

AMC

U.S. ARMY GARRISON FORT MONMOUTH

MORALE, WELFARE & RECREATION FUND

FINANCIAL SUMMARY

JUNE 01 (FY-01) VS JUNE 00 (FY-00)

FORT MONMOUTH MWR FUND

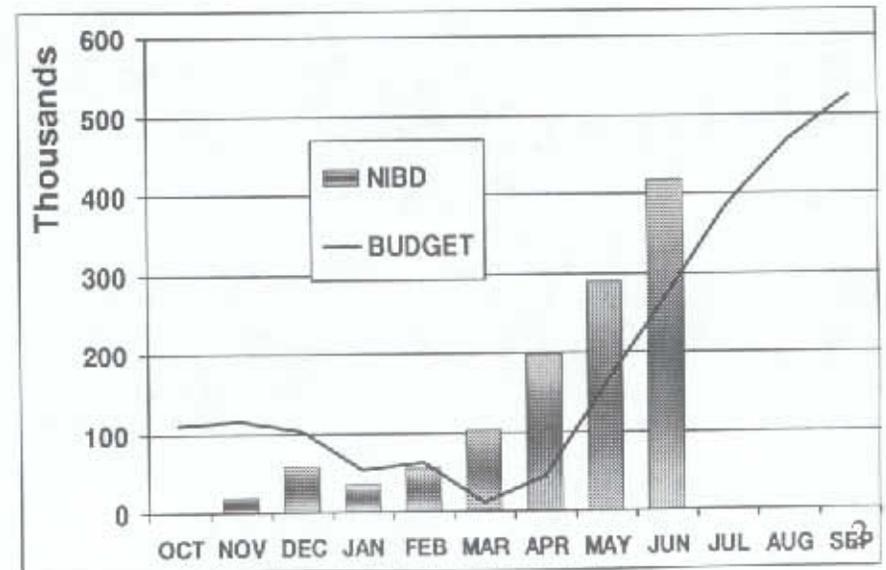
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: An overwhelming predominance of MWR activities are performing well ahead of budget projections for 3rd Quarter, with the overall result bringing the fund into an excellent financial posture in comparison with prior fiscal years.

Plan to fix problems: Food operations exceeded HQDA standard of 7% with a percentage of 13.91%. Lane offsetting Gibbs NIBD equally. Golf and Lodging are progressing according to plan. Final budget adjustments will be made in 4th quarter and CPMC actions adjusted to ensure full execution.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|----------------|----------------|----------------|----------------|
| SALES | 1,625,932 | 2,050,595 | 2,314,379 | 2,182,882 |
| COGS | 691,170 | 949,089 | 1,022,201 | 944,232 |
| OTHER INC | 3,302,285 | 3,448,215 | 4,736,355 | 4,587,520 |
| LABOR | 3,093,814 | 3,305,392 | 4,446,323 | 4,171,921 |
| EXPENSES | 870,850 | 826,201 | 1,126,723 | 1,131,869 |
| NIBD | 272,383 | 418,128 | 455,487 | 522,380 |
| TOT REV | 4,928,217 | 5,498,810 | 7,050,734 | 6,770,402 |

Actual 3RD Qtr FY-00 \$253,750



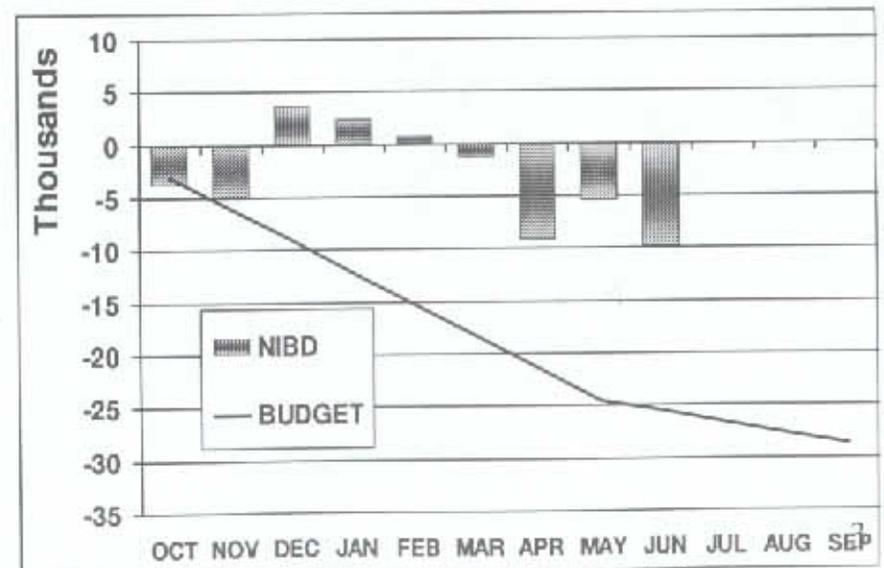
FINANCIAL MANAGEMENT

3rd Qtr FY-01 VS 3rd QTR FY-00

This is an overhead location providing common support to all MWR activities. Not a revenue producing activity. One NAF employee's salary is reimbursed through the MWR USA Program. For the first quarter, received APF reimbursement to cover operational expenses in addition to the reimbursement of labor cost. Expect to stay on target with FY NIBD figure by watching monthly expenses.

| 3rd QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|-----------------|----------------|-----------------|-----------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 74,046 | 84,191 | 119,975 | 92,869 |
| LABOR | 72,426 | 70,977 | 91,441 | 90,709 |
| EXPENSES | 27,160 | 22,998 | 94,542 | 30,880 |
| NIBD | (25,540) | (9,784) | (66,008) | (28,720) |
| TOT REV | 74,046 | 84,191 | 119,975 | 92,869 |

Actual 3rd Qtr FY-00 (\$62,410)

