



**VILLAGE OF JACKSON
PARKS & RECREATION COMMISSION AGENDA**



Tuesday, May 21, 2024 at 6:00 PM

Jackson Municipal Complex
Village Board Room
N168W19851 Main Street
Jackson, WI 53037

1. Call to Order and Roll Call
2. Approval of Minutes for the Parks & Recreation Commission Meeting of April 9, 2024
3. Review Current Financial Stat Pak
4. Review Service Analysis & Financial Strategies Spreadsheet: Fall 2023 - Winter 2024
5. Jackson Dog Park Update
6. Presentation for Jackson Community Center Expansion Logistics for Staff, Instructors, and Partners and Public Information FAQs
7. Citizens/Village Staff to Address the Parks & Recreation Committee
8. Adjourn

**FRIENDS OF JACKSON PARKS & RECREATION
typically meet following the JPR Commission meeting**



Unless emailed with notice, support materials will be provided at the meeting.

Persons with disabilities requiring special accommodations for attendance at the meeting should contact the Administration Department at the Jackson Municipal Complex at least one (1) business day prior to the meeting.

It is possible that members of the Village Board may attend the above meeting. No action will be taken by any governmental body at this meeting other than the governmental body specifically referred to in this meeting notice. This notice is given so that members of the Village Board may attend the meeting without violating the open meeting law.

MINUTES
PARKS & RECREATION COMMISSION
Tuesday, April 9, 2024 at 6:00 PM
Parks & Recreation Commission



1. Call to Order and Roll Call

The meeting was called to order at 6:00 PM by Chair Casey Latz.

Members Present: Chair Casey Latz, Tr. Engelhardt, Brian Mekka, and Brittany Rathke

Members Excused: Sue Rank

Members Absent: None

Staff Present: Parks & Recreation Director Kelly Valentino, Jessica Loomans, Renee Fischer, Administrator Jen Keller, Treasurer Darlene Smith, Fire Chief Aaron Swaney, and Clerk Anastasia Gonstead

Trustees Present in Audience: Tr. Kruepke

2. Approval of Minutes for the Parks & Recreation Commission Meeting of January 16, 2024

The motion to approve the minutes for the Parks & Recreation Commission meeting of January 16, 2024, was made by B. Mekka and seconded by Tr. Engelhardt.

Vote: 4 ayes, 0 nays. Motion carried.

3. Review Current Financial Stat Pak, Monte Carlo Financials

Director Valentino provided an overview of the information provided in the packet. B. Mekka asked for clarification on the calculation of the stat pak. Director Valentino provided clarification.

The motion to place the financial stat pak on file was made by Chairperson Latz and seconded by B. Rathke.

Vote: 4 ayes, 0 nays. Motion carried.

4. Adopt-A-Flower Bed Program

Director Valentino provided the body with an overview of the Adopt-A-Flower Bed program. Discussion ensued with the body and Director Valentino regarding what areas in particular this program would include and plant types.

This item was discussion only, no action was taken.

5. Jackson Dog Park Feasibility & Design Update

Director Valentino provided an update on the status of the project with MSA. Tr. Engelhardt

and B. Mekka both inquired about any alternative sites and if they have been located. Director Valentino explained what they have looked into and there has been nothing that has become apparent, short of acquiring land.

This item was discussion only, no action was taken.

6. Jackson Parks & Recreation Participation & Data Usage from 2015-2023

Director Valentino provided an overview of the statistics enclosed in the packet for this agenda item, including anomalies for cleaning up duplicate files and when the Town of Jackson separated from the Parks & Recreation program. She also emphasized these numbers do not include visitors that attend Jackson Community Center special events, partner groups programs, and 4K programs, which do also add significantly to the facility usage numbers. Tr. Engelhardt inquired if they needed to have a membership for usage. Director Valentino indicated they do not. Tr. Engelhardt asked for clarification as to how participation is determined in the information provided. Director Valentino provided clarification on how it is calculated.

This item was discussion only, no action was taken.

7. 2024 Jackson Community Center Expansion Project Bid Review, Presentation by Moore Construction

Representatives from Moore Construction and Zimmerman Architects provided a presentation pertaining to the 2024 Jackson Community Center Expansion project and bid review. Director Valentino provided an overview of the history that led to this point.

Jason with Moore Construction provided an overview of the proposed expansion as well as how the bids were broken down and the bid process.

Tr. Engelhardt asked for clarification of which bids would be considered for security upgrades. Jason with Moore Construction provided the requested information - bid numbers 6, 10, 11, 23 and part of 20. B. Mekka asked which bids would encumber the deferred maintenance matters. Moore Construction provided an overview of which bid items fall within that scope, such as HVAC, roofing, and painting.

