MAY 2020-DECEMBER 2020

ALL PROGRAMMING IMPACTED BY COVID-19



MAY 2020—DECEMBER 2020 RECREATION HIGHLIGHTS

- » COVID-19 Pandemic—not a highlight but reality
- » Fiscal budget year to calendar budget year
- » Breakout Summer Camp
- » Camp Kidz Squad
- » Variety of virtual programs and classes
- » Active Adult virtual BINGO and conference calls
- » Halloween House decorating contest
- » Walk Among the Monsters special event at maintenance
- » Holiday House decorating contest
- » Drive In Movie at Cypress Cove parking lot

SAMPLING OF NEW PROGRAMS FOR MAY 2020 – DECEMBER 2020

- » Breakout Summer Camp (COVID version of summer camp)
- » Walk Among the Monsters and Drive In Movie
- » Camp Kidz Squad (COVID version of Kidz Squad)
- » Halloween and Holiday decorating house contests

PROGRAM REGISTRATION

FISCAL YEAR	# OF REGISTRANTS	# FRONT DESK REGISTRATIONS	# ONLINE REGISTRATIONS	# NON-RESIDENT REGISTRATIONS
FY2020 -2020	2506	977 (39%)	1529 (61%)	696 (28%)
FY2019-2020	8190	5288 (65%)	2902 (35%)	1704 (21%)
FY2018-2019	9594	6287(66%)	3307(34%)	1957 (20%)

ATHLETIC TOURNAMENT STATISTICS

SEASON	TEAMS	PARTICIPANTS	NET REVENUE
Summer 2020	-	-	-
Fall 2020	-	-	-
Tournaments cancelled	or not offered due to	the pandemic	

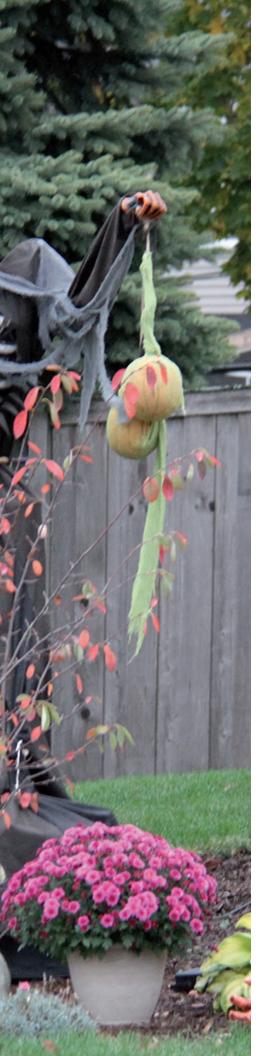
SEASPAR (SRA) INCLUSION

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SEASON	PARTICIPANTS	INCLUSION COSTS
Fall 2020	2	\$307.63
Summer 2020	3	\$5,734.24
Total	5	\$6,041.87
Winter/Spring 2020	3	\$3,101.19
Fall 2019	4	\$5,465.40
Summer 2019	11	\$18,871.42
Total	18	\$27,438.01

PROGRAM CANCELLATION PERCENTAGE

PROGRAM SESSION	# OF PROGRAMS	# CANCELLED	PERCENTAGE
Winter/Spring 2020	528	317	60.03%
Fall 2020	450	190	42.44%
Summer 2020	575	414	72.00%
TOTAL	1553	921	59.30%
Winter/Spring 2019	506	132	26.08%
Fall 2019	462	132	28.57%
Summer 2019	396	133	33.58%
TOTAL	1364	397	29.10%
Winter/Spring 2018	477	163	34.17%
Fall 2018	345	96	27.82%
Summer 2018	365	123	33.69%
TOTAL	1186	382	32.18%





TOTSCHOOL / EARLY CHILDHOOD

TOTSCHOOL	STUDENTS	REVENUE
May 2020—December 2020	76	\$50,654.74
EARLY CHILDHOOD PROGRAMS	PARTICIPANTS	REVENUE
Summer 2020	8	\$1,180
Fall 2020	37	\$4,084
TOTAL		\$55,918.74

SPECIAL EVENTS

EVENT	ESTIMATED ATTENDANCE	YEAR
Motion Explosion	Cancelled	2020
Kids Thrill at the Hill	Cancelled	2020
Jubilee	Cancelled	2020
Summer Concerts	Cancelled	2020
Movies Under the Moon	Cancelled	2020
Indian Summer Fest	Cancelled	2020
Haunted Forest Walk	Cancelled	2020
Oktoberfest	Cancelled	2020
Walk Among the Monsters	428	2020

FITNESS

SEASON	RESIDENT MEMBER	NONRESIDENT	TOTAL FITNESS REVENUE
Summer 2020	1906	816	\$82,210.58
Fall 2020	1595	777	\$123,283.05
TOTAL	3501	1593	\$205,493.63
Total Fitness Reve	nue is from all Fitness source	es.	

