



# FY 2021 ADOPTED BUDGET

JULY 1, 2020 - JUNE 30, 2021



**Instructions for navigating the FY21 Budget pdf document:**

**Bookmarks** for major sections are provided in the bookmark navigation pane on the left or in the top right hand corner. Click on the bookmark to jump directly to that section.

**The Table of Contents** is hyperlinked. To jump to a specific page or subsection from the Table of Contents, hover on the link or page number and click the link.

**NOVA PARKS**  
NORTHERN VIRGINIA REGIONAL  
PARK AUTHORITY

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[WWW.NOVAPARKS.COM](http://WWW.NOVAPARKS.COM)



**BOARD MEMBERS**

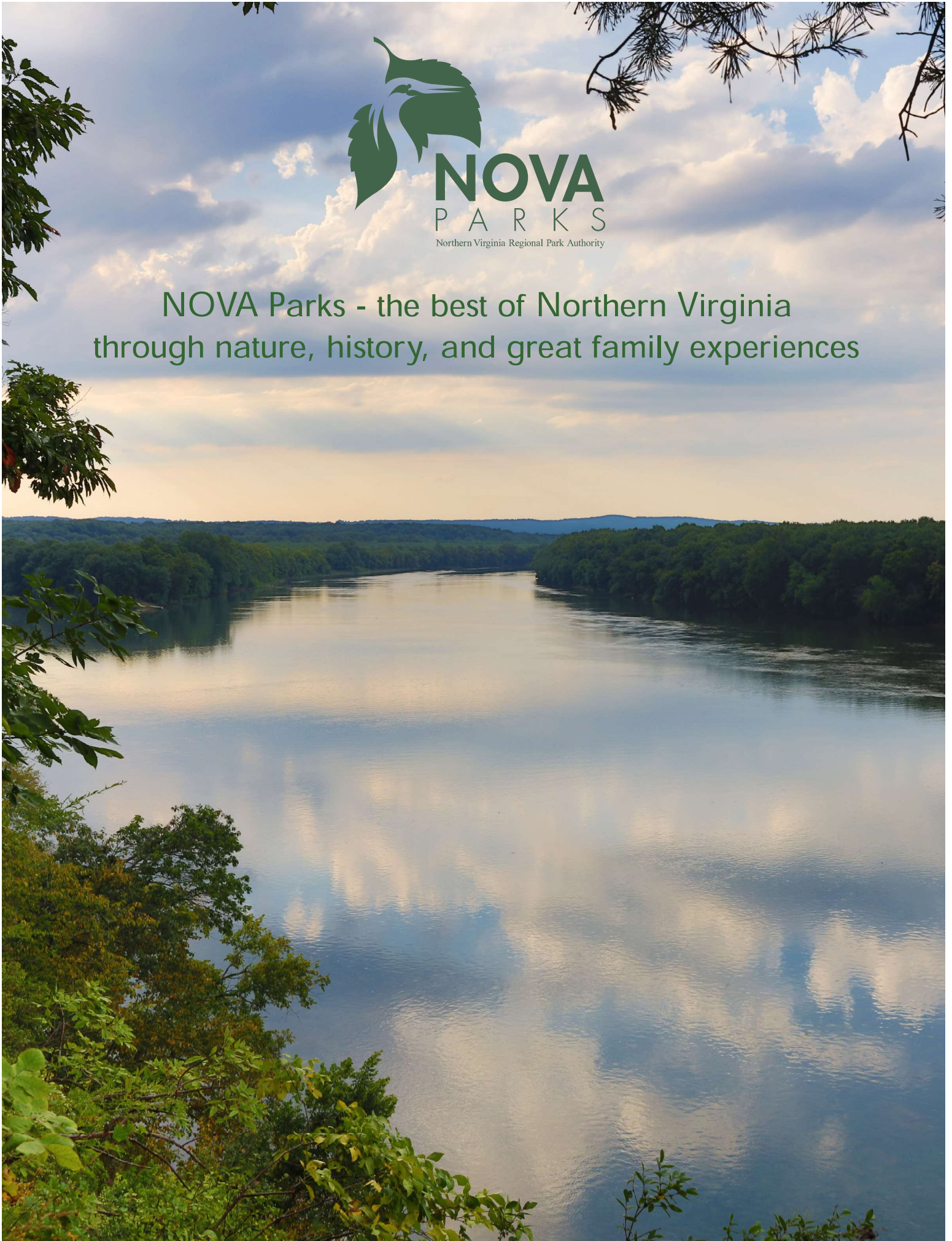
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Executive Director





NOVA Parks - the best of Northern Virginia  
through nature, history, and great family experiences





GOVERNMENT FINANCE OFFICERS ASSOCIATION

*Distinguished  
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**Virginia**

For the Fiscal Year Beginning

**July 1, 2019**

*Christopher P. Morill*

Executive Director

The Government Finance Officers Association of United States and Canada (GFOA) presented a Distinguished Budget Presentation Award to Northern Virginia Regional Park Authority, Virginia for its annual budget for the fiscal year beginning July 1, 2019. In order to receive this award, a governmental unit must publish a budget document that meets program criteria as a policy document, as an operations guide, as a financial plan, and as a communications device.

This award is valid for a period of one year only. We believe our current budget continues to conform to program requirements, and we are submitting it to GFOA to determine eligibility for another award.

**NOVA PARKS**  
NORTHERN VIRGINIA REGIONAL PARK AUTHORITY

**FY 2021 ADOPTED BUDGET**

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# NOVA P A R K S

Northern Virginia Regional Park Authority

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## **Fiscal Year 2021 Budget Message**

July 1, 2020 - June 30, 2021

Pandemic Update

As the Coronavirus has swept through the world in the spring of 2020, expectations for the coming fiscal year have changed radically. NOVA Parks (Northern Virginia Regional Park Authority) is an entrepreneurial and agile organization. As an Authority, we are a form of local government, but we are one that normally generates 87% of our operating funds through a wide variety of park-based enterprises. As this budget is being adopted, most of our park operations and revenue production are at a standstill. While the Federal Government has provided assistance to many state and local governments, non-profits, and businesses during this time, NOVA Parks as an Authority does not benefit from these efforts. The only Federal assistance NOVA Parks is receiving is deferring some payroll tax to future years.

Many estimate that this virus will be a significant issue for most of FY'2021 and maybe beyond. As we work to control the virus, there are chances our operations may ramp up and down in correlation to infection rates. Many of our operations are built around group and community activities. The unknown nature of how the pandemic may unfold, and how our customer base may react makes this budget less certain than any budget we have ever created.

With the guiding principle of offering our customers and staff a safe environment, and adapting to rapidly changing information, the assumptions for this budget include:

- We are offering the following services that have inherent social distancing potential for most of the year.
  - Golf
  - Shooting Center
  - Family Camping & Cottages
  - Boating
  - Batting Cages
  - Trails
  - Light Shows



- We are either not offering, or may have significant impacts on facilities/programs that generally rely on groups.
  - Waterparks - there is a high likelihood of no season for the summer of 2020
  - Bull Run Special Events Center - like waterparks we do not anticipate a season for these large community events until a medical solution is found for the virus
  - Group Camping - based on orders from the Governor on acceptable group sizes this part of our operations may see limitations
  - Event venues and catering - we expect these social functions to resume in Phase III of the Governor's reopening plan. But if future waves of the virus spike these events may be curtailed
  - Picnic shelter - in Phase II and Phase III some shelter reservations are anticipated, but changing circumstances could affect this
  - Summer Camps- we believe we can have a successful summer camp season, but that could be affected by a number of factors including Governor's orders and available staff
  - Other special events throughout our park system

With the anticipated limits on our operations, we expect to lose \$1,950,278 in this year. These losses will be covered by our reserves in our Designated Set-Aside Fund.

#### Significant Cost Savings:

With a projected loss of close to two million dollars, this is a time of great fiscal constraint. Some of the measures to control costs in this budget include:

- No raises or cost of living increases for staff
- Implementation of an early retirement plan that will reduce full-time staffing expense
- Leaving some open positions unfilled that do not effect continuity of service
- Significant reductions in part-time expense
- Cuts to the marketing and communications budget
- Numerous other cuts throughout the budget

The net result of these and other cost controls on this budget vs. the budget proposed in March is \$4,774,093 reduced from the Enterprise Fund and nearly \$631,792 reduced from the General Fund. The new total operating budget (Enterprise + General) is \$26,463,522.

This austere budget has the goal of retaining essential functions through FY'2021 with a deficit that can be supported by reserves, putting NOVA Parks in a position to rebuild and grow again in FY'2022 and beyond.

NOVA Parks is a success story. In our 60 year history, we have grown our parkland to over 12,200 acres. We continue to build stunning new facilities that serve our community in new and exciting ways. In the ten years prior to this, our entrepreneurial spirit has resulted in a 62% growth in revenues. Over 6% sustained annual growth would be the envy of most organizations. A large part of the NOVA Parks success story has always been making the choices that are best for long-term growth. Even faced with the worst economic conditions in our 60 year history, this budget maintains full funding for maintenance. This budget also fully funds the retirement plan at the actuarially recommended amount. With a lean, but well-maintained park system, and a nimble and enterprising staff, we will be ready for a new era of growth in the post-pandemic environment.

Sincerely,

A handwritten signature in cursive script that reads "Paul A. Gilbert".

Paul Gilbert

Executive Director

# **NOVA Parks Organizational Goals For the Pandemic and Recovery**

*May 15, 2020*

As the Coronavirus was bringing the world to a standstill in the spring of 2020, it shut down all activity other than trail use at NOVA Parks. For an agency that has been generating 87% of its operating revenues from park operations, this meant an 87% reduction in funding. With many of NOVA Parks offerings requiring social interaction, a complete or sustained return to pre-pandemic status will not happen until the medical community has significantly reduced the effects of the virus, or a vaccine is available. With no certainty on the timing of a medical solution, and estimates ranging from one to two years, the focus needs to be on efforts that will enable NOVA Parks to continue operations safely during the pandemic, and be prepared to ramp up to full operations when that is safe to do.

Organizational Goals for FY 2021 (July 1, 2020 - June 30, 2021)

- Operate in a manner that is safe for the public, and safe for our staff
- Respond to changing conditions
- Reduce costs to the minimum level needed to support safe operations
- Seek creative programming that will serve the public and organization in new ways
- Look for non-traditional revenue sources
- Retain talent and other resources needed to grow the organization in the post-pandemic environment

Almost all financial and staffing resources for anything other than basic and safe operations have been removed from the FY 2021 budget. We are preparing for the potential of more than one peak in coronavirus cases, and changing attitudes by the public about social activities.

While we will continue to have some general goals for staff, we are suspending the project-specific goals we have had for several years, during this period of unpredictability. The central goal during this time is flexibility. With flexibility we can open and close operations as needed and move staff to site and roles that address current needs.

Goals for the Executive Director during this emergency should be:

- Seek to operate in a safe manner
- Adhere to legal directives from government agencies
- Conserve NOVA Parks financial resources
- Keep the Board informed of significant changes
- Seek to serve the public in safe and economical ways

# FY 2021 ADOPTED BUDGET

## Addressing the potential impacts of the Coronavirus Pandemic in FY 2021

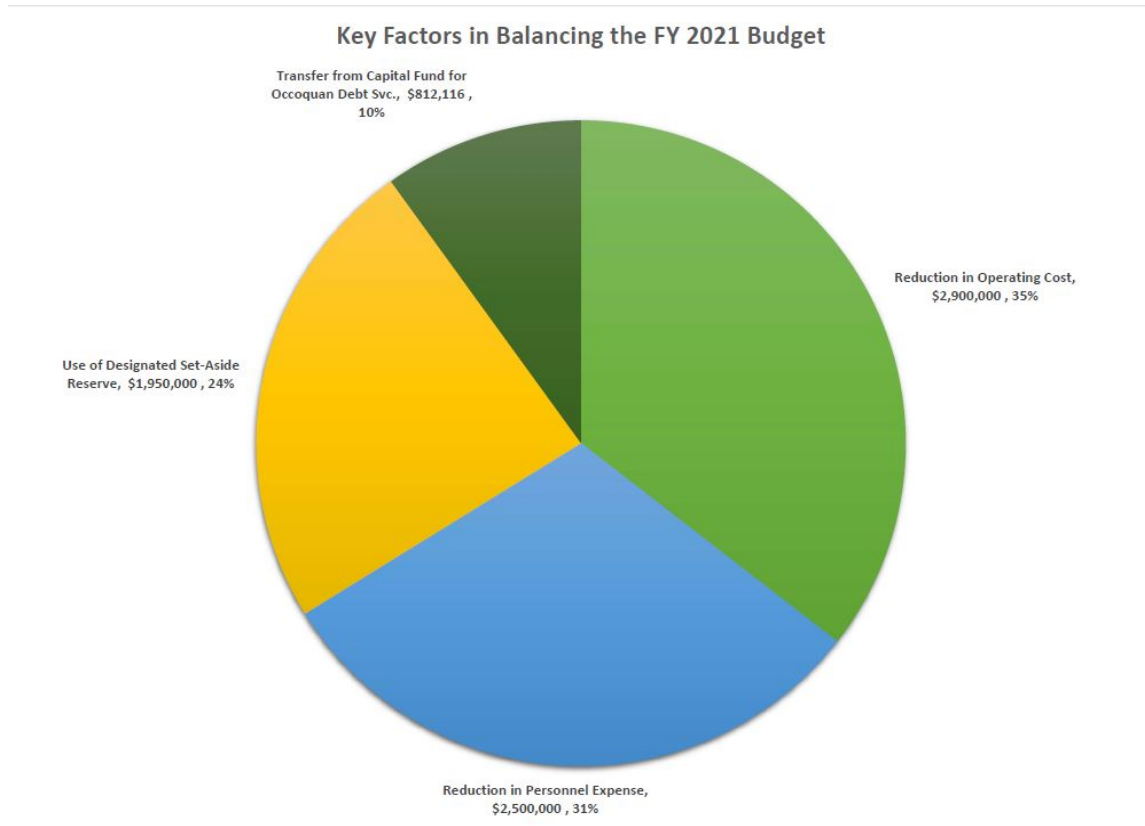
At the March 19th NOVA Parks Board Meeting, the Proposed FY 2021 Budget was presented. Due to the extraordinary circumstances and developments that have occurred since that time with respect to the Coronavirus Pandemic, the FY 2021 Budget was updated and adopted to reflect the new and uncertain realities we now face. This adopted budget represents our best assessment based on the current situation. This summary provides a synopsis of the FY 2021 Budget with a focus on the major areas of change.

The total amount of the Adopted NOVA Parks FY 2021 Budget Proposal is \$26,463,522 which is a decrease of \$5,430,885 or 17% compared to the FY 2021 Proposed Operating Budget that was presented in March.

Revenues in the adopted budget total \$24,513,244 and expenses total \$26,463,522, leaving a budgeted deficit of \$1,950,278. It is recommended that the use of \$1,950,278 in Designated Set-Aside Reserves be included to balance the budget. The Designated Set-Aside Reserves are currently at \$3.175 million.

The budgeted reduction in revenue compared to the original Proposed FY 2021 Budget is \$7.3 million. The following is an overview of the changes made in this budget to accommodate this reduction in anticipated revenue due to the impacts of Coronavirus:

- Reduction in Operating Costs \$2.9 million
- Reduction in Personnel Expense \$2.5 million
- Use of Designated Set-Aside \$1.95 million In addition to the above expense reductions, a transfer from the Capital Fund is included for \$812,116 to cover the debt service costs for Occoquan for FY 2021.





<b>FY 2021 ADOPTED BUDGET - SUMMARY</b>				<b>ADOPTED</b>
	<b>FY 2019</b>	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2021</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>PROPOSED</b>	<b>BUDGET</b>
General Fund Revenue	\$ 4,966,241	\$ 5,337,488	\$ 5,437,707	\$ 4,805,915
Enterprise Fund Revenue	22,902,327	24,376,894	26,296,914	18,884,411
<b>TOTAL REVENUE INCLUDING INTERFUND TRANSFERS</b>	<b>\$ 27,868,568</b>	<b>\$ 29,714,382</b>	<b>\$ 31,734,621</b>	<b>\$ 23,690,326</b>
Transfers for Debt Service	13,458	338,400	159,786	822,918
<b>TOTAL REVENUE INCLUDING TRANSFERS/DEBT SERVICE</b>	<b>\$ 27,882,027</b>	<b>\$ 30,052,782</b>	<b>\$ 31,894,407</b>	<b>\$ 24,513,244</b>
General Fund Expenditures	\$ 4,955,160	\$ 5,337,488	\$ 5,437,707	\$ 4,805,915
Enterprise Fund Expenses	21,553,951	23,861,914	25,459,798	20,834,689
<b>TOTAL EXPENDITURES/EXPENSES</b>	<b>\$ 26,509,111</b>	<b>\$ 29,199,402</b>	<b>\$ 30,897,505</b>	<b>\$ 25,640,604</b>
Debt Service	\$ 513,044	\$ 828,380	\$ 971,902	\$ 822,918
Transfers to Other Funds/Reserves	\$ 859,872	\$ 25,000	\$ 25,000	\$ —
<b>TOTAL EXPENSES INCLUDING TRANSFERS/DEBT SERVICE</b>	<b>\$ 27,882,027</b>	<b>\$ 30,052,782</b>	<b>\$ 31,894,407</b>	<b>\$ 26,463,522</b>
<b>OPERATING INCOME</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (1,950,278)</b>
<b>USE OF DESIGNATED SET-ASIDE RESERVES</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 1,950,278</b>

## What are the major areas of revenue impact?

### Enterprise Fund

This FY 2021 Adopted Budget includes significant reductions in key revenue producing areas during the coming year:

- Waterparks
  - Revenue reduced by 77.2%, or \$3,549,598 compared to the Proposed Budget.
  - The revision assumes full operations only in May and June 2021.
  - Expenses are reduced by 67%, which results in a net income of \$165,242 for the waterparks in FY 2021, compared to almost \$2 million in the Proposed Budget.
- Meeting & Event Facilities
  - The adopted budget includes a reduction of \$2,187,562, or 31.2% in Meeting & Event Facility revenue, including catering.
  - The budget includes a transfer in of \$812,116 from the Capital Fund to cover the FY 2021 debt service payments for Occoquan Riverview. There was no transfer for this purpose in the Proposed Budget.
  - Expenses are reduced by \$1,141,141, or 20.1% in the Adopted Budget.

- Recreational Resource Parks
  - Revenues are reduced by 16.9% or \$589,246, compared to the Proposed Budget.
  - The primary revenue reductions are camping, shelter reservations, programmed events and a transfer in from the Restricted Fund for the Upton Hill climbing facility.
  - The new Upton Hill climbing facility is postponed and not included in the Adopted Budget.
  - Expenses are reduced by 8.9%, or \$397,277, with a net that is reduced by \$191,969.
- Temple Hall
  - Revenue is reduced by \$204,830, or 40.9%, due to uncertainty of the scope of events for the Fall Festival/Corn Maize.
  - With an expense reduction of \$82,777, or 13.3%, the net loss increases by \$122,053 compared to the Proposed Budget.

It is anticipated that the above facility types will incur the majority of the losses due to the coronavirus.

The following facility types are included in the Adopted Budget at a similar level to the original Proposed Budget:

- Cultural/Natural/Historic Properties
- Light Shows
- Golf Courses
- Boating
- Cottages
- Bull Run Shooting Center
- W&OD Trail

### **General Fund**

The main source of revenue in the General Fund is Appropriations revenue from member jurisdictions. These appropriations were fully funded in each of the city and county Proposed Budgets, and so far it looks promising that this funding will be intact in the adopted jurisdiction budgets. When comparing the FY 2021 Proposed Budget to the Adopted Budget, it appears as if General Fund Revenue is reduced. It is actually a reduction of a transfer in from the Enterprise Fund to balance the General Fund Budget. This lower transfer into the General Fund is due to reduced General Fund expenses. This transfer was reduced from \$785,678 to \$235,850.

## What are the cost savings that help balance the budget?

### Personnel Costs

In order to cover the anticipated revenue shortfalls in the coming year, adjustments to spending and a refinement of priorities are essential. With personnel costs comprising almost 60% of operating costs, it is necessary to reduce costs in this area, while maintaining our essential workforce. The combined General and Enterprise Funds personnel budget in the Adopted Budget decreases by almost \$2.5 million, or 13.6% compared to the Proposed Budget. The overall changes in compensation from the March proposal are as follows:

#### **Salaries**

- Market Rate Adjustment removed for FY 2021
- Employee Step Increases eliminated for FY 2021
- Full-Time Employee vacancy controls for FY 2021
- Early Retirement Program Savings
- This Budget includes full year FY 2021 funding of Full-Time positions, as did the March proposal
- Reduction in Part-Time salaries based on operational needs

#### **Benefits**

- FICA Payroll Tax reduction due to CARES Act Payroll Tax Deferral Program
- Retirement Rate - fully funded at 20.01% up from 20.0% in March Proposed Budget.
- Reduced benefit costs due to lower personnel costs

### Operating Costs

#### **Enterprise Fund**

There are numerous enterprise reduced costs in this Adopted FY 2021 Budget. Many expenses are lower due to decreased operational need associated with lower revenue. Other reductions are due to shifting priorities in a time of fiscal constraint.

- Marketing expenses are reduced by \$305,000, which is a 52.6% reduction compared to the Proposed FY 2021 Budget.
- The Strategic Plan Initiatives Account which previously was budgeted for \$133,000 has been eliminated from this budget.
- Training costs have been reduced by \$77,500, which constitutes a 91% reduction compared to the Proposed FY 2021 Budget.

- The Transfer to the General Fund, which helps to balance the General Fund, has been reduced by \$549,828, due to the reduced expenses in the General Fund, negating the need for as much of a transfer.
- Additional expenses are reduced in many categories as a result of lower revenue activity .

A contingency has been budgeted with the title "COVID Unanticipated Impacts". This contingency has been budgeted in the amount of \$400,000 in Enterprise Administration. It is budgeted as a primary source for refunds and unanticipated impacts related to uncertain times in the fiscal year ahead.

### **General Fund**

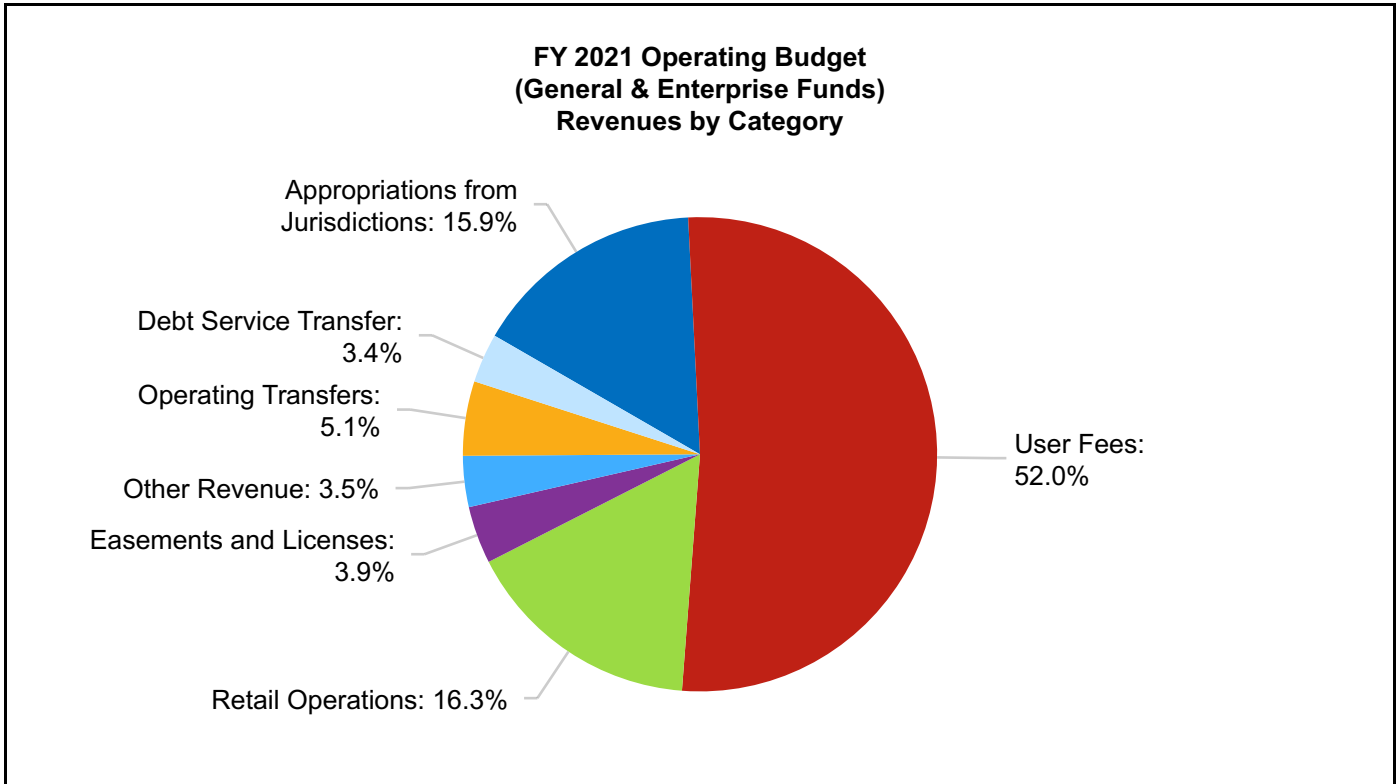
- The Tuition Assistance program has been reduced from \$30,000 to \$15,000 due to the fact that the program will only be in effect for six months of the fiscal year.
- Training expense has been reduced from \$40,000 to \$7,500 in the General Fund.
- The \$50,000 General Fund Contingency that was budgeted in the Proposed FY 2021 Budget has been removed.
- Other General Fund expenses that have been reduced in this budget include System Support, Gas & Diesel, Personnel Recruitment and Employee Relations.

### **What are the next steps on the FY 2021 Budget?**

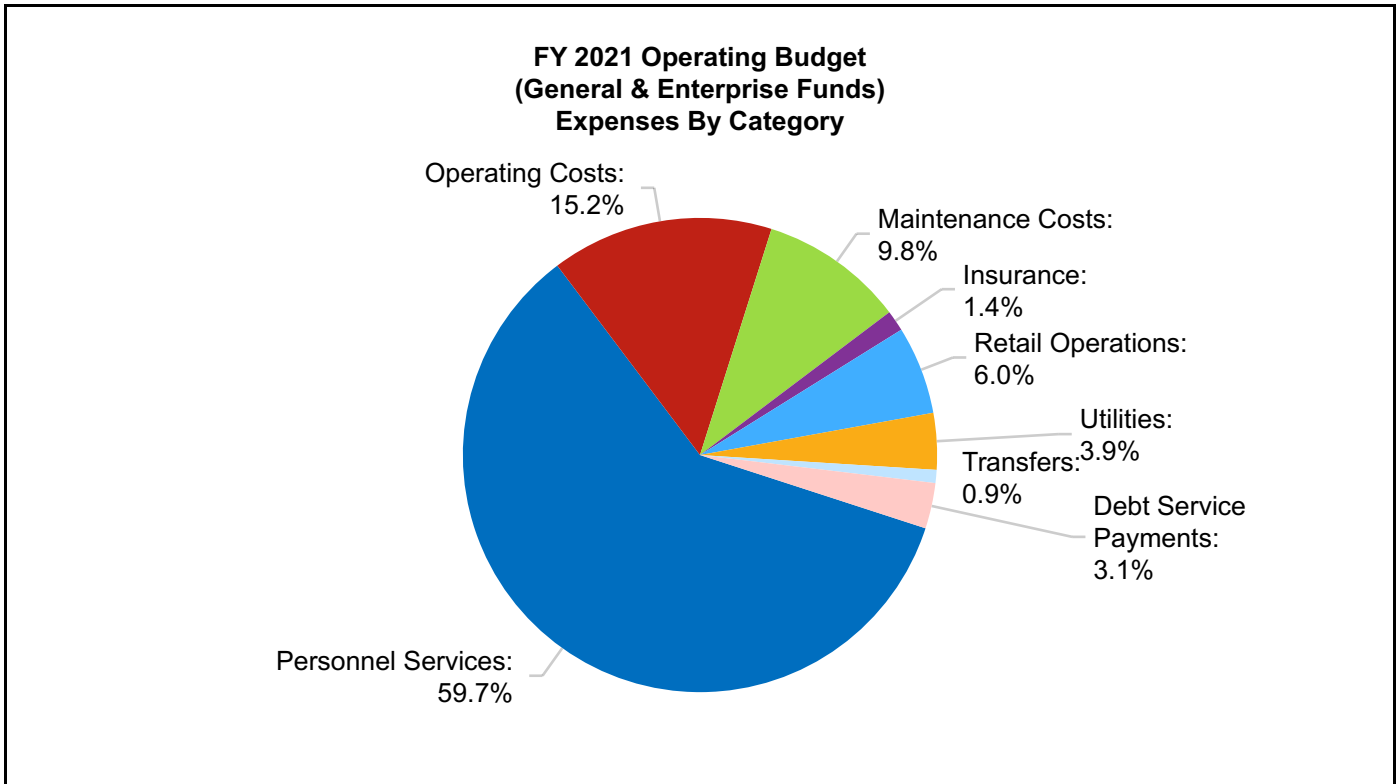
The FY 2021 Budget will take effect on July 1, 2020. A final version of the Adopted FY 2021 Budget will be available by July. The impacts of the COVID-19 virus began as the Proposed Budget was being released. The Adopted Budget includes major changes and as information and guidance on the virus is updated, additional operational changes are evolving and this process is expected to continue throughout the fiscal year. The Adopted Budget document for this year will not include the normal details on strategic planning and goals and objectives. This is due to the focus of this year being centered on retaining our essential functions and adapting to the financial and operational challenges in the year ahead.

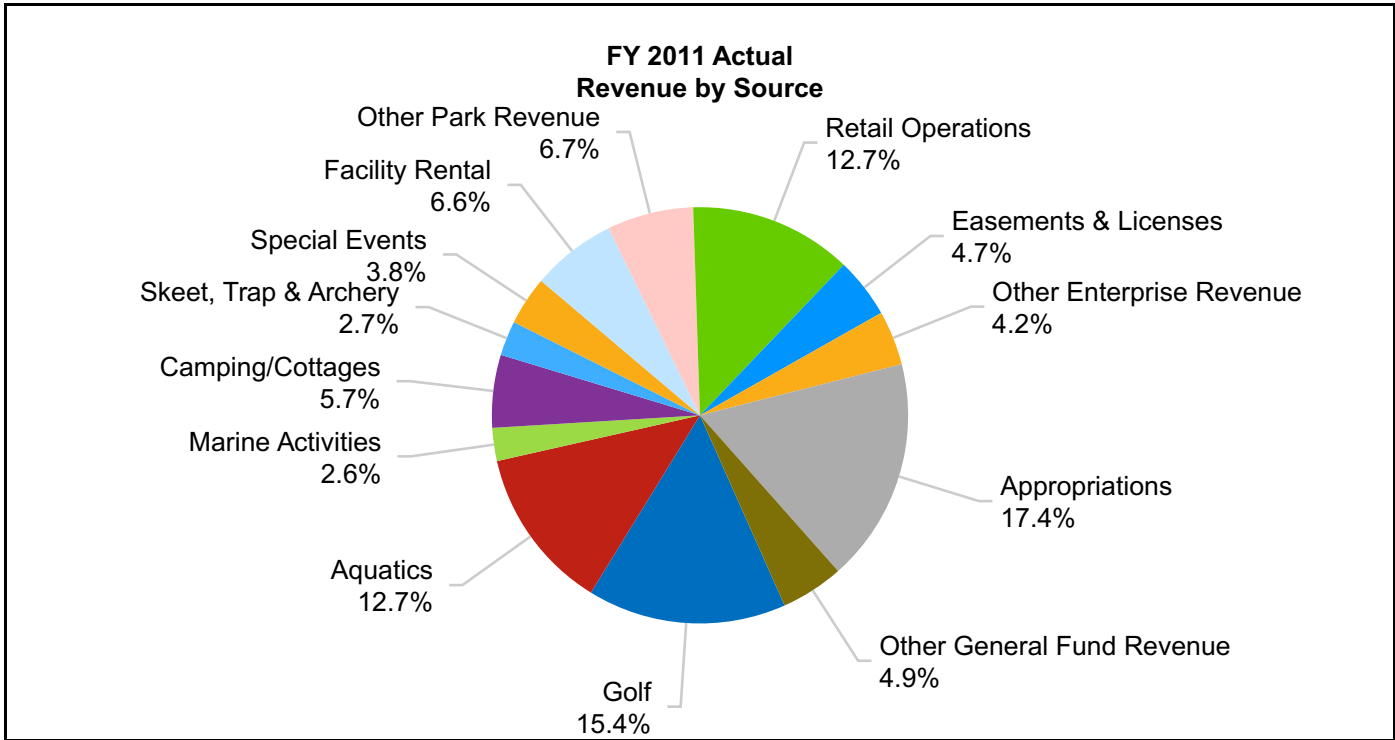


### Where the money comes from...



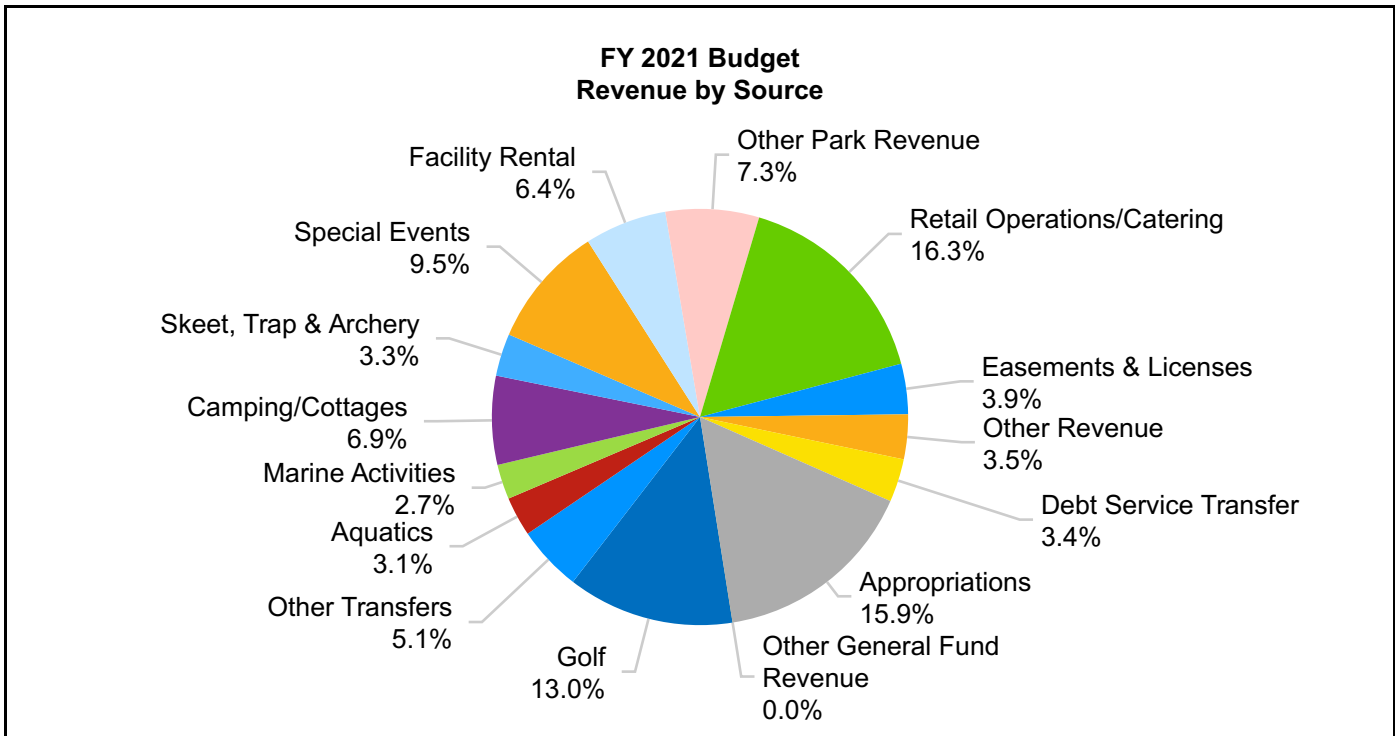
### Where the money goes...



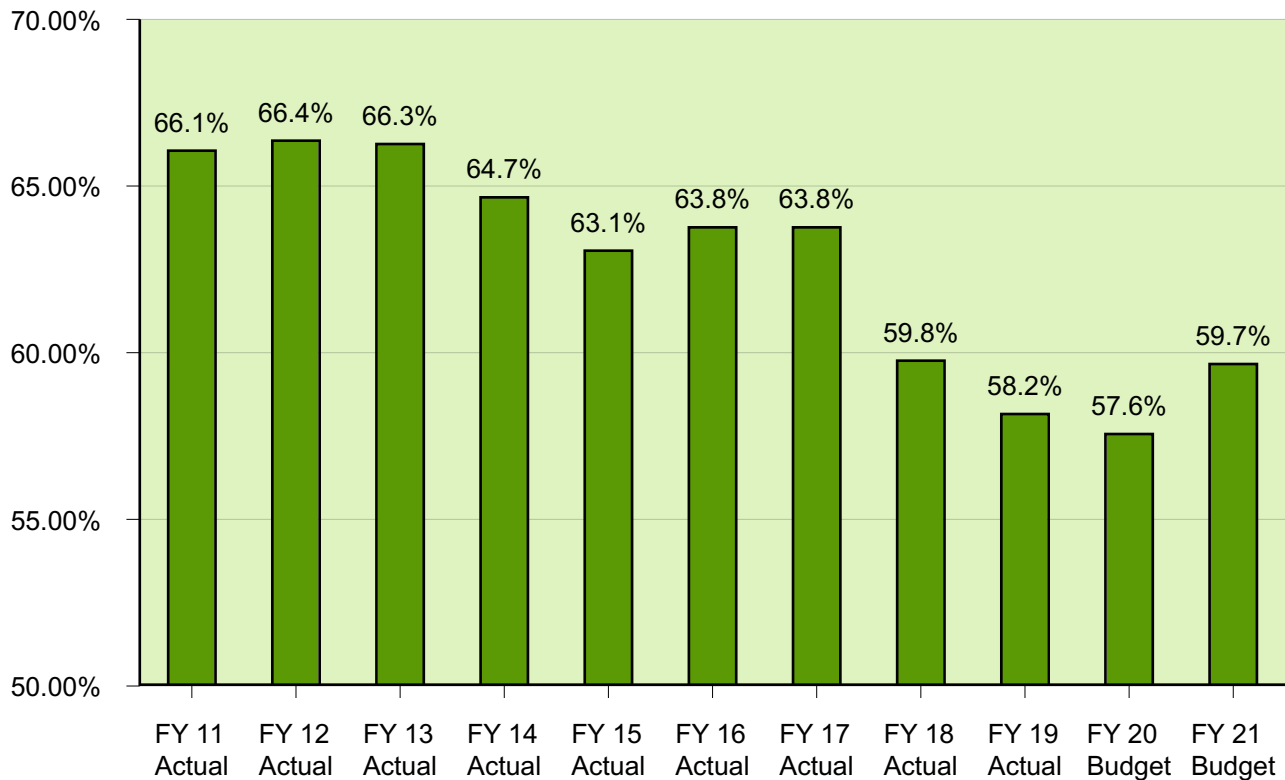


### CHANGING TRENDS IN REVENUE SOURCES...

These two graphs show the changing face of NOVA PARKS revenue sources in recent years. The reliance on revenue from Golf and Appropriations from Jurisdictions has been decreasing over time, but in FY 2021, Golf is expected to have a larger share again due to COVID-19. Waterpark revenue is reduced for FY 2021, but this is expected to increase again in the future.. Additionally, Special Events and Retail Operations/Catering are contributing a larger share of revenue than they have in the past.



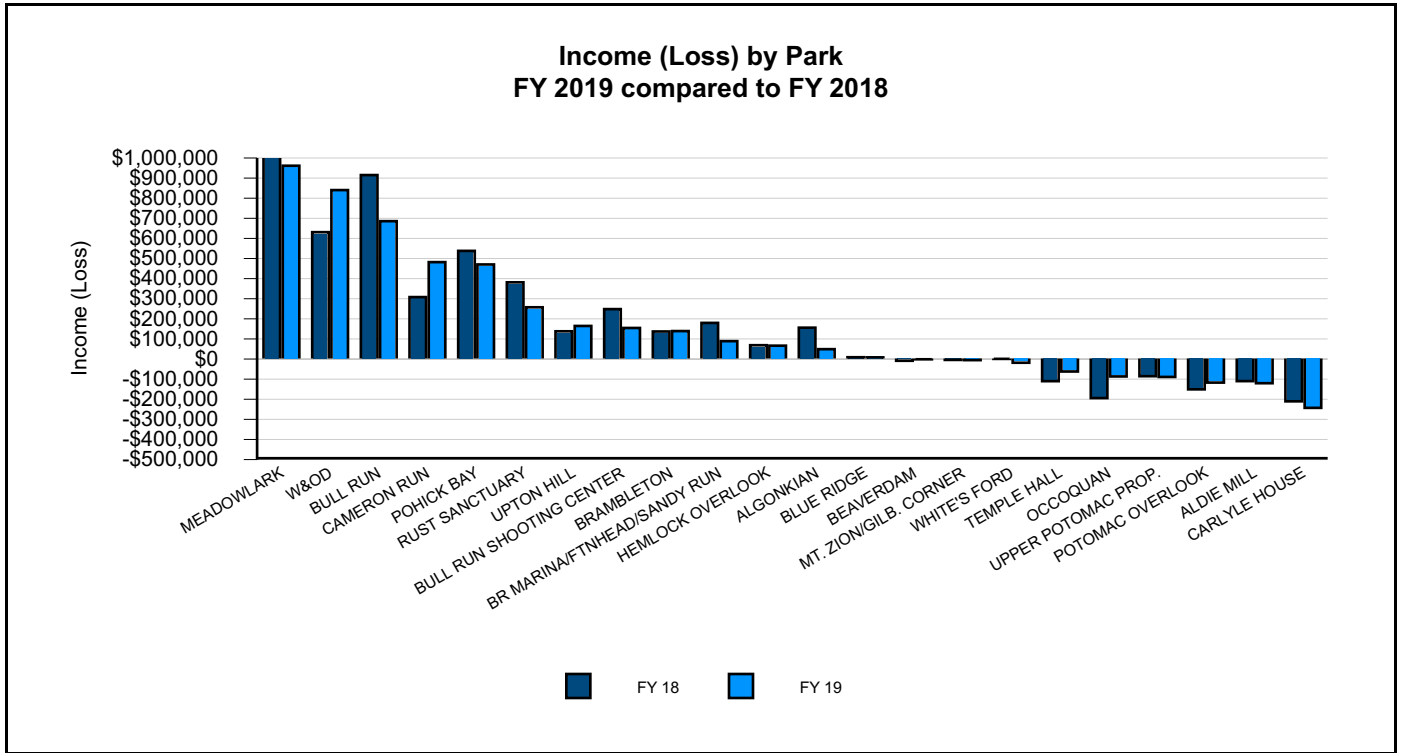
**Salaries & Benefits as a Percent  
of Total Operating Costs**



This chart shows the impact that the reduction in the Employer Retirement Contribution Rate has on overall personnel costs. Overall personnel costs (salaries and benefits combined) are budgeted to be 59.7% of operating costs in FY 2021. This is down from the range of 63% to 68% prior to FY 2018.

In recent years there has been a downward trend in the percent of operating costs that come from salaries. In FY 2011, salaries comprised 50% of operating costs. In FY 2021, it is anticipated that salaries will be around 46% of operating costs.

Benefit costs have been hovering between 15% and 17.5% of operating costs in recent years. With the substantial reduction a few years ago in the Employer Retirement Contribution Rate, benefit costs are down to 13.9% of overall operating costs.



This graph shows the net income/loss of each major park for FY 2016 and FY 2017. The trends remain fairly constant on the parks that have an overall net income versus those with a loss.

MEADOWLARK	1,096,778	968,145
W&OD	637,646	847,011
BULL RUN	921,724	692,485
CAMERON RUN	314,788	488,675
POHICK BAY	544,647	477,040
RUST SANCTUARY	388,167	264,065
UPTON HILL	144,666	171,247
BULL RUN SHOOTING CENTER	254,973	161,237
BRAMBLETON	143,651	145,731
BR MARINA/FTNHEAD/SANDY RUN	186,391	95,658
HEMLOCK OVERLOOK	75,415	73,110
ALGONKIAN	162,637	55,778
BLUE RIDGE	2,321	1,694
BEAVERDAM	(15,205)	(7,867)
MT. ZION/GILB. CORNER	(10,914)	(12,015)
WHITE'S FORD	(5,798)	(25,003)
TEMPLE HALL	(116,669)	(68,584)
OCCOQUAN	(200,759)	(93,192)
UPPER POTOMAC PROP.	(91,963)	(95,632)
POTOMAC OVERLOOK	(157,351)	(123,742)
ALDIE MILL	(116,403)	(126,847)
CARLYLE HOUSE	(216,972)	(249,450)



## FY 2021 COMBINED FUND SUMMARY

<b>REVENUE AND OTHER SOURCES</b>			
	<b>GENERAL FUND</b>	<b>ENTERPRISE FUND</b>	<b>TOTAL</b>
Appropriations from Jurisdictions	\$ 3,890,332	\$ 0	\$ 3,890,332
User Fees	—	12,749,489	12,749,489
Retail Operations	—	3,993,276	3,993,276
Easements and Licenses	—	959,707	959,707
Other Revenue	2,000	851,027	853,027
Operating Transfers	913,583	330,912	1,244,495
Debt Service Transfer	—	822,918	822,918
<b>TOTAL REVENUE AND OTHER SOURCES</b>	<b>\$ 4,805,915</b>	<b>\$ 19,707,329</b>	<b>\$ 24,513,244</b>

<b>EXPENSES AND OTHER USES</b>			
	<b>GENERAL FUND</b>	<b>ENTERPRISE FUND</b>	<b>TOTAL</b>
Personnel Services	\$ 3,751,764	\$ 12,053,089	\$ 15,804,853
Operating Costs	661,800	3,348,841	4,010,641
Maintenance Costs	185,500	2,418,048	2,603,548
Insurance	133,141	243,160	376,301
Retail Operations	—	1,589,977	1,589,977
Utilities	73,710	945,724	1,019,434
Transfer from Enterprise to General Fund for Central Maintenance	—	235,850	235,850
Debt Service Payments	—	822,918	822,918
Contribution to Board Authorized Reserves	—	—	—
<b>TOTAL EXPENSES AND OTHER USES</b>	<b>\$ 4,805,915</b>	<b>\$ 21,657,607</b>	<b>\$ 26,463,522</b>

## COMBINED OPERATING FUND REVENUES AND OTHER SOURCES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
Appropriations from Jurisdictions	\$ 3,663,658	\$ 3,682,920	\$ 3,782,169	\$ 3,890,332	\$ 3,890,332
User Fees	14,190,622	14,409,213	16,106,298	17,179,029	12,749,489
Retail Operations	4,747,558	6,037,498	6,249,220	6,909,799	3,993,276
Easements and Licenses	811,060	1,059,032	835,829	959,707	959,707
Other Revenue*	1,103,807	1,077,129	856,635	919,467	853,027
Transfers from Other Funds	1,669,361	1,602,777	1,884,231	1,876,287	1,244,495
<b>TOTAL REVENUE</b>	<b>\$ 26,186,06</b>	<b>\$ 27,868,56</b>	<b>\$ 29,714,38</b>	<b>\$ 31,734,621</b>	<b>\$ 23,690,32</b>
Transfer from Restricted Fund - Debt Service	507,523	—	326,232	148,984	—
Transfer from Capital Fund - Debt Service	0	13,458	12,168	10,802	822,918
<b>TOTAL TRANSFERS FOR DEBT SERVICE</b>	<b>\$ 507,523</b>	<b>\$ 13,458</b>	<b>\$ 338,400</b>	<b>\$ 159,786</b>	<b>\$ 822,918</b>
<b>TOTAL REVENUE AND OTHER SOURCES</b>	<b>\$ 26,693,58</b>	<b>\$ 27,882,02</b>	<b>\$ 30,052,78</b>	<b>\$ 31,894,407</b>	<b>\$ 24,513,24</b>

\*Other Revenue category includes Enterprise Fund catering revenue, contract services, lessons, the Adventure Links Agreement and other miscellaneous revenue. The General Fund Other Revenue consists of interest.

## COMBINED OPERATING FUND EXPENSES AND OTHER USES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
Personnel Services	\$ 15,210,24	\$ 15,857,08	\$ 17,317,93	\$ 18,291,038	\$ 15,804,85
Operating Costs	3,388,261	3,795,305	4,365,080	4,838,772	4,010,641
Maintenance Costs	2,460,364	2,529,196	2,815,288	2,824,700	2,603,548
Insurance	355,237	324,306	367,190	376,301	376,301
Retail Operations	1,878,253	2,239,466	2,371,847	2,598,278	1,589,977
Utilities	1,035,943	1,015,886	1,133,172	1,182,738	1,019,434
Transfer to General Fund for Central Maintenance Services	610,523	747,866	828,890	785,678	235,850
<b>TOTAL EXPENSES</b>	<b>\$ 24,938,82</b>	<b>\$ 26,509,11</b>	<b>\$ 29,199,40</b>	<b>\$ 30,897,506</b>	<b>\$ 25,640,60</b>
Note Payable VRA Principal	0	—	240,000	250,000	250,000
Interest Expense VRA Note	511,010	513,044	588,380	721,902	572,918
<b>TOTAL DEBT SERVICE</b>	<b>\$ 511,010</b>	<b>\$ 513,044</b>	<b>\$ 828,380</b>	<b>\$ 971,902</b>	<b>\$ 822,918</b>
Transfer to Capital Fund	1,100,269	1,409,699	—	—	—
Transfer to General Fund	(103,377)	(383,883)	—	—	—
Transfer to Retirement Plan	—	—	—	—	—
Transfer to Board Authorized Reserves	—	—	25,000	25,000	—
Transfer to Performance Incentive Plan	275,067	321,179	—	—	—
Transfer to Designated Set Aside	—	401,474	—	—	—
Transfer to Sustainability Reserve	—	—	—	—	—
Donation Adjustment/Reserve Activity	(28,211)	(362,140)	0	—	0
<b>TOTAL OTHER USES*</b>	<b>\$ 1,243,749</b>	<b>\$ 1,386,329</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$ 0</b>
<b>TOTAL EXPENSES, DEBT SERVICE, AND OTHER USES</b>	<b>\$ 26,693,587</b>	<b>\$ 28,408,484</b>	<b>\$ 30,052,782</b>	<b>\$ 31,894,407</b>	<b>\$ 26,463,522</b>
<b>TOTAL COMBINED OPERATING BUDGET</b>	<b>\$ 26,693,587</b>	<b>\$ 28,408,484</b>	<b>\$ 30,052,782</b>	<b>\$ 31,894,407</b>	<b>\$ 26,463,522</b>
<b>COMBINED OPERATING FUND INCOME</b>	<b>\$ 1,375,337</b>	<b>\$ 1,605,895</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$ (1,950,278)</b>

\* The total other uses includes items not included in the operating income.

# OVERALL REVENUE SUMMARY AND ANALYSIS

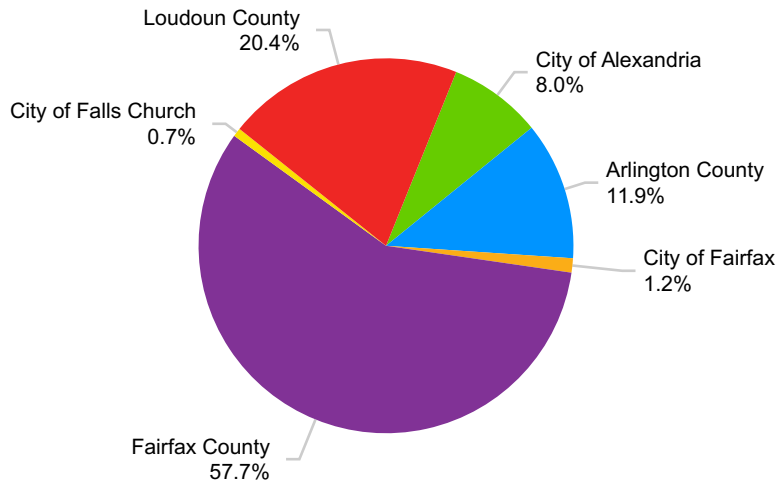
## APPROPRIATIONS FROM MEMBER JURISDICTIONS

The operating appropriations from our six member jurisdictions make up 12.2% of total operating revenues in the FY 2021 Budget.

The annual appropriation request from the six member jurisdictions is based on an annual per capita rate for both operating and capital appropriations. In FY 2021, the operating per capita rate is \$1.95 and the capital per capita rate is \$2.65. The appropriation level requested is a combination of the per capita rate times the population.

Details on the Capital Appropriation level can be found on page D-1.

**Appropriations Revenue by Jurisdiction**



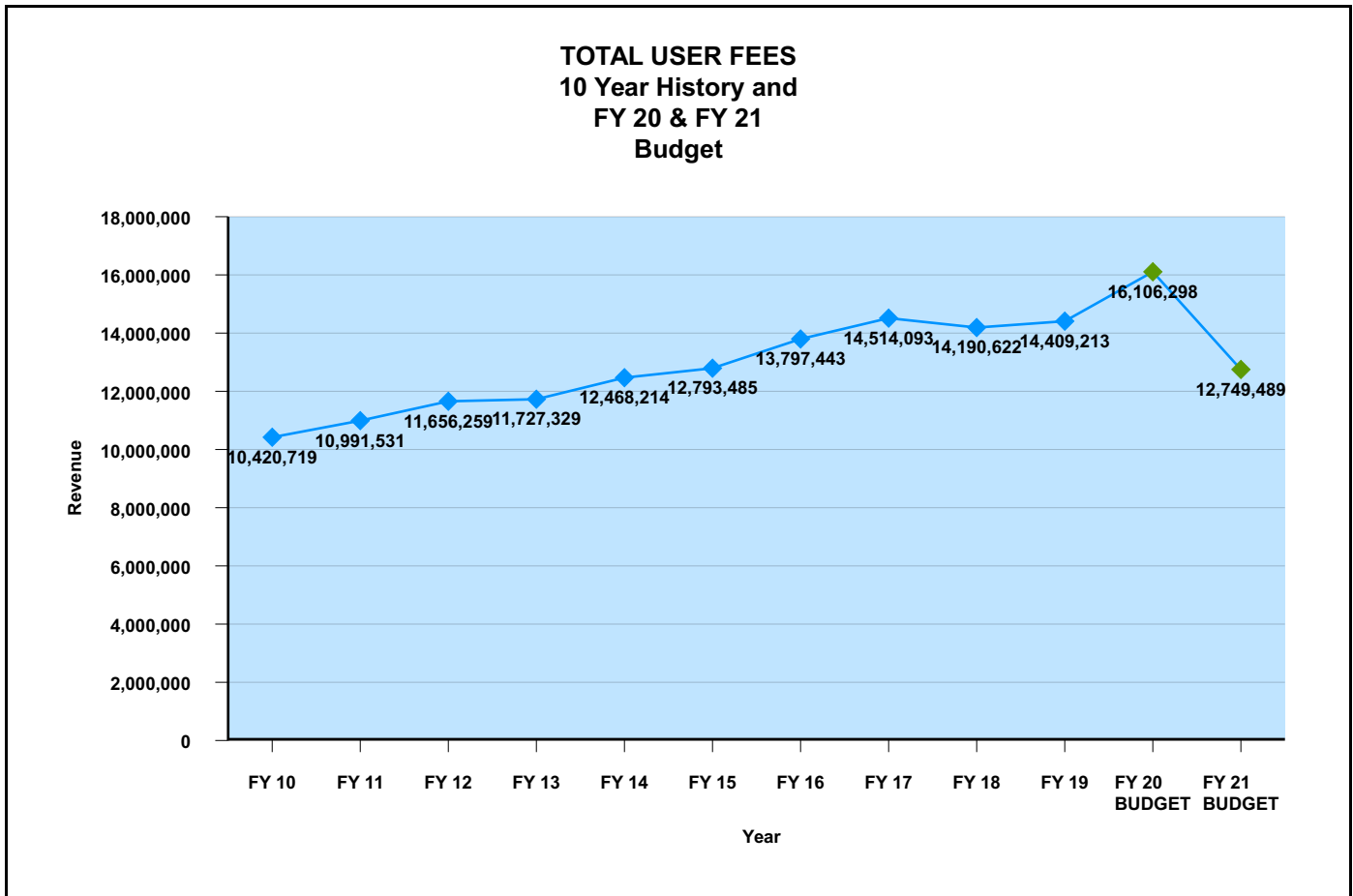
		<b>OPERATING APPROPRIATION</b>	
	<b>Population*</b>	<b>Cost per Capita</b>	<b>Appropriation</b>
<b>City of Alexandria</b>	160,530	\$1.95	\$ 313,034
<b>Arlington County</b>	237,521	\$1.95	463,166
<b>City of Fairfax</b>	24,574	\$1.95	47,919
<b>Fairfax County</b>	1,150,795	\$1.95	2,244,050
<b>City of Falls Church</b>	14,772	\$1.95	28,805
<b>Loudoun County</b>	406,850	\$1.95	793,358
<b>Total</b>	<b>1,995,042</b>		<b>\$ 3,890,332</b>

*The population for the FY 2021 Budget is based on the U.S. Census "Annual Estimates of the Resident Population for Counties of Virginia" as of July 2018, with a release date of May 2019.*

**USER FEES**

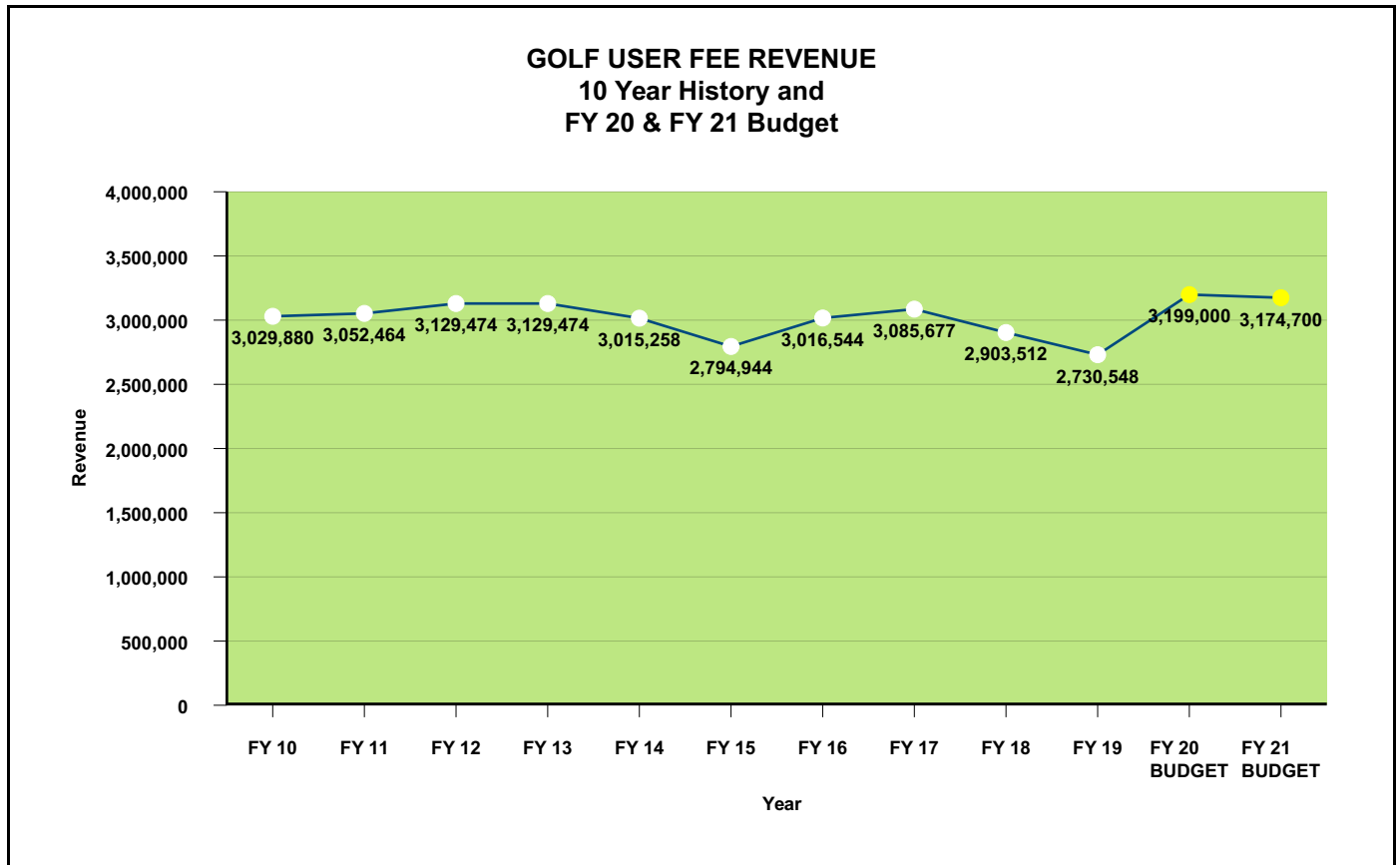
User Fees in the Enterprise Fund are the largest revenue source with 52% of total NOVA Parks operating revenue expected from that source in FY 2021. This revenue source is the key to financial stability for NOVA Parks. In FY 2021, this revenue source is expected to be jolted downward due to the COVID-19 crisis. Before the crisis, it was anticipated that User Fee revenue would reach 17 million dollars in FY 2021, but the Adopted FY 2021 Budget estimate is only \$12,749,489. While this is the largest revenue source for NOVA Parks, it is also the most sensitive to outside factors including the current pandemic, weather, the economy and recreational trends.

The following graph shows the total revenue for User Fees for ten years through FY 2019, plus the budget for FY 2020 and FY 2021. While the budget for FY 2020 includes over \$16,000,000 in User Fees, it is anticipated that the actual User Fee Revenue will only be between \$12.5 and \$13 million, due to the impacts from the pandemic. Waterpark User Fees and Facility Rental User Fees will be impacted the most, and the details of this are included in the following graphs.

