



## **Margate Community Center - Climbing** **(Margate, FL)**

### *Facility Design & Five-Year Operating Pro Forma*

**Date: September 2016**

*Produced For: City of Margate*

*Produced By: The Sports Facilities Advisory*

*Note: SFA has no responsibility to update this financial forecast for events and circumstances that occur after the date of these deliverables. The findings presented herein reflect analysis of primary and secondary sources of information. SFA utilized sources deemed to be reliable but cannot guarantee their accuracy. Moreover, estimates and analysis presented in this financial forecast are based on trends and assumptions, which usually result in differences between the projected results and actual results. Because events and circumstances frequently do not occur as expected, those differences may be material.*

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EXTERIOR PHOTOS

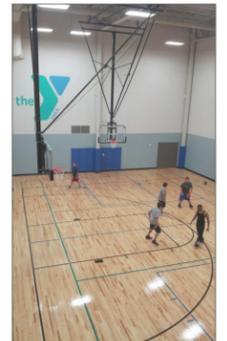


MARGATE COMMUNITY CENTER  
MARGATE, FLORIDA

REVISED  
PRELIMINARY  
SCHEMES  
SEPTEMBER 7, 2016



# INTERIOR PHOTOS



FITNESS  
ADMINISTRATION

LOBBY

GYMNASIUM

## MARGATE COMMUNITY CENTER MARGATE, FLORIDA

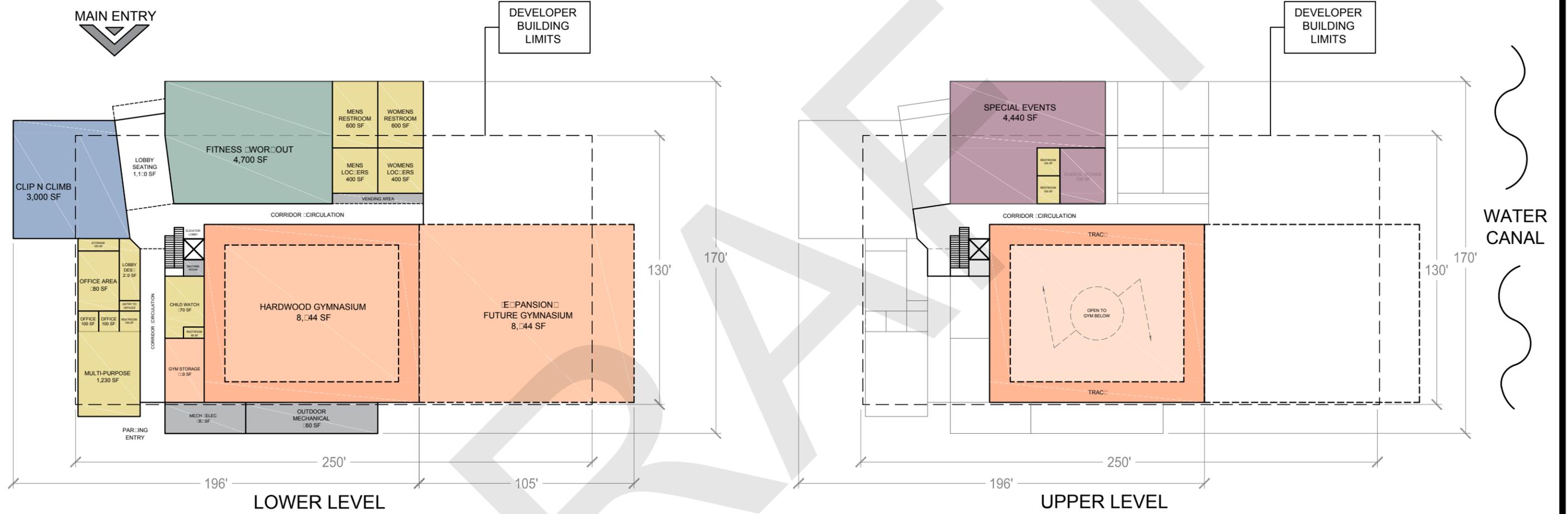
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# CLIP N CLIMB - OPTION A

TOWNCENTER

AMPHITHEATER



PARKING

## LEGEND

GYM UPPER LEVEL	GYM LOWER LEVEL	FITNESS WORKOUT	ADMINISTRATION FILE	SPECIAL EVENTS	FLOWRIDER CLIP N CLIMB	MECHANICAL ELECTRIC

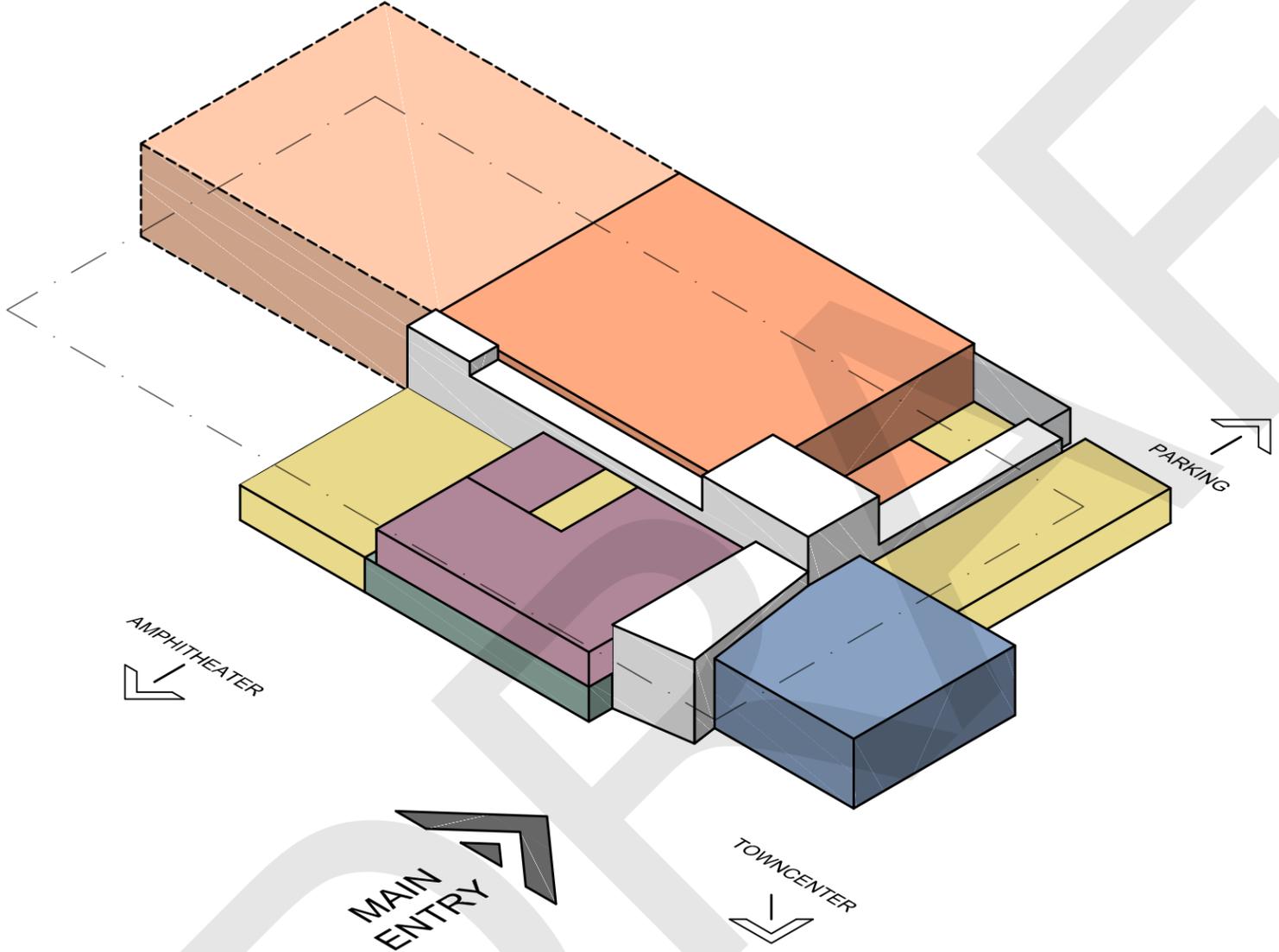
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MARGATE, FLORIDA

