

Servus Place Monthly Report



September 2009

**City of St. Albert
Servus Credit Union Place
Income Statement of Revenue and Expenditures
For the Period Ended September 30, 2009**

	2009 September Actual	2009 September Budget	Variance	2009 YTD Actual	2009 YTD Budget	Variance	2009 Approved Budget	YE Forecast
Memberships	\$ 170,539	\$ 172,463	\$ (1,924)	\$1,761,012	\$1,811,359	\$(50,347)	\$ 2,365,600	\$ 2,319,600
Admission Fees	71,739	58,900	12,839	731,686	548,500	183,186	753,600	984,600
Lesson Fees	36,603	40,750	(4,147)	468,649	463,250	5,399	588,000	596,000
Rentals - Facility	72,552	96,900	(24,348)	956,713	951,200	5,513	1,408,600	1,397,600
Advertising/Sponsorship	44,687	48,276	(3,589)	397,690	405,665	(7,975)	559,700	543,700
Sale of Goods (Commission & Vending)	5,578	4,700	878	59,078	62,600	(3,522)	83,900	77,900
Miscellaneous Revenue	(27)	600	(627)	10,270	13,300	(3,030)	64,500	79,500
Total Revenue	\$ 401,671	\$ 422,589	\$(20,918)	\$4,385,098	\$4,255,874	\$129,224	\$ 5,823,900	\$ 5,998,900
Personnel Costs	\$ 292,787	\$ 307,950	\$(15,163)	\$2,715,129	\$ 2,797,800	\$(82,671)	\$ 3,731,300	\$ 3,634,300
Contracted & General Services	45,282	55,952	(10,670)	459,272	587,208	(127,936)	743,100	763,100
Utilities	65,779	74,900	(9,121)	591,954	694,900	(102,946)	958,200	840,200
Materials, Goods & Supplies	25,233	36,750	(11,517)	295,720	336,450	(40,730)	446,400	398,400
Internal Debt Payments	18,000	18,000	-	161,300	161,300	-	215,200	215,200
Transfer to Operations - Aquatics	30,697	61,400	(30,703)	529,129	560,000	(30,871)	768,400	729,400
Transfer to Operations - Public Works	59,181	56,500	2,681	479,782	511,200	(31,418)	702,000	693,000
Total Expenditure	\$ 536,959	\$ 611,452	\$(74,493)	\$5,232,286	\$ 5,648,858	\$(416,572)	\$ 7,564,600	\$ 7,273,600
Net Surplus (Deficit)	\$(135,288)	\$(188,863)	\$ 53,575	\$(847,188)	\$(1,392,984)	\$ 545,796	\$(1,740,700)	\$(1,274,700)
Recovery Rate	75%	69%		84%	75%		77%	82%

City of St. Albert
Servus Credit Union Place
Income Statement of Revenue and Expenditures
For the Period Ended September 30, 2009

	Q1 Actual	Q2 Actual	Q3 Actual	Q3 Budget	Q3 Variance	2009 Approved Budget	YE Forecast
Memberships	\$ 651,942	\$ 596,233	\$ 512,837	\$ 509,286	\$ 3,551	\$ 2,365,600	\$ 2,319,600
Admission Fees	297,852	202,042	231,792	185,100	46,692	753,600	984,600
Lesson Fees	146,559	127,291	194,799	214,050	(19,251)	588,000	596,000
Rentals - Facility	444,337	224,132	288,244	259,400	28,844	1,408,600	1,397,600
Advertising/Sponsorship	126,009	133,711	137,970	136,692	1,278	559,700	543,700
Sale of Goods (Commission & Vending)	26,503	15,170	17,405	18,000	(595)	83,900	77,900
Miscellaneous Revenue	10,401	(74)	(57)	-	(57)	64,500	79,500
Total Revenue	\$ 1,703,603	\$ 1,298,505	\$ 1,382,990	\$ 1,322,528	\$ 60,462	\$ 5,823,900	\$ 5,998,900
Personnel Costs	854,375	907,476	953,278	966,750	(13,472)	\$ 3,731,300	\$ 3,634,300
Contracted & General Services	161,256	129,694	168,321	191,906	(23,585)	743,100	763,100
Utilities	275,422	151,764	164,768	194,300	(29,532)	958,200	840,200
Materials, Goods & Supplies	105,234	87,635	102,852	119,450	(16,598)	446,400	398,400
Internal Debt Payments	53,700	53,800	53,800	53,800	-	215,200	215,200
Transfer to Operations - Aquatics	181,887	170,326	176,916	184,100	(7,184)	768,400	729,400
Transfer to Operations - Public Works	174,234	145,906	159,642	169,500	(9,858)	702,000	693,000
Total Expenditures	\$ 1,806,108	\$ 1,646,601	\$ 1,779,577	\$ 1,879,806	\$ (100,229)	\$ 7,564,600	\$ 7,273,600
Net Surplus (Deficit)	\$ (102,505)	\$ (348,096)	\$ (396,587)	\$ (557,278)	\$ 160,691	\$(1,740,700)	\$(1,274,700)
Recovery Rate	94%	79%	78%	71%	7%	77%	82%

Servus Place Monthly Report September 2009

The Servus Place deficit for September is \$135,288 (\$92,908 for August), bringing the year to date deficit to \$847,188, for an average of \$94,132 per month. The recovery rate for September is 75% (85% for August). The YTD recovery rate is 84%.

Revenue Analysis

Total revenue for September is \$401,671 (\$525,090 for August), for an average per month of \$487,233. Total revenue variance for September is \$20,918 below budget projections (\$69,341 above budget for August).

- Memberships are below budget projections by \$1,924 (-1.1%).
- Admission Fees are above budget projections by \$12,839 (21.8%).
- Lesson Fees are below budget projections by \$4,147 (-10.2%).
- Rentals - Facility are below budget projections by \$24,348 (-25.1%).
- Advertising/Sponsorship is below budget projections by \$3,589 (-7.4%).
- Sale of Goods (Commission & Vending) is above budget projections by \$878 (18.7%).
- Miscellaneous Revenue is below budget projections by \$627 (-104.5%).

Membership

Memberships	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	2,583	2,541	2,583	-42	2,873	3,061	-188
Child	886	540	886	-346	692	1,034	-342
Family	1,494	1,865	1,640	225	1,889	1,755	134
Senior	473	542	473	69	600	559	41
Student	346	417	346	71	470	373	97
Youth	428	354	428	-74	411	510	-99
Total Members	6,210	6,259	6,356	-97	6,934	7,292	-358
Adult	2,583	2,541	2,583	-42	2,873	3,061	-188
Child	886	540	886	-346	689	1,034	-346
Family	317	391	349	42	399	373	26
Senior	473	542	473	69	589	559	30
Student	346	417	346	71	470	373	97
Youth	428	354	428	-74	411	510	-99
Total Paid Membership Units	5,033	4,785	5,065	-280	5,430	5,911	-480
Total Discounted Memberships	1,407	1,845			1,869		
Net Membership Revenue	\$164,905	\$170,539	\$172,463	\$ (1,924)	\$1,761,012	\$1,811,359	\$ (50,347)

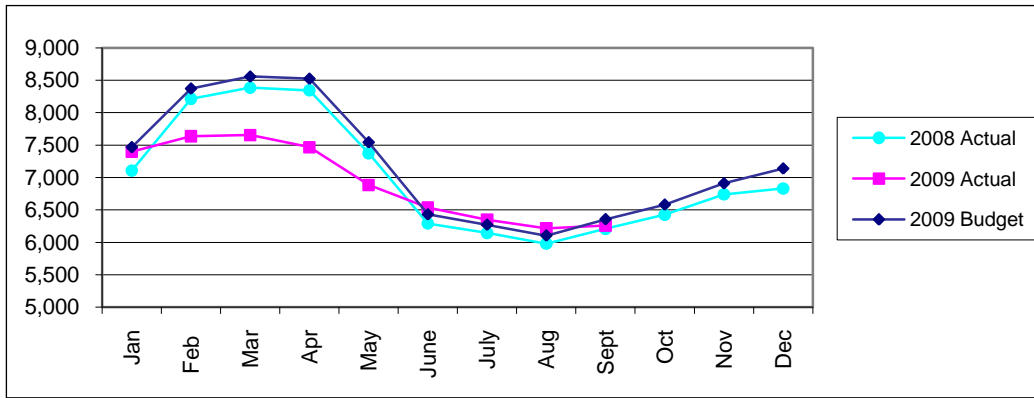
September 2009 members were 6,259 which is 1.5% below budget and 0.8% above September 2008. The YTD average members are 6,934, which is 4.9% under budget.

September membership revenue is \$170,539 which is 1.1% below budget and 3.4% over September 2008. The YTD membership revenue of \$1,761,012 is 2.8% under budget.

Members are the number of people who have paid for access to the facility and Membership Units are the paid number of Memberships. For September, one family unit represents 4.8 individual members.

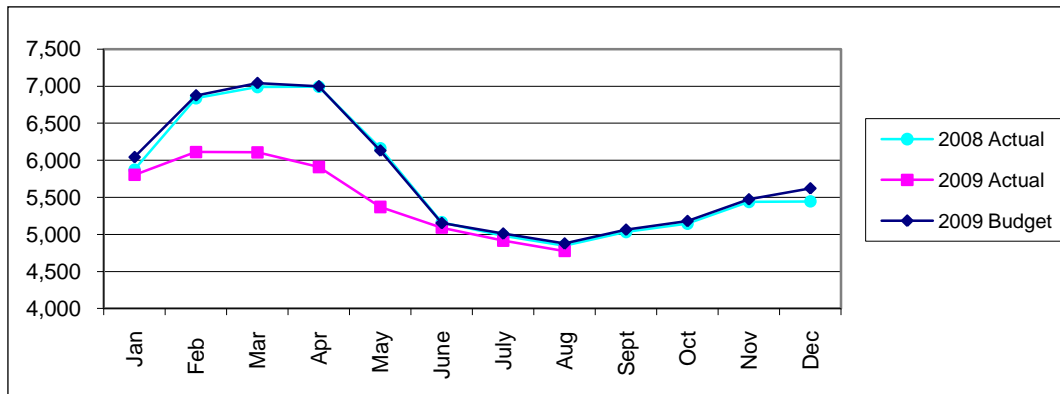
In September, the number of family members was 13.7% over budget, which may directly correspond to the reduction in both child and youth individual members.

