

CITY OF MESA - COMMUNITY SERVICES DEPARTMENT
COMMERCIAL FACILITIES DIVISION - GOLF COURSES
TWO YEAR HISTORY / SEVEN YEAR PRO-FORMA

Fiscal Year	Revenues	Expenses					Cost Recovery / Profit or (Loss)				Ending Balance	Targeted Reserve Fund
	Total Revenue	Operations & Maintenance	Admin & General	Capital	Debt Service	Total Program Expenses	O&M Profit & Loss	O&M Cost Recovery %	Total Program Profit & Loss	Program Cost Recovery %		
							Tot Revenue (-) O&M	Tot Revenue (/) O&M	Tot Revenue (-) Prog Expenses	Tot Revenue (/) Prog Expenses		
03-04	\$2,298,598	\$1,756,939	\$357,003	\$8,824	\$55,493	\$2,178,259	\$532,835	130.2%	\$120,339	105.5%	\$656,794	
04-05	\$2,329,040	\$1,668,410	\$491,481	\$170,362	\$57,926	\$2,388,179	\$490,268	126.7%	-\$59,139	97.5%	\$593,183	
05-06	\$2,478,500	\$1,774,282	\$484,614	\$100,000	\$59,894	\$2,418,790	\$604,218	132.2%	\$59,710	102.5%	\$670,688	\$440,000
06-07	\$2,560,855	\$1,893,447	\$512,861	\$200,000	\$59,894	\$2,666,202	\$467,408	122.3%	-\$105,347	96.0%	\$585,462	\$440,000
07-08	\$2,698,485	\$1,957,824	\$530,298	\$190,000	\$59,894	\$2,738,016	\$550,661	125.6%	-\$39,532	98.6%	\$566,422	\$440,000
08-09	\$2,792,932	\$2,024,390	\$548,328	\$110,000	\$139,155	\$2,821,874	\$658,542	130.9%	-\$28,942	99.0%	\$557,305	\$440,000
09-10	\$2,890,685	\$2,093,219	\$566,972	\$60,000	\$201,651	\$2,921,842	\$737,465	134.2%	-\$31,158	98.9%	\$548,439	\$440,000
10-11	\$3,008,858	\$2,164,389	\$586,249	\$50,000	\$229,110	\$3,029,748	\$794,470	135.9%	-\$20,889	99.3%	\$549,488	\$440,000
11-12	\$3,114,169	\$2,237,978	\$606,181	\$175,000	\$85,935	\$3,105,094	\$701,190	129.1%	\$9,074	100.3%	\$580,542	\$440,000

Notes

Total Revenue = 3% - 3.5% annual fee increase, sponsorships, increased Food & Beverage sales, avg. 78k rounds-Dobson; avg. 59k rounds-Riverview
Operations & Maintenance = Personal Services, Commodities (materials & supplies), Utilities, Contract Services, etc. 3.4% annual increase
Admin & General = Department, Division and City Services(Personnel, Finance, City Attorney, ISD, etc.) estimated annual increase of 3.4%
Ending Fund Balance = Balance of monies retained in the Golf Enterprise Fund, includes 3% - 3.5% interest on investment
Targeted Reserve Fund = \$150,000 Capital; \$60,000 Debt Service; \$230,000 Operational Reserve (45 Days).

CITY OF MESA - COMMUNITY SERVICES DEPARTMENT
COMMERCIAL FACILITIES DIVISION - CEMETERY
TWO YEAR HISTORY / FY05-06 - FY24-25 PRO-FORMA