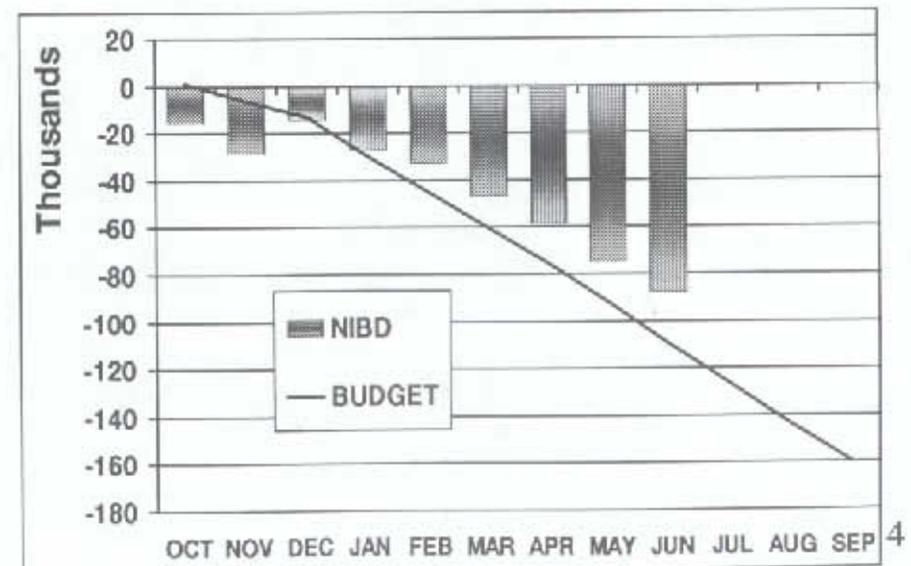


CIVILIAN PERSONNEL OFFICE 3RD QTR FY-01 VS 3RD QTR FY-00

This is an overhead location providing common support to MWR and PRF activities. Income is based on a prorated charge to the activities based on the number of personnel in their activity. Budget to actual variance is off due to the additional MWR USA funds received Oct through March.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBD |
|-------------|------------------|-----------------|------------------|------------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 32,159 | 57,363 | 25,876 | 37,184 |
| LABOR | 138,884 | 145,268 | 171,175 | 192,998 |
| EXPENSES | 3,400 | 289 | 7,582 | 4,000 |
| NIBD | (110,125) | (88,194) | (152,881) | (159,814) |
| TOT REV | 32,159 | 57,363 | 25,876 | 37,184 |

Actual 3rd Qtr FY-00 (\$116,317)



MARKETING

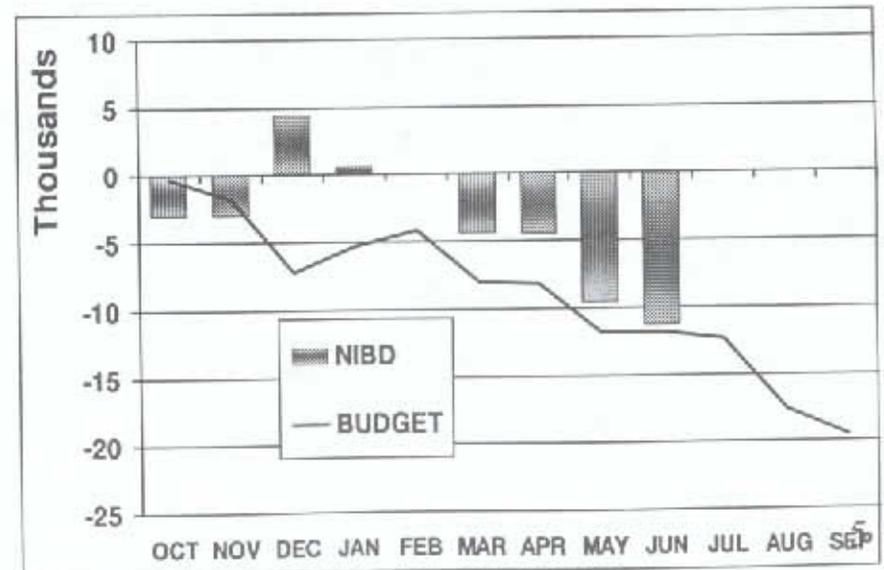
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: On target.

Plan to fix problems: We have cut back as much as we could, but bought some supplies for Armed Forces Weekend. Will adjust budget and curtail expenses until the end of the year.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBC |
|-------------|-----------------|-----------------|-----------------|-----------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 66,023 | 71,296 | 39,998 | 86,440 |
| LABOR | 61,023 | 59,712 | 46,337 | 81,440 |
| EXPENSES | 16,810 | 22,871 | 11,700 | 24,515 |
| NIBD | (11,810) | (11,287) | (18,039) | (19,515) |
| TOT REV | 66,023 | 71,296 | 39,998 | 86,440 |

Actual 3RD Qtr FY-00 (\$12,626)



CHILD DEVELOPMENT CENTER

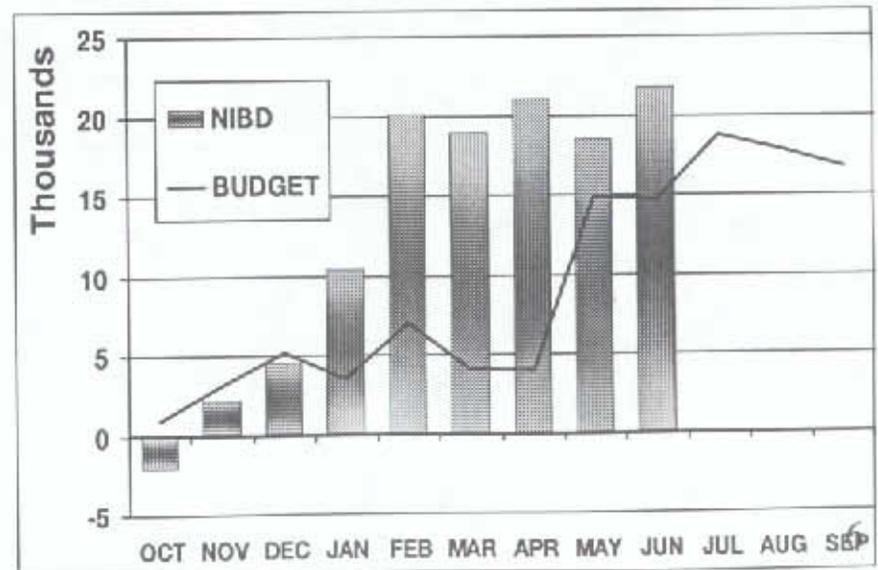
3RD Qtr FY01 vs 3RD Qtr FY00

Problem areas: Income is greater than budgeted.

Corrective Action: Budget will be revised from August out to reflect increased revenue.

| 3RD QTR 01 | Budget | ACTUAL01 | FY00 NIBD | FY01 NIBD |
|-------------|---------------|---------------|------------|---------------|
| SALES | 0 | 0 | | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 673,051 | 686,800 | 872,829 | 899,615 |
| LABOR | 572,020 | 576,959 | 761,734 | 766,514 |
| EXPENSES | 86,340 | 88,026 | 110,131 | 116,370 |
| NIBD | 14,691 | 21,815 | 964 | 16,731 |
| TOT REV | 673,051 | 686,800 | 872,829 | 899,615 |

Actual 3RD Qtr FY00 (\$4,745)



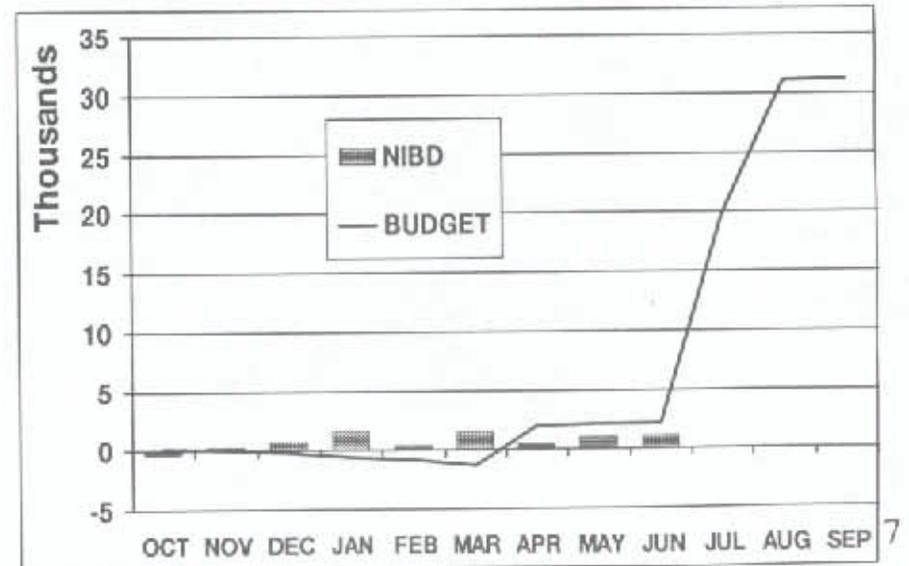
MIDDLE SCHOOL 3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: As a new YS program, there was no historical data on which to base budget figures. Actual income less than budgeted.

