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**Village of Hinsdale
Finance Commission
Minutes of the Special Meeting on April 7, 2014**

Members Present: Chairman Waldo, Commissioners D'Arco, Posthuma, Morris, and Tobia

Staff Present: Kathleen Gargano, Village Manager; Darrell Langlois, Assistant Village Manager/Finance Director; Chris Webber, Assistant Finance Director

Others Present: Tom Cauley, Village President; Jerry Hughes, ACA Chairman, Chris Elder, Trustee

Meeting Called to Order at 6:00 p.m.

Approval of Minutes

Chairman Waldo asked for a motion to approve the minutes of the December 17, 2013 Commission meeting. Commissioner Morris moved approval of the minutes, Commissioner Tobia seconded. The minutes were unanimously approved.

Review and Discussion of the February, 2014 Treasurers Report

Mr. Langlois commented on the highlights of the report. Base Sales Tax receipts for the month of February amounted to \$203,000 and \$267,000 for March. This represents a decrease of \$74,144 for February and a decrease of \$13,780 for March. As to the large variance in the February receipts, the 2013 amount was unusually high as the average February payment for the prior three years was \$205,000. Total Sales Tax receipts for the first eleven months of the fiscal year total \$2,820,000, an increase of 2.4%.

Income Tax revenue for the month of February amounted to \$163,966 and March amounted to \$93,651 as compared to prior year receipts of \$159,533 and \$89,456 respectively. This represents an increase of 2.8% for February and an increase of 4.7% for March. Total Income Tax receipts for the first eleven months of FY 2013-14 total \$1,474,886, an increase of 8.4%. This variance is favorable when compared to budget as no increase was assumed for FY 2013-14.

Mr. Langlois reported that Building Permit revenues for February were \$124,323, an increase of 80.1%. For the first ten months of the year, total Building Permit revenue stands at \$1,202,433 an increase of 27.6% over the prior year. Based on current projections the end of year result for permit fee revenue is projected to be \$152,500 above budget.

Mr. Langlois reported that the extreme cold weather and the unusually large number of snow and ice events that have occurred during this past winter will result in several negative budget variances. Public Services overtime will be over budget as the year end estimate is \$125,680. Likewise, the budget amount of \$30,000 in account Chemicals will likely be exceeded by approximately \$62,000 due to the need to purchase additional salt beyond the budgeted amount and at significantly higher prices.

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Mr. Langlois reported that the sale of \$2,070,000 of bonds is expected in order to finance the water meter project. As part of the bond sale both Fitch and S&P re-affirmed the Village AAA bond rating. The S & P rating the last couple of times had rated Village management as "good" and now have characterized it as "strong". The average bond coupon rate is expected in the 2.5% to 3.0% range. As the stock market has declined significantly the last 2 days hopefully will result in a good sale.

Commissioner Morris asked Mr. Langlois if there will be significant expenses for the roads due to the extreme amounts of ice and snow. Mr. Langlois stated that information would be presented in the budget report.

Chairman Waldo clarified with Mr. Langlois that the negative variations from the harsh winter would be covered in the budget presentation.

Review and Discussion of the 2014-15 Annual Budget and FY 2014-15 to FY 2018-19 Capital Improvement Plan

Village Manager Gargano explained changes in the FY 2014-15 Budget document. Among the changes in this year's Budget is a transmittal letter that provides a Budget overview and outlines the budget priorities for the coming year. Additionally the Budget includes activity and performance measures and the goals and objectives section has been expanded. Due to increased business volumes the Community Development Department will be adding staff to help shorten the time frame for approving building permits.

The Capital Improvement Plan (CIP) has been revised to show more detailed cost justification as well as the inclusion of pictures on many items. Chairman Waldo asked Ms. Gargano if part of the goal setting is tied to certain cost per unit of service delivery expectations. Ms. Gargano stated that some departments would not lend itself to do that and that staff time is very limited here to compile the data necessary to accomplish the reporting.

Mr. Langlois presented the budget. The Corporate Fund encompasses all of the operating departments of the Village except for the Water Department. Revenues are projected at approximately \$19 million and expenses are expected to be around \$16 million. \$1.2 million is going to fund the capital improvements included in the CIP. The projected operating budget surplus of \$366,000 for FY 2013-14 is after the negative variances from the past winter season. It was noted that the Village will receive a \$162,000 credit from its health insurance provider. After all transfers there is a deficiency of \$50,264 because of transferring surpluses of \$325,000 to a new fund for infrastructure and \$75,000 in discretionary contributions will also be transferred to both the Police and Fire Pension Funds.

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Mr. Langlois reported that total revenues are increasing about 2% over the prior year. Mr. Langlois commented on the pie chart that shows how the revenue is allocated. There are a number of different revenue categories and the Village is not over reliant on any one source of revenue. One of the most significant revenue sources is property taxes. The tax levy was approved last December and the Village does have tax cap limits of 1.5% due to changes in CPI. New growth is allowed to be considered and will provide some incremental revenue above the tax cap. Mr. Langlois noted that the Village receives approximately 7% of an individual the tax bill revenue, with the vast majority of property tax revenue going to schools. Chairman Waldo asked who decides what the tax cap will be and what the average increase will be to the taxpayer.