Total Members

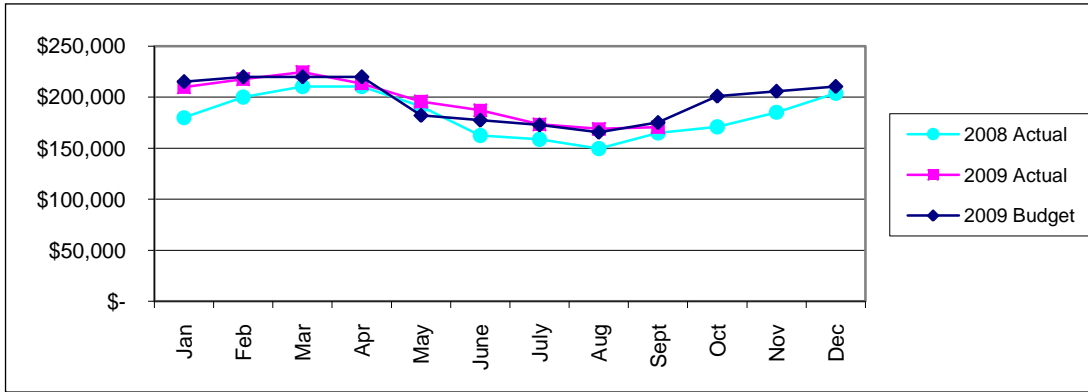


The number of members in September 2009 were 6,259 which is 1.5% below budget

Membership Units

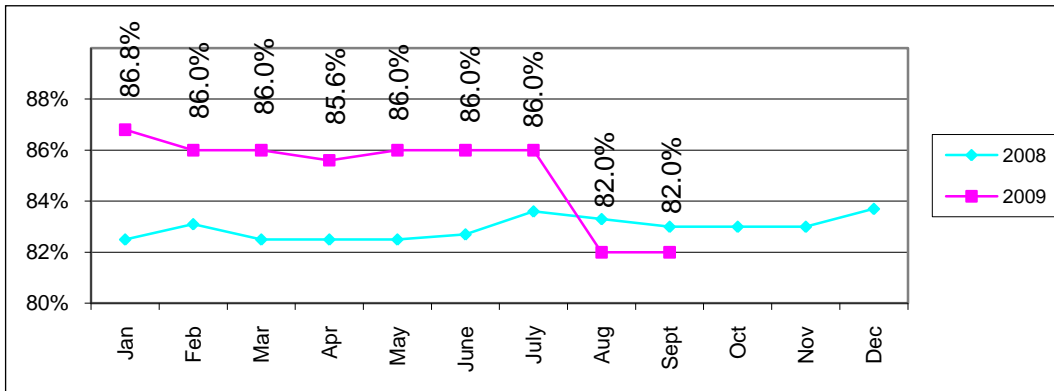


Membership Revenue



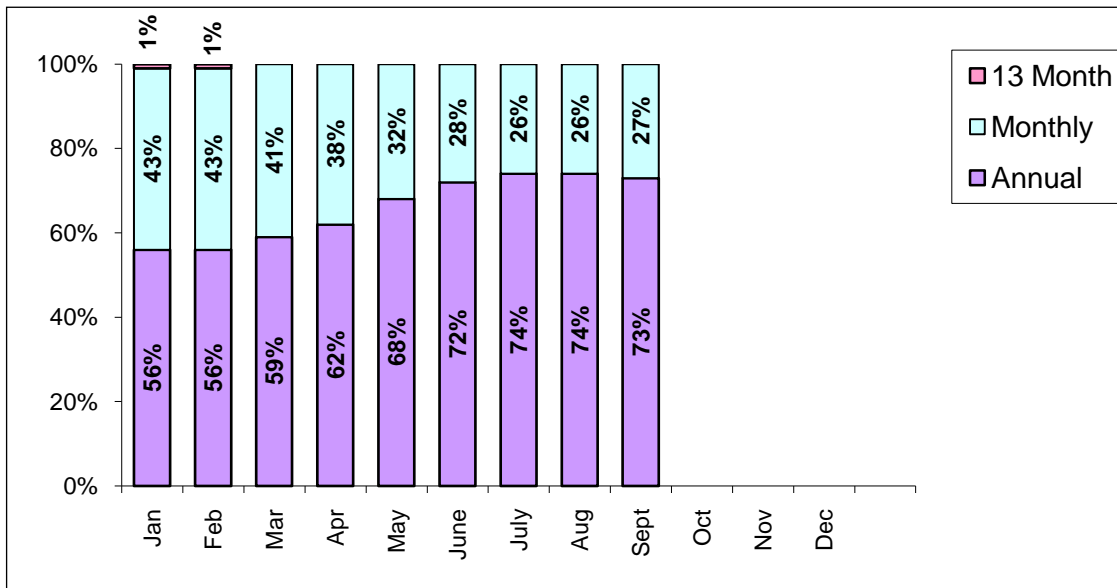
The 2009 budget is based on a blended rate of \$34.05. The actual blended rate for September 2009 is \$35.64. The YTD blended rate is \$36.01.

Percentage of Members who are St. Albert Residents



The 2009 YTD average percentage of members who are St. Albert residents is 85.2%.

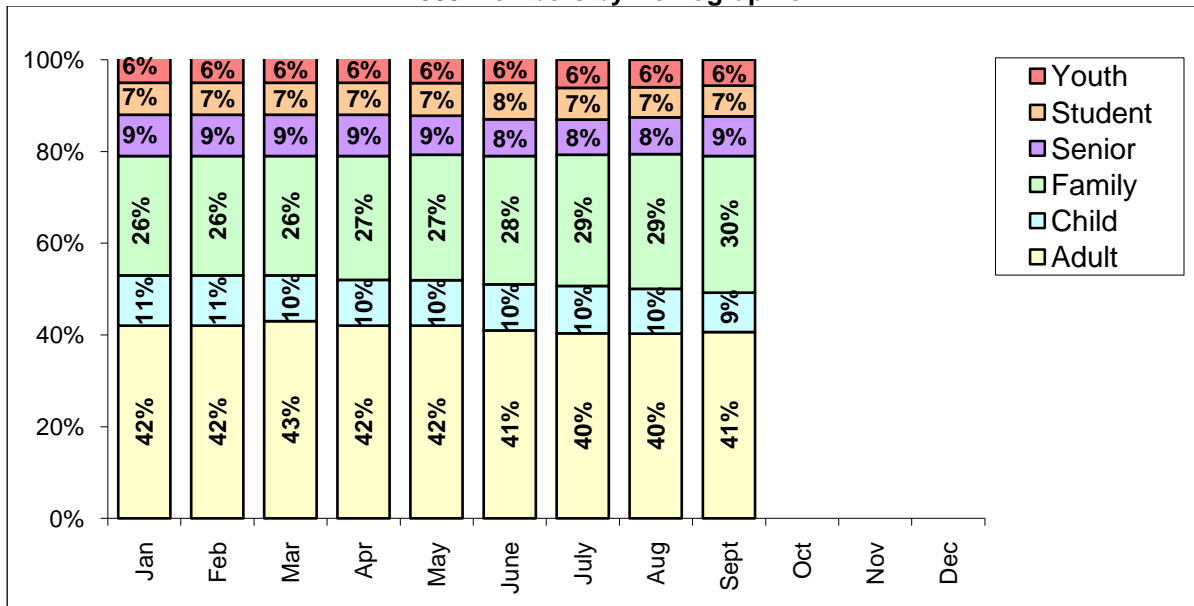
2009 Members by Type



In September 2009, 73% of members are annual members, an increase of 18% over September 2008 and an increase of 17% since January 2009.

There were 1,845 corporate members in September, which is a 31.1% increase over September 2008. September 2009 corporate members make up 29.5% of the total members.

2009 Members by Demographic



Over the course of the year family memberships have increased 4% and child memberships have decreased 2%. All other membership categories remain relatively consistent.