Fiscal Year	Revenues				Expenses				Cost Recovery / Profit or (Loss)				FUND 430	
	Sales and Services	Perpetual Care Fees	Contributions To Reserve	Total Revenue	Operations & Maintenance	Admin & General	Capital	Total Program Expenses	O&M Profit & Loss	O&M Cost Recovery %	Total Program Profit & Loss	Program Cost Recovery %	Interest	Balance
									Sales & Service (-) O&M	Sales & Service (/) O&M	Tot Revenue (-) Prog Expenses	Tot Revenue (/) Prog Expenses		
03-04	\$898,021	\$86,322	\$150,000	\$1,134,343	\$636,078	\$177,426	\$1,195	\$814,699	\$261,943	141.2%	\$319,644	139.2%	\$57,750	\$5,482,619
04-05*	\$1,030,666	\$110,100	\$150,000	\$1,290,766	\$825,365	\$197,918	\$60,037	\$1,083,320	\$205,301	124.9%	\$207,446	119.1%	\$115,097	\$5,857,816
05-06	\$1,141,989	\$101,357	\$0	\$1,243,346	\$703,520	\$209,873	\$60,600	\$973,993	\$438,469	162.3%	\$269,353	127.7%	\$175,734	\$6,302,904
06-07	\$1,276,280	\$112,000	\$0	\$1,388,280	\$726,257	\$216,039	\$0	\$942,296	\$550,023	175.7%	\$445,984	147.3%	\$220,602	\$6,969,490
07-08	\$1,321,306	\$117,600	\$0	\$1,438,906	\$750,950	\$223,384	\$220,000	\$1,194,334	\$570,356	176.0%	\$244,572	120.5%	\$243,932	\$7,457,994
08-09	\$1,427,238	\$123,200	\$0	\$1,550,438	\$776,482	\$230,979	\$0	\$1,007,461	\$650,756	183.8%	\$542,977	153.9%	\$261,030	\$8,262,001
09-10	\$1,421,754	\$128,800	\$0	\$1,550,554	\$802,882	\$238,833	\$0	\$1,041,715	\$618,872	177.1%	\$508,839	148.8%	\$289,170	\$9,060,009
10-11	\$1,467,115	\$134,400	\$0	\$1,601,515	\$830,180	\$246,953	\$60,000	\$1,137,133	\$636,935	176.7%	\$464,382	140.8%	\$317,100	\$9,841,491
11-12	\$1,130,980	\$73,950	\$0	\$1,204,930	\$858,407	\$255,349	\$61,340	\$1,175,096	\$272,573	131.8%	\$29,834	102.5%	\$344,452	\$10,215,777
24-25	\$873,250	\$13,200	\$0	\$886,450	\$1,189,429	\$103,400	\$0	\$1,292,829	-\$316,179	73.4%	-\$406,379	68.6%	\$1,065,445	\$24,335,612

*Reflects a one-time expense of \$144,852 for Microburst damage

Notes

Total Revenue = 3% annual fee increase, Average of 500 grave spaces sold per year

Operations & Maintenance = Personal Services, Commodities (materials & supplies), Utilities, Contract Services, etc. 3.4% annual increase

Admin & General = Department, Division and City Services(Personnel, Finance, City Attorney, ISD, etc.) estimated annual increase of 3.4%

Fund 430 Balance = Accumulative Perpetual Care and Interest on Investments, and annual Net Revenue

An annual Interest Rate of 5.5% in 2024 would need to be realized to cover ongoing maintenance costs

CITY OF MESA - COMMUNITY SERVICES DEPARTMENT
COMMERCIAL FACILITIES DIVISION - CONVENTION CENTER / AMPHITHEATRE
TWO YEAR HISTORY / SEVEN YEAR PRO-FORMA

Fiscal Year	Revenues				Expenses				Cost Recovery / Profit or (Loss)			
	Contributions (Bed Tax)	Ticketing Service Fee	Direct Revenue	Total Revenue	Operations & Maintenance	Admin & General	Capital	Total Program Expenses	O&M Profit & Loss	O&M Cost Recovery %	Total Program Profit & Loss	Program Cost Recovery %
									<i>Tot Revenue (-) O&M</i>	<i>Tot Revenue (/) O&M</i>	<i>Tot Revenue (-) Proa Exoenses</i>	<i>Tot Revenue (/) Proa Exoenses</i>
03-04	\$0	\$0	\$2,685,479	\$2,685,479	\$2,930,588	\$1,055,809	\$86,097	\$4,072,494	-\$245,109	91.64%	-\$1,387,015	65.94%
04-05	\$0	\$0	\$2,555,202	\$2,555,202	\$2,778,085	\$1,238,309	\$47,715	\$4,064,109	-\$222,883	91.98%	-\$1,508,907	62.87%
05-06	\$0	\$30,000	\$2,931,000	\$2,961,000	\$3,446,627	\$791,707	\$146,666	\$4,385,000	-\$485,627	85.91%	-\$1,424,000	67.53%
06-07	\$200,000	\$50,000	\$3,000,000	\$3,250,000	\$3,563,825	\$741,240	\$250,000	\$4,555,065	-\$313,825	91.19%	-\$1,305,065	71.35%
07-08	\$200,000	\$50,000	\$3,110,000	\$3,360,000	\$3,684,995	\$766,442	\$250,000	\$4,701,437	-\$324,995	91.18%	-\$1,341,437	71.47%
08-09	\$225,000	\$50,000	\$3,218,300	\$3,493,300	\$3,810,285	\$792,501	\$250,000	\$4,852,786	-\$316,985	91.68%	-\$1,359,486	71.99%
09-10	\$250,000	\$55,000	\$3,314,849	\$3,619,849	\$3,939,835	\$819,446	\$250,000	\$5,009,281	-\$319,986	91.88%	-\$1,389,432	72.26%
10-11	\$275,000	\$60,000	\$3,430,869	\$3,765,869	\$4,073,789	\$847,307	\$275,000	\$5,196,096	-\$307,920	92.44%	-\$1,430,228	72.47%
11-12	\$300,000	\$60,000	\$3,550,949	\$3,910,949	\$4,212,298	\$876,116	\$275,000	\$5,363,414	-\$301,349	92.85%	-\$1,452,465	72.92%

