



## MEMORANDUM

File: C2.A3.006

March 19, 2009

TO: City Council  
FROM: Chris Jardine, General Manager  
SUBJECT: SERVUS PLACE FEBRUARY 2009 MONTHLY REPORT

Attached is the Servus Place Monthly Report – February 2009. Below are comments and highlights from the report.

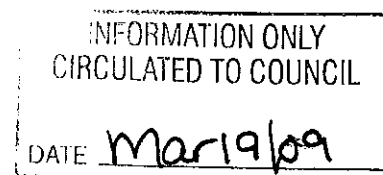
The Servus Place deficit for February is \$22,444 (\$20,375 for January) bringing the year to date deficit to \$42,820, for an average of \$21,410 per month. The recovery rate for February is 96% (97% for January). The YTD cost recovery is 96%.

Total revenue for February is \$587,343 (\$562,608 for January) for an average per month of \$574,976. The total revenue variance for February was \$26,470 over budget (\$13,762 for January). February is a record month for revenues for the facility.

- Memberships are under budget by \$16,451, and admission fees are above budget by \$24,660. Although Servus Place is still experiencing the same traffic and usage rates an assumption can be made that due to the current economic climate, individuals are purchasing more daily admissions and not wanting to commit to a longer-term membership. Further analysis will be conducted over the upcoming months to look into customer spending patterns.
- February 2009 admission fee revenues are 32% higher than budget and 24% higher in participant numbers than budgeted.
- Overall facility utilization in day admission and membership access has increased 25% from February 2008 to February 2009.
- Rentals - Facility is above budget by \$9,192. Overall, rental revenue is tracking slightly over budget primarily due to higher than projected utilization of the arena. There has been greater utilization of the arenas during the week later in the evening and earlier in the day.

Total expenses for February are \$609,787 (\$582,983 for January) for an average per month of \$596,386. Total expense variance for February was \$44,640 under budget (\$95,962 under for January).

- Personnel Costs are under budget by \$40,765. Variances in salary are due largely to staff vacancies. Recruitment for these positions is currently underway.



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Servus Place February Monthly Report

- Materials, Goods & Supplies are under budget by \$11,333. This variance is due to program areas delay in purchasing supplies for future program delivery. Facility management will continue to monitor these expenses during Q1 and will recommend a budget adjustment if deemed necessary.

Overall, February 2009 exceeded budgeted revenue by \$11,860 (2.1%) and expenses came in under budget by \$44,640 (6.8%) resulting in a 96% cost recovery. Although expenses are under budget for February, a catch up on all outstanding initiatives is anticipated. A significant contributor to the high cost recovery rate is staff vacancies, which are currently being recruited for. As we move through 2009 we expect to see cost recovery rates closer to budget.



Chris Jardine

Attachment

cc: Bill Holtby, City Manager

**City of St. Albert  
Servus Credit Union Place  
Income Statement of Revenue and Expenditures  
For the Period Ended February 28, 2009**

		2009 February Actual	2009 February Budget	Variance	2009 YTD Actual	2009 YTD Budget	Variance
Memberships	37.05%	\$ 217,609	\$ 234,060	\$ (16,451)	\$ 427,445	\$ 439,824	\$ (12,379)
Admission Fees	17.27%	101,460	76,800	24,660	189,928	146,800	43,128
Lesson Fees	8.38%	49,216	47,650	1,566	100,994	95,300	5,694
Rentals - Facility	27.78%	163,192	154,000	9,192	326,368	314,300	12,068
Advertising/Sponsorship	7.00%	41,121	47,073	(5,952)	81,054	87,818	(6,764)
Sale of Goods (Commission & Vending)	1.20%	7,072	8,200	(1,128)	16,493	15,900	593
Miscellaneous Revenue	1.31%	7,673	7,700	(27)	7,669	7,700	(31)
<b>Total Revenue</b>	<b>99.99%</b>	<b>\$ 587,343</b>	<b>\$ 575,483</b>	<b>\$ 11,860</b>	<b>\$ 1,149,951</b>	<b>\$ 1,107,642</b>	<b>\$ 42,309</b>
Personnel Costs	45.81%	\$ 279,335	\$ 320,100	\$ 40,765	\$ 558,671	\$ 636,450	\$ 77,779
Contracted & General Services	10.26%	62,480	60,477	(2,003)	102,688	136,794	34,106
Utilities	18.07%	110,196	110,100	(96)	208,974	226,900	17,926
Materials, Goods & Supplies	4.18%	25,517	36,850	11,333	57,835	78,800	20,965
Internal Debt Payments	2.94%	17,900	17,900	-	35,800	35,800	-
Transfer to Operations - Aquatics	9.96%	60,712	57,200	(3,512)	119,949	114,400	(5,549)
Transfer to Operations - Public Works	8.81%	53,647	51,800	(1,847)	108,854	103,700	(5,154)
Transfer to Operations - Corporate Services	0.00%	-	-	-	-	-	-
<b>Total Expenditure</b>	<b>100.03%</b>	<b>\$ 609,787</b>	<b>\$ 654,427</b>	<b>\$ 44,640</b>	<b>\$ 1,192,771</b>	<b>\$ 1,332,844</b>	<b>\$ 140,073</b>
<b>Net Surplus (Deficit)</b>		<b>\$ (22,444)</b>	<b>\$ (78,944)</b>	<b>\$ 56,500</b>	<b>\$ (42,820)</b>	<b>\$ (225,202)</b>	<b>\$ 182,382</b>
Recovery Rate		96%	88%		96%	83%	

## Servus Place Monthly Report February 2009

The Servus Place deficit for February is \$22,444 (\$20,375 for January) bringing the year to date deficit to \$42,820, for an average of \$21,410 per month. The recovery rate for February is 96% (97% for January). The YTD cost recovery is 96%.

### Revenue Analysis

Total revenue for February is \$587,343 (\$562,608 for January) for an average per month of \$574,976. Total revenue variance for February was \$11,860 over budget (\$13,762 for January).

- Memberships are under budget by \$16,451.
- Admission Fees are above budget by \$24,660.
- Lesson Fees are above budget by \$1,566.
- Rentals - Facility is above budget by \$9,192.
- Advertising/Sponsorship is under budget \$5,952.
- Sale of Goods (Commission & Vending) is under budget by \$1,128.
- Miscellaneous Revenue is under budget by \$27.

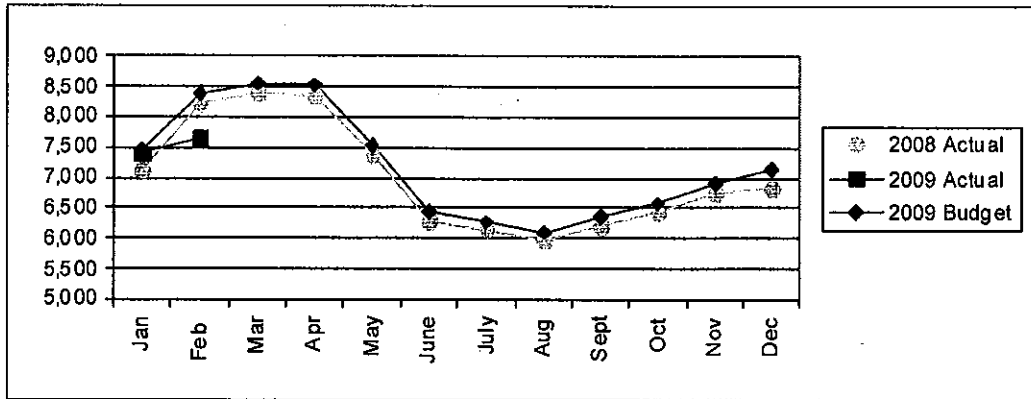
### Membership

Memberships	Feb '08	Feb '09 Actuals	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	3,669	3,245	3,669	-424	3,163	3,465	-302
Child	1,162	789	1,162	-373	797	1,094	-298
Family	1,746	1,936	1,904	32	1,916	1,857	59
Senior	707	700	707	-7	690	658	32
Student	349	508	349	159	504	316	189
Youth	582	459	582	-123	449	532	-83
<b>Total Members</b>	<b>8,215</b>	<b>7,637</b>	<b>8,373</b>	<b>-736</b>	<b>7,518</b>	<b>7,921</b>	<b>-403</b>
Adult	3,669	3,245	3,669	-424	3,163	3,465	-302
Child	1,162	789	1,162	-373	797	1,094	-298
Family	368	411	405	6	407	395	12
Senior	707	700	707	-7	640	658	-18
Student	349	508	349	159	504	316	189
Youth	582	459	582	-123	449	532	-83
<b>Total Paid Membership Units</b>	<b>6,837</b>	<b>6,112</b>	<b>6,874</b>	<b>-762</b>	<b>5,958</b>	<b>6,459</b>	<b>-501</b>
Total Discounted Memberships	1,595	1,824			1,787		
<b>Net Membership Revenue</b>	<b>\$ 200,109</b>	<b>\$ 217,609</b>	<b>\$ 234,060</b>	<b>\$ (16,451)</b>	<b>\$ 427,445</b>	<b>\$ 439,824</b>	<b>\$ (12,379)</b>

February 2009 members and membership units are tracking below budget. February membership revenue is under budget by \$16,451, but 8.7% higher than February 2008. This is predominantly due to the rate increase in September 2008.