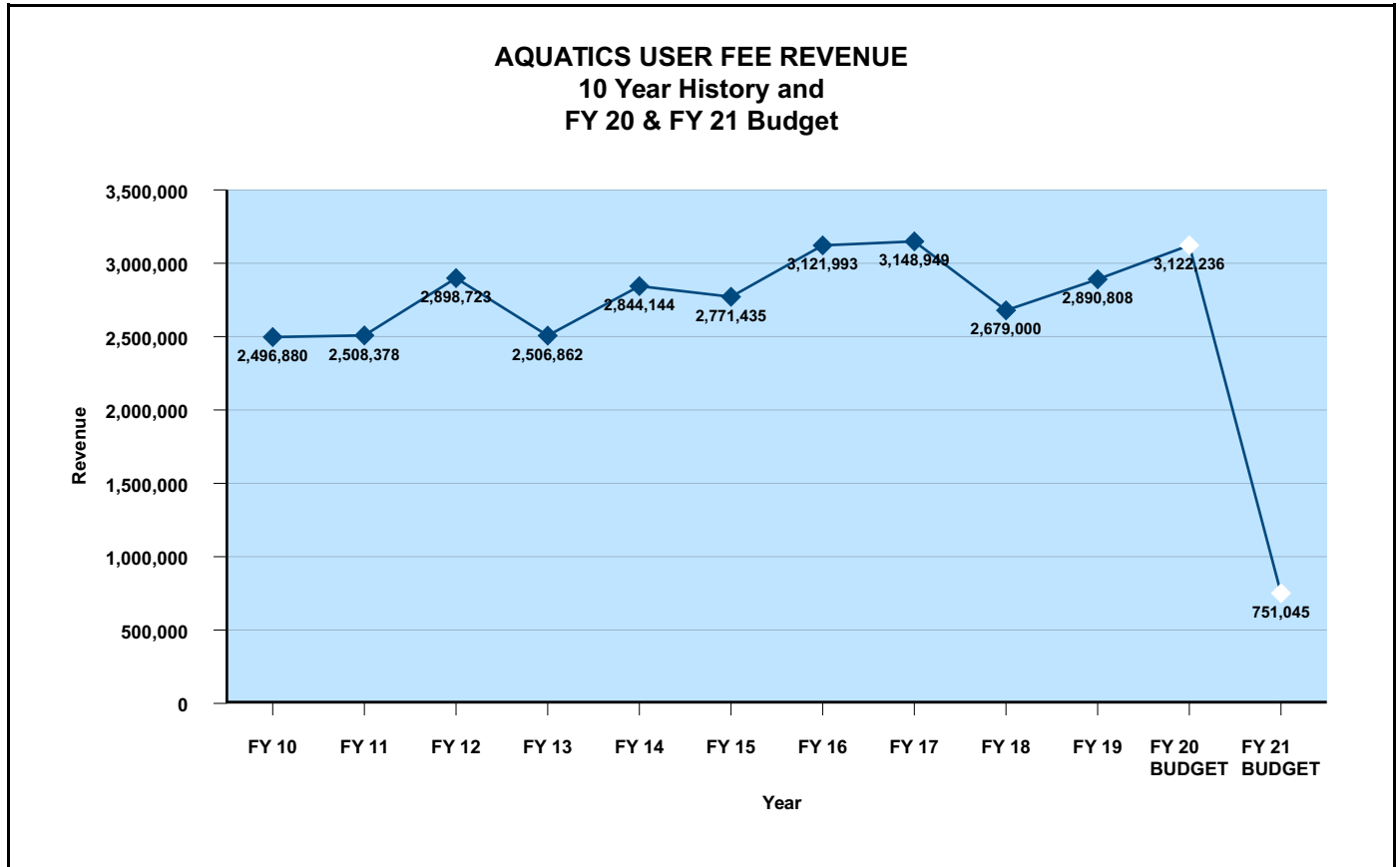


## GOLF USER FEES

Golf Revenue is the largest user fee based revenue source for FY 2021, with 13% of all revenue and 25% of User Fee revenue. The golf industry throughout the nation has seen a pattern of reduced play in recent years, but during the initial phases of the COVID-19 pandemic, golf has seen a resurgence. If this pattern continues through FY 2021, it will help fortify user fee revenue and help minimize our reliance on reserve funds. For FY 2021, total golf user revenue is budgeted at \$3,174,700 which is within \$25,000 of the FY 2020 Budget and 16.3% higher than the FY 2019 actual revenue.



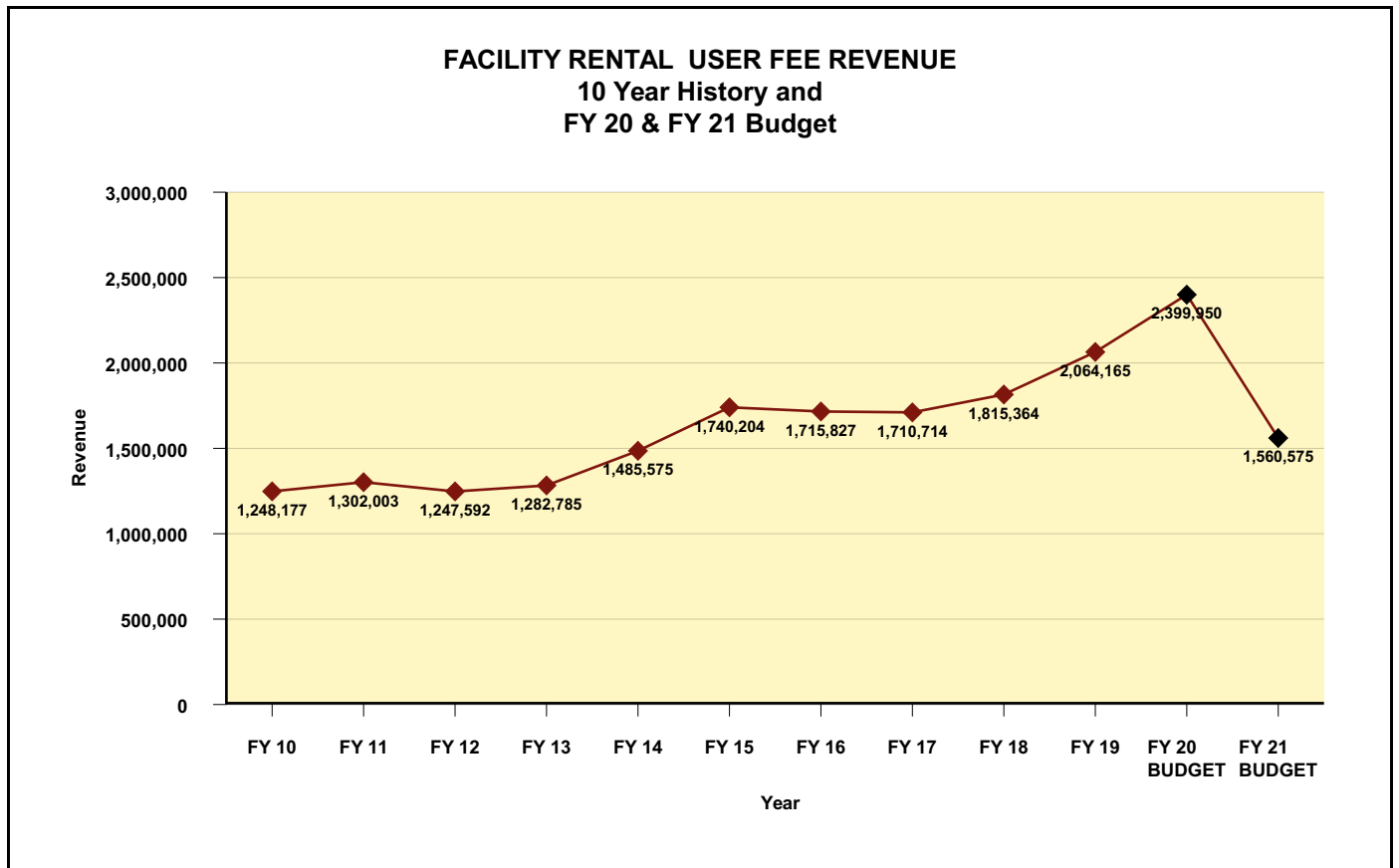
## AQUATICS USER FEES



In a normal year, Aquatics user fees would be vying with Golf for the highest user fee category. This is not the case in FY 2021, as it is a time that the waterparks are being dealt an extremely difficult blow from the impact of COVID-19. The waterparks will not be open at all during the summer of 2020, which is the primary revenue timeframe for aquatics. The budget includes waterparks open on a normal schedule for May and June of 2021, which is expected to bring in a total of \$751,045 in Aquatics user fees. This revenue source is usually close to 11% of total revenue and almost 20% of user fee revenue, but in FY 2021, it comprises only 3% of total revenue and 5.9% of user fee revenue. The budget of \$751,045 for FY 2021 is 75% lower than the actual FY 2019 revenue.

## FACILITY RENTAL FEES

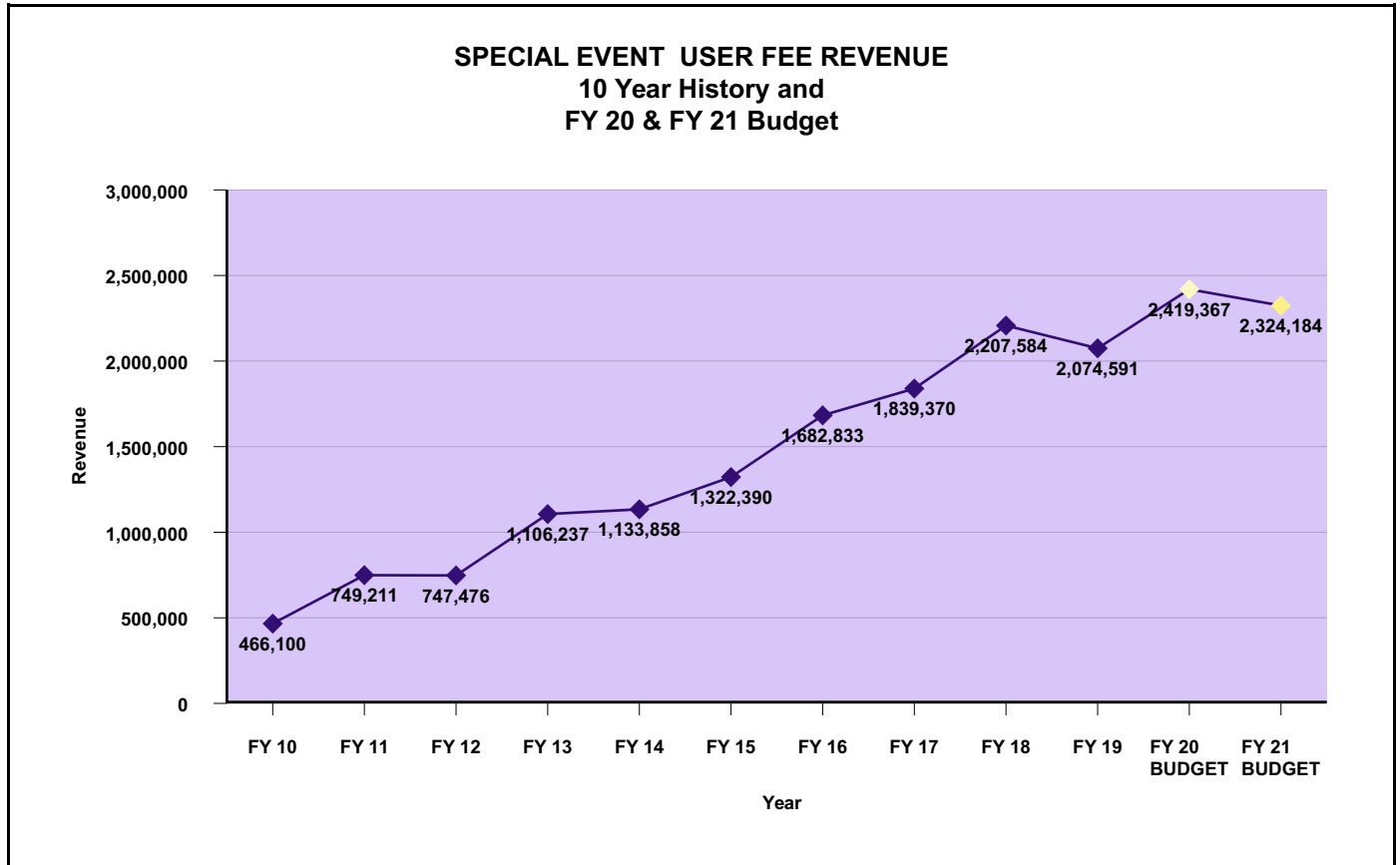
Facility Rentals are the third largest user fee category and comprise 6.6% of total revenue and 12.2% of user fee revenue. This category increased dramatically in the past ten years through FY 2019, to a high of over two million dollars. It is anticipated to experience significant decreases in FY 2020 and FY 2021 due to COVID-19, with revenues around 1.5 million dollars in each of those fiscal years. The Meadowlark Atrium accounts for 28.7% of this revenue source and the River View at Occoquan comprises 23% of facility rental revenue. This revenue only represents the rental income for the venues. Catering and other revenues are included in different revenue categories. The rental of the Rust Manor House and the Woodlands at Algonkian are also major contributors of revenue in this category, as are shelter reservations. This category also includes rental income of the Carlyle House, Aldie Mill, the Meadowlark Visitor Center and the Mt. Zion church property. This category is budgeted at \$1,560,575 in FY 2021 which is a 24.4% decrease compared to actual FY 2019 revenue.





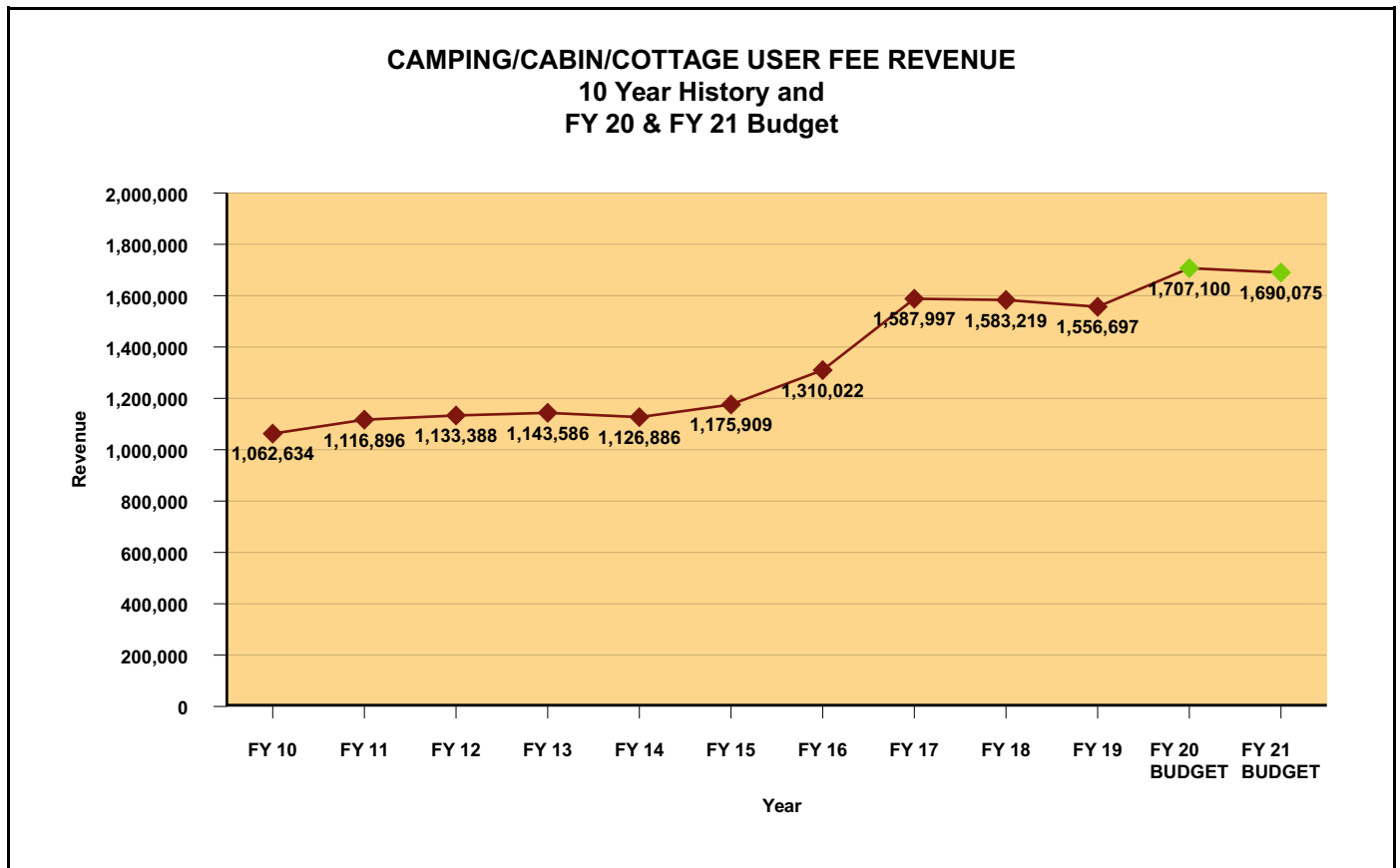
## SPECIAL EVENT USER FEES

This category includes the Bull Run Festival of Lights, Meadowlark Winter Walk of Lights, Cameron Run Ice and Lights, Temple Hall Corn Maize and the Bull Run Special Event Center. This rapidly increasing category has grown to over 5 times where it was a decade ago, from less than a half million dollars in revenue in FY 2010 to a budget of over 2.3 million dollars in FY 2021. This is due to expanded and improved events and innovations in new events during this timeframe. The most recent addition to this category was Ice & Lights-The Winter Village at Cameron Run in FY 2020. The Temple Hall Corn Maize revenue estimate is greatly reduced in FY 2021, due to uncertainty of the scope of events that will be feasible for the Fall Festival/Corn Maize.



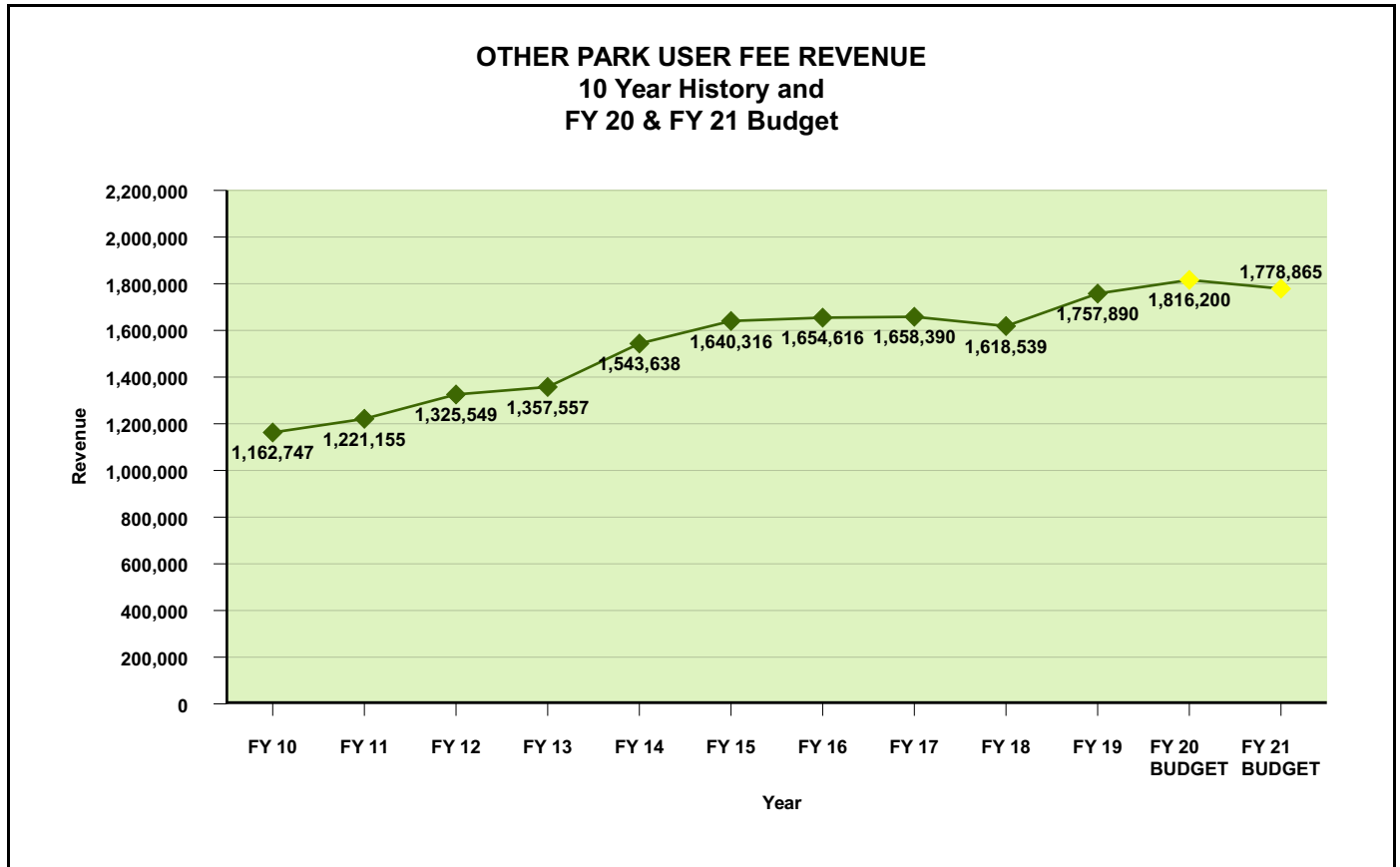
## CAMPING/CABIN/COTTAGE USER FEES

This category includes revenue from camping fees, cabin rentals, and cottage rentals. This is a revenue source that has proven that by enhancing facilities we can improve financial performance, as well as improve service to the public. The combination of online booking capability, enhancements and upgrades to our camping, cabin, and cottage facilities have helped bring camping/cabin/cottage user fees to 1.7 million dollars. This revenue source has increased by 59% since 2010. The FY 2021 Budget includes \$1,690,075 for this category., and assumes that these functions will experience a minimum negative impact from the effects of COVID-19.



**OTHER PARK USER FEES**

This category includes revenue from park entrance fees, batting cages, miniature golf, boat/RV storage, rental of equipment for events, and athletic field use. Boat/RV storage comprises 34.3% of this category, followed by park entrance fees, miniature golf, equipment rental, and batting cage fees. Overall annual revenues in this category have increased by 53% since FY 2010.



**RETAIL OPERATIONS**

The Retail Operations Revenue Category, located in the Enterprise Fund includes revenue from our food, beverage, catering and other retail operations. The revenue in this category is budgeted at \$3,993,276 which is a 36.1% decrease compared to the FY 2020 Budget. A major factor for this increase is the continued growth at The River View and Brickmakers Café at Occoquan.

There is a corresponding expense category that captures the expenses associated with these retail operations. These expenses total \$1,589,977.

**EASEMENTS & LICENSES**

This revenue category, included in the Enterprise Fund, includes the rents, easements and licenses associated with the W&OD Railroad Regional Park. The total amount budgeted for rents, easements and licenses is \$959,707 in FY 2021. This is a 14.8% increase compared to the FY 2020 Budget. This source is sometimes difficult to predict, as there can be fluctuation in the receipt of non-recurring rents.

## **OTHER REVENUE**

The Other Revenue category includes a number of revenue sources that do not fit within a specific category. Items budgeted in this category include interest, house and building rental, lessons, reservation fees and miscellaneous revenue. A number of Temple Hall Farm items are also included in this category, including Interest and Crop Sales. In the Enterprise Fund, this category totals \$851,027. Because of the nature of some of the accounts in this category, the revenue level is difficult to predict reliably from year to year.

In the General Fund, the only item usually budgeted in Other Revenue is interest, which includes the interest earned on investments held in reserves.

## **TRANSFERS FROM OTHER FUNDS/OPERATING TRANSFERS**

This revenue source impacts both the General and Enterprise Funds. In the General Fund, the main sources of revenue in this category are

- Capital Development Support (\$619,733), which is a transfer from the Capital Fund to support planning and development personnel costs
- Interest Earnings on Investments (\$18,000) transferred from the Capital Fund
- Interest Earnings transferred from the Restricted License Fee Fund (\$40,000)
- Transfer from the Enterprise Fund to the General Fund in order to reimburse the General Fund for a portion of Central Maintenance services (\$235,850).

These transfers total \$913,583 in the General Fund Budget for FY 2021. The details can be found on page B-2.

For the Enterprise Fund, this category includes:

- Transfer from the Restricted License Fee Fund for the W&OD Railroad Regional Park (\$327,912)
- Transfer from the Carlyle House Friends for clerical support (\$3,000).
- Transfer from the Capital Fund to cover debt service interest payments (\$822,918) on Occoquan Riverview and property at Pohick Bay.

These transfers total \$1,153,830 in the Enterprise Fund Budget for FY 2021. These details can be found on page C-5 as well as in the W&OD, The River View at Occoquan, Pohick Bay Regional Park, Upton Hill Regional Park and Carlyle House pages in section C of the budget.

# FUND STRUCTURE AND BUDGET PROCESS

## **FUND STRUCTURE**

The Authority Budget is organized on the basis of funds, each of which is considered a separate accounting and reporting entity. Each fund is budgeted as a separate set of self-balancing accounts that comprise its revenues and expenditures or expenses. This budget document includes the two major operating funds of the Authority. Separate budgets are adopted for the Temple Hall Endowment Fund and some minor funds and these are included in the appendix of this document. These funds are listed below.

### **Governmental Funds**

This fund type accounts for the government type activities of the Authority and measures changes in financial position rather than net income.

*General Fund*-This is the general operating fund of the Authority. It is used to account for all financial resources, except those required to be accounted for in another fund. The main source of revenue for this fund is appropriations from NVRPA member jurisdictions.

*Capital Projects Fund*-This fund is used to account for financial resources to be used for acquisitions, construction, renovation and restoration of park facilities.

### **Proprietary Funds**

This fund type is used to account for operations that are financed and operated in a manner similar to private business enterprises where the intent of the governing body is that the costs of providing goods and services to the general public on a continuing basis be financed or recovered primarily through user fees.

*Enterprise Fund (Regional Parks Fund)*-This fund is used to account for the operations of recreational facilities. These facilities are intended to be financed primarily through user fees from providing goods and services to the general public on a continuing basis.

### **Other Funds**

The Authority includes other minor funds that are represented in the appendix of this budget document. In past years these budgets were adopted during a different timeframe, but in FY 2015, their adoption schedules changed to match the major funds. These funds include the Restricted License Fee Fund, Temple Hall Endowment Fund, and Friends of the Carlyle House. The Self-Insurance Fund was included up until FY 2018, but that fund has been phased out.

### **Basis of Accounting**

All Governmental Funds are accounted for using the current financial resources measurement focus and the modified accrual basis of accounting. Under this method, revenues are recognized when measurable and available. The Authority considers all revenues reported in the governmental funds to be available if the revenues are collected within 60 days after year-end. Expenditures are recorded when the related fund liability is incurred except for compensated absences, which are recognized as expenditures as earned.

The Enterprise Fund uses the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time the liabilities are incurred, regardless of when the related cash flows take place. The exception to this is the prepayment of quarterly or annual service contracts which are recorded as prepaid and expensed over the duration of the service contract. Nonexchange transactions, in which the Authority gives (or receives) value without directly

receiving (or giving) equal value in exchange, include grants and donations. Revenue from grants and donations is recognized in the fiscal year in which all eligibility requirements have been satisfied.

### **Basis of Budgeting**

In most cases, the budgetary basis for the funds follows the same basis of accounting used in preparing the Comprehensive Annual Financial Report (CAFR). A few exceptions exist, including:

- The Enterprise Fund does not budget for depreciation expense, grants and contributions.
- In the budget, compensated absences are expended when paid, as compared to being expended as earned in the accounting basis.
- For the financial statements, completed capital projects are transferred from the Capital Fund to the Enterprise Fund and either capitalized, recorded as construction-in-progress or written off to un-capitalized development expense. In the budget, Capital Development Expense is only shown as expense in the Capital Fund.
- The Authority includes other funds (listed above) that are represented in the appendix of this budget document. These funds are adopted at the May Board Meeting at the same time as the General and Enterprise Funds.

### **BUDGET PROCESS**

The NOVA Parks budget process begins in the fall of the year prior to the start of the fiscal year. During the month of September methodology is developed to determine appropriations to be requested of our six member jurisdictions. Several of the jurisdictions ask that we provide that amount as well as supporting information by the end of October to allow them ample time for incorporation into their proposed budgets.

Starting in November, the Budget Staff initiates the budget process by meeting with senior management to determine whether there will be any policy changes or changes to the guideline letters included in the packages that go to each park manager. Budget request forms are prepared and distributed to park managers for each cost center and include forms to be completed for revenue accounts, expense accounts and personnel needs. Actual Performance data is also collected for the prior fiscal year. Fund data is requested for the upcoming fiscal year starting on July 1.

Managers submit completed packages to the Budget Staff by late December or early January. Park managers and staff meet with senior operations staff to review budget objectives and measurable results that will tie directly to our 5 year strategic plan. During a period of approximately 3 weeks in January, senior operations officials and budget staff meet with park managers and their staffs to discuss their revenue and expense accounts for the budget year on a line-by-line basis, augmented with historical data as well as the most current financial statements. At that time, the performance objectives are reviewed and new objectives are established. Measurable results are reported for performance indicators at each facility. Budget staff spends much of the remainder of January and February developing estimates based on decisions being made regarding upcoming personnel changes, hospitalization and other benefit projections, new program initiatives, and other fixed costs. Budget staff incorporate those numbers into the budget document keeping in mind the agency's goals and objectives and links to the Strategic Plan. The Executive Director reviews and finalizes the proposed budget before submitting it to the Board. The Operating Budget is submitted to the Board at the March Park Authority Board Meeting. It is adopted at the May Board Meeting for the fiscal year starting July 1.

Capital Budget data is developed with senior staff reviewing all manager requests with regard to Strategic Planning elements. Meetings are held and projects are prioritized. Budget staff works with Capital staff to determine total funds available for the five year budget plan and a Capital Plan is formulated. The Five Year Capital Budget is adopted at the September Board Meeting.

Copies are available for distribution to the public at large and the budget is published on our website [www.novaparks.com](http://www.novaparks.com) as well.

### **AMENDING THE BUDGET**

Changes to the budget are governed by Article VII, Section 5 of the Authority's bylaws covering authorization for budget changes. Subject to a maximum limit set by the Board for any given budget change, the Executive Director may authorize budget adjustments between budget line items within a fund budget, provided that no such budget change shall, in the judgment of the Executive Director, compromise the integrity of the approved budget. The Executive Director shall ensure that the Board receives a report describing any budget change exceeding an amount set by the Board, made pursuant to this section, within thirty days. The term "budget change" includes authority to overspend budget line items, provided revenue increases or cost savings sufficient to offset the excess expenses are available within the fund budget. Subject to the terms and conditions of the bylaws the following policy was adopted October 20, 2005; the Executive Director is authorized to make budget adjustments between fund budget line items not to exceed \$100,000 for a given budget change and the Board shall receive a report describing any budget change exceeding \$15,000.



# BUDGET CALENDAR

## FISCAL YEAR 2021 BUDGET PROCESS

July 2019	Park managers are asked to submit requests for Capital projects. Submissions are to include any revisions to previously approved FY 2020 projects and any new projects to be initiated in FY 2021 through FY 2024.
August 2019	Meetings are held with the Planning & Development Director, Executive Director and Senior Operations staff to determine viable projects for inclusion in the FY 2020-FY 2024 Five Year Capital Budget.
September 2019	Capital budget revenues finalized, projects revised for FY 2020 and determined for FY 2021-2024. Five Year Capital Budget approved by Board for FY 2020-FY 2024.  Operating and Capital appropriation requests for FY 2021 are adopted by the Board.
November 2019	Operating and Capital appropriation requests for FY 2021 are sent to jurisdictions for consideration in their proposed FY 2021 Budgets.  Information is sent to Park Managers for development of Part Time Personnel Requests for FY 2021.
December 2019	Park Managers are asked to update Measurable Results based on last full fiscal year and first half of the current fiscal year.  Training is provided to Parks Staff on the budget process and OpenGov to kick-off the FY 2021 revenue and expense request process. Part Time Personnel requests and justifications for FY 2021 are submitted by Park Managers to Operations Superintendents.
January 2020	Park Managers submit FY 2021 revenue and expense requests to Budget Office.  Budget meetings are conducted with Budget Staff, Park Operations Senior Staff and Park Managers, to provide input on FY 2021 requests for each of the 45 cost centers. The Operating Budget and Performance Measures are the focus of the meetings.
Jan. - March 2020	Proposed Budget is in development and analysis stages. It is fine-tuned based on discussions with Senior Operations staff and the Executive Director.  Park Managers are asked to update Goals and Objectives to ensure integration of the Strategic Plan and the Budget.  Park Managers are asked to submit Equipment Requests for FY 2021.
March 19, 2020	Proposed FY 2021 Operating Budget finalized and presented to the Board for review.
May 2020	Proposed FY 2021 Operating Budget presented to the Board for adoption.
July 1, 2020	Fiscal Year 2021 begins.

## FINANCIAL GUIDELINES AND PRACTICES

The Financial Guidelines and Practices of NOVA Parks set forth the framework for financial decisions and ensure a commitment to sound financial management. With the implementation of the Strategic Plan, these guidelines and practices will be further updated and enhanced to provide a formal and comprehensive system of financial policies.

### FINANCIAL PLANNING

- A balanced budget will be adopted for each operating fund. Total anticipated revenues and other sources shall equal total estimated expenditures/expenses and other uses. Interfund transfers may be used to balance individual fund budgets.
- Performance measurement will be integrated within the annual budget process.
- As part of the strategic plan, a long-range forecasting model is to help provide an early warning system of potential difficulties or surpluses. This model will be updated annually taking into account the latest information on usage trends, weather forecasting and other external factors.
  - The forecasting model features annual forecasting capability out to FY 2030, statistical and historic trend analysis and sensitivity analysis. This tool enables us to:
    - Create baseline and alternative revenue and spending forecasts
    - Analyze historic trends and correlations between financial, economic and operating data.
    - Test impact of proposed initiatives on current and projected fund balances

### REVENUE

- Maintain a diversified and stable revenue structure.
- Annually review rates for user fees and charges, recognizing the full cost of providing services.
- The Board annually reviews and approves user fees on a calendar year basis, not a fiscal year basis.
- Consider surplus revenues to be “one time” revenues that are used for non-recurring expenditures or help fund reserves.

### RESERVES

- There are three elements that comprise funding for reserves in the General and Enterprise Funds.
  - A Designated Set-Aside is established for both the General and Enterprise Funds. The following formal Reserve Policy was adopted by the Board in June, 2008 that addresses the Designated Set-Aside Reserves:
    - Operating reserves will be established for the General and Enterprise Funds in Designated Set Aside Accounts within each fund.

- The target for these operating reserves in total is between 8% and 15% of the combined adopted revenue of the General and Enterprise Funds exclusive of transfers for the upcoming fiscal year.
- In the event that these operating reserves are used to provide temporary funding and the balance drops below 8%, the reserves should be restored to at least 8% within three fiscal years following the fiscal year in which the event occurred.
- A Sustainability Reserve was established in FY 2016 to serve as additional Reserve Funding.
- Fund Balance is included in the General and Enterprise Funds. This is the operating balance of the funds after any transfers or contributions to the Designated Set-Aside.

## **LONG TERM DEBT**

- NOVA Parks is an independent government agency organized under the Park Authorities Act of Virginia. In the acquisition and construction of parks and park features debt may be incurred. Such debt will only be for long term capital assets, and will be done in consideration of the following guidelines:
  - Long-term borrowing will not be used to finance current operations or normal maintenance
  - Debt will not be incurred for periods longer than the expected useful life of the asset
  - An adequate revenue stream will be identified to pay off the debt
  - Cost of issuance, debt service, capitalized interest, and project management may be included in capital project costs, and thus eligible for financing
  - Debt Service Expense: Interest and Principal cannot exceed 10% of the combined General and Enterprise Fund revenues, measured annually.

## **CAPITAL BUDGET**

- Adopt annually in September, a Rolling 5 Year Capital Budget that helps guide future park planning and development. The Capital Budget outlines how NOVA Parks intends to use its capital funding to expand and improve the regional park system through investments in facilities and other long-term physical assets.
- Capital assets are capitalized at a threshold of \$10,000 and depreciated over the anticipated service life. The minimum service life of capital assets is five years, the next increment is ten years, service life then rises in ten year increments to a maximum of forty years. Capital projects which do not meet the \$10,000 threshold are expensed to uncapitalized development cost. Capital Equipment must meet an initial individual cost threshold of more than \$500.00. Vehicles are always capitalized.

## INVESTMENTS

### Deposits and Investments

**Deposits** - All cash of the Authority is maintained in accounts collateralized in accordance with the Virginia Security for Public Deposits Act, Section 2.2-4400 et. seq. of the *Code of Virginia* or covered by federal depository insurance.

**Investments** - State statutes authorize local governments and other public bodies to invest in obligations of the United States or its agencies thereof, obligations of the Commonwealth of Virginia or political subdivisions thereof, obligations of the International Bank for Reconstruction and Development (World Bank), the Asian Development Bank, the African Development Bank, "prime quality" commercial paper and certain corporate notes, bankers' acceptances, repurchase agreements and the State Treasurer's Local Government Investment Pool (LGIP).

The Authority has investments in the LGIP. The LGIP is a professionally managed money market fund which invests in qualifying obligations and securities as permitted by Virginia statutes. Pursuant to Section 2.2-4605 *Code of Virginia*, the Treasury Board of the Commonwealth sponsors the LGIP and has delegated certain functions to the State Treasurer. The LGIP reports to the Treasury Board at their regularly scheduled monthly meetings. The fair value of the LGIP is the same as the value of the pool shares, i.e., the LGIP maintains a stable net asset value of \$1 per share. The maturity of the LGIP is less than one year.

### INVESTMENT DIVERSIFICATION

In accordance with the *Code of Virginia* and the applicable laws, including regulations, the Authority's investment policy (Policy) permits investments in U.S. Treasury obligations, U. S. Government Agency Securities and Instrumentalities of Government Sponsored Corporations, obligations of the Commonwealth of Virginia, "prime quality" commercial paper, and certain bankers' acceptances, repurchase agreements, certificates of deposit, open-end investment funds (mutual funds), with a minimum Morningstar rating for funds of four stars, and the LGIP.

The Policy establishes limitations on the holdings on non-U.S. Treasury or U.S. Government obligations. The maximum percentage of the portfolio (book value at the date of acquisition) permitted in each security is as follows:

U.S. Treasury Obligations (bills, notes and bonds)	100% maximum
U.S. Government Agency Securities and Instruments of Government Sponsored Corporations	100% maximum
Local Government Investment Pool	100% maximum
Open-end Investment Funds (mutual funds)	20% maximum
Certificates of Deposit Virginia Qualified	
Commercial Banks/Savings and Loan Association	75% maximum
Bankers' Acceptances	50% maximum
Commercial Paper	35% maximum
Repurchase Agreements	25% maximum

Further, the Policy outlines diversification by financial institution as follows:

Bankers' Acceptances	Not more than 25% of the Authority's total portfolio may be invested with any one institution
Repurchase Agreements	Not more than 10% of the Authority's total portfolio may be invested with any one institution

Certificates of Deposit Virginia  
Qualified Commercial Banks/  
Savings and Loan Association

Not more than 33% of the Authority's total portfolio  
may be invested with any one institution

Commercial Paper

Not more than 5% of the Authority's total portfolio  
may be invested with any one issuer

Local Government Investment Pool

No restrictions

Open-end Investment Funds

No restrictions

At least 15% and not more than 25% of the portfolio shall be invested in instruments that can be liquidated with one day's notice.

### CREDIT RISK

As required by the *Code of Virginia*, the Policy requires that commercial paper have a short-term debt rating of no less than "A-1" (or its equivalent) from at least two of the following: Moody's Investors Service, Standard & Poor's and Fitch Investor's Service. Corporate notes, negotiable Certificates of Deposit and bank deposit notes maturing in less than one year must have a short-term debt rating of at least "A-1" by Standard & Poor's and "P-1" by Moody's Investor Service. Notes having a maturity of greater than one year must be rated "AA" by Standard & Poor's and "Aa" by Moody's Investor Service.

As of June 30, 2013, 99% of the portfolio was invested in the Local Government Investment Pool with a "AAAm" Standard & Poor's rating.

### INTEREST RATE RISK

Interest rate risk is defined as the risk that changes in interest rates will adversely affect the fair value of investments.

As a means of limiting exposure to fair value losses arising from rising interest rates, the Authority's Policy limits the investment of operating funds to investments with a stated maturity of no more than five years from the date of purchase. However, the maturity of the total portfolio (which includes operating, capital project, long-term reserve and escrow funds) shall not exceed 3½ years.

### FIDUCIARY FUNDS

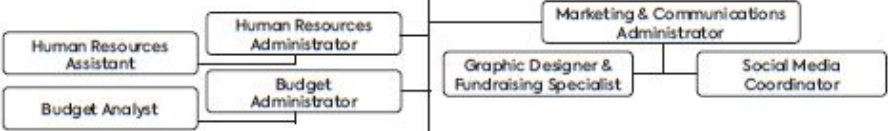
In addition, state statutes authorize the Authority to purchase other investments for pension funds that meet the standard of judgment and care set forth in the *Code of Virginia*

# NOVA Parks Organizational Chart (Full-Time Positions)

FY 2021

**NOVA Parks Board**

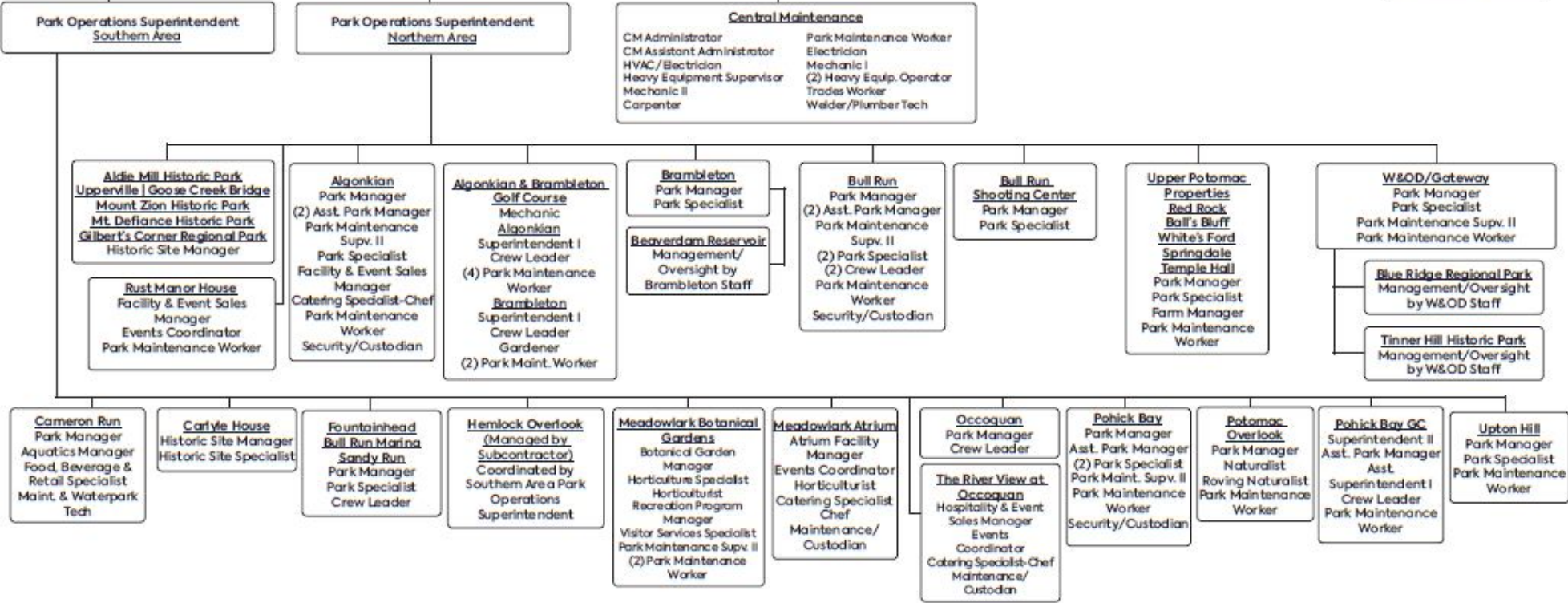
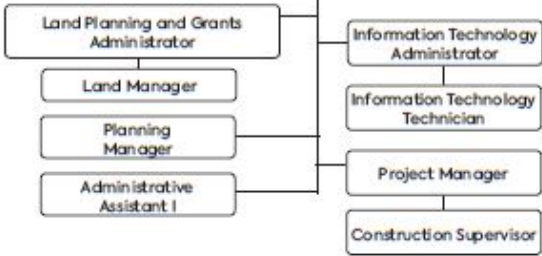
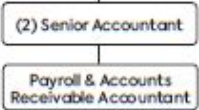
**Executive Director**



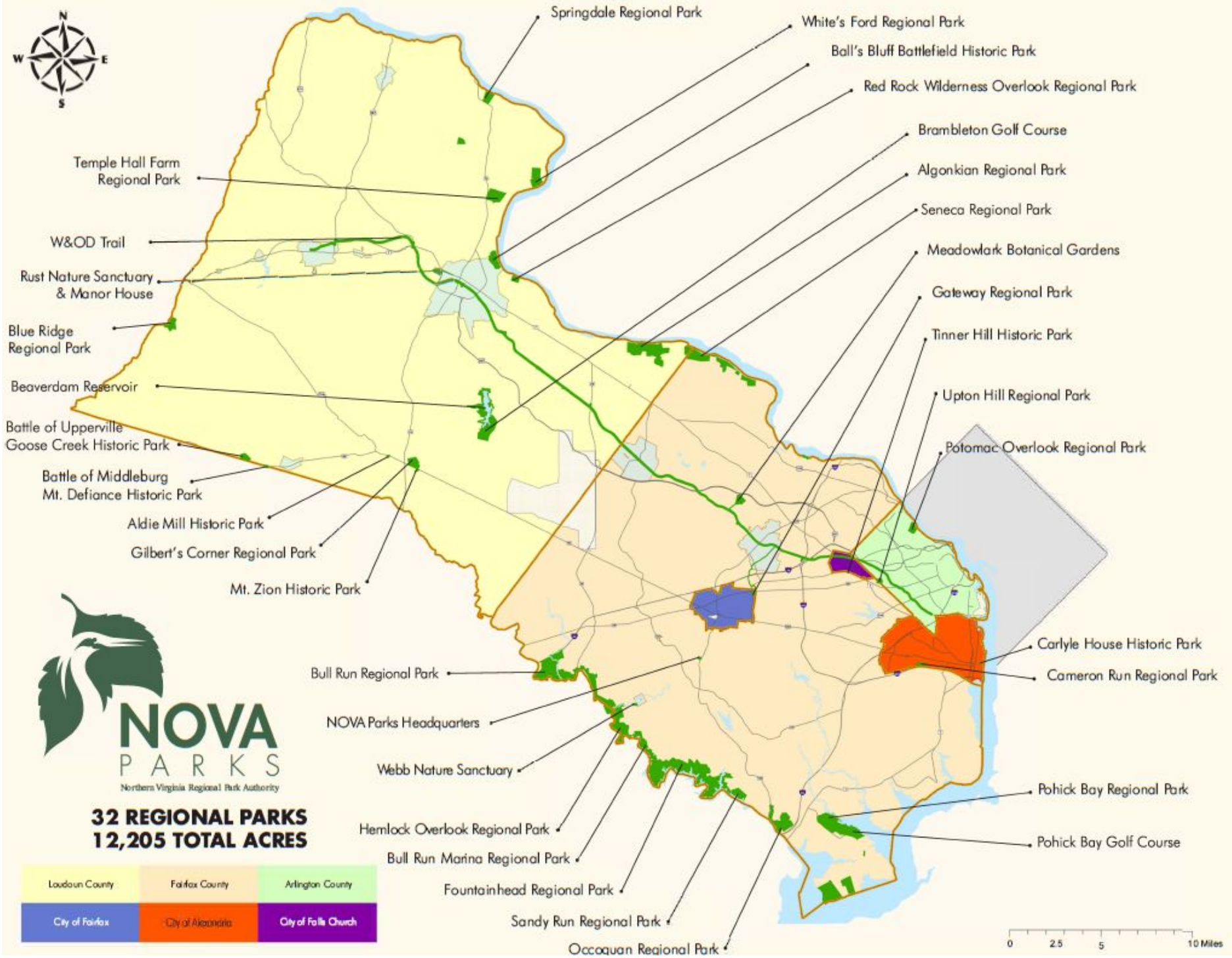
**Director of Park Operations**

**Director of Finance**

**Director of Planning & Development**









## GENERAL FUND SUMMARY

### GENERAL FUND REVENUES AND OTHER SOURCES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	UPDATED FY 2021
Appropriations from Jurisdictions	\$ 3,663,658	\$ 3,682,920	\$ 3,782,169	\$ 3,890,332	\$ 3,890,332
Other Revenue*	9,076	12,297	2,000	2,000	2,000
Operating Transfers**	1,339,893	1,271,025	1,553,319	1,545,375	913,583
<b>TOTAL REVENUE</b>	<b>\$ 5,012,627</b>	<b>\$ 4,966,241</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>
<b>TOTAL REVENUE AND OTHER SOURCES</b>	<b>\$ 5,012,627</b>	<b>\$ 4,966,241</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>

\*Other Revenue for the General Fund consists of General Fund interest earnings.

\*\*Operating Transfers:

- Capital Development Support : \$619,733- transfer from the Capital Fund to support planning & development personnel costs
- Interest Earnings on Investments: \$40,000 from the Restricted License Fee Fund and \$18,000 from the Capital Fund
- Transfer from the Enterprise Fund to the General Fund: \$235,850 to reimburse General Fund for a portion of Central Maintenance services

### GENERAL FUND EXPENDITURES AND OTHER USES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	UPDATED FY 2021
Personnel Services	\$ 4,001,745	\$ 4,005,766	\$ 4,167,592	\$ 4,246,682	\$ 3,751,764
Operating Costs	594,111	588,698	765,550	796,250	661,800
Maintenance Costs	181,268	175,027	185,500	185,500	185,500
Insurance	153,359	118,036	143,184	133,141	133,141
Utilities	75,449	67,632	75,662	76,134	73,710
<b>TOTAL EXPENDITURES</b>	<b>\$ 5,005,932</b>	<b>\$ 4,955,160</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>
Donation Adjustment/Reserve Activity	6,695	11,081	—	—	—
<b>TOTAL OTHER USES</b>	<b>\$ 6,695</b>	<b>\$ 11,081</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>
<b>TOTAL EXPENDITURES AND OTHER USES</b>	<b>\$ 5,012,627</b>	<b>\$ 4,966,241</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>

<b>OPERATING INCOME (LOSS)</b>	<b>\$</b>	<b>0</b>	<b>\$</b>	<b>0</b>	<b>\$</b>	<b>0</b>	<b>\$</b>	<b>0</b>	<b>\$</b>	<b>0</b>
<b>(TOTAL REVENUE - TOTAL EXPENDITURES)</b>										

## GENERAL FUND REVENUES

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	UPDATED FY 2021
<b>BEGINNING BALANCE</b>	\$ 64,220	\$ 64,220	\$ 64,220	\$ 64,220	\$ 64,220
<b>GENERAL FUND REVENUES</b>					
City of Alexandria	\$ 290,136	\$ 294,481	\$ 305,667	\$ 313,034	\$ 313,034
Arlington County	433,120	434,795	448,783	463,166	463,166
City of Fairfax	45,385	45,670	46,025	47,919	47,919
Fairfax County	2,158,822	2,152,052	2,193,507	2,244,050	2,244,050
City of Falls Church	26,256	26,486	27,854	28,805	28,805
Loudoun County	709,939	729,436	760,333	793,358	793,358
<b>TOTAL APPROPRIATIONS</b>	<b>3,663,658</b>	<b>3,682,920</b>	<b>3,782,169</b>	<b>3,890,332</b>	<b>3,890,332</b>
Interest	(2,183)	1,242	2,000	2,000	2,000
Miscellaneous Revenue	11,260	11,054	0	—	0
<b>TOTAL OTHER REVENUE</b>	<b>9,076</b>	<b>12,297</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>
Transfer from Capital Fund	729,180	858,379	684,429	719,697	637,733
Transfer from Restricted Fund - Interest	40,108	48,662	40,000	40,000	40,000
Transfer from Self Insurance Fund	63,459	—	—	—	0
Transfer from Enterprise Fund	(103,377)	(383,883)	0	0	0
Transfer - Ent. Fund for Central Maint.	610,523	747,866	828,890	785,678	235,850
<b>TOTAL OPERATING TRANSFERS</b>	<b>1,339,893</b>	<b>1,271,025</b>	<b>1,553,319</b>	<b>1,545,375</b>	<b>913,583</b>
<b>TOTAL REVENUES</b>	<b>\$ 5,012,627</b>	<b>\$ 4,966,241</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>
<b>TOTAL AVAILABLE RESOURCES</b>	<b>\$ 5,012,627</b>	<b>\$ 4,966,241</b>	<b>\$ 5,337,488</b>	<b>\$ 5,437,707</b>	<b>\$ 4,805,915</b>

## GENERAL FUND EXPENDITURES

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	UPDATED FY 2021
<b>GENERAL FUND EXPENDITURES</b>					
Full-Time Salaries	\$ 2,715,084	\$ 2,682,219	\$ 2,761,613	\$ 2,747,841	\$ 2,453,010
Part-Time Salaries	248,009	335,540	326,142	374,524	363,671
FICA	214,631	219,441	226,725	228,811	128,159
Hospitalization	304,914	300,634	298,954	311,607	284,987
Life Insurance	23,609	22,027	32,530	31,092	27,964
Retirement	493,620	444,329	518,631	549,568	490,847
Unemployment Tax	1,879	1,576	2,997	3,239	3,124
<b>TOTAL PERSONNEL SERVICES</b>	<b>4,001,745</b>	<b>4,005,766</b>	<b>4,167,592</b>	<b>4,246,682</b>	<b>3,751,764</b>
Audit Fee	60,450	61,650	58,000	59,725	59,725
Board Member Expenses	7,162	4,558	8,500	8,500	8,500
Community Foundation Support	4,000	4,025	15,000	4,025	4,025
Contingency	0	0	50,000	50,000	0
Credit Card Fees and Bank Charges	45,905	39,655	50,000	52,500	52,500
Gas and Diesel	24,475	20,273	40,000	40,000	25,000
HR Employee Relations	16,805	24,260	20,000	25,000	20,000
Membership Fees and Dues	13,968	14,250	14,000	14,000	14,000
Office Supplies	26,770	20,721	27,000	27,000	27,000
Personnel Recruitment	8,810	3,325	12,450	12,450	10,000
Postage	10,059	10,157	13,000	11,750	11,750
Printing and Publications	3,428	4,408	4,500	5,000	5,000
Professional Services	264,231	240,081	200,000	200,000	200,000
Programs and Promotions	165	1,425	30,000	0	0
Public Information	0	8	0	0	0
System Support	59,744	110,181	179,500	210,000	195,500
Training	44,602	21,955	40,000	40,000	7,500
Tuition Assistance	0	0	0	30,000	15,000
Uniforms	3,537	7,767	3,600	6,300	6,300
<b>TOTAL FACILITY OPERATING COSTS</b>	<b>594,111</b>	<b>588,698</b>	<b>765,550</b>	<b>796,250</b>	<b>661,800</b>
Equipment/Vehicle Maintenance	87,402	85,899	100,200	100,200	100,200
Facility Op. & Maintenance	93,866	88,434	85,300	85,300	85,300
Major Contract Maintenance	0	695	0	0	0
<b>TOTAL MAINTENANCE COSTS</b>	<b>181,268</b>	<b>175,027</b>	<b>185,500</b>	<b>185,500</b>	<b>185,500</b>
Insurance - Property, Liability & Other	108,469	86,700	105,000	94,250	94,250
Insurance - Vehicle	20,488	16,362	13,184	13,891	13,891
Insurance - Workers Compensation	24,402	14,974	25,000	25,000	25,000
<b>TOTAL INSURANCE</b>	<b>153,359</b>	<b>118,036</b>	<b>143,184</b>	<b>133,141</b>	<b>133,141</b>
Telephone	25,767	20,423	27,000	25,772	24,000
Electricity	24,588	22,976	24,000	24,500	24,500
Natural Gas	3,751	4,334	5,152	5,152	4,500
Water/Sewer	1,893	2,037	2,000	2,000	2,000
Propane Gas	13,626	12,024	10,800	12,000	12,000
Heating Oil	1,805	2,078	2,500	2,500	2,500
Cable/Internet	4,019	3,760	4,210	4,210	4,210
<b>TOTAL UTILITIES</b>	<b>75,449</b>	<b>67,632</b>	<b>75,662</b>	<b>76,134</b>	<b>73,710</b>
<b>TOTAL GENERAL FUND EXPEND.</b>	<b>5,005,932</b>	<b>4,955,160</b>	<b>5,337,488</b>	<b>5,437,707</b>	<b>4,805,915</b>
Donation Adjustment/Reserve Activity	6,695	11,081	0	0	0
<b>NET INCOME (LOSS)</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>
<b>ENDING BALANCE</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

## **HEADQUARTERS**

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### **PROGRAM OVERVIEW**

NOVA Parks Headquarters provides executive direction for the Regional Park System. The services provided by Headquarters include finance, budget, planning, development, personnel, public information, IT support, risk management, reservations and overall park management. This area of the budget is also where professional services such as legal and audit are contracted and paid, administrative support is provided to the Foundation, and other system-wide expenses are incurred.

### **EXPENSE SUMMARY**

	<b>FY 2019 ACTUAL</b>	<b>FY 2020 BUDGET</b>	<b>FY 2021 BUDGET</b>	<b>% CHANGE 2020-2021</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 3,075,668	\$ 3,152,297	\$ 2,771,840	(12.1)%
Operating Costs	571,511	729,950	637,250	(12.7)%
Maintenance Costs	99,801	92,700	92,700	— %
Insurance	106,241	135,356	125,477	(7.3)%
Utilities	40,744	49,152	45,500	(7.4)%
<b>TOTAL EXPENSES</b>	<b>\$ 3,893,965</b>	<b>\$ 4,159,455</b>	<b>\$ 3,672,767</b>	

### **BUDGET HIGHLIGHTS**

- This budget includes \$15,000 for the first year costs of the new Tuition Assistance Program .

## HEADQUARTERS

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSE D FY 2021	ADOPTED FY 2021
<b>1-700</b>	<b>HEADQUARTERS EXPENDITURES</b>					
5010	Full-Time Salaries	\$1,994,637	\$1,978,650	\$2,024,669	\$2,020,445	\$ 1,748,251
5020	Part-Time Salaries	248,009	335,540	326,142	374,524	363,671
5030	FICA	160,952	166,802	170,349	173,166	96,092
5040	Hospitalization	236,111	245,538	224,622	218,085	191,465
5060	Life Insurance	19,375	15,829	23,804	22,800	19,930
5050	Retirement	363,349	332,107	380,233	404,089	349,825
5070	Unemployment Tax	1,290	1,202	2,477	2,719	2,604
	<b>TOTAL PERSONNEL SERVICES</b>	<b>3,023,721</b>	<b>3,075,668</b>	<b>3,152,297</b>	<b>3,215,828</b>	<b>2,771,840</b>
5130	Audit Fee	60,450	61,650	58,000	59,725	59,725
5140	Board Member Expenses	7,162	4,558	8,500	8,500	8,500
5188	Community Foundation Support	4,000	4,025	15,000	4,025	4,025
	Contingency	0	0	50,000	50,000	0
5155	Credit Card Fees and Bank Charges	45,905	39,655	50,000	52,500	52,500
5230	Gas and Diesel	3,935	5,273	7,000	7,000	5,000
5500-030	HR Employee Relations	16,805	24,260	20,000	25,000	20,000
5390	Membership Fees and Dues	13,968	14,250	14,000	14,000	14,000
5420	Office Supplies	26,770	20,721	27,000	27,000	27,000
5440	Personnel Recruitment	8,810	3,325	12,450	12,450	10,000
5460	Postage	10,059	10,157	13,000	11,750	11,750
5470	Printing and Publications	3,428	4,408	4,500	5,000	5,000
5480	Professional Services	264,231	240,081	200,000	200,000	200,000
5490	Programs and Promotions	165	1,425	30,000	0	0
5500	Public Information	0	8	0	0	0
5560	System Support	59,744	110,181	179,500	210,000	195,500
5400	Training	44,577	21,952	40,000	40,000	7,500
5405	Tuition Assistance	0	0	0	30,000	15,000
5570	Uniforms	1,012	5,583	1,000	1,750	1,750
	<b>TOTAL FACILITY OPERATING</b>	<b>571,021</b>	<b>571,511</b>	<b>729,950</b>	<b>758,700</b>	<b>637,250</b>
5180	Equipment/Vehicle Maintenance	54,851	51,794	52,700	52,700	52,700
5190	Facility Op. & Maintenance	61,601	48,007	40,000	40,000	40,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>116,451</b>	<b>99,801</b>	<b>92,700</b>	<b>92,700</b>	<b>92,700</b>
5270	Insurance - Property, Liability & Other	108,469	86,700	105,000	94,250	94,250
5290	Insurance - Vehicle	8,250	4,566	5,356	6,227	6,227
5300	Insurance - Workers Compensation	24,402	14,974	25,000	25,000	25,000
	<b>TOTAL INSURANCE</b>	<b>141,121</b>	<b>106,241</b>	<b>135,356</b>	<b>125,477</b>	<b>125,477</b>
5580-001	Telephone	21,266	16,135	22,000	20,772	19,000
5580-002	Electricity	16,545	15,588	17,000	17,000	17,000
5580-003	Natural Gas	3,751	4,334	5,152	5,152	4,500
5580-004	Water/Sewer	1,893	2,037	2,000	2,000	2,000
5580-016	Internet/Cable	2,976	2,650	3,000	3,000	3,000
	<b>TOTAL UTILITIES</b>	<b>46,430</b>	<b>40,744</b>	<b>49,152</b>	<b>47,924</b>	<b>45,500</b>
	<b>TOTAL HEADQUARTERS EXPENDITURES</b>	<b>\$3,898,744</b>	<b>\$3,893,965</b>	<b>\$4,159,455</b>	<b>\$4,240,629</b>	<b>\$ 3,672,767</b>

# CENTRAL MAINTENANCE

## PROGRAM OVERVIEW

Central Maintenance provides maintenance support for the entire park system. The department is comprised of tradesmen and crews specializing in heavy equipment operation, carpentry, electrical repair, plumbing service, heating and air conditioning care, welding and vehicle and small engine maintenance.

## EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 930,098	\$ 1,015,295	\$ 979,924	-3.5%
Operating Costs	17,187	35,600	24,550	-31.0%
Maintenance Costs	75,227	92,800	92,800	0.0%
Insurance	11,796	7,828	7,664	-2.1%
Utilities	26,889	26,510	28,210	6.4%
<b>TOTAL EXPENSES</b>	<b>\$ 1,061,196</b>	<b>\$ 1,178,033</b>	<b>\$ 1,133,148</b>	<b>-3.8%</b>

## BUDGET HIGHLIGHTS

- There are no major variances in this budget.

