



Adopted 2020 Budget

Table of Contents

	<u>Page</u>
Letter of Transmittal	3
2018 Summary	3
General Fund	7
Revenues	7
Program Budget Descriptions and Expenditures	9
Debt Service Funds	13
Fund Balance	14
Capital Reserve Fund	15
Supplemental information	18
Statement of Revenues and Expenditures	18



April 12, 2019

Lakeville Arenas Board members

The Joint Powers Agreement requires the Board to approve an annual budget on a calendar year basis. The budget must set forth projected expenditures and revenues necessary to finance lease payments, fund the capital maintenance reserve and to maintain, operate, and manage the Arena Complex. The budget must be submitted to the City and School District prior to June 1st. The Board must approve the budget prior to July 1. As such the proposed 2020 budget is hereby presented to the Board for their consideration and approval.

The budget is comprised of the following funds in order for the Lakeville Arenas to effectively manage its financial resources.

- General (Operating) Fund. The General Fund accounts for the overall operations of the Lakeville Arenas.
- Capital Reserve Fund. The Capital Reserve Fund was established to provide the financing of future equipment replacements and major facility programs.

The salient issues relative to the proposed budget for each of the respective funds are discussed in the sections attached hereto.

2018 Summary

The 2018 fiscal year marked the eleventh full year of joint operation of both the Ames and Hasse Arenas. The joint operation has enabled the Lakeville Arenas organization to continue to offer new and expanded opportunities to better serve our customers – the community. Some of the highlights and initiatives are as follows.

- Public Skating. The arena has continued to offer year-round public skating to the community. Public skating revenue for paid sessions increased this past year from \$12,207 in 2017 to 17,835 in 2018 due to additional public skating sessions and new marketing strategies such as Group On and local display ads.
- Learn to Skate Program. The Learn to Skate program has continued to provide skating opportunities for children and adults of all ages. Enrollment has increased

annually for the past several years to an all-time high of 810 skaters during 2018. This past year Learn to Skate revenues increased 8% from \$53,183 in 2017 to \$58,260 in 2018. The Learn to Skate program continues to partner with the Heritage Figure Skating Club which is made up of a combination of Learn to Skate students and local figure skaters. Both of these programs have created great experiences for our young skaters that will last a life time.

- High School attendance. Attendance at high school games increased slightly on a per game basis from 2017-18. This increase was a result of successful seasons and increased fan engagement of the South boys' team.

	2014-15	2015-16	2016-17	2017-18	2018-19
Boys	417 avg/gm	375 avg/gm	350 avg/gm	342 avg/gm	361 avg/gm
Girls	<u>233 avg/gm</u>	<u>215 avg/gm</u>	<u>177 avg/gm</u>	<u>186 avg/gm</u>	<u>214 avg/gm</u>
Total	14,317/44 gms	13,964/47 gms	12,286/47 gms	11,970/45 gms	11,663/40 gms

- Dry Floor Activities. The artificial turf has continued to provide opportunities for a wide range of indoor activities during the non-ice season. In 2018, over 150 hours of turf activities involving lacrosse, soccer, baseball and softball were rented at Ames Arena. In addition, over 300 hours of dry floor events including numerous children's consignment sales and a Home Design Expo were held. We also hosted the annual Free Family Fun Fest which attracted over 1,000 community members. Overall, dry floor revenue increased slightly in 2018 due to additional events including a new indoor box lacrosse league and a large martial arts event.

2019 Operations

The following is a succinct overview of the salient changes in operations and budget.

- Ice rentals are projected to decrease slightly from 2018 due to a planned reduction in hours to be rented during the prime season by the Lakeville Hockey Association for the purpose of reducing the time commitment to their member families.
- Dry floor events including multiple consignment sales, a Home Design Expo and multiple craft shows will continue to generate additional revenue as well as showcase the facilities for future dry floor events.
- Several maintenance projects will be undertaken at the Ames Arena to maintain the facility at optimum efficiency and improve conditions to meet customer expectations. A complete description is provided in the General Fund narrative.

Overall, the Arena operations are very strong both financially and operationally. Customer satisfaction and community involvement continue to be high. The changes in the budget and operations will further enhance Arena performance capabilities.

Proposed 2020 Budget Highlights

After 25 years of service to the Lakeville community, the Ames Arena is preparing for the future. With the original construction debt being paid off in August 2019 a long-standing agreement with the Lakeville Hockey Association will also be expiring. Staff have been working with our primary users, the Lakeville Hockey Association and Heritage Figure Skating Club, to secure new long-term agreements. Through these efforts, we have recently finalized a ten-year agreement with both the LHA and HFSC to provide guaranteed ice rental hours for both organizations as well as an annual contribution of \$80,000 to be used towards arena improvements.

As our building passes its 25th anniversary we have reached the point to begin replacing the major mechanical and infrastructure components of the facility. Our long-term Capital Reserve Fund has included a plan over the next several years to address the major replacement needs of the buildings. Primary funding for these projects will be bonds or some other financing mechanism. Property tax support and/or other funding source would be needed to make the debt service payments.

