



**REQUEST FOR PROPOSALS**

**2025 KRUEGER HASKELL GOLF COURSE MANAGEMENT SERVICES**

Prepared by:  
City of Beloit  
Department of Public Works  
2351 Springbrook Court  
Beloit, WI 53511

INVITATION  
REQUEST FOR PROPOSAL

The City of Beloit will receive sealed written proposals for Golf Management Services of the Krueger Haskell Golf Course until 12:00 pm/noon local time on Wednesday, October 2, 2024 at Department of Public Works located at 2351 Springbrook Ct., Beloit, Wisconsin, 53511, in accordance with the specifications included in this proposal packet. The proposal packets may also be picked up at the Public Works office.

Management firms may attend the pre-proposal meeting on Wednesday, September 18, 2024 at 9 am at 1611 Hackett Street, Beloit, Wisconsin 53511.

Questions can be submitted by email to Bill Frisbee, Public Works Director, [frisbeew@beloitwi.gov](mailto:frisbeew@beloitwi.gov) no later than Monday, September 23, 2024.

All proposals **must** be submitted with all required forms and information in a fully **sealed envelope with the sealed outer envelope plainly marked as “2025 KRUEGER HASKELL GOLF COURSE MANAGEMENT SERVICES RFP”** and are due prior to the time and date for submission of proposals indicated in this invitation, or prior to an extension thereof, issued to the proposers. Improperly marked proposals and proposals received after 12:00 pm/noon local time Wednesday, October 2, 2024 will not be considered; any proposal received improperly will be rejected. Each submittal shall consist of five (5) color printed copies of the proposal and one PDF file of the proposal.

Address all proposals as follows:

2025 Krueger Haskell Golf Course Management Services  
Attention: Bill Frisbee, Public Works Director  
City of Beloit  
2351 Springbrook Ct.  
Beloit, Wisconsin 53511

The City of Beloit reserves the right to reject any or all proposals and to waive any informality, and to make the award in such a manner deemed right and proper for the best interest of the City.

## INTRODUCTION AND BACKGROUND

The City of Beloit (hereinafter “City”) is soliciting a Request for Proposals from qualified golf course management companies to manage, operate, and maintain the Krueger-Haskell Golf Course.

Krueger-Haskell Golf Course is located on the west side of the City of Beloit and opened May 1, 1927. When the course opened it was originally a 9-hole course. In 1931 the course was enlarged to an 18-hole course. Today the course is an 18-hole, par 70, 6, 158-yard course from the white tees. The course’s unique layout, mature trees and rolling terrain make it a challenging and enjoyable course for any golfer. The course offers 4 different tee box settings on each hole, numerous bunkers, doglegs, and tight tree lined fairways. Five water hazards, four of which were added in 2010-2011 provide for a challenging round of golf. A practice green and five hitting cages are also available for golfers who would like to work on chipping, putting and driving before their round of golf.

Krueger-Haskell Golf Course was voted as the best golf course in the Stateline by the Beloit Daily News in 2023.

## PURPOSE AND GOALS

The City provides a high quality, well maintained golf course at very competitive prices. The City has the expectation that the course will continue to be operated to the high standards that are currently in place. The City also expects well managed facilities with a high level of customer services commensurate with other daily fee golf courses in the area. The City has identified the following goals for contracted management of the course:

1. Reduce or eliminate cash and personnel subsidies to the Golf Fund.
2. Achieve revenue growth, while minimizing rate increases.
3. Limit or reduce expenditures through sound management and incentivizing efficient course management.
4. Increase season pass and daily round sales through an effective marketing campaign.

## SCOPE OF SERVICES SUMMARY (BASE PROPOSAL)

The City is seeking proposals for experienced professional golf management companies (hereinafter “Operator”) to manage and operate the Krueger-Haskell Golf Course.

All proposals must comply with the terms and conditions set forth in this Request for Proposal (RFP) and must include:

1. Collection of all related City approved fees for golf season passes, daily greens fees, annual and daily cart passes, plus all record keeping associated with these fees. Dynamic pricing may be implemented with pre-approval from the City.
2. Maintain the buildings, grounds, equipment, and the golf course to mutually agreed upon specifications and standards.
3. Operate the pro shop including purchasing and sales of both hard and soft goods.
4. Provide the service of food, snacks, soft drinks, beer, wine, and general bar service to the public in the clubhouse. The City has an existing vendor under contract, with their right to renew the contract, through the 2026 golf season. The existing vendor will continue all food and beverage services until such time their contract expires, or is terminated. The Operator will be expected to work cooperatively with the existing vendor. The Operator would be expected to take over the food and beverage operations beginning in 2027 or sooner if the existing vendor contract is terminated. Any additional references to food and beverage services in this RFP will take effect once the Operator takes over these services from the existing vendor.

5. Provide and implement a marketing plan.
6. Manage qualified personnel and payroll functions, as related to the operation of the golf course. All personnel will be employed by the Operator. The Operator is expected to comply with all state and federal regulations related to employment services. The City encourages the Operator to interview and hire existing City personnel.
7. Manage tee times and rate of play to maximize the number of rounds available.
8. Implement an online tee time reservation system.
9. Make recommendations for capital improvements to the City.
10. Schedule and coordinate existing and new tournaments/outings, including food and beverage service.
11. Provide golf lessons and programming for all ages.
12. Allow the City to run recreation programs as requested.
13. Allow Hospital Hill, 623 Olympian Blvd. to operate as a snow hill for sledding.
14. Allow Beloit Memorial High School Golf Teams to use the course at special rates determined by the City.
15. Allow Beloit College Golf Team (if formed) to use the course at special rates determined by the City.
16. Attend, and be an active participant in, City Golf Committee meetings. Listen to feedback from the Committee and implement suggestions when practical.
17. Work with league associations to ensure league play continues successfully.
18. Enforce City ordinances and policies related to the operation of the golf course.
19. Prepare daily, monthly, and annual reports.
20. Provide other golf related services not specifically requested or prohibited detailed in this RFP.

#### GENERAL CONDITIONS

1. **Fee.** The Operator will be paid a fixed annual management fee. All revenues shall be paid to the City and all expenses billed to the City at cost. Operator may propose a profit-sharing arrangement to incentivize good fiscal management of the course.
2. **Term.** The term of the Agreement shall be January 1, 2025 through December 31, 2029 and may, by written mutual agreement, be renewed at the same terms and conditions for an additional two (2) five-year terms. City would be looking for a clause to end the contract early if the Operator is not able to substantially meet the goals of the RFP, fails to effectively operate/maintain the course, or violates the terms of the contract.
3. **Budgets.** The Operator shall provide the City with a detailed proposed operating budget each year. The City shall have the right to review, modify, and approve the budget, including all lines items and rates.
4. **City Equipment.** The Operator will have the use of the City owned golf course, including the clubhouse, maintenance building, lawn-care equipment, leased carts, parking lots, and irrigation system. A complete list of City facilities/equipment will be agreed upon and attached to an executed agreement.
5. **Audit.** The City shall have the right to audit all accounts and records associated with operating the golf course.
6. **Golf Course Fees and Charges.** The City shall review and approve all fees to be charged. Expenses and revenues for the operation of Krueger-Haskell Golf Course shall be kept separate from all other finances of the Operator.
7. **Personnel.** Operator shall provide sufficient and qualified employees to adequately manage and operate the golf course, and shall be obligated to pay all wages for such employees, including the withholding of payroll, social security taxes, workers' compensation, and other personnel costs which may be required.

Said employees shall be able to deal effectively and courteously with the general public in a recreational setting. Operator shall further provide adequate training to said employees. Operator's employees shall be easily identified.