Another significant revenue source is sales tax revenue. This is projected increase about 5.4% over the FY 2013-14 budget amount for next year. Income taxes are expected to increase 3%. Utility taxes are shared between the corporate fund and MIP fund. The corporate fund share will increase 3%.

Permit revenues are projected at \$1,231,000 for FY 2014-15. Mr. Langlois noted that in September 2013 permits increased by 104% over the prior year and in October 2013 permits increased by 130%, so the budgeted amount was moderated downward to reflect a more normalized amount for these months. Chairman Waldo asked about food permits and whether it costs more to have these inspections. Mr. Langlois stated that these are required inspections for Cook County but the county performs these inspections in Du Page County. Mr. Langlois stated that the new position in Community Development would cost around \$90,000 with benefits. Because the current Code Enforcement Officer position is now part-time, no new insurance costs would be involved. The Community Development Department and the Park and Rec Department will both be open during lunch as part of this reorganization.

Mr. Langlois commented on the General Fund. 48% of expenditures are related to public safety. The biggest expenses are salary and benefits and the second largest is contractual services. Corporate Fund expenses are expected to increase about \$500,000 and overall personnel costs are increasing 3.8% due to the Community Development Department reorganization, a new Management Analyst position the manager's office new position, and salary increases for current employees in the Corporate Fund.

Mr. Langlois reported that the professional services budget will increase \$27,000, mostly related to an increase in legal fees. Contractual services will increase by \$133,000 mostly due to an increase in a number of expenses related to trees. Materials and supplies will increase by \$35,000 for the replacement of trees and \$30,000 extra for salt purchases. Transfers will go down by \$100,000 due to lowering the contribution to the MIP to \$1.5 million.

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Mr. Langlois stated that full time equivalent staffing levels went from 135 a number of years ago to a low of 117 and now are at about 119. Village Manager Gargano stated that the staffing levels in the Community Development Department will be monitored and evaluated as necessary should business levels change. Mr. Langlois stated that the salary budget includes a 2% cost of living increase and that step/merit raises are also included. Most building plan review is outsourced to a third party and staff believes that the Community Development reorganization will help reduce the permit review time and that most permit reviews will now be done in-house. Ms. Gargano stated that clerical help will also be added to supplement the full time secretary to handle the increased permit volume and will enable all Departments at Village Hall to remain open during the lunch period.

Mr. Langlois also reported that \$13 million will be spent on infrastructure improvements in the next fiscal year and there are only three employees in the Engineering Department to manage these projects. This will be especially problematic in the next couple of years with the Oak Street Bridge project. To assist with managing these projects a part-time seasonal civil engineer is proposed to be hired. Ms. Gargano stated that this new position will be re-evaluated after these projects are completed to see if that position is still needed. The budget also includes a new part time secretary that can issue small building permits at the counter and can provide support to the department management so they no longer will have to do clerical tasks such as preparing minutes.

Pension expenses are budgeted at \$1,949,000, a 3.1% increase. There have been favorable returns from the investments which has improved funding levels. Chairman Waldo asked Mr. Langlois what percentage is funded at the end of the fiscal year. Mr. Langlois does not have 2014 results yet but indicated that the Police Pension funding is above average and the Firefighters Pension Fund and IRMF are about average. Trustee Hughes stated that there will be a new accounting change in a few years and that may change some of the financial reporting and funding calculations. The new accounting standards will require certain actuarial methods and narrower parameters for setting actuarial assumptions. State law currently requires Police and Firefighters' Pensions Funds to be 90% funded by 2040.

Mr. Langlois explained the other Corporate Fund budget increases. In the Public Services Department, the budget is based on an average weather year and not the current year with the drastic winter weather. Overall Village revenues are increasing by \$760,000 and operating expenses are increasing by \$673,000, which is a good indicator in that new revenues will exceed new expenditures.

Mr. Langlois stated that the FY 2014-15 Budget includes a \$100,000 contingency. There is still surplus in the MIP fund so road work time line could be changed if needed. The Department Capital transfer is consistent at \$1,250,000, which is the approximate five year average of the CIP.

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Mr. Langlois reported on the capital budget and noted that \$245,000 in the budget is for the Village parking lot and lighting improvements; \$230,000 for Burlington Park improvements including landscaping for the wall; \$160,000 for improvements to the Memorial building; \$113,000 for replacement of police vehicles, and \$50,000 in costs for the Fire Department kitchen and that cost is covered mostly by the Foreign Fire Insurance Tax Fund. There is also \$30,000 in the budget to redo the Village website.

There was discussion regarding the road and water main work that is not in the MIP. The areas of town that have the most problems with utilities and roads were fixed first in the MIP. The financing plan showed no road work in 2016 and there will be a new fund created address drainage, roadway and water main work that is not included in the MIP. For the new fund next year's budget will assume that all \$1.8 million of available funds will be spent on non-MIP projects.

