)

| | FY2010-11 ACTUAL | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|---------------------|-----------------------|-------------------|--------------------|---------------------------|-------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 6/30/2012 | | |
| Revenues: | | | | | | |
| Peoples Transportation Tax | 418,043 | 372,000 | 372,000 | 212,850 | 57% | |
| Charges for services | 12,983 | 12,000 | 12,000 | 11,105 | 100% | |
| Misc Revenues-Interest | 526 | 1,000 | 1,000 | 55 | 100% | |
| Total revenues | 431,552 | 385,000 | 385,000 | 224,010 | 58% | |
| Expenditures: | | | | | | |
| Administrative | 94,803 | 91,935 | 91,935 | 70,435 | 77% | |
| Contractual/Professional Services | 168,856 | 194,473 | 194,473 | 107,062 | 55% | |
| Repairs and maintenance | 463,513 | 460,000 | 460,000 | 131,173 | 29% | |
| Operating Supplies/Road Materials | 3,651 | 5,000 | 5,000 | 449 | 9% | |
| Capital Outlay-Machinery | 58,436 | 36,352 | 36,352 | 39,292 | 0% | |
| Total expenditures | 789,259 | 787,760 | 787,760 | 348,411 | 44% | |
| Excess (deficiency) of revenues over expenditures | (357,707) | (402,760) | (402,760) | (124,401) | 31% | |
| Other financing sources | | | | | | |
| Transfers out | (130,252) | (521,153) | (521,153) | (521,153) | 0% | |
| Total other financing sources | (130,252) | (521,153) | (521,153) | (521,153) | 0% | |
| Net change in fund balance | (487,959) | (923,913) | (923,913) | (645,554) | | |
| Beginning fund balance | 1,421,924 | 933,965 | 933,965 | 933,965 | | |
| Ending fund balance | \$ 933,965 | \$ 10,052 | \$ 10,052 | \$ 288,411 | | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-LAW ENFORCEMENT TRUST FUND
(75% OF YEAR COMPLETED)**

| | FY2010-11 <u>ACTUAL</u> | FISCAL YEAR 2011-2012 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 6/30/2012</u> | | |
| Revenues: | | | | | | |
| Fines and Forfeitures | 23,352 | | | 45,616 | 100% | |
| Interest Income | <u>5,004</u> | <u>10,000</u> | <u>10,000</u> | <u>-</u> | 0% | |
| Total revenues | <u>28,356</u> | <u>10,000</u> | <u>10,000</u> | <u>45,616</u> | 456% | |
| Expenditures: | | | | | | |
| Administration Expenses | 72,101 | 122,353 | 122,353 | 70,821 | 58% | |
| Police education | 11,329 | 20,000 | 20,000 | 1,096 | 5% | |
| Capital Outlay-Vehicles | <u>72,904</u> | <u>-</u> | <u>-</u> | <u>6,373</u> | 0% | |
| Total expenditures | <u>156,334</u> | <u>142,353</u> | <u>142,353</u> | <u>78,290</u> | 55% | |
| Excess (deficiency) of revenues over expenditures | <u>(127,978)</u> | <u>(132,353)</u> | <u>(132,353)</u> | <u>(32,674)</u> | 25% | |
| Net change in fund balance | (127,978) | (132,353) | (132,353) | (32,674) | | |
| Beginning fund balance | <u>1,015,477</u> | <u>887,499</u> | <u>887,499</u> | <u>887,499</u> | | |
| Ending fund balance | \$ 887,499 | \$ 755,146 | \$ 755,146 | \$ 854,825 | | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-CAPITAL FUND
(75% OF YEAR COMPLETED)**

| | FY2010-11 <u>ACTUAL</u> | FISCAL YEAR 2011-12 | | AS OF 6/30/2012 | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|--------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | | | |
| Revenues: | | | | | | |
| Intergovernmental | \$ 1,046,860 | \$ - | \$ - | \$ 166,699 | 100% | |
| Total revenues | <u>1,046,860</u> | <u>-</u> | <u>-</u> | <u>166,699</u> | 100% | |
| Expenditures: | | | | | | |
| General government | 45,986 | - | - | 10,919 | 0% | |
| Capital Outlay | <u>1,484,800</u> | <u>-</u> | <u>193,528</u> | <u>227,882</u> | 118% | |
| Total expenditures | <u>1,530,786</u> | <u>-</u> | <u>193,528</u> | <u>238,801</u> | 123% | |
| Excess (deficiency) of revenues over expenditures | <u>(483,926)</u> | <u>-</u> | <u>(193,528)</u> | <u>(72,102)</u> | 0% | |
| Other financing sources | | | | | | |
| Transfers in | <u>556,028</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Total other financing sources | <u>556,028</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Change in fund balance | <u>72,102</u> | <u>-</u> | <u>(193,528)</u> | <u>(72,102)</u> | 0% | |
| Beginning fund balance | <u>-</u> | <u>72,102</u> | <u>72,102</u> | <u>72,102</u> | | |
| Ending fund balance | <u>72,102</u> | <u>72,102</u> | <u>(121,426)</u> | <u>\$ -</u> | | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-DEBT SERVICE FUND
(75% OF YEAR COMPLETED)**