As such, the salient budget proposals are as follows:

- Ice rental rates for 2020-21 season are proposed to increase by 4% to \$245 per hour.
- The projected 2020 ice rental hours during the winter season are expected to increase slightly as new agreements signed in 2019 will help to maximize ice usage.
- Learn to Skate, high school game attendance and concession sales are expected to remain steady in 2020.
- Replacement of the major mechanical systems at Ames Arena including ice rink floors, ice making plant, dasher boards, dehumidification systems and LED lighting will begin in May 2020 and continue over two summers to provide a complete replacement of the existing systems.

Future

The primary goal of Lakeville Arenas is to continue to focus on marketing efforts which will result in an expansion of the facility use and revenue base with the expectation that ice use rates in future years will continue to be competitive with those of surrounding communities.

The future is indeed very bright for the long-term outlook for the Arenas and the community. The facilities are well structured to accommodate user needs.

Conclusion

The success of these programs has established a foundation for expanded use of the arenas by the community's residents in the years to come. Our objective for the coming year is to expand on the success by creating even greater opportunities and enjoyable experiences for the customers.

The proposed budget is consistent with the purpose of the Joint Powers Agreement to "...operate and manage the Arena Complex in the best interests of the community." The organization will continue its efforts to undertake entrepreneurial endeavors to maximize the return on the public investment.

Respectfully submitted,

Shayne Ratcliff

Shayne Ratcliff
Arenas Manager

General (Operating) Fund

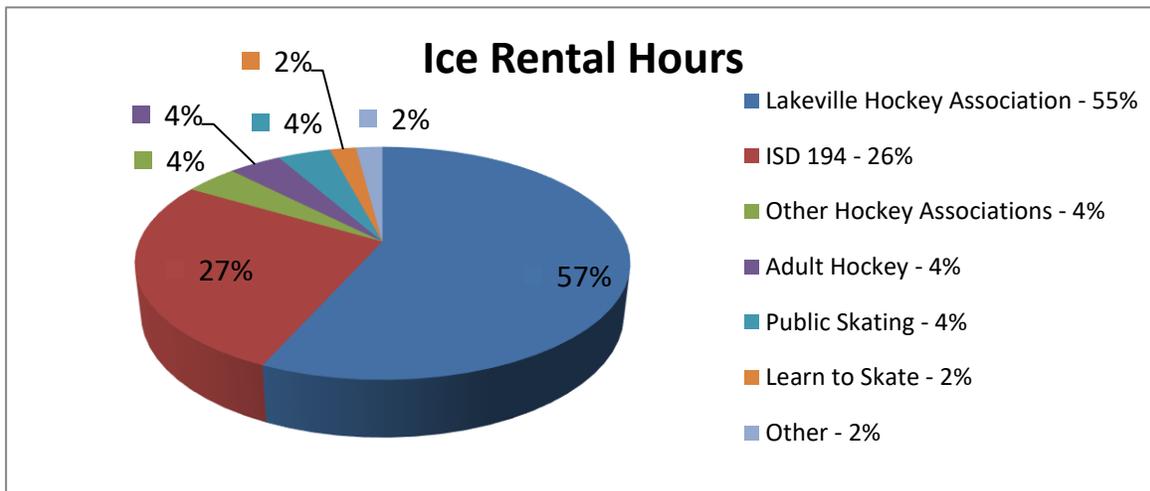
The General Fund accounts for the overall operations of the Lakeville Arenas.

Operating Revenues

In order to adequately finance operations, sufficient revenues must be provided through a concerted effort of maximizing facility use rentals and facility use fee adjustments. The 2020 revenues from operations are estimated to be \$1,175,056 of which \$957,825 (82% of budget) is from ice rental in order to adequately finance Arena operations.

	<u>2019</u> <u>Estimate</u>	<u>2020</u> <u>Proposed</u>	<u>2020 vs 2019 Est.</u> <u>Increase/Decrease</u>	
			<u>Total</u>	<u>%</u>
<u>Operating Revenues</u>				
Ice Rental	\$ 919,305	\$ 957,825	38,520	4.2%
Dry floor	23,455	23,455	-	0.0%
Learn to Skate	54,468	58,028	3,560	6.5%
Admissions-Public Skating	13,500	14,000	500	3.7%
Event Admissions(Net of ISD Reimb)	44,000	44,000	-	0.0%
Skate Sharpening	6,400	6,400	-	0.0%
Skate Rental	7,500	7,500	-	0.0%
Concessions and pro shop - net	26,500	26,500	-	0.0%
Vending Machines	5,500	5,500	-	0.0%
Other - Advertising Contract	29,500	29,500	-	0.0%
Rebates/Dividends/Miscellaneous	10,000	2,000	(8,000)	80.0%
Other - Miscellaneous	358	358	-	0.0%
Total Revenues	1,140,486	1,175,066	34,580	3.0%

Ice rental hours are expected to be over 97% rented from November through February to either the school district, youth hockey groups, public skating or learn to skate programs. The primary ice customers are listed below.