8. **Sale of Alcohol**. Once the Operator takes over food and beverage service, Operator shall provide and sell alcohol at the Clubhouse and on the Golf Course through one food and beverage cart provided by the City. All sales of liquor shall be in strict conformity with State and Local laws and ordinances. Operator shall be required to diligently pursue the issuance of an alcohol beverage license for the retail sale of malt liquor and alcoholic beverages, including service on the Golf Course through the use of a food and beverage cart. Operator, at a minimum, must be able to obtain licenses permitting fermented malt beverages and liquor. Failure to obtain the same shall subject the Agreement to termination. Should the alcohol license be sanctioned either via revocation or suspension, or should Operator's employees be charged with any underage alcohol violation relating to the Golf Course premises, the Agreement may be terminated at the sole discretion of the City. At the conclusion of the Agreement or any renewals thereof or if either party terminates the Agreement prior to the scheduled termination date, Operator agrees to relinquish back to the City any and all licenses obtained for the sale of malt liquor and alcoholic beverages.

9. **Janitorial Maintenance**. Operator shall be responsible for the general maintenance and janitorial services of the clubhouse on a daily basis. General maintenance and janitorial services includes kitchen and bar service area along with clubhouse common area and restroom/locker rooms.

The Clubhouse must meet all standards of cleanliness and sanitation so as to satisfy all health code requirements of the Rock County Health Department and be subject to periodic inspections by the Health Department and City officials. Operator shall supply all necessary janitorial and maintenance cleaning supplies. Operator shall supply all hand soap and paper products for the restrooms and locker rooms. Operator shall dispose of all trash into provided dumpster. The City shall provide a dumpster within the parking lot area.

10. **Repairs to Premises**. The City shall assume responsibility for all major and minor repairs to the building facilities and course. Repairs shall be defined as structural repairs, including, but not limited to such categories as: the building floors, walls, roof, exterior plumbing, electrical, sewer, heating, and air conditioning systems.

In no event shall the City be required to make repairs or replacements when the damages are a result of the action or inaction of Operator, Operator's employees, agents or invitees.

Operator shall be responsible for repairs to Operator's equipment.

11. **Signs**. Operator shall not erect or display, or permit to be erected or displayed, within the Clubhouse or anywhere on the Golf Course premises, any permanent sign or advertising of any kind without first obtaining written consent from the Director of Parks and Recreation, or their designee, and provided the sign complies with local sign ordinances.

12. **Improvements**. Operator shall not be permitted to make any changes or modifications to the buildings on the premises without the prior written consent of the City. Representatives of the City and Operator shall meet prior to each golf season to inspect the Clubhouse and establish a list of repairs to be performed by each party during the year.

13. **Taxes**. Operator shall pay all taxes of whatever character that may be lawfully levied upon or charged against or upon Operator's operation hereunder. Operator shall pay all licenses or permit fees necessary or required by law for the conduct of its operation hereunder.

14. **Right to Accept/Reject.** The City reserves the right to award all or a portion of this Request for Proposals (“RFP”) on a line-item basis to one or more bidders/proposers or the award may be made to the lowest/highest, responsible and best proposal total, whichever is in the best interest of the City. The City reserves the right to accept or reject any or all proposals and to accept any proposal deemed to be in the best interest of the City. In addition, the City reserves the right to reissue all or part of this RFP and/or not award any contract at its discretion and without penalty. The City reserves the right to waive or permit cure of nonmaterial variances in the offer if, in the judgment of the City, it is in the City’s best interest to do so. Nonmaterial variances include minor informalities that do not affect responsiveness, that are merely a matter of form or format, that do not change the relative standing or otherwise prejudice other quoters/proposers, that do not change the meaning or scope of the RFP, or that do not reflect a material change in the services. A nonmaterial variance in a bid/proposal does not give one bidder/proposer a competitive advantage or benefit not enjoyed by the others. A nonmaterial variance may be accepted as responsive, or at the direction of the City, may be rejected as non-responsive. In the event the City waives or permits cure of nonmaterial variances, such waiver or cure will not modify the RFP requirements or excuse the bidder/proposer from full compliance with the specifications or other contract requirements if the bidder/proposer is awarded the contract.
15. **Incurring Costs and Reserve Right To Cancel.** The City will not be responsible for any expenses incurred by any bidder/proposer in the development of a response to this RFP, including any onsite (or otherwise) interviews and/or presentations, and/or supplemental information provided, submitted, or given to the City and/or its representatives. Further, the City shall reserve the right to cancel the services described herein prior to issuance and acceptance of any contractual agreement by the successful bidder/proposer.
16. **Firm Pricing.** Offered amounts shall remain firm for a minimum of sixty (60) days after the due date of this RFP to allow evaluation and award determination, unless indicated otherwise. Once awarded, amounts shall remain firm for the duration of the Agreement.
17. **Statutory Information.** Any agreement resulting from this RFP shall be construed in accordance with the laws of the State of Wisconsin. Any litigation between the parties arising out of, or in connection with the Agreement shall be initiated in Rock County Circuit Court, State of Wisconsin.
18. **Nondiscrimination.** The successful bidder/proposer agrees not to discriminate against any employee or applicant for employment because of age, race, religion, color, marital status, sexual orientation, sex, disability, national origin or ancestry. This provision must be included in the executed agreement and any subcontracts. This provision is inserted herein in compliance with Section 1.09 of the Code of General Ordinances of the City of Beloit, and shall be interpreted so as to carry out the intent of that ordinance.
19. **Affirmative Action.** Operator shall agree to adopt an affirmative action plan to increase in Operator’s partners, associates and employees the representation and number of under-represented groups which have been victims of employment discrimination in all of Operator’s departments, job classifications and salary categories. Operator shall agree to include the same provision in its subcontracts and to require its subcontractors to include the same provision in their subcontracts. This provision is inserted herein in compliance with Section 1.09 of the Code of General Ordinances of the City of Beloit, and shall be interpreted so as to carry out the intent of that ordinance.
20. **Public Records Requirement.** It shall be understood any quotation and any/all referencing information submitted in response to this RFP shall become the property of the City and will not be returned. The City will use discretion with regards to the disclosure of propriety information contained in any response, but cannot guarantee information will not be made public. As a governmental entity, the City is subject to making records available for disclosure.
21. **Assignment Or Subcontract.** Operator shall not assign any right or interest, nor delegate or subcontract any obligation owed without the written consent of the City.

22. **Independent Contractor Status.** Operator agrees it is an independent contractor with respect to the services provided pursuant to the agreed upon Agreement. Nothing in the Agreement shall be considered to create the relationship of employer and employee between the parties.
23. **Non-Compliance.** Submission of a proposal constitutes confirmation that you or your company is not presently on any lists maintained by the Wisconsin Department of Administration, or any other State or Federal Government for non-compliance with any requirements, including equal opportunity and/or affirmative action.
24. **Insurance.** The Operator shall carry the appropriate insurance coverage and agree to the terms in this section:
- a. Operator shall not commence work under this Agreement until it has obtained the insurance required herein. All coverages shall be with insurance carriers licensed and admitted to do business in the State of Wisconsin. All coverages shall be with carriers acceptable to the City. A minimum AM Best Rating of A-VII is required.
  - b. It is hereby understood and agreed that the insurance required by the City is primary coverage and that any insurance or self-insurance maintained by the City, its officers, council members, agents, employees or authorized volunteers will not contribute to a loss.
  - c. *Worker's Compensation and Employers Liability Minimum Requirements as required by Statute.* As required by Statute: Operator shall cover or insure under applicable labor laws relating to worker's compensation insurance, all of their employees in accordance with the law in the State of Wisconsin. Operator shall provide statutory coverage for work related injuries and employer's liability insurance with limits of \$100,000 each accident, \$500,000 disease policy limit and \$100,000 disease each employee.
  - d. *Liability Insurance.* Operator shall procure and maintain during the life of this Agreement the following Commercial General Liability Insurance and Automobile Liability insurances:
    - (1) PROFESSIONAL LIABILITY (Errors and Omissions)
      - a. Minimum Limits
        - i. \$2,000,000 each claim/\$2,000,000 annual aggregate
        - ii. Any deductible not to exceed \$25,000 each claim
      - b. Must continue coverage for 3 years after final payment for service/job
    - (2) GENERAL LIABILITY COVERAGE
      - a. Commercial General Liability
        - i. \$2,000,000 general aggregate
        - ii. \$1,000,000 products - completed operations aggregate
        - iii. \$1,000,000 personal injury and advertising injury
        - iv. \$2,000,000 each occurrence limit
      - b. Claims made form of coverage is not acceptable.
      - c. Insurance must include:
        - i. Premises and Operations Liability
        - ii. Blanket Contractual Liability including coverage for the joint negligence of the City, it officers, council members, agents, employees, authorized volunteers and the named insured
        - iii. Personal Injury
        - iv. Explosion, collapse and underground coverage
        - v. Products/Completed Operations
        - vi. Independent Contractors

