

Marine & Environmental Affairs Enterprise Funds



Marinas



Sandy Neck Beach Park

Purpose Statement

The purpose of the Marine & Environmental Enterprise Funds is to maintain programmatic oversight of the Town's waterways and waterside marine facilities and Sandy Neck Park, in order to provide quality recreational, commercial, and informational opportunities to our citizens, visitors, and business community.

Marina Enterprise Fund

Purpose Statement

The purpose of the Marina Enterprise Fund is to provide services in a manner that is fair and uniform to all users, as well as to protect the safety of people and vessels that use our waterways and waterside facilities.

Recent Accomplishments

- Completed conditions assessment for Bismore Park Marina/Gateway Marina.
- Worked with Barnstable Clean Water Coalition and Massachusetts Oyster to install an upweller at Gateway Marina to educate the public of the benefits of oysters used as filter feeders.
- Continued the "FLUPSY" program at The Marina at Prince Cove in conjunction with Natural Resources. A new North side "FLUPSY" will be installed at Barnstable Harbor Marina in the coming year.

Town Operated Marinas

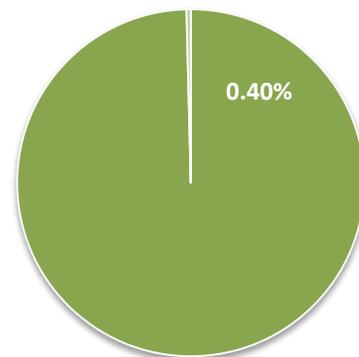
Barnstable Harbor Marina

Bismore Park Marina Hyannis

Gateway Marina Hyannis

Marina at Prince Cove Marstons Mills

Percentage of FY20 All Appropriated Funds



Marine Enterprise Fund comprises 0.40% of all appropriated funds.

Fiscal Year 2020 Goals and Objectives

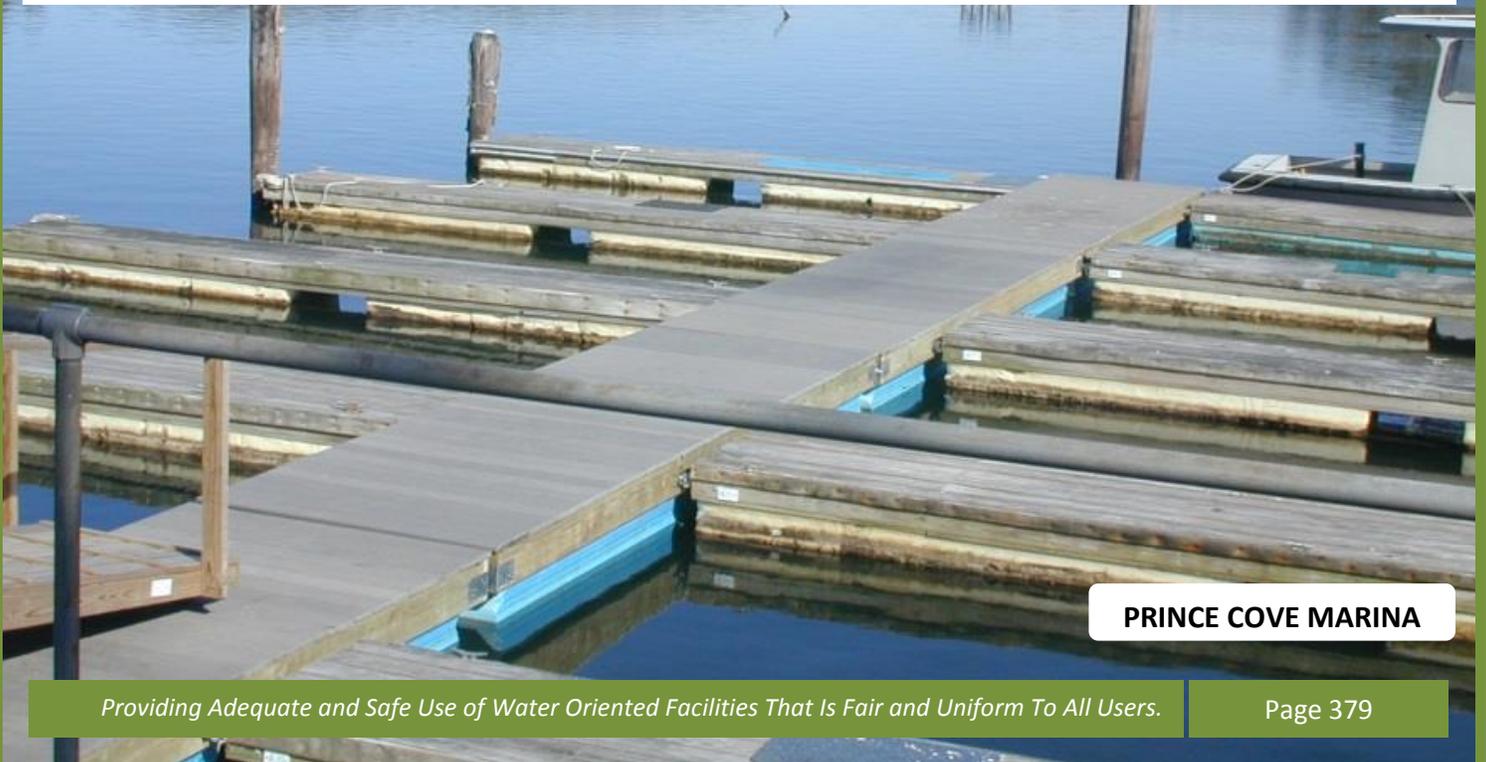
(All Goals relate to the nine areas of the Town Council's Quality of Life Strategic Plan- See Introduction Section)

