

THE MARYLAND-NATIONAL CAPITAL PARK AND PLANNING COMMISSION

Department of Parks, Montgomery County, Maryland
9500 Brunett Avenue Silver Spring, Maryland 20901



AGENDA DATE: November 8, 2007
Karen Warnick – 301-650-2873

November 5, 2007

TO: Montgomery County Park Commission
VIA: David Vismara, Acting Chief, Enterprise Division
FROM: Karen Warnick, Acting Regional Operations Manager, Enterprise Division *KW*
SUBJECT: FY08-09 User Fee Schedules - Enterprise Fund - Revised

STAFF RECOMMENDATION: Approval of Proposed FY08-09 Enterprise Fund User Fees.

Background

In accordance with the Department's Policy on User Fees (see circle page 15), Enterprise user fee recommendations go to the Planning Board on an annual basis. Regular and timely fee adjustments are necessary to keep our fees competitive with comparable public and private self-supporting facilities or programs, and/or to respond to market influences that affect pricing, user demand, and so forth.

Consistent with the Department's user fee policy, user fees for self-supporting Enterprise facilities, services, and programs are established at a level which (1) is competitive with comparable public and private facilities and services in the area; (2) can reasonably be expected to generate sufficient revenue to sustain administrative, operating and maintenance costs; (3) is likely to generate surplus operating income to fund capital improvements at existing and developing facilities; and (4) reflects user demand and patterns of use.

To the degree possible, Enterprise Fund fees are established in compliance with the fee policy while also being true to the Enterprise Division's mission of providing great, affordable, active recreation for all.

Prior to developing the proposed user fee schedules for the following year, staff conducts surveys of other local jurisdictions' user fees for similar facilities, taking into consideration a comparison of the services, programs, and amenities offered at the respective facilities (see circle page 9). This information, in concert with input from our facility managers, attendance information and user patterns for each facility, and the financial picture of individual facilities and the Enterprise Fund as a whole, is used to draft the recommended schedule of fees.

Not all fees are recommended to increase or change on a yearly basis. Some fees, such as security deposits, are not necessarily affected by market influences or inflation, and may remain unchanged for several years running. Fees for certain family oriented activities, such as boat rentals, the carousel, and train rides, remain fairly static in the marketplace over a period of years, with only occasional, incremental increases, which we try to mirror or even initiate. In other instances, it is a judgment call by staff to leave selected fees at current levels in order to enhance usage, and/or when we believe a particular product or

service level we offer does not command a fee commensurate with, or higher than, other competitive facilities.

This annual fee presentation to the Board includes FY09 fee recommendations as well as additional fee adjustments for FY08 over what was previously approved. These fees, if approved, will be incorporated into the FY08 Estimated and FY09 Proposed Budget submissions.

Also, Enterprise staff presented our fee recommendations to the County Wide Recreation Advisory Board for their review and comment at their monthly meeting on Monday, October 1. In addition, the Montgomery County Tennis Association (MCTA) reviewed the tennis fees and has provided a written endorsement (see attachment 5 – circle page 17).

This past year, the Enterprise Division has focused a great deal of attention on customer service training for all our career managers so they can emphasize our philosophy with their facility staff. We have also developed creative new programs for patrons of all ages and, in conjunction with increased marketing and our on-line registration program, we have reached out to a larger and broader customer base. We do our best to provide great services for the citizens of Montgomery County at an affordable price.

Included with this memo (see attachment 6 – circle page 19) is a report on each facility's attendance and revenue/expenditure trends for the past three years with a brief description/analysis of the trends.

Staff will be present this report along with a brief outline of our marketing efforts and program success over the same time frame.

The following is a summary of the proposed increases/changes to the Enterprise Fund user fees for FY08 and FY09. A full listing of the fee schedules is provided in Attachment 1 (see circle page 4).

Ice Rinks - See circle page 4 for the Ice Rinks fee schedule.

For FY09, staff recommends a \$.25 increase in the general session fees for Child weekend, Regular any day (ages 11 & over), Holiday, and Cheapskate. For the specialty, limited skater sessions, such as dance, freestyle, pickup hockey, and pickup speed skating, staff recommends increasing fees \$1 to \$2 per session bringing all the fees to \$12 per session. Staff also recommends a \$5 per hour increase in the leased ice fee for Cabin John's full sized sheets as well as the studio rink and for Wheaton's indoor rink; a \$5 per hour increase in the party room rentals; and raising the beginner group lesson fees to the level of the advanced fees as is standard in most other area rinks. These increases will take effect September 2008.

Indoor Tennis - See circle page 5 for the Indoor Tennis fee schedule.

Improvements are taking place at both indoor facilities this fall: lighting and ceiling insulation repairs for Cabin John and a complete renovation for Wheaton, including new heating, lighting, air conditioning, and recoating the courts. In anticipation of these improvements, fees at both facilities were significantly increased prior to the start of this fall season. As such, staff is not recommending any increases in the winter seasonal court fees.

Staff does recommend a \$4/hour increase in the Holiday spot time fee at Cabin John and implementing a Holiday spot time fee at Wheaton commensurate with the weekend daytime spot fee at the respective facilities. Staff also recommends increasing the group lesson fees by \$2 per lesson.

One of the improvements at Wheaton is air conditioning. To help offset the cost of providing the air conditioning, staff is recommending increasing the summer fees at Wheaton to \$20/hour from 7am-5pm and to \$24/hour from 6pm-10pm.

Conference Centers - See circle page 6 for the Conference Center fee schedule.

Staff at the conference centers still do not meet price resistance for use of our facilities and continue to hear that our facilities are a good value. As such, staff makes the following recommendations:

- Rockwood – Staff recommends a \$25/day increase in FY09 for meeting room rentals, a \$100 - \$150/day increase for social packages #1 and #2, and a \$225 - \$275 increase for the 2-3 day retreat packages. Staff also recommends new fees for social package #3 of higher fees for Fridays, Saturdays, Sundays, and holidays commensurate with the higher fees charged for these days in social packages #1 and #2. These fees will be effective January 1, 2009. For the overnight accommodations at the French House, staff recommends increasing the base fee to \$75 per night effective January 1, 2008. No other changes are recommended at this time.
- Seneca Lodge – A \$50/day increase is being recommended in FY09 for meeting rentals and a \$75 - \$100/day increase in social packages effective January 1, 2009.
- Woodlawn Manor – Staff recommends a \$25 - \$50/day increase in FY09 for social functions at Woodlawn effective January 1, 2009.

A rental day is typically defined as any consecutive 7 to 8 hour period.

Park Facilities - See circle pages 7-8 for the Park Facilities fee schedules.

Fee-based facilities in our regional and recreational parks provide a variety of opportunities for families, groups, and others to enjoy our wonderful parks. Staff does not recommend any fee increases for the boating operations at Black Hill and Needwood, the campground at Little Bennett, the regional park picnic pavilions, the Wheaton carousel, or the Cabin John and Wheaton miniature trains. Staff has the following recommendations for the South Germantown miniature golf and splash playground and for Brookside Gardens.

- South Germantown Miniature Golf/Splash Playground - staff recommends implementing one fee of \$4.50 for all ages for admission to either the miniature golf or the splash playground. This is a 50¢ increase in the splash playground fee and the child rate for miniature golf with a 50¢ decrease in the adult rate for miniature golf. Staff also recommends a \$1 increase from \$6 to \$7 for a combination admission to both facilities.
- Brookside Gardens – staff is recommending an increase of \$50 for the first hour rental fee at the Wedding Gazebo, the Conservatory, the Gude and Fragrance Gardens, and the Andersen Pavilion; an increase of \$150-\$250 per six-hour rental of the Conservatory and the Gude and Fragrance Gardens bringing all these fees to \$2,350; a \$100 increase in the Auditorium fees; and a \$25 increase in the fee for the daytime use of the classroom. For the children's classes, staff recommends a \$50 increase for small groups of 20 or fewer and a \$75 increase for large groups of over 21 children. These fees will be effective January 1, 2008.