(3) BUSINESS AUTOMOBILE COVERAGE

- a. Minimum Limits - \$1,000,000 Combined Single Limit for Bodily Injury and Property Damage each accident
- b. Must cover liability for "Any Auto" - including Owned, Non-Owned and Hired Automobile Liability

e. *Additional Insured.* Operator shall name the City, including all elected and appointed officials, all employees and volunteers, all boards, commissions and/or authorities and their board members, employees and volunteers as Additional Insured on the General Liability Coverage. This coverage shall be primary to the Additional Insured, and not contributing with any other insurance or similar protection available to the Additional Insured, whether other available coverage is primary, contributing or excess.

f. *Waiver of Workers Compensation Subrogation.* The workers' compensation policy is to be endorsed with a waiver of subrogation. The insurance company, in its endorsement, agrees to waive all rights of subrogation against the City, its officers, officials, employees and volunteers for losses paid under the terms of the policy that arises from the work performed by the named insured for or on behalf of the City.

g. *Cancellation Notice.* All insurances required by this Agreement shall include an endorsement stating the following: "Thirty (30) days Advance Written Notice of Cancellation or Ten (10) days for Non-Renewal shall be sent to: City of Beloit; Attn: Risk Management; 100 State Street; Beloit, WI 53511.

h. *Proof of Insurance Coverage.* Operator shall provide to the City, at the time this Agreement is returned for execution, Certificates of Insurance and/or policies, acceptable to the City. If so requested, certified copies of any or all policies shall also be furnished. The Additional Insured Policy endorsement must accompany the Certificate of Insurance. A copy of the Certificate of Insurance must be on file with Risk Management. If no Certificates of Insurance and/or policies are provided to the City upon execution of this Agreement, the Agreement shall be null and void.

i. *Continuation of Coverage.* If any of the above coverage expires during the term of this Agreement, the Operator shall deliver renewal certificates and/or policies to the City at least ten (10) days prior to the expiration date.

**25. Indemnification. The Operator shall agree to indemnify the City as follows:**

a. Operator hereby agrees to indemnify, defend and hold harmless the City, its elected and appointed officials, officers, employees, agents, representatives and volunteers, and each of them, from and against any and all suits, actions, legal or administrative proceedings, claims, demands, damages, liabilities, interest, attorneys' fees, costs and expenses of whatsoever kind or nature in any manner directly or indirectly caused, occasioned, or contributed to in whole or in part or claimed to be caused, occasioned, or contributed to in whole or in part, by reason of any act, omission, fault, or negligence, whether active or passive, of Operator or of anyone acting under its direction or control or on its behalf, even if liability is also sought to be imposed on City, its elected and appointed officials, officers, employees, agents, representatives and volunteers. The obligation to indemnify, defend and hold harmless the City, its elected and appointed officials, officers, employees, agents, representatives and volunteers, and each of them, shall be applicable except to the extent that liability results from the negligence of the City, its elected and appointed officials, officers, employees, agents, representatives and volunteers.

b. Operator shall reimburse the City, its elected and appointed officials, officers, employees, agent or authorized representatives or volunteers for any and all legal expenses and costs incurred by each of them in connection therewith or in enforcing the indemnity herein provided.

c. In the event that Operator employs other persons, firms, corporations or entities (sub-contractor) as part of the work covered by this Agreement, it shall be Operator's responsibility to



require and confirm that each sub-contractor enters into an Indemnity Agreement in favor of the City, its elected and appointed officials, officers, employees, agents, representatives and volunteers, which is identical to this Indemnity Agreement.

d. This indemnity provision shall survive the termination or expiration of this Agreement.

26. Execution of Agreement. The Operator shall be expected to negotiate and execute an Agreement within thirty (30) days of notification of a successful bid/proposal.

### Proposal Requirements

Each respondent to this RFP shall submit a written proposal of their approach to operating, maintaining, and managing Krueger-Haskell Golf Course. The proposal should be detailed enough to evaluate and compare proposals. The proposal shall consist of at least 3 sections: Overview, Operating Plan, and Management Fee and Compensation. Respondents may submit up to five references.

1. Overview. The overview section is meant to give the City an overview of your company and its ability to manage our golf course. At a minimum this section shall detail the following: management philosophy, experience, expertise, qualification, financial strength, proposed management team (including bios/resumes), and proof of ability to do business in the State of Wisconsin.
2. Operations Plan. The operations plan section is meant to give the City a more detailed understanding of how your company would operate the course on a daily basis. At a minimum, this section shall detail the following: frequency and standards for course maintenance, personnel numbers by position with an estimated annual payroll and benefit cost provided, tee time management, reservation system used, management of leagues and outings, pro-shop operations, food and beverage services, lessons, and any other proposed services.
3. Management Fee and Compensation. This section of the proposal should detail any and all compensation for services rendered. The City anticipates paying a monthly management fee. Other fees and a profit-sharing agreement will be considered. Total fees paid will be factored into the scoring of the proposals received.

### PROJECT SCHEDULE

August 21, 2024 - Review Draft RFP with Golf Committee

August 29, 2024 - Issue RFP

October 2, 2024 - Proposals Due

October 16, 2024 - Review Proposals/Recommendation to Golf Committee

November 4, 2024 - Make Recommendation to City Council

December 2, 2024 - Execute Negotiated Contract with Selected Firm

### ATTACHMENTS

Financial and Rounds Played Data

2011-2023 Financial Statements for Golf Course



**2025 KRUEGER HASKELL GOLF COURSE MANAGEMENT SERVICES**

The undersigned hereby agrees to supply Golf Management Services to the Krueger Haskell Golf Course

**CORPORATION BIDDING**

\_\_\_\_\_  
Name of Corporation

\_\_\_\_\_  
Name of Person Submitting Proposal (Print)

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip Code

\_\_\_\_\_  
Primary Phone

\_\_\_\_\_  
Witness Name (Print)

\_\_\_\_\_  
Email Address

\_\_\_\_\_  
Witness Signature/Date

\_\_\_\_\_  
Authorized Signature/Date

or

**INDIVIDUAL OR PARTNERSHIP**

\_\_\_\_\_  
Name of Individual or Partnership

\_\_\_\_\_  
Name of Person Submitting Proposal (Print)

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, Zip Code

\_\_\_\_\_  
Primary Phone

\_\_\_\_\_  
Witness Name (Print)

\_\_\_\_\_  
Email Address

\_\_\_\_\_  
Witness Signature/Date

\_\_\_\_\_  
Authorized Signature/Date



**2025 KRUEGER HASKELL GOLF COURSE MANAGEMENT SERVICES**

DATE: \_\_\_\_\_

BIDDER NAME: \_\_\_\_\_

STAFF NAME: \_\_\_\_\_

Points will be awarded based upon the information provided within your proposal, and any supplemental information that you care to provide beyond the items as requested and/or required and stated within the RFP.