Plan to fix problems: Budget was revised for June out.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBC |
|-------------|--------------|--------------|---------------|---------------|
| SALES | 1,900 | 277 | 1,132 | 2,700 |
| COGS | 1,050 | 162 | 479 | 1,125 |
| OTHER INC | 17,930 | 8,070 | 30,486 | 52,530 |
| LABOR | 0 | 0 | 1,861 | 0 |
| EXPENSES | 16,650 | 7,100 | 9,897 | 22,925 |
| NIBD | 2,130 | 1,085 | 19,381 | 31,180 |
| TOT REV | 19,830 | 8,347 | 31,618 | 55,230 |

Actual 3rd Qtr FY-00 \$6,620



YOUTH SERVICES

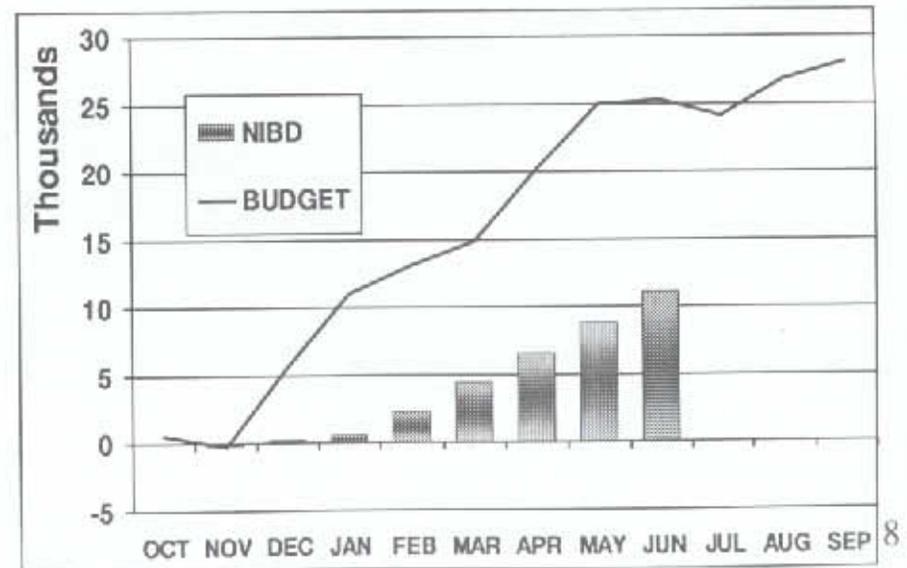
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Youth participation declined compared to prior year due to few families in housing and immediate area. This caused decrease in income from revenue generating program, such as sports.

Plan to fix problems: Budget was revised for June out.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|---------------|---------------|---------------|---------------|
| SALES | 0 | 0 | 677 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 121,481 | 101,712 | 198,316 | 155,783 |
| LABOR | 87,374 | 86,432 | 161,661 | 112,460 |
| EXPENSES | 8,881 | 4,172 | 16,472 | 15,251 |
| NIBD | 25,226 | 11,108 | 20,860 | 28,072 |
| TOT REV | 121,481 | 101,712 | 198,993 | 155,783 |

Actual 3RD Qtr FY-00 \$17,914



SCHOOL AGE SERVICES

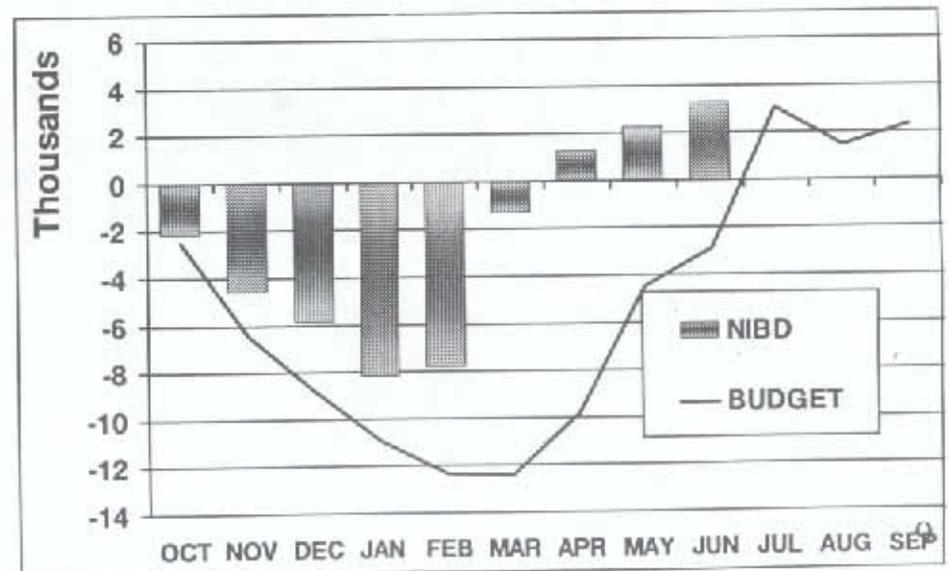
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Income YTD is slightly ahead of budgeted figure. This additional income, \$6,551, has given us a +214.4% variance.

Plan to fix problems: Adjustments to food and labor costs for July and August should correct YTD variance to within +/- 10%. Labor and program expenses YTD on track.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBC |
|-------------|----------------|--------------|---------------|--------------|
| SALES | 0 | 0 | 50 | 0 |
| COGS | 0 | 0 | 61 | 0 |
| OTHER INC | 100,286 | 106,837 | 229,194 | 212,283 |
| LABOR | 91,649 | 92,123 | 175,271 | 179,314 |
| EXPENSES | 11,518 | 11,420 | 32,095 | 30,668 |
| NIBD | (2,881) | 3,294 | 21,817 | 2,301 |
| TOT REV | 100,286 | 106,837 | 229,244 | 212,283 |

Actual 3RD Qtr FY-00 (\$10,829)