In order to adequately finance operations, the winter ice rental rates for the 2020-21 season will increase to \$245 per hour. Non-winter season ice rental rate is proposed to remain unchanged at \$160 per hour in 2019. The following is a comparison of prime-time winter and summer rates with other communities for the 2018-2019 season.

<i>Winter Prime Rate</i>			
	<u>2018-19</u>	<u>Adj.</u>	<u>2019-20</u>
Lakeville	225	10	235
Burnsville	225	5	230
Eden Prairie	225	5	230
Prior Lake (Dakotah)	226	1	227
Eagan	220	5	225
Farmington	220	5	225
Apple Valley	220	0	220
Shakopee	215	5	220
Bloomington	200	7	207
Rosemount	205	0	205

Summer Prime Rate			
	<u>2018</u>	<u>Adj.</u>	<u>2019</u>
Burnsville	200	5	205
Richfield	210	5	215
Eden Prairie	195	5	200
Bloomington	200	0	200
Shakopee	165	5	170
Apple Valley	165	0	165
Lakeville	160	0	160
Eagan	155	5	160
Farmington	160	0	160
Prior Lake (Dakotah)	150	0	150
Rosemount	135	0	135

Dry floor program opportunities have been greatly enhanced with the installation of artificial turf at the Olympic size rink at Ames Arena. Lakeville Arenas will continue to aggressively pursue renting of the facilities for dry floor activities. Target customers continue to be youth sports activities such as soccer, lacrosse and baseball. The Arenas have numerous dry floor events scheduled for 2019. The Arenas will continue to market itself as a showcase for trade shows and other exhibition programs. Revenues from dry floor activities in 2020 are estimated to be \$23,455.

The **Learn to Skate** program has enrolled nearly 7,000 participants since its return in 2007. With our highly qualified Director and competent staff, we expect the program to be a continued success. For the 2019-20 season, the hours of operation will continue to include:

- i) Four (4) 8-week sessions over the course of a year
 - Fall and Winter sessions will be held at Hasse Arena
 - Spring and Summer sessions will be held at Ames Arena
- ii) Fall/Winter sessions will include:
 - (i) 3.5 hours on Saturday mornings
 - (ii) 1.5 hours on Monday evenings
- iii) Spring session will include

- (i) 2.5 hours on Tuesday evenings
- (ii) 4.5 hours on Saturday mornings
- iv) Summer session will include:
 - (i) 2.5 hours on Tuesday evenings

The **public skating program** increased during 2018 due to additional sessions offered during the prime winter months and additional marketing strategies. For the 2019-20 winter season, the hours of operation will continue to be offered in the same manner as last season; Saturdays from 5:45pm – 7:45pm and Sundays from 1:00pm – 3:00pm for \$5.00/person and \$3.00/skate rental. The budget anticipates approximately \$21,500 of revenues from public skate admissions and skate rental.

Event Admissions for high school games are shared with ISD #194 (60% Arenas/40% ISD 194) and will generate approximately \$44,000 of revenue.

Pro Shop Sales / Skate Sharpening are provided at both Ames and Hasse Arena.

Concessions operations at Ames Arena and Hasse Arena have been managed by the Arena staff since October 2012. Concessions revenue is expected to remain steady from 2019 as overall arena operations will be very similar to the previous year. The budget anticipates approximately \$26,500 of revenues from the concession stand operation.

Vending Machines revenues are approximately \$5,500.

Advertising contracts are anticipated to generate approximately \$29,500. Current contracts are in place with 26 local and regional companies and organizations.

Expenditures

The 2020 expenditure budget is \$1,127,728 which is a \$471 (0.1%) increase over the previous year. The following is a summary of the proposed budget expenditures:

The majority of the costs attributable to operations are fixed costs such as insurance, utility costs, Capital Reserve Fund contributions and certain personnel costs. As such, the arena must seek to maximize efficiencies by operating the facilities as one complex with a common objective – providing quality services for the community and maximizing the return on the public investment.

Personnel costs account for approximately 38% of the operating costs. The proposed budget provides for three full-time staff members to operate the facilities including a 3% COLA beginning January 1, 2020.

- Arenas Manager
- (2) Assistant Managers

The arena also has a contingent of part-time staff including resurfacers drivers, office workers, Learn to Skate Director, Learn to Skate Instructors, concession and custodians. Part-time personnel are scheduled based on facility rental commitments. Hence, part-time personnel costs are directly proportional to revenues.