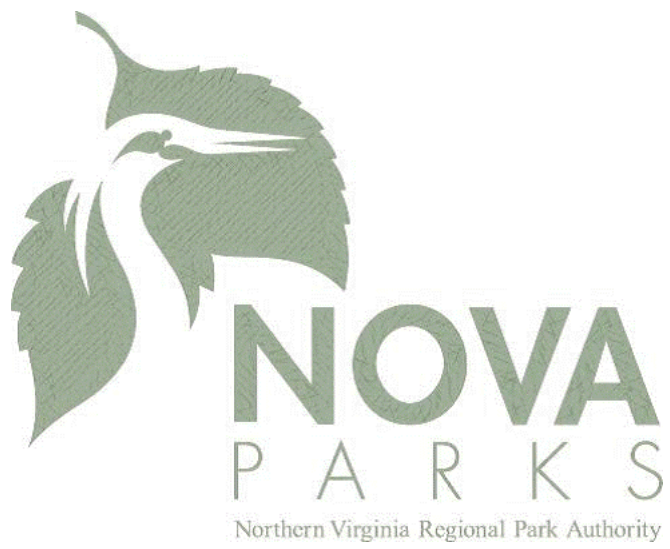
## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL	FY 2021 TARGET
				6 months JUL-DEC 2019	
• Number of HVAC work orders completed	159	202	160	82	160
• Number of electrical work orders completed	165	173	150	80	150
• Number of heavy equipment work orders completed	122	139	120	47	120
• Number of fleet maintenance work orders/state inspections completed	195	178	150	71	150
• Number of equipment maintenance work orders completed	71	88	80	33	80
• Number of welding work orders completed	69	32	60	32	60
• Number of plumbing work orders completed	38	8	30	6	20
• Number of carpentry work orders completed	172	98	140	33	100
• Number of preventive maintenance corrections completed	126	209	130	84	230
• Number of emergency/critical work orders completed	44	42	30	30	40

## CENTRAL MAINTENANCE

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSE D FY 2021	ADOPTED FY 2021
<b>1-710</b>	<b>CENTRAL MAINTENANCE</b>					
	<b>EXPENDITURES</b>					
5010	Full Time Salaries	\$ 720,447	\$ 703,569	\$ 736,944	\$ 727,396	\$ 704,759
5030	FICA	53,680	52,640	56,376	55,646	32,067
5040	Hospitalization	68,803	55,096	74,331	93,522	93,522
5060	Life Insurance	4,234	6,198	8,725	8,292	8,034
5050	Retirement	130,271	112,222	138,398	145,479	141,022
5070	Unemployment Tax	590	374	520	520	520
	<b>TOTAL PERSONNEL SERVICES</b>	<b>978,024</b>	<b>930,098</b>	<b>1,015,295</b>	<b>1,030,854</b>	<b>979,924</b>
5230	Gas and Diesel	20,540	15,000	33,000	33,000	20,000
5400	Training	25	3	0	0	0
5570	Uniforms	2,525	2,184	2,600	4,550	4,550
	<b>TOTAL OPERATING COSTS</b>	<b>23,090</b>	<b>17,187</b>	<b>35,600</b>	<b>37,550</b>	<b>24,550</b>
5180	Equipment/Vehicle Maintenance	32,552	34,105	47,500	47,500	47,500
5190	Facility Op. & Maintenance	32,265	40,427	45,300	45,300	45,300
5370	Major Contract Maintenance	0	695	0	0	0
	<b>TOTAL MAINTENANCE COSTS</b>	<b>64,817</b>	<b>75,227</b>	<b>92,800</b>	<b>92,800</b>	<b>92,800</b>
5290	Insurance - Vehicle	12,238	11,796	7,828	7,664	7,664
	<b>TOTAL INSURANCE</b>	<b>12,238</b>	<b>11,796</b>	<b>7,828</b>	<b>7,664</b>	<b>7,664</b>
5580-001	Telephone	4,501	4,288	5,000	5,000	5,000
5580-002	Electricity	8,043	7,388	7,000	7,500	7,500
5580-009	Heating Oil	1,805	2,078	2,500	2,500	2,500
5580-008	Propane Gas	13,626	12,024	10,800	12,000	12,000
5580-016	Cable/Internet	1,044	1,110	1,210	1,210	1,210
	<b>TOTAL UTILITIES</b>	<b>29,019</b>	<b>26,889</b>	<b>26,510</b>	<b>28,210</b>	<b>28,210</b>
	<b>TOTAL CENTRAL MAINT EXPENDITURES</b>	<b>\$1,107,188</b>	<b>\$1,061,196</b>	<b>\$1,178,033</b>	<b>\$1,197,078</b>	<b>\$ 1,133,148</b>





## ENTERPRISE FUND SUMMARY

### ENTERPRISE FUND REVENUES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
User Fees	\$ 14,190,622	\$ 14,409,213	\$ 16,106,298	\$ 17,179,029	\$ 12,749,489
Retail Operations	4,747,558	6,037,498	6,249,220	6,909,799	3,993,276
Easements and Licenses	811,060	1,059,032	835,829	959,707	959,707
Other Revenue*	1,094,731	1,064,832	854,635	917,467	851,027
Operating Transfers**	329,468	331,752	330,912	479,896	330,912
<b>TOTAL REVENUE</b>	<b>\$ 21,173,439</b>	<b>\$ 22,902,327</b>	<b>\$ 24,376,894</b>	<b>\$ 26,445,898</b>	<b>\$ 18,884,411</b>
Transfer from Restricted Fund - Debt Service	507,523	0	326,232	0	0
Transfer from Capital Fund - Debt Service	0	13,458	12,168	10,802	822,918
<b>TOTAL TRANSFER FOR DEBT SERVICE</b>	<b>\$ 507,523</b>	<b>\$ 13,458</b>	<b>\$ 338,400</b>	<b>\$ 10,802</b>	<b>\$ 822,918</b>
<b>TOTAL REVENUE AND OTHER SOURCES</b>	<b>\$ 21,680,960</b>	<b>\$ 22,915,785</b>	<b>\$ 24,715,294</b>	<b>\$ 26,456,700</b>	<b>\$ 19,707,329</b>

\*Other Revenue in the Enterprise Fund includes contract services, bank building rental, lessons and other miscellaneous revenue.

\*\*Operating Transfers in the Enterprise Fund are transfers from the Restricted License Fee Fund for the W&OD Railroad Regional Park and from the Carlyle House Friends for administrative support.

### ENTERPRISE FUND EXPENSES AND OTHER USES

	ACTUAL FY 2018	ACTUAL FY 2019	BUDGET FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
Personnel Services	\$11,208,502	\$11,851,319	\$13,150,343	\$ 14,044,356	\$12,053,089
Operating Costs	2,794,150	3,206,607	3,599,530	4,042,522	3,348,841
Maintenance Costs	2,279,096	2,354,169	2,629,788	2,639,200	2,418,048
Insurance	201,878	206,270	224,006	243,160	243,160
Retail Operations	1,878,253	2,239,466	2,371,847	2,598,278	1,589,977
Utilities	960,494	948,254	1,057,510	1,106,604	945,724
Transfer to General Fund for Central Maintenance	610,523	747,866	828,890	785,678	235,850
<b>TOTAL EXPENSES</b>	<b>\$19,932,896</b>	<b>\$21,553,951</b>	<b>\$23,861,914</b>	<b>\$ 25,459,798</b>	<b>\$20,834,689</b>
Note Payable VRA Principal	0	0	240,000	250,000	250,000
Interest Expense VRA Note	511,010	513,044	588,380	721,902	572,918
<b>TOTAL DEBT SERVICE</b>	<b>\$ 511,010</b>	<b>\$ 513,044</b>	<b>\$ 828,380</b>	<b>\$ 971,902</b>	<b>\$ 822,918</b>
Transfer to Capital Fund	1,100,269	1,409,699	0	0	0
Transfer to Balance General Fund	-103,377	-383,883	0	0	0
Transfer to Retirement Plan	0	0	0	0	0
Transfer to Board Authorized Reserves	0	0	25,000	25,000	0
Transfer to Performance Incentive Plan	275,067	321,179	0	0	0
Transfer to Designated Set Aside	0	401,474	0	0	0
Donation Adjustment/Reserve Activity	-34,906	-373,221	0	0	0
<b>TOTAL OTHER USES</b>	<b>\$ 1,237,053</b>	<b>\$ 1,375,248</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$ 0</b>
<b>TOTAL EXPENSES, DEBT SERVICE, AND</b>	<b>\$21,680,960</b>	<b>\$23,442,242</b>	<b>\$24,715,294</b>	<b>\$ 26,431,700</b>	<b>\$21,657,607</b>
<b>OPERATING INCOME</b>	<b>\$ 1,375,337</b>	<b>\$ 1,605,895</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$(1,950,278)</b>

## ENTERPRISE FUND REVENUE BY FACILITY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>ENTERPRISE FUND REVENUES</b>					
Administration - Enterprise Fund	\$ 305,983	\$ 226,519	\$ 66,000	\$ 66,000	\$ 66,000
Aldie Mill/Mt. Defiance/Goose Creek Historic Park	27,688	36,423	34,550	41,200	26,000
Algonkian Golf Course	983,597	817,700	1,163,000	1,164,000	1,127,000
Algonkian Regional Park	259,551	245,449	247,900	280,900	221,550
Volcano Island Waterpark at Algonkian	454,056	458,636	553,856	594,000	136,925
The Woodlands at Algonkian Park	527,950	721,522	581,770	719,462	432,477
Algonkian Cottages	298,482	279,609	340,600	340,600	323,600
Beaverdam Property	26	(22)	10,000	8,000	5,000
Blue Ridge Regional Park	6,312	6,593	6,500	6,500	4,875
Brambleton Golf Course	1,403,520	1,411,572	1,533,700	1,568,140	1,524,540
Bull Run Marina	21,030	16,169	20,645	23,145	23,145
Bull Run Regional Park	944,968	992,308	1,072,600	1,134,600	1,039,060
Atlantis Waterpark at Bull Run	495,840	519,831	565,718	606,600	142,060
Bull Run Special Events Center	171,654	160,625	230,000	235,000	168,000
Bull Run Light Show	1,105,713	1,023,739	1,135,000	1,148,000	1,148,000
Bull Run Shooting Center	1,149,440	1,125,940	1,236,500	1,243,500	1,243,500
Cameron Run Regional Park	103,927	89,320	149,500	139,500	131,750
Ice & Lights - The Winter Village at Cameron	0	0	200,600	273,500	273,500
Great Waves Waterpark at Cameron Run	1,607,562	1,764,609	1,954,951	2,022,203	453,700
Carlyle House Historic Park	105,773	93,688	109,276	108,138	98,678
Brickmakers Catering and Event Services	366,167	381,314	421,832	426,832	201,932
Fountainhead Regional Park	261,811	273,053	298,912	306,412	305,412
Hemlock Overlook Regional Park	76,535	75,768	75,768	75,768	75,768
Meadowlark Atrium and Event Services	2,109,001	1,967,117	2,046,140	2,091,962	1,189,058
Meadowlark Botanical Gardens	393,548	457,377	366,500	437,500	427,100
Meadowlark Gardens Winter Walk of Lights	986,865	898,705	924,117	932,117	932,117
Mt. Zion Historic Park/Gilbert's Corner Regional Park	2,565	1,664	2,464	2,464	1,864
Occoquan Regional Park	759,436	198,896	227,200	256,700	235,450
The River View at Occoquan	150	1,445,118	1,822,837	2,055,340	1,753,017
Brickmakers Café at Occoquan	2,858	315,243	234,000	394,500	288,500
Pohick Bay Golf Course	1,009,554	988,697	1,094,300	1,109,300	1,085,300
Pohick Bay Marina	237,401	249,711	251,000	261,000	256,750
Pohick Bay Regional Park	886,622	953,139	983,268	1,070,402	994,782
Pirate's Cove Waterpark at Pohick Bay	563,261	595,549	616,683	690,200	163,500
Potomac Overlook Regional Park	124,039	160,391	125,700	140,750	98,000
Rust Sanctuary	1,241,099	1,042,899	1,147,400	1,098,250	800,800
Sandy Run Regional Park	283,101	230,492	266,192	270,692	265,692
Temple Hall Farm	138,459	239,171	226,183	226,183	206,883
Temple Hall Corn Maize	231,577	179,653	276,500	275,000	89,470
Upper Potomac Properties	27,211	27,697	28,800	28,800	28,800
Springdale Regional Park	16,377	17,660	15,140	15,140	15,140
Upton Hill Regional Park	233,947	221,427	241,350	569,211	241,100
Ocean Dunes Waterpark at Upton Hill	541,993	602,691	621,731	686,100	153,320
W&OD Railroad Regional Park	1,144,228	1,394,964	1,172,241	1,297,119	1,292,244
White's Ford	70,084	7,161	16,370	15,970	15,970
<b>TOTAL AVAILABLE RESOURCES</b>	<b>21,680,960</b>	<b>22,915,785</b>	<b>24,715,294</b>	<b>26,456,700</b>	<b>19,707,329</b>

## ENTERPRISE FUND EXPENSES BY FACILITY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>ENTERPRISE FUND EXPENSES</b>					
Administration - Enterprise Fund	\$ 4,007,594	\$ 3,516,632	\$ 3,751,997	\$ 3,903,612	\$ 2,898,996
Aldie Mill/Mt. Defiance/Goose Creek Historic Park	144,091	163,270	170,033	186,304	171,013
Algonkian Golf Course	981,477	974,183	1,064,861	1,118,685	1,082,475
Algonkian Regional Park	569,598	604,756	620,136	680,011	633,781
Volcano Island Waterpark at Algonkian	282,933	258,334	317,169	341,700	102,294
The Woodlands at Algonkian Park	344,107	442,932	375,400	474,618	361,859
Algonkian Cottages	182,885	186,933	211,802	230,697	224,330
Beaverdam Property	15,230	7,845	40,671	41,449	24,439
Blue Ridge Regional Park	3,991	4,899	6,700	6,700	6,700
Brambleton Golf Course	1,259,869	1,265,841	1,355,815	1,405,434	1,297,464
Bull Run Marina	26,868	25,352	29,152	34,760	33,329
Bull Run Regional Park	952,273	1,088,934	1,118,038	1,205,035	1,156,192
Atlantis Waterpark at Bull Run	335,403	347,846	349,316	380,434	109,663
Bull Run Special Events Center	169,836	166,743	184,553	192,649	171,502
Bull Run Light Show	338,939	400,495	404,828	416,439	407,946
Bull Run Shooting Center	894,466	964,703	1,036,937	1,058,131	1,035,701
Cameron Run Regional Park	366,630	367,191	410,055	399,244	379,663
Ice & Lights - The Winter Village at Cameron	0	0	143,192	177,781	175,301
Great Waves Waterpark at Cameron Run	1,030,070	998,063	1,154,678	1,195,814	445,713
Carlyle House Historic Park	322,744	343,138	337,956	327,333	311,809
Brickmakers Catering and Event Services	291,055	302,101	366,542	366,914	231,739
Fountainhead Regional Park	202,633	211,638	242,144	253,624	241,915
Hemlock Overlook Regional Park	1,120	2,658	2,400	2,400	2,400
Meadowlark Atrium and Event Services	1,264,102	1,157,588	1,231,457	1,311,229	1,008,140
Meadowlark Botanical Gardens	937,142	997,087	1,082,390	1,157,601	1,119,061
Meadowlark Gardens Winter Walk of Lights	191,392	200,379	269,171	289,161	284,494
Mt. Zion Historic Park/Gilbert's Corner Regional Park	13,479	13,679	18,000	18,000	17,250
Occoquan Regional Park	1,006,254	945,161	435,823	471,637	452,458
The River View at Occoquan	28,699	1,453,837	1,854,021	2,093,926	1,746,232
Brickmakers Café at Occoquan	3,362	259,120	202,816	351,925	274,730
Pohick Bay Golf Course	981,091	943,813	1,020,997	1,047,239	1,014,680
Pohick Bay Marina	38,554	52,134	59,655	66,178	64,946
Pohick Bay Regional Park	791,515	949,580	995,147	1,024,310	981,806
Pirate's Cove Waterpark at Pohick Bay	341,031	364,528	353,950	382,633	113,071
Potomac Overlook Regional Park	281,390	284,132	307,122	308,999	288,517
Rust Sanctuary	852,932	778,833	883,502	895,217	751,136
Sandy Run Regional Park	150,050	187,066	182,501	195,613	185,836
Temple Hall Farm	352,834	360,538	448,063	454,454	443,020
Temple Hall Corn Maize	133,870	126,869	159,106	167,149	95,805
Upper Potomac Properties/Springdale	135,467	138,420	151,948	156,326	150,019
Springdale Regional Park	84	2,569	10,000	10,000	10,000
Upton Hill Regional Park	323,636	324,533	359,776	605,217	386,135
Ocean Dunes Waterpark at Upton Hill	307,639	328,338	316,248	351,787	113,522
W&OD Railroad Regional Park	506,582	547,953	615,282	633,823	612,875
White's Ford	75,882	32,163	38,944	39,508	37,651
<b>TOTAL EXPENSES &amp; OTHER USES</b>	<b>\$ 20,443,907</b>	<b>\$ 22,066,994</b>	<b>\$ 24,690,294</b>	<b>\$ 26,431,700</b>	<b>\$ 21,657,607</b>

## ENTERPRISE FUND REVENUE BY CATEGORY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>BEGINNING BALANCE</b>	\$ 287,145	\$ 287,146	\$ 287,146	\$ 287,146	\$ 287,146
<b>ENTERPRISE FUND REVENUES</b>					
Driving Range	\$217,722	\$194,317	\$237,500	\$237,500	\$237,500
Electric/Gas Cart Rental	587,895	432,726	710,200	710,200	685,600
Golf Club Rental	5,641	6,622	8,000	8,000	8,000
Green Fees	2,073,144	2,078,652	2,220,000	2,265,000	2,220,000
Golf Handicap Program	15,029	14,245	17,000	17,800	17,800
Pull Cart Rental	4,081	3,987	6,300	5,800	5,800
<b>Total Golf Course User Fees</b>	<b>2,903,512</b>	<b>2,730,548</b>	<b>3,199,000</b>	<b>3,244,300</b>	<b>3,174,700</b>
Admissions	2,066,478	2,297,322	2,435,336	2,686,000	627,050
Cabana Rental	6,922	11,842	7,500	10,000	2,450
Group, Bounce Passes & Discount Passes	597,937	571,526	667,000	700,000	119,500
Locker Rental	7,664	10,118	12,400	10,900	2,045
<b>Total Aquatics User Fees</b>	<b>2,679,000</b>	<b>2,890,808</b>	<b>3,122,236</b>	<b>3,406,900</b>	<b>751,045</b>
Boat Rental	207,732	228,669	243,000	266,000	266,000
Crew Boat Storage	157,967	159,064	156,645	161,645	161,645
Launch & Parking Fees	160,240	157,204	171,800	174,400	171,400
Regatta & User Fees	63,535	16,220	58,000	58,000	58,000
Rowing Camps	12,978	12,718	11,000	11,000	6,000
<b>Total Marine User Fees</b>	<b>602,451</b>	<b>573,876</b>	<b>640,445</b>	<b>671,045</b>	<b>663,045</b>
Cabin Rentals	211,865	194,210	238,000	238,000	218,960
Camping Fees	1,061,692	1,071,754	1,116,500	1,236,500	1,136,475
Cottage Rentals	298,152	279,176	340,000	340,000	323,000
Laundry	11,510	11,557	12,600	12,600	11,640
<b>Total Camping/Cottage User Fees</b>	<b>1,583,219</b>	<b>1,556,697</b>	<b>1,707,100</b>	<b>1,827,100</b>	<b>1,690,075</b>
Shooting Tournament Fees	54,290	63,823	65,000	60,000	60,000
Target Sales	677,553	648,753	682,000	692,000	692,000
Gun Rental	49,109	48,062	55,000	55,000	55,000
<b>Total Skeet, Trap &amp; Archery User Fees</b>	<b>780,951</b>	<b>760,638</b>	<b>802,000</b>	<b>807,000</b>	<b>807,000</b>
Light Shows	1,870,975	1,718,739	1,997,717	2,060,117	2,060,117
Corn Maize	141,931	110,574	165,000	165,000	55,387
Programmed Events	112,487	159,575	159,150	182,490	109,680
Snowflake Stampede	22,222	22,474	30,000	34,000	34,000
Sponsors	0	0	0	150	0
Vendor Fees	59,969	63,229	67,500	65,000	65,000
<b>Total Special Events User Fees</b>	<b>2,207,584</b>	<b>2,074,591</b>	<b>2,419,367</b>	<b>2,506,607</b>	<b>2,324,184</b>
Atrium Rental	819,745	673,547	750,000	750,000	448,000
Carlyle House Rental	28,121	17,725	30,000	30,000	24,000
Center Rental	97,988	87,183	135,000	135,000	90,000
Church Rental	1,280	0	600	600	600
Manor House Rental	393,945	333,825	400,000	375,000	262,500
Algonkian Woodlands Rental	163,615	208,020	200,000	230,000	138,000
Mill Rental	4,563	1,988	4,800	4,800	0
River View Rental	0	438,316	510,000	675,000	360,000
Shelter Reservations	288,099	286,486	349,250	333,250	222,175
Visitor Center Rental	18,009	17,075	20,300	20,300	15,300
<b>Total Facility Rental User Fees</b>	<b>1,815,364</b>	<b>2,064,165</b>	<b>2,399,950</b>	<b>2,553,950</b>	<b>1,560,575</b>

## ENTERPRISE FUND REVENUE BY CATEGORY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
Annual Dues	80,725	88,237	80,000	88,000	88,000
Athletic Field Use Fees	9,656	6,465	14,000	16,000	6,400
Batting Cage Fees	143,718	136,081	177,000	181,000	181,000
Boat/RV Storage	559,366	579,060	575,000	610,000	610,000
Camps	141,731	152,133	132,500	160,000	111,600
Climbing Feature Admissions	0	0	0	179,127	0
Entrance Fees	285,575	375,431	326,000	396,500	384,900
Equipment Rental	175,446	219,104	264,400	294,700	175,690
Inflatable Play Features	8,375	2,002	0	0	0
Miniature Golf	183,386	165,766	216,500	204,000	198,000
Permit Fees	4,750	7,650	5,000	6,500	1,625
Santa Pictures	15,605	13,607	15,000	17,000	17,000
Temple Hall Farm Rides	10,208	12,354	10,800	9,300	4,650
<b>Total Other Park User Fees</b>	<b>1,618,539</b>	<b>1,757,890</b>	<b>1,816,200</b>	<b>2,162,127</b>	<b>1,778,865</b>
<b>TOTAL USER FEES</b>	<b>14,190,622</b>	<b>14,409,213</b>	<b>16,106,298</b>	<b>17,179,029</b>	<b>12,749,489</b>
Retail - Ammunition	211,021	200,405	260,000	260,000	260,000
Retail - Alcoholic Beverages/Hard Liquor	779,715	990,054	936,175	1,061,400	651,010
Retail - Food (Includes Paper Products)	1,459,985	1,768,640	1,970,153	2,146,203	1,227,566
Retail - Great Blue Heron	1,492,561	2,014,999	2,131,500	2,357,750	1,202,125
Retail - Catering Food Truck	44,256	46,220	45,000	50,000	50,000
Service Charge	326,713	457,399	408,392	461,446	244,858
Retail - Algonkian Woodlands Catering	209,695	310,268	230,000	287,500	172,500
Retail - Pro Shop	129,976	150,629	150,000	160,000	145,000
Retail - Merchandise	93,232	98,886	118,000	125,500	40,217
Vending Machine Operation	404	0	0	0	0
<b>TOTAL RETAIL OPERATIONS</b>	<b>4,747,558</b>	<b>6,037,498</b>	<b>6,249,220</b>	<b>6,909,799</b>	<b>3,993,276</b>
License Fees	0	25,000	25,000	12,000	12,000
Rents & Easements	811,060	1,034,032	810,829	947,707	947,707
<b>TOTAL EASEMENTS AND LICENSES</b>	<b>811,060</b>	<b>1,059,032</b>	<b>835,829</b>	<b>959,707</b>	<b>959,707</b>
NVRPA Event Staffing	16,300	56,644	54,530	109,500	76,060
Kitchen Use Fee	13,000	11,900	7,500	10,000	6,000
Firewood/Propane	59,776	54,576	60,000	60,000	57,000
Garden Guild/Docent Activities	10	(67)	600	600	600
House & Bank Building Rental	175,247	203,797	208,397	214,259	214,259
Insurance Proceeds	73,284	10,916	0	0	0
Interest	160,523	143,151	6,000	6,000	6,000
Interest-Temple Hall	0	96,806	96,806	96,806	96,806
Interest-Occoquan	73,779	24,584	0	0	0
Lessons	156,457	141,669	166,000	163,500	140,500
Lifeguard Training Fee	5,100	2,475	0	0	0
Miscellaneous Revenue	95,064	131,895	64,302	66,302	63,302
Crop Sales	123,922	43,054	52,000	52,000	52,000
Rental Device Commission	1,250	600	1,000	1,000	1,000
Adventure Links Agreement (Hemlock)	75,000	75,000	75,000	75,000	75,000
Reservation Fees	65,868	67,231	60,000	60,000	60,000
Sponsorship	150	600	2,500	2,500	2,500
<b>TOTAL OTHER REVENUE</b>	<b>1,094,731</b>	<b>1,064,832</b>	<b>854,635</b>	<b>917,467</b>	<b>851,027</b>
<b>TOTAL ENTERPRISE FUND REVENUES</b>	<b>\$ 20,843,970</b>	<b>\$ 22,570,575</b>	<b>\$ 24,045,982</b>	<b>\$ 25,966,002</b>	<b>\$ 18,553,499</b>
Transfer from Carlyle House Friends Fund	1,556	3,840	3,000	3,000	3,000
Transfer from Restricted Fund	327,912	327,912	327,912	327,912	327,912
Transfer from Restricted Fund - Debt Service	507,523	0	326,232	148,984	0
Transfer from Capital Fund - Debt Service	0	13,458	12,168	10,802	822,918
<b>TOTAL TRANSFERS FROM OTHER FUNDS</b>	<b>836,991</b>	<b>345,210</b>	<b>669,312</b>	<b>490,698</b>	<b>1,153,830</b>
<b>TOTAL AVAILABLE RESOURCES</b>	<b>\$ 21,680,960</b>	<b>\$ 22,915,785</b>	<b>\$ 24,715,294</b>	<b>\$ 26,456,700</b>	<b>\$ 19,707,329</b>

## ENTERPRISE FUND EXPENSES BY CATEGORY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>ENTERPRISE FUND EXPENSES</b>					
Full-time Salaries	\$ 5,363,810	\$ 5,636,237	\$ 5,910,943	\$ 6,095,520	\$ 5,831,079
Part-Time Salaries	3,626,094	3,573,625	4,240,713	4,735,880	3,471,863
FICA	657,685	672,370	776,602	826,387	431,565
Hospitalization	782,000	852,978	1,016,817	1,070,351	1,064,101
Life Insurance	31,839	51,947	69,986	69,489	66,474
Retirement	728,671	1,048,809	1,110,075	1,219,104	1,166,799
Unemployment Tax	18,402	15,354	25,208	27,625	21,209
<b>TOTAL PERSONNEL SERVICES</b>	<b>11,208,502</b>	<b>11,851,319</b>	<b>13,150,343</b>	<b>14,044,356</b>	<b>12,053,089</b>
Camps	4,205	8,172	9,250	10,650	7,855
Contingency	0	0	205,000	300,000	400,000
Credit Card Charges	396,829	444,526	426,757	506,665	506,665
POS Technology Fees	163,447	170,765	200,000	200,000	200,000
Contract Employment	244,799	586,753	311,960	455,959	351,141
Corn Maize Operations	39,633	47,459	41,450	41,450	37,402
Golf Cart Rental	158,205	158,205	158,205	158,205	165,163
Beverage Cart Rental	8,315	8,315	8,316	8,316	11,247
Equipment Rental	215,456	250,020	300,992	329,527	216,027
Feed	7,347	11,981	9,000	9,000	9,000
Fertilizer	70,964	47,575	44,500	44,500	44,548
Garden Guild/Docent Activities	457	815	600	600	600
Gas and Diesel	152,145	149,550	198,400	188,900	187,100
Grants - Carlyle House	0	3,501	0	0	0
Handicap Program	15,750	3,835	15,500	15,500	15,500
Instructor Fees	23,528	23,393	31,500	31,500	31,500
License Fees	1,860	0	12,200	12,200	12,200
Linen Service	16,213	17,413	16,500	17,000	17,000
Livestock	(2,650)	1,467	4,000	4,000	4,000
Membership Events	0	0	1,000	1,000	1,000
Park Police	32,750	30,835	52,000	54,000	36,700
Production Costs	236,677	289,777	329,000	333,000	333,000
Programs and Promotions	92,632	107,021	130,350	156,300	117,760
Public Information	472,879	463,540	545,000	580,000	275,000
Regatta Fees	0	0	0	18,000	18,000
Seeds and Plants	24,300	15,405	23,000	23,000	17,683
Shooting Tournament	23,212	33,223	30,000	28,000	28,000
Strategic Plan Initiatives	129,452	5,127	128,000	133,000	0
Swimming Pool Safety Program	0	37,040	25,000	25,000	25,000
Targets	174,425	221,180	230,000	230,000	230,000
Training for Field Staff	68,575	53,059	85,000	85,000	7,500
Uniforms	15,495	10,892	18,050	33,250	33,250
Vet & Medicine	7,250	5,760	9,000	9,000	9,000
<b>TOTAL OPERATING COSTS</b>	<b>2,794,150</b>	<b>3,206,607</b>	<b>3,599,530</b>	<b>4,042,522</b>	<b>3,348,841</b>
Equipment/Vehicle Maintenance	199,591	210,864	233,758	235,758	235,758
Facility Op. & Maintenance	1,454,005	1,629,204	1,704,671	1,762,083	1,539,683
Garden Maintenance	54,947	62,980	69,000	74,000	74,000
Golf Course Maintenance	331,914	315,829	334,859	334,859	336,107
Major Contract Maintenance	226,325	125,518	280,000	225,000	225,000
Rental House Maintenance	12,313	9,774	7,500	7,500	7,500
<b>TOTAL MAINTENANCE COSTS</b>	<b>2,279,096</b>	<b>2,354,169</b>	<b>2,629,788</b>	<b>2,639,200</b>	<b>2,418,048</b>
Insurance - Liquor Liability	18,447	10,052	18,050	22,025	22,025
Insurance - Workers Comp	159,566	179,749	180,000	190,000	190,000
Insurance - Vehicle	23,864	16,469	25,956	31,135	31,135
<b>TOTAL, INSURANCE</b>	<b>201,878</b>	<b>206,270</b>	<b>224,006</b>	<b>243,160</b>	<b>243,160</b>

## ENTERPRISE FUND EXPENSES BY CATEGORY

DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
Retail - Ammunition	140,689	141,582	182,000	182,000	182,000
Retail - Alcoholic Beverages/Hard Liquor	247,832	290,663	315,195	347,590	209,753
Retail - Catering Food Truck	15,532	15,257	16,200	18,000	18,000
Retail - Algonkian Woodlands	97,318	127,079	82,800	103,500	62,100
Retail - Catering Great Blue Heron	312,432	529,695	484,740	575,100	272,160
Retail - Catering Rust Sanctuary	200,349	154,828	165,600	155,250	118,125
Retail - Food	751,433	828,333	971,312	1,022,588	586,614
Retail - Pro Shop	59,813	92,861	90,000	96,500	87,500
Retail Merchandise	52,855	47,049	64,000	67,750	25,225
Vending Machine Operation	0	690	0	0	0
Firewood	0	11,428	0	30,000	28,500
<b>TOTAL RETAIL OPERATIONS</b>	<b>1,878,253</b>	<b>2,239,466</b>	<b>2,371,847</b>	<b>2,598,278</b>	<b>1,589,977</b>
Telephone	77,604	74,058	75,832	76,660	76,660
Electricity	543,854	573,191	611,900	639,400	565,500
Natural Gas	14,009	26,344	29,960	32,500	32,500
Water/Sewer	204,157	147,853	204,804	210,504	128,004
Propane Gas	61,884	55,512	62,900	68,400	63,920
Heating Oil	1,960	3,821	2,500	2,500	2,500
Internet/Cable	57,026	67,474	69,614	76,640	76,640
<b>TOTAL UTILITIES</b>	<b>960,494</b>	<b>948,254</b>	<b>1,057,510</b>	<b>1,106,604</b>	<b>945,724</b>
Note Payable VRA Principal			240,000	250,000	250,000
Interest Expense VRA Note	511,010	513,044	588,380	721,902	572,918
<b>TOTAL DEBT SERVICE</b>	<b>511,010</b>	<b>513,044</b>	<b>828,380</b>	<b>971,902</b>	<b>822,918</b>
Trans. - Gen. Fund for Central Maint.	610,523	747,866	828,890	785,678	235,850
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 20,443,907</b>	<b>\$ 22,066,994</b>	<b>\$ 24,690,294</b>	<b>\$ 26,431,700</b>	<b>\$ 21,657,607</b>
<b>OPERATING INCOME (LOSS)</b>	<b>\$ 1,237,054</b>	<b>\$ 848,791</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$ (1,950,278)</b>
Transfer to Designated Set Aside	0	401,474	0	0	0
Transfer to Capital Fund	1,100,269	1,409,699	0	0	0
Transfer to General Fund	(103,377)	(383,883)	0	0	0
Transfer to Retirement Plan	0	0	0	0	0
Transfer to Temple Hall Operating Fund	0	0	0	0	0
Transfer to Board Authorized Reserves	0	0	25,000	25,000	0
Transfer to Performance Incentive Plan	275,067	321,179	0	0	0
Transfer to Sustainability Reserve	0	0	0	0	0
<b>TOTAL TRANS TO OTHER FUNDS</b>	<b>1,271,960</b>	<b>1,748,469</b>	<b>25,000</b>	<b>25,000</b>	<b>0</b>
Donation/Adjustments	(34,906)	(373,221)			
<b>TOTAL EXPENSES AND OTHER USES</b>	<b>\$ 21,680,960</b>	<b>\$ 23,442,242</b>	<b>\$ 24,715,294</b>	<b>\$ 26,456,700</b>	<b>\$ 21,657,607</b>
<b>ENDING BALANCE</b>	<b>\$ 287,146</b>	<b>\$ 287,146</b>	<b>\$ 287,146</b>	<b>\$ 287,146</b>	<b>\$ 287,146</b>



# ALDIE MILL/MT. DEFIANCE/GOOSE CREEK HISTORIC PARK

## PROGRAM OVERVIEW

Historic Aldie Mill, which was acquired by NOVA Parks in the summer of 2006, stands as one of the best preserved historic mills in Virginia. It plays host to special events and is available for meetings and social functions. This working mill showcases demonstration grindings to visitors and school groups, providing them with a glimpse of the region's rich agricultural past.

**Mt. Defiance** - Mt. Defiance was acquired by NOVA Parks in 2012, and is part of the larger area that comprised the Battle of Middleburg in June 1863, part of the Cavalry Battles of Aldie, Middleburg and Upperville in the prelude to Gettysburg. The property includes late 18th and early 19th century buildings including a tavern and blacksmith's shop.

**Battle of Upperville - Goose Creek Historic Park** - The Battle of Upperville - Goose Creek Historic Park was acquired in 2017. The bridge, built in 1803, is among the oldest in Virginia and was prominently featured during the Battle of Upperville in June of 1863. Today the 20 acre park provides walking trails along with natural and historic interpretation.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	20,897	15,700	7,400	(52.9)%
Retail Operations	25	250	0	(100)%
Other Revenue	15,502	18,600	18,600	0.0 %
<b>TOTAL REVENUE</b>	<b>36,423</b>	<b>34,550</b>	<b>26,000</b>	<b>(24.7)%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	124,756	135,683	137,023	1.0 %
Operating Costs	14,317	6,000	5,790	(3.5)%
Maintenance Costs	16,492	21,000	21,000	0.0 %
Insurance	381	0	0	-
Retail Operations	20	150	0	(100)%
Utilities	7,305	7,200	7,200	0.0 %
<b>TOTAL EXPENSES</b>	<b>163,270</b>	<b>170,033</b>	<b>171,013</b>	<b>0.6 %</b>
<b>Net Income</b>	<b>(126,847)</b>	<b>(135,483)</b>	<b>(145,013)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Programmed events and mill rental revenue are reduced in FY 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Daily tour attendance	2,552	2,504	2,700	1,485	1,890
• Annual attendance at public programs	124	587	350	0	280
• Special event attendance	1,082	916	1,200	996	840
• Number of facility rentals	5	5	6	3	0
• School tour attendance	1,593	1,095	1,600	155	1,260
• Scout tours	30	26	100	0	70
• Volunteer hours received	421	534	500	368	550

## ALDIE MILL/MT. DEFIANCE/GOOSE CREEK HISTORIC PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-005</b>	<b>ALDIE MILL HISTORIC PARK/MT. DEFIANCE/GOOSE CREEK HISTORIC PARK</b>					
	<b>REVENUES</b>					
4600	Programmed Events	4,168	17,960	10,100	17,000	7,000
4498	Mill Rental	4,563	1,988	4,800	4,800	0
4230	Entrance Fees/Group Admissions	857	949	800	800	400
	<b>TOTAL USER FEES</b>	<b>9,587</b>	<b>20,897</b>	<b>15,700</b>	<b>22,600</b>	<b>7,400</b>
4640	Retail Operations	0	25	250	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>25</b>	<b>250</b>	<b>0</b>	<b>0</b>
4510	Misc. Revenue	100	152	0	0	0
4420	House Rental	18,000	15,350	18,600	18,600	18,600
	<b>TOTAL OTHER REVENUE</b>	<b>18,100</b>	<b>15,502</b>	<b>18,600</b>	<b>18,600</b>	<b>18,600</b>
	<b>TOTAL REVENUES</b>	<b>27,688</b>	<b>36,423</b>	<b>34,550</b>	<b>41,200</b>	<b>26,000</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	75,089	79,377	80,184	83,171	80,724
5020	Part-Time Salaries	22,981	21,621	30,806	34,210	33,806
5030	FICA	7,510	7,741	8,491	8,980	5,211
5060	Life Insurance	453	744	949	948	920
5050	Retirement	10,347	15,193	15,059	16,634	16,153
5070	Unemployment Tax	126	80	194	211	209
	<b>TOTAL PERSONNEL SERVICES</b>	<b>116,506</b>	<b>124,756</b>	<b>135,683</b>	<b>144,154</b>	<b>137,023</b>
5230	Gas and Diesel	80	0	0	0	0
5490	Programs & Promotions	2,565	14,317	6,000	13,600	5,440
5570	Uniforms	0	0	0	350	350
	<b>TOTAL OPERATING COSTS</b>	<b>2,645</b>	<b>14,317</b>	<b>6,000</b>	<b>13,950</b>	<b>5,790</b>
5180	Equipment/Vehicle Maintenance	16	755	0	0	0
5190	Facility Op. & Maintenance	18,170	15,706	20,000	20,000	20,000
5510	Rental House Maintenance	77	31	1,000	1,000	1,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>18,263</b>	<b>16,492</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>
5290	Insurance - Vehicle	395	381	0	0	0
	<b>TOTAL INSURANCE</b>	<b>395</b>	<b>381</b>	<b>0</b>	<b>0</b>	<b>0</b>
5520	Retail Operations	0	20	150	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>20</b>	<b>150</b>	<b>0</b>	<b>0</b>
5580-001	Telephone	3,634	3,998	2,400	2,400	2,400
5580-002	Electricity	1,802	2,371	2,500	2,500	2,500
5580-004	Water/Sewer	847	936	1,100	1,100	1,100
5580-016	Internet/Cable	0	0	1,200	1,200	1,200
	<b>TOTAL UTILITIES</b>	<b>6,282</b>	<b>7,305</b>	<b>7,200</b>	<b>7,200</b>	<b>7,200</b>
	<b>TOTAL EXPENSES</b>	<b>144,091</b>	<b>163,270</b>	<b>170,033</b>	<b>186,304</b>	<b>171,013</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>(116,403)</b>	<b>(126,847)</b>	<b>(135,483)</b>	<b>(145,104)</b>	<b>(145,013)</b>

# ALGONKIAN REGIONAL PARK

## PROGRAM OVERVIEW

Algonkian Regional Park is located in the Sterling/Potomac Falls area of Loudoun County. This 838-acre park, located along the banks of the Potomac River, protects this environmentally sensitive riverfront shoreline. Active and passive recreation, along with many other amenities, highlight this multi-function park. These include hiking and multi-use trails, boat launch access to the Upper Potomac River, athletic fields, boat and RV storage, a deluxe miniature golf course, picnic shelters, and the Gabrielson Trail, which links over 1,500 acres of NOVA Parks property.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 245,174	\$ 247,000	\$ 220,650	-10.7%
Retail Operations	2	500	500	0.0%
Other Revenue	273	400	400	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 245,449</b>	<b>\$ 247,900</b>	<b>\$ 221,550</b>	<b>-10.6%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 540,658	\$ 552,762	\$ 569,557	3.0%
Operating Costs	20,155	18,200	10,100	-44.5%
Maintenance Costs	32,412	38,000	41,000	7.9%
Insurance	1,903	2,060	2,874	39.5%
Retail Operations	0	150	150	0.0%
Utilities	9,629	8,964	10,100	12.7%
<b>TOTAL EXPENSES</b>	<b>\$ 604,756</b>	<b>\$ 620,136</b>	<b>\$ 633,781</b>	<b>2.2%</b>
<b>Net Income</b>	<b>(\$359,307)</b>	<b>(\$372,236)</b>	<b>(\$412,231)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The net income is budgeted to be reduced by \$39,995 in FY 2021, due to anticipated reductions in some types of revenue producing activities impacted by the COVID 19 situation. These activities include programmed events, shelter reservations and mini golf,

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of boat launches	1,333	631	2,100	624	2,100
• Boat/RV storage usage	197	197	181	172	197
• Number of miniature golf rounds	1,738	1,183	2,750	973	1,238
• Number of picnic shelter rentals	367	345	360	202	270
• Number of programmed events	n/a	2	4	1	1

## ALGONKIAN REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-035</b>	<b>ALGONKIAN REGIONAL PARK REVENUES</b>					
4460	Launch & Parking Fees	10,029	7,384	14,000	14,000	14,000
4600,4602	Programmed Events	20,476	25,152	20,000	28,000	2,000
4670	Shelter Reservations	76,703	56,214	75,000	75,000	56,250
4045	Athletic Field Use Fees	3,385	3,430	7,000	12,000	3,400
4080	Boat/RV Storage	139,953	146,462	120,000	140,000	140,000
4500	Miniature Golf	8,613	6,532	11,000	11,000	5,000
4800	Vendor Fees	60	0	0	0	0
	<b>TOTAL USER FEES</b>	<b>259,219</b>	<b>245,174</b>	<b>247,000</b>	<b>280,000</b>	<b>220,650</b>
4640	Retail - Food	207	2	500	500	500
	<b>TOTAL RETAIL OPERATIONS</b>	<b>207</b>	<b>2</b>	<b>500</b>	<b>500</b>	<b>500</b>
4475	Lessons	0	103	0	0	0
4510	Miscellaneous Revenue	0	120	0	0	0
4636	Rental Device Commission	125	50	400	400	400
	<b>TOTAL OTHER REVENUE</b>	<b>125</b>	<b>273</b>	<b>400</b>	<b>400</b>	<b>400</b>
	<b>TOTAL REVENUES</b>	<b>\$ 259,551</b>	<b>\$ 245,449</b>	<b>\$ 247,900</b>	<b>\$ 280,900</b>	<b>\$ 221,550</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 331,274	\$ 336,497	\$ 326,036	\$ 341,336	\$ 326,845
5020	Part-Time Salaries	64,241	68,643	91,575	101,059	99,788
5030	FICA	29,588	30,201	31,947	33,843	19,412
5040	Hospitalization	34,732	37,995	37,416	53,645	53,645
5060	Life Insurance	1,951	3,138	3,860	3,891	3,726
5050	Retirement	45,855	63,700	61,230	68,267	65,402
5070	Unemployment Tax	499	485	698	745	739
	<b>TOTAL PERSONNEL SERVICES</b>	<b>508,139</b>	<b>540,658</b>	<b>552,762</b>	<b>602,787</b>	<b>569,557</b>
5230	Gas and Diesel	10,619	10,249	7,000	7,000	7,000
5490, 5492	Programs and Promotions	7,048	8,941	10,000	14,000	1,000
5570	Uniforms	908	965	1,200	2100	2,100
	<b>TOTAL OPERATING COSTS</b>	<b>18,574</b>	<b>20,155</b>	<b>18,200</b>	<b>23,100</b>	<b>10,100</b>
5180	Equipment/Vehicle Maintenance	4,510	8,779	8,000	9,000	9,000
5190	Facility Op. & Maintenance	27,276	23,634	30,000	32,000	32,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>31,785</b>	<b>32,412</b>	<b>38,000</b>	<b>41,000</b>	<b>41,000</b>
5290	Insurance - Vehicle	1,974	1,903	2,060	2,874	2,874
	<b>TOTAL INSURANCE</b>	<b>1,974</b>	<b>1,903</b>	<b>2,060</b>	<b>2,874</b>	<b>2,874</b>
5520	Retail - Food	137	0	150	150	150
	<b>TOTAL RETAIL OPERATIONS</b>	<b>137</b>	<b>0</b>	<b>150</b>	<b>150</b>	<b>150</b>
5580-001	Telephone	731	749	700	800	800
5580-002	Electricity	6,073	6,753	6,000	7,000	7,000
5580-004	Water/Sewer	1,333	1,232	1,400	1,400	1,400
5580-016	Internet/Cable	852	895	864	900	900
	<b>TOTAL UTILITIES</b>	<b>8,989</b>	<b>9,629</b>	<b>8,964</b>	<b>10,100</b>	<b>10,100</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 569,598</b>	<b>\$ 604,756</b>	<b>\$ 620,136</b>	<b>\$ 680,011</b>	<b>\$ 633,781</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>(\$310,047)</b>	<b>(\$359,307)</b>	<b>(\$372,236)</b>	<b>(\$399,111)</b>	<b>(\$412,231)</b>

# ALGONKIAN GOLF COURSE

## PROGRAM OVERVIEW

Algonkian Golf Course is an 18-hole, par 72 course in Algonkian Regional Park. Built in the early 1960's, this traditional layout measures over 7,000 yards from the back tees. It provides the golfer with a variety of open and tight tree lined fairways featuring mature hardwoods and meandering creeks. Working towards the NOVA Parks goal of conservation, Algonkian recently achieved certification through Audubon International as an Audubon Cooperative Sanctuary.

Amenities include a driving range, pro shop, grill, putting and chipping greens and rentals of golf carts and golf clubs. Algonkian Golf Course also serves as the home course for the Park View High School Golf Team.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 680,290	\$ 993,000	\$ 967,000	-2.6%
Retail Operations	128,528	160,000	150,000	-6.3%
Other Revenue	8,883	10,000	10,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 817,700</b>	<b>\$ 1,163,000</b>	<b>\$ 1,127,000</b>	<b>-3.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 624,652	\$ 675,321	\$ 691,519	2.4%
Operating Costs	74,680	87,847	91,994	4.7%
Maintenance Costs	163,379	182,659	182,971	0.2%
Insurance	681	762	979	28.5%
Retail Operations	62,017	69,000	65,000	-5.8%
Utilities	48,774	49,272	50,012	1.5%
<b>TOTAL EXPENSES</b>	<b>\$ 974,183</b>	<b>\$ 1,064,861</b>	<b>\$ 1,082,475</b>	<b>1.7%</b>
<b>Net Income</b>	<b>\$ -156,483</b>	<b>\$ 98,139</b>	<b>\$ 44,525</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Part time salaries increased due to rate changes. Net income is reduced by \$53,614 compared to FY 20.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• 18 hole golf rounds (paid)	19,789	15,108	20,500	11,117	19,995
• 18 hole golf rounds (members)	6,944	6,043	8,500	2,948	8,245
• Power cart rentals-18 hole equivalent	10,730	17,599	12,000	5,516	11,640
• Number of driving range buckets sold	4,196	4,539	6,500	3,068	6,500
• Number of annual golf memberships sold	48	40	55	16	55
• Number of Heron Club Cards sold	165	105	165	48	200
• Per customer average on pro shop merchandise	\$1.36	\$2.07	\$1.38	\$1.70	\$1.42
• Per customer average on food & beverage	\$3.53	\$4.00	\$4.14	\$3.54	\$3.90
• Revenue per round of golf played	\$36.79	\$38.66	\$40.10	\$42.01	\$39.91
• Expense per round of golf played	\$37.30	\$46.06	\$36.72	\$38.13	\$38.83
• Volunteer hours received	6,524	6,735	6,500	5,297	6,800

## ALGONKIAN GOLF COURSE

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-010</b>	<b>ALGONKIAN GOLF COURSE</b>					
	<b>REVENUES</b>					
4210	Driving Range	\$ 60,892	\$ 50,024	\$ 67,500	\$ 67,500	\$ 67,500
4220	Cart Rental	172,161	106,607	214,000	214,000	208,000
4320	Golf Club Rental	1,916	2,083	3,000	3,000	3,000
4380	Green Fees	602,218	515,623	700,000	700,000	680,000
4400	Golf Handicap Program	5,079	4,513	5,500	5,500	5,500
4610	Pull Cart Rental	1,597	1,442	3,000	3,000	3,000
	<b>TOTAL USER FEES</b>	<b>843,863</b>	<b>680,290</b>	<b>993,000</b>	<b>993,000</b>	<b>967,000</b>
4475	Lessons	9,060	8,883	10,000	10,000	10,000
4510	Miscellaneous Revenue	9,135	8,883	10,000	10,000	10,000
	<b>TOTAL OTHER REVENUE</b>	<b>9,060</b>	<b>8,883</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>
4641	Retail - Alcoholic Beverages	46,726	38,383	50,000	50,000	50,000
4640,4642,4643	Retail - Food	47,579	46,318	70,000	66,000	60,000
4650	Retail - Pro Shop	36,294	43,827	40,000	45,000	40,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>130,600</b>	<b>128,528</b>	<b>160,000</b>	<b>161,000</b>	<b>150,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 983,597</b>	<b>\$ 817,700</b>	<b>\$ 1,163,000</b>	<b>\$ 1,164,000</b>	<b>\$ 1,127,000</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$351,970	\$343,856	\$356,412	\$372,828	\$359,782
5020	Part-Time Salaries	113,286	111,576	131,976	148,626	147,111
5030	FICA	34,088	32,827	37,362	39,891	23,064
5040	Hospitalization	70,272	70,334	77,477	84,454	84,454
5060	Life Insurance	2,147	3,048	4,220	4,250	4,102
5050	Retirement	50,112	62,435	66,934	74,566	71,992
5070	Unemployment Tax	781	576	940	1,023	1,016
	<b>TOTAL PERSONNEL SERVICES</b>	<b>622,657</b>	<b>624,652</b>	<b>675,321</b>	<b>725,638</b>	<b>691,519</b>
5160	Golf Cart Rental	51,625	51,625	51,625	51,625	53,895
5138	Beverage Cart Rental	2,772	2,772	2,772	2,772	3,749
5230	Gas and Diesel	10,235	8,504	18,000	18,000	18,000
5260	Golf Handicap Program	5,250	2,700	5,250	5,250	5,250
5263	Instructor Fees	8,175	7,875	9,000	9,000	9,000
5570	Uniforms	1,478	1,204	1,200	2,100	2,100
	<b>TOTAL OPERATING COSTS</b>	<b>79,534</b>	<b>74,680</b>	<b>87,847</b>	<b>88,747</b>	<b>91,994</b>
5180	Equipment/Vehicle Maintenance	18,219	18,890	20,758	20,758	20,758
5190	Facility Op. & Maintenance	55,890	45,431	53,601	53,601	53,601
5240	Golf Course Maintenance	105,034	99,059	108,300	108,300	108,612
	<b>TOTAL MAINTENANCE COSTS</b>	<b>179,142</b>	<b>163,379</b>	<b>182,659</b>	<b>182,659</b>	<b>182,971</b>
5265	Insurance - Liquor Liability	1,200	300	350	500	500
5290	Insurance - Vehicle	395	381	412	479	479
	<b>TOTAL INSURANCE</b>	<b>1,595</b>	<b>681</b>	<b>762</b>	<b>979</b>	<b>979</b>
5521	Retail - Alcoholic Beverages	12,710	12,176	15,000	15,000	15,000
5520	Retail - Food	24,385	19,023	28,000	26,400	24,000
5530	Retail - Pro Shop	7,750	30,818	26,000	29,250	26,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>44,845</b>	<b>62,017</b>	<b>69,000</b>	<b>70,650</b>	<b>65,000</b>
5580-001	Telephone	3,592	3,764	3,960	3,960	3,960
5580-002	Electricity	31,315	29,766	31,000	31,000	31,000
5580-004	Water/Sewer	4,398	4,065	4,552	4,552	4,552
5580-008	Propane Gas	11,647	8,034	7,000	7,000	7,000
5580-016	Internet/Cable	2,752	3,145	2,760	3,500	3,500
	<b>TOTAL UTILITIES</b>	<b>53,704</b>	<b>48,774</b>	<b>49,272</b>	<b>50,012</b>	<b>50,012</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 981,477</b>	<b>\$ 974,183</b>	<b>\$ 1,064,861</b>	<b>\$ 1,118,685</b>	<b>\$ 1,082,475</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 2,120</b>	<b>\$ (156,483)</b>	<b>\$ 98,139</b>	<b>\$ 45,315</b>	<b>\$ 44,525</b>

# **VOLCANO ISLAND WATERPARK AT ALGONKIAN**

## **PROGRAM OVERVIEW**

This Polynesian themed waterpark provides visitors with views of palm trees, tropical birds, colorful murals, thatch covered buildings and an erupting volcano. These theming elements add to the popular mix of other attractions including a gigantic dumping bucket play feature with beach entry pool, the Jungle Plunge body slides, a host of smaller slides, spray ground, and a sand play area. This combination of features makes Volcano Island a destination for Northern Virginia swimmers.

## **REVENUE & EXPENSE SUMMARY**

	<b>FY 2019 ACTUAL</b>	<b>FY 2020 BUDGET</b>	<b>FY 2021 BUDGET</b>	<b>% CHANGE 2020-2021</b>
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 366,894	\$ 434,856	\$ 101,525	-76.7%
Retail Operations	89,733	119,000	35,400	-70.3%
Other Revenue	2,010	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 458,636</b>	<b>\$ 553,856</b>	<b>\$ 136,925</b>	<b>-75.3%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 145,741	\$ 186,041	\$ 50,994	-72.6%
Maintenance Costs	57,965	56,828	24,000	-57.8%
Retail Operations	26,575	48,500	14,400	-70.3%
Utilities	28,053	25,800	12,900	-50.0%
<b>TOTAL EXPENSES</b>	<b>\$ 258,334</b>	<b>\$ 317,169</b>	<b>\$ 102,294</b>	<b>-67.7%</b>
<b>Net Income</b>	<b>\$ 200,302</b>	<b>\$ 236,686</b>	<b>\$ 34,631</b>	

## **BUDGET HIGHLIGHTS**

### **Major variances in budget:**

- The waterpark will be closed for the summer 2020 season due to COVID-19. The only time the waterpark will be open in FY 2021 is during late May through June 2021.

## **MEASURABLE RESULTS**

	<b>FY 2018 ACTUAL</b>	<b>FY 2019 ACTUAL</b>	<b>FY 2020 TARGET</b>	<b>FY 2020 ACTUAL 6 months JUL- DEC 2019</b>	<b>FY 2021 TARGET</b>
• Number of general admissions	30,401	34,733	36,000	24,209	10,080
• Number of youth group participants	18,199	19,243	22,000	11,179	2,640
• Number of Annual Waterpark Passes sold	168	175	225	15	56
• Avg. amount customers spent on food, beverages & retail	\$1.90	\$2.35	\$2.05	\$1.58	\$2.78
• Number of birthday party participants	899	836	1,600	665	400
• Number of birthday parties	86	62	80	42	26

## VOLCANO ISLAND WATERPARK AT ALGONKIAN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-020 ALGONKIAN VOLCANO ISLAND WATERPARK</b>						
<b>REVENUES</b>						
4550	Admissions	\$ 237,705	\$ 253,573	\$ 290,856	\$ 326,000	\$ 80,000
4570	Group Admissions	103,132	95,884	120,000	125,000	15,000
4490	Locker Rental	440	451	500	500	125
4560, 4580	Waterpark Passes	14,564	14,068	20,000	20,000	5,000
4670	Shelter Reservations	3,401	2,919	3,500	3,500	1,400
<b>TOTAL USER FEES</b>		<b>359,242</b>	<b>366,894</b>	<b>434,856</b>	<b>475,000</b>	<b>101,525</b>
4640	Retail Operations	85,952	83,453	110,000	110,000	33,000
4660	Swim Merchandise	8,188	6,280	9,000	9,000	2,400
<b>TOTAL RETAIL OPERATIONS</b>		<b>94,140</b>	<b>89,733</b>	<b>119,000</b>	<b>119,000</b>	<b>35,400</b>
4510	Miscellaneous Revenue	0	735	0	0	0
4482	Lifeguard Training Fee	675	1,275	0	0	0
<b>TOTAL OTHER REVENUE</b>		<b>675</b>	<b>2,010</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL REVENUES</b>		<b>\$ 454,056</b>	<b>\$ 458,636</b>	<b>\$ 553,856</b>	<b>\$ 594,000</b>	<b>\$ 136,925</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 143,079	\$ 134,876	\$ 172,022	\$ 188,996	\$ 47,150
5030	FICA	10,946	10,259	13,160	14,458	3,607
5070	Unemployment Tax	747	607	860	945	236
<b>TOTAL PERSONNEL SERVICES</b>		<b>154,772</b>	<b>145,741</b>	<b>186,041</b>	<b>204,400</b>	<b>50,994</b>
5190	Facility Op. & Maintenance	59,733	57,965	56,828	60,000	24,000
<b>TOTAL MAINTENANCE COSTS</b>		<b>59,733</b>	<b>57,965</b>	<b>56,828</b>	<b>60,000</b>	<b>24,000</b>
5520	Retail Operations	34,716	25,068	44,000	44,000	13,200
5535	Swim Merchandise	3,259	1,507	4,500	4,500	1,200
<b>TOTAL RETAIL OPERATIONS</b>		<b>37,975</b>	<b>26,575</b>	<b>48,500</b>	<b>48,500</b>	<b>14,400</b>
5580-001	Telephone	1,131	1,142	1,100	1,100	1,100
5580-002	Electricity	24,961	22,818	20,000	23,000	9,200
5580-004	Water/Sewer	3,199	2,957	3,500	3,500	1,400
5580-016	Internet/Cable	1,163	1,137	1,200	1,200	1,200
<b>TOTAL UTILITIES</b>		<b>30,454</b>	<b>28,053</b>	<b>25,800</b>	<b>28,800</b>	<b>12,900</b>
<b>TOTAL EXPENSES</b>		<b>\$ 282,933</b>	<b>\$ 258,334</b>	<b>\$ 317,169</b>	<b>\$ 341,700</b>	<b>\$ 102,294</b>
<b>OPERATING INCOME (LOSS)</b>		<b>\$ 171,123</b>	<b>\$ 200,302</b>	<b>\$ 236,686</b>	<b>\$ 252,300</b>	<b>\$ 34,631</b>



# THE WOODLANDS AT ALGONKIAN PARK

## PROGRAM OVERVIEW

The Woodlands at Algonkian is a beautiful venue that provides a natural setting for a picturesque wedding or event. Nestled on the wooded banks of the Potomac River, this scenic venue is situated on 850 acres of parkland and offers a large banquet room, an additional meeting room and a private bridal room.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 209,020	\$ 202,000	\$ 140,000	-30.7%
Retail Operations	478,012	353,970	265,477	-25.0%
Other Revenue	34,490	25,800	27,000	4.7%
<b>TOTAL REVENUE</b>	<b>\$ 721,522</b>	<b>\$ 581,770</b>	<b>\$ 432,477</b>	<b>-25.7%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 92,748	\$ 161,645	\$ 164,059	1.5%
Operating Costs	138,241	50,940	52,280	2.6%
Maintenance Costs	30,438	33,000	43,000	30.3%
Insurance	1,100	2,350	3,000	27.7%
Retail Operations	161,251	109,365	81,420	-25.6%
Utilities	19,154	18,100	18,100	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 442,932</b>	<b>\$ 375,400</b>	<b>\$ 361,859</b>	<b>-3.6%</b>
<b>Net Income</b>	<b>\$ 278,590</b>	<b>\$ 206,370</b>	<b>\$ 70,618</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of social rentals (events)	43	60	60	37	47
• Number of wedding/social events catered (in-	38	57	55	36	43
• Number of daytime rentals (meetings)	25	35	30	20	25

## THE WOODLANDS AT ALGONKIAN PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-030 ALGONKIAN-WOODLANDS MEETING &amp; EVENT CENTER</b>						
<b>REVENUES</b>						
4130	Woodlands Rental	\$ 163,615	\$ 208,020	\$ 200,000	\$ 230,000	\$ 138,000
4443	Kitchen Use Fee	250	1,000	2,000	2,000	2,000
	<b>TOTAL USER FEES</b>	<b>163,865</b>	<b>209,020</b>	<b>202,000</b>	<b>232,000</b>	<b>140,000</b>
4821	Equipment Rental	17,447	27,939	21,200	30,000	18,000
4822	Contract Employment	3,600	6,551	4,600	15,000	9,000
	<b>TOTAL OTHER REVENUE</b>	<b>21,047</b>	<b>34,490</b>	<b>25,800</b>	<b>45,000</b>	<b>27,000</b>
4640,4641,4647	Retail - Alcohol	88,489	106,296	80,500	100,625	60,375
4115	Catering	209,695	310,268	230,000	287,500	172,500
4682	Service Charge	44,854	61,449	43,470	54,337	32,602
	<b>TOTAL RETAIL OPERATIONS</b>	<b>343,038</b>	<b>478,012</b>	<b>353,970</b>	<b>442,462</b>	<b>265,477</b>
	<b>TOTAL REVENUES</b>	<b>\$ 527,950</b>	<b>\$ 721,522</b>	<b>\$ 581,770</b>	<b>\$ 719,462</b>	<b>\$ 432,477</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 25,643	\$ 38,189	\$ 64,179	\$ 75,248	\$ 72,337
5020	Part-Time Salaries	56,782	36,503	66,631	82,476	64,765
5030	FICA	6,121	5,575	10,007	12,066	6,240
5040	Hospitalization	8,164	4,590	7,628	5,055	5,055
5060	Life Insurance	137	229	760	858	825
5050	Retirement	3,355	7,515	12,053	15,050	14,475
5070	Unemployment Tax	281	147	386	466	363
	<b>TOTAL PERSONNEL SERVICES</b>	<b>100,483</b>	<b>92,748</b>	<b>161,645</b>	<b>191,218</b>	<b>164,059</b>
5186	Equipment Rental	15,265	20,864	20,140	28,500	17,100
5146	Contract Employment	50,514	113,049	24,000	47,300	28,380
5230	Gas and Diesel	70	40	600	600	600
5340	Linen Service	2,629	3,318	2,500	3,000	3,000
5570	Uniforms	147	125	200	700	700
5490	Programs and Promotions	9,679	845	3,500	3,500	2,500
	<b>TOTAL OPERATING COSTS</b>	<b>78,303</b>	<b>138,241</b>	<b>50,940</b>	<b>83,600</b>	<b>52,280</b>
5180	Equipment/Vehicle Maintenance	174	45	1,000	1,000	1,000
5190	Facility Op. & Maintenance	31,293	30,393	32,000	42,000	42,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>31,467</b>	<b>30,438</b>	<b>33,000</b>	<b>43,000</b>	<b>43,000</b>
5265	Insurance-Liquor liability	2,969	1,100	2,350	3,000	3,000
	<b>TOTAL INSURANCE</b>	<b>2,969</b>	<b>1,100</b>	<b>2,350</b>	<b>3,000</b>	<b>3,000</b>
5143	Catering	97,318	127,079	82,800	103,500	62,100
5521	Retail - Alcohol	17,409	34,172	26,565	32,200	19,320
	<b>TOTAL RETAIL OPERATIONS</b>	<b>114,727</b>	<b>161,251</b>	<b>109,365</b>	<b>135,700</b>	<b>81,420</b>
5580-001	Telephone	2,477	2,512	2,600	2,600	2,600
5580-002	Electricity	11,271	11,371	11,000	11,000	11,000
5580-008	Propane	775	3,631	2,000	2,000	2,000
5580-016	Internet/Cable	1,634.06	1,640.47	2,500	2,500	2,500
	<b>TOTAL UTILITIES</b>	<b>16,157</b>	<b>19,154</b>	<b>18,100</b>	<b>18,100</b>	<b>18,100</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 344,107</b>	<b>\$ 442,932</b>	<b>\$ 375,400</b>	<b>\$ 474,618</b>	<b>\$ 361,859</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 183,843</b>	<b>\$ 278,590</b>	<b>\$ 206,370</b>	<b>\$ 244,844</b>	<b>\$ 70,618</b>

# ALGONKIAN COTTAGES

## PROGRAM OVERVIEW

The Algonkian Cottages, located in a secluded area of Algonkian Park, offer vacation sites with views of the Potomac River. The twelve 2,3,4, and 5-bedroom riverfront cottages can accommodate up to 10 guests, and are fully furnished.

