

October 19, 2015

2016 PROPOSED BUDGETS

ENTERPRISE FUNDS

- **Contractual Police**
- **Motor Vehicle
Licensing**
- **Ice Garden**
- **Center for the Arts**
- **Aquatics**
- **Golf**

Fund 6700 – Contractual Police

The Bloomington Police Department provides contractual services to businesses and individuals that hold special events or functions that require police services beyond that which would routinely be available in the community. The entity contracting for the police services is invoiced for the police overtime wage costs, plus wage related payroll expenses and overhead.

Fees

It is the City's policy to charge for the full salary plus overtime of the police officers assigned, including the additional PERA and Medicare costs, plus a portion of the overhead incurred to administer this program. The overhead rate will rise 0.9% to 23.4% which covers the increase in PERA costs and other additional costs of scheduling and billing staff time and benefits

Revenues

Revenue budgeted

2016 is \$600,000. If less revenue is collected, that is reflected in reduced costs to this fund.

Expenditures

The 2015 Proposed Budget is \$600,000 in 2016. \$538,000 is allocated to wages and benefits in 2016. Included in this amount for 2016 is \$26,643 for materials and supplies (flares, traffic cones and related departmental costs allocated to this fund) and a transfer out of \$35,357 for 2016. Any remaining balance represents administrative costs to provide this service and will be charged to this fund by the General Fund. These costs include one-third of the Special Events Sergeant's salary and benefits, additional clerical support for the detailed time card entry attributable to contractual police services overtime, billing and collections for these services, routine use of the traffic van and squad car and a proportionate share of other resources.

Working Capital

All expenses to this fund are to be offset from the charges to the businesses requesting Police contractual services. Therefore, expenses are projected to equal revenues and working capital is not necessary for this program.

Recommendation:

Staff recommends adoption of the 2016 Budget.

**CITY OF BLOOMINGTON
POLICE CONTRACTUAL SERVICES - FUND 6700
BUDGET SUMMARY**

DESCRIPTION	2014 Actual	2015		2016 Conceptual	2016 Request
		Original Budget	Estimate		
REVENUES					
CUSTOMER REVENUE	639,241	600,000	1,504,826	600,000	600,000
TOTAL REVENUES	639,241	600,000	1,504,826	600,000	600,000
EXPENDITURES					
WAGES & BENEFITS	587,985	538,000	1,348,069	538,000	538,000
MATERIALS & SUPPLIES	20,015	25,629	19,608	26,643	26,643
TOTAL EXPENDITURES	608,000	563,629	1,367,677	564,643	564,643
TRANSFERS OUT	31,241	36,371	137,149	35,357	35,357
TOTAL EXPENSES & TRANSFERS	639,241	600,000	1,504,826	600,000	600,000
NET GAIN (LOSS)	-	-	-	-	-
WORKING CAPITAL BALANCE	-	-	-	-	-
WORKING CAPITAL GOAL					

Fund 6800 Motor Vehicle Licensing

History

The Deputy Registrar's office (Motor Vehicle fund) has been providing a variety of services to Bloomington residents since 1971. This history includes processing approximately 860,000 transactions over the past ten years. Statistics show that approximately 80% of the total transactions are for Bloomington residents. The value of local Deputy Registrar services to the community continues to be validated by the 94,992 transactions done in this office in 2014. The number of transactions for 2013 was 85,221 and 2012 was 88,754. Transaction counts have gradually increased over this period (Fig. 1).