CAMPS

SEASON	RESIDENT	NONRESIDENT	REVENUE
Summer 2020*	227	27	\$41,643
*Breakout Camp			
Winter Camp	16	3	\$1,635
TOTAL	243	30	\$43,278

KIDZ SQUAD

SEASON 2020	RESIDENT	NONRESIDENT	REVENUE
Before Care	-	-	-
Hybrid	28	3	\$12,770
After Care	24	3	\$6,832
TOTAL	52	6	\$19,602

RECREATION PROGRAMS - NET PROFIT MARGIN ANALYSIS

	FUND 02 (Programs)	FUND 12 (ARC Fitness)	FUND 12 (ARC Rentals)	FUND 12 (ARC Programs)	FUND 02/12 (Combined)	FUND 02 (Programs)	FUND 12 (ARC Fitness)	FUND 12 (ARC Rentals)	FUND 12 (ARC Programs)	FUND 02/12 (Combined)
	FY17-18	FY17-18	FY17-18	FY17-18	FY17-18	FY18-19	FY18-19	FY18-19	FY18-19	FY18-19
REVENUE	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Budget	697,317	990,092	160,040	717,837	2,565,286	577,318	690,844	233,004	876,000	2,377,166
Actual	571,363	590,807	212,270	844,564	2,219,004	516,061	629,188	289,211	960,056	2,394,516
EXPENSES										
Budget	504,389	432,933	51,638	474,758	1,463,718	395,323	404,269	66,034	496,931	1,362,557
Actual	433,484	341,773	51,223	461,864	1,288,344	439,026	349,107	53,195	502,654	1,343,982
NET DIFFE	RENCE (REVEN	IUE OVER EXPE	NSES)							
Budget	\$192,928	\$557,159	\$108,402	\$243,079	\$1,101,568	\$181,995	\$286,575	\$166,970	\$379,069	\$1,014,609
Actual	\$137,880	\$249,034	\$161,047	\$382,700	\$930,660	\$77,035	\$280,081	\$236,016	\$457,402	\$1,050,534
NET PROFIT	T MARGIN									
Budget	27.7%	56.3%	67.7%	33.9%	42.9%	31.5%	41.5%	71.7%	43.3%	42.7%
Actual	24.1%	42.2%	75.9%	45.3%	41.9%	14.9%	44.5%	81.6%	47.6%	43.9%
NET % OF C	COST (TARGET	18%)								
Budget	38.2%	128.7%	209.9%	51.2%	75.3%	46.0%	70.9%	252.9%	76.3%	74.5%
Actual	31.8%	72.9%	314.4%	82.9%	72.2%	17.5%	80.2%	443.7%	91.0%	78.2%
	FUND 02	FUND 12	FUND 12	FUND 12	FUND 02/12	FUND 02	FUND 12	FUND 12	FUND 12	FUND 02/12
	FUND 02 (Programs)	FUND 12 (ARC Fitness)		FUND 12 (ARC Programs)		FUND 02 (Programs)			FUND 12 (ARC Programs)	FUND 02/12 (Combined)
						(Programs)				
	(Programs)	(ARC Fitness)	(ARC Rentals)	(ARC Programs)	(Combined)	(Programs)	(ARC Fitness) FY	(ARC Rentals)	(ARC Programs) FY	(Combined)
REVENUE	(Programs) FY19-20	(ARC Fitness) FY19-20	(ARC Rentals) FY19-20	(ARC Programs) FY19-20	(Combined)	(Programs) FY 12/31/2020	(ARC Fitness) FY 12/31/2020	(ARC Rentals) FY 12/31/2020	(ARC Programs) FY 12/31/2020	(Combined) FY 12/31/2020
REVENUE Budget	(Programs) FY19-20 ACTUAL	(ARC Fitness) FY19-20 ACTUAL	(ARC Rentals) FY19-20 ACTUAL	(ARC Programs) FY19-20 ACTUAL	(Combined) FY19-20 ACTUAL	(Programs) FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	(Combined) FY 12/31/2020 ACTUAL
Budget	(Programs) FY19-20 ACTUAL 589,742	(ARC Fitness) FY19-20 ACTUAL 652,550	(ARC Rentals) FY19-20 ACTUAL 291,150	(ARC Programs) FY19-20 ACTUAL 934,064	(Combined) FY19-20 ACTUAL 2,467,506	(Programs) FY 12/31/2020 ACTUAL 211,149	FY 12/31/2020 ACTUAL 347,869	FY 12/31/2020 ACTUAL 135,110	FY 12/31/2020 ACTUAL 350,368	(Combined) FY 12/31/2020 ACTUAL 1,044,496
Budget Actual	(Programs) FY19-20 ACTUAL	(ARC Fitness) FY19-20 ACTUAL	(ARC Rentals) FY19-20 ACTUAL	(ARC Programs) FY19-20 ACTUAL	(Combined) FY19-20 ACTUAL	(Programs) FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	FY 12/31/2020 ACTUAL	(Combined) FY 12/31/2020 ACTUAL
Budget Actual EXPENSES	(Programs) FY19-20 ACTUAL 589,742 502,347	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928	(ARC Programs) FY19-20 ACTUAL 934,064 900,740	FY19-20 ACTUAL 2,467,506 2,299,269	FY 12/31/2020 ACTUAL 211,149 66,445	FY 12/31/2020 ACTUAL 347,869 208,165	FY 12/31/2020 ACTUAL 135,110 69,325	FY 12/31/2020 ACTUAL 350,368 144,849	FY 12/31/2020 ACTUAL 1,044,496 488,784
Budget Actual EXPENSES Budget	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811	FY19-20 ACTUAL 291,150 281,928	(ARC Programs) FY19-20 ACTUAL 934,064 900,740 532,533	FY19-20 ACTUAL 2,467,506 2,299,269	FY 12/31/2020 ACTUAL 211,149 66,445	FY 12/31/2020 ACTUAL 347,869 208,165	FY 12/31/2020 ACTUAL 135,110 69,325 30,887	FY 12/31/2020 ACTUAL 350,368 144,849 223,017	FY 12/31/2020 ACTUAL 1,044,496 488,784
Budget Actual EXPENSES Budget Actual	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767	(ARC Programs) FY19-20 ACTUAL 934,064 900,740	FY19-20 ACTUAL 2,467,506 2,299,269	FY 12/31/2020 ACTUAL 211,149 66,445	FY 12/31/2020 ACTUAL 347,869 208,165	FY 12/31/2020 ACTUAL 135,110 69,325	FY 12/31/2020 ACTUAL 350,368 144,849	FY 12/31/2020 ACTUAL 1,044,496 488,784