Director Valentino directed the body to the presentation materials and an overview of the entirety of the cost of the project, pointing out some costs that typically show up additionally but are included in the pricing. She further discussed the items they will work to repurpose at the Community Center in lieu of spending additional funds on.

This item was discussion only, no action was taken.

8. Resolution #24-07 Accepting and Rejecting Bids for the 2024 Jackson Community Center Expansion Project

The motion to recommend to the Budget and Finance Committee and to the Village Board to approve Resolution #24-07 Accepting and Rejecting Bids for the 2024 Jackson Community Center Expansion Project was made by B. Mekka and seconded by B. Rathke.

Vote: 3 ayes, 1 nays. The motion carried with the dissenting vote from Tr. Engelhardt.

9. Rental Approval Required - Washington County Democratic Party Annual Picnic - September 14, 2024

Director Valentino provided an overview of this agenda item.

The motion to recommend to the Village Board to approve the rental application from the Washington County Democratic Party for their annual picnic on September 14, 2024, was made by Chairperson Latz and seconded by B. Mekka.

Vote: 4 ayes, 0 nays. Motion carried.

10. Citizens/Village Staff to Address the Parks & Recreation Committee

Jeff Spaeth of Gremmer and Associates spoke on his anticipated further support of the Monte Carlo Night and how impressed he was with the event this year.

11. Adjourn

A motion to adjourn the meeting was made by Chairperson Latz and seconded by Tr. Engelhardt.

Vote: 4 ayes, 0 nays. Motion carried. The meeting was adjourned at 6:34 PM.

Respectfully Submitted,
Anastasia Gonstead - Village Clerk

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May 21, 2024

Parks & Recreation Commission

Financial “Stat Pack”

(January-April 2024)

Included:

*REC DESK – Registration/Scheduling Software:

To date “Cash Distribution by Account – *in house revenue report*”

*Village Budget Comparison Report – *Village Workhorse Program*

*5-year comparison spreadsheet

Revenue By Period - GL Account Summary

Start Date: 1/1/2024 12:00 AM

End Date: 4/30/2024 11:59 PM

Payment Methods: CA, CK, CC, IC

User(s)/Cashier(s): - All -



Regular Revenue

DEBITS												CREDITS
	<u>**Gross</u>	<u>**Net</u>	<u>Cash</u>	<u>Check</u>	<u>CC (Gross)</u>	<u>CC (Net)</u>	<u>ACH (Gross)</u>	<u>ACH (Net)</u>	<u>Internal CC</u>	<u>Acct Credit</u>	<u>Other</u>	<u>Refunds</u>
204 - Grants/Sponsorships/Donations												
	8,177.00	8,177.00	0.00	6,405.00	1,772.00	1,772.00	0.00	0.00	0.00	0.00	0.00	0.00
206 - Adult Programming												
	10,118.00	10,118.00	3,787.50	1,798.00	4,810.50	4,810.50	0.00	0.00	0.00	0.00	0.00	-278.00
208 - Youth Programming												
	17,012.50	17,012.50	325.00	5,518.00	11,833.50	11,833.50	0.00	0.00	0.00	0.00	0.00	-664.00
209 - Senior Program												
	1,295.00	1,295.00	890.00	150.00	255.00	255.00	0.00	0.00	0.00	0.00	0.00	0.00
210 - Adult Leagues												
	2,325.00	2,325.00	500.00	1,425.00	400.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00
214 - Concessions												
	1,312.00	1,312.00	1,309.00	0.00	3.00	3.00	0.00	0.00	0.00	0.00	0.00	0.00
224 - Special Events												
	22,589.38	22,589.38	4,494.00	12,947.29	3,165.00	3,165.00	0.00	0.00	1,983.09	0.00	0.00	0.00
232 - Boys & Girls Club Rentals												
	10,000.00	10,000.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
236 - Building/Park Rentals												
	20,563.29	20,563.29	1,110.00	15,397.75	4,186.27	4,186.27	0.00	0.00	9.27	0.00	0.00	-140.00
237 - Open Gym Type Programs												
	740.00	740.00	665.00	0.00	75.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00
238 - Fitness Memberships												
	2,350.75	2,350.75	626.50	634.00	1,090.25	1,090.25	0.00	0.00	0.00	0.00	0.00	0.00
240 - Kettlebrook Church Rentals												