Amenities include fireplaces with gas fire logs, Cable TV, phones, internet access, linens, central air and heat, full bathrooms, grills and fully equipped kitchens. Laundry facilities are nearby.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 279,609	\$ 340,600	\$ 323,600	-5.0%
<b>TOTAL REVENUE</b>	<b>\$ 279,609</b>	<b>\$ 340,600</b>	<b>\$ 323,600</b>	<b>-5.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 111,113	\$ 127,750	\$ 137,778	7.8%
Operating Costs	14,095	14,000	14,000	0.0%
Maintenance Costs	22,042	25,500	28,000	9.8%
Utilities	39,683	44,552	44,552	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 186,933</b>	<b>\$ 211,802</b>	<b>\$ 224,330</b>	<b>5.9%</b>
<b>Net Income</b>	<b>\$ 92,676</b>	<b>\$ 128,798</b>	<b>\$ 99,270</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on rentals.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Three Bedroom-Rental Nights (8 cottages)	945	907	1,200	537	1,140
• Four Bedroom-Rental Nights (2 cottages)	271	275	350	173	333
• Five Bedroom-Rental Nights (2 cottages)	245	285	350	167	333

## ALGONKIAN COTTAGES

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-040 ALGONKIAN COTTAGES</b>						
<b>REVENUES</b>						
4150,4151	Cottage Rental	\$ 298,152	\$ 279,176	\$ 340,000	\$ 340,000	\$ 323,000
4470	Laundry	331	433	600	600	600
<b>TOTAL USER FEES</b>		<b>298,482</b>	<b>279,609</b>	<b>340,600</b>	<b>340,600</b>	<b>323,600</b>
<b>TOTAL REVENUES</b>		<b>\$ 298,482</b>	<b>\$ 279,609</b>	<b>\$ 340,600</b>	<b>\$ 340,600</b>	<b>\$ 323,600</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 16,633	\$ 23,362	\$ 25,590	\$ 28,522	\$ 27,226
5020	Part-Time Salaries	69,160	68,948	78,651	89,531	88,502
5030	FICA	6,373	6,887	7,974	9,031	5,266
5040	Hospitalization	8,345	6,894	10,013	10,564	10,564
5060	Life Insurance	137	229	303	325	310
5050	Retirement	2,385	4,646	4,806	5,704	5,448
5070	Unemployment Tax	215	146	413	468	463
<b>TOTAL PERSONNEL SERVICES</b>		<b>103,248</b>	<b>111,113</b>	<b>127,750</b>	<b>144,145</b>	<b>137,778</b>
5340	Linen Service	13,584	14,095	14,000	14,000	14,000
<b>TOTAL OPERATING COSTS</b>		<b>13,584</b>	<b>14,095</b>	<b>14,000</b>	<b>14,000</b>	<b>14,000</b>
5180	Equipment/Vehicle Maintenance	288	166	500	500	500
5190	Facility Op. & Maintenance	20,066	21,876	25,000	27,500	27,500
<b>TOTAL MAINTENANCE COSTS</b>		<b>20,353</b>	<b>22,042</b>	<b>25,500</b>	<b>28,000</b>	<b>28,000</b>
5580-001	Telephone	7,882	1,470	2,000	2,000	2,000
5580-002	Electricity	18,543	18,416	20,000	20,000	20,000
5580-004	Water/Sewer	4,398	4,065	4,552	4,552	4,552
5580-008	Propane	2,510	2,235	3,000	3,000	3,000
5580-016	Internet/Cable	12,367	13,497	15,000	15,000	15,000
<b>TOTAL UTILITIES</b>		<b>45,700</b>	<b>39,683</b>	<b>44,552</b>	<b>44,552</b>	<b>44,552</b>
<b>TOTAL EXPENSES</b>		<b>\$ 182,885</b>	<b>\$ 186,933</b>	<b>\$ 211,802</b>	<b>\$ 230,697</b>	<b>\$ 224,330</b>
<b>OPERATING INCOME (LOSS)</b>		<b>\$ 115,597</b>	<b>\$ 92,676</b>	<b>\$ 128,798</b>	<b>\$ 109,903</b>	<b>\$ 99,270</b>

# BEAVERDAM PROPERTY

## PROGRAM OVERVIEW

The 600 acre Beaverdam property, located in Ashburn, is a protected reservoir that serves as a drinking water resource for the community while offering park like amenities and a multitude of recreational opportunities that include boating, hiking, fishing and scholastic rowing.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ (22)	\$ 10,000	\$ 5,000	(50.0)%
Retail Operations	0	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ (22)</b>	<b>\$ 10,000</b>	<b>\$ 5,000</b>	<b>(50.0)%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 6,307	\$ 29,671	\$ 13,439	(54.7)%
Operating Costs	0	500	500	0.0 %
Maintenance Costs	1,522	10,500	10,500	0.0 %
Retail Operations	16	0	0	-
<b>TOTAL EXPENSES</b>	<b>\$ 7,845</b>	<b>\$ 40,671</b>	<b>\$ 24,439</b>	<b>(39.9)%</b>
<b>Net Income</b>	<b>\$ (7,867)</b>	<b>\$ (30,671)</b>	<b>\$ (19,439)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of boat launches	N/A	N/A	2,500	N/A	1,250
• Volunteer hours received	N/A	N/A	1,000	N/A	1,000

## BEAVERDAM PROPERTY

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-042 BEAVERDAM PROPERTY</b>						
<b>REVENUES</b>						
4460	Launch & Parking Fees	\$ (58)	\$ (22)	\$ 10,000	\$ 8,000	\$ 5,000
	<b>TOTAL USER FEES</b>	<b>(58)</b>	<b>(22)</b>	<b>10,000</b>	<b>8,000</b>	<b>5,000</b>
4640	Retail Operations (Food)	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
4510	Miscellaneous Revenue	84	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>84</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>\$ 26</b>	<b>\$ (22)</b>	<b>\$ 10,000</b>	<b>\$ 8,000</b>	<b>\$ 5,000</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 13,686	\$ 5,838	\$ 27,435	\$ 28,154	\$ 12,793
5030	FICA	1,047	447	2,099	2,154	582
5070	Unemployment Tax	76	22	137	141	64
	<b>TOTAL PERSONNEL SERVICES</b>	<b>14,809</b>	<b>6,307</b>	<b>29,671</b>	<b>30,449</b>	<b>13,439</b>
5230	Gas and Diesel	0	0	500	500	500
5490	Programs and Promotions	0	0	0	0	0
	<b>TOTAL OPERATING COSTS</b>	<b>0</b>	<b>0</b>	<b>500</b>	<b>500</b>	<b>500</b>
5180	Equipment/Vehicle Maintenance	399	463	500	500	500
5190	Facility Op. & Maintenance	11	1,059	10,000	10,000	10,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>410</b>	<b>1,522</b>	<b>10,500</b>	<b>10,500</b>	<b>10,500</b>
5520	Retail Operations (Food)	11	16	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>11</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 15,230</b>	<b>\$ 7,845</b>	<b>\$ 40,671</b>	<b>\$ 41,449</b>	<b>\$ 24,439</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>(\$15,205)</b>	<b>(\$7,867)</b>	<b>(\$30,671)</b>	<b>(\$33,449)</b>	<b>(\$19,439)</b>

# BLUE RIDGE REGIONAL PARK

## PROGRAM OVERVIEW

Blue Ridge Regional Park (formerly the Savage Property) opened in the Spring of 2007 for youth group primitive camping. Multiple group sites are available with water and portable toilets provided. This park is used by the Northern Virginia Astronomy Club as a nighttime or celestial special event viewing location.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 6,593	\$ 6,500	\$ 4,875	-25.0%
TOTAL REVENUE	\$ 6,593	\$ 6,500	\$ 4,875	-25.0%
<b>EXPENSES BY CATEGORY</b>				
Maintenance Costs	\$ 4,729	\$ 6,500	\$ 6,500	0.0%
Utilities	170	200	200	0.0%
TOTAL EXPENSES	\$ 4,899	\$ 6,700	\$ 6,700	0.0%
<b>Net Income</b>	<b>\$ 1,694</b>	<b>\$ (200)</b>	<b>\$ (1,825)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of group campers	814	1,051	1,200	560	1,200
• Miles of trail maintained	2	2	2	2	2
• Number of group programs	N/A	1	3	N/A	3
• Volunteer hours received	87.5	0	500	0	500

## BLUE RIDGE REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-045 BLUE RIDGE REGIONAL PARK</b>						
<b>REVENUES</b>						
4100	Camping Fees	\$ 6,312	\$ 6,593	\$ 6,500	\$ 6,500	\$ 4,875
	<b>TOTAL USER FEES</b>	<b>6,312</b>	<b>6,593</b>	<b>6,500</b>	<b>6,500</b>	<b>4,875</b>
	<b>TOTAL REVENUES</b>	<b>\$ 6,312</b>	<b>\$ 6,593</b>	<b>\$ 6,500</b>	<b>\$ 6,500</b>	<b>\$ 4,875</b>
<b>EXPENSES</b>						
5190	Facility Op. & Maintenance	\$ 3,847	\$ 4,729	\$ 6,500	\$ 6,500	\$ 6,500
	<b>TOTAL MAINTENANCE COSTS</b>	<b>3,847</b>	<b>4,729</b>	<b>6,500</b>	<b>6,500</b>	<b>6,500</b>
5580-002	Electricity	144	170	200	200	200
	<b>TOTAL UTILITIES</b>	<b>144</b>	<b>170</b>	<b>200</b>	<b>200</b>	<b>200</b>
	<b>TOTAL EXPENSES</b>	<b>3,991</b>	<b>4,899</b>	<b>6,700</b>	<b>6,700</b>	<b>6,700</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>2,321</b>	<b>1,694</b>	<b>(200)</b>	<b>(200)</b>	<b>(1,825)</b>



# BRAMBLETON GOLF COURSE

## PROGRAM OVERVIEW

Brambleton Golf Course is an 18 hole, par-72 golf course in the Ashburn area of Loudoun County. Opened in 1994, Brambleton offers a variety of challenging holes with scenic woods and water. Working towards the NOVA Parks goal of conservation, Brambleton is an Audubon Cooperative Sanctuary. Brambleton is the home course for the Briar Woods High School Golf Team, providing the team with tournament and practice facilities during the golf season. The golf course is also adjacent to the National Recreation and Park Association's Headquarters. Amenities include a driving range, pro shop, grill, putting and chipping greens and rentals of golf carts and golf clubs. A large event pavilion is available for parties of up to 150 people.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 1,207,272	\$ 1,295,700	\$ 1,294,540	-0.1%
Retail Operations	191,083	218,000	210,000	-3.7%
Other Revenue	13,217	20,000	20,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 1,411,572</b>	<b>\$ 1,533,700</b>	<b>\$ 1,524,540</b>	<b>-0.6%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 850,072	\$ 881,508	\$ 820,969	-6.9%
Operating Costs	90,075	107,112	110,133	2.8%
Maintenance Costs	185,930	208,211	208,523	0.1%
Insurance	2,583	2,822	3,399	20.4%
Retail Operations	88,505	95,200	92,000	-3.4%
Utilities	48,675	60,962	62,440	2.4%
<b>TOTAL EXPENSES</b>	<b>\$ 1,265,841</b>	<b>\$ 1,355,815</b>	<b>\$ 1,297,464</b>	<b>-4.3%</b>
<b>Net Income</b>	<b>\$ 145,731</b>	<b>\$ 177,885</b>	<b>\$ 227,076</b>	

## BUDGET HIGHLIGHTS

- A Park Specialist position for Brambleton is frozen for FY 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC	FY 2021 TARGET
• 18 hole golf rounds (paid)	29,379	28,795	30,800	19,231	31,108
• 18 hole golf rounds (members)	6,809	6,622	8,500	997	7,070
• Power Cart Rentals	14,871	10,867	15,900	7,154	15,423
• Number of Driving Range buckets sold	7,928	6,066	8,100	3,438	8,100
• Per customer average on pro shop	\$1.60	\$1.84	\$1.53	\$1.69	\$1.57
• Per customer average on food & beverage	\$3.77	\$3.46	\$4.02	\$3.18	\$3.93
• Revenue per round of golf played	\$39.64	\$39.86	\$39.53	\$39.25	\$39.93
• Expense per round of golf played	\$35.41	\$35.74	\$34.50	\$32.53	\$33.98
• Number of social pavilion rentals	7	8	9	1	9
• Number of annual memberships sold	79	59	80	28	80
• Number of Heron Club Cards sold	234	246	250	95	280
• Volunteer hours received	9,004	7,204	8,000	2,136	8,000

## BRAMBLETON GOLF COURSE

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-055</b>	<b>BRAMBLETON GOLF COURSE</b>					
	<b>REVENUES</b>					
4210	Driving Range	\$ 92,420	\$ 87,806	\$ 95,000	\$ 95,000	\$ 95,000
4220	Cart Rental	243,977	206,649	286,200	286,200	277,600
4320	Golf Club Rental	1,875	2,380	2,000	2,000	2,000
4380	Green Fees	852,061	897,479	895,000	925,000	900,000
4400	Golf Handicap Program	7,595	7,388	6,500	7,300	7,300
4600	Programmed Events	0	140	500	2,640	2,640
4610	Pull Cart Rental	2,183	2,320	3,000	2,500	2,500
4670	Shelter Reservations	3,850	3,109	7,500	7,500	7,500
	<b>TOTAL USER FEES</b>	<b>1,203,962</b>	<b>1,207,272</b>	<b>1,295,700</b>	<b>1,328,140</b>	<b>1,294,540</b>
4641	Retail - Alcoholic Beverages	64,877	57,358	70,000	70,000	70,000
4640, 4642, 4643	Retail - Food	65,219	68,406	88,000	85,000	80,000
4650	Retail - Pro Shop	54,182	65,319	60,000	65,000	60,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>184,278</b>	<b>191,083</b>	<b>218,000</b>	<b>220,000</b>	<b>210,000</b>
4475	Lessons	15,280	13,182	20,000	20,000	20,000
4510	Miscellaneous Revenue	0	35	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>15,280</b>	<b>13,217</b>	<b>20,000</b>	<b>20,000</b>	<b>20,000</b>
	<b>TOTAL REVENUES</b>	<b>1,403,520</b>	<b>1,411,572</b>	<b>1,533,700</b>	<b>1,568,140</b>	<b>1,524,540</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 500,138	\$ 486,058	\$ 479,403	\$ 491,475	\$ 429,842
5020	Part-Time Salaries	127,767	136,659	162,731	178,423	176,641
5030	FICA	45,934	45,775	49,123	51,247	27,595
5040	Hospitalization	79,051	86,112	93,408	101,067	94,816
5060	Life Insurance	2,934	4,301	5,676	5,603	4,900
5050	Retirement	68,000	90,506	90,032	98,295	86,011
5070	Unemployment Tax	795	662	1,134	1,212	1,163
	<b>TOTAL PERSONNEL SERVICES</b>	<b>824,620</b>	<b>850,072</b>	<b>881,508</b>	<b>927,322</b>	<b>820,969</b>
5160	Golf Cart Rental	53,290	53,290	53,290	53,290	55,634
5138	Beverage Cart Rental	2,772	2,772	2,772	2,772	3,749
5230	Gas and Diesel	21,790	17,810	26,000	22,000	22,000
5260	Golf Handicap Program	5,250	595	5,250	5,250	5,250
5263	Instructor Fees	11,111	13,718	18,000	18,000	18,000
5490	Programs and Promotions	0	729	0	2,350	2,350
5570	Uniforms	1,699	1,161	1,800	3,150	3,150
	<b>TOTAL OPERATING COSTS</b>	<b>95,912</b>	<b>90,075</b>	<b>107,112</b>	<b>106,812</b>	<b>110,133</b>
5180	Equipment/Vehicle Maintenance	20,860	21,284	21,000	21,000	21,000
5190	Facility Op. & Maintenance	63,052	59,280	70,211	70,211	70,211
5240	Golf Course Maintenance	112,239	105,366	117,000	117,000	117,312
	<b>TOTAL MAINTENANCE COSTS</b>	<b>196,150</b>	<b>185,930</b>	<b>208,211</b>	<b>208,211</b>	<b>208,523</b>
5265	Insurance - Liquor Liability	1,200	300	350	525	525
5290	Insurance - Vehicle	2,369	2,283	2,472	2,874	2,874
	<b>TOTAL INSURANCE</b>	<b>3,569</b>	<b>2,583</b>	<b>2,822</b>	<b>3,399</b>	<b>3,399</b>
5521	Retail - Alcoholic Beverages	18,769	17,088	21,000	21,000	21,000
5520, 5522	Retail - Food	29,833	29,224	35,200	34,000	32,000
5530	Retail - Pro Shop	33,731	42,193	39,000	42,250	39,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>82,333</b>	<b>88,505</b>	<b>95,200</b>	<b>97,250</b>	<b>92,000</b>
5580-001	Telephone	3,555	4,514	3,472	4,300	4,300
5580-002	Electricity	26,533	21,061	30,000	30,000	30,000
5580-008	Propane Gas	22,467	18,533	23,000	23,000	23,000
5580-016	Internet/Cable	4,730	4,567	4,490	5,140	5,140
	<b>TOTAL UTILITIES</b>	<b>57,285</b>	<b>48,675</b>	<b>60,962</b>	<b>62,440</b>	<b>62,440</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 1,259,869</b>	<b>\$ 1,265,841</b>	<b>\$ 1,355,815</b>	<b>\$ 1,405,434</b>	<b>\$ 1,297,464</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 143,651</b>	<b>\$ 145,731</b>	<b>\$ 177,885</b>	<b>\$ 162,706</b>	<b>\$ 227,076</b>

# BULL RUN REGIONAL PARK

## PROGRAM OVERVIEW

Bull Run Regional Park, in western Fairfax County, opened in 1969 and, at approximately 1,500 acres, is the largest of the thirty-two Regional Parks. It protects portions of the flood plain of Bull Run, which is a main tributary to the Occoquan Water Reservoir. Bull Run's fields accommodate groups for picnics, camping and special events. Forested trails for hiking and equestrian use are also offered. This park features one of the largest areas of bluebells in the region.

Facilities include a 150-site family campground, two group camp areas, disc golf, bridle trails, scenic hiking trails, picnic tables, 10 picnic shelters, a corporate picnic pavilion, six soccer fields for tournament play, playground, and Boat/RV storage facilities.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 911,357	\$ 997,000	\$ 959,360	-3.8%
Retail Operations	52,313	45,000	50,600	12.4%
Other Revenue	28,638	30,600	29,100	-4.9%
<b>TOTAL REVENUE</b>	<b>\$ 992,308</b>	<b>\$ 1,072,600</b>	<b>\$ 1,039,060</b>	<b>-3.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 778,230	\$ 810,154	\$ 830,731	2.5%
Operating Costs	35,434	36,100	34,400	-4.7%
Maintenance Costs	134,836	125,000	125,000	0.0%
Insurance	3,044	2,884	4,311	49.5%
Retail Operations	34,314	37,500	39,550	5.5%
Utilities	103,075	106,400	122,200	14.8%
<b>TOTAL EXPENSES</b>	<b>\$ 1,088,934</b>	<b>\$ 1,118,038</b>	<b>\$ 1,156,192</b>	<b>3.4%</b>
<b>Net Income</b>	<b>\$ (96,626)</b>	<b>\$ (45,438)</b>	<b>\$ (117,132)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The net income is budgeted to be reduced by \$71,694 in FY 2021, due to anticipated reductions in some types of revenue producing activities impacted by the COVID 19 situation. Part-time expenses were increased due to some rate changes in FY 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of non-jurisdiction vehicle entries	6,634	6,586	8,000	3,749	8,500
• Number of nightly camping rentals	14,606	12,611	14,700	8,488	14,700
• Number of group campers	1,526	1,381	2,000	810	2,000
• Boat/RV storage usage (208 capacity)	208	200	198	198	198
• Number of picnic shelter rentals	456	410	500	234	275
• Number of cabin rentals	1,117	960	1,330	615	1,225
• Number of pavilion rentals	18	34	30	8	19
• Volunteer hours received	4,501	5,317	10,000	4,251	10,000

## BULL RUN REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-070</b>	<b>BULL RUN REGIONAL PARK REVENUES</b>					
4095	Cabin Rentals	\$ 84,582	\$ 82,564	\$ 108,000	\$ 108,000	\$ 99,360
4100	Camping Fees	509,826	544,667	555,000	620,000	570,400
4470	Laundry	4,681	5,491	5,000	5,000	4,600
4670	Shelter Reservations	89,843	84,953	105,000	90,000	67,500
4600, 4690	Programmed Events	4,121	6,404	8,000	8,000	6,500
4045	Athletic Field Use Fees	6,230	3,010	7,000	4,000	3,000
4675, 4080	Boat/RV Storage	123,354	118,150	135,000	135,000	135,000
4230	Entrance Fees	43,803	63,564	70,000	75,000	69,000
4500	Disc Golf	2,247	2,553	4,000	4,000	4,000
	<b>TOTAL USER FEES</b>	<b>868,686</b>	<b>911,357</b>	<b>997,000</b>	<b>1,049,000</b>	<b>959,360</b>
4640, 4661	Retail Operations	41,798	52,313	45,000	55,000	50,600
	<b>TOTAL RETAIL OPERATIONS</b>	<b>41,798</b>	<b>52,313</b>	<b>45,000</b>	<b>55,000</b>	<b>50,600</b>
4255, 4601	Firewood/Propane	30,699	28,106	30,000	30,000	28,500
4510	Miscellaneous Revenue	2,835	82	0	0	0
4636	Rental Device Commission	950	450	600	600	600
	<b>TOTAL OTHER REVENUE</b>	<b>34,484</b>	<b>28,638</b>	<b>30,600</b>	<b>30,600</b>	<b>29,100</b>
	<b>TOTAL REVENUES</b>	<b>\$ 944,968</b>	<b>\$ 992,308</b>	<b>\$ 1,072,600</b>	<b>\$ 1,134,600</b>	<b>\$ 1,039,060</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 356,471	\$ 424,671	\$ 443,581	\$ 458,091	\$ 441,020
5020	Part-Time Salaries	164,708	152,476	150,200	165,894	163,765
5030	FICA	38,716	42,471	45,424	47,735	27,518
5040	Hospitalization	52,735	73,081	81,321	104,014	104,014
5060	Life Insurance	2,176	3,924	5,252	5,222	5,028
5050	Retirement	49,448	80,941	83,305	91,618	88,248
5070	Unemployment Tax	830	665	1,071	1,149	1,139
	<b>TOTAL PERSONNEL SERVICES</b>	<b>665,084</b>	<b>778,230</b>	<b>810,154</b>	<b>873,724</b>	<b>830,731</b>
5230	Gas and Diesel	20,605	18,745	20,000	20,000	20,000
5430	Park Police	7,100	6,825	7,000	7,000	5,600
5490	Programs and Promotions	5,846	8,101	7,500	7,500	6,000
5570	Uniforms	1,207	1,764	1,600	2,800	2,800
	<b>TOTAL OPERATING COSTS</b>	<b>34,758</b>	<b>35,434</b>	<b>36,100</b>	<b>37,300</b>	<b>34,400</b>
5180	Equipment/Vehicle Maintenance	32,811	38,287	35,000	35,000	35,000
5190	Facility Op. & Maintenance	81,469	96,549	90,000	90,000	90,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>114,280</b>	<b>134,836</b>	<b>125,000</b>	<b>125,000</b>	<b>125,000</b>
5290	Insurance - Vehicle	2,763	3,044	2,884	4,311	4,311
	<b>TOTAL INSURANCE</b>	<b>2,763</b>	<b>3,044</b>	<b>2,884</b>	<b>4,311</b>	<b>4,311</b>
5524	Firewood	0	10,114	0	15,000	14,250
5520	Retail Operations	32,588	24,200	37,500	27,500	25,300
	<b>TOTAL RETAIL OPERATIONS</b>	<b>32,588</b>	<b>34,314</b>	<b>37,500</b>	<b>42,500</b>	<b>39,550</b>
5580-001	Telephone	3,623	4,324	3,700	4,500	4,500
5580-002	Electricity	67,994	77,111	65,000	80,000	80,000
5580-004	Water/Sewer	14,213	4,539	20,000	20,000	20,000
5580-008	Propane	13,836	13,935	14,500	14,500	14,500
5580-016	Cable/Internet	3,133	3,166	3,200	3,200	3,200
	<b>TOTAL UTILITIES</b>	<b>102,799</b>	<b>103,075</b>	<b>106,400</b>	<b>122,200</b>	<b>122,200</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 952,273</b>	<b>\$ 1,088,934</b>	<b>\$ 1,118,038</b>	<b>\$ 1,205,035</b>	<b>\$ 1,156,192</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (7,305)</b>	<b>\$ (96,626)</b>	<b>\$ (45,438)</b>	<b>\$ (70,435)</b>	<b>\$ (117,132)</b>

# ATLANTIS WATERPARK AT BULL RUN

## PROGRAM OVERVIEW

Within NOVA Parks largest park, Atlantis Waterpark offers unique attractions for all ages. A large Atlantis themed interactive play element features a large dumping bucket, slides, and a multitude of other sprays and water play features. The main pool boasts two 200 foot body flume waterslides, and an island play feature with slides. The wading pool includes a slide and a number of water geysers in and out of the pool. A large sand play area with diggers and buried treasure completes the experience.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 380,071	\$ 417,718	\$ 101,700	-75.7%
Retail Operations	138,077	148,000	40,360	-72.7%
Other Revenue	1,683	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 519,831</b>	<b>\$ 565,718</b>	<b>\$ 142,060</b>	<b>-74.9%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 219,327	\$ 212,816	\$ 59,483	-72.0%
Maintenance Costs	75,858	60,000	26,000	-56.7%
Retail Operations	37,513	60,000	16,380	-72.7%
Utilities	15,148	16,500	7,800	-52.7%
<b>TOTAL EXPENSES</b>	<b>\$ 347,846</b>	<b>\$ 349,316</b>	<b>\$ 109,663</b>	<b>-68.6%</b>
<b>Net Income</b>	<b>\$ 171,985</b>	<b>\$ 216,402</b>	<b>\$ 32,397</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The waterpark will be closed for the summer 2020 season due to COVID-19. The only time the waterpark is scheduled to open in FY 2021 is during late May through June 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC	FY 2021 TARGET
• Number of general admissions	30,614	36,973	37,000	21,445	9,990
• Number of youth group participants	13,330	10,849	13,000	10,153	1,690
• Number of Annual Waterpark Passes sold	240	268	236	54	68
• Number of birthday party participants	709	1,139	1,000	460	250
• Number of birthday parties	63	63	75	39	19
• Average amount customers spent on food,	\$2.89	\$2.80	\$2.96	\$3.33	\$3.46

## ATLANTIS WATERPARK AT BULL RUN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-080</b>	<b>BULL RUN ATLANTIS WATERPARK</b>					
	<b>REVENUES</b>					
4550	Admissions	\$ 263,187	\$ 291,253	\$ 317,118	\$ 350,000	\$ 84,800
4570	Group Admissions	76,092	63,250	75,000	81,000	9,500
4490	Locker Rental	200	633	600	600	100
4580	Waterpark Passes	24,885	24,936	25,000	25,000	7,300
	<b>TOTAL USER FEES</b>	<b>364,364</b>	<b>380,071</b>	<b>417,718</b>	<b>456,600</b>	<b>101,700</b>
4640	Retail Operations	123,463	130,864	140,000	140,000	38,000
4660	Swim Merchandise	6,393	7,213	8,000	10,000	2,360
	<b>TOTAL RETAIL OPERATIONS</b>	<b>129,856</b>	<b>138,077</b>	<b>148,000</b>	<b>150,000</b>	<b>40,360</b>
4482	Lifeguard Training Fees	1,620	450	0	0	0
4510	Miscellaneous Revenue	0	1,233	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>1,620</b>	<b>1,683</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>\$ 495,840</b>	<b>\$ 519,831</b>	<b>\$ 565,718</b>	<b>\$ 606,600</b>	<b>\$ 142,060</b>
	<b>EXPENSES</b>					
5020	Part-Time Salaries	\$ 180,005	\$ 202,898	\$ 196,778	\$ 220,004	\$ 55,001
5030	FICA	13,770	15,521	15,054	16,830	4,207
5070	Unemployment Tax	934	907	984	1,100	275
	<b>TOTAL PERSONNEL SERVICES</b>	<b>194,710</b>	<b>219,327</b>	<b>212,816</b>	<b>237,934</b>	<b>59,483</b>
5190	Facility Op. & Maintenance	73,042	75,858	60,000	65,000	26,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>73,042</b>	<b>75,858</b>	<b>60,000</b>	<b>65,000</b>	<b>26,000</b>
5520	Retail Operations	49,097	33,676	56,000	56,000	15,200
5535	Swim Merchandise	3,514	3,838	4,000	5,000	1,180
	<b>TOTAL RETAIL OPERATIONS</b>	<b>52,612</b>	<b>37,513</b>	<b>60,000</b>	<b>61,000</b>	<b>16,380</b>
5580-001	Telephone	402	406	500	500	500
5580-002	Electricity	13,322	13,411	14,500	14,500	5,800
5580-016	Cable/Internet	1,317	1,331	1,500	1,500	1,500
	<b>TOTAL UTILITIES</b>	<b>15,040</b>	<b>15,148</b>	<b>16,500</b>	<b>16,500</b>	<b>7,800</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 335,403</b>	<b>\$ 347,846</b>	<b>\$ 349,316</b>	<b>\$ 380,434</b>	<b>\$ 109,663</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 160,436</b>	<b>\$ 171,985</b>	<b>\$ 216,402</b>	<b>\$ 226,166</b>	<b>\$ 32,397</b>

# **BULL RUN SPECIAL EVENTS CENTER**

## **PROGRAM OVERVIEW**

The Bull Run Special Events Center includes a fenced-in area for programmed events that features a stage, electricity, water and a ticket booth. The Center has a 10,000 person capacity in an open air amphitheater and has grass parking areas for approximately 5,000 vehicles. Festivals, concerts, and large events are common, but the Center also hosts athletic, charity, and educational events.

## **REVENUE & EXPENSE SUMMARY**

	<b>FY 2019 ACTUAL</b>	<b>FY 2020 BUDGET</b>	<b>FY 2021 BUDGET</b>	<b>% CHANGE 2020-2021</b>
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 93,555	\$ 155,000	\$ 110,000	-29.0%
Other Revenue	67,070	75,000	58,000	-22.7%
<b>TOTAL REVENUE</b>	<b>\$ 160,625</b>	<b>\$ 230,000</b>	<b>\$ 168,000</b>	<b>-27.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 79,538	\$ 80,053	\$ 76,352	-4.6%
Operating Costs	67,095	80,200	70,850	-11.7%
Maintenance Costs	18,501	23,000	23,000	0.0%
Retail Operations	278	0	0	-
Utilities	1,331	1,300	1,300	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 166,743</b>	<b>\$ 184,553</b>	<b>\$ 171,502</b>	<b>-7.1%</b>
<b>Net Income</b>	<b>\$ -6,118</b>	<b>\$ 45,447</b>	<b>\$ -3,502</b>	

## **BUDGET HIGHLIGHTS**

### **Major variances in budget:**

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events.

## **MEASURABLE RESULTS**

	<b>FY 2018 ACTUAL</b>	<b>FY 2019 ACTUAL</b>	<b>FY 2020 TARGET</b>	<b>FY 2020 ACTUAL 6 months JUL-DEC 2019</b>	<b>FY 2021 TARGET</b>
• Total revenue of Special Events Center	\$171,654	\$160,625	\$230,000	\$79,775	\$168,000

## BULL RUN SPECIAL EVENTS CENTER

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>BULL RUN SPECIAL EVENTS CENTER</b>						
<b>3-075</b>	<b>REVENUES</b>					
4124	Center Rental	\$ 97,988	\$ 87,183	\$ 135,000	\$ 135,000	\$ 90,000
4600	Programmed Events	0	6,372	20,000	20,000	20,000
	<b>TOTAL USER FEES</b>	<b>97,988</b>	<b>93,555</b>	<b>155,000</b>	<b>155,000</b>	<b>110,000</b>
4640-076	Retail Operations	(2)	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>(2)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
4510, 4532	Miscellaneous Revenue	25,150	23,521	25,000	25,000	25,000
4821	Equipment Rental	48,518	43,549	50,000	55,000	33,000
4820	NVRPA Equipment Rental	0	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>73,668</b>	<b>67,070</b>	<b>75,000</b>	<b>80,000</b>	<b>58,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 171,654</b>	<b>\$ 160,625</b>	<b>\$ 230,000</b>	<b>\$ 235,000</b>	<b>\$ 168,000</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 36,797	\$ 40,487	\$ 38,386	\$ 39,460	\$ 38,559
5020	Part-Time Salaries	24,534	18,319	21,995	23,117	19,233
5030	FICA	4,525	4,240	4,619	4,787	2,630
5040	Hospitalization	12,171	8,498	7,260	7,659	7,659
5060	Life Insurance	225	361	454	450	440
5050	Retirement	5,134	7,583	7,209	7,892	7,716
5070	Unemployment Tax	80	49	130	136	116
	<b>TOTAL PERSONNEL SERVICES</b>	<b>83,467</b>	<b>79,538</b>	<b>80,053</b>	<b>83,499</b>	<b>76,352</b>
5186	Equipment Rental	46,493	40,388	45,000	49,500	40,500
5470	Production Costs	0	171	0	0	0
5490	Programs & Promotions	(69)	2,445	10,000	10,000	10,000
5410, 5430	Miscellaneous Event Expense-Park Police	25,650	24,010	25,000	25,000	20,000
5570	Uniforms	72	82	200	350	350
	<b>TOTAL OPERATING COSTS</b>	<b>72,147</b>	<b>67,095</b>	<b>80,200</b>	<b>84,850</b>	<b>70,850</b>
5190	Facility Op. & Maintenance	12,906	18,501	23,000	23,000	23,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>12,906</b>	<b>18,501</b>	<b>23,000</b>	<b>23,000</b>	<b>23,000</b>
5539	Retail Santa Pictures	0	278	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>278</b>	<b>0</b>	<b>0</b>	<b>0</b>
5580-016	Cable/Internet	1,317	1,331	1,300	1,300	1,300
	<b>TOTAL UTILITIES</b>	<b>1,317</b>	<b>1,331</b>	<b>1,300</b>	<b>1,300</b>	<b>1,300</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 169,836</b>	<b>\$ 166,743</b>	<b>\$ 184,553</b>	<b>\$ 192,649</b>	<b>\$ 171,502</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 1,818</b>	<b>\$ (6,118)</b>	<b>\$ 45,447</b>	<b>\$ 42,351</b>	<b>\$ (3,502)</b>



# BULL RUN FESTIVAL OF LIGHTS

## PROGRAM OVERVIEW

The Bull Run Festival of Lights show has become a popular area tradition. The 2.5 mile drive through light show features all LED displays that boast more than 80,000 lights. Show themes include: Winter Wonderland, Toyland, Candy Land, and the Wizard of Oz. As the light show ends, guests have the option to visit the Winter Wonderland Holiday Village and enjoy such attractions as a 30 foot lighted holiday tree, fire pits for marshmallow roasting, pictures with Santa, a carnival, camel rides, rock wall, and an animated light show set to music.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 1,009,337	\$ 1,120,000	\$ 1,126,000	0.5%
Retail Operations	14,402	15,000	22,000	46.7%
<b>TOTAL REVENUE</b>	<b>\$ 1,023,739</b>	<b>\$ 1,135,000</b>	<b>\$ 1,148,000</b>	<b>1.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 167,376	\$ 196,128	\$ 195,396	-0.4%
Operating Costs	221,722	197,200	197,350	0.1%
Maintenance Costs	343	0	0	-
Retail Operations	8,661	9,000	12,700	41.1%
Utilities	2,392	2,500	2,500	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 400,495</b>	<b>\$ 404,828</b>	<b>\$ 407,946</b>	<b>0.8%</b>
<b>Net Income</b>	<b>\$ 623,244</b>	<b>\$ 730,172</b>	<b>\$ 740,054</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of light show vehicle entries	44,893	42,041	46,500	44,294	46,500

## BULL RUN FESTIVAL OF LIGHTS

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-078</b>	<b>BULL RUN LIGHT SHOW</b>					
	<b>REVENUES</b>					
4485	Light Show Vehicle Entries	\$ 996,057	\$ 909,427	\$ 1,010,000	\$ 1,010,000	\$ 1,010,000
4655	Santa Pictures	15,605	13,607	15,000	17,000	17,000
4685	Programmed Events-Stampede	22,222	22,474	30,000	34,000	34,000
4694	Sponsorships	150	600	0	0	0
4800	Vendor Fees	59,909	63,229	65,000	65,000	65,000
	<b>TOTAL USER FEES</b>	<b>1,093,944</b>	<b>1,009,337</b>	<b>1,120,000</b>	<b>1,126,000</b>	<b>1,126,000</b>
4640	Retail Operations	11,770	14,402	15,000	22,000	22,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>11,770</b>	<b>14,402</b>	<b>15,000</b>	<b>22,000</b>	<b>22,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 1,105,713</b>	<b>\$ 1,023,739</b>	<b>\$ 1,135,000</b>	<b>\$ 1,148,000</b>	<b>\$ 1,148,000</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 64,068	\$ 73,442	\$ 76,857	\$ 80,296	\$ 77,540
5020	Part-Time Salaries	64,193	54,907	76,381	78,083	77,963
5030	FICA	9,402	9,451	11,723	12,116	7,075
5040	Hospitalization	13,120	14,249	15,382	15,968	15,968
5060	Life Insurance	399	714	910	915	884
5050	Retirement	9,031	14,356	14,434	16,059	15,516
5070	Unemployment Tax	352	258	442	450	450
	<b>TOTAL PERSONNEL SERVICES</b>	<b>160,565</b>	<b>167,376</b>	<b>196,128</b>	<b>203,889</b>	<b>195,396</b>
5520	Retail Operations	6,831	8,121	7,500	11,000	11,000
5539	Retail Santa Pictures	1,412	540	1,500	1,700	1,700
	<b>TOTAL RETAIL OPERATIONS</b>	<b>8,243</b>	<b>8,661</b>	<b>9,000</b>	<b>12,700</b>	<b>12,700</b>
5230	Gas & Diesel	6,016	12,522	12,000	12,000	12,000
5470	Production Costs	145,697	185,075	160,000	160,000	160,000
5490	Programs & Promotions	15,016	23,925	25,000	25,000	25,000
5570	Uniforms	329	200	200	350	350
	<b>TOTAL OPERATING COSTS</b>	<b>167,057</b>	<b>221,722</b>	<b>197,200</b>	<b>197,350</b>	<b>197,350</b>
5180	Equipment/Vehicle Maintenance	355	343	0	0	0
	<b>TOTAL MAINTENANCE COSTS</b>	<b>355</b>	<b>343</b>	<b>0</b>	<b>0</b>	<b>0</b>
5580-002	Electricity	2,719	2,392	2,500	2,500	2,500
	<b>TOTAL UTILITIES</b>	<b>2,719</b>	<b>2,392</b>	<b>2,500</b>	<b>2,500</b>	<b>2,500</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 338,939</b>	<b>\$ 400,495</b>	<b>\$ 404,828</b>	<b>\$ 416,439</b>	<b>\$ 407,946</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 766,774</b>	<b>\$ 623,244</b>	<b>\$ 730,172</b>	<b>\$ 731,561</b>	<b>\$ 740,054</b>

# BULL RUN SHOOTING CENTER

## PROGRAM OVERVIEW

The Bull Run Shooting Center is a shotgun sports and archery facility located at Bull Run Regional Park, in Centreville. It offers Skeet (3 fields), Trap (3 fields), Wobble Trap, Wobble Extreme, 5-Stand, and a Sporting Clays field with 13 stations. The archery facility is an 18 lane, 25-yard range located inside the pro shop building. An outdoor archery facility is available on a limited basis in the summertime.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 762,388	\$ 803,500	\$ 808,500	0.6%
Retail Operations	260,866	335,000	335,000	0.0%
Other Revenue	102,687	98,000	100,000	2.0%
<b>TOTAL REVENUE</b>	<b>\$ 1,125,940</b>	<b>\$ 1,236,500</b>	<b>\$ 1,243,500</b>	<b>0.6%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 458,704	\$ 474,813	\$ 475,143	0.1%
Operating Costs	256,790	264,400	262,700	-0.6%
Maintenance Costs	48,680	45,000	45,000	0.0%
Insurance	761	824	958	16.3%
Retail Operations	180,619	231,500	231,500	0.0%
Utilities	19,148	20,400	20,400	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 964,703</b>	<b>\$ 1,036,937</b>	<b>\$ 1,035,701</b>	<b>-0.1%</b>
<b>Net Income</b>	<b>\$ 161,237</b>	<b>\$ 199,563</b>	<b>\$ 207,799</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC	FY 2021 TARGET
• Number of targets thrown (25 targets per round)	2,855,341	2,807,720	2,675,000	1,391,455	2,782,000
• Number of archery lane rentals	5,869	6,107	6,000	2,696	6,000
• Ammunition shotgun shell boxes (25 shells/box)	26,859	24,379	30,000	13,569	30,000
• Number of participants-Learn to Shoot Program	2,016	63	3,200	955	3,200
• Number of corporate outings	94	73	85	25	85
• Number of corporate outing participants	807	390	900	300	900
• Per round average on pro shop sales (including ammo)	\$2.32	\$2.32	\$3.13	\$2.42	\$3.01

## BULL RUN SHOOTING CENTER

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-090</b>	<b>BULL RUN SHOOTING CENTER</b>					
	<b>REVENUES</b>					
4040	Archery Target Fees	\$ 24,968	\$ 22,804	\$ 27,000	\$ 27,000	\$ 27,000
4390	Gun Rental	49,109	48,062	55,000	55,000	55,000
4745	Shooting Tournament Fees	54,290	63,823	65,000	60,000	60,000
4730	Target Sales	652,585	625,948	655,000	665,000	665,000
4670	Shelter Reservations	642	1,750	1,500	1,500	1,500
	<b>TOTAL USER FEES</b>	<b>781,593</b>	<b>762,388</b>	<b>803,500</b>	<b>808,500</b>	<b>808,500</b>
4010	Ammunition	211,021	200,405	260,000	260,000	260,000
4640	Retail Operations	53,846	60,461	75,000	75,000	75,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>264,866</b>	<b>260,866</b>	<b>335,000</b>	<b>335,000</b>	<b>335,000</b>
4475	Lessons	102,045	101,464	98,000	100,000	100,000
4495	Memberships	0	0	0	0	0
4510	Miscellaneous Revenue	936	1,222	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>102,981</b>	<b>102,687</b>	<b>98,000</b>	<b>100,000</b>	<b>100,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 1,149,440</b>	<b>\$ 1,125,940</b>	<b>\$ 1,236,500</b>	<b>\$ 1,243,500</b>	<b>\$ 1,243,500</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 137,122	\$ 142,517	\$ 139,717	\$ 145,185	\$ 138,615
5020	Part-Time Salaries	239,062	229,806	248,918	266,553	265,199
5030	FICA	28,289	28,028	29,731	31,498	18,374
5040	Hospitalization	30,801	28,858	27,230	22,233	22,233
5060	Life Insurance	845	1,334	1,654	1,655	1,580
5050	Retirement	18,955	27,342	26,239	29,037	27,737
5070	Unemployment Tax	1,043	821	1,325	1,413	1,406
	<b>TOTAL PERSONNEL SERVICES</b>	<b>456,116</b>	<b>458,704</b>	<b>474,813</b>	<b>497,573</b>	<b>475,143</b>
5230	Gas and Diesel	1,969	2,000	3,500	3,500	3,500
5490	Programs and Promotions	0	60	500	500	500
5563	Shooting Tournament	23,212	33,223	30,000	28,000	28,000
5564	Targets	174,425	221,180	230,000	230,000	230,000
5570	Uniforms	288	326	400	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>199,894</b>	<b>256,790</b>	<b>264,400</b>	<b>262,700</b>	<b>262,700</b>
5180	Equipment/Vehicle Maintenance	12,191	16,211	15,000	15,000	15,000
5190	Facility Op. & Maintenance	28,444	32,470	30,000	30,000	30,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>40,635</b>	<b>48,680</b>	<b>45,000</b>	<b>45,000</b>	<b>45,000</b>
5290	Insurance - Vehicle	790	761	824	958	958
	<b>TOTAL INSURANCE</b>	<b>790</b>	<b>761</b>	<b>824</b>	<b>958</b>	<b>958</b>
5520	Retail Operations	36,158	39,037	49,500	49,500	49,500
5520-050	Ammunition	140,689	141,582	182,000	182,000	182,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>176,847</b>	<b>180,619</b>	<b>231,500</b>	<b>231,500</b>	<b>231,500</b>
5580-001	Telephone	2,024	2,045	2,000	2,000	2,000
5580-002	Electricity	15,748	14,666	16,000	16,000	16,000
5580-016	Cable/Internet	2,412	2,437	2,400	2,400	2,400
	<b>TOTAL UTILITIES</b>	<b>20,184</b>	<b>19,148</b>	<b>20,400</b>	<b>20,400</b>	<b>20,400</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 894,466</b>	<b>\$ 964,703</b>	<b>\$ 1,036,937</b>	<b>\$ 1,058,131</b>	<b>\$ 1,035,701</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 254,973</b>	<b>\$ 161,237</b>	<b>\$ 199,563</b>	<b>\$ 185,369</b>	<b>\$ 207,799</b>

# BULL RUN MARINA

## PROGRAM OVERVIEW

Bull Run Marina is located in the Bull Run-Occoquan watershed of Fairfax County and is part of the over 5,000 acres of watershed holdings, which help to safeguard the Occoquan Water Reservoir. It is also part of the Occoquan Water Trail. It is open to public boat launching for those who purchase a season pass and gate key. The amenities at Bull Run Marina include Kincheloe Fields, a soccer complex operated by the Southwestern Youth Association through an agreement with NOVA Parks. The 17.5 mile Bull Run-Occoquan Trail bisects the facility. The facility provides practice rowing facilities for high school crew clubs from Lake Braddock Secondary School and Westfield High School.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 5,389	\$ 9,645	\$ 9,645	0.0%
Other Revenue	10,780	11,000	13,500	22.7%
<b>TOTAL REVENUE</b>	<b>\$ 16,169</b>	<b>\$ 20,645</b>	<b>\$ 23,145</b>	<b>12.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 11,718	\$ 16,152	\$ 15,829	-2.0%
Operating Costs	351	0	0	-
Maintenance Costs	11,627	11,000	15,500	40.9%
Utilities	1,657	2,000	2,000	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 25,352</b>	<b>\$ 29,152</b>	<b>\$ 33,329</b>	<b>14.3%</b>
<b>Net Income</b>	<b>\$ (9,183)</b>	<b>\$ (8,507)</b>	<b>(10,184)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Maintenance expenses were budgeted higher this year, as there are numerous minor repairs that are needed to enhance the facility for a better user experience.

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of crew boats stored	26	26	26	26	26
• Number of keys sold for boat launching	626	540	550	155	550
• Number of rowing camp participants	120	50	40	N/A	25

## BULL RUN MARINA

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSE D FY 2021	ADOPTED FY 2021
<b>3-060 BULL RUN MARINA</b>						
<b>REVENUES</b>						
4080	Boat Storage	\$ 8,645	\$ 2,986	\$ 8,645	\$ 8,645	\$ 8,645
4673	Rowing Camps	150	2,403	1,000	1,000	1,000
	<b>TOTAL USER FEES</b>	<b>8,795</b>	<b>5,389</b>	<b>9,645</b>	<b>9,645</b>	<b>9,645</b>
4640, 4285	Miscellaneous Revenue	12,234	10,780	11,000	13,500	13,500
	<b>TOTAL OTHER REVENUE</b>	<b>12,234</b>	<b>10,780</b>	<b>11,000</b>	<b>13,500</b>	<b>13,500</b>
	<b>TOTAL REVENUES</b>	<b>\$ 21,030</b>	<b>\$ 16,169</b>	<b>\$ 20,645</b>	<b>\$ 23,145</b>	<b>\$ 23,145</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 11,212	\$ 7,858	\$ 11,454	\$ 12,158	\$ 11,319
5030	FICA	854	712	876	930	515
5040	Hospitalization	437	1,109	1,528	1,594	1,594
5060	Life Insurance	73	91	136	139	129
5050	Retirement	1,612	1,944	2,151	2,432	2,265
5070	Unemployment Tax	8	3	8	8	8
	<b>TOTAL PERSONNEL SERVICES</b>	<b>14,196</b>	<b>11,718</b>	<b>16,152</b>	<b>17,260</b>	<b>15,829</b>
5230	Gas and Diesel	49	351	0	0	0
	<b>TOTAL FACILITY OPERATING COSTS</b>	<b>49</b>	<b>351</b>	<b>0</b>	<b>0</b>	<b>0</b>
5180	Equipment/Vehicle Maintenance	0	94	0	0	0
5190	Facility Op. & Maintenance	4,900	7,068	5,000	9,500	9,500
5252	Gate keys	6,052	4,465	6,000	6,000	6,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>10,952</b>	<b>11,627</b>	<b>11,000</b>	<b>15,500</b>	<b>15,500</b>
5580-002	Electricity	1,671	1,657	2,000	2,000	2,000
	<b>TOTAL UTILITIES</b>	<b>1,671</b>	<b>1,657</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 26,868</b>	<b>\$ 25,352</b>	<b>\$ 29,152</b>	<b>\$ 34,760</b>	<b>\$ 33,329</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (5,838)</b>	<b>\$ (9,183)</b>	<b>\$ (8,507)</b>	<b>\$ (11,615)</b>	<b>\$ (10,184)</b>

# CAMERON RUN REGIONAL PARK

## PROGRAM OVERVIEW

Cameron Run Regional Park features a deluxe 18-hole miniature golf course with water features and a nine-station batting cage, with the stations ranging from slow-pitch softball to fast-pitch baseball. There is also a picnic shelter, which can accommodate 100 people. Cameron Run Regional Park is located on Eisenhower Avenue on land leased from the City of Alexandria.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 82,480	\$ 140,000	\$ 122,250	-12.7%
Retail Operations	5,805	9,500	9,500	0.0%
Other Revenue	1,036	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 89,320</b>	<b>\$ 149,500</b>	<b>\$ 131,750</b>	<b>-11.9%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	320,832	363,417	332,941	-8.4%
Operating Costs	3,781	5,600	5,550	-0.9%
Maintenance Costs	33,473	36,414	36,414	0.0%
Insurance	761	824	958	16.3%
Retail Operations	8,343	3,800	3,800	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 367,191</b>	<b>\$ 410,055</b>	<b>\$ 379,663</b>	<b>-7.4%</b>
<b>Net Income</b>	<b>\$ (277,870)</b>	<b>\$ (260,555)</b>	<b>\$ (247,913)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Batting cage rounds	36,728	33,463	47,540	11,628	47,540
• Miniature golf rounds	12,877	7,970	17,000	4,351	12,283
• Picnic shelter rentals	29	34	35	27	12
• Number of programmed events	7	4	15	4	6
• Number of park birthday party guests	167	220	150	100	55

## CAMERON RUN REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-110 CAMERON RUN REGIONAL PARK</b>						
<b>REVENUES</b>						
4670	Shelter Reservations	\$ 7,380	\$ 10,050	\$ 11,000	\$ 11,000	\$ 4,000
4600	Programmed Events	1,321	3,905	3,000	3,000	2,250
4060	Batting Cage Fees	45,222	35,374	58,000	58,000	58,000
4500	Miniature Golf	43,950	33,150	68,000	58,000	58,000
	<b>TOTAL USER FEES</b>	<b>97,873</b>	<b>82,480</b>	<b>140,000</b>	<b>130,000</b>	<b>122,250</b>
4640	Retail - Food	6,054	5,805	9,500	9,500	9,500
4790	Vending Machine Operation	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>6,054</b>	<b>5,805</b>	<b>9,500</b>	<b>9,500</b>	<b>9,500</b>
4510	Miscellaneous Revenue	0	1,036	0	0	0
4636	Rental Device Commission	0	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>0</b>	<b>1,036</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>103,927</b>	<b>89,320</b>	<b>149,500</b>	<b>139,500</b>	<b>131,750</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	165,844	163,416	160,963	164,622	157,138
5020	Part-Time Salaries	78,548	60,499	95,463	103,059	102,210
5030	FICA	17,716	15,849	19,617	20,478	11,800
5040	Hospitalization	39,094	48,041	54,642	27,926	27,926
5060	Life Insurance	878	1,453	1,906	1,877	1,791
5050	Retirement	22,803	31,243	30,229	32,924	31,443
5070	Unemployment Tax	527	330	597	635	631
	<b>TOTAL PERSONNEL SERVICES</b>	<b>325,409</b>	<b>320,832</b>	<b>363,417</b>	<b>351,522</b>	<b>332,941</b>
5230	Gas and Diesel	1,516	1,336	5,000	3,500	3,500
5490	Programs and Promotions	0	1,689	0	2,000	1,000
5570	Uniforms	378	756	600	1,050	1,050
	<b>TOTAL OPERATING COSTS</b>	<b>1,895</b>	<b>3,781</b>	<b>5,600</b>	<b>6,550</b>	<b>5,550</b>
5180	Equipment/Vehicle Maintenance	1,419	3,742	3,000	3,000	3,000
5190	Facility Op. & Maintenance	31,734	29,731	33,414	33,414	33,414
	<b>TOTAL MAINTENANCE COSTS</b>	<b>33,153</b>	<b>33,473</b>	<b>36,414</b>	<b>36,414</b>	<b>36,414</b>
5290	Insurance - Vehicle	790	761	824	958	958
	<b>TOTAL INSURANCE</b>	<b>790</b>	<b>761</b>	<b>824</b>	<b>958</b>	<b>958</b>
5520	Retail - Food	5,384	8,343	3,800	3,800	3,800
	<b>TOTAL RETAIL OPERATIONS</b>	<b>5,384</b>	<b>8,343</b>	<b>3,800</b>	<b>3,800</b>	<b>3,800</b>
	<b>TOTAL EXPENSES</b>	<b>366,630</b>	<b>367,191</b>	<b>410,055</b>	<b>399,244</b>	<b>379,663</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>(262,704)</b>	<b>(277,870)</b>	<b>(260,555)</b>	<b>(259,744)</b>	<b>(247,913)</b>



# ICE & LIGHTS - THE WINTER VILLAGE AT CAMERON RUN

## PROGRAM OVERVIEW

The Winter Village at Cameron Run Regional Park opened for the first time in the fall of 2019. It is NOVA Parks' third winter special event featuring outdoor ice skating, food, beverage, and retail, and beautiful light displays that transform Great Waves Waterpark into a beautiful destination holiday attraction. Popular attractions include heated igloos, a walk thru tree, and a 100' light tunnel.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 0	\$ 168,100	\$ 221,000	31%
Retail Operations	0	32,500	52,500	62%
<b>TOTAL REVENUE</b>	<b>\$ 0</b>	<b>\$ 200,600</b>	<b>\$ 273,500</b>	<b>36%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	0	68,942	84,051	22%
Operating Costs	0	54,000	58,000	7%
Retail Operations	0	16,250	22,250	37%
Utilities	0	4,000	11,000	175%
<b>TOTAL EXPENSES</b>	<b>\$ 0</b>	<b>\$ 143,192</b>	<b>\$ 175,301</b>	<b>22%</b>
<b>Net Income</b>	<b>\$ 0</b>	<b>\$ 57,408</b>	<b>\$ 98,199</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There is increased net income budgeted for FY 2021 to reflect anticipated visitation in the second year of operation.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of Village Admissions	N/A	N/A	N/A	17,599	19,000
• Number of Ice Skaters	N/A	N/A	N/A	6,399	7,500
• Average amount customers spent on food/beverage	N/A	N/A	N/A	1.25	1.51

## ICE & LIGHTS - THE WINTER VILLAGE AT CAMERON RUN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-115 CAMERON RUN WINTER VILLAGE</b>						
<b>REVENUES</b>						
4297	General Admission	\$ 0	\$ 0	\$ 0	\$ 130,000	\$ 130,000
4683	Skating	0	0	0	60,000	60,000
4684	Skate Rentals	0	0	0	28,000	28,000
4488	Group Admissions	0	0	165,600	3,000	3,000
4800	Vendor Fees	0	0	2,500	0	0
4694	Sponsorships	0	0	0	0	0
	<b>TOTAL USER FEES</b>	<b>0</b>	<b>0</b>	<b>168,100</b>	<b>221,000</b>	<b>221,000</b>
4642	Retail-Food	0	0	20,000	40,000	40,000
4640	Retail Operations	0	0	12,500	12,500	12,500
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>0</b>	<b>32,500</b>	<b>52,500</b>	<b>52,500</b>
	<b>TOTAL REVENUES</b>	<b>0</b>	<b>0</b>	<b>200,600</b>	<b>273,500</b>	<b>273,500</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	0	0	63,774	80,010	80,010
5030	FICA	0	0	4,879	6,121	3,640
5070	Unemployment	0	0	289	400	400
	<b>TOTAL PERSONNEL SERVICES</b>	<b>0</b>	<b>0</b>	<b>68,942</b>	<b>86,531</b>	<b>84,051</b>
5470	Light Show Production Costs	0	0	54,000	58,000	58,000
	<b>TOTAL OPERATING COSTS</b>	<b>0</b>	<b>0</b>	<b>54,000</b>	<b>58,000</b>	<b>58,000</b>
5520-015	Retail-Food	0	0	10,000	16,000	16,000
5520-000	Retail Operations	0	0	6,250	6,250	6,250
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>0</b>	<b>16,250</b>	<b>22,250</b>	<b>22,250</b>
5580-002	Electricity	0	0	3,500	6,000	6,000
5580-008	Propane	0	0	500	5,000	5,000
	<b>TOTAL UTILITIES</b>	<b>0</b>	<b>0</b>	<b>4,000</b>	<b>11,000</b>	<b>11,000</b>
	<b>TOTAL EXPENSES</b>	<b>0</b>	<b>0</b>	<b>143,192</b>	<b>177,781</b>	<b>175,301</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>0</b>	<b>0</b>	<b>57,408</b>	<b>95,719</b>	<b>98,199</b>

# GREAT WAVES WATERPARK AT CAMERON RUN

## PROGRAM OVERVIEW

Great Waves Waterpark at Cameron Run Regional Park features a 500,000 gallon wave pool as the focal point. This destination attraction caters to all ages with three flume waterslides, speed slides, a shallow play pool that features a rock wall with flowing waterslides, and a toddler pool. It also features a splash pad that offers tumbling buckets, bubblers, and water jets. Other amenities include a variety of food options from pizza to funnel cakes, and Cameron's own Surf Side Ice Cream Shop. The Shark Shack offers visitors the opportunity to purchase souvenirs and other merchandise. Great Waves also includes Paradise Play, a 2,400 square foot interactive play feature.

