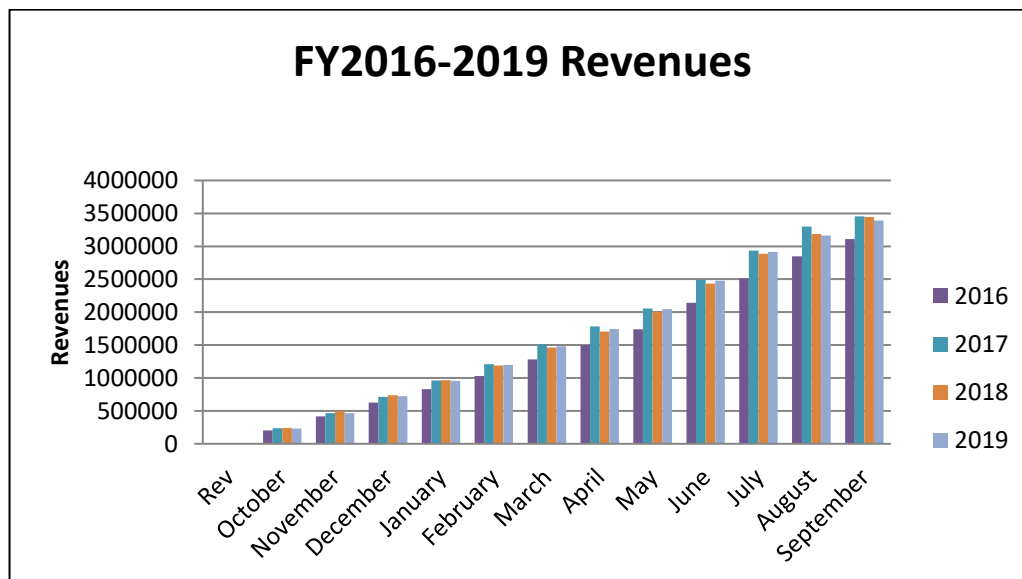




Memorandum

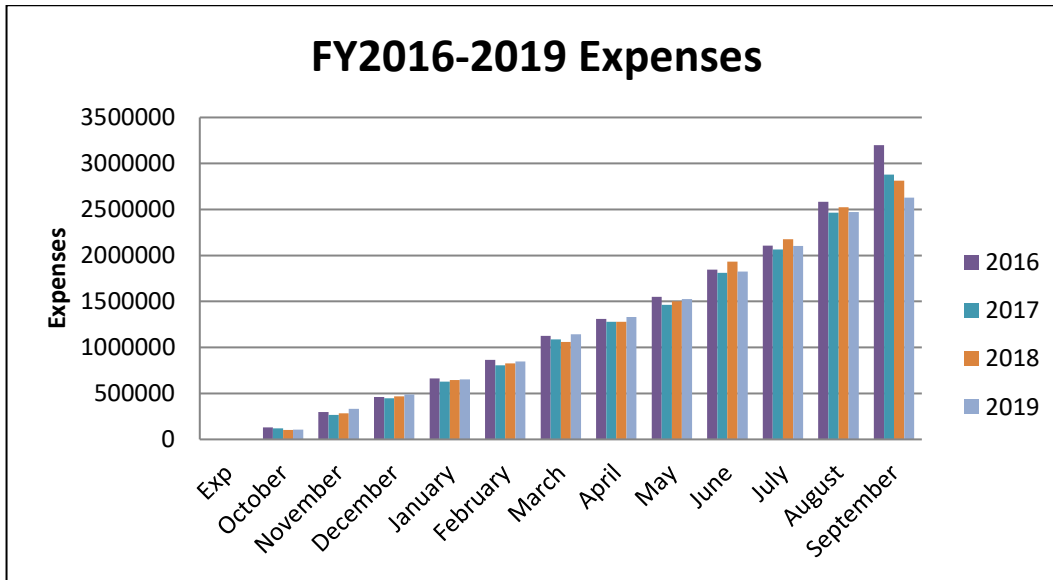
To: Cody Maberry, Director of Community Services
From: Jennifer Oakes, Keller Pointe Manager
Date: November 2019
Re: The Keller Pointe Quarterly Report

Revenue (Numbers have not been audited and are subject to adjustments)