7,057.56	7,057.56	0.00	7,057.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
243 - Postage and Copier Revenue												
15.68	15.68	1.70	13.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
252 - Employee Wellness												
27.50	27.50	20.00	0.00	7.50	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00
300 - Deposits For Rentals												
825.00	825.00	75.00	750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NONE - Unassigned												
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
104,408.66	104,408.66	13,803.70	62,096.58	27,598.02	27,598.02	0.00	0.00	\$1,992.36	0.00	0.00	0.00	-1,082.00

** Difference between GROSS and NET calculation is that NET uses CC (Net) value instead of CC (Gross) value

Sales Tax

						DEBITS				CREDITS		
<u>**Gross</u>	<u>**Net</u>	<u>Cash</u>	<u>Check</u>	<u>CC (Gross)</u>	<u>CC (Net)</u>	<u>ACH (Gross)</u>	<u>ACH (Net)</u>	<u>Internal CC</u>	<u>Acct Credit</u>	<u>Other</u>	<u>Refunds</u>	
		0.00	0.00	0.00	0.00	0.00	0.00	\$0.00	0.00	0.00		

** Difference between GROSS and NET calculation is that NET uses CC (Net) value instead of CC (Gross) value

Convenience Fees

Convenience Fees Assessed	\$917.26	CONVENIENCE FEES REFUNDED	\$0.00	NET CONVENIENCE FEES	\$917.26
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Fund: 500 - RECREATION

Account Number		2024	2024	2024	Budget	% of
		April	Actual 04/30/2024	Budget	Status	Budget
500-00-45620-201-000	REC - VILLAGE TRANSFER	87,007.00	87,007.00	261,021.00	-174,014.00	33.33
500-00-45620-204-000	REC - GRANTS/DONATIONS/SPONSRS	6,177.00	7,677.00	6,000.00	1,677.00	127.95
500-00-45620-206-000	REC - ADULT PROGRAM FEES	1,955.60	10,581.85	23,000.00	-12,418.15	46.01
500-00-45620-208-000	REC - YOUTH PROGRAM FEES	5,432.50	16,731.50	36,000.00	-19,268.50	46.48
500-00-45620-209-000	REC - SENIOR PROGRAMS	115.00	1,295.00	3,000.00	-1,705.00	43.17
500-00-45620-210-000	REC - ADULT LEAGUES FEES	300.00	2,325.00	5,000.00	-2,675.00	46.50
500-00-45620-211-000	REC - YOUTH LEAGUE FEES	0.00	0.00	2,500.00	-2,500.00	0.00
500-00-45620-214-000	REC - CONCESSIONS	393.00	1,312.00	9,000.00	-7,688.00	14.58
500-00-45620-224-000	REC - SPECIAL EVENTS	0.00	22,589.38	55,000.00	-32,410.62	41.07
500-00-45620-228-000	REC - TICKET SALES	0.00	0.00	7,000.00	-7,000.00	0.00
500-00-45620-232-000	REC - BOYS & GIRLS CLUB RENT	10,000.00	10,000.00	11,500.00	-1,500.00	86.96
500-00-45620-234-000	REC - WASH CTY AGING RENT	5,004.29	5,604.29	6,000.00	-395.71	93.40
500-00-45620-236-000	REC - BLDG / SHELTER RENTALS	1,996.27	25,514.02	45,000.00	-19,485.98	56.70
500-00-45620-237-000	REC - OPEN GYM FEES	210.00	740.00	800.00	-60.00	92.50
500-00-45620-238-000	REC - FITNESS MEMBERSHIPS	1,430.75	5,462.02	13,000.00	-7,537.98	42.02
500-00-45620-240-000	REC - KETTLEBROK CHURCH RENT	0.00	7,057.56	29,000.00	-21,942.44	24.34
500-00-45620-243-000	REC - POSTAGE / COPY MACHINES	0.70	490.02	600.00	-109.98	81.67
500-00-45620-250-000	REC - WBSC 4K PROGRAM	0.00	52,165.00	102,540.00	-50,375.00	50.87
500-00-45620-252-000	REC - VILLAGE WELLNESS PROGRAM	0.00	27.50	1,500.00	-1,472.50	1.83
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PUBLIC CHARGES FOR SERVICES		120,022.11	256,579.14	617,461.00	-360,881.86	41.55
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Total Revenues		120,022.11	256,579.14	617,461.00	-360,881.86	41.55
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42%