The Pipeline and Coral Reef Pavilions offer tented areas inside the pool complex that can accommodate guests by the hundreds for a day of food and fun. With onsite catering available, everything a group needs to host an event is right here.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 1,306,140	\$ 1,426,248	\$ 332,900	-76.7%
Retail Operations	458,394	528,703	120,800	-77.2%
Other Revenue	75	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 1,764,609</b>	<b>\$ 1,954,951</b>	<b>\$ 453,700</b>	<b>-76.8%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 462,373	\$ 556,296	\$ 196,603	-64.7%
Operating Costs	6,304	21,700	7,350	-66.1%
Maintenance Costs	187,182	167,000	101,000	-39.5%
Retail Operations	179,421	214,182	48,960	-77.1%
Utilities	162,783	195,500	91,800	-53.0%
<b>TOTAL EXPENSES</b>	<b>\$ 998,063</b>	<b>\$ 1,154,678</b>	<b>\$ 445,713</b>	<b>-61.4%</b>
<b>Net Income</b>	<b>\$ 766,545</b>	<b>\$ 800,273</b>	<b>\$ 7,987</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The waterpark will be closed for the summer 2020 season due to COVID-19. The only time the waterpark is scheduled to be open in FY 2021 is during late May through June 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• General admissions	77,526	80,223	94,000	58,365	22,560
• Youth group participants	13,467	13,271	12,000	10,125	1,800
• Annual Waterpark Passes sold	639	783	850	121	247
• Annual Waterpark Pass entries	2,181	2,672	8,500	1,735	1,480
• Group shelter rentals	38	33	40	20	11
• Birthday parties	108	98	100	55	28
• Birthday participants	2,700	1,478	2,000	708	560
• Avg. amt. customers spent on food, beverages and retail	\$5.16	\$4.59	\$4.95	\$4.56	\$4.63

## GREAT WAVES WATERPARK AT CAMERON RUN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-120</b>	<b>GREAT WAVES WATERPARK at CAMERON RUN</b>					
	<b>REVENUES</b>					
4550	Admissions	\$ 990,720	\$ 1,099,172	\$ 1,186,748	\$ 1,250,000	\$ 284,750
4093	Cabana Rental	6,922	11,842	7,500	10,000	2,450
4060	Batting Cage Fees	0	10	0	0	0
4421	Play Features	5,735	2,002	0	0	0
4490	Locker Rental	5,838	8,285	10,000	8,500	1,500
4600	Programmed Events	2,565	(75)	3,000	0	0
4570	Group Admissions	115,440	116,815	135,000	141,000	20,000
4580	Waterpark Passes	52,178	47,646	58,000	58,000	17,000
4670	Shelter Reservations	20,438	20,442	26,000	26,000	7,200
	<b>TOTAL USER FEES</b>	<b>1,199,835</b>	<b>1,306,140</b>	<b>1,426,248</b>	<b>1,493,500</b>	<b>332,900</b>
4640,4652,4654	Retail Operations	390,233	429,316	501,703	501,703	114,400
4660,4653	Swim Merchandise	16,549	29,078	27,000	27,000	6,400
	<b>TOTAL RETAIL OPERATIONS</b>	<b>406,782</b>	<b>458,394</b>	<b>528,703</b>	<b>528,703</b>	<b>120,800</b>
4482	Lifeguard Training Fees	945	75	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>945</b>	<b>75</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>\$ 1,607,562</b>	<b>\$ 1,764,609</b>	<b>\$ 1,954,951</b>	<b>\$ 2,022,203</b>	<b>\$ 453,700</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 56,190	\$ 51,715	\$ 56,024	\$ 45,596	\$ 45,011
5020	Part-Time Salaries	377,616	366,038	442,752	495,683	123,901
5030	FICA	26,764	27,052	38,156	41,158	11,526
5040	Hospitalization	9,149	5,504	5,925	5,986	5,986
5060	Life Insurance	308	498	663	520	513
5050	Retirement	7,027	10,184	10,521	9,119	9,007
5070	Unemployment Tax	1,633	1,383	2,254	2,518	659
	<b>TOTAL PERSONNEL SERVICES</b>	<b>478,686</b>	<b>462,373</b>	<b>556,296</b>	<b>600,581</b>	<b>196,603</b>
5143	Catering	0	88	0	0	0
5146	Contract Employment	0	6,005	0	0	0
5490	Programs and Promotions	694	175	1,500	1,500	1,500
5430	Park Police	0	0	20,000	15,000	5,500
5570	Uniforms	467	37	200	350	350
	<b>TOTAL OPERATING COSTS</b>	<b>1,161</b>	<b>6,304</b>	<b>21,700</b>	<b>16,850</b>	<b>7,350</b>
5180	Equipment/Vehicle Maintenance	1,188	1,735	2,000	2,000	2,000
5190	Facility Op. & Maintenance	198,269	185,447	165,000	165,000	99,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>199,457</b>	<b>187,182</b>	<b>167,000</b>	<b>167,000</b>	<b>101,000</b>
5520	Retail Operations	168,457	159,782	200,682	200,682	45,760
5535	Swim Merchandise	8,695	19,640	13,500	13,500	3,200
	<b>TOTAL RETAIL OPERATIONS</b>	<b>177,152</b>	<b>179,421</b>	<b>214,182</b>	<b>214,182</b>	<b>48,960</b>
5580-001	Telephone	3,282	3,794	3,500	3,800	3,800
5580-002	Electricity	59,049	53,290	60,000	60,000	30,000
5580-004	Water/Sewer	99,443	93,266	120,000	120,000	48,000
5580-008	Propane	3,586	4,075	4,000	5,000	1,600
5580-016	Internet/Cable	8,256	8,358	8,000	8,400	8,400
	<b>TOTAL UTILITIES</b>	<b>173,616</b>	<b>162,783</b>	<b>195,500</b>	<b>197,200</b>	<b>91,800</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 1,030,070</b>	<b>\$ 998,063</b>	<b>\$ 1,154,678</b>	<b>\$ 1,195,814</b>	<b>\$ 445,713</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 577,492</b>	<b>\$ 766,545</b>	<b>\$ 800,273</b>	<b>\$ 826,389</b>	<b>\$ 7,987</b>

# CARLYLE HOUSE HISTORIC PARK

## PROGRAM OVERVIEW

Carlyle House in Old Town Alexandria is operated as an historic house museum open to the public Tuesday through Sunday. Tours, exhibits, and other programs interpret the life and times of John Carlyle in the 18<sup>th</sup> Century. The garden and grounds are open to the general public on a daily basis and the patio and grounds are available for private rentals. The museum is accredited by the American Association of Museums. The museum supports tourism in the City of Alexandria, given that a large percentage of visitors come from outside the DC Metro area. Amenities include a gift shop featuring items that relate to the educational mission of the site.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 75,469	\$ 88,800	\$ 80,140	-9.8%
Retail Operations	10,570	13,000	13,000	0.0%
Other Revenue	3,809	4,476	2,538	-43.3%
Transfers In	3,840	3,000	3,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 93,688</b>	<b>\$ 109,276</b>	<b>\$ 98,678</b>	<b>-9.7%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 264,165	\$ 269,196	\$ 240,359	-10.7%
Operating Costs	10,927	10,500	8,900	-15.2%
Maintenance Costs	39,561	30,360	33,000	8.7%
Retail Operations	7,462	6,500	7,150	10.0%
Utilities	21,024	21,400	22,400	4.7%
<b>TOTAL EXPENSES</b>	<b>\$ 343,138</b>	<b>\$ 337,956</b>	<b>\$ 311,809</b>	<b>-7.7%</b>
<b>Net Income</b>	<b>\$ (249,450)</b>	<b>\$ (228,680)</b>	<b>\$ (213,131)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Daily tour attendance	8,966	8,288	9,000	4,593	9,100
• School tour attendance	1,299	1,363	1,100	598	1,100
• Scout tour attendance	0	3	30	0	30
• Special events attendance	4,426	4,671	4,000	1,965	3,360
• Facility rentals	29	17	25	15	20
• Volunteer hours	3,925	3,898	4,000	1,773	4,000
• Average amount spent on resale items	\$1.16	\$1.10	\$1.29	\$1.13	\$1.27

## CARLYLE HOUSE HISTORIC PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-130</b>	<b>CARLYLE HOUSE HISTORIC PARK</b>					
	<b>REVENUES</b>					
4101	Camps	\$ 0	\$ 0	\$ 0	\$ 0	0
4600	Programmed Events	15,390	16,451	17,000	17,300	13,840
4240	Carlyle House Rental	28,121	17,725	30,000	30,000	24,000
4230	Entrance Fees	43,882	39,343	40,000	40,500	40,500
4812, 4810	Visitor Ctr Rental/Photographer Fee	975	1,950	1,800	1,800	1,800
	<b>TOTAL USER FEES</b>	<b>88,368</b>	<b>75,469</b>	<b>88,800</b>	<b>89,600</b>	<b>80,140</b>
4640, 4090	Retail Operations	11,963	10,570	13,000	13,000	13,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>11,963</b>	<b>10,570</b>	<b>13,000</b>	<b>13,000</b>	<b>13,000</b>
4050	Bank Building Rental	3,876	3,876	3,876	1,938	1,938
4270	Garden Guild/Docent Activities	10	(67)	600	600	600
	<b>TOTAL OTHER REVENUE</b>	<b>3,886</b>	<b>3,809</b>	<b>4,476</b>	<b>2,538</b>	<b>2,538</b>
4910	Transfer from Carlyle House Friends Fund	1,556	3,840	3,000	3,000	3,000
	<b>TOTAL TRANSFER / OTHER FUNDS</b>	<b>1,556</b>	<b>3,840</b>	<b>3,000</b>	<b>3,000</b>	<b>3,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 105,773</b>	<b>\$ 93,688</b>	<b>\$ 109,276</b>	<b>\$ 108,138</b>	<b>\$ 98,678</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 127,058	\$ 133,277	\$ 135,174	\$ 123,158	\$ 117,559
5020, 5025	Part-Time Salaries	69,478	68,062	74,313	74,888	74,452
5030, 5035	FICA	14,642	15,073	16,026	15,151	8,736
5040	Hospitalization	18,885	20,714	16,245	14,296	14,296
5060	Life Insurance	770	1,254	1,600	1,404	1,340
5050	Retirement	17,588	25,530	25,386	24,632	23,524
5070	Unemployment Tax	324	255	452	454	452
	<b>TOTAL PERSONNEL SERVICES</b>	<b>248,744</b>	<b>264,165</b>	<b>269,196</b>	<b>253,983</b>	<b>240,359</b>
5220	Garden Guild/Docent Activities	457	815	600	600	600
5230	Gas & Diesel	26	0	0	0	0
5257	Grants	0	3,501	0	0	0
5490	Programs and Promotions	8,896	6,611	9,500	9,500	7,600
5570	Uniforms	300	0	400	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>9,679</b>	<b>10,927</b>	<b>10,500</b>	<b>10,800</b>	<b>8,900</b>
5190	Facility Op. & Maintenance	35,296	39,561	30,360	33,000	33,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>35,296</b>	<b>39,561</b>	<b>30,360</b>	<b>33,000</b>	<b>33,000</b>
5520	Retail Operations	7,232	7,462	6,500	7,150	7,150
	<b>TOTAL RETAIL OPERATIONS</b>	<b>7,232</b>	<b>7,462</b>	<b>6,500</b>	<b>7,150</b>	<b>7,150</b>
5580-001	Telephone	3,938	3,418	3,800	3,800	3,800
5580-002	Electricity	13,183	13,680	13,000	14,000	14,000
5580-004	Water/Sewer	3,379	2,530	3,300	3,300	3,300
5580-016	Internet/Cable	1,293	1,397	1,300	1,300	1,300
	<b>TOTAL UTILITIES</b>	<b>21,794</b>	<b>21,024</b>	<b>21,400</b>	<b>22,400</b>	<b>22,400</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 322,744</b>	<b>\$ 343,138</b>	<b>\$ 337,956</b>	<b>\$ 327,333</b>	<b>\$ 311,809</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (216,972)</b>	<b>\$ (249,450)</b>	<b>\$ (228,680)</b>	<b>\$ (219,195)</b>	<b>\$ (213,131)</b>

# FOUNTAINHEAD REGIONAL PARK

## PROGRAM OVERVIEW

Fountainhead Regional Park, in the Fairfax Station area of Fairfax County, provides a boating and fishing center on the Occoquan Reservoir from mid-March to mid-November. It is also part of the Occoquan Water Trail. The park includes a bait and tackle shop, snack bar, and picnic shelter as well as an 8-mile mountain bike trail, a 12-mile equestrian and hiking trail, a 2-mile hiking trail and the trailhead for the 17.5-mile Bull Run-Occoquan Trail. The park also offers kayak, canoe and jon boat rentals. The Webb Sanctuary was brought online in 2014. The park offers popular walking trails for Clifton residents and a rental house.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 222,782	\$ 236,000	\$ 247,500	4.9%
Retail Operations	29,748	50,000	45,000	-10.0%
Other Revenue	20,522	12,912	12,912	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 273,053</b>	<b>\$ 298,912</b>	<b>\$ 305,412</b>	<b>2.2%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 159,236	\$ 178,432	\$ 178,836	0.2%
Operating Costs	1,993	2,900	2,700	-6.9%
Maintenance Costs	23,762	24,500	26,500	8.2%
Insurance	381	412	479	16.3%
Retail Operations	18,763	27,500	25,000	-9.1%
Utilities	7,503	8,400	8,400	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 211,638</b>	<b>\$ 242,144</b>	<b>\$ 241,915</b>	<b>-0.1%</b>
<b>Net Income</b>	<b>\$ 61,415</b>	<b>\$ 56,768</b>	<b>\$ 63,497</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of jon boat rentals	2,688	2,607	3,150	1,678	3,200
• Number of boat ramp launches (daily type)	803	800	1,000	568	800
• Number of boat shore launches	1,965	1,589	1,800	1,119	1,600
• Number of season ramp launch passes sold	215	226	225	49	225
• Number of season shore launch passes sold	487	467	400	137	400
• Number of canoe rentals	1,102	775	1,000	495	875
• Number of motor rentals	1,264	1,403	1,400	1,403	1,400
• Number of kayak rentals	4,881	4,777	5,800	3,356	5,800
• Number of picnic shelter rentals	39	38	35	18	26
• Average revenue retail per boat rental and daily launch	\$2.65	\$2.82	\$3.92	\$2.91	\$3.67
• Number of volunteer hours	718	840	600	0	800

## FOUNTAINHEAD REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-140 FOUNTAINHEAD REGIONAL PARK</b>						
<b>REVENUES</b>						
4070	Boat Rental	\$ 148,555	\$ 159,369	\$ 170,000	\$ 180,000	\$ 180,000
4530	Launch & Parking Fees	52,435	54,634	49,000	54,000	54,000
4690	Special Events	0	0	5,000	5,000	5,000
4600	Programmed Events	10,299	3,736	5,500	5,500	5,500
4670	Shelter Reservations	4,230	3,705	4,000	4,000	3,000
4500	Miniature Golf	1,765	1,338	2,500	0	0
	<b>TOTAL USER FEES</b>	<b>217,283</b>	<b>222,782</b>	<b>236,000</b>	<b>248,500</b>	<b>247,500</b>
4640, 4660	Retail Operations	30,315	29,748	50,000	45,000	45,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>30,315</b>	<b>29,748</b>	<b>50,000</b>	<b>45,000</b>	<b>45,000</b>
4420	House Rental	12,912	12,912	12,912	12,912	12,912
4510	Miscellaneous Revenue	1,301	7,610	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>14,213</b>	<b>20,522</b>	<b>12,912</b>	<b>12,912</b>	<b>12,912</b>
	<b>TOTAL REVENUES</b>	<b>\$ 261,811</b>	<b>\$ 273,053</b>	<b>\$ 298,912</b>	<b>\$ 306,412</b>	<b>\$ 305,412</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 54,657	\$ 43,732	\$ 69,319	\$ 75,353	\$ 70,782
5020	Part-Time Salaries	74,975	86,651	69,094	76,600	75,877
5030	FICA	9,897	10,354	10,589	11,624	6,673
5040	Hospitalization	2,251	9,048	15,191	10,098	10,098
5060	Life Insurance	320	410	821	859	807
5050	Retirement	7,172	8,713	13,018	15,071	14,163
5070	Unemployment Tax	399	328	401	439	435
	<b>TOTAL PERSONNEL SERVICES</b>	<b>149,672</b>	<b>159,236</b>	<b>178,432</b>	<b>190,045</b>	<b>178,836</b>
5230	Gas and Diesel	1,235	1,650	2,000	2,000	2,000
5490	Programs and Promotions	0	100	500	500	0
5570	Uniforms	374	243	400	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>1,610</b>	<b>1,993</b>	<b>2,900</b>	<b>3,200</b>	<b>2,700</b>
5180	Equipment/Vehicle Maintenance	1,424	2,297	3,000	3,000	3,000
5190	Facility Op. & Maintenance	23,819	20,963	21,000	23,000	23,000
5510	Rental House Maintenance	1,518	502	500	500	500
	<b>TOTAL MAINTENANCE COSTS</b>	<b>26,761</b>	<b>23,762</b>	<b>24,500</b>	<b>26,500</b>	<b>26,500</b>
5290	Insurance - Vehicle	395	381	412	479	479
	<b>TOTAL INSURANCE</b>	<b>395</b>	<b>381</b>	<b>412</b>	<b>479</b>	<b>479</b>
5520,5535,5586	Retail Operations	16,831	18,763	27,500	25,000	25,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>16,831</b>	<b>18,763</b>	<b>27,500</b>	<b>25,000</b>	<b>25,000</b>
5580-001	Telephone	1,108	1,151	1,200	1,200	1,200
5580-002	Electricity	5,213	5,256	6,000	6,000	6,000
5580-016	Internet/cable	1,044	1,097	1,200	1,200	1,200
	<b>TOTAL UTILITIES</b>	<b>7,365</b>	<b>7,503</b>	<b>8,400</b>	<b>8,400</b>	<b>8,400</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 202,633</b>	<b>\$ 211,638</b>	<b>\$ 242,144</b>	<b>\$ 253,624</b>	<b>\$ 241,915</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 59,178</b>	<b>\$ 61,415</b>	<b>\$ 56,768</b>	<b>\$ 52,788</b>	<b>\$ 63,497</b>



# HEMLOCK OVERLOOK REGIONAL PARK

## PROGRAM OVERVIEW

Hemlock Overlook is a 426-acre park located in the middle of the 5,000 acres owned by NOVA Parks in the Bull Run-Occoquan Watershed, which provides protection to the Occoquan Reservoir Watershed and is a habitat for wildlife and native plants and trees. Adventure Links has been chosen through the Virginia Public-Private Education Facilities and Infrastructure Act of 2002 (PPEA) process to run operations at Hemlock Overlook. The programming focus is on environmental education, experiential learning, and teambuilding offered to school, community, and corporate groups. Adventure Links began programming on site August 2009, after George Mason University ended their agreement to run the facility.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
Other Revenue	\$ 75,768	\$ 75,768	\$ 75,768	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>0.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Maintenance Costs	\$ 2,658	\$ 2,400	\$ 2,400	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 2,658</b>	<b>\$ 2,400</b>	<b>\$ 2,400</b>	<b>0.0%</b>
<b>Net Income</b>	<b>\$ 73,110</b>	<b>\$ 73,368</b>	<b>\$ 73,368</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
For complete accuracy, some data is still being gathered. * ** Provided as user days					
• School & community group participants**	N/A	N/A	17,000	N/A	17,000
• Professional, corporate, and university group participants*	N/A	N/A	5,000	N/A	5,000
• Summer Camp participants**	N/A	N/A	6,000	N/A	6,000

## HEMLOCK OVERLOOK REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-150 HEMLOCK OVERLOOK</b>						
<b>REVENUES</b>						
4510	Miscellaneous Revenue	\$ 1,535	\$ 768	\$ 768	\$ 768	\$ 768
4672	Revenue Share from Partnership	75,000	75,000	75,000	75,000	75,000
<b>TOTAL OTHER REVENUE</b>		<b>76,535</b>	<b>75,768</b>	<b>75,768</b>	<b>75,768</b>	<b>75,768</b>
<b>TOTAL REVENUES</b>		<b>\$ 76,535</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>
<b>EXPENSES</b>						
5190	Facility Op. & Maintenance	\$ 1,120	\$ 2,658	\$ 2,400	\$ 2,400	\$ 2,400
<b>TOTAL MAINTENANCE</b>		<b>1,120</b>	<b>2,658</b>	<b>2,400</b>	<b>2,400</b>	<b>2,400</b>
<b>TOTAL EXPENSES</b>		<b>\$ 1,120</b>	<b>\$ 2,658</b>	<b>\$ 2,400</b>	<b>\$ 2,400</b>	<b>\$ 2,400</b>
<b>OPERATING INCOME (LOSS)</b>		<b>\$ 75,415</b>	<b>\$ 73,110</b>	<b>\$ 73,368</b>	<b>\$ 73,368</b>	<b>\$ 73,368</b>

# MEADOWLARK BOTANICAL GARDENS

## PROGRAM OVERVIEW

Meadowlark Botanical Gardens is a 96-acre botanical garden in Vienna whose mission is to collect and display plants native to the Potomac River Valley and from around the world, to provide educational opportunities in gardening, horticulture, botany and conservation of plant diversity, and to provide a place of aesthetic beauty to foster the stewardship of nature for public enrichment. Facilities in the gardens include the Visitor Center, three lakes, three rental gazebos, the Lilac Pavilion, the unique Korean Bell Garden, and paved and natural surface walking paths. The Children's Garden and the Mediterranean Greenhouse are new additions planned for the gardens.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 374,652	\$ 315,500	\$ 366,100	16.0%
Retail Operations	64,674	50,000	60,000	20.0%
Other Revenue	18,050	1,000	1,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 457,377</b>	<b>\$ 366,500</b>	<b>\$ 427,100</b>	<b>16.5%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 807,833	\$ 855,354	\$ 874,224	2.2%
Operating Costs	11,395	12,900	15,500	20.2%
Maintenance Costs	106,414	129,000	134,000	3.9%
Insurance	1,142	1,236	1,437	16.3%
Retail Operations	31,021	30,000	36,000	20.0%
Utilities	39,283	53,900	57,900	7.4%
<b>TOTAL EXPENSES</b>	<b>\$ 997,087</b>	<b>\$ 1,082,390</b>	<b>\$ 1,119,061</b>	<b>3.4%</b>
<b>Net Income</b>	<b>\$ (539,711 )</b>	<b>\$ (715,890 )</b>	<b>\$ (691,961 )</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Revenue in the FY 2021 budget was increased for entrance fees and other user fee revenue to reflect recent actuals.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
-For complete accuracy some data is still being gathered. Counting method for admissions/memberships being refined					
• Memberships*	4,000	N/A	4,500	4,750	5,000
• Admissions (including members)*	44,100	N/A	70,000	35,400	71,000
• Program participants	7,500	N/A	6,400	2,750	6,400
• Camp Grow participants	180	N/A	180	159	144
• School programs-number of students	3,810	N/A	2,400	325	2,800
• Average amount visitors spend on resale items	\$0.85	N/A	\$0.63	\$0.91	\$0.90
• Volunteer hours received	2,253	N/A	3,000	2,500	3,000

## MEADOWLARK BOTANICAL GARDENS

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-180</b>	<b>MEADOWLARK BOTANICAL GARDENS</b>					
	<b>REVENUES</b>					
4020	Misc Rev / Annual Dues	\$ 80,725	\$ 88,237	\$ 80,000	\$ 88,000	\$ 88,000
4101	Camps	50,530	51,395	39,500	52,000	41,600
4600	Programmed Events	12,694	5,262	12,500	8,000	8,000
4812, 4810	Visitor Center Rental/Photographer Fees	13,285	14,575	13,500	13,500	13,500
4230	Entrance Fees	167,493	215,218	170,000	215,000	215,000
4291	Reservation - Means Cabin	0	(35)	0	0	0
	<b>TOTAL USER FEES</b>	<b>324,727</b>	<b>374,652</b>	<b>315,500</b>	<b>376,500</b>	<b>366,100</b>
4640	Retail Operations	46,870	63,877	50,000	60,000	60,000
4646	ML Bell Garden Postcards	423	797	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>47,293</b>	<b>64,674</b>	<b>50,000</b>	<b>60,000</b>	<b>60,000</b>
4181	Meadowlark Escrow Interest Transfer	21,529	18,050	1,000	1,000	1,000
	<b>TOTAL OTHER REVENUE</b>	<b>21,529</b>	<b>18,050</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 393,548</b>	<b>\$ 457,377</b>	<b>\$ 366,500</b>	<b>\$ 437,500</b>	<b>\$ 427,100</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 420,363	\$ 433,983	\$ 459,391	\$ 465,073	\$ 451,298
5020	Part-Time Salaries	170,532	171,436	174,669	204,532	204,333
5030	FICA	43,175	44,294	48,506	50,001	29,103
5040	Hospitalization	71,470	71,039	79,882	92,779	92,779
5060	Life Insurance	2,567	4,035	5,439	5,302	5,145
5050	Retirement	58,496	82,208	86,274	93,015	90,305
5070	Unemployment Tax	1,019	837	1,193	1,263	1,262
	<b>TOTAL PERSONNEL SERVICES</b>	<b>767,621</b>	<b>807,833</b>	<b>855,354</b>	<b>911,964</b>	<b>874,224</b>
5230	Gas and Diesel	4,023	3,572	5,000	5,000	5,000
5380	Membership Events	0	0	1,000	1,000	1,000
5490	Programs and Promotions	6,530	2,872	2,000	3,500	3,500
5171	Camps	0	3,818	3,500	4,000	3,200
5570	Uniforms	702	1,134	1,400	2,800	2,800
	<b>TOTAL OPERATING COSTS</b>	<b>11,255</b>	<b>11,395</b>	<b>12,900</b>	<b>16,300</b>	<b>15,500</b>
5180	Equipment/Vehicle Maintenance	15,594	15,246	14,000	14,000	14,000
5190	Facility Op. & Maintenance	36,379	46,677	65,000	65,000	65,000
5215	Garden Maintenance	38,310	44,491	50,000	55,000	55,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>90,283</b>	<b>106,414</b>	<b>129,000</b>	<b>134,000</b>	<b>134,000</b>
5290	Insurance - Vehicle	1,184	1,142	1,236	1,437	1,437
	<b>TOTAL INSURANCE</b>	<b>1,184</b>	<b>1,142</b>	<b>1,236</b>	<b>1,437</b>	<b>1,437</b>
5520	Retail Operations	23,864	31,021	30,000	36,000	36,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>23,864</b>	<b>31,021</b>	<b>30,000</b>	<b>36,000</b>	<b>36,000</b>
5580-001	Telephone	3,938	3,698	3,000	4,000	4,000
5580-002	Electricity	27,921	26,831	35,000	35,000	35,000
5580-003	Natural Gas	2,016	1,870	8,000	8,000	8,000
5580-004	Water/Sewer	7,822	4,609	6,500	7,500	7,500
5580-008	Propane Gas	0	0	400	400	400
5580-016	Cable/Internet	1,238	2,276	1,000	3,000	3,000
	<b>TOTAL UTILITIES</b>	<b>42,936</b>	<b>39,283</b>	<b>53,900</b>	<b>57,900</b>	<b>57,900</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 937,142</b>	<b>\$ 997,087</b>	<b>\$ 1,082,390</b>	<b>\$ 1,157,601</b>	<b>\$ 1,119,061</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (543,594)</b>	<b>\$ (539,711)</b>	<b>\$ (715,890)</b>	<b>\$ (720,101)</b>	<b>\$ (691,961)</b>

# MEADOWLARK GARDENS WINTER WALK OF LIGHTS

## PROGRAM OVERVIEW

Meadowlark's Winter Walk of Lights made its debut November 2012. The show is slightly over a mile long and meanders through the garden. The all LED displays depict nature and winter holiday themes including a stream, deer, swans, flowers, butterflies, mushrooms, snails, and holiday favorites. Two highlights of the show include a spectacular animated fountain and the animated light show set to holiday music.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 809,148	\$ 822,117	\$ 829,117	0.9%
Retail Operations	89,557	102,000	103,000	1.0%
<b>TOTAL REVENUE</b>	<b>\$ 898,705</b>	<b>\$ 924,117</b>	<b>\$ 932,117</b>	<b>0.9%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 60,307	\$ 106,871	\$ 121,768	13.9%
Operating Costs	105,150	115,000	115,000	0.0%
Retail Operations	34,922	43,500	43,926	1.0%
Utilities	0	3,800	3,800	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 200,379</b>	<b>\$ 269,171</b>	<b>\$ 284,494</b>	<b>5.7%</b>
<b>Net Income</b>	<b>\$ 698,326</b>	<b>\$ 654,947</b>	<b>\$ 647,624</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
-For complete accuracy some data is still being gathered.					
• Number of light show entries	80,056	N/A	70,000	73,500	75,000
• Average amount visitors spend on food & retail items	\$1.40	N/A	\$1.46	\$1.49	\$1.50

## MEADOWLARK GARDENS WINTER WALK OF LIGHTS

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-185</b>	<b>MEADOWLARK LIGHT SHOW</b>					
	<b>REVENUES</b>					
4486	Admissions	\$ 866,758	\$ 795,665	\$ 814,117	\$ 814,117	\$ 814,117
4488	Group Admissions	8,160	13,648	8,000	15,000	15,000
4740	Programmed Events	0	(164)	0	0	0
4694	Sponsorships	0	0	0	0	0
	<b>TOTAL USER FEES</b>	<b>874,918</b>	<b>809,148</b>	<b>822,117</b>	<b>829,117</b>	<b>829,117</b>
4642	Retail-Food	81,751	66,955	75,000	76,000	76,000
4640	Retail Operations	30,197	22,602	27,000	27,000	27,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>111,947</b>	<b>89,557</b>	<b>102,000</b>	<b>103,000</b>	<b>103,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 986,865</b>	<b>\$ 898,705</b>	<b>\$ 924,117</b>	<b>\$ 932,117</b>	<b>\$ 932,117</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 0	\$ 0	\$ 22,506	\$ 25,374	\$ 24,221
5020	Part-Time Salaries	55,042	60,288	69,619	79,491	79,491
5030	FICA	0	18	7,048	7,946	4,673
5040	Hospitalization	0	0	2,837	7,848	7,848
5060	Life Insurance	0	0	266	289	276
5050	Retirement	0	0	4,227	5,075	4,847
5070	Unemployment	0	0	368	412	412
	<b>TOTAL PERSONNEL SERVICES</b>	<b>55,042</b>	<b>60,307</b>	<b>106,871</b>	<b>126,435</b>	<b>121,768</b>
5470, 5151	Light Show Production Costs	90,980	105,119	115,000	115,000	115,000
5490	Programs and Promotions	860	31	0	0	0
	<b>TOTAL OPERATING COSTS</b>	<b>91,840</b>	<b>105,150</b>	<b>115,000</b>	<b>115,000</b>	<b>115,000</b>
5520-015, 025	Retail-Food	5,817	19,440	30,000	30,426	30,426
5520-000	Retail Operations	38,693	15,482	13,500	13,500	13,500
	<b>TOTAL RETAIL OPERATIONS</b>	<b>44,510</b>	<b>34,922</b>	<b>43,500</b>	<b>43,926</b>	<b>43,926</b>
5580-002	Electricity	0	0	3,500	3,500	3,500
5580-008	Propane	0	0	300	300	300
	<b>TOTAL UTILITIES</b>	<b>0</b>	<b>0</b>	<b>3,800</b>	<b>3,800</b>	<b>3,800</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 191,392</b>	<b>\$ 200,379</b>	<b>\$ 269,171</b>	<b>\$ 289,161</b>	<b>\$ 284,494</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 795,473</b>	<b>\$ 698,326</b>	<b>\$ 654,947</b>	<b>\$ 642,956</b>	<b>\$ 647,624</b>

# MEADOWLARK ATRIUM AND EVENT SERVICES

## PROGRAM OVERVIEW

The Atrium at Meadowlark Botanical Gardens is a stunning venue that provides approximately 5,400 square feet of event space. The Atrium has been consistently voted as Northern Virginia and D.C. Metro areas' premier wedding venue. The Atrium offers food and beverage options with full-service event planning.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 699,662	\$ 772,500	\$ 463,000	-40.1%
Retail Operations	1,197,319	1,169,640	664,848	-43.2%
Other Revenue	70,136	104,000	61,210	-41.1%
<b>TOTAL REVENUE</b>	<b>\$ 1,967,117</b>	<b>\$ 2,046,140</b>	<b>\$ 1,189,058</b>	<b>-41.9%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 422,318	\$ 536,477	\$ 500,742	-6.7%
Operating Costs	209,737	188,500	152,794	-18.9%
Maintenance Costs	82,561	91,500	91,500	0.0%
Insurance	3,552	5,800	5,000	-13.8%
Retail Operations	386,398	361,380	203,904	-43.6%
Utilities	53,023	47,800	54,200	13.4%
<b>TOTAL EXPENSES</b>	<b>\$ 1,157,588</b>	<b>\$ 1,231,457</b>	<b>\$ 1,008,140</b>	<b>-18.1%</b>
<b>Net Income</b>	<b>\$ 809,529</b>	<b>\$ 814,683</b>	<b>\$ 180,918</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Total Atrium events/rentals	146	128	155	74	93
• Atrium social events	133	114	135	63	81
• Percentage of Atrium Social Events catered by Great Blue Heron	94%	95%	97%	95%	97%
• Annual attendance-social event guests	19,710	15,390	20,925	9,990	12,555
• Number of gazebo rentals	35	42	50	19	30

## MEADOWLARK ATRIUM AND EVENT SERVICES

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-170 MEADOWLARK ATRIUM AND EVENT SERVICES</b>						
<b>REVENUES</b>						
4600	Programmed Events	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
4135	Atrium Rental	819,745	673,547	750,000	750,000	448,000
4443	Kitchen Use Fee	8,500	9,900	2,500	5,000	2,500
4487	Reservations-Lilac Pavilion Rental	7,359	5,650	8,000	8,000	5,000
4290	Reservations - Gazebo Rental	10,403	10,565	12,000	13,000	7,500
	<b>TOTAL USER FEES</b>	<b>846,007</b>	<b>699,662</b>	<b>772,500</b>	<b>776,000</b>	<b>463,000</b>
4821	Equipment Rental	53,693	59,161	80,000	80,000	47,250
4822	NVRPA Event Staffing	5,785	6,970	20,000	20,000	12,960
4693	Special Services	1,092	4,006	4,000	4,000	1,000
	<b>TOTAL OTHER REVENUE</b>	<b>60,569</b>	<b>70,136</b>	<b>104,000</b>	<b>104,000</b>	<b>61,210</b>
4115	Catering	733,888	728,870	760,000	787,500	432,000
4682	Service Charge	156,889	156,261	143,640	148,837	81,648
4640,4641,4647	Retail - Alcoholic Beverages	311,647	312,187	266,000	275,625	151,200
	<b>TOTAL RETAIL OPERATIONS</b>	<b>1,202,424</b>	<b>1,197,319</b>	<b>1,169,640</b>	<b>1,211,962</b>	<b>664,848</b>
	<b>TOTAL REVENUES</b>	<b>\$ 2,109,001</b>	<b>\$ 1,967,117</b>	<b>\$ 2,046,140</b>	<b>\$ 2,091,962</b>	<b>\$ 1,189,058</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 227,971	\$ 229,106	\$ 242,376	\$ 235,259	\$ 224,919
5020	Part-Time Salaries	209,891	104,716	181,106	213,429	163,210
5030	FICA	32,953	25,123	32,396	33,660	17,752
5040	Hospitalization	25,457	16,784	31,126	46,294	46,294
5060	Life Insurance	1,380	2,197	2,870	2,682	2,564
5050	Retirement	31,122	43,906	45,518	47,052	45,006
5070	Unemployment Tax	794	485	1,086	1,204	996
	<b>TOTAL PERSONNEL SERVICES</b>	<b>529,568</b>	<b>422,318</b>	<b>536,477</b>	<b>579,579</b>	<b>500,742</b>
5186	Equipment Rental	47,425	54,636	76,000	76,000	45,144
5146	Contract Employment	113,874	151,313	108,000	128,000	102,400
5490	Programs and Promotions	3,742	2,802	3,500	3,500	3,500
5570	Uniforms	663	985	1,000	1,750	1,750
	<b>TOTAL OPERATING COSTS</b>	<b>165,704</b>	<b>209,737</b>	<b>188,500</b>	<b>209,250</b>	<b>152,794</b>
5180	Equipment/Vehicle Maintenance	1,885	0	2,500	2,500	2,500
5190	Facility Op. & Maintenance	68,146	64,071	70,000	70,000	70,000
5215	Garden Maintenance	16,637	18,490	19,000	19,000	19,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>86,669</b>	<b>82,561</b>	<b>91,500</b>	<b>91,500</b>	<b>91,500</b>
5143	Catering	303,422	283,568	273,600	283,500	155,520
5521	Retail - Alcoholic Beverages	124,890	102,830	87,780	88,200	48,384
	<b>TOTAL RETAIL</b>	<b>428,312</b>	<b>386,398</b>	<b>361,380</b>	<b>371,700</b>	<b>203,904</b>
5265	Insurance - Liquor Liability	6,273	3,552	5,800	5,000	5,000
	<b>TOTAL INSURANCE</b>	<b>6,273</b>	<b>3,552</b>	<b>5,800</b>	<b>5,000</b>	<b>5,000</b>
5580-001	Telephone	3,087	2,539	3,000	3,000	3,000
5580-002	Electricity	28,897	33,825	30,000	35,000	35,000
5580-003	Natural Gas	9,806	11,066	9,000	10,000	10,000
5580-004	Water/Sewer	4,746	4,231	4,800	4,800	4,800
5580-016	Cable/Internet	1,040	1,362	1,000	1,400	1,400
	<b>TOTAL UTILITIES</b>	<b>47,577</b>	<b>53,023</b>	<b>47,800</b>	<b>54,200</b>	<b>54,200</b>
	<b>TOTAL EXPENSES</b>	<b>1,264,102</b>	<b>1,157,588</b>	<b>1,231,457</b>	<b>1,311,229</b>	<b>1,008,140</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>844,899</b>	<b>809,529</b>	<b>814,683</b>	<b>780,733</b>	<b>180,918</b>



# MT. ZION HISTORIC PARK/GILBERT'S CORNER REGIONAL PARK

## PROGRAM OVERVIEW

Mount Zion Historic Church sits on 7 acres and was acquired in the fall of 2009. Built in 1851, the church played host and witness to several of the areas many Civil War events including the Action at Mount Zion Church. In July of 1864 near the church, Confederate forces led by John S. Mosby were credited with a rout of Union forces led by William H. Forbes. Today, the church is available to the public for tours and special events. Adjacent to Mt. Zion Historic Park just across Route 50 rests Gilbert's Corner Regional Park. This undisturbed 155 acres of rolling countryside was assumed by NOVA Parks in the winter of 2009 from the Mount Zion Church Preservation Association. The former house site of local union sympathizer and civilian scout Alexander "Yankee" Davis, Gilbert's Corner remains today as it has for centuries, a mix of meadows and woodlands that will play host to hiking trails and other passive park activities.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 1,200	\$ 2,000	\$ 1,400	-30.0%
Other Revenue	464	464	464	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 1,664</b>	<b>\$ 2,464</b>	<b>\$ 1,864</b>	<b>-24.4%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 0	0	0	-
Operating Costs	1,242	1,500	750	-50.0%
Maintenance Costs	10,865	15,000	15,000	0.0%
Utilities	1,572	1,500	1,500	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 13,679</b>	<b>\$ 18,000</b>	<b>\$ 17,250</b>	<b>-4.2%</b>
<b>Net Income</b>	<b>\$ (12,015)</b>	<b>\$ (15,536)</b>	<b>\$ (15,386)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC	FY 2021 TARGET
• Special event & program attendance	423	530	550	314	300
• Rental event attendance	100	0	150	0	75
• School program attendance	969	756	850	122	425
• Scout attendance	20	0	75	12	45
• Volunteer hours	569	279	550	384	570

## MT. ZION HISTORIC PARK/GILBERT'S CORNER REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-200 MT. ZION HISTORIC PARK/GILBERT'S CORNER REGIONAL PARK</b>						
<b>REVENUES</b>						
4131	Church Rental	\$ 1,280	\$ 0	\$ 600	\$ 600	\$ 600
4230	Entrance Fees	0	0	200	200	200
4600	Programmed Events	821	1,200	1,200	1,200	600
	<b>TOTAL USER FEES</b>	<b>2,101</b>	<b>1,200</b>	<b>2,000</b>	<b>2,000</b>	<b>1,400</b>
4640	Retail Operations	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
4605	Farm Rental Lease	464	464	464	464	464
	<b>TOTAL OTHER REVENUE</b>	<b>464</b>	<b>464</b>	<b>464</b>	<b>464</b>	<b>464</b>
	<b>TOTAL REVENUES</b>	<b>\$ 2,565</b>	<b>\$ 1,664</b>	<b>\$ 2,464</b>	<b>\$ 2,464</b>	<b>\$ 1,864</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
5030	FICA	0	0	0	0	0
	<b>TOTAL PERSONNEL SERVICES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5490	Programs and Promotions	396	1,242	1,500	1,500	750
	<b>TOTAL OPERATING COSTS</b>	<b>396</b>	<b>1,242</b>	<b>1,500</b>	<b>1,500</b>	<b>750</b>
5190	Facility Op. & Maintenance	11,623	10,865	15,000	15,000	15,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>11,623</b>	<b>10,865</b>	<b>15,000</b>	<b>15,000</b>	<b>15,000</b>
5580-002	Electricity	1,460	1,572	1,500	1,500	1,500
	<b>TOTAL UTILITIES</b>	<b>1,460</b>	<b>1,572</b>	<b>1,500</b>	<b>1,500</b>	<b>1,500</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 13,479</b>	<b>\$ 13,679</b>	<b>\$ 18,000</b>	<b>\$ 18,000</b>	<b>\$ 17,250</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (10,914)</b>	<b>\$ (12,015)</b>	<b>\$ (15,536)</b>	<b>\$ (15,536)</b>	<b>\$ (15,386)</b>

# OCOQUAN REGIONAL PARK

## PROGRAM OVERVIEW

Occoquan Regional Park is a 350- acre scenic park located on the Fairfax County shoreline of the Occoquan River. It offers recreational amenities including batting cages, river access including boat launch and kayak rentals, a 5k loop trail, boat and RV storage, and picnic shelters. It also provides practice rowing for local high schools. A number of special events are hosted at the park, including the Occoquan Brickyard 5k Race Series, car shows, and river festivals. The park is also home to the Turning Point Suffragist Memorial, scheduled to open the summer of 2020. A major focus in the park is to provide leadership in conservation and recreational use of the Occoquan River.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 197,705	\$ 223,000	\$ 230,750	3.5%
Retail Operations	1144	1,200	1200	0.0%
Other Revenue	48	3,000	3,500	16.7%
<b>TOTAL REVENUE</b>	<b>\$ 198,896</b>	<b>\$ 227,200</b>	<b>\$ 235,450</b>	<b>3.6%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 315,148	\$ 299,433	\$ 311,312	4.0%
Operating Costs	10,783	12,400	9,700	-21.8%
Maintenance Costs	64,278	81,850	89,850	9.8%
Insurance	1,522	2,060	1,916	-7.0%
Retail Operations	509	480	480	0.0%
Utilities	26,464	39,600	39,200	-1.0%
<b>TOTAL EXPENSES</b>	<b>\$ 418,704</b>	<b>\$ 435,823</b>	<b>\$ 452,458</b>	<b>3.8%</b>
<b>Net Income</b>	<b>\$ (219,808 )</b>	<b>\$ (208,623 )</b>	<b>\$ (217,008 )</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Budgeted revenue increases due mainly to increase in price for boat rentals.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Boat/RV storage usage	149	150	150	140	150
• Number of boat launches	2,055	2,995	3,000	1,662	3,000
• Number of batting cage rounds	7,387	11,814	10,600	7,060	13,000
• Number of picnic shelter rentals	65	211	235	139	176
• Number of volunteer hours	150	210	3,000	226	250
• Number of boat rentals	1,440	1,585	1,800	1,791	2,600
• Number of 5 K events	1	6	10	10	8

## OCCOQUAN REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-210</b>	<b>OCCOQUAN REGIONAL PARK REVENUES</b>					
4460	Launch Fees	\$ 22,382	\$ 26,530.88	\$ 28,000	\$ 28,000	\$ 28,000
4690	Special Events	1,950	10,577	6,000	15,000	8,000
4670	Shelter Reservations	8,926	28,523	33,000	33,000	24,750
4600	Programmed Events	0	67	8,000	12,000	6,000
4045	Athletic Field Use Fees	41	25	0	0	0
4060	Batting Cage Fees	11,081	18,275	16,000	20,000	20,000
4070	Boat Rental	19,009	23,822	22,000	34,000	34,000
4080	Boat Storage	110,003	89,887	110,000	110,000	110,000
	<b>TOTAL USER FEES</b>	<b>173,392</b>	<b>197,705</b>	<b>223,000</b>	<b>252,000</b>	<b>230,750</b>
4640	Retail - Food	383	1,144	1,200	1,200	1,200
4790	Vending Machine Operation	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>383</b>	<b>1,144</b>	<b>1,200</b>	<b>1,200</b>	<b>1,200</b>
4440	Interest	73,779	0	0	0	0
4475	Lessons	2,920	0	3,000	3,500	3,500
4510	Miscellaneous Revenue	1,439	23	0	0	0
4636	Rental Device Commission	0	25	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>78,138</b>	<b>48</b>	<b>3,000</b>	<b>3,500</b>	<b>3,500</b>
4950	Transfer from Restricted Fund	507,523	0	0	0	0
	<b>TOTAL TRANSFERS FROM OTHER FUNDS</b>	<b>507,523</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUE AND OTHER</b>	<b>\$ 759,436</b>	<b>\$ 198,896</b>	<b>\$ 227,200</b>	<b>\$ 256,700</b>	<b>\$ 235,450</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 174,849	\$ 135,073	\$ 121,998	\$ 129,383	\$ 124,282
5020	Part-Time Salaries	121,083	120,361	122,293	137,646	136,215
5030	FICA	21,929	19,327	18,688	20,428	11,853
5040	Hospitalization	31,560	15,190	11,407	11,915	11,915
5060	Life Insurance	853	1,121	1,444	1,475	1,417
5050	Retirement	24,553	23,645	22,911	25,877	24,869
5070	Unemployment Tax	576	433	691	768	761
	<b>TOTAL PERSONNEL SERVICES</b>	<b>375,403</b>	<b>315,148</b>	<b>299,433</b>	<b>327,491</b>	<b>311,312</b>
5230	Gas and Diesel	4,522	4,843	8,000	6,000	6,000
5490	Programs and Promotions	0	5,415	4,000	6,000	3,000
5570	Uniforms	756	525	400	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>5,278</b>	<b>10,783</b>	<b>12,400</b>	<b>12,700</b>	<b>9,700</b>
5180	Equipment/Vehicle Maintenance	8,938	6,150	12,000	12,000	12,000
5190	Facility Op. & Maintenance	50,987	58,128	69,850	77,850	77,850
	<b>TOTAL MAINTENANCE COSTS</b>	<b>59,924</b>	<b>64,278</b>	<b>81,850</b>	<b>89,850</b>	<b>89,850</b>
5290	Insurance - Vehicle	1,579	1,522	2,060	1,916	1,916
	<b>TOTAL INSURANCE</b>	<b>1,579</b>	<b>1,522</b>	<b>2,060</b>	<b>1,916</b>	<b>1,916</b>
5520	Retail - Food	(10)	509	480	480	480
5586	Vending Machines	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>(10)</b>	<b>509</b>	<b>480</b>	<b>480</b>	<b>480</b>
5580-001	Telephone	3,903	1,397	4,100	2,200	2,200
5580-002	Electricity	12,363	19,232	22,000	22,000	22,000
5580-003	Natural Gas	44	0	0	0	0
5580-004	Water/Sewer	36,813	3,794	10,000	10,000	10,000
5580-008	Propane Gas	3,435	2,041	3,500	3,500	3,500
5580-016	Internet/Cable	0	0	0	1,500	1,500
	<b>TOTAL UTILITIES</b>	<b>56,557</b>	<b>26,464</b>	<b>39,600</b>	<b>39,200</b>	<b>39,200</b>
5322, 5323	Interest Expense VRA Note	507,523	0	0	0	0
	<b>Total Debt Service</b>	<b>507,523</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 1,006,254</b>	<b>\$ 418,704</b>	<b>\$ 435,823</b>	<b>\$ 471,637</b>	<b>\$ 452,458</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (246,818)</b>	<b>\$ (219,808)</b>	<b>\$ (208,623)</b>	<b>\$ (214,937)</b>	<b>\$ (217,008)</b>

# THE RIVER VIEW AT OCCOQUAN

## PROGRAM OVERVIEW

The River View located within the 14,000 square foot Jean R. Packard Center in Occoquan Regional Park features a premier event space that can accommodate 300 seated guests and the 1608 Room that interprets the area's history and environment. The River View also features an outdoor ceremony site, a private hospitality suite and historic cottage all with stunning views of the Occoquan River.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 446,709	\$ 531,250	\$ 370,625	-30.2%
Retail Operations	906,637	902,625	498,636	-44.8%
Other Revenue	91,773	62,730	71,640	14.2%
Transfer from Restricted License Fee Fund	—	326,232	812,116	148.9%
<b>TOTAL REVENUE</b>	<b>\$ 1,445,118</b>	<b>\$ 1,822,837</b>	<b>\$ 2,055,340</b>	<b>12.8%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 255,377	\$ 362,954	\$ 365,062	0.6%
Operating Costs	206,898	166,050	192,461	15.9%
Maintenance Costs	124,619	154,965	154,965	0.0%
Insurance	—	5,000	6,000	20.0%
Retail Operations	313,020	278,880	152,928	-45.2%
Utilities	54,336	69,960	62,700	-10.4%
Debt Service	499,586	816,212	812,116	-0.5%
<b>TOTAL EXPENSES</b>	<b>\$ 1,453,837</b>	<b>\$ 1,854,021</b>	<b>\$ 1,746,232</b>	<b>-5.8%</b>
<b>Net Income</b>	<b>\$ (8,719)</b>	<b>\$ (31,184)</b>	<b>\$ 6,785</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events. Additionally, there is a transfer of \$812,116 budgeted from the Capital Fund to cover the FY 2021 debt service payments for Occoquan Riverview.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• River View events/rentals	N/A	73	70	94	55
• Number of brunch wedding rentals	N/A	9	5	6	4
• Number of weddings over 200 guests	N/A	24	25	37	20
• Annual attendance-social event guests	N/A	11,700	11,000	16,520	9,550
• Number of pavilion rentals	—	11	20	8	10

## THE RIVER VIEW AT OCCOQUAN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-215</b>	<b>THE RIVER VIEW AT OCCOQUAN</b>					
	<b>REVENUES</b>					
4135	River View Rental	\$ 0	\$ 438,316	\$ 510,000	\$ 675,000	\$ 360,000
4487	Reservations-Pavilion Rental	0	8,393	21,250	21,250	10,625
	<b>TOTAL USER FEES</b>	<b>0</b>	<b>446,709</b>	<b>531,250</b>	<b>696,250</b>	<b>370,625</b>
4821	Equipment Rental	0	44,019	51,000	67,500	35,640
4822	NVRPA Event Staffing	0	23,170	11,730	45,000	36,000
4440	Interest	0	24,584	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>0</b>	<b>91,773</b>	<b>62,730</b>	<b>112,500</b>	<b>71,640</b>
4115	Catering	0	566,120	586,500	810,000	324,000
4682	Service Charge	150	126,108	110,850	153,090	61,236
4641	Retail - Alcoholic Beverages	0	138,579	205,275	283,500	113,400
	<b>TOTAL RETAIL OPERATIONS</b>	<b>150</b>	<b>906,637</b>	<b>902,625</b>	<b>1,246,590</b>	<b>498,636</b>
4950	Transfer from Restricted Fund	0	0	326,232	0	0
4900	Transfer from Capital Fund	0	0	0	0	812,116
	<b>TOTAL TRANSFERS FROM OTHER FUNDS</b>	<b>0</b>	<b>0</b>	<b>326,232</b>	<b>0</b>	<b>812,116</b>
	<b>TOTAL REVENUES AND OTHER SOURCES</b>	<b>\$ 150</b>	<b>\$ 1,445,118</b>	<b>\$ 1,822,837</b>	<b>\$ 2,055,340</b>	<b>\$ 1,753,017</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 2,092	\$ 135,156	\$ 194,948	\$ 201,907	\$ 189,070
5020	Part-Time Salaries	1,339	59,758	80,838	114,854	91,802
5030	FICA	262	13,415	21,098	24,232	12,946
5040	Hospitalization	0	21,428	26,577	30,627	30,627
5060	Life Insurance	0	1,191	2,308	2,302	2,155
5050	Retirement	302	24,053	36,611	40,381	37,833
5070	Unemployment Tax	0	376	574	744	629
	<b>TOTAL PERSONNEL SERVICES</b>	<b>3,995</b>	<b>255,377</b>	<b>362,954</b>	<b>415,047</b>	<b>365,062</b>
5186	Equipment Rental	0	39,179	48,450	64,125	33,858
5146	Contract Employment	0	165,316	112,000	190,253	152,203
5490	Programs and Promotions	1,250	1,458	5,000	5,000	5,000
5570	Uniforms	309	946	600	1,400	1,400
	<b>TOTAL OPERATING COSTS</b>	<b>1,559</b>	<b>206,898</b>	<b>166,050</b>	<b>260,778</b>	<b>192,461</b>
5180	Equipment/Vehicle Maintenance	0	664	2,500	2,500	2,500
5190	Facility Op. & Maintenance	12,780	123,956	152,465	152,465	152,465
	<b>TOTAL MAINTENANCE COSTS</b>	<b>12,780</b>	<b>124,619</b>	<b>154,965</b>	<b>154,965</b>	<b>154,965</b>
5143	Catering	9,010	246,039	211,140	291,600	116,640
5521	Retail - Alcoholic Beverages	0	66,982	67,740	90,720	36,288
	<b>TOTAL RETAIL</b>	<b>9,010</b>	<b>313,020</b>	<b>278,880</b>	<b>382,320</b>	<b>152,928</b>
5265	Insurance - Liquor Liability	0	0	5,000	6,000	6,000
	<b>TOTAL INSURANCE</b>	<b>0</b>	<b>0</b>	<b>5,000</b>	<b>6,000</b>	<b>6,000</b>
5580-001	Telephone	343	2,268	3,000	1,000	1,000
5580-002	Electricity	464	34,772	45,000	40,000	40,000
5580-003	Natural Gas	154	11,286	9,960	11,500	11,500
5580-004	Water/Sewer	0	0	6,000	4,000	4,000
5580-016	Cable/Internet	394	6,010	6,000	6,200	6,200
	<b>TOTAL UTILITIES</b>	<b>1,354</b>	<b>54,336</b>	<b>69,960</b>	<b>62,700</b>	<b>62,700</b>
2425	Note Payable VRA Principal	0	0	240,000	250,000	250,000
5322	Interest Expense VRA Note	0	499,586	576,212	562,116	562,116
	<b>TOTAL DEBT SERVICE</b>	<b>0</b>	<b>499,586</b>	<b>816,212</b>	<b>812,116</b>	<b>812,116</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 28,699</b>	<b>\$ 1,453,837</b>	<b>\$ 1,854,021</b>	<b>\$ 2,093,926</b>	<b>\$ 1,746,232</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (28,549)</b>	<b>\$ (8,719)</b>	<b>\$ (31,184)</b>	<b>\$ (38,586)</b>	<b>\$ 6,785</b>

# BRICKMAKERS CAFÉ AT OCCOQUAN

## PROGRAM OVERVIEW

Brickmakers Café is located within the 14,000 square foot Jean R. Packard Center in Occoquan Regional Park. The Café offers a casual dining experience with stunning views of the Occoquan River along with seasonal food offerings and events.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 10,068	\$ —	\$ 0	-
Retail Operations	305,155	234,000	288,000	23.1%
Other Revenue	19	0	500	-
<b>TOTAL REVENUE</b>	<b>\$ 315,243</b>	<b>\$ 234,000</b>	<b>\$ 288,500</b>	<b>23.3%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 114,268	\$ 101,226	\$ 132,290	30.7%
Operating Costs	3,333	2,000	3,500	75.0%
Maintenance Costs	21,796	15,000	25,600	70.7%
Insurance	0	350	1,500	328.6%
Retail Operations	119,723	84,240	111,840	32.8%
<b>TOTAL EXPENSES</b>	<b>\$ 259,120</b>	<b>\$ 202,816</b>	<b>\$ 274,730</b>	<b>35.5%</b>
<b>Net Income</b>	<b>\$ 56,123</b>	<b>\$ 31,184</b>	<b>\$ 13,770</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on this operation.

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of restaurant guests served	N/A	N/A	35,000	28,482	32,850
• Number of special events	N/A	N/A	6	3	0
• Per customer average on food and beverage	N/A	N/A	7	8	9
• Number of special holiday menu offerings for seasonal holidays	N/A	N/A	4	3	4

## BRICKMAKERS CAFÉ AT OCCOQUAN

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-220 BRICKMAKERS CAFÉ AT OCCOQUAN</b>						
<b>REVENUES</b>						
4600	Programmed Events	\$ 0	\$ 10,068	\$ 0	\$ 0	\$ 0
	<b>TOTAL USER FEES</b>	<b>0</b>	<b>10,068</b>	<b>0</b>	<b>0</b>	<b>0</b>
4822	NVRPA Event Staffing	0	0	0	500	500
4510	Miscellaneous Revenue	0	19	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>0</b>	<b>19</b>	<b>0</b>	<b>500</b>	<b>500</b>
4640	Retail - Food	1,858	235,801	170,000	300,000	240,000
4115	Catering	1,000	33,574	30,000	34,000	0
4641	Retail -Alcoholic Beverages	0	35,780	34,000	60,000	48,000
	Retail-Other	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>2,858</b>	<b>305,155</b>	<b>234,000</b>	<b>394,000</b>	<b>288,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 2,858</b>	<b>\$ 315,243</b>	<b>\$ 234,000</b>	<b>\$ 394,500</b>	<b>\$ 288,500</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
5020	Part-Time Salaries	545	105,857	93,598	150,290	120,232
5030	FICA	42	7,762	7,160	11,497	5,471
5040	Hospitalization	0	269	0	5,986	5,986
5060	Life Insurance	0	0	0	0	0
5050	Retirement	0	0	0	0	0
5070	Unemployment Tax	0	381	468	751	601
	<b>TOTAL PERSONNEL SERVICES</b>	<b>587</b>	<b>114,268</b>	<b>101,226</b>	<b>168,525</b>	<b>132,290</b>
5146	Contract Employment	0	2,636	0	2,500	2,500
5490	Programs and Promotions	0	697	2,000	2,000	1,000
5570	Uniforms	0	0	0	0	0
	<b>TOTAL OPERATING COSTS</b>	<b>0</b>	<b>3,333</b>	<b>2,000</b>	<b>4,500</b>	<b>3,500</b>
5190	Facility Op. & Maintenance	1,950	21,796	15,000	25,600	25,600
	<b>TOTAL MAINTENANCE COSTS</b>	<b>1,950</b>	<b>21,796</b>	<b>15,000</b>	<b>25,600</b>	<b>25,600</b>
5265	Insurance - Liquor Liability	0	0	350	1,500	1,500
	<b>TOTAL INSURANCE</b>	<b>0</b>	<b>0</b>	<b>350</b>	<b>1,500</b>	<b>1,500</b>
5520	Retail -Food	826	110,086	72,000	132,000	96,000
5521	Retail - Alcoholic Beverages	0	9,637	12,240	19,800	15,840
	Retail-Other	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>826</b>	<b>119,723</b>	<b>84,240</b>	<b>151,800</b>	<b>111,840</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 3,362</b>	<b>\$ 259,120</b>	<b>\$ 202,816</b>	<b>\$ 351,925</b>	<b>\$ 274,730</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (504)</b>	<b>\$ 56,123</b>	<b>\$ 31,184</b>	<b>\$ 42,575</b>	<b>\$ 13,770</b>



# BRICKMAKERS CATERING AND EVENT SERVICES

## PROGRAM OVERVIEW

Brickmakers Catering and Event Services provides food and beverage options for corporate and social events throughout NOVA Parks, including Great Waves at Cameron Run, Algonkian, Bull Run and Occoquan Regional Parks.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
Retail Operations	\$ 362,216	\$ 401,832	\$ 192,732	-52.0%
Other Revenue	19,098	20,000	9,200	-54.0%
<b>TOTAL REVENUE</b>	<b>\$ 381,314</b>	<b>\$ 421,832</b>	<b>\$ 201,932</b>	<b>-52.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 157,021	\$ 177,746	\$ 122,975	-30.8%
Operating Costs	25,146	28,390	17,746	-37.5%
Maintenance Costs	21,000	20,500	21,000	2.4%
Insurance	3,142	2,386	3,437	44.0%
Retail Operations	95,398	135,720	65,861	-51.5%
Utilities	395	1,800	720	-60.0%
<b>TOTAL EXPENSES</b>	<b>\$ 302,101</b>	<b>\$ 366,542</b>	<b>\$ 231,739</b>	<b>-36.8%</b>
<b>Net Income</b>	<b>\$ 79,213</b>	<b>\$ 55,290</b>	<b>\$ (29,807)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events.

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of catered events	N/A	N/A	165	N/A	N/A
• Number of people provided catering and retail services	N/A	N/A	32,000	N/A	N/A
• Number of Food Truck events	N/A	N/A	20	N/A	N/A
• Amount of catering shelter revenue	N/A	N/A	55,000	N/A	N/A
• Amount of catering admission revenue	N/A	N/A	52,000	N/A	N/A

## BRICKMAKERS CATERING AND EVENT SERVICES

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-125</b>	<b>BRICKMAKERS CATERING &amp; EVENT SERVICES</b>					
	<b>REVENUES</b>					
4820	NVRPA Equipment Rental	\$ 1,920	\$ 0	\$ 2,000	\$ 2,000	\$ 2,000
4821	Equipment Rental	6,819	8,945	9,000	9,000	3,600
4822	NVRPA Event Staffing	5,285	10,153	9,000	9,000	3,600
	<b>TOTAL OTHER REVENUE</b>	<b>14,024</b>	<b>19,098</b>	<b>20,000</b>	<b>20,000</b>	<b>9,200</b>
4200	Catering Food Truck	44,256	46,220	45,000	50,000	50,000
4115	Catering-Great Blue Heron	257,001	264,725	295,000	295,000	118,000
4682	Service Charge	20,986	26,073	26,432	26,432	10,572
4640,4641,4647	Retail - Alcoholic Beverages	29,899	25,198	35,400	35,400	14,160
	<b>TOTAL RETAIL OPERATIONS</b>	<b>352,143</b>	<b>362,216</b>	<b>401,832</b>	<b>406,832</b>	<b>192,732</b>
	<b>TOTAL REVENUES</b>	<b>\$ 366,167</b>	<b>\$ 381,314</b>	<b>\$ 421,832</b>	<b>\$ 426,832</b>	<b>\$ 201,932</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 64,759	\$ 70,992	\$ 71,622	\$ 74,441	\$ 72,186
5020	Part-Time Salaries	58,022	54,858	73,344	73,344	29,338
5030	FICA	9,221	9,512	11,090	11,306	4,619
5040	Hospitalization	7,386	6,817	6,981	1,379	1,379
5060	Life Insurance	393	998	848	849	823
5050	Retirement	8,956	13,651	13,451	14,888	14,444
5070	Unemployment Tax	266	193	410	410	187
	<b>TOTAL PERSONNEL SERVICES</b>	<b>149,003</b>	<b>157,021</b>	<b>177,746</b>	<b>176,617</b>	<b>122,975</b>
5146	Contract Employment	3,445	12,410	11,640	11,640	4,646
5230	Gas and Diesel	4,385	5,229	8,000	6,000	4,200
5186	Equipment Rental	6,399	7,315	8,550	8,550	8,550
5570	Uniforms	192	192	200	350	350
	<b>TOTAL OPERATING COSTS</b>	<b>14,420</b>	<b>25,146</b>	<b>28,390</b>	<b>26,540</b>	<b>17,746</b>
5180	Equipment/Vehicle Maintenance	957	2,632	2,500	3,000	3,000
5190	Facility Op. & Maintenance	16,843	18,367	18,000	18,000	18,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>17,800</b>	<b>21,000</b>	<b>20,500</b>	<b>21,000</b>	<b>21,000</b>
5265	Insurance - Liquor Liability	1,485	2,000	1,150	2,000	2,000
5290	Insurance - Vehicle	1,184	1,142	1,236	1,437	1,437
	<b>TOTAL INSURANCE</b>	<b>2,669</b>	<b>3,142</b>	<b>2,386</b>	<b>3,437</b>	<b>3,437</b>
5520	Retail -Food	84,902	77,994	97,350	97,350	38,940
5521	Retail - Alcoholic Beverages	6,003	2,147	22,170	22,170	8,921
5200	Catering Food Truck	15,532	15,257	16,200	18,000	18,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>106,437</b>	<b>95,398</b>	<b>135,720</b>	<b>137,520</b>	<b>65,861</b>
5580-008	Propane	726	395	1,800	1,800	720
	<b>TOTAL UTILITIES</b>	<b>726</b>	<b>395</b>	<b>1,800</b>	<b>1,800</b>	<b>720</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 291,055</b>	<b>\$ 302,101</b>	<b>\$ 366,542</b>	<b>\$ 366,914</b>	<b>\$ 231,739</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 75,112</b>	<b>\$ 79,213</b>	<b>\$ 55,290</b>	<b>\$ 59,918</b>	<b>\$ (29,807)</b>

# POHICK BAY REGIONAL PARK

## PROGRAM OVERVIEW

Pohick Bay Regional Park opened in 1971 and occupies a bayside setting on the Mason Neck peninsula in Fairfax County. The park offers a variety of recreational activities including 12 miles of hiking and equestrian trails, an 18-hole miniature golf course, disc golf course, RV storage facilities, a 143-site campground with playground and six rustic cabins. The park also includes 4 rental shelters, including the Eagle's Nest shelter at the marina. Camp Wilson, the former regional camp for the area Boy Scouts of America Council, is available for group camping.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 817,233	\$ 850,500	\$ 862,040	1.4%
Retail Operations	51,089	45,000	47,840	6.3%
Other Revenue	71,359	75,600	74,100	-2.0%
Transfer from Capital Fund	13,458	12,168	10,802	-11.2%
<b>TOTAL REVENUE</b>	<b>\$ 953,139</b>	<b>\$ 983,268</b>	<b>\$ 994,782</b>	<b>1.2%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 751,105	\$ 779,019	\$ 754,189	-3.2%
Operating Costs	18,387	22,400	30,050	34.2%
Maintenance Costs	79,118	76,500	79,500	3.9%
Insurance	1,903	2,060	2,395	16.3%
Retail Operations	25,220	37,500	38,170	1.8%
Utilities	60,389	65,500	66,700	1.8%
Debt Service	13,458	12,168	10,802	-11.2%
<b>TOTAL EXPENSES</b>	<b>\$ 949,580</b>	<b>\$ 995,147</b>	<b>\$ 981,806</b>	<b>1.4%</b>
<b>Net Income</b>	<b>\$ 3,559</b>	<b>\$ (11,879)</b>	<b>\$ 12,976</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Although there are some user fee/camping rate increases, the net income changed little due to anticipated reductions in some types of revenue producing activities impacted by the COVID 19 situation. .