Short-Term:

1. Continue the process of acquiring Chapter 91 license for The Marina at Prince Cove. **(SP: Regulatory Process, Infrastructure)**
2. Continue to fill vacancies from established waitlists of all Town-owned marinas. **(SP: Regulatory Process and Performance, Economic Development, Communication)**
3. Continue with float replacement program and float improvements at all Town owned marinas. **(SP: Infrastructure, Economic Development)**
4. Continue to implement bulkhead repair and upgrades survey to the Bismore Park Bulkhead. **(SP: Infrastructure)**
5. Work with Planning and Development to explore safety solutions related to parking conditions and offloading use at Bismore Park Marina. **(SP: Infrastructure, Economic Development, Public Health and Safety)**

Long-Term:

1. Replace the Bismore Park Marina Bulkhead. **(SP: Public Health and Safety, Communication, Economic Development)**
2. Survey the west side of Barnstable Harbor Marina riprap stone for repair. **(SP: Public Health and Safety, Economic Development)**
3. Continue with float plan upgrades to all four Town owned marinas. **(SP: Public Health and Safety, Economic Development)**



PRINCE COVE MARINA

Description of Marina Enterprise Fund Services Provided

The Marina Enterprise Fund encompasses the four Town owned marina facilities: Barnstable Harbor Marina, Bismore Park Marina, Gateway Marina, and The Marina at Prince Cove. With 188 boat slips available, the program generates an annual income of approximately \$800,000.

The Marina Enterprise Fund was established as part of the FY 2006 budget. With extensive study by the Comprehensive Financial Advisory Committee (CFAC) and the Waterways Committee as directed by the Town Council, the Marina Enterprise Fund requires that all marina related expenses are recovered by the revenues of the users of the marinas and that no funds are required from the general fund. As the fund grows, future upgrades to all the marinas will be possible.

The Marina Enterprise Fund was established to:

- Maintain order on the Marina grounds;
- Monitor slip and marina use;
- Oversee, review, and promulgation of regulations (subject to approval of the Town Manager);
- Enforcement of marina regulations;
- Review of applications received for contract compliance;
- Mailing of renewal applications;
- Award slip agreements (renewal and new);
- Collect seasonal, transient, and winter dockage fees;
- Records and maintains all pertinent data;
- Provide payovers to the Rockland Trust of all fees collected;
- Maintain waiting lists, collect associated fees, and award slips from the lists;
- Mailing of reminder notices to wait list applicants of deadlines to renew;
- Prepare for and responsible for payment of supplies and utilities including trash removal, lighting, electrical service, restroom supplies, vending, etc.;
- Work with DPW on maintenance projects at the Marinas;
- Conduct daily cleaning of toilet facilities at Bismore Park Marina and The Marina at Prince Cove;
- Collect fees for use of offloading area (Bismore Park) and transient use;
- Collect fees for parking at The Marina at Prince Cove;
- Cleanup of Marina grounds;
- Provide pumpout service at Barnstable Harbor Marina, Bismore Park Marina, and the Marina at Prince Cove; and
- Cover all expenses with revenues generated by the fees assessed to the users of the marina facilities.

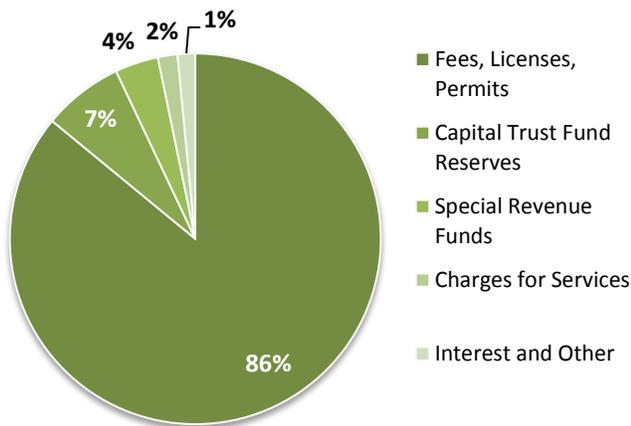
Harbormaster staff at the marinas are also called upon, at times, to board vessels, provide an enforcement presence and/or to respond to emergencies.

Marina Enterprise Fund Financial Summary

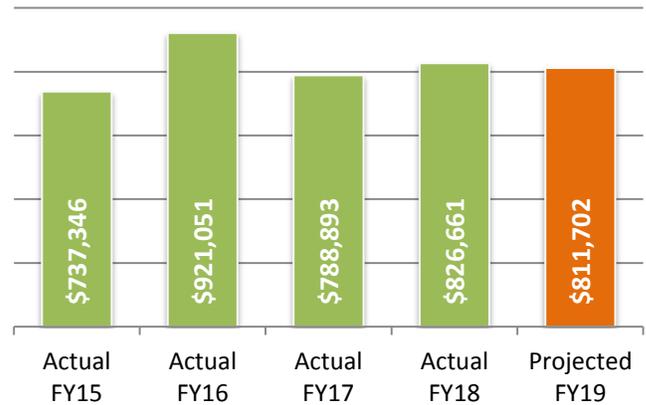
Factors Affecting Revenues

The rates are set in accordance with the necessary revenue required to run the marina operations including all capital improvements. The possibility of expanding the number of slips would allow for additional revenue sources in this area. The marinas have a waiting list for slip space, so vacancy rates are not a significant factor in calculating revenues. Revenues are projected to increase slightly each year through a combination of activity levels and rate adjustments. Other factors that could affect revenue include weather conditions, economic conditions (fuel costs), state and/or federal regulations, and staffing.

