

**MONTEREY COUNTY PARKS DEPARTMENT  
MANAGEMENT OF LAKES REPORTS OPERATIONS  
URBAN PARK CONCESSIONAIRES (UPC)  
LAKE NACIMIENTO & LAKE SAN ANTONIO SUMMARY**

**ATTACHMENT A**

	BOS Appv'd Annual Contract Budget	1st Qtr FY 11-12	2nd Qtr FY 11-12	3rd Qtr FY 11-12	4th Qtr FY 11-12	FY 11-12 YTD	
<b>LAKE NACIMIENTO</b>							
<b>TOTAL REVENUE</b>	2,595,000	1,543,141	112,450	39,418	705,661	2,400,670	92.5%
<b>EXPENSE</b>							
Total Cost of Sales	743,880	554,854	23,283	6,661	154,082	738,880	99.3%
Salaries	713,000	249,818	115,769	97,273	202,779	665,639	93.4%
Operating Expense	441,920	159,189	67,346	63,918	114,743	405,196	91.7%
Administrative Expense	235,706	49,007	46,681	58,721	57,696	212,105	90.0%
<b>TOTAL EXPENSES</b>	<b>2,134,506</b>	<b>1,012,868</b>	<b>253,079</b>	<b>226,573</b>	<b>529,300</b>	<b>2,021,820</b>	<b>94.7%</b>
<b>Concessionaire Quarterly Net Result</b>	<b>460,494</b>	<b>530,273</b>	<b>(140,629)</b>	<b>(187,155)</b>	<b>176,361</b>	<b>378,850</b>	<b>82.3%</b>
Monthly Management Fee (1.5% of Gross Sales)	38,924	23,147	1,687	591	10,585	36,010	92.5%
Annual Performance Incentive (25% of Net Profit)	115,124					94,713	82.3%
<b>UPC TOTAL FOR LAKE NACIMIENTO</b>	<b>306,446</b>	<b>507,126</b>	<b>(142,316)</b>	<b>(187,746)</b>	<b>165,776</b>	<b>248,127</b>	<b>81.0%</b>
<b>LAKE SAN ANTONIO</b>							
<b>TOTAL REVENUE</b>	1,736,000	941,828	46,657	62,447	538,024	1,588,956	91.5%
<b>EXPENSE</b>							
Total Cost of Sales	561,600	361,814	10,556	4,468	171,426	548,264	97.6%
Salaries	527,360	151,950	76,396	65,862	117,585	411,793	78.1%
Operating Expense	312,422	102,885	37,802	65,992	66,683	273,362	87.5%
Administrative Expense	225,827	43,714	45,107	56,355	52,360	197,536	87.5%
<b>TOTAL EXPENSES</b>	<b>1,627,209</b>	<b>660,363</b>	<b>169,861</b>	<b>192,677</b>	<b>408,054</b>	<b>1,430,955</b>	<b>87.9%</b>
<b>Concessionaire Quarterly Net Result</b>	<b>108,791</b>	<b>281,465</b>	<b>(123,204)</b>	<b>(130,230)</b>	<b>129,970</b>	<b>158,001</b>	<b>145.2%</b>
Monthly Management Fee (1.5% of Gross Sales)	26,039	14,127	700	937	8,070	23,834	91.5%
Annual Performance Incentive (25% of Net Profit)	27,198					39,500	145.2%
<b>UPC TOTAL FOR LAKE SAN ANTONIO</b>	<b>55,554</b>	<b>267,338</b>	<b>(123,904)</b>	<b>(131,167)</b>	<b>121,900</b>	<b>94,666</b>	<b>170.4%</b>
<b>UPC COMBINED TOTAL FOR BOTH RESORTS</b>	<b>362,000</b>	<b>774,463</b>	<b>(266,220)</b>	<b>(318,913)</b>	<b>287,676</b>	<b>342,794</b>	<b>94.7%</b>