| | FY2010-11 <u>ACTUAL</u> | FISCAL YEAR 2011-12 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 6/30/2012</u> | | |
| Revenues: | | | | | | |
| Property Taxes | \$ 382,947 | \$ - | \$ - | \$ - | 0% | |
| Total revenues | <u>382,947</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Expenditures: | | | | | | |
| Principal Payments | 476,305 | 427,598 | 427,598 | 398,763 | 93% | |
| Interest Payments | 189,025 | 141,880 | 141,880 | 94,589 | 67% | |
| Administrative | 13,450 | - | - | - | 0% | |
| Total expenditures | <u>678,780</u> | <u>569,478</u> | <u>569,478</u> | <u>493,352</u> | 87% | |
| Excess (deficiency) of revenues over expenditures | <u>(295,833)</u> | <u>(569,478)</u> | <u>(569,478)</u> | <u>(493,352)</u> | 87% | |
| Other financing sources | | | | | | |
| Transfers in | 306,919 | 569,478 | 569,478 | 389,609 | 68% | |
| Total other financing sources | <u>306,919</u> | <u>569,478</u> | <u>569,478</u> | <u>389,609</u> | 68% | |
| Net change in fund balance | <u>11,086</u> | <u>-</u> | <u>-</u> | <u>(103,743)</u> | 100% | |
| Beginning fund balance | <u>100,431</u> | <u>111,517</u> | <u>111,517</u> | <u>111,517</u> | | |
| Ending fund balance | <u>111,517</u> | <u>111,517</u> | <u>111,517</u> | <u>\$ 7,774</u> | 100% | |

**CITY OF MIAMI SPRINGS
PROPOSED GENERAL FUND BALANCE DESIGNATIONS
PROJECTED FISCAL YEAR 2011-2012**

| DESIGNATION | Balance 9/30/2011 | FY2011-12 | | Balance 9/30/2012 |
|--|------------------------------|------------------|-------------------|--|
| | | Additions | Reductions | |
| Parks and Recreation: | | | | |
| Gymnasium/Recreation building | \$ 53,636 | - | 53,636 | \$ - |
| Total Recreation Designations | 53,636 | - | 53,636 | - |
| Senior Center: | | | | |
| Senior Center Building | 180,000 | - | 32,163 | 147,837 |
| Senior Center Van | - | - | - | - |
| Total Senior Center Designations | 180,000 | - | 32,163 | 147,837 |
| Downtown Revitalization | 136,735 | - | 18,500 | 118,235 |
| Contingency-Hurricane Costs | 500,000 | - | - | 500,000 |
| Pool improvements | 260,133 | - | - | 260,133 |
| Total proposed designations | \$ 1,130,504 | \$ - | \$ 104,299 | \$ 1,026,205 |
| Encumbrances appropriated FY2012 | \$ 273,274 | \$ - | - | \$ 273,274 |
| Total Available Fund Balance | 4,903,778 | - | 104,299 | 4,799,479 |
| Unrestricted, Undesignated fund Balance | 3,500,000 | | | 3,500,000 |
| | | | | 25% of FY11-12 Budgeted expenditures..... |
| | | | | \$ 3,500,000 |
| | | | | Excess(deficit) funds available for designation |
| | | | | \$ - |

CITY OF MIAMI SPRINGS



Finance Department
 201 Westward Drive
 Miami Springs, FL 33166-5289
 Phone: (305) 805-5014
 Fax: (305) 805-5037

TO: The Honorable Mayor Xavier Garcia and Members of the City Council

VIA: Ron Gorland, City Manager

FR: William Alonso, CPA, CGFO, Assistant City Manager/Finance Director

DATE: July 10, 2012

SUBJECT: Golf Course (UNAUDITED) Financials for the nine months ending June 30, 2012.

Attached hereto are the unaudited financial reports for the Golf Course Fund for the nine months ending June 30, 2012. As in the past, the report is divided into three sections as follows: 1) Section A is a comparative profit and loss statement for the quarters ending June 30 for fiscal years 2012, 2011, and 2010. 2) Section B is a fiscal year-to-date actual to budget comparison for FY2012. 3) Section C is the FY 2012 year-to-date rounds report.