Mr. Langlois stated that revenue from water and sewer sales is estimated at \$8.8 million and that 80% of what is purchased is billed to the residents. The ending fund balance from FY 2013-14 is \$3.2 million and that \$2 million is needed for the water meter replacement program. The water capital fund has \$1.1 million to fund infrastructure capital improvements. All of the expected DWC rate increase will be passed on to the residents.

Mr. Langlois reported that the Village debt will be \$16 million and it is projected to add about \$5 million with a bond sale to partially fund infrastructure.

Commissioner Morris asked about expenditures for the old HCA building. Mr. Langlois stated that a soccer team wanted to use it for a dormitory. The Village added \$50,000 to the budget for improvements that would be required for life safety issues to benefit anyone that rents the building. No work will be done until we have a revenue source.

Mr. Langlois stated that there is one correction to the budget book. It does not include the half time seasonal engineering position on the FTE staffing exhibit for the Community Development Department.

Mr. Langlois stated that KLM projections show an operating surplus of \$3,000 versus a loss from the previous year and the pool budget includes \$107,000 worth of capital improvements. Chairman Waldo asked Mr. Langlois if the infrastructure problems are growing. President Cauley commented on the plan. The Commissioners commented on issues like Graue Mill and Madison Street as projects that are not included in the MIP.

Mr. Langlois suggested that detailed review of the capital plan be delayed to the next meeting.

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Adjournment

As there was no further business to come before the Commission, Commissioner Morris moved to adjourn the meeting, seconded by Commissioner Tobia. The meeting was adjourned at 7:35 p.m.

Respectfully Submitted:

Darrell Langlois
Assistant Village Manager/Finance Director

Memo

To: Chairman Waldo & Members of the Finance Commission
From: Gina Hassett, Director of Parks & Recreation 
Date: June 17, 2014
RE: Community Pool Report

The 21st season of the Community Pool came to a close on Monday September 2nd. The weather for the 2013 season was mild compared to the 2011 and 2012 seasons. Opening weekend 2013 saw temperatures 28 degrees lower than the previous season and 13 degrees lower than average. Temperatures in July averaged 16 degrees cooler than the prior year. The temperatures on weekends throughout the summer were also below average.

FY 2013-14 Revenue

Total revenue for the year was \$320,819 which is \$7,438 (2%) over the prior year and was \$23,581 (7%) below the budget target. The total Resident membership fees were consistent with the prior year, posting a small increase of \$1,059 (1%). Resident Family membership sales were down slightly but overall revenue was strong due sales of "super passes". The "super pass" is an additional membership option which allows Hinsdale pool members access to the Clarendon Hills Park District pool. The increased demand for super passes was likely driven by the renovated facility at Clarendon Hills Park District. The comparison of the current and prior year is summarized in the in the 2006-2013 Pass Sales Report.

This year the majority of pool pass sales were sold during the Early Bird period. After the Early bird period, sales are typically dependent on the current season's weather. In 2012, the consistent warm temperatures resulted in season pass sales throughout the summer. During the 2013 season, however, daytime highs in late May were well below average, and the overnight temperatures through early June were in the 40's. Due to the below average temperatures, season pass sales were minimal beyond the expiration of the early bird period and resulted in a decline in seasons pass revenue.

Non-Resident memberships declined \$5,772 (38%) from the prior year. In an effort to increase sales, a discussion was held at the ACA Committee which resulted in 20% discount off the posted Non-Resident pass rates. The discount did not result in increased sales.

Daily admission fees declined \$18,648 (27%) over the prior year, and 10-Visit pass revenue declined by \$4,004 (18%) over the prior year. The decline in daily admissions and 10-Visit pass sales can be attributed to the unseasonable cool weather.

Resident swim lesson revenue was down \$3,762 (14%) over the prior year. The non-resident lesson revenue increased \$1,532 (43%). Private lesson revenue was down over the prior year by \$1,365 (19%). Town Team revenue was up \$4,558 (24%). Participation fees for Town Team were increased and an additional one-time fee was collected for hosting the conference swim meet.

Miscellaneous pool revenue was \$22,646 which is \$11,186 (98%) over the prior year. The increase was the result of the new rent terms reached with the Hinsdale Swim Club as well as additional rental revenue from other swim teams.

In general, the revenue budget shortfall can be attributed to the unseasonable cool temperatures. Inquiries have been made with a number of other park and recreation agencies that have pools and they have noted similar negative trends this year. That being said, Clarendon Hills Park District had an increase in pool memberships and their daily admission revenue was consistent to the prior year. Clarendon Hills Park District recently renovated their facility which included the addition of an interactive play area, a diving well with a drop slide, equipment room renovations, and a splash area.

FY 2013-14 Expenses

Expenses for the year are \$268,242 which was \$14,408 under budget. Materials and supplies were \$27,580 which is \$5,788 below the prior year. Chemical expenses were down over the prior year due to the cool temperatures. The 2013 pool season resulted in \$52,577 in net operating income. The summary of the expenses is shown in the Community Pool Financial Summary.