<u>Salaries and benefits</u>	2019	2020	<u>Increase/Decrease</u>	
	<u>Estimate</u>	<u>Proposed</u>	<u>Total</u>	<u>%</u>
Salaries - Full Time	183,108	192,376	9,268	5.1%
Salaries - Part Time	148,039	145,759	(2,280)	-1.5%
PERA	19,235	18,812	(423)	-2.2%
FICA	25,333	25,867	535	2.1%
Hospitalization	35,313	33,083	(2,230)	-6.3%
Life and Disability	178	178	-	0.0%
Long Term Disability	396	396	-	0.0%
Dental Insurance	1,782	1,871	89	5.0%
Workers Compensation	7,540	7,699	159	2.1%
Total	<u>420,924</u>	<u>426,041</u>	<u>5,117</u>	<u>1.2%</u>

Commodities represent approximately 5% of the total budget.

<u>Commodities</u>	2019	2020	<u>Increase/Decrease</u>	
	<u>Estimate</u>	<u>Proposed</u>	<u>Total</u>	<u>%</u>
Office Supplies	545	545	-	0.0%
Operating Supplies	15,700	17,700	2,000	12.7%
Motor Fuels	200	200	-	0.0%
Cleaning Supplies	10,000	10,000	-	0.0%
Clothing	2,400	2,400	-	0.0%
Equipment Parts	3,000	3,000	-	0.0%
Building Repair Supplies	16,000	18,000	2,000	12.5%
Small Tools/Equipment	1,500	1,500	-	0.0%
Computer Supplies	1,500	1,500	-	0.0%
Total	<u>50,845</u>	<u>54,845</u>	<u>4,000</u>	<u>7.9%</u>

Other Charges and Services are proposed to decrease by \$11,721 (-4.9%) from \$238,724 in 2019 to \$227,003 in 2020 Other charges and services represent approximately 20% of the budget expenses.

	2020 vs 2019 Est.			
	2019	2020	Increase/Decrease	
	<u>Estimate</u>	<u>Proposed</u>	<u>Total</u>	<u>%</u>
<u>Other Charges and Services</u>				
Fiscal Agent fees	32,640	33,293	653	2.0%
Attorney Fees	50	50	-	0.0%
Bank charges	2,500	2,550	50	2.0%
Audit	6,025	6,075	50	0.8%
Use of Personal Auto	200	200	-	0.0%
Advertising	5,500	5,500	-	0.0%
Insurance	20,939	21,986	1,047	5.0%
Water and Sewer Service	15,650	17,500	1,850	11.8%
Waste Disposal	8,500	11,250	2,750	32.4%
Telephone	1,872	1,872	-	0.0%
Postage	100	100	-	0.0%
Other Contractual	16,792	17,252	460	2.7%
Equipment Repair and Maintenance	12,700	24,095	11,395	89.7%
Building Repair and Maintenance	70,159	63,450	(6,709)	-9.6%
Contract Landscaping	2,000	2,000	-	0.0%
Schools and Conferences	2,000	2,000	-	0.0%
Business Meetings/Misc. Expenses	200	200	-	0.0%
Dues/Subscriptions/Licenses	5,205	5,130	(75)	-1.4%
Snow Removal	16,642	10,500	(6,142)	-36.9%
Capital Outlay	<u>19,050</u>	<u>2,000</u>	<u>(17,050)</u>	<u>-89.5%</u>
Total	<u>238,724</u>	<u>227,003</u>	<u>(11,721)</u>	<u>-4.9%</u>

The budget provides for annual audit services. Use of personal auto is attributed to the staff traveling to continuing education schools and conferences. Advertising is comprised of flyers, signage and publication advertising. Insurance premiums for liability, property and casualty insurance provides coverage for both facilities.

“Other Contractual” (\$17,252) includes water treatment services, alarm system monitoring, water softening, fire extinguisher and sprinkler system testing. “Fiscal Management Fees” is a charge from the City of Lakeville to provide support services such as payroll, human resources, annual financial reports, periodical financial reports, accounts payable, Information Technology support and other administrative support functions for the arenas.

Equipment Repair and Maintenance costs for 2019 are projected to be \$12,700 in order to address maintenance requirements at the arenas. Some of the significant projects include regular maintenance to ice resurfacers (\$5,500), repairs to the sound system (\$2,000) and replacement dasher board glass (\$1,000). The equipment repair costs in 2020 will increase to

an estimate of \$24,095 as replacement batteries for the Electric Zamboni Ice Resurfacers at Hasse Arena are required.

Building Repair and Maintenance provides appropriations for maintenance agreements relating to HVAC, refrigeration and ice painting as well as major maintenance projects. The costs for 2019 are estimated to be \$70,159 in order to address major maintenance and cold weather repairs at the arenas. Some of the significant projects include repairs to the hot water plumbing (\$5,000) and roof at Ames #1 (\$4,000) due to the polar vortex event in January. Repairs and maintenance to the parking lots (\$5,500) and arena painting (\$3,000) will also take place in 2019. The proposed 2020 budget for building repair and maintenance will decrease by \$6,709 as a result of completing a significant number of major maintenance projects in 2019.

The budget provides for fertilizer and herbicide applications at the two arenas. Lawn mowing is performed by arena staff.