Attachments

PROPOSED Park Enterprise Facility/User Fees

September, 2007

ICE RINKS					
	FEE CURRENTLY CHARGED	EFFECTIVE DATE	PROPOSED FEE CHANGES	ADJUSTMENT RATE	EFFECTIVE DATE
Cabin John					
1 General Admission - 2 Hours					
2 Tot (Ages 3 to 4)	3.50	Sep-06	No change		
3 Child - Wkday (Ages 5 to 10)	5.25	Sep-07	No change		
4 Child - Wkend (Ages 5 to 10)	6.00	Sep-06	6.25	4%	Sep-08
5 Regular (11 & Over)	6.00	Sep-02	6.25	4%	Sep-08
6 Holidays (Ages 5 and Up)	6.00	Sep-02	6.25	4%	Sep-08
7 Sr. Citizen (60+) - Wkday (Gen or Adult Session only)	5.25	Sep-07	No change		
8 Cheapskate - Wkday Special Session (Includes Skates)	6.00	Sep-06	6.25	4%	Sep-08
9 Dance Admission					
10 Dance - 2 Hours	10.00	Sep-06	12.00	20%	Sep-08
11 Lessons - Per Person					
12 Group Lessons - Regular - Per 30 Min Lesson *	14.50	Sep-06	16.00	10%	Sep-08
13 Group Lessons - Advanced - Per 30 Min Lesson *	16.00	Sep-06	No change		
14 Lease Time					
15 Leased Ice - 60 Minutes	280.00	Sep-07	285.00	2%	Sep-08
16 Party Rental (1½ hr) - First 100 People	420.00	Sep-07	427.50	2%	Sep-08
17 Party Rental - Per Person Above 100 up to 450	4.00	Sep-03	No change		
18 Small Rink - 60 minutes	170.00	Sep-07	175.00	3%	Sep-08
19 Moves/Freestyle - 60 Minutes					
20 Seasonal	12.00	Apr-05	No change		
21 Pick-Up	13.25	Apr-05	No change		
22 Skate Rental					
23 Per Pair - All Ages	3.00	Sep-02	No change		
24 Party Room Rental					
25 Room Rental - Per Hour	45.00	Sep-07	50.00	11%	Sep-08
Wheaton					
27 General Admission - 2 hours					
28 Tot (Ages 3 to 4)	3.50	Sep-06	No change		
29 Child - Wkday (Ages 5 to 10)	5.25	Sep-07	No change		
30 Child - Wkend (Ages 5 to 10)	6.00	Sep-06	6.25	4%	Sep-08
31 Regular (11 & Over)	6.00	Sep-03	6.25	4%	Sep-08
32 Holidays (Ages 5 and Up)	6.00	Sep-03	6.25	4%	Sep-08
33 Sr. Citizen (60+) - Wkday (Gen or Adult Session only)	5.25	Sep-07	No change		
34 Cheapskate - Wkday Special Session (Includes Skates)	6.00	Sep-06	6.25	4%	Sep-08
35 Dance Admission					
36 Dance - 2 hours	10.00	Sep-06	12.00	20%	Sep-08
37 Lessons - Per Person					
38 Group Lessons - Regular - Per 30 Min Lesson *	14.50	Sep-06	16.00	10%	Sep-08
39 Group Lessons - Advanced - Per 30 Min Lesson *	16.00	Sep-06	No change		
40 Lease Time - 60 Minutes					
41 Leased Ice - 60 Minutes	280.00	Sep-07	285.00	2%	Sep-08
42 Party Rental (1½ hr) - First 100 People	420.00	Sep-07	427.50	2%	Sep-08
43 Party Rental - Per Person Above 100 Up to 450	4.00	Sep-03	No change		
44 In-Line Rink - Ice Surface in Winter	265.00	Sep-07	No change		
45 In-Line Rink - In-Line Surface in Summer	75.00	Nov-02	No change		
46 Moves/Freestyle - 60 Minutes					
47 Pick-Up	11.00	Apr-05	12.00	9%	Sep-08
48 Pick-Up Hockey and Speed Skating - 90 Minutes					
49 Pick-Up Hockey	11.00	Mar-05	12.00	9%	Sep-08
50 Pick-Up Speed Skating	11.00	Mar-05	12.00	9%	Sep-08
51 Skate Rental					
52 Per Pair - All Ages	3.00	Sep-02	No change		
53 Party Room Rental					
54 Room Rental - Per Hour	45.00	Sep-07	50.00	11%	Sep-08

* Group Lessons - per lesson - includes 1 30-minute lesson with skate rental, plus 1 practice session (during general admission sessions) with skate rental

PROPOSED Park Enterprise Facility/User Fees

September, 2007

INDOOR TENNIS						
		FEE CURRENTLY CHARGED	EFFECTIVE DATE	PROPOSED FEE CHANGES	ADJUSTMENT RATE	EFFECTIVE DATE
Cabin John						
1	Spot Time - Per Court Hour					
2	Spot Time Hourly Fee (Plus the Seasonal Hourly Fee)	3.00	Apr-06	No change		
3	HOLIDAYS * 7 am - 10 pm	34.00	Apr-06	38.00	12%	Sep-08
4	Seasonal - Per Hour Per Court (Full Season = 32 Weeks x Hourly Fee)					
5	Monday - Friday 6 am	19.00	Apr-07	No change		
6	Monday - Friday 7 am - 4 pm	27.00	Apr-07	No change		
7	Monday - Friday 5 pm - 10 pm	35.00	Apr-07	No change		
8	Monday - Friday 11 pm	21.00	Apr-07	No change		
9	Saturday - Sunday 6 am	19.00	Apr-07	No change		
10	Saturday - Sunday 7 am - 9 pm	35.00	Apr-07	No change		
11	Saturday - Sunday 10 pm - 11 pm	25.00	Apr-07	No change		
12	Summer - Per Court Hour (All Spot Time - No Seasonal Fees in the Summer)					
13	Everyday 6 am - 5 pm	14.00	Apr-06	No change		
14	Everyday 6 pm - 10 pm	16.00	Apr-07	No change		
15	Lessons					
16	Group (Per Hour Per Person) Beginner/Intermediate **	18.00	Apr-07	20.00	11%	Sep-08
17	Group (Per Hour Per Person) Advanced **	20.00	Apr-07	22.00	10%	Sep-08
18	Private - 1 Hour - 1-4 Students ***	34.00-unlimited	Apr-06	No change		
19	Wheaton					
20	Spot Time - Per Court Hour					
21	Spot Time Hourly Fee (Plus the Seasonal Hourly Fee)	3.00	Apr-06	No change		
22	HOLIDAYS * 7 am - 10 pm			33.00	New fee	Sep-08
23	Seasonal - Per Hour Per Court (Full Season = 32 Weeks x Hourly Fee)					
24	Monday - Friday 7 am - 4 pm	22.00	Apr-07	No change		
25	Monday - Friday 5 pm - 10 pm	30.00	Apr-07	No change		
26	Monday - Friday 11 pm	16.00	Apr-07	No change		
27	Saturday - Sunday 7 am - 9 pm	30.00	Apr-07	No change		
28	Saturday - Sunday 10 pm - 11 pm	20.00	Apr-07	No change		
29	Summer - Per Court Hour (All Spot Time - No Seasonal Fees in the Summer)					
30	Everyday 7 am - 5 pm	10.00	Apr-03	20.00	100%	May-08
31	Everyday 6 pm - 10 pm	12.00	Apr-03	24.00	100%	May-08
32	Lessons					
33	Group (Per Hour Per Person) Beginner/Intermediate **	16.00	Apr-07	18.00	13%	Sep-08
34	Group (Per Hour Per Person) Advanced **	18.00	Apr-07	20.00	11%	Sep-08
35	Private - 1 Hour - 1-4 Students ***	34.00-unlimited	Apr-06	No change		

* Regular fees at 6 am and 11 pm are in effect Holidays.