Capital outlay for the year was \$106,409 which is \$591 under budget. The resurfacing of the pool parking lot was \$59,930 which was \$10,348 over budget. Additional capital projects included the rebuilding of the pool pump at \$19,927, installation of shade structures at \$15,907 and the purchase of deck chairs at \$10,645. The additional shade structures complete the replacement of the old umbrella's that were falling apart and creating safety hazards.

2014 Season

With the unseasonable cool temperatures last summer and a long winter there is a possibility there could be a decline in revenue. In 2011 and 2012 the summer set record setting heat waves. Previous summer weather often drives pass sales; the mild weather that occurred in the summer of 2013 could discourage pass members from renewing for 2014. Due to a number of public and private pools in the area, Hinsdale residents have a variety of choices to consider when selecting a facility for their swimming activities. Continued efforts are made to retain and attract new members and for opportunities to increase the non-resident pass sales and daily visit revenue.

This past fall a meeting was held with Clarendon Hills Park District to inquire what changes they were proposing for the 2014 season. Clarendon Hills Park District has had declining sales of Super Passes to their residents. Hinsdale and Clarendon Hills resident pool members can purchase a Super Pass from their agency that allows them access to both agencies' facility. This agreement has been in place between Clarendon Hills and the Village of Hinsdale for a number of years.

Clarendon Hills experienced increased attendance last summer likely due to the renovations made at their pool. In an effort ensure their pool does not have to turn away residents, they limited the sale of Hinsdale's Super Passes for 2014 from 200 to 100 passes. Staff communicated the limited pass sales to previous pass holders which increased early bird pass sales. As we quickly ran out of super Passes, many families were disappointed that they were unable to purchase a Super Pass. With the decrease of 100 Super Passes, this equates to approximately 25 families not being able to secure a Super Pass for the 2014 season and a decline in pass revenue of \$8,860.

For 2014, the daily rates for the Hinsdale Community Pool have been streamlined and will coincide with the daily rates at Clarendon Hills. Previously there was a different rate for resident youth and non-resident and different rates for adults. For 2014 there is one rate per category, \$8 for residents and \$12 for non-residents. Based on the admission data from 2013, the new rates will increase daily admission revenue by \$2,002; a summary is provided in the table below.

Based on comparative facilities, it appears that our non-resident membership rates continue to be priced above the market rate. The Hinsdale pool has the capacity to handle additional guests. The areas to the east of Hinsdale have limited community pool options. Making the non-resident rates more competitive would possibly increase membership revenue. Clarendon Hills offers a "Friendly" rate that is \$50 more than the resident pass to neighboring communities that do not have a community pool which generates \$20,000 in revenue.

Staff made a recommendation to the Parks and Recreation Commission to lower the non-resident rates to be more competitive with Clarendon Hills Park District to the Park and Recreation Commission. The Commission asked staff to monitor the trends of membership sales for future discussions.

Hinsdale residents are a swimming community and the 50 meter pool is a valuable resource for competitive swimmers. Based on the on-line survey, residents desire improvements to the wading pool and sand area. Consideration is being given to complete a community survey which would gather input from residents who are not using the pool.

In January of 2014, a subcommittee of the Parks and Recreation Commission met to discuss the pool. The subcommittee brought ideas back to the Commission and there was consensus among the Commission that funds should be allocated to renovate the wading pool area. The wading pool area is a zero depth entry with a mushroom fountain and a sand area. The Commission feels that updating the mushroom feature and replacing the sand with a splash pad would entice families with young children to join the pool. The five year capital plan includes \$200,000 allocated to pool renovations in FY 2017-18. Listed below is the five year capital plan for the pool.

Fund - Corporate		Department - Park and Recreation--3000						
	Year 0	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	
Item	Budget	Estimated	Projected	Projected	Projected	Projected	Projected	Five-Year
	FY 2013-14	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	Plan Total
Swimming Pool - 3951								
Exterior Fencing Replacement								0
Bathhouse/Guardhouse Painting								0
Umbrella/Shade Structure Repl.	15,000	15,000	12,000					12,000
Ramp Repairs								0
Pool Lounge Chairs	12,000	12,000						0
Parking Lot Resurfacing	60,000	59,931						0
Pump Motors	20,000	20,000		10,000		12,000		22,000
Slide Replacement - Baby Pool					12,000			12,000
Fire Suppression Replacement			28,000					28,000
Lap Pool -Power Wash and Paint				30,000				30,000
Diving Well/Wading Pool Power Wash Paint				20,000				20,000
Slide Restoration - Diving Well				15,000				15,000
Roof - Pump & Guard House					30,000			30,000
Pergola Painting								0
Starting Block Inserts								0
Pool Renovation						200,000		
Pool Heater Replacement						18,000		18,000
Total - Swimming Pool	107,000	106,931	40,000	75,000	42,000	230,000	0	187,000

FY 2014-15

Listed below is the current pool pass sales report. Total pass revenue is down \$17,351 for the same period of the prior year. The reduction of Super Passes represents \$8,860 of the decline in revenue. Resident pass sales are down \$11,894 over the same period of the prior year due to a decrease in family pass sales. Non-Resident pass sales are up \$773 over the prior year and 10-visit pass are up \$2,630 over the prior year. The cool summer weather in 2013 and unseasonable cold spring have made it challenging to sell season passes. The Guest Pass continues to be an alternative to families that do not want the commitment of the season pass. Staff continues to market pass sales.