Key Financial Indicators

The following are key year-to-date indicators from pages A-1, A-2, and C-1 of the attached report.

| | <u>Ending</u> <u>6/30/2012</u> | <u>Ending</u> <u>6/30/2011</u> | <u>% Change</u> <u>From 6/30/11</u> | <u>Ending</u> <u>6/30/2010</u> | <u>% Change</u> <u>From 6/30/10</u> |
|--------------------------------------|-----------------------------------|-----------------------------------|--|-----------------------------------|--|
| <u>Golf Operations:</u> | | | | | |
| Total Revenues | 881,795 | 828,399 | 6.4% | 862,644 | 2.2% |
| Operating Profit (Loss) | (133,657) | (234,583) | -43.0% | (195,129) | -31.5% |
| Profit(Loss)including non-golf costs | (149,701) | (252,347) | -40.7% | (220,264) | -32.0% |
| Pro Shop Costs | 416,471 | 391,079 | 6.5% | 384,937 | 8.2% |
| Maintenance Costs | 584,827 | 572,954 | 2.1% | 608,703 | -3.9% |
| Total Rounds Played | 28,429 | 26,875 | 5.8% | 28,308 | 0.4% |
| Total Greens Revenues | 717,628 | 660,940 | 8.6% | 681,489 | 5.3% |
| Average per Round | 25.24 | 24.59 | 2.6% | 24.07 | 4.9% |
| Memberships Sold | 48,150 | 64,690 | -25.6% | 86,407 | -44.3% |
| Driving Range revenues | 80,945 | 75,556 | 7.1% | 67,396 | 20.1% |

Key Financial Indicators (continued)

As you can see from this matrix, the golf operation is showing improvements from the prior year. Total YTD revenues are up 6.4% from last year, rounds have increased by 5.8%, driving range revenues are up 7.1%, however memberships sold are still lagging behind and have dropped almost 26% from last year.

I have also included in this matrix the indicators for the fiscal year ended June 30, 2010. As you can see from this matrix, greens revenues are up 5.3% from FY2010, driving range revenues are up 20.1%, and our average per round is up 4.9% from FY2010.

On the cost side, YTD maintenance costs are up 2.1% from last year. Pro shop costs are up 6.5% from last year. The operating loss is \$140,765 compared to a loss of \$234,583 last year. Costs in both areas are slightly up due to the increased rounds, driving range activity, and merchandise sales. This can be seen at the pro shop by the increases in merchandise, credit card fees, range supplies, and electricity. Rentals and leases is higher since in March we paid the annual property taxes. Maintenance is higher in contractual services due to increased manpower needs related to increase rounds and activity.

The total bottom line YTD loss is \$149,701 compared to a loss of \$252,347 last year and a loss of \$220,264 for the same period of FY2010. **The bottom line YTD loss of \$149,701 means that a subsidy would be required from the General Fund for the fiscal year just ended.**

Page A-1 is a comparative profit and loss for the nine months ended 6/30/12, 6/30/11, and 6/30/10.

Page A-2 is a comparative profit and loss for nine months ended 6/30/12, 6/30/11, and 6/30/10 for the pro shop operation only. The total YTD loss for the current year is \$133,657 compared to losses of \$234,583 as of 6/30/11 and \$195,129 as of 6/30/10.

Page B-1 provides an actual to budget comparison for the current fiscal year. We are currently reporting a total YTD loss as of June 30, 2012 of 149,701 compared to a budgeted loss of \$156,241. Page B-2 shows the pro shop operation for the period, the loss is \$140,765 compared to a budgeted loss of 133,645.

Page C-1 is an analysis of rounds played for the first nine months of the fiscal year shows a 5.8% increase in rounds played and a corresponding 8.6% increase in greens revenues. Our average per round is \$25.24 compared to \$24.59 for the same period last year. We have a total of 28,429 rounds played in the period compared to 26,875 for same period of FY2011.

**CITY OF MIAMI SPRINGS, FLORIDA
ACTUAL VS ACTUAL-PRO SHOP OPERATIONS
FOR THE PERIOD ENDING:**

| | <u>6/30/2012</u> | <u>6/30/2011</u> | <u>6/30/2010</u> |
|---|------------------|------------------|------------------|
| TOTAL PRO-SHOP AND GOLF COURSE- REVENUES | <u>881,795</u> | <u>828,399</u> | <u>862,644</u> |
| TOTAL PERSONNEL SERVICES | 202,297 | 208,263 | 202,061 |
| TOTAL OPERATING EXPENDITURES | <u>799,001</u> | <u>755,770</u> | <u>791,579</u> |
| TOTAL MANAGEMENT OPERATING EXPENDITURES | <u>1,001,298</u> | <u>964,033</u> | <u>993,640</u> |
| NET MANAGEMENT EXCESS OF EXP. OVER REV. | <u>(119,503)</u> | <u>(135,634)</u> | <u>(130,996)</u> |

OTHER COSTS ASSOCIATED WITH OPERATIONS OF THE GOLF COURSE:

| | | | |
|--|---------------------|---------------------|---------------------|
| ADMINISTRATIVE EXPENSES | 16,044 | 17,764 | 25,135 |
| IMPROVEMENTS O/T BUILDINGS - ADMIN. | - | 3,441 | - |
| DEBT SERVICE PAYMENT-MAINTENANCE | 14,154 | 46,147 | 64,133 |
| MACHINERY & EQUIPMENT-MAINTENANCE | <u>-</u> | <u>49,361</u> | <u>-</u> |
| TOTAL OTHER COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>30,198</u> | <u>116,713</u> | <u>89,268</u> |
| EXCESS EXPENDITURES OVER REVENUES | <u>\$ (149,701)</u> | <u>\$ (252,347)</u> | <u>\$ (220,264)</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
ACTUAL VS ACTUAL-PRO SHOP OPERATIONS
FOR THE PERIOD ENDING:**