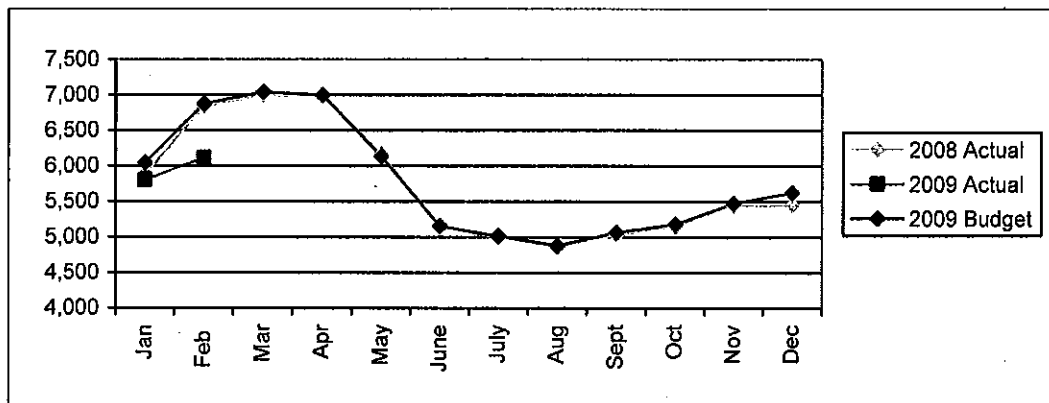
Memberships are the number of people who have paid for access to the facility and Membership Units are the paid number of Memberships. For February one family unit represents 4.7 individual members.

**Total Members**

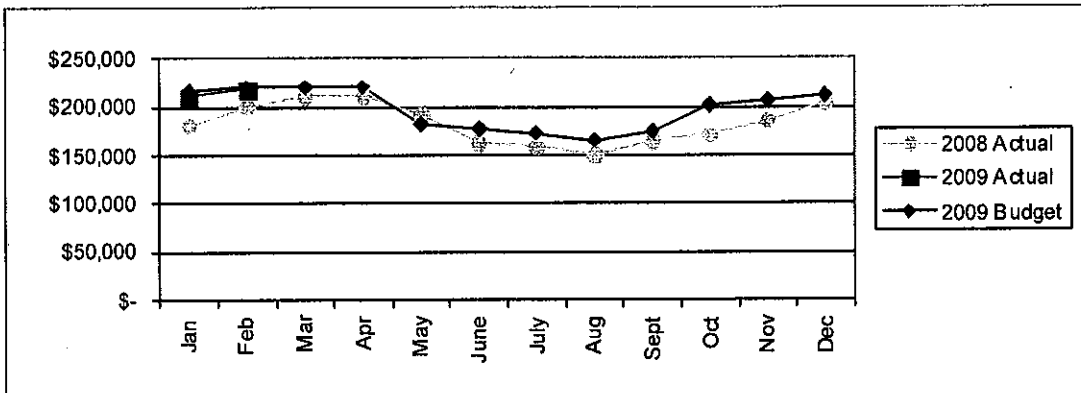


The number of members in February 2009 (7,637) was 8.8% lower than budget (8,737), however 3.2% higher than the previous month (7,398). There continues to be an increase in month over month memberships.

**Membership Units**

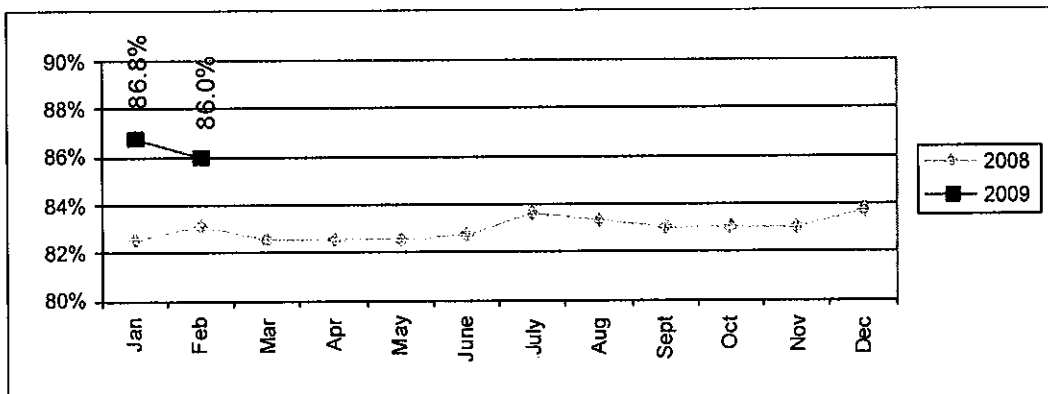


**Membership Revenue**



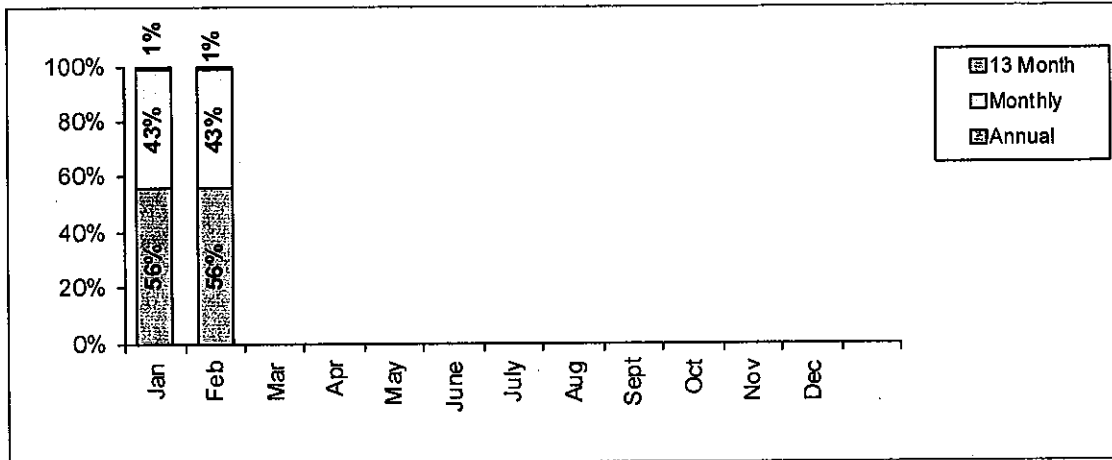
The February 2009 budget is based on a blended rate of \$34.05. The actual blended rate for February 2009 is \$35.60.

**Percentage of Members who are St. Albert Residents**



The 2009 YTD average percentage of members who are St. Albert residents is 86.4%.

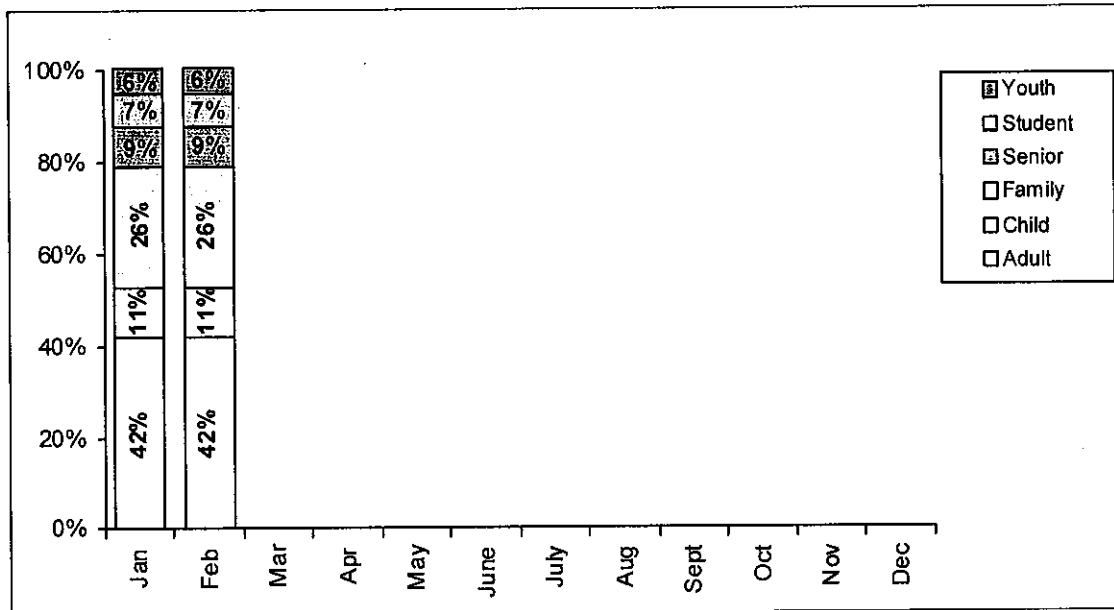
2009 Members by Type



In February 2009, there were 1,824 corporate memberships making up 23.9% of the total members. This is an increase of 75 corporate memberships from January 2009 (1,749).

