

# Servus Place Monthly Report



**June 2009**

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

	<b>2009 June Actual</b>	<b>2009 June Budget</b>	<b>Variance</b>	<b>2009 YTD Actual</b>	<b>2009 YTD Budget</b>	<b>Variance</b>	<b>2009 Approved Budget</b>
Memberships	\$ 187,149	\$ 175,494	\$ 11,655	\$1,248,175	\$1,302,073	\$(53,898)	\$ 2,365,600
Admission Fees	56,701	47,400	9,301	499,894	363,400	136,494	753,600
Lesson Fees	39,720	33,850	5,870	273,850	249,200	24,650	588,000
Rentals - Facility	67,801	67,500	301	668,469	691,800	(23,331)	1,408,600
Advertising/Sponsorship	44,278	41,527	2,751	259,720	268,973	(9,253)	559,700
Sale of Goods (Commission & Vending)	3,873	5,900	(2,027)	41,673	44,600	(2,927)	83,900
Miscellaneous Revenue	3	600	(597)	10,327	11,500	(1,173)	64,500
<b>Total Revenue</b>	<b>\$ 399,525</b>	<b>\$ 372,271</b>	<b>\$ 27,254</b>	<b>\$3,002,108</b>	<b>\$2,931,546</b>	<b>\$ 70,562</b>	<b>\$ 5,823,900</b>
Personnel Costs	\$ 296,698	\$ 293,750	\$ 2,948	\$1,761,851	\$1,831,050	\$(69,199)	\$ 3,731,300
Contracted & General Services	36,245	60,877	(24,632)	290,950	395,302	(104,352)	743,100
Utilities	51,414	52,800	(1,386)	427,186	500,600	(73,414)	958,200
Materials, Goods & Supplies	19,174	33,650	(14,476)	191,671	217,000	(25,329)	446,400
Internal Debt Payments	18,000	18,000	-	107,500	107,500	-	215,200
Transfer to Operations - Aquatics	59,647	61,300	(1,653)	352,213	375,900	(23,687)	768,400
Transfer to Operations - Public Works	39,985	56,500	(16,515)	320,140	341,700	(21,560)	702,000
<b>Total Expenditure</b>	<b>\$ 521,163</b>	<b>\$ 576,877</b>	<b>\$(55,714)</b>	<b>\$3,451,511</b>	<b>\$3,769,052</b>	<b>\$(317,541)</b>	<b>\$ 7,564,600</b>
<b>Net Surplus (Deficit)</b>	<b>\$(121,638)</b>	<b>\$(204,606)</b>	<b>\$ 82,968</b>	<b>\$(449,403)</b>	<b>\$(837,506)</b>	<b>\$ 388,103</b>	<b>\$(1,740,700)</b>
Recovery Rate	77%	65%		87%	78%		77%

**City of St. Albert  
Servus Credit Union Place  
Quarterly Analysis with YE Forecast  
For the Period Ended December 31, 2009**

	<b>Q1 Actual</b>	<b>Q1 Budget</b>	<b>Q1 Variance</b>	<b>Q2 Actual</b>	<b>Q2 Budget</b>	<b>Q2 Variance</b>	<b>YE Forecast</b>	<b>2009 Approved Budget</b>	<b>YE Projected Variance</b>
Memberships	\$ 651,942	\$ 679,570	\$ (27,628)	\$ 596,233	\$ 622,503	\$ (26,270)	\$2,323,600	\$2,365,600	\$ (42,000)
Admission Fees	297,852	227,900	69,952	202,042	135,500	66,542	990,600	753,600	237,000
Lesson Fees	146,559	140,850	5,709	127,291	108,350	18,941	588,000	588,000	-
Rentals - Facility	4,337	458,700	(14,363)	224,132	233,100	(8,968)	1,408,600	1,408,600	-
Advertising/Sponsorship	126,009	133,622	(7,613)	133,711	135,351	(1,640)	559,700	559,700	-
Sale of Goods (Commission & Vending)	26,504	24,500	2,004	15,169	20,100	(4,931)	83,900	83,900	-
Miscellaneous Revenue	10,401	10,300	101	(74)	1,200	(1,274)	64,500	64,500	-
<b>Total Revenue</b>	<b>\$1,703,604</b>	<b>\$1,675,442</b>	<b>\$ 28,162</b>	<b>\$1,298,504</b>	<b>\$1,256,104</b>	<b>\$ 42,400</b>	<b>\$6,018,900</b>	<b>\$5,823,900</b>	<b>\$ 195,000</b>
Personnel Costs	\$ 854,376	\$ 940,200	\$ (85,824)	\$ 907,475	\$ 890,850	\$ 16,625	\$3,651,300	\$3,731,300	\$ (80,000)
Contracted & General Services	161,256	217,071	(55,815)	129,694	178,231	(48,537)	775,100	743,100	32,000
Utilities	275,422	319,500	(44,078)	151,764	181,100	(29,336)	868,200	958,200	(90,000)
Materials, Goods & Supplies	105,234	115,450	(10,216)	86,437	101,550	(15,113)	429,400	446,400	(17,000)
Internal Debt Payments	53,700	53,700	-	53,800	53,800	-	215,200	215,200	-
Transfer to Operations - Aquatics	181,887	171,600	10,287	170,326	204,300	(33,974)	768,400	768,400	-
Transfer to Operations - Public Works	174,234	155,600	18,634	145,906	186,100	(40,194)	702,000	702,000	-
<b>Total Expenditures</b>	<b>\$1,806,109</b>	<b>\$1,973,121</b>	<b>\$(167,012)</b>	<b>\$1,645,402</b>	<b>\$1,795,931</b>	<b>\$(150,529)</b>	<b>\$7,409,600</b>	<b>\$7,564,600</b>	<b>\$(155,000)</b>
<b>Net Surplus (Deficit)</b>	<b>\$(102,505)</b>	<b>\$(297,679)</b>	<b>\$ 195,174</b>	<b>\$(346,898)</b>	<b>\$(539,827)</b>	<b>\$ 192,929</b>	<b>\$(1,390,700)</b>	<b>\$(1,740,700)</b>	<b>\$ 350,000</b>
Recovery Rate	94%	85%		79%	70%		81%	77%	

## Servus Place Monthly Report June 2009

The Servus Place deficit for June is \$121,638 (\$150,245 for May), bringing the year to date deficit to \$449,403, for an average of \$74,901 per month. The recovery rate for June is 77% (74% for May). The YTD recovery rate is 87%.

### Revenue Analysis

Total revenue for June is \$399,525 (\$423,092 for May), for an average per month of \$500,351. Total revenue variance for June is \$27,254 above budget projections (\$409 below budget for May).

- Memberships are above budget projections by \$11,655 (6.6%).
- Admission Fees are above budget projections by \$9,301 (19.6%).
- Lesson Fees are above budget projections by \$5,870 (17.3%).
- Rentals - Facility are above budget projections by \$301 (0.4%).
- Advertising/Sponsorship is above budget projections by \$2,751 (6.6%).
- Sale of Goods (Commission & Vending) is below budget projections by \$2,027 (-34.4%).
- Miscellaneous Revenue is below budget projections by \$597 (-99.5%).

### Membership

Memberships	June '08 Actual	June '09 Actual	June '09 Budget	June '08 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	2,643	2,689	2,643	46	3,042	3,342	-300
Child	898	639	898	-259	738	1,085	-348
Family	1,483	1,834	1,622	212	1,915	1,833	82
Senior	435	524	435	89	646	621	25
Student	392	486	392	94	494	384	109
Youth	441	366	441	-75	430	551	-120
<b>Total Members</b>	<b>6,292</b>	<b>6,538</b>	<b>6,431</b>	<b>107</b>	<b>7,264</b>	<b>7,817</b>	<b>-553</b>
Adult	2,666	2,689	2,643	46	3,042	3,342	-300
Child	906	639	898	-259	733	1,085	-353
Family	314	387	345	42	406	390	16
Senior	438	524	435	89	629	621	8
Student	394	486	392	94	494	384	109
Youth	445	366	441	-75	430	551	-120
<b>Total Paid Membership Units</b>	<b>5,163</b>	<b>5,091</b>	<b>5,154</b>	<b>-63</b>	<b>5,733</b>	<b>6,373</b>	<b>-641</b>
Total Discounted Memberships	1,712	1,930			1,866		
<b>Net Membership Revenue</b>	<b>\$ 162,478</b>	<b>\$ 187,149</b>	<b>\$ 175,494</b>	<b>\$ 11,655</b>	<b>\$1,248,175</b>	<b>\$1,302,073</b>	<b>\$ (53,898)</b>

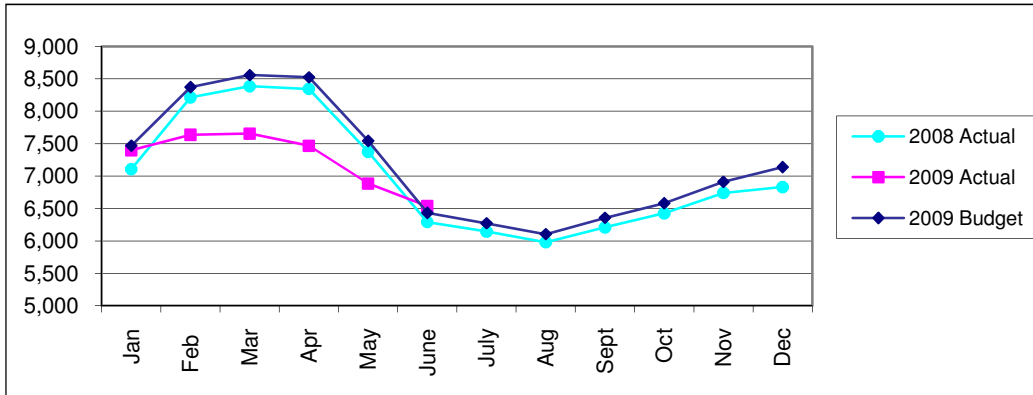
In June 2009, there were approximately 1,300 existing members who chose to renew their memberships in June and approximately 500 new memberships.

