

**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	
LAKE NACIMIENTO							
TOTAL REVENUE	2,595,000	1,543,141	112,450	39,418	705,661	2,400,670	92.5%
EXPENSE							
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%
TOTAL EXPENSES	2,134,506	1,012,868	253,079	226,573	529,300	2,021,820	94.7%
Concessionaire Quarterly Net Result	460,494	530,273	(140,629)	(187,155)	176,361	378,850	82.3%
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%
UPC TOTAL FOR LAKE NACIMIENTO	306,446	507,126	(142,316)	(187,746)	165,776	248,127	81.0%
LAKE SAN ANTONIO							
TOTAL REVENUE	1,736,000	941,828	46,657	62,447	538,024	1,588,956	91.5%
EXPENSE							
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%
TOTAL EXPENSES	1,627,209	660,363	169,861	192,677	408,054	1,430,955	87.9%
Concessionaire Quarterly Net Result	108,791	281,465	(123,204)	(130,230)	129,970	158,001	145.2%
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%
UPC TOTAL FOR LAKE SAN ANTONIO	55,554	267,338	(123,904)	(131,167)	121,900	94,666	170.4%
UPC COMBINED TOTAL FOR BOTH RESORTS	362,000	774,463	(266,220)	(318,913)	287,676	342,794	94.7%