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CLIP N CLIMB - OPTION A



LEGEND

- HARDWOOD GYMNASIUM
- FUTURE GYMNASIUM
- FITNESS WORKOUT
- ADMINISTRATION FILE
- SPECIAL EVENTS
- CLIP N CLIMB
- CIRCULATION

MARGATE COMMUNITY CENTER

MARGATE, FLORIDA

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SCHEMES

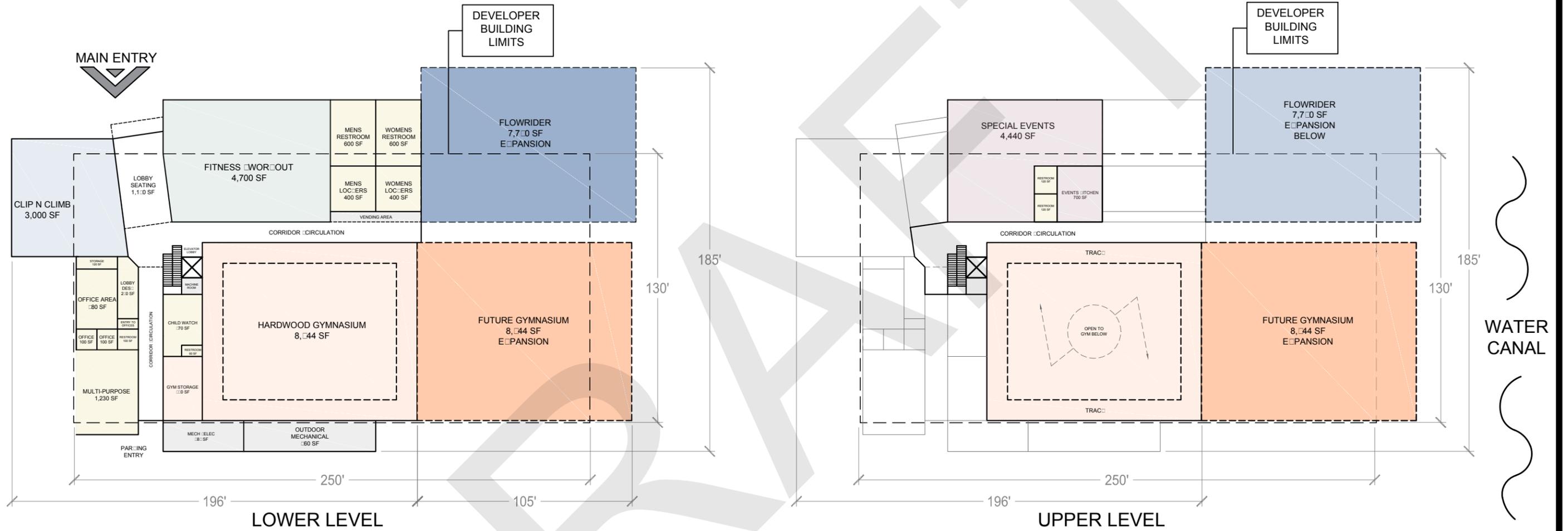
SEPTEMBER 7, 2016



# EXPANSION - OPTION C

TOWNCENTER

AMPHITHEATER



PARKING

## LEGEND

GYM UPPER LEVEL	GYM LOWER LEVEL	FITNESS WORKOUT	ADMINISTRATION FILE	SPECIAL EVENTS	FLOWRIDER CLIP N CLIMB	MECHANICAL ELECTRIC

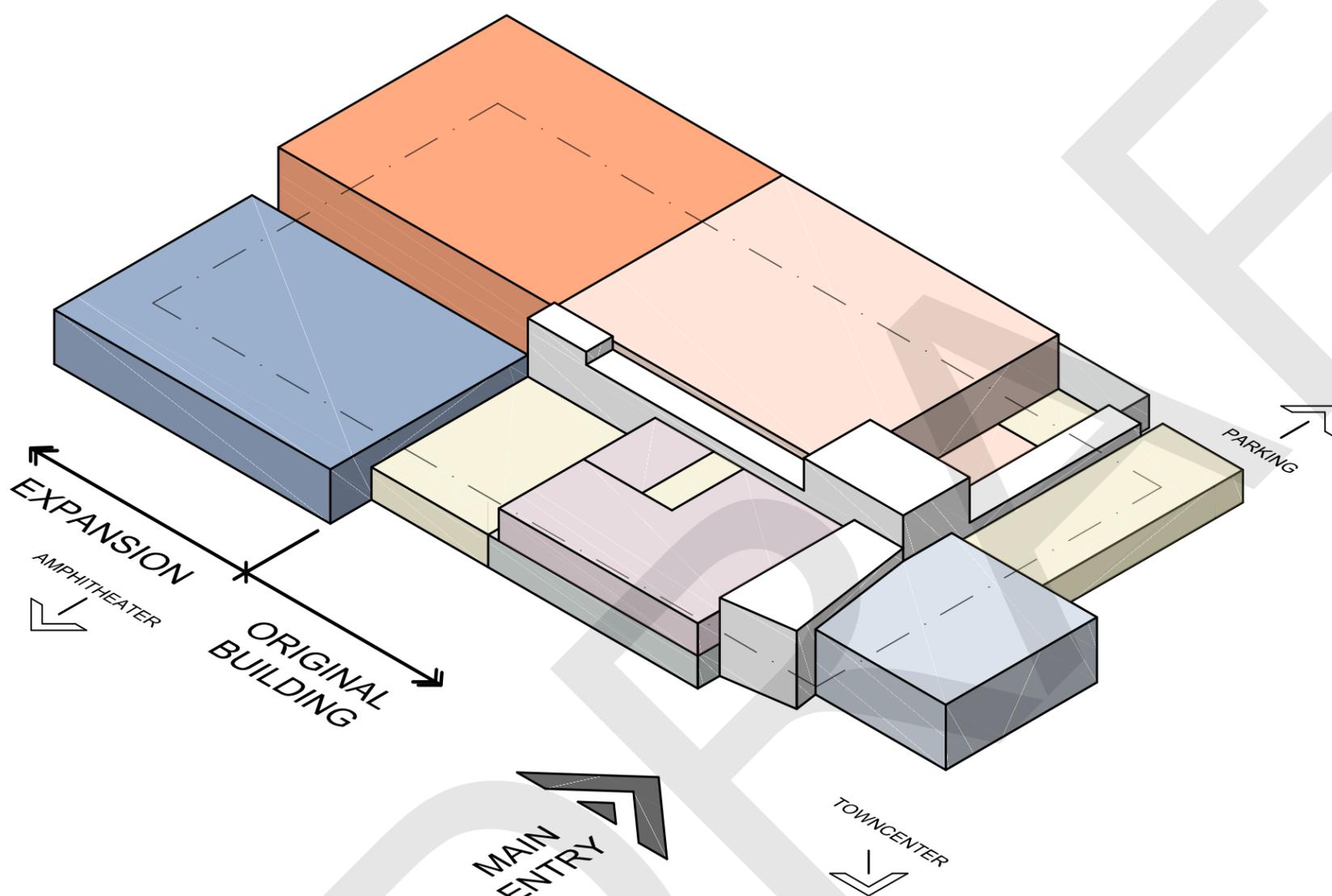
# MARGATE COMMUNITY CENTER

## MARGATE, FLORIDA

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SEPTEMBER 7, 2016



EXPANSION - OPTION C



LEGEND

- EXPANSION GYMNASIUM
- EXPANSION FLOWRIDER
- ORIGINAL GYMNASIUM
- FITNESS WORKOUT
- ADMINISTRATION OFFICE
- SPECIAL EVENTS
- CLIP N'CLIMB
- CIRCULATION