Fund: 500 - RECREATION

		2024				
Account Number		2024	Actual	2024	Budget	% of
		April	04/30/2024	Budget	Status	Budget
500-00-55310-110-000	REC ADMIN - WAGES	5,153.74	61,709.57	223,760.00	162,050.43	27.58
500-00-55310-110-001	REC EVEN/WEEKEND - WAGES	3,275.00	17,289.25	30,000.00	12,710.75	57.63
500-00-55310-110-002	REC PART-TIME SEASONAL - WAGES	180.00	5,744.00	21,000.00	15,256.00	27.35
500-00-55310-110-004	REC WBSD 4K - WAGES	5,751.63	24,340.64	60,000.00	35,659.36	40.57
500-00-55310-125-000	REC ADMIN - HEALTH/LIFE INSUR	0.00	20,137.40	63,666.00	43,528.60	31.63
500-00-55310-130-000	REC ADMIN - WRS	1,114.60	5,015.68	15,684.00	10,668.32	31.98
500-00-55310-130-001	REC EVEN/WEEKEND - WRS	131.18	653.37	800.00	146.63	81.67
500-00-55310-130-002	REC PART-TIME/SEASONAL - WRS	0.00	0.00	200.00	200.00	0.00
500-00-55310-130-004	REC WBSD 4K - WRS	248.40	1,103.31	4,080.00	2,976.69	27.04
500-00-55310-135-000	REC ADMIN - SOCIAL SECURITY	936.00	4,213.11	14,101.00	9,887.89	29.88
500-00-55310-135-001	REC EVEN/WEEKEND - SOC SEC	203.06	1,072.00	1,860.00	788.00	57.63
500-00-55310-135-002	REC PART-TIME/SEASON - SOC SEC	11.16	356.13	1,302.00	945.87	27.35
500-00-55310-135-004	REC WBSD 4K - SOCIAL SECURITY	356.61	1,509.13	3,720.00	2,210.87	40.57
500-00-55310-140-000	REC ADMIN - MEDICARE	218.90	985.31	3,298.00	2,312.69	29.88
500-00-55310-140-001	REC EVEN/WEEKEND - MEDICARE	47.50	250.72	435.00	184.28	57.64
500-00-55310-140-002	REC PART-TIME/SEASON - MEDICARE	2.61	83.31	305.00	221.69	27.31
500-00-55310-140-004	REC WBSD 4K - MEDICARE	83.40	352.94	870.00	517.06	40.57
500-00-55310-145-000	REC ADMIN - MEDICAL REIMBURSE	115.38	519.21	2,000.00	1,480.79	25.96
500-00-55310-202-000	REC - EDUCATION/TRAVEL/DUES	0.00	2,702.21	3,000.00	297.79	90.07
500-00-55310-204-000	REC - PROGRAM / ACCT REFUNDS	130.00	789.00	3,000.00	2,211.00	26.30
500-00-55310-205-000	REC - PROP/LIABLTY INSURANCE	0.00	3,065.94	4,500.00	1,434.06	68.13
500-00-55310-206-000	REC - COMPUTER EQUIPMENT	0.00	0.00	600.00	600.00	0.00
500-00-55310-207-000	REC - GAS / ELECTRIC	3,271.48	11,317.13	45,000.00	33,682.87	25.15
500-00-55310-208-000	REC - OFFICE SUPPLIES	44.99	833.77	2,500.00	1,666.23	33.35
500-00-55310-209-000	REC - WATER / SEWER	729.21	729.21	2,800.00	2,070.79	26.04
500-00-55310-210-000	REC - CELL PHONES	50.00	250.00	1,800.00	1,550.00	13.89
500-00-55310-211-000	REC - PHONE / INTERNET	251.07	1,004.88	3,180.00	2,175.12	31.60
500-00-55310-212-000	REC - IT SUPPORT	-3,361.70	2,153.20	7,500.00	5,346.80	28.71
500-00-55310-213-000	REC - BLDG EQUIPMENT / REPAIRS	6,310.19	7,036.95	12,000.00	4,963.05	58.64
500-00-55310-214-000	REC - YOUTH PROGRAM SUPPLIES	381.97	736.18	2,500.00	1,763.82	29.45
500-00-55310-215-000	REC - JANITORIAL/BLDG SUPPLIES	273.68	858.99	3,000.00	2,141.01	28.63
500-00-55310-216-000	REC - ADULT PROGRAM SUPPLIES	139.35	260.20	1,000.00	739.80	26.02
500-00-55310-217-000	REC - SENIOR PROGRAMS	39.92	239.67	1,000.00	760.33	23.97
500-00-55310-220-000	REC - SPECIAL EVENTS	2,160.53	6,222.72	12,000.00	5,777.28	51.86
500-00-55310-222-000	REC - PRINTING	0.00	0.00	3,200.00	3,200.00	0.00
500-00-55310-224-000	REC - POSTAGE / COPIER	459.96	1,557.33	6,500.00	4,942.67	23.96
500-00-55310-228-000	REC - STAFF UNIFORMS	0.00	0.00	1,000.00	1,000.00	0.00
500-00-55310-230-000	REC - CONCESSIONS-RESALEABLE	60.72	169.26	5,000.00	4,830.74	3.39
500-00-55310-232-000	REC - SUMMER TICKET SALES	0.00	0.00	6,500.00	6,500.00	0.00
500-00-55310-254-000	REC - ADULT LEAGUES	0.00	270.28	2,000.00	1,729.72	13.51
500-00-55310-258-000	REC - CONTRACTUAL SERVICES	6,205.00	11,510.00	30,000.00	18,490.00	38.37
500-00-55310-262-000	REC - CONTINGENCY	192.14	407.11	500.00	92.89	81.42
500-00-55310-268-000	REC - CONCESSION STAND MAINT	252.00	304.75	800.00	495.25	38.09
500-00-55310-269-000	REC - FIRE/SECURITY MONITORING	0.00	0.00	3,000.00	3,000.00	0.00
500-00-55310-270-000	REC - SALES & USE TAX	1,274.61	1,941.99	3,500.00	1,558.01	55.49
500-00-55310-280-000	REC - WBSD 4K PROGRAM SUPPLIES	66.69	282.92	2,000.00	1,717.08	14.15
500-00-55310-282-000	REC - VILLAGE WELLNESS PROGRAM	0.00	0.00	1,000.00	1,000.00	0.00
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PARKS & RECREATION		36,760.98	199,978.77	617,461.00	417,482.23	32.39
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Total Expenses		36,760.98	199,978.77	617,461.00	417,482.23	32.39
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Jackson Parks & Recreation Department