Day Admissions

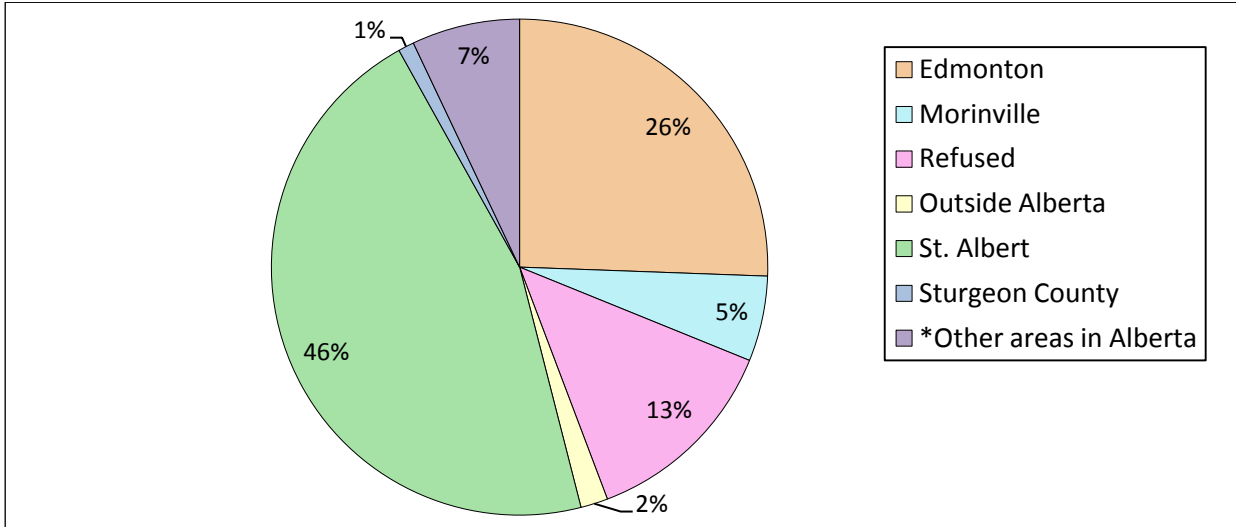
Day Admission Revenue	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	2,730	3,171	2,741	430	31,305	24,376	6,929
Child	3,367	3,643	3,367	276	38,709	31,665	7,044
Family	727	914	727	187	9,410	7,650	1,760
Senior	158	276	158	118	2,937	2,276	661
Youth	722	1,034	722	312	10,186	7,155	3,031
Total Paid Passes	7,704	9,038	7,715	1,323	92,547	73,122	19,425
Total Membership Swipes	22,472	24,539			258,814		
Total Day Uses	30,176	33,577			351,361		
Group Adult		0			0		
Group Child		0			326		
Group Youth		0			245		
*Total Discounted Passes		0			571		
Comp Adult	225	281			3,139		
Comp Child	90	61			990		
Comp Family	42	42			425		
Comp Senior	10	31			349		
Comp Youth	12	33			324		
Total Complimentary Passes	379	448			5,227		
Net Day Admissions Revenue	\$ 55,060	\$ 68,534	\$ 55,400	\$ 13,134	\$ 701,434	\$ 525,500	\$ 175,934
Net Childminding Revenue	\$ 4,174	\$ 3,205	\$ 3,500	\$ (295)	\$ 30,251	\$ 23,000	\$ 7,251
Net Revenue	\$ 59,234	\$ 71,739	\$ 58,900	\$ 12,839	\$ 731,686	\$ 548,500	\$ 183,186

In September 2009 total paid passes are 9,038 which is 17.1% over budget and 17.3% over September 2008.

In September 2009 total day uses, which include paid passes and membership swipes, are 33,577 which is 11.3% higher than September 2008. The YTD day uses are 351,361 which is an increase of 20.7% over the same period in 2008. The highest admission day in September was Labour Day (Monday, September 7) with 1,351 day uses.

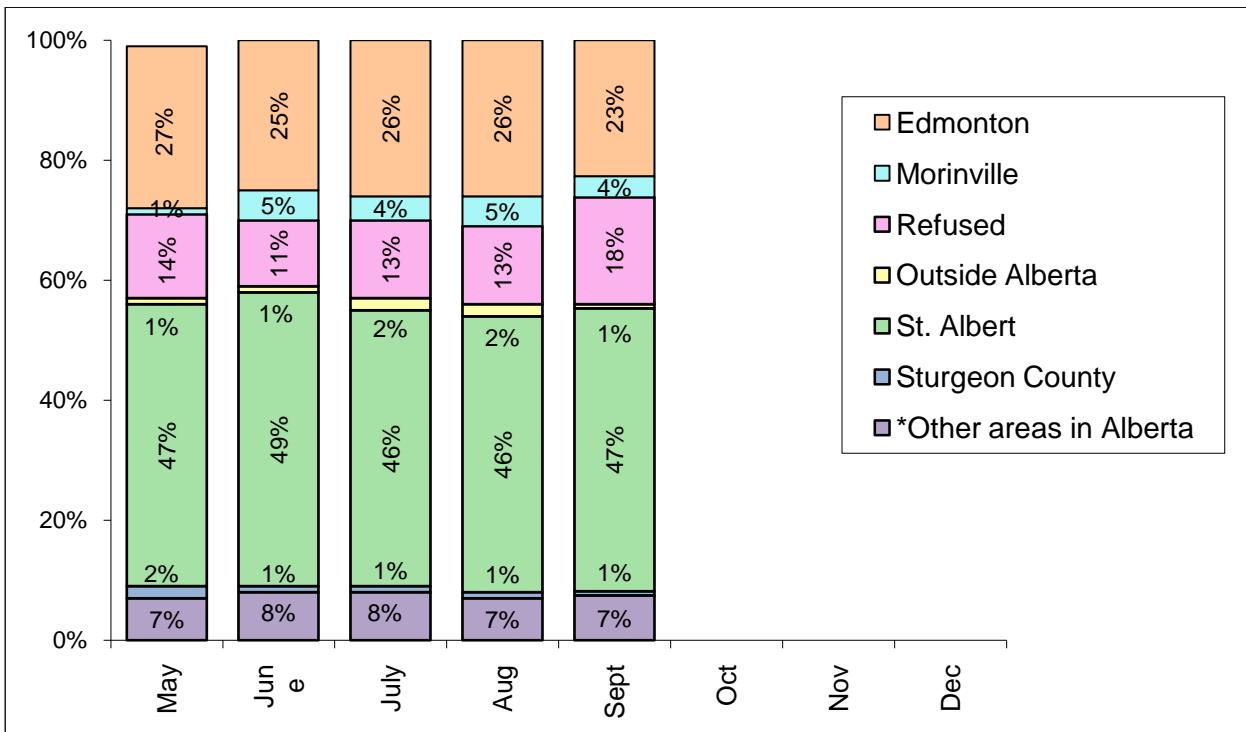
In September 2009, childminding served 770 children, a decrease of 7.7% from September 2008. Throughout the year, childminding has served 7,658 children, an increase of 14.3% from the same period in 2008.

September 2009 Servus Place Day Admissions - Postal Code Breakdown



* Other areas of Alberta includes Stony Plain, Fort Saskatchewan, Sherwood Park, Spruce Grove and various locations around Alberta.

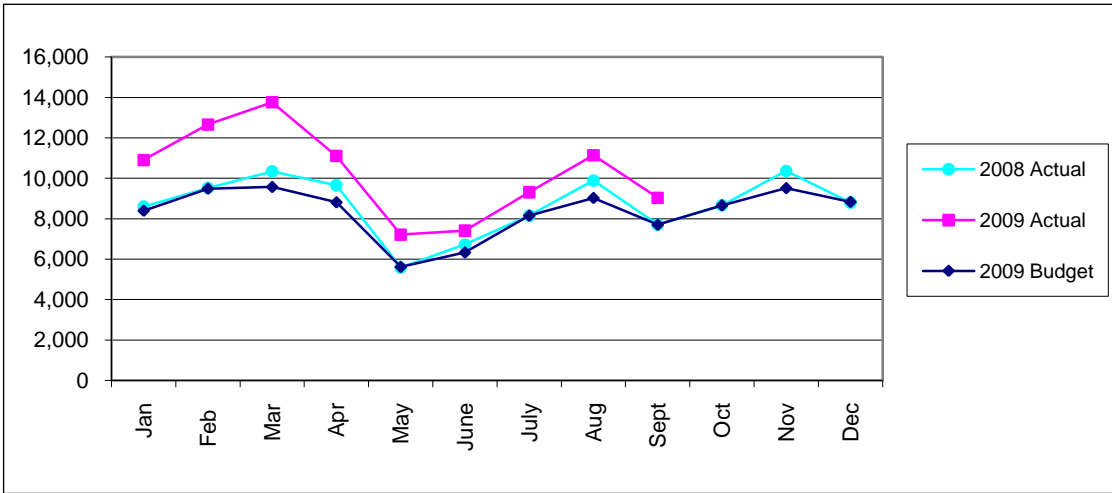
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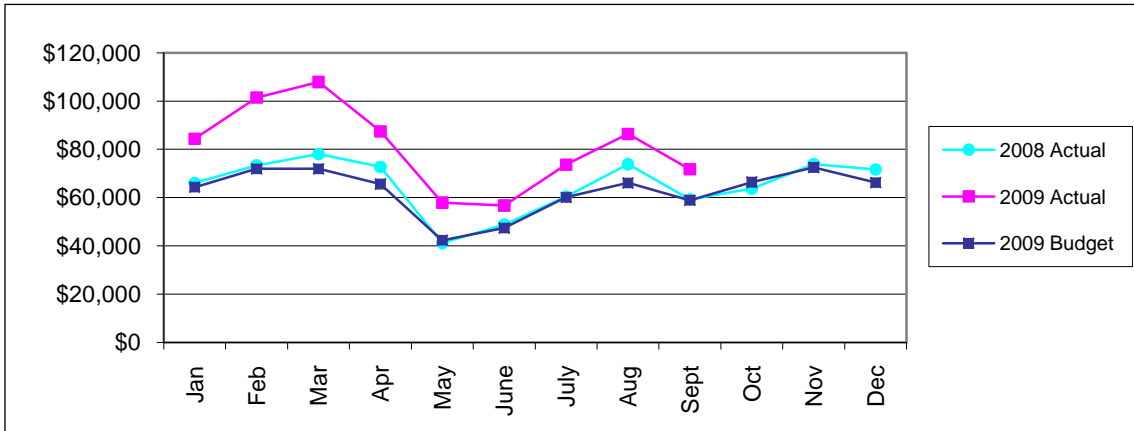
In September, just under half of the paid day admissions accessing Servus Place are from St. Albert (47%). The Edmonton area accounts for 23% of paid day admissions, Sturgeon County for 1% and Morinville for 4%.

