

CITY OF MIAMI SPRINGS



Finance Department
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To: The Honorable Mayor Billy Bain and Members of the City Council

FR: William Alonso, CPA, CGFO, Finance Director

Date: December 11, 2017

Re: FY2016-2017 4TH Quarter Budget Status Report (Unaudited)

Attached, please find the above referenced report based on revenues received and appropriations expended through September 30, 2017. The purpose of this report is to apprise the City's governing body of the FY2016-2017 budgetary status and projected year-end revenues, expenditures, and fund balances

I. OVERVIEW

After completion of the fiscal year, the city ended the year with a surplus of \$543,429

The city's fund balance increased from \$3,205,335 in FY2016 to \$3,748,764 at the end of FY2017.

The projected year end surplus of \$543,429 is approx. \$114,449 higher than the \$428,980 surplus that was budgeted for FY2017 since total revenues were \$110,963 higher than budgeted due to receiving higher than anticipated red light camera revenues.. Total expenditures were under budget by almost \$123,245 as departments did not spend 100% of their budgets.

The City's general fund balance as of September 30, 2017 will be approximately \$3,748,764 an increase of 339% from the FY 2003 fund balance of \$853,643. It is important to note what "fund balance" should be accumulated for. First of all the generally accepted guidelines require that a government maintain at least 15-20% of their general fund budgeted expenditures as "reserves", **OUR CITY MAINTAINS A MINIMUM RESERVE POLICY OF 25%.**

Second, reserves are meant to be accumulated to pay for long term infrastructure projects that the city has envisioned. Reserves can also be used to help reduce property taxes to our residents. These are legitimate uses for our reserves. State guidelines require that if a local government has significant reserves and no plan on what they will be used for, they have to return these to the residents in the form of tax reductions. Our current fund balance of \$3,748,764 represents almost 23% of budgeted expenditures. As you are aware, back in FY2016 the City used reserves to pay off the Golf Course debt. At that time Council committed to a two year plan to replenish the fund balance back to the 25% level. In the FY2017-18 budget, there is a surplus budgeted that would accomplish this goal.

As you can see from page 18, the golf course reported a loss which is about \$62,000 higher than last fiscal year. This was due to the additional costs incurred from the effects of Hurricane Irma.

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

- I. Overview/Financial Dashboard - Pages 1-3
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- III. General Fund Expenditures – Page 6-6A
- IV. General Fund Subsidized Departments
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- X. Golf Course Financial Report – Pages 18,19 and A-1 thru C-1

The following chart is a projection of the City’s projected revenues, expenditures, and general fund balance as of the end of the 4th Qtr FY2017:

Chart A – General Fund Balance Projection as of 4th quarter FY2016-2017

| | <u>Original Budget</u> | <u>Amended Budget</u> | <u>Projected Year-End</u> | <u>Variance</u> |
|---|----------------------------|---------------------------|-------------------------------|------------------|
| Sources: | | | | |
| General Fund beginning balance | 3,205,335 | 3,205,335 | 3,205,335 | - |
| Current revenues | 15,304,150 | 15,463,727 | 15,548,495 | 84,768 |
| Transfers in | <u>760,087</u> | <u>760,087</u> | <u>786,282</u> | <u>26,195</u> |
| Total Sources | <u>19,269,572</u> | <u>19,429,149</u> | <u>19,540,112</u> | <u>110,963</u> |
| Uses: | | | | |
| Operating expenditures | 14,691,300 | 14,970,636 | 14,826,537 | (144,099) |
| Transfers out | <u>943,957</u> | <u>943,957</u> | <u>964,811</u> | <u>20,854</u> |
| Total Uses | <u>15,635,257</u> | <u>15,914,593</u> | <u>15,791,348</u> | <u>(123,245)</u> |
| General Fund ending balance | <u>3,634,315</u> | <u>3,514,556</u> | <u>3,748,764</u> | <u>234,208</u> |
| Projected change in fund balance | | <u>543,429</u> | | |

FINANCIAL DASHBOARD

FINANCIAL INDICATORS-GENERAL FUND

| | <u>Budgeted</u> | <u>Actual</u> | <u>% of budget</u> |
|-------------------------------------|-----------------|---------------|--------------------|
| General Fund Revenues as of 9/30/17 | \$16,223,814 | \$16,334,777 | 101% (1) |
| General Fund Revenues as of 9/30/16 | \$15,634,144 | \$15,259,981 | 98% (1) |

| | | | |
|---|--------------|--------------|---------|
| General Fund Expenditures as of 9/30/17 | \$15,914,593 | \$15,791,348 | 99% (2) |
| General Fund Expenditures as of 9/30/16 | \$16,876,332 | \$16,445,687 | 97% (2) |

| | <u>As of 9/30/16</u> | <u>Projected 9/30/17</u> | <u>\$ Increase/Decrease</u> |
|----------------------|----------------------|--------------------------|-----------------------------|
| General Fund Reserve | \$3,205,335 | \$3,748,764 | \$543,429 |

INVESTMENT INDICATOR

| | <u>As of 9/30/16</u> | <u>As of 9/30/17</u> | <u>\$ Increase/(Decrease)</u> |
|-------------|----------------------|----------------------|-------------------------------|
| Investments | \$ 3,734,885 | \$ 3,060,601 | \$ (674,284) |

FINANCIAL INDICATORS-OTHER

| | <u>Revenues as of 9/30/17</u> | <u>Expenditures as of 9/30/17</u> | <u>Deficit at 9/30/17</u> | <u>Deficit at 9/30/16</u> |
|---|-----------------------------------|---------------------------------------|-------------------------------|-------------------------------|
| Golf Course fund operating deficit requiring General Fund subsidy | \$1,395,692 | \$2,007,447 | \$(611,755) | \$(549,736) |

| | <u>Revenues as of 9/30/17</u> | <u>Expenditures as of 9/30/17</u> | <u>Surplus at 9/30/17</u> | <u>Deficit at 9/30/16</u> |
|--------------------|-----------------------------------|---------------------------------------|-------------------------------|-------------------------------|
| Building Operation | \$1,232,588 | \$ 719,282 | \$ 513,286 | \$(-0-) |

| | <u>As of 9/30/16</u> | <u>As of 9/30/17</u> | <u>\$ Increase/(Decrease)</u> |
|----------------|----------------------|----------------------|-------------------------------|
| Long-Term Debt | \$10,168,454 | \$10,043,103 | \$ (125,351) |

| | <u>At 9/30/17</u> | <u>At 9/30/16</u> |
|--|-------------------|-------------------|
| % of Recreation Expenditures Collected in Fees | 22.6% | 24.4% |

Notes:

(1) You can see that for the current year our revenues were at a 101% rate slightly higher than budgeted due in part to increased red fine revenues.

(2) Actual expenditures are running slightly higher than last year 99% vs. 97% when compared to budgeted expenditures. This is due to certain tornado and hurricane related expenses during the year..

II) REVENUES

Chart B-Schedule of General Fund Budgeted and Actual Revenues
For the Period Ending September 30, 2017
(100% OF YEAR COMPLETED)