FY20 Source of Funding



Marina Enterprise Fund Source of Funding History



Fees, Licenses, Permits account for 86% of all Marina Enterprise Fund revenues. This includes both transient docking fees and annual slip holders. The Capital Trust Fund provides the second largest source of revenue at 7% for debt service payments associated with the Barnstable Marina Bulkhead project in 2011. A portion of this project was paid for with the Capital Trust Fund. The spike in revenue for FY16 was a bond premium earned on the FY16 bond sale.

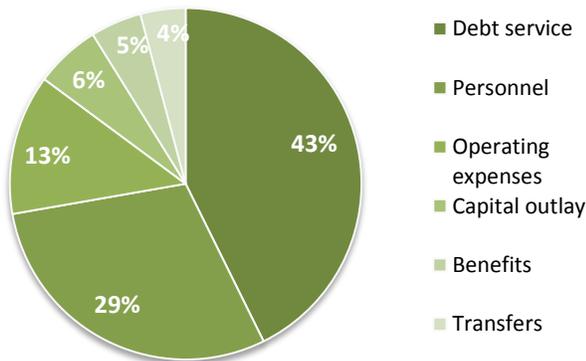


GATEWAY MARINA

Factors Affecting Expenses

The purchase of the Prince Cove Marina in FY03 was financed with the issuance of a new loan. The new revenue sources derived from taking over the operations of the marina covers the annual loan payments for the acquisition. Additionally, a loan of \$1,250,000 was issued to replace the Barnstable Harbor Bulkhead. The General Fund will repay \$725,000 of the loan and the Marina Enterprise Fund will repay the remaining \$525,000. The FY16 and FY17 capital programs authorized another \$1.5 million in dredging and bulkhead improvement projects. The annual debt payments for this operation have increased significantly as a result.

Marina Enterprise Fund
FY20 Budget By Expense Category



Marina Enterprise Fund
Budget History



The FY20 proposed budget shows that debt service represents the largest expense category within the Marina operations at 43%, which is due to debt payments for the most recent capital projects such as Gateway dredging, and Prince Cove and Hyannis bulkhead repairs. Personnel and benefits is the second largest category at 34%. The Marina Enterprise Fund budget has decreased from \$873,731 in FY16 to \$832,780 proposed FY20 budget over the five-year period. The spike in FY16 was due to the reimbursements to the General Fund of \$170,000 for the cost of reinstalling the piles in Barnstable Harbor that were damaged in the FY15 winter season.



BARNSTABLE HARBOR

FISCAL YEAR 2020 BUDGET

MARINA

ENTERPRISE FUNDS

Marina Enterprise Fund	Actual	Approved	Projected	Proposed	Change	Percent
Source of Funding	FY 2018	FY 2019	FY 2019	FY 2020	FY19 - 20	Change
Fees, Licenses, Permits	\$ 697,735	\$ 682,665	\$ 694,805	\$ 682,000	\$ (665)	-0.10%
Charges for Services	18,647	12,000	16,320	13,500	1,500	12.50%
Interest and Other	21,448	10,200	13,346	12,200	2,000	19.61%
Special Revenue Funds	30,000	30,000	30,000	30,000	-	0.00%
Capital Trust Fund Reserves	58,831	57,231	57,231	55,631	(1,600)	-2.80%
Total Operating Source of Funding	\$ 826,661	\$ 792,096	\$ 811,702	\$ 793,331	\$ 1,235	0.16%
Total Source of Funding	\$ 826,661	\$ 792,096	\$ 811,702	\$ 793,331	\$ 1,235	0.16%
Expense Category						
Personnel	\$ 241,325	\$ 229,300	\$ 222,328	\$ 246,149	\$ 16,849	7.35%
Benefits	38,061	33,423	37,893	39,201	5,778	17.29%
Operating Expenses	98,875	108,048	105,906	107,434	(614)	-0.57%
Capital Outlay	17,395	20,000	15,542	50,000	30,000	150.00%
Debt Service	378,234	366,539	366,539	355,504	(11,035)	-3.01%
Transfers Out	35,714	34,786	34,786	34,492	(294)	-0.85%
Subtotal Operating Budget	\$ 809,604	\$ 792,096	\$ 782,994	\$ 832,780	\$ 40,684	5.14%
Capital Improvement Program	\$ 285,113	\$ -	\$ -	\$ -	\$ -	0.00%
Total Capital Expenses	\$ 285,113	\$ -	\$ -	\$ -	\$ -	0.00%
Total Expenses	\$ 1,094,717	\$ 792,096	\$ 782,994	\$ 832,780	\$ 40,684	5.14%
Excess (Deficiency) cash basis	\$ (268,056)	\$ -	\$ 28,708	\$ (39,449)	\$ (39,449)	
Adjustment to accrual basis	(153,532)	-	-	-		
Beginning Net Assets per CAFR	4,085,082	3,663,494	3,663,494	3,692,202		
Ending Net Assets per CAFR	3,663,494	\$ 3,663,494	\$ 3,692,202	\$ 3,652,753		
Invested in capital assets, net of related debt (1)	(3,839,184)					
Reserved for encumbrances (2)	(9,498)					
Reserved for continuing appropriations (3)	(278,708)					
Reserved for subsequent year's budget (4)	-					
Other post employment benefits obligation (5)	592,271					
Compensated absences (5)	9,384					
Net pension liability (5)	714,363					
Deferred revenue (6)	-					
Deferred outflow of resources (7)	(952)					
Net assets available for appropriation (free cash) (8)	\$ 851,170					