Members by type is consistent for all months of 2009.

2009 Members by Demographic



## Day Admission Revenue

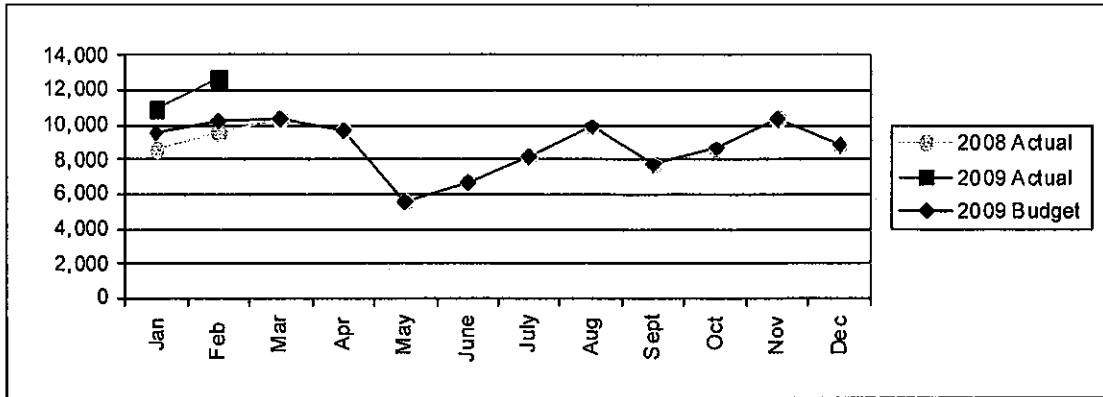
Day Admission Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	3,180	4,376	3,200	1,176	8,502	6,350	2,152
Child	3,948	5,272	4,250	1,022	9,357	8,250	1,107
Family	1,092	1,288	1,092	196	2,333	1,992	341
Senior	286	386	400	-14	745	765	-20
Youth	1,013	1,339	1,250	89	2,626	2,382	244
<b>Total Paid Passes</b>	<b>9,519</b>	<b>12,661</b>	<b>10,192</b>	<b>2,469</b>	<b>23,563</b>	<b>19,739</b>	<b>3,824</b>
Total Membership Swipes	30,628	36,574			74,205		
Total Day Uses	40,147	49,235			97,768		
Group Adult	30	0			0		
Group Child	215	91			143		
Group Youth	44	66			66		
<b>*Total Discounted Passes</b>	<b>289</b>	<b>157</b>			<b>209</b>		
Comp Adult	153	522			947		
Comp Child	78	118			246		
Comp Family	8	52			101		
Comp Senior	3	51			97		
Comp Youth	24	36			70		
<b>Total Complimentary Passes</b>	<b>266</b>	<b>779</b>			<b>1,461</b>		
<b>Net Day Admissions Revenue</b>	<b>\$ 70,149</b>	<b>\$ 97,441</b>	<b>\$ 73,100</b>	<b>\$ 24,341</b>	<b>\$ 181,833</b>	<b>\$ 139,200</b>	<b>\$ 42,633</b>
<b>Net Childminding Admissions Revenue</b>	<b>\$ 3,139</b>	<b>\$ 4,019</b>	<b>\$ 3,700</b>	<b>\$ 319</b>	<b>\$ 8,094</b>	<b>\$ 7,600</b>	<b>\$ 494</b>
<b>Net Revenue</b>	<b>\$ 73,288</b>	<b>\$ 101,460</b>	<b>\$ 76,800</b>	<b>\$ 24,660</b>	<b>\$ 189,928</b>	<b>\$ 146,800</b>	<b>\$ 43,128</b>

February 2009 admission fee revenues are 32% higher than budget and 24% higher in participant numbers than budget.

Facility day admission and membership usage has increased 25% from February 2008 to February 2009.

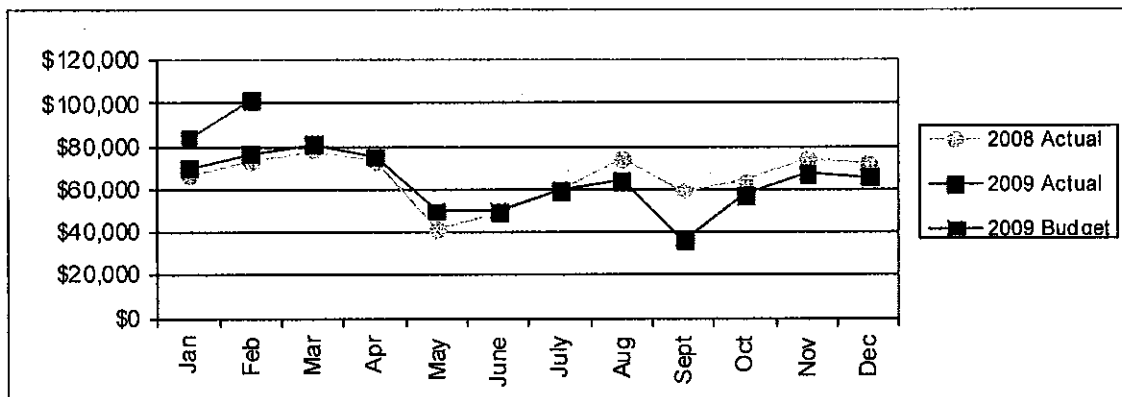
The variances for both membership and admission fees are due to a combination of specific marketing initiatives, the colder weather experienced and individuals spending their recreation dollars closer to home. An assumption can also be made that due to the current economic climate, individuals are purchasing more daily admissions and not wanting to commit to a longer-term membership. Further analysis will be conducted over the upcoming months to look into customer spending patterns.

### Paid Day Admissions



February day admissions exceeded 2009 budget by 2,469 paid passes and exceeded 2008 February actual by 3,142 paid passes.

### Day Admission Revenue



February day admissions revenue exceeded budget by \$24,660.

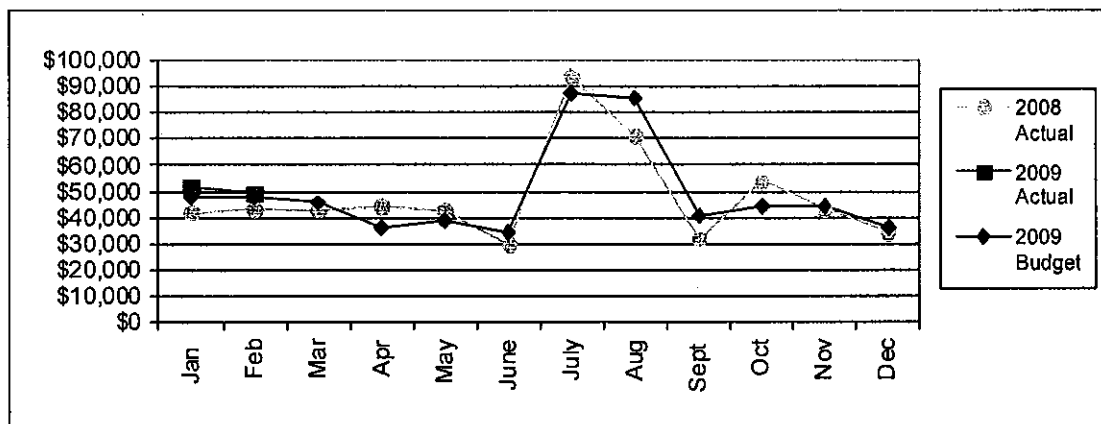
## Lesson Fees

Lesson Fees	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Fitness	\$ 33,241	\$ 41,456	\$ 35,250	\$ 6,206	\$ 85,873	\$ 75,000	\$ 10,873
Recreation	\$ 10,046	\$ 7,760	\$ 12,400	\$ (4,640)	\$ 15,121	\$ 20,300	\$ (5,179)
<b>Net Revenue</b>	<b>\$ 43,287</b>	<b>\$ 49,216</b>	<b>\$ 47,650</b>	<b>\$ 1,566</b>	<b>\$ 100,994</b>	<b>\$ 95,300</b>	<b>\$ 5,694</b>

Recreation revenue is under budget due to the timing of program revenue, but March revenue is already over projections. This will increase YTD revenue resulting in recreation revenue meeting budget projections for spring programs.