MARGATE COMMUNITY CENTER  
MARGATE, FLORIDA

REVISED  
PRELIMINARY  
SCHEMES  
SEPTEMBER 7, 2016







MARGATE COMMUNITY CENTER  
MARGATE, FLORIDA

REVISED  
PRELIMINARY  
SCHEMES  
SEPTEMBER 7, 2016



## Facility Program

### Community Center

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Court	Hardwood Court Gymnasium	1	100	82	8,200	8,200	24.4%
	Full Basketball Court	1	84	50	Included		0.0%
	Youth Basketball Courts	2	70	40	Included		0.0%
	Volleyball Courts	2	60	30	Included		0.0%
	<i>Total Court Sq. Ft.</i>						8,200
Track	Elevated Walking Track (Poured Synthetic)	1	364	8	2,912	2,912	8.7%
	<i>Total Track Sq. Ft.</i>						2,912
Fitness	Cardio Area	1	50	30	1,500	1,500	4.5%
	Fitness Center	1	50	40	2,000	2,000	6.0%
	Group Fitness Room	1	40	30	1,200	1,200	3.6%
	<i>Total Fitness Sq. Ft.</i>						4,700
FEC/A dv.	Play Climb	1	50	60	3,000	3,000	8.9%
	<i>Total FEC/Adventure Sq. Ft.</i>						3,000
Special Events Area	Special Events Room	1	-	-	3,000	3,000	8.9%
	Special Events Kitchen	1	-	-	600	600	1.8%
	Special Events Restroom	2	10	8	80	160	0.5%
	<i>Total Special Events Area Sq. Ft.</i>						3,760
	Lobby/Front Desk/Welcome Area	1	-	-	400	400	1.2%
	Management Offices	2	-	-	81	162	0.5%
	Office Area	1	-	-	500	500	1.5%
	Multi-Purpose Room (Dividable)	1	-	-	1,000	1,000	3.0%
	Child Watch Room	1	-	-	400	400	1.2%
	Adult Locker Rooms	2	-	-	500	1,000	3.0%
	Restrooms (Indoor/Outdoor Accessibility)	2	-	-	400	800	2.4%
	<i>Total Admin/Flex Space Sq. Ft.</i>						4,262
Required SF for Products and Services						26,834	80.0%
Mechanical, Electrical, Storage, etc.					10% of P&S SF	2,683	8.0%
Common Area, Stairs, Circulation, etc.					15% of P&S SF	4,025	12.0%
<b>Total Estimated Building Square Footage</b>						<b>33,543</b>	<b>100%</b>
<b>Total Estimated Footprint</b>						<b>25,203</b>	
<b>Total Building Acreage</b>						<b>0.6</b>	

**Opinion of Probable Cost**

<b>Community Center - Space Programming</b>								
Item	Qty.	Unit	\$/Unit - Low	Cost	\$/Unit - Mid	Cost	\$/Unit - High	Cost
<b>FEC / Adventure</b>								
Clip N Climb								
Clip N Climb Equipment	1	ea	\$ 565,000.00	\$ 565,000.00	\$ 565,000.00	\$ 565,000.00	\$ 565,000.00	\$ 565,000.00
Shell Space Build Out	3,000	sf	\$ 85.00	\$ 255,000.00	\$ 85.00	\$ 255,000.00	\$ 85.00	\$ 255,000.00
<b>Total For FEC / Adventure</b>	<b>3,000</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 820,000.00</b>	<b>Total - Mid</b>	<b>\$ 820,000.00</b>	<b>Total - High</b>	<b>\$ 820,000.00</b>
<b>Gymnasium - Hardwood Court</b>								
One (1) - Full Basketball Court	8,200	sf	\$ 170.00	\$ 1,394,000.00	\$ 170.00	\$ 1,394,000.00	\$ 170.00	\$ 1,394,000.00
Two (2) - Half Basketball Courts								
Two (2) - Volleyball Courts								
One (1) - Elevated Walking Track	2,912	sf	\$ 75.00	\$ 218,400.00	\$ 75.00	\$ 218,400.00	\$ 75.00	\$ 218,400.00
<b>Total For Gymnasium</b>	<b>11,112</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 1,612,400.00</b>	<b>Total - Mid</b>	<b>\$ 1,612,400.00</b>	<b>Total - High</b>	<b>\$ 1,612,400.00</b>
<b>Fitness Area</b>								
One (1) - Cardio Area	1,500	sf	\$ 150.00	\$ 225,000.00	\$ 160.00	\$ 240,000.00	\$ 165.00	\$ 247,500.00
One (1) - Fitness Center	2,000	sf	\$ 150.00	\$ 300,000.00	\$ 160.00	\$ 320,000.00	\$ 165.00	\$ 330,000.00
One (1) - Group Fitness Room	1,200	sf	\$ 150.00	\$ 180,000.00	\$ 160.00	\$ 192,000.00	\$ 165.00	\$ 198,000.00
<b>Total For Fitness Area</b>	<b>4,700</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 705,000.00</b>	<b>Total - Mid</b>	<b>\$ 752,000.00</b>	<b>Total - High</b>	<b>\$ 775,500.00</b>
<b>Special Events Area</b>								
One (1) - Special Events Room - 200 occupants	3,000	sf	\$ 150.00	\$ 450,000.00	\$ 160.00	\$ 480,000.00	\$ 165.00	\$ 495,000.00
One (1) - Special Events Kitchen	600	sf	\$ 150.00	\$ 90,000.00	\$ 160.00	\$ 96,000.00	\$ 165.00	\$ 99,000.00
One (1) - Women's Restroom Special Events	80	sf	\$ 150.00	\$ 12,000.00	\$ 160.00	\$ 12,800.00	\$ 165.00	\$ 13,200.00
One (1) - Men's Restroom Special Events	80	sf	\$ 150.00	\$ 12,000.00	\$ 160.00	\$ 12,800.00	\$ 165.00	\$ 13,200.00
<b>Total For Special Events Area</b>	<b>3,760</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 552,000.00</b>	<b>Total - Mid</b>	<b>\$ 588,800.00</b>	<b>Total - High</b>	<b>\$ 607,200.00</b>
<b>Administration / Flex Space</b>								
Lobby/ Front Desk / Welcome Area	400	sf	\$ 150.00	\$ 60,000.00	\$ 160.00	\$ 64,000.00	\$ 165.00	\$ 66,000.00
One (1) - Management Offices	81	sf	\$ 150.00	\$ 12,150.00	\$ 160.00	\$ 12,960.00	\$ 165.00	\$ 13,365.00
One (1) - Management Offices	81	sf	\$ 150.00	\$ 12,150.00	\$ 160.00	\$ 12,960.00	\$ 165.00	\$ 13,365.00
One (1) - Office Area - Open Layout	500	sf	\$ 150.00	\$ 75,000.00	\$ 160.00	\$ 80,000.00	\$ 165.00	\$ 82,500.00
One (1) - Child Watch Room	400	sf	\$ 150.00	\$ 60,000.00	\$ 160.00	\$ 64,000.00	\$ 165.00	\$ 66,000.00
One (1) - Multi-Purpose Room - Dividable	1,000	sf	\$ 150.00	\$ 150,000.00	\$ 160.00	\$ 160,000.00	\$ 165.00	\$ 165,000.00
One (1) - Women's Locker Room	500	sf	\$ 150.00	\$ 75,000.00	\$ 160.00	\$ 80,000.00	\$ 165.00	\$ 82,500.00
One (1) - Men's Locker Room	500	sf	\$ 150.00	\$ 75,000.00	\$ 160.00	\$ 80,000.00	\$ 165.00	\$ 82,500.00
One (1) - Women's Restroom	400	sf	\$ 150.00	\$ 60,000.00	\$ 160.00	\$ 64,000.00	\$ 165.00	\$ 66,000.00
One (1) - Men's Restroom	400	sf	\$ 150.00	\$ 60,000.00	\$ 160.00	\$ 64,000.00	\$ 165.00	\$ 66,000.00
<b>Total For Administration / Flex Space</b>	<b>4,262</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 639,300.00</b>	<b>Total - Mid</b>	<b>\$ 681,920.00</b>	<b>Total - High</b>	<b>\$ 703,230.00</b>
<b>Total Required Program and Services SF</b>	<b>26,834</b>	<b>sf</b>						
<b>Misc. Support Area - Estimates</b>								
Mechanical, Electrical, Storage - 10% P&S	2,683	sf	\$ 150.00	\$ 402,510.00	\$ 160.00	\$ 429,344.00	\$ 165.00	\$ 442,761.00
Common Area - Stairs / Circulation - 15% P&S	4,025	sf	\$ 150.00	\$ 603,765.00	\$ 160.00	\$ 644,016.00	\$ 165.00	\$ 664,141.50
Elevator	1	ea	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00
<b>Total For Misc. Support Area</b>	<b>6,710</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 1,106,275.00</b>	<b>Total - Mid</b>	<b>\$ 1,173,360.00</b>	<b>Total - High</b>	<b>\$ 1,206,902.50</b>
<b>Total Building Cost</b>	<b>33,544</b>	<b>sf</b>	<b>Bldg Total - Low</b>	<b>\$ 5,434,975.00</b>	<b>Bldg Total - Mid</b>	<b>\$ 5,628,480.00</b>	<b>Bldg Total - High</b>	<b>\$ 5,725,232.50</b>
<b>Soft Costs of Construction</b>			<b>Soft Costs - Low</b>	<b>\$ 543,497.50</b>	<b>Soft Costs - Mid</b>	<b>\$ 562,848.00</b>	<b>Soft Costs - High</b>	<b>\$ 572,523.25</b>
<b>Total Construction Cost</b>			<b>Total - Low</b>	<b>\$ 5,978,472.50</b>	<b>Total - Mid</b>	<b>\$ 6,191,328.00</b>	<b>Total - High</b>	<b>\$ 6,297,755.75</b>

This opinion of probable cost is provided by Lose & Associates, Inc. Estimates of construction quantities and opinions of probable cost provided by us are made on the basis of our experience, level of design and known construction costs. They represent our best judgment as design professionals. We cannot and do not, however, guarantee that the actual construction quantities or costs will not vary from our quantities and opinions of probable costs. Lose & Associates makes no warranty, expressed or implied, for the accuracy of such opinions as compared to bid or actual costs.