| | <u>6/30/2012</u> | <u>6/30/2011</u> | <u>6/30/2010</u> |
|--|----------------------------|----------------------------|----------------------------|
| REVENUES | | | |
| GREEN FEES | \$ 642,206 | \$ 611,384 | \$ 624,909 |
| MEMBERSHIPS | 32,906 | 43,571 | 61,058 |
| CART REVENUES | 75,422 | 49,556 | 56,580 |
| RANGE FEES | 80,945 | 75,556 | 67,396 |
| GOLF - OTHER REVENUES | 8,904 | 15,457 | 17,086 |
| MERCHANDISE SALES | 41,412 | 32,875 | 35,615 |
| TOTAL PRO SHOP REVENUES | <u>881,795</u> | <u>828,399</u> | <u>862,644</u> |
| PERSONNEL EXPENSES | | | |
| REGULAR SALARIES | 84,117 | 81,991 | 69,127 |
| PART TIME SALARIES | 84,929 | 94,533 | 109,061 |
| OVERTIME | - | 46 | 197 |
| SEASONAL & OTHER | - | - | 56 |
| FICA TAXES | 12,932 | 14,186 | 13,647 |
| PENSION | 9,484 | 8,482 | 4,256 |
| MEDICAL INSURANCE | 9,539 | 7,315 | 4,376 |
| WORKER'S COMPENSATION | 1,296 | 1,710 | 1,341 |
| TOTAL PERSONNEL SERVICES | <u>202,297</u> | <u>208,263</u> | <u>202,061</u> |
| OPERATING EXPENSES | | | |
| CONTRACTUAL SERVICES | 7,353 | 9,406 | 11,530 |
| RENTALS AND LEASES | 49,437 | 47,330 | 47,076 |
| REPAIRS AND MAINTENANCE | 3,693 | 7,719 | 19,938 |
| PRINTING AND BINDING | 2,962 | 3,250 | - |
| PROMOTIONS & ADVERTISING | 31,300 | 16,623 | 12,640 |
| OTHER CHARGES - BANK & CREDIT CARD CHARGES | 32,401 | 26,847 | 18,497 |
| OPERATING SUPPLIES | 7,109 | 4,972 | 5,034 |
| UTILITY SERVICES-ELECTRICITY | 22,527 | 19,226 | 17,185 |
| UTILITY SERVICES-WATER | 352 | 418 | 123 |
| LIABILITY INSURANCE | 8,872 | 9,594 | 9,792 |
| TELECOMMUNICATIONS | 11,331 | 7,051 | 6,854 |
| MERCHANDISE | 25,109 | 23,672 | 25,753 |
| DRIVING RANGE | 8,952 | 4,841 | 5,937 |
| OFFICE SUPPLIES | 1,819 | 1,016 | 1,750 |
| DUES AND MEMBERSHIPS | 957 | 851 | 767 |
| MAINTENANCE (Department Total) | 584,827 | 572,954 | 608,703 |
| TOTAL OPERATING EXPENDITURES | <u>799,001</u> | <u>755,770</u> | <u>791,579</u> |
| TOTAL PRO SHOP OPERATION EXPENDITURES | <u>1,001,298</u> | <u>964,033</u> | <u>993,640</u> |
| OPERATING PROFIT (LOSS) BEFORE OTHER COSTS | <u>(119,503)</u> | <u>(135,634)</u> | <u>(130,996)</u> |
| OTHER COSTS ASSOCIATED WITH OPERATIONS OF THE PRO-SHOP | | | |
| DEBT SERVICE PAYMENT-MAINTENANCE | 14,154 | 46,147 | 64,133 |
| IMPROVEMENT O/T BUILDINGS - MAINTENANCE | - | 49,361 | - |
| TOTAL OTHER COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>14,154</u> | <u>98,949</u> | <u>64,133</u> |
| NET PROFIT (LOSS) | <u>\$ (133,657)</u> | <u>\$ (234,583)</u> | <u>\$ (195,129)</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
GOLF COURSE
ACTUAL VS ACTUAL- MAINTENANCE EXPENSES
FOR THE PERIOD ENDING:**