7 year Budget Comparison

7 year Budget Comparison				COVID	COVID	Village Only Moving Forward		
		2018*	2019*	2020*	2021*	2022	2023	2024
		Total Budget	519,929	528,450	546,782	542,174	556,016	552,515.00
Jan.	Revenue (budget %)	37,070 (7%)	31,820 (3%)	40,290 (7%)	27,761 (5%)	35,695 (6%)	37,877 (7%)	45,741 (8%)
	Expenditures (budget %)	39,817 (7.7%)	46,201 (9%)	40,746 (7%)	38,890 (7%)	58,528 (11%)	36,590 (10%)	57,582 (9%)
Feb.	Revenue (budget %)	120,830 (23%)	126,222(24%)	134,263 (25%)	121,009 (22%)	123,856 (22%)	122,615 (22%)	146,228 (24%)
	Expenditures (budget %)	79,080 (15%)	86,508(16%)	89,248 (16%)	74,429 (14%)	106,862 (19%)	104,146 (19%)	108,434 (18%)
March	Revenue (budget %)	\$153,695 (29%)	161,386 (31%)	171,686 (31%)	153,720 (28%)	No	177,443 (32%)	201,812 (33%)
	Expenditures (budget %)	\$123,668 (24%)	129,485 (25%)	138,943 (25%)	134,479 (25%)	Workhorse	158,594 (29%)	<u>163,218 (26%)</u>
April	Revenue (budget %)	\$184,391 (35%)	201,802 (38%)	193,589 (35%)	191,191 (35%)	207,633 (37%)	220,245 (40%)	256,579 (42%)
	Expenditures (budget %)	\$176,282 (34%)	188,474 (36%)	177,177 (32%)	176,620 (33%)	188,008 (34%)	203,925 (37%)	199,979 (32%)
May	Revenue (budget %)	230,875 (44%)	253,908(48%)	231,477(42%)	233,212 (43%)	268,272 (48%)	274,941 (50%)	
	Expenditures (budget %)	218,216 (42%)	228,774(43%)	211,665 (39%)	218,515 (40%)	234,516 (42%)	252,185 (46%)	
June	Revenue (budget %)	278,036 (53%)	291,663(55%)	278,660 (51%)	281,244 (51%)	300,239 (53%)	307,961 (56%)	
	Expenditures (budget %)	252,175 (49%)	263,372(50%)	245,661 (45%)	260,609 (48%)	273,274 (49%)	296,271 (54%)	
July	Revenue (budget %)	302,007 (58%)	325,514 (62%)	305,886 (56%)	321,168 (59%)	339,847 (62%)	356,469 (65%)	
	Expenditures (budget %)	284,599 (55%)	295,489 (56%)	280,926 (51%)	294,593 (54%)	322,841 (58%)	347,748 (63%)	
August	Revenue (budget %)	335,051 (64%)	366,210 (69%)	336,440 (62%)	366,367 (67%)	380,959 (69%)	401,790 (73%)	
	Expenditures (budget %)	322,192 (62%)	333,108 (63%)	326,740 (60%)	345,502 (64%)	340,379 (61%)	383,879 (69%)	
Sept.	Revenue (budget %)	406,412 (78%)	415,858 (79%)	365,741 (67%)	398,207 (73%)	No	432,466 (79%)	
	Expenditures (budget %)	376,357 (72%)	408,811 (77%)	364,768 (67%)	399,460 (74%)	Worshorse	436,536 (79%)	
Oct.	Revenue (budget %)	488,220 (94%)	485,351 (92%)	449,107 (82%)	No	475,704 (86%)	527,323 (95%)	
	Expenditures (budget %)	430,860 (83%)	456211(86%)	403,845 (74%)	Workhorse	467,784 (84%)	486,242 (88%)	
Nov.	Revenue (budget %)	472,393 (91%)	527,342 (100%)	473,121 (87%)	531,258 (97%)	No	580,067 (100%)	
	Expenditures (budget %)	512,327 (99%)	493,594 (93%)	439,615 (80%)	493,487 (91%)	Workhorse	531,342 (96%)	
Dec.	Revenue (budget %)	548,466 (105%)	564,619 (107%)	517,457 (95%)	560,582 (103%)	608,831 (109%)	601,055 (109%)	
	Expenditures (budget %)	529,521 (102%)	538,450 (102%)	473,508 (87%)	531,480 (98%)	554,142 (100%)	578,728 (105%)	
Year End Village Audit Total:		plus 18,945	plus 25,648	plus \$33,295	plus \$18,927	plus 34,840	plus 22,327	