** Group lesson - Per Hour Per Person includes court rental fees and use of rental racket.

*** Private lesson cost is divided by the number of students. Does not include court rental fees.

PROPOSED Park Enterprise Facility/User Fees

September, 2007

CONFERENCE CENTERS					
	FEE CURRENTLY CHARGED	EFFECTIVE DATE	PROPOSED FEE CHANGES	ADJUSTMENT RATE	EFFECTIVE DATE
Rockwood Manor					
1 Day Use - Conferences & Meetings (Per Day - 8 Consecutive Hours)					
2 Hoover	475.00	Jan-08	500.00	5%	Jan-09
3 Great Falls Room	350.00	Jan-08	375.00	7%	Jan-09
4 Brooke Hall	525.00	Jan-08	550.00	5%	Jan-09
5 Knox Room	300.00	Jan-08	No change		
6 Caughey & Salomon	350.00	Jan-08	375.00	7%	Jan-09
7 Hoover, Caughey & Salomon	725.00	Jan-08	No change		
8 Brooke Hall & Great Falls Room	725.00	Jan-08	No change		
9 French House	350.00	Jan-08	No change		
10 Extra Hours - Per Hour	125.00	Jan-08	No change		
11 Day Use - Social Package #1 (Per Day - 7 Consecutive Hours)					
12 Hoover, Caughey, Salomon & Rappidan (Mon - Thur)	2,000.00	Jan-08	2,100.00	5%	Jan-09
13 Hoover, Caughey, Salomon & Rappidan (Fri, Sun, Holidays)	2,400.00	Jan-08	2,500.00	4%	Jan-09
14 Hoover, Caughey, Salomon & Rappidan (Sat)	2,950.00	Jan-08	3,100.00	5%	Jan-09
15 Day Use - Social Package #2 (Per Day - 7 Consecutive Hours)					
16 Hoover, Caughey, Salomon, Rappidan, Brooke Hall & Great Falls Rm (Mon - Thur)	2,300.00	Jan-08	2,400.00	4%	Jan-09
17 Hoover, Caughey, Salomon, Rappidan, Brooke Hall & Great Falls Rm (Fri, Sun, Holidays)	2,950.00	Jan-08	3,100.00	5%	Jan-09
18 Hoover, Caughey, Salomon, Rappidan, Brooke Hall & Great Falls Rm (Sat)	3,450.00	Jan-08	3,600.00	4%	Jan-09
19 Day Use - Social Package #3 (Per Day - 7 Consecutive Hours)					
20 Brooke Hall & Great Falls Room (Mon - Thur)	2,100.00	Jan-08	No change		
21 Brooke Hall & Great Falls Room (Fri, Sun, Holidays)			2,200.00	New fee	Jan-09
22 Brooke Hall & Great Falls Room (Sat)			2,500.00	New fee	Jan-09
23 Extra Hours for Social Packages					
24 Extra Hours - Per Hour	425.00	Jan-08	No change		
25 Total Facility/Retreat Package - All Meeting Rooms, Guest Rooms, and Dormitories					
26 Retreat Package - 2 days, 2 nights	4,725.00	Jan-08	5,000.00	6%	Jan-09
27 Retreat Package - 3 days, 3 nights	5,775.00	Jan-08	6,000.00	4%	Jan-09
28 Guest Rooms (Per Night)					
29 Single Room	75.00	Jan-06	No change		
30 Additional Person per Room per Night	10.00	Jan-06	No change		
31 All Guest Rooms (with any Package or Conference Room rental)	600.00	Jan-06	No change		
32 Youth Groups * (Per Night)					
33 Dormitories - per Person	10.00	Nov-03	No change		
34 Dormitories - Minimum (Fri, Sat)	200.00	Nov-03	No change		
35 French House - Base Fee	50.00	Sep-96	75.00	50%	Jan-08
36 French House - per Person (on top of Base Fee)	10.00	Nov-03	No change		
37 Adult Groups (Per Night)					
38 Dormitories - per Person	20.00	Jan-06	No change		
39 Dormitories - Minimum (Fri, Sat)	400.00	Jan-06	No change		
40 French House - Base Fee	50.00	Sep-96	75.00	50%	Jan-08
41 French House - per Person (on top of Base Fee)	20.00	Jan-06	No change		
42 Refundable Security Deposit					
43 Security Deposit	500.00	Nov-02	No change		
Seneca Lodge					
44 Day Use - Conferences & Meetings (Per Day - 8 Consecutive Hours)					
45 Monday - Thursday	550.00	Jan-08	600.00	9%	Jan-09
46 Extra Hours - Per Hour	100.00	Nov-02	No change		
47 Day Use - Social Package (Per Day - 7 Consecutive Hours)					
48 Monday - Thursday	1,425.00	Jan-08	1,500.00	5%	Jan-09
49 Friday, Sunday, Holidays	1,625.00	Jan-08	1,700.00	5%	Jan-09
50 Saturday	2,000.00	Jan-08	2,100.00	5%	Jan-09
51 Extra Hours - Per Hour	300.00	Nov-03	400.00	33%	Jan-09
52 Refundable Security Deposit					
53 Security Deposit	500.00	Nov-02	No change		
Woodlawn					
54 Conferences & Meetings (Per Hour)					
55 Monday - Sunday, Holidays	100.00	Jan-06	No change		
56 Social Functions					
57 Monday - Thursday	950.00	Jan-08	No change		
58 Friday, Sunday, Holidays	1,150.00	Jan-08	1,200.00	4%	Jan-09
59 Saturday	1,475.00	Jan-08	1,500.00	2%	Jan-09
60 Extra Hours - Per Hour	275.00	Jan-08	300.00	9%	Jan-09
61 Refundable Security Deposit					
62 Security Deposit	500.00	Nov-02	No change		

* Youth groups are defined as organized groups of individuals, seventeen years of age or less, with adult leaders

PROPOSED Park Enterprise Facility/User Fees

September, 2007

PARK FACILITIES						
	FEE CURRENTLY CHARGED	EFFECTIVE DATE	PROPOSED FEE CHANGES	ADJUSTMENT RATE	EFFECTIVE DATE	
Boats - Lake Needwood and Black Hill						
1 Pedal Boat - Per 1/2 Hour	6.00	Jan-07	No change			
2 Row Boat - Per Hour	7.00	Jan-07	No change			
3 Row Boat - Daily	24.00	Jan-07	No change			
4 Canoe - Per Hour	7.00	Jan-07	No change			
5 Canoe - Daily	24.00	Jan-07	No change			
6 Kayak - Per Hour	7.00	Jan-07	No change			
7 Kayak - Daily	24.00	Jan-07	No change			
8 Pontoon Boat Ride - Per Person						
9 Kingfisher - Per Ride	4.00	Jan-07	No change			
10 Needwood Queen - Per Ride	2.00	Mar-04	No change			
11 Mooring						
12 All Boats - Annual - Black Hill	75.00	Jan-07	No change			
13 All Boats - Annual - Needwood	50.00	Jan-05	No change			
14 Watercraft Launching Permits						
15 All Boats - Daily - Black Hill	5.00	Mar-02	No change			
16 All Boats - Daily - Needwood	5.00	Jan-06	No change			
17 All Boats - Annual	65.00	Jan-08	No change			
Campsites - Little Bennett						
19 Campsite - Per Site - Per Day						
20 Campsite - Tent - No Electricity - Weekday/Weekend	21.00	Jan-07	No change			
21 Campsite - RV - Electricity - Weekday/Weekend	29.00	Jan-07	No change			
22 Day Visitors						
23 Day Visitors - Per Car	5.00	Jan-01	No change			
24 Groups - Primitive Site - Per Day						
25 Groups (Up to 100 People)	110.00	Jan-07	No change			
Picnic Pavilions						
27 Pavilion - Per Reservation Per Group						
28 Exclusive Use - Regional Parks including Black Hill	125.00	Jan-07	No change			
29 Exclusive Use - Large - Black Hill	200.00	Jan-07	No change			
30 Refundable Security Deposit	150.00	Apr-00	No change			
Miniature Trains & Carousel - Cabin John & Wheaton						
32 Trains - Cabin John & Wheaton						
33 Per Person Per Ticket/Ride	1.50	Apr-03	No change			
34 Discount Book - 10 Tickets	13.00	Apr-03	No change			
35 Carousel - Wheaton						
36 Per Person Per Ticket/Ride	1.50	Apr-03	No change			
37 Discount Book - 10 Tickets	13.00	Apr-03	No change			
South Germantown - Miniature Golf/Splash Playground						
39 Miniature Golf						
40 Per Person Per Ticket	5.00	Apr-01	4.50	-10%	Apr-08	
41 Junior Rate (age 10 and under) - Per Person Per Ticket	4.00	Apr-05	4.50	13%	Apr-08	
42 Splash Playground						
43 Per Person Per Ticket	4.00	Apr-06	4.50	13%	Apr-08	
44 Splash Playground & Miniature Golf						
45 Combination Special for Splash/Golf (1 ticket each)	6.00	Apr-06	7.00	17%	Apr-08	
46 Any Use Discount Book - 10 Tickets (10% discount)	36.00	Apr-06	40.50	13%	Apr-08	