| Department | 2015-16 | FISCAL YEAR 2016-17 | | | | | Note |
|---------------------------------------|------------------|---------------------|----------------|------------------|-------------|----------------------------|------|
| | FULL YEAR ACTUAL | ORIGINAL BUDGET | AMENDED BUDGET | ACTUAL 9/30/2017 | % OF BUDGET | PRIOR YEAR AS of 9/30/2016 | |
| Ad Valorem Taxes - Current | \$ 7,072,800 | \$ 7,486,637 | \$ 7,486,637 | \$ 7,502,682 | 100% | \$ 7,072,800 | 1 |
| Ad Valorem Taxes - Delinquent | 150 | 80,000 | 80,000 | - | 0% | 150 | 1 |
| Utility and Franchise Taxes | 2,743,671 | 2,755,000 | 2,755,000 | 2,739,568 | 99% | 2,743,671 | |
| Occupational Licenses - City | 73,496 | 75,000 | 75,000 | 68,577 | 91% | 73,496 | |
| Occupational Licenses - County | 24,999 | 20,000 | 20,000 | 22,118 | 111% | 24,999 | |
| Misc Plan Reviews | 570 | 6,000 | 6,000 | 125 | 2% | 570 | |
| Zoning Review Fees | 38,150 | 30,000 | 30,000 | 36,750 | 123% | 38,150 | |
| General Planning & Zoning Fees | 2,970 | 12,000 | 12,000 | 2,470 | 21% | 2,970 | |
| Local Option Gas Tax | 380,787 | 380,104 | 380,104 | 390,992 | 103% | 380,787 | |
| Revenue sharing | 463,153 | 481,860 | 481,860 | 485,843 | 101% | 463,153 | |
| Alcoholic Beverage License | 8,900 | 15,000 | 15,000 | 9,170 | 61% | 8,900 | |
| 1/2-cent Sales Tax | 1,075,102 | 1,120,354 | 1,120,354 | 1,078,747 | 96% | 1,075,102 | |
| Gas Tax Rebate | 6,470 | 10,000 | 10,000 | 10,153 | 102% | 6,470 | |
| School Crossing Guards | 17,213 | 18,000 | 18,000 | 17,940 | 100% | 17,213 | |
| After School Programs | 54,981 | 41,000 | 41,000 | 48,224 | 118% | 54,981 | |
| SWIM MEETS/TEAM RENTAL | - | 3,000 | 3,000 | - | 0% | - | |
| Swimming Pool Admissions | 53,777 | 25,000 | 25,000 | 61,764 | 247% | 53,777 | |
| Swim Lessons | - | 50,000 | 50,000 | 40,287 | 81% | - | |
| Annual Daddy/Daughter Dance | 6,206 | 7,500 | 7,500 | 5,093 | 68% | 6,206 | |
| Pelican theatre | 5,333 | 5,000 | 5,000 | 5,722 | 114% | 5,333 | |
| Vending Machines | 2,062 | 3,500 | 3,500 | 2,340 | 67% | 2,062 | |
| Fireworks-VG | 3,000 | 3,000 | 3,000 | 3,000 | 100% | 3,000 | |
| Summer Camp | 122,285 | 150,000 | 150,000 | 143,355 | 96% | 122,285 | |
| Summer Camp Activity Fee | 27,305 | 36,000 | 36,000 | 29,051 | 81% | 27,305 | |
| Aquatic Multipurpose Room Rental | 3,505 | 19,200 | 19,200 | 16,878 | 88% | 3,505 | |
| Fitness Room Membership | 29,471 | 24,320 | 24,320 | 28,739 | 118% | 29,471 | |
| Gym Admission Fees | - | 1,800 | 1,800 | - | 0% | - | |
| Shade Area/Umbrella Rentals | 6,125 | 46,800 | 46,800 | 25,033 | 53% | 6,125 | |
| Yoga Classes | 89 | - | - | - | 0% | 89 | |
| Get Fit Summer Camp | 14,700 | 24,000 | 24,000 | 11,800 | 49% | 14,700 | |
| Basketball Fees | 36,735 | 46,500 | 46,500 | 31,055 | 67% | 36,735 | |
| Other activities | 3,509 | 9,180 | 9,180 | 6,445 | 70% | 3,509 | |
| Pool Rental | 1,450 | 9,000 | 9,000 | 1,500 | 17% | 1,450 | |
| Pool Memberships | 17,494 | 3,500 | 3,500 | 13,973 | 399% | 17,494 | |
| Jazzercise | 3,318 | 4,800 | 4,800 | 3,084 | 64% | 3,318 | |
| Green Fees | 825,451 | 1,028,125 | 1,028,125 | 963,410 | 94% | 825,451 | |
| Golf Memberships | 55,447 | 69,125 | 69,125 | 46,026 | 67% | 55,447 | |
| Cart Rentals | 42,936 | 72,145 | 72,145 | 42,279 | 59% | 42,936 | |
| Range Fees | 127,985 | 173,200 | 173,200 | 151,176 | 87% | 127,985 | |
| Golf Merchandise Sales | 60,339 | 60,000 | 60,000 | 76,433 | 127% | 60,339 | |
| Gift Certificate Redeemed | 1,292 | - | - | 1,360 | 100% | 1,292 | |
| Golf Course Rentals | 25,550 | 23,400 | 23,400 | 31,950 | 137% | 25,550 | |
| Food and Beverage | 77,591 | 40,800 | 40,800 | 82,320 | 202% | 77,591 | |
| Copies & Other Charges | 4,440 | 3,000 | 3,000 | 5,036 | 168% | 4,440 | |
| Tree Replacement | 3,335 | - | - | 3,505 | 100% | 3,335 | |
| Lien Search | 23,700 | 15,000 | 15,000 | 29,750 | 198% | 23,700 | |
| Re-occupancy inspection fee | 23,625 | 22,000 | 22,000 | 18,125 | 82% | 23,625 | |
| Clerk of the Court - Fines | 77,440 | 90,000 | 90,000 | 129,507 | 144% | 77,440 | |
| Code Enforcement tickets | 235,550 | 20,000 | 20,000 | 243,486 | 1217% | 235,550 | |
| Disabled Parking tickets | 3,708 | - | - | 4,777 | 0% | 3,708 | |
| Administrative Fee-Red Light hearings | 22,097 | 22,000 | 22,000 | 17,676 | 80% | 22,097 | |
| Interest-CD's | 7,596 | 10,000 | 10,000 | 17,533 | 175% | 7,596 | |
| Interest - Tax Collections | 8,863 | 2,000 | 2,000 | 1,305 | 65% | 8,863 | |
| Rent - Metro Fire | 13,192 | 13,000 | 13,000 | 13,878 | 107% | 13,192 | |
| Rent - Dade Co. Library | 8,253 | 8,300 | 8,300 | 8,303 | 100% | 8,253 | |
| Rent - Bus Benches | 4,539 | 4,500 | 4,500 | 4,560 | 101% | 4,539 | |
| Recreational Activities | 29,100 | 15,000 | 15,000 | 32,456 | 216% | 29,100 | |
| Sprint Tower | 104,218 | 100,000 | 100,000 | 88,680 | 89% | 104,218 | |
| Country Club Rent | - | - | - | 36,000 | 100% | - | |
| Surplus sale of equipment | 14,052 | 30,000 | 30,000 | 6,856 | 23% | 14,052 | |
| Other Miscellaneous | 31,130 | 90,000 | 91,655 | 63,639 | 69% | 31,130 | |
| Insurance Reimbursement | 12,484 | - | 157,922 | 161,526 | 100% | 12,484 | |
| Code Enforcement Liens | 5,050 | 4,000 | 4,000 | - | 0% | 5,050 | |
| Returned check charges | 129 | 500 | 500 | 859 | 172% | 129 | |
| Byrne Grant | - | 5,000 | 5,000 | 9,000 | 180% | - | |
| Other Grants | 9,485 | - | - | - | 0% | 9,485 | |

Chart B-Schedule of General Fund Budgeted and Actual Revenues
For the Period Ending September 30, 2017
(100% OF YEAR COMPLETED)

| <u>Department</u> | 2015-16 | FISCAL YEAR 2016-17 | | | | | |
|----------------------------|----------------------|----------------------|----------------------|----------------------|----------------|-------------------------------|------|
| | FULL YEAR ACTUAL | ORIGINAL BUDGET | AMENDED BUDGET | ACTUAL 9/30/2017 | % OF BUDGET | PRIOR YEAR AS of 9/30/2016 | Note |
| Red Light Fines | 223,962 | 380,000 | 380,000 | 414,605 | 109% | 223,962 | |
| Proceeds from Lease | 45,893 | - | - | - | 0% | 45,893 | |
| ITF -Capital Projects | 98,000 | - | - | - | 0% | 98,000 | |
| ITF -Building Fund | 203,773 | 230,087 | 230,087 | 256,282 | 111% | 203,773 | |
| ITF - Sanitation Admin Fee | 470,000 | 470,000 | 470,000 | 470,000 | 100% | 470,000 | |
| ITF- Stormwater Admin Fee | 60,000 | 60,000 | 60,000 | 60,000 | 100% | 60,000 | |
| TOTALS >>> | \$ 15,259,981 | \$ 16,064,237 | \$ 16,223,814 | \$ 16,334,777 | 101% | \$ 15,259,981 | |

II. REVENUES

Notes to Revenue Schedule:

- (1) Approximately 75-90% of the annual property tax assessment is collected during the months of October thru January of each fiscal year, the City invests all excess amounts until the funds are required to pay normal operating expenditures of the City.

III) EXPENDITURES

Chart C-Schedule of General Fund Budgeted and Projected Expenditures
For the Period Ending September 30, 2017
(100% OF YEAR COMPLETED)