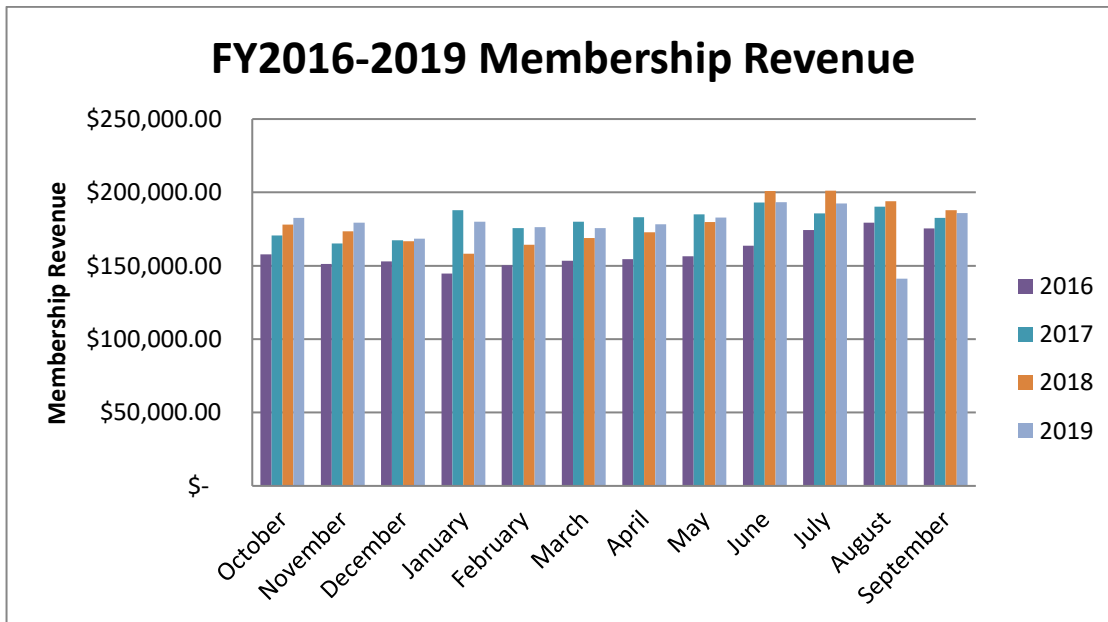
Gross revenues through this quarter remained steady, with an estimated year-end total of \$3,393,898. Current Net Revenue estimates show an approximate \$765,000 deposit into The Keller Pointe Fund from FY 2019.

Expenses



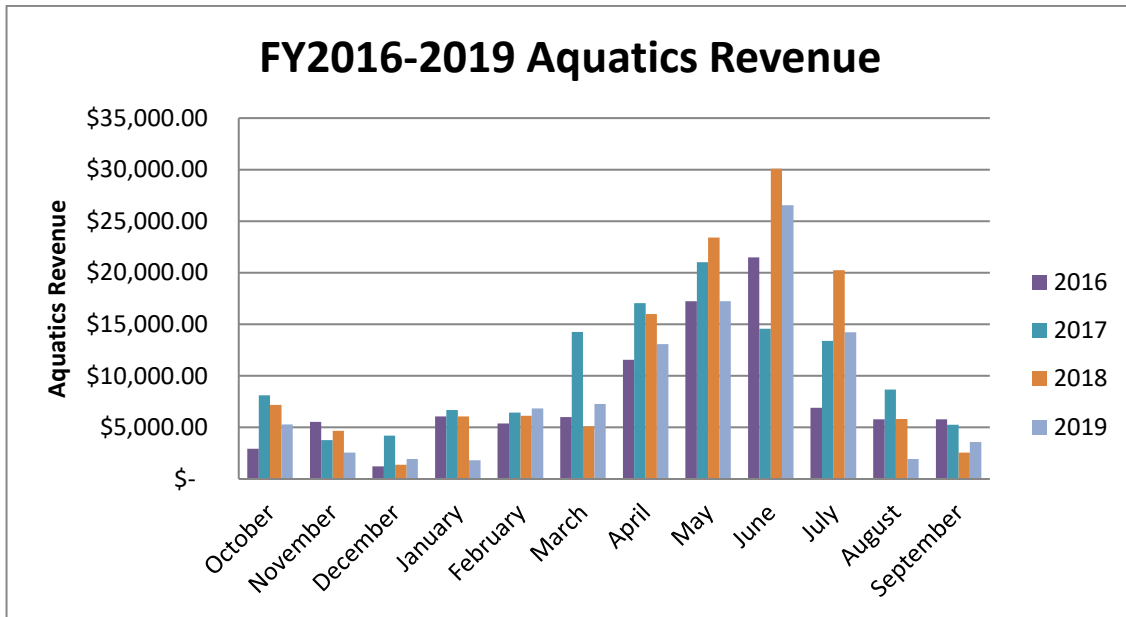
Removing one time capital items our expenses are about \$184,000 less than this time last year. This is in part due to cost savings initiatives like adding cyanuric acid treatment and a new chlorine pump, LED savings from electrical, performed various maintenance tasks in house, and labor savings during the installation of the Indoor Pool HVAC in September.