AUTO CRAFTS

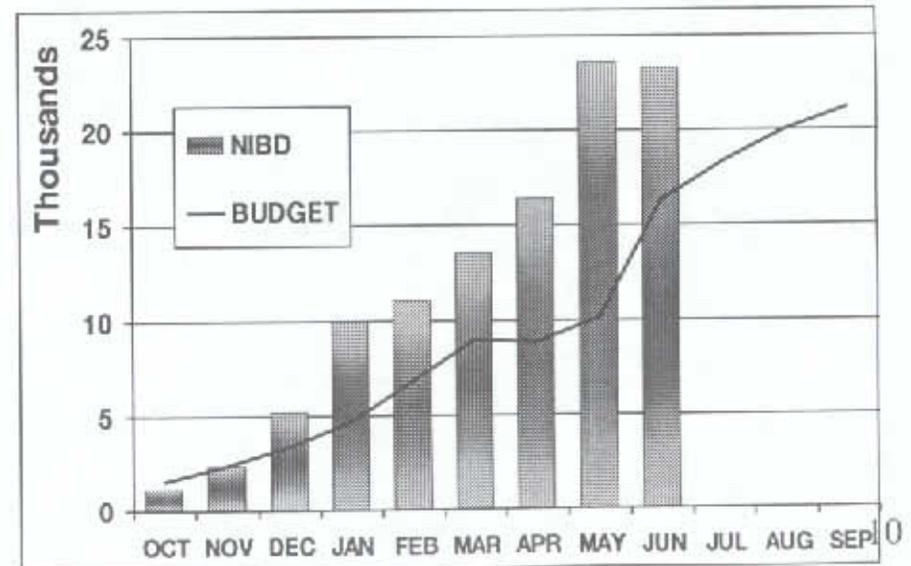
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Increase income from car wash.

Plan to fix problems: Revise budget for August and September to be within 10% variance.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|---------------|---------------|---------------|---------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 23,362 | 40,747 | 33,176 | 30,025 |
| LABOR | 3,828 | 13,213 | 13,325 | 5,091 |
| EXPENSES | 3,199 | 4,248 | 3,321 | 3,799 |
| NIBD | 16,335 | 23,286 | 16,530 | 21,135 |
| TOT REV | 23,362 | 40,747 | 33,176 | 30,025 |

Actual 3rd Qtr FY-00 \$11,528



LIBRARY

3RD QTR FY-01 VS 3RD QTR FY-00

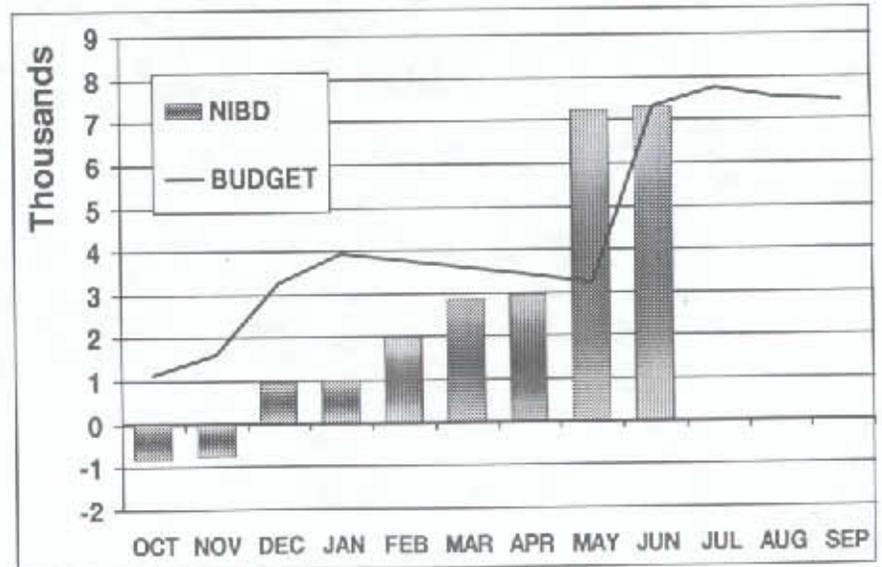
Problem areas:

Right on target

Plan to fix problems:

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|--------------|--------------|--------------|--------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 9,147 | 8,994 | 6,562 | 9,935 |
| LABOR | 0 | 0 | 0 | 0 |
| EXPENSES | 1,850 | 1,674 | 3,371 | 2,493 |
| NIBD | 7,297 | 7,320 | 3,191 | 7,442 |
| TOT REV | 9,147 | 8,994 | 6,562 | 9,935 |

Actual 3RD Qtr FY-00 \$1,833



PHYSICAL FITNESS CENTER

3RD QTR FY-01 VS 3RD QTR FY-00

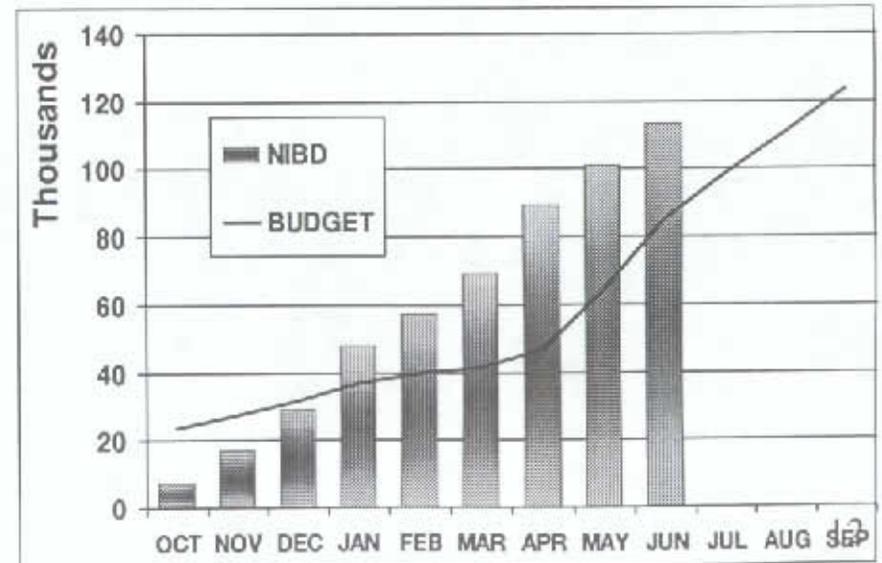
Problem areas:

Right on target.

Plan to fix problems:

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00NIBD | FY01NIBD |
|-------------|---------------|----------------|----------------|----------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 254,018 | 286,225 | 368,630 | 352,866 |
| LABOR | 151,080 | 158,470 | 216,925 | 203,028 |
| EXPENSES | 17,900 | 14,328 | 21,227 | 25,900 |
| NIBD | 85,038 | 113,427 | 130,478 | 123,938 |
| TOT REV | 254,018 | 286,225 | 368,630 | 352,866 |

