

Not Reviewed

<b>Fund</b>	<b>Object</b>	<b>Account Name</b>	<b>19-152 2020 Adopted</b>	<b>2021 Department</b>	<b>2021 Budget Board</b>	<b>2021 Town Manager</b>	<b>2021 Adopted</b>
<b>0540</b>	<b>SPRING LAKE BEACH INCOME</b>						
0540	455190	INTEREST	\$ (200.00)	\$ (1,300.00)	\$ (1,300.00)	\$ (200.00)	
0540	466300	RENTAL INCOME	\$ (8,515.00)	\$ (17,300.00)	\$ (17,300.00)	\$ -	
0540	466320	LEASE INCOME ARCADE	\$ (10,000.00)	\$ (10,000.00)	\$ (10,000.00)	\$ -	
0540	466350	ADMIT FEES	\$ (169,705.00)	\$ (193,000.00)	\$ (193,000.00)	\$ (152,661.00)	
0540	466545	STORE SALES	\$ (16,800.00)	\$ (2,300.00)	\$ (2,300.00)	\$ -	
<b>0540</b>	<b>SPRING LAKE BEACH EXPENSES</b>						
0540	511270	DIVISION HEAD (PT TIME	\$ 15,000.00	\$ 11,878.00	\$ 11,878.00	\$ 5,635.00	
0540	511300	SUPERVISORS - NON	\$ 28,125.00	\$ 23,250.00	\$ 23,250.00	\$ 23,250.00	
0540	519500	OTHER SEASONAL HELP	\$ 87,000.00	\$ 120,000.00	\$ 120,000.00	\$ 45,360.00	
0540	524000	FICA	\$ 8,100.00	\$ 8,000.00	\$ 8,000.00	\$ 4,610.00	
0540	525000	HEALTH CARE, Beach Mgr	-	\$ 7,500.00	\$ 7,500.00	\$ 9,550.00	
0540	527000	MEDICARE	\$ 1,900.00	\$ 1,900.00	\$ 1,900.00	\$ 1,080.00	
0540	529000	WORKERS COMP	\$ 6,100.00	\$ 6,100.00	\$ 6,100.00	\$ 7,980.00	
0540	531000	PROF TECHNICAL	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	
0540	531200	ACCT/AUDIT	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	
0540	531215	CREDIT CARD FEES	\$ 1,300.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	
0540	532100	PUBLIC UTILITIES	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	
0540	532400	INSURANCE -	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	
0540	534000	TELEPHONE	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	
0540	534050	INTERNET	-	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	
0540	535000	ADVERTISING	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	
0540	539200	DATA PROCESS	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	
0540	549500	SUPPLIES - BLDG	\$ 2,000.00	\$ 2,700.00	\$ 2,700.00	\$ 1,700.00	
0540	549550	SUPPLIES - GROUND	\$ 8,000.00	\$ 9,000.00	\$ 9,000.00	\$ 4,000.00	
<b>0540</b>	<b>Beach</b>	<b>Revenue</b>	<b>\$ (205,220.00)</b>	<b>\$ (223,900.00)</b>	<b>\$ (223,900.00)</b>	<b>\$ (152,861.00)</b>	