MAINTENANCE

| | <u>6/30/2012</u> | <u>6/30/2011</u> | <u>6/30/2010</u> |
|-----------------------------------|-------------------|-------------------|---------------------|
| PERSONAL SERVICES | | | |
| REGULAR SALARIES | \$ 48,580 | \$ 48,355 | \$ 87,322 |
| OVERTIME | - | - | 514 |
| PAYROLL TAXES | 3,716 | 3,699 | 6,580 |
| PENSION | 5,479 | 5,109 | 5,376 |
| MEDICAL INSURANCE | 4,800 | 4,628 | 10,381 |
| UNEMPLOYMENT COMPENSATION | - | 6,358 | 3,230 |
| WORKER'S COMPENSATION | 774 | 1,044 | 656 |
| TOTAL PERSONAL SERVICES | <u>63,349</u> | <u>69,193</u> | <u>114,059</u> |
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES | - | 82 | 1,753 |
| CONTRACTUAL SERVICES | 286,870 | 249,396 | 258,625 |
| REPAIRS AND MAINTENANCE | 36,444 | 40,438 | 41,730 |
| UTILITY SERVICES-ELECTRICITY | 23,908 | 22,533 | 26,936 |
| UTILITY SERVICES-WATER | 6,328 | 4,054 | 3,770 |
| OPERATING SUPPLIES | 124,955 | 141,303 | 123,783 |
| FUEL, OILS, LUBRICANTS | 28,494 | 28,959 | 21,662 |
| LIABILITY INSURANCE | 6,345 | 7,344 | 8,802 |
| TELECOMMUNICATIONS | 454 | 480 | 403 |
| DUES AND SUBSCRIPTIONS | - | - | 300 |
| UNIFORMS | 911 | 828 | 1,246 |
| RENTALS AND LEASES | 6,769 | 8,344 | 5,634 |
| TOTAL OPERATING EXPENSES : | <u>521,478</u> | <u>503,761</u> | <u>494,644</u> |
| IMPROVEMENT O/T BUILDINGS | - | - | 360,960 |
| MACHINERY AND EQUIPMENT | - | 49,361 | 81,108 |
| TOTAL CAPITAL OUTLAY : | <u>-</u> | <u>49,361</u> | <u>442,068</u> |
| PRINCIPAL PAYMENTS | 14,154 | 46,147 | 64,133 |
| INTEREST | - | - | - |
| TOTAL DEBT SERVICE | <u>14,154</u> | <u>46,147</u> | <u>64,133</u> |
| TOTAL MAINTENANCE | <u>\$ 598,981</u> | <u>\$ 668,462</u> | <u>\$ 1,114,904</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
GOLF COURSE
ACTUAL VS ACTUAL- ADMINISTRATION EXPENSES
FOR THE PRIOD ENDING:**

| <u>ADMINISTRATION</u> | <u>6/30/2012</u> | <u>6/30/2011</u> | <u>6/30/2010</u> |
|-----------------------------------|------------------|------------------|------------------|
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES - LEGAL | - | 108 | 479 |
| CONTRACTUAL SERVICES | - | 405 | 451 |
| UTILITY SERVICES-ELECTRICITY | 7,125 | 6,758 | 6,690 |
| REPAIRS AND MAINTENANCE | - | 943 | 794 |
| TELEPHONE | - | - | 530 |
| RISK MANAGEMENT | 8,919 | 8,262 | 16,191 |
| LICENSES AND FEES | - | - | - |
| TOTAL OPERATING EXPENSES : | <u>16,044</u> | <u>17,764</u> | <u>25,135</u> |
| TOTAL ADMINISTRATION | <u>\$ 16,044</u> | <u>\$ 17,764</u> | <u>\$ 25,135</u> |

CITY OF MIAMI SPRINGS, FLORIDA
 GOLF & COUNTRY CLUB
 ACTUAL VERSUS BUDGET
 FOR THE PERIOD ENDING 6/30/12

| | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Variance Positive (Negative)</u> |
|--|---------------------------|---------------------------|---|
| TOTAL PRO-SHOP- REVENUES | <u>881,795</u> | <u>1,193,078</u> | <u>(311,283)</u> |
| TOTAL OPERATING EXPENDITURES | <u>1,001,298</u> | <u>1,307,851</u> | <u>306,553</u> |
| OPERATING PROFIT (LOSS) BEFORE CAPITAL EXPENDITURES AND DEBT SERVICE PAYMENTS | <u>(119,503)</u> | <u>(114,773)</u> | <u>(4,730)</u> |
| <u>OTHER REVENUES, TRANSFERS, AND EXPENDITURES:</u> | | | |
| DEBT SERVICE PAYMENT-MAINTENANCE IMPROVEMENTS O/T BUILDINGS - MAINTENANCE | <u>14,154</u> <u>-</u> | <u>18,872</u> <u>-</u> | <u>4,718</u> <u>-</u> |
| TOTAL CAPITAL EXPENDITURES AND DEBT SERVICE PAYMENTS | <u>14,154</u> | <u>18,872</u> | <u>4,718</u> |
| OPERATING PROFIT (LOSS) BEFORE NON-OPERATING COSTS | <u>(133,657)</u> | <u>(133,645)</u> | <u>(12)</u> |
| <u>NON-OPERATING COSTS:</u> | | | |
| CITY ADMINISTRATIVE EXPENSES | <u>16,044</u> | <u>22,596</u> | <u>6,552</u> |
| TOTAL OTHER NON-OPERATING COSTS | <u>16,044</u> | <u>22,596</u> | <u>6,552</u> |
| OPERATING PROFIT (LOSS) | <u>\$ (149,701)</u> | <u>\$ (156,241)</u> | <u>\$ 6,540</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
ACTUAL VS BUDGET-PRO SHOP OPERATIONS
FOR THE PERIOD ENDING 6/30/12**