June memberships were 246 members over June 2008 memberships. They were also above budget for the first time in 2009. This increase in members during a historically lower membership period is a very positive sign.

June membership revenue is over budget by \$11,655, and YTD membership revenue is \$53,898 under budget.

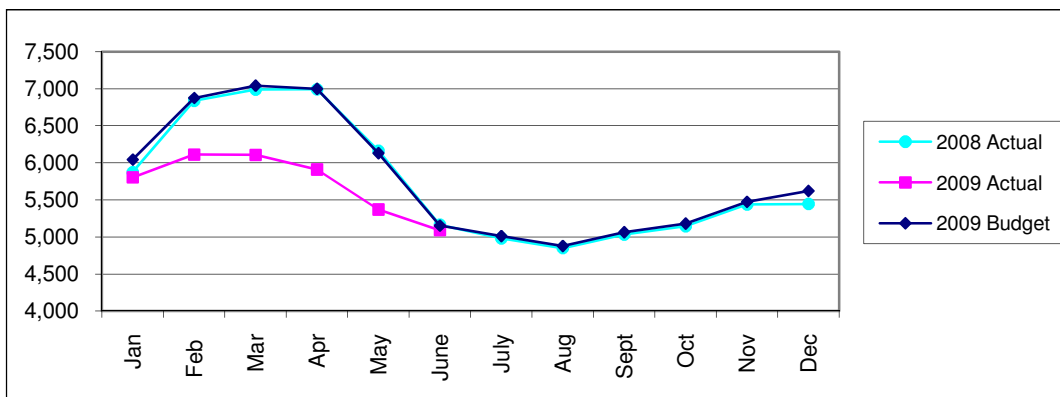
Members are the number of people who have paid for access to the facility and Membership Units are the paid number of Memberships. For June, one family unit represents 4.7 individual members.

### Total Members

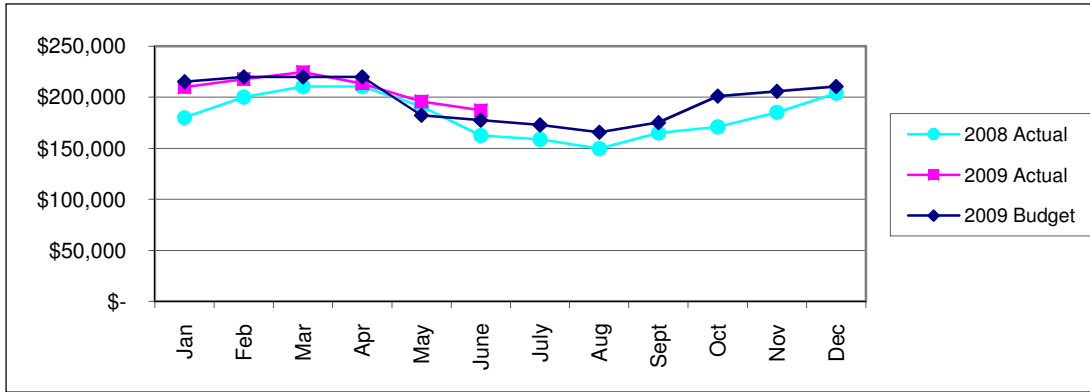


The number of members in June 2009 (6,538) was 1.7% higher than budget (6,431).

### Membership Units

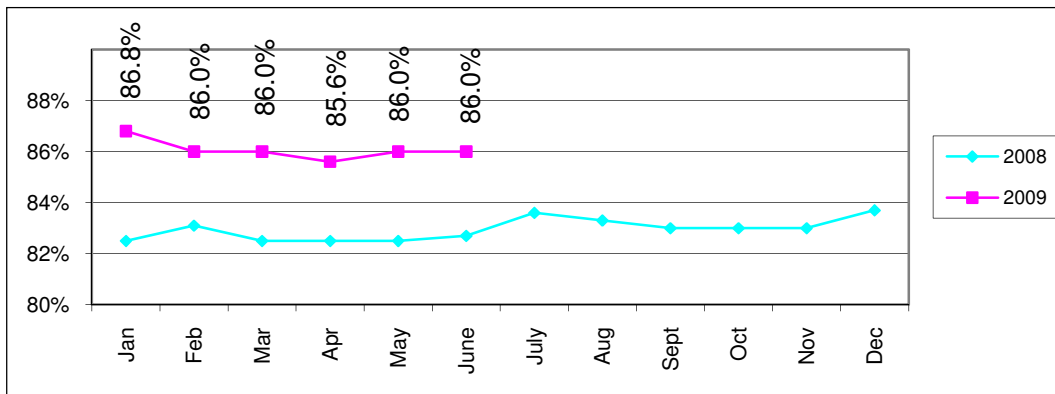


### Membership Revenue



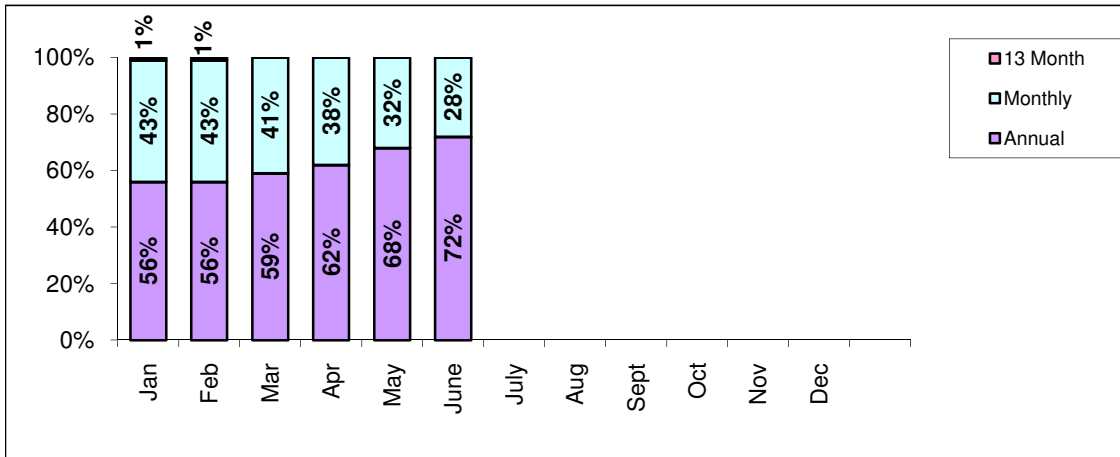
The June 2009 budget is based on a blended rate of \$34.05. The actual blended rate for June 2009 is \$36.76. The YTD blended rate is \$36.30.

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



The 2009 YTD average percentage of members who are St. Albert residents is 86.1%.

### 2009 Members by Type

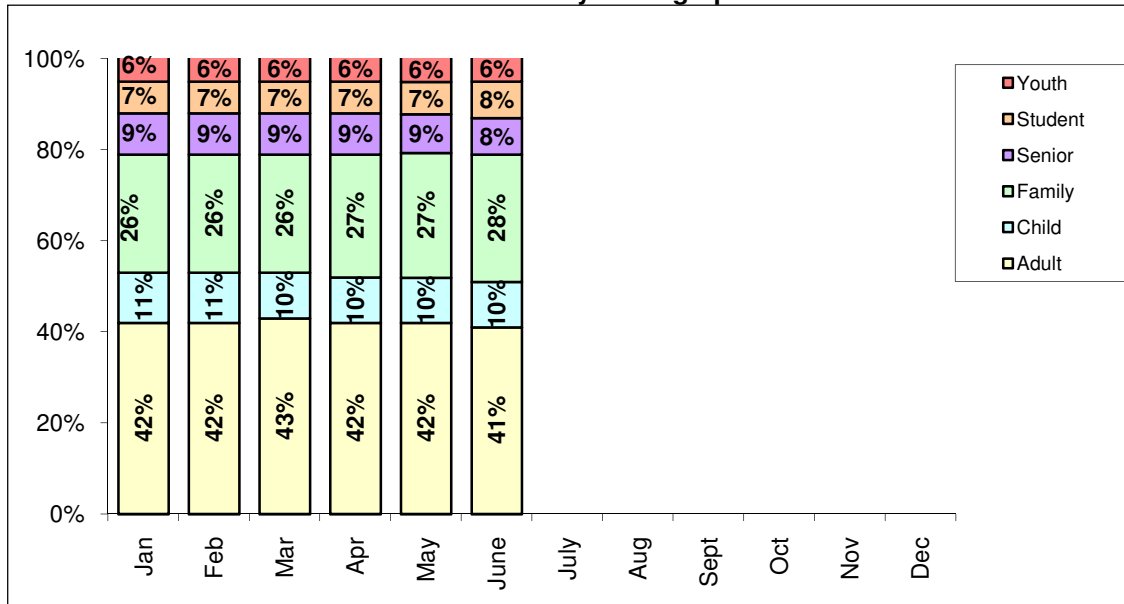


In June 2009, there were 1,930 corporate memberships making up 29.5% of the total members.

The YTD average number of corporate memberships in 2009 is 1,866, up 207 (12.5%) over the same period in 2008.

There has been a 16% increase of annual members from January to June 2009.

### 2009 Members by Demographic



The membership category mix for 2009 has remained relatively equal to budget with the exception of the Family category being 2% higher than budget.