Fitness revenue has exceeded budget due to higher than anticipated program participation.

### Program Revenue

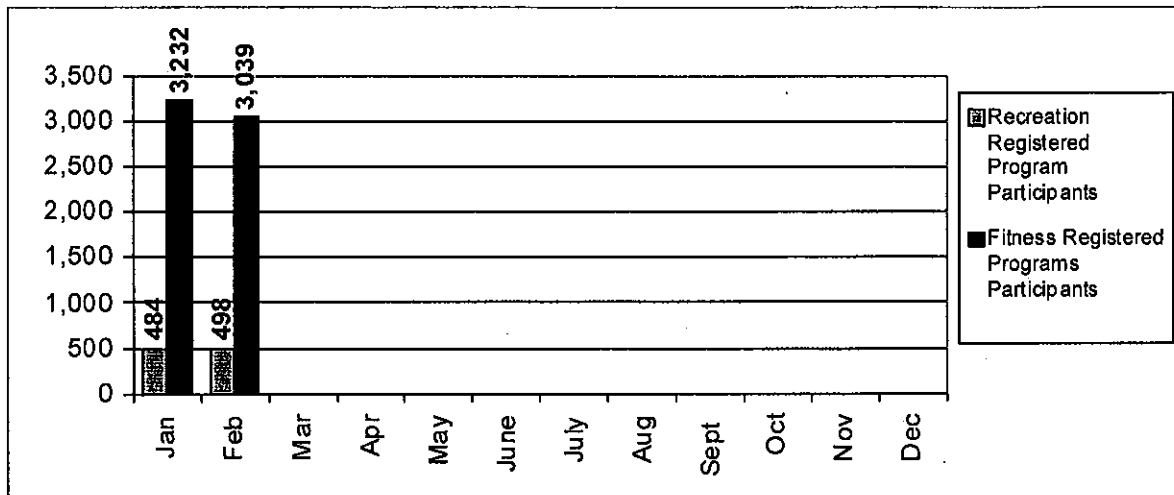


The fill rate for Recreation programs is 85%, and the most popular programs were general childrens sports programs, Sportacular and Sports of all Sorts, and Superb Sushi cooking class.

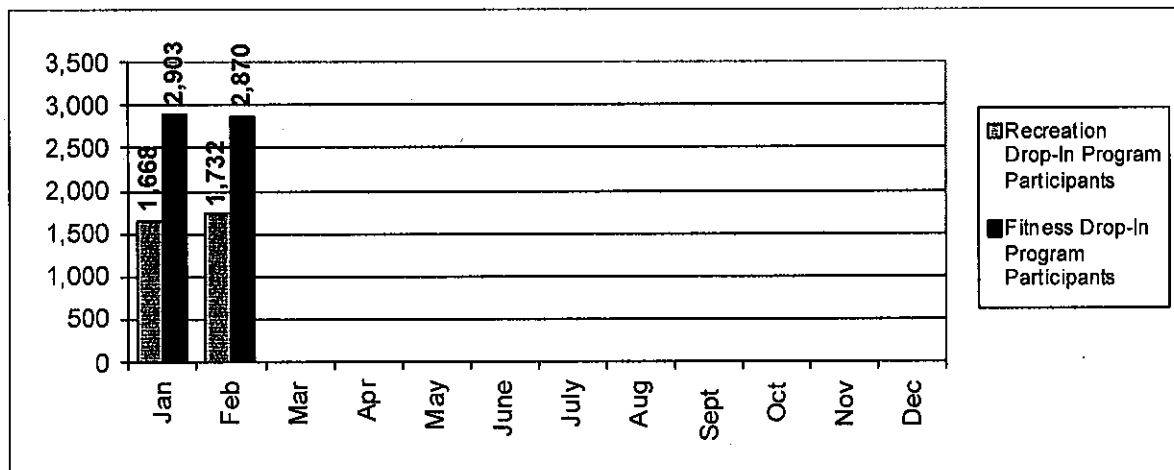
Fitness program registration is at 83%. The more popular fitness programs this session are Bigger Loser, Big Brick, Hatha Yoga, Smart Start Pilates, Smart Start Yoga and Morning Bootcamp.

On average, fitness and recreation programs are budgeted based on a 75% fill rate.

### 2009 Number of Participants in Registered Programs



### 2009 Number of Participants in Drop-In Programs



## Rentals

Rental Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Arenas	\$ 81,070	\$ 97,130	\$ 84,000	\$ 13,130	\$ 196,985	\$ 173,500	\$ 23,485
Fieldhouses	\$ 56,684	\$ 42,091	\$ 42,500	\$ (409)	\$ 80,833	\$ 85,500	\$ (4,667)
Gyms	\$ 5,448	\$ 3,687	\$ 5,000	\$ (1,313)	\$ 7,243	\$ 10,500	\$ (3,257)
Meeting rooms	\$ 4,373	\$ 5,311	\$ 5,500	\$ (189)	\$ 12,046	\$ 11,500	\$ 546
Leaseholders	\$ 8,779	\$ 11,773	\$ 13,300	\$ (1,527)	\$ 23,546	\$ 26,600	\$ (3,054)
Parties	\$ 3,681	\$ 3,200	\$ 3,700	\$ (500)	\$ 5,714	\$ 6,700	\$ (986)
<b>Total</b>	<b>\$ 160,035</b>	<b>\$ 163,192</b>	<b>\$ 154,000</b>	<b>\$ 9,192</b>	<b>\$ 326,368</b>	<b>\$ 314,300</b>	<b>\$ 12,068</b>

Overall, rental revenue is tracking slightly over budget. The significant variance is in arena rental revenue.

A variety of events were hosted at Servus Place through February:

- Edmonton Fencing Club Fencing Tournament – February 1
- St. Albert Steel Home Games - February 3, 6, 16, 20
- Grant MacEwan Home Games - February 6, 7, 13, 21, 28
- (Grant MacEwan Season is now completed)
- Family Fest Soccer Tournament – February 13 – 16
- Edmonton Drillers vs. Calgary – February 27
- SASA/EMSA Slush Cup Soccer Tournament – February 27 – March 1
- All Star Suite Booking Highlights
- 50th Anniversary Reception – February 20
- International Children's Festival Reception – February 27

Rentals are tracked by prime and non-prime hours. Total hours are all hours that a facility can be booked.

Prime time hours effective September 1, 2008 are explained in the chart below:

Days of the week	Prime Time		Non Prime Times	
	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday
Times	4:30pm – midnight	7am – midnight	12:01am – 4:29pm	12:01am – 6:59am

Primetime hours prior to September 1, 2008 are explained in the chart below:

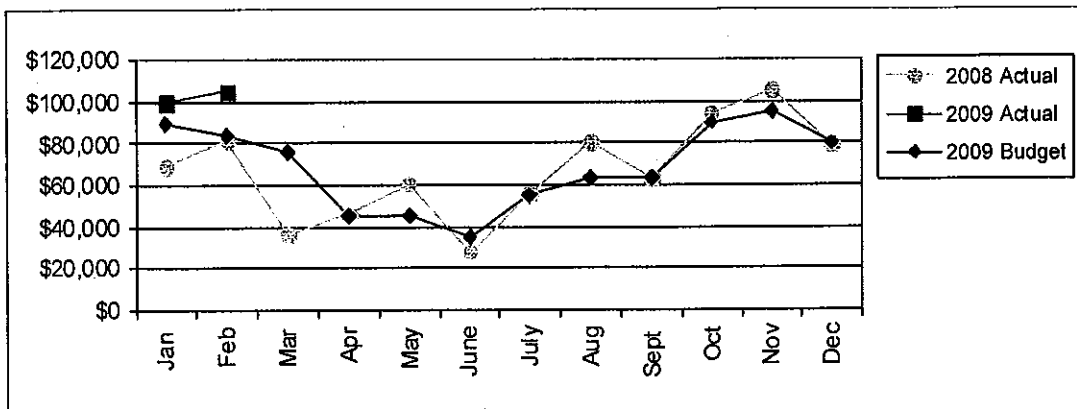
Days of the week	Prime Time		Non Prime Times	
	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday
Times	5pm – 11pm	7am – 11pm	11:01pm – 4:59pm	11:01pm – 6:59am