Feb 1-June 18		2013 Pass Revenue				2014 Pass Revenue				
		2013				2014				Change Over the prior year
Type		New Passes	Renew Passes	Total	Revenue	New Passes	Renew Passes	Total	Revenue	
Nanny Pass		51	35	86	\$5,205	43	44	87	\$5,100	-\$105
Family Primary		100	295	395	\$114,455	79	275	354	\$102,921	-\$11,534
Family Secondary		332	1026	1358	\$0	246	939	1185	\$0	\$0
Family Super		13	35	48	\$16,660	0	25	25	\$8,375	-\$8,285
Family Super Secondary		15	33	48	\$2,160	4	68	72	\$3,330	\$1,170
Family Super Third		40	68	108	\$1,575	0	4	4	\$30	-\$1,545
Family Super 4+				0		3	6	9	\$135	\$0
Guest Pass Adult		57	6	63	\$5,100	162	22	184	\$12,530	\$7,430
Guest Pass Child		79	4	83	\$4,800	0	0	0	\$0	-\$4,800
Individual Pass		6	16	22	\$3,335	5	13	18	\$2,760	-\$575
Senior Super Pass		0	2	2	\$260	0	1	1	\$0	-\$260
Individual Super Pass		0	2	2	\$75	0	1	1	\$0	-\$75
Non Resident Family		8	4	12	\$5,456	7	5	12	\$6,305	\$849
Non Resident Family Secondary		23	14	37	\$0	37	7	44	\$0	\$0
Non Resident Individual		1	6	7	\$924	3	2	5	\$1,065	\$141
Non Resident Senior		3	7	10	\$1,302	1	6	7	\$1,085	-\$217
Senior Pass		1	20	21	\$1,680	1	23	24	\$2,000	\$320
Resident Pass Total					\$124,675				\$112,781	-\$11,894
Super Pass Total					\$20,730				\$11,870	-\$8,860
Non resident Total					\$7,682				\$8,455	\$773
Guest Pass Total					\$9,900				\$12,530	\$2,630
Total					\$162,987				\$145,636	-\$17,351

Daily revenue for May is \$3,207 over the prior year. June is trending to finish above the prior year.

Daily Fee Revenue		
	2013	To Date 2014
May	\$645	\$3,852
June	\$16,112	\$11,183
July	\$17,129	
August	\$12,347	
Sept	\$1,319	
Total	\$47,522	\$15,035