1.	Proposal contains all items as requested below.	5	
2.	Experience successfully managing the operations of golf courses. Includes showing positive cash flow, good course conditions, and positive customer service feedback.	20	
3.	Qualifications of proposed personnel (certified course manager, golf pro, turf management)	20	
4.	Financial health of firm.	10	
5.	Proposal clearly addresses all aspects of the RFP and shows ability to meet the goals of the RFP.	20	
6.	References	5	
7.	Proposed Fee	20	
<b>TOTALS</b>		<b>100</b>	

Krueger-Haskell Golf Course Financial Data

Function/Program	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Rounds of golf played	28,117	17,524	25,174	21,822	20,056	19,502	19,266	20,575	17,801	19,358	13,722
Daily Fees Revenue	\$ (194,039.76)	\$ (118,428.98)	\$ (170,119.30)	\$ (151,625.64)	\$ (167,114.00)	\$ (166,325.54)	\$ (159,113.87)	\$ (160,288.19)	\$ (132,436.71)	\$ (163,467.71)	\$ (152,251.63)
Season Pass Revenue	\$ (98,610.56)	\$ (76,529.10)	\$ (99,436.42)	\$ (101,327.79)	\$ (90,560.37)	\$ (90,150.17)	\$ (78,449.82)	\$ (77,115.97)	\$ (78,034.39)	\$ (86,731.57)	\$ (64,229.88)
Cart Pass Revenue	\$ (25,902.29)	\$ (20,642.57)	\$ (25,600.11)	\$ (28,194.26)	\$ (30,960.55)	\$ (33,437.08)	\$ (28,749.85)	\$ (28,779.10)	\$ (38,632.20)	\$ (40,732.04)	\$ (29,387.12)
Cart Rental Revenue	\$ (99,988.62)	\$ (78,939.89)	\$ (109,588.46)	\$ (94,949.38)	\$ (94,246.41)	\$ (98,538.66)	\$ (79,087.31)	\$ (79,435.83)	\$ (72,257.47)	\$ (81,776.87)	\$ (88,897.52)
Storage Fees	\$ (1,297.37)	\$ (1,565.99)	\$ (863.76)	\$ (862.56)	\$ (973.93)	\$ (947.86)	\$ (379.15)	\$ (473.93)	\$ (473.93)	\$ (500.00)	\$ (500.00)
Private Cart Revenue	\$ (986.47)	\$ (811.88)	\$ (1,081.29)	\$ (810.42)	\$ (871.09)	\$ (825.45)	\$ (853.08)	\$ (853.08)	\$ (884.36)	\$ (900.00)	\$ (900.00)
Other Revenue	\$ (2,349.09)	\$ (1,720.16)	\$ (1,685.13)	\$ (2,682.81)	\$ (2,361.62)	\$ (2,528.33)	\$ (1,548.96)	\$ (2,479.61)	\$ (2,192.80)	\$ (3,070.55)	\$ (676.87)
Concession Revenue	\$ (16,000.00)	\$ (14,000.00)	\$ (15,500.00)	\$ (16,500.00)	\$ (8,400.00)	\$ (10,500.00)	\$ (8,400.00)	\$ (7,200.00)	\$ (6,587.85)	\$ (7,000.00)	\$ (1,250.00)
Pro Shop Revenue	\$ (6,556.79)	\$ (3,918.83)	\$ (7,069.67)	\$ (5,375.16)	\$ (4,259.42)	\$ (4,393.30)	\$ (4,057.28)	\$ (6,425.37)	\$ (4,602.66)	\$ (10,703.78)	\$ (2,727.37)
Lesson Revenue										\$ (811.63)	
<b>Total Operating Revenue</b>	<b>\$ (445,730.95)</b>	<b>\$ (316,557.40)</b>	<b>\$ (430,944.14)</b>	<b>\$ (402,328.02)</b>	<b>\$ (399,747.39)</b>	<b>\$ (407,646.39)</b>	<b>\$ (360,639.32)</b>	<b>\$ (363,051.08)</b>	<b>\$ (336,102.37)</b>	<b>\$ (395,694.15)</b>	<b>\$ (340,820.39)</b>
<b>Total Operating Expenses</b>	<b>\$ 470,873.00</b>	<b>\$ 505,643.00</b>	<b>\$ 489,572.00</b>	<b>\$ 491,120.00</b>	<b>\$ 509,230.00</b>	<b>\$ 452,869.00</b>	<b>\$ 412,548.00</b>	<b>\$ 437,227.00</b>	<b>\$ 378,018.00</b>	<b>\$ 405,342.00</b>	<b>\$ 390,604.00</b>
Golf Employee Expenses Charged to other budgets											
<b>Golf Fund Profit/(Loss)</b>	<b>\$ (25,142.05)</b>	<b>\$ (189,085.60)</b>	<b>\$ (58,627.86)</b>	<b>\$ (88,791.98)</b>	<b>\$ (109,482.61)</b>	<b>\$ (45,222.61)</b>	<b>\$ (51,908.68)</b>	<b>\$ (74,175.92)</b>	<b>\$ (41,915.63)</b>	<b>\$ (9,647.85)</b>	<b>\$ (49,783.61)</b>
Golf Staff Charged to Other Funds	Not Calculated									\$ 147,984.72	\$ 165,415.32
Total Golf Profit/(Loss)										<b>\$ (157,632.57)</b>	<b>\$ (215,198.93)</b>
	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Rounds of Golf Played	28,117	17,524	25,174	21,822	20,056	19,502	19,266	20,575	17,801	19,358	13,722
Golf Season Passes Sold							224	159	217		144
Cart Season Passes Sold							50	50	57		44
General Fund Tax Subsidy					\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ (8.14)	\$ (15.68)

<b>Function/Program</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
Rounds of golf played	21,273	19,750	20,870
Daily Fees Revenue	\$ (185,088.89)	\$ (174,732.59)	\$ (207,284.44)
Season Pass Revenue	\$ (77,891.07)	\$ (81,342.28)	\$ (88,063.02)
Cart Pass Revenue	\$ (50,165.30)	\$ (50,379.48)	\$ (51,619.44)
Cart Rental Revenue	\$ (116,946.41)	\$ (112,562.48)	\$ (116,111.64)
Storage Fees	\$ (473.93)		
Private Cart Revenue	\$ (616.50)	\$ (910.00)	\$ (300.00)
Other Revenue	\$ (1,473.87)	\$ (2,134.17)	\$ (3,693.99)
Concession Revenue	\$ (8,502.28)	\$ (4,250.00)	\$ (7,000.00)
Pro Shop Revenue	\$ (11,469.84)	\$ (14,874.39)	\$ (20,679.62)
Lesson Revenue			
<b>Total Operating Revenue</b>	<b>\$ (452,628.09)</b>	<b>\$ (441,185.39)</b>	<b>\$ (494,752.15)</b>
<b>Total Operating Expenses</b>	<b>\$ 419,885.00</b>	<b>\$ 458,983.00</b>	<b>\$ 536,427.00</b>
Golf Employee Expenses Charged to other budgets			
<b>Golf Fund Profit/(Loss)</b>	<b>\$ 32,743.09</b>	<b>\$ (17,797.61)</b>	<b>\$ (41,674.85)</b>
Golf Staff Charged to Other Funds	\$ 168,378.39	\$ 172,360.30	\$ 175,650.59
<b>Total Golf Profit/(Loss)</b>	<b>\$ (135,635.30)</b>	<b>\$ (190,157.91)</b>	<b>\$ (217,325.44)</b>
	<b>2021</b>	<b>2022</b>	<b>2023</b>
Rounds of Golf Played	21,273	19,750	20,870
Golf Season Passes Sold	184	200	204
Cart Season Passes Sold	54	81	84
	\$ (6.38)	\$ (9.63)	\$ (10.41)
General Fund Tax Subsidy	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00