## Day Admissions

Day Admission Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June '08 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Adult	1,975	2,456	1,975	481	21,946	16,227	5,719
Child	3,393	3,370	3,000	370	25,933	20,311	5,622
Family	618	620	618	2	6,112	5,134	978
Senior	184	258	184	74	2,099	1,687	412
Youth	553	707	553	154	6,967	4,871	2,096
<b>Total Paid Passes</b>	<b>6,723</b>	<b>7,411</b>	<b>6,330</b>	<b>1,081</b>	<b>63,057</b>	<b>48,230</b>	<b>14,827</b>
Total Membership Swipes	16,842	21,624			194,056		
Total Day Uses	23,565	29,035			257,113		
Group Adult	0	0			0		
Group Child	28	59			326		
Group Youth	0	71			245		
<b>*Total Discounted Passes</b>	<b>28</b>	<b>130</b>			<b>571</b>		
Comp Adult	72	188			2,158		
Comp Child	35	81			643		
Comp Family	11	24			255		
Comp Senior	6	25			234		
Comp Youth	17	23			208		
<b>Total Complimentary Passes</b>	<b>141</b>	<b>341</b>			<b>3,498</b>		
<b>Net Day Admissions Revenue</b>	<b>\$ 46,219</b>	<b>\$ 53,526</b>	<b>\$ 45,500</b>	<b>\$ 8,026</b>	<b>\$ 476,862</b>	<b>\$ 346,600</b>	<b>\$ 130,262</b>
<b>Net Childminding Admissions Revenue</b>	<b>\$ 2,574</b>	<b>\$ 3,175</b>	<b>\$ 1,900</b>	<b>\$ 1,275</b>	<b>\$ 23,031</b>	<b>\$ 16,800</b>	<b>\$ 6,231</b>
<b>Net Revenue</b>	<b>\$ 48,793</b>	<b>\$ 56,701</b>	<b>\$ 47,400</b>	<b>\$ 9,301</b>	<b>\$ 499,893</b>	<b>\$ 363,400</b>	<b>\$ 136,494</b>

In June, childminding served 854 children, an increase of 184 (27%) children over June 2008. There has been an increase of 949 (19.3%) childminding participants over the same period in 2008. Childminding participation was again strong during the month and this coincides with strong fitness program offerings.

Childminding is anticipated to remain at full capacity at peak times and that the clientele will continue to grow. There is the ability to increase numbers during non-peak and afternoon times, which will be evaluated over the summer months in order to strategize for the fall session. Staff retention has been very high over the first half of the year with virtually no staff turnover.

For the first half of 2009, childminding revenues have been \$6,231(37.1%) higher than budget. YTD Childminding revenue is \$5,571 (31.9%) higher than the first half of 2008.

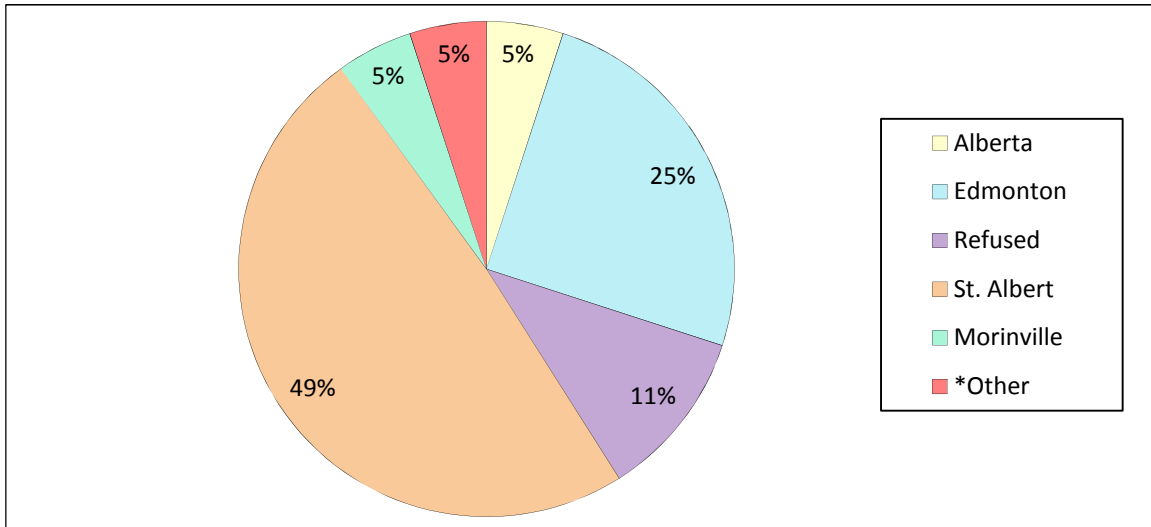
June 2009 total paid passes are up 17.1% over budget. The largest single admission day was June 26, which was the day of the opening ceremonies for the Special Olympics, in which there were 1,251 day uses.

June 2009 total day uses, which include paid passes and membership swipes, are 23.2% higher than June 2008.

2009 YTD total paid passes are 14,827 (30.7%) over budget.

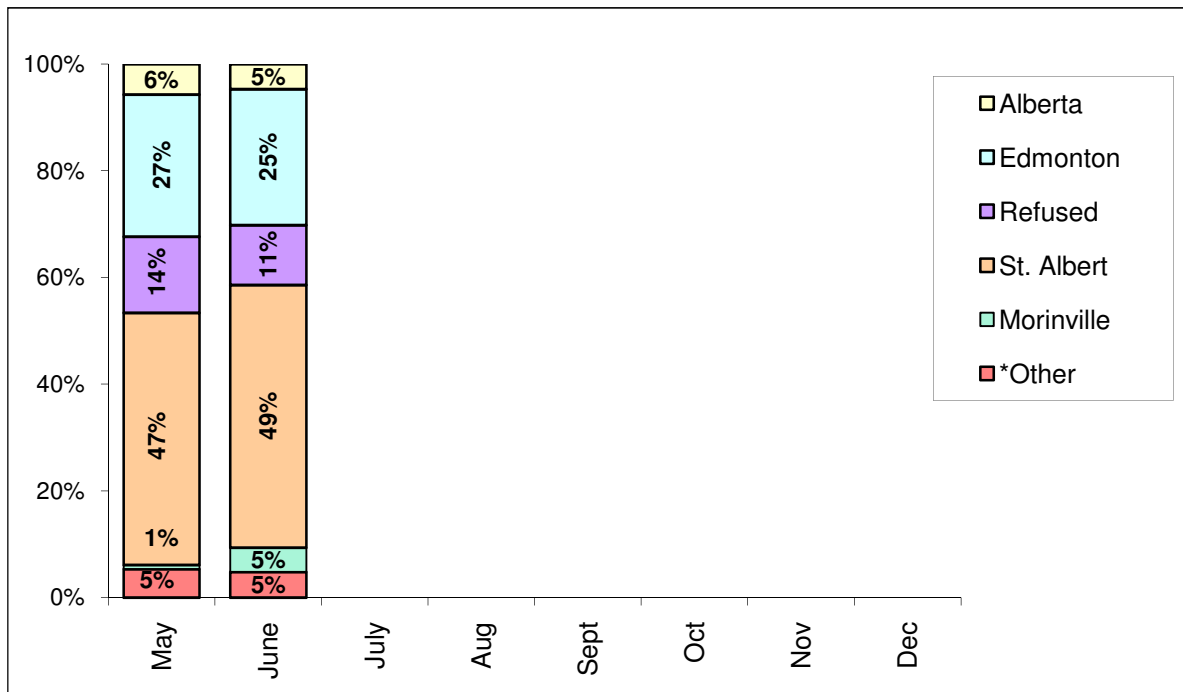
The 2009 YTD total day uses of 257,113 are 49,631 (23.9%) over the same period last year (207,482). Day use admissions continue to be strong. Positive participation numbers for the month and year demonstrate a great interest in paying for use of facility amenities on a one time basis.

**June 2009 Servus Place Day Admissions - Postal Code Breakdown**



\* Other includes Stony Plain, Sturgeon, Fort Saskatchewan, Sherwood Park, Spruce Grove and outside of Alberta.

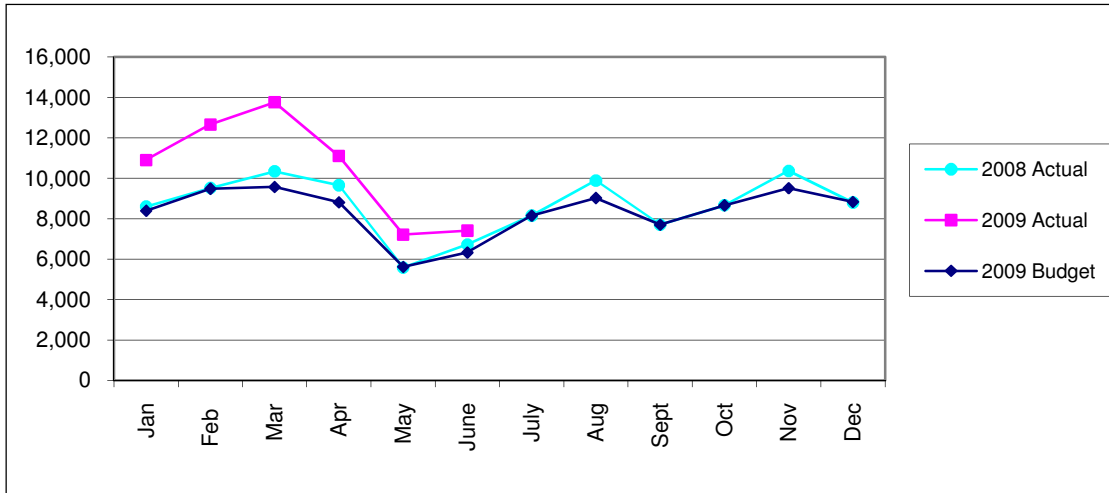
**2009 Servus Place Day Admissions – Postal Code Breakdown**



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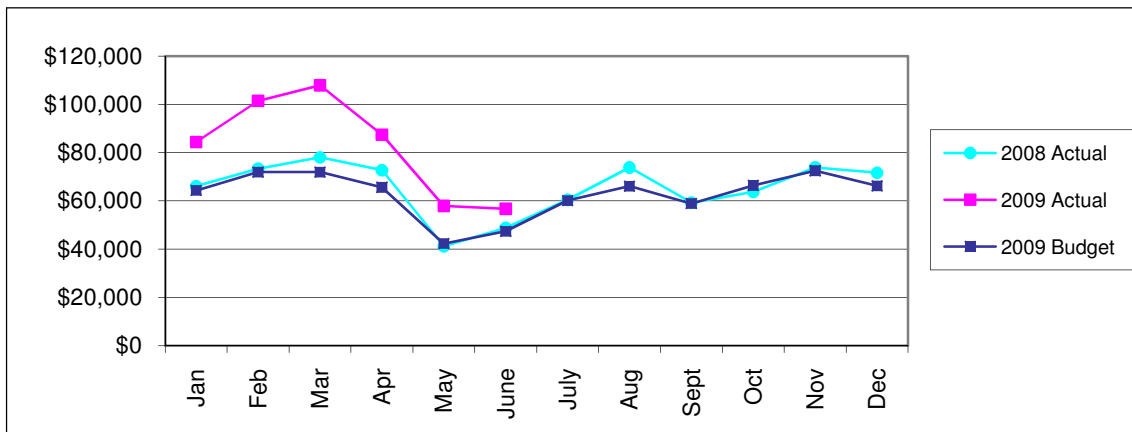
In June, just over half of the paid day admissions accessing Servus Place are from a combination of St. Albert (49%), Morinville (5%) and Sturgeon County (1%). The Edmonton area accounts for 25% of paid day admissions. There has been a 4% increase in the number of paid uses from Morinville.