Schools and Conferences provides for attendance by arena staff at the Minnesota Ice Arena Managers Workshop & Conference. Dues and subscriptions (\$5,130) will include the Minnesota Department of Health food license for the concession stand, software licenses for ice scheduling software (MaxGalaxy), annual elevator operating permit and music service licenses to accommodate public skating.

Snow removal contracts (\$10,500) are required for the Ames and the Hasse Arena.

Utilities. Utilities are presumed to increase 2.9% for electrical and decrease 6% for natural gas for the upcoming year. Utilities represent 26% of the total budget and are the predominant reason for increases in ice arena operating costs.

	2020 vs 2019 Est.			
	2019	2020	Increase/Decrease	
<u>Utilities</u>	<u>Estimate</u>	<u>Proposed</u>	<u>Total</u>	<u>%</u>
Electric Service	230,675	237,340	6,665	2.9%
Gas Service	<u>56,089</u>	<u>52,500</u>	<u>(3,589)</u>	<u>-6.4%</u>
Total	<u>286,765</u>	<u>289,840</u>	<u>3,075</u>	<u>1.1%</u>

Capital Outlay items are included in budget to replace assets; which have exceeded their useful life. Items include:

<u>Capital Outlay</u>	2019	2020	2020 vs 2019 Est.	
	<u>Estimate</u>	<u>Proposed</u>	<u>Total</u>	<u>%</u>
Replacement Rental Skates	12,000		(12,000)	-100.0%
Security Camera/Monitoring	2,000	2,000	-	0.0%
Unit Heater for Ames Mechanical Room	2,200		(2,200)	-100.0%
Replacement Tires/Rims for Work Truck	1,250		(1,250)	-100.0%
Replacement Trailer	<u>1,600</u>		<u>(1,600)</u>	<u>-100.0%</u>
Total	<u>2,850</u>	<u>-</u>	<u>(2,850)</u>	<u>-100.0%</u>

Debt Service.

The Ames Arena was financed with the issuance of debt which is repaid with LHA pull-tab revenues (\$95,000) and arena operations (\$88,626). Final payment on the Ames Arena debt will be made in August 2019.

The Hasse Arena was financed with a Lease Revenue Bond in 2006 by the Lakeville Housing and Redevelopment Authority. The 2006 bonds were advanced refunded by HRA Lease Revenue Refunding Bonds, Series 2016A. The debt service for Hasse Arena is financed by the City of Lakeville and Independent School District 194. The annual payment (~\$580,000) is not an obligation of Lakeville Arenas and therefore, not included in the budget. The final debt payment is February 2032.

Transfer to Capital Reserve Fund. The transfer has been adjusted to cover increased capital expenditures in 2020 - 2025.

Fund balance

Arena revenues are highly cyclical with revenues exceeding expenditures in the months of November through April. However, in the months of May through October, expenditures tend to exceed revenues. Cash balances are at their lowest in October and early November. As such, it is important that the fund balances at the beginning of the year are adequate to provide sufficient working capital to sustain operations through the first 10 months of the year.

The proposed budget results in an ending balance of \$492,448 in 2019 and \$539,785 in 2020.

	2019	2020	2020 vs 2019 Est.	
	Estimate	Proposed	Increase/Decrease	
<u>Operating Revenues</u>			Total	%
Ice Rental	919,305	957,825	38,520	4.2%
Other Revenues	221,181	217,241	(3,940)	-1.8%
Total Revenues	<u>1,140,486</u>	<u>1,175,066</u>	<u>34,580</u>	<u>3.0%</u>
<u>Operating Expenses</u>				
Personnel	420,924	426,041	5,117	1.2%
Utilities	286,765	289,840	3,075	1.1%
Contractual	219,674	225,003	5,329	2.4%
Commodities	50,845	54,845	4,000	7.9%
Capital Reserve Fund	130,000	130,000	-	0.0%
Capital Outlay	19,050	2,000	(17,050)	-89.5%
Total	<u>1,127,257</u>	<u>1,127,729</u>	<u>471</u>	<u>0.0%</u>
Net increase/(decrease)	13,229	47,337	34,109	257.8%
Fund Balance Beginning of Year	<u>479,219</u>	<u>492,448</u>	<u>13,229</u>	<u>2.8%</u>
Fund Balance End of Year	<u>492,448</u>	<u>539,785</u>	<u>47,338</u>	<u>9.6%</u>

Capital Reserve Fund

The purpose of the Capital Reserve Fund is to provide a financial framework for replacement of the arena infrastructure as it ages including, but not limited to, roofs, dehumidification, and refrigeration systems.

The Capital Reserve Fund reflects debt being issued to fund major capital upgrades starting in 2020. The repayment of the debt is shown here for purposes of showing the impact on fund balances and General Fund transfers. Further discussion would be needed regarding other funding sources (e.g. ISD#194, City of Lakeville, LHA, etc). Separate debt service funds would be established.

The following pages are a summary of the Capital Reserve Fund Budget.