<b>0540</b>	<b>Beach</b>	<b>Expenses</b>	<b>\$ 176,325.00</b>	<b>\$ 212,128.00</b>	<b>\$ 212,128.00</b>	<b>\$ 124,965.00</b>	
<b>0540</b>	<b>Beach</b>	<b>Net (Income) / Loss</b>	<b>\$ (28,895.00)</b>	<b>\$ (11,772.00)</b>	<b>\$ (11,772.00)</b>	<b>\$ (27,896.00)</b>	
<b>0545</b>	<b>SPRING LAKE CONCESSIONS INCOME</b>						
0545	466380	EQUIPMENT RENTAL	\$ (14,500.00)	\$ (14,500.00)	\$ (14,500.00)	\$ (7,250.00)	
0545	466540	FOOD SALES	\$ (50,000.00)	\$ (64,600.00)	\$ (64,600.00)	\$ (46,350.00)	
0545	466551	ATTRACTIONS (water slide/	-	\$ (6,600.00)	\$ (6,600.00)	\$ -	
0545	307500	UNASSIGNED FUND				\$ -	
<b>0545</b>	<b>SPRING LAKE CONCESSIONS</b>						
0545	511270	DIVISION HEAD (PT TIME	-	\$ 11,878.00	\$ 11,878.00	\$ 5,635.00	
0545	511300	SUPERVISORS - NON	\$ 9,375.00	\$ 23,250.00	\$ 23,250.00	\$ 23,250.00	
0545	519500	OTHER SEASONAL HELP	\$ 19,500.00	\$ 27,000.00	\$ 27,000.00	\$ 12,852.00	
0545	524000	FICA	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 2,590.00	
0545	525000	HEALTH CARE, Beach Mgr	-	\$ 7,500.00	\$ 7,500.00	\$ 9,550.00	
0545	527000	MEDICARE	\$ 420.00	\$ 420.00	\$ 420.00	\$ 610.00	
0545	529000	WORKERS	\$ 700.00	\$ 860.00	\$ 860.00	\$ 1,800.00	
0545	531215	CREDIT CARD FEES	\$ 500.00	\$ 700.00	\$ 700.00	\$ 700.00	
0545	532100	PUBLIC UTILITIES	\$ 3,300.00	\$ 3,850.00	\$ 3,850.00	\$ 3,300.00	
0545	549500	SUPPLIES - BLDG	\$ 600.00	\$ 500.00	\$ 500.00	\$ 500.00	
0545	549560	FOOD FOR RESALE	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 12,000.00	
0545	549900	OTHER SUPPLIES	-	\$ 15,000.00	\$ 15,000.00	\$ 1,000.00	
<b>0545</b>	<b>Concessio</b>	<b>Revenue</b>	<b>\$ (64,500.00)</b>	<b>\$ (85,700.00)</b>	<b>\$ (85,700.00)</b>	<b>\$ (53,600.00)</b>	
<b>0545</b>	<b>Concessio</b>	<b>Expenses</b>	<b>\$ 54,195.00</b>	<b>\$ 110,758.00</b>	<b>\$ 110,758.00</b>	<b>\$ 73,787.00</b>	
<b>0545</b>	<b>Concessio</b>	<b>Net (Income) / Loss</b>	<b>\$ (10,305.00)</b>	<b>\$ 25,058.00</b>	<b>\$ 25,058.00</b>	<b>\$ 20,187.00</b>	
	<b>Combined</b>	<b>Overall Revenue</b>	<b>\$ (269,720.00)</b>	<b>\$ (309,600.00)</b>	<b>\$ (309,600.00)</b>	<b>\$ (206,461.00)</b>	
	<b>Combined</b>	<b>Overall Expenses</b>	<b>\$ 230,520.00</b>	<b>\$ 322,886.00</b>	<b>\$ 322,886.00</b>	<b>\$ 198,752.00</b>	
	<b>Combined</b>	<b>Overall Net (Income) / Loss</b>	<b>\$ (39,200.00)</b>	<b>\$ 13,286.00</b>	<b>\$ 13,286.00</b>	<b>\$ (7,709.00)</b>	