### Paid Day Admissions



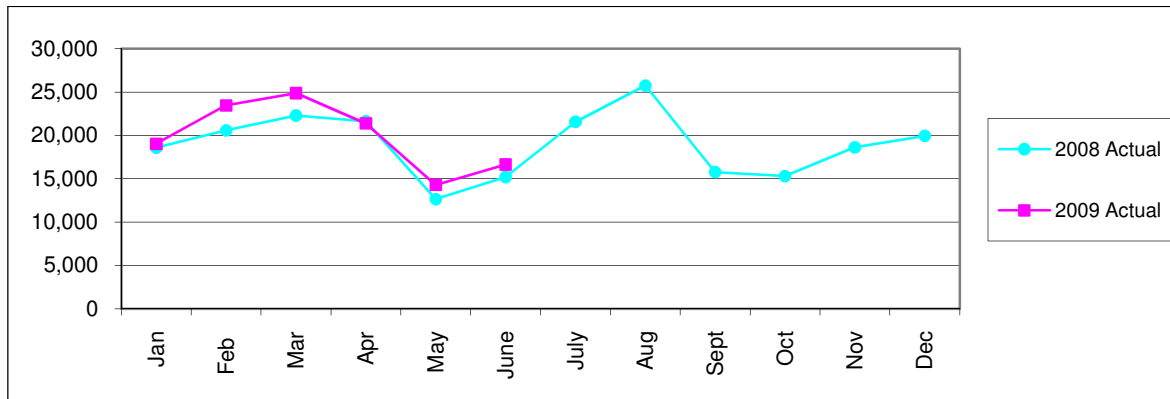
June paid day admissions exceeded 2009 budget by 1,081 and exceeded June 2008 paid passes by 688 passes.

### Day Admission Revenue



Day admission revenue is over budget by \$9,301 for June 2009 and over \$136,494 YTD.

### Water Play Park Users



In June, there were 16,639 users of the Water Play Park and a total of 119,641 users YTD, an increase of 27,302 (29.6%) over the same period last year (92,339).

One of the benefits of an annual membership at Servus Place is access to all other City affiliate venues (Fountain Park Pool, Grosvenor Pool, and Akinsdale and Kinex Arenas). In June, member uses were recorded at 1,782 at either Fountain Park or Grosvenor Pool and a total of 10,880 accesses through the first half of 2009.

## Lesson Fees

Lesson Fees	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Fitness	\$ 25,450	\$ 34,966	\$ 25,450	\$ 9,516	\$ 225,422	\$ 189,500	\$ 35,922
Recreation	\$ 8,400	\$ 4,754	\$ 8,400	\$ (3,646)	\$ 48,428	\$ 59,700	\$ (11,272)
<b>Total Revenue</b>	<b>\$ 33,850</b>	<b>\$ 39,720</b>	<b>\$ 33,850</b>	<b>\$ 5,870</b>	<b>\$ 273,850</b>	<b>\$ 249,200</b>	<b>\$ 24,650</b>

### Fitness

Fitness centre statistics remain quite strong with an average of 612 people per day for June of 2009 compared to 499 in the same month in 2008.

The Fitness Centre had 18,583 users for June 2009 versus 14,927 in June 2008. YTD there has been 175,113 users of the Fitness Centre, which is an increase of 30,600 users over the same period last year.

Registered fitness program revenues continue to be above budget; a portion of this can be attributed to a combination of seasonal spending and poor weather. Fitness services continue to be strong providing 227 individual sessions in June 2009 versus 183 in June 2008. This continues to be the trend for 2009.

Programs are beginning to slow down for the summer; however, the Monday and Wednesday evening classes that take place in the gymnasium continue to command strong numbers of over 40 participants each.

### Recreation

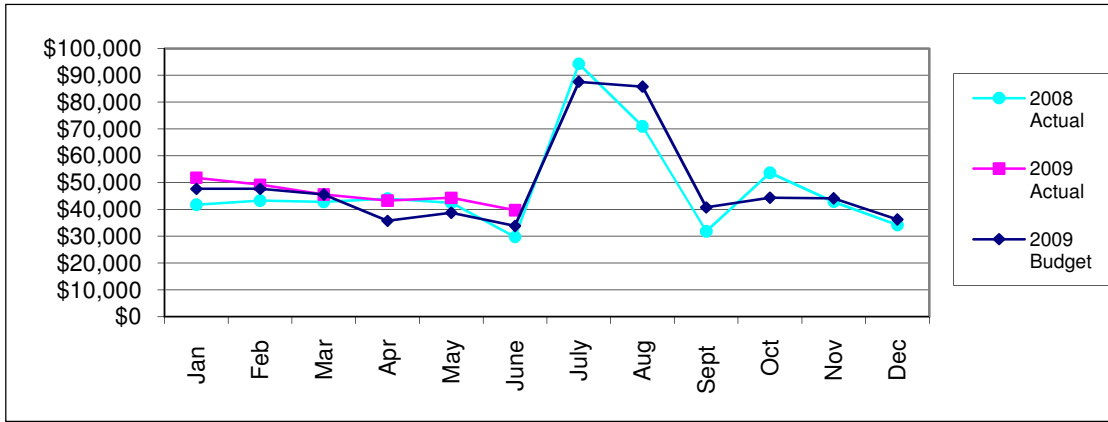
The 2009 YTD Recreation program revenue is currently below budget.

New strategies for fall have been created with several sound changes to programs including: shortening program length, decreasing expenses, creating more active program compliments and changes to the program format. The changes should positively impact fall's registration numbers.

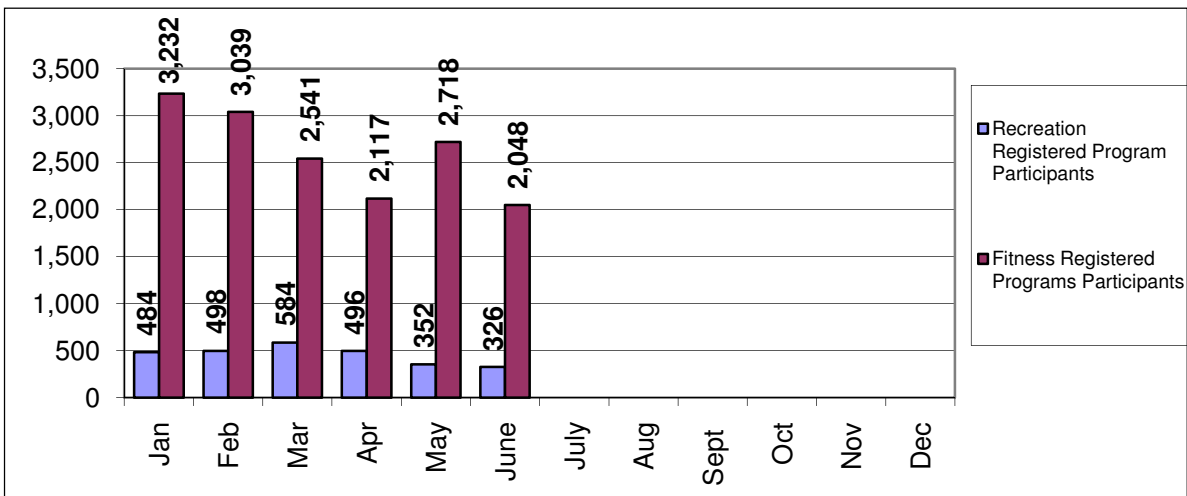
Camp registrations for both Servus Place and City wide programs are off budget compared to 2008. Registrations are currently at 70% of 2008's participant totals for an average of 130 registrants per week against a budget of 180. This trend is being seen across the region with summer program registrants down from previous years.

Recreation staff have successfully trained 24 summer camp leaders in the delivery of high quality customer service in City wide programming.