## CITY OF BELOIT

### COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET ASSETS - NONMAJOR PROPRIETARY FUNDS For the Year Ended December 31, 2011

	Enterprise Funds					Totals
	Golf Course	Cemeteries	Ambulance	Storm Sewer	Transit System	
<b>OPERATING REVENUES</b>						
Charges for services	\$ 316,558	\$ 195,152	\$ 1,055,072	\$ 945,989	\$ 184,826	\$ 2,697,597
Other	500	8,165	-	-	31,615	40,280
Total Operating Revenues	<u>317,058</u>	<u>203,317</u>	<u>1,055,072</u>	<u>945,989</u>	<u>216,441</u>	<u>2,737,877</u>
<b>OPERATING EXPENSES</b>						
Operation and maintenance	505,643	310,381	999,880	499,960	1,709,258	4,025,122
Contractual services	-	-	-	135,358	156,205	291,563
Depreciation	28,127	3,023	-	135,945	335,033	502,128
Total Operating Expenses	<u>533,770</u>	<u>313,404</u>	<u>999,880</u>	<u>771,263</u>	<u>2,200,496</u>	<u>4,818,813</u>
Operating Income (Loss)	<u>(216,712)</u>	<u>(110,087)</u>	<u>55,192</u>	<u>174,726</u>	<u>(1,984,055)</u>	<u>(2,080,936)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>						
Intergovernmental revenues	-	-	-	-	1,194,315	1,194,315
Investment income (loss)	(1,654)	99,001	5,209	4,735	994	108,285
Interest charged to construction	-	-	-	28,947	-	28,947
Interest expense	(897)	(747)	-	(126,938)	(26,458)	(155,040)
Amortization of debt issuance costs and premiums	-	-	-	(3,813)	-	(3,813)
General property taxes	-	50,000	-	-	517,256	567,256
Interest subsidy received on Build America Bonds	-	-	-	27,386	-	27,386
Total Nonoperating Revenues (Expenses)	<u>(2,551)</u>	<u>148,254</u>	<u>5,209</u>	<u>(69,683)</u>	<u>1,686,107</u>	<u>1,767,336</u>
Income (loss) before contributions	<u>(219,263)</u>	<u>38,167</u>	<u>60,401</u>	<u>105,043</u>	<u>(297,948)</u>	<u>(313,600)</u>
Capital contributions	-	-	-	164,244	403,894	568,138
Change in Net Assets	<u>(219,263)</u>	<u>38,167</u>	<u>60,401</u>	<u>269,287</u>	<u>105,946</u>	<u>254,538</u>
TOTAL NET ASSETS - Beginning	<u>334,689</u>	<u>312,485</u>	<u>616,195</u>	<u>7,876,552</u>	<u>4,963,261</u>	<u>14,103,182</u>
TOTAL NET ASSETS - Ending	<u>\$ 115,426</u>	<u>\$ 350,652</u>	<u>\$ 676,596</u>	<u>\$ 8,145,839</u>	<u>\$ 5,069,207</u>	<u>\$ 14,357,720</u>

## CITY OF BELOIT

### COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION - NONMAJOR PROPRIETARY FUNDS For the Year Ended December 31, 2012

	Enterprise Funds					Totals
	Golf Course	Cemeteries	Ambulance	Storm Sewer	Transit System	
<b>OPERATING REVENUES</b>						
Charges for services	\$ 430,943	\$ 182,161	\$ 1,088,359	\$ 941,597	\$ 204,981	\$ 2,848,041
Other	-	3,187	-	-	35,200	38,387
Total Operating Revenues	430,943	185,348	1,088,359	941,597	240,181	2,886,428
<b>OPERATING EXPENSES</b>						
Operation and maintenance	489,572	316,950	1,060,312	543,770	1,709,188	4,119,792
Contractual services	-	-	-	158,769	143,398	302,167
Depreciation	28,127	3,022	-	148,841	288,757	468,747
Total Operating Expenses	517,699	319,972	1,060,312	851,380	2,141,343	4,890,706
Operating Income (Loss)	(86,756)	(134,624)	28,047	90,217	(1,901,162)	(2,004,278)
<b>NONOPERATING REVENUES (EXPENSES)</b>						
Intergovernmental revenues	903	2,044	-	-	1,151,567	1,154,514
Investment income (loss)	(78)	86,348	8,284	17,259	1,779	113,592
Interest expense	(605)	(318)	-	(119,066)	(19,550)	(139,539)
Amortization of debt issuance costs and premiums	-	-	-	(3,469)	(805)	(4,274)
General property taxes	-	20,000	-	-	517,256	537,256
Interest subsidy received on Build America Bonds	-	-	-	32,203	-	32,203
Total Nonoperating Revenues (Expenses)	220	108,074	8,284	(73,073)	1,650,247	1,693,752
Income (loss) before contributions	(86,536)	(26,550)	36,331	17,144	(250,915)	(310,526)
Capital contributions	-	-	-	-	13,920	13,920
Change in Net Position	(86,536)	(26,550)	36,331	17,144	(236,995)	(296,606)
TOTAL NET POSITION - Beginning	115,426	350,652	676,596	8,145,839	5,069,207	14,357,720
TOTAL NET POSITION - Ending	\$ 28,890	\$ 324,102	\$ 712,927	\$ 8,162,983	\$ 4,832,212	\$ 14,061,114

## CITY OF BELOIT

### COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS For the Year Ended December 31, 2013

	Enterprise Funds					Totals
	Golf Course	Cemeteries	Ambulance	Storm Sewer	Transit System	
<b>OPERATING REVENUES</b>						
Charges for services	\$ 402,328	\$ 168,389	\$ 1,015,491	\$ 944,958	\$ 204,153	\$ 2,735,319
Other	2,780	7,020	-	-	36,541	46,341
Total Operating Revenues	<u>405,108</u>	<u>175,409</u>	<u>1,015,491</u>	<u>944,958</u>	<u>240,694</u>	<u>2,781,660</u>
<b>OPERATING EXPENSES</b>						
Operation and maintenance	491,120	340,582	1,189,299	521,597	1,785,037	4,327,635
Contractual services	-	-	-	177,572	104,360	281,932
Depreciation	28,127	3,022	-	149,369	282,066	462,584
Total Operating Expenses	<u>519,247</u>	<u>343,604</u>	<u>1,189,299</u>	<u>848,538</u>	<u>2,171,463</u>	<u>5,072,151</u>
Operating Income (Loss)	<u>(114,139)</u>	<u>(168,195)</u>	<u>(173,808)</u>	<u>96,420</u>	<u>(1,930,769)</u>	<u>(2,290,491)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>						
Intergovernmental revenues	-	-	-	-	1,163,443	1,163,443
Investment income (loss)	(354)	105,637	4,775	14,022	(2,301)	121,779
Interest expense	(359)	(207)	-	(136,072)	(17,479)	(154,117)
Amortization of debt discount	-	-	-	(1,314)	-	(1,314)
General property taxes	-	20,000	-	-	534,367	554,367
Gain on sale of property	-	-	-	-	5,250	5,250
Interest subsidy received on Build America Bonds	-	-	-	22,439	-	22,439
Total Nonoperating Revenues (Expenses)	<u>(713)</u>	<u>125,430</u>	<u>4,775</u>	<u>(100,925)</u>	<u>1,683,280</u>	<u>1,711,847</u>
Income (loss) before contributions	(114,852)	(42,765)	(169,033)	(4,505)	(247,489)	(578,644)
Capital contributions	-	-	-	-	42,560	42,560
Change in Net Position	(114,852)	(42,765)	(169,033)	(4,505)	(204,929)	(536,084)
TOTAL NET POSITION - Beginning	<u>28,890</u>	<u>324,102</u>	<u>712,927</u>	<u>8,162,983</u>	<u>4,832,212</u>	<u>14,061,114</u>
TOTAL NET POSITION (DEFICIT) - Ending	<u>\$ (85,962)</u>	<u>\$ 281,337</u>	<u>\$ 543,894</u>	<u>\$ 8,158,478</u>	<u>\$ 4,627,283</u>	<u>\$ 13,525,030</u>