Paid Day Admissions



In September 2009 total paid passes are 9,038 which is 17.1% over budget and 17.3% over September 2008. Total paid passes for the year are 92,574, which is 26.6% over budget and 21.5% over the same period in 2008.

Day Admission Revenue



In September 2009 day admission revenue is \$71,739 which is over budget by 21.8% and 21.1% over September 2008. The YTD day admission revenue is \$731,686, which is 33.4% over budget and 27.6% over the same period in 2008.

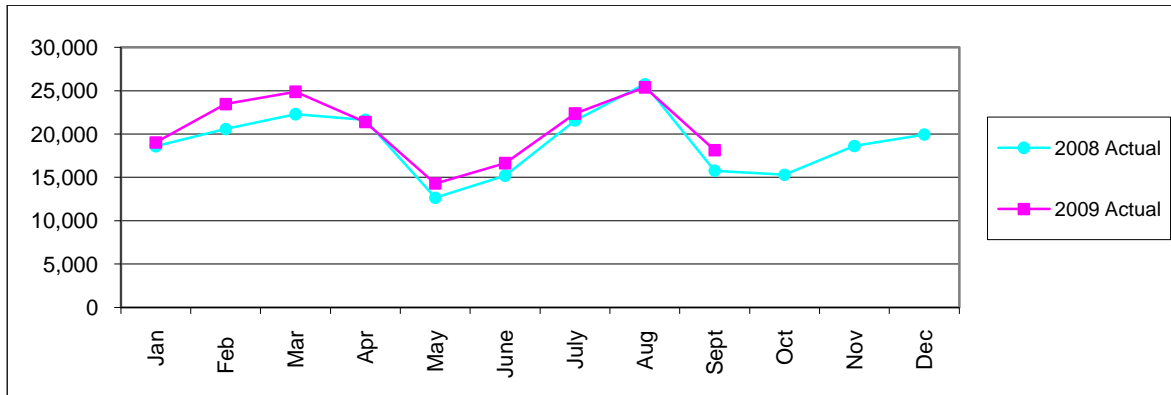
Water Play Park

Water Play Centre Use	Sept '08 Actual	Sept '09 Actual	Sept '08 Variance	2009 YTD Avg	2009 YTD Total
Hours open	420	434	14	417	3,750
Water Play Centre Users	15,763	18,139	2,376	20,615	185,532
Daily Average Per Hour	38	42	4	49	444
Play Pass Swipes - FPRC	1,348	1,802	454	1,782	16,035
Play Pass Swipes - Grosvenor	0	0	0	152	1,366
Total	1,348	1,802	454	1,933	17,401

In September 2009, there were 18,139 users of the Water Play Centre, an increase of 15.1% from September 2008. The number of Water Play Centre users YTD is 185,532 which is 6.6% over the same period in 2008.

One of the benefits of an annual membership at Servus Place is access to all other City affiliate venues (Fountain Park Recreation Centre, Grosvenor Pool, and Akinsdale and Kinex Arenas). In September, member uses were recorded at 1,802 at Fountain Park Recreation Centre. Grosvenor Pool has been closed for the season.

Water Play Park Users



Lesson Fees

Lesson Fees	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Fitness	\$32,150	\$34,723	\$32,150	\$ 2,573	\$299,806	\$ 259,750	\$ 40,056
Recreation	\$ 8,600	\$ 1,880	\$ 8,600	\$(6,720)	\$ 168,843	\$ 203,500	\$(34,657)
Net Revenue	\$40,750	\$36,603	\$40,750	\$(4,147)	\$ 468,649	\$ 463,250	\$ 5,399

Fitness

The variance in fitness program revenue is due to higher than anticipated personal training and registration in fitness programs.

Fitness Centre statistics remain quite strong with 19,902 users for September 2009, an average of 655 people per day. The Fitness Centre users were above September 2008 by 13.6%. There have been 228,086 Fitness Centre users so far in 2009, an increase of 20.2% over the same period in 2008.

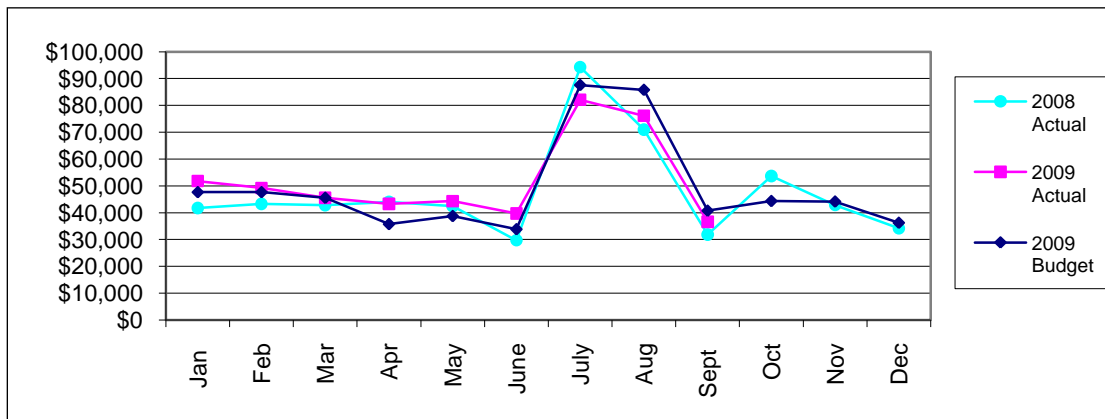
Fitness services continue to be strong providing 269 individual sessions in September 2009. Popular fitness programs in September included Hatha Yoga, Ballet Barre and the new 5 S.T.A.R.R. circuit class.

Recreation

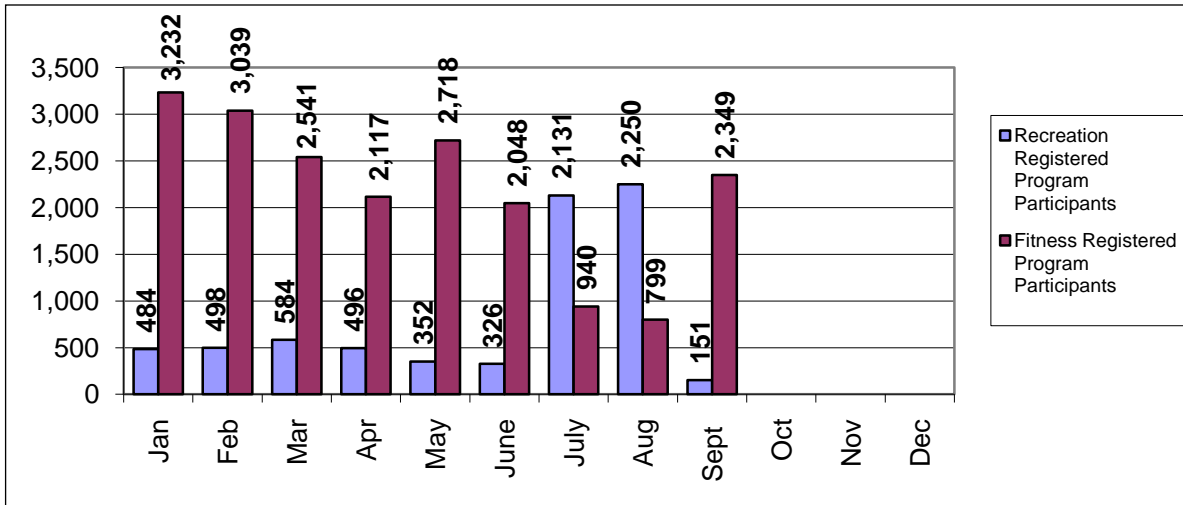
Recreation revenue is under budget due to lower than anticipated enrolment in fall recreation programs. In an effort to increase recreation program revenue, there will be an increase to the frequency of program advertising and an increase in promotions during all special events to all our community partners and specifically to St Albert schools. Focus group meetings and surveys are two of the new initiatives that will be used to help to identify current and future revenue opportunities. The year-end associated expenses have been reduced to offset these reduced program revenues

Popular recreation programs in September were evening adult shinny, drop-in badminton and volleyball, Coffee and Crayons and Shake My Sillies Out.