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of non-jurisdiction vehicle entries	4,091	7,069	6,000	3,676	7,475
• Number of nightly camping rentals	15,496	13,941	15,000	8,194	13,800
• Number of group campers	7,825	14,021	9,000	3,438	8,280
• RV /Boat storage usage (115 spaces available)	85	115	110	115	115
• Winter storage months rented for RV's/boats	158	135	115	76	115
• Number of miniature & disc golf rounds	2,733	3,062	3,000	1,786	3,000
• Picnic shelter rentals	127	117	150	64	83
• Number of nightly cabin rentals	1,230	1,063	1,200	584	1,100
• Volunteer hours received	5,406	4,790	5,000	1,742	5,000

# POHICK BAY REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-260</b>	<b>POHICK BAY REGIONAL PARK</b>					
	<b>REVENUES</b>					
4095	Cabin Rentals	\$ 127,283	\$ 111,646	\$ 130,000	\$ 130,000	\$ 119,600
4095	Camping Fees	545,554	520,494	555,000	610,000	561,200
4095	Laundry	6,499	5,633	7,000	7,000	6,440
4095	Programmed Events	5,650	6,962	4,500	5,000	4,000
4670	Shelter Reservations	19,061	17,204	20,000	16,000	12,000
4750	RV Storage	52,568	89,550	80,000	90,000	90,000
4230	Entrance Fees	29,540	56,556	45,000	65,000	59,800
4500	Miniature Golf & Disc Golf	9,329	9,187	9,000	9,000	9,000
	<b>TOTAL USER FEES</b>	<b>795,485</b>	<b>817,233</b>	<b>850,500</b>	<b>932,000</b>	<b>862,040</b>
4640, 4661	Retail Operations	44,204	51,089	45,000	52,000	47,840
4790	Vending Machine Operation	261	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>44,465</b>	<b>51,089</b>	<b>45,000</b>	<b>52,000</b>	<b>47,840</b>
4636	Rental Device Commission	150	75	0	0	0
4420	House Rental	14,800	41,750	45,600	45,600	45,600
4440	Interest	686	2,951	0	0	0
4255, 4601	Firewood/Propane	29,077	26,470	30,000	30,000	28,500
4510	Miscellaneous Revenue	1,959	113	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>46,672</b>	<b>71,359</b>	<b>75,600</b>	<b>75,600</b>	<b>74,100</b>
4900	Transfer from Capital Fund - Debt Service	0	13,458	12,168	10,802	10,802
	<b>TOTAL TRANSFER FROM OTHER FUNDS</b>	<b>0</b>	<b>13,458</b>	<b>12,168</b>	<b>10,802</b>	<b>10,802</b>
	<b>TOTAL REVENUE AND OTHER SOURCES</b>	<b>\$ 886,622</b>	<b>\$ 953,139</b>	<b>\$ 983,268</b>	<b>\$ 1,070,402</b>	<b>\$ 994,782</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 325,827	\$ 406,005	\$ 400,688	\$ 411,315	\$ 397,883
5020	Part-Time Salaries	149,392	142,527	149,803	161,441	159,369
5030	FICA	34,838	39,575	42,113	43,816	25,355
5040	Hospitalization	55,987	84,195	105,393	86,353	86,353
5060	Life Insurance	2,023	3,659	4,744	4,689	4,536
5050	Retirement	45,310	74,455	75,249	82,263	79,616
5070	Unemployment Tax	795	690	1,029	1,087	1,077
	<b>TOTAL PERSONNEL SERVICES</b>	<b>614,171</b>	<b>751,105</b>	<b>779,019</b>	<b>790,963</b>	<b>754,189</b>
5230	Gas and Diesel	12,644	12,201	16,000	16,000	16,000
5430	Park Police	0	0	0	7,000	5,600
5490	Programs and Promotions	4,322	4,890	5,000	7,500	6,000
5570	Uniforms	1,378	1,297	1,400	2,450	2,450
	<b>TOTAL OPERATING COSTS</b>	<b>18,344</b>	<b>18,387</b>	<b>22,400</b>	<b>32,950</b>	<b>30,050</b>
5180	Equipment/Vehicle Maintenance	13,271	13,919	15,000	15,000	15,000
5190	Facility Op. & Maintenance	51,823	62,873	60,000	63,000	63,000
5510	Rental House Maintenance	500	2,326	1,500	1,500	1,500
	<b>TOTAL MAINTENANCE COSTS</b>	<b>65,594</b>	<b>79,118</b>	<b>76,500</b>	<b>79,500</b>	<b>79,500</b>
5290	Insurance - Vehicle	1,974	1,903	2,060	2,395	2,395
	<b>TOTAL INSURANCE</b>	<b>1,974</b>	<b>1,903</b>	<b>2,060</b>	<b>2,395</b>	<b>2,395</b>
5524	Firewood	0	1,314	0	15,000	14,250
5520	Retail Operations	28,082	23,906	37,500	26,000	23,920
	<b>TOTAL RETAIL OPERATIONS</b>	<b>28,082</b>	<b>25,220</b>	<b>37,500</b>	<b>41,000</b>	<b>38,170</b>
5580-001	Telephone	2,996	3,760	3,500	4,700	4,700
5580-002	Electricity	51,770	48,188	52,000	52,000	52,000
5580-004	Water/Sewer	945	394	3,500	3,500	3,500
5580-009	Heating Oil	756	3,821	2,000	2,000	2,000
5580-016	Internet/Cable	3,396	4,226	4,500	4,500	4,500
	<b>TOTAL UTILITIES</b>	<b>59,862</b>	<b>60,389</b>	<b>65,500</b>	<b>66,700</b>	<b>66,700</b>
5322	Interest Expense VRA Note	3,488	13,458	12,168	10,802	10,802
	<b>TOTAL DEBT SERVICE</b>	<b>3,488</b>	<b>13,458</b>	<b>12,168</b>	<b>10,802</b>	<b>10,802</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 791,515</b>	<b>\$ 949,580</b>	<b>\$ 995,147</b>	<b>\$ 1,024,310</b>	<b>\$ 981,806</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 95,107</b>	<b>\$ 3,559</b>	<b>\$ (11,879)</b>	<b>\$ 46,092</b>	<b>\$ 12,976</b>

# POHICK BAY GOLF COURSE

## PROGRAM OVERVIEW

Pohick Bay Golf Course is a par 72, 18-hole golf course in southern Fairfax County. Built in 1982, it is considered one of the more challenging courses in the area. Pohick Bay Golf Course has maintained certification as an Audubon Cooperative Sanctuary. Pohick Bay serves as the home course for the high school golf teams at South County Secondary School and Hayfield Secondary School. Amenities include a driving range, pro shop, grill, putting and chipping greens and rentals of golf carts and golf clubs.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 846,235	\$ 918,300	\$ 923,300	0.5%
Retail Operations	140,344	171,000	157,000	-8.2%
Other Revenue	2,118	5,000	5,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 988,697</b>	<b>\$ 1,094,300</b>	<b>\$ 1,085,300</b>	<b>-0.8%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 584,767	\$ 638,140	\$ 632,577	-0.9%
Operating Costs	78,654	91,562	95,633	4.4%
Maintenance Costs	184,562	189,109	189,733	0.3%
Insurance	1442	1,586	1,937	22.1%
Retail Operations	64,585	67,900	62,100	-8.5%
Utilities	29,804	32,700	32,700	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 943,813</b>	<b>\$ 1,020,997</b>	<b>\$ 1,014,680</b>	<b>-0.6%</b>
<b>Net Income</b>	<b>\$ 44,884</b>	<b>\$ 73,303</b>	<b>\$ 70,620</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC	FY 2021 TARGET
• 18 hole golf rounds (paid)	16,281	18,139	19,950	10,730	19,950
• 18 hole golf rounds (members)	6,551	7,255	10,000	4,292	10,000
• Power cart rentals	15,691	5,543	18,900	4,666	18,000
• Number of driving range buckets sold	4,524	3,921	5,000	1,782	5,000
• Number of Annual Golf Memberships sold	58	59	85	19	85
• Number of Heron Club Memberships	169	210	125	51	230
• Per customer average on pro shop merchandise	\$ 1.73	\$ 1.63	\$ 1.67	\$ 1.63	\$ 1.50
• Per customer average of food & beverage	\$ 4.64	\$ 3.89	\$ 4.04	\$ 3.76	\$ 3.74
• Revenue per round of golf played	\$ 44.21	\$ 38.93	\$ 36.54	\$ 37.54	\$ 36.24
• Cost per round of golf played	\$ 43.46	\$ 37.17	\$ 34.09	\$ 38.08	\$ 33.88

## POHICK BAY GOLF COURSE

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-240 POHICK BAY GOLF COURSE</b>						
<b>REVENUES</b>						
4210	Driving Range	\$ 64,410	\$ 56,486	\$ 75,000	\$ 75,000	\$ 75,000
4220	Cart Rental	171,757	119,470	210,000	210,000	200,000
4320	Golf Club Rental	1,850	2,159	3,000	3,000	3,000
4380	Green Fees	618,865	665,550	625,000	640,000	640,000
4400	Golf Handicap Program	2,355	2,344	5,000	5,000	5,000
4610	Pull Cart Rental	300	226	300	300	300
	<b>TOTAL USER FEES</b>	<b>859,537</b>	<b>846,235</b>	<b>918,300</b>	<b>933,300</b>	<b>923,300</b>
4641	Retail - Alcoholic Beverages	51,279	48,730	55,000	55,000	52,000
4640,4642,4643	Retail - Food	54,628	50,132	66,000	66,000	60,000
4650	Retail - Pro Shop	39,500	41,482	50,000	50,000	45,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>145,407</b>	<b>140,344</b>	<b>171,000</b>	<b>171,000</b>	<b>157,000</b>
4475	Lessons	4,610	2,118	5,000	5,000	5,000
4510	Miscellaneous Revenue	0	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>4,610</b>	<b>2,118</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 1,009,554</b>	<b>\$ 988,697</b>	<b>\$ 1,094,300</b>	<b>\$ 1,109,300</b>	<b>\$ 1,085,300</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 306,648	\$ 271,662	\$ 280,643	\$ 290,715	\$ 280,727
5020	Part-Time Salaries	184,105	176,896	200,154	210,671	208,162
5030	FICA	36,443	33,226	36,781	38,356	22,244
5040	Hospitalization	50,534	47,433	63,334	60,829	60,829
5060	Life Insurance	1,573	2,565	3,323	3,314	3,200
5050	Retirement	39,341	52,404	52,705	58,143	56,174
5070	Unemployment Tax	834	582	1,201	1,253	1,241
	<b>TOTAL PERSONNEL SERVICES</b>	<b>619,478</b>	<b>584,767</b>	<b>638,140</b>	<b>663,281</b>	<b>632,577</b>
5160	Golf Cart Rental	53,290	53,290	53,290	53,290	55,634
5138	Beverage Cart Rental	2,772	2,772	2,772	2,772	3,749
5230	Gas and Diesel	20,873	19,540	25,000	25,000	25,000
5260	Golf Handicap Program	5,250	540	5,000	5,000	5,000
5263	Instructor Fees	4,242	1,800	4,500	4,500	4,500
5570	Uniforms	828	713	1,000	1,750	1,750
	<b>TOTAL OPERATING COSTS</b>	<b>87,255</b>	<b>78,654</b>	<b>91,562</b>	<b>92,312</b>	<b>95,633</b>
5180	Equipment/Vehicle Maintenance	21,790	25,875	26,000	26,000	26,000
5190	Facility Op. & Maintenance	46,064	47,283	53,550	53,550	53,550
5240	Golf Course Maintenance	114,642	111,404	109,559	109,559	110,183
	<b>TOTAL MAINTENANCE COSTS</b>	<b>182,496</b>	<b>184,562</b>	<b>189,109</b>	<b>189,109</b>	<b>189,733</b>
5265	Insurance - Liquor Liability	1,200	300	350	500	500
5290	Insurance - Vehicle	1,184	1,142	1,236	1,437	1,437
	<b>TOTAL INSURANCE</b>	<b>2,385</b>	<b>1,442</b>	<b>1,586</b>	<b>1,937</b>	<b>1,937</b>
5521	Retail - Alcoholic Beverages	14,862	14,244	16,500	16,500	15,600
5520	Retail - Food	25,692	30,490	26,400	26,400	24,000
5530	Retail - Pro Shop	18,332	19,851	25,000	25,000	22,500
	<b>TOTAL RETAIL OPERATIONS</b>	<b>58,886</b>	<b>64,585</b>	<b>67,900</b>	<b>67,900</b>	<b>62,100</b>
5580-001	Telephone	2,883	2,999	3,000	3,000	3,000
5580-002	Electricity	22,743	22,071	25,000	25,000	25,000
5580-004	Water/Sewer	1,454	1,669	1,800	1,800	1,800
5580-009	Heating Oil	1,205	0	0	0	0
5580-016	Internet/Cable	2,308	3,065	2,900	2,900	2,900
	<b>TOTAL UTILITIES</b>	<b>30,592</b>	<b>29,804</b>	<b>32,700</b>	<b>32,700</b>	<b>32,700</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 981,091</b>	<b>\$ 943,813</b>	<b>\$ 1,020,997</b>	<b>\$ 1,047,239</b>	<b>\$ 1,014,680</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 28,463</b>	<b>\$ 44,884</b>	<b>\$ 73,303</b>	<b>\$ 62,061</b>	<b>\$ 70,620</b>

# POHICK BAY MARINA

## PROGRAM OVERVIEW

Pohick Bay Marina features a boat launch facility for motorized boats, canoes, kayaks, and sailboats, providing access to the Potomac River. There are two concrete plank launch ramps with docks that can accommodate up to 8 boats at a time. The gravel shore launch area is for small watercraft such as personal watercraft, canoes, and kayaks. Patrons can rent paddleboats, paddleboards, canoes, kayaks, and rowboats from April through October. Paddle tour programs are available by reservation during the summer months. The marina also has two facilities for year-round boat storage. The marina area also has areas for fishing, numerous picnic tables, small rentable shelters and a playground for children.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 237,324	\$ 240,000	\$ 243,750	1.6%
Retail Operations	12,388	11,000	13,000	18.2%
<b>TOTAL REVENUE</b>	<b>\$ 249,711</b>	<b>\$ 251,000</b>	<b>\$ 256,750</b>	<b>2.3%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 29,628	\$ 37,255	\$ 41,746	12.1%
Maintenance Costs	8,790	9,000	9,000	0.0%
Retail Operations	7,464	4,400	5,200	18.2%
Utilities	6,252	9,000	9,000	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 52,134</b>	<b>\$ 59,655</b>	<b>\$ 64,946</b>	<b>8.9%</b>
<b>Net Income</b>	<b>\$ 197,577</b>	<b>\$ 191,345</b>	<b>\$ 191,804</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Boat storage (153 storage sites available)	78	145	145	140	145
• Boat launches	4,156	4,684	4,340	2,627	4,340
• Total boat rentals	3,809	4,134	5,000	2,357	5,000
• Guided water tour participants	82	101	225	0	200
• Number of Eagle's Nest rentals	31	14	10	9	9
• Number of family shelter rentals	62	58	60	37	52

## POHICK BAY MARINA

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-250 POHICK BAY MARINA</b>						
<b>REVENUES</b>						
4070,4540,4680	Boat Rental	\$ 40,168	\$ 45,478	\$ 51,000	\$ 52,000	\$ 52,000
4460	Launch & Parking Fees	44,466	48,021	48,000	48,000	48,000
4600	Programmed Events	1,065	449	4,000	4,000	2,000
4080	Boat Storage	133,489	135,011	130,000	135,000	135,000
4670	Shelter Reservations	12,184	8,365	7,000	9,000	6,750
	<b>TOTAL USER FEES</b>	<b>231,371</b>	<b>237,324</b>	<b>240,000</b>	<b>248,000</b>	<b>243,750</b>
4640	Retail Operations	6,030	12,388	11,000	13,000	13,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>6,030</b>	<b>12,388</b>	<b>11,000</b>	<b>13,000</b>	<b>13,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 237,401</b>	<b>\$ 249,711</b>	<b>\$ 251,000</b>	<b>\$ 261,000</b>	<b>\$ 256,750</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 20,524	\$ 27,414	\$ 34,448	\$ 39,739	\$ 39,739
5030	FICA	1,570	2,097	2,635	3,040	1,808
5070	Unemployment Tax	108	117	172	199	199
	<b>TOTAL PERSONNEL SERVICES</b>	<b>22,202</b>	<b>29,628</b>	<b>37,255</b>	<b>42,978</b>	<b>41,746</b>
5190	Facility Op. & Maintenance	7,006	8,790	9,000	9,000	9,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>7,006</b>	<b>8,790</b>	<b>9,000</b>	<b>9,000</b>	<b>9,000</b>
5520	Retail-Food	2,307	7,464	4,400	5,200	5,200
	<b>TOTAL RETAIL OPERATIONS</b>	<b>2,307</b>	<b>7,464</b>	<b>4,400</b>	<b>5,200</b>	<b>5,200</b>
5580-001	Telephone	480	480	500	500	500
5580-002	Electricity	6,560	5,772	8,500	8,500	8,500
	<b>TOTAL UTILITIES</b>	<b>7,040</b>	<b>6,252</b>	<b>9,000</b>	<b>9,000</b>	<b>9,000</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 38,554</b>	<b>\$ 52,134</b>	<b>\$ 59,655</b>	<b>\$ 66,178</b>	<b>\$ 64,946</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 198,847</b>	<b>\$ 197,577</b>	<b>\$ 191,345</b>	<b>\$ 194,822</b>	<b>\$ 191,804</b>



# PIRATE'S COVE WATERPARK AT POHICK BAY

## PROGRAM OVERVIEW

Pirate's Cove Waterpark features a 500,000 gallon swimming pool, a 300 gallon dump bucket with slides and water play features. It also features a slide tower that features two body slides, a baby pool with bubblers and a shipwreck slide, Buccaneer's Beach sand play area, the Crow's Nest birthday rental space and the Captain's Galley concession stand. Other amenities include shower and restroom facilities with locker rental and retail items for sale at the admissions area.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 415,074	\$ 429,183	\$ 112,500	-73.8%
Retail Operations	178,517	187,500	51,000	-72.8%
Other Revenue	1,958	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 595,549</b>	<b>\$ 616,683</b>	<b>\$ 163,500</b>	<b>-73.5%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 188,166	\$ 190,700	\$ 54,071	-71.6%
Operating Costs	1,184	1,500	500	-66.7%
Maintenance Costs	76,020	65,000	26,000	-60.0%
Retail Operations	75,145	76,250	20,800	-72.7%
Utilities	24,013	20,500	11,700	-42.9%
<b>TOTAL EXPENSES</b>	<b>\$ 364,528</b>	<b>\$ 353,950</b>	<b>\$ 113,071</b>	<b>-68.1%</b>
<b>Net Income</b>	<b>\$ 231,020</b>	<b>\$ 262,733</b>	<b>\$ 50,429</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The waterpark will be closed for the summer 2020 season due to COVID-19. The only time the waterpark is scheduled to be open in FY 2021 is during late May through June 2021.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Number of general admissions	41,207	41,878	45,000	29,730	10,675
• Number of youth group participants	9,407	7,493	10,000	7,504	1,200
• Number of Annual Waterpark Passes sold	106	550	400	137	150
• Average amount customers spent on food & beverages	\$4.29	3.60	\$3.38	\$3.18	\$4.24
• Attendance at special programs	1,646	3,490	3,500	1,762	0

## PIRATE'S COVE WATERPARK AT POHICK BAY

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-270 PIRATE'S COVE WATERPARK at POHICK BAY</b>						
<b>REVENUES</b>						
4550	Admissions	\$ 308,675	\$ 329,587	\$ 335,983	\$ 390,000	\$ 92,500
4570	Group Admissions	51,592	43,087	56,000	56,000	6,700
4490	Locker Rental	618	692	700	700	200
4600	Programmed Events	2,529	2,768	2,500	2,500	0
4580	Waterpark Passes	26,771	32,972	28,000	40,000	10,000
4670	Shelter Reservations	7,369	5,968	6,000	8,000	3,100
	<b>TOTAL USER FEES</b>	<b>397,554</b>	<b>415,074</b>	<b>429,183</b>	<b>497,200</b>	<b>112,500</b>
4640	Retail Operations	153,554	162,451	175,000	175,000	47,000
4660	Swim Merchandise	11,373	16,066	12,500	18,000	4,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>164,927</b>	<b>178,517</b>	<b>187,500</b>	<b>193,000</b>	<b>51,000</b>
4482	Lifeguard Training Fee	780	375	0	0	0
4510	Miscellaneous Revenue	0	1,583	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>780</b>	<b>1,958</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>\$ 563,261</b>	<b>\$ 595,549</b>	<b>\$ 616,683</b>	<b>\$ 690,200</b>	<b>\$ 163,500</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 163,816	\$ 174,063	\$ 176,329	\$ 196,794	\$ 50,000
5030	FICA	12,532	13,316	13,489	15,055	3,825
5070	Unemployment Tax	877	787	882	984	246
	<b>TOTAL PERSONNEL SERVICES</b>	<b>177,225</b>	<b>188,166</b>	<b>190,700</b>	<b>212,833</b>	<b>54,071</b>
5490	Programs and Promotions	1,617	1,184	1,500	1,500	500
	<b>TOTAL OPERATING COSTS</b>	<b>1,617</b>	<b>1,184</b>	<b>1,500</b>	<b>1,500</b>	<b>500</b>
5180	Equipment/Vehicle Maintenance	0	117	0	0	0
5190	Facility Op. & Maintenance	70,185	75,903	65,000	65,000	26,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>70,185</b>	<b>76,020</b>	<b>65,000</b>	<b>65,000</b>	<b>26,000</b>
5520	Retail Operations	59,772	71,466	70,000	70,000	18,800
5535	Swim Merchandise	8,551	3,679	6,250	9,000	2,000
	<b>TOTAL RETAIL OPERATIONS</b>	<b>68,324</b>	<b>75,145</b>	<b>76,250</b>	<b>79,000</b>	<b>20,800</b>
5580-001	Telephone	1,560	1,795	1,500	2,000	2,000
5580-002	Electricity	21,117	20,967	18,000	21,000	8,400
5580-016	Internet/Cable	1,005	1,250	1,000	1,300	1,300
	<b>TOTAL UTILITIES</b>	<b>23,681</b>	<b>24,013</b>	<b>20,500</b>	<b>24,300</b>	<b>11,700</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 341,031</b>	<b>\$ 364,528</b>	<b>\$ 353,950</b>	<b>\$ 382,633</b>	<b>\$ 113,071</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 222,230</b>	<b>\$ 231,020</b>	<b>\$ 262,733</b>	<b>\$ 307,567</b>	<b>\$ 50,429</b>

# POTOMAC OVERLOOK REGIONAL PARK

## PROGRAM OVERVIEW

Potomac Overlook Regional Park, a 67-acre park in Arlington, is NOVA Parks' primary center for natural history interpretation. The staff provides programs for school and public groups throughout the year. The James I. Mayer Center for Environmental Education contains the "Energerium", a suite of exhibits on the role of energy in living systems (including human systems). Other facilities include a small picnic area, a shelter, bathroom building, interpretive gardens and 2 miles of natural surface trails. Park staff has developed working solar energy and energy efficient facilities that reduce the park's energy use and educate the public on energy issues.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 134,258	\$ 112,000	\$ 84,250	-24.8%
Retail Operations	584	500	550	10.0%
Other Revenue	25,548	13,200	13,200	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 160,391</b>	<b>\$ 125,700</b>	<b>\$ 98,000</b>	<b>-22.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 237,716	\$ 254,386	\$ 237,721	-6.6%
Operating Costs	10,794	13,850	11,205	-19.1%
Maintenance Costs	21,949	24,000	24,000	0.0%
Insurance	1,142	1,236	1,916	55.0%
Retail Operations	215	250	275	10.0%
Utilities	12,316	13,400	13,400	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 284,132</b>	<b>\$ 307,122</b>	<b>\$ 288,517</b>	<b>-6.1%</b>
<b>Net Income</b>	<b>\$ (123,742)</b>	<b>\$ (181,422)</b>	<b>\$ (190,517)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Programmed events and camp revenues are reduced in this budget due to uncertainty of impacts from COVID-19.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• Public program/Special Event participants	976	1,016	1,250	257	625
• School & Scout program participants	2,620	2,942	3,000	1,381	1,500
• Concert participants	254	223	450	169	225
• Birthday party participants	49	90	55	32	30
• Camp Overlook participants	257	361	300	298	245
• Offsite programming participants	2,113	2,595	1,500	103	650
• Number of shelter rentals	40	29	42	15	22
• Volunteer hours received	1,960	1,913	2,500	1,284	2,750

## POTOMAC OVERLOOK REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-300 POTOMAC OVERLOOK REGIONAL PARK</b>						
<b>REVENUES</b>						
4600	Programmed Events	\$ 18,926	\$ 30,217	\$ 24,000	\$ 24,000	\$ 12,000
4101	Camps	91,201	100,919	85,000	100,000	70,000
4670	Shelter Reservations	3,730	3,123	3,000	3,000	2,250
	<b>TOTAL USER FEES</b>	<b>113,857</b>	<b>134,258</b>	<b>112,000</b>	<b>127,000</b>	<b>84,250</b>
4640	Retail Operations	282	584	500	550	550
	<b>TOTAL RETAIL OPERATIONS</b>	<b>282</b>	<b>584</b>	<b>500</b>	<b>550</b>	<b>550</b>
4420	House Rental	9,900	13,200	13,200	13,200	13,200
4260	Misc Rev - Friends of Pot O/L	0	0	0	0	0
4000, 4510	Miscellaneous Revenue	0	12,348	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>9,900</b>	<b>25,548</b>	<b>13,200</b>	<b>13,200</b>	<b>13,200</b>
	<b>TOTAL REVENUES</b>	<b>\$ 124,039</b>	<b>\$ 160,391</b>	<b>\$ 125,700</b>	<b>\$ 140,750</b>	<b>\$ 98,000</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 150,564	\$ 143,087	\$ 151,985	\$ 149,315	\$ 141,007
5020	Part-Time Salaries	34,306	38,371	42,955	46,165	46,165
5030	FICA	13,942	14,085	14,913	14,954	8,516
5040	Hospitalization	12,424	13,141	13,855	11,858	11,858
5060	Life Insurance	886	1,392	1,800	1,702	1,607
5050	Retirement	19,853	27,354	28,543	29,863	28,216
5070	Unemployment Tax	354	287	335	351	351
	<b>TOTAL PERSONNEL SERVICES</b>	<b>232,329</b>	<b>237,716</b>	<b>254,386</b>	<b>254,208</b>	<b>237,721</b>
5230	Gas and Diesel	2,371	2,387	3,500	3,500	3,500
5490	Programs and Promotions	6,870	3,501	4,000	4,000	2,000
5570	Uniforms	1,302	552	600	1,050	1,050
5171	Camps	4,205	4,354	5,750	6,650	4,655
	<b>TOTAL OPERATING COSTS</b>	<b>14,748</b>	<b>10,794</b>	<b>13,850</b>	<b>15,200</b>	<b>11,205</b>
5180	Equipment/Vehicle Maintenance	2,721	3,029	3,000	3,000	3,000
5190	Facility Op. & Maintenance	15,702	17,762	20,500	20,500	20,500
5510	Rental House Maintenance	951	1,158	500	500	500
	<b>TOTAL MAINTENANCE COSTS</b>	<b>19,375</b>	<b>21,949</b>	<b>24,000</b>	<b>24,000</b>	<b>24,000</b>
5290	Insurance - Vehicle	1,184	1,142	1,236	1,916	1,916
	<b>TOTAL INSURANCE</b>	<b>1,184</b>	<b>1,142</b>	<b>1,236</b>	<b>1,916</b>	<b>1,916</b>
5520	Retail Operations	(27)	215	250	275	275
	<b>TOTAL RETAIL OPERATIONS</b>	<b>(27)</b>	<b>215</b>	<b>250</b>	<b>275</b>	<b>275</b>
5580-001	Telephone	2,509	2,488	2,900	2,900	2,900
5580-002	Electricity	7,282	6,709	7,000	7,000	7,000
5580-004	Water/Sewer	1,580	377	600	600	600
5580-008	Propane Gas	1,211	1,592	1,700	1,700	1,700
5580-016	Cable/Internet	1,200	1,150	1,200	1,200	1,200
	<b>TOTAL UTILITIES</b>	<b>13,781</b>	<b>12,316</b>	<b>13,400</b>	<b>13,400</b>	<b>13,400</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 281,390</b>	<b>\$ 284,132</b>	<b>\$ 307,122</b>	<b>\$ 308,999</b>	<b>\$ 288,517</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (157,351)</b>	<b>\$ (123,742)</b>	<b>\$ (181,422)</b>	<b>\$ (168,249)</b>	<b>\$ (190,517)</b>

# RUST SANCTUARY

## PROGRAM OVERVIEW

Rust Sanctuary became a NOVA Parks managed property in 2013 through adoption of a 40 year lease with the Audubon Naturalist Society. NOVA Parks maintains and operates the park while the Audubon Naturalist Society continues to provide environmental education for youth.

NOVA Parks also began hosting wedding receptions and parties at Rust Sanctuary in 2013 and the venue quickly became a favorite in the area, particularly for couples seeking a picturesque outdoor setting for their wedding ceremony. Smaller events take place in the Manor House while groups of up to 200 use the spacious tent nearby. Great Blue Heron Catering provides food and beverage for more than half of the events at Rust Sanctuary.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 343,626	\$ 409,200	\$ 276,500	-32.4%
Retail Operations	660,931	684,000	478,800	-30.0%
Other Revenue	38,341	54,200	45,500	-16.1%
<b>TOTAL REVENUE</b>	<b>\$ 1,042,899</b>	<b>\$ 1,147,400</b>	<b>\$ 800,800</b>	<b>-30.2%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 279,345	\$ 400,418	\$ 358,345	-10.5%
Operating Costs	225,847	162,972	136,237	-16.4%
Maintenance Costs	71,799	91,250	91,250	0.0%
Insurance	2,881	2,762	3,479	26.0%
Retail Operations	186,214	211,800	147,525	-30.3%
Utilities	12,748	14,300	14,300	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 778,833</b>	<b>\$ 883,502</b>	<b>\$ 751,136</b>	<b>-15.0%</b>
<b>Net Income</b>	<b>\$ 264,065</b>	<b>\$ 263,898</b>	<b>\$ 49,664</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- Net income for FY 21 is reduced due to the uncertainty of the impact of COVID-19 on events.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL	FY 2021 TARGET
				6 months JUL- DEC 2019	
• Prime rental months (May, June, July, August September, October)	51	53	67	38	40
• Non-Prime rental months (March, April, first 3 weekends of November)	34	11	12	6	9
• Winter rental months (November, December, January, February)	5	7	12	3	3
• House and grounds rentals	11	8	14	1	3
• Tent, house and grounds Rentals	79	63	77	40	52
• Miles of trails maintained	2	2	2	2	2
• Number of volunteer hours	120	50	100	140	100
• Number of Naturalist Programs	2	1	2	1	2

## RUST SANCTUARY

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-320</b>	<b>RUST SANCTUARY REVENUES</b>					
4240	Facility Rental-Manor House	\$ 393,945	\$ 333,825	\$ 400,000	\$ 375,000	\$ 262,500
4822	NVRPA Event Staffing	1,630	9,801	9,200	20,000	14,000
	<b>TOTAL USER FEES</b>	<b>395,575</b>	<b>343,626</b>	<b>409,200</b>	<b>395,000</b>	<b>276,500</b>
4420	Apartment Rental	3,000	1,850	0	7,800	7,800
4821	Equipment Rental	45,398	33,691	50,000	50,000	35,000
4693	Special Services	0	0	0	0	0
4081	Storage Rental (PEC)	1,650	1,800	1,200	1,200	1,200
4443	Outside Catering Fees	4,250	1,000	3,000	3,000	1,500
	<b>TOTAL OTHER REVENUE</b>	<b>54,298</b>	<b>38,341</b>	<b>54,200</b>	<b>62,000</b>	<b>45,500</b>
4115	Catering	500,671	421,709	460,000	431,250	328,125
4682	Service Charge	103,834	87,508	84,000	78,750	58,800
4640	Retail Operations	(78)	0	0	0	0
4641,4647	Retail - Alcoholic Beverages	186,799	151,715	140,000	131,250	91,875
	<b>TOTAL RETAIL OPERATIONS</b>	<b>791,225</b>	<b>660,931</b>	<b>684,000</b>	<b>641,250</b>	<b>478,800</b>
	<b>TOTAL REVENUES</b>	<b>\$ 1,241,099</b>	<b>\$ 1,042,899</b>	<b>\$ 1,147,400</b>	<b>\$ 1,098,250</b>	<b>\$ 800,800</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 60,990	\$ 88,429	\$ 117,596	\$ 174,084	\$ 169,811
5020	Part-Time Salaries	227,432	148,875	207,004	146,240	116,079
5030	FICA	21,732	17,577	24,832	24,505	12,924
5040	Hospitalization	13,589	23,259	26,360	22,956	22,956
5060	Life Insurance	362	715	1,392	1,985	1,936
5050	Retirement	80	120	22,085	34,817	33,979
5070	Unemployment Tax	642	370	1,148	884	660
	<b>TOTAL PERSONNEL SERVICES</b>	<b>324,826</b>	<b>279,345</b>	<b>400,418</b>	<b>405,470</b>	<b>358,345</b>
5186	Equipment Rental	99,875	87,638	102,852	102,852	70,875
5146	Contract Employment	76,967	136,025	56,320	76,266	61,012
5230	Gas & Diesel	956	940	1,300	1,300	1,300
5490	Programs and Promotions	2,452	1,052	2,000	2,000	2,000
5570	Uniforms	0	193	500	1,050	1,050
	<b>TOTAL OPERATING COSTS</b>	<b>180,250</b>	<b>225,847</b>	<b>162,972</b>	<b>183,468</b>	<b>136,237</b>
5180	Equipment/Vehicle Maintenance	1,727	3,247	1,500	1,500	1,500
5190	Facility Op. & Maintenance	74,837	68,552	89,750	89,750	89,750
	<b>TOTAL MAINTENANCE COSTS</b>	<b>76,563</b>	<b>71,799</b>	<b>91,250</b>	<b>91,250</b>	<b>91,250</b>
5143	Catering	200,349	154,828	165,600	155,250	118,125
5521	Retail - Alcohol Beverages	53,189	31,386	46,200	42,000	29,400
	<b>TOTAL RETAIL</b>	<b>253,539</b>	<b>186,214</b>	<b>211,800</b>	<b>197,250</b>	<b>147,525</b>
5265	Insurance - Liquor Liability	4,120	2,500	2,350	3,000	3,000
5290	Vehicle Insurance	395	381	412	479	479
	<b>TOTAL INSURANCE</b>	<b>4,515</b>	<b>2,881</b>	<b>2,762</b>	<b>3,479</b>	<b>3,479</b>
5580-001	Telephone	3,124	3,219	3,600	3,600	3,600
5580-002	Electricity	8,424	8,488	9,000	9,000	9,000
5580-008	Propane	1,691	1,041	1,200	1,200	1,200
5580-009	Heating Oil	0	0	500	500	500
5580-004	Water/Sewer	0	0	0	0	0
5580-016	Internet/Cable	0	0	0	0	0
	<b>TOTAL UTILITIES</b>	<b>13,239</b>	<b>12,748</b>	<b>14,300</b>	<b>14,300</b>	<b>14,300</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 852,932</b>	<b>\$ 778,833</b>	<b>\$ 883,502</b>	<b>\$ 895,217</b>	<b>\$ 751,136</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 388,167</b>	<b>\$ 264,065</b>	<b>\$ 263,898</b>	<b>\$ 203,033</b>	<b>\$ 49,664</b>

# SANDY RUN REGIONAL PARK

## PROGRAM OVERVIEW

Sandy Run Regional Park, located on the Occoquan Reservoir in Fairfax, is designed for the education, training, practice and racing for competitive and recreational rowing and sculling. The facility is open February through November weather permitting. It primarily serves ten local high schools and one college rowing program for men and women; several rowing clubs are housed here as well. The facility hosts regattas as well as occasional special events. Out of state high school and college teams often visit during spring break for training and practice, and local teams and clubs hold sweep and sculling camps. The facility also provides storage for scholastic, collegiate, private, and club crew shells in three boathouses and on outside boat storage racks.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 203,171	\$ 238,000	\$ 238,000	0.0%
Other Revenue	27,321	28,192	27,692	-1.8%
<b>TOTAL REVENUE</b>	<b>\$ 230,492</b>	<b>\$ 266,192</b>	<b>\$ 265,692</b>	<b>-0.2%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 118,666	\$ 128,827	\$ 129,528	0.5%
Operating Costs	2,438	4,000	22,000	450.0%
Maintenance Costs	53,815	36,000	20,500	-43.1%
Insurance	761	824	958	16.3%
Retail Operations	0	0	0	-
Utilities	11,385	12,850	12,850	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 187,066</b>	<b>\$ 182,501</b>	<b>\$ 185,836</b>	<b>1.8%</b>
<b>Net Income</b>	<b>\$ 43,426</b>	<b>\$ 83,691</b>	<b>\$ 79,856</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of adult rowing launches	4,500	4,500	4,500	N/A	4,500
• Number of boats stored	250	250	250	250	260
• Number of spring break programs	6	8	60	0	48
• Number of Virginia Scholastic Rowing Association (VASRA) Regatta competitors	11,000	1,100	10,800	0	10,405
• Number of VASRA scholastic regattas	8	7	8	0	11
• Number of club regatta competitors	4,000	4,000	4,000	N/A	4,000
• Number of club regattas	4	4	4	3	4
• Number of collegiate regatta competitors	1,750	1,100	1,100	0	1,100
• Number of collegiate regattas	2	3	2	0	5
• Total number of regatta spectators	14,500	15,000	14,000	5000	15,000

## SANDY RUN REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-350 SANDY RUN REGIONAL PARK</b>						
<b>REVENUES</b>						
4080	Crew Boat Storage	\$ 149,321	\$ 156,078	\$ 148,000	\$ 153,000	\$ 153,000
4160	Daily User Fees	6,000	810	3,000	3,000	3,000
4530	Launch & Parking Fees	30,653	20,557	22,000	22,000	22,000
4630	Regatta Fees	57,535	15,410	55,000	55,000	55,000
4673	Rowing Camps	12,828	10,315	10,000	10,000	5,000
	<b>TOTAL USER FEES</b>	<b>256,337</b>	<b>203,171</b>	<b>238,000</b>	<b>243,000</b>	<b>238,000</b>
4420	House Rental	26,094	26,726	27,192	27,192	27,192
4285,4510, 4269,4640	Misc Rev - Gate Key & Other	670	595	1,000	500	500
	<b>TOTAL OTHER REVENUE</b>	<b>26,764</b>	<b>27,321</b>	<b>28,192</b>	<b>27,692</b>	<b>27,692</b>
	<b>TOTAL REVENUES</b>	<b>\$ 283,101</b>	<b>\$ 230,492</b>	<b>\$ 266,192</b>	<b>\$ 270,692</b>	<b>\$ 265,692</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 53,788	\$ 57,830	\$ 70,206	\$ 76,434	\$ 71,527
5020	Part-Time Salaries	10,596	39,471	27,063	28,031	27,671
5030	FICA	4,915	6,533	7,441	7,992	4,514
5040	Hospitalization	1,767	5,494	9,910	10,494	10,494
5060	Life Insurance	336	406	831	871	815
5050	Retirement	7,572	8,780	13,185	15,287	14,313
5070	Unemployment Tax	98	151	191	196	194
	<b>TOTAL PERSONNEL SERVICES</b>	<b>79,073</b>	<b>118,666</b>	<b>128,827</b>	<b>139,305</b>	<b>129,528</b>
5230	Gas and Diesel	2,275	2,438	4,000	4,000	4,000
	Regatta Fees	0	0	0	18,000	18,000
	<b>TOTAL OPERATING COSTS</b>	<b>2,275</b>	<b>2,438</b>	<b>4,000</b>	<b>22,000</b>	<b>22,000</b>
5180	Equipment/Vehicle Maintenance	1,960	2,212	3,000	3,500	3,500
5190	Facility Op. & Maintenance	53,190	49,891	32,000	16,000	16,000
5510	Rental House Maintenance	1,255	1,712	1,000	1,000	1,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>56,405</b>	<b>53,815</b>	<b>36,000</b>	<b>20,500</b>	<b>20,500</b>
5520	Retail Items	0	0	0	0	0
	<b>TOTAL RETAIL OPERATIONS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5290	Insurance - Vehicle	790	761	824	958	958
	<b>TOTAL INSURANCE</b>	<b>790</b>	<b>761</b>	<b>824</b>	<b>958</b>	<b>958</b>
5580-001	Telephone	5,714	6,136	6,500	6,500	6,500
5580-002	Electricity	5,793	5,249	5,500	5,500	5,500
5580-016	Internet/Cable	0	0	850	850	850
	<b>TOTAL UTILITIES</b>	<b>11,508</b>	<b>11,385</b>	<b>12,850</b>	<b>12,850</b>	<b>12,850</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 150,050</b>	<b>\$ 187,066</b>	<b>\$ 182,501</b>	<b>\$ 195,613</b>	<b>\$ 185,836</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 133,051</b>	<b>\$ 43,426</b>	<b>\$ 83,691</b>	<b>\$ 75,079</b>	<b>\$ 79,856</b>



## TEMPLE HALL FARM REGIONAL PARK

Temple Hall Farm Regional Park is a 286-acre working farm in Loudoun County. The park provides programs and farm tours to the general public as well as groups with a focus on the region's rich farming heritage. The park also features a LEED certified Visitors Center complete with animal and interpretive exhibits.

### REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 25,059	\$ 28,800	\$ 9,500	-67.0%
Retail Operations	(20)	0	0	-
Other Revenue	214,131	197,383	197,383	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 239,171</b>	<b>\$ 226,183</b>	<b>\$ 206,883</b>	<b>-8.5%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 225,319	\$ 281,687	\$ 277,326	-1.5%
Operating Costs	72,724	86,900	85,950	-1.1%
Maintenance Costs	46,214	61,828	61,828	0.0%
Insurance	1,522	1,648	1,916	16.3%
Retail Operations	0	0	0	-
Utilities	14,759	16,000	16,000	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 360,538</b>	<b>\$ 448,063</b>	<b>\$ 443,020</b>	<b>-1.1%</b>
<b>Net Income</b>	<b>\$ (121,368 )</b>	<b>\$ (221,880 )</b>	<b>\$ (236,137 )</b>	

### BUDGET HIGHLIGHTS

#### Major variances in budget:

- There are no major variances in this budget.

### MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL-DEC 2019	FY 2021 TARGET
• School tour attendance	1,653	1,881	2,200	847	1,100
• Number of camp participants	N/A	39	N/A	N/A	0
• Special events attendance	1,813	1,250	2,200	255	625

## TEMPLE HALL FARM REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-380</b>	<b>TEMPLE HALL FARM REGIONAL PARK</b>					
	<b>REVENUES</b>					
4230	Entrance Fees	\$ 0	\$ (200)	\$ 0	\$ 0	\$ 0
4412-001	Hay Rides - Tractor	9,153	11,440	9,300	9,300	4,650
4101	Camps	0	(181)	8,000	8,000	0
4670	Shelter Reservations	2,688	2,700	3,500	3,500	1,850
4812	Visitor Center Rental	3,749	550	5,000	5,000	0
4600	Programmed Events	8,970	10,750	3,000	3,000	3,000
	<b>TOTAL USER FEES</b>	<b>24,560</b>	<b>25,059</b>	<b>28,800</b>	<b>28,800</b>	<b>9,500</b>
4015	Animals	13,578	8,608	5,500	5,500	5,500
4140	Crop Sales	57,172	43,054	52,000	52,000	52,000
4420	House Rental	43,077	43,077	43,077	43,077	43,077
4440, 4970	Interest Transfer	0	96,806	96,806	96,806	96,806
4440	Change in Market Value	0	0	0	0	0
4410, 4510	Miscellaneous Revenue	90	22,586	0	0	0
4636	Rental Device Commission	0	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>113,917</b>	<b>214,131</b>	<b>197,383</b>	<b>197,383</b>	<b>197,383</b>
4640	Retail Operations	(18)	(20)	0	0	0
	<b>TOTAL REVENUES</b>	<b>\$ 138,459</b>	<b>\$ 239,171</b>	<b>\$ 226,183</b>	<b>\$ 226,183</b>	<b>\$ 206,883</b>
	<b>EXPENSES</b>					
5010	Full Time Salaries	\$ 160,161	\$ 161,525	\$ 163,308	\$ 165,865	\$ 162,603
5020	Part Time Salaries	25,844	16,714	30,544	30,880	30,880
5030	FICA	12,828	12,522	14,830	15,051	8,803
5040	Hospitalization	1,591	1,412	40,159	40,405	40,405
5060	Life Insurance	964	1,532	1,934	1,891	1,854
5050	Retirement	21,962	31,467	30,669	33,173	32,537
5070	Unemployment Tax	197	147	243	244	244
	<b>TOTAL PERSONNEL SERVICES</b>	<b>223,548</b>	<b>225,319</b>	<b>281,687</b>	<b>287,510</b>	<b>277,326</b>
5200	Feed	7,347	11,981	9,000	9,000	9,000
5210	Fertilizer	27,642	27,479	34,500	34,500	34,500
5230	Gas and Oil	7,495	9,359	11,000	11,000	11,000
5350	Livestock Purchases	(2,650)	1,467	4,000	4,000	4,000
5490	Programs & Promotions	1,520	3,074	2,500	2,500	1,250
5540	Seeds & Plants	6,371	13,039	16,500	16,500	16,500
5570	Uniforms	226	565	400	700	700
5590	Vet & Medicine	7,250	5,760	9,000	9,000	9,000
	<b>TOTAL FACILITY OPERATING</b>	<b>55,201</b>	<b>72,724</b>	<b>86,900</b>	<b>87,200</b>	<b>85,950</b>
5180	Equipment/Vehicle Maintenance	19,955	14,629	25,000	25,000	25,000
5190	Facility Op. & Maintenance	27,803	28,447	29,828	29,828	29,828
5195	Facility Op. & Maintenance-Cabin	2,405	344	5,000	5,000	5,000
5510	Rental House Maintenance	6,443	2,794	2,000	2,000	2,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>56,606</b>	<b>46,214</b>	<b>61,828</b>	<b>61,828</b>	<b>61,828</b>
5290	Insurance - Vehicle	1,579	1,522	1,648	1,916	1,916
	<b>TOTAL INSURANCE</b>	<b>1,579</b>	<b>1,522</b>	<b>1,648</b>	<b>1,916</b>	<b>1,916</b>
5535	Retail Merchandise	507	0	0	0	0
	<b>Total Retail Operations</b>	<b>507</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
5580-002	Electricity	12,643	11,509	13,000	13,000	13,000
5580-001	Telephone	1,375	2,500	1,500	1,500	1,500
5580-016	Internet/Cable	1,375	750	1,500	1,500	1,500
	<b>TOTAL UTILITIES</b>	<b>15,393</b>	<b>14,759</b>	<b>16,000</b>	<b>16,000</b>	<b>16,000</b>
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 352,834</b>	<b>\$ 360,538</b>	<b>\$ 448,063</b>	<b>\$ 454,454</b>	<b>\$ 443,020</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (214,375)</b>	<b>\$ (121,368)</b>	<b>\$ (221,880)</b>	<b>\$ (228,271)</b>	<b>\$ (236,137)</b>

# TEMPLE HALL CORN MAIZE

## PROGRAM OVERVIEW

The Temple Hall Farm Fall Festival and Corn Maize has become a popular fall tradition. The Fall Festival includes the Corn Maize, the Billy Goat Bounce jumping pillows, the corn cannon, pumpkin blasters, paintball gallery, cow train ride, pig races, corn box, hay bale climb, duck races, pumpkin patch, pumpkin sales, concession food service, playground, giant spider web, and hayrides. A self-guided interpretive walk covering our heritage breed farm animals is also included. The Corn Maize is 24 acres in size and is the largest one in Virginia.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 111,488	\$ 166,500	\$ 55,387	-66.7%
Retail Operations	68,165	110,000	34,083	-69.0%
<b>TOTAL REVENUE</b>	<b>\$ 179,653</b>	<b>\$ 276,500</b>	<b>\$ 89,470</b>	<b>-67.6%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 28,373	\$ 51,156	\$ 27,889	-45.5%
Operating Costs	69,334	57,950	48,633	-16.1%
Maintenance Costs	241	0	0	-
Retail Operations	28,921	50,000	19,283	-61.4%
<b>TOTAL EXPENSES</b>	<b>\$ 126,869</b>	<b>\$ 159,106</b>	<b>\$ 95,805</b>	<b>-39.8%</b>
<b>Net Income</b>	<b>\$ 52,784</b>	<b>\$ 117,394</b>	<b>\$ -6,335</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The net is reduced by \$123,729 compared to FY 2020. This is due to the uncertainty of the scope of events for the fall Festival/Corn Maize.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Corn Maize attendance	12,652	9,371	17,500	11,240	5,000
• Retail/Food per customer	\$7.00	\$6.90	\$6.29	\$6.48	\$6.82

## TEMPLE HALL CORN MAIZE

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-385 TEMPLE HALL CORN MAIZE</b>						
<b>REVENUES</b>						
4412-001,002	Amusement Farm Rides	\$ 1,055	\$ 914	\$ 1,500	\$ 0	\$ 0
4491	Corn Maze Admissions	141,931	110,574	165,000	165,000	55,387
	<b>TOTAL USER FEES</b>	<b>142,986</b>	<b>111,488</b>	<b>166,500</b>	<b>165,000</b>	<b>55,387</b>
4640	Blast Zone	6,861	6,261	10,000	10,000	3,131
4642	Retail Operations - Food	37,129	26,191	50,000	50,000	13,095
4660	Retail Operations - Merchandise	25,191	22,472	30,000	30,000	11,236
4606	Retail Operations - Pumpkin Sales	19,410	13,241	20,000	20,000	6,621
	<b>TOTAL RETAIL OPERATIONS</b>	<b>88,591</b>	<b>68,165</b>	<b>110,000</b>	<b>110,000</b>	<b>34,083</b>
	<b>TOTAL REVENUES</b>	<b>\$ 231,577</b>	<b>\$ 179,653</b>	<b>\$ 276,500</b>	<b>\$ 275,000</b>	<b>\$ 89,470</b>
<b>EXPENSES</b>						
5020	Part Time Salaries	\$ 34,032	\$ 26,233	\$ 47,301	\$ 54,737	\$ 27,356
5030	FICA	2,603	2,007	3,619	4,187	396
5070	Unemployment Tax	187	134	237	274	137
	<b>TOTAL PERSONNEL SERVICES</b>	<b>36,823</b>	<b>28,373</b>	<b>51,156</b>	<b>59,199</b>	<b>27,889</b>
5151	Corn Maze Commission	5,737	4,804	6,450	6,450	2,402
5152	Corn Maze Operation	33,896	42,068	35,000	35,000	35,000
5210	Fertilizer	13,324	20,097	10,000	10,000	10,048
5230	Gas and Oil	0	0	0	0	0
5540	Seeds & Plants	3,900	2,366	6,500	6,500	1,183
	<b>TOTAL FACILITY OPERATING COSTS</b>	<b>56,858</b>	<b>69,334</b>	<b>57,950</b>	<b>57,950</b>	<b>48,633</b>
5190	Facility Op. & Maintenance	0	241	0	0	0
	<b>TOTAL MAINTENANCE COSTS</b>	<b>0</b>	<b>241</b>	<b>0</b>	<b>0</b>	<b>0</b>
5525	Retail - Food	13,487	11,196	20,000	20,000	5,238
5535	Retail - Merchandise	12,832	8,652	15,000	15,000	5,618
5520	Retail - Pumpkins	13,871	9,073	15,000	15,000	8,427
	<b>TOTAL RETAIL OPERATIONS</b>	<b>40,190</b>	<b>28,921</b>	<b>50,000</b>	<b>50,000</b>	<b>19,283</b>
	<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 133,870</b>	<b>\$ 126,869</b>	<b>\$ 159,106</b>	<b>\$ 167,149</b>	<b>\$ 95,805</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 97,706</b>	<b>\$ 52,784</b>	<b>\$ 117,394</b>	<b>\$ 107,851</b>	<b>\$ (6,335)</b>

# UPPER POTOMAC PROPERTIES/SPRINGDALE REGIONAL PARK

## PROGRAM OVERVIEW

### UPPER POTOMAC PROPERTIES:

The Upper Potomac Properties provide land and water protection while ensuring an aesthetically pleasing setting. These properties include the following resources:

**Ball's Bluff Battlefield Regional Park**-a 223-acre park in Loudoun County with a parking lot and trails with interpretive signage. The park surrounds Ball's Bluff National Cemetery, which is owned by the U.S Department of Veterans Affairs. Ball's Bluff is the site of an 1861 Civil War battle.

**Red Rock Wilderness Regional Park**-a 67-acre park in Loudoun County with a parking lot, picnic area, trails, interpretive signs, and a 19<sup>th</sup> Century farmhouse and outbuildings.

**Upper Potomac Parklands**-761 acres along the Potomac River in Fairfax and Loudoun Counties, located between Riverbend Park and Lowes Island development. The parklands have natural surface trails and portions of the DC Water and Sewer Authority sewer line, vents and access road.

**Symington Cabin**-a 50 acre tract in Loudoun County with a log cabin, pond and gravel roadway. The tract also includes a number of trails.

Ball's Bluff, Red Rock and Upper Potomac parklands are sites for the Potomac Heritage National Scenic Trail.

### SPRINGDALE REGIONAL PARK:

Located just north of Leesburg and Temple Hall Farm Regional Park on route 15 in Loudoun County. The 150 acre Springdale Regional Park property was purchased in December of 2015. Features include a historic home and outbuildings as well as almost ½ mile of river frontage along the Potomac. Permitting and development plans are underway.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
Other Revenue	45,356	43,940	43,940	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 45,356</b>	<b>\$ 43,940</b>	<b>\$ 43,940</b>	<b>0.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 125,818	\$ 134,436	\$ 132,140	-1.7%
Operating Costs	304	900	1200	33.3%
Maintenance Costs	14,347	26,000	26,000	0.0%
Insurance	381	412	479	16.3%
Utilities	139	200	200	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 140,989</b>	<b>\$ 161,948</b>	<b>\$ 160,019</b>	<b>-1.2%</b>
<b>Net Income</b>	<b>\$ (95,632)</b>	<b>\$ (118,008)</b>	<b>\$ (116,079)</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of visitors on tours at Ball's Bluff	1,305	1,545	1,500	587	1,500
• Number of visitors for special events	735	930	700	554	800
• Number of Ball's Bluff Battlefield volunteer hours	980	1,240	1,000	600	1,000

## UPPER POTOMAC PROPERTIES/SPRINGDALE REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-340</b>	<b>UPPER POTOMAC PROPERTIES REVENUES</b>					
4420	House Rental	27,211	27,697	28,800	28,800	28,800
4600	Programmed Events	0	0	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>27,211</b>	<b>27,697</b>	<b>28,800</b>	<b>28,800</b>	<b>28,800</b>
	<b>TOTAL REVENUES</b>	<b>\$ 27,211</b>	<b>\$ 27,697</b>	<b>\$ 28,800</b>	<b>\$ 28,800</b>	<b>\$ 28,800</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 78,963	\$ 84,241	\$ 83,896	\$ 85,057	\$ 82,549
5020	Part-Time Salaries	7,823	3,566	10,678	11,816	11,664
5030	FICA	6,604	6,413	7,235	7,411	4,287
5040	Hospitalization	15,013	14,906	15,775	16,073	16,073
5060	Life Insurance	628	779	993	970	941
5050	Retirement	11,162	15,856	15,756	17,011	16,518
5070	Unemployment Tax	116	58	103	109	108
	<b>TOTAL PERSONNEL SERVICES</b>	<b>120,309</b>	<b>125,818</b>	<b>134,436</b>	<b>138,447</b>	<b>132,140</b>
5230	Gas and Diesel	423	34	500	500	500
5490	Programs and Promotions	0	0	0	0	0
5570	Uniforms	627	269	400	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>1,050</b>	<b>304</b>	<b>900</b>	<b>1,200</b>	<b>1,200</b>
5180	Equipment/Vehicle Maintenance	0	0	0	0	0
5190	Facility Op. & Maintenance	12,008	10,528	15,000	15,000	15,000
5510	Rental House Maintenance	1,569	1,250	1,000	1,000	1,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>13,577</b>	<b>11,778</b>	<b>16,000</b>	<b>16,000</b>	<b>16,000</b>
5290	Insurance - Vehicle	395	381	412	479	479
	<b>TOTAL INSURANCE</b>	<b>395</b>	<b>381</b>	<b>412</b>	<b>479</b>	<b>479</b>
5580-002	Electricity	136	139	200	200	200
5580-009	Heating Oil	0	0	0	0	0
	<b>TOTAL UTILITIES</b>	<b>136</b>	<b>139</b>	<b>200</b>	<b>200</b>	<b>200</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 135,467</b>	<b>\$ 138,420</b>	<b>\$ 151,948</b>	<b>\$ 156,326</b>	<b>\$ 150,019</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (108,256)</b>	<b>\$ (110,723)</b>	<b>\$ (123,148)</b>	<b>\$ (127,526)</b>	<b>\$ (121,219)</b>

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-360</b>	<b>SPRINGDALE REVENUES</b>					
4420	House Rental	\$ 16,377	\$ 17,360	\$ 15,140	\$ 15,140	\$ 15,140
4605	Property Lease	\$ 0	\$ 300	\$ 0	\$ 0	\$ 0
	<b>TOTAL OTHER REVENUE</b>	<b>16,377</b>	<b>17,660</b>	<b>15,140</b>	<b>15,140</b>	<b>15,140</b>
	<b>TOTAL REVENUES</b>	<b>\$ 16,377</b>	<b>\$ 17,660</b>	<b>\$ 15,140</b>	<b>\$ 15,140</b>	<b>\$ 15,140</b>
	<b>EXPENSES</b>					
5190	Facility Op. & Maintenance	\$ 84	\$ 2,569	\$ 10,000	\$ 10,000	\$ 10,000
5510	Rental House Maintenance	0	0	0	0	0
	<b>TOTAL MAINTENANCE COSTS</b>	<b>84</b>	<b>2,569</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 84</b>	<b>\$ 2,569</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>	<b>\$ 10,000</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 16,293</b>	<b>\$ 15,091</b>	<b>\$ 5,140</b>	<b>\$ 5,140</b>	<b>\$ 5,140</b>

# UPTON HILL REGIONAL PARK

## PROGRAM OVERVIEW

Upton Hill Regional Park straddles the Arlington/Fairfax County line, just east of Seven Corners. This 27- acre park offers a welcome piece of woods in the otherwise densely developed area of North Arlington. In addition to hiking trails, open fields, and a playground, Upton Hill offers recreational amenities such as a deluxe miniature golf course and batting cages. The park also offers special events, birthday party package, and volunteer opportunities.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 209,691	\$ 228,350	\$ 226,350	-0.9%
Retail Operations	11,082	13,000	14,750	13.5%
Other Revenue	654	0	0	-
Transfer From Restricted License Fee Fund	0	0	0	-
<b>TOTAL REVENUE</b>	<b>\$ 221,427</b>	<b>\$ 241,350</b>	<b>\$ 241,100</b>	<b>-0.1%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 280,250	\$ 302,188	\$ 323,368	7.0%
Operating Costs	2,820	4,500	7,970	77.1%
Maintenance Costs	24,272	33,414	33,414	0.0%
Insurance	761	824	958	16.3%
Retail Operations	3,525	5,200	6,075	16.8%
Utilities	12,905	13,650	14,350	5.1%
Debt Service	0	0	0	-
<b>TOTAL EXPENSES</b>	<b>\$ 324,533</b>	<b>\$ 359,776</b>	<b>\$ 386,135</b>	<b>7.3%</b>
<b>Net Income</b>	<b>\$ (103,106 )</b>	<b>\$ (118,426 )</b>	<b>\$ (145,035 )</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget from the FY 2020 Adopted Budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of miniature golf rounds	21,402	22,015	27,000	13,023	27,000
• Number of batting cage rounds	69,951	59,544	90,000	26,048	74,000
• Number of special event participants	156	297	280	24	280
• Number of birthday party participants	796	608	550	138	550
• Volunteer hours received	0	42	160	0	200

## UPTON HILL REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-400 UPTON HILL REGIONAL PARK</b>						
<b>REVENUES</b>						
4127	Climbing Feature Admissions	\$ 0	\$ 0	\$ 0	\$ 179,127	\$ 0
4600	Programmed Events	1,542	1,375	1,350	1,350	1,350
4636	Rental Device Commission	25	0	0	0	0
4670	Shelter Reservations	9,892	12,889	2,000	0	0
4060	Batting Cage Fees	87,415	82,422	103,000	103,000	103,000
4500	Miniature Golf	117,481	113,005	122,000	122,000	122,000
4421	Inflatable Park Play Features	2,640	0	0	0	0
	<b>TOTAL USER FEES</b>	<b>218,996</b>	<b>209,691</b>	<b>228,350</b>	<b>405,477</b>	<b>226,350</b>
4640	Retail Operations	14,951	11,082	13,000	14,750	14,750
	<b>TOTAL RETAIL OPERATIONS</b>	<b>14,951</b>	<b>11,082</b>	<b>13,000</b>	<b>14,750</b>	<b>14,750</b>
4510	Miscellaneous Revenue	0	654	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>0</b>	<b>654</b>	<b>0</b>	<b>0</b>	<b>0</b>
	Transfer from Restricted Fund	0	0	0	148,984	0
	<b>TOTAL TRANSFERS FROM OTHER FUNDS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>148,984</b>	<b>0</b>
	<b>TOTAL REVENUES</b>	<b>\$ 233,947</b>	<b>\$ 221,427</b>	<b>\$ 241,350</b>	<b>\$ 569,211</b>	<b>\$ 241,100</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 145,790	\$ 144,878	\$ 158,582	\$ 149,714	\$ 142,908
5020	Part-Time Salaries	64,381	64,929	66,439	118,297	87,580
5030	FICA	15,379	15,538	17,214	20,503	10,487
5040	Hospitalization	27,874	24,372	27,841	51,610	51,610
5060	Life Insurance	819	1,422	1,878	1,707	1,629
5050	Retirement	19,099	28,769	29,782	29,943	28,596
5070	Unemployment Tax	433	342	452	711	558
	<b>TOTAL PERSONNEL SERVICES</b>	<b>273,775</b>	<b>280,250</b>	<b>302,188</b>	<b>372,486</b>	<b>323,368</b>
5230	Gas and Diesel	1,872	1,578	3,000	3,000	3,000
5490	Programs and Promotions	1,071	868	900	4,900	3,920
5570	Uniforms	671	374	600	1,050	1,050
	<b>TOTAL OPERATING COSTS</b>	<b>3,614</b>	<b>2,820</b>	<b>4,500</b>	<b>8,950</b>	<b>7,970</b>
5180	Equipment/Vehicle Maintenance	4,382	2,500	2,000	2,000	2,000
5190	Facility Op. & Maintenance	23,265	21,772	31,414	51,414	31,414
	<b>TOTAL MAINTENANCE COSTS</b>	<b>27,647</b>	<b>24,272</b>	<b>33,414</b>	<b>53,414</b>	<b>33,414</b>
5290	Insurance - Vehicle	790	761	824	958	958
	<b>TOTAL INSURANCE</b>	<b>790</b>	<b>761</b>	<b>824</b>	<b>958</b>	<b>958</b>
5520	Retail Operations	3,918	3,525	5,200	6,075	6,075
	<b>TOTAL RETAIL OPERATIONS</b>	<b>3,918</b>	<b>3,525</b>	<b>5,200</b>	<b>6,075</b>	<b>6,075</b>
5580-001	Telephone	579	517	700	700	700
5580-002	Electricity	7,945	7,284	8,000	8,000	8,000
5580-004	Water/Sewer	4,808	4,604	4,300	5,000	5,000
5580-016	Internet/Cable	560	500	650	650	650
	<b>TOTAL UTILITIES</b>	<b>13,892</b>	<b>12,905</b>	<b>13,650</b>	<b>14,350</b>	<b>14,350</b>
2425	Note Payable VRA Principal	0	0	0	0	0
5322	Interest Expense VRA Note	0	0	0	148,984	0
	<b>TOTAL DEBT SERVICE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>148,984</b>	<b>0</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 323,636</b>	<b>\$ 324,533</b>	<b>\$ 359,776</b>	<b>\$ 605,217</b>	<b>\$ 386,135</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (89,689)</b>	<b>\$ (103,106)</b>	<b>\$ (118,426)</b>	<b>\$ (36,006)</b>	<b>\$ (145,035)</b>



# OCEAN DUNES WATERPARK AT UPTON HILL

## PROGRAM OVERVIEW

Ocean Dunes Waterpark at Upton Hill is a popular destination in densely-populated North Arlington. This beach-themed waterpark provides a peaceful vacation feel in the hectic Northern Virginia region, with large pelican figures, coastal landscaping and décor, and a 14-foot lighthouse decoration. The aquatic facility is comprised of a large play pool, 25-meter lap pool, splash pad with a large dumping bucket and slides, a baby pool, dual 26-foot tall water slides, and a snack bar. The facility also offers group and private swim lessons, birthday party packages and special events.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 456,664	\$ 455,231	\$ 114,120	-74.9%
Retail Operations	129,789	136,500	37,200	-72.7%
Other Revenue	16,238	30,000	2,000	-93.3%
<b>TOTAL REVENUE</b>	<b>\$ 602,691</b>	<b>\$ 621,731</b>	<b>\$ 153,320</b>	<b>-75.3%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 173,345	\$ 172,598	\$ 40,822	-76.3%
Maintenance Costs	61,999	56,000	33,600	-40.0%
Retail Operations	53,082	55,250	15,100	-72.7%
Utilities	39,911	32,400	24,000	-25.9%
<b>TOTAL EXPENSES</b>	<b>\$ 328,338</b>	<b>\$ 316,248</b>	<b>\$ 113,522</b>	<b>-64.1%</b>
<b>Net Income</b>	<b>\$ 274,353</b>	<b>\$ 305,483</b>	<b>\$ 39,798</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- The waterpark will be closed for the summer 2020 season due to COVID-19. The only time the waterpark is scheduled to be open in FY 2021 is during late May through June 2021.