## Arena

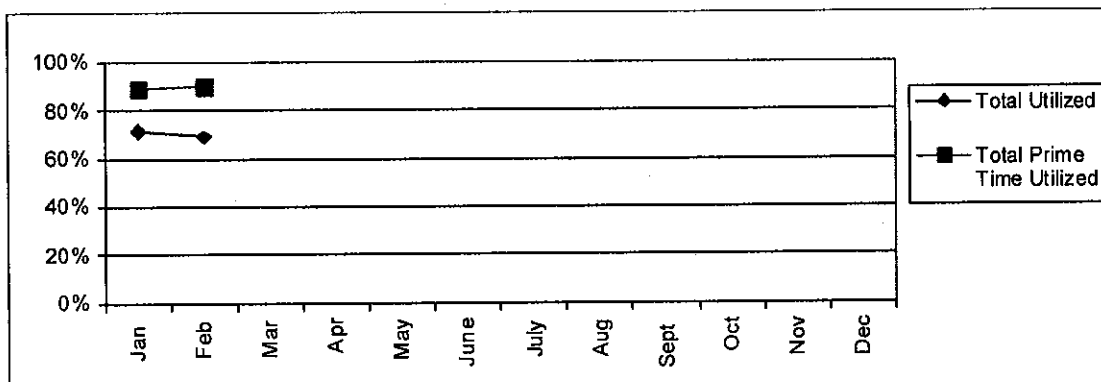
Arena Rental Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	744	783	750	33	1,645	1,550	95
Hours programmed	58	282	60	222	643	120	523
<b>Total hours used</b>	<b>803</b>	<b>1,065</b>	<b>810</b>	<b>255</b>	<b>2,288</b>	<b>1,670</b>	<b>618</b>
Total hours available	1,443	1,552	1,450	102	3,270	3,150	120
<b>% Utilized Total</b>	<b>56%</b>	<b>69%</b>	<b>56%</b>	<b>13%</b>	<b>70%</b>	<b>53%</b>	<b>17%</b>
Prime time hours rented	600	651	600	51	1,322	1,250	72
Prime time hours programmed	10	143	15	128	314	30	284
<b>Prime time hours used</b>	<b>610</b>	<b>794</b>	<b>615</b>	<b>179</b>	<b>1,636</b>	<b>1,280</b>	<b>356</b>
Prime time hours available	707	886	710	176	1,837	1,660	177
<b>% Utilized Prime Time</b>	<b>86%</b>	<b>90%</b>	<b>87%</b>	<b>3%</b>	<b>89%</b>	<b>77%</b>	<b>12%</b>
<b>Revenue</b>	<b>\$ 81,070</b>	<b>\$ 97,130</b>	<b>\$ 84,000</b>	<b>\$ 13,130</b>	<b>\$ 196,985</b>	<b>\$ 173,500</b>	<b>\$ 23,485</b>

Demand for prime time ice remained high in February. Revenue continues to be higher than budget primarily due to higher than projected utilization of arena hours during the week from 10:00 p.m. – 12:00 a.m. and prior to 7:00 a.m.

### Arena Rental Revenue



### Arena Total & Primetime Utilization

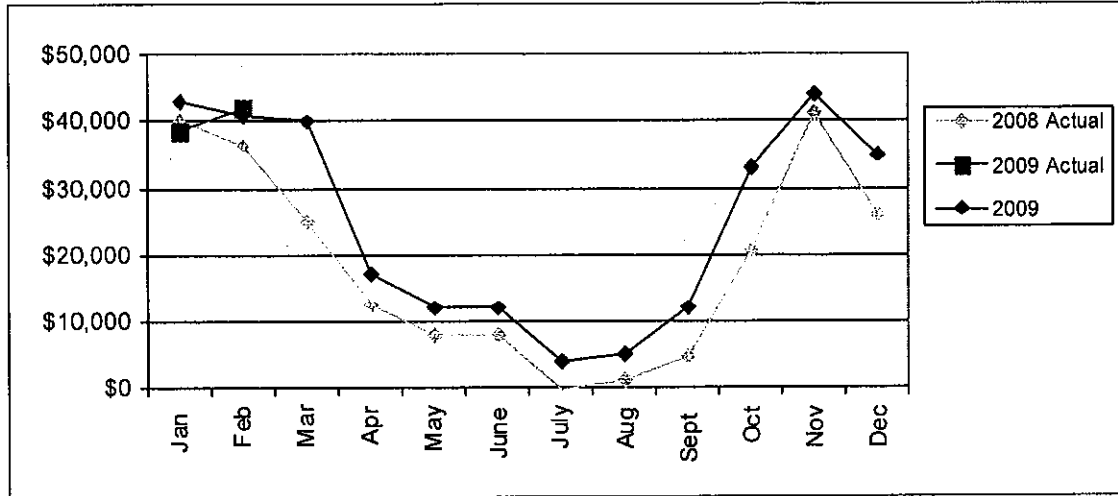


## Fieldhouses

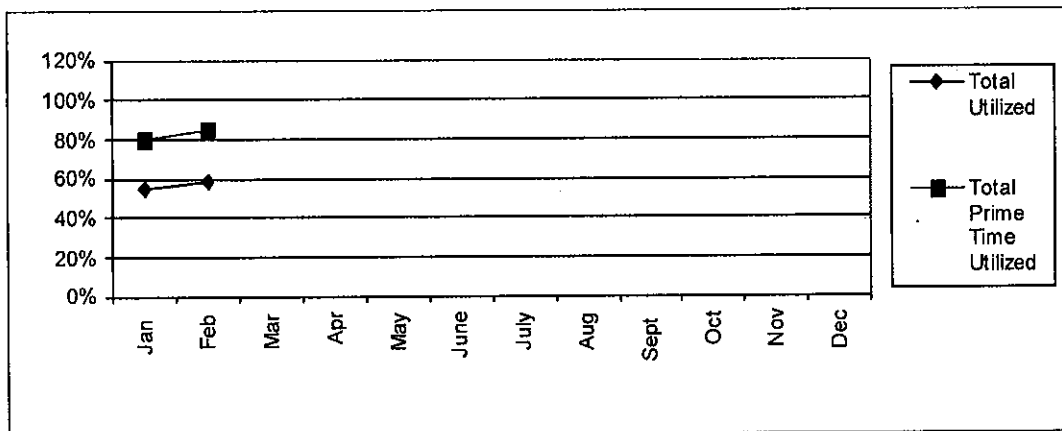
FH Rental Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	416	444	400	44	837	840	-3
Hours programmed	92	90	95	-5	262	195	67
<b>Total hours used</b>	<b>508</b>	<b>534</b>	<b>495</b>	<b>39</b>	<b>1,099</b>	<b>1,035</b>	<b>64</b>
Total hours available	962	928	930	-2	1,956	1,930	26
<b>% Utilized Total</b>	<b>53%</b>	<b>58%</b>	<b>53%</b>	<b>4%</b>	<b>56%</b>	<b>54%</b>	<b>3%</b>
Prime time hours rented	335	389	300	89	749	700	49
Prime time hours programmed	37	36	40	-4	106	80	26
<b>Total Prime time hours used</b>	<b>372</b>	<b>425</b>	<b>340</b>	<b>85</b>	<b>855</b>	<b>780</b>	<b>75</b>
Prime time hours available	471	500	500	0	1,035	980	55
<b>% Utilized Prime Time</b>	<b>79%</b>	<b>85%</b>	<b>68%</b>	<b>17%</b>	<b>83%</b>	<b>80%</b>	<b>3%</b>
<b>Revenue</b>	<b>\$ 56,684</b>	<b>\$ 42,091</b>	<b>\$ 42,500</b>	<b>\$ (409)</b>	<b>\$ 80,833</b>	<b>\$ 85,500</b>	<b>\$ (4,667)</b>

Fieldhouse revenue is tracking on budget. Although soccer is the primary user of the fieldhouses during this month, there has been increased use by fastball, lacrosse and baseball for pre-season programs.