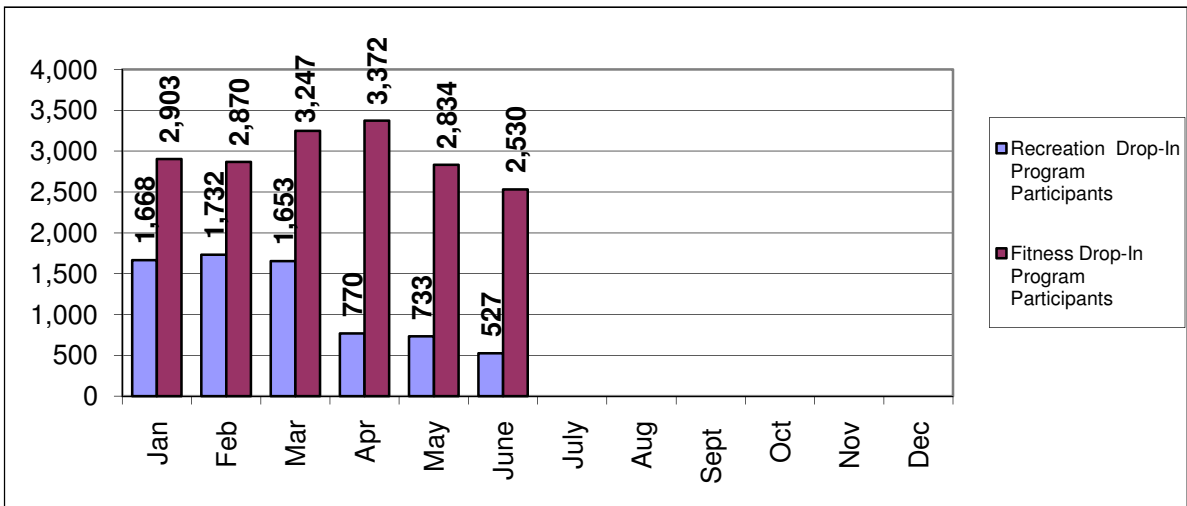
### Lesson Fees Revenue



### 2009 Participants in Registered Programs



### 2009 Participants in Drop-In Programs



## Rentals

Rental Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June' 09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Arenas	\$ 27,579	\$ 32,361	\$ 35,000	\$ (2,639)	\$ 379,304	\$ 374,500	\$ 4,804
Fieldhouses	\$ 7,930	\$ 14,193	\$ 12,000	\$ 2,193	\$ 146,529	\$ 164,000	\$ (17,471)
Gyms	\$ 2,000	\$ 1,741	\$ 2,500	\$ (759)	\$ 18,472	\$ 26,000	\$ (7,528)
Meeting rooms	\$ 2,241	\$ 2,942	\$ 2,200	\$ 742	\$ 27,021	\$ 27,300	\$ (279)
Leaseholders	\$ 8,779	\$ 13,274	\$ 13,300	\$ (26)	\$ 76,639	\$ 79,800	\$ (3,161)
Parties	\$ 2,050	\$ 3,289	\$ 2,500	\$ 789	\$ 20,504	\$ 20,200	\$ 304
<b>Total</b>	<b>\$ 50,579</b>	<b>\$ 67,801</b>	<b>\$ 67,500</b>	<b>\$ 301</b>	<b>\$ 668,469</b>	<b>\$ 691,800</b>	<b>\$ (23,331)</b>

Overall rental revenue is generally tracking on budget for June 2009.

Party room bookings equated to 50 parties booked with a total of 1,050 participants in June 2009.

### June Event Highlights

- Baggataway Lacrosse Tournament June 4, 5, 6, 7
- Greater Edmonton Lacrosse Playoffs June 19, 20, 21
- Alberta Special Olympic Games June 26, 27, 28
  - Opening Ceremonies
  - VIP reception
  - Powerlifting
  - Rythmic Gymnastics
  - Volunteer Centre

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 previous 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

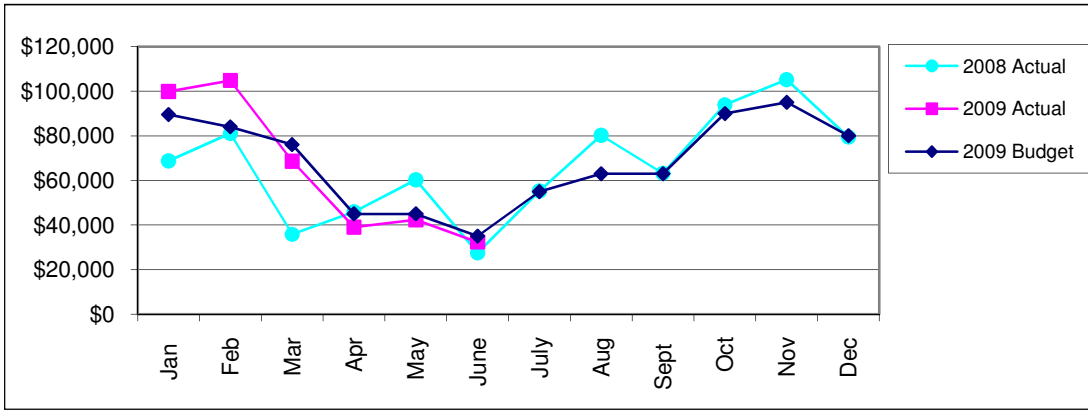
## Arena

Arena Rental Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	390	568	493	75	3851	3578	273
Hours programmed	43	100	45	55	1504	335	1169
Total hours used	433	668	538	130	5355	3913	1442
Total hours available	1488	1350	1415	-65	9348	9135	213
<b>% Utilized Total</b>	<b>29%</b>	<b>49%</b>	<b>38%</b>	<b>11%</b>	<b>56%</b>	<b>43%</b>	<b>14%</b>
Prime time hours rented	337	483	429	54	3128	2979	149
Prime time hours programmed	17	25	15	10	826	85	741
<b>Prime time hours used</b>	<b>354</b>	<b>508</b>	<b>444</b>	<b>64</b>	<b>3954</b>	<b>3064</b>	<b>890</b>
Prime time hours available	750	756	750	6	5457	4598	859
<b>% Utilized Prime Time</b>	<b>47%</b>	<b>67%</b>	<b>59%</b>	<b>8%</b>	<b>72%</b>	<b>67%</b>	<b>6%</b>
<b>Revenue</b>	<b>\$ 27,579</b>	<b>\$ 32,361</b>	<b>\$ 35,000</b>	<b>\$ (2,639)</b>	<b>\$379,304</b>	<b>\$374,500</b>	<b>\$ 4,804</b>

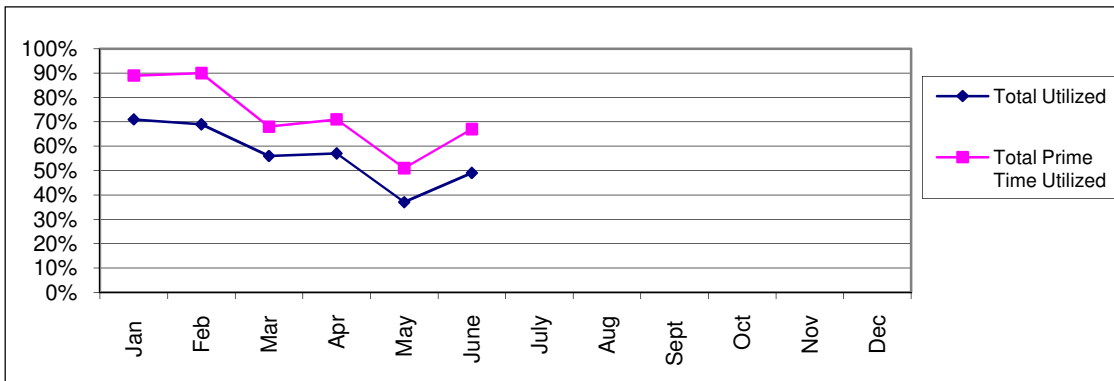
A significant portion of arena rental hours for June were used for special events, which resulted in an increase in utilization.

In 2009, overall demand for ice continues to be high, resulting in higher than budget revenues. Overall revenue is still above budget projections. Year end arena revenues are predicted to be higher than budget.

### Arena Rental Revenue



### Arena Total & Primetime Utilization



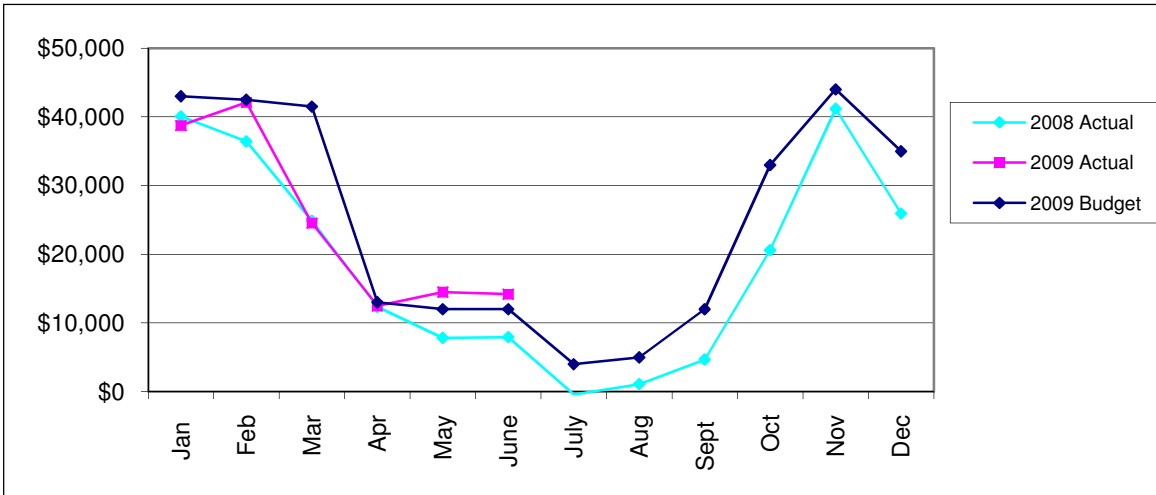
## Fieldhouses

FH Rental Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June' 09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	230	278	230	48	2,092	1,750	342
Hours programmed	87	69	90	- 21	740	670	70
<b>Total hours used</b>	<b>316</b>	<b>347</b>	<b>320</b>	<b>27</b>	<b>2,832</b>	<b>2,420</b>	<b>412</b>
Total hours available	999	900	1,000	- 100	5,878	5,930	- 52
<b>% Utilized Total</b>	<b>32%</b>	<b>39%</b>	<b>32%</b>	<b>7%</b>	<b>48%</b>	<b>41%</b>	<b>7%</b>
Prime time hours rented	182	213	190	23	1,759	1,595	164
Prime time hours programmed	51	27	50	- 23	358	267	91
<b>Total Prime time hours used</b>	<b>234</b>	<b>240</b>	<b>240</b>	<b>-</b>	<b>2,117</b>	<b>1,865</b>	<b>252</b>
Prime time hours available	500	504	520	- 16	3,112	3,045	67
<b>% Utilized Prime Time</b>	<b>47%</b>	<b>48%</b>	<b>46%</b>	<b>2%</b>	<b>68%</b>	<b>61%</b>	<b>7%</b>
<b>Revenue</b>	<b>\$ 7,930</b>	<b>\$ 14,193</b>	<b>\$ 12,000</b>	<b>\$ 2,193</b>	<b>\$146,529</b>	<b>\$164,000</b>	<b>\$(17,471)</b>