PROPOSED Park Enterprise Facility/User Fees

September, 2007

PARK FACILITIES						
	FEE CURRENTLY CHARGED	EFFECTIVE DATE	PROPOSED FEE CHANGES	ADJUSTMENT RATE	EFFECTIVE DATE	
Brookside Gardens						
1	Wedding Gazebo *	625.00 Jan-07	675.00	8%	Jan-08	
2	Wedding Gazebo Refundable Deposit	500.00 Jan-06	No change			
3	Conservatory - First Hour	800.00 Jan-07	850.00	6%	Jan-08	
4	Conservatory - Each Additional Hour	300.00 Jan-07	No change			
5	Conservatory - 6 Hours	2,250.00 Jan-07	2,350.00	4%	Jan-08	
6	Conservatory - Refundable Deposit	1,000.00 Jan-07	No change			
7	Gude or Fragrance Garden - First Hour	625.00 Jan-07	675.00	8%	Jan-08	
8	Gude or Fragrance Garden - Each Additional Hour	300.00 Jan-07	No change			
9	Gude or Fragrance Garden - 6 Hours	2,125.00 Jan-07	2,350.00	11%	Jan-08	
10	Gude or Fragrance Garden - Refundable Deposit	1,000.00 Jan-07	No change			
11	Anderson Pavilion - First Hour	625.00 Jan-07	675.00	8%	Jan-08	
12	Anderson Pavilion - Each Additional Hour	300.00 Jan-07	No change			
13	Anderson Pavilion - Refundable Deposit	500.00 Jan-01	No change			
14	Auditorium - 7 Hours (Weddings/Socials)	2,750.00 Jan-07	2,850.00	4%	Jan-08	
15	Auditorium - 4 Hours (Conferences/Meetings)	1,500.00 Jan-07	1,600.00	7%	Jan-08	
16	Auditorium - Refundable Deposit	1,000.00 Jan-07	No change			
17	Classroom - Day - 4 Hours (Meetings)	250.00 Jan-07	275.00	10%	Jan-08	
18	Classroom - Evening - 4 Hours (Meetings)	375.00 Jan-07	No change			
19	Classroom - Refundable Deposit	250.00 Jan-07	No change			
20	Butterfly Show Admission - Children (3-12)	4.00 May-07	No change			
21	Butterfly Show Admission - Adults (13 & over)	5.00 May-07	No change			
22	Holiday Light Show - Per Car	15.00 Nov-04	No change			
23	Adult Tours of Garden - Per Group	75.00 Jan-03	No change			
24	Children's Classes - Per Small Group (20 or fewer)	100.00 Aug-04	150.00	50%	Apr-08	
25	Children's Classes - Per Large Group (21 or more)	150.00 Aug-04	225.00	50%	Apr-08	

* For a 1 hour wedding ceremony.

AREA FEE SURVEY - ICE RINKS

Rates Effective Sept 07

		Cabin John Ice Rink (2 Ice Sheets)	Wheaton Ice Arena (1 Ice Sheet)	The Gardens Ice House (3 Ice Sheets)	Rockville Ice Arena (3 Ice Sheets)	MNCPPC - PG Herbert Wells/Tucker Rd (1 Ice Sheet)		Bowie Ice Arena (1 Ice Sheet)	Fairfax Ice Arena (1 Ice Sheet)	Fairfax Park Authority Mt. Vernon Ice Arena (1 Ice Sheet)		Skate Frederick (2 Ice Sheets)	Columbia Ice Rink (1 Ice Sheet)	Kettler Capitals Iceplex Ballston, VA (2 Ice Sheets)
						Resident	Non-Resident			Resident	Non-Resident			
1	ADMISSION - WEEKDAY													
2	Adult	6.00	6.00	5.00	7.50	5.00	6.00	5.00	6.75	5.50	6.00	5.50	5.00	
3	Child	5.25	5.25	4.00	7.50	4.00	5.00	4.50	6.25	5.00	5.50	5.00	5.00	7.00
4	[Ages for Child Prices]			[Students w/ID]		Ages 3-17	Ages 3-17	Ages 0-15	Ages 6-12	Ages 5-18	Ages 5-18	Ages 0-11	See Adult Fee	6.00
5	Tot	3.50	3.50	Free	7.50			See Child Fee	5.25	Free	Free	See Child Fee	See Adult Fee	Ages 0-12
6	[Ages for Tot Prices]			Ages 0-3					Ages 0-5	Ages 0-4	Ages 0-4	See Adult Fee	See Adult Fee	See Child Fee
7	Senior	5.25	5.25	4.00	7.50	4.00	5.00	4.50	4.50	3.60	6.00	4.00	See Adult Fee	5.00
8	ADMISSION - WEEKEND													
9	Adult	6.00	6.00	6.00	7.50	5.00	6.00	5.00	7.25	6.00	6.50	7.00	5.00	7.00
10	Child	5.00	5.00	5.00	7.50	4.00	5.00	4.50	6.75	5.50	6.00	6.50	5.00	6.00
11	Tot	3.50	3.50	Free	7.50			See Child Fee	5.25	Free Ages 0-4	6.00	See Child Fee	See Adult Fee	8.00
12	Senior	See Adult Fee	See Adult Fee	5.00	7.50	4.00	5.00	4.50	5.50	3.90	See Adult Fee	5.50	See Adult Fee	Ages 0-12
13	SKATE RENTAL													
14	Figure Skates	3.00	3.00	3.50	2.50	2.00	2.00	2.50	2.50	2.50	2.50	3.00	2.50	3.00
15	MOVES/FREESTYLE													
16	Seasonal - 45 minutes (1)	9.00												
17	Pickup - 45 minutes	10.00	11.00	12.00	7.00	8.00	8.00	10.00	5.00 to 10.50	9.50	9.50	9.00	10.00	12.00
18	Multi-Pass - 45 minute sessions			5.63-8.75	5.00-6.00	8.00	10.00	8.50	7.50	7.25	8.50	6.00-8.00	6.00-8.00	7.00-9.50
19	PICK-UP HOCKEY													
20	Pick-Up Hockey	10.00	11.00	11.00	11.00	9.00	11.00	10.00	8.00	8.00	10.00	12.00	10.00	15.00
21	LEASING													
22	Prime time - 60 minutes	280.00	280.00	275.00	310.00	230.00	276.00	250.00	285.00	242.00	265.00	275.00	230.00	300.00
23	Non-prime time - 60 minutes (2)	280.00	280.00	275.00	310.00	230.00	276.00	250.00	285.00	242.00	265.00	250.00	230.00	300.00
24	LESSONS - GROUP (3)													
25	Group Reg - per 30 minute lesson	14.50	14.50	15.57	15.71	10.83	13.00	10.33 to 11.17	15.29 to 16.64	15.80	17.80	13.75	16.00	17.50
26	Group Adv - per 30 minute lesson (4)	16.00	16.00	15.57	15.71	11.67	14.00	10.33 to 11.17	15.29 to 16.64	15.80	17.80	13.75	16.00	17.50

1) Most facilities offer discount passes rather than seasonal contracts.