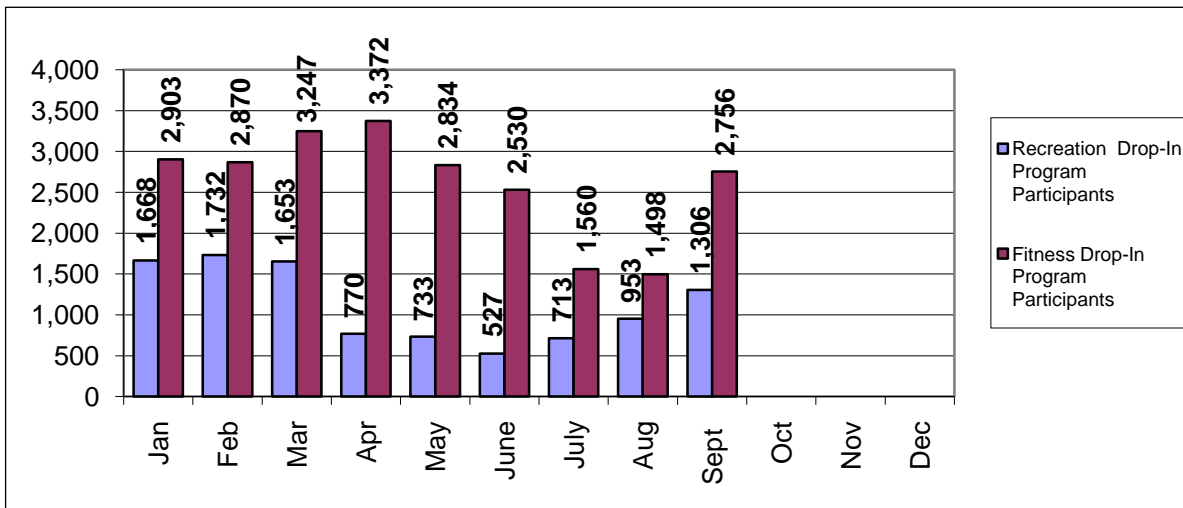
Lesson Fees Revenue



2009 Participants in Registered Programs



2009 Participants in Drop-In Programs



Rentals

Rental Revenue	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Arenas	\$ 63,219	\$ 53,328	\$ 63,000	\$ (9,672)	\$591,028	\$555,500	\$ 35,528
Fieldhouses	\$ 4,662	\$ 1,312	\$ 12,000	\$(10,688)	\$165,526	\$185,000	\$(19,474)
Gyms	\$ 1,470	\$ 874	\$ 2,500	\$ (1,626)	\$ 20,155	\$ 32,000	\$(11,845)
Meeting rooms	\$ 3,135	\$ 2,665	\$ 3,100	\$ (435)	\$ 38,553	\$ 33,150	\$ 5,403
Leaseholders	\$ 12,158	\$ 12,273	\$ 13,300	\$ (1,027)	\$116,458	\$119,700	\$ (3,242)
Parties	\$ 2,000	\$ 2,100	\$ 3,000	\$ (900)	\$ 24,992	\$ 25,850	\$ (858)
Total	\$ 86,644	\$ 72,552	\$ 96,900	\$(24,348)	\$956,713	\$951,200	\$ 5,513

Overall rental revenue is under budget for September due to a hockey tournament being moved from September to August and seasonally warm weather allowing sports groups to remain on outdoor fields for longer.

Leaseholder revenue is under budget due to a retail space vacancy.

September Event Highlights

- Steel Pre Season Tournament – Sept 4-6
- Steel Tailgate Party and Home opener – Sept 11
- Steel Games – Sept 15, 25,26

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

Effective September 1, 2009 prime time hours for all applicable facilities was changed to end at 11:00pm on weekdays and weekends as opposed to 12:00am midnight. Evaluation over the 2008-2009 season did not see demand for use past 11:00pm at a level to warrant a prime time rate up to midnight. The belief is that a non prime time rate after 11:00pm would also attract potential new users, and is more consistent with other regional facility prime time/non prime time hours.

Prime time hours effective September 1, 2009 are explained in the chart below:

	Prime Time		Non Prime Times	
Days of the week	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday
Times	4:30pm – 11:00pm	7:00am – 11:00pm	11:01am – 4:29pm	11:01am – 6:59am

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

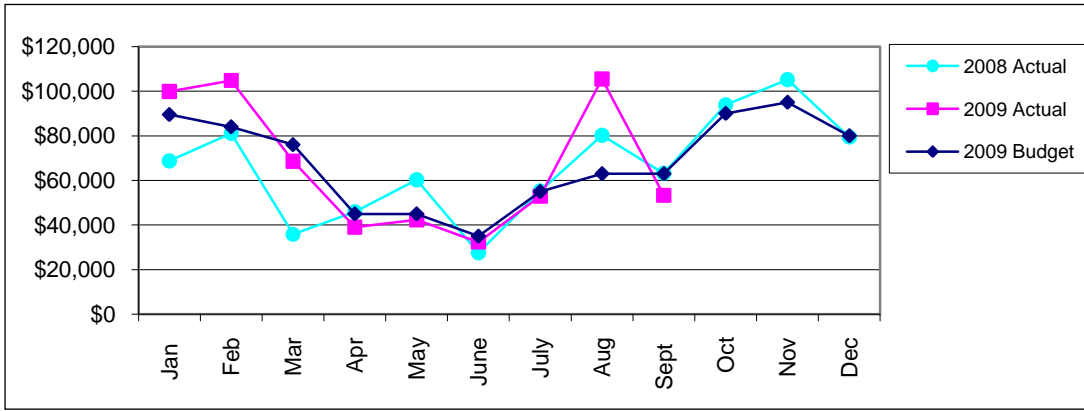
	Prime Time		Non Prime Times	
Days of the week	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday	Monday, Tuesday, Wednesday, Thursday, Friday	Saturday, Sunday
Times	4:30pm – midnight	7:00am – midnight	12:01am – 4:29pm	12:01am – 6:59am

Arena

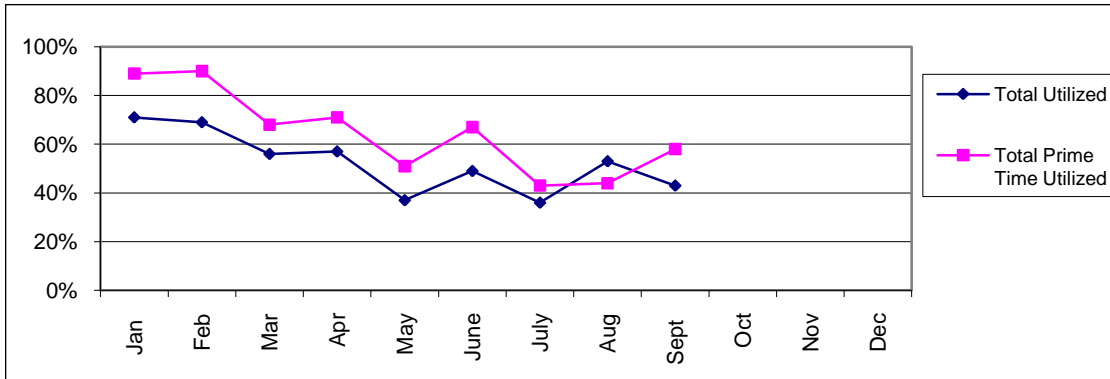
Arena Rental Revenue	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	617	606	716	-110	5,728	5,578	150
Hours programmed	84	113	90	23	1,708	485	1,223
Total hours used	701	719	806	-87	7,436	6,063	1,373
Total hours available	1,662	1,664	1,664	0	14,033	14,033	0
% Utilized Total	42%	43%	48%	-5%	53%	43%	10%
Prime time hours rented	518	473	559	-86	4,229	4,212	17
Prime time hours programmed	31	20	30	-10	970	175	795
Prime time hours used	549	493	589	-96	5,199	4,387	812
Prime time hours available	899	846	846	0	8,045	8,045	0
% Utilized Prime Time	61%	58%	70%	-11%	65%	55%	10%
Revenue	\$63,219	\$53,328	\$63,000	\$ (9,672)	\$591,028	\$555,500	\$ 35,528

Arena rental revenue is under budget due to a tournament being moved from September to August.