## CITY OF BELOIT

COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN  
NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS  
For the Year Ended December 31, 2014

	Enterprise Funds					Totals
	Golf Course	Cemeteries	Ambulance	Storm Sewer	Transit System	
<b>OPERATING REVENUES</b>						
Charges for services	\$ 399,747	\$ 144,619	\$ 1,071,670	\$ 950,477	\$ 200,893	\$ 2,767,406
Other	-	6,090	-	-	45,373	51,463
Total Operating Revenues	<u>399,747</u>	<u>150,709</u>	<u>1,071,670</u>	<u>950,477</u>	<u>246,266</u>	<u>2,818,869</u>
<b>OPERATING EXPENSES</b>						
Operation and maintenance	509,230	345,974	1,174,702	515,699	1,857,994	4,403,599
Contractual services	-	-	-	204,560	140,728	345,288
Depreciation	21,273	2,450	-	151,205	321,751	496,679
Total Operating Expenses	<u>530,503</u>	<u>348,424</u>	<u>1,174,702</u>	<u>871,464</u>	<u>2,320,473</u>	<u>5,245,566</u>
Operating Income (Loss)	<u>(130,756)</u>	<u>(197,715)</u>	<u>(103,032)</u>	<u>79,013</u>	<u>(2,074,207)</u>	<u>(2,426,697)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>						
Intergovernmental revenues	-	-	-	-	1,175,835	1,175,835
Investment income (loss)	(6)	88,535	34	8,591	(284)	96,870
Interest expense	(976)	(1,927)	-	(106,461)	(16,801)	(126,165)
Amortization of debt discount	-	-	-	(26,193)	-	(26,193)
General property taxes	50,000	28,114	-	-	534,367	612,481
Interest subsidy received on Build America Bonds	-	-	-	19,928	-	19,928
Total Nonoperating Revenues (Expenses)	<u>49,018</u>	<u>114,722</u>	<u>34</u>	<u>(104,135)</u>	<u>1,693,117</u>	<u>1,752,756</u>
Income (loss) before contributions	(81,738)	(82,993)	(102,998)	(25,122)	(381,090)	(673,941)
Capital contributions	-	-	-	-	660,000	660,000
Change in Net Position	(81,738)	(82,993)	(102,998)	(25,122)	278,910	(13,941)
TOTAL NET POSITION (DEFICIT) - Beginning	<u>(85,962)</u>	<u>281,337</u>	<u>543,894</u>	<u>8,158,478</u>	<u>4,627,283</u>	<u>13,525,030</u>
TOTAL NET POSITION (DEFICIT) - ENDING	<u>\$ (167,700)</u>	<u>\$ 198,344</u>	<u>\$ 440,896</u>	<u>\$ 8,133,356</u>	<u>\$ 4,906,193</u>	<u>\$ 13,511,089</u>

## CITY OF BELOIT

### COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS For the Year Ended December 31, 2015

	Enterprise Funds					Totals
	Golf Course	Cemeteries	Ambulance	Storm Sewer	Transit System	
<b>OPERATING REVENUES</b>						
Charges for services	\$ 407,646	\$ 165,049	\$ 1,115,779	\$ 964,592	\$ 177,551	\$ 2,830,617
Other	79	46	-	-	32,660	32,785
Total Operating Revenues	407,725	165,095	1,115,779	964,592	210,211	2,863,402
<b>OPERATING EXPENSES</b>						
Operation and maintenance	452,869	310,732	1,166,233	632,005	1,785,703	4,347,542
Contractual services	-	-	-	214,757	172,902	387,659
Depreciation	17,723	2,017	-	146,320	329,086	495,146
Total Operating Expenses	470,592	312,749	1,166,233	993,082	2,287,691	5,230,347
Operating Income (Loss)	(62,867)	(147,654)	(50,454)	(28,490)	(2,077,480)	(2,366,945)
<b>NONOPERATING REVENUES (EXPENSES)</b>						
Intergovernmental revenues	-	-	-	38,424	1,190,469	1,228,893
Investment income	15	87,659	-	7,925	-	95,599
Interest expense	(1,975)	(3,091)	-	(108,725)	(12,535)	(126,326)
General property taxes	50,000	28,114	-	-	584,719	662,833
Interest subsidy received on Build America Bonds	-	-	-	5,350	-	5,350
Total Nonoperating Revenues (Expenses)	48,040	112,682	-	(57,026)	1,762,653	1,866,349
Income (loss) before contributions	(14,827)	(34,972)	(50,454)	(85,516)	(314,827)	(500,596)
Capital contributions	-	-	-	-	39,626	39,626
Change in Net Position	(14,827)	(34,972)	(50,454)	(85,516)	(275,201)	(460,970)
<b>TOTAL NET POSITION (DEFICIT) - Beginning (as restated)</b>	(112,074)	205,415	857,876	8,160,249	5,227,237	14,338,703
<b>TOTAL NET POSITION (DEFICIT) - ENDING</b>	\$ (126,901)	\$ 170,443	\$ 807,422	\$ 8,074,733	\$ 4,952,036	\$ 13,877,733

## CITY OF BELOIT

COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN  
NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS  
For the Year Ended December 31, 2016

	Enterprise Funds				Totals
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>OPERATING REVENUES</b>					
Charges for services	\$ 360,638	\$ 144,906	\$ 1,110,999	\$ 153,860	\$ 1,770,403
Other	-	-	-	36,057	36,057
Total Operating Revenues	<u>360,638</u>	<u>144,906</u>	<u>1,110,999</u>	<u>189,917</u>	<u>1,806,460</u>
<b>OPERATING EXPENSES</b>					
Operation and maintenance	412,548	301,421	1,219,748	1,795,232	3,728,949
Contractual services	-	-	-	170,851	170,851
Depreciation	12,470	2,016	-	322,227	336,713
Total Operating Expenses	<u>425,018</u>	<u>303,437</u>	<u>1,219,748</u>	<u>2,288,310</u>	<u>4,236,513</u>
Operating Income (Loss)	<u>(64,380)</u>	<u>(158,531)</u>	<u>(108,749)</u>	<u>(2,098,393)</u>	<u>(2,430,053)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>					
Intergovernmental revenues	-	-	-	1,234,089	1,234,089
Investment income (loss)	14	85,269	(25)	(8)	85,250
Interest expense	(721)	(1,899)	-	(8,166)	(10,786)
General property taxes	50,000	28,114	-	584,719	662,833
Total Nonoperating Revenues (Expenses)	<u>49,293</u>	<u>111,484</u>	<u>(25)</u>	<u>1,810,634</u>	<u>1,971,386</u>
Change in Net Position	(15,087)	(47,047)	(108,774)	(287,759)	(458,667)
<b>TOTAL NET POSITION (DEFICIT) - Beginning</b>	<u>(126,901)</u>	<u>170,443</u>	<u>807,422</u>	<u>4,952,036</u>	<u>5,803,000</u>
<b>TOTAL NET POSITION (DEFICIT) - ENDING</b>	<u>\$ (141,988)</u>	<u>\$ 123,396</u>	<u>\$ 698,648</u>	<u>\$ 4,664,277</u>	<u>\$ 5,344,333</u>

## CITY OF BELOIT

COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN  
NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS  
For the Year Ended December 31, 2017