(1) These are non-cash assets which cannot be appropriated for expenditure. They would need to be converted to cash through sale or collection (accounts receivable) in order to become cash available for appropriation.

(2) This amount represents a reservation of funds to cover obligations arising from purchase orders or contracts.

(3) This represents the portion of the Enterprise Fund's cash in the town's treasury that has been appropriated for a specific capital expenditure.

(4) This amount represents the net assets appropriated for the subsequent fiscal year's operating budget.

(5) These amounts represent liabilities that will be provided from future resources and not the net assets at the close of the fiscal year.

(6) This represents revenue accrued for financial statement reporting purpose but deferred for the calculation of surplus.

(7) This amount represents the deferred recognition of an outflow of resources related to future fiscal years.

(8) Amount certified by the Division of Local Services.

Summary of Significant Budget Changes

The Marina Enterprise Fund's FY20 proposed budget is increasing by \$40,684 or 5.14% over the FY19 budget. Personnel and benefits costs are increasing by \$22,627. These costs include contractual obligations and \$8,500 for the impact of the state minimum wage increase. Operating expenses are essentially level funded. Debt service is decreasing by \$11,035. Capital outlay cost of \$50,000 includes \$20,000 for annual dock repairs program as well as \$30,000 to purchase a new vehicle. A total of \$39,449 of the enterprise fund's surplus will be used to balance the budget; most of it covering the cost of a new vehicle.

Additional Funding Recommended

1. Dock Replacement and Maintenance

\$20,000 Requested
\$20,000 Recommended

Continuation of capital funds for the replacement/maintenance of marina floats, hardware, and gangways. Due to age, outdoor elements and use, the docks/floats and gangways can become a safety hazard for the public. Ongoing replacement and maintenance is mandatory for use of the marina facility in a safe manner.

2. New Vehicle Purchase

\$30,000 Requested
\$30,000 Recommended

As the current Marina Enterprise Program vehicle has had increasing repair costs, requesting to purchase new vehicle to ensure all marina operations will continue to be performed. In addition, due to towing demands of Harbormaster vessels, this vehicle would assist with launching and retrieve as needed.

3. Minimum Wage Adjustment

\$8,500 Requested
\$8,500 Recommended

The Massachusetts Minimum Wage Act gradually increases the minimum wage in Massachusetts from \$11/hour to \$15/hour over five years, culminating in 2023. It will increase to \$12/hour on January 1, 2019, and will then go up by \$0.75/hour every year until it hits \$15/hour on January 1, 2023.

Full-time Equivalent Employees

Job Title	FY 2018	FY 2019	FY 2020	Change
Administrative Assistant	0.20	0.20	0.20	-
Community Services Director	0.10	-	-	-
Director Marine & Environmental Affairs	0.15	0.15	0.15	-
Marina Manager/Asst. Harbor Master	1.00	0.75	0.75	-
Principal Dept/Div Assistant	0.20	0.20	0.20	-
Full-time Equivalent Employees	1.65	1.30	1.30	0.00

Performance Measures/Workload Indicators

	FY 2018 Actual	FY 2019 Estimated	FY 2020 Projected
Transient Dockage Fees Collected	\$181,000	\$185,000	\$187,000

Sandy Neck Enterprise Fund

Purpose Statement

The objective of the Sandy Neck Beach Park is to provide access and recreational opportunities to our Town’s citizens and visitors while protecting the natural, cultural, and historic resources on Sandy Neck so that a long-term, sustainable balance between use and conservation of these resources is achieved.

Recent Accomplishments

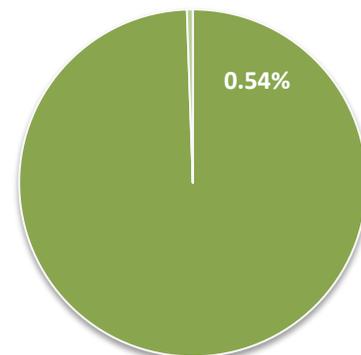
- Launched a Sandy Neck app for off road beach users that allows for real-time updates on beach status such as closures, tides, and weather concerns.
- Updated the Sandy Neck Beach Park Regulations.
- Investigated Sandy Neck Safety Solutions to address beach patron and staff safety.
- Due to two flooding events in 2018, refurbished the Gatehouse to be friendlier to users and more resilient to future storm events.

4,700 Acres of Dunes

Maritime Forests and Marshes

Recreational Opportunities

Percentage of FY20 All Appropriated Funds



Sandy Neck Enterprise Fund comprises 0.54% of all appropriated funds.