2) Non-prime lease time can often be negotiated with rink manager.

3) Lesson packages vary by location. All prices have been calculated to the 30 minute lesson amount.

4) Group Special; Patch, Free Style, and Precision.

5) Skate Frederick does not offer 45 minute Freestyle Multi-Pass sessions. Instead they sell time starting with a 1 hr minimum. Cost for one hr is \$12, cost for 1.5 hr is \$15, and cost for 2 hrs is \$18.

6) Rates for Rockville Ice Arena do not include the 10% tax that is charged also.

7) Fairfax Ice Arena has freestyle multi-pass sessions that range from 15 min-45 min sessions depending on the skill being offered at the time. Rates range from \$3.75-\$9.25 and vary based on a combination of type of session and length of session.

AREA FEE SURVEY - INDOOR TENNIS FACILITIES

(Hourly Rates for Seasonal Reservations)

Updated August 2007

	Cabin John	Wheaton	M-NCPPC - PG (1)		Quince Orchard (2)	Aspen Hill (member fees apply)	Whitley Park (member fees apply)	Potomac (Winter Member) (member fees apply)	Georgetown Prep (member fees apply)
			(20% Surcharge for Non-Residents)	Fairland					
1	Bubble or Perm Bldg	Perm Bubble	Watkins	Cosca	Bubble	Bubble & Bldg	Bubble	Bubble	Bubble
2	Number of Indoor Courts	6	5	4	4	4 & 6	3	7	6
3	Length of Winter Season	32 weeks	32 weeks	32 weeks	32 weeks	30 weeks	30 weeks	28 weeks	30 weeks
4	Air-Conditioned	No	Yes	No	No	Yes (3 courts)	No	No	No
5	Seasonal Summer Contract	No	Yes	No	No	No	No	No	No
6	MONDAY - FRIDAY								
7	7 am	\$27.00	Not Open	Not Open	Not Available	\$27.50	\$19.50	\$20.00	(3)
8	1 pm	\$27.00	\$20.00	\$19.00	\$41.00	\$23.00	\$19.50	\$14.00	\$31.00
9	7 pm	\$35.00	\$26.00	\$25.00	\$41.00	\$31.00	\$34.00	\$24.00	\$35.00
10	SATURDAY								
11	7 am	\$35.00	\$26.00	\$25.00	\$41.00	\$27.50	\$34.00	\$24.00	(3)
12	1 pm	\$35.00	\$26.00	\$25.00	\$41.00	\$31.00	\$34.00	\$24.00	\$35.00
13	7 pm	\$35.00	\$26.00	\$25.00	\$41.00	\$23.00	\$34.00	\$24.00	Not Available
14	SUNDAY								
15	7 am	\$35.00	\$26.00	\$25.00	Not Available	\$27.50	\$34.00	\$24.00	(3)
16	1 pm	\$35.00	\$26.00	\$25.00	\$41.00	\$31.00	\$34.00	\$24.00	\$35.00
17	7 pm	\$35.00	\$26.00	\$25.00	\$41.00	\$23.00	\$34.00	\$24.00	\$35.00
18	SUMMER - Spot Time								
19	7 am	\$14.00	Not Open	Not Open	Not Available	\$27.50	\$34.00	\$24.00	(3)
20	1 pm	\$14.00	\$10.00	\$10.00	\$16.00	\$17-\$19			
21	7 pm	\$16.00	\$15.00	\$15.00	\$16.00	\$17-\$19			

Note - Private facilities are also charged a 7% amusement tax not reflected in the fees shown above.

- (1) Wakins, Cosca, and Fairland charge a slightly higher rate for non-residents of Prince George's and Montgomery Counties. Rate shown is residential rate.
- (2) Members get first priority, pay a membership fee, and get cheaper rates for seasonal time. These prices reflect rates for non-members.
- (3) Early bird special - discount that allows players to pay a one-time fee (\$495) to play as often as they can get court time.

AREA FEE SURVEY - CONFERENCE CENTERS

Updated Jun-07

SOCIAL PACKAGE ¹	CAPACITY	FEE	CHARGE PER PERSON
1 Rockwood Manor - Package #1	150	\$2,800	\$18.67
2 Rockwood Manor - Package #2	250	\$3,300	\$13.20
3 Rockwood Manor - Package #3	150	\$2,000	\$13.33
4 Lodge at Little Seneca Creek	175	\$1,900	\$10.86
5 Woodlawn Manor	125	\$1,400	\$11.20
6 Montpelier Mansion ²	85	\$1,150	\$13.53
7 Newton White Mansion ²	300	\$4,200	\$14.00
8 Oxon Hill Manor ^{2, 4}	310	\$3,300	\$10.65
9 Prince George's Ballroom ²	250	\$2,100	\$8.40
10 Blue Herring Center (Quiet Waters Park)	225	\$1,300	\$5.78
11 Collingwood Library	300	\$3,500	\$11.67
12 Fairfax County (8 properties) ²	65-200	\$550 - \$1,600	Varies Widely
13 Glenview Mansion (Rockville) ^{2, 4}	225	\$3,150	\$14.00
14 Strathmore Arts Center ²	225	\$4,200	\$18.67
15 Woodend - In Season - Includes Tent	150	\$5,800	\$38.67
16 Woodend - Off Season - No Tent	100	\$2,300	\$23.00
GUEST ROOMS	GUEST ROOMS SINGLE	GUEST ROOMS DOUBLE	
18 Rockwood Manor	\$75	\$85	-----
19 Airlie Center ³	\$260	\$260	-----
20 Gaithersburg Marriott	\$239	\$239	-----
21 Hilton, Silver Spring	\$129	\$129	-----
22 Holiday Inn, Silver Spring	\$109	\$109	-----
DORMITORIES - GROUP		DORM GROUP PER PERSON	
25 Rockwood Manor (20 person min)	84	\$20	-----
26 Smith Center (40 person min) + \$212 flat fee	176	\$5	-----
27			

- 1) Social Package = the maximum rates for a Saturday social function. Capacity is for a standing function.
- 2) Discounts available for residents.
- 3) Complete meeting package (includes meals, snacks, use of conference facilities, audio/visual).
- 4) Price listed is the non-resident rate - price is lower for resident and for off-season.

AREA FEE SURVEY - BOAT OPERATIONS

Updated Jun-07

	Lake Needwood Boats	Black Hill Boats	Cosca Regional Park+		Fletcher's Boat House	Lake Fairfax Park Marina	Lake Accotink Park	Seneca Creek State Park	Cunningham Falls Park
			Resident	Non-Resident					
1 ROWBOATS									
2 Per Hour	\$7.00	\$7.00	\$3.00	\$3.50	\$11.00		\$6.00	\$7.00	\$10.50
3 Per Day	\$24.00	\$24.00			\$20.00		\$15.00		
4 CANOEES									
5 Per Hour	\$7.00	\$7.00			\$11.00	\$5.00	\$5.00	\$7.00	\$10.50
6 Per Day	\$24.00	\$24.00			\$22.00				
7 PEDAL BOATS									
8 Per 30 Mins - 2 Riders	\$6.00					\$6.00	\$6.00		
9 Per Hour - 2 Riders			\$3.00	\$3.50		\$10.00	\$10.00	\$7.00	\$10.50
10 KAYAKS									
11 Per Hour		\$7.00			\$8.00			\$8.00	
12 Per Day		\$24.00			\$24.00				
13 PONTOON									
14 Per Ride	\$2.00	\$4.00				\$2.00	\$1.50	\$2.00	

* Monday thru Friday only

+ There's an additional \$5 entrance fee per vehicle for non bi-county visitors

AREA FEE SURVEY - MINI-TRAINS AND CAROUSELS

Updated Jun-07

	Cabin John	Wheaton	M-NCPPC - PG Watkins		Fairfax Park Auth Lake Fairfax/ Lake Accotink	Glen Echo (1)	The Mall in Columbia	The Maryland Zoo at Baltimore (2)
			Resident	Non-Resident				
1 TRAIN								
2 Per Ride	\$1.50	\$1.50	\$1.25	\$1.50				
3 Discount Book/Group (10 rides)	\$13.00	\$13.00	\$10.00	\$12.00				\$2.00
4 % Discount	13%	13%	20%	20%				
5 CAROUSEL								
6 Per Ride		\$1.50	\$1.25	\$1.50	\$1.50	\$1.00	\$1.50	\$2.00
7 Discount Book/Group (10 rides)		\$13.00	\$10.00	\$12.00				
8 Discount Book (8 Rides)							\$10.00	
9 % Discount		13%	20%	20%			17%	

(1) Glen Echo Carousel capital repairs funded solely from donations.