Actual 3RD Qtr FY-00 \$110,087



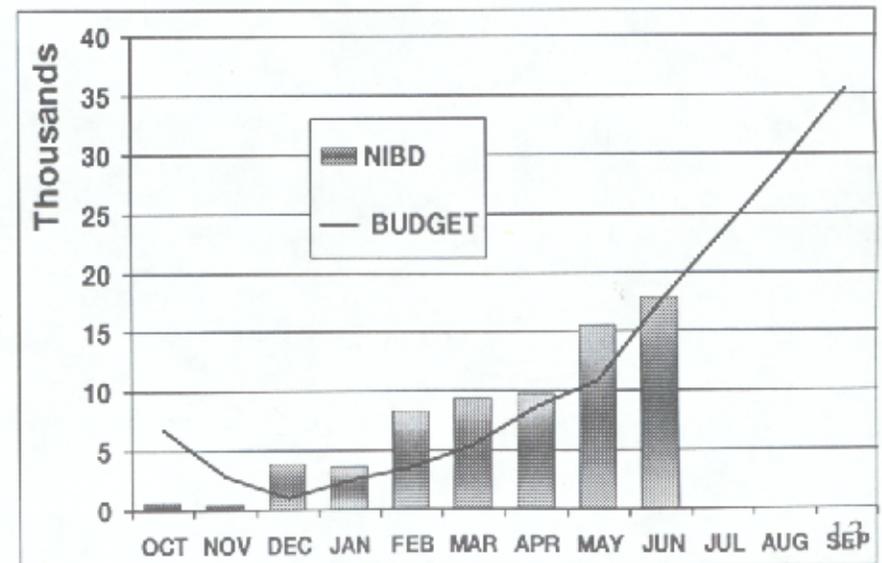
COMMUNITY CENTER 3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Less room rental income than what was anticipated.

Plan to fix problems: Revise budget down for August and September to be within 10% variance.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00NIBD | FY01NIBD |
|-------------|---------------|---------------|---------------|---------------|
| SALES | 0 | 0 | 440 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 61,699 | 72,323 | 128,018 | 89,236 |
| LABOR | 29,228 | 42,758 | 75,869 | 37,913 |
| EXPENSES | 15,000 | 11,753 | 26,800 | 15,900 |
| NIBD | 17,471 | 17,812 | 25,789 | 35,423 |
| TOT REV | 61,699 | 72,323 | 128,458 | 89,236 |

Actual 3RD Qtr FY-00 \$25,842



OUTDOOR RECREATION

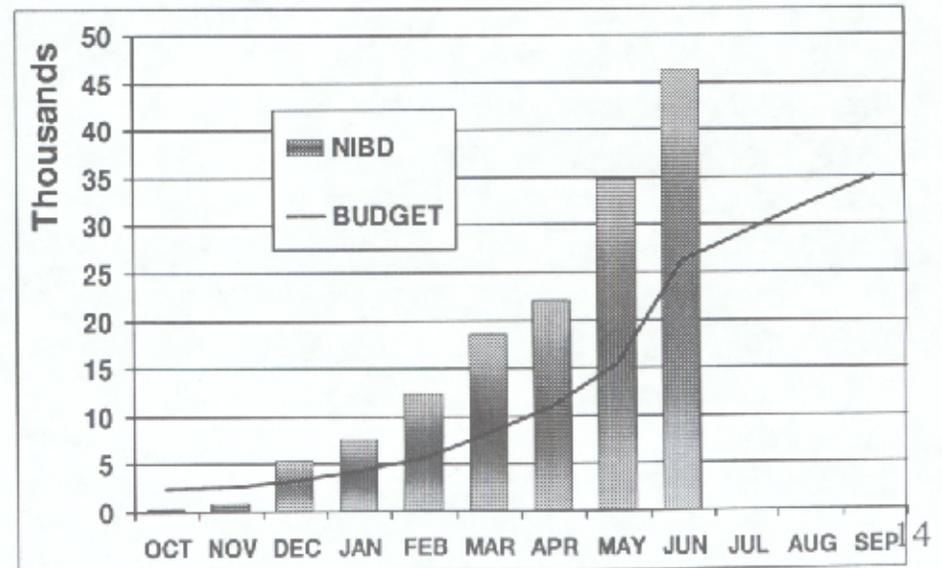
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: More rentals than anticipated.

Plan to fix problems: Revise budget up for August and September to be within 10% variance.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|--------|----------|-----------|----------|
| SALES | 0 | 223 | 752 | 0 |
| COGS | 0 | 553 | 710 | 0 |
| OTHER INC | 63,257 | 80,908 | 103,936 | 82,978 |
| LABOR | 29,163 | 30,554 | 40,526 | 38,059 |
| EXPENSES | 7,875 | 3,667 | 10,274 | 9,900 |
| NIBD | 26,219 | 46,357 | 53,178 | 35,019 |
| TOT REV | 63,257 | 81,131 | 104,688 | 82,978 |

Actual 3RD Qtr FY-00 \$27,754



TRIPS 'N TOURS

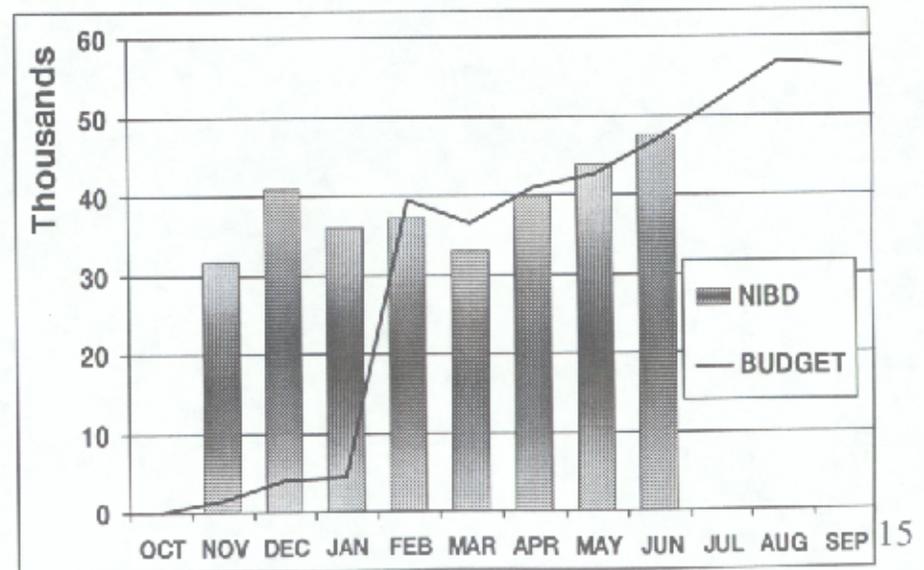
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas:

Right on target.

Plan to fix problems:

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00NIBD | FY01NIBD |
|-------------|---------------|---------------|----------|---------------|
| SALES | 40,000 | 155,069 | 0 | 63,200 |
| COGS | 35,600 | 120,590 | 0 | 56,248 |
| OTHER INC | 75,254 | 80,278 | 0 | 105,779 |
| LABOR | 26,994 | 29,426 | 0 | 37,219 |
| EXPENSES | 5,600 | 37,743 | 0 | 19,100 |
| NIBD | 47,060 | 47,588 | 0 | 56,412 |
| TOT REV | 115,254 | 235,347 | 0 | 168,979 |