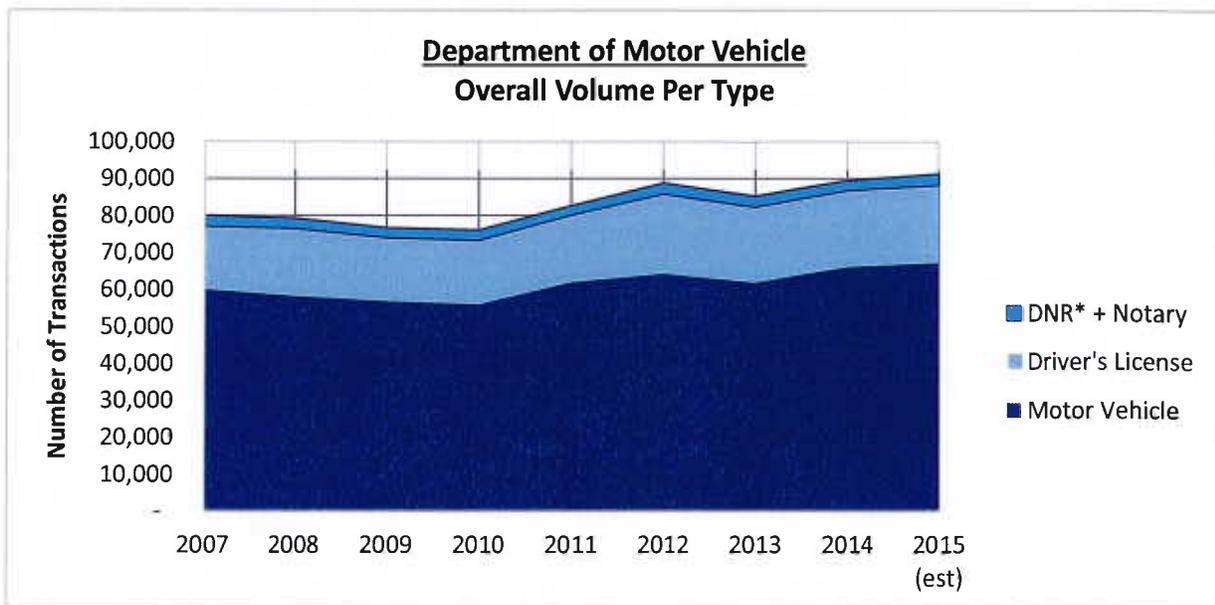


Figure 1: *Boats, Snowmobiles, ATVs, and Off-Highway Motorcycles.

The continuing challenge is operating as an enterprise fund but not controlling the setting of service fees. State online and postal mail renewals have taken some of the least labor intensive transactions to perform leaving the walk-in services with the more labor intensive transactions to the local offices. Both types of transactions have state-set fees that are the same.

The State legislature, in 2015, imposed a \$10 filing fee to clear dealer conditional transactions which is retained by the Deputy Registrar. It may be several more years before the legislature increases fees again. Originally, Motor Vehicle processed passports. However, the decision was made at the federal level that the functions of passport processing and driver license processing needed to be separate operations.

The City Clerk’s office started to process passports and the revenues from the Passport acceptance services provided by the City Clerk’s Office helped to fund Motor Vehicle services. Beginning November 1, 2013, Hennepin County Service Centers discontinued providing passport services. This provided increased traffic to the Bloomington City Clerk’s office. Support from passport processing revenues will remain available to Motor Vehicle Services (Fig. 2). In 2014, the Motor Vehicle office started processing license applications for two large dealerships in Bloomington. Enterprise funds are predominantly supported via fees paid by outside parties.² However, tax support is

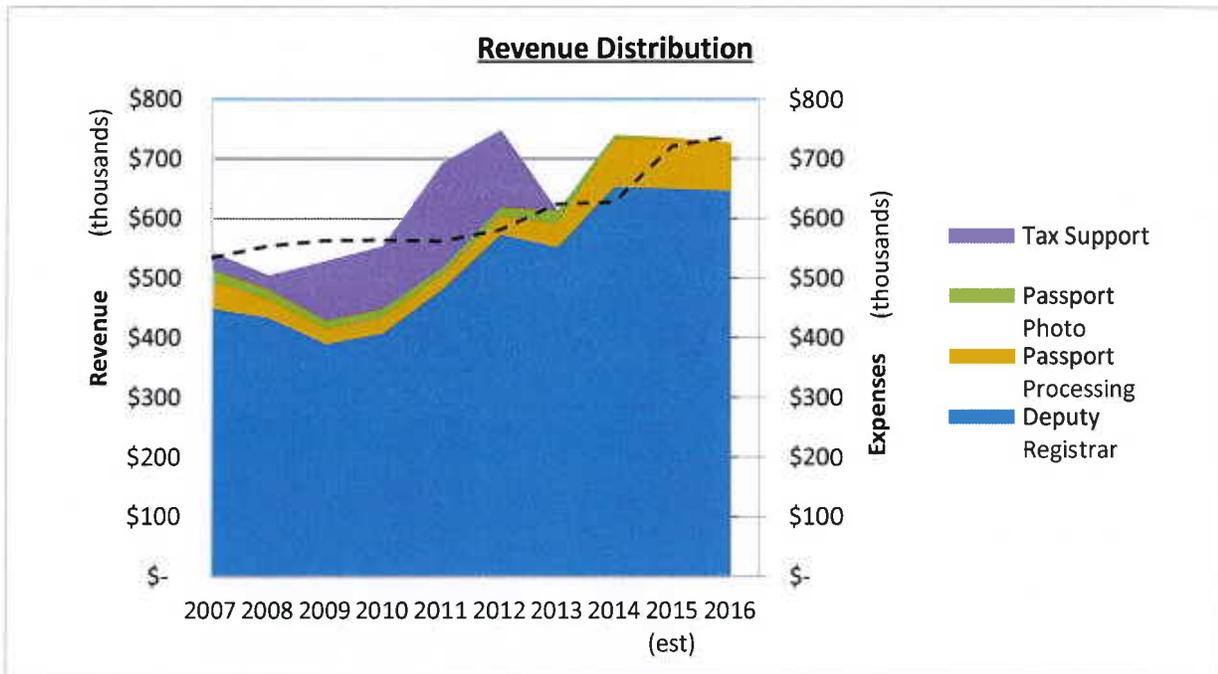


Figure 2: Bloomington’s Department of Motor Vehicle serves over 82,100 people per year on average.

neither prohibited nor unusual. Motor Vehicle received tax support in years leading up to the 2014 rate increase at an average rate of \$1.14 per transaction. Since the increase, Motor Vehicle Services revenue is increasing. Hence tax support has not been necessary since 2013 nor will be necessary for the 2016 budget. Long-term modeling indicates that this fund can be self-supporting for the next several years.