### Fieldhouse Rental Revenue



### 2009 Fieldhouse Total & Primetime Utilization



## Gyms

Gym Rental Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	125	93	125	-32	190	250	-60
Hours programmed	237	248	240	8	654	480	174
Hours of spontaneous use	733	468	735	-267	1,100	1,255	-155
<b>Total hours used</b>	<b>1,095</b>	<b>809</b>	<b>1,100</b>	<b>-291</b>	<b>1,944</b>	<b>1,985</b>	<b>-41</b>
Total hours available	1,455	1,404	1,450	-46	2,961	2,950	11
<b>% Utilized Total</b>	<b>75%</b>	<b>58%</b>	<b>76%</b>	<b>-18%</b>	<b>66%</b>	<b>135%</b>	<b>-69%</b>
Prime time hours rented	115	67	115	-48	161	215	-54
Prime time hours programmed	111	158	110	48	342	210	132
Prime time hours of spontaneous use	360	250	300	-50	601	600	1
<b>Total Prime time hours used</b>	<b>586</b>	<b>475</b>	<b>525</b>	<b>-50</b>	<b>1,104</b>	<b>1,025</b>	<b>79</b>
Prime time hours available	707	750	710	40	1,552	1,510	42
<b>% Utilized Prime Time</b>	<b>83%</b>	<b>63%</b>	<b>74%</b>	<b>-11%</b>	<b>71%</b>	<b>68%</b>	<b>3%</b>
<b>Revenue</b>	<b>\$ 5,448</b>	<b>\$ 3,687</b>	<b>\$ 5,000</b>	<b>\$ (1,313)</b>	<b>\$ 7,243</b>	<b>\$ 10,500</b>	<b>\$ (3,257)</b>

Substantially more non-peak time is being occupied by direct programs. The majority of rental requests are from 7:00 p.m. to 9:00 p.m. weekdays and 9:00 p.m. to 4:00 p.m. on weekends. Servus Place is unable to accommodate all requests for gymnasium rentals during these peak time periods.

## Advertising, Fundraising and Sponsorship

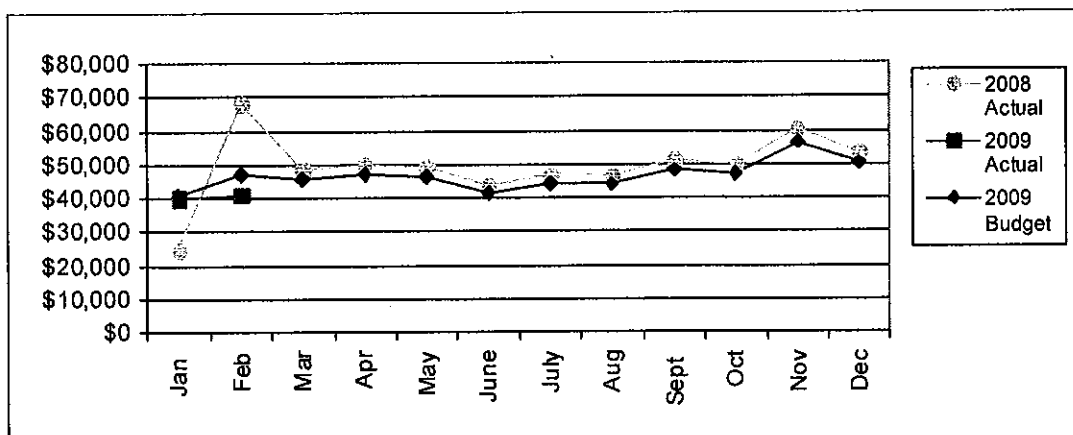
Advertising Fundraising and Sponsorship Revenue	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Average	2009 YTD Budget	2009 YTD Variance
<b>Total Space Sold</b>	142	133	135	-2	133	135	-2
<b>Total Space Available</b>	197	197	197	0	197	197	0
<b>Remaining Inventory</b>	55	64	62	2	64	62	2
<b>% of Space Sold</b>	72%	68%	69%	-1%	68%	69%	-1%
<b>Advertising Revenue</b>	\$ 17,187	\$ 9,421	\$ 15,373	\$ (5,952)	\$ 17,654	\$ 24,419	\$ (6,765)
<b>Fundraising/Sponsorship</b>	\$ 50,860	\$ 31,700	\$ 31,700	\$ -	\$ 63,400	\$ 63,400	\$ -
<b>Total Revenue</b>	\$ 68,047	\$ 41,121	\$ 47,073	\$ (5,952)	\$ 81,054	\$ 87,818	\$ (6,764)

Servus Place is currently launching a new advertising package including the 360-degree shots of all of the floor plates in order to encourage interest from advertisers and an increase in advertising revenues.

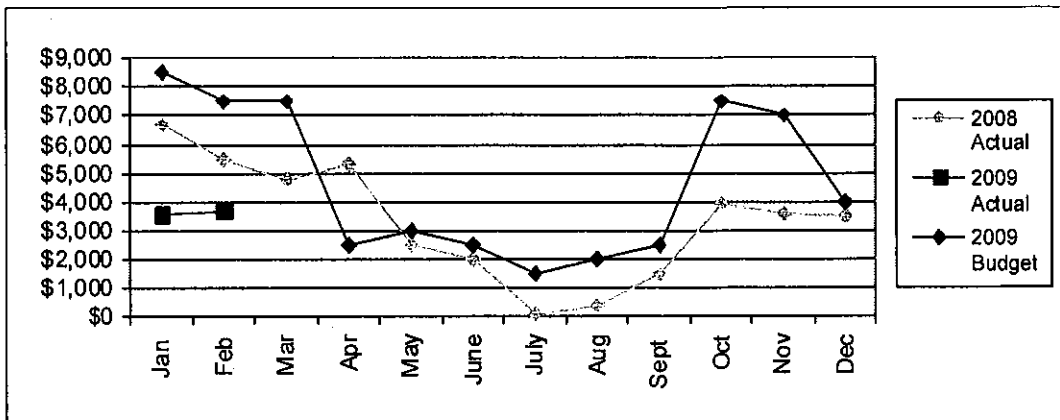
Servus Place is experiencing some difficulty in securing new clients due to the current economic climate.

Advertising Space at Servus Place	Performance Arena	Mark Messier Arena	Troy Murray Arena	Sarasota field house	Pizza 73 field house	Community Gym	Information Boards	Akinsdale Arena	Total
Spaces available	56	29	29	22	22	4	6	29	197
Spaces sold	52	22	13	14	11	4	0	17	133
Percentage of Spaces Sold	92.9%	75.9%	44.8%	63.6%	50.0%	100.0%	0.0%	58.6%	67.5%

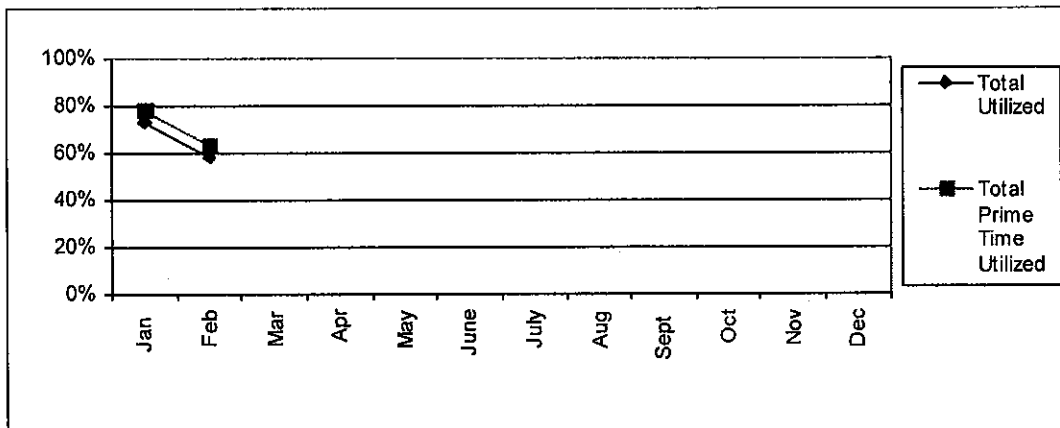
### Advertising and Sponsorship Revenue



### Gymnasium Rental Revenue



### 2009 Gyms Total & Primetime Utilization



## Commissions & Vending (Sale of Goods)

Commissions and Vending	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Vending Commission Revenue	\$ 5,085	\$ 4,709	\$ 5,400	\$ (691)	\$ 9,371	\$ 10,300	\$ (929)
Locker Revenue	\$ 3,315	\$ 1,930	\$ 2,800	\$ (870)	\$ 6,293	\$ 5,600	\$ 693
Guest Services	\$ 129	\$ 433	\$ -	\$ 433	\$ 829	\$ -	\$ 829
<b>Revenue</b>	<b>\$ 8,529</b>	<b>\$ 7,072</b>	<b>\$ 8,200</b>	<b>\$ (1,128)</b>	<b>\$ 16,493</b>	<b>\$ 15,900</b>	<b>\$ 593</b>