MARINA

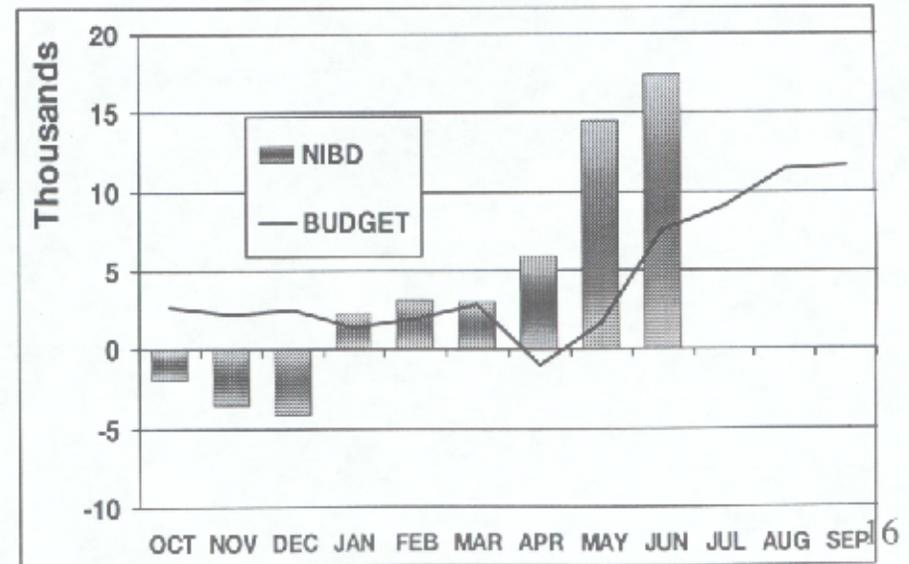
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: More income than anticipated.

Plan to fix problems: Revise budget up for August and September to be within 10% variance.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|--------------|---------------|---------------|---------------|
| SALES | 582 | 2,816 | 7,044 | 5,082 |
| COGS | 174 | 3,380 | 4,359 | 1,474 |
| OTHER INC | 30,608 | 35,625 | 47,221 | 50,608 |
| LABOR | 14,201 | 12,175 | 26,771 | 25,358 |
| EXPENSES | 9,239 | 5,455 | 7,661 | 17,239 |
| NIBD | 7,576 | 17,431 | 15,474 | 11,619 |
| TOT REV | 31,190 | 38,441 | 54,265 | 55,690 |

Actual 3RD Qtr FY-00 \$11,670



BOWLING CENTER

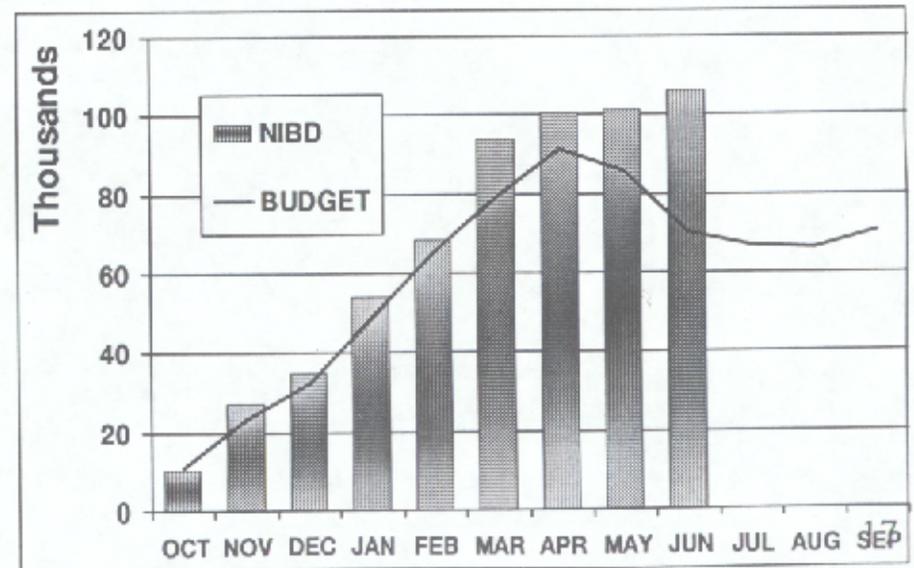
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: None

Plan to fix problems: Income has reached it's peak. Expenses from purchases made will balance to budget during the next quarter.

| 3RD QTR 01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBE |
|-------------|---------------|----------------|---------------|---------------|
| SALES | 98,000 | 107,066 | 128,901 | 125,200 |
| COGS | 34,651 | 45,010 | 55,343 | 44,480 |
| OTHER INC | 208,400 | 214,147 | 254,618 | 248,700 |
| LABOR | 160,836 | 129,928 | 202,256 | 208,616 |
| EXPENSES | 40,661 | 40,124 | 47,569 | 50,048 |
| NIBD | 70,252 | 106,151 | 78,351 | 70,756 |
| TOT REV | 306,400 | 321,213 | 383,519 | 373,900 |

Actual 3RD Qtr FY-00 \$71,825



OFFICER'S CLUB

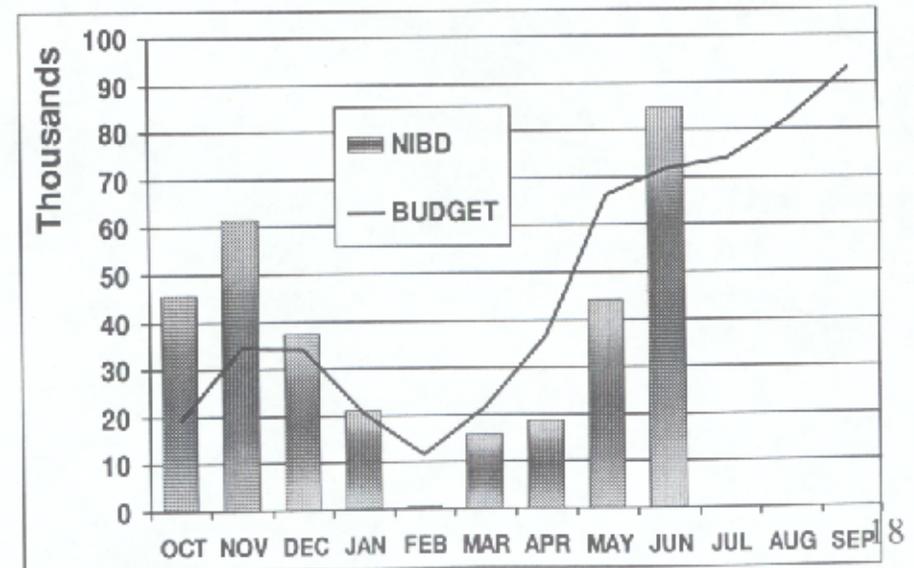
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: All actuals are higher than budgeted.