| | <u>YTD ACTUAL</u> | <u>YTD BUDGET</u> | <u>Variance Positive (Negative)</u> |
|---|----------------------------|----------------------------|---|
| REVENUES | | | |
| GREEN FEES | \$ 642,206 | \$ 854,728 | \$ (212,522) |
| MEMBERSHIPS | 32,906 | 83,438 | (50,532) |
| CART REVENUES | 75,422 | 86,247 | (10,825) |
| RANGE FEES | 80,945 | 99,615 | (18,670) |
| GOLF - OTHER REVENUES | 8,904 | 11,273 | (2,369) |
| MERCHANDISE SALES | <u>41,412</u> | <u>57,777</u> | <u>(16,365)</u> |
| TOTAL PRO SHOP REVENUES | <u>881,795</u> | <u>1,193,078</u> | <u>(311,283)</u> |
| PERSONNEL EXPENSES | | | |
| REGULAR SALARIES | 84,117 | 117,915 | 33,798 |
| PART TIME SALARIES | 84,929 | 111,755 | 26,826 |
| FICA TAXES | 12,932 | 16,660 | 3,728 |
| PENSION | 9,484 | 12,652 | 3,168 |
| MEDICAL INSURANCE | 9,539 | 12,735 | 3,196 |
| WORKER'S COMPENSATION | 1,296 | 1,723 | 427 |
| UNEMPLOYMENT COMPENSATION | - | - | - |
| TOTAL PERSONNEL SERVICES | <u>202,297</u> | <u>273,440</u> | <u>71,143</u> |
| OPERATING EXPENSES | | | |
| CONTRACTUAL & PROFESSIONAL SERVICES | 7,353 | 11,200 | 3,847 |
| RENTALS AND LEASES | 49,437 | 62,160 | 12,723 |
| REPAIRS AND MAINTENANCE | 3,693 | 11,000 | 7,307 |
| PRINTING AND BINDING | 2,962 | 5,250 | 2,288 |
| PROMOTIONS & ADVERTISING | 31,300 | 34,650 | 3,350 |
| OTHER CHARGES - BANK & CREDIT CARD CHARGES | 32,401 | 29,700 | (2,701) |
| OPERATING SUPPLIES | 7,109 | 6,000 | (1,109) |
| UTILITY SERVICES-ELECTRICITY | 22,527 | 25,117 | 2,590 |
| UTILITY SERVICES-WATER | 352 | 415 | 63 |
| LIABILITY INSURANCE | 8,872 | 11,493 | 2,621 |
| TELECOMMUNICATIONS | 11,331 | 10,916 | (415) |
| MERCHANDISE | 25,109 | 32,500 | 7,391 |
| DRIVING RANGE | 8,952 | 8,000 | (952) |
| OFFICE SUPPLIES | 1,819 | 2,000 | 181 |
| DUES AND MEMBERSHIPS | 957 | 507 | (450) |
| MAINTENANCE (Department Total) | <u>584,827</u> | <u>783,503</u> | <u>198,676</u> |
| TOTAL OPERATING EXPENDITURES | <u>799,001</u> | <u>1,034,411</u> | <u>235,410</u> |
| TOTAL PRO SHOP OPERATION EXPENDITURES | <u>1,001,298</u> | <u>1,307,851</u> | <u>306,553</u> |
| OPERATING PROFIT (LOSS) BEFORE OTHER COSTS | <u>(119,503)</u> | <u>(114,773)</u> | <u>(4,730)</u> |
| OTHER (REVENUES) COSTS ASSOCIATED WITH OPERATIONS OF THE PRO-SHOP | | | |
| TRANSFERS TO DEBT SERVICE FUND | 14,154 | 18,872 | 4,718 |
| IMPROVEMENT O/T BUILDINGS | - | - | - |
| TOTAL OTHER (REVENUES) COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>14,154</u> | <u>18,872</u> | <u>4,718</u> |
| NET PROFIT (LOSS) | <u>\$ (133,657)</u> | <u>\$ (133,645)</u> | <u>\$ (12)</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
GOLF COURSE
ACTUAL VS BUDGET- MAINTENANCE EXPENSES
FOR THE PERIOD ENDING 6/30/12**