### Capital Costs and Start-up Expenses - Soft Costs Operations

	Details	Quantity	Unit	Cost/Unit	Budgeted Cost	% of Total
<b>Soft Costs Operations</b>						
Pre-Launch Professional Services	Legal, Accounting, Bank, Consulting				\$50,000	7.2%
Permits and Extensions					\$30,000	4.3%
Presentation Materials	Renderings, Etc.				\$20,000	2.9%
Facility Development Consulting Fees	Pre-Opening Consulting Fee				TBD	0.0%
Consultant Travel					TBD	0.0%
Management Deposit					TBD	0.0%
Marketing Allowance	Pre-Opening Marketing Budget				\$83,015	12.0%
Pre-Funded Operational Account					\$123,964	18.0%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening				\$320,384	46.4%
Cost of Issuance/Financing					TBD	0.0%
Working Capital Reserve					TBD	0.0%
<b>Contingency</b>				10.00%	\$62,736	9.1%
<b>Soft Cost Total</b>					<b>\$690,099</b>	<b>100.0%</b>
<b>Total Construction Costs - Soft Cost Operations</b>					<b>\$690,099</b>	<b>100.0%</b>

## Total Revenue & Expenses

	Year 1	Year 2	Year 3	Year 4	Year 5
Memberships	\$232,343	\$329,018	\$362,366	\$372,860	\$402,868
Fitness & Training	\$39,782	\$41,771	\$46,053	\$47,434	\$51,300
Basketball	\$57,644	\$67,997	\$84,490	\$92,187	\$101,066
Volleyball	\$22,125	\$26,232	\$32,768	\$35,851	\$39,304
Futsal	\$10,475	\$12,570	\$15,901	\$17,491	\$19,284
Pickleball	\$2,500	\$2,625	\$2,756	\$2,894	\$3,039
Court Rental	\$10,104	\$11,114	\$12,254	\$12,254	\$12,866
Youth Programming	\$144,675	\$159,143	\$183,810	\$193,000	\$208,730
Third Party Instructor Programs	\$30,404	\$31,924	\$33,520	\$35,196	\$36,956
Climbing	\$206,113	\$207,144	\$218,588	\$219,681	\$231,819
Special Events	\$20,050	\$22,055	\$25,474	\$26,747	\$29,489
Facility Rentals	\$74,215	\$74,215	\$81,637	\$81,637	\$85,718
Secondary Revenue	\$30,000	\$50,000	\$52,500	\$55,125	\$57,881
Food & Beverage	\$30,188	\$31,698	\$33,283	\$34,947	\$36,694
<b>Total Revenue</b>	<b>\$910,619</b>	<b>\$1,067,505</b>	<b>\$1,185,398</b>	<b>\$1,227,305</b>	<b>\$1,317,013</b>
<b>Expenses</b>					
Memberships	\$128,959	\$155,284	\$168,482	\$178,027	\$191,822
Fitness & Training	\$18,812	\$19,752	\$21,777	\$22,430	\$24,258
Basketball	\$10,530	\$12,422	\$14,475	\$15,794	\$16,768
Volleyball	\$4,580	\$5,430	\$6,573	\$7,192	\$7,764
Futsal	\$1,913	\$2,296	\$2,810	\$3,091	\$3,354
Pickleball	\$0	\$0	\$0	\$0	\$0
Court Rental	\$505	\$556	\$613	\$613	\$643
Youth Programming	\$78,458	\$86,303	\$99,680	\$104,664	\$113,194
Third Party Instructor Programs	\$0	\$0	\$0	\$0	\$0
Climbing	\$95,109	\$95,584	\$100,865	\$101,370	\$106,970
Special Events	\$11,258	\$12,383	\$14,303	\$15,018	\$16,557
Facility Rentals	\$3,711	\$3,711	\$4,082	\$4,082	\$4,286
Secondary Revenue	\$4,500	\$7,500	\$7,875	\$8,269	\$8,682
Food & Beverage	\$19,371	\$20,339	\$21,356	\$22,424	\$23,545
<b>Total Cost of Goods Sold</b>	<b>\$377,704</b>	<b>\$421,561</b>	<b>\$462,891</b>	<b>\$482,973</b>	<b>\$517,845</b>
<b>Gross Margin</b>	<b>\$532,914</b>	<b>\$645,945</b>	<b>\$722,507</b>	<b>\$744,332</b>	<b>\$799,169</b>
<i>% of Revenue</i>	59%	61%	61%	61%	61%
Facility Expenses	\$88,116	\$88,110	\$90,753	\$93,476	\$96,280
Operating Expense	\$164,092	\$136,135	\$143,653	\$148,217	\$154,779
Management Payroll	\$318,000	\$330,720	\$343,949	\$357,707	\$372,015
Payroll Taxes/Benefits/Bonus	\$173,577	\$185,888	\$197,512	\$204,446	\$215,038
<b>Total Operating Expenses</b>	<b>\$743,785</b>	<b>\$740,852</b>	<b>\$775,867</b>	<b>\$803,845</b>	<b>\$838,112</b>
<b>EBITDA</b>	<b>(\$210,870)</b>	<b>(\$94,907)</b>	<b>(\$53,360)</b>	<b>(\$59,513)</b>	<b>(\$38,943)</b>
<i>% of Revenue</i>	-23%	-9%	-5%	-5%	-3%
<i>Debt Service</i>	\$0	\$0	\$0	\$0	\$0
<b>Total Net Income</b>	<b>(\$210,870)</b>	<b>(\$94,907)</b>	<b>(\$53,360)</b>	<b>(\$59,513)</b>	<b>(\$38,943)</b>

**Facility Expenses**

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Alarm System		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Janitorial Supplies		\$21,803	\$22,457	\$23,130	\$23,824	\$24,539
Safety Supplies		\$5,000	\$2,500	\$2,575	\$2,652	\$2,732
Lawn/Snow Care		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753
Maint. & Repairs - Indoor Facilities		\$11,740	\$12,092	\$12,455	\$12,828	\$13,213
Utility Expense - Dry Areas		\$38,574	\$39,731	\$40,923	\$42,151	\$43,415
<b>Total Facility Expense</b>		<b>\$88,116</b>	<b>\$88,110</b>	<b>\$90,753</b>	<b>\$93,476</b>	<b>\$96,280</b>

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### Operating Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Bank Service Charges	Misc Banking Fees	\$18,212	\$21,350	\$23,708	\$24,546	\$26,340
Communications		\$13,417	\$13,820	\$14,234	\$14,661	\$15,101
Dues and Subscriptions	Magazines/Publications	\$1,000	\$1,030	\$1,061	\$1,093	\$1,126
Employee Uniforms		\$1,500	\$1,000	\$1,030	\$1,061	\$1,093
General Advertising		\$54,637	\$21,350	\$23,708	\$24,546	\$26,340
Insurance		\$40,000	\$41,200	\$42,436	\$43,709	\$45,020
Interest Expense		\$0	\$0	\$0	\$0	\$0
Legal Fees		\$10,000	\$10,300	\$10,609	\$10,927	\$11,255
Licenses, Permits	Food Licenses, etc.	\$2,500	\$2,575	\$2,652	\$2,732	\$2,814
Management Travel	TBD	\$0	\$0	\$0	\$0	\$0
National Management & Marketing Service	TBD	\$0	\$0	\$0	\$0	\$0
Office Supplies		\$4,025	\$4,146	\$4,270	\$4,398	\$4,530
Real Estate Tax	Tax Exempt	\$0	\$0	\$0	\$0	\$0
Software- Facility Management & Operations	Online Scheduling Software	\$10,800	\$11,124	\$11,458	\$11,801	\$12,155
Travel and Entertainment		\$3,000	\$3,090	\$3,183	\$3,278	\$3,377
<b>Total Operating Expenses</b>		<b>\$164,092</b>	<b>\$136,135</b>	<b>\$143,653</b>	<b>\$148,217</b>	<b>\$154,779</b>