*2012 & 2013 Town short. 2014 & 2015 both municipalities followed revenue sharing formula. 2016, 2017, 2018 & 2019 Town short.

**In Fall of 2021, the Town dissolved their partnership with the JPR/Village. (We added the 4k/WBSD Partnership in 2016.)

Service Analysis & Financial Strategies Spreadsheet

Service Analysis & Financial Strategies Spreadsheet												Social Good Invest To Capture Market Invest To Sustain Market Divest	Cost Recovery Market Driven Competitive Community
Service Provided	Total	Total	Meets Mission		Financial Viability		Market Position		Other Providers		% Cost Recovery	Recommended Financial Strategy	Pricing Strategy
	COST	Revenue	Yes	No	Good	Poor	Strong	Weak	High	Low			
Fitness Center	see rec desk										100%	Social Good	community
Personal Training	\$60	\$90	x		x		x		x		100	social good	community
Ghoul Gala	see rec desk		sponsored								100%	social good	community
Tree Lighting/ornament	see rec desk	\$750(ornam	sponsored								100%	social good	community
Holiday Light Contest	\$10.00	\$25	sponsored			x	x			x	80%	Social Good	Community
Monte Carlo Night	see rec desk		sponsored									Social Good	Community
Easter Egg Hunt	\$500.00	\$0.00	sponsored		x		X		x		100%	Social Good	Cost Recov/Com
Youth Free Throw	\$425	free	sponsored		x		x			x	100%	invest to sustain	community
Youth Fish Derby	\$150	free	sponsored		x		x			x	100%	invest to sustain	cost recovery
Art w/ Heart	\$25	\$40	x		x		x		x		100%	invest to sustain	community
Lil Adventuresc Playgroup	\$2,063.00	\$3,402.00	x		x		x			x	100%	invest to sustain	Community
4k program	see contract		x		x		x		x		100%	invest to sustain	community
Chip-In Casino	signup with	company	x		x		x			x	100%	invest to sustain	community
Headstart	see contract		x		x		x			x	100%	invest to sustain	community
Lets start with a book	Free	Free	x		x		x			x	100	Social Good	community
Senior St. Pat Day Party	\$300	adrc sponso	x		x		x			x	100	social good	community
halloween light contest	\$10.00	\$60.00	sponsored		x		x		x		100%	Social Good	community
Abc's computers	\$0	\$0.00	x		x		x		x		100%	invest to sustain	community
Wed night storytelling	Free	Free	x		x		x			x	100%	Social Good	Community
Samba	0	25	x		x		x			x	100	invest to sustain	Community
Pool/Ping Leagues	\$25	Free	x		x		x			x	100%	Social Good	community
Pickleball Lessons	\$50	\$99	x		x		x			x	100%	invest to sustain	community
			x		x		x			x	100%	Social Good	community
Asst with Computer	45	68	x		x		x			x	100%	invest to sustain	Community
Sr xmas party Free event	\$300	free	x		x		x			x	100%	Social Good	community
Bingo for a Buck	41	258	x		x		x			x	100	social good	community
Family pickleball	\$0	\$0	x		x		x			x	100%	Social Good	community
Village Rummage	0	0	x		x		x		x		0	Social Good	Community
living with chronic pain	Free	Free	x		x		x			x	100	Social Good	community
AARP Driver Safety	105	105	x		x		x			x	100	social good	community
Tiny Tots Sports	\$0	\$0	x		x		x			x	100%	invest to sustain	community
Time for Tots-WBSD	see above	\$5,270	x		x		x			x	100%	invest to sustain	community