² Without Motor Vehicle operations, \$85,000 of internal service fund charges would need to be redirected into other funds.

Revenues

Total revenues projected for 2015 are \$749,500. Total revenues budgeted for 2016 are \$730,030. A transfer from the general fund seen in prior years has been discontinued.

Revenue is looking healthier since the fee increase for drivers' license processing went into effect January 1, 2014. Due to the addition of the license applications for the two large dealerships in 2014 revenues were increased by \$20,000. Considering elements such as competition between other offices (public and private) and Motor Vehicle's competitive-edge efforts, projected revenues are based on current information remaining constant (Fig. 3). The long-term model for this fund includes fee increases for auto license fees in 2018 and drivers' license fee in 2024. Tax levy is estimated not to be needed until 2023 if the Legislature does not increase service fees.

Since tax support was eliminated for years 2013 through 2016, there is no net tax subsidy to have the service provided locally.

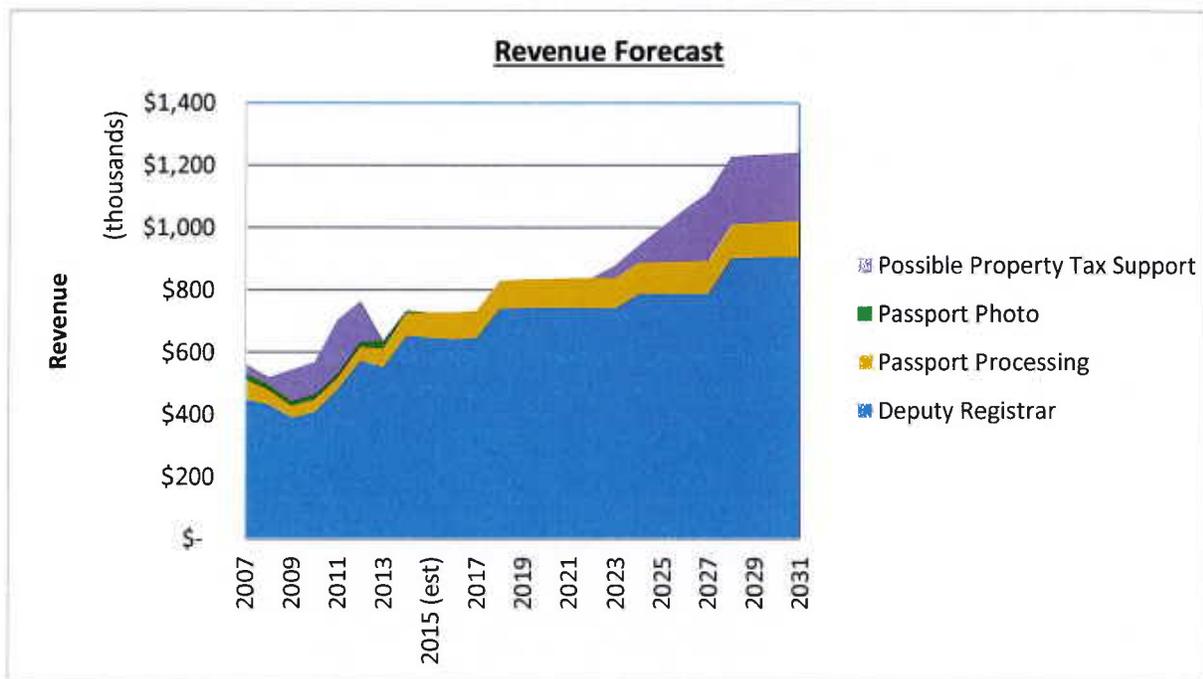


Figure 3

Expenses

Total expenses for 2015 are projected to be \$698,600. Total expenses for 2016 are budgeted at \$840,919.

An increase in expenses reflects a new service of pick-up/delivery services for dealers intended to maintain and attract business in a competitive market, as well as moving a part-time position to full-time (Fig.4).