(2) Price for rides is in addition to \$10-\$15 admission fee for the zoo.

AREA FEE SURVEY - CAMPGROUNDS

Updated Jun-07

		Little Bennett		M-NCPPC PG Watkins/Cosca ¹		Catoctin Mountain Park (NPS)	Cunningham Falls State Park	Gambrill State Park	Greenbrier State Park
		Resident		Resident	Non-Resident				
1	TENT CAMPING (NO ELECTRICITY)								
2	Weekday		\$21.00	\$12.00	\$20.00	\$20.00	\$25.00	\$20.00	\$25.00
3	Weekend		\$21.00	\$12.00	\$20.00	\$20.00	\$25.00	\$20.00	\$25.00
4	RV CAMPING (ELECTRICITY)								
5	Weekday		\$29.00	\$15.00	\$23.00	-----	\$30.00	\$25.00	\$30.00
6	Weekend		\$29.00	\$15.00	\$23.00	-----	\$30.00	\$25.00	\$30.00

1) M-NCPPC PG offers a senior citizen rate of \$10 for a site w/out electricity and \$13 for a site with electricity. They also offer group rates.

		Cherry Hill Campground* [College Park]		KOA Duncan's Family CG* [Lothian, MD]		Rambling Pines Campground*
1	TENT CAMPING (NO ELECTRICITY)					
2	Weekday		\$40.00	\$31.00	\$30.00	\$30.00
3	Weekend		\$40.00	\$36.00	\$30.00	\$30.00
4	RV CAMPING (ELECTRICITY)					
5	Weekday		\$52.00	\$41.00	#\$45.00	#\$45.00
6	Weekend		\$52.00	#\$46.00	#\$45.00	#\$45.00

*Private Campgrounds - off season rates may be lower; discounts for club affiliations (ex. AAA, Military) may be offered.
#Includes full hookup (electricity/water/sewage and possibly cable)

ATTACHMENT 2

AREA FEE SURVEY - SWIMMING POOLS

Updated Jun-07

	South Germantown Splash Playground	M-NCPPC PG * Summer Outdoor Splash Pool	MC Dept of Recreation Summer Outdoor Pools	City of Rockville Swim Center Summer Outdoor Pools	City of Gaithersburg Water Park Summer Outdoor Pools
		Resident	Non-Resident	Resident **	Non-Resident
1 DAILY ADMISSION					
2 Adult (18+)	\$4.00	\$5.00	\$6.00	\$5.00	\$5.25
3 Youth (1-17)	\$4.00	\$4.00	\$4.00	\$4.00	\$4.00
4 Senior Citizen (60+)	\$4.00	\$4.00	\$4.50	\$4.00	\$4.50
5 MULTIPLE PASSES					
6 % Discount**	10%		17%	20%	10% - 13%
7 SEASON PASSES					
8 Individual					
9 Family					
10 Senior Individual					
11 Senior Family					

* M-NCPPC PG offers a monthly pass at a discounted rate, but it is available for use only at the indoor pools.

** To get the resident rate for City of Rockville, a Rockville Recreation ID card must be purchased. The cost is \$2.00/person.

*** Discount varies based on ages and number of tickets sold.

AREA FEE SURVEY - MINIATURE GOLF

Updated Jun-07

	South Germantown Miniature Golf	M-NCPPC PG Watkins	Lucky Duck Mini-Golf - Lake Accotink, Fairfax	Rocky Gorge Miniature Golf	City of Gaithersburg Miniature Golf	Mid-Atlantic Golf Center Olney, MD
		Resident	Non-Resident	Resident	Non-Resident	
1 DAILY ADMISSION						
2 Regular (11 and over)*	\$4.00	\$3.50	\$4.25			
3 Youth (10 and under)*	\$4.00	\$3.50	\$4.25			
4 Sr. Citizen (62+)	\$4.00	\$3.50	\$4.25			
5 Morning/Afternoon (all ages)						
6 Evening (all ages)						
7 MULTIPLE PASSES						
8 % Discount**	10%					

* Exact ages vary by facility.

** Discount varies based on ages and number of tickets sold.

**MARYLAND-NATIONAL CAPITAL PARK AND PLANNING COMMISSION
DEPARTMENT OF PARKS, MONTGOMERY COUNTY
POLICY ON USER FEES**

PURPOSE

To provide direction and consistent rationale in the development and application of User Fees charged for facilities, services and programs in the Department of Parks, Montgomery County. These fees may be applicable to facilities, services and programs such as recreation buildings, permits, ballfields, Brookside Gardens, group picnic areas, parking, Nature Centers, and primitive camping areas, which are primarily funded through general tax dollars. These fees are applicable to golf courses, ice rinks, indoor tennis courts, conference centers, miniature trains, boat rentals and rides, Wheaton Carousel, Little Bennett campground and selected activities at Brookside Gardens, which are self-supporting facilities, services and programs, and must produce sufficient revenue to cover both direct and indirect costs.

POLICY STATEMENT

Basic facilities, services and programs (such as trails, playgrounds and picnic areas), which appeal to a broad spectrum of the community, are supported by general tax dollars and are provided at no additional charge to residents. User Fees are charged for those facilities, services and programs, which provide an individual benefit or an exclusive use. User Fees may also be charged to balance use with capacity and demand, and to allocate scarce resources. When feasible, the User Fee charged should cover the direct and indirect costs of that part of the facility use, service or program from which the user derives the individual benefit. Fee reductions are given to qualified lower income individuals and groups, and may be given to qualified community based groups and qualified chartered youth groups. In general, User Fees should be higher for residents outside of Montgomery and Prince George's Counties.

User Fees for self-supporting facilities, services and programs are established at a level which (1) is competitive with comparable public and private facilities and services in the area; (2) can reasonably be expected to generate sufficient revenue to sustain administrative, administrative, operating, and maintenance costs; (3) is likely to generate surplus operating income to fund capital improvements at existing and developing facilities; and (4) reflects user demand and patterns of use.

Criteria For Determining Whether A User Fee Should Be Charged

The following criteria are considered before a User Fee is charged:

- The service can be provided only to the paying users, thus preventing access to all others.
- The amount of net revenue generated from the User Fee outweighs the difficulty and cost of collection.
- The application of a User Fee does not have a significant impact on usage.

Fee Reductions For Lower Income Individuals and Groups

Qualified lower income individuals and groups are offered reductions on normal fees to provide access to selected facilities, services and programs. Pursuant to County Council policy, costs not covered by lower income users will be absorbed by the general taxpayers, not by other users.

Fee reductions may be applicable to facilities, services and programs such as:

Recreation Centers	Picnic Shelters	Indoor Tennis Center
Gymnasiums	Miniature Trains	Brookside Gardens Programs and Facility
Group Picnic Areas	Bus Parking	Agricultural History Activity Room
Ice Rinks	Boat Operations	Nature Center Programs
Primitive Camping	Wheaton Carousel	

Fee reductions are not applicable to merchandise sales, private lessons, bus trips, concessionaire operated facilities, use of ballfields by leagues and teams, some equipment and facility rentals or seasonal reservations. Reductions may not be applicable during peak attendance hours.