Plan to fix problems: Will hold expenses to minimum. These are reflection of higher revenue. Continue to collect bad debt.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01 NIBD |
|-------------|---------------|---------------|----------------|---------------|
| SALES | 1,047,500 | 1,310,702 | 1,531,376 | 1,360,500 |
| COGS | 393,705 | 510,466 | 562,235 | 503,065 |
| OTHER INC | 396,900 | 408,730 | 505,229 | 506,960 |
| LABOR | 855,546 | 973,346 | 1,178,724 | 1,116,850 |
| EXPENSES | 123,435 | 151,103 | 193,446 | 154,580 |
| NIBD | 71,714 | 84,517 | 102,200 | 92,965 |
| TOT REV | 1,444,400 | 1,719,432 | 2,036,605 | 1,867,460 |

Actual 3RD^D Qtr FY-00 \$143,281



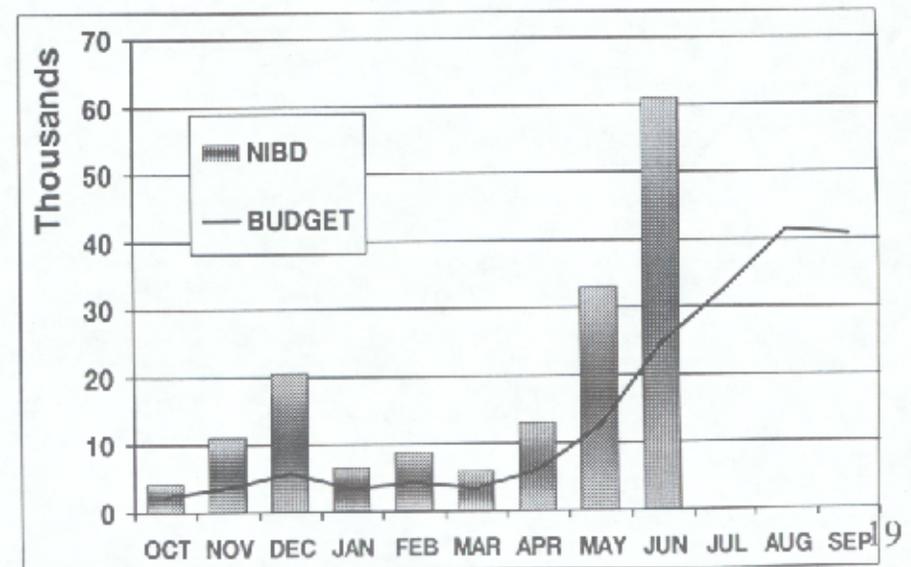
LANE HALL 3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Lane Hall is currently green but the difference in the budget variance is due to underestimated party food sales from the Correction Officers contract.

Plan to fix problems: Budget revision for August out will bring inline the budget variances.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|---------------|---------------|---------------|---------------|
| SALES | 228,150 | 293,694 | 305,616 | 303,900 |
| COGS | 79,790 | 107,515 | 116,185 | 111,840 |
| OTHER INC | 53,300 | 141,345 | 138,559 | 74,300 |
| LABOR | 141,509 | 190,263 | 243,703 | 180,725 |
| EXPENSES | 35,392 | 76,202 | 71,600 | 44,756 |
| NIBD | 24,759 | 61,059 | 12,687 | 40,879 |
| TOT REV | 281,450 | 435,039 | 444,175 | 378,200 |

Actual 3RD Qtr FY-00 \$1,093



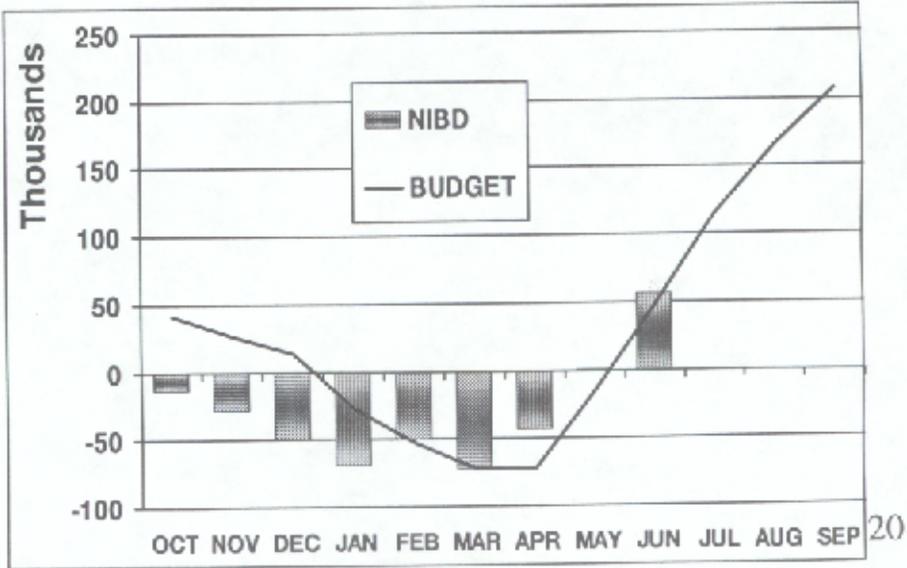
GOLF

3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Pro Shop sales are not what was expected. Although we took a very aggressive path when forming budget, sales have not met expectations.

Fix for the Problems: End of season sales to start in August, should pull us up closer to budget figures. Budget will be revised for 4th Qtr.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|---------------|---------------|----------------|----------------|
| SALES | 160,800 | 126,241 | 185,459 | 253,300 |
| COGS | 119,100 | 96,904 | 147,031 | 187,500 |
| OTHER INC | 671,600 | 654,888 | 966,599 | 1,074,300 |
| LABOR | 455,034 | 453,442 | 622,396 | 637,109 |
| EXPENSES | 210,300 | 174,646 | 249,114 | 295,750 |
| NIBD | 47,966 | 56,137 | 133,517 | 207,241 |
| TOT REV | 832,400 | 781,129 | 1,152,058 | 1,327,600 |



Actual 3RD Qtr FY-00 \$20,766

INSTALLATION WIDE EVENTS 3RD QTR FY-01 VS 3RD QTR FY-00

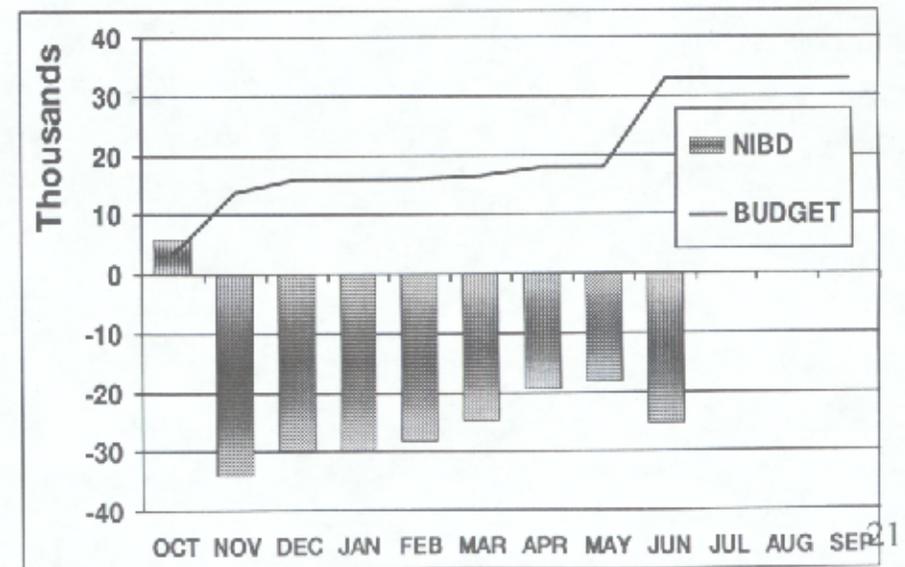
Problem areas: Budgeted events that have not materialized.