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of general admissions	32,205	40,958	36,000	24,246	8,275
• Number of youth group participants	7,581	6,982	8,000	3,836	740
• Number of Waterpark Passes sold	1,443	1,221	1,200	308	300
• Number of group swim lesson participants	144	61	35	47	N/A
• Number of private swim lesson participants	50	36	80	31	N/A
• Average amount customers spent on f/b & merchandise	\$2.74	\$2.54	\$2.90	\$3.08	\$3.81
• Number of Daily All Facility Discount Passes sold	2,043	1,999	1,900	1,208	455
• Number of waterpark birthday party participants	1,275	931	2,400	356	550

## OCEAN DUNES WATERPARK AT UPTON HILL

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-420 UPTON HILL-OCEAN DUNES WATERPARK</b>						
<b>REVENUES</b>						
4550	Admissions	\$ 266,191	\$ 323,738	\$ 304,631	\$ 370,000	\$ 85,000
4570	Group Admissions	39,389	35,014	50,000	54,000	5,000
4490	Locker Rental	568	57	600	600	120
4580	Waterpark Passes	93,894	97,855	100,000	100,000	24,000
	<b>TOTAL USER FEES</b>	<b>400,042</b>	<b>456,664</b>	<b>455,231</b>	<b>524,600</b>	<b>114,120</b>
4640	Retail Operations	112,201	125,252	130,000	130,000	35,000
4660	Swim Merchandise	6,128	4,537	6,500	6,500	2,200
	<b>TOTAL RETAIL OPERATIONS</b>	<b>118,328</b>	<b>129,789</b>	<b>136,500</b>	<b>136,500</b>	<b>37,200</b>
4475	Lessons	22,543	15,920	30,000	25,000	2,000
4482	Lifeguard Training Fee	1,080	300	0	0	0
4510	Miscellaneous Revenue	0	19	0	0	0
	<b>TOTAL OTHER REVENUE</b>	<b>23,623</b>	<b>16,238</b>	<b>30,000</b>	<b>25,000</b>	<b>2,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 541,993</b>	<b>\$ 602,691</b>	<b>\$ 621,731</b>	<b>\$ 686,100</b>	<b>\$ 153,320</b>
<b>EXPENSES</b>						
5020	Part-Time Salaries	\$ 144,723	\$ 160,356	\$ 159,591	\$ 184,316	\$ 37,750
5030	FICA	11,071	12,267	12,209	14,100	2,888
5070	Unemployment Tax	778	722	798	922	184
	<b>TOTAL PERSONNEL SERVICES</b>	<b>156,572</b>	<b>173,345</b>	<b>172,598</b>	<b>199,337</b>	<b>40,822</b>
5180	Equipment/Vehicle Maintenance	0	0	0	0	0
5190	Facility Op. & Maintenance	56,531	61,999	56,000	56,000	33,600
	<b>TOTAL MAINTENANCE COSTS</b>	<b>56,531</b>	<b>61,999</b>	<b>56,000</b>	<b>56,000</b>	<b>33,600</b>
5520	Retail Operations	50,680	52,421	52,000	52,000	14,000
5535	Swim Merchandise	1,809	662	3,250	3,250	1,100
	<b>TOTAL RETAIL OPERATIONS</b>	<b>52,489</b>	<b>53,082</b>	<b>55,250</b>	<b>55,250</b>	<b>15,100</b>
5580-001	Telephone	2,317	2,067	2,300	2,300	2,300
5580-002	Electricity	23,541	21,149	20,000	22,000	13,200
5580-004	Water/Sewer	13,948	13,807	8,000	14,000	5,600
5580-016	Internet/Cable	2,240	2,887	2,100	2,900	2,900
	<b>TOTAL UTILITIES</b>	<b>42,046</b>	<b>39,911</b>	<b>32,400</b>	<b>41,200</b>	<b>24,000</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 307,639</b>	<b>\$ 328,338</b>	<b>\$ 316,248</b>	<b>\$ 351,787</b>	<b>\$ 113,522</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 234,355</b>	<b>\$ 274,353</b>	<b>\$ 305,483</b>	<b>\$ 334,313</b>	<b>\$ 39,798</b>

# W&OD RAILROAD REGIONAL PARK

## PROGRAM OVERVIEW

W&OD Railroad Regional Park is a linear park that is 100 feet wide and 45 miles long, built on the old railbed of the former W&OD Railroad and extending from the Alexandria City line to Purcellville in western Loudoun County. Facilities include the park's maintenance facilities located in Ashburn, the 45 mile-long paved, multi-use trail, the 32 mile-long gravel horse trail, and the Two Creeks Mountain Bike Trail.

The Tinner Hill Historic Site opened in January of 2015 and is managed by the W&OD Trail staff. This half acre site, spanning the line between the City of Falls Church and Fairfax County, is the site where civil rights pioneers E.B. Henderson and Joseph Tinner first met to form a group that would become the first rural branch of the NAACP in the nation.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
Easements & Licenses	\$ 1,059,032	\$ 835,829	\$ 959,707	14.8%
Retail Operations	369	1,000	500	-50.0%
Other Revenue	7,650	7,500	4,125	-45.0%
Transfer from Restricted Fund	327,912	327,912	327,912	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 1,394,964</b>	<b>\$ 1,172,241</b>	<b>\$ 1,292,244</b>	<b>10.2%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 459,454	\$ 509,310	\$ 506,151	-0.6%
Operating Costs	11,816	25,800	26,400	2.3%
Maintenance Costs	61,692	63,000	63,000	0.0%
Insurance	2,283	2,472	2,874	16.3%
Retail Operations	256	500	250	-50.0%
Utilities	12,452	14,200	14,200	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 547,953</b>	<b>\$ 615,282</b>	<b>\$ 612,875</b>	<b>-0.4%</b>
<b>Net Income</b>	<b>\$ 847,011</b>	<b>\$ 556,959</b>	<b>\$ 679,369</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There is a one time revenue expected in easements and licenses during FY 21, which is the main reason the budgeted net income increases by \$122,410 .

## MEASURABLE RESULTS

-For complete accuracy some data is still being gathered.

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Park visitation	2,000,000	2,000,000	2,000,000	1,000,000	2,000,000
• Number of FOWOD members	392	N/A	500	375	500
• Operating cost per linear ft of trail (400,000 ft. of trail)	\$1.27	\$1.37	\$1.54	\$1.72	\$1.53
• Number of outreach and public programs	N/A	N/A	6	2	6
• Volunteer hours received	4,797	3,267	6,000	568	6,000

## W&OD RAILROAD REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>W&amp;OD RAILROAD REGIONAL PARK</b>						
<b>3-450</b>	<b>REVENUES</b>					
4480	License Fees	\$ 0	\$ 25,000	\$ 25,000	\$ 12,000	\$ 12,000
	Rents, Easements & Licenses:					
4770	Non-Recurring	68,093	259,827	10,000	110,000	110,000
4780	Recurring	742,966	774,205	800,829	837,707	837,707
	<b>TOTAL EASEMENTS &amp; LICENSES</b>	<b>811,060</b>	<b>1,059,032</b>	<b>835,829</b>	<b>959,707</b>	<b>959,707</b>
4090, 4640	Retail Operations	507	369	1,000	500	500
	<b>TOTAL RETAIL OPERATIONS</b>	<b>507</b>	<b>369</b>	<b>1,000</b>	<b>500</b>	<b>500</b>
4694	Sponsorships	0	0	2,500	2,500	2,500
4535	Permit Fees	4,750	7,650	5,000	6,500	1,625
	<b>TOTAL OTHER REVENUE</b>	<b>4,750</b>	<b>7,650</b>	<b>7,500</b>	<b>9,000</b>	<b>4,125</b>
4250	Transfer from Restricted Fund	327,912	327,912	327,912	327,912	327,912
	<b>TOTAL TRANSFERS FR OTHER FUNDS</b>	<b>327,912</b>	<b>327,912</b>	<b>327,912</b>	<b>327,912</b>	<b>327,912</b>
	<b>TOTAL RESOURCES</b>	<b>\$ 1,144,228</b>	<b>\$ 1,394,964</b>	<b>\$ 1,172,241</b>	<b>\$ 1,297,119</b>	<b>\$ 1,292,244</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 280,299	\$ 287,673	\$ 288,010	\$ 295,328	\$ 289,063
5020	Part-Time Salaries	55,817	49,355	85,508	88,716	87,577
5025	Donation Internship	892	21	0	0	0
5030	FICA	25,299	24,853	28,574	29,379	17,137
5040	Hospitalization	33,248	39,006	49,132	50,639	50,639
5060	Life Insurance	1,716	2,698	3,410	3,367	3,295
5050	Retirement	39,102	55,585	54,088	59,066	57,842
5070	Unemployment Tax	331	262	588	604	598
	<b>TOTAL PERSONNEL SERVICES</b>	<b>436,703</b>	<b>459,454</b>	<b>509,310</b>	<b>527,099</b>	<b>506,151</b>
5230	Gas and Diesel	12,566	11,474	15,000	15,000	15,000
5330	License Fees	0	0	10,000	10,000	10,000
5570	Uniforms	(5)	342	800	1,400	1,400
	<b>TOTAL OPERATING COSTS</b>	<b>12,561</b>	<b>11,816</b>	<b>25,800</b>	<b>26,400</b>	<b>26,400</b>
5180	Equipment/Vehicle Maintenance	10,142	7,553	15,000	15,000	15,000
5190	Facility Op. & Maintenance	31,736	54,139	48,000	48,000	48,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>41,878</b>	<b>61,692</b>	<b>63,000</b>	<b>63,000</b>	<b>63,000</b>
5290	Insurance - Vehicle	2,369	2,283	2,472	2,874	2,874
	<b>TOTAL INSURANCE</b>	<b>2,369</b>	<b>2,283</b>	<b>2,472</b>	<b>2,874</b>	<b>2,874</b>
5520	Retail Operations	176	256	500	250	250
	<b>TOTAL RETAIL OPERATIONS</b>	<b>176</b>	<b>256</b>	<b>500</b>	<b>250</b>	<b>250</b>
5580-001	Telephone	4,818	4,306	4,800	4,800	4,800
5580-002	Electricity	5,254	5,246	5,500	5,500	5,500
5580-003	Natural Gas	1,989	2,122	3,000	3,000	3,000
5580-004	Water/Sewer	833	779	900	900	900
	<b>TOTAL UTILITIES</b>	<b>12,894</b>	<b>12,452</b>	<b>14,200</b>	<b>14,200</b>	<b>14,200</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 506,582</b>	<b>\$ 547,953</b>	<b>\$ 615,282</b>	<b>\$ 633,823</b>	<b>\$ 612,875</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ 637,646</b>	<b>\$ 847,011</b>	<b>\$ 556,959</b>	<b>\$ 663,296</b>	<b>\$ 679,369</b>

# WHITE'S FORD REGIONAL PARK

## PROGRAM OVERVIEW

One of NOVA Parks' newest parks, this 294 acre property located along the banks of the Potomac River north of Leesburg will offer both historical and natural conservation and passive recreational opportunities. Long term plans include access to the Potomac River via a public launch ramp, a public campground, picnic areas, hiking trails, and interpretation of the rich history of the property once owned by Col. Elijah V. White, a noted local Civil War figure.

## REVENUE & EXPENSE SUMMARY

	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
<b>REVENUE BY SOURCE</b>				
User Fees	\$ 98	\$ 800	\$ 400	-50.0%
Other Revenue	7,063	15,570	15,570	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 7,161</b>	<b>\$ 16,370</b>	<b>\$ 15,970</b>	<b>-2.4%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 31,948	\$ 33,444	\$ 32,151	-3.9%
Operating Costs	216	1,500	1,500	0.0%
Maintenance Costs	0	4,000	4,000	0.0%
<b>TOTAL EXPENSES</b>	<b>\$ 32,163</b>	<b>\$ 38,944</b>	<b>\$ 37,651</b>	<b>-3.3%</b>
<b>Net Income</b>	<b>\$ (25,003 )</b>	<b>\$ (22,574 )</b>	<b>\$ (21,681 )</b>	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- There are no major variances in this budget.

## MEASURABLE RESULTS

	FY 2018 ACTUAL	FY 2019 ACTUAL	FY 2020 TARGET	FY 2020 ACTUAL 6 months JUL- DEC 2019	FY 2021 TARGET
• Number of launches	42	48	150	75	100

## WHITE'S FORD REGIONAL PARK

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-470 WHITE'S FORD REGIONAL PARK</b>						
<b>REVENUES</b>						
4460	Boat Launch	\$ 334	\$ 98	\$ 800	\$ 400	\$ 400
	<b>TOTAL USER FEES</b>	<b>334</b>	<b>98</b>	<b>800</b>	<b>400</b>	<b>400</b>
4140	Crop Sales	66,750	0	0	0	0
4605	Property Lease	3,000	7,063	15,570	15,570	15,570
	<b>TOTAL OTHER REVENUE</b>	<b>69,750</b>	<b>7,063</b>	<b>15,570</b>	<b>15,570</b>	<b>15,570</b>
	<b>TOTAL REVENUES</b>	<b>\$ 70,084</b>	<b>\$ 7,161</b>	<b>\$ 16,370</b>	<b>\$ 15,970</b>	<b>\$ 15,970</b>
<b>EXPENSES</b>						
5010	Full-Time Salaries	\$ 22,643	\$ 23,816	\$ 25,068	\$ 25,177	\$ 24,319
5030	FICA	1,700	1,796	1,918	1,926	1,107
5040	Hospitalization	1,514	1,355	1,433	1,563	1,563
5060	Life Insurance	145	232	297	287	277
5050	Retirement	3,255	4,736	4,708	5,035	4,866
5070	Unemployment	24	13	20	20	20
	<b>TOTAL PERSONNEL SERVICES</b>	<b>29,280</b>	<b>31,948</b>	<b>33,444</b>	<b>34,008</b>	<b>32,151</b>
5210	Fertilizer	29,997	0	0	0	0
5540	Seeds and Plants	14,028	0	0	0	0
5230	Gas and Diesel	1,597	216	1,500	1,500	1,500
	<b>TOTAL OPERATING COSTS</b>	<b>45,623</b>	<b>216</b>	<b>1,500</b>	<b>1,500</b>	<b>1,500</b>
5190	Facility Op. & Maintenance	979	0	4,000	4,000	4,000
5510	Rental House Maintenance	0	0	0	0	0
	<b>TOTAL MAINTENANCE COSTS</b>	<b>979</b>	<b>0</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>
	<b>TOTAL EXPENSES</b>	<b>\$ 75,882</b>	<b>\$ 32,163</b>	<b>\$ 38,944</b>	<b>\$ 39,508</b>	<b>\$ 37,651</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (5,798)</b>	<b>\$ (25,003)</b>	<b>\$ (22,574)</b>	<b>\$ (23,538)</b>	<b>\$ (21,681)</b>

# ADMINISTRATION – ENTERPRISE FUND

## PROGRAM OVERVIEW

This cost-center was established to account for items that impact the Enterprise Fund as a whole, and are not attributed to only one facility. Prior to the establishment of this cost center, these items were often budgeted in the General Fund, even when they impacted only the enterprise operations. This cost-center is also the mechanism used to enact transfers between the Enterprise Fund and other funds and reserves.

## REVENUE & EXPENSE SUMMARY

REVENUE BY SOURCE	FY 2019 ACTUAL	FY 2020 BUDGET	FY 2021 BUDGET	% CHANGE 2020-2021
Other Revenue	226,519	66,000	66,000	0.0%
<b>TOTAL REVENUE</b>	<b>\$ 226,519</b>	<b>\$ 66,000</b>	<b>\$ 66,000</b>	<b>0.0%</b>
<b>EXPENSES BY CATEGORY</b>				
Personnel Services	\$ 787,600	\$ 819,938	\$ 805,631	-1.7%
Operating Costs	1,182,531	1,641,757	1,441,515	-12.2%
Maintenance Costs	126,428	280,000	225,000	-19.6%
Insurance	172,246	180,412	190,000	5.3%
Utilities	602	1,000	1,000	0.0%
Central Maintenance Transfer	747,866	828,890	235,850	-71.5%
<b>TOTAL EXPENSES</b>	<b>\$ 3,017,273</b>	<b>\$ 3,751,997</b>	<b>\$ 2,898,996</b>	<b>-22.7%</b>
<b>Net Income</b>	<b>\$ (2,790,753)</b>	<b>\$ (3,685,997)</b>	<b>\$ (2,832,996)</b>	
TRANSFERS TO OTHER FUNDS	\$ 1,222,012	\$ 25,000	\$ 25,000	

## BUDGET HIGHLIGHTS

### Major variances in budget:

- A contingency has been budgeted in FY 2021 with the title COVID Unanticipated Impacts, in the amount of \$400,000. It is budgeted as a primary source for refunds and unanticipated impacts related to uncertain times in the fiscal year ahead.
- Marketing expenses are reduced from \$545,000 in FY 2020 to \$275,000 in FY 2021.
- The Strategic Plan Initiatives Account which previously was budgeted for \$133,000 has been eliminated from this budget.
- Training expense has been reduced by \$77,500 or 91% compared to FY 2020.
- The Transfer to the General Fund is reduced from \$828,890 in FY 2020 to \$235,850 in FY 2021.

## ADMINISTRATION – ENTERPRISE FUND

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>3-720</b>	<b>ADMINISTRATION - ENTERPRISE FUND</b>					
	<b>REVENUES</b>					
4516	Reservation Fees-POS Active	\$ 65,868	\$ 67,231	\$ 60,000	\$ 60,000	\$ 60,000
4430	Insurance Proceeds	73,284	10,916	0	0	0
4510.4515	Miscellaneous Revenue	6,994	8,172	0	0	0
4440	Interest	159,837	140,200	6,000	6,000	6,000
	<b>TOTAL OTHER REVENUE</b>	<b>305,983</b>	<b>226,519</b>	<b>66,000</b>	<b>66,000</b>	<b>66,000</b>
	<b>TOTAL REVENUES</b>	<b>\$ 305,983</b>	<b>\$ 226,519</b>	<b>\$ 66,000</b>	<b>\$ 66,000</b>	<b>\$ 66,000</b>
	<b>EXPENSES</b>					
5010	Full-Time Salaries	\$ 577,938	\$ 574,325	\$ 594,841	\$ 604,577	\$ 588,407
5020	Part-Time Salaries	1,854	3,242	5,933	9,083	9,083
5030	FICA	42,462	42,647	45,959	46,945	27,186
5040	Hospitalization	53,382	51,854	54,147	56,188	56,188
5060	Life Insurance	3,444	5,278	7,043	6,892	6,708
5050	Retirement	79,683	109,990	111,711	120,915	117,740
5070	Unemployment Tax	324	263	304	319	319
	<b>TOTAL PERSONNEL SERVICES</b>	<b>759,088</b>	<b>787,600</b>	<b>819,938</b>	<b>844,919</b>	<b>805,631</b>
5155	Credit Card Charges	396,829	444,526	426,757	506,665	506,665
5230	Gas and Diesel	1,932	2,531	2,000	2,000	2,000
5380	POS Transaction Fees	163,447	170,765	200,000	200,000	200,000
5149	COVID Unanticipated Impacts/Contingency	0	0	205,000	300,000	400,000
5330	License Fees	1,860	0	2,200	2,200	2,200
5500	Public Information	472,879	463,540	545,000	580,000	275,000
5546	Strategic Plan Initiatives	129,452	5,127	128,000	133,000	0
5400	Training for Field Staff	68,575	53,059	85,000	85,000	7,500
5490	Programs & Promotions - Naturalist	178	1,210	3,450	3,450	3,450
5493	Promotional Items-Uniforms	12,151	8,788	19,000	19,000	19,000
5555	Swimming Pool Safety Program	0	37,040	25,000	25,000	25,000
5570	Uniforms	200	(4,057)	350	700	700
	<b>TOTAL OPERATING COSTS</b>	<b>1,247,502</b>	<b>1,182,531</b>	<b>1,641,757</b>	<b>1,857,015</b>	<b>1,441,515</b>
5180	Equipment/Vehicle Maintenance	2,417	0	0	0	0
5190	Facility Op. & Maintenance	5,291	910	0	0	0
5370	Major Contract Maintenance	226,325	125,518	280,000	225,000	225,000
	<b>TOTAL MAINTENANCE COSTS</b>	<b>234,034</b>	<b>126,428</b>	<b>280,000</b>	<b>225,000</b>	<b>225,000</b>
5290	Insurance - Vehicle	(611)	(7,502)	412	0	0
5300	Workers Comp	159,566	179,749	180,000	190,000	190,000
	<b>TOTAL INSURANCE</b>	<b>158,955</b>	<b>172,246</b>	<b>180,412</b>	<b>190,000</b>	<b>190,000</b>
5580-001	Telephone	600	602	1,000	1,000	1,000
	<b>TOTAL UTILITIES</b>	<b>600</b>	<b>602</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>
5905	Trans. - Gen. Fund for Central Maint.	610,523	747,866	828,890	785,678	235,850
	<b>TOTAL EXPENSES</b>	<b>\$ 3,010,701</b>	<b>\$ 3,017,273</b>	<b>\$ 3,751,997</b>	<b>\$ 3,903,612</b>	<b>\$ 2,898,996</b>
	<b>OPERATING INCOME (LOSS)</b>	<b>\$ (2,704,718)</b>	<b>\$ (2,790,753)</b>	<b>\$ (3,685,997)</b>	<b>\$ (3,837,612)</b>	<b>\$ (2,832,996)</b>
5147	Transfer to the Designated Set Aside	0	401,474	0	0	0
5910	Transfer to Capital Fund	1,100,269	883,242	0	0	0
5900	Transfer to General Fund	(103,377)	(383,883)	0	0	0
5905	Transfer to General Fund-C Maintenance	0	0	0	0	0
5955	Transfer to Retirement Fund	0	0	0	0	0
5960	Transfer to Temple Hall Operating Fund	0	0	0	0	0
	Transfer to Board Authorized Reserves	0	0	25,000	0	25,000
5995	Transfer to Performance Incentive Plan	275,067	321,179	0	0	0
3005	Transfer to Sustainability Reserve	0	0	0	—	0
	<b>TOTAL TRANSFER TO OTHER FUNDS</b>	<b>1,271,960</b>	<b>1,222,012</b>	<b>25,000</b>	<b>0</b>	<b>25,000</b>
	Donation Adjustment	(34,906)	(373,221)			
	<b>TOTAL EXPENSES &amp; OTHER USES</b>	<b>\$ 4,247,755</b>	<b>\$ 3,866,064</b>	<b>\$ 3,776,997</b>	<b>\$ 3,903,612</b>	<b>\$ 2,923,996</b>
	<b>Operating Income Loss</b>	<b>\$ (3,941,772)</b>	<b>\$ (3,639,544)</b>	<b>\$ (3,710,997)</b>	<b>\$ (3,837,612)</b>	<b>\$ (2,857,996)</b>





## CAPITAL FUND BUDGET SUMMARY

ACCOUNT DESCRIPTION	FY 2019	FY 2019 PRIOR YEAR OBLIGATIONS	FY 2020 REVISED BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>BEGINNING BALANCE</b>	\$ 5,097,191		\$ 3,939,547	\$0	(\$14,554)	\$ (11,261)	\$0
<b>Revenue</b>							
Total Appropriations	5,081,657	0	5,162,576	5,286,861	5,498,529	5,719,208	5,949,307
Total Other Revenue	1,994,329	0	11,347,615	400,000	3,300,000	3,300,000	0
Total Transfers from Other Funds	1,109,062	0	1,079,485	320,000	320,000	320,000	320,000
<b>Total Revenue</b>	<b>8,185,048</b>	<b>0</b>	<b>17,589,676</b>	<b>6,006,861</b>	<b>9,118,529</b>	<b>9,339,208</b>	<b>6,269,307</b>
<b>Total Beginning Balance + Revenues</b>	<b>13,282,240</b>	<b>0</b>	<b>21,529,223</b>	<b>6,006,861</b>	<b>9,103,975</b>	<b>9,327,947</b>	<b>6,269,307</b>
<b>Expenditures</b>							
Equipment and Vehicles	884,708	0	900,000	975,000	900,000	900,000	900,000
Development	6,183,642	1,542,038	16,896,223	4,646,415	7,815,236	8,027,947	4,969,307
Land Acquisition	460,864	0	3,715,000	400,000	400,000	400,000	400,000
Interest Transfer to General Fund	233,407	0	18,000	0	0	0	0
<b>Total Capital Expenditures</b>	<b>7,762,621</b>	<b>1,542,038</b>	<b>21,529,223</b>	<b>6,021,415</b>	<b>9,115,236</b>	<b>9,327,947</b>	<b>6,269,307</b>
<b>Subtotal</b>	<b>\$ 5,519,620</b>	<b>\$ 1,542,038</b>	<b>\$0</b>	<b>(\$14,554)</b>	<b>\$ (11,261)</b>	<b>\$0</b>	<b>\$ 0</b>
<b>Adjustments for Reserve Accounts</b>	(38,033)	0	0	0	0	0	0
<b>Ending Balance</b>	<b>\$ 5,481,586</b>	<b>\$ 1,542,038</b>	<b>\$0</b>	<b>(\$14,554)</b>	<b>\$ (11,261)</b>	<b>\$ 0</b>	<b>\$ 0</b>
<b>FY 2019 Obligations Outstanding</b>	<u>1,542,038</u>						
<b>FY 2020 Beginning Balance</b>	<u>\$3,939,547</u>						

Capital Fund revenues consist primarily of capital appropriations received from the six member jurisdictions. The amount requested from each jurisdiction is usually based on the latest population figures as provided by the U.S. Bureau of the Census. For FY21, population figures are based on July, 2018 population updates. For FY 2021 the per capita rate for our six member jurisdictions will be \$2.65.

Jurisdiction	FY 2020 BUDGET	FY 2021 BUDGET
City of Alexandria	\$ 416,091	\$ 425,405
Arlington County	\$ 610,909	\$ 629,431
City of Fairfax	\$ 62,652	\$ 65,121
Fairfax County	\$ 3,000,000	\$ 3,049,607
City of Falls Church	\$ 37,916	\$ 39,146
Loudoun County	\$ 1,035,008	\$ 1,078,153
<b>Total</b>	<b>\$ 5,162,576</b>	<b>\$ 5,286,861</b>

# OPERATING IMPACT OF CAPITAL PROJECTS

A major factor in the development of capital priorities is knowledge of the potential impact a capital project may have on the operating budget. A capital project may have additional costs associated with it in the form of personnel, maintenance or specific operating costs. A project may also enhance revenue potential or provide cost savings. It is important to take these factors into account when developing the budget. As NOVA Parks is mostly enterprise funded, increased revenue potential is a key to sustainable park operations.

The following is a list of capital projects in the five year plan that are expected to have an operating impact on the budget. The list includes the estimated annual net revenue increase for each project, once the project is fully operational. Some projects will require time for start-up and marketing to the public before revenues will reach full potential.

<b>CAPITAL PROJECT IMPACT ON OPERATING BUDGET</b>		
<b>PROJECT</b>	<b>Est. Net Revenue</b>	<b>Description of specific operating impact</b>
Algonkian-Volcano Island Waterpark	45,000	Replace waterpark equipment, slides, bucket, etc.
Bull Run Light Show	15,000	Additional light displays and features to increase attendance and generate more revenue
Bull Run Park	80,000	Widen sections of park roads to better accommodate light show and RV traffic
Bull Run Campground	20,000	Campground electric and waterline upgrades and additions
Cameron Run Winter Village	57,000	Development and continued improvements to Cameron Run Winter Village feature
Fountainhead Marina Building Renovations	5,000	Building renovation and access routes to fishing piers and boat launch area
Meadowlark Greenhouse	15,000	Development of new greenhouse
Meadowlark Children's Garden	25,000	Development and improvements of the Children's Garden at Meadowlark
Meadowlark Light Show	85,000	Additional light displays and refurbishments to generate more revenue
Pohick Bay Park Renovations	75,000	Parking renovations, and park facility additions and expansions that will generate additional revenue
Pohick Bay Campground	30,000	Campground electric and waterline upgrades and additions
Temple Hall Maize/Festival Improvements	5,000	Improvements will increase attendance and revenue
Upton Hill Adventure Climbing Course	50,000	Add new park features/attractions
Park Energy Projects	5,000	Provides savings to energy costs
Park Campground Improvements	15,000	Improvements to campgrounds to enhance facilities
<b>TOTAL EST. ANNUAL OPERATING IMPACT</b>	<b>\$ 527,000</b>	

# CAPITAL FUND BUDGET

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	FY 2019	FY 19 PRIOR YEAR OBLIGATIONS	REVISED FY 2020 BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>BEGINNING BALANCE</b>	<b>2-000-3090-000</b>	<b>\$ 5,097,191</b>	<b>\$ 0</b>	<b>\$ 3,939,547</b>	<b>\$ 0</b>	<b>-\$14,554</b>	<b>\$ (11,261)</b>	<b>\$ 0</b>
<b>CAPITAL FUND REVENUES</b>								
Appropriations:								
City of Alexandria	2-000-4030-020	\$ 400,432		\$ 416,091	\$ 425,404	\$ 445,196	\$ 465,909	\$ 487,586
Arlington County	-010	591,229		610,909	629,431	658,070	688,012	719,316
City of Fairfax	-030	62,101		62,652	65,121	67,083	69,104	71,186
Fairfax County	-050	3,000,000		3,000,000	3,049,607	3,147,728	3,249,006	3,353,543
City of Falls Church	-040	36,016		37,916	39,146	41,087	43,125	45,264
Loudoun County	-060	991,879		1,035,008	1,078,152	1,139,365	1,204,052	1,272,412
<b>Total Appropriations</b>		<b>\$ 5,081,657</b>	<b>\$ 0</b>	<b>\$ 5,162,576</b>	<b>\$ 5,286,861</b>	<b>\$ 5,498,529</b>	<b>\$ 5,719,208</b>	<b>\$ 5,949,307</b>
Surplus from Operating Budget for Capital		1,100,269		883,242				
Grants-Federal	2-000-4340-000	111,992						
Grants-State	2-000-4350-000							
Trail Improvements-Falls Church NVT Grant Funds	2-000-4345-001	61,836						
Interest	2-000-4440-000	173,854		18,000				
Accrued Interest	2-000-4440-004	1,396						
Change in Market Value	2-000-4440-030	50,379						
Bond Financing-Upton Hill Adventure/Climbing Course	2-000-4713-000			3,000,000				
Grant Funds for W&OD Trails-N. Va. Trans. Auth.	2-000-4350-000			3,183,123	400,000	3,300,000	3,300,000	
Grant Funds for W&OD Trails-VDOT	2-000-4350-000			548,250				
Gifts/Grants for purchase of Springdale II Property				2,025,000				
Grants for purchase of Lott Property				1,290,000				
Grant from Virginia Recreational Trails Program for Bull Run -				400,000				
Donations-General	2-000-4170-000	49,360						
Donations-Today and Tomorrow	2-000-4170-010	1,724						
Donations-Meadowlark Bell Garden Endowment	2-000-4180-003	21,647						
Donations-Meadowlark Camp Grow	2-000-4180-005	1,480						
Donations-Meadowlark Escrow	2-000-4180-010	4,611						
Donations-Meadowlark-Special	2-000-4180-030	28,970						
Donations-Meadowlark Greenhouse Conservatory	2-000-4180-045	343,900						
Hemlock Contribution	2-000-4415-000	30,000						
Interest-Turnage Endowment Fund	2-000-4440-020	2,757						
Interest-Daman Account	2-000-4440-021	10,153						
Miscellaneous Revenue	2-000-4510-000							
<b>Total Other Revenue</b>		<b>\$ 1,994,329</b>	<b>\$ 0</b>	<b>\$ 11,347,615</b>	<b>\$ 400,000</b>	<b>\$ 3,300,000</b>	<b>\$ 3,300,000</b>	<b>\$ 0</b>
Transfer from Damman Reserve for Children's Garden	2-000-4953-000	14,959		234,485				
Transfer Meadowlark Donations for Garden Development	2-000-4925-000	12,419		45,000	20,000	20,000	20,000	20,000
Transfer from Enterprise Fund	2-000-4920-000	781,684						
Transfer from Restricted License Fee Fund	2-000-4950-000	300,000		800,000	300,000	300,000	300,000	300,000
<b>Total Transfers</b>	<b>2-000-4953-000</b>	<b>1,109,062</b>	<b>0</b>	<b>1,079,485</b>	<b>320,000</b>	<b>320,000</b>	<b>320,000</b>	<b>320,000</b>
<b>Total Revenue</b>		<b>\$ 8,185,048</b>	<b>\$ 0</b>	<b>\$ 17,589,676</b>	<b>\$ 6,006,861</b>	<b>\$ 9,118,529</b>	<b>\$ 9,339,208</b>	<b>\$ 6,269,307</b>
<b>TOTAL BEGINNING BALANCE &amp; CAPITAL FUND REVENUES</b>		<b>\$ 13,282,240</b>	<b>\$ 0</b>	<b>\$ 21,529,223</b>	<b>\$ 6,006,861</b>	<b>\$ 9,103,975</b>	<b>\$ 9,327,947</b>	<b>\$ 6,269,307</b>

# CAPITAL FUND BUDGET

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	FY 2019	FY 19 PRIOR YEAR OBLIGATIONS	REVISED FY 2020 BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>DEVELOPMENT:</b>								
<b>Aldie Mill Historic Park</b>								
Renovations - New gates/Tail race Infrastructure	2-005-6599-000	\$ 13,078	\$ 3,795	\$ 325,000		\$ 20,000		
	2-005-6542-000	4,716						
<b>Algonkian Park</b>								
Play Features	2-035-6710-000		182,746			50,000		
Sewer Renovations	2-035-7054-000			80,000				
<b>Algonkian Cottages</b>								
Miscellaneous cottage improvements	2-040-6780-000			30,000	30,000	30,000	30,000	30,000
<b>Volcano Island Waterpark at Algonkian Park</b>								
Replace Waterpark equipment, slides, bucket etc.	2/20/6900					50,000	450,000	
<b>The Woodlands at Algonkian Park</b>								
Renovations - Conference Center Entrance and Road	2-030-6980-000	625,415	10,575					
Roof and HVAC renovations	2-030-6792-000			50,000				
<b>Beaverdam Reservoir</b>								
New park infrastructure and facility development	2-042-6542-000	250,000	250,000			200,000	200,000	200,000
<b>Brambleton Golf Course</b>								
Replace roof on proshop	2-055-6841-000	39,444						
<b>Bull Run Regional Park</b>								
Camping-Upgrade Electric	2-070-6355-000	9,840	4,798	255,000				
Camping-Water Service	2-070-7320-000	9,297	3,485				100,000	
Renovations-Camp Store Roof	2-070-6791-000			75,000				
Bull Run Maintenance Renovations	2-070-6850-000	117,664	1,700					
Bull Run Road Modification	2-070-7020-000	172,665		450,000				
<b>Atlantis Waterpark at Bull Run Park</b>								
Restroom Renovations	2-080-6753-000					75,000		
<b>Bull Run Light Show</b>								
Light Show Improvements	2-078-6226-000	50,182		50,000	75,000	75,000	75,000	75,000
<b>Bull Run Special Events Center</b>								
Replace box office building	2-075-6221-000				75,000			
<b>Cameron Run Regional Park</b>								
Winter Village	2-110-6226-000	103,680	149,109					

## CAPITAL FUND BUDGET

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	FY 2019	FY 19 PRIOR YEAR OBLIGATIONS	REVISED FY 2020 BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>Carlyle House Historic Park</b>								
Renovations - Building	2-130-6780-000	103,717	32,256	100,000	260,000			
<b>Fountainhead</b>								
Marina Building Renovations	2-140-6780-000	63,865				100,000		
<b>Gateway Regional Park</b>								
Trail Underpass Connection/Modifications	2-450-7213-000	1,167	7,035					
<b>Headquarters</b>								
Automated Systems	2-700-6120-000	51,065		75,000	75,000	75,000	75,000	75,000
Building Renovations	2-700-6780-000	900		5,000	5,000	5,000	5,000	5,000
<b>Hemlock Overlook Regional Park</b>								
Escrow Contribution	2-150-6536-000	33,211		15,000	15,000	15,000	15,000	15,000
Restroom Renovations	2-150-6780-000			50,000		50,000		
<b>Meadowlark Atrium and Event Services</b>								
Renovations - Building Interior and entrance improvements	2-170-6780-000	198,126				75,000		
Renovations - Roof and HVAC	2-170-6780-000				30,000	200,000		
<b>Meadowlark Botanical Gardens</b>								
Garden Development - Misc. Projects	2-180-6480-000	12,419		45,000	20,000	20,000	20,000	20,000
Garden Development-Repair and Enhance Garden Trails	2-180-7212-000				50,000			
Children's Garden	2-180-6235-000	14,959		234,485		50,000	50,000	
Greenhouse	2-180-6531-000	156						
Donation-Meadowlark Greenhouse Conservatory	2-180-6270-000	138,328	2,500	780,000				
Parking Expansion in Gardens	2-180-7020-000	609,997						
<b>Meadowlark Gardens Winter Walk of Lights</b>								
Light Show Improvements	2-185-6226-000	21,750		108,250	50,000	50,000	350,000	50,000
<b>Mount Defiance</b>								
Infrastructure	2/5/6908				20,000	20,000		100,000
<b>Occoquan Regional Park</b>								
Occoquan Jean R. Packard Center	2-210-6220-000	443,952	58,591	350,000				
Sewer Connection	2-210-7054-000			80,000				
Renovate Retaining Wall	2-210-6912-000	2,240		50,000				
Shoreline Improvements	2-210-6542-000	5,250						

# CAPITAL FUND BUDGET

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	FY 2019	FY 19 PRIOR YEAR OBLIGATIONS	REVISED FY 2020 BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>Pohick Bay Golf Course</b>								
Barn removal	2-240-6750-000			45,000				
<b>Pohick Bay Marina</b>								
Renovations - Dock	2-250-6823-000			50,000				
<b>Pohick Bay Regional Park</b>								
Renovations	2-260-6700-000			50,000		400,000		
Campground-Upgrade electric service	2-260-6355-000	314,311	215,565	10,000				
Renovations - Comfort Station	2-260-6820-000				80,000	80,000		
Connect to Public Water at Campground	2-260-7054-000	46,777	175,160	100,000				
<b>Potomac Overlook Regional Park</b>								
Building Renovations	2-300-6860-000	696						
<b>Rust Sanctuary</b>								
Improvements-New well	2-320-6390-000	35,549						
Nature pond	2-320-6700-000			5,000				
<b>Sandy Run Regional Park</b>								
Judges Stand	2-350-6524-000	29,706						
Boathouse-Replace Roof and Other Repairs	2-350-6754-000				150,000			
<b>Temple Hall Farm</b>								
Maize Improvements	2-380-6594-000	14,426		10,000	25,000	15,000	15,000	15,000
<b>Upton Hill Park Regional Park</b>								
Adventure Climbing Facility	2-400-6096-000	75,389	\$2,390	3,030,000				
Renovations - Mini Golf	2-400-6856-000				100,000			
Parking Expansion and Site Reforestation	2-400-6650-000	82,605		817,395				
<b>W&amp;OD Railroad Regional Park</b>								
Trail Improvements	2-450-7212-000	358,411	\$59,899	514,116	300,000	300,000	300,000	300,000
W&OD Dual Trails	2-450-7212-000			533,771	400,000			
W&OD Dual Trails - NVTA Grant	2-450-7212-001	72,147	\$310,919	3,183,123	400,000	3,300,000	3,300,000	
W&OD Dual Trails - VDOT Tap Grant	2-450-7212-002			548,250				
Sterling Blvd. Bridge Planning	2-450-6700-000							100,000

## CAPITAL FUND BUDGET

ACCOUNT DESCRIPTION	ACCOUNT NUMBER	FY 2019	FY 19 PRIOR YEAR OBLIGATIONS	REVISED FY 2020 BUDGET	FY 2021 BUDGET	FY 2022 BUDGET	FY 2023 BUDGET	FY 2024 BUDGET
<b>General Parks</b>								
ADA Improvements	2-000-6095-000	246,994	25,906	575,354	400,000	400,000	400,000	400,000
Capital Maintenance	2-000-6052-000	373,241	6,400	906,473	125,000	125,000	125,000	125,000
Equipment		884,708		900,000	975,000	900,000	900,000	900,000
Automated Systems	2-000-6120-000	7,569						
Interpretation	2-000-6543-000	10,456		20,000	30,000	30,000	30,000	30,000
Development Support	2-000-6340-010	524,191		548,967	576,415	605,236	635,498	667,273
	2-260-6790-000							
Campground Improvements	2-070-6790-000			50,000	50,000	50,000	50,000	50,000
Golf Course Improvements	2-000-6841-000	165,889		150,000	150,000	150,000	150,000	150,000
Park Branding/Informational Kiosks	2-000-6652-000			75,000				
Park Trail Improvements	2-000-7212-000			500,000	70,000	100,000		
Park Energy Projects	2-000-6358-000	43,002	39,212	30,000	40,000	50,000	50,000	50,000
Park Entrance Signs	2-000-6647-000	22,538		30,000				
	2-000-6660-000	31,299		230,000	235,000	240,000	245,000	250,000
Planning - General	2-000-6660-010	100,781						
Rental House Maintenance	2-000-6848-000	34,545		60,000	50,000	50,000	50,000	50,000
Riparian and Buffer Plantings	2-000-6976-000	29,676		60,000	30,000	30,000	30,000	30,000
Roads & Parking	2-000-7020-000	152,116		430,154	300,000	300,000	300,000	300,000
Waterpark Capital Maintenance/Repairs	2-000-7340-000	232,701		450,000	300,000	300,000	300,000	300,000
Future Park Facility Enhancements and Renovations	2-000-6585-000						647,449	1,552,034
Donations-General Expense	2-000-5175-000	49,360						
Donations-Meadowlark Special Expense	2-000-5185-030	31,837						
Donations-D. Turnage Endowment	2-000-5185-033	148						
Donations-Nature Nuts	2-000-5185-055	203						
<b>Subtotal Development including Equipment</b>		<b>7,068,350</b>	<b>1,542,038</b>	<b>17,796,223</b>	<b>5,621,415</b>	<b>8,715,236</b>	<b>8,927,947</b>	<b>5,869,307</b>
<b>LAND ACQUISITION</b>								
Land Acquisition	2-000-6051-000	460,864		3,715,000	400,000	400,000	400,000	400,000
<b>Subtotal Land Acquisition</b>		<b>460,864</b>	<b>0</b>	<b>3,715,000</b>	<b>400,000</b>	<b>400,000</b>	<b>400,000</b>	<b>400,000</b>
Interest transfer to General Fund	2-000-5900-000	233,407		18,000				
<b>TOTAL CAPITAL EXPENDITURES</b>		<b>7,762,621</b>	<b>1,542,038</b>	<b>21,529,223</b>	<b>6,021,415</b>	<b>9,115,236</b>	<b>9,327,947</b>	<b>6,269,307</b>



# SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b>Aldie Mill</b>					
<u>Renovations</u>					
Dam repair and new gates at the dam and mill	325,000		20,000		
<b>Algonkian Park</b>					
<u>Renovations</u>					
Repairs to aging sewer system	80,000				
<u>Development-Play Features</u>					
Installation of new play features throughout the park and ADA walkways			50,000		
<b>Algonkian Woodlands Event Center</b>					
<u>Renovations</u>					
Roof repairs and HVAC	50,000				
<b>Volcano Island Waterpark at Algonkian</b>					
<u>Renovations</u>					
Replace waterpark equipment, slides, and bucket			50,000	450,000	
<b>Algonkian Cottages</b>					
<u>Improvements</u>					
Miscellaneous cottage improvements	30,000	30,000	30,000	30,000	30,000
<b>Beaverdam Reservoir</b>					
<u>Development</u>					
New park infrastructure and facility development			200,000	200,000	200,000
<b>Bull Run Regional Park</b>					
<u>Campground Renovations</u>					
Campground electric and waterline upgrades and additions	255,000			100,000	
<u>Maintenance Renovations</u>					
Replace campstore roof	75,000				
<u>Road Modifications</u>					
Widen sections of park road to better accommodate light show and RV traffic.	450,000				
<b>Atlantis Waterpark at Bull Run</b>					
<u>Renovations</u>					
Restroom renovations			75,000		
<b>Bull Run Special Events</b>					
<u>Development - Box Office</u>					
Replace box office building		75,000			

## SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b>Bull Run Light Show</b>					
<u>Light Show Improvements</u>					
Additions and refurbishments to enhance light show and continuously provide new features	50,000	75,000	75,000	75,000	75,000
<b>Carlyle House Historic Park</b>					
<u>Renovations-Building and grounds</u>					
Stair and rail repairs, repairs to terrace concrete, replacement of chiller, and brick walkway renovations	100,000	260,000			
<b>Great Waves at Cameron Run</b>					
<u>Renovations</u>					
Repairs to concrete swimming pool support beams	25,000	100,000	100,000		
<b>The Winter Village at Cameron Run</b>					
<u>Development - Winter Village</u>					
Year round park facilities and parking renovations	650,885	30,000	30,000	30,000	30,000
<b>Fountainhead Regional Park</b>					
<u>Marina Building Renovations</u>					
Replace the deteriorated marina stairs and access routes from marina building to fishing piers and boat launch area			100,000		
<b>Headquarters</b>					
<u>Automated Systems</u>					
Miscellaneous automated system projects and improved technology	75,000	75,000	75,000	75,000	75,000
<u>Renovations - Building</u>					
Miscellaneous improvement projects	5,000	5,000	5,000	5,000	5,000
<b>Hemlock Overlook Regional Park</b>					
<u>Escrow Contribution</u>					
Annual contribution to Hemlock facilities renovation and major maintenance account	15,000	15,000	15,000	15,000	15,000
<u>Renovations</u>					
Restroom facility renovations	50,000		50,000		
<b>Meadowlark Atrium and Event Services</b>					
<u>Renovations-Building</u>					
Enhancements to aging design elements in the facility and entrance renovations			75,000		
<u>Renovations</u>					
Repair roof and HVAC equipment		30,000	200,000		

## SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b>Meadowlark Botanical Gardens</b>					
<u>Development</u>					
Miscellaneous garden development projects	45,000	20,000	20,000	20,000	20,000
<u>Trail System</u>					
Repairs and enhancements to garden trails		50,000			
<u>Children's Garden</u>					
Construction of additional elements of the children's garden	234,485		50,000	50,000	
<u>Development-Greenhouse Conservatory</u>					
Construction of new greenhouse	780,000				
<b>Meadowlark Gardens Winter Walk of Lights</b>					
<u>Light Show Improvements</u>					
New light displays and infrastructure improvements	108,250	50,000	50,000	350,000	50,000
<b>Mount Defiance</b>					
<u>Renovations</u>					
Miscellaneous repairs and renovations to structures		20,000	20,000		100,000
<b>Occoquan Regional Park</b>					
<u>Occoquan Jean R. Packard Center</u>					
Completion of the Packard Center and other park facilities	350,000				
<u>Improvements-Retaining Wall</u>					
Repairs to the retaining wall adjacent to River View and the historic culvert headwalls allonside park entrance	50,000				
<u>Improvements-Sewer</u>					
Contributions to Fairfax County Solid Waste Program	80,000				
<b>Pohick Bay Regional Park</b>					
<u>Renovations-Campground electric</u>					
Upgrade and expand campground electrical system	10,000				
<u>Renovations-Campground water</u>					
Improvements to park water system	100,000				
<u>Renovations</u>					
Various renovation such as parking expansion, camp facilities at overflow, Stribling property, and campstore	50,000		400,000		
<u>Renovations-Comfort Station</u>					
Renovate Comfort Station #1 and Comfort Station #2		80,000	80,000		

## SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b>Pohick Bay Marina</b>					
<u>Renovations-Dock</u>					
Many of the stringers and supports on boat launch dock need repairs and replacement	50,000				
<b>Pohick Bay Golf Course</b>					
<u>Removal-Barn</u>					
The Barn has become a safety hazard and would be extremely expensive to restore	45,000				
<b>Rust Sanctuary</b>					
<u>Renovations</u>					
Analysis of nature pond dam to determine repairs	5,000				
<b>Sandy Run Regional Park</b>					
<u>Renovations-Boathouse</u>					
Replace roofs on boathouses #1 and #3		150,000			
<b>Temple Hall Regional Park</b>					
<u>Maize Improvements</u>					
Additional maize features, improvements, and new attractions	10,000	25,000	15,000	15,000	15,000
<b>Upton Regional Park</b>					
<u>Development-Climbing Course</u>					
Design, permit and construct adventure/climbing course	3,030,000				
<u>Renovations-Mini Golf</u>					
Renovations and sprucing up of miniature golf course		100,000			
<u>Improvements</u>					
Parking lot expansion and park reforestation project	817,395				
<b>W&amp;OD Trail</b>					
<u>Trail Improvements</u>					
Miscellaneous trail improvements and paving renovations	514,116	300,000	300,000	300,000	300,000
<u>Development -Sterling Boulevard Bridge</u>					
Funds to assist Loudoun County with planning of grade separated crossing					100,000
<u>Development - Dual Trails</u>					
Dual trail construction in Falls Church - NVTA Grant	3,183,123				
<u>Development - Dual Trails</u>					
Dual trail construction in Falls Church - VDOT TAP Grant	548,250				
<u>Development - Dual Trails</u>					
Dual trail construction in Falls Church - NOVA Parks	533,771	400,000			
<u>Development - Dual Trails</u>					
Dual trail construction in Arlington		400,000	3,300,000	3,300,000	

## SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b><u>ADA Improvements</u></b>					
Miscellaneous improvements to meet ADA standards and make facilities more accessible	575,354	400,000	400,000	400,000	400,000
<b><u>Park Development Support</u></b>					
This account funds portions of salaries and benefits of staff that directly manage capital projects	548,967	576,415	605,236	635,498	667,273
<b><u>Campground Improvements</u></b>					
Miscellaneous improvements to NOVA Parks camping facilities	50,000	50,000	50,000	50,000	50,000
<b><u>Golf Course Improvements</u></b>					
Miscellaneous capital improvements to all three golf courses	150,000	150,000	150,000	150,000	150,000
<b><u>Capital Maintenance</u></b>					
Funds for renovations and upgrades to aging park facilities	906,473	125,000	125,000	125,000	125,000
<b><u>Interpretation</u></b>					
Miscellaneous interpretive projects throughout the park system	20,000	30,000	30,000	30,000	30,000
<b><u>Park Branding/Informational Kiosks</u></b>					
Funds for the design and installation of uniform informational kiosks near the entrances of our major parks	75,000				
<b><u>Park Energy Projects</u></b>					
Various improvements throughout park system to reduce energy costs	30,000	40,000	50,000	50,000	50,000
<b><u>Park Signs</u></b>					
Various new park entrance signs	30,000				
<b><u>Park General Planning</u></b>					
This account funds salary and benefits of NVRPA's strategic initiatives project planner, and miscellaneous planning projects	230,000	235,000	240,000	245,000	250,000
<b><u>Park Rental House Improvements</u></b>					
Miscellaneous improvements to park rental houses	60,000	50,000	50,000	50,000	50,000
<b><u>Park Riparian and Buffer Plantings</u></b>					
Plant trees and vegetation to enhance and improve habitats at various parks	60,000	30,000	30,000	30,000	30,000
<b><u>Park Road and Parking Renovations</u></b>					
Miscellaneous improvements to road and parking areas throughout the park system	430,154	300,000	300,000	300,000	300,000

## SUMMARY OF CAPITAL FUND PROJECTS

	<u>FY 2020</u> Revised	<u>FY 2021</u>	<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
<b><u>Waterpark Capital Maintenance</u></b>					
Miscellaneous waterpark repairs and renovations	450,000	300,000	300,000	300,000	300,000
<b><u>Future Park Facility Enhancements and Renovations</u></b>					
Funds to be allocated for future park projects				647,449	1,552,034
<b><u>Park Trails</u></b>					
Major improvements to natural surface trail networks at various parks including Bull Run, Occoquan and Fountainhead	500,000	70,000	100,000		
<b><u>Equipment</u></b>					
Includes new and replacement equipment at all parks, Central Maintenance and Headquarters	900,000	975,000	900,000	900,000	900,000
<b><u>Park Land and Easement Acquisition</u></b>					
Provide funds for various land and easement acquisition projects	3,715,000	400,000	400,000	400,000	400,000
<b>TOTAL CAPITAL PROJECTS</b>	<b>21,511,223</b>	<b>6,021,415</b>	<b>9,115,236</b>	<b>9,327,947</b>	<b>6,269,307</b>
Interest transfer to the General Fund	18,000	0	0	0	0
<b>TOTAL CAPITAL EXPENDITURES</b>	<b>21,529,223</b>	<b>6,021,415</b>	<b>9,115,236</b>	<b>9,327,947</b>	<b>6,269,307</b>



## HISTORY OF NOVA PARKS

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NOVA Parks (Northern Virginia Regional Park Authority) has been serving the citizens of Northern Virginia for more than 60 years.

In 1959, several jurisdictions had athletic-focused recreation departments. But with the fast pace of development at this time, there was concern that many of the most important natural areas were being lost. Civic leaders like Mary Cook Hackman from Arlington, Walter Mess from Falls Church and Ira Gabrielson from Fairfax County worked with the General Assembly to secure authorization for a regional park authority, and with local government leaders to create the Northern Virginia Regional Park Authority. Over time, it grew to include the counties of Arlington, Fairfax and Loudoun, and the cities of Alexandria, Fairfax and Falls Church.

With over 12,000 acres of parkland, half of it is along major rivers and waterways. This provides close to 50 miles of waterfront. The conservation ethos can be seen in the diversity of species protected and the cutting edge environmental management employed by NOVA Parks.

Forty years ago, there were three other multi-jurisdictional park authorities in Virginia. While they had lands, these other park authorities had not created a sustainable funding model. Starting in the mid-1960s, park-based enterprises started contributing to the funding for NOVA Parks. By FY 2021, over 87% of the operating funding will come from internal park enterprises. These enterprises represent a highly diverse portfolio including: golf, water parks, event venues & catering, camping, special events and other activities.

Today the brand of NOVA Parks is known for a number of things. Partnerships have been key to the expansion of the park system over the last few decades. Creating truly unique destinations helps drive tourism and build a vibrant community. Entertainment offerings like the annual holiday light shows, fall festival and special events draw hundreds of thousands into the parks. Supporting cultural diversity through festivals, historic interpretation and programs helps build an inclusive region. Engaging people in nature through over 100 miles of trails, summer camps, roving naturalists and other programs, fosters a connection between people and the natural world.

The Northern Virginia region has an identity of being forward thinking, technologically savvy, cosmopolitan and leaders in many ways. NOVA Parks as one of the earliest regional groups helped build the identity of Northern Virginia over the decades. As the stewards of many of the most iconic places of our region, NOVA Parks is proud to be a positive force within the region and within the field of parks and recreation.



# FACILITY FEATURES GUIDE

## FEATURES GUIDE

FACILITIES	PARKS																										
	Aldie Mill / Mt. Defiance / Goose Creek	Algonkian	Ball's Bluff - an Upper Potomac Property	Beaverdam Property	Blue Ridge Park	Brambleton	Bull Run Marina	Bull Run Park	Bull Run Shooting Center	Cameron Run	Carlyle House	Fountainhead / Webb Sanctuary	Gateway	Hemlock Overlook *	Meadowlark Gardens	Mt. Zion / Gilbert's Corner Properties	Occoquan	Pohick Bay	Potomac Overlook	Red Rock - an Upper Potomac Property	Rust Manor House & Sanctuary	Sandy Run	Temple Hall Farm	Tinner Hill	Upton Hill	White's Ford	W&OD
18-Hole Golf Course/Driving Range		X			X													X									
Family Vacation Cabins							X											X									
Family Vacation Cottages		X																									
Mini-Golf Course		X							X	X							X								X		
Disc Golf Course							X											X									
Outdoor Swimming Pool		X					X	X										X							X		
Wave Pool								X																			
Water Slide		X					X	X										X							X		
Water Play Ground		X					X	X										X							X		
Rental Picnic Shelters / Picnic Areas		X					X	X		X	X						X	X	X				X	X	X		
Camping-Family & Group					X		X											X									
Meeting & Reception Room(s)	X	X								X					X	X	X	X	X		X		X				
Gazebos for Weddings		X			X					X					X	X					X						
Crew Practice & Racing		X	X		X																		X				
Boat/RV Storage		X					X											X	X								
Boat Launch		X	X		X						X						X	X								X	
Jon Boat Rentals											X																
Electric Motor Rentals											X																
Fishing Pier									X	X																	
Canoe/Kayak Rentals											X						X	X									
Sporting Clays, Skeet & Trap								X																			
Archery Range								X																			
Archery & Gun Pro Shop								X																			
Food/Drink Concessions		X			X	X	X	X	X	X	X				X	X	X	X	X						X		
Historic Battlefield	X	X														X											
Historic Church																X											
Historic Museum	X									X																	
Holiday Light Show							X	X							X												
Skating Rink								X																			
Interpretive Farm																								X			
Special Events Center							X																				
Nature Center															X			X	X								
Outdoor Learning Center														X													
Walking/Hiking Trails	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Horse Trails		X	X			X	X				X	X					X	X									X
Multi-Use Paved Trails		X															X	X							X	X	
Mountain Bike Trails											X																X
Soccer Fields		X					X																				
Play Grounds		X					X	X									X	X	X				X	X		X	X
Softball / Baseball Fields																	X										
Batting Cage									X								X								X		
Visitor's Center															X								X				
Volleyball Court		X																									
Botanical / Display Gardens										X					X				X								

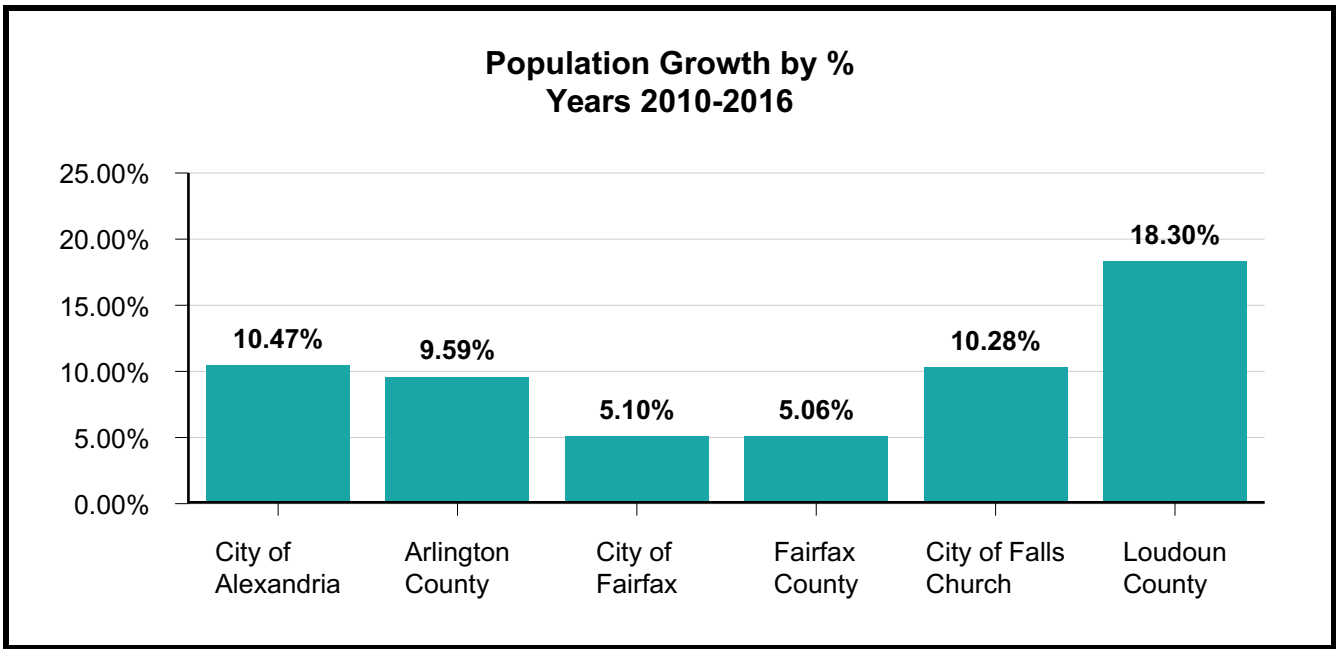
\* Hemlock Overlook is operated in cooperation with Adventure Links

## REGIONAL DEMOGRAPHICS

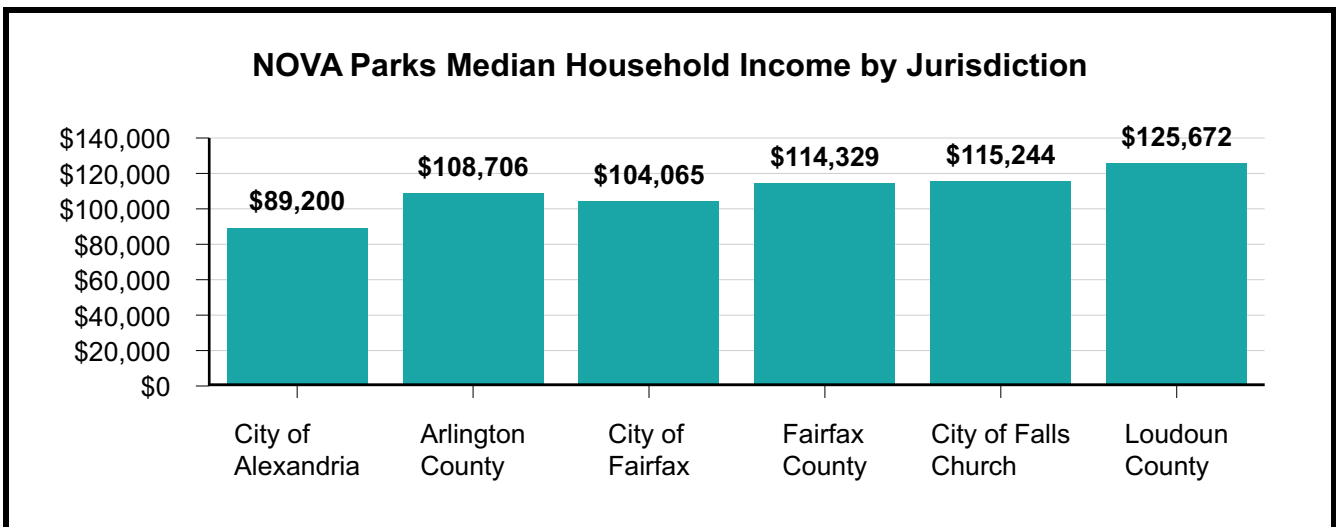
The jurisdictions of NOVA Parks include the counties of Arlington, Fairfax and Loudoun and the cities of Alexandria, Fairfax, and Falls Church.

City of Alexandria -	157,288
Arlington County -	231,610
City of Fairfax -	23,827
Fairfax County -	1,144,636
City of Falls Church -	13,868
Loudoun County -	386,279
<b>Total Population -</b>	<b>1,957,508</b>

This population information may differ from the population used to determine member jurisdiction appropriations in this budget.

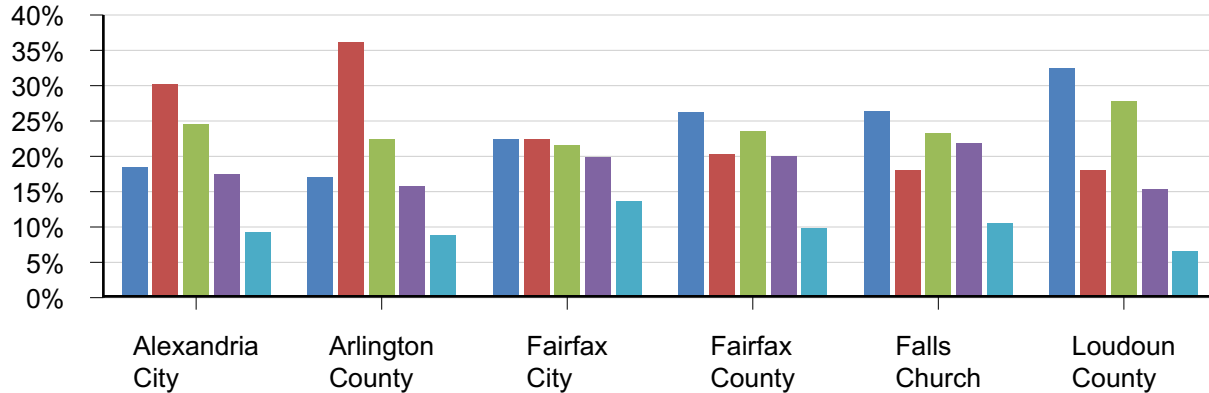


The jurisdictions' that make up NOVA Parks, population grew by 8.68% from 2010 through 2016. The most notable jurisdiction is Loudoun County which increased by 18.3%



# REGIONAL DEMOGRAPHICS

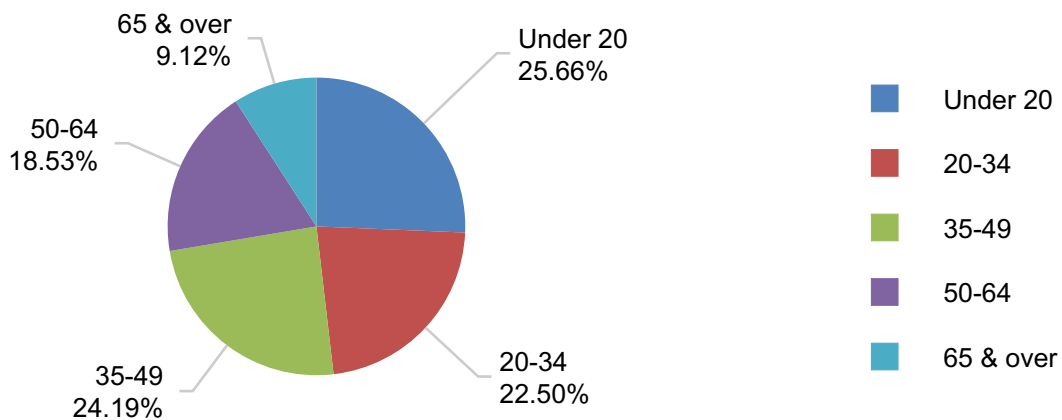
## Age of Population by Jurisdiction



	Alexandria City	Arlington County	Fairfax City	Fairfax County	Falls Church	Loudoun County
Under 20	18.4%	17.0%	22.4%	26.3%	26.4%	32.4%
20-34	30.2%	36.2%	22.4%	20.3%	18.0%	18.0%
35-49	24.6%	22.4%	21.5%	23.6%	23.3%	27.8%
50-64	17.4%	15.7%	19.9%	20.0%	21.8%	15.4%
65 & over	9.2%	8.8%	13.6%	9.8%	10.5%	6.5%

It is important for NOVA Parks to be aware of the unique characteristics that define each of our jurisdictions. In respect to population age, Loudoun County has the highest concentration of children, with 32.4% of the population under 20. The age range of 20-34 is most prevalent in Arlington County (36.2%) and the City of Alexandria (30.2%).