### Management Payroll Summary

Management Position	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Director of Operations		\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Marketing & Business Development Director		\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Sports & Youth Programming Director		\$36,000	\$37,440	\$38,938	\$40,495	\$42,115
Facility Manager		\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Office Manager/Bookkeeper		\$42,000	\$43,680	\$45,427	\$47,244	\$49,134
Admin	120 hours/wk at \$10	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
<b>Total Management Payroll</b>		<b>\$318,000</b>	<b>\$330,720</b>	<b>\$343,949</b>	<b>\$357,707</b>	<b>\$372,015</b>

### Payroll Summary

Total Payroll Summary		Mgmt. Assump	Pre-Open	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	12 months prior	\$65,000	\$65,000	\$67,600	\$70,304	\$73,116	\$76,041
Mgmt	Director of Operations	9 months prior	\$33,750	\$45,000	\$46,800	\$48,672	\$50,619	\$52,644
Mgmt	Marketing & Business Development Director	12 months prior	\$17,500	\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Mgmt	Sports & Youth Programming Director	6 months prior	\$36,000	\$36,000	\$37,440	\$38,938	\$40,495	\$42,115
Mgmt	Facility Manager	6 months prior	\$17,500	\$35,000	\$36,400	\$37,856	\$39,370	\$40,945
Mgmt	Office Manager/Bookkeeper	9 months prior	\$31,500	\$42,000	\$43,680	\$45,427	\$47,244	\$49,134
Mgmt	Admin	3 months prior	\$15,000	\$60,000	\$62,400	\$64,896	\$67,492	\$70,192
<b>Subtotal Management Payroll</b>			<b>\$216,250</b>	<b>\$318,000</b>	<b>\$330,720</b>	<b>\$343,949</b>	<b>\$357,707</b>	<b>\$372,015</b>
Director	Membership Management Allotment	3 months prior	\$5,809	\$23,234	\$32,902	\$36,237	\$37,286	\$40,287
Director	Climbing Management Allotment	3 months prior	\$5,153	\$20,611	\$20,714	\$21,859	\$21,968	\$23,182
<b>Subtotal Program Management</b>			<b>\$10,961</b>	<b>\$43,846</b>	<b>\$53,616</b>	<b>\$58,095</b>	<b>\$59,254</b>	<b>\$63,469</b>
Staff	Membership Staff	1 month prior	\$1,452	\$17,426	\$24,676	\$27,177	\$27,964	\$30,215
Staff	Court Rental Staff	1 month prior	\$42	\$505	\$556	\$613	\$613	\$643
Staff	Climbing Staff	1 month prior	\$4,294	\$51,528	\$51,786	\$54,647	\$54,920	\$57,955
Staff	Youth Programming Staff	1 month prior	\$4,823	\$57,870	\$63,657	\$73,524	\$77,200	\$83,492
Staff	Special Events Staff	1 month prior	\$418	\$5,013	\$5,514	\$6,368	\$6,687	\$7,372
Staff	Facility Rentals Staff	1 month prior	\$309	\$3,711	\$3,711	\$4,082	\$4,082	\$4,286
Staff	Concessions Staff	1 month prior	\$524	\$6,289	\$6,604	\$6,934	\$7,281	\$7,645
Staff	Maintenance Staff	1 month prior	\$1,817	\$21,803	\$22,457	\$23,130	\$23,824	\$24,539
<b>Subtotal Sport Admin Staff</b>			<b>\$13,679</b>	<b>\$164,144</b>	<b>\$178,960</b>	<b>\$196,476</b>	<b>\$202,571</b>	<b>\$216,147</b>
Instructors	Free Fitness Class Instructors	Per Diem		\$43,750	\$48,125	\$50,531	\$53,058	\$55,711
Instructors	Child Watch Instructors	Per Diem		\$42,000	\$46,200	\$50,820	\$55,902	\$61,492
Instructors	Fitness & Training Instructors	Per Diem		\$18,016	\$18,917	\$20,856	\$21,482	\$23,232
Instructors	Basketball Instructors	Per Diem		\$1,601	\$1,889	\$2,347	\$2,560	\$2,807
Instructors	Volleyball Instructors	Per Diem		\$2,356	\$2,794	\$3,490	\$3,818	\$4,186
Instructors	Futsal Instructors	Per Diem		\$919	\$1,103	\$1,395	\$1,534	\$1,691
<b>Subtotal Instructors (COGS)</b>				<b>\$108,642</b>	<b>\$119,027</b>	<b>\$129,438</b>	<b>\$138,354</b>	<b>\$149,119</b>
Referees	Basketball Officials	Per Diem		\$7,200	\$8,493	\$9,594	\$10,468	\$10,929
Referees	Volleyball Officials	Per Diem		\$1,560	\$1,850	\$2,100	\$2,298	\$2,399
Referees	Futsal Officials	Per Diem		\$680	\$816	\$938	\$1,032	\$1,084
<b>Subtotal Referee/Trainers (COGS)</b>				<b>\$9,440</b>	<b>\$11,159</b>	<b>\$12,633</b>	<b>\$13,798</b>	<b>\$14,413</b>
<b>Payroll Subtotal</b>				<b>\$240,890</b>	<b>\$644,072</b>	<b>\$693,481</b>	<b>\$740,590</b>	<b>\$815,162</b>
	Payroll Services		\$7,227	\$15,780	\$16,899	\$17,956	\$18,586	\$19,549
	Payroll Taxes/Benefits	30% of Payroll	\$72,267	\$157,797	\$168,989	\$179,556	\$185,860	\$195,489
<b>Payroll Taxes/Benefits/Bonus Totals</b>			<b>\$79,494</b>	<b>\$173,577</b>	<b>\$185,888</b>	<b>\$197,512</b>	<b>\$204,446</b>	<b>\$215,038</b>
<b>Total Payroll</b>				<b>\$817,649</b>	<b>\$879,369</b>	<b>\$938,102</b>	<b>\$976,130</b>	<b>\$1,030,200</b>

# Appendix

### Membership Revenue & Expenses

Revenue	Mgmt. Assump.	Price Per Session					Total Per Year					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
<b>Memberships</b>	*1																	
Youth (18 and under)	\$/Month	\$14	\$14	\$15	\$15	\$15	48	50	53	54	56	12	\$5,733	\$8,448	\$9,314	\$9,594	\$10,376	
Adult (19+)	\$/Month	\$28	\$28	\$29	\$29	\$31	495	520	546	562	579	12	\$118,479	\$174,600	\$192,497	\$198,271	\$214,431	
Senior (60+)	\$/Month	\$14	\$14	\$15	\$15	\$15	88	92	97	100	103	12	\$10,510	\$15,489	\$17,076	\$17,589	\$19,022	
Family	\$/Month	\$56	\$56	\$59	\$59	\$62	168	176	185	190	196	12	\$80,260	\$118,277	\$130,401	\$134,313	\$145,259	
Enrollment Fee (Youth & Senior)	One time fee	\$14	\$14	\$14	\$14	\$14	68	14	15	15	15	1	\$950	\$201	\$211	\$207	\$213	
Enrollment Fee (Adult)	One time fee	\$28	\$28	\$28	\$28	\$28	247	148	156	153	157	1	\$6,929	\$4,157	\$4,365	\$4,278	\$4,406	
Enrollment Fee (Family)	One time fee	\$56	\$56	\$56	\$56	\$56	84	50	53	52	53	1	\$4,694	\$2,816	\$2,957	\$2,898	\$2,985	
Guest Pass	\$/Day	\$5	\$5	\$5	\$5	\$6	80	84	88	91	93	12	\$4,789	\$5,029	\$5,544	\$5,711	\$6,176	
	<b>Non-capacity growth rate</b>		1.00	1.05	1.00	1.05		1.05	1.05	1.03	1.03							
	<b>Capacity growth rate</b>		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
		<b>Area Revenue</b>										<b>\$232,343</b>	<b>\$329,018</b>	<b>\$362,366</b>	<b>\$372,860</b>	<b>\$402,868</b>		
<b>Expense</b>	<b>Mgmt. Assump.</b>											<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>		
Membership/Fitness Management	10% Gross Revenue											\$23,234	\$32,902	\$36,237	\$37,286	\$40,287		
Fitness Floor Staff	7.5% Gross Revenue											\$17,426	\$24,676	\$27,177	\$27,964	\$30,215		
Free Group Ex. Class Instructors	\$25 Instructor Fee per Class, 35 per Week in Year 1											\$43,750	\$48,125	\$50,531	\$53,058	\$55,711		
Child Watch Instructors	\$10/hour, Open 42 hours per Week with 2 staff average in Year 1											\$42,000	\$46,200	\$50,820	\$55,902	\$61,492		
Child Watch Supplies	1% Gross Membership Revenue											\$2,150	\$3,168	\$3,493	\$3,598	\$3,891		
Membership Cards	\$1 per New Member											\$399	\$213	\$224	\$219	\$226		
		<b>Area Expense</b>										<b>\$128,959</b>	<b>\$155,284</b>	<b>\$168,482</b>	<b>\$178,027</b>	<b>\$191,822</b>		
		<b>Net Revenue</b>										<b>\$103,384</b>	<b>\$173,733</b>	<b>\$193,884</b>	<b>\$194,833</b>	<b>\$211,046</b>		