Social Good

Invest To Capture Market

Invest To Sustain Market

Divest

Cost Recovery

Market Driven

Competitive

Community

sit be fit	660	1490	x		x		x		x	100	invest to sustain	community
corn hole sp olympics	0	0	x		x		x		x	100	Social Good	community
Independent walking	Free	Free	x		x		x		x	100%	Social Good	community
Open Gym	see rec desk		x		x		x		x	100%	Social Good	community
Passive Pickleball Sp Olympi	0	0	x		x		x		x	100%	Social Good	community
Peewee Soccer	\$576	\$1,050	x		x		x		x	100%^	invest to sustain	community
Peewee Tennis	54	120	x		x		x		x	100	invest to sustain	Competitive
Peewee Basketball	\$180	\$345	x		x		x		x	100%	invest to sustain	community
Peewee Baseball	\$270	\$495	x		x		x		x	100%	invest to sustain	community
Shoo the Flu	Free	Free	x		x		x		x	100%	Social Good	community
Blood Drive	Free	Free	x		x				x	100%	Social Good	community
Glo Run	see rec desk		x		x		x		x	100	invest to sustain	community
self defense	0	0	x		x		x		x	100	Divest	community
Piano Lessons	\$1,860.00	\$2,625.00	x		x		x			100%	invest to sustain	community
Paint Party	0	0	x		x		x		x	100	Social Good	Community
mom&me kitchen	\$25	345	x		x		x		x	100	invest to sustain	community
Lego/Tech Tro	0	0	x		x		x		x	100	invest to sustain	community
adventures in art	Slinger Kids		x		x		x		x	100	invest to sustain	community
Drumming	480	720	x		x		x		x	100	invest to sustain	community
Cartooning	\$32	\$60	x		x		x		x	100%	invest to sustain	community
Pee Wee Tumbling	\$120	\$420	x		x		x		x	100%	invest to sustain	community
cardio mix sat	720	\$1,476.00	x		x		x		x	100%	invest to sustain	community
Little Shooters	\$90	\$165	x		x		x		x	100%	invest to sustain	community
indoor archery	\$0.00	\$0	x		x		x		x	100%	invest to sustain	community
Strong People	\$0.00	\$150	x		x		x		x	100%	invest to sustain	community
Lets Dance	\$3,163	\$6,900	x		x		x		x	100%	invest to sustain	community
cardio lite tues	\$720	\$1,934	x		x		x		x	100%	invest to sustain	community
body pump	\$720	\$1,087	x		x		x		x	100%	invest to sustain	community
CPR/Health CPR	0	0	x		x		x		x	100	Social Good	community
Art w/ Heart	\$25	\$40	x		x		x		x	100%	invest to sustain	community
Jazzercise	\$60	\$108	x		x		x		x	100%	invest to sustain	community
WBLL Baseball Clinic	\$0.00	\$770.00	x		x		x		x	100%	invest to sustain	community
Music and Movement	\$0.00	\$0.00	x		x		x		x	100%	invest to sustain	community
Adult Volleyball Leagues	\$300	\$2,400	x		x		x		x	100%	invest to sustain	community
Science of Slime	0	0	x		x		x		x	100	invest to sustain	community
social smarts	0	0	x		x		x		x	100%	invest to sustain	community
Zumba Fitness	\$1,140	\$2,241	x		x		x		x	100%	invest to sustain	community
Fake Charity Scams	Free	Free	x		x		x		x	100%	Social Good	community
Learn to skate	\$200	\$250	x		x		x		x	100%	invest to sustain	community
Kickboxing/Strike	\$760	\$1,432	x		x		x		x	100%	invest to sustain	community