| Department | FY2015-16 ACTUAL | FISCAL YEAR 2016-17 | | | | NOTES |
|-------------------------------------|---------------------|---------------------|-------------------|--------------------|---------------------------|----------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 9/30/2017 | % OF ACTUAL VS. BUDGET | |
| General Government: | | | | | | |
| Mayor & City Council | 124,240 | 152,613 | 165,868 | 150,161 | 91% | |
| Office of the City Manager | 380,485 | 325,872 | 325,872 | 316,979 | 97% | |
| Office of the City Clerk | 249,180 | 281,937 | 281,937 | 272,492 | 97% | |
| Office of the City Attorney | 156,277 | 166,000 | 166,000 | 170,652 | 103% | |
| Human Resource Department | 234,114 | 236,462 | 233,262 | 240,487 | 103% | |
| Finance-Administration | 518,916 | 410,904 | 410,948 | 455,687 | 111% | |
| Finance-Professional Services | 234,398 | 206,115 | 206,993 | 177,150 | 86% | |
| IT Department | 332,374 | 346,200 | 346,200 | 334,245 | 97% | |
| Planning Department | 61,374 | 74,819 | 74,820 | 67,233 | 90% | |
| Non-Departmental | 15,900 | | - | 115,960 | 0% | |
| Total General Government | 2,307,258 | 2,200,922 | 2,211,900 | 2,301,046 | 104% | 1 |
| Public Safety: | | | | | | |
| Police Department | 6,213,916 | 6,406,126 | 6,414,282 | 6,198,890 | 97% | |
| Code Enforcement | 216,925 | 192,450 | 192,468 | 244,929 | 127% | |
| Total Public Safety | 6,430,841 | 6,598,576 | 6,606,750 | 6,443,819 | 98% | 1 |
| Public Works: | | | | | | |
| Public Works - Administration | 421,309 | 388,375 | 388,368 | 390,592 | 101% | |
| Public Works - Streets | 390,215 | 437,739 | 481,136 | 451,407 | 94% | |
| Public Works - Properties | 597,097 | 608,922 | 673,135 | 638,808 | 95% | |
| Public Works - Building Maintenance | 320,690 | 263,429 | 270,862 | 260,988 | 96% | |
| Public Works - Fleet Maintenance | (757) | 39,000 | 39,000 | 60,641 | 155% | |
| Total Public Works | 1,728,554 | 1,737,465 | 1,852,501 | 1,802,436 | 97% | 1 |
| Parks and Recreation: | | | | | | |
| Recreation | 1,665,138 | 1,399,664 | 1,401,047 | 1,324,003 | 95% | |
| Aquatics | 205,303 | 584,195 | 585,214 | 481,776 | 82% | |
| Tennis | 18,767 | 25,813 | 25,813 | 22,231 | 86% | |
| Park Maintenance | 255,788 | 293,935 | 416,490 | 443,781 | 107% | |
| Golf Administration | 18,187 | 16,122 | 16,122 | 17,483 | 108% | |
| Golf Pro Shop | 609,068 | 593,347 | 593,348 | 757,807 | 128% | |
| Golf Maintenance | 1,169,432 | 1,241,261 | 1,261,451 | 1,232,155 | 98% | |
| Total Parks and Recreation | 3,941,683 | 4,154,337 | 4,299,485 | 4,279,236 | 100% | |
| TOTAL GENERAL FUND EXPS. | 14,408,336 | 14,691,300 | 14,970,636 | 14,826,537 | 99% | 1 |
| Transfers to other funds | | | | | | |
| Debt Service fund | 1,799,006 | 766,723 | 766,723 | 790,666 | 103% | |
| Capital Fund | 61,609 | | - | | 0% | |
| Senior Center Fund | 176,736 | 177,234 | 177,234 | 174,145 | 98% | |
| Total Transfers Out: | 2,037,351 | 943,957 | 943,957 | 964,811 | 102% | 1 |
| Increase (decrease) in fund balance | (1,185,706) | 428,979 | 309,221 | 543,429 | | |
| TOTAL GENERAL FUND USES | 15,259,981 | 16,064,236 | 16,223,814 | 16,334,777 | 101% | |

III. EXPENDITURES

Notes to Expenditure Schedule:

- (1) All departments are within budget as of the end of the 2017 fiscal year. There are variances within some departments greater/less than 100%, 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 110% (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
 (100% OF YEAR COMPLETED)

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | |
| Revenues: | | | | | |
| USDA C-1 | \$ 11,856 | \$ 18,000 | \$ 18,000 | \$ 14,851 | 83% |
| USDA C-2 | 18,507 | 9,800 | 9,800 | 19,670 | 201% |
| Local Grants C-1 | 91,013 | 97,000 | 97,000 | 105,879 | 109% |
| Local Grants C-2 | 52,345 | 52,000 | 52,000 | 62,392 | 120% |
| Local Grants III-B | 24,757 | 21,000 | 21,000 | 21,902 | 104% |
| LSP Grant | - | 47,201 | 47,201 | - | 100% |
| Sales to Va Gardens | 14,993 | 20,000 | 20,000 | 15,770 | 79% |
| Donations | 4,305 | - | - | 2,956 | 100% |
| Misc Revenues | - | - | - | - | 0% |
| Total revenues | <u>217,776</u> | <u>265,001</u> | <u>265,001</u> | <u>243,420</u> | 92% |
| Expenditures: | | | | | |
| Administrative Costs | 196,742 | 157,227 | 157,227 | 195,478 | 124% |
| Catering and operating supplies | 150,362 | 206,809 | 206,809 | 176,763 | 85% |
| Operating Costs | 47,273 | 73,099 | 101,707 | 45,030 | 44% |
| Capital Outlay | - | 5,100 | 5,100 | - | 0% |
| Total expenditures | <u>394,377</u> | <u>442,235</u> | <u>470,843</u> | <u>417,271</u> | 89% |
| Excess (deficiency) of revenues over expenditures | <u>(176,601)</u> | <u>(177,234)</u> | <u>(205,842)</u> | <u>(173,851)</u> | 84% |
| Other financing sources | | | | | |
| Transfers in | <u>176,736</u> | <u>177,234</u> | <u>177,234</u> | <u>174,145</u> | 98% |
| Total other financing sources | <u>176,736</u> | <u>177,234</u> | <u>177,234</u> | <u>174,145</u> | 98% |
| Net change in fund balance | <u>135</u> | <u>-</u> | <u>(28,608)</u> | <u>294</u> | 0% |
| Beginning fund balance | <u>-</u> | <u>135</u> | <u>135</u> | <u>135</u> | |
| Ending fund balance | <u>\$ 135</u> | <u>\$ 135</u> | <u>\$ (28,473)</u> | <u>\$ 429</u> | |

**CHART H-CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-SANITATION
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | | |
| Operating revenues: | | | | | | |
| Sanitation revenues | \$ 2,277,528 | \$ 2,348,000 | \$ 2,348,000 | \$ 2,268,761 | 97% | 1 |
| Total operating revenues | <u>2,277,528</u> | <u>2,348,000</u> | <u>2,348,000</u> | <u>2,268,761</u> | 97% | |
| Operating expenses: | | | | | | |
| Administrative costs | 1,308,533 | 1,348,924 | 1,348,924 | 1,335,012 | 99% | |
| Operations and maintenance | 370,227 | 376,033 | 376,033 | 285,793 | 76% | |
| Disposal costs | 677,131 | 783,762 | 783,762 | 705,183 | 90% | |
| Depreciation and amortization | 101,090 | 93,000 | 93,000 | 133,703 | 144% | |
| Total operating expenses | <u>2,456,981</u> | <u>2,601,719</u> | <u>2,601,719</u> | <u>2,459,691</u> | 95% | |
| Operating income (loss) | <u>(179,454)</u> | <u>(253,719)</u> | <u>(253,719)</u> | <u>(190,930)</u> | 75% | |
| Nonoperating revenues (expenses): | | | | | | |
| Interest income | 3,667 | - | - | 2,303 | | |
| Interest expense and fees | <u>(9,054)</u> | <u>(10,629)</u> | <u>(10,629)</u> | <u>(11,125)</u> | 105% | |
| Total nonoperating revenues (expenses) | <u>(5,387)</u> | <u>(10,629)</u> | <u>(10,629)</u> | <u>(8,822)</u> | 83% | |
| Income (Loss) before transfers | <u>(184,841)</u> | <u>(264,348)</u> | <u>(264,348)</u> | <u>(199,752)</u> | 76% | |
| Change in net assets | <u>(184,841)</u> | <u>(264,348)</u> | <u>(264,348)</u> | <u>(199,752)</u> | 76% | 1 |
| Total net assets, October 1 | <u>264,545</u> | <u>79,704</u> | <u>79,704</u> | <u>79,704</u> | | |
| Total net assets, September 30 | <u>\$ 79,704</u> | <u>\$ (184,644)</u> | <u>\$ (184,644)</u> | <u>\$ (120,048)</u> | | |

Note:

Collection of 73% 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 SEPTEMBER 30, 2017
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | <u>NOTES</u> |
|---------------------------------------|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|--------------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | | |
| Operating revenues: | | | | | | |
| Residential Class I | \$ 720,994 | \$ 250,000 | \$ 250,000 | \$ 250,930 | 100% | |
| Total operating revenues | <u>720,994</u> | <u>250,000</u> | <u>250,000</u> | <u>250,930</u> | 100% | |
| Operating expenses: | | | | | | |
| Administrative costs | 169,109 | 173,702 | 173,702 | 126,004 | 73% | |
| Operations and maintenance | 114,957 | 154,734 | 154,734 | 116,834 | 76% | |
| Depreciation and amortization | 184,623 | 178,000 | 178,000 | 200,599 | 113% | |
| Total operating expenses | <u>468,688</u> | <u>506,436</u> | <u>506,436</u> | <u>443,437</u> | 88% | |
| Operating income (loss) | <u>252,306</u> | <u>(256,436)</u> | <u>(256,436)</u> | <u>(192,507)</u> | 75% | |
| Nonoperating revenues (expenses): | | | | | | |
| Interest & other income | - | 500 | 500 | - | 0% | |
| Interest expense and fees | <u>(153)</u> | <u>(300)</u> | <u>(300)</u> | <u>-</u> | 0% | |
| Total nonoperating revenues (exp) | <u>(153)</u> | <u>200</u> | <u>200</u> | <u>-</u> | 0% | |
| Income (Loss) before transfers | 252,153 | (256,236) | (256,236) | (192,507) | 75% | |
| Change in net assets | <u>252,153</u> | <u>(256,236)</u> | <u>(256,236)</u> | <u>(192,507)</u> | 75% | |
| Total net assets, October 1 | <u>2,174,445</u> | <u>2,426,598</u> | <u>2,426,598</u> | <u>2,426,598</u> | | |
| Total net assets, September 30 | <u>\$ 2,426,598</u> | <u>\$ 2,170,362</u> | <u>\$ 2,170,362</u> | <u>\$ 2,234,091</u> | | |