| <u>MAINTENANCE</u> | <u>YTD ACTUAL</u> | <u>YTD BUDGET</u> | <u>Variance Positive (Negative)</u> |
|---------------------------------------|------------------------------|------------------------------|--|
| PERSONAL SERVICES | | | |
| REGULAR SALARIES | \$ 48,580 | \$ 68,534 | \$ 19,954 |
| PAYROLL TAXES | 3,716 | 4,788 | 1,072 |
| PENSION | 5,479 | 7,354 | 1,875 |
| MEDICAL INSURANCE | 4,800 | 6,259 | 1,459 |
| UNEMPLOYMENT COMPENSATION | - | 5,000 | 5,000 |
| WORKER'S COMPENSATION | 774 | 1,028 | 254 |
| TOTAL PERSONAL SERVICES | <u>63,349</u> | <u>92,963</u> | <u>29,614</u> |
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES | - | 3,000 | 3,000 |
| CONTRACTUAL SERVICES | 286,870 | 368,436 | 81,566 |
| REPAIRS AND MAINTENANCE | 36,444 | 58,554 | 22,110 |
| UTILITY SERVICES-ELECTRICITY | 23,908 | 27,825 | 3,917 |
| UTILITY SERVICES-WATER | 6,328 | 6,638 | 310 |
| OPERATING SUPPLIES | 124,955 | 170,000 | 45,045 |
| FUEL, OILS, LUBRICANTS | 28,494 | 34,200 | 5,706 |
| TOOLS | - | 2,000 | 2,000 |
| LIABILITY INSURANCE | 6,345 | 8,459 | 2,114 |
| TELECOMMUNICATIONS | 454 | 606 | 152 |
| EDUCATION AND TRAINING | - | 250 | 250 |
| UNIFORMS | 911 | 1,500 | 589 |
| RENTALS AND LEASES | 6,769 | 9,072 | 2,303 |
| TOTAL OPERATING EXPENSES : | <u>521,478</u> | <u>690,540</u> | <u>169,062</u> |
| TRANSFERS TO DEBT SERVICE FUND | <u>14,154</u> | <u>18,872</u> | <u>4,718</u> |
| TOTAL DEBT SERVICE | <u>14,154</u> | <u>18,872</u> | <u>4,718</u> |
| TOTAL MAINTENANCE | <u>\$ 598,981</u> | <u>\$ 802,375</u> | <u>\$ 203,394</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
GOLF COURSE
ACTUAL VS BUDGET- ADMINISTRATION EXPENSES
FOR THE PERIOD ENDING 6/30/12**

| <u>ADMINISTRATION</u> | <u>YTD ACTUAL</u> | <u>YTD BUDGET</u> | <u>Variance Positive (Negative)</u> |
|-----------------------------------|-----------------------|-----------------------|---|
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES - LEGAL | - | 200 | 200 |
| CONTRACTUAL SERVICES | - | 700 | 700 |
| UTILITY SERVICES-ELECTRICITY | 7,125 | 8,300 | 1,175 |
| REPAIRS AND MAINTENANCE | - | 1,500 | 1,500 |
| RISK MANAGEMENT | 8,919 | 11,896 | 2,977 |
| TOTAL OPERATING EXPENSES : | <u>16,044</u> | <u>22,596</u> | <u>6,552</u> |
| TOTAL ADMINISTRATION | <u>\$ 16,044</u> | <u>\$ 22,596</u> | <u>\$ 6,552</u> |

CHART E

MIAMI SPRINGS GOLF & COUNTRY CLUB
ANALYSIS OF ROUNDS PLAYED
FOR THE NINE MONTHS ENDING:

GREEN & CART FEES

| TYPE |
|------------|
| RACK RATES |

Weekend Non-Resident
Weekday Non-Resident
Weekend/Holiday Resident
Weekday Resident
TOTALS FOR TOP RACK RATES

**SEASONAL(A); DISCOUNT(B);
PROMOTIONAL RATES(C)**
resident Weekend > 11:00 (B)
Non resident Weekend > 11:00 (B)
Twi-Light-Weekday
Twi-Light-Weekend
Tee Time USA
Shootout (C)

Seniors Weekday
Super Twilight after 4
Group Rate Weekend (B)
Spectator
Prime Timers (C)
Teacher, Police, Fire
Men's Golf Assoc.(A)
Junior
Junior with Parent
Weekday resident cart Fee
PGA Member
Can-Am Golf (B)
Weekday Resident Walking
Tax Exempt Tournament
Replay 18 Holes
Replay 9 Holes
**TOTALS FOR OTHER DISCOUNTED
RACK RATES**

TOTALS FOR ALL RACK RATES

Membership Activity:
Member 18 Hole cart
9-Hole Member Cart Rate
Trail Fee
Membership pro rated income
Member walk
TOTALS FOR ALL MEMBER ROUNDS