### Commissions & Vending Revenue



## Expense Analysis

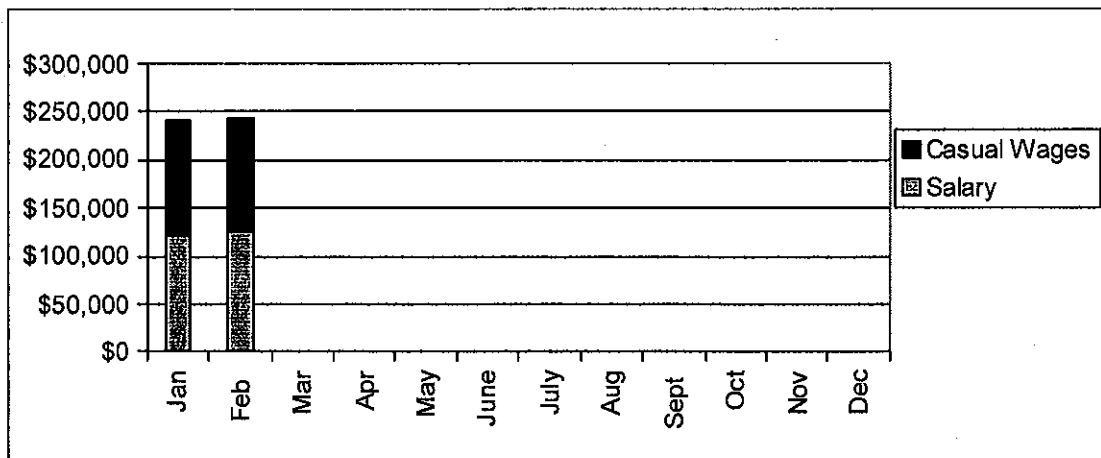
Total expense for February is \$609,787 (\$582,983 for January) for an average per month of \$596,386. Total expense variance for February was \$44,640 under budget (\$95,962 under for January).

- Personnel Costs are under budget by \$40,765.
- Contracted & General Services are over budget by \$2,003.
- Utilities are over budget by \$96.
- Materials, Goods & Supplies are under budget by \$11,333.
- Transfer to Operations - Aquatics is over budget by \$3,512.
- Transfer to Operations - Public Works is over budget by \$1,847.

## Personnel Costs

Personnel Costs	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
<b>Salary</b>	\$ 94,064	\$ 124,961	\$ 150,800	\$ (25,839)	\$ 246,179	\$ 302,200	\$ (56,021)
<b>Casual Wages</b>	\$ 95,410	\$ 117,555	\$ 126,400	\$ (8,845)	\$ 238,497	\$ 248,350	\$ (9,853)
<b>Total Salary and Casual Wages</b>	\$ 189,474	\$ 242,516	\$ 277,200	\$ (34,684)	\$ 484,676	\$ 550,550	\$ (65,874)
<b>Benefits</b>	\$ 28,167	\$ 36,819	\$ 42,900	\$ (6,081)	\$ 73,994	\$ 85,900	\$ (11,906)
<b>Total</b>	\$ 217,641	\$ 279,335	\$ 320,100	\$ (40,765)	\$ 558,671	\$ 636,450	\$ (77,779)

2009 Total Salaries & Casual Wages



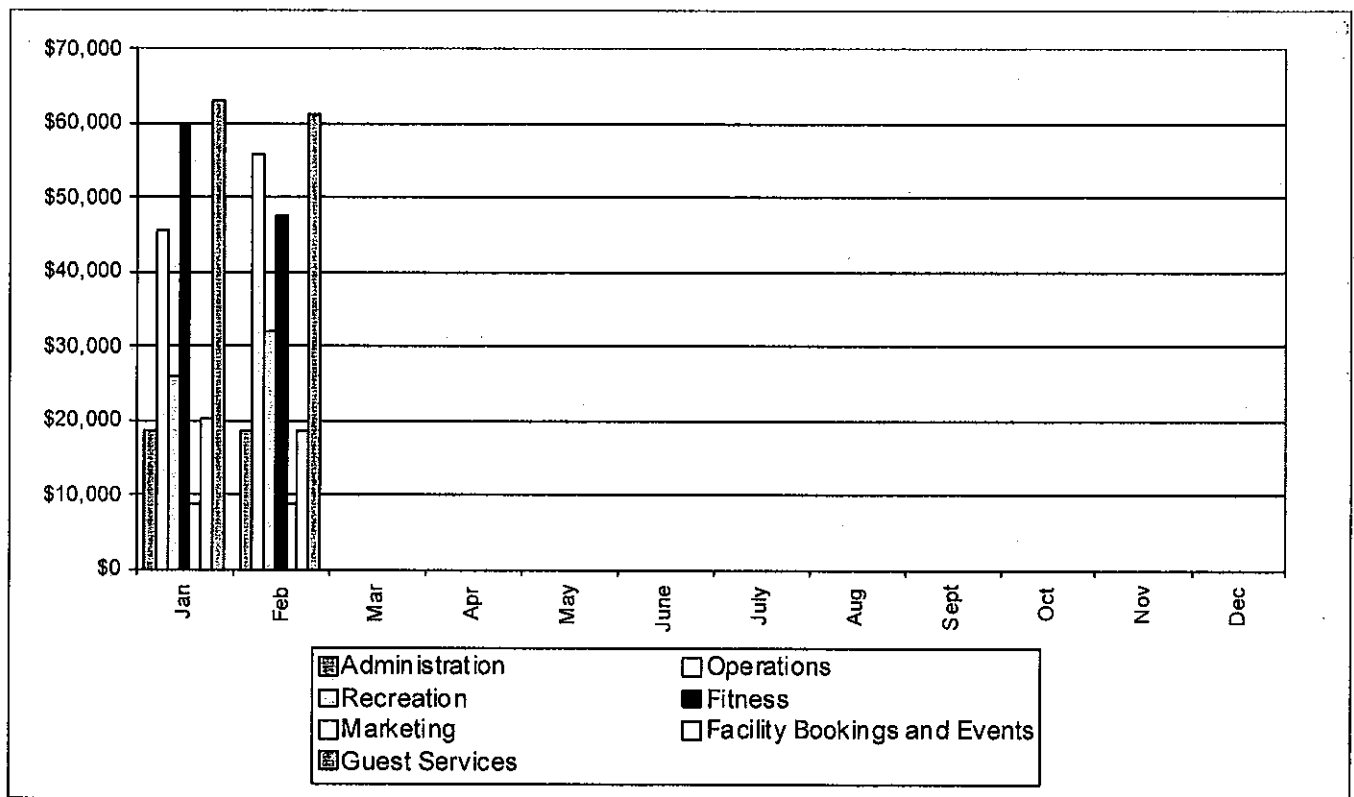
Variances in salary are due largely to staff vacancies. Recruitment for these positions is currently underway.

Personnel by Cost Centre	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Administration	\$ 8,119	\$ 18,599	\$ 20,000	\$ (1,401)	\$ 37,326	\$ 39,950	\$ (2,624)
Operations	\$ 39,236	\$ 55,758	\$ 61,400	\$ (5,642)	\$ 101,451	\$ 123,100	\$ (21,649)
Recreation*	\$ 77,468	\$ 31,971	\$ 32,600	\$ (629)	\$ 57,935	\$ 62,900	\$ (4,965)
Fitness*	\$ -	\$ 47,592	\$ 68,700	\$ (21,108)	\$ 107,162	\$ 139,800	\$ (32,638)
Marketing**	\$ 24,226	\$ 8,861	\$ 9,200	\$ (339)	\$ 17,722	\$ 18,400	\$ (678)
Facility Bookings and Events**	\$ -	\$ 18,526	\$ 19,900	\$ (1,374)	\$ 38,676	\$ 39,900	\$ (1,224)
Guest Services	\$ 40,425	\$ 61,209	\$ 65,400	\$ (4,191)	\$ 124,404	\$ 126,500	\$ (2,096)
<b>Subtotal</b>	<b>\$ 189,474</b>	<b>\$ 242,516</b>	<b>\$ 277,200</b>	<b>\$ (34,684)</b>	<b>\$ 484,676</b>	<b>\$ 550,550</b>	<b>\$ (65,874)</b>
Benefits	\$ 28,167	\$ 36,819	\$ 42,900	\$ (6,081)	\$ 73,994	\$ 85,900	\$ (11,906)
<b>Total Personnel Costs</b>	<b>\$ 217,641</b>	<b>\$ 279,335</b>	<b>\$ 320,100</b>	<b>\$ (40,765)</b>	<b>\$ 558,671</b>	<b>\$ 636,450</b>	<b>\$ (77,779)</b>

\* In 2008, Recreation and Fitness were included together in the Athletic, Fitness and Wellness cost centre. In 2009, they are broken out individually.