Notes:

CITY OF MIAMI SPRINGS
 INVESTMENT SCHEDULE
 Sep-17

| <u>Institution</u> | <u>Acct#</u> | <u>Principal Amount</u> |
|------------------------------------|--------------|-----------------------------|
| City National Bank | | \$ 1,513,828.26 |
| Subtotal City National Bank | | \$ 1,513,828.26 |
| BB&T Money Market | | \$ 536,776.03 |
| Subtotal BB&T | | \$ 536,776.03 |
| Total all investments | | \$ 2,050,604.29 |

CASH ON HAND-OPERATING ACCOUNTS:

| | |
|---|------------------------|
| <i>BB&T Cash on hand-Operating Acct</i> | 1,009,996.81 |
| Total Cash on hand as of 12/31/2016 | \$1,009,996.81 |
| Total Investments and cash on hand | \$ 3,060,601.10 |

RESTRICTED CASH:

| | |
|------------------------------------|----------------------|
| BB&T LETF OPERATING ACCOUNT | \$ 348,483.78 |
| (Law Enforcement Trust-restricted) | \$ 348,483.78 |

**Chart K-Schedule of Recreation Department Operations
Period Ending September 30, 2017
(100% OF YEAR COMPLETED)**

| | Administrative | Pool | Tennis | Maintenance | YTD as of 9/30/2017 | YTD as of 9/30/2016 |
|--|---------------------|---------------------|--------------------|---------------------|------------------------|------------------------|
| Charges for Services: | | | | | | |
| Summer Camp | \$ 172,406 | | | | \$ 172,406 | \$ 149,590 |
| After School Care | 48,224 | | | | 48,224 | 54,981 |
| Swimming Pool Admissions | | 61,764 | | | 61,764 | 27,812 |
| Pool rental | | 1,500 | | | 1,500 | 1,450 |
| Swim lessons | | 40,287 | | | 40,287 | 25,965 |
| Annual Daddy/Daughter Dance | 5,093 | | | | 5,093 | 6,206 |
| Vending Machines | 2,340 | | | | 2,340 | 2,062 |
| Fireworks-VG | 3,000 | | | | 3,000 | 3,000 |
| Fitness room membership | 28,739 | | | | 28,739 | 29,471 |
| Pool memberships | | | | | 13,973 | 17,494 |
| Annual Turkey trot | 2,655 | | | | 2,655 | - |
| Get Fit | 11,800 | | | | 11,800 | 14,700 |
| Pelican Playhouse | 5,722 | | | | 5,722 | 5,333 |
| Rental-recreational Facilities | 32,456 | | | | 32,456 | 29,100 |
| Basketball Program | 31,055 | | | | 31,055 | 36,735 |
| Jazzercise Classes | 3,084 | | | | 3,084 | 3,318 |
| Multipurpose Room Rental | | 16,878 | | | 16,878 | 3,505 |
| 16x16 Shade Area rental | | 19,448 | | | 19,448 | 4,935 |
| Xmas at the gazebo | 3,390 | | | | 3,390 | 506 |
| Umbrella Rental | | 5,585 | | | 5,585 | 1,190 |
| Other activities | 3,401 | | | | 3,401 | 3,091 |
| Total Fees Collected | 353,365 | 159,435 | - | - | 512,800 | 420,444 |
| Expenditures: | | | | | | |
| Personnel | 755,688 | 361,549 | | 49,543 | 1,166,780 | 921,136 |
| Operating costs | 549,252 | 120,227 | 18,955 | 223,679 | 912,113 | 862,048 |
| Capital outlay | 19,063 | | 3,276 | 170,559 | 192,898 | 361,812 |
| Total expenditures | 1,324,003 | 481,776 | 22,231 | 443,781 | 2,271,791 | 2,144,996 |
| Excess exp. over charges for services | \$ (970,638) | \$ (322,341) | \$ (22,231) | \$ (443,781) | \$ (1,758,991) | \$ 1,724,552 |

Percentage of expenditures collected in fees

22.6%

24.4%

NOTES TO STATEMENTS:

% collected in fees is lower than prior year due to the cost of the capital expenditures this year

VIII) OTHER FUNDS

CHART L-CITY OF MIAMI SPRINGS
 ACTUAL VS BUDGET REPORT-ROAD & TRANSPORTATION
 (100% OF YEAR COMPLETED)

| | FY2015-16 ACTUAL | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|---------------------|---------------------|---------------------|--------------------|---------------------------|-------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 9/30/2017 | | |
| Revenues: | | | | | | |
| Peoples Transportation Tax | 568,229 | 545,000 | 545,000 | 570,629 | 105% | |
| Charges for services | 20,706 | 17,200 | 17,200 | 19,246 | 100% | |
| Loan Proceeds | - | - | - | 448,500 | 100% | |
| Total revenues | <u>588,935</u> | <u>562,200</u> | <u>562,200</u> | <u>1,038,375</u> | 185% | |
| Expenditures: | | | | | | |
| Administrative | 96,476 | 82,863 | 82,863 | 82,528 | 100% | |
| Contractual/Professional Services | 142,275 | 139,407 | 139,407 | 150,571 | 108% | |
| Repairs and maintenance | 353,426 | 316,163 | 316,163 | 254,949 | 81% | |
| Operating Supplies/Road Materials | 1,787 | 10,082 | 10,082 | 10,234 | 102% | |
| Debt Service | - | - | - | 17,690 | | |
| Capital Outlay-Improvements | | 150,000 | 150,000 | 239,333 | 160% | |
| Capital Outlay-Machinery | <u>23,305</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Total expenditures | <u>617,269</u> | <u>698,515</u> | <u>698,515</u> | <u>755,305</u> | 108% | |
| Excess (deficiency) of revenues over expenditures | <u>(28,334)</u> | <u>(136,315)</u> | <u>(136,315)</u> | <u>283,070</u> | -208% | |
| Net change in fund balance | (28,334) | (136,315) | (136,315) | 283,070 | | |
| Beginning fund balance | <u>62,568</u> | <u>34,234</u> | <u>34,234</u> | <u>34,234</u> | | |
| Ending fund balance | <u>\$ 34,234</u> | <u>\$ (102,081)</u> | <u>\$ (102,081)</u> | <u>\$ 317,304</u> | | |

VIII) OTHER FUNDS

CHART M-CITY OF MIAMI SPRINGS
 ACTUAL VS BUDGET REPORT-BUILDING OPERATIONS
 (100% OF YEAR COMPLETED)