TOTALS FOR ALL PAID ROUNDS THRU 3/31/12

Employee Rounds
Comp rounds

| | 6/30/2012 | | | | | 6/30/2011 | | |
|---|---------------|---------------|-------------------|---------------|-----------------|---------------|-------------------|-----------------|
| | Number | % | Revenues | % | Avg Per Round | Number | Revenues | Avg Per Round |
| Weekend Non-Resident | 1,363 | 4.8% | 66,029 | 8.5% | 48.44 | 1,300 | 63,168 | 48.59 |
| Weekday Non-Resident | 993 | 3.5% | 37,732 | 4.9% | 38.00 | 825 | 30,929 | 37.49 |
| Weekend/Holiday Resident | 901 | 3.2% | 38,014 | 4.9% | 42.19 | 536 | 22,971 | 42.86 |
| Weekday Resident | 433 | 1.5% | 10,442 | 1.3% | 24.12 | 319 | 10,948 | 34.32 |
| TOTALS FOR TOP RACK RATES | 3,690 | 13.0% | \$ 152,217 | 19.6% | \$ 41.26 | 2,980 | \$ 128,016 | \$ 42.98 |
| resident Weekend > 11:00 (B) | 698 | 2.5% | 25,235 | 3.3% | 36.15 | 775 | 27,548 | 35.55 |
| Non resident Weekend > 11:00 (B) | 595 | 2.1% | 23,224 | 3.0% | 39.03 | 691 | 27,083 | 39.19 |
| Twi-Light-Weekday | 1,253 | 4.4% | 37,898 | 4.9% | 30.25 | 1,455 | 43,823 | 30.12 |
| Twi-Light-Weekend | 2,103 | 7.4% | 67,990 | 8.8% | 32.33 | 1,992 | 64,354 | 32.31 |
| Tee Time USA | 2 | 0.0% | 73 | 0.0% | 36.50 | 20 | 701 | 35.05 |
| Shootout (C) | 578 | 2.0% | 14,705 | 1.9% | 25.44 | 671 | 17,416 | 25.96 |
| Seniors Weekday | 8,797 | 30.9% | 229,913 | 29.7% | 26.14 | 7,221 | 191,296 | 26.49 |
| Super Twilight after 4 | 577 | 2.0% | 10,784 | 1.4% | 18.69 | 957 | 17,886 | 18.69 |
| Group Rate Weekend (B) | 1,053 | 3.7% | 45,944 | 5.9% | 43.63 | 1,040 | 44,576 | 42.86 |
| Spectator | 30 | 0.1% | 540 | 0.1% | 18.00 | 21 | 378 | 18.00 |
| Prime Timers (C) | 298 | 1.0% | 6,404 | 0.8% | 21.49 | 273 | 5,697 | 20.87 |
| Teacher, Police, Fire | 138 | 0.5% | 3,537 | 0.5% | 25.63 | 162 | 4,224 | 26.07 |
| Men's Golf Assoc.(A) | 182 | 0.6% | 7,637 | 1.0% | 41.96 | 191 | 8,111 | 42.47 |
| Junior | 91 | 0.3% | 680 | 0.1% | 7.47 | 392 | 2,928 | 7.47 |
| Junior with Parent | 75 | 0.3% | 1,349 | 0.2% | 17.99 | 78 | 1,367 | 17.99 |
| Weekday resident cart Fee | 74 | 0.3% | 1,729 | 0.2% | 23.36 | - | - | - |
| PGA Member | 188 | 0.7% | 3,382 | 0.4% | 17.99 | 221 | 3,976 | 17.99 |
| Can-Am Golf (B) | 76 | 0.3% | 2,107 | 0.3% | 27.72 | 327 | 9,166 | 28.03 |
| Weekday Resident Walking | 526 | 1.9% | 2,456 | 0.3% | 4.67 | - | - | - |
| Tax Exempt Tournament | 456 | 1.6% | 12,671 | 1.6% | 27.79 | 1,025 | 25,384 | 24.76 |
| Replay 18 Holes | - | 0.0% | - | 0.0% | - | 4 | 75 | 18.75 |
| Replay 9 Holes | 17 | 0.1% | 203 | 0.0% | - | 17 | 203 | 12 |
| TOTALS FOR OTHER DISCOUNTED RACK RATES | 17,807 | 62.6% | \$ 498,461 | 64.3% | \$ 27.99 | 17,531 | 496,192 | \$ 28.30 |
| TOTALS FOR ALL RACK RATES | 21,497 | 75.6% | \$ 650,678 | 84.0% | \$ 30.27 | 20,511 | 624,208 | \$ 30.43 |
| Membership Activity: | 3,813 | 13.4% | 71,265 | 9.2% | 18.69 | 2,407 | 44,987 | 18.69 |
| Member 18 Hole cart | 257 | 0.9% | 3,084 | 0.4% | 11.92 | 279 | 3,326 | 11.92 |
| 9-Hole Member Cart Rate | 2 | 0.0% | 1,550 | 0.2% | 775.00 | 2 | 775 | 0 |
| Trail Fee | - | 0.0% | - | 0.0% | - | - | - | 0 |
| Membership pro rated income | - | 0.0% | 48,150 | 6.2% | 0 | - | 43,571 | 0 |
| Member walk | 2,860 | 10.1% | - | 0.0% | 0 | 3,676 | - | 0 |
| TOTALS FOR ALL MEMBER ROUNDS | 6,932 | 24.4% | \$ 124,029 | 16.0% | \$ 17.89 | 6,364 | 92,659 | \$ 14.56 |
| TOTALS FOR ALL PAID ROUNDS THRU 3/31/12 | 28,429 | 100.0% | \$ 774,707 | 100.0% | \$ 27.25 | 26,875 | 716,867 | \$ 26.67 |
| Employee Rounds | 16 | - | - | - | - | 56 | - | - |
| Comp rounds | 18 | - | - | - | - | 13 | - | - |

Note:
Data from GolfTrac application with exception of Membership Pro Rated Income from HTE.