	Enterprise Funds				Totals
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>OPERATING REVENUES</b>					
Charges for services	\$ 363,051	\$ 164,055	\$ 1,285,301	\$ 136,295	\$ 1,948,702
Other	6,557	46	20	28,852	35,475
Total Operating Revenues	<u>369,608</u>	<u>164,101</u>	<u>1,285,321</u>	<u>165,147</u>	<u>1,984,177</u>
<b>OPERATING EXPENSES</b>					
Operation and maintenance	437,227	275,463	1,310,001	1,805,777	3,828,468
Contractual services	-	-	-	242,479	242,479
Depreciation	9,142	2,017	-	254,098	265,257
Total Operating Expenses	<u>446,369</u>	<u>277,480</u>	<u>1,310,001</u>	<u>2,302,354</u>	<u>4,336,204</u>
Operating Loss	<u>(76,761)</u>	<u>(113,379)</u>	<u>(24,680)</u>	<u>(2,137,207)</u>	<u>(2,352,027)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>					
Intergovernmental revenues	-	-	-	1,179,413	1,179,413
Investment income (loss)	19	71,329	(28)	(302)	71,018
Interest expense	(471)	(1,540)	-	(6,292)	(8,303)
General property taxes	50,000	28,114	-	584,719	662,833
Total Nonoperating Revenues (Expenses)	<u>49,548</u>	<u>97,903</u>	<u>(28)</u>	<u>1,757,538</u>	<u>1,904,961</u>
Change in Net Position	(27,213)	(15,476)	(24,708)	(379,669)	(447,066)
<b>TOTAL NET POSITION (DEFICIT) - Beginning</b>	<u>(141,988)</u>	<u>123,396</u>	<u>698,648</u>	<u>4,664,277</u>	<u>5,344,333</u>
<b>TOTAL NET POSITION (DEFICIT) - ENDING</b>	<u>\$ (169,201)</u>	<u>\$ 107,920</u>	<u>\$ 673,940</u>	<u>\$ 4,284,608</u>	<u>\$ 4,897,267</u>

## CITY OF BELOIT

### COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS For the Year Ended December 31, 2018

	Enterprise Funds				Totals
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>OPERATING REVENUES</b>					
Charges for services	\$ 336,102	\$ 163,475	\$ 1,477,077	\$ 125,346	\$ 2,102,000
Other	105	5,373	-	89,109	94,587
Total Operating Revenues	<u>336,207</u>	<u>168,848</u>	<u>1,477,077</u>	<u>214,455</u>	<u>2,196,587</u>
<b>OPERATING EXPENSES</b>					
Operation and maintenance	378,018	298,320	1,247,663	1,932,663	3,856,664
Contractual services	-	-	-	191,081	191,081
Depreciation	9,142	2,017	-	254,098	265,257
Total Operating Expenses	<u>387,160</u>	<u>300,337</u>	<u>1,247,663</u>	<u>2,377,842</u>	<u>4,313,002</u>
Operating Income (Loss)	<u>(50,953)</u>	<u>(131,489)</u>	<u>229,414</u>	<u>(2,163,387)</u>	<u>(2,116,415)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>					
Intergovernmental revenues	-	-	-	1,184,400	1,184,400
Investment income (loss)	3	89,694	(491)	(953)	88,253
Interest expense	(259)	(2,935)	-	(5,372)	(8,566)
Amortization of debt premium	-	3,034	-	-	3,034
General property taxes	50,000	-	-	584,719	634,719
Total Nonoperating Revenues (Expenses)	<u>49,744</u>	<u>89,793</u>	<u>(491)</u>	<u>1,762,794</u>	<u>1,901,840</u>
Change in Net Position	(1,209)	(41,696)	228,923	(400,593)	(214,575)
TOTAL NET POSITION (DEFICIT) - Beginning (as restated)	<u>(177,535)</u>	<u>112,682</u>	<u>653,702</u>	<u>4,237,003</u>	<u>4,825,852</u>
<b>TOTAL NET POSITION (DEFICIT) - ENDING</b>	<u>\$ (178,744)</u>	<u>\$ 70,986</u>	<u>\$ 882,625</u>	<u>\$ 3,836,410</u>	<u>\$ 4,611,277</u>

## CITY OF BELOIT

COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN  
NET POSITION (DEFICIT) - NONMAJOR PROPRIETARY FUNDS  
For the Year Ended December 31, 2019

	Enterprise Funds				Totals
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>OPERATING REVENUES</b>					
Charges for services	\$ 395,696	\$ 166,214	\$ 1,215,904	\$ 128,304	\$ 1,906,118
Other	924	7,371	-	67,696	75,991
Total Operating Revenues	<u>396,620</u>	<u>173,585</u>	<u>1,215,904</u>	<u>196,000</u>	<u>1,982,109</u>
<b>OPERATING EXPENSES</b>					
Operation and maintenance	405,342	238,456	1,484,114	1,947,258	4,075,170
Contractual services	-	-	-	126,752	126,752
Depreciation	8,351	2,017	-	269,420	279,788
Total Operating Expenses	<u>413,693</u>	<u>240,473</u>	<u>1,484,114</u>	<u>2,343,430</u>	<u>4,481,710</u>
Operating Income (Loss)	<u>(17,073)</u>	<u>(66,888)</u>	<u>(268,210)</u>	<u>(2,147,430)</u>	<u>(2,499,601)</u>
<b>NONOPERATING REVENUES (EXPENSES)</b>					
Intergovernmental revenues	-	-	-	1,169,143	1,169,143
Investment income (loss)	81	118,227	(201)	(1,670)	116,437
Interest expense	(196)	(3,973)	-	(2,779)	(6,948)
General property taxes	50,000	-	-	560,019	610,019
Total Nonoperating Revenues (Expenses)	<u>49,885</u>	<u>114,254</u>	<u>(201)</u>	<u>1,724,713</u>	<u>1,888,651</u>
Income (loss) before contributions	32,812	47,366	(268,411)	(422,717)	(610,950)
Capital contributions	-	-	-	319,400	319,400
Change in Net Position	32,812	47,366	(268,411)	(103,317)	(291,550)
TOTAL NET POSITION (DEFICIT) - Beginning	<u>(178,744)</u>	<u>70,986</u>	<u>882,625</u>	<u>3,836,410</u>	<u>4,611,277</u>
<b>TOTAL NET POSITION (DEFICIT) - ENDING</b>	<u>\$ (145,932)</u>	<u>\$ 118,352</u>	<u>\$ 614,214</u>	<u>\$ 3,733,093</u>	<u>\$ 4,319,727</u>

**City of Beloit**

Combining Statement of Revenues, Expenses and Changes in Net Position (Deficit) -

Nonmajor Proprietary Funds

Year Ended December 31, 2020

	<b>Enterprise Funds</b>				<b>Totals</b>
	<b>Golf Course</b>	<b>Cemeteries</b>	<b>Ambulance</b>	<b>Transit System</b>	
<b>Operating Revenues</b>					
Charges for services	\$ 340,821	\$ 160,482	\$ 1,249,096	\$ 66,953	\$ 1,817,352
Other	418	18,333	-	58,891	77,642
Total operating revenues	<u>341,239</u>	<u>178,815</u>	<u>1,249,096</u>	<u>125,844</u>	<u>1,894,994</u>
<b>Operating Expenses</b>					
Operation and maintenance	390,604	296,275	1,355,500	1,887,388	3,929,767
Contractual services	-	-	-	171,693	171,693
Depreciation	5,382	2,017	-	275,593	282,992
Total operating expenses	<u>395,986</u>	<u>298,292</u>	<u>1,355,500</u>	<u>2,334,674</u>	<u>4,384,452</u>
Operating income (loss)	<u>(54,747)</u>	<u>(119,477)</u>	<u>(106,404)</u>	<u>(2,208,830)</u>	<u>(2,489,458)</u>
<b>Nonoperating Revenues (Expenses)</b>					
Intergovernmental revenues	-	-	-	1,766,175	1,766,175
Investment income (loss)	25	85,883	(106)	(331)	85,471
Interest expense (including amortization)	(124)	(2,768)	-	(8,878)	(11,770)
General property taxes	50,000	-	-	112,722	162,722
Total nonoperating revenues (expenses)	<u>49,901</u>	<u>83,115</u>	<u>(106)</u>	<u>1,869,688</u>	<u>2,002,598</u>
Income (loss) before contributions and transfers	<u>(4,846)</u>	<u>(36,362)</u>	<u>(106,510)</u>	<u>(339,142)</u>	<u>(486,860)</u>
Capital contributions	-	-	-	569,738	569,738
Transfers in	-	-	-	447,297	447,297
Change in net position	<u>(4,846)</u>	<u>(36,362)</u>	<u>(106,510)</u>	<u>677,893</u>	<u>530,175</u>
<b>Total Net Position (Deficit), Beginning</b>	<u>(145,932)</u>	<u>118,352</u>	<u>614,214</u>	<u>3,733,093</u>	<u>4,319,727</u>
<b>Total Net Position (Deficit), Ending</b>	<u>\$ (150,778)</u>	<u>\$ 81,990</u>	<u>\$ 507,704</u>	<u>\$ 4,410,986</u>	<u>\$ 4,849,902</u>