Aurora	free	free	x		x		x		x	100%	Social Good	community
Quality Time in Kitchen	22	100	x		x		x		x	100%	invest to sustain	community
Robot Invasion	0	0	x		x		x		x	100	invest to sustain	community
Slice of Art	105	195	x		x		x		x	100	invest to sustain	community
Little Switzerland Ski	0	0	x		x		x		x	100	invest to sustain	community
Beg. Yoga	\$1,475	\$2,918	x		x		x		x	100%	invest to sustain	community
Flag Football sponsored	900	2,475	x		x		x		x	100	invest to sustain	community
Stay Home Alone	\$0	\$0	x		x		x		x	100%	invest to sustain	community
WBSD Ad Classes	\$150	\$575	x		x		x		x	100%	invest to sustain	community
senior card club	\$1,300	\$1,016	x		x		x		x	100%	Social Good	community
Lets Talk Health	Free	Free	x		x		x		x	100%	Social Good	community
Empowement	\$0	\$0	x		x		x		x	100%	invest to sustain	community
Crochet /knitting	\$28	\$40	x		x		x		x	100%	invest to sustain	community
Saving for Retirement	Free	Free	x		x		x		x	100	Social Good	community
Smart Sitters	280	500	x		x		x		x	100	invest to sustain	community
Injury Prevention Assessment	Free	Free	x		x		x		x	100	Social Good	community
Only Snowflakes should Fall	Free	free	x		x		x		x	100	Social Good	community
Karate	0	\$0	x		x		x		x	100	invest to sustain	community
pickleball court rentals	\$0	2430	x		x		x		x	100%	invest to sustain	community
Pickleball-	\$52	5,648			x		x		x	100%	invest to sustain	community
WB Lending Library	free	free	x		x		x		x	100%	Social Good	community
Red Cross Babysitting	\$55	76	x		x		x		x	100	invest to sustain	community
Pickleball Tournament	75	350	x		x		x		x	100%	invest to sustain	community
Fitness Orientations	180	0	part of membership fee							100%	social good	community
Wifi Scam	Free	Free	x		x		x		x	100	invest to sustain	community
Holiday succulents	65	111	x		x		x		x	100	invest to sustain	community
Retirement Workshop	Free	Free	x		x		x		x	100	social good	community
Volleyball Open Gym	0	450	x		x		x		x	100	invest to sustain	community
need asst with laptop	0	0	x		x		x		x	100	invest to sustain	community
Medicare Seminar	Free	Free	x		x		x		x	100	social good	community
Stockbox	FREE	free	x		x		x		x	100	Social Good	community
Hearing test	free	free	x		x		x		x	100	Social Good	community
Arthristis Workshop	Free	Free	x		x		x		x	100	Social Good	community
Badges and Bows	School dates differ		x		x		x		x	100	invest to sustain	community
Back Pain Workshop	FREE	Free	x		x		x		x	100	Social Good	Community
Buying Home	Free	Free	x		x		x		x	100	Social Good	community
envelop class	0	0	x		x		x		x	100	invest to sustain	community
Selling House	Free	Free	x		x		x		x	100	Social Good	community
aurora blood pressure checkes	free	free	x		x		x		x	100	Social Good	community
Martin Baseball Camp	200	350	x		x		x		x	100	invest to sustain	Community

Martin Basketball Camp	100	175	x		x		x		x	100	invest to sustain	community
Martin Football Camp	0	0	x		x		x		x	100	invest to sustain	community
			x		x		x		x	100	Social Good	community
			x		x		x		x	100	Social Good	community
			x		x		x		x	100	social good	community
			x		x		x		x	100	Social Good	community
Consumer Fraud Wkshop	Free	Free	x		x		x		x	100	Social Good	community

<u>ADRC Grant Classes</u>	<u>Cost</u>	<u>Reimbursed</u>	<u>\$ to Rec Dept</u>		<u>Grant is \$6000 for year for classes and \$600 for Building Rental</u>							
Cardio Lite 60+(2 sess)	240	352		112								Wendy Iverson Taught
Pickleball 60+	0	2,365			2,365							Renee Supervised Passes
Cooking for 1 60+(2 classes)	0	1146		1146								Renee Taught
St. Pats Party	0	650		650								Renee Taught
Bingo for Buck 60+	0	491		491								Renee Taught
												Renee Taught
Building Rental	0	see contract				600						Building Rental
TOTAL	240	5,004		4764		600						

							Amount of Grant left:				996	
<u>Billed next quarter</u>	<u>Cost</u>	<u>reimbursed</u>	<u>\$ to Rec Dept</u>								Instructor	
Pickleball 60+											Renee Supervised	
Cooking for 1 60+ (1 class)											Renee Taught	
Bingo for a Buck 60+											Renee Taught	
Lets Create											Sonya Bayer Taught	
Cardio Lite 60+ (6 sessions)											Wendy Iverson	
											Renee Taught	
TOTAL												

