

Riverbanks Park Commission
Meeting Minutes
19 April 2018

Attendance Report

Commissioners Present: Bud Tibshrary, Alana Williams, Jan Stamps, Mary Howard, Mike Velasco, Bob Davidson
Commissioners Absent: Phil Bartlett
Staff Present: Tommy Stringfellow, Breta Rheney, Dave Ruhl, Katie McCoy

Special Presentation

Theo Dubose with Haynsworth Sinkler Boyd reviewed the bond request process and answered questions about future requests and options of other funding sources. He presented various term scenarios regarding tax millage options.

Call to Order

Chairwoman Howard called the meeting to order.

Reading of the Minutes

The March 2018 minutes were approved as distributed.
Tibshrary motioned, Velasco seconded, m/c unanimous.

Chief Finance Officer's Report

CFO report was provided by Breta Rheney:

Attendance

Attendance for the fiscal year-to-date is 826,587, almost 24,000 over budget. Admission visits are 24,418 over budget and Membership visits are 30,289 over budget. These increases are offset by a reduction in other free admission as shown below.

	FY2018			FY2017
	Actual	Budget	Variance	Actual
Richland & Lexington School Groups	10,195	21,402	(11,207)	9,921
Free Friday's	12,898	27,719	(14,821)	24,168
Complimentary & promotional	4,420	5,341	(921)	4,552
Children under 2	22,423	26,294	(3,871)	22,386
	<u>49,936</u>	<u>80,756</u>	<u>(30,820)</u>	<u>61,027</u>

Although we are running behind prior year in attendance as of March 31, we are anticipating a great turnout for Spring Break and the rest of the fiscal year.

We ended March with 39,631 memberships, ahead of budget by 1,631. The increase from budget is predominately in Regular (Individual/Family) and Plus memberships.

Revenues

- Revenues year-to-date for this fiscal year are \$11,380,340, which is 72.9% of annual budgeted revenues. The breakout between earned and governmental is noted below.

Revenue	FY2018					
	Current YTD		Annual Budget		YTD Actual FY2017	
Earned	\$7,974,799	70.1%	\$11,910,582	76.3%	\$7,741,746	70.0%
Governmental	3,405,541	29.9%	3,701,094	23.7%	3,318,428	30.0%
	<u>\$11,380,340</u>	<u>100.0%</u>	<u>\$15,611,676</u>	<u>100.0%</u>	<u>\$11,060,174</u>	<u>100.0%</u>

Departmental Expenses and Utilities

- Current year total gross operating expenses are made up of the following:

	FY2018		
	Current YTD	Budget YTD	YTD FY2017
Personnel	57%	59%	58%
Other	33%	31%	32%
Utilities	10%	10%	10%
	<u>100%</u>	<u>100%</u>	<u>100%</u>

- Departmental expenses as a percentage of annual budgeted departmental expenses are 70.6% for the current year and 73.2% for the prior year.

Stamps motioned, Davidson seconded, m/c unanimous to approve the financials.

Stringfellow presented a letter from Scott & Company requesting the Commission to reconsider granting them one more year of auditing services.

- Tibshrary motioned to honor Scott & Company's request for extending the contract for one year and additionally not allow Scott & Company to bid on it the following year. The motion was discussed and a vote was called for. There was not a majority vote for the motion. The Commission will move forward with choosing a different audit firm for the 2017-2018 fiscal year.

Chief Operating Officer's Report

COO report was provided by Dave Ruhl:

- Construction Updates:
 - Animal ambassador building is progressing on schedule.
 - Nodki Pizza and plaza will be renovated, starting in early May.
- Live stream cameras of the lion den will be available online next week between the hours of 11:00am-3:00pm.

- Master Plan 2030:
 - Ruhl conducted a flood plain study of the campus. There is a potential for 1.4 acres on the zoo side and 12 acres on the garden side to be developed.
 - CLR's proposal is due tomorrow.

Chief Executive Officer's Report

President and CEO Stringfellow provided the following report:

- Stringfellow shared the schedule of the budget timeline.
- Animal Updates:
 - Giraffe calf is doing well. Animal staff hopes to have her on exhibit next week, weather dependent.
 - Lioness Thabisa had three cubs.
 - Gorilla Kazi is doing well, looking at a June due date.
 - New bird aviary has opened and includes Eurasian Eagle Owls and King Vultures.
- Spring Break Updates:
 - Riverbanks set a single day attendance record of over 16,000 guests in the park.
 - Ended up with 98,000 in attendance (budget was 91,000)
- Presented information regarding a potential traveling dinosaur exhibit for summer/fall of 2019.
- Stringfellow presented a projection graph of attendance history as it relates to exhibit openings.

The meeting was adjourned.

Approved and adopted on the 17th day of May 2018.

Jam H. Stamps, Secretary