

Facility Operations

- 5a-10p, 7 days per week, 362 days per year
- Priority 1 = 91,190 sf
- 10 core spaces – e.g. Athletics, Aquatics, Fitness, etc
- Revenues include:
 - Daily Admissions / Drop-in
 - Punch Passes
 - Memberships
 - Recreation Programs
 - Rentals
 - Vending
- Expenses estimated based on staff input & comparable industry rates
- UACC cost recovery goal = 80% or better

Admissions / Memberships

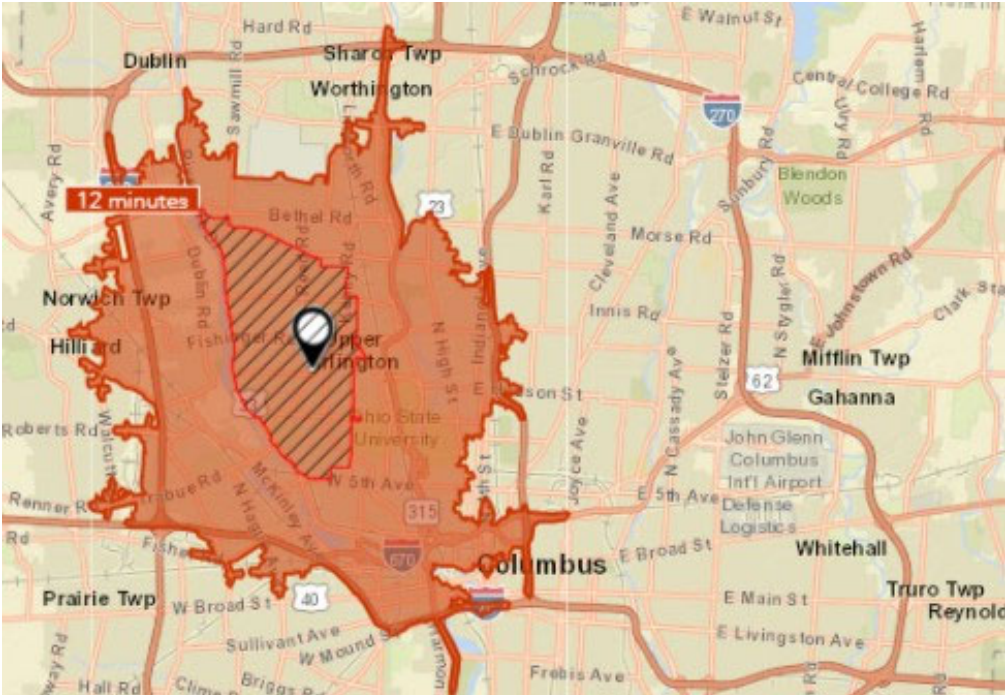
- Daily Fees & Value Packs (10 visits)
 - Facility Admission / Child Watch / Drop-in Fitness
 - Toddler (3 under), Child (4-17), Adult (18-62), Senior (62+)
 - Res / NR differential rates – 30% premium
- Memberships
 - Individuals, Couples, Families (4 ppl), Seniors
 - Monthly / Annual Rates – 20% discount
 - Res / NR differential rates – 30% premium
 - Basic / Premier options for all age segments
 - Seniors have additional rates for Social or Healthy Lifestyle options
 - Compared market rates from similar providers
 - Mason, Dublin, Westerville, Worthington

Membership Rates

Membership Type	Rate Type	Resident		Non-Resident		Description
		Monthly	Annual	Monthly	Annual	
Basic Member	Individual	\$ 27.00	\$ 259.00	\$ 35.10	\$ 336.70	Unlimited use of facility during open recreation times Priority registration for most programs / classes (1 wk)
	Couple	\$ 46.00	\$ 442.00	\$ 59.80	\$ 574.60	
	Family of 4	\$ 70.00	\$ 672.00	\$ 91.00	\$ 873.60	
	Senior	\$ 20.00	\$ 192.00	\$ 26.00	\$ 249.60	
Premier Member	Individual	\$ 45.00	\$ 432.00	\$ 58.50	\$ 561.60	Unlimited use of the Facility during all open recreation times Priority registration on most programs/classes (1 wk) Premier member-only extended hours 10 free guest passes Free Child Watch package for children ages 2-12 Drop-in Group Fitness classes package
	Couple	\$ 78.00	\$ 749.00	\$ 101.40	\$ 973.70	
	Family of 4	\$ 119.00	\$ 1,142.00	\$ 154.70	\$ 1,484.60	
	Senior	\$ 34.00	\$ 326.00	\$ 44.20	\$ 423.80	
Senior Social	Senior	-	\$ 48.00	-	\$ 62.40	Access to senior lounge area for social activities
Senior Healthy Lifestyle	Senior	-	\$ 96.00	-	\$ 124.80	Use of full facility during off-peak times
Additional Child	Family	\$ 10.00	\$ 96.00	\$ 13.00	\$ 124.80	Each additional child added to family membership