Arena Rental Revenue



Arena Total & Primetime Utilization

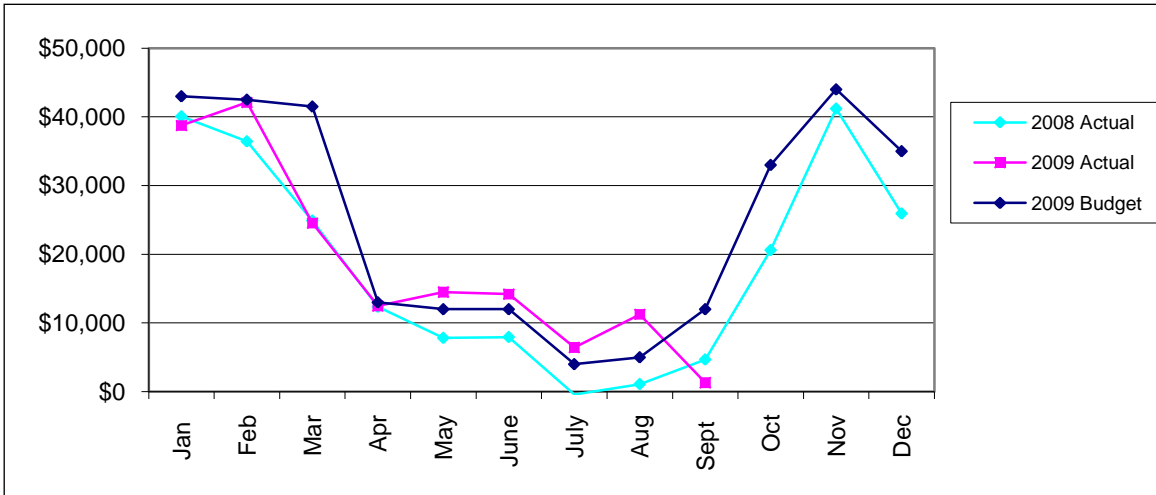


Fieldhouses

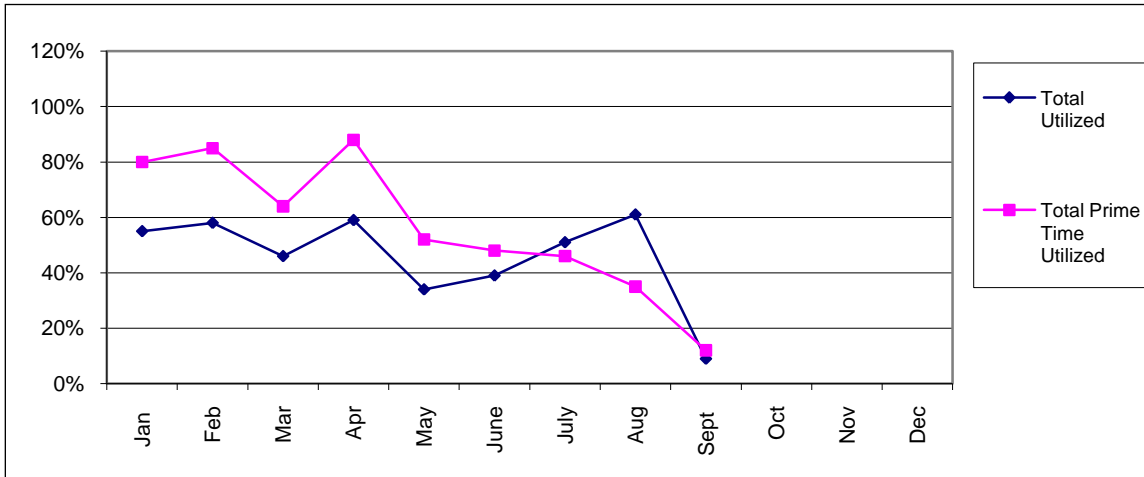
FH Rental Revenue	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	63	18	165	-147	2,587	2,689	-102
Hours programmed	67	83	70	13	1,463	1,185	278
Total hours used	130	101	235	-134	4,050	3,874	176
Total hours available	996	1,066	1,066	0	8,933	8,933	0
% Utilized Total	13%	9%	22%	-13%	45%	43%	2%
Prime time hours rented	63	18	165	-147	1,985	2,187	-202
Prime time hours programmed	43	49	50	-1	667	392	275
Total Prime time hours used	106	67	215	-148	2,652	2,579	73
Prime time hours available	504	555	555	0	4,820	4,820	0
% Utilized Prime Time	21%	12%	39%	-27%	55%	54%	2%
Revenue	\$ 4,662	\$ 1,312	\$12,000	\$(10,688)	\$165,526	\$185,000	\$(19,474)

Fieldhouse rental revenue is under budget due to seasonally warm weather allowing sports groups to remain on outdoor fields for longer.

Fieldhouse Rental Revenue



2009 Fieldhouse Total & Primetime Utilization

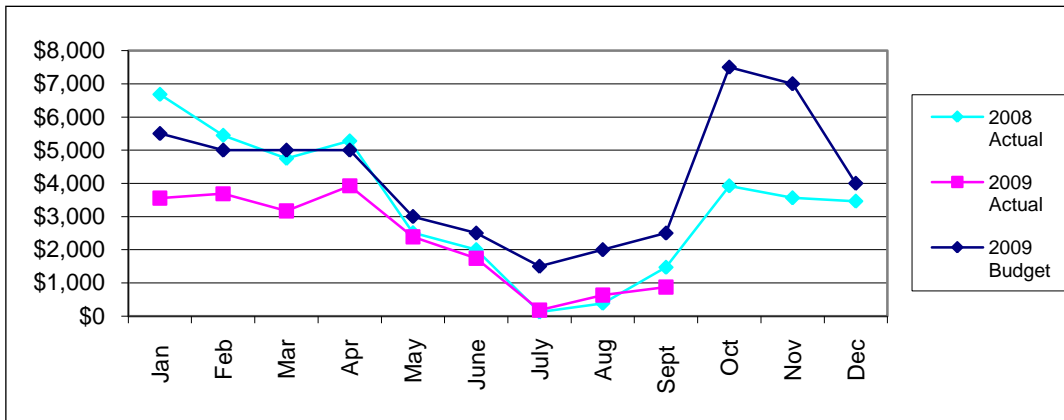


Gyms

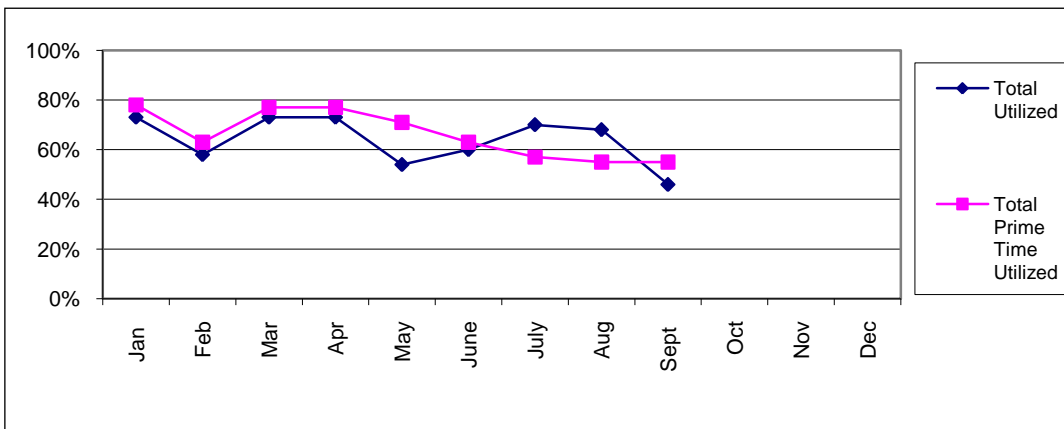
Gym Rental Revenue	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	50	20	57	-37	532	823	-292
Hours programmed	161	177	160	17	3,076	2,310	766
Hours of spontaneous use	843	502	844	-342	4,885	6,537	-1,652
Total hours used	1,054	699	1,061	-362	8,493	9,670	-1,177
Total hours available	1,506	1,506	1,506	0	13,270	13,270	0
% Utilized Total	70%	46%	70%	-24%	64%	73%	-9%
Prime time hours rented	49	19	17	2	456	315	141
Prime time hours programmed	121	150	125	25	1,511	910	601
Prime time hours of spontaneous use	383	263	401	-138	2,785	3,871	-1,086
Total Prime time hours used	553	432	543	-111	4,752	5,096	-343
Prime time hours available	756	789	789	0	7,171	7,171	0
% Utilized Prime Time	73%	55%	69%	-14%	66%	71%	-5%
Revenue	\$ 1,470	\$ 874	\$ 2,500	\$(1,626)	\$ 20,155	\$ 32,000	\$(11,845)

Demand for rentals in gymnasiums during September is very low but experiences strong use by programs and spontaneous use by guests and members.

Gymnasium Rental Revenue



2009 Gyms Total & Primetime Utilization



Advertising, Fundraising and Sponsorship

Advertising Fundraising and Sponsorship Inventory	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Average	2009 YTD Budget	2009 YTD Variance
Total Space Sold	130	134	151	-17	133	144	-10
Total Space Available	197	197	197	0	197	197	0
Remaining Inventory	67	63	46	17	64	53	10
% of Space Sold	66%	68%	77%	-9%	68%	73%	-5%

Advertising Space at Servus Place	Performance Arena	Mark Messier Arena	Troy Murray Arena	Sarasota fieldhouse	Pizza 73 fieldhouse	Community Gym	Information Boards	Akinsdale Arena	Total
Spaces available	56	29	29	22	22	4	6	29	197
Spaces sold	49	21	15	14	11	4	1	19	134
Percentage of Spaces Sold	88%	72%	52%	64%	50%	100%	17%	66%	68%

The charts above represent the number of advertisements, of all value, sold in September.

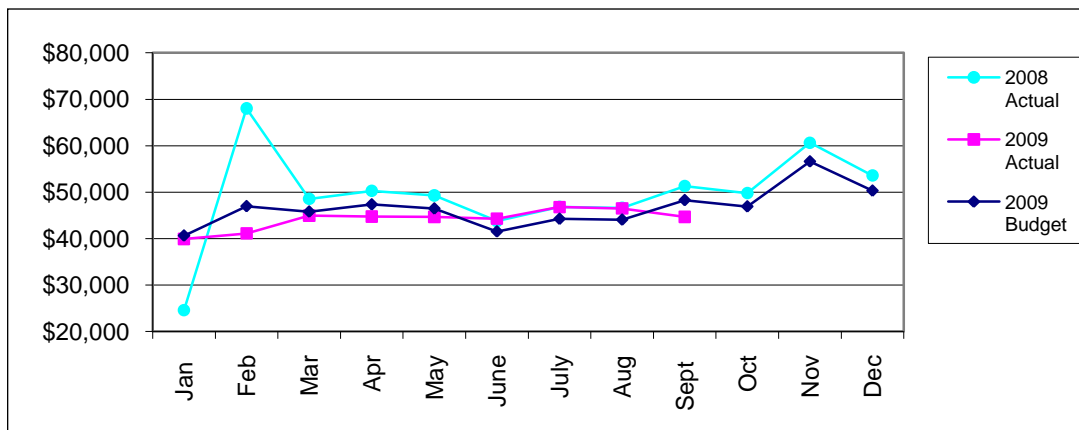
Advertising Fundraising and Sponsorship Revenue	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Average	2009 YTD Budget	2009 YTD Variance
Advertising Revenue	\$ 18,643	\$ 13,087	\$ 16,676	\$ (3,589)	\$ 112,990	\$ 120,966	\$ (7,976)
Fundraising/Sponsorship	\$ 32,680	\$ 31,600	\$ 31,600	\$ -	\$ 284,700	\$ 284,700	\$ -
Total Revenue	\$ 51,323	\$ 44,687	\$ 48,276	\$ (3,589)	\$ 397,690	\$ 405,665	\$ (7,975)

The chart above recognizes the revenue generated for all advertisements in a given month. Revenue for ads posted after the first of the month are recognized on a pro-rated basis.

Advertising inventory sold remains steady. The advertisers that were lost cited 'marketing cutbacks' as the reason. The lost ads were replaced, however several existing advertisers made changes to their advertising packages, resulting in a net loss of one ad space from August to September and lower revenues for the month.