Lakeville Arenas
Reserve Fund

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
<u>Revenues</u>					
Transfers from Operating Fund	130,000	130,000	110,000	135,000	140,000
Debt Issuance	-	500,000	4,920,000	2,190,000	575,000
Debt Issuance - Parking Lot	350,000	450,000	-	-	-
LHA Contribution 2020-2030-\$70,000/yr	-	70,000	70,000	70,000	70,000
HFSC Contribution 2019-2029-\$10,000/yr	10,000	10,000	10,000	10,000	10,000
CITY / ISD PROPERTY TAX LEVIES?	-	-	300,000	350,000	400,000
Other/Grants	-	-	-	-	-
Interest on investments	293	103	173	336	365
Total revenues	<u>490,293</u>	<u>1,160,103</u>	<u>5,410,173</u>	<u>2,755,336</u>	<u>1,195,365</u>
APEX Project - 2020-2022		500,000	4,918,427	2,190,604	
<u>Expenditures</u>					
Dehumidification Lease					
Other					
Roof - Hasse					
Parking lot expansion - Ames	350,000				
Parking lot resurfacing - Ames 5,100 sq yds	154,050				
RTU - Ames HS Room	43,000				
Flooring Locker rooms - Ames #2	25,000				
Hasse DHU A/C Coil Installation	108,000				
Parking lot expansion - Ames		450,000			
Electric Ice Edger - Hasse		9,500			
Bleacher Radiant Heaters-Ames 2		53,500			
Unit Heater - Ames 2 Zamboni Garage		11,200			
Water Savings - Ames - Toilets, etc		14,370			
Refrigeration Equipment - Ames		500,000			
Flooring - Ames		10,000			
Refrigeration Equipment - Ames			2,500,000		
Refrigeration - underground - rink 2			950,000		
Flooring - Ames			178,000		
Dasher Boards - Sheet 2			208,000		
Dehumidification - Sheet 2			508,285		
Unit Heater - Ames 1 Zamboni Garage			11,300		
Boiler System - Ames Ice Plant			251,625		
Ames Building Envelope Improvements			61,956		
Hasse Building Envelope Improvements			16,277		
Ames Building Controls			6,285		
Hasse Building Controls			46,942		
Hasse Ice Plant Controls			179,869		
Lighting - Ames			63,610		
Lighting - Hasse			125,578		
Lighting - Ames				98,117	
Refrigeration Equipment - Ames				250,000	
Refrigeration - underground - rink 1				950,000	
Dasher Boards - Sheet 1				208,000	
Dehumidification - Sheet 1				539,231	
Ceiling Low E - Rink 1				71,387	
Ceiling Low E - Rink 3				73,869	
Debt Service (2019 Projects) Ames Parking					
Principal		30,000	30,000	30,000	35,000
Interest		12,250	11,200	10,150	9,100
Debt Service (2020 Projects) Ames Parking					
Principal			35,000	40,000	40,000
Interest			22,500	20,750	18,750
Debt Service (2020 Projects)					
Principal			15,000	15,000	15,000
Interest			25,000	24,250	23,500
Debt Service (2021 Projects)					
Principal				150,000	155,000
Interest				246,000	238,500
	-	-	-	-	-
Total expenditures	<u>680,050</u>	<u>1,090,820</u>	<u>5,246,427</u>	<u>2,726,754</u>	<u>1,280,514</u>
Net increase/(decrease)	(189,757)	69,283	163,746	28,582	(85,149)
Balance January 1	<u>293,016</u>	<u>103,259</u>	<u>172,542</u>	<u>336,288</u>	<u>364,870</u>
Balance December 31	<u>103,259</u>	<u>172,542</u>	<u>336,288</u>	<u>364,870</u>	<u>279,721</u>

	<u>2024</u>	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>
<u>Revenues</u>					
Transfers from Operating Fund	145,000	158,000	172,000	187,000	206,000
Debt Issuance	535,000	-	405,000	-	395,000
Debt Issuance - Parking Lot	-	-	-	-	-
LHA Contribution 2020-2030-\$70,000/yr	70,000	70,000	70,000	70,000	70,000
HFSC Contribution 2019-2029-\$10,000/yr	10,000	10,000	10,000	10,000	10,000
CITY / ISD PROPERTY TAX LEVIES?	475,000	550,000	550,000	550,000	550,000
Other/Grants	-	-	-	-	-
Interest on investments	280	229	213	221	202
Total revenues	<u>1,235,280</u>	<u>788,229</u>	<u>1,207,213</u>	<u>817,221</u>	<u>1,231,202</u>

APEX Project - 2020-2022

<u>Expenditures</u>					
Resurfacers - Hasse	165,874				
Flooring - Hasse	198,000				
Artificial turf	121,007				
Signage - Hasse	48,403				
Roof - Sheet 2			404,315		
Dehumidification - Hasse					395,000

