

## MILWAUKEE COUNTY FISCAL NOTE FORM

**DATE:** 1/8/16

Original Fiscal Note

Substitute Fiscal Note

**SUBJECT:** Agreement with Ropes Courses Inc. for the operation of a CTS Zip Line and Sky Trail Ropes Course at the Milwaukee County Zoo

**FISCAL EFFECT:**

- |   |  |
|---|--|
| <input checked="" type="checkbox"/> No Direct County Fiscal Impact<br><input type="checkbox"/> Existing Staff Time Required<br><input type="checkbox"/> Increase Operating Expenditures<br>(If checked, check one of two boxes below)<br><input type="checkbox"/> Absorbed Within Agency's Budget<br><input type="checkbox"/> Not Absorbed Within Agency's Budget<br><input type="checkbox"/> Decrease Operating Expenditures<br><input type="checkbox"/> Increase Operating Revenues<br><input type="checkbox"/> Decrease Operating Revenues | <input type="checkbox"/> Increase Capital Expenditures<br><input type="checkbox"/> Decrease Capital Expenditures<br><input type="checkbox"/> Increase Capital Revenues<br><input type="checkbox"/> Decrease Capital Revenues<br><input type="checkbox"/> Use of contingent funds |
|---|--|

*Indicate below the dollar change from budget for any submission that is projected to result in increased/decreased expenditures or revenues in the current year.*

	Expenditure or Revenue Category	Current Year	Subsequent Year
<b>Operating Budget</b>	Expenditure	NA	0
	Revenue	NA	50,000
	Net Cost	0	-50,000
<b>Capital Improvement Budget</b>	Expenditure	0	0
	Revenue	0	0
	Net Cost	0	0


## DESCRIPTION OF FISCAL EFFECT

In the space below, you must provide the following information. Attach additional pages if necessary.

- A. Briefly describe the nature of the action that is being requested or proposed, and the new or changed conditions that would occur if the request or proposal were adopted.
- B. State the direct costs, savings or anticipated revenues associated with the requested or proposed action in the current budget year and how those were calculated. <sup>1</sup> If annualized or subsequent year fiscal impacts are substantially different from current year impacts, then those shall be stated as well. In addition, cite any one-time costs associated with the action, the source of any new or additional revenues (e.g. State, Federal, user fee or private donation), the use of contingent funds, and/or the use of budgeted appropriations due to surpluses or change in purpose required to fund the requested action.
- C. Discuss the budgetary impacts associated with the proposed action in the current year. A statement that sufficient funds are budgeted should be justified with information regarding the amount of budgeted appropriations in the relevant account and whether that amount is sufficient to offset the cost of the requested action. If relevant, discussion of budgetary impacts in subsequent years also shall be discussed. Subsequent year fiscal impacts shall be noted for the entire period in which the requested or proposed action would be implemented when it is reasonable to do so (i.e. a five-year lease agreement shall specify the costs/savings for each of the five years in question). Otherwise, impacts associated with the existing and subsequent budget years should be cited.
- D. Describe any assumptions or interpretations that were utilized to provide the information on this form.

- A. The Milwaukee County Zoo requests approval to execute a revenue share contract with Ropes Courses, Inc. for the operation of a CTS Zip Line and Sky Trail ropes course at the Milwaukee County Zoo for a three-year period (2016-2018) with the option to renew the agreement for two more years (2019-2020) or end its relationship.
- B. Ropes Courses Inc. will pay at least twenty (20%) of gross collected revenue after state sales taxes providing adventure services at the Zoo.
- C. This contract is a revenue sharing contract. It is estimated that the adventure experiences will generate \$50,000 annually in revenues as the Zoo's share. This revenue is included in the 2016 Budget.
- D. Revenues are based on prior experience with the vendor.

Department/Prepared By Vera Westphal, Deputy Zoo Director (Adm/Finance)

Approved by:   
Charles Wikenhauser, Director, Zoological Department

Did DAS-Fiscal Staff Review?  Yes  No

Reviewed With:

<sup>1</sup> If it is assumed that there is no fiscal impact associated with the requested action, then an explanatory statement that justifies that conclusion shall be provided. If precise impacts cannot be calculated, then an estimate or range should be provided.