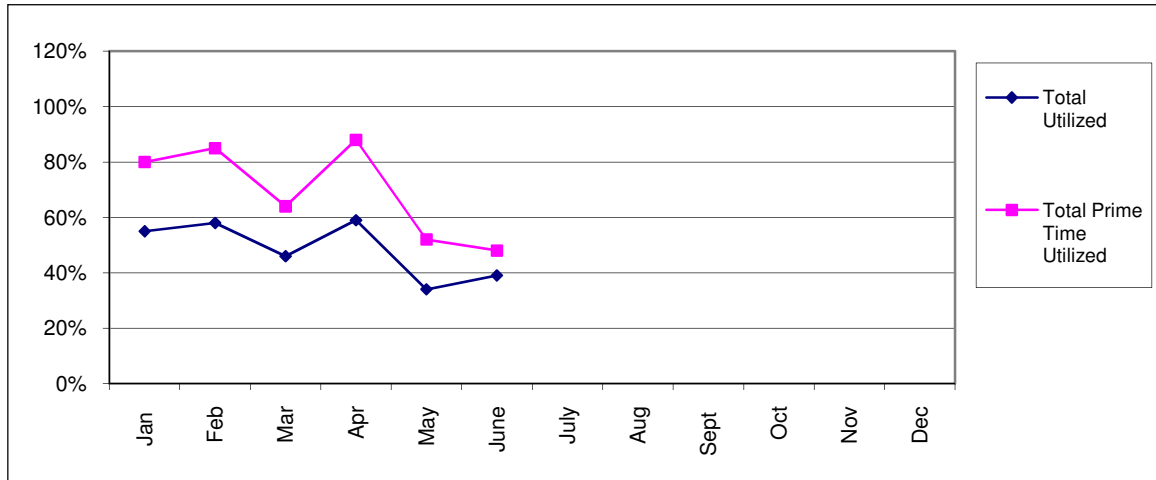
In June, fieldhouses are in a transitional period that experiences turf and non turf use. There is less demand for indoor turf rentals during the second quarter but strong use by programs. Increased use of prime time hours on the South field, which does not have turf has contributed to higher than anticipated fieldhouse revenue.

YTD fieldhouse revenue is currently under budget projection, but substantially higher than 2008. Although increases in revenue are higher than 2008, the budget amount allocated for fieldhouses in 2009 may have been overly optimistic. Fieldhouse revenue is anticipated to end the year under budget.

### Fieldhouse Rental Revenue



### 2009 Fieldhouse Total & Primetime Utilization



## Gyms

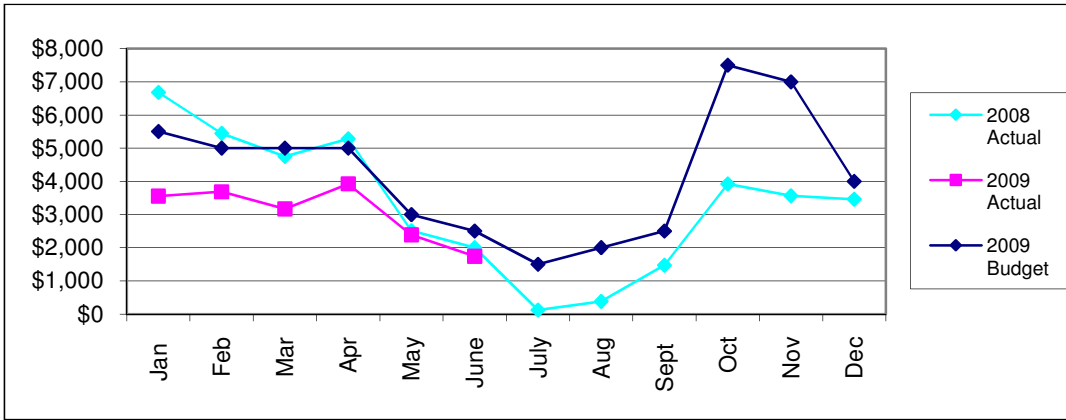
Gym Rental Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Hours rented	46	68	40	28	499	605	-106
Hours programmed	177	285	180	105	1,881	1,275	606
Hours of spontaneous use	824	446	825	-379	3,431	4,540	-1,109
<b>Total hours used</b>	<b>1,046</b>	<b>799</b>	<b>1,045</b>	<b>-246</b>	<b>5,811</b>	<b>6,420</b>	<b>-609</b>
Total hours available	1,500	1,338	1,500	-162	8,907	9,050	-143
<b>% Utilized Total</b>	<b>70%</b>	<b>60%</b>	<b>70%</b>	<b>-10%</b>	<b>65%</b>	<b>71%</b>	<b>-6%</b>
Prime time hours rented	31	61	30	31	424	490	-66
Prime time hours programmed	102	159	100	59	995	605	390
Prime time hours of spontaneous use	398	248	400	-152	1,965	2,015	-50
<b>Total Prime time hours used</b>	<b>531</b>	<b>468</b>	<b>530</b>	<b>-62</b>	<b>3,384</b>	<b>3,110</b>	<b>274</b>
<b>Prime time hours available</b>	<b>750</b>	<b>744</b>	<b>750</b>	<b>-6</b>	<b>4,712</b>	<b>4,555</b>	<b>157</b>
<b>% Utilized Prime Time</b>	<b>71%</b>	<b>63%</b>	<b>71%</b>	<b>-8%</b>	<b>72%</b>	<b>69%</b>	<b>3%</b>
<b>Revenue</b>	<b>\$ 2,000</b>	<b>\$ 1,741</b>	<b>\$ 2,500</b>	<b>\$ (759)</b>	<b>\$ 18,472</b>	<b>\$ 26,000</b>	<b>\$ (7,528)</b>

The variance in June gymnasium revenue is due to a correction of \$720 which was overstated in May and has not been corrected in June.

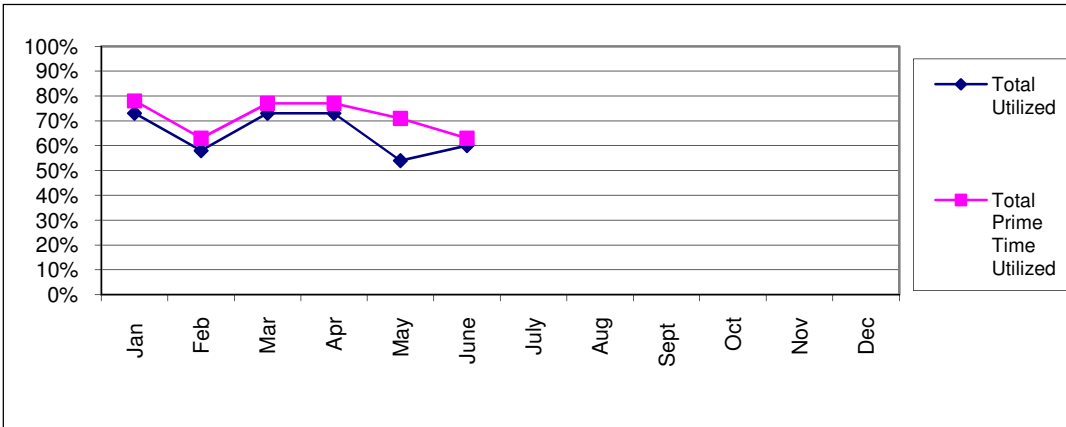
YTD gymnasium rentals are under budget. The variance may be due to overly optimistic revenue targets. Programs continue to utilize a significant amount of gym time; program revenue is realized under Lesson Fees. Gymnasium rentals are anticipated to end the year under budget.

With the importance of maintaining gymnasium space to accommodate high demand for spontaneous and program use, revenue projections for gym rentals will be evaluated.

### Gymnasium Rental Revenue



### 2009 Gyms Total & Primetime Utilization



## Advertising, Fundraising and Sponsorship

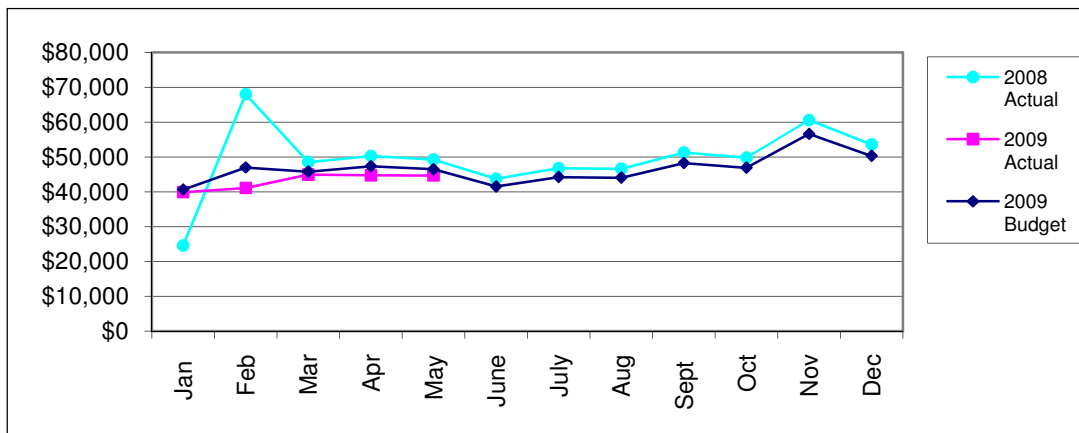
Advertising Fundraising and Sponsorship Revenue	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Average	2009 YTD Budget	2009 YTD Variance
<b>Total Space Sold</b>	<b>144</b>	<b>132</b>	<b>151</b>	<b>-19</b>	<b>133</b>	<b>140</b>	<b>-8</b>
Total Space Available	197	197	197	0	197	197	0
Remaining Inventory	53	197	46	151	108	57	52
<b>% of Space Sold</b>	<b>73%</b>	<b>67%</b>	<b>77%</b>	<b>-10%</b>	<b>67%</b>	<b>71%</b>	<b>-4%</b>
Advertising Revenue	\$ 11,098	\$ 12,678	\$ 9,927	\$ 2,751	\$ 69,920	\$ 79,174	\$ (9,254)
Fundraising/Sponsorship	\$ 32,680	\$ 31,600	\$ 31,600	\$ -	\$ 189,800	\$ 189,800	\$ -
<b>Total Revenue</b>	<b>\$ 43,778</b>	<b>\$ 44,278</b>	<b>\$ 41,527</b>	<b>\$ 2,751</b>	<b>\$ 259,720</b>	<b>\$ 268,974</b>	<b>\$ (9,254)</b>

For June, the advertising spaces that have been sold are the higher cost spaces, resulting in a positive variance in revenue but a negative variance in spaces sold.