Fee Reductions for Community Based Groups and Chartered Youth Groups

Qualified community based groups and qualified chartered youth groups may be offered reductions from normal fees for use of recreation centers and conference centers on weekdays. There may also be a charge to cover the operational costs of administration, security, and custodial services.

Process for Determining Fees and Fee Reductions

Annually, staff from the Department of Parks will review each fee for policy compliance, and cost basis, to determine a fee recommendation. The Park Commission will review the staff fee recommendations and act on them. Approved User Fees will be reflected in the Department of Parks User Fees schedule.

The Department of Parks, in cooperation with the County's social service agencies, and the Department of Recreation, will establish eligibility guidelines, application procedures, and fee reduction levels for lower income individuals and groups, community based groups, and chartered youth groups.

Any reduction of fee not specifically mentioned in this policy must have the approval of the Director of Parks. The Director of Parks' determination will provide the final decision in this fee reduction process.

Approved by the Montgomery County Park Commission November 30, 1992.



P.O. Box 6184
Silver Spring, Maryland 20906
Voice: 301-951-6282
Web: www.mctatennis.org

Statement of

David E. Pullen, Executive Director
Montgomery County Tennis Association

Regarding
Proposed FY08–09 Enterprise Fund User Fees

Montgomery County Planning Board
October 11, 2007

Thank you for the opportunity to appear before the Planning Board today as it considers the staff's recommendation for Proposed FY 08–09 Enterprise Fund User Fees. As you may know, Montgomery County Tennis Association (MCTA) is likely M-NCPPC's largest volume customer when it comes to indoor court rentals, and especially indoor court time during the summer months. Historically, MCTA purchases court time on a year-round basis at Wheaton Indoor, but has access to Cabin John Indoor only during the summer months (the facility is essentially "sold out" for the Winter). We also have occasional access to M-NCPPC's Fairland Indoor Tennis facilities.

To provide some perspective, year-to-date in 2007 MCTA has paid M-NCPPC approximately \$30,000 in indoor tennis court rental fees. Note that 2007 is unique in that Wheaton Indoor Tennis has been closed for approximately 3 months or that total would be significantly higher. So any proposal to increase indoor tennis court rental fees obviously commands our attention!

Fundamentally, MCTA is sympathetic to, and supportive of the need to adjust User Fees and rates to account for improved services and the underlying true cost of doing business, tempered by the marketplace realities of fees charged by like facilities in other jurisdictions or private-sector counterparts in Montgomery County. And we note that on this basis, the staff recommends "no change" in any of the wintertime court rental rates at either Cabin John or Wheaton indoor tennis facilities, Holiday "spot time" being the lone exception.

Regarding summertime rental rates, however, the staff recommends a 100% increase in the Spot Time rate at Wheaton Indoor, apparently based on projections of substantially higher utility costs associated with the introduction of air conditioning at the renovated facility, coupled with a general "catch-up" increase since rates at Wheaton have not been adjusted since 2003. MCTA agrees that some rate increase is appropriate. We observe that the **Area Fee Survey – Indoor Tennis Facilities** chart included in the staff package (circle 10) shows summertime Spot Time rates at two other M-NCPPC properties—Watkins and Fairland, both indoor tennis facilities that are air-conditioned—at \$10–15 per hour. The summertime Spot Time rate at the private Aspen Hill Club, also air conditioned, is listed at \$17–19.

Lastly, MCTA notes that the M-NCPPC **Policy on User Fees** (circle 15 in the staff package) states: "When feasible, the User Fee charged should cover the direct and indirect costs of that part of the facility use, service or program from which the user derives the individual benefit." To us, this directive means that User Fees are to be scaled to the costs of the specific class of facility or program enjoyed by the User, and that any excess of revenue over cost realized from such fee payments is intended for reinvestment in like facilities or programs.

Were the Board to affirm that principle in conjunction with the current rate increase proposal, that would go a long ways toward reassuring the tennis community that whatever fees it does pay will contribute to the maintenance and enhancement—and hopefully new construction—of indoor tennis facilities in Montgomery County. As staff noted in a previous submission to this Board:

The 2005 Land Preservation, Parks, and Recreation Plan (LPPRP) identifies the need for more indoor tennis facilities. According to the Montgomery County Park User Satisfaction Survey in 2003, the indoor tennis courts were identified to have the greatest deficiencies among all park facilities. (See, September 27, 2007, Memorandum in re: a Facility Plan for Wheaton Indoor Tennis Ancillary Building, page 3)

Public investment in indoor tennis continues to make both social and economic sense—tennis players more than pay their own way and have been a consistent source of net operating profit to the Enterprise Division for more than 15 consecutive years. Demand for indoor court time continues to rise, and we believe User Fees can—and should—help pave the way for construction of additional indoor tennis facilities in Montgomery County.

#####

**M-NCPPC Montgomery County Department of Parks - Enterprise Fund
FY05 - 07 REVENUES & EXPENDITURES and ATTENDANCE
ICE RINK SUMMARY**

11/5/07

Cabin John Ice Rink	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	3,012,568	-11%	3,390,116	10%	3,081,556
Total Operating Expenditures	(2,604,060)	-11%	(2,939,213)	12%	(2,614,707)
Operating Profit	408,508		450,903		466,849
Debt Service Payment	(606,888)		(629,765)		(652,755)
Debt Service Subsidy	116,600		215,700		0
TOTAL Revenue Over/(Under) Expenditures	(81,780)		36,838		(185,906)

Wheaton Ice Arena	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	1,306,582	-5%	1,368,987	11%	1,235,656
Total Operating Expenditures	(1,479,296)	-3%	(1,521,179)	25%	(1,218,468)
Operating Profit	(172,714)		(152,192)		17,188
Debt Service Payment	(357,656)		(357,659)		(359,044)
Debt Service Subsidy	202,400		353,300		0
TOTAL Revenue Over/(Under) Expenditures	(327,970)		(156,551)		(341,856)

Attendance	FY07	%Δ	FY06	%Δ	FY05
Cabin John Ice Rink	312,548	1%	310,981	7%	290,418
Wheaton Ice Arena	136,459	-8%	148,882	-1%	149,817
Total Ice Rink Attendance	449,007	-2%	459,863	4%	440,235

REVENUE/EXPENDITURE and ATTENDANCE NOTES**ALL RINKS**

- * FY05 On-line registration available through ParkPASS
- * FY05 Course offerings were advertised in Recreation & Parks Guide for the first time
- * FY05 (Jan 2006) - Winter Olympics - increased ice skating awareness/attendance (usually impacts this year and next)
- * FY07 Large ice rental customer bought their own rink and dramatically reduced the amount of time rented from our rinks

WHEATON ICE ARENA

- *FY07 - 2 armed robberies in Winter 2007 and compressor failure in June 2007 shut down rink for 1 week

ALL RINKS - Change in private lesson revenue collection and instructor payment - affected both revenue & expenditures

Charts below show revenues and expenditures for FY05 - 07 without private lesson revenues or expenditures

Cabin John Ice Rink	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	2,625,559	4%	2,529,985	10%	2,296,007
Total Operating Expenditures	(2,217,051)	7%	(2,079,082)	14%	(1,829,158)
Operating Profit	408,508		450,903		466,849

Wheaton Ice Arena	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	1,054,363	-4%	1,101,074	22%	902,841
Total Operating Expenditures	(1,300,123)	4%	(1,244,181)	26%	(990,018)
Operating Profit	(245,760)		(143,107)		(87,177)

Utility costs - have increased dramatically in past few years - chart below shows costs for ice rinks

Ice Rink Utility Costs	FY07	%Δ	FY06	%Δ	FY05
Cabin John	565,600	16%	489,400	12%	436,300
Wheaton	328,800	19%	276,900	24%	223,000

**M-NCPPC Montgomery County Department of Parks - Enterprise Fund
FY05 - 07 REVENUES & EXPENDITURES and ATTENDANCE
INDOOR TENNIS SUMMARY**