| | FY2015-16 ACTUAL | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|---------------------|---------------------|-------------------|--------------------|---------------------------|-------|
| | | ORIGINAL BUDGET | AMENDED BUDGET | AS OF 9/30/2017 | | |
| Revenues: | | | | | | |
| Building Permits | \$ 135,600 | \$ 300,000 | \$ 300,000 | \$ 648,522 | 216% | |
| Electrical Permits | 47,115 | 80,000 | 80,000 | 105,509 | 132% | |
| Plumbing Permits | 30,702 | 45,000 | 45,000 | 58,174 | 129% | |
| Roofing Permits | 92,186 | 65,000 | 65,000 | 94,971 | 146% | |
| Mechanical Permits | 48,703 | 40,000 | 40,000 | 57,425 | 144% | |
| Certification of Completions | 1,780 | 2,000 | 2,000 | 1,190 | 60% | |
| Structural Permits | 28,602 | 20,000 | 20,000 | 26,467 | 132% | |
| Other Permits | 233,506 | 216,000 | 216,000 | 238,525 | 110% | |
| Interest Income | - | - | - | 1,785 | 100% | |
| Total revenues | <u>618,194</u> | <u>768,000</u> | <u>768,000</u> | <u>1,232,568</u> | 160% | |
| Expenditures: | | | | | | |
| Administrative | 510,625 | 611,946 | 611,946 | 589,829 | 96% | |
| Contractual/Professional Services | 77,098 | 87,684 | 87,684 | 82,759 | 94% | |
| Operating expenses | 30,471 | 32,949 | 36,137 | 46,694 | 129% | |
| Capital Outlay-Machinery | - | 2,800 | 2,800 | - | 0% | |
| Total expenditures | <u>618,194</u> | <u>735,379</u> | <u>738,567</u> | <u>719,282</u> | 97% | |
| Excess (deficiency) of revenues over expenditures | <u>-</u> | <u>32,621</u> | <u>29,433</u> | <u>513,286</u> | 1744% | |
| Net change in fund balance | - | 32,621 | 29,433 | 513,286 | | |
| Beginning fund balance | - | - | - | - | | |
| Ending fund balance | <u>\$ -</u> | <u>\$ 32,621</u> | <u>\$ 29,433</u> | <u>\$ 513,286</u> | | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-LAW ENFORCEMENT TRUST FUND
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | NOTES |
|--|----------------------------|----------------------------|---------------------------|----------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | |
| Revenues: | | | | | |
| Fines and Forfeitures | 72,943 | - | - | 38,691 | 100% |
| Interest Income | - | 1,500 | 1,500 | 1,088 | 73% |
| Total revenues | <u>72,943</u> | <u>1,500</u> | <u>1,500</u> | <u>39,779</u> | 2652% |
| Expenditures: | | | | | |
| Administration Expenses | 98,542 | 100,839 | 101,496 | 53,296 | 53% |
| Police education | 16,704 | 30,000 | 30,000 | 811 | 3% |
| Capital Outlay | - | 1,500 | 1,500 | 20,994 | 0% |
| Total expenditures | <u>115,246</u> | <u>132,339</u> | <u>132,996</u> | <u>75,101</u> | 56% |
| Excess (deficiency) of revenues over expenditures | <u>(42,303)</u> | <u>(130,839)</u> | <u>(131,496)</u> | <u>(35,322)</u> | 27% |
| Net change in fund balance | (42,303) | (130,839) | (131,496) | (35,322) | |
| Beginning fund balance | <u>430,063</u> | <u>387,760</u> | <u>387,760</u> | <u>387,760</u> | |
| Ending fund balance | <u>\$ 387,760</u> | <u>\$ 256,921</u> | <u>\$ 256,264</u> | <u>\$ 352,438</u> | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-CAPITAL FUND
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | AS OF 9/30/2017 | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|--------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | | | |
| Revenues: | | | | | | |
| Intergovernmental | \$ 213,580 | \$ - | \$ - | \$ 571,183 | 0% | |
| Interest and Other Income | <u>2,140</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Total revenues | <u>215,720</u> | <u>-</u> | <u>-</u> | <u>571,183</u> | 100% | |
| Expenditures: | | | | | | |
| General government | 9,080 | - | - | 26,347 | 0% | |
| Capital Outlay | <u>4,032,539</u> | <u>-</u> | <u>903,171</u> | <u>674,480</u> | 75% | |
| Total expenditures | <u>4,041,619</u> | <u>-</u> | <u>903,171</u> | <u>700,827</u> | 78% | |
| Excess (deficiency) of revenues over expenditures | <u>(3,825,899)</u> | <u>-</u> | <u>(903,171)</u> | <u>(129,644)</u> | 14% | |
| Other financing sources | | | | | | |
| Transfers out | (98,000) | - | - | - | 0% | |
| Transfers in | <u>61,609</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Total other financing sources | <u>(36,391)</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Net change in fund balance | <u>(3,862,290)</u> | <u>-</u> | <u>(903,171)</u> | <u>(129,644)</u> | 14% | |
| Beginning fund balance | <u>4,097,181</u> | <u>234,891</u> | <u>234,891</u> | <u>234,891</u> | | |
| Ending fund balance | <u>234,891</u> | <u>234,891</u> | <u>(668,280)</u> | \$ 105,247 | | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-DEBT SERVICE FUND
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | <u>NOTES</u> |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|--------------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | | |
| Expenditures: | | | | | | |
| Principal Payments | 1,620,766 | 626,559 | 626,559 | 663,280 | 106% | |
| Interest Payments | 311,927 | 270,357 | 270,357 | 275,269 | 102% | |
| Administrative | 350 | - | - | - | 0% | |
| Total expenditures | <u>1,933,043</u> | <u>896,916</u> | <u>896,916</u> | <u>938,549</u> | 105% | |
| Excess (deficiency) of revenues over expenditures | <u>(1,933,043)</u> | <u>(896,916)</u> | <u>(896,916)</u> | <u>(938,549)</u> | 105% | |
| Other financing sources | | | | | | |
| Transfers in | <u>1,929,199</u> | <u>896,916</u> | <u>896,916</u> | <u>938,549</u> | 105% | |
| Total other financing sources | <u>1,929,199</u> | <u>896,916</u> | <u>896,916</u> | <u>938,549</u> | 105% | |
| Net change in fund balance | <u>(3,844)</u> | <u>-</u> | <u>-</u> | <u>-</u> | 100% | |
| Beginning fund balance | <u>3,844</u> | <u>-</u> | <u>-</u> | <u>-</u> | | |
| Ending fund balance | <u>-</u> | <u>-</u> | <u>-</u> | <u>\$ -</u> | 100% | |

VIII) OTHER FUNDS

**CITY OF MIAMI SPRINGS
ACTUAL VS BUDGET REPORT-HURRICANE FUND
(100% OF YEAR COMPLETED)**

| | FY2015-16 <u>ACTUAL</u> | FISCAL YEAR 2016-17 | | | % OF ACTUAL VS. BUDGET | NOTES |
|--|----------------------------|----------------------------|---------------------------|----------------------------|---------------------------|-------|
| | | <u>ORIGINAL BUDGET</u> | <u>AMENDED BUDGET</u> | <u>AS OF 9/30/2017</u> | | |
| Revenues: | | | | | | |
| Intergovernmental | \$ - | \$ - | \$ - | \$ 185,053 | 100% | |
| Total revenues | <u>-</u> | <u>-</u> | <u>-</u> | <u>185,053</u> | 100% | |
| Expenditures: | | | | | | |
| General government | - | - | - | 183,240 | 100% | |
| Capital Outlay | <u>-</u> | <u>-</u> | <u>-</u> | <u>1,813</u> | 100% | |
| Total expenditures | <u>-</u> | <u>-</u> | <u>-</u> | <u>185,053</u> | 100% | |
| Excess (deficiency) of revenues over expenditures | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Net change in fund balance | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | 0% | |
| Beginning fund balance | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> | | |
| Ending fund balance | <u>-</u> | <u>-</u> | <u>-</u> | <u>\$ -</u> | | |

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 Billy Bain and Members of the City Council
FR: William Alonso, City Manager/ Finance Director
DATE: December 11, 2017
SUBJECT: Golf Course (UNAUDITED) Financials for the fiscal year ended September 30, 2017.

Attached hereto are the unaudited financial reports for the Golf Course Fund for the year ending September 30, 2017. 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 years ending September 30th for fiscal years 2017, 2016, and 2015. 2) Section B is a fiscal year-to-date actual to budget comparison for FY2017. 3) Section C is the FY 2017 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.

| | Six Months | Sic Months | | Six Months | |
|--------------------------------------|------------------|------------------|---------------------|------------------|---------------------|
| | Ending | Ending | % Change | Ending | % Change |
| | <u>9/30/2017</u> | <u>9/30/2016</u> | <u>From 9/30/16</u> | <u>9/30/2015</u> | <u>From 9/30/15</u> |
| <u>Golf Operations:</u> | | | | | |
| Total Revenues | 1,395,692 | 1,216,591 | 14.7% | 1,246,786 | 11.9% |
| Operating Profit (Loss) | (402,902) | (386,089) | 4.4% | (435,608) | -7.5% |
| Profit(Loss)including non-golf costs | (611,755) | (549,736) | 11.3% | (595,338) | 2.8% |
| Pro Shop Costs | 750,322 | 606,616 | 23.7% | 609,550 | 23.1% |
| Maintenance Costs | 1,048,272 | 996,064 | 5.2% | 1,072,844 | -2.3% |
| Total Rounds Played | 29,045 | 26,065 | 11.4% | 29,404 | -1.2% |
| Total Greens Revenues | 1,007,049 | 869,679 | 15.8% | 919,540 | 9.5% |
| Average per Round | 35.20 | 34.30 | 2.6% | 32.95 | 6.8% |
| Memberships Sold | 48,026 | 55,447 | -13.4% | 68,555 | -29.9% |
| Driving Range revenues | 151,176 | 127,985 | 18.1% | 133,414 | 13.3% |

Key Financial Indicators (continued)

As you can see from this matrix, the golf revenues increased by 14.7% from the prior year and increased 11.9% from FY2015, rounds are up by 11.4%, and driving range revenues are up 18.1%. Memberships sold are approx. 13.4% less than the prior year. These increases in revenue are mainly due to the excellent condition of the course as well as the revenues generated by the food and beverage operation the City took over in September 2016.

On the cost side, YTD maintenance costs are up 5.2% from last year. Pro shop costs are up 23.7% from last year due to the additional costs of the food and beverage operation. The operating loss is \$402,902 compared to a loss of \$386,089 last year.

The total bottom line YTD loss is \$611,755 compared to a loss of \$549,736 last year and a loss of \$595,338 for the same period of FY2015.