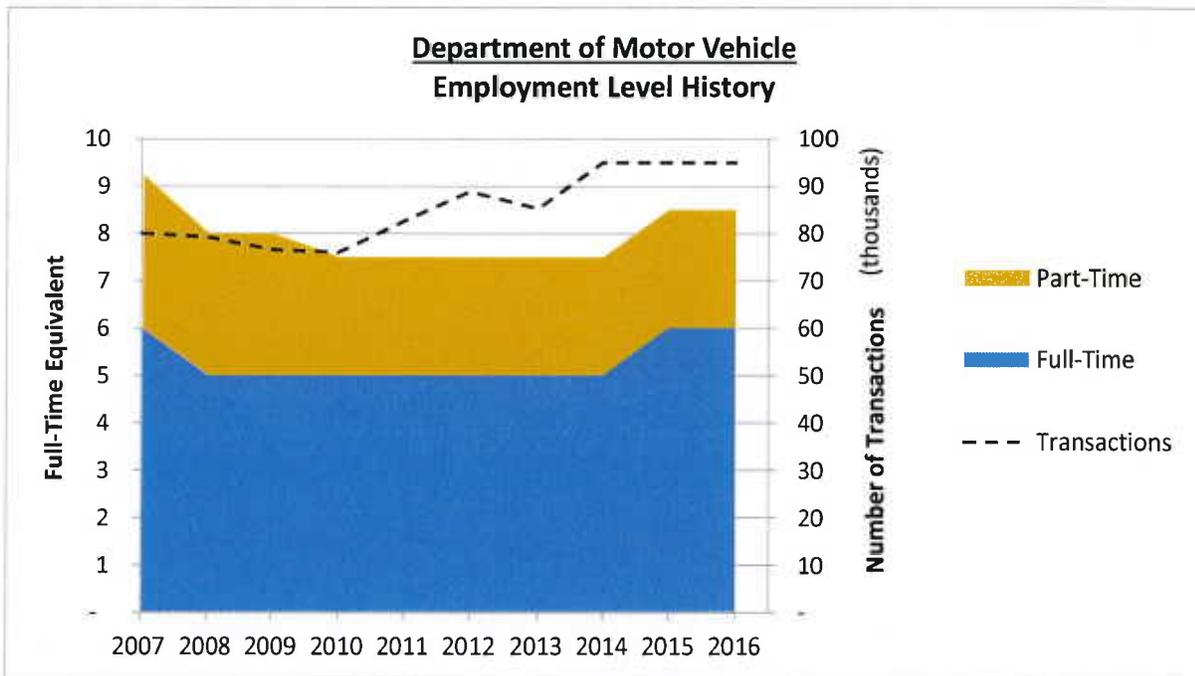


Figure 4

A transfer to the General Fund of \$30,000 will be made in 2015 and is budgeted at \$110,000 in 2016.

Working Capital

Working capital for year end 2015 is projected to be \$412,106. The working capital goal for 2016 is \$300,000, four (2016) months of operating expenses plus \$20,000 to allow for site modifications.

Recommendation

Staff recommends that Council approve the City Manager’s Proposed 2016 budget.

MOTOR VEHICLE LICENSING

	2014	2015		2016	
DESCRIPTION	ACTUAL	ADOPTED	ESTIMATE	CONCEPTUAL	PROPOSED
REVENUES					
AUTO LICENSE FEES	474,251	470,000	484,450	470,000	475,000
BOAT LICENSE FEES	13,831	14,000	14,000	14,000	14,000
DRIVER LICENSE FEES	165,456	158,000	164,000	158,000	158,000
NOTARY FEES	64	30	40	30	30
PASSPORT PROCESSING FEE					
PASSPORT PHOTO FEE					
MERCHANDISE SALES					
INTEREST EARNINGS	2,939	0	4,500	0	3,000
OTHER	79,358	85,000	82,510	85,000	80,000
OPERATING TRANSFERS IN	0	0		0	
TOTAL REVENUES	735,899	727,030	749,500	727,030	730,030
EXPENSES					
WAGES & BENEFITS	509,128	588,615	536,500	600,031	595,236
MATERIALS & SUPPLIES	123,195	132,111	132,100	137,359	135,683
CAPITAL OUTLAY	0	0	0	0	
TRANSFERS OUT		30,000	30,000	30,000	110,000
TOTAL EXPENSES	632,323	750,726	698,600	767,390	840,919
NET GAIN (LOSS)	103,576	(23,696)	50,900	(40,360)	(110,889)
WORKING CAPITAL BALANCE	361,206	337,510	412,106	297,150	301,217
WORKING CAPITAL GOAL	283,000	243,000	238,000	244,000	300,000
VARIANCE	78,206	94,510	174,106	53,150	1,217
	127.63%	138.89%	173.15%	121.78%	100.41%

	2014	2015	2016
AUTO LICENSE FEES	0.00%	0.00%	0.00%
BOAT LICENSE FEES	1.00%	1.00%	1.00%
DRIVER LICENSE FEES	60.00%	0.00%	0.00%
NOTARY FEES	0.00%	0.00%	0.00%
PASSPORT/OTHER	2.00%	2.00%	2.00%
INTEREST EARNINGS	1.00%	1.00%	1.00%
OPERATING TRANSFERS IN	0.00%	0.00%	0.00%
WAGES AND BENEFITS	3.50%	3.50%	3.50%
MATERIALS AND SUPPLIES	3.00%	3.00%	3.00%

Working Capital goal for 2015 - 2018 is four months of expenses plus \$20,000 to allow for some site modifications.

FUND 6450, Ice Garden

The Bloomington Ice Garden (BIG) has three rinks (one of them Olympic-sized) with a total seating capacity of 2,500 as well as dry land training facilities. The rinks are used primarily for youth and high school hockey and figure skating. The rinks also offer public skating as well as adult open hockey and pond hockey for youth. Skating lessons are offered for both children and adults by professionally trained instructors.