11/5/07

Cabin John Indoor Tennis	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	872,748	9%	797,392	1%	790,488
Total Operating Expenditures	(643,161)	38%	(467,020)	8%	(431,861)
Operating Profit	229,587		330,372		358,627
CIP	(3,680)		0		0
TOTAL Revenue Over/(Under) Expenditures	225,907		330,372		358,627

Wheaton Indoor Tennis	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	426,016	3%	415,566	8%	383,672
Total Operating Expenditures	(481,800)	24%	(387,582)	21%	(320,026)
Operating Profit	(55,784)		27,983		63,646
CIP	(15,240)		(9,605)		0
TOTAL Revenue Over/(Under) Expenditures	(71,024)		18,379		63,646

Attendance	FY07	%Δ	FY06	%Δ	FY05
Cabin John Indoor Tennis	81,801	-2%	83,572	1%	82,794
Wheaton Indoor Tennis	51,000	-9%	56,267	-3%	57,966
Indoor Tennis Total Attendance	132,801	-5%	139,839	-1%	140,760

REVENUE/EXPENDITURE and ATTENDANCE NOTES**ALL INDOOR TENNIS FACILITIES**

- * FY05 On-line registration available through ParkPASS
- * FY05 Course offerings first advertised in Recreation & Parks Guide

CABIN JOHN INDOOR TENNIS

- * Filled to 95% capacity during Winter seasons
- * FY07 - closed extra weeks for color coating of courts

WHEATON INDOOR TENNIS

- * Attendance decreased due to poor facility condition
- To correct poor condition, facility under major renovation including adding air conditioning in FY08

**M-NCPPC Montgomery County Department of Parks - Enterprise Fund
FY05 - 07 REVENUES & EXPENDITURES and ATTENDANCE
CONFERENCE CENTERS SUMMARY**

11/5/07

Rockwood Manor	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	352,372	18%	298,920	-6%	319,564
Total Operating Expenditures	(408,084)	8%	(378,058)	15%	(327,908)
Operating Profit	(55,712)		(79,138)		(8,344)
CIP	0		0		(20,186)
TOTAL Revenue Over/(Under) Expenditures	(55,712)		(79,138)		(28,530)

Seneca Lodge	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	131,731	6%	123,868	2%	121,854
Total Operating Expenditures	(100,241)	-9%	(109,643)	50%	(73,061)
TOTAL Revenue Over/(Under) Expenditures	31,490		14,225		48,793

Woodlawn Manor	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	23,008	-18%	28,172	7%	26,415
Total Operating Expenditures	(42,046)	-8%	(45,543)	-35%	(70,130)
TOTAL Revenue Over/(Under) Expenditures	(19,038)		(17,371)		(43,715)

Attendance	FY07	%Δ	FY06	%Δ	FY05
Rockwood Manor	13,716	-12%	15,425	-27%	19,611
Seneca Lodge	9,931	-4%	10,312	-4%	10,750
Woodlawn Manor	6,317	-112%	13,416	47%	7,105
Conference/Social Center Total Attendance	29,964	-31%	39,153	4%	37,466

REVENUE/EXPENDITURE and ATTENDANCE NOTES**ALL CONFERENCE CENTERS**

- * Conference Center numbers are better looked at by number of bookings rather than attendance
ex. a 3 day retreat = 75 patrons while a 1 day special event = 500 patrons
- * We are committed to seeking alternative sources of revenue such as the Women's Retreat at Rockwood and historic interpretation programs for school children at Woodlawn.

M-NCPPC Montgomery County Department of Parks - Enterprise Fund
FY05 - 07 REVENUES & EXPENDITURES and ATTENDANCE
PARK FACILITIES - Boats and Trains/Carousel

11/5/07

Black Hill Boats	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	114,760	14%	100,393	8%	93,385
Total Operating Expenditures	(91,132)	20%	(75,801)	59%	(47,725)
TOTAL Revenue Over/(Under) Expenditures	23,628		24,592		45,660

Needwood Boats	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	17,660	-58%	42,423	-7%	45,796
Total Operating Expenditures	(34,907)	-31%	(50,793)	-1%	(51,244)
TOTAL Revenue Over/(Under) Expenditures	(17,247)		(8,370)		(5,448)

Attendance	FY07	%Δ	FY06	%Δ	FY05
Black Hill Boats	17,091	20%	13,715	7%	12,695
Lake Needwood Boats	6,956	-125%	15,671	19%	12,690

REVENUE/EXPENDITURE and ATTENDANCE NOTES**PARK FACILITIES (BOATS)**

*FY06 - Began offering kayaks - very popular

*FY06 - Began sharing pontoon boat and interpretive driver with Black Hill Nature Programs

*FY07 - The flood on June 30, 2006 closed the Needwood Boat facility for the remainder of the summer

Cabin John Train	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	100,211	5%	95,357	22%	78,313
Total Operating Expenditures	(39,097)	55%	(25,178)	-13%	(28,823)
TOTAL Revenue Over/(Under) Expenditures	61,114		70,179		49,490

Wheaton Train and Carousel	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	225,528	-2%	230,947	9%	211,825
Total Operating Expenditures	(84,882)	-44%	(152,644)	55%	(98,387)
TOTAL Revenue Over/(Under) Expenditures	140,646		78,303		113,438

Attendance	FY07	%Δ	FY06	%Δ	FY05
Cabin John Train	60,747	5%	57,669	31%	39,609
Wheaton Train and Carousel	148,365	0%	148,617	10%	133,735

REVENUE/EXPENDITURE and ATTENDANCE NOTES**PARK FACILITIES (TRAIN/CAROUSEL)**

*FY06 - Expanded both the season (opened earlier in Spring and later in Fall) and the hours opened during the week

*FY06 - Added creative services/programs (party room rental packages and haunted train rides)

**M-NCPPC Montgomery County Department of Parks - Enterprise Fund
FY05 - 07 REVENUES & EXPENDITURES and ATTENDANCE
PARK FACILITIES - Campground, Splash Playground, Mini Golf, Gardens, Camps**

11/5/07

<u>Little Bennett Campground</u>	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	133,712	-14%	154,859	-5%	162,490
Total Operating Expenditures	(197,515)	0%	(198,081)	51%	(131,288)
TOTAL Revenue Over/(Under) Expenditures	(63,803)		(43,222)		31,202

<u>South Germantown Splash Playground/Mini Golf</u>	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	205,106	8%	189,782	-3%	195,356
Total Operating Expenditures	(139,746)	-8%	(151,511)	3%	(146,456)
TOTAL Revenue Over/(Under) Expenditures	65,360		38,271		48,900

<u>Brookside/McCrillis Gardens</u>	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	1,017,266	17%	869,739	2%	855,528
Total Operating Expenditures	(988,875)	14%	(868,622)	4%	(834,817)
TOTAL Revenue Over/(Under) Expenditures	28,391		1,117		20,711

<u>Camps and Programs</u>	FY07	%Δ	FY06	%Δ	FY05
Total Operating Revenue	83,265	547%	12,863		0
Total Operating Expenditures	(124,300)	77%	(70,212)		0
TOTAL Revenue Over/(Under) Expenditures	(41,035)		(57,349)		0

<u>Attendance</u>	FY07	%Δ	FY06	%Δ	FY05
Little Bennett Campground	20,362	-22%	24,779	-12%	27,768
South Germantown Splash Park/Mini-Golf	53,388	9%	48,615	-3%	50,059
Brookside Gardens	111,458	12%	97,809	-7%	104,658
Camps and Programs	499		N/A		N/A

ATTENDANCE NOTES**PARK FACILITIES (LITTLE BENNETT CAMPGROUND)**

*Attendance declining due to outdated facility and lack of a water feature amenity

PARK FACILITIES (SOUTH GERMANTOWN SPLASH PARK/MINI-GOLF)

*FY06 - installed pavilion tent for rent for parties, camps, etc.

PARK FACILITIES (BROOKSIDE GARDENS)

*Attendance fluctuations attributable to Butterfly Show and Light Show programs, both very weather dependent

PARK FACILITIES (CAMPS AND PROGRAMS)

*Successful new program offered in summer 2006