

**Parks Lease Revenue**

Fiscal Year:	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020**
<b>Base Lease Payment</b>	\$ 57,501	\$ 55,001	\$ 60,001	\$ 60,001	\$ 65,001	\$ 55,001	\$ 60,000	\$ 55,001	\$ 55,001	\$ 60,001
<b>5% Retail ***</b>					\$ 16,413	\$ 18,614	\$ 17,538	\$ 23,559	\$ 21,505	\$ 20,387
<b>Museum Fees***</b>					\$ 37,975	\$ 48,210	\$ 55,775	\$ 22,733	\$ 25,114	\$ 35,900
<b>Total Retail and Mus. Fees</b>	\$ 46,229	\$ 42,264	\$ 52,334	\$ 40,112	\$ 54,388	\$ 66,824	\$ 73,313	\$ 46,292	\$ 46,619	\$ 56,286
<b>Museum Fees Previous 3 yr avg</b>						\$ 47,320			\$ 27,915	\$ 19,405 diff

\* Commissions includes split payment for museum fees, 5% on retail revenue and other revenue per lease.

\*\* Note: This is for the Fiscal Year beginning July 1, 2019.

\*\*\* May include other revenue

3742

	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	TOTAL
<b>Revenue- Operations/Other*</b>	\$72,543	\$115,301	\$149,132	\$100,474	\$85,147	\$145,169	\$142,971	\$104,540	\$129,616	\$118,508	<b>\$1,163,401</b>
<b>Revenue- Communications</b>	\$217,000	\$222,683	\$219,583	\$262,641	\$258,732	\$277,312	\$302,785	\$460,103	\$364,483	\$279,943	<b>\$2,865,265</b>
<b>Revenue- Power</b>	\$358,825	\$317,599	\$236,412	\$286,270	\$249,380	\$237,878	\$238,245	\$217,593	\$142,711	\$237,889	<b>\$2,522,802</b>
<b>Revenue- Retail (total revenue incl CGS)</b>	\$830,000	\$857,514	\$841,550	\$1,092,156	\$1,109,487	\$1,142,195	\$1,160,182	\$1,169,799	1,273,793	\$1,238,337	<b>\$10,715,013</b>
<b>Revenue- Total</b>	\$1,478,368	\$1,513,097	\$1,446,677	\$1,741,541	\$1,702,746	\$1,802,554	\$1,844,183	\$1,952,035	\$1,910,603	\$1,874,677	<b>\$17,266,481</b>
<b>Operating Expenses (incl cost goods sold)</b>	\$1,169,739	\$1,586,944	\$1,551,795	\$1,676,319	\$1,944,064	\$1,941,724	\$1,837,627	\$1,709,740	\$1,831,312	\$2,147,221	<b>\$17,396,485</b>
<b>NET</b>	\$308,629	-\$73,847	-\$105,118	\$65,222	-\$241,318	-\$139,170	\$6,556	\$242,295	\$79,291	-\$272,544	<b>-\$130,004</b>

\*operations/other includes: leases, commissions, donations, coin operated, Speical Use Permits

<b>General Fund Capital Budget Expenses</b>			\$110,700	\$37,500	\$490,784	\$96,600	\$19,100	\$188,000	\$23,850	\$61,460	<b>\$1,027,994</b>
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<b>Descirptoin of Capital Budget Projects</b>	Yankee Building roof	Tip Top Improvements	Sherman Adams Entry Way	Sherman Adams Building boiler replacement	Yankee window, water storage tank evaluation	Yankee Building study	Yankee Building roof	Underwood ESTP design
<b>Mount Washington Commission Fund</b>								

10 year Total Revenue	\$17,266,481
10 year Total Expenses	\$17,396,485
10 year NET	-\$130,004
10 year Capital Investment costs	<b>\$1,027,994</b>

**Mount Washington Future Projects (costs are estimated)**

New Ventilation System for basement	\$27,454	design consultant. Short term fix ???, long term fix is ???
ESTP upgrades	\$2.5-3.0 mio	\$1,870,000 Capital 2020-2021 appropriation
New Water System	\$975,000	Capital appropriations request, 2022-2023
Yankee Building reconstruction/upgrade	\$15,000,000	Study estimate
Sherman Adams Bldg exterior repairs	\$250,000	at minimum
New Observatory Boilers	????	
Tip Top House Interior Rehabilitation work, walls/ceiling	????	

## Parks Attendance & Potential Revenue

1 Average Attendance per day	2100				
Operating Days per year	150			Fee	Revenue
Total Attendance per year	315,000	66%	207,900	\$ 4.00	\$ 831,600
Building Capacity	300				
Operating Hours per day	10				
Average Visitors per 10 Hour	210				
Busy Hours per day	5	6	7	8	
Average Visitors per Busy Hrs.	420	350	<b>300</b>	262.5	
Capacity: Visitors per Hour	71%	86%	100%	114%	
2 Maximum Attendance per day	5,000				
Hours	5	6	7	8	
Attendance per hour	1,000	833	714	625	
Capacity: Visitors per Hour	30%	36%	42%	48%	
3 Hourly Demand Estimate					
Cog Capacity per Hour					
Diesel Trains per hour	3				
Visitors per train	70				
Visitors per hour Diesel	210				
Hours per day	10				
Visitors per day	2100				
Steam Train runs	2				
Visitors per Train	70				
Visitors per day	140				
Max visitors per hour	280				
Auto Road Capacity per Hour	(does not include Guided Tours)				
Parkng spots	210				
Persons per car	2.5				
Persons per hour	525				
Hikers per hour					
Hikers per year	80,000				
Days open	150				
Average per day	533				
Average per hour	53				
Average per 5 hours	107				
Total on Summit at One Time					
Est Maximum Per Day	912				