Community Pool Financial Summary 2007-14

	2007-08		2008-09		2009-10		2010-11		2011-12		2012-13		2013-14		2013-14		2014-15		2014-15		Difference over budget	% Of Budget	Over prior year	Difference over prior year	2014-15 Budgeted	to Date
	Actual		Actual		Actual		Actual		Actual		Actual		Budgeted	Actual	Budgeted		Budgeted									
REVENUE																										
Pool Resident Fees	203,088	194,074	170,148	168,820	158,948	155,192	170,000	156,251	1,059	1%	1,059	156,251	170,000	156,251	1,059	1%	160,000	129,673	160,000	92%	-13,749	92%	1%	1,059	160,000	129,673
Non-Resident Fees	15,105	18,192	16,885	10,415	14,895	15,014	16,000	9,242	-5,772	-38%	-5,772	9,242	16,000	9,242	-5,772	-38%	12,000	3,712	12,000	58%	-6,758	58%	-38%	-5,772	12,000	3,712
Daily Fees	41,991	53,345	54,735	64,430	67,069	67,928	72,000	49,280	-18,648	-27%	-18,648	49,280	72,000	49,280	-18,648	-27%	65,000	8,813	65,000	68%	-22,720	68%	-27%	-18,648	65,000	8,813
Locker Revenue	156	1,191	278	98	93	93	0	62	-31	-33%	-31	62	0	62	-31	-33%	100	0	100	62	62	100%	8%	8,000	3,000	0
Concession	5,211	5,857	3,500	7,000	7,350	7,350	7,900	7,950	600	8%	600	7,950	7,900	7,950	600	8%	8,000	3,000	8,000	101%	7,900	101%	8%	600	8,000	3,000
Resident Class	40,792	46,661	49,949	29,803	26,575	26,575	29,500	22,813	-3,762	-14%	-3,762	22,813	29,500	22,813	-3,762	-14%	26,500	16,967	26,500	77%	-6,887	77%	-14%	-3,762	26,500	16,967
Non-resident Class	1,523	2,325	1,797	3,563	3,555	3,555	5,000	5,087	1,532	43%	1,532	5,087	5,000	5,087	1,532	43%	5,200	2,304	5,200	102%	87	102%	43%	1,532	5,200	2,304
Private Lessons	7,315	8,185	9,373	9,929	7,938	7,263	10,000	5,898	-1,365	-19%	-1,365	5,898	10,000	5,898	-1,365	-19%	8,000	2,030	8,000	59%	-4,102	59%	-19%	-1,365	8,000	2,030
Misc Pool Revenue (Rentals)	5,197	3,190	12,349	10,840	14,721	11,460	12,000	22,646	11,186	98%	11,186	22,646	12,000	22,646	11,186	98%	26,000	4,760	26,000	189%	10,646	189%	98%	11,186	26,000	4,760
Town Team Fees*	0	0	0	23,882	19,001	18,951	22,000	23,509	4,558	24%	4,558	23,509	22,000	23,509	4,558	24%	24,500	13,181	24,500	107%	1,509	107%	24%	4,558	24,500	13,181
10 Visit Pass	0	0	0	15,478	18,824	22,085	24,100	18,081	-4,004	-18%	-4,004	18,081	24,100	18,081	-4,004	-18%	22,000	10,225	22,000	75%	-6,019	75%	-18%	-4,004	22,000	10,225
Total Revenue	320,378	333,020	319,015	328,781	320,145	313,381	344,400	320,819	7,438	2%	7,438	320,819	344,400	320,819	7,438	2%	335,300	194,665	335,300	93%	-23,581	93%	2%	7,438	335,300	194,665
Operating Expenses																										
Personal Services	145,431	137,784	182,663	146,174	154,283	155,573	161,475	155,078	-495	0%	-495	155,078	161,475	155,078	-495	0%	161,475	14,794	161,475	96%	-6,397	96%	0%	-495	161,475	14,794
Contractual Services	54,555	37,845	26,422	27,142	15,253	24,246	25,650	27,601	3,355	14%	3,355	27,601	25,650	27,601	3,355	14%	32,475	9,669	32,475	108%	1,951	108%	14%	3,355	32,475	9,669
Other Services (utilities,tele, printing)	41,711	71,255	51,501	39,563	27,651	37,749	42,000	40,454	2,705	7%	2,705	40,454	42,000	40,454	2,705	7%	37,000	2,106	37,000	96%	-1,546	96%	7%	2,705	37,000	2,106
Materials & Supplies	40,550	31,960	34,202	33,394	25,055	33,368	33,475	27,580	-5,788	-17%	-5,788	27,580	33,475	27,580	-5,788	-17%	31,300	5,752	31,300	82%	-5,895	82%	-17%	-5,895	31,300	5,752
Repairs & Maintenance (general equipment)	43,127	17,997	15,818	23,316	15,366	19,124	11,850	12,231	-6,893	-36%	-6,893	12,231	11,850	12,231	-6,893	-36%	22,000	6,583	22,000	103%	381	103%	-36%	-6,893	22,000	6,583
Other Expense (sewer & bank fees)	9,203	9,052	12,202	10,543	1,442	5,993	8,200	5,298	-695	-12%	-695	5,298	8,200	5,298	-695	-12%	6,700	0	6,700	65%	-2,902	65%	-12%	-695	6,700	0
Total Operating Expenses	334,578	305,894	322,809	280,130	239,050	276,053	282,650	268,242	-7,811	-3%	-7,811	268,242	282,650	268,242	-7,811	-3%	290,950	38,904	290,950	95%	-14,408	95%	-3%	-7,811	290,950	38,904
Operating Income (Loss)																										
	(14,200)	27,127	(3,794)	48,650	81,095	37,328	61,750	52,577	15,249	41%	15,249	52,577	61,750	52,577	15,249	41%	44,350	155,761	44,350	85%	-9,173	85%	41%	15,249	44,350	155,761
Capital Outlay	70,526	23,668	37,426	22,158	72,058	76,029	107,000	106,409	30,380	40%	30,380	106,409	107,000	106,409	30,380	40%	12,000	6,000	12,000	99%	-591	99%	40%	30,380	12,000	6,000
Net Income (Loss)	(84,726)	3,458	(41,220)	26,492	9,037	-38,701	-45,250	-53,832	-15,131	39%	-15,131	-53,832	-45,250	-53,832	-15,131	39%	32,350	149,761	32,350	119%	-8,582	119%	39%	-15,131	32,350	149,761

Daily Admission Summary

Visit	2010			2011			2012			2013			2014		Projected Revenue* Difference
	Rates	Daily Visits	Revenue	Rates	Daily Visits	Revenue	Rates	Daily Visits	Revenue	Rates	Daily Visits	Revenue	Rates	Projected Revenue*	
Child Resident	\$5	6857	\$34,285	\$7	2298	\$16,086	\$7	2358	\$16,506	\$7	2689	\$18,822	\$8	\$21,512	\$2,690
Adult Resident	\$8	1999	\$15,992	\$9	3006	\$27,054	\$9	3136	\$28,224	\$9	1966	\$17,694	\$8	\$15,728	-\$1,966
Child Non-Resident	\$8	156	\$1,248	\$9	1080	\$9,720	\$9	1177	\$10,593	\$9	540	\$4,860	\$12	\$6,480	\$1,620
Adult Non-Resident	\$12	156	\$1,872	\$14	957	\$13,398	\$14	991	\$13,874	\$14	439	\$6,146	\$12	\$5,268	-\$878
TOTAL			\$54,735			\$64,340			\$67,069			\$47,522		\$48,988	\$1,466