Membership Market

- Utilized 12-Minute Drivetime
- Total Population = 229,035
 - Ages 0-18: 17%
 - Ages 19-59: 65%
 - Ages 60+: 18%
- Assumptions: Family of 4, couples 30%
- Market capture of 3% = 6,871 individuals
 - Resident 85% / Non-Resident 15%
 - Basic 60% / Premier 40%
 - Monthly 60% / Annual 40%
- Appx 5,840 residents (16% of City pop)



	Total Passes	Basic	Premier
Families of 4	598	359	239
Single Adults	2,269	1,361	908
Couples	486	292	194
Seniors	1,238	743	495
Total	4,591	2,755	1,836

Pro Forma Summary

Pro Forma Revenues & Expenditures

UPPER ARLINGTON COMMUNITY CENTER
 BASELINE: REVENUES AND EXPENDITURES

Revenues	1st Year	2nd Year	3rd Year	4th Year	5th Year	6th Year
Passes	\$2,282,644.20	\$2,396,776.41	\$2,492,647.47	\$2,592,353.37	\$2,670,123.97	\$2,750,227.68
Youth Programs	\$388,449.00	\$407,871.45	\$424,186.31	\$441,153.76	\$454,388.37	\$468,020.02
Adult Programs	\$124,665.00	\$130,898.25	\$136,134.18	\$141,579.55	\$145,826.93	\$150,201.74
Seniors	\$246,218.00	\$258,528.90	\$268,870.06	\$279,624.86	\$288,013.60	\$296,654.01
Aquatics	\$85,855.00	\$90,147.75	\$93,753.66	\$97,503.81	\$100,428.92	\$103,441.79
Health & Wellness	\$126,845.00	\$133,187.25	\$138,514.74	\$144,055.33	\$148,376.99	\$152,828.30
Therapeutic Recreation	\$8,070.00	\$8,473.50	\$8,812.44	\$9,164.94	\$9,439.89	\$9,723.08
Rental / Other	\$87,885.00	\$92,279.25	\$95,970.42	\$99,809.24	\$102,803.51	\$105,887.62
Total	\$3,350,631.20	\$3,518,162.76	\$3,658,889.27	\$3,805,244.84	\$3,919,402.19	\$4,036,984.25

Expenditures	1st Year	2nd Year	3rd Year	4th Year	5th Year	6th Year
Personnel Services	\$1,686,562.29	\$1,754,024.79	\$1,824,185.78	\$1,897,153.21	\$1,973,039.34	\$2,051,960.91
Supplies	\$173,500.00	\$178,705.00	\$184,066.15	\$189,588.13	\$195,275.78	\$201,134.05
Other Services & Charges	\$1,117,476.42	\$1,162,175.48	\$1,208,662.50	\$1,257,009.00	\$1,307,289.36	\$1,359,580.93
Total	\$2,977,538.72	\$3,094,905.27	\$3,216,914.43	\$3,343,750.34	\$3,475,604.48	\$3,612,675.90

Capital Outlay	1st Year	2nd Year	3rd Year	4th Year	5th Year	6th Year
Maintenance Endowment Fund (5% of revenue)	\$167,531.56	\$175,908.14	\$182,944.46	\$190,262.24	\$195,970.11	\$201,849.21
Total	\$167,531.56	\$175,908.14	\$182,944.46	\$190,262.24	\$195,970.11	\$201,849.21

Total Gain / Loss (less Maint. Endowment Fund)	\$205,560.92	\$247,349.36	\$259,030.38	\$271,232.26	\$247,827.60	\$222,459.14
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Total Cost Recovery	107%	108%	108%	108%	107%	106%
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This forecast represents the full potential for the site and may be subject to change based on size of the final design, partnerships, and participation levels. The expected cost recovery range in year 1 could be between 85%-110%.

Back of the Napkin

	2020	%	Families	Singles						
0-18	39,865	17%	19933							
19-59	147,913	65%	39865	108,048						
60+	41,257	18%		41,257						
	229,035	100%			5,840.39 tot			1,030.66 tot		
			individual	0.03	Res	basic	premier	NR	basic	premier
Families of 4	19,933	13%	79,730	598	508	305	203	90	54	36
Single Adults	75,634	49%	75,634	2,269	1,929	1,157	771	340	204	136
Couples	16,207	11%	32,414	486	413	248	165	73	44	29
Seniors	41,257	27%	41,257	1,238	1,052	631	421	186	111	74
	153,030		229,035		monthly 0.6					
					Res	basic	premier	NR	basic	premier
			Families of 4		305	183	122	54	32	22
			Single Adults		1,157	694	463	204	123	82
			Couples		248	149	99	44	26	18
			Seniors		631	379	252	111	67	45
					annual 0.4					
					Res	basic	premier	NR	basic	premier
			Families of 4		203	122	81	36	22	14
			Single Adults		771	463	309	136	82	54
			Couples		165	99	66	29	18	12
			Seniors		421	252	168	74	45	30