## Age of Population in Total



The age of the population in total is fairly evenly split between the under 20, 20-34, and the 35-49 age groups with just over 70% of the population in these age groups. The 50-64 age groups with almost 19% of the population and the 65-Over at approximately 9%.

## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>ENTERPRISE FUND BY PARK</b>					
<b>Aldie Mill Historic Park/Mt. Defiance Historic Park</b>					
Aldie Mill Revenues	\$ 27,688	\$ 36,423	\$ 34,550	\$ 41,200	\$ 26,000
<b>Total Revenues</b>	<b>\$ 27,688</b>	<b>\$ 36,423</b>	<b>\$ 34,550</b>	<b>\$ 41,200</b>	<b>\$ 26,000</b>
Aldie Mill Expenses	\$ 144,091	\$ 163,270	\$ 170,033	\$ 186,304	\$ 171,013
<b>Total Expenses</b>	<b>\$ 144,091</b>	<b>\$ 163,270</b>	<b>\$ 170,033</b>	<b>\$ 186,304</b>	<b>\$ 171,013</b>
<b>Operating Income (Loss)</b>	<b>\$ (116,403)</b>	<b>\$ (126,847)</b>	<b>\$ (135,483)</b>	<b>\$ (145,104)</b>	<b>\$ (145,013)</b>
<b>Algonkian Regional Park</b>					
<b>Revenue</b>					
Algonkian Park	\$ 259,551	\$ 245,449	\$ 247,900	\$ 280,900	\$ 221,550
Algonkian Golf	983,597	817,700	1,163,000	1,164,000	1,127,000
Volcano Island Waterpark at Algonkian	454,056	458,636	553,856	594,000	136,925
The Woodlands at Algonkian Park	527,950	721,522	581,770	719,462	432,477
Algonkian Cottages	298,482	279,609	340,600	340,600	323,600
<b>Total Revenues</b>	<b>\$ 2,523,637</b>	<b>\$ 2,522,917</b>	<b>\$ 2,887,126</b>	<b>\$ 3,098,962</b>	<b>\$ 2,241,552</b>
<b>Expenses</b>					
Algonkian Park	\$ 569,598	\$ 604,756	\$ 620,136	\$ 680,011	\$ 633,781
Algonkian Golf	981,477	974,183	1,064,861	1,118,685	1,082,475
Volcano Island Waterpark at Algonkian	282,933	258,334	317,169	341,700	102,294
The Woodlands at Algonkian Park	344,107	442,932	375,400	474,618	361,859
Algonkian Cottages	182,885	186,933	211,802	230,697	224,330
<b>Total Expenses</b>	<b>\$ 2,361,000</b>	<b>\$ 2,467,139</b>	<b>\$ 2,589,369</b>	<b>\$ 2,845,711</b>	<b>\$ 2,404,738</b>
<b>Operating Income (Loss)</b>	<b>\$ 162,637</b>	<b>\$ 55,778</b>	<b>\$ 297,756</b>	<b>\$ 253,251</b>	<b>\$ (163,186)</b>
<b>Blue Ridge Regional Park</b>					
Blue Ridge Park Revenues	\$ 6,312	\$ 6,593	\$ 6,500	\$ 6,500	\$ 4,875
<b>Total Revenues</b>	<b>\$ 6,312</b>	<b>\$ 6,593</b>	<b>\$ 6,500</b>	<b>\$ 6,500</b>	<b>\$ 4,875</b>
Blue Ridge Park Expenses	\$ 3,991	\$ 4,899	\$ 6,700	\$ 6,700	\$ 6,700
<b>Total Expenses</b>	<b>\$ 3,991</b>	<b>\$ 4,899</b>	<b>\$ 6,700</b>	<b>\$ 6,700</b>	<b>\$ 6,700</b>
<b>Operating Income (Loss)</b>	<b>\$ 2,321</b>	<b>\$ 1,694</b>	<b>\$ (200)</b>	<b>\$ (200)</b>	<b>\$ (1,825)</b>
<b>Beaverdam Property</b>					
Beaverdam Revenues	\$ 26	\$ (22)	\$ 10,000	\$ 8,000	\$ 5,000
<b>Total Revenues</b>	<b>\$ 26</b>	<b>\$ (22)</b>	<b>\$ 10,000</b>	<b>\$ 8,000</b>	<b>\$ 5,000</b>
Beaverdam Expenses	\$ 15,230	\$ 7,845	\$ 40,671	\$ 41,449	\$ 24,439
<b>Total Expenses</b>	<b>\$ 15,230</b>	<b>\$ 7,845</b>	<b>\$ 40,671</b>	<b>\$ 41,449</b>	<b>\$ 24,439</b>
<b>Operating Income (Loss)</b>	<b>(\$15,205)</b>	<b>(\$7,867)</b>	<b>(\$30,671)</b>	<b>(\$33,449)</b>	<b>(\$19,439)</b>
<b>Brambleton Golf Course</b>					
Brambleton Revenues	\$ 1,403,520	\$ 1,411,572	\$ 1,533,700	\$ 1,568,140	\$ 1,524,540
<b>Total Revenues</b>	<b>\$ 1,403,520</b>	<b>\$ 1,411,572</b>	<b>\$ 1,533,700</b>	<b>\$ 1,568,140</b>	<b>\$ 1,524,540</b>
Brambleton Expenses	\$ 1,259,869	\$ 1,265,841	\$ 1,355,815	\$ 1,405,434	\$ 1,297,464
<b>Total Expenses</b>	<b>\$ 1,259,869</b>	<b>\$ 1,265,841</b>	<b>\$ 1,355,815</b>	<b>\$ 1,405,434</b>	<b>\$ 1,297,464</b>
<b>Operating Income (Loss)</b>	<b>\$ 143,651</b>	<b>\$ 145,731</b>	<b>\$ 177,885</b>	<b>\$ 162,706</b>	<b>\$ 227,076</b>

## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>Bull Run Regional Park</b>					
<b>Revenue</b>					
Bull Run Regional Park	\$ 944,968	\$ 992,308	\$ 1,072,600	\$ 1,134,600	\$ 1,039,060
Atlantis Waterpark at Bull Run	495,840	519,831	565,718	606,600	142,060
Bull Run Special Events Center	171,654	160,625	230,000	235,000	168,000
Bull Run Light Show	1,105,713	1,023,739	1,135,000	1,148,000	1,148,000
<b>Total Revenues</b>	<b>\$ 2,718,175</b>	<b>\$ 2,696,503</b>	<b>\$ 3,003,318</b>	<b>\$ 3,124,200</b>	<b>\$ 2,497,120</b>
<b>Expenses</b>					
<b>Bull Run Regional Park</b>					
Bull Run Regional Park	\$ 952,273	\$ 1,088,934	\$ 1,118,038	\$ 1,205,035	\$ 1,156,192
Atlantis Waterpark at Bull Run	335,403	347,846	349,316	380,434	109,663
Bull Run Special Events Center	169,836	166,743	184,553	192,649	171,502
Bull Run Light Show	338,939	400,495	404,828	416,439	407,946
<b>Total Expenses</b>	<b>\$ 1,796,451</b>	<b>\$ 2,004,018</b>	<b>\$ 2,056,735</b>	<b>\$ 2,194,557</b>	<b>\$ 1,845,303</b>
<b>Operating Income (Loss)</b>	<b>\$ 921,724</b>	<b>\$ 692,485</b>	<b>\$ 946,583</b>	<b>\$ 929,643</b>	<b>\$ 651,817</b>
<b>Bull Run Shooting Center</b>					
Bull Run Shooting Center Revenues	\$ 1,149,440	\$ 1,125,940	\$ 1,236,500	\$ 1,243,500	\$ 1,243,500
<b>Total Revenues</b>	<b>\$ 1,149,440</b>	<b>\$ 1,125,940</b>	<b>\$ 1,236,500</b>	<b>\$ 1,243,500</b>	<b>\$ 1,243,500</b>
Bull Run Shooting Center Expenses	\$ 894,466	\$ 964,703	\$ 1,036,937	\$ 1,058,131	\$ 1,035,701
<b>Total Expenses</b>	<b>\$ 894,466</b>	<b>\$ 964,703</b>	<b>\$ 1,036,937</b>	<b>\$ 1,058,131</b>	<b>\$ 1,035,701</b>
<b>Operating Income (Loss)</b>	<b>\$ 254,973</b>	<b>\$ 161,237</b>	<b>\$ 199,563</b>	<b>\$ 185,369</b>	<b>\$ 207,799</b>
<b>Cameron Run Regional Park</b>					
<b>Revenue</b>					
Cameron Run Park	\$ 103,927	\$ 89,320	\$ 149,500	\$ 139,500	\$ 131,750
The Winter Village at Cameron Run	0	0	200,600	273,500	273,500
Great Waves Waterpark at Cameron Run	1,607,562	1,764,609	1,954,951	2,022,203	453,700
<b>Total Revenues</b>	<b>\$ 1,711,489</b>	<b>\$ 1,853,929</b>	<b>\$ 2,305,051</b>	<b>\$ 2,435,203</b>	<b>\$ 858,950</b>
<b>Expenses</b>					
Cameron Run Park	\$ 366,630	\$ 367,191	\$ 410,055	\$ 399,244	\$ 379,663
The Winter Village at Cameron Run	0	0	143,192	177,781	175,301
Great Waves Waterpark at Cameron Run	1,030,070	998,063	1,154,678	1,195,814	445,713
<b>Total Expenses</b>	<b>\$ 1,396,701</b>	<b>\$ 1,365,254</b>	<b>\$ 1,707,925</b>	<b>\$ 1,772,838</b>	<b>\$ 1,000,677</b>
<b>Operating Income (Loss)</b>	<b>\$ 314,788</b>	<b>\$ 488,675</b>	<b>\$ 597,126</b>	<b>\$ 662,365</b>	<b>\$ (141,727)</b>
<b>Carlyle House Historic Park</b>					
Carlyle House Revenues	\$ 105,773	\$ 93,688	\$ 109,276	\$ 108,138	\$ 98,678
<b>Total Revenues</b>	<b>\$ 105,773</b>	<b>\$ 93,688</b>	<b>\$ 109,276</b>	<b>\$ 108,138</b>	<b>\$ 98,678</b>
Carlyle House Expenses	\$ 322,744	\$ 343,138	\$ 337,956	\$ 327,333	\$ 311,809
<b>Total Expenses</b>	<b>\$ 322,744</b>	<b>\$ 343,138</b>	<b>\$ 337,956</b>	<b>\$ 327,333</b>	<b>\$ 311,809</b>
<b>Operating Income (Loss)</b>	<b>(\$216,972)</b>	<b>(\$249,450)</b>	<b>(\$228,680)</b>	<b>(\$219,195)</b>	<b>(\$213,131)</b>

## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>Bull Run Marina/Fountainhead/Sandy Run Parks</b>					
<b>Revenue</b>					
Bull Run Marina	\$ 21,030	\$ 16,169	\$ 20,645	\$ 23,145	\$ 23,145
Fountainhead	261,811	273,053	298,912	306,412	305,412
Sandy Run Regional Park	283,101	230,492	266,192	<b>270,692</b>	265,692
<b>Total Revenues</b>	<b>\$ 565,942</b>	<b>\$ 519,714</b>	<b>\$ 585,749</b>	<b>\$ 600,249</b>	<b>\$ 594,249</b>
<b>Expenses</b>					
Bull Run Marina	\$ 26,868	\$ 25,352	\$ 29,152	\$ 34,760	\$ 33,329
Fountainhead	202,633	211,638	242,144	253,624	241,915
Sandy Run Regional Park	150,050	187,066	182,501	<b>195,613</b>	185,836
<b>Total Expenses</b>	<b>\$ 379,551</b>	<b>\$ 424,056</b>	<b>\$ 453,797</b>	<b>\$ 483,997</b>	<b>\$ 461,080</b>
<b>Operating Income (Loss)</b>	<b>\$ 186,391</b>	<b>\$ 95,658</b>	<b>\$ 131,952</b>	<b>\$ 116,252</b>	<b>\$ 133,169</b>
<b>Hemlock Overlook Regional Park</b>					
Hemlock Overlook Revenues	\$ 76,535	\$ 75,768	\$ 75,768	<b>\$ 75,768</b>	\$ 75,768
<b>Total Revenues</b>	<b>\$ 76,535</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>	<b>\$ 75,768</b>
Hemlock Overlook Expenses	\$ 1,120	\$ 2,658	\$ 2,400	\$ 2,400	\$ 2,400
<b>Total Expenses</b>	<b>\$ 1,120</b>	<b>\$ 2,658</b>	<b>\$ 2,400</b>	<b>\$ 2,400</b>	<b>\$ 2,400</b>
<b>Operating Income (Loss)</b>	<b>\$ 75,415</b>	<b>\$ 73,110</b>	<b>\$ 73,368</b>	<b>\$ 73,368</b>	<b>\$ 73,368</b>
<b>Meadowlark Botanical Gardens</b>					
<b>Revenue</b>					
Meadowlark Gardens	\$ 393,548	\$ 457,377	\$ 366,500	\$ 437,500	\$ 427,100
Meadowlark Gardens Winter Walk of Lights	986,865	898,705	924,117	932,117	932,117
Meadowlark Atrium and Event Services	2,109,001	1,967,117	2,046,140	2,091,962	1,189,058
<b>Total Revenues</b>	<b>\$ 3,489,414</b>	<b>\$ 3,323,199</b>	<b>\$ 3,336,757</b>	<b>\$ 3,461,579</b>	<b>\$ 2,548,275</b>
<b>Expenses</b>					
Meadowlark Gardens	\$ 937,142	\$ 997,087	\$ 1,082,390	\$ 1,157,601	\$ 1,119,061
Meadowlark Gardens Winter Walk of Lights	191,392	200,379	269,171	289,161	284,494
Meadowlark Atrium and Event Services	1,264,102	1,157,588	1,231,457	1,311,229	1,008,140
<b>Total Expenses</b>	<b>\$ 2,392,636</b>	<b>\$ 2,355,054</b>	<b>\$ 2,583,017</b>	<b>\$ 2,757,991</b>	<b>\$ 2,411,695</b>
<b>Operating Income (Loss)</b>	<b>\$ 1,096,778</b>	<b>\$ 968,145</b>	<b>\$ 753,740</b>	<b>\$ 703,588</b>	<b>\$ 136,581</b>
<b>Mt. Zion Historic Park/Gilbert's Corner Regional Park</b>					
Mt. Zion Historic Park/Gilbert's Corner Regional Park	\$ 2,565	\$ 1,664	\$ 2,464	\$ 2,464	\$ 1,864
<b>Total Revenues</b>	<b>\$ 2,565</b>	<b>\$ 1,664</b>	<b>\$ 2,464</b>	<b>\$ 2,464</b>	<b>\$ 1,864</b>
Mt. Zion Historic Park/Gilbert's Corner Regional Park	\$ 13,479	\$ 13,679	\$ 18,000	\$ 18,000	\$ 17,250
<b>Total Expenses</b>	<b>\$ 13,479</b>	<b>\$ 13,679</b>	<b>\$ 18,000</b>	<b>\$ 18,000</b>	<b>\$ 17,250</b>
<b>Operating Income (Loss)</b>	<b>(\$10,914)</b>	<b>(\$12,015)</b>	<b>(\$15,536)</b>	<b>(\$15,536)</b>	<b>(\$15,386)</b>

## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>Occoquan Regional Park</b>					
<b>Revenue</b>					
Occoquan Park	\$ 759,436	\$ 198,896	\$ 227,200	\$ 256,700	\$ 235,450
The River View at Occoquan	150	1,445,118	1,822,837	2,055,340	1,753,017
Brickmakers Café at Occoquan	2,858	315,243	234,000	394,500	288,500
Brickmakers Catering and Event Services	366,167	381,314	421,832	426,832	201,932
<b>Total Revenues</b>	<b>\$ 1,128,611</b>	<b>\$ 2,340,571</b>	<b>\$ 2,705,869</b>	<b>\$ 3,133,372</b>	<b>\$ 2,478,899</b>
<b>Expenses</b>					
Occoquan Park	\$ 1,006,254	\$ 418,704	\$ 435,823	\$ 471,637	\$ 452,458
The River View at Occoquan	28,699	1,453,837	1,854,021	2,093,926	1,746,232
Brickmakers Café at Occoquan	3,362	259,120	202,816	351,925	274,730
Brickmakers Catering and Event Services	291,055	302,101	366,542	366,914	231,739
<b>Total Expenses</b>	<b>\$ 1,329,370</b>	<b>\$ 2,433,762</b>	<b>\$ 2,859,203</b>	<b>\$ 3,284,402</b>	<b>\$ 2,705,158</b>
<b>Operating Income (Loss)</b>	<b>(\$200,759)</b>	<b>(\$93,192)</b>	<b>(\$153,334)</b>	<b>(\$151,030)</b>	<b>(\$226,259)</b>
<b>Pohick Bay Regional Park</b>					
<b>Revenue</b>					
Pohick Bay Regional Park	\$ 886,622	\$ 953,139	\$ 983,268	\$ 1,070,402	\$ 994,782
Pohick Bay Golf Course	1,009,554	988,697	1,094,300	1,109,300	1,085,300
Pohick Bay Marina	237,401	249,711	251,000	261,000	256,750
Pirate's Cover Waterpark at Pohick Bay	563,261	595,549	616,683	690,200	163,500
<b>Total Revenues</b>	<b>\$ 2,696,838</b>	<b>\$ 2,787,096</b>	<b>\$ 2,945,251</b>	<b>\$ 3,130,902</b>	<b>\$ 2,500,332</b>
<b>Expenses</b>					
Pohick Bay Regional Park	\$ 791,515	\$ 949,580	\$ 995,147	\$ 1,024,310	\$ 981,806
Pohick Bay Golf Course	981,091	943,813	1,020,997	1,047,239	1,014,680
Pohick Bay Marina	38,554	52,134	59,655	66,178	64,946
Pirate's Cover Waterpark at Pohick Bay	341,031	364,528	353,950	382,633	113,071
<b>Total Expenses</b>	<b>\$ 2,152,191</b>	<b>\$ 2,310,056</b>	<b>\$ 2,429,749</b>	<b>\$ 2,520,360</b>	<b>\$ 2,174,503</b>
<b>Operating Income (Loss)</b>	<b>\$ 544,647</b>	<b>\$ 477,040</b>	<b>\$ 515,502</b>	<b>\$ 610,542</b>	<b>\$ 325,829</b>
<b>Potomac Overlook Regional Park</b>					
Potomac Overlook Revenues	\$ 124,039	\$ 160,391	\$ 125,700	\$ 140,750	\$ 98,000
<b>Total Revenues</b>	<b>\$ 124,039</b>	<b>\$ 160,391</b>	<b>\$ 125,700</b>	<b>\$ 140,750</b>	<b>\$ 98,000</b>
Potomac Overlook Expenses	\$ 281,390	\$ 284,132	\$ 307,122	\$ 308,999	\$ 288,517
<b>Total Expenses</b>	<b>\$ 281,390</b>	<b>\$ 284,132</b>	<b>\$ 307,122</b>	<b>\$ 308,999</b>	<b>\$ 288,517</b>
<b>Operating Income (Loss)</b>	<b>(\$157,351)</b>	<b>(\$123,742)</b>	<b>(\$181,422)</b>	<b>(\$168,249)</b>	<b>(\$190,517)</b>
<b>Rust Sanctuary</b>					
Rust Sanctuary Revenues	\$ 1,241,099	\$ 1,042,899	\$ 1,147,400	\$ 1,098,250	\$ 800,800
<b>Total Revenues</b>	<b>\$ 1,241,099</b>	<b>\$ 1,042,899</b>	<b>\$ 1,147,400</b>	<b>\$ 1,098,250</b>	<b>\$ 800,800</b>
Rust Sanctuary Expenses	\$ 852,932	\$ 778,833	\$ 883,502	\$ 895,217	\$ 751,136
<b>Total Expenses</b>	<b>\$ 852,932</b>	<b>\$ 778,833</b>	<b>\$ 883,502</b>	<b>\$ 895,217</b>	<b>\$ 751,136</b>
<b>Operating Income (Loss)</b>	<b>\$ 388,167</b>	<b>\$ 264,065</b>	<b>\$ 263,898</b>	<b>\$ 203,033</b>	<b>\$ 49,664</b>

## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>Upper Potomac Properties</b>					
Upper Potomac Properties Revenues	\$ 27,211	\$ 27,697	\$ 28,800	\$ 28,800	\$ 28,800
Springdale Revenues	\$ 16,377	\$ 17,660	\$ 15,140	\$ 15,140	\$ 15,140
<b>Total Revenues</b>	<b>\$ 43,588</b>	<b>\$ 45,356</b>	<b>\$ 43,940</b>	<b>\$ 43,940</b>	<b>\$ 43,940</b>
Upper Potomac Properties Expenses	\$ 135,467	\$ 138,420	\$ 151,948	\$ 156,326	\$ 150,019
Springdale Expenses	\$ 84	\$ 2,569	\$ 10,000	\$ 10,000	\$ 10,000
<b>Total Expenses</b>	<b>\$ 135,551</b>	<b>\$ 140,989</b>	<b>\$ 161,948</b>	<b>\$ 166,326</b>	<b>\$ 160,019</b>
<b>Operating Income (Loss)</b>	<b>\$ (91,963)</b>	<b>\$ (95,632)</b>	<b>\$ (118,008)</b>	<b>\$ (122,386)</b>	<b>\$ (116,079)</b>
<b>Upton Hill Regional Park</b>					
<b>Revenues</b>					
Upton Hill Park	\$ 233,947	\$ 221,427	\$ 241,350	\$ 569,211	\$ 241,100
Ocean Dunes Waterpark at Upton Hill	\$ 541,993	\$ 602,691	\$ 621,731	\$ 686,100	\$ 153,320
<b>Total Revenues</b>	<b>\$ 775,940</b>	<b>\$ 824,118</b>	<b>\$ 863,081</b>	<b>\$ 1,255,311</b>	<b>\$ 394,420</b>
<b>Expenses</b>					
Upton Hill Park	\$ 323,636	\$ 324,533	\$ 359,776	\$ 605,217	\$ 386,135
Ocean Dunes Waterpark at Upton Hill	\$ 307,639	\$ 328,338	\$ 316,248	\$ 351,787	\$ 113,522
<b>Total Expenses</b>	<b>\$ 631,275</b>	<b>\$ 652,871</b>	<b>\$ 676,024</b>	<b>\$ 957,004</b>	<b>\$ 499,657</b>
<b>Operating Income (Loss)</b>	<b>\$ 144,666</b>	<b>\$ 171,247</b>	<b>\$ 187,057</b>	<b>\$ 298,307</b>	<b>\$ (105,237)</b>
<b>W&amp;OD Railroad Regional Park</b>					
W&OD Railroad Park Revenues	\$ 1,144,228	\$ 1,394,964	\$ 1,172,241	\$ 1,297,119	\$ 1,292,244
<b>Total Revenues</b>	<b>\$ 1,144,228</b>	<b>\$ 1,394,964</b>	<b>\$ 1,172,241</b>	<b>\$ 1,297,119</b>	<b>\$ 1,292,244</b>
W&OD Railroad Park Expenses	\$ 506,582	\$ 547,953	\$ 615,282	\$ 633,823	\$ 612,875
<b>Total Expenses</b>	<b>\$ 506,582</b>	<b>\$ 547,953</b>	<b>\$ 615,282</b>	<b>\$ 633,823</b>	<b>\$ 612,875</b>
<b>Operating Income (Loss)</b>	<b>\$ 637,646</b>	<b>\$ 847,011</b>	<b>\$ 556,959</b>	<b>\$ 663,296</b>	<b>\$ 679,369</b>
<b>White's Ford</b>					
White's Ford Revenues	\$ 70,084	\$ 7,161	\$ 16,370	\$ 15,970	\$ 15,970
<b>Total Revenues</b>	<b>\$ 70,084</b>	<b>\$ 7,161</b>	<b>\$ 16,370</b>	<b>\$ 15,970</b>	<b>\$ 15,970</b>
White's Ford Expenses	\$ 75,882	\$ 32,163	\$ 38,944	\$ 39,508	\$ 37,651
<b>Total Expenses</b>	<b>\$ 75,882</b>	<b>\$ 32,163</b>	<b>\$ 38,944</b>	<b>\$ 39,508</b>	<b>\$ 37,651</b>
<b>Operating Income (Loss)</b>	<b>\$ (5,798)</b>	<b>\$ (25,003)</b>	<b>\$ (22,574)</b>	<b>\$ (23,538)</b>	<b>\$ (21,681)</b>
<b>Temple Hall Farm</b>					
<b>Revenues</b>					
Temple Hall Farm Revenues	\$ 138,459	\$ 239,171	\$ 226,183	\$ 226,183	\$ 206,883
Temple Hall Corn Maize Revenues	\$ 231,577	\$ 179,653	\$ 276,500	\$ 275,000	\$ 89,470
<b>Total Revenues</b>	<b>\$ 370,036</b>	<b>\$ 418,823</b>	<b>\$ 502,683</b>	<b>\$ 501,183</b>	<b>\$ 296,353</b>
<b>Expenses</b>					
Temple Hall Farm Expenses	\$ 352,834	\$ 360,538	\$ 448,063	\$ 454,454	\$ 443,020
Temple Hall Corn Maize Expenses	\$ 133,870	\$ 126,869	\$ 159,106	\$ 167,149	\$ 95,805
<b>Total Expenses</b>	<b>\$ 486,705</b>	<b>\$ 487,407</b>	<b>\$ 607,168</b>	<b>\$ 621,602</b>	<b>\$ 538,825</b>
<b>Operating Income (Loss)</b>	<b>\$ (116,669)</b>	<b>\$ (68,584)</b>	<b>\$ (104,485)</b>	<b>\$ (120,419)</b>	<b>\$ (242,472)</b>



## CONSOLIDATED PARK SUMMARY

ACCOUNT DESCRIPTION	ACTUAL FY 2018	ACTUAL FY 2019	ADOPTED FY 2020	PROPOSED FY 2021	ADOPTED FY 2021
<b>Enterprise Fund Administration</b>					
Admin - Enterprise Fund Revenues	\$ 305,983	\$ 226,519	\$ 66,000	\$ 66,000	\$ 66,000
<b>Total Revenues</b>	<b>\$ 305,983</b>	<b>\$ 226,519</b>	<b>\$ 66,000</b>	<b>\$ 66,000</b>	<b>\$ 66,000</b>
Admin - Enterprise Fund Expenses	\$ 3,010,701	\$ 3,017,273	\$ 3,751,997	\$ 3,903,612	\$ 2,898,996
<b>Total Expenses</b>	<b>\$ 3,010,701</b>	<b>\$ 3,017,273</b>	<b>\$ 3,751,997</b>	<b>\$ 3,903,612</b>	<b>\$ 2,898,996</b>
<b>Operating Income (Loss)</b>	<b>\$ (2,704,718)</b>	<b>\$ (2,790,753)</b>	<b>\$ (3,685,997)</b>	<b>\$ (3,837,612)</b>	<b>\$ (2,832,996)</b>
<b>TOTAL REVENUES</b>	<b>\$ 21,680,960</b>	<b>\$ 22,915,785</b>	<b>\$ 24,715,294</b>	<b>\$ 26,456,700</b>	<b>\$ 19,707,329</b>
<b>TOTAL EXPENSES</b>	<b>\$ 20,443,907</b>	<b>\$ 22,066,994</b>	<b>\$ 24,690,294</b>	<b>\$ 26,431,700</b>	<b>\$ 21,657,607</b>
<b>Operating Income (Loss)</b>	<b>\$ 1,237,054</b>	<b>\$ 848,791</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	<b>\$ (1,950,278)</b>

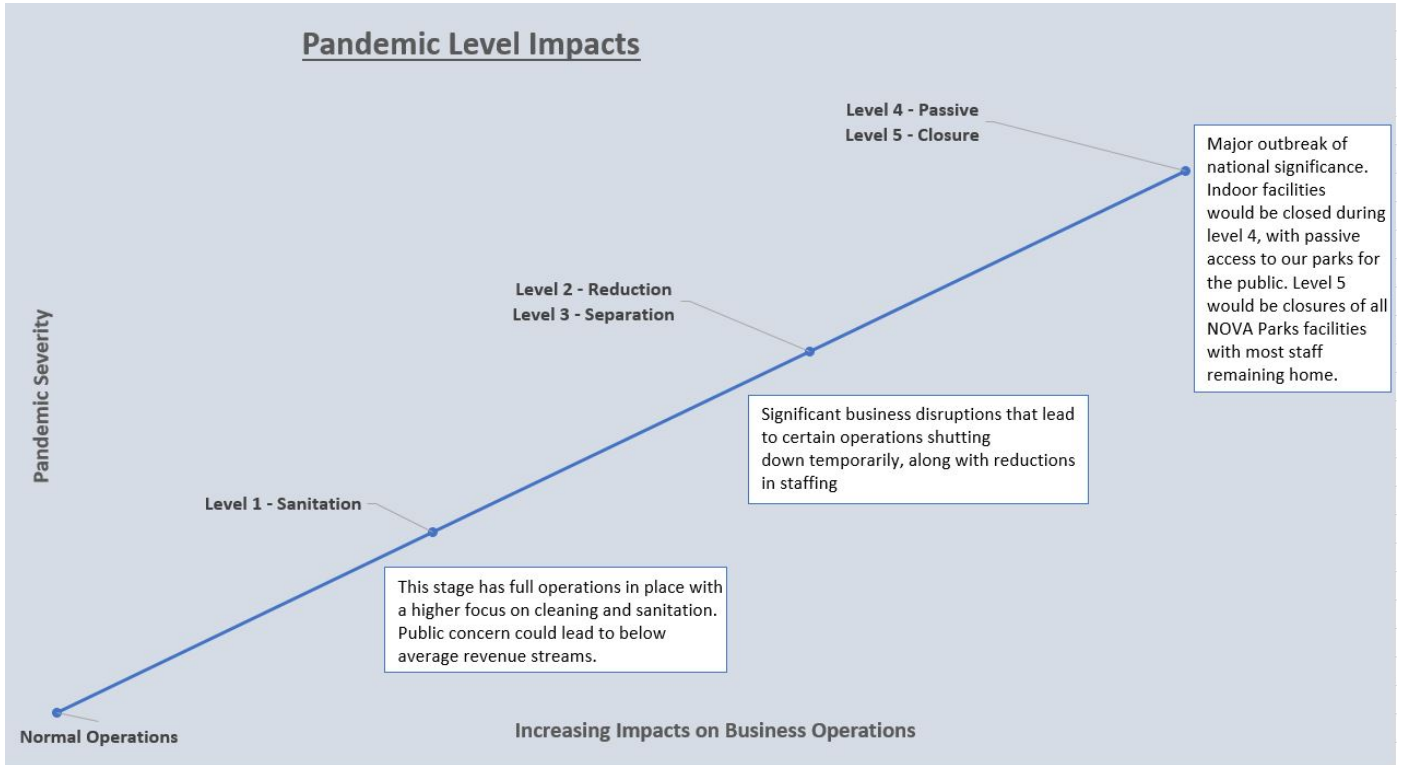
## **NOVA PARKS FINANCIAL FORECAST/COVID-19 IMPACTS**

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NOVA Parks has long recognized the need for projecting finances into the future and regularly updates a ten year financial forecast. This forecast is a starting point in placing a strategic focus on operations. The forecast is normally included in the budget document, but is not part of the FY 2021 document, due to the ever-changing COVID-19 crisis. While a forecast was in place at the time of the March Proposed FY 2021 Budget, the widespread uncertainty of the past few months will have major, yet still unknown impacts on future forecasts. While a ten year forecast is important in most years, the current situation has required a pivot to focus on the upcoming year and the various scenarios that potentially lie ahead. While in the past, a ten year forecast seemed like a timeframe with many questions and possible scenarios, this year every, quarter seems like a long-term forecast, with much day to day uncertainty of what lies ahead.

The following pages outlines different scenarios for FY 2021 depending of various impact stages of the pandemic on operations. This provides information using initial information and it continues to be refined and updated as more information becomes available.

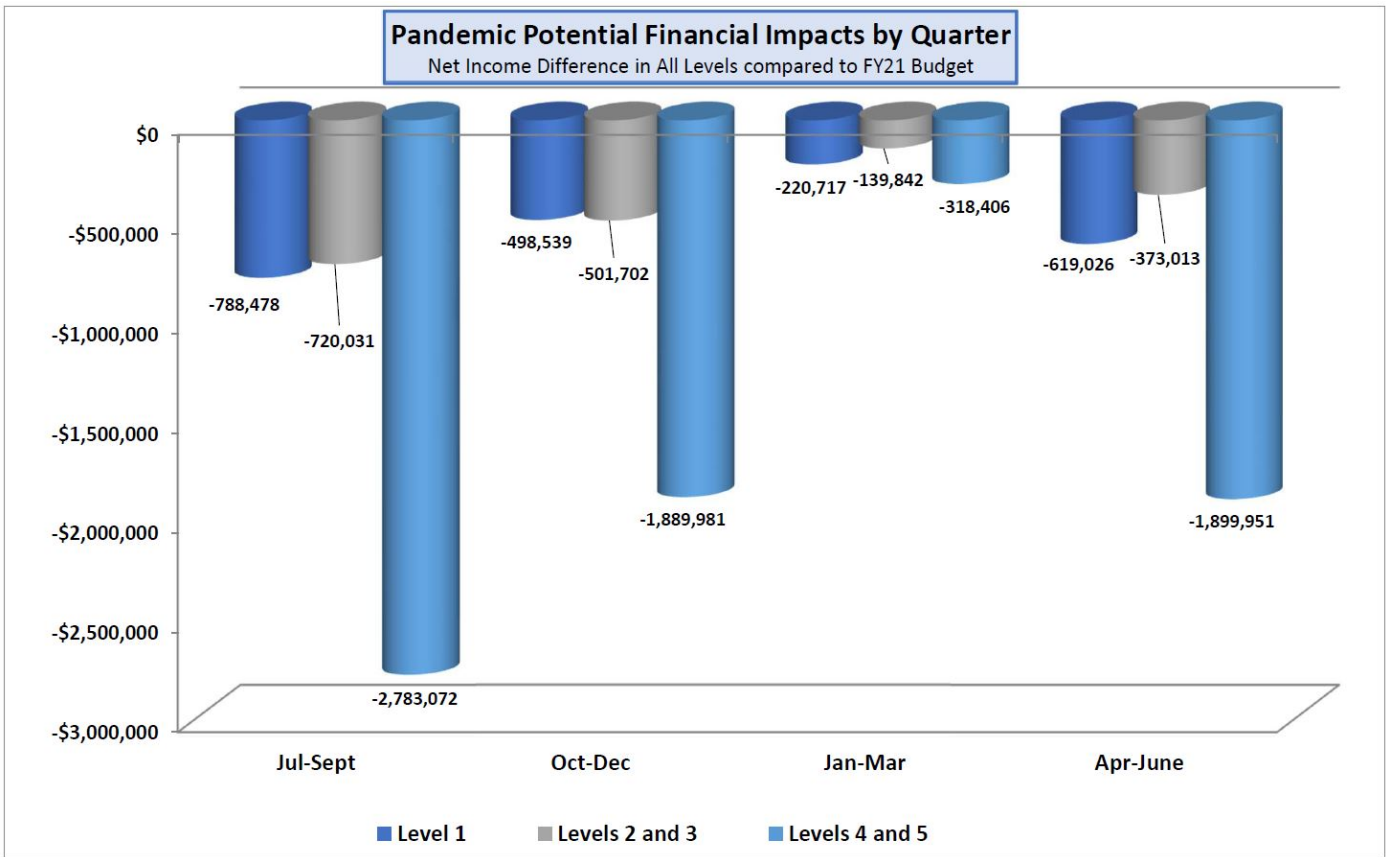
# COVID-19 Potential Financial Impacts for FY 2021



The FY 2021 Proposed Budget was developed using the assumption that this would be a normal year. These two pages are included as a starting point to address the ways we may need to pivot due to the recent emergence of the COVID-19 virus and the potential impacts of the situation. It is important to realize that it is not possible to fully know the impacts we are facing as an agency. While this is uncharted territory, we can at least prepare for potential financial impacts through the development of scenarios at every stage of this potential crisis to help us in decision making and planning. The information on the next page provides basic scenarios by quarter and are based on our Pandemic Plan levels. There are many unknown factors such as timing, duration, possibility of recurrence and public fear. All of these factors can be refined as more information becomes available and we can adapt our analysis based on changing conditions.

Designated Set-Aside (Reserves)	\$3,182,962
Contingency	\$350,000
Year End Balance	\$355,366
<b>Total</b>	<b>\$3,888,328</b>

Information as of March 11, 2020



Levels	Assumptions	Quarterly Impact Estimates by Level
Level 1 - Sanitation	10% decrease to User Fees and Retail. No changes to most expenses including Personnel.	\$-220,717 to \$-788,478
Level 2 - Reduction and Level 3 - Separation	25% decrease to User Fees and Retail. 10% reduction in Other Revenue. Significant reductions to part time staffing. Reductions to other expense categories.	\$-139,842 to \$-720,031
Level 4 - Passive and Level 5 - Closure	75% decrease to User fees and 90% decrease to Retail. Complete reduction of part time staffing and major reductions to variable expense categories.	\$-318,406 to \$-2,783,072

Quarter	Impact Estimates by Quarter
July-September	\$-720,031 to \$-2,783,072
October-December	\$-498,539 to \$-1,889,981
January-March	\$-139,842 to \$-318,406
April-June	\$-373,013 to \$-1,899,951

Information as of March 11, 2020

## LONG TERM DEBT

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### Long Term Debt Policy

NOVA Parks has only recently begun using Long Term Debt as a method of financing. In March 2018, the following Debt Policy was adopted:

*NOVA Parks is an independent government agency organized under the Park Authorities Act of Virginia. In the acquisition and construction of parks and park features debt may be incurred. Such debt will only be for long term capital assets, and will be done in consideration of the following guidelines:*

- *Long-term borrowing will not be used to finance current operations or normal maintenance*
- *Debt will not be incurred for periods longer than the expected useful life of the asset*
- *An adequate revenue stream will be identified to pay off the debt*
- *Cost of issuance, debt service, capitalized interest, and project management may be included in capital project costs, and thus eligible for financing*
- *Debt Service Expense: Interest and Principal cannot exceed 10% of the combined General and Enterprise Fund revenues, measured annually.*

### NOVA Parks Debt Restrictions and Guidelines

NOVA Parks is not subject to any specific debt limits from outside sources. A Debt Policy adopted by NOVA Parks in March of 2018 (see above), includes the following guidance:

*Debt Service Expense: Interest and Principal cannot exceed 10% of the combined General & Enterprise Fund revenues, measured annually.*

Calculation of Debt Policy Margin:

General & Enterprise Budgeted Revenues FY 2019	\$ 24,513,244
<b>Policy Annual Debt Limit-10% of Budgeted Revenues</b>	<b>2,451,324</b>
Springdale Property	\$ 250,000
Occoquan-Jean R. Packard Center	812,116
Property acquisition at Pohick Bay	120,738
<b>FY 2019 Principal &amp; Interest</b>	<b>\$ 1,182,854</b>

For FY 2019, the debt service expense is 4.8% of combined General & Enterprise Fund Revenues, which is within the policy guidelines of 10%.

The following schedules present the state of NOVA Parks indebtedness at the current time, including projected debt service payments on current outstanding bonds and notes.

**DEBT SERVICE**

Virginia Resources Authority-VPFP 2016C, November 2, 2016

Purpose: Occoquan Regional Park, Development of the Jean R. Packard Occoquan Center

4/1/2017	-	273,705.21	273,705.21
10/1/2017	220,000.00	298,587.50	518,587.50
4/1/2018	-	296,250.00	296,250.00
10/1/2018	230,000.00	296,250.00	526,250.00
4/1/2019	-	291,006.25	291,006.25
10/1/2019	240,000.00	291,006.25	531,006.25
4/1/2020	-	285,206.25	285,206.25
10/1/2020	250,000.00	285,206.25	535,206.25
4/1/2021	-	279,675.00	279,675.00
10/1/2021	265,000.00	279,675.00	544,675.00
4/1/2022	-	272,884.38	272,884.38
10/1/2022	280,000.00	272,884.38	552,884.38
4/1/2023	-	265,709.38	265,709.38
10/1/2023	290,000.00	265,709.38	555,709.38
4/1/2024	-	258,278.13	258,278.13
10/1/2024	310,000.00	258,278.13	568,278.13
4/1/2025	-	250,334.38	250,334.38
10/1/2025	325,000.00	250,334.38	575,334.38
4/1/2026	-	242,006.25	242,006.25
10/1/2026	340,000.00	242,006.25	582,006.25
4/1/2027	-	233,293.75	233,293.75
10/1/2027	360,000.00	233,293.75	593,293.75
4/1/2028	-	224,068.75	224,068.75
10/1/2028	380,000.00	224,068.75	604,068.75
4/1/2029	-	214,331.25	214,331.25
10/1/2029	400,000.00	214,331.25	614,331.25
4/1/2030	-	204,081.25	204,081.25
10/1/2030	420,000.00	204,081.25	624,081.25
4/1/2031	-	193,318.75	193,318.75
10/1/2031	440,000.00	193,318.75	633,318.75
4/1/2032	-	182,043.75	182,043.75
10/1/2032	460,000.00	182,043.75	642,043.75
4/1/2033	-	172,556.25	172,556.25
10/1/2033	480,000.00	172,556.25	652,556.25
4/1/2034	-	162,656.25	162,656.25
10/1/2034	500,000.00	162,656.25	662,656.25
4/1/2035	-	152,343.75	152,343.75
10/1/2035	520,000.00	152,343.75	672,343.75
4/1/2036	-	141,618.75	141,618.75
10/1/2036	545,000.00	141,618.75	686,618.75
4/1/2037	-	130,378.13	130,378.13
10/1/2037	565,000.00	130,378.13	695,378.13
4/1/2038	-	119,343.75	119,343.75
10/1/2038	590,000.00	119,343.75	709,343.75
4/1/2039	-	109,387.50	109,387.50
10/1/2039	610,000.00	109,387.50	719,387.50
4/1/2040	-	97,500.00	97,500.00
10/1/2040	635,000.00	97,500.00	732,500.00
4/1/2041	-	85,134.38	85,134.38
10/1/2041	660,000.00	85,134.38	745,134.38
4/1/2042	-	72,271.88	72,271.88
10/1/2042	685,000.00	72,271.88	757,271.88
4/1/2043	-	58,912.50	58,912.50
10/1/2043	710,000.00	58,912.50	768,912.50
4/1/2044	-	45,056.25	45,056.25
10/1/2044	740,000.00	45,056.25	785,056.25
4/1/2045	-	30,618.75	30,618.75
10/1/2045	770,000.00	30,618.75	800,618.75
4/1/2046	-	15,600.00	15,600.00
10/1/2046	800,000.00	15,600.00	815,600.00
	<u>14,020,000.00</u>	<u>10,744,024.03</u>	<u>24,764,024.03</u>

**DEBT SERVICE**

Virginia Resources Authority- 2018 C-515642-01-Virginia Water Facilities Revolving Fund  
 Purpose: Property Acquisition at Pohick Bay  
 (Addl. project funding: grants and other sources)

10/1/2018	\$53,565.89	\$6,975.52	\$60,541.41
4/1/2019	53,782.45	6,758.96	\$60,541.41
10/1/2019	54,118.59	6,422.82	\$60,541.41
4/1/2020	54,456.83	6,084.58	\$60,541.41
10/1/2020	54,797.18	5,744.23	\$60,541.41
4/1/2021	55,139.67	5,401.74	\$60,541.41
10/1/2021	55,484.29	5,057.12	\$60,541.41
4/1/2022	55,831.07	4,710.34	\$60,541.41
10/1/2022	56,180.01	4,361.40	\$60,541.41
4/1/2023	56,531.13	4,010.28	\$60,541.41
10/1/2023	56,884.45	3,656.96	\$60,541.41
4/1/2024	57,239.98	3,301.43	\$60,541.41
10/1/2024	57,597.73	2,943.68	\$60,541.41
4/1/2025	57,957.72	2,583.69	\$60,541.41
10/1/2025	58,319.95	2,221.46	\$60,541.41
4/1/2026	58,684.45	1,856.96	\$60,541.41
10/1/2026	59,051.23	1,490.18	\$60,541.41
4/1/2027	59,420.30	1,121.11	\$60,541.41
10/1/2027	59,791.68	749.73	\$60,541.41
4/1/2028	60,165.38	376.03	\$60,541.41
	<u>\$1,135,000.00</u>	<u>\$75,828.22</u>	<u>\$1,210,828.22</u>

**DEBT SERVICE**

Note Payable- Purpose: Property Acquisition-Springdale  
 December 2015-December 2024, interest free

12/17/2018	\$225,000.00	\$—	\$225,000.00
12/17/2019	\$225,000.00	\$—	\$225,000.00
12/17/2020	\$250,000.00	\$—	\$250,000.00
12/17/2021	\$250,000.00	\$—	\$250,000.00
12/17/2022	\$250,000.00	\$—	\$250,000.00
12/17/2023	\$250,000.00	\$—	\$250,000.00
12/17/2024	\$250,000.00	\$—	\$250,000.00
		\$—	
	<u>1,700,000.00</u>		<u>\$1,700,000.00</u>

## PERSONNEL SUMMARY BY FACILITY

FACILITY	FY 2017 APPROVED (FTE)	FY 2018 APPROVED (FTE)	FY 2019 APPROVED (FTE)	FY 2020 APPROVED (FTE)	FY 2021 BUDGET (FTE)
<b>Headquarters</b>					
Full -Time	22.15	21.15	21.15	21.15	21.15
Part -Time	2.69	2.89	3.93	4.71	5.51
<b>Central Maintenance</b>					
Full -Time	13	13	13	13	13
Part -Time	0	0	0	0	0
<b>Aldie Mill Historic Park</b>					
Full -Time	1	1	1	1	1
Part -Time	0.6	0.55	0.75	0.86	0.95
<b>Algonkian Regional Park</b>					
Full -Time	6	6	6	6	6
Part -Time	3.47	3.73	3.75	3.88	3.95
<b>Algonkian Golf Course</b>					
Full -Time	7	7	7.5	7.5	7.5
Part -Time	5.78	5.78	5.78	5.78	5.63
<b>Volcano Island Waterpark</b>					
Full -Time	0	0	0	0	0
Part -Time	7.92	8.07	8.07	8.16	2.02
<b>The Woodlands Meeting &amp; Event Center</b>					
Full -Time	0.5	0.5	0.83	1.33	1.33
Part -Time	2.28	2.8	2.21	2.72	2.02
<b>Algonkian Cottages</b>					
Full -Time	0.5	0.5	0.5	0.5	0.5
Part -Time	2.98	2.98	2.98	2.98	3
<b>Beaverdam Property</b>					
Full -Time	0	0	0	0	0
Part -Time	1.03	1.03	1.03	1.03	0.58
<b>Brambleton Golf Course</b>					
Full -Time	8	8	8.5	8.5	8.5
Part -Time	7.27	7.27	7.27	7.27	7.27
<b>Bull Run Regional Park</b>					
Full -Time	7	7	8	8	8
Part -Time	7.33	6.48	6.24	6.34	6.53
<b>Bull Run Marina</b>					
Full -Time	0.2	0.2	0.2	0.2	0.2
Part -Time	0	0	0	0	0
<b>Atlantis Waterpark</b>					
Full -Time	0	0	0	0	0
Part -Time	9.01	9.07	8.96	9.37	2.36
<b>Bull Run Special Events Center</b>					
Full -Time	0.5	0.5	0.5	0.5	0.5
Part -Time	0.75	0.94	0.94	0.94	0.79



## PERSONNEL SUMMARY BY FACILITY

FACILITY	FY 2017 APPROVED (FTE)	FY 2018 APPROVED (FTE)	FY 2019 APPROVED (FTE)	FY 2020 APPROVED (FTE)	FY 2021 BUDGET (FTE)
<b>Bull Run Light Show</b>					
Full -Time	0.5	1.5	1.5	1.5	1.5
Part -Time	3.24	3.24	3.21	3.21	2.96
<b>Bull Run Shooting Center</b>					
Full -Time	2	2	2	2	2
Part -Time	9.35	9.6	9.76	9.8	9.8
<b>Cameron Run Regional Park</b>					
Full -Time	3	3	3	3	3
Part -Time	4.85	4.85	4.92	4.92	4.73
<b>Ice &amp; Lights - The Winter Village at Cameron Run</b>					
Full -Time	0	0	0	0	0
Part -Time	0	0	0	2.9	3.34
<b>Great Waves Waterpark</b>					
Full -Time	1	1	1	1	1
Part -Time	20.6	21.05	21.4	21.88	5.52
<b>Carlyle House Historic Park</b>					
Full -Time	2	2	2	2	2
Part -Time	2.41	2.45	2.45	2.45	2.45
<b>Fountainhead Regional Park</b>					
Full -Time	0.9	0.9	0.9	1.4	1.4
Part -Time	3.56	3.72	3.72	3.37	3.37
<b>Meadowlark Botanical Gardens</b>					
Full -Time	7.5	7.5	7.5	8	8
Part -Time	6.97	7.61	7.81	7.23	7.42
<b>Meadowlark Light Show</b>					
Full -Time	0	0	0	0.5	0.5
Part -Time	2.38	2.34	3.07	2.92	3.11
<b>Meadowlark Atrium</b>					
Full -Time	4.5	4.5	4.5	4.5	4.5
Part -Time	8.82	8.25	7.77	5.51	5.06
<b>Mt. Zion/Gilberts Corner Regional Park</b>					
Full -Time	0	0	0	0	0
Part -Time	0.03	0	0	0	0
<b>Occoquan Regional Park</b>					
Full -Time	1	3	2	2	2
Part -Time	5.04	4.86	3.44	4.89	5.22
<b>The River View at Occoquan</b>					
Full -Time	0	0	3.25	4.25	4.25
Part -Time	0	0	1.84	2.59	2.89
<b>Brickmakers Café at Occoquan</b>					
Full -Time	0	0	0	0	0
Part -Time	0	0	1.04	3.17	3.82
<b>Brickmaker's Catering at Occoquan</b>					
Full -Time	1	1	1.09	1.09	1.09
Part -Time	2.28	2.28	2.64	2.62	1.05
<b>Pohick Bay Regional Park</b>					
Full -Time	6	6	7	7	7
Part -Time	6.04	6.68	6.44	6.44	6.44

## PERSONNEL SUMMARY BY FACILITY

FACILITY	FY 2017 APPROVED (FTE)	FY 2018 APPROVED (FTE)	FY 2019 APPROVED (FTE)	FY 2020 APPROVED (FTE)	FY 2021 BUDGET (FTE)
<b>Pohick Bay Golf Course</b>					
Full -Time	5	5	5	5	5
Part -Time	7.75	7.49	7.46	7.46	7.46
<b>Pohick Bay Marina</b>					
Full -Time	0	0	0	0	0
Part -Time	1.25	1.43	1.96	1.86	1.86
<b>Pirate's Cove Waterpark</b>					
Full -Time	0	0	0	0	0
Part -Time	8.2	8.44	8.33	8.46	2.12
<b>Potomac Overlook Regional Park</b>					
Full -Time	3	3	3	3	3
Part -Time	2.36	1.71	1.75	1.76	1.81
<b>Rust Sanctuary</b>					
Full -Time	1	2	2.33	2.83	3.83
Part -Time	4.78	5.64	5.97	5.56	3.63
<b>Sandy Run Regional Park</b>					
Full -Time	0.90	0.9	0.9	1.4	1.4
Part -Time	1.23	0.96	1.42	1.01	1.01
<b>Temple Hall Farm *</b>					
Full -Time	2.25	2.25	2.25	2.25	2.25
Part -Time	1.19	1.19	1.19	1.19	1.19
<b>Temple Hall Corn Maize*</b>					
Full -Time	0	0	0	0	0
Part -Time	2.92	2.92	2.92	2.69	1.35
<b>Upper Potomac Properties</b>					
Full -Time	1.25	1.25	1.25	1.25	1.25
Part -Time	0.35	0.47	0.47	0.47	0.47
<b>Upton Hill Regional Park</b>					
Full -Time	3	3	3	3	3
Part -Time	3.37	3.46	3.46	3.46	4
<b>Ocean Dunes Waterpark</b>					
Full -Time	0	0	0	0	0
Part -Time	7.24	7.24	7.24	7.37	1.56
<b>W&amp;OD Railroad Regional Park</b>					
Full -Time	4	4	4	4	4
Part -Time	2.94	2.94	2.94	2.94	2.94
<b>White's Ford Regional Park</b>					
Full -Time	0.50	0.5	0.5	0.5	0.5
Part -Time	0	0	0	0	0
<b>Enterprise Fund Administration</b>					
Full -Time	6.85	6.85	6.85	6.85	6.85
Part -Time	0.23	0.23	0.23	0.23	0.3
<b>Total Full -Time Staffing</b>	<b>123</b>	<b>126</b>	<b>132</b>	<b>136</b>	<b>137</b>
<b>Total, Part-Time Staffing</b>	<b>170.49</b>	<b>172.64</b>	<b>176.77</b>	<b>181.91</b>	<b>137.49</b>

\* Temple Hall -As of FY 17 Temple Hall Farm and Temple Hall Maize are captured in the Enterprise Fund

## GLOSSARY

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**Account** – A separate financial reporting unit for budgeting, management or accounting purposes to classify and group similar transactions.

**Active Network-** Web-based recreation management software handling point of sale and reservation transactions.

**Active Works Outdoors** – Provides Web-based recreation management software to efficiently manage campground reservations.

**Actual** – Monies that have already been used or received as opposed to budgeted monies which are estimates of possible funds to be spent or received.

**Adopted Budget** – The Operating Budget that is passed by the Park Authority Board at the May meeting prior to the start of the July 1 fiscal year.

**ADA** – Americans with Disabilities Act

**Appropriation** – An authorization made by a member jurisdiction which permits a specific amount of money be made available for expenditures, for a period of one year.

**Balanced Budget** – A budget where total anticipated revenues and other sources equals total estimated expenditures/expenses and other uses. Interfund transfers may be used to balance individual fund budgets.

**Basis of Accounting** – The timing of recognition when the effects of transactions or events should be recognized for financial reporting purposes. Examples are an accrual basis (when the transactions or events take place) or cash basis (when cash is received or paid).

**Beginning Balance** – Unexpended funds from the previous fiscal year that may be used to make expenditures during the next fiscal year.

**Bond** – An agreement under which a sum is borrowed from an investor or bank at a stipulated rate of interest and repaid after an agreed period of time.

**Budget** – A financial plan for a specific fiscal year that contains both the estimated revenues to be received during the year and the proposed expenditures to be incurred to achieve stated objectives.

**Budget Amendment** – The mechanism used to revise the working budget to reflect changes that occur throughout the fiscal year. Once the working budget is complete it can only be changed by a budget amendment.

**Budget Calendar** – The schedule of key dates which the Park Authority follows in the preparation and adoption of the budget.

**Budget Message** – A written summary of the proposed budget from the Executive Director. The message provides a summary of the most important aspects of the budget, and changes from previous years.

**Capital Budget** – Funds made available for the acquisition or construction of capital assets. The expenditure may be for new construction, addition, replacement, or renovations to land, infrastructure, buildings and park equipment.

**Capital Improvement Program (CIP)** – A five year plan, usually adopted in September, created to help guide future park planning and development. The CIP outlines how the Park Authority intends to use its capital funding to expand and improve the regional park system through investments in facilities and other long-term physical assets. The current CIP is for FY 2020 Revised-FY 2024.

**Community Foundation for Northern Virginia** –The Community Foundation for Northern Virginia has served as a premier, trusted charitable partner of Northern Virginians since 1978. NOVA Parks has established funds with the Community Foundation to procure, develop, maintain and improve regional parks and to support conservation, preservation and education.

**Comprehensive Annual Financial Report (CAFR)** – This official annual report summarizes financial data for the previous fiscal year in a standardized format.

**Contingencies** – An amount included in any fund to cover unforeseen events that may occur during the fiscal year.

**Cost-Center** – A Northern Virginia Regional Park facility that generates revenue and/or expenses, such as Bull Run Shooting Center or Cameron Run Park.

**Designated Set-Aside** – A reserve made up from the available balance materializing at the end of the fiscal year which are not required for expenditures and are set aside for future funding requirements.

**Debt Service** – Cash that is required to cover the repayment of interest and principal on a debt for a particular period.

**Easements and Licenses** – An easement is interest in land that lasts for a specific purpose with property ownership. A license is permission to use land that can be revoked at any time.

**Ellis and Associates** – Ellis and Associates provides training and courses in aquatic safety, procedures, and techniques.

**Endowment Fund** – A fund used to account for a specific activity or property, in the case of Temple Hall Farm it is used to account for the operation of the property. The use of the fund is restricted to maintenance, operation, management and improvement of the farm. Investment income may be expended from the fund assets. Principal shall not be depleted, except to finance items of an emergency nature.

**Enterprise Fund** – A governmental accounting fund in which the services provided are financed and operated similarly to those of a business activity. The fee schedules for these services are established to ensure that overall revenues are adequate to meet overall expenditures.

**Expenditure** – Actual outlay of monies for goods and services within the General Fund and Capital Fund which are considered governmental activity funds.

**Expenses** – Charges incurred in the Enterprise Fund for salaries and benefits, operations, maintenance, or other charges necessary for an activity to function. Results in a decrease to net income.

**Fiscal Year** – The Park Authority Fiscal Year is the 12 month period starting July 1 and ending the following June 30.

**Full Time Equivalent (FTE)** is defined as follows: It is the measure of authorized personnel where part-time positions are converted to the decimal equivalent of a full-time position based on 2080 hours per year. For example, a part-time person working 20 hours per week for 52 weeks would be equivalent to an FTE of 0.5.

**Full-Time Position** – A position regularly scheduled to work 40 hours per week, or 2,080 hours per year.

**Fund** – A set of interrelated accounts to record revenues and expenditures associated with a specific purpose.

**Fund Balance** – The amount of money or other resources remaining unspent or unencumbered in a fund at a specific point in time. This term usually refers to funding available at the end of the fiscal year.

**General Fund** – the Park Authority fund that receives the operating appropriations from the supporting jurisdictions and funds the Headquarters and Central Maintenance staff and functions. It is also the fund where revenues and expenditures that are not related to a specific Park Authority facility reside.

**GFOA** – Government Finance Officers Association is a professional association of state, provincial and local finance officers in the United States and Canada.

**Grant** – A sum of money given by an organization for a particular purpose

**Great Blue Heron Catering** – NOVA Parks Catering Service

## **GLOSSARY**

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**Jurisdiction** – The local government entity that is a part of the Northern Virginia Regional Park Authority. The six supporting member jurisdictions include the City of Alexandria, Arlington County, the City of Fairfax, Fairfax County, the City of Falls Church and Loudoun County.

**LEED Certification** – Leadership in Energy and Environmental Design (LEED) is an internationally recognized green building certification system. It was developed by the U.S. Green Building Council (USGBC) in 2000 and is intended to provide building owners and operators a concise framework for identifying and implementing practical and measurable green building design, construction, operations and maintenance solutions.

**Market Rate Adjustment** – The percentage rate applied to staff salaries to compensate for increases in the cost of living. The rate is developed using consumer price index information for the region.

**Measurable Results** – Statistics designed to quantify the volume of activity and in some cases performance across a broad spectrum of Park Authority resources, activities and functions.

**Mission Statement** – A broad, philosophical statement of the purpose of an agency that specifies the fundamental reasons for its existence. The statement can be used to initiate, evaluate, and refine activities.

**NRPA** – National Recreation and Park Association whose mission is “To advance parks, recreation and environmental conservation efforts that enhance the quality of life for all people.” The NRPA also provides continuing education programs, accreditation / certification and advocacy.

**LGIP** - Local Government Investment Pool is an investment by local governments in which their money is pooled as a method for managing local funds.

**Line Item** – A unit of information in a document shown on a separate line of its own. Line items often refer to a budget element that is separately identified.

**Objective** – Within the performance measurement process, a goal to be accomplished in specific, well-defined, and measurable terms and that is achievable within a specific time frame.

**Operating Budget** – A budget for general revenues and expenses necessary for an entity to function.

**Operating Transfers** – The movement of monies from one fund to another to cover costs related to certain program operations.

**Organization Chart** – A chart representing the authority, responsibility, and relationships among departmental entities within the Park Authority.

**Park Authority** – The entity known as The Northern Virginia Regional Park Authority (NVRPA) or NOVA Parks.

**Part-Time Position** – A position that is filled by someone who works less than 40 hours per week for 52 weeks of the year. A Part-time year round position has work hours scheduled throughout the year. A Part-time seasonal position has work hours scheduled during a specific seasonal time-frame, such as a lifeguard who only works during the summer months,

**Per Capita** – A measurement of the proportion of funds requested for appropriation to an individual resident of the member jurisdiction.

**Per Capita Rates** – The per capita appropriation rates (both operating and capital) are determined by dividing the appropriation amount requested by the current population.

**Performance Measurement** – The collection of specific quantitative and qualitative measures of work performed regarding the services of the Park Authority.

**Position** – A budgeted authorization for employment, which can be either full-time or part-time, but may not exceed 1 FTE.

**PPEA** – The Virginia Public-Private Education Facilities and Infrastructure Act of 2002.

**Restricted License Fee Fund** – Revenue and expenses related to fiber optic license fees along the W&OD Trail, interest earned on the investments and income derived from various Friends groups. Expenses also include W&OD major maintenance and related professional services

**Reserves** – An account used to indicate that a portion of fund resources is restricted for a specific purpose or is not available for spending.

**Revenue** – Funds that are received as income.

**Seasonal Employee** – A part-time employee whose work hours are scheduled during a specific seasonal time-frame, such as a lifeguard who only works during the summer months.

**Self-Insurance Fund** – Includes revenue from interest earned on fund investments and insurance premium transfer from the General Fund. Expenses include insurance claim investigations, claims, professional services and safety programs

**Strategic Plan** – The document that outlines long-term goals, critical issues, and action plans for the purpose of increasing the Park Authority's effectiveness in attaining its mission, priorities, goals and objectives. A strategic plan aids in ensuring appropriate allocation of limited resources.

**Transfers** – See Operating Transfers

**User Fees** – Charges for specific services provided to the public paid by the party who benefits from the service. Examples include waterpark admissions, golf course rounds, and picnic shelter rental.

**VDOT** – Virginia Department of Transportation

**Virginia Standards of Learning (SOL)** – The Standards of Learning for Virginia Public Schools describe the commonwealth's expectations for student learning and achievement in grades K-12 in English, mathematics, science, history/social science, technology, the fine arts, foreign language, health and physical education, and driver education.

**Waterpark Pass** - Annual pass good at any NOVA Parks Waterpark, valid for one year from date of purchase.

**Waterpark** – A NOVA Parks water facility with interactive features combining zero depth areas and deep water areas, that is designed for all ages and carries a theme