Page A-1 is a comparative profit and loss for the year ended 9/30/17, 9/30/16, and 9/30/15.

Page A-2 is a comparative profit and loss for year ended 9/30/17, 9/30/16, and 9/30/15 for the pro shop operation only. The total YTD loss for the current year is \$594,269 compared to losses of \$531,548 as of 9/30/16 and \$575,474 as of 9/30/15.

Page B-1 provides an actual to budget comparison for the current fiscal year.

Page C-1 is an analysis of rounds played for the year show an 11.4% increase in rounds played and a corresponding 15.8% increase in greens revenues. Our average per round is \$35.20 compared to \$34.30 for the same period last year. We have a total of 29,045 rounds played for the year compared to 26,065 for the prior period.

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

| | <u>9/30/2017</u> | <u>9/30/2016</u> | <u>9/30/2015</u> |
|---|------------------|------------------|------------------|
| TOTAL PRO-SHOP AND GOLF COURSE- REVENUES | <u>1,395,692</u> | <u>1,216,591</u> | <u>1,246,786</u> |
| TOTAL PERSONNEL SERVICES | 373,762 | 332,443 | 341,772 |
| TOTAL OPERATING EXPENDITURES | <u>1,424,832</u> | <u>1,270,237</u> | <u>1,340,622</u> |
| TOTAL MANAGEMENT OPERATING EXPENDITURES | <u>1,798,594</u> | <u>1,602,680</u> | <u>1,682,394</u> |
| NET MANAGEMENT EXCESS OF EXP. OVER REV. | <u>(402,902)</u> | <u>(386,089)</u> | <u>(435,608)</u> |

OTHER COSTS ASSOCIATED WITH OPERATIONS OF THE GOLF COURSE:

| | | | |
|--|---------------------|---------------------|---------------------|
| IMPROVEMENTS O/T BUILDINGS | 4,554 | 600 | 6,500 |
| CITY ADMINISTRATIVE EXPENSES | 17,486 | 18,187 | 19,864 |
| PROCEEDS FROM DEBT - MAINTENANCE | - | (30,364) | |
| IMPROVEMENT O/T BUILDINGS-MAINTENANCE | 29,690 | 12,812 | |
| DEBT SERVICE PAYMENT-MAINTENANCE | 130,193 | 130,193 | 130,595 |
| MACHINERY & EQUIPMENT | 2,930 | 1,855 | - |
| MACHINERY & EQUIPMENT-MAINTENANCE | <u>24,000</u> | <u>30,364</u> | <u>-</u> |
| TOTAL OTHER COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>208,853</u> | <u>163,647</u> | <u>156,959</u> |
| EXCESS EXPENDITURES OVER REVENUES | <u>\$ (611,755)</u> | <u>\$ (549,736)</u> | <u>\$ (595,338)</u> |

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

| | <u>9/30/2017</u> | <u>9/30/2016</u> | <u>9/30/2015</u> |
|--|----------------------------|----------------------------|----------------------------|
| REVENUES | | | |
| GREEN FEES | \$ 964,770 | \$ 826,743 | \$ 871,057 |
| MEMBERSHIPS | 46,026 | 55,447 | 68,555 |
| CART REVENUES | 42,279 | 42,936 | 48,483 |
| RANGE FEES | 151,176 | 127,985 | 133,414 |
| GOLF - OTHER REVENUES | 32,688 | 25,550 | 70,357 |
| MERCHANDISE SALES | 158,753 | 137,930 | 54,920 |
| TOTAL PRO SHOP REVENUES | <u>1,395,692</u> | <u>1,216,591</u> | <u>1,246,786</u> |
| PERSONNEL EXPENSES | | | |
| REGULAR SALARIES | 139,431 | 135,153 | 134,160 |
| PART TIME SALARIES | 167,603 | 131,462 | 140,353 |
| OVERTIME | 371 | 820 | 4 |
| SEASONAL & OTHER | - | - | - |
| FICA TAXES | 23,953 | 23,114 | 20,998 |
| PENSION | 15,424 | 13,561 | 16,886 |
| MEDICAL INSURANCE | 19,516 | 20,497 | 22,802 |
| WORKER'S COMPENSATION | 7,464 | 7,836 | 6,569 |
| TOTAL PERSONNEL SERVICES | <u>373,762</u> | <u>332,443</u> | <u>341,772</u> |
| OPERATING EXPENSES | | | |
| CONTRACTUAL SERVICES | 16,341 | 10,437 | 2,903 |
| RENTALS AND LEASES | 57,930 | 58,613 | 56,212 |
| REPAIRS AND MAINTENANCE | 12,795 | 8,511 | 4,491 |
| PRINTING AND BINDING | 2,776 | 6,154 | 4,322 |
| PROMOTIONS & ADVERTISING | 30,800 | 31,975 | 33,598 |
| OTHER CHARGES - BANK & CREDIT CARD CHARGES | 33,287 | 17,142 | 23,832 |
| OPERATING SUPPLIES | 5,364 | 8,086 | 6,481 |
| UTILITY SERVICES-ELECTRICITY | 19,879 | 17,376 | 18,609 |
| UTILITY SERVICES-WATER | 2,891 | 573 | 543 |
| LIABILITY INSURANCE | 15,876 | 16,115 | 16,428 |
| TELECOMMUNICATIONS | 12,448 | 11,605 | 11,821 |
| MERCHANDISE | 152,688 | 69,366 | 73,088 |
| DRIVING RANGE | 8,146 | 12,089 | 9,238 |
| OFFICE SUPPLIES | 3,880 | 2,762 | 2,211 |
| DUES AND MEMBERSHIPS | 1,459 | 3,368 | 2,070 |
| ADMINISTRATIVE EXPENSES (SHARED @ 50%) | - | - | 1,931 |
| MAINTENANCE (Department Total) | <u>1,048,272</u> | <u>996,064</u> | <u>1,072,844</u> |
| TOTAL OPERATING EXPENDITURES | <u>1,424,832</u> | <u>1,270,236</u> | <u>1,340,622</u> |
| TOTAL PRO SHOP OPERATION EXPENDITURES | <u>1,798,594</u> | <u>1,602,680</u> | <u>1,682,394</u> |
| OPERATING PROFIT (LOSS) BEFORE OTHER COSTS | <u>(402,902)</u> | <u>(386,089)</u> | <u>(435,608)</u> |
| OTHER COSTS ASSOCIATED WITH OPERATIONS OF THE PRO-SHOP | | | |
| DEBT SERVICE PAYMENT-MAINTENANCE | 130,193 | 130,193 | 130,595 |
| IMPROVEMENTS O/T BUILDINGS | 4,554 | 30,364 | |
| MACHINERY & EQUIPMENT-MAINTENANCE | 24,000 | (30,364) | |
| PROCEEDS FROM DEBT -MAINTENANCE | - | 1,855 | |
| MACHINERY & EQUIPMENT | 2,930 | 12,812 | 6,500 |
| IMPROVEMENT O/T BUILDINGS - MAINTENANCE | 29,690 | 600 | - |
| TOTAL OTHER COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>191,367</u> | <u>145,460</u> | <u>139,866</u> |
| NET PROFIT (LOSS) | <u>\$ (594,269)</u> | <u>\$ (531,548)</u> | <u>\$ (575,474)</u> |

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

MAINTENANCE

| | <u>9/30/2017</u> | <u>9/30/2016</u> | <u>9/30/2015</u> |
|-----------------------------------|---------------------|---------------------|---------------------|
| PERSONAL SERVICES | | | |
| REGULAR SALARIES | \$ 182,330 | \$ 136,803 | \$ 69,663 |
| PAYROLL TAXES | 14,727 | 10,120 | 5,048 |
| PENSION | 20,575 | 15,925 | 10,602 |
| MEDICAL INSURANCE | 33,287 | 21,834 | 11,861 |
| WORKER'S COMPENSATION | 5,760 | 4,956 | 2,027 |
| TOTAL PERSONAL SERVICES | <u>261,851</u> | <u>189,638</u> | <u>99,200</u> |
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES | 17,443 | 19,542 | 10,825 |
| CONTRACTUAL SERVICES | 320,642 | 344,588 | 434,068 |
| REPAIRS AND MAINTENANCE | 93,288 | 109,986 | 112,867 |
| UTILITY SERVICES-ELECTRICITY | 24,836 | 23,693 | 26,478 |
| UTILITY SERVICES-WATER | 17,332 | 11,605 | 9,075 |
| OPERATING SUPPLIES | 223,331 | 216,555 | 246,363 |
| FUEL, OILS, LUBRICANTS | 50,001 | 46,548 | 62,613 |
| LIABILITY INSURANCE | 14,592 | 14,220 | 12,612 |
| TELECOMMUNICATIONS | 480 | 670 | 349 |
| DUES AND SUBSCRIPTIONS | 1,170 | 620 | 785 |
| EDUCATION AND TRAINING | 5,721 | 3,818 | 3,840 |
| UNIFORMS | 941 | 914 | - |
| RENTALS AND LEASES | 16,644 | 13,667 | 49,775 |
| TOTAL OPERATING EXPENSES : | <u>786,421</u> | <u>806,426</u> | <u>969,650</u> |
| | | | |
| IMPROVEMENT O/T BUILDINGS | 29,690 | 12,812 | 6,500 |
| MACHINERY AND EQUIPMENT | 24,000 | 30,364 | - |
| TOTAL CAPITAL OUTLAY : | <u>53,690</u> | <u>43,176</u> | <u>6,500</u> |
| | | | |
| PRINCIPAL PAYMENTS | 130,193 | 130,193 | 130,595 |
| PROCEEDS FROM DEBT -MAINTENANCE | - | (30,364) | - |
| TOTAL DEBT SERVICE | <u>130,193</u> | <u>99,829</u> | <u>130,595</u> |
| TOTAL MAINTENANCE | <u>\$ 1,232,155</u> | <u>\$ 1,139,069</u> | <u>\$ 1,205,945</u> |