Fiscal Year 2020 Goals and Objectives

(All Goals relate to the nine areas of the Town Council's Quality of Life Strategic Plan- See Introduction Section)

Short-Term:

1. Update and re-analyze data related to beach patron safety on the Off-Road Vehicle (ORV) corridor and determine additional strategies to incorporate in order to prioritize patron safety and enhance ORV beach access. **(SP: Public Health and Safety, Recreation)**
2. Expand Sandy Neck environmental education and outreach opportunities through new platforms and programs including a new interpretive informational kiosk, enhanced social media presence, and additional events at the park. **(SP: Education, Communication)**
3. Incorporate new conservation and protection measures for the Diamondback Terrapin during the 2019 nesting season through new monitoring techniques, nest protection, and program priorities. **(SP: Environment and Natural Resources)**
4. Expand the Diamondback Terrapin program at Sandy Neck by exploring new PIT Tag/Mark and Recapture studies in the marsh. **(SP: Environment and Natural Resources)**
5. Enhance response to shark-related sightings and emergencies through new equipment, training, and policy. **(SP: Public Health and Safety, Recreation)**

Long-Term:

1. Implement coastal resiliency strategies to the bathhouse/parking area thereby protecting Sandy Neck Infrastructure. **(SP: Environment and Natural Resources, Infrastructure, Recreation)**
2. Construct a Coastal Interpretive Center that will provide the public, as well as school groups, with interactive educational materials about Sandy Neck; its cultural history, ecology and geology. **(SP: Infrastructure, Education, Environment and Natural Resources, Recreation)**

Description of Sandy Neck Enterprise Fund Services Provided

The Sandy Neck Program is responsible for the protection and enhancement of Sandy Neck Beach Park. Some of the specific services are listed in the Programs Description.

The purpose of the Sandy Neck Program is to provide recreational opportunities and access to our Town's citizens and visitors while protecting the natural, cultural, and historic resources on Sandy Neck so that a long term, sustainable balance between use and conservation of these resources is achieved.

The Sandy Neck Program is responsible for the protection and enhancement of Sandy Neck Beach Park. Some of the specific services include:

Gatehouse Operations: (the hub of all beach activities):

- Processing vehicles, collecting fees, database and record keeping, scheduling cottage owner escorts and issuing trail passes;
- Permit sales (off road vehicle [ORV]), horseback riding, camping and campfire);
- Providing the public with beach information and written materials (maps, regulations, policies, tide charts, etc.);

Off Road Beach Operations:

- Educating ORV beach patrons regarding expectations for safety and natural resource protection;
- Patrolling the ORV beach to ensure regulatory compliance (curfew, campfires, speed, tire pressure requirements, etc.);
- Cottage owner escorts, Beach Point patrols, tent camping program and shellfishing compliance;



SANDY NECK COTTAGES

Gatehouse Operations: (the hub of all beach activities):

- Issuing Special Permits for large events such as weddings, charitable functions and organized campfire gatherings;
- Merchandise sales (clothing, firewood and Sandy Neck memorabilia); and
- Liaison for all communication including emergencies.

Natural Resource Management and Enhancement:

- Monitoring/GPS/recording of piping plover, least tern and diamond back terrapin nests;
- Erecting enclosures and fencing around protected species nesting habitat;
- Mandatory data collection and reporting of endangered species populations to state agencies;
- Injured wildlife rescue, including marine mammals and cold stunned sea turtles;
- Invasive plant species removal;
- GIS mapping work to catalog resources and restoration efforts; and
- Overseeing Sandy Neck hunting activities.

Educational Program:

- Professionally lead informative nature hikes;
- Junior Ranger Programs;
- Diamondback terrapin headstart and outreach programs;
- Halfway House environmental and educational events;
- Nature trails with educational kiosks;
- Tick prevention and erosion control information throughout the park; and
- Informational Blog.

Management Responsibilities:

- Ensuring regulatory compliance with Town, State and Federal agencies;
- Applying for grants/permitting for special projects;
- Attending monthly Sandy Neck Board Meetings;
- Coordinating hiring, training and scheduling of seasonal staff;
- Regulation and policy updates;
- Public outreach and presentations; and
- Coordinating volunteers.

Off Road Beach Operations:

- Traffic control on the ORV Beach, Access Trail and the air down station; and
- Managing beach parking.

Enforcement and Emergency Response:

- Issuing verbal and written warnings, non-criminal citations, and permit suspensions;
- Court hearings and resulting appeals; and
- First responder duties for Sandy Neck medical emergencies over a wide variety of incidents.

Grounds and Facilities:

- Installation and maintenance of 6+ miles of fencing;
- Beach portable restroom program;
- Facility maintenance (Gatehouse, Bathhouse, Halfway House, air compressor building);
- Trash/debris removal (including Sandy Neck Road); and
- Marsh Trail maintenance.