Membership Revenue



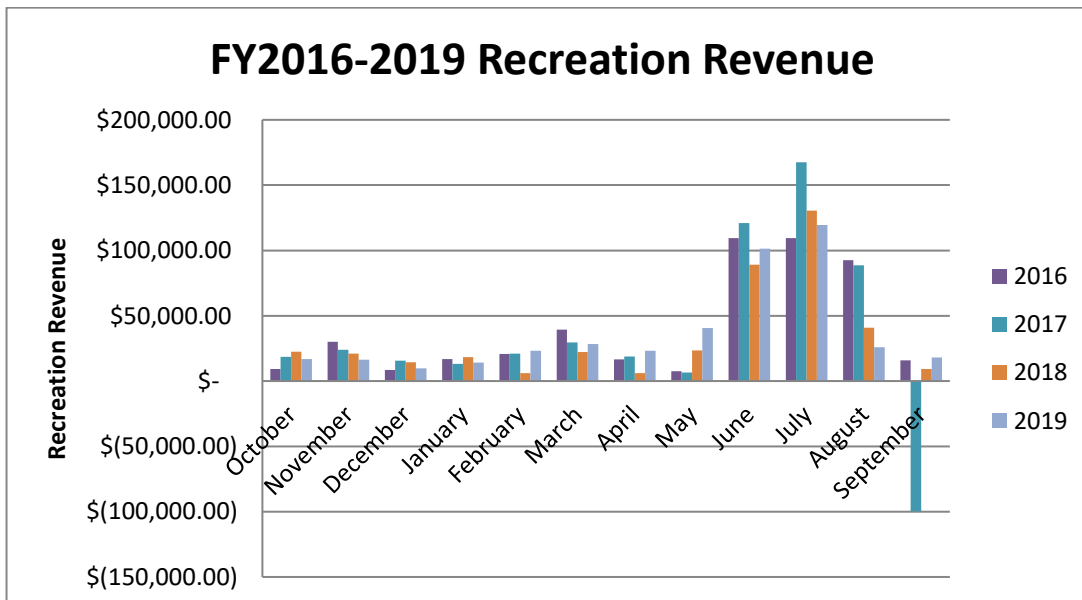
Membership sales held strong and we will close this budget year within a few thousand dollars of last year's revenue. Membership revenue dipped in August due to the software conversion and account updates.

Aquatics



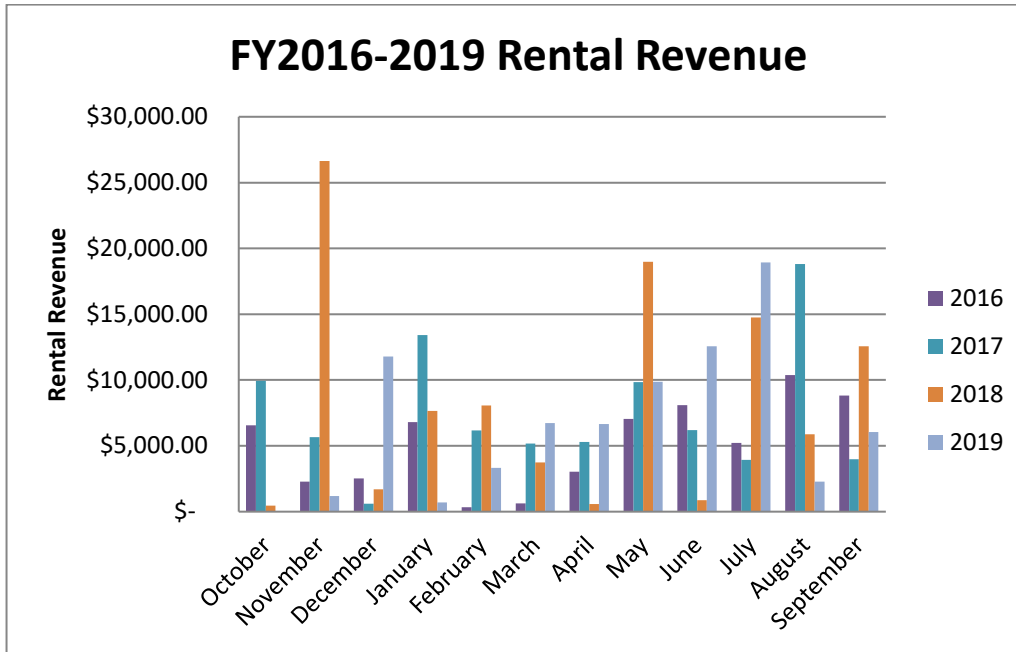
The September closure of the indoor pool significantly affected this year's revenue, through fewer pool rentals. Staff utilized this time to evaluate the comprehensive training program, policy review and safety process. They began a phased implementation late September with phasing complete in approximately January 2020.

Recreation



Recreation program revenue overall remains steady and should close slightly higher than last budget year at about \$437,000. The previous software system did incorrectly report summer camp revenue, but we were able to catch and correct that error prior to the end of the budget year.

Rentals



Creekstone Church remains the most frequent and largest rental. Rentals should close the year at about \$85,000. Staff are researching ways to increase weekday rentals, this task is very interesting as the facility is very busy with other programming, classes, and birthday parties that limit the Bear Creek rooms availability.