#### Pricing Notes

\*1 Planet Fitness  
 \$10/month - 1 Facility  
 \$20/month - Unlimited

**YouFit Health Clubs**  
 \$10/month - Single  
 \$20/month - unlimited  
 \$40 - Initiation Fee

**Anytime Fitness**  
 \$35/month

**Koko FitClub**  
 \$30/month

**24-Hour Fitness**  
 \$25-35/month  
 \$50 - Annual Fee

**Zoo Health Club**  
 \$10-30/month  
 \$49-\$99 - Enrollment Fee

**Tamarac Recreation Center**  
 \$150/year - Individual  
 \$135/year - Senior  
 \$95/year - Teen

**LA Fitness**  
 \$35/month  
 \$99 - Enrollment

**Coconut Creek Rec Center**  
 \$85/3 months - Individual  
 \$60/person - 3 months (Family)



### Basketball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Instructional Clinics	\$/Session	*1	\$80	\$80	\$88	\$88	\$92	3	3	4	4	4	4	\$887	\$1,046	\$1,300	\$1,419	\$1,555
Instructional Camps	\$/Week (full days)	*2	\$170	\$170	\$187	\$187	\$196	4	5	6	6	6	4	\$2,856	\$3,369	\$4,186	\$4,567	\$5,007
Individual Instruction	\$/Hour		\$40	\$40	\$44	\$44	\$46	6	7	7	8	8	12	\$2,661	\$3,139	\$3,900	\$4,256	\$4,666
Drop-in/Other Income	\$/Session		\$5	\$5	\$6	\$6	\$6	14	17	19	20	21	12	\$840	\$991	\$1,231	\$1,343	\$1,473
<b>Leagues</b>																		
Sept. - Oct. League	\$/Team	*3	\$700	\$700	\$770	\$770	\$809	7	8	9	10	11	1	\$4,900	\$5,780	\$7,182	\$7,836	\$8,591
Nov.- Dec. League	\$/Team		\$700	\$700	\$770	\$770	\$809	7	8	9	10	11	1	\$4,900	\$5,780	\$7,182	\$7,836	\$8,591
Jan. - Feb. League	\$/Team		\$700	\$700	\$770	\$770	\$809	22	26	29	32	33	1	\$15,400	\$18,166	\$22,572	\$24,628	\$27,000
Mar. - Apr. League	\$/Team		\$700	\$700	\$770	\$770	\$809	7	8	9	10	11	1	\$4,900	\$5,780	\$7,182	\$7,836	\$8,591
May - June League	\$/Team		\$700	\$700	\$770	\$770	\$809	7	8	9	10	11	1	\$4,900	\$5,780	\$7,182	\$7,836	\$8,591
July - Aug. League	\$/Team		\$700	\$700	\$770	\$770	\$809	22	26	29	32	33	1	\$15,400	\$18,166	\$22,572	\$24,628	\$27,000
<b>Non-capacity growth rate</b>			1.00	1.10	1.00	1.00	1.05	1.18	1.13	1.09	1.04							
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10	1.10	1.00	1.00	1.00	1.00							
<b>Area Revenue</b>													<b>\$57,644</b>	<b>\$67,997</b>	<b>\$84,490</b>	<b>\$92,187</b>	<b>\$101,066</b>	
<b>Expense</b>																		
<b>Management Assumption</b>														<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Basketball Director	Responsibility of Sports & Youth Programming Director													\$0	\$0	\$0	\$0	\$0
Referee Fees	Avg. \$25/game													\$7,200	\$8,493	\$9,594	\$10,468	\$10,929
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)													\$1,601	\$1,889	\$2,347	\$2,560	\$2,807
Equipment and Supplies	1% of gross revenue													\$576	\$680	\$845	\$922	\$1,011
Awards	T-Shirts and Trophies (2% of Revenue)													\$1,153	\$1,360	\$1,690	\$1,844	\$2,021
<b>Area Expense</b>													<b>\$10,530</b>	<b>\$12,422</b>	<b>\$14,475</b>	<b>\$15,794</b>	<b>\$16,768</b>	
<b>Net Revenue</b>													<b>\$47,114</b>	<b>\$55,575</b>	<b>\$70,015</b>	<b>\$76,394</b>	<b>\$84,297</b>	

**Pricing Notes**

\*1 Dave & Mary Alper JCC  
\$153/player (Jan.-May)

Coconut Rec. Center  
\$60/player - 9 weeks

City of Tamarac Rec. Center  
\$40/player - 4 weeks

David Posnack JCC  
\$180-240/player - 10-13 weeks

\*2 Grand View Prep  
\$225/week - Full Day

SK Basketball  
\$250/week - Full Day

Olympic Heights Community HS  
\$160/week - Full Day

\*3 City of Margate  
\$80/player - 8 games (Youth)

Dave & Mary Alper JCC  
\$175-270/player - 12 games (Youth)  
\$650/team - 11 games (Adult)

MDI Sports  
\$750/team - 12 weeks (Adult)

Thunderplex  
\$500/team - 8 games (Adult)

### Volleyball Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Clinics	\$/Session *1	\$125	\$125	\$138	\$138	\$144	3	4	4	5	5	4	\$1,584	\$1,878	\$2,346	\$2,567	\$2,814
Instructional Camps	\$/Week (full days) *2	\$250	\$250	\$275	\$275	\$289	5	6	6	7	7	4	\$4,800	\$5,691	\$7,109	\$7,778	\$8,527
Individual Instruction	\$/Hour	\$40	\$40	\$44	\$44	\$46	6	8	9	9	10	12	\$3,041	\$3,606	\$4,504	\$4,928	\$5,403
Drop-in/Other Income	\$/Session	\$5	\$5	\$6	\$6	\$6	60	71	81	88	92	12	\$3,600	\$4,268	\$5,332	\$5,833	\$6,395
<b>Leagues</b>																	
Sept. - Oct. League	\$/Team *3	\$350	\$350	\$385	\$385	\$404	5	6	7	7	8	1	\$1,750	\$2,075	\$2,592	\$2,836	\$3,109
Nov.- Dec. League	\$/Team	\$350	\$350	\$385	\$385	\$404	5	6	7	7	8	1	\$1,750	\$2,075	\$2,592	\$2,836	\$3,109
Jan. - Feb. League	\$/Team	\$350	\$350	\$385	\$385	\$404	8	9	11	12	12	1	\$2,800	\$3,320	\$4,147	\$4,537	\$4,974
Mar. - Apr. League	\$/Team	\$350	\$350	\$385	\$385	\$404	8	9	11	12	12	1	\$2,800	\$3,320	\$4,147	\$4,537	\$4,974
May - June League	\$/Team	\$350	\$350	\$385	\$385	\$404	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team	\$350	\$350	\$385	\$385	\$404	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
<b>Non-capacity growth rate</b>			1.00	1.10	1.00	1.05		1.19	1.14	1.09	1.04						
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$22,125</b>	<b>\$26,232</b>	<b>\$32,768</b>	<b>\$35,851</b>	<b>\$39,304</b>	
<b>Expense</b>																	
	<b>Management Assumption</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Volleyball Director	Responsibility of Sports & Youth Programming Director												\$0	\$0	\$0	\$0	\$0
Referee Fees	Avg. \$15/ game												\$1,560	\$1,850	\$2,100	\$2,298	\$2,399
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$2,356	\$2,794	\$3,490	\$3,818	\$4,186
Equipment and Supplies	1% of gross revenue												\$221	\$262	\$328	\$359	\$393
Awards	T-Shirts and Trophies (2% of Revenue)												\$443	\$525	\$655	\$717	\$786
<b>Area Expense</b>												<b>\$4,580</b>	<b>\$5,430</b>	<b>\$6,573</b>	<b>\$7,192</b>	<b>\$7,764</b>	
<b>Net Revenue</b>												<b>\$17,545</b>	<b>\$20,802</b>	<b>\$26,195</b>	<b>\$28,659</b>	<b>\$31,539</b>	