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

ADMINISTRATION

| | <u>9/30/2017</u> | <u>9/30/2016</u> | <u>9/30/2015</u> |
|-----------------------------------|------------------|------------------|------------------|
| OPERATING EXPENSES | | | |
| UTILITY SERVICES-ELECTRICITY | 7,379 | 7,423 | 9,100 |
| RISK MANAGEMENT | <u>10,107</u> | <u>10,764</u> | <u>10,764</u> |
| TOTAL OPERATING EXPENSES : | <u>17,486</u> | <u>18,187</u> | <u>19,864</u> |
| TOTAL ADMINISTRATION | <u>\$ 17,486</u> | <u>\$ 18,187</u> | <u>\$ 19,864</u> |

CITY OF MIAMI SPRINGS, FLORIDA
GOLF & COUNTRY CLUB
ACTUAL VERSUS BUDGET
FOR THE PERIOD ENDING 9/30/17

| | <u>YTD Actual</u> | <u>YTD Budget</u> | <u>Variance Positive (Negative)</u> |
|--|-----------------------|-----------------------|---|
| TOTAL PRO-SHOP- REVENUES | <u>1,395,692</u> | <u>1,466,795</u> | <u>(71,103)</u> |
| TOTAL OPERATING EXPENDITURES | <u>1,798,594</u> | <u>1,680,416</u> | <u>(118,178)</u> |
| OPERATING PROFIT (LOSS) BEFORE CAPITAL EXPENDITURES AND DEBT SERVICE PAYMENTS | <u>(402,902)</u> | <u>(213,621)</u> | <u>(189,281)</u> |
| <u>OTHER REVENUES, TRANSFERS, AND EXPENDITURES:</u> | | | |
| DEBT SERVICE PAYMENT-MAINTENANCE | 130,193 | 130,193 | - |
| MACHINERY & EQUIPMENT | 2,930 | - | (2,930) |
| MACHINERY & EQUIPMENT-MAINTENANCE | 24,000 | 24,000 | - |
| IMPROVEMENTS O/T BUILDINGS | 4,554 | - | (4,554) |
| IMPROVEMENTS O/T BUILDINGS - MAINTENANCE | <u>29,690</u> | <u>20,190</u> | <u>(9,500)</u> |
| TOTAL CAPITAL EXPENDITURES AND DEBT SERVICE PAYMENTS | <u>191,367</u> | <u>174,383</u> | <u>(16,984)</u> |
| OPERATING PROFIT (LOSS) BEFORE NON-OPERATING COSTS | <u>(594,269)</u> | <u>(388,004)</u> | <u>(206,265)</u> |
| <u>NON-OPERATING COSTS:</u> | | | |
| CITY ADMINISTRATIVE EXPENSES | <u>17,486</u> | <u>16,122</u> | <u>(1,364)</u> |
| TOTAL OTHER NON-OPERATING COSTS | <u>17,486</u> | <u>16,122</u> | <u>(1,364)</u> |
| OPERATING PROFIT (LOSS) | <u>\$ (611,755)</u> | <u>\$ (404,126)</u> | <u>\$ (207,629)</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
ACTUAL VS BUDGET-PRO SHOP OPERATIONS
FOR THE PERIOD ENDING 9/30/17**

| | <u>YTD</u> <u>ACTUAL</u> | <u>YTD</u> <u>BUDGET</u> | <u>Variance</u> <u>Positive</u> <u>(Negative)</u> |
|---|-----------------------------|-----------------------------|---|
| REVENUES | | | |
| GREEN FEES | \$ 964,770 | \$ 1,028,125 | \$ (63,355) |
| MEMBERSHIPS | 46,026 | 69,125 | (23,099) |
| CART REVENUES | 42,279 | 72,145 | (29,866) |
| RANGE FEES | 151,176 | 173,200 | (22,024) |
| GOLF - OTHER REVENUES | 32,688 | 23,400 | 9,288 |
| MERCHANDISE SALES | 158,753 | 100,800 | 57,953 |
| TOTAL PRO SHOP REVENUES | <u>1,395,692</u> | <u>1,466,795</u> | <u>(71,103)</u> |
| PERSONNEL EXPENSES | | | |
| REGULAR SALARIES | 139,431 | 120,110 | (19,321) |
| PART TIME SALARIES | 167,603 | 128,806 | (38,797) |
| OVERTIME | 371 | - | (371) |
| FICA TAXES | 23,953 | 17,660 | (6,293) |
| PENSION | 15,424 | 15,463 | 39 |
| MEDICAL INSURANCE | 19,516 | 25,882 | 6,366 |
| WORKER'S COMPENSATION | 7,464 | 7,467 | 3 |
| TOTAL PERSONNEL SERVICES | <u>373,762</u> | <u>315,388</u> | <u>(58,374)</u> |
| OPERATING EXPENSES | | | |
| CONTRACTUAL & PROFESSIONAL SERVICES | 16,341 | 2,500 | (13,841) |
| RENTALS AND LEASES | 57,930 | 61,950 | 4,020 |
| REPAIRS AND MAINTENANCE | 12,743 | 9,800 | (2,943) |
| FUEL, OILS, LUBRICANTS | 52 | 3,000 | 2,948 |
| PRINTING AND BINDING | 2,776 | 5,500 | 2,724 |
| PROMOTIONS & ADVERTISING | 30,800 | 35,000 | 4,200 |
| OTHER CHARGES - BANK & CREDIT CARD CHARGES | 33,287 | 25,000 | (8,287) |
| OPERATING SUPPLIES | 5,364 | 5,300 | (64) |
| UTILITY SERVICES-ELECTRICITY | 19,879 | 14,111 | (5,768) |
| UTILITY SERVICES-WATER | 2,891 | 581 | (2,310) |
| LIABILITY INSURANCE | 15,876 | 15,871 | (5) |
| TELECOMMUNICATIONS | 12,448 | 12,147 | (301) |
| MERCHANDISE | 152,688 | 71,200 | (81,488) |
| DRIVING RANGE | 8,146 | 9,500 | 1,354 |
| OFFICE SUPPLIES | 3,880 | 3,000 | (880) |
| DUES AND MEMBERSHIPS | 1,459 | 3,500 | 2,041 |
| MAINTENANCE (Department Total) | <u>1,048,272</u> | <u>1,087,068</u> | <u>38,796</u> |
| TOTAL OPERATING EXPENDITURES | <u>1,424,832</u> | <u>1,365,028</u> | <u>(59,804)</u> |
| TOTAL PRO SHOP OPERATION EXPENDITURES | <u>1,798,594</u> | <u>1,680,416</u> | <u>(118,178)</u> |
| OPERATING PROFIT (LOSS) BEFORE OTHER COSTS | <u>(402,902)</u> | <u>(213,621)</u> | <u>(189,281)</u> |
| OTHER (REVENUES) COSTS ASSOCIATED WITH OPERATIONS OF THE PRO-SHOP | | | |
| TRANSFERS TO DEBT SERVICE FUND | 130,193 | 130,193 | - |
| MACHINERY & EQUIPMENT | 2,930 | - | (2,930) |
| MACHINERY & EQUIPMENT-MAINTENANCE | 24,000 | 24,000 | - |
| IMPROVEMENT O/T BUILDINGS | 4,554 | - | (4,554) |
| IMPROVEMENT O/T BUILDINGS-MAINTENANCE | 29,690 | 20,190 | (9,500) |
| TOTAL OTHER (REVENUES) COSTS ASSOCIATED WITH- OPERATIONS OF THE PRO-SHOP | <u>191,367</u> | <u>174,383</u> | <u>(16,984)</u> |
| NET PROFIT (LOSS) | <u>\$ (594,269)</u> | <u>\$ (388,004)</u> | <u>\$ (206,265)</u> |