The variance in advertising may be attributed to a number of issues including the current economic climate which has resulted in current advertisers not increasing their advertising portfolio at Servus Place or, in a few cases, cancelling their advertisement.

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	48	23	15	13	11	4	1	17	132
Percentage of Spaces Sold	85.7%	79.3%	51.7%	59.1%	50.0%	100.0%	16.7%	58.6%	67.0%

### Advertising and Sponsorship

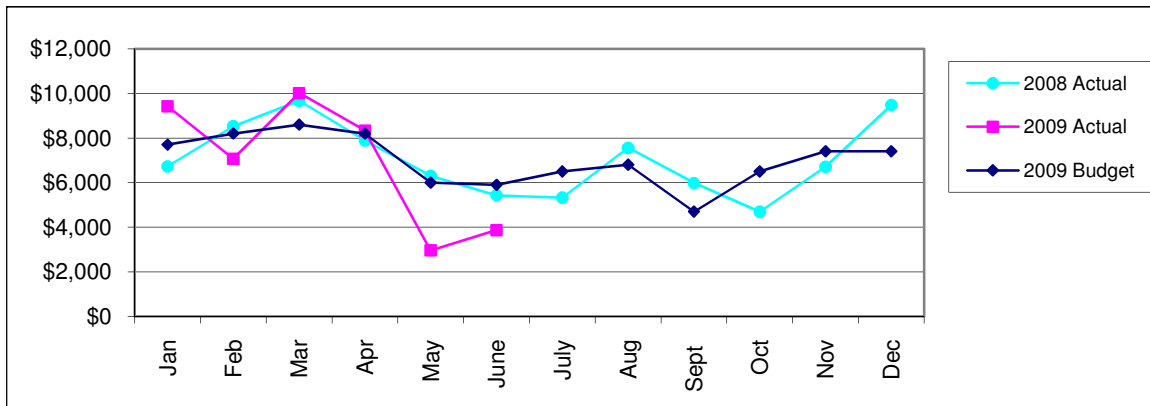


## Commissions & Vending

Commissions and Vending	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Average	2009 YTD Budget	2009 YTD Variance
Vending Commission Revenue	\$ 3,542	\$ 3,067	\$ 3,600	\$ (533)	\$ 27,254	\$ 28,700	\$ (1,446)
Locker Revenue	\$ 1,799	\$ 580	\$ 2,300	\$ (1,720)	\$ 11,981	\$ 15,900	\$ (3,919)
Guest Services	\$ 90	\$ 226	\$ -	\$ 226	\$ 2,439	\$ -	\$ 2,439
<b>Revenue</b>	<b>\$ 5,431</b>	<b>\$ 3,873</b>	<b>\$ 5,900</b>	<b>\$ (2,027)</b>	<b>\$ 41,674</b>	<b>\$ 44,600</b>	<b>\$ (2,927)</b>

Vending commissions and locker revenue and are under budget for June but tracking close to budget for 2009.

### Commissions & Vending Revenue



## Expense Analysis

Total expenses for June are \$521,163 (\$573,337 for May), for an average per month of \$575,252. Total expense variance for June was \$55,714 below budget projections (\$70,640 below budget for May).

- Personnel Costs are above budget projections by \$2,948 (1.0%).
- Contracted & General Services is below budget projections by \$24,632 (-40.5%).
- Utilities are below budget projections by \$1,386 (-2.6%).
- Materials, Goods & Supplies are below budget projections by \$14,476 (-43.0%).
- Internal Debt Payments are equal to budget.
- Transfer to Operations - Aquatics is below budget projections by \$1,653 (-2.7%).
- Transfer to Operations - Public Works is below budget projections by \$16,515 (-29.2%).

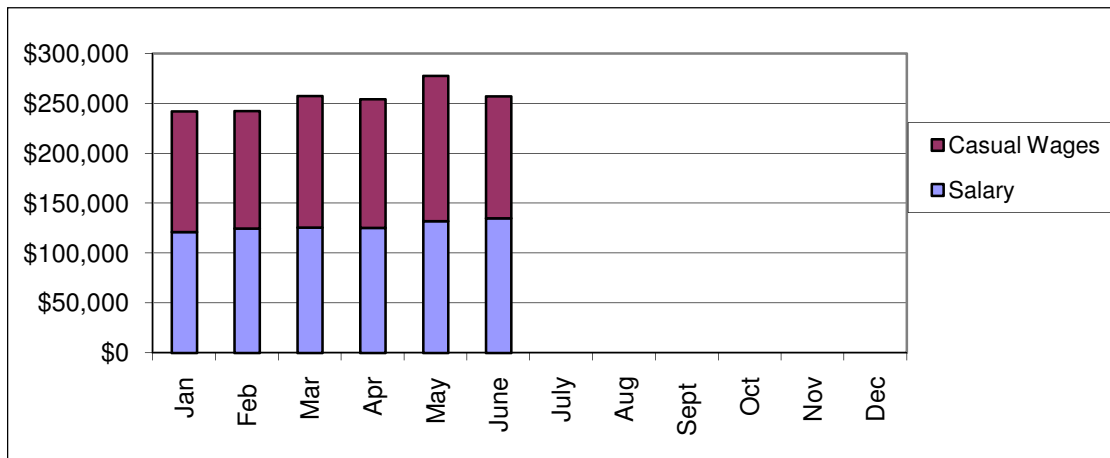
## Personnel Costs

Personnel Costs	June '08 Actuals	June '09 Actual	June '09 Budget	June' 09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
<b>Salary</b>	\$ 98,721	\$ 135,169	\$ 150,600	\$ (15,431)	\$ 764,890	\$ 904,800	\$ (139,910)
<b>Casual Wages</b>	\$ 130,974	\$ 122,097	\$ 101,850	\$ 20,247	\$ 766,871	\$ 673,950	\$ 92,921
Total Salary and Casual Wages	\$ 229,695	\$ 257,266	\$ 252,450	\$ 4,816	\$1,531,761	\$1,578,750	\$ (46,989)
Benefits	\$ 32,192	\$ 39,432	\$ 41,300	\$ (1,868)	\$ 230,090	\$ 252,300	\$ (22,210)
<b>Total</b>	\$ 261,887	\$ 296,698	\$ 293,750	\$ 2,948	\$1,761,851	\$1,831,050	\$ (69,199)

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

Casual wages are currently over budget due to vacant full time positions being filled by casual staff.

**2009 Total Salaries & Casual Wages**



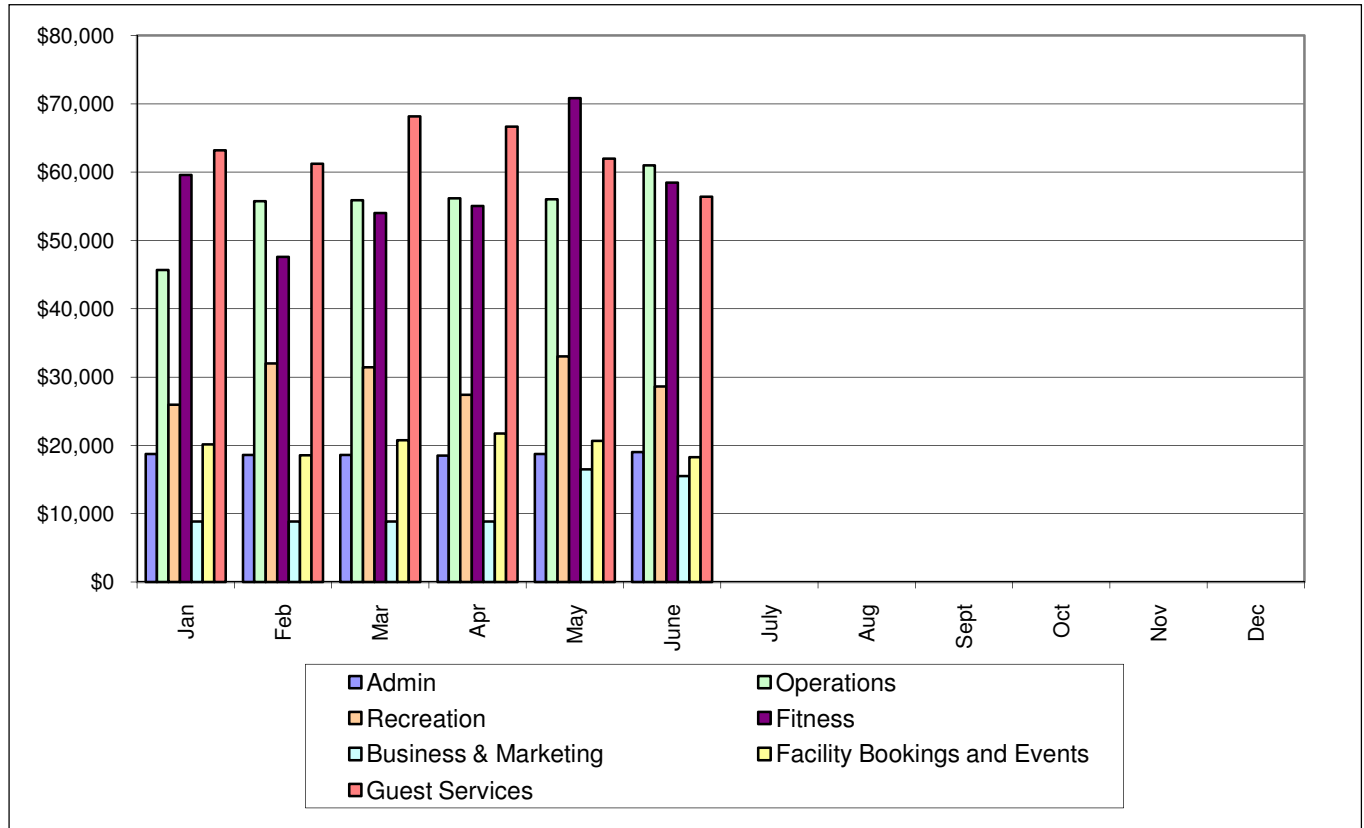
Personnel by Cost Centre	June '08 Actual	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Administration	\$ 18,070	\$ 19,039	\$ 19,950	\$ (911)	\$ 112,187	\$ 119,750	\$ (7,563)
Operations	\$ 51,986	\$ 61,013	\$ 55,400	\$ 5,613	\$ 330,562	\$ 354,700	\$ (24,138)
Recreation*	\$ 85,753	\$ 28,605	\$ 24,900	\$ 3,705	\$ 178,394	\$ 171,500	\$ 6,894
Fitness*	\$ -	\$ 58,476	\$ 60,600	\$ (2,124)	\$ 345,544	\$ 393,800	\$ (48,256)
Business & Marketing**	\$ 19,469	\$ 15,494	\$ 9,200	\$ 6,294	\$ 67,433	\$ 55,200	\$ 12,233
Facility Bookings & Events**	\$ -	\$ 18,245	\$ 19,900	\$ (1,655)	\$ 120,082	\$ 119,700	\$ 382
Guest Services	\$ 54,417	\$ 56,394	\$ 62,500	\$ (6,106)	\$ 377,559	\$ 364,100	\$ 13,459
<b>Subtotal</b>	<b>\$ 229,695</b>	<b>\$ 257,266</b>	<b>\$ 252,450</b>	<b>\$ 4,816</b>	<b>\$1,531,761</b>	<b>\$1,578,750</b>	<b>\$ (46,989)</b>
Benefits	\$ 32,192	\$ 39,432	\$ 41,300	\$ (1,868)	\$ 230,090	\$ 252,300	\$ (22,210)
<b>Total Personnel Costs</b>	<b>\$ 261,887</b>	<b>\$ 296,698</b>	<b>\$ 293,750</b>	<b>\$ 2,948</b>	<b>\$1,761,851</b>	<b>\$1,831,050</b>	<b>\$ (69,199)</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.