Revenues

2015 Ice Garden estimated revenues total \$1,404,900. 2016 revenues are budgeted at \$1,488,200.

Expenses

Estimated total expenses for 2015 are \$1,584,000. The 2016 proposed expenses are \$1,437,547.

Working Capital

At year-end 2015, the Ice Garden is projected to have working capital of \$460,081. Working capital is budgeted to increase to \$510,734 for 2016. The working capital goal for 2016 of \$465,425 is equivalent to two months of operating expenses plus the amount for 2017 capital improvements.

BLOOMINGTON ICE GARDEN

FUND 6450 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUESTED
REVENUES:	0.40%	4.3%	3.9%	-3.2%	3.3%	3.3%
ICE RENTALS	1,174,678	1,220,000	1,220,000	1,180,900	1,260,000	1,260,000
OPEN SKATING/HOCKEY/GAMES	76,410	79,000	81,000	78,000	81,000	81,000
SKATING INSTRUCTION	44,238	45,000	45,000	40,000	45,000	45,000
PRO'S ICE	40,636	30,000	30,000	30,000	30,000	30,000
OTHER REVENUES/INSURANCE PROCEED	69,897	66,450	66,450	70,000	66,450	67,700
INTEREST	4,100	4,500	4,500	6,000	4,500	4,500
TRANSFERS IN	800,000					
TOTAL REVENUES	2,209,959	1,444,950	1,446,950	1,404,900	1,486,950	1,488,200
EXPENSES:	-3%	3%	3%		2%	4%
WAGES & BENEFITS	579,708	614,424	614,424	614,000	624,513	640,555
MATERIALS & SUPPLIES	630,507	657,313	657,660	600,000	636,565	681,992
CAPITAL	42,688	365,000	629,534	370,000	25,000	115,000
TRANSFERS OUT	800,000					
DEBT SERVICE						
TOTAL EXPENSES	2,052,903	1,636,737	1,901,618	1,584,000	1,286,078	1,437,547
NET GAIN (LOSS)	157,056	(191,787)	(454,668)	(179,100)	200,872	50,653
WORKING CAPITAL BALANCE	639,181	447,394	184,513	460,081	660,953	510,734
ADD BACK INTERFUND LOAN FROM FUND 420						
TOTAL WORKING CAPITAL BALANCE	639,181	447,394	184,513	460,081	660,953	510,734
		189%	56%	141%	145%	110%
WORKING CAPITAL GOAL:						
DEBT SERVICE / OPERATING EXPENSES	201,700	211,956	212,014	212,014	210,180	220,425
CAPITAL IMPROVEMENTS	365,000	25,000	115,000	115,000	245,000	245,000
TOTAL WORKING CAPITAL GOAL	566,700	236,956	327,014	327,014	455,180	465,425
W.C. EXCESS OR DEFICIENCY OVER GOAL	72,481	210,438	(142,501)	133,067	205,773	45,310

Capital Outlay

Zamboni battery replacement	10,000
Compressor Computer Upgrade	80,000
Rink 3 Hallway Mats	25,000
	<u>115,000</u>

FUND 6500, Bloomington Center for the Arts

The Bloomington Center for the Arts (BCA) strives to provide a high quality arts and cultural experience for participants and patrons. With venues such as the Schneider Theater, Black Box Theater, and painting and clay classrooms, the Center is a magnet for people looking for enriching experiences in the arts.

Revenue

2015 estimated revenue is \$724,031. Revenue for 2016 is budgeted at \$732,259. The main revenue source for this fund is tax levy (77%). Other income is earned on ticket sales for events, facilities rental, and interest on the endowment.

Expenses

Operating expenses for 2015 are estimated to be \$791,900. Proposed operating expenses for 2016 are \$833,271. Wages and benefits are budgeted at 25% of expenses in 2016. The remaining budgeted expenses are materials and supplies (primarily Space and Occupancy charges.) For 2016 there is capital outlay of \$70,000 (upgrade electronic sign board and replacement of worn and damaged theater seats). Debt repayment is accounted for in a separate Debt Service Fund.

Endowment

An operating fund endowment was established in 2000 for the BCA through a private donation of \$1 million. Endowment fund interest earnings are budgeted at \$10,000 for 2016.

Working Capital

Beginning in 2001, a portion of the tax levy was placed into this fund to build the working capital balance. The working capital balance is projected to be \$104,363 by December 31, 2015. Working capital is budgeted to decrease by \$101,012 because of capital purchases to \$3,351 by December 31, 2016.

The 2016 working capital goal for this fund consists of:

- 12 months operations without Space & Occupancy charges
 - \$324,700
- Furniture, Fixtures and Equipment
 - \$50,000

for a total working capital goal of \$374,700.