Plan to fix problems: Removed all planned concert income and expenses from this location.

Income includes \$11K from Armed Forces Weekend.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|---------------|-----------------|-----------------|---------------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 170,600 | 61,828 | 50,129 | 170,600 |
| LABOR | 0 | 0 | 0 | 0 |
| EXPENSES | 137,700 | 87,224 | 75,052 | 137,700 |
| NIBD | 32,900 | (25,396) | (24,923) | 32,900 |
| TOT REV | 170,600 | 61,828 | 50,129 | 170,600 |

Actual 3RD Qtr FY-00 (\$5,676)



LODGING FUND

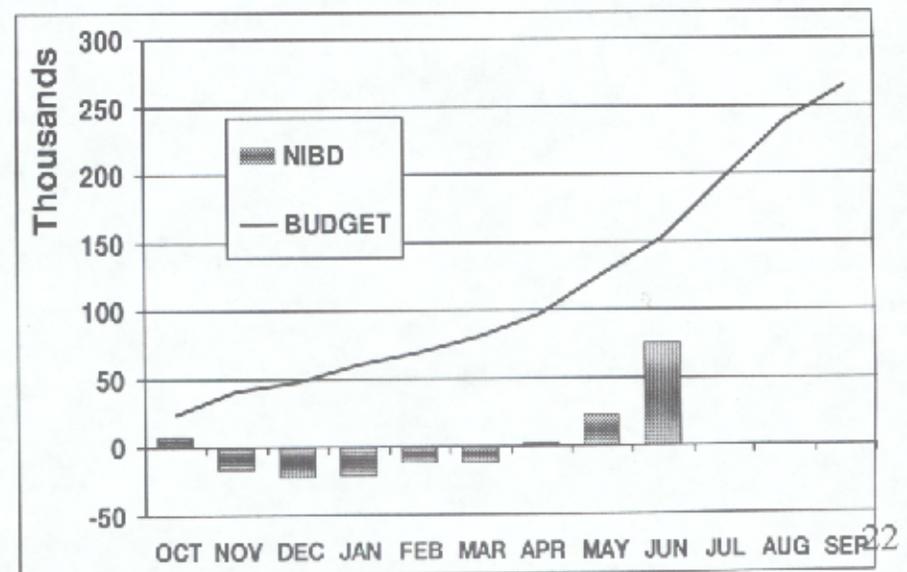
3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Additional expenses and uncollected accounts receivables.

Plan to fix problems: Continue to collect on accounts receivables. Start purchasing through Army Lodging vendors. Program groups during slower months (Nov-Feb). Zero out August and September to come closer to budget predictions.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-----------|-----------|-----------|-----------|-----------|
| SALES | 0 | 0 | 0 | 0 |
| COGS | 0 | 0 | 0 | 0 |
| OTHER INC | 1,048,505 | 1,020,470 | 1,116,619 | 1,476,193 |
| LABOR | 505,886 | 547,482 | 668,220 | 677,846 |
| EXPENSES | 390,223 | 397,728 | 299,853 | 533,253 |
| NIBD | 152,396 | 75,260 | 148,546 | 265,094 |
| TOT REV | 1,048,505 | 1,020,470 | 1,116,619 | 1,476,193 |

Actual 3RD Qtr FY-00 \$66,524



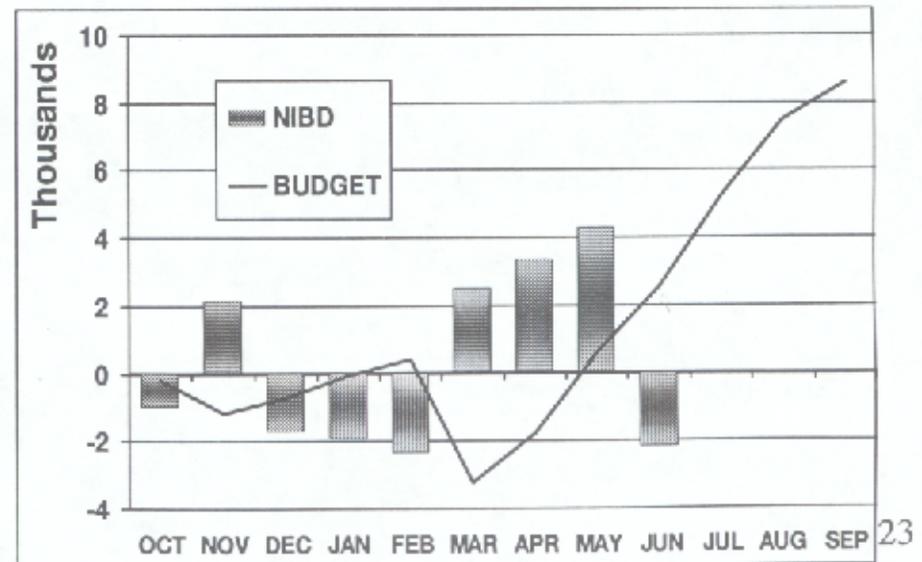
VETERINARY SERVICES 3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Inventory. Few appointments filled. Retiree advertising. Late billing of our credit card by other companies. CPT had surgery in June, so clinic was only held for 3 days.

Plan to fix problems: Computer system will manage inventory. More advertising is needed, retiree newsletter. Have already changed accounts with other companies to be billed at time items are purchased.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|--------|----------|-----------|----------|
| SALES | 44,000 | 54,506 | 53,353 | 64,000 |
| COGS | 22,650 | 42,490 | 31,725 | 34,050 |
| OTHER INC | 8,100 | 7,972 | 9,688 | 13,400 |
| LABOR | 18,468 | 15,186 | 15,745 | 24,624 |
| EXPENSES | 8,423 | 6,943 | 5,808 | 10,148 |
| NIBD | 2,559 | (2,141) | 9,763 | 8,578 |
| TOT REV | 52,100 | 62,478 | 63,041 | 77,400 |

Actual 3rd Qtr FY-00 \$6,637



POST RESTAURANT FUND 3RD QTR FY-01 VS 3RD QTR FY-00

Problem areas: Cost of Goods (38.8%); budget at 37%.

Plan to fix problems: Reduce Cost of Goods with price adjustments/increase. Increase other income Through vending machine placements. Offset labor increase. Adjust budget for 4th Qtr.

| 3RD QTR01 | BUDGET | ACTUAL01 | FY00 NIBD | FY01NIBD |
|-------------|--------------|--------------|----------------|---------------|
| SALES | 215,500 | 220,846 | 279,189 | 290,000 |
| COGS | 79,735 | 85,668 | 110,522 | 107,300 |
| OTHER INC | 27,550 | 29,959 | 35,999 | 37,500 |
| LABOR | 131,745 | 136,962 | 185,295 | 176,700 |
| EXPENSES | 22,160 | 23,331 | 29,031 | 29,760 |
| NIBD | 9,410 | 4,844 | (9,660) | 13,740 |
| TOT REV | 243,050 | 250,805 | 315,188 | 327,500 |

Actual 3rd Qtr FY-00 (\$7,580)