#### Pricing Notes

\*1 Miami Select VB Club  
\$50/player - 3 hours

David Posnack JCC  
\$35/player - 1 session

\*2 Dave & Mary Alper JCC  
\$200/week - Half Day

Miami Select VB Club  
\$200/week - Half Day

\*3 West Boynton Rec Center  
\$60/player - 8 weeks

OVA/IBVA Volleyball  
\$300/team - 8 weeks

**Futsal Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
Instructional Clinics	\$/Session	\$75	\$75	\$83	\$83	\$87	5	5	6	7	7	2	\$675	\$810	\$1,025	\$1,127	\$1,243	
Instructional Camps	\$/Week (full days)	*1	\$250	\$250	\$275	\$289	6	7	8	9	10	2	\$3,000	\$3,600	\$4,554	\$5,009	\$5,523	
<b>Leagues</b>																		
Sept. - Oct. League	\$/Team	*2	\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Nov.- Dec. League	\$/Team		\$400	\$400	\$440	\$440	\$462	7	8	10	11	11	1	\$2,800	\$3,360	\$4,250	\$4,675	\$5,155
Jan. - Feb. League	\$/Team		\$400	\$400	\$440	\$440	\$462	10	12	14	15	16	1	\$4,000	\$4,800	\$6,072	\$6,679	\$7,364
Mar. - Apr. League	\$/Team		\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
May - June League	\$/Team		\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
July - Aug. League	\$/Team		\$400	\$400	\$440	\$440	\$462	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
<b>Non-capacity growth rate</b>			1.00	1.10	1.00	1.05		1.20	1.15	1.10	1.05							
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
<b>Area Revenue</b>												<b>\$10,475</b>	<b>\$12,570</b>	<b>\$15,901</b>	<b>\$17,491</b>	<b>\$19,284</b>		
<b>Expense</b>																		
<b>Expense</b>		<b>Mgmt Assump.</b>											<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	
Futsal Director	Responsibility of Sports & Youth Programming Director												\$0	\$0	\$0	\$0	\$0	
Referee Fees	Avg. \$10/game												\$680	\$816	\$938	\$1,032	\$1,084	
Instructor Fees	\$10-\$25/Instructor (25% Instruct. Rev)												\$919	\$1,103	\$1,395	\$1,534	\$1,691	
Equipment and Supplies	1% of gross revenue												\$105	\$126	\$159	\$175	\$193	
Awards	T-Shirts and Trophies (2% of Revenue)												\$210	\$251	\$318	\$350	\$386	
<b>Area Expense</b>												<b>\$1,913</b>	<b>\$2,296</b>	<b>\$2,810</b>	<b>\$3,091</b>	<b>\$3,354</b>		
<b>Net Revenue</b>												<b>\$8,562</b>	<b>\$10,274</b>	<b>\$13,091</b>	<b>\$14,400</b>	<b>\$15,930</b>		

**Pickleball Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Drop-In: Members	\$/Session	\$0	\$0	\$0	\$0	\$0	80	84	88	93	97	50	\$0	\$0	\$0	\$0	\$0
Drop-In: Non-Members	\$/Session	\$5	\$5	\$5	\$5	\$5	10	11	11	12	12	50	\$2,500	\$2,625	\$2,756	\$2,894	\$3,039
	Non-capacity growth rate		1.00	1.00	1.00	1.00		1.05	1.05	1.05	1.05						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$2,500</b>	<b>\$2,625</b>	<b>\$2,756</b>	<b>\$2,894</b>	<b>\$3,039</b>	
Expense	Mgmt. Assump.											Year 1	Year 2	Year 3	Year 4	Year 5	
<b>Area Expense</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
<b>Net Revenue</b>												<b>\$2,500</b>	<b>\$2,625</b>	<b>\$2,756</b>	<b>\$2,894</b>	<b>\$3,039</b>	

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**Indoor Court Rental Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5	
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5							
<i>Half Court Rentals</i>																		
Sept. - Oct.	\$/Hour	\$25	\$25	\$26	\$26	\$28	12	13	14	14	14	1	\$300	\$330	\$364	\$364	\$382	
Nov.- Dec.	\$/Hour	\$25	\$25	\$26	\$26	\$28	12	13	14	14	14	1	\$300	\$330	\$364	\$364	\$382	
Jan. - Feb.	\$/Hour	\$25	\$25	\$26	\$26	\$28	19	21	22	22	22	1	\$480	\$528	\$582	\$582	\$611	
Mar. - Apr.	\$/Hour	\$25	\$25	\$26	\$26	\$28	19	21	22	22	22	1	\$480	\$528	\$582	\$582	\$611	
May - June	\$/Hour	\$25	\$25	\$26	\$26	\$28	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
July - Aug	\$/Hour	\$25	\$25	\$26	\$26	\$28	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0	
<i>Full Court Rentals</i>																		
Sept. - Oct.	\$/Hour	*1	\$40	\$40	\$42	\$42	\$44	17	18	19	19	19	1	\$672	\$739	\$815	\$815	\$856
Nov.- Dec.	\$/Hour		\$40	\$40	\$42	\$42	\$44	34	37	39	39	39	1	\$1,344	\$1,478	\$1,630	\$1,630	\$1,711
Jan. - Feb.	\$/Hour		\$40	\$40	\$42	\$42	\$44	77	84	89	89	89	1	\$3,072	\$3,379	\$3,726	\$3,726	\$3,912
Mar. - Apr.	\$/Hour		\$40	\$40	\$42	\$42	\$44	17	18	19	19	19	1	\$672	\$739	\$815	\$815	\$856
May - June	\$/Hour		\$40	\$40	\$42	\$42	\$44	17	18	19	19	19	1	\$672	\$739	\$815	\$815	\$856
July - Aug	\$/Hour		\$40	\$40	\$42	\$42	\$44	53	58	61	61	61	1	\$2,112	\$2,323	\$2,561	\$2,561	\$2,689
Non-capacity growth rate			1.00	1.05	1.00	1.05		1.10	1.05	1.00	1.00							
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00							
<b>Area Revenue</b>												<b>\$10,104</b>	<b>\$11,114</b>	<b>\$12,254</b>	<b>\$12,254</b>	<b>\$12,866</b>		
<b>Expense</b>																		
Mgmt Assump.													Year 1	Year 2	Year 3	Year 4	Year 5	
Supervision/Maintenance Staff	5% Rev												\$505	\$556	\$613	\$613	\$643	
<b>Area Expense</b>												<b>\$505</b>	<b>\$556</b>	<b>\$613</b>	<b>\$613</b>	<b>\$643</b>		
<b>Net Revenue</b>												<b>\$9,599</b>	<b>\$10,559</b>	<b>\$11,641</b>	<b>\$11,641</b>	<b>\$12,223</b>		