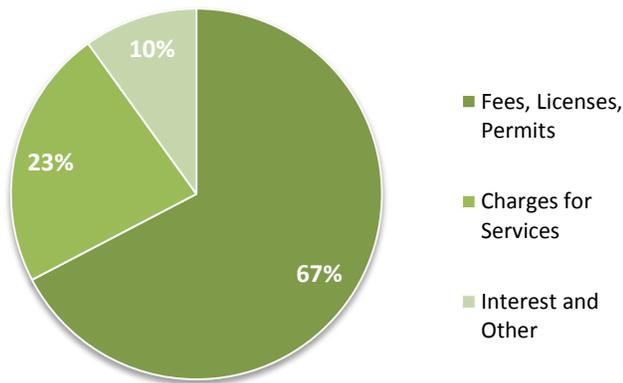
Sandy Neck Enterprise Fund Financial Summary

Sandy Neck, a coastal barrier beach, is approximately six miles long, varying in width from 200 yards to one half mile. The Town of Barnstable owns this unique conservation and recreation area. The Sandy Neck Park Enterprise Fund was created in FY 2006. The activities included in this operation are visitors to Bodfish Park (recreational beach area) and off-road vehicle (ORV) access to the outer portions of the beach. Town staff provides daily management of the park.

Factors Affecting Revenues

Major sources of revenue for this operation include beach sticker sales, parking revenue, and off-road vehicle sticker sales. Weather can play a major role in the revenue generated at this park as approximately 20 to 25 percent of revenue is derived from daily parking fees. Other factors that can affect revenue are nesting endangered shorebirds and turtles. These can affect activity levels at this park. Working with state officials the operation has an approved plan to assist with mitigating the impacts while protecting the species.

FY20 Source of Funding



Sandy Neck Enterprise Fund Source of Funding History

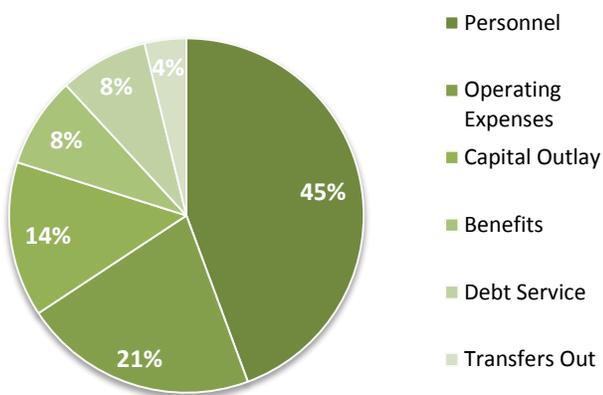


Fees, Licenses, Permits represent the largest funding source at 67% and off-road vehicle (ORV) sticker fees provide the largest contribution to this revenue category. The second largest category is Charges for Services at 23% and includes beach stickers and parking lot fees. Revenue has exceeded \$1 million in three out of the last four years as ORV sticker sales have increased as well as the fee for the stickers.

Factors Affecting Expenses

Seasonal staff represents roughly 20% of the entire Enterprise Fund operating budget. Because of this, state mandatory minimum wage increases will have an impact on operations until 2023. Furthermore, Sandy Neck barrier is susceptible to beach erosion due to weather conditions, which could have an impact on operating costs. Weather can be a major contributing factor to Sandy Neck operations.

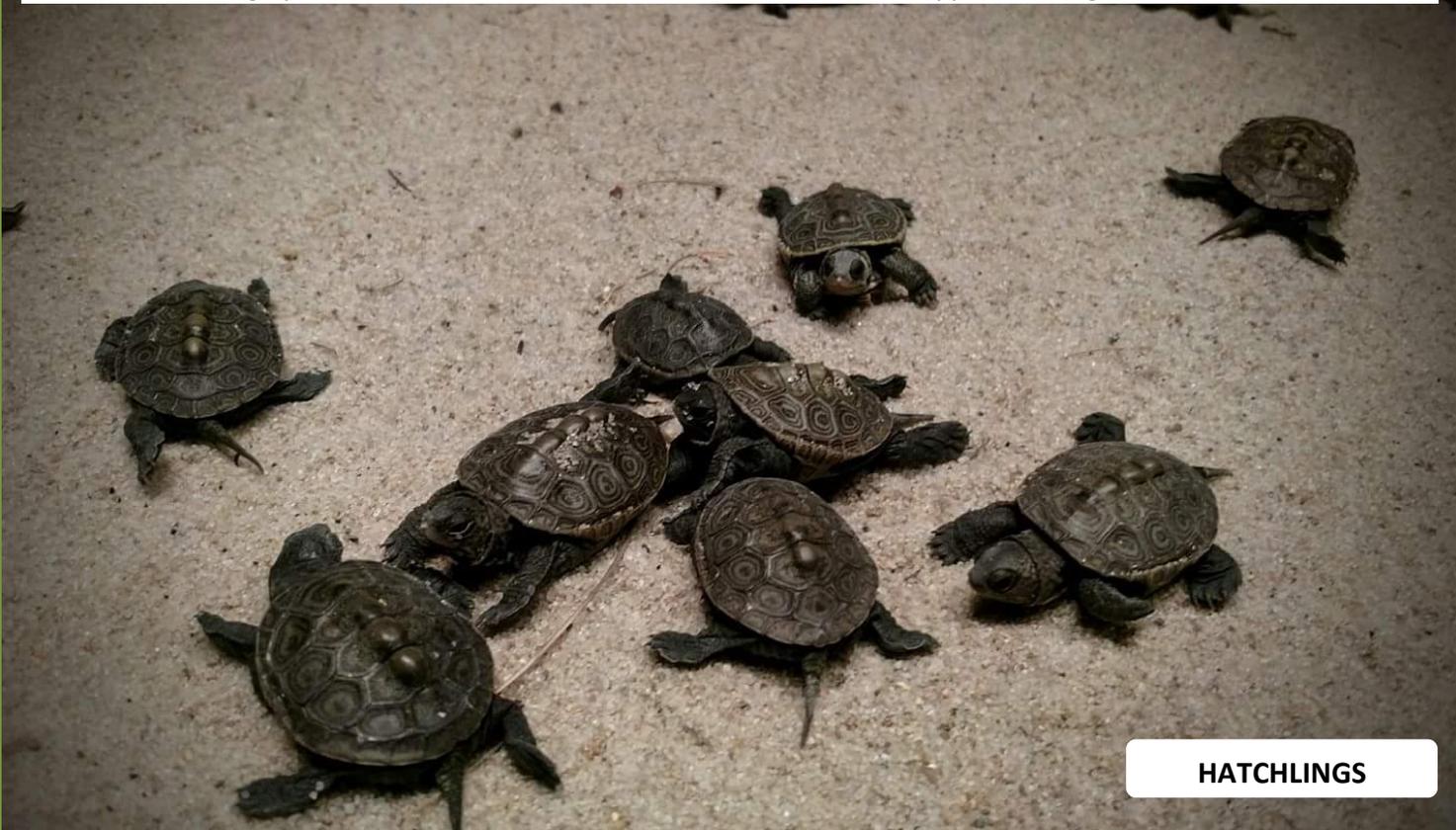
Sandy Neck Enterprise Fund
FY20 Budget By Expense Category