BLOOMINGTON CENTER FOR THE ARTS

FUND 6500 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUEST
REVENUES:	-1%	8%	8%	8%	6%	6%
PROPERTY TAX/FISCAL DISPARITIES	493,549	532,131	532,131	532,131	564,059	564,059
CUSTOMER REVENUE	176,529	166,000	166,000	166,000	167,000	156,000
INTEREST	1,748	1,900	1,900	1,900	2,200	2,200
ENDOWMENT TRANSFER	8,750	10,000	10,000	10,000	10,000	10,000
TOTAL REVENUES	680,576	710,031	710,031	710,031	743,259	732,259
EXPENSES:						
WAGES & BENEFITS	189,501	187,037	187,037	187,000	190,216	209,806
MATERIALS & SUPPLIES	500,329	494,999	494,999	494,900	542,063	553,465
CAPITAL OUTLAY		110,000	110,000	110,000	70,000	70,000
TOTAL EXPENSES	689,830	792,036	792,036	791,900	802,279	833,271
NET GAIN (LOSS)	(9,254)	(82,005)	(82,005)	(81,869)	(59,020)	(101,012)
WORKING CAPITAL BALANCE	186,232	104,227	104,227	104,363	45,343	3,351
WORKING CAPITAL GOAL:						
12 MOS OPERATIONS (LESS S&O)	296,300	272,200	272,200	272,200	293,700	324,700
FURNITURE, FIXTURES, & EQUIP	50,000	50,000	50,000	50,000	50,000	50,000
TOTAL W.C. GOAL	346,300	322,200	322,200	322,200	343,700	374,700
	53.8%	32.3%	32.3%	32.4%	13.2%	0.9%
W.C. EXCESS OR DEFICIENCY OVER GOAL	(160,068)	(217,973)	(217,973)	(217,837)	(298,357)	(371,349)
TAX SUPPORT PORTION OF OVERALL REVENUE	72.52%	74.94%	74.94%	74.94%	75.89%	77.03%

FUND 6550, Aquatic Facilities

Revenue

Revenue for 2015 is estimated to be \$1,191,244. The Aquatics Facilities (Bloomington Family Aquatic Center and Bush Lake Beach) proposed operating revenue budget for 2016 is \$1,211,895. Approximately 72% of the revenues for the Aquatics Fund come from tax levy.

Expenses

Estimated operating expenses for 2015 are \$1,072,300. Expenses for 2016 are budgeted at \$1,454,550. This fund shows an increase in the payment to the Facilities Replacement activity to fund a renewed pool vessel in 2028.

Working Capital

Working capital at year-end 2015 is projected to be \$589,522. Based on the proposed budgets, the working capital balance is anticipated to be \$346,867 on December 31, 2016. The 2016 working capital goal is \$681,780 for BFAC operations and \$60,000 for priority projects for a total of \$741,780. The long-term model shows this fund reaching its working capital goal by 2022.

Recommendation

Staff recommends adoption of the City Manager's Proposed 2016 Recreation Facilities budget.

BLOOMINGTON AQUATICS

FUND 560 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUEST
REVENUES:	-2%	7%	7%	7%	5%	5%
PROPERTY TAX/FISCAL DISPARITIES	786,196	839,824	839,824	839,824	881,815	881,815
SEASON PASSES	77,338	82,500	82,500	82,320	82,500	86,500
DAILY/LESSONS/EVENING	52,548	55,500	55,500	78,000	55,500	55,500
RENTALS/PARKING/RESERVATIONS	109,443	116,450	116,450	119,000	116,540	116,540
OTHER REVENUES	68,882	65,420	65,420	69,000	65,420	65,420
INTEREST	3,553	6,060	6,061	3,100	6,120	6,120
TRANSFERS IN						
TOTAL REVENUE	1,097,960	1,165,754	1,165,755	1,191,244	1,207,895	1,211,895
EXPENSES:						
WAGES & BENEFITS	329,496	380,308	380,308	344,000	382,820	384,214
MATERIALS & SUPPLIES	841,733	920,963	920,963	728,300	957,143	979,336
CAPITAL						91,000
TOTAL EXPENSES	1,171,229	1,301,271	1,301,271	1,072,300	1,339,963	1,454,550
NET GAIN (LOSS)	(73,269)	(135,517)	(135,516)	118,944	(132,068)	(242,655)
WORKING CAPITAL BALANCE	470,578	335,061	335,062	589,522	202,993	346,867
	66.13%	42.50%	42.50%	87.49%	25.16%	46.76%
WORKING CAPITAL GOAL:						
50% Operations BFAC	585,610	650,640	650,640	536,150	669,980	681,780
Priority 1 projects (Repair cracks in pool	126,000	137,660	137,661	137,662	136,740	60,000
TOTAL WORKING CAPITAL GOAL	711,610	788,300	788,301	673,812	806,720	741,780
	66.1%	42.5%	42.5%	87.5%	25.2%	46.8%
W.C. EXCESS OR DEFICIENCY OVER GOA	(241,032)	(453,239)	(453,239)	(84,290)	(603,727)	(394,913)
TAX SUPPORT PORTION OF OVERALL REVENUE	71.61%	72.04%	72.04%	70.50%	73.00%	72.76%

FUND 6400, Golf Operations

The City of Bloomington operates two Golf Courses, Dwan and Hyland Greens. The overall golf operations will be discussed first and then the two courses will be discussed individually.