Debt Service (2019 Projects) Ames Parking					
Principal	35,000	35,000	35,000	40,000	40,000
Interest	7,875	6,650	5,425	4,200	2,800
Debt Service (2020 Projects) Ames Parking					
Principal	40,000	45,000	45,000	50,000	50,000
Interest	16,750	14,750	12,500	10,250	7,750
Debt Service (2020 Projects)					
Principal	15,000	20,000	20,000	20,000	20,000
Interest	22,750	22,000	21,000	20,000	19,000
Debt Service (2021 Projects)					
Principal	165,000	170,000	180,000	190,000	200,000
Interest	230,750	222,500	214,000	205,000	195,500
Debt Service (2022 Projects)					
Principal	70,000	75,000	75,000	80,000	85,000
Interest	106,250	102,750	99,000	95,250	91,250
Debt Service (2023 Projects)					
Principal	15,000	20,000	20,000	20,000	20,000
Interest	28,750	28,000	27,000	26,000	25,000
Debt Service (2024-2029 Projects)					
Principal		15,000	15,000	30,000	35,000
Interest		26,750	26,000	45,500	44,000
	-	-	-	-	-
Total expenditures	<u>1,286,409</u>	<u>803,400</u>	<u>1,199,240</u>	<u>836,200</u>	<u>1,230,300</u>
Net increase/(decrease)	(51,129)	(15,171)	7,973	(18,979)	902
Balance January 1	<u>279,721</u>	<u>228,592</u>	<u>213,420</u>	<u>221,394</u>	<u>202,415</u>
Balance December 31	<u>228,592</u>	<u>213,420</u>	<u>221,394</u>	<u>202,415</u>	<u>203,318</u>

Lakeville Arena

Statement of Revenue and Expense

	2019 <u>Estimate</u>	2020 <u>Proposed</u>	2021 <u>Projected</u>	2022 <u>Projected</u>	2023 <u>Projected</u>	2024 <u>Projected</u>	2020 vs 2019 Est.	
							<u>Total</u>	<u>%</u>
<u>Operating Revenues</u>								
Ice Rental	\$ 919,305	\$ 957,825	\$ 980,985	\$ 1,007,895	\$ 1,039,465	\$ 1,039,465	38,520	4.2%
Dry floor	23,455	23,455	5,000	23,455	23,455	23,455	-	0.0%
Learn to Skate	54,468	58,028	58,028	58,028	58,028	58,028	3,560	6.5%
Admissions-Public Skating	13,500	14,000	14,000	14,000	14,000	14,000	500	3.7%
Event Admissions(Net of ISD Reimb)	44,000	44,000	44,000	44,000	44,000	44,000	-	0.0%
Skate Sharpening	6,400	6,400	6,400	6,400	6,400	6,400	-	0.0%
Skate Rental	7,500	7,500	7,500	7,500	7,500	7,500	-	0.0%
Concessions and pro shop - net	26,500	26,500	26,765	27,033	27,303	27,576	-	0.0%
Vending Machines	5,500	5,500	5,500	5,500	5,500	5,500	-	0.0%
Other - Advertising Contract	29,500	29,500	29,500	29,500	29,500	29,500	-	0.0%
Rebates/Dividends/Miscellaneous	10,000	2,000	2,000	2,000	2,000	2,000	(8,000)	-80.0%
Other - Miscellaneous	358	358	358	358	358	358	-	0.0%
Total Revenues	1,140,486	1,175,066	1,180,036	1,225,669	1,257,509	1,257,782	34,580	3.0%
<u>Expenditures</u>								
<u>Salaries and benefits</u>								
Salaries - Full Time	183,108	192,376	197,185	202,115	207,167	212,347	9,268	5.1%
Salaries - Part Time	148,039	145,759	149,403	153,138	156,966	160,891	(2,280)	-1.5%
PERA	19,235	18,812	19,282	19,764	20,258	20,764	(423)	-2.2%
FICA	25,333	25,867	26,514	27,177	27,856	28,553	535	2.1%
Hospitalization	35,313	33,083	35,729	38,588	41,675	45,009	(2,230)	-6.3%
Life and Disability	178	178	183	187	192	197	-	0.0%
Long Term Disability	396	396	406	416	426	437	-	0.0%
Dental Insurance	1,782	1,871	1,965	2,063	2,166	2,274	89	5.0%
Workers Compensation	7,540	7,699	7,892	8,089	8,291	8,499	159	2.1%
Total	420,924	426,041	438,558	451,536	464,999	478,970	5,117	1.2%
<u>Commodities</u>								
Office Supplies	545	545	556	567	578	590	-	0.0%
Operating Supplies	15,700	17,700	18,054	18,415	18,783	19,159	2,000	12.7%
Motor Fuels	200	200	204	208	212	216	-	0.0%
Cleaning Supplies	10,000	10,000	10,200	10,404	10,612	10,824	-	0.0%
Clothing	2,400	2,400	2,448	2,497	2,547	2,598	-	0.0%
Equipment Parts	3,000	3,000	3,060	3,121	3,184	3,247	-	0.0%
Building Repair Supplies	16,000	18,000	18,360	18,727	19,102	19,484	2,000	12.5%
Small Tools/Equipment	1,500	1,500	1,530	1,561	1,592	1,624	-	0.0%
Computer Supplies	1,500	1,500	1,530	1,561	1,592	1,624	-	0.0%
Total	50,845	54,845	55,942	57,061	58,202	59,366	4,000	7.9%