\*\* In 2008, Marketing and Facility Bookings and Events were included together in the Marketing cost centre. In 2009, they are broken out individually.

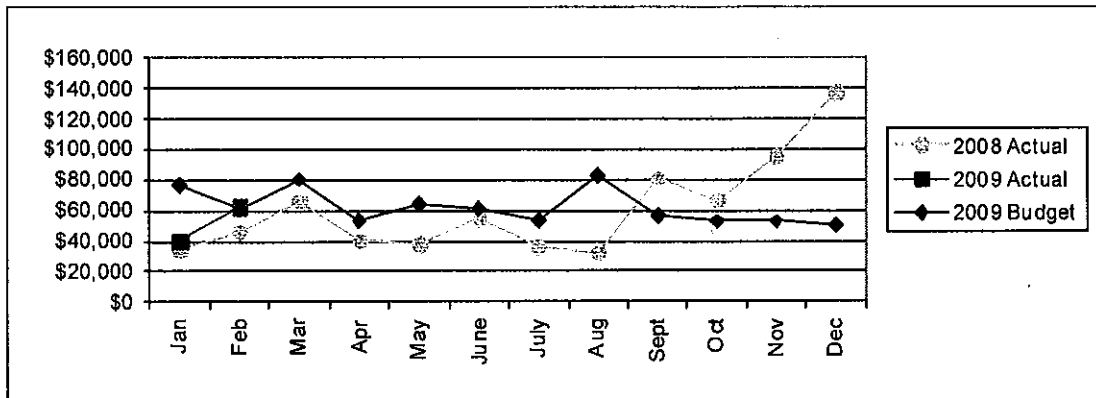
**2009 Total Salary and Casual Wages Costs by Cost Centre**



### Contracted & General Services

Contracted & General Services Expense (Security, Insurance Premiums, etc.)	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 45,969	\$ 62,480	\$ 60,477	\$ 2,003	\$ 102,688	\$ 136,794	\$ (34,106)

Contracted & General Services Expense



## Utilities

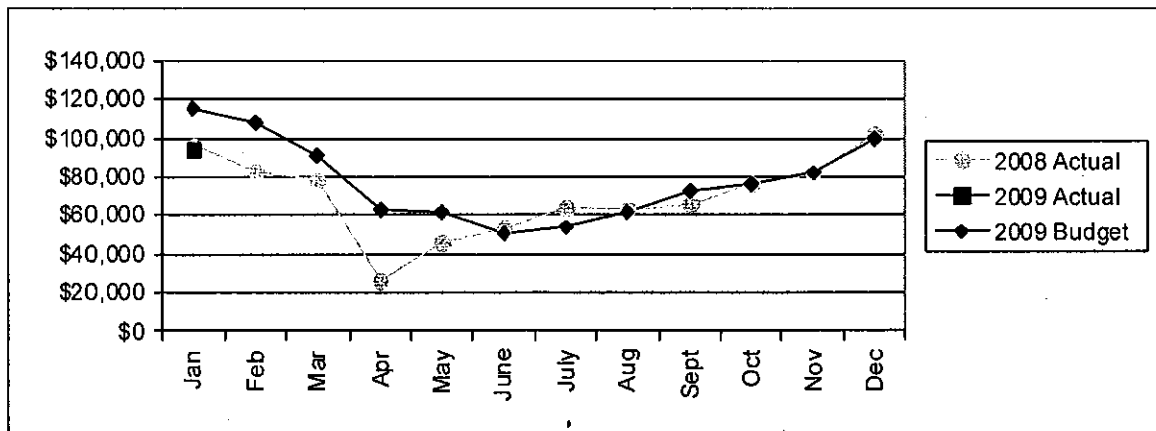
	Feb '08 Actuals	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2008 YTD Actual	2008 YTD Budget	2008 YTD Variance
Gas	\$ 37,455	\$ 29,184	\$ 52,900	\$ (23,716)	\$ 75,610	\$ 113,800	\$ (38,190)
Water	\$ 5,879	\$ 6,939	\$ 8,000	\$ (1,061)	\$ 14,081	\$ 16,000	\$ (1,919)
Electricity	\$ 39,476	\$ 43,388	\$ 47,300	\$ (3,912)	\$ 97,411	\$ 93,300	\$ 4,111
Total	\$ 82,809	\$ 79,511	\$ 108,200	\$ (28,689)	\$ 187,102	\$ 223,100	\$ (35,998)

The 2008 utilities indicated above are based on the actual consumption each month. Estimates are used because there is always a delay between receiving the utility bills and the monthly reporting, therefore, these numbers will not match the Utility information in the Statement of Revenue and Expenditures. The graph and chart are updated based on the most current information.

Charges for Natural gas are lower than budgeted due to lower than anticipated natural gas rates.

The table does not include cable, waste disposal or telephone, which is reflected in the Statement of Revenue and Expenditures.

**Utilities Expenses (Gas, Water and Electricity)**

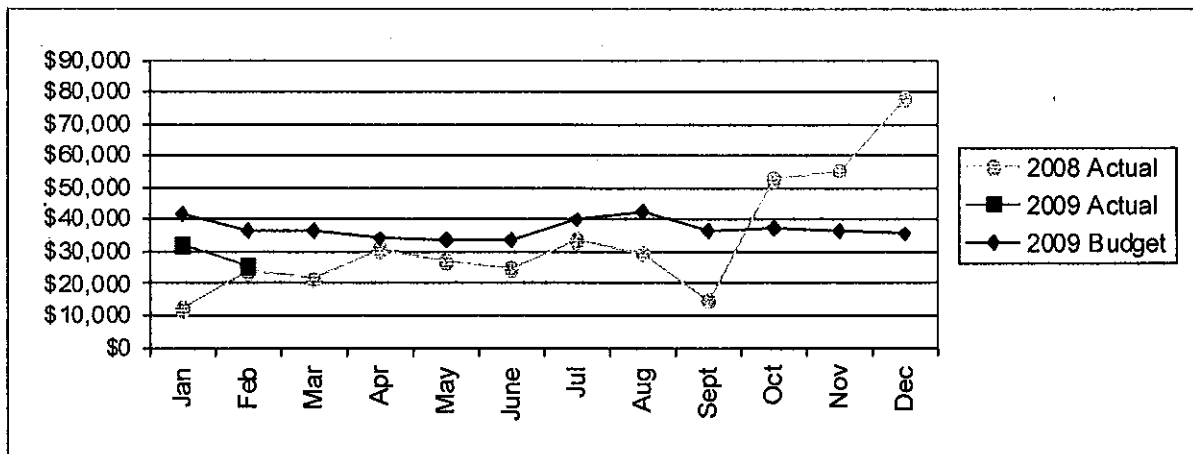


## Materials, Goods & Supplies

Materials, Goods & Supplies	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 24,109	\$ 25,517	\$ 36,850	\$ (11,333)	\$ 57,835	\$ 78,800	\$ (20,965)

This variance is due to delays in purchasing supplies for future program delivery and operational needs. Facility management will continue to monitor these expenses during Q1 and will recommend a budget adjustment if deemed necessary.

### Materials, Good & Supplies Expenses



## Transfer to Aquatics, Public Works & Corporate Services

Internal Contracts	Feb '08 Actual	Feb '09 Actual	Feb '09 Budget	Feb '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Aquatics Internal Contracts	\$ 60,551	\$ 60,712	\$ 57,200	\$ 3,512	\$ 119,949	\$ 114,400	\$ 5,549
Public Works Internal Contracts	\$ 56,791	\$ 53,647	\$ 51,800	\$ 1,847	\$ 108,854	\$ 103,700	\$ 5,154
Corporate Services Internal Contracts	\$ 24,621	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Internal Contracts</b>	<b>\$ 141,963</b>	<b>\$ 114,359</b>	<b>\$ 109,000</b>	<b>\$ 5,359</b>	<b>\$ 228,803</b>	<b>\$ 218,100</b>	<b>\$ 10,703</b>

**2009 Internal Contracts**