Sandy Neck Enterprise Fund
Budget History



Personnel and benefits expenses comprise 52% of all expenditures. The Sandy Neck Park operating budget has increased from \$877,675 in FY16, to \$1.14 million in FY20 over the five-year period, or 6.16% annually. The growth is attributable to increases in both permanent staff and seasonal staff as well as replacement sand needed in the front of the lower parking lot due to severe weather events. The minimum wage increase for seasonal employees has accounted for roughly 20% of the total cost increase from the FY16 to FY20 approved budgets.



HATCHLINGS

FISCAL YEAR 2020 BUDGET

SANDY NECK

ENTERPRISE FUNDS

Sandy Neck Enterprise Fund	Actual	Approved	Projected	Proposed	Change	Percent
Source of Funding	FY 2018	FY 2019	FY 2019	FY 2020	FY19 - 20	Change
Intergovernmental Aid	\$ 46,905	\$ -	\$ -	\$ -	\$ -	0.00%
Fees, Licenses, Permits	657,676	715,000	624,366	746,500	31,500	4.41%
Charges for Services	252,920	244,249	246,615	252,055	7,806	3.20%
Interest and Other	106,566	106,000	111,992	110,000	4,000	3.77%
Total Operating Source of Funding	\$ 1,064,067	\$ 1,065,249	\$ 982,973	\$ 1,108,555	\$ 43,306	4.07%
Gift/Contributions & Donations	\$ 13,790	\$ -	\$ -	\$ -	-	0.00%
Total Capital Source of Funding	\$ 13,790	\$ -	\$ -	\$ -	\$ -	0.00%
Total Source of Funding	\$ 1,077,857	\$ 1,065,249	\$ 982,973	\$ 1,108,555	\$ 43,306	4.07%
Expense Category						
Personnel	\$ 475,541	\$ 483,550	\$ 457,359	\$ 509,305	\$ 25,755	5.33%
Benefits	88,698	82,765	74,277	95,029	12,264	14.82%
Operating Expenses	198,824	225,046	216,000	244,961	19,915	8.85%
Capital Outlay	93,232	254,000	100,378	162,500	(91,500)	-36.02%
Debt Service	92,181	94,981	94,981	92,581	(2,400)	-2.53%
Transfers Out	40,926	100,647	100,647	43,583	(57,064)	-56.70%
Subtotal Operating Budget	\$ 989,402	\$ 1,240,989	\$ 1,043,641	\$ 1,147,959	\$ (93,030)	-7.50%
Capital Improvement Program	\$ 1,959	\$ -	\$ -	\$ 60,000	\$ 60,000	0.00%
Total Capital Expenses	\$ 1,959	\$ -	\$ -	\$ 60,000	\$ 60,000	0.00%
Total Expenses	\$ 991,361	\$ 1,240,989	\$ 1,043,641	\$ 1,207,959	\$ (33,030)	-2.66%
Excess (Deficiency) cash basis	\$ 86,496	\$ (175,740)	\$ (60,668)	\$ (99,404)	\$ 76,336	
Adjustment to accrual basis	(70,936)	-	-	-		
Beginning Net Assets per CAFR	(1,182,893)	(1,167,333)	(1,167,333)	(1,228,001)		
Ending Net Assets per CAFR	(1,167,333)	\$ (1,343,073)	\$ (1,228,001)	\$ (1,327,405)		
Invested in capital assets, net of related debt (1)	(262,147)					
Reserved for encumbrances (2)	(12,668)					
Reserved for continuing appropriations (3)	(45,619)					
Reserved for subsequent year's budget (4)	(175,937)					
Other post employment benefits obligation (5)	1,222,753					
Compensated absences (5)	11,404					
Net pension liability (5)	1,312,876					
Deferred revenue (6)	-					
Deferred outflow of resources (7)	11,847					
Net assets available for appropriation (free cash) (8)	\$ 895,176					

- (1) These are non-cash assets which cannot be appropriated for expenditure. They would need to be converted to cash through sale or collection (accounts receivable) in order to become cash available for appropriation.
- (2) This amount represents a reservation of funds to cover obligations arising from purchase orders or contracts.
- (3) This represents the portion of the Enterprise Fund's cash in the town's treasury that has been appropriated for a specific capital expenditure.
- (4) This amount represents the net assets appropriated for the subsequent fiscal year's operating budget.
- (5) These amounts represent liabilities that will be provided from future resources and not the net assets at the close of the fiscal year.
- (6) This represents revenue accrued for financial statement reporting purpose but deferred for the calculation of surplus.
- (7) This amount represents the deferred recognition of an outflow of resources related to future fiscal years.
- (8) Amount certified by the Division of Local Services.