Golf rounds in the U.S. were down 1.4% in 2014 according to PGA PerformanceTrak. The National Golf Foundation estimates that the number of U.S. golfers has dropped 24% from its peak in 2002 to about 23 million players. Unseasonable weather, a sluggish economy and a generational shift have contributed to the decline in players. The National Golf Foundation expects that the U.S. will add 3-4 million golfers over the next 20 years, primarily attributable to retiring Baby Boomers.

On direction of the City Council, staff is looking at several options for uses of the Hyland Greens facility. This budget is prepared assuming that the City will be operating the facility in 2016. The City Council appointed a task force in September to explore options for use of the facility. The task force is expected to report back its findings to the City Council in February 2016.

Revenues

For 2015, total revenue is estimated at \$1,633,685. For the 2016 Budget, revenue is proposed at \$1,908,300.

Expenses

Expenses for 2015 are estimated at \$1,936,000. For the 2016 Budget, expenses are proposed at \$1,906,957. The change in expenses from 2015 is due to the completion of a new roof on the Dwan clubhouse in February 2015.

Working Capital

Working Capital is expected to decrease by \$302,315 to negative \$532 in 2015, and increase to \$811 in 2016. The 2016 Working Capital goal for the fund is \$958,000.

<u>Working Capital Goal:</u>	<u>2016</u>
Operations (essential)	\$ 424,000
Emergencies (essential)	480,000
Capital	<u>54,000</u>
Total	\$ 958,000

BLOOMINGTON GOLF COURSES - BOTH GOLF COURSES

FUND 6400 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUEST
	5%	-32%	-32%	-31%	39%	18%
REVENUES:						
GREEN FEES	1,014,545	1,013,010	1,013,010	967,000	1,100,000	983,000
PATRON CARDS	81,072	87,306	87,306	96,000	92,000	88,000
DRIVING RANGE	91,701	101,647	101,647	111,000	140,000	120,000
FOOT GOLF				44,000		53,000
RENTAL CARTS/MOTOR CARTS	225,910	231,767	231,767	231,800	262,500	245,500
FOOD/BEVERAGE/MERCHANDISE	168,585	184,365	184,365	183,000	210,000	191,000
INTEREST	1,652	895	895	885	2,800	2,800
INSURANCE PROCEEDS						
PROPERTY TAX/STRATEGIC PRIORITIES					450,000	225,000
TRANSFERS IN	800,000					
OTHER REVENUE	412					
TOTAL REVENUES	2,383,877	1,618,990	1,618,990	1,633,685	2,257,300	1,908,300
EXPENSES:						
WAGES & BENEFITS	1,141,448	1,146,381	1,146,381	1,095,000	1,166,737	1,164,773
LESS UNFILLED POSITIONS						
MATERIALS & SUPPLIES	668,330	692,086	692,086	641,000	708,385	710,684
CAPITAL	793,679	47,000	221,859	200,000	64,500	31,500
TOTAL EXPENSES	2,603,457	1,885,467	2,060,326	1,936,000	1,939,622	1,906,957
NET GAIN (LOSS)	(219,580)	(266,477)	(441,336)	(302,315)	317,678	1,343
WORKING CAPITAL BALANCE	301,783	35,306	(139,553)	(532)	317,146	811
	27.6%	4.0%	-15.8%	-0.1%	31.1%	0.1%
WORKING CAPITAL GOAL:						
OPERATIONS	390,000	372,000	372,000	374,000	486,000	424,000
EMERGENCIES	480,000	480,000	480,000	480,000	480,000	480,000
CAPITAL IMPROVEMENTS	221,859	31,500	31,500	64,500	54,000	54,000
TOTAL WORKING CAPITAL GOAL	1,091,859	883,500	883,500	918,500	1,020,000	958,000
W.C. EXCESS OR DEFICIENCY OVER	(790,076)	(848,194)	(1,023,053)	(919,032)	(702,854)	(957,189)

Dwan Golf Club

Dwan Golf Club is an 18-hole regulation length golf course with a par of 68. There were 37,394 rounds of golf played at Dwan in 2014 vs. 36,423 rounds of golf in 2013. Dwan's competition is all public golf courses in a 25 mile radius. There are 64 public golf courses and 23 private golf courses within 25 miles of Bloomington.

Revenues

Revenues for 2015 are estimated to be \$1,219,005. The proposed revenue budget for 2016 is \$1,273,240. This includes a rate increase of \$1 for many of the greens fees.

Expenses

Total estimated expenses are \$1,416,000 in 2015. Total proposed expenses budget for 2016 are \$1,327,522. Expenses in 2015 include the cost of the new roof at the Dwan Clubhouse.