**CITY OF MIAMI SPRINGS, FLORIDA
GOLF COURSE
ACTUAL VS BUDGET- MAINTENANCE EXPENSES
FOR THE PERIOD ENDING 9/30/17**

| <u>MAINTENANCE</u> | YTD <u>ACTUAL</u> | YTD <u>BUDGET</u> | Variance Positive <u>(Negative)</u> |
|-----------------------------------|------------------------------|------------------------------|--|
| PERSONAL SERVICES | | | |
| REGULAR SALARIES | \$ 182,330 | \$ 191,899 | \$ 9,569 |
| PART TIME SALARIES | 5,078 | - | (5,078) |
| OVERTIME | 94 | - | (94) |
| PAYROLL TAXES | 14,727 | 12,239 | (2,488) |
| PENSION | 20,575 | 20,659 | 84 |
| MEDICAL INSURANCE | 33,287 | 33,078 | (209) |
| WORKER'S COMPENSATION | 5,760 | 5,757 | (3) |
| TOTAL PERSONAL SERVICES | <u>261,851</u> | <u>263,632</u> | <u>1,781</u> |
| OPERATING EXPENSES | | | |
| PROFESSIONAL SERVICES | 17,443 | 20,000 | 2,557 |
| CONTRACTUAL SERVICES | 320,642 | 340,000 | 19,358 |
| REPAIRS AND MAINTENANCE | 93,288 | 114,800 | 21,512 |
| UTILITY SERVICES-ELECTRICITY | 24,836 | 21,135 | (3,701) |
| UTILITY SERVICES-WATER | 17,332 | 9,341 | (7,991) |
| OPERATING SUPPLIES | 223,331 | 218,500 | (4,831) |
| FUEL, OILS, LUBRICANTS | 50,001 | 60,000 | 9,999 |
| LIABILITY INSURANCE | 14,592 | 14,588 | (4) |
| TELECOMMUNICATIONS | 480 | 672 | 192 |
| DUES AND SUBSCRIPTIONS | 1,170 | 900 | (270) |
| EDUCATION AND TRAINING | 5,721 | 4,500 | (1,221) |
| UNIFORMS | 941 | 2,500 | 1,559 |
| RENTALS AND LEASES | 16,644 | 16,500 | (144) |
| TOTAL OPERATING EXPENSES : | <u>786,421</u> | <u>823,436</u> | <u>37,015</u> |
| IMPROVEMENT O/T BUILDINGS | 29,690 | 20,190 | (9,500) |
| MACHINERY AND EQUIPMENT | 24,000 | 24,000 | - |
| TOTAL CAPITAL OUTLAY : | <u>53,690</u> | <u>44,190</u> | <u>(9,500)</u> |
| TRANSFERS TO DEBT SERVICE FUND | 130,193 | 130,193 | - |
| TOTAL DEBT SERVICE | <u>130,193</u> | <u>130,193</u> | <u>-</u> |
| TOTAL MAINTENANCE | <u>\$ 1,232,155</u> | <u>\$ 1,261,451</u> | <u>\$ 29,296</u> |

CITY OF MIAMI SPRINGS, FLORIDA
 GOLF COURSE
 ACTUAL VS BUDGET- ADMINISTRATION EXPENSES
 FOR THE PERIOD ENDING 9/30/17

| <u>ADMINISTRATION</u> | <u>YTD</u> <u>ACTUAL</u> | <u>YTD</u> <u>BUDGET</u> | <u>Variance</u> <u>Positive</u> <u>(Negative)</u> |
|-----------------------------------|-----------------------------|-----------------------------|---|
| OPERATING EXPENSES | | | |
| UTILITY SERVICES-ELECTRICITY | 7,379 | 6,023 | (1,356) |
| RISK MANAGEMENT | 10,107 | 10,099 | (8) |
| TOTAL OPERATING EXPENSES : | <u>17,486</u> | <u>16,122</u> | <u>(1,364)</u> |
| TOTAL ADMINISTRATION | <u>\$ 17,486</u> | <u>\$ 16,122</u> | <u>\$ (1,364)</u> |

CHART E

MIAMI SPRINGS GOLF & COUNTRY CLUB
ANALYSIS OF ROUNDS PLAYED
FOR THE FISCAL YEAR ENDED 9/30/17

GREEN & CART FEES

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

| | 9/30/2017 | | | | | 9/30/2016 | | |
|---|---------------|---------------|---------------------|---------------|-----------------|---------------|-------------------|-----------------|
| | Number | % | Revenues | % | Avg Per Round | Number | Revenues | Avg Per Round |
| Weekend Non-Resident | 201 | 0.7% | 11,265 | 1.1% | 56.04 | 24 | 1,188 | 49.50 |
| Weekday Non-Resident | 114 | 0.4% | 4,358 | 0.4% | 38.23 | 48 | 3,596 | 74.92 |
| Weekend/Holiday Resident | 2,333 | 8.0% | 121,605 | 11.9% | 52.12 | 2 | 120 | 60.00 |
| Weekend MS?VG Resident | 2,125 | 7.3% | 91,799 | 9.0% | 43.20 | 1,249 | 45,940 | 36.78 |
| Weekday MS/VG Resident | 1,131 | 3.9% | 43,229 | 4.2% | 38.22 | 1,875 | 66,921 | 35.69 |
| Weekday Dade Resident | 2,747 | 9.5% | 110,918 | 10.9% | 40.38 | 1,141 | 46,642 | 40.88 |
| Weekend dade Resident | 8 | 0.0% | 360 | 0.0% | 45.00 | 2,120 | 106,395 | 50.19 |
| Weekday Resident | 11 | 0.0% | 547 | 0.1% | - | 613 | 31,137 | 50.79 |
| TOTALS FOR TOP RACK RATES | 8,670 | 29.9% | \$ 384,081 | 37.6% | \$ 44.30 | 7,072 | \$ 301,939 | \$ 42.69 |
| SEASONAL(A); DISCOUNT(B); PROMOTIONAL RATES(C) | | | | | | | | |
| Twi-Light-Weekday | 5,276 | 18.2% | 164,834 | 16.1% | 31.24 | 2,450 | 89,468 | 36.52 |
| Twi-Light-Weekend | 2,479 | 8.5% | 77,917 | 7.6% | 31.43 | 2,419 | 85,569 | 35.37 |
| Shootout (C) | 696 | 2.4% | 24,098 | 2.4% | 34.62 | 641 | 20,792 | 32.44 |
| Group Rate Weekend | | 0.0% | | 0.0% | - | 64 | 2,560 | 40.00 |
| Group Rate Weekday | 2 | 0.0% | 60 | 0.0% | - | | | #DIV/0! |
| Public Service Employees | 613 | 2.1% | 22,358 | 2.2% | 36.47 | 979 | 34,910 | 35.66 |
| Premier Card Weekend | 1,254 | 4.3% | 40,873 | 4.0% | 32.59 | 986 | 33,066 | 33.54 |
| GolfNow | 3,584 | 12.3% | 122,142 | 11.9% | 34.08 | 3,419 | 118,256 | 34.59 |
| Junior | 144 | 0.5% | 2,525 | 0.2% | 17.53 | 172 | 3,015 | 17.53 |
| Premier Card-Weekday | 1,763 | 6.1% | 44,075 | 4.3% | 25.00 | 1,865 | 46,625 | 25.00 |
| Can-Am Golf (B) | 189 | 0.7% | 7,661 | 0.7% | 40.53 | 365 | 14,416 | 39.50 |
| Walker | 33 | 0.1% | 495 | 0.0% | 15.00 | | | |
| Tax Exempt Tournament | 453 | 1.6% | 39,807 | 3.9% | 87.87 | 660 | 24,695 | 37.42 |
| TOTALS FOR OTHER DISCOUNTED RACK RATES | 16,486 | 56.8% | \$ 546,845 | 53.5% | \$ 33.17 | 14,020 | \$ 473,372 | \$ 33.76 |
| TOTALS FOR ALL RACK RATES | 25,156 | 86.6% | \$ 930,926 | 91.1% | \$ 37.01 | 21,092 | \$ 775,311 | \$ 36.76 |
| Membership Activity: | | | | | | | | |
| Member 18 Hole cart | 1,736 | 6.0% | 42,279 | 4.1% | - | 1,852 | 43,086 | 23.26 |
| 9-Hole Member Cart Rate | | 0.0% | | 0.0% | - | 595 | 17,850 | 30.00 |
| Trail Fee | 4 | 0.0% | 3,040 | 0.3% | - | 3 | 2,325 | 0 |
| Membership pro rated income | | 0.0% | 46,026 | 4.5% | 0 | | 55,447 | 0 |
| Member walk | 2,149 | 7.4% | | 0.0% | 0 | 2,523 | | 0 |
| TOTALS FOR ALL MEMBER ROUNDS | 3,889 | 13.4% | \$ 91,345 | 8.9% | \$ 23.49 | 4,973 | \$ 118,708 | \$ 23.87 |
| TOTALS FOR ALL PAID ROUNDS THRU 12/31/09 | 29,045 | 100.0% | \$ 1,022,271 | 100.0% | \$ 35.20 | 26,065 | \$ 894,019 | \$ 34.30 |
| Employee Rounds | 5 | | - | | | 208 | - | |
| Comp rounds | 55 | | - | | | 33 | - | |

Note:

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