Summary of Significant Budget Changes

Sandy Neck Enterprise Fund FY20 proposed budget is decreasing by \$93,030 or 7.50% from the FY19 budget. Personnel and benefits costs are increasing \$38,019. These costs include contractual obligations and \$17,500 for the impact of the minimum wage increase. Operating costs are increasing by \$19,915. These costs include \$3,000 for training and uniforms, \$14,200 for Radio Frequency printing materials and handheld devices, and \$3,000 for rescue and medical equipment. Capital Outlay cost of \$162,500 includes \$125,000 for sand nourishment if needed, \$22,500 for a vehicle purchase and \$15,000 to purchase a rapid response vessel.

Additional Funding Recommended

1. Replacement Vehicles **\$22,500 Requested** **\$22,500 Recommended**

In FY20 this request is to purchase a used patrol vehicle for \$12,500 and a new Polaris ATV for \$10,000.

2. Radio Frequency Identification Device (RFID) Program **\$14,200 Requested** **\$14,200 Recommended**

The RFID program will improve Gatehouse procedures as the system logs permit information from one hundred feet away, thereby allowing permitted vehicles to be processed past the Gatehouse faster and more efficiently. This request is for funding the purchase of handheld devices that would be used in the field in order to access digital information in a remote location. In addition, it includes funding for the annual purchase of the permits that have the digital device imbedded into the sticker.

3. Training and Uniform **\$3,000 Requested** **\$3,000 Recommended**

Natural Resource Officer's are tasked with being proficient in a variety of topics including herring run management, animal control, water quality, shellfisheries, endangered species protection, hunting, fishing, boating, off-road vehicle usage, etc. Our officers are expected to be in full uniform and ready to respond to a myriad of possible situations in order to keep both the public and the environment protected. The town requires that all NROs receive police academy and first responder training.

4. Sand Stabilization **\$125,000 Requested** **\$125,000 Recommended**

The purpose of funding protective sand placement for additional dune nourishment in front of the Sandy Neck parking lot after major erosion from winter storms.

5. Minimum Wage Adjustment **\$17,500 Requested** **\$17,500 Recommended**

The Massachusetts Minimum Wage Act gradually increases the minimum wage in Massachusetts from \$11/hour to \$15/hour over five years, culminating in 2023. It will increase to \$12/hour on January 1, 2019, and will then go up by \$0.75/hour every year until it hits \$15/hour on January 1, 2023.

6. Rapid Response Vessel **\$18,000 Requested** **\$18,000 Recommended**

The Sandy Neck Program proposes to enhance the town's ability to safely and effectively conduct marine rescue operations from the beach by purchasing and operating a 12-14' inflatable rescue/response vessel. The vessel will serve the Town of Barnstable on Sandy Neck Beach, providing coverage for over 7 miles of coastline, from the Barnstable town line all the way to Beach Point and around if necessary. In addition, the vessel will be able to provide for a higher level of visibility on the waterways and aid in response to any incidents related to the duties carried out by Natural Resource Officers. We propose the purchase of an inflatable outboard motor rescue boat and launch trailer, along with the necessary communications and rescue/safety equipment.

Full-time Equivalent Employees

Job Title	FY 2018	FY 2019	FY 2020	Change
Administrative Assistant	0.20	0.20	0.20	-
Director Marine & Environmental Affairs	0.15	0.15	0.15	-
Natural Resource Officer	2.00	2.00	2.00	-
Principal Dept/Div Assistant	1.00	1.00	1.00	-
Sandy Neck Park Manager	0.50	0.50	0.50	-
Full-time Equivalent Employees	3.85	3.85	3.85	0.00

Performance Measures/Workload Indicators

Workload Indicator	FY 2017 Actual	FY 2018 Actual	FY 2019 Estimated	FY 2020 Projected
Sandy Neck Beach Park ORV Permits Issued (represented in calendar year)	4,770	4,750	4,105	4,100
Total Revenue	\$1,103,234	\$1,017,159	\$1,000,000	\$1,000,000
Educational Hikes/Talks (represented in calendar year)	32	32	30	35
Overnight Camping (represented in calendar year)	5,976	5,466	5,500	5,500
Merchandise Sales	\$48,715	\$39,179	\$40,000	\$40,000

Description	Historical Trends				Benchmark
	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Estimated	FY 2019 Estimated
Actual Revenue	\$864,830	\$1,073,932	\$1,103,234	\$1,000,000	\$1,000,000
Estimated Revenue	\$745,195	\$815,717	\$887,998	\$968,462	\$968,462
Exceeds Expectations >100%	116%	132%	124%	103%	103%

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