Looking forward, almost all renewals through the end of November have been confirmed and the new advertising packages are currently being distributed. New advertisers are anticipated to be coming on board in the coming months as a result of the new advertising package.

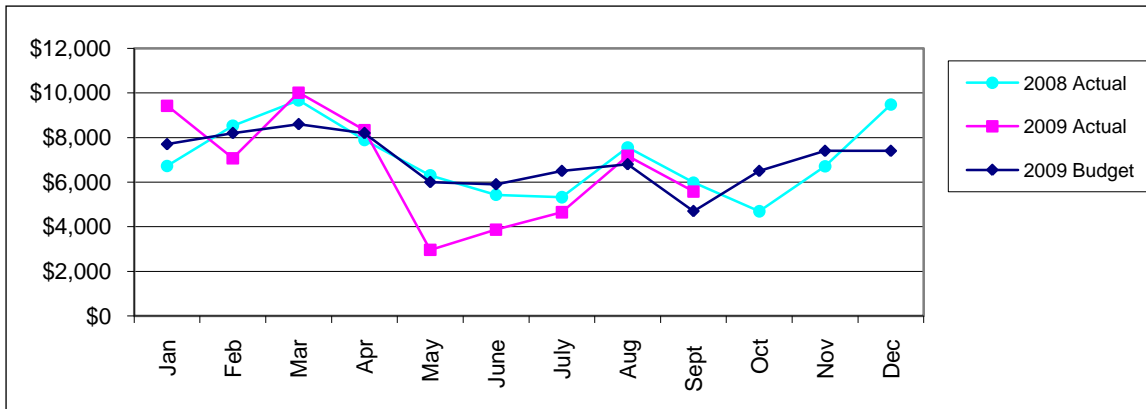
Advertising and Sponsorship



Commissions & Vending

Commissions and Vending	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Vending Commission Total Revenue	\$ 3,840	\$ 4,025	\$ 2,400	\$ 1,625	\$ 38,780	\$ 40,100	\$ (1,320)
Locker Total Revenue	\$ 1,822	\$ 1,227	\$ 2,300	\$ (1,073)	\$ 16,867	\$ 22,500	\$ (5,633)
Guest Services	\$ 319	\$ 326	\$ -	\$ 326	\$ 3,432	\$ -	\$ 3,432
Total Revenue	\$ 5,981	\$ 5,578	\$ 4,700	\$ 878	\$ 59,078	\$ 62,600	\$ (3,522)

Commissions & Vending Revenue



Expense Analysis

Total expenses for September are \$536,959 (\$617,998 for August), for an average per month \$581,365. Total expense variance for September was \$74,493 below budget projections (\$36,179 above budget for August).

- Personnel Costs are below budget projections by \$15,163 (-4.9%).
- Contracted & General Services are below budget projections by \$10,670 (-19.1%).
- Utilities are below budget projections by \$9,121 (-12.2%).
- Materials, Goods & Supplies are below budget projections by \$11,517 (-31.3%).
- Internal Debt Payments are equal to budget.
- Transfer to Operations - Aquatics is below budget projections by \$30,703 (-50.0%).
- Transfer to Operations - Public Works is above budget projections by \$2,681 (4.7%).

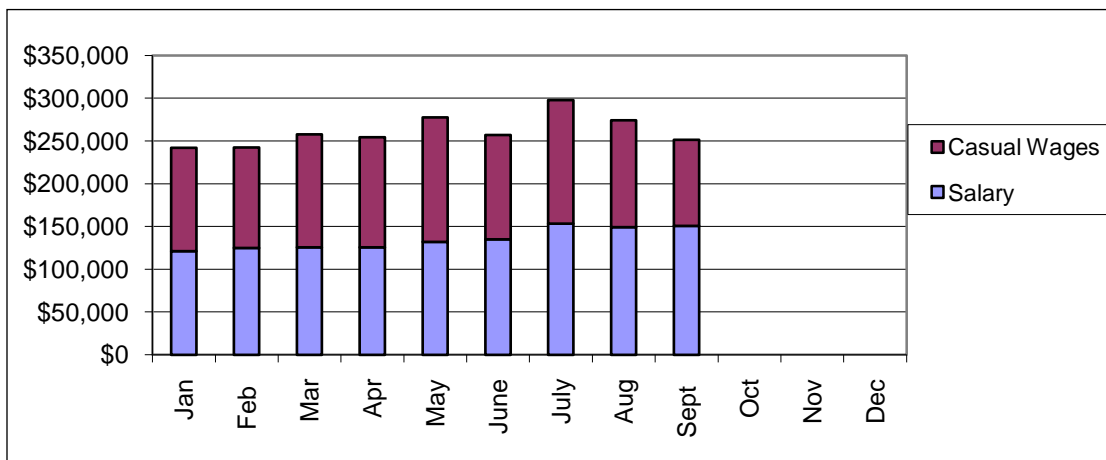
Personnel Costs

Personnel Costs	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Salary	\$ 110,711	\$ 150,906	\$ 150,800	\$ 106	\$1,218,651	\$1,357,100	\$(138,449)
Casual Wages	\$ 109,492	\$ 100,653	\$ 114,750	\$ (14,097)	\$1,136,864	\$1,058,300	\$ 78,564
Total Salary and Casual Wages	\$ 220,203	\$ 251,559	\$ 265,550	\$ (13,991)	\$2,355,515	\$2,415,400	\$ (59,885)
Benefits	\$ 32,705	\$ 41,228	\$ 42,400	\$ (1,172)	\$ 359,614	\$ 382,400	\$ (22,786)
Total Revenue	\$ 252,908	\$ 292,787	\$ 307,950	\$ (15,163)	\$2,715,129	\$2,797,800	\$ (82,671)

As of June, all vacant salary positions have been filled and no further significant variance is anticipated for salaries.

Casual staff compliment reflects slightly lower staffing levels based on facility volumes for September.

2009 Total Salaries & Casual Wages



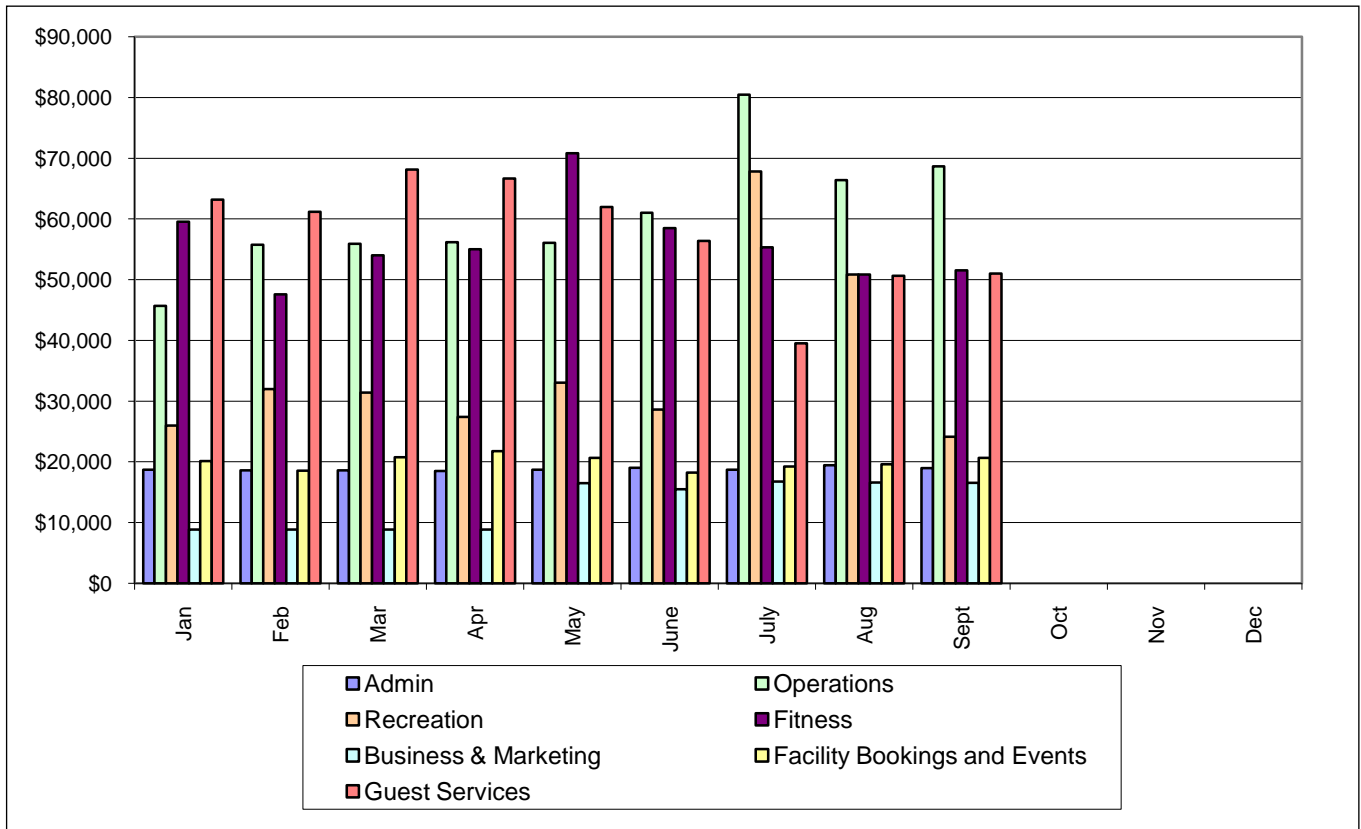
Personnel by Cost Centre	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Administration	\$ 17,002	\$ 18,977	\$ 19,950	\$ (973)	\$ 169,318	\$ 179,600	\$ (10,282)
Operations	\$ 52,650	\$ 68,658	\$ 61,500	\$ 7,158	\$ 546,100	\$ 530,700	\$ 15,400
Recreation*	\$ 68,271	\$ 24,129	\$ 29,500	\$ (5,371)	\$ 321,216	\$ 323,800	\$ (2,584)
Fitness*	\$ -	\$ 51,559	\$ 65,500	\$ (13,941)	\$ 503,256	\$ 573,800	\$ (70,544)
Marketing**	\$ 22,529	\$ 16,547	\$ 9,200	\$ 7,347	\$ 117,320	\$ 82,900	\$ 34,420
Facility Bookings and Events**	\$ -	\$ 20,669	\$ 20,000	\$ 669	\$ 179,586	\$ 179,600	\$ (14)
Guest Services	\$ 59,751	\$ 51,020	\$ 59,900	\$ (8,880)	\$ 518,719	\$ 545,000	\$ (26,281)
Subtotal	\$ 220,203	\$ 251,559	\$ 265,550	\$ (13,991)	\$ 2,355,515	\$ 2,415,400	\$ (59,885)
Benefits	\$ 32,705	\$ 41,228	\$ 42,400	\$ (1,172)	\$ 359,614	\$ 382,400	\$ (22,786)
Total Personnel Costs	\$ 252,908	\$ 292,787	\$ 307,950	\$ (15,163)	\$ 2,715,129	\$ 2,797,800	\$ (82,671)

* 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.