Budget Actual EXPENSES Budget Actual NET DIFFE	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 JUE OVER EXPE	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES)	(ARC Programs) FY19-20 ACTUAL 934,064 900,740 532,533 498,079	FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044	FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 BUE OVER EXPENSES \$259,739	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716	(ARC Programs) FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351	(Combined) FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget Actual	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 JUE OVER EXPE	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES)	(ARC Programs) FY19-20 ACTUAL 934,064 900,740 532,533 498,079	FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044	FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget Actual NET PROFIT	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583 T MARGIN	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 IUE OVER EXPENSES \$259,739 \$275,851	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716 \$239,161	FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531 \$402,661	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368 \$966,256	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117 -\$24,416	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793 \$134,242 \$49,372	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223 \$66,018	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351 \$69,805	(Combined) FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933 \$160,779
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget Actual NET PROFIT Budget	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583 T MARGIN 17.2%	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 IUE OVER EXPENSE \$259,739 \$275,851	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716 \$239,161 79.6%	FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531 \$402,661	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368 \$966,256 40.3%	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117 -\$24,416	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793 \$134,242 \$49,372	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223 \$66,018	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351 \$69,805	(Combined) FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933 \$160,779
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget Actual NET PROFIT Budget Actual	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583 T MARGIN 17.2% 9.7%	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 IUE OVER EXPE \$259,739 \$275,851 39.8% 44.9%	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716 \$239,161	FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531 \$402,661	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368 \$966,256	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117 -\$24,416	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793 \$134,242 \$49,372	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223 \$66,018	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351 \$69,805	FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933 \$160,779
Budget Actual EXPENSES Budget Actual NET DIFFE Budget Actual NET PROFIT Budget Actual NET % OF 6	FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583 T MARGIN 17.2% 9.7% COST (TARGET	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 IUE OVER EXPE \$259,739 \$275,851 39.8% 44.9%	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716 \$239,161 79.6% 84.8%	FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531 \$402,661 43.0% 44.7%	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368 \$966,256 40.3% 42.0%	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117 -\$24,416 31.3% -36.7%	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793 \$134,242 \$49,372 38.6% 23.7%	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223 \$66,018 77.1% 95.2%	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351 \$69,805 36.3% 48.2%	FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933 \$160,779 41.4% 32.9%
Budget Actual EXPENSES Budget Actual NET DIFFEI Budget Actual NET PROFIT Budget Actual	(Programs) FY19-20 ACTUAL 589,742 502,347 488,360 453,764 RENCE (REVEN \$101,382 \$48,583 T MARGIN 17.2% 9.7%	(ARC Fitness) FY19-20 ACTUAL 652,550 614,254 392,811 338,403 IUE OVER EXPE \$259,739 \$275,851 39.8% 44.9%	(ARC Rentals) FY19-20 ACTUAL 291,150 281,928 59,434 42,767 NSES) \$231,716 \$239,161 79.6%	FY19-20 ACTUAL 934,064 900,740 532,533 498,079 \$401,531 \$402,661	(Combined) FY19-20 ACTUAL 2,467,506 2,299,269 1,473,138 1,333,013 \$994,368 \$966,256 40.3%	(Programs) FY 12/31/2020 ACTUAL 211,149 66,445 145,032 90,861 \$66,117 -\$24,416	FY 12/31/2020 ACTUAL 347,869 208,165 213,627 158,793 \$134,242 \$49,372	FY 12/31/2020 ACTUAL 135,110 69,325 30,887 3,307 \$104,223 \$66,018	FY 12/31/2020 ACTUAL 350,368 144,849 223,017 75,044 \$127,351 \$69,805	(Combined) FY 12/31/2020 ACTUAL 1,044,496 488,784 612,563 328,005 \$431,933 \$160,779