Notes

Direct Revenue: estimated annual increase of 3% to 3.5%

O&M = Personal Services, Commodities (materials & supplies), Utilities, Contract Services, etc. 3.4% annual increase

A&G = Department, Division and City Services(Personnel, Finance, City Attorney, ISD, etc.) estimated annual increase of 3.4%

CITY OF MESA - COMMUNITY SERVICES DEPARTMENT
COMMERCIAL FACILITIES DIVISION - HOHOKAM STADIUM / FITCH COMPLEX
TWO YEAR HISTORY / FY05-06 - FY11-12 PRO-FORMA

Fiscal Year	Revenues			Expenses					Cost Recovery / Profit or (Loss)			
	Contributions	Direct Revenue	Total Revenue	Operations & Maintenance	Admin & General	Capital	Total Program Expenses	Debt Service	O&M Profit & Loss	O&M Cost Recovery %	Total Program Profit & Loss	Program Cost Recovery %
									Direct Revenue (-) O&M	Direct Revenue (/) O&M	Total Revenue (-) Prog Expenses, Debt Svc	Total Revenue (/) Prog Expenses, Debt Svc
03-04	\$100,000	\$3,377,389	\$3,477,389	\$4,226,076	\$0	\$0	\$4,226,076	\$152,859	-\$848,687	82.3%	-\$901,546	82.3%
04-05	\$100,000	\$3,762,232	\$3,862,232	\$4,944,895	\$0	\$0	\$4,944,895	\$234,901	-\$848,687	78.1%	-\$901,546	78.1%
05-06	\$100,000	\$4,806,000	\$4,906,000	\$5,167,995	\$274,063	\$51,500	\$5,493,558	\$398,800	-\$361,995	94.9%	-\$986,358	89.3%
06-07	\$100,000	\$4,901,100	\$5,001,100	\$5,676,608	\$314,732	\$275,000	\$6,266,340	\$398,800	-\$775,508	88.1%	-\$1,664,040	79.8%
07-08	\$100,000	\$4,999,122	\$5,099,122	\$5,869,613	\$325,433	\$450,000	\$6,645,046	\$398,800	-\$870,491	86.9%	-\$1,944,724	76.7%
08-09	\$100,000	\$5,099,104	\$5,199,104	\$6,069,180	\$336,498	\$400,000	\$6,805,677	\$1,729,983	-\$970,075	85.7%	-\$3,336,558	76.4%
09-10	\$100,000	\$5,201,087	\$5,301,087	\$6,275,532	\$347,939	\$250,000	\$6,873,470	\$1,898,667	-\$1,074,445	84.5%	-\$3,471,051	77.1%
10-11	\$100,000	\$5,305,108	\$5,405,108	\$6,488,900	\$359,768	\$250,000	\$7,098,668	\$2,029,000	-\$1,183,791	83.3%	-\$3,722,560	76.1%
11-12	\$100,000	\$5,411,210	\$5,511,210	\$6,709,522	\$372,001	\$450,000	\$7,531,523	\$1,374,000	-\$1,298,312	82.1%	-\$3,394,312	73.2%

Notes

- Contributions = Mesa CVB contributions go towards Debt Service
- Direct Revenue = Includes Spring Training and Event Revenue; 2% Annual increase
- Operations & Maintenance = Personal Services, Commodities (materials & supplies), Utilities, Contract Services, etc. 3.4% annual increase
- Admin & General = Department, Division and City Services(Personnel, Finance, City Attorney, ISD, etc.) estimated annual increase of 3.4%
- City-wide A&G data not available as it is charged to Park Program
- FY05-06 O&M increase in estimates for Cubs Commissions