Based on the organizational structure and best practices, adjustments have been made to the allocation of various positions between cost centres, resulting in some variance. Overall personnel costs are forecasted to be slightly under budget projections for the year.

2009 Total Salary and Casual Wages Costs by Cost Centre



Contracted & General Services

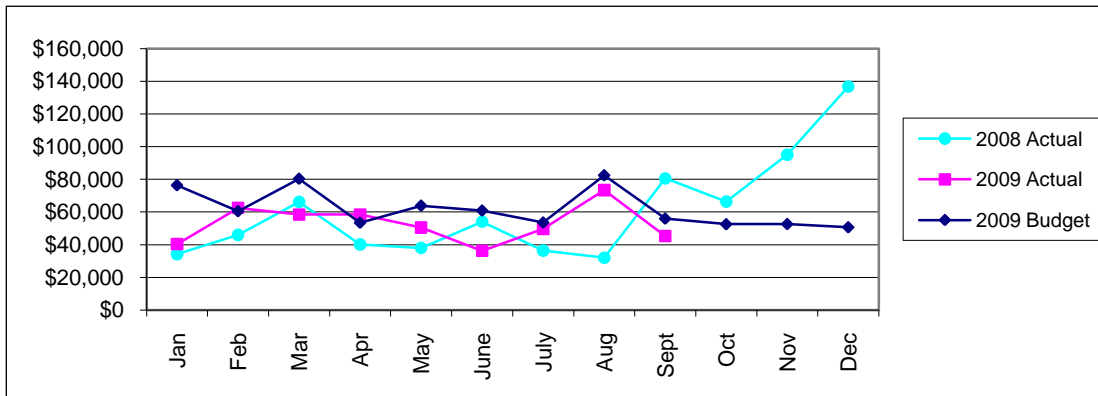
Contracted & General Services	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 80,565	\$ 45,282	\$ 55,952	\$ (10,670)	\$ 459,272	\$ 587,208	\$ (127,936)

The YTD variance is mostly in development and training, advertising and promotion and contracted services.

Variances in development and training are trending slightly under budget and will continue to year end.

Servus Place has a strong advertising and promotions plan which will see significant spending in the last quarter. Spending will focus on additional collateral such as banners, bench and bus advertising as well as new initiatives such as an information kiosk, member appreciation day and new member acquisition campaign. The fourth quarter will also see advertising and promotion dollars spent on the Halloween event and market study follow up.

Contracted & General Services Expenses



Utilities

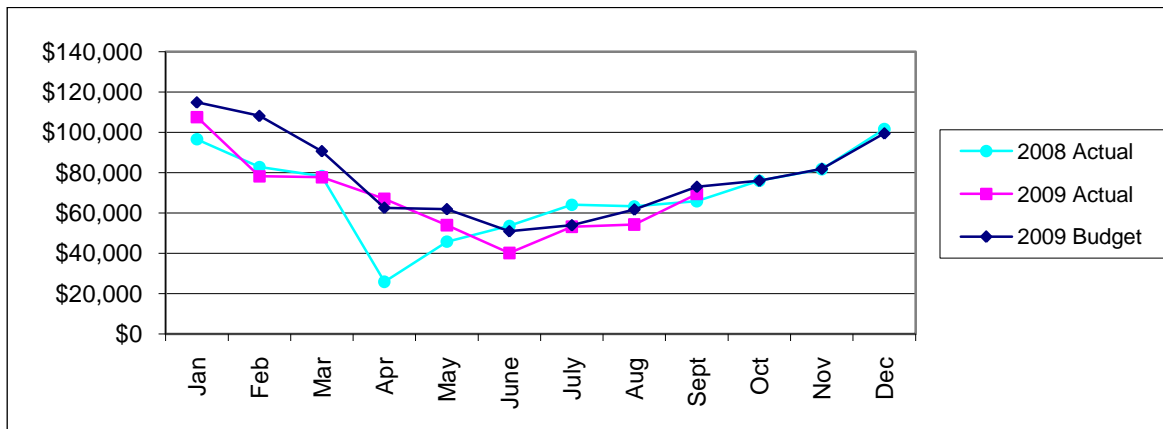
	Sept '08 Actual	Sept '09 Actual	Sept'09 Budget	Sept '09 Variance	2008 YTD Actual	2008 YTD Budget	2008 YTD Variance
Gas	\$ 17,758	\$ 18,179	\$ 18,600	\$ (421)	\$ 181,417	\$ 234,600	\$ (53,183)
Water	\$ 4,631	\$ 5,965	\$ 7,300	\$ (1,335)	\$ 48,977	\$ 68,200	\$ (19,223)
Electricity	\$ 43,440	\$ 45,270	\$ 47,100	\$ (1,830)	\$ 370,956	\$ 375,000	\$ (4,044)
Total	\$ 65,829	\$ 69,414	\$ 73,000	\$ (3,586)	\$ 601,350	\$ 677,800	\$ (76,450)

The majority of the YTD utilities variance is due to lower than budgeted natural gas rates. The price of natural gas has dropped significantly since the budget was set.

The 2008 utilities indicated above are based on the actual consumption each month. Estimates are used for 2009 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.

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

Utilities Expenses (Gas, Water and Electricity)

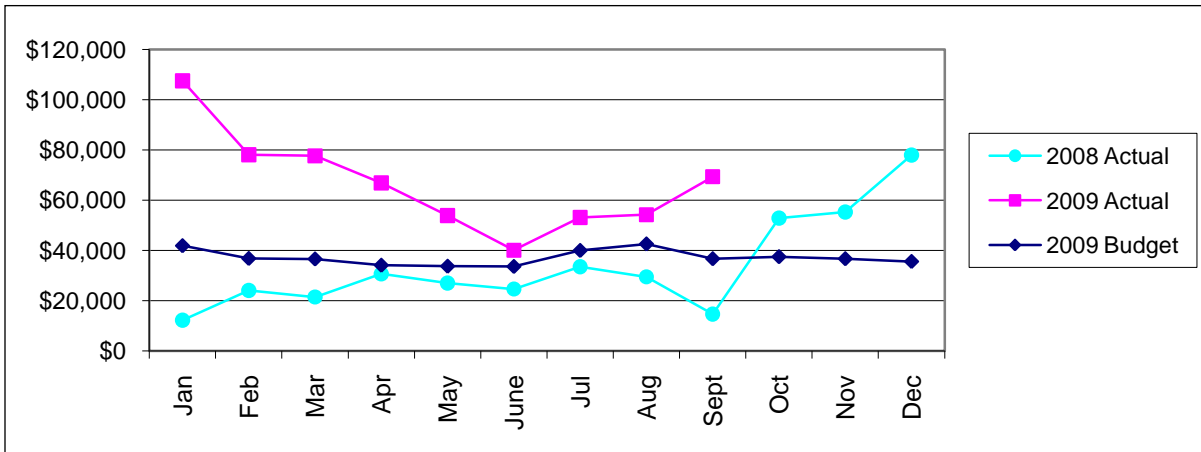


Materials, Goods & Supplies

Materials, Goods & Supplies	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 14,722	\$ 25,233	\$ 36,750	\$ (11,517)	\$ 295,720	\$ 336,450	\$ (40,730)

Materials, goods and supplies are under budget for September. The YTD savings include approximately \$30,000 in bank charges and approximately \$6,000 in miscellaneous expenses.

Materials, Good & Supplies Expenses



Transfer to Aquatics, Public Works & Corporate Services

Internal Contracts	Sept '08 Actual	Sept '09 Actual	Sept '09 Budget	Sept '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Aquatics Internal Contracts	\$ 44,813	\$ 30,697	\$ 61,400	\$ (30,703)	\$ 529,129	\$ 560,000	\$ (30,871)
Public Works Internal Contracts	\$ 62,808	\$ 59,181	\$ 56,500	\$ 2,681	\$ 479,782	\$ 511,200	\$ (31,418)
Total Internal Contracts	\$ 123,494	\$ 89,878	\$ 117,900	\$ (28,022)	\$1,008,911	\$1,071,200	\$ (62,289)

The YTD variance in aquatics is significantly under budget due to items originally charged to internal contracts which were then move to the Capital Life Cycle Plan.

The YTD variance in public works internal contracts is due to timing of initiatives, trending of dollars and a decrease in staffing levels for the summer months.