*Projected revenue is based 2013 attendance

PASS SALES REPORT

Pass Type	2006		2007		2008		2009		2010		2011		2012		2013	
	Pass Sales	2006 Revenue	Pass Sales	2007 Revenue	Pass Sales	2008 Total	Pass Sales	2009 Revenue	Pass Sales	2010 Revenue	Pass Sales	2011 Revenue	Pass Sales	2012 Revenue	Pass Sales	2013 Revenue
Family Early Bird			756	\$152,185	682	\$143,811		\$150,425	355	\$87,755	345	\$98,633	274	\$79,480	302	\$87,580
Family Regular			756	\$152,185	682	\$143,811	646	\$150,425	212	\$56,400	134	\$43,837	153	\$48,195	113	\$35,595
Sub-Total	842	\$158,000	756	\$152,185	682	\$143,811	646	\$150,425	567	\$144,155	479	\$142,470	427	\$128,079	415	\$123,175
Individual Early									25	\$3,480	20	\$2,640	13	\$2,145	13	\$2,145
Individual			138	\$13,020	96	\$10,780	71	\$8,255	21	\$2,970	11	\$1,830	16	\$2,960	14	\$2,590
Sub-Total	129	\$11,220	138	\$13,020	96	\$10,780	71	\$8,255	46	\$6,450	31	\$4,470	29	\$3,934	27	\$4,735
Senior Early									12	\$883	18	\$1,440	10	\$800	8	\$640
Senior Registration			32	\$2,368	24	\$1,725	29	\$2,295	13	\$975	9	\$715	17	\$1,360	15	\$1,200
Sub-Total	30	\$2,030	32	\$2,368	24	\$1,725		\$2,295	25	\$1,858	27	\$2,155	27	\$2,160	23	\$1,840
NR Early Family									13	\$6,175	10	\$5,150	7	\$3,605	8	\$3,296
NR Family Registration			19	\$7,900	34	\$14,118	21	\$9,700	7	\$3,500	8	\$4,320	16	\$8,640	10	\$4,320
Sub Total	8	\$5,360	19	\$7,900	34	\$14,118	21	\$9,700	20	\$9,675	18	\$9,470	23	\$11,705	18	\$7,616
NR Individual Early									2	\$480	4	\$1,040	7	\$1,820	4	\$832
NR Individual Registration			15	\$2,455	10	\$2,250	2	\$530	7	\$1,105	2	\$570	1	\$285	1	\$228
Sub-Total	4	\$885	15	\$2,455	10	\$2,250	2	\$530	9	\$1,585	6	\$1,610	8	\$2,105	5	\$1,060
NR Senior Early						\$150			0	\$0	2	\$310	1	\$155	3	\$372
NR Senior Registration			6	\$888	5	\$600	3	\$480	5	\$750	3	\$465	6	\$930	7	\$868
Total NR Senior	5	\$650	6	\$888	5	\$750	3	\$480	5	\$750	5	\$775	7	\$1,085	10	\$1,240
Membership Total	1018	\$178,245	966	\$178,816		\$173,434	743	\$171,685	855	\$164,473	755	\$160,950	696	\$149,068	714	\$139,666
Family Super	80	\$17,730	81	\$20,215	47	\$14,221		\$16,200	46	\$12,425	42	\$15,145	41	\$15,410	48	\$16,320
Family Super 2nd	84	\$1,820	80	\$3,755	52	\$2,620	130	\$2,580	47	\$2,130	48	\$2,235	41	\$1,845	48	\$2,160
Family Super 3rd	160	\$1,790	172	\$2,610	104	\$1,815	57	\$1,980	90	\$1,425	99	\$1,665	93	\$1,395	105	\$1,575
Individual Super	9	\$800	13	\$1,560	7	\$1,120	8	\$1,155	6	\$690	6	\$820	2	\$100	0	\$0
Senior Super	0	\$0	1	\$124	2	\$90	0	\$0							2	\$260
Nanny Super															13	\$975
Total Super Pass	333	\$22,140	347	\$28,264	212	\$19,866	252	\$21,915	183	\$16,670	189	\$19,045	175	\$18,650	216	\$20,055
Adult 10 Visit Pass																
Child 10 Visit Pass		NA		NA		NA		NA		NA	102	\$8,084	159	\$13,515	114	\$9,690
Total 10-Visit Pass											122	\$7,346	187	\$11,220	139	\$8,340
Nanny Pass		NA		NA		NA		NA		NA	224	\$15,430	346	\$24,735	253	\$18,030
Total Pass Sales		\$200,385		\$207,080		\$193,300		\$193,600		\$181,143	77	\$4,305	96	\$5,760	93	\$5,580
												\$199,730		\$198,213		\$183,331