## **Spring Lake Beach Operation for FY 21 budget (2020 season)**

### **Modifications:**

**Below is a “reduced amenities and staffing Plan” adjusted for an anticipated drop in previously planned revenue. This includes a delay in opening as new guidance is coming next week from State agencies, EPA, CDC regarding, beaches, parking, distancing, cleaning, restrooms etc.**

#### **General:**

- Delay opening to June 15<sup>th</sup>
- Fees remain as approved with reduced activities until further notice.
- Beach open and Concessions (snack bar) open.
- Reduce staffing (reduced amt. of days and hours per day).
- Beach manager to start staff June 8 for preparations.
- Advertise the delayed opening on website and other.
- Half of the maximum number of patrons allowed with social distancing, from 1,000 to 500.
- Limit beach hours to the most popular – 10:00am - 4:30pm or at the discretion of the beach manager...if busy stay open longer.

#### **Social Distancing:**

- Based on the square footage of the beach and allowing 6 feet between families, we can accommodate approximately 500 patrons. (Maximum is not 1,000 patrons; this only happens a few times a year).
- Close larger grassed parking lot that used to hold busses.
- Use mini cones to mark off designated family areas.
- Plexiglas has been installed at gatehouse and snack bar.
- Ground to be marked outside of gatehouse, snack bar and restrooms to indicate 6 feet spacing while waiting in line. Snack Bar concessions to have 8 ft. spacing
- Put up sign at playground asking parents to adhere to social distancing guidelines.
- Playground disinfected at the end of each day.
- Close bouncy house, dock, and inflatable water slide.
- Assume Boat rentals second half of season with disinfection protocol
- Close store. Limited essentials such as swim diapers sold out of concessions.
- Close water's edge water slides.
- Close Champlain to rentals.

- Eliminate busses and camps.
- Close arcade.
- Toys/activities that are normally borrowed from the store will not be utilized this year.
- Swim lessons will not be offered.

**Sanitary Procedures:**

- All employees required to wear gloves and masks.
- Lifeguards to carry CPR mouth guard at all times.
- Life vests and boats disinfected after each use. Assuming opened for half season.
- Picnic tables and snack bar tables disinfected after each use and socially distanced.
- Ping-pong tables wiped down after each use.
- Hand sanitizer pumps available in all bathrooms, outside concession, store and gatehouse.

**Losses:**

- Arcade rental fee 7K if closed for season, 10k with extra attendance
- Admission fees
- Bouncy house fees
- Water slide fees
- Champlain Rental Fees
- Less days for admission due to opening late
- No Camps (Not allowed due to state funds requiring them to stay onsite this year)

**Increased costs/ Liability:**

- Disinfectant, gloves, masks
- Ticket and snack bar positions may be hard to fill with direct contact with guests.

**Past Year Attendance Comparison (totals include Champlin's hall groups, camps, free kids)**

Year	Attendance
2016	42,872
2017	36,379
2018	37,725
2019	30,686

## Projected Revenue Comparison

Normal season 2020 would be open 104 calendar days; Modified 2020 will be 84 days

Category	2020 Adopted Budget Revenue Totals (normal season)	FY 21 -2020 season Projected Revenue Totals (modified season based on 2018 numbers)
Admissions (res & non res)	\$169,705	\$152,661
Concessions	\$50,000	\$46,350
Rental Income	\$8,515	\$0.00
Lease Income Arcade	\$10,000	\$0.00
Store/Attractions/Equip Rentals	\$16,800	\$7,250
Interest Income	\$200	\$200
<b>Total projected revenue</b>	<b>\$269,720</b>	<b>\$206,461</b>
<b>Expenses</b>	<b>\$230,520</b>	<b>\$198,752</b>
Overall projected net income gain	<b>\$39,200 gain</b>	<b>\$7,709 gain</b>

This is essentially a Break Even plan to keep beach open and get through this season, as no one knows if the public will swarm the beach or stay away. We are roughly expecting a 25-30% drop in revenue and have adjusted expenses to match. We will add/delete amenities and venue rentals as guidelines allow and staffing will be adjusted to match needs.

The beach needs to make approximately \$2,500 per day when properly staffed to break even. Beach manager will need to adjust staffing & expenses as attendance dictates.

A spreadsheet detailing projected expenses/revenues for the Modified Season is attached, as is the 2021 budget detailing projected expenses/revenues for a normal season with beach and concessions separated.