	2019 <u>Estimate</u>	2020 <u>Proposed</u>	2021 <u>Projected</u>	2022 <u>Projected</u>	2023 <u>Projected</u>	2024 <u>Projected</u>	2020 vs 2019 Est.	
							<u>Increase/Decrease</u> <u>Total</u>	<u>%</u>
<u>Commodities</u>								
Office Supplies	545	545	556	567	578	590	-	0.0%
Operating Supplies	15,700	17,700	18,054	18,415	18,783	19,159	2,000	12.7%
Motor Fuels	200	200	204	208	212	216	-	0.0%
Cleaning Supplies	10,000	10,000	10,200	10,404	10,612	10,824	-	0.0%
Clothing	2,400	2,400	2,448	2,497	2,547	2,598	-	0.0%
Equipment Parts	3,000	3,000	3,060	3,121	3,184	3,247	-	0.0%
Building Repair Supplies	16,000	18,000	18,360	18,727	19,102	19,484	2,000	12.5%
Small Tools/Equipment	1,500	1,500	1,530	1,561	1,592	1,624	-	0.0%
Computer Supplies	1,500	1,500	1,530	1,561	1,592	1,624	-	0.0%
Total	50,845	54,845	55,942	57,061	58,202	59,366	4,000	7.9%
<u>Other Charges and Services</u>								
Fiscal Agent fees	32,640	33,293	33,959	34,638	35,331	36,037	653	2.0%
Attorney Fees	50	50	50	50	50	50	-	0.0%
Bank charges	2,500	2,550	2,601	2,653	2,706	2,760	50	2.0%
Audit	6,025	6,075	6,197	6,320	6,447	6,576	50	0.8%
Use of Personal Auto	200	200	204	208	212	216	-	0.0%
Advertising	5,500	5,500	5,610	5,722	5,837	5,953	-	0.0%
Insurance	20,939	21,986	23,085	23,547	24,018	24,498	1,047	5.0%
Water and Sewer Service	15,650	17,500	18,500	16,500	16,830	17,167	1,850	11.8%
Waste Disposal	8,500	11,250	11,500	9,500	9,690	9,884	2,750	32.4%
Telephone	1,872	1,872	1,909	1,948	1,987	2,026	-	0.0%
Postage	100	100	100	100	100	100	-	0.0%
Other Contractual	16,792	17,252	17,517	17,867	18,225	18,589	460	2.7%
Equipment Repair and Maintenance	12,700	24,095	24,577	25,068	14,560	15,021	11,395	89.7%
Building Repair and Maintenance	70,159	63,450	56,539	55,268	54,844	60,000	(6,709)	-9.6%
Contract Landscaping	2,000	2,000	2,040	2,081	2,122	2,165	-	0.0%
Schools and Conferences	2,000	2,000	2,040	2,081	2,122	2,165	-	0.0%
Business Meetings/Misc. Expenses	200	200	204	208	212	216	-	0.0%
Dues/Subscriptions/Licenses	5,205	5,130	5,233	5,337	5,444	5,553	(75)	-1.4%
Snow Removal	16,642	10,500	10,710	10,924	11,143	11,366	(6,142)	-36.9%
Capital Outlay	19,050	2,000	1,000	1,000	-	-	(17,050)	-89.5%
Total	238,724	227,003	223,574	221,021	211,879	220,343	(11,721)	-4.9%
<u>Utilities</u>								
Electric Service	230,675	237,340	256,327	269,143	282,600	296,730	6,665	2.9%
Gas Service	56,089	52,500	56,700	59,535	62,512	65,637	(3,589)	-6.4%
Total	286,765	289,840	313,027	328,678	345,112	362,368	3,075	1.1%
<u>Debt Service Payments</u>								
	-	-	-	-	-	-	-	#DIV/0!
Sub Total Operating	997,257	997,728	1,031,102	1,058,297	1,080,192	1,121,046	471	0.0%
Net Operating Income (Loss)	143,229	177,338	148,934	167,372	177,317	136,736	34,109	23.8%
Capital Reserve Fund	130,000	130,000	110,000	135,000	140,000	145,000	-	0.0%
Net Income (Loss)	13,229	47,338	38,934	32,372	37,317	(8,264)	34,109	257.8%
Fund Balance Beginning of Year	479,219	492,448	539,785	578,720	611,091	648,409	13,229	2.8%
Fund Balance End of Year	\$ 492,448	\$ 539,785	\$ 578,720	\$ 611,091	\$ 648,409	\$ 640,144	47,338	9.6%