BLOOMINGTON GOLF COURSE - DWAN

FUND 6400-660701 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUEST
	4%	-38%	-38%	-39%	7%	4%
REVENUES:						
GREEN FEES	772,264	777,539	777,539	772,000	820,000	815,000
PATRON CARDS	64,287	73,097	73,097	73,000	75,000	67,000
RENTAL CARTS/MOTOR CARTS	203,060	212,197	212,197	208,300	237,500	223,000
FOOD/BEVERAGE/MERCHANDISE	151,853	165,932	165,932	165,000	185,000	166,000
INTEREST	1,321	716	716	705	2,240	2,240
INSURANCE PROCEEDS						
TRANSFERS IN	800,000					
OTHER REVENUE						
TOTAL REVENUES	1,992,785	1,229,481	1,229,481	1,219,005	1,319,740	1,273,240
EXPENSES:	2.67%	0.98%	0.98%	-0.88%	1.8%	2.1%
WAGES & BENEFITS	751,600	758,961	758,961	745,000	772,474	775,238
LESS UNFILLED POSITIONS						
MATERIALS & SUPPLIES	487,531	507,842	507,842	471,000	524,941	520,784
CAPITAL	793,679	29,000	203,859	200,000	31,500	31,500
TOTAL EXPENSES	2,032,810	1,295,803	1,470,662	1,416,000	1,328,915	1,327,522
NET GAIN (LOSS)	(40,025)	(66,322)	(241,181)	(196,995)	(9,175)	(54,282)
WORKING CAPITAL BALANCE	1,312,204	1,245,882	1,071,023	1,115,209	1,061,848	1,060,927
	158.7%	195.1%	167.7%	175.2%	163.1%	166.0%
WORKING CAPITAL GOAL:						
OPERATIONS	498,000	307,000	307,000	305,000	330,000	318,000
EMERGENCIES	300,000	300,000	300,000	300,000	300,000	300,000
CAPITAL IMPROVEMENTS	29,000	31,500	31,500	31,500	21,000	21,000
TOTAL WORKING CAPITAL GOAL	827,000	638,500	638,500	636,500	651,000	639,000
W.C. EXCESS OR DEFICIENCY OVER	485,204	607,382	432,523	478,709	410,848	421,927

Hyland Green Golf Course

In order to increase revenues and reduce expenses, Hyland Greens Golf Course converted two separate, nine-hole, par three courses and a small driving range into one par-three course and a large driving range/practice facility in 2012. Driving range revenue were \$92,892 in 2014 compared to \$97,178 in 2013. In 2014, the total number of rounds played at Hyland Greens was 23,961 vs. 20,378 in 2013. Foot golf was introduced at Hyland Greens in 2014. Revenue from this activity was approximately \$70,000.

Revenues

Estimated 2015 revenues total \$414,680. Proposed 2016 revenue is \$635,060. The 2015 budget includes a \$1 increase in most of the greens fees.

Expenses

Expenses for 2015 are estimated to be \$557,400. Expenses are proposed to be \$579,435 in 2016.

BLOOMINGTON GOLF COURSE - HYLAND

FUND 6400-660702 DESCRIPTION	2014 ACTUAL	2015 ADOPTED	2015 ADJUSTED	2015 ESTIMATED	2016 CONCEPTUAL	2016 REQUEST
	7%	-0.40%	-0.40%	6.03%	141%	63%
REVENUES:						
GREEN FEES	242,281	235,118	235,118	195,000	280,000	168,000
PATRON CARDS	16,785	14,562	14,562	23,000	17,000	21,000
DRIVING RANGE	91,701	101,647	101,647	111,000	140,000	120,000
FOOT GOLF				44,000		53,000
RENTAL CARTS/MOTOR CARTS	22,850	19,570	19,570	23,500	25,000	22,500
FOOD/BEVERAGE/MERCHANDISE	17,144	18,433	18,433	18,000	25,000	25,000
INTEREST	330	179	179	180	560	560
PROPERTY TAX/STRATEGIC PRIORITIES OTHER REVENUE					450,000	225,000
TOTAL REVENUES	391,091	389,509	389,509	414,680	937,560	635,060
EXPENSES:	-5.05%	-0.62%	-0.62%	-10.22%	1.8%	0.5%
WAGES & BENEFITS	389,847	387,420	387,420	350,000	394,263	389,535
LESS UNFILLED POSITIONS						
MATERIALS & SUPPLIES	180,799	184,244	184,244	170,000	190,344	189,900
CAPITAL		18,000	18,000		33,000	
TOTAL EXPENSES	570,646	589,664	589,664	520,000	617,607	579,435
NET GAIN (LOSS)	(179,555)	(200,155)	(200,155)	(105,320)	319,953	55,625
WORKING CAPITAL BALANCE	(1,010,421)	(1,210,576)	(1,210,576)	(1,115,741)	(890,623)	(1,060,116)
	-412.4%	-494.1%	-494.1%	-448.1%	-241.4%	-332.3%
WORKING CAPITAL GOAL:						
OPERATIONS	65,000	65,000	65,000	69,000	156,000	106,000
EMERGENCIES	180,000	180,000	180,000	180,000	180,000	180,000
CAPITAL IMPROVEMENTS		0	0	0	33,000	33,000
TOTAL WORKING CAPITAL GOAL	245,000	245,000	245,000	249,000	369,000	319,000
W.C. EXCESS OR DEFICIENCY OVER	(1,255,421)	(1,455,576)	(1,455,576)	(1,364,741)	(1,259,623)	(1,379,116)