Price Comparison 2013 Rates

Membership Rates						
	Resident Family	Resident Individual	Resident Senior	Non-Resident Family	Non-Resident Individual	Non-Resident Senior
Village of Hinsdale	\$315	\$185	\$80	\$540	\$285	\$155
Proposed 2014 Hinsdale	\$315	\$185	\$80	\$540	\$285	\$155
Barrington Park District*	\$203	\$110	\$100	425**	\$189	\$175
Clarendon Hills Park District	\$285	\$150	\$70	\$470	\$230	\$85
Elmhurst Park District**	\$188	\$47	\$47	\$392	\$98	\$98
Western Springs Service Club Pool***	\$590	\$325	\$245	\$590	\$340	\$265
Wilmette Park District****	\$163	\$76	\$42	460*	\$218	\$98
Wheaton Park District	\$255	\$99	\$94	\$380	\$148	\$141
Village of Palos Heights	\$215	\$95	\$80	\$260	\$115	\$100

*Prices are based on 4 person household. Additional members are \$15/each for residents and \$20/each for non residents

**Memberships are offered per person, fees are for a family of four.

***Western Springs is private pool, members must pay a capital assessment of \$300

****Prices are based on a 4 person household. Additional members are \$19/each for residents and \$47/each for non residents

Daily Admission Fees						
	Resident Adult	Resident Child	Resident Senior	Non-Resident Adult	Non-Resident Child	Non-Resident Senior
Village of Hinsdale	\$9.00	\$7.00	\$9.00	\$14.00	\$9.00	\$14.00
Proposed 2014 Hinsdale	\$8.00	\$8.00	\$8.00	\$12.00	\$12.00	\$12.00
Clarendon Hills Park District	\$9.00	\$6.00	\$5.00	\$13.00	\$8.00	\$5.00
Proposed 2014						
Clarendon Hills Park District	\$8.00	\$8.00	\$5.00	\$12.00	\$12.00	\$12.00
Oak Brook Park District	\$10.00	\$6.00	\$6.00	\$12.00	\$8.00	\$8.00
Western Springs Service Club Pool	NA	NA	NA	NA	NA	NA
Wilmette Park District	\$8.25	\$8.25	\$8.25	\$18.00	\$18.00	\$18.00
Barrington Park District	\$7.00	\$5.00	\$4.00	\$10.00	\$8.00	\$7.00
Wheaton Park District	\$8.25	\$5.50	\$5.00	\$12.25	\$7.50	\$7.50
Elmhurst Park District	\$7.00	\$6.00	\$5.00	\$9.00	\$8.00	\$8.00
Village of Palos Heights	\$8.00	\$6.00	\$6.00	\$8.00	\$6.00	\$6.00

Amenities listed by Site:

Hinsdale

50M Pool, 8 lanes
Wading pool with tot slide and mushroom
Sand Pit
Diving Pool with 3 board and 1 drop slide
Concessions
Locker Rooms

Clarendon Hills

25Y Pool, 6 lanes
Zero Depth Entry Pool
Water Play/Spray Features
Splash Pad
Water slide and plunge pool
Baby Pool
Sand Pit & Sand Volleyball areas
Concessions
Picnic space outside Pool
Locker Rooms

Oak Brook

Zero Depth Entry Wading Pool
Splash pad with bubblers/ spray features
Outdoor party & picnic space
Multiple spray features and 3 water slides
Fire pit
Locker Rooms
(Also have indoor pools with features that are included in pricing structure)
Concessions

Western Springs

2-25Y Pools, 6 lanes
Tot Pool
Water Slides
outside picnic area & volleyball
Field area
Concessions
Locker Rooms

Wilmette

50M pool, 8 lanes
Leisure pool with zero depth entry/water slides
Wading Pool with tot slide
Diving Pool with 2 boards/2 drop slides
Locker Rooms
Concessions

Barrington

Zero depth tot pool with slide and features
25Y Activity Pool with 2 slides/ 3 lap lanes
Diving Pool with 1 board and 2 drop slides
Locker Rooms
Concessions

Elmhurst

25Y pool , 4 lanes
Diving pool with 3 boards and drop slide
zero depth tot pool with slide
Sand Pit
Spray Pad
Locker Rooms
Concessions
Family Locker Room

Wheaton

25Y, Zero Depth Pool to 16ft deep
Zero Depth tot pool
Sand Play Area
Volleyball Area
Sun Hill
Diving Pool with drop slide/tube slide/3 board
L shaped pool-50M and 25M
Concessions
Picnic Area
splash/spray pad
Locker Rooms

Palos Heights

Z Shaped Pool 25Y at each end 6 lanes each
Drop Slide
Body Slide
Diving Boards
Zero depth wading pool
Concessions
Locker Rooms