The majority of the YTD variance is due to vacant salary positions in Operations and Fitness which were being filled through casual wages.

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



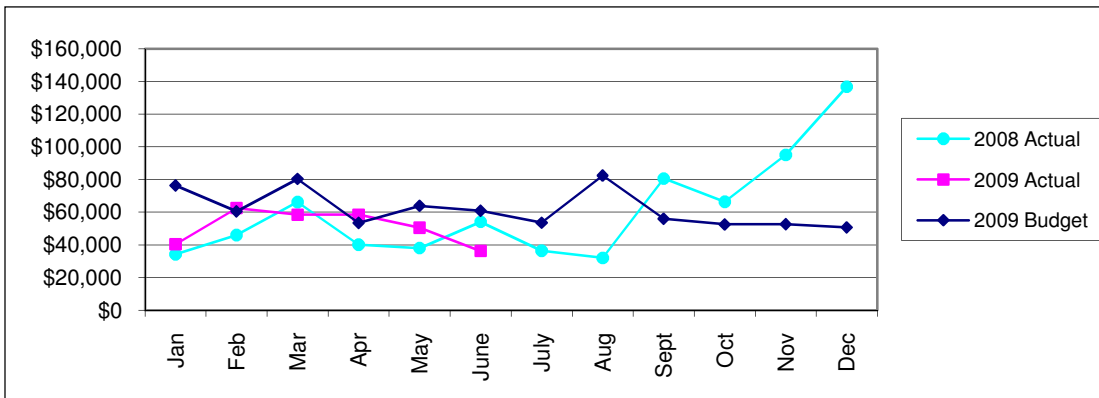
## Contracted & General Services

Contracted & General Services Expense	June '08 Actuals	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 54,086	\$ 36,245	\$ 60,877	\$ (24,632)	\$ 290,950	\$ 395,302	\$(104,352)

Contracted and general services were significantly under for June.

The YTD variance is mostly in development and training, advertising and promotion and contracted services. Variances in development and training and advertising and promotion will balance out by year end. Contracted services will be caught up on in the third quarter.

### Contracted & General Services Expenses



# Utilities

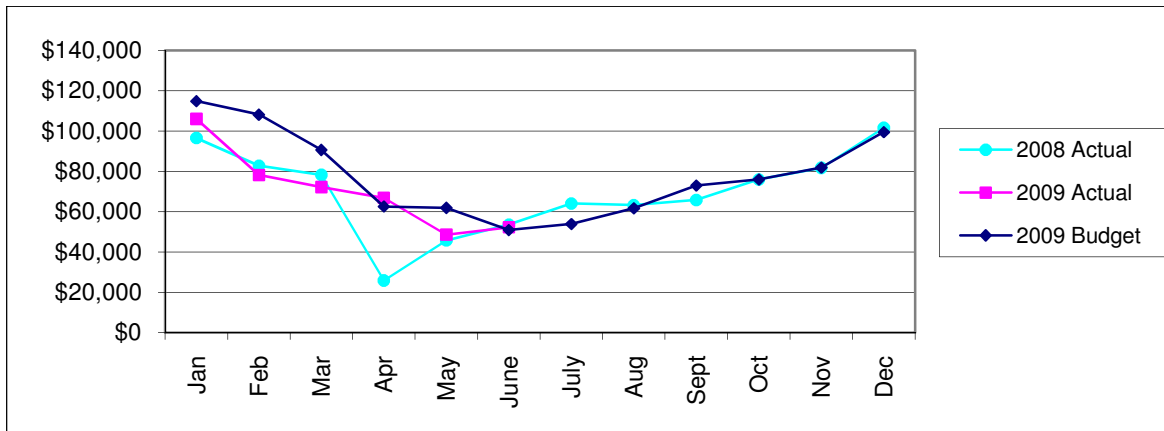
Utilities	June '08 Actuals	June '09 Actual	June '09 Budget	June' 09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
<b>Gas</b>	\$45,445	\$14,083	\$ 9,100	\$ 4,983	\$156,915	\$200,000	\$ (43,085)
<b>Water</b>	\$ 6,284	\$ 5,395	\$ 7,300	\$ (1,905)	\$ 32,886	\$ 46,300	\$ (13,414)
<b>Electricity</b>	\$44,844	\$32,770	\$34,500	\$ (1,730)	\$241,400	\$242,900	\$ (1,500)
<b>Total</b>	<b>\$96,574</b>	<b>\$52,248</b>	<b>\$50,900</b>	<b>\$ 1,348</b>	<b>\$431,201</b>	<b>\$489,200</b>	<b>\$ (57,999)</b>

The majority of the 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)**

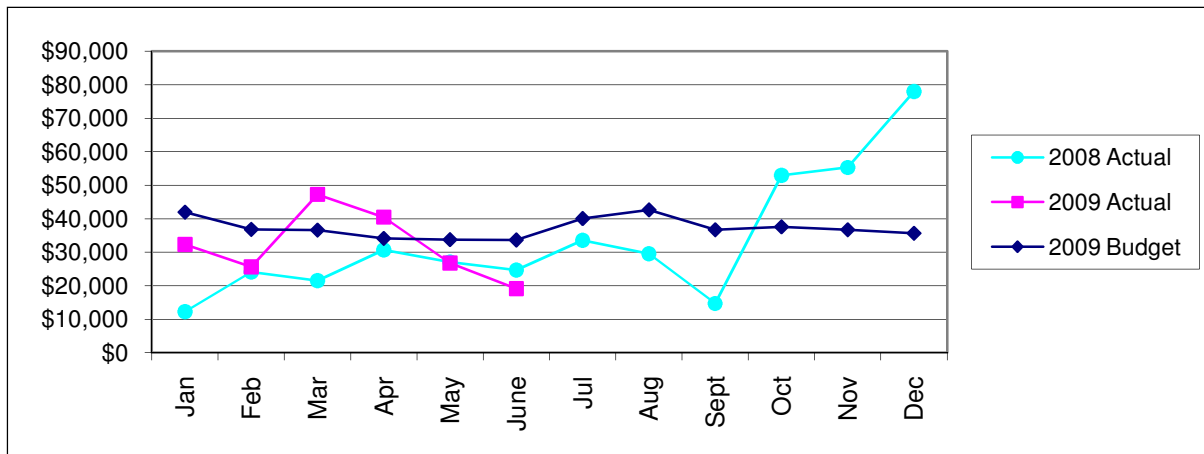


## Materials, Goods & Supplies

Materials, Goods & Supplies	June '08 Actuals	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
	\$ 24,684	\$ 19,174	\$ 33,650	\$ (14,476)	\$ 191,671	\$ 217,000	\$ (25,329)

Materials, goods and supplies are under budget for June. This is largely due to a change of rates for bank charges on debit, visa, etc. by the bank.

### Materials, Good & Supplies Expenses



## Transfer to Aquatics, Public Works & Corporate Services

Internal Contracts	June '08 Actuals	June '09 Actual	June '09 Budget	June '09 Variance	2009 YTD Actual	2009 YTD Budget	2009 YTD Variance
Aquatics Internal Contracts	\$ 60,574	\$ 59,647	\$ 61,300	\$ (1,653)	\$ 352,213	\$ 375,900	\$ (23,687)
Public Works Internal Contracts	\$ 38,590	\$ 39,985	\$ 56,500	\$ (16,515)	\$ 320,140	\$ 341,700	\$ (21,560)
<b>Total Internal Contracts</b>	<b>\$ 118,321</b>	<b>\$ 99,632</b>	<b>\$ 117,800</b>	<b>\$ (18,168)</b>	<b>\$ 672,353</b>	<b>\$ 717,600</b>	<b>\$ (45,247)</b>

Internal contracts are under budget for June 2009 due to the trending of internal contract dollars; however, internal contracts are anticipated to balance out at year end.