**City of Beloit**

Combining Statement of Revenues, Expenses and Changes in Net Position (Deficit) -

Nonmajor Proprietary Funds

Year Ended December 31, 2021

	<b>Enterprise Funds</b>				<b>Total</b>
	<b>Golf Course</b>	<b>Cemeteries</b>	<b>Ambulance</b>	<b>Transit System</b>	
<b>Operating Revenues</b>					
Charges for services	\$ 452,629	\$ 178,242	\$ 1,439,583	\$ 70,579	\$ 2,141,033
Other	-	11,147	-	84,703	95,850
Total operating revenues	<u>452,629</u>	<u>189,389</u>	<u>1,439,583</u>	<u>155,282</u>	<u>2,236,883</u>
<b>Operating Expenses</b>					
Operation and maintenance	419,885	258,912	1,058,665	1,815,483	3,552,945
Contractual services	-	-	-	127,411	127,411
Depreciation	5,112	2,017	-	236,920	244,049
Total operating expenses	<u>424,997</u>	<u>260,929</u>	<u>1,058,665</u>	<u>2,179,814</u>	<u>3,924,405</u>
Operating income (loss)	<u>27,632</u>	<u>(71,540)</u>	<u>380,918</u>	<u>(2,024,532)</u>	<u>(1,687,522)</u>
<b>Nonoperating Revenues (Expenses)</b>					
Intergovernmental revenues	-	-	78,049	1,848,260	1,926,309
Investment income (loss)	43	27,645	(174)	(597)	26,917
Interest expense (including amortization)	(41)	(2,465)	-	(8,091)	(10,597)
General property taxes	50,000	-	-	47,775	97,775
Total nonoperating revenues (expenses)	<u>50,002</u>	<u>25,180</u>	<u>77,875</u>	<u>1,887,347</u>	<u>2,040,404</u>
Income (loss) before contributions	77,634	(46,360)	458,793	(137,185)	352,882
Capital contributions	-	-	-	302,852	302,852
Change in net position	77,634	(46,360)	458,793	165,667	655,734
<b>Total Net Position (Deficit), Beginning</b>	<u>(150,778)</u>	<u>81,990</u>	<u>507,704</u>	<u>4,410,986</u>	<u>4,849,902</u>
<b>Total Net Position (Deficit), Ending</b>	<u>\$ (73,144)</u>	<u>\$ 35,630</u>	<u>\$ 966,497</u>	<u>\$ 4,576,653</u>	<u>\$ 5,505,636</u>



## City of Beloit

Combining Statement of Revenues, Expenses and Changes in Net Position -

Nonmajor Proprietary Funds

Year Ended December 31, 2022

	Enterprise Funds				Total
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>Operating Revenues</b>					
Charges for services	\$ 441,184	\$ 174,195	\$ 1,569,719	\$ 88,531	\$ 2,273,629
Other	-	5,733	-	74,628	80,361
Total operating revenues	441,184	179,928	1,569,719	163,159	2,353,990
<b>Operating Expenses</b>					
Operation and maintenance	458,983	259,099	1,011,410	1,888,605	3,618,097
Contractual services	-	-	-	149,425	149,425
Depreciation	1,323	2,017	-	224,649	227,989
Total operating expenses	460,306	261,116	1,011,410	2,262,679	3,995,511
Operating income (loss)	(19,122)	(81,188)	558,309	(2,099,520)	(1,641,521)
<b>Nonoperating Revenues (Expenses)</b>					
Intergovernmental revenues	-	-	-	1,392,318	1,392,318
Investment income (loss)	241	51,468	(610)	(646)	50,453
Interest expense (including amortization)	-	(2,081)	-	(6,432)	(8,513)
General property taxes	50,000	-	-	560,019	610,019
Miscellaneous	-	-	(9,101)	9,000	(101)
Total nonoperating revenues (expenses)	50,241	49,387	(9,711)	1,954,259	2,044,176
Income (loss) before contributions	31,119	(31,801)	548,598	(145,261)	402,655
Capital contributions	268,546	-	-	905,480	1,174,026
Change in net position	299,665	(31,801)	548,598	760,219	1,576,681
<b>Total Net Position (Deficit), Beginning</b>	<b>(73,144)</b>	<b>35,630</b>	<b>966,497</b>	<b>4,576,653</b>	<b>5,505,636</b>
<b>Total Net Position, Ending</b>	<b>\$ 226,521</b>	<b>\$ 3,829</b>	<b>\$ 1,515,095</b>	<b>\$ 5,336,872</b>	<b>\$ 7,082,317</b>

**City of Beloit**

Combining Statement of Revenues, Expenses and Changes in Net Position (Deficit) -

Nonmajor Proprietary Funds

Year Ended December 31, 2023

	Enterprise Funds				Total
	Golf Course	Cemeteries	Ambulance	Transit System	
<b>Operating Revenues</b>					
Charges for services	\$ 494,752	\$ 156,376	\$ 1,745,550	\$ 98,569	\$ 2,495,247
Other	-	9,363	-	79,071	88,434
Total operating revenues	494,752	165,739	1,745,550	177,640	2,583,681
<b>Operating Expenses</b>					
Operation and maintenance	536,427	317,427	1,703,734	2,381,444	4,939,032
Contractual services	-	-	-	191,925	191,925
Depreciation	1,323	2,017	-	234,803	238,143
Total operating expenses	537,750	319,444	1,703,734	2,808,172	5,369,100
Operating income (loss)	(42,998)	(153,705)	41,816	(2,630,532)	(2,785,419)
<b>Nonoperating Revenues (Expenses)</b>					
Intergovernmental revenues	-	-	-	1,569,133	1,569,133
Investment income (loss)	403	97,074	(1,103)	(5,051)	91,323
Interest expense (including amortization)	-	(1,634)	-	(7,821)	(9,455)
General property taxes	50,000	-	-	600,000	650,000
Total nonoperating revenues (expenses)	50,403	95,440	(1,103)	2,156,261	2,301,001
Income (loss) before contributions	7,405	(58,265)	40,713	(474,271)	(484,418)
Capital contributions	-	-	-	1,318,226	1,318,226
Change in net position	7,405	(58,265)	40,713	843,955	833,808
<b>Total Net Position, Beginning</b>	<u>226,521</u>	<u>3,829</u>	<u>1,515,095</u>	<u>5,336,872</u>	<u>7,082,317</u>
<b>Total Net Position (Deficit), Ending</b>	<u>\$ 233,926</u>	<u>\$ (54,436)</u>	<u>\$ 1,555,808</u>	<u>\$ 6,180,827</u>	<u>\$ 7,916,125</u>