Pricing Notes  
 \*1 Riverside Park  
 \$26-32/hour



**Adventure Area Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Sale					Sales per Month					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
<b>Play Climb</b>																	
Weekday Rates																	
Students	ages 4 - 18	\$10	\$10	\$11	\$11	\$11	2,859	2,873	2,887	2,902	2,916	1	\$28,585	\$28,728	\$30,315	\$30,467	\$32,150
Adult	ages 18+	\$12	\$12	\$13	\$13	\$13	318	319	321	322	324	1	\$3,811	\$3,830	\$4,042	\$4,062	\$4,287
Weekend Rates																	
Students	ages 4 - 18	\$13	\$13	\$14	\$14	\$14	5,804	5,833	5,862	5,891	5,921	1	\$75,448	\$75,825	\$80,014	\$80,414	\$84,857
Adult	ages 18+	\$15	\$15	\$16	\$16	\$17	645	648	651	655	658	1	\$9,673	\$9,721	\$10,258	\$10,310	\$10,879
Single Attractions		\$5	\$5	\$5	\$5	\$6	397	399	401	403	405	12	\$23,796	\$23,915	\$25,237	\$25,363	\$26,764
Birthday Parties		\$450	\$450	\$473	\$473	\$496	12	12	12	12	12	12	\$64,800	\$65,124	\$68,722	\$69,066	\$72,882
	Non-capacity growth rate		1.00	1.05	1.00	1.05		1.01	1.01	1.01	1.01						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$206,113</b>	<b>\$207,144</b>	<b>\$218,588</b>	<b>\$219,681</b>	<b>\$231,819</b>	
<b>Expense</b>	<b>Mgmt. Assump.</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Adventure Area Management	10% Gross Revenue												\$20,611	\$20,714	\$21,859	\$21,968	\$23,182
Adventure Staff	25% Gross Revenue												\$51,528	\$51,786	\$54,647	\$54,920	\$57,955
Party Consumables	10% Party Revenue												\$6,480	\$6,512	\$6,872	\$6,907	\$7,288
Maintenance	2% Gross Revenue												\$4,122	\$4,143	\$4,372	\$4,394	\$4,636
Equipment and Supplies	6% Gross Revenue												\$12,367	\$12,429	\$13,115	\$13,181	\$13,909
<b>Area Expense</b>												<b>\$95,109</b>	<b>\$95,584</b>	<b>\$100,865</b>	<b>\$101,370</b>	<b>\$106,970</b>	
<b>Net Revenue</b>												<b>\$111,005</b>	<b>\$111,560</b>	<b>\$117,723</b>	<b>\$118,312</b>	<b>\$124,849</b>	

### Youth Programming Revenue & Expenses

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5									
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5															
Full Day Camp	\$/week *1	\$340	\$340	\$374	\$374	\$393	200	220	231	243	250	2	\$136,000	\$149,600	\$172,788	\$181,427	\$196,214									
Lock-Ins	\$/visit	\$25	\$25	\$28	\$28	\$29	20	22	23	24	25	12	\$6,000	\$6,600	\$7,623	\$8,004	\$8,656									
Graduation Parties	\$/attendee	\$40	\$40	\$44	\$44	\$46	50	55	58	61	62	1	\$2,000	\$2,200	\$2,541	\$2,668	\$2,885									
Field Trips	\$/visit	\$5	\$5	\$6	\$6	\$6	15	17	17	18	19	9	\$675	\$743	\$858	\$900	\$974									
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.03															
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00															
<b>Area Revenue</b>												<b>\$144,675</b>	<b>\$159,143</b>	<b>\$183,810</b>	<b>\$193,000</b>	<b>\$208,730</b>										
Expense	Mgmt Assump.	Year 1					Year 2					Year 3					Year 4					Year 5				
Youth Programming Management	Responsibility of Sports & Youth Programming Director	\$0					\$0					\$0					\$0									
Youth Programming Staff	40% Gross Revenue	\$57,870					\$63,657					\$73,524					\$77,200									
Equipment & Consumables	10% Gross Revenue	\$14,468					\$15,914					\$18,381					\$19,300									
T-shirts	4.5% Weeklong Camps & After School Revenue	\$6,120					\$6,732					\$7,775					\$8,164									
<b>Area Expense</b>												<b>\$78,458</b>	<b>\$86,303</b>	<b>\$99,680</b>	<b>\$104,664</b>	<b>\$113,194</b>										
<b>Net Revenue</b>												<b>\$66,218</b>	<b>\$72,839</b>	<b>\$84,129</b>	<b>\$88,336</b>	<b>\$95,535</b>										

**Pricing Notes**

\*1 City of Coral Springs  
\$145/week - Full Day

Coral Springs Christian Academy  
\$155/week - Full Day

ALM Sports  
\$100/week

MDI Sports  
\$185/week - Full Day

City of Margate  
\$650/8weeks - Full Day  
\$340/4 weeks - Full Day

Thunderplex

**Third Party Instructor Programs Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
<b>Third Party Instructor Programs</b>																	
Afterschool	Net Revenue for Center	\$80	\$80	\$80	\$80	\$80	30	32	33	35	36	9	\$21,600	\$22,680	\$23,814	\$25,005	\$26,255
Folk Dance	Net Revenue for Center	\$2	\$2	\$2	\$2	\$2	50	53	55	58	61	4	\$320	\$336	\$353	\$370	\$389
Ballet, Dance, Tumbling	Net Revenue for Center	\$9	\$9	\$9	\$9	\$9	40	42	44	46	49	9	\$3,240	\$3,402	\$3,572	\$3,751	\$3,938
Karate	Net Revenue for Center	\$7	\$7	\$7	\$7	\$7	15	16	17	17	18	12	\$1,260	\$1,323	\$1,389	\$1,459	\$1,532
Kidokinetics	Net Revenue for Center	\$8	\$8	\$8	\$8	\$8	10	11	11	12	12	9	\$720	\$756	\$794	\$833	\$875
Yoga	Net Revenue for Center	\$3	\$3	\$3	\$3	\$3	10	11	11	12	12	12	\$384	\$403	\$423	\$445	\$467
Zumba	Net Revenue for Center	\$8	\$8	\$8	\$8	\$8	30	32	33	35	36	12	\$2,880	\$3,024	\$3,175	\$3,334	\$3,501
	Non-capacity growth rate	1.00	1.00	1.00	1.00	1.00	1.05	1.05	1.05	1.05	1.05						
	Capacity growth rate	1.10	1.10	1.10	1.10	1.10	1.00	1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$30,404</b>	<b>\$31,924</b>	<b>\$33,520</b>	<b>\$35,196</b>	<b>\$36,956</b>	
<b>Expense</b>																	
	<b>Management Assumption</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Third Party Instructor Program Staff	Responsibility of Third Party												\$0	\$0	\$0	\$0	\$0
Equipment and Supplies	Responsibility of Third Party												\$0	\$0	\$0	\$0	\$0
<b>Area Expense</b>												<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
<b>Net Revenue</b>												<b>\$30,404</b>	<b>\$31,924</b>	<b>\$33,520</b>	<b>\$35,196</b>	<b>\$36,956</b>	

**Special Events Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
<b>In-House Programs</b>																	
<b>One-Off Events</b>																	
Parents' Night Out	\$/Child	\$10	\$10	\$11	\$11	\$12	40	44	46	49	51	12	\$4,800	\$5,280	\$6,098	\$6,403	\$7,060
Family Fun Night	\$/Family	\$20	\$20	\$22	\$22	\$23	25	28	29	30	32	12	\$6,000	\$6,600	\$7,623	\$8,004	\$8,825
<b>Recurring Events</b>																	
Battle of the Bands	\$/Person	\$5	\$5	\$6	\$6	\$6	200	220	231	243	255	2	\$2,000	\$2,200	\$2,541	\$2,668	\$2,942
Dance	\$/Person	\$10	\$10	\$11	\$11	\$12	100	110	116	121	127	3	\$3,000	\$3,300	\$3,812	\$4,002	\$4,412
Holiday Party	\$/Person	\$5	\$5	\$6	\$6	\$6	50	55	58	61	64	3	\$750	\$825	\$953	\$1,001	\$1,103
Breakfast with Bunny/Santa	\$/Child	\$5	\$5	\$6	\$6	\$6	250	275	289	303	318	2	\$2,500	\$2,750	\$3,176	\$3,335	\$3,677
Talent Show	\$/Person	\$5	\$5	\$6	\$6	\$6	100	110	116	121	127	2	\$1,000	\$1,100	\$1,271	\$1,334	\$1,471
<b>Non-capacity growth rate</b>			1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
<b>Capacity growth rate</b>			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$20,050</b>	<b>\$22,055</b>	<b>\$25,474</b>	<b>\$26,747</b>	<b>\$29,489</b>	
<b>Expense</b>																	
<b>Management Assumption</b>													<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Special Events Administration	Responsibility of Management Team												\$0	\$0	\$0	\$0	\$0
Special Events Staff	25% Gross Revenue												\$5,013	\$5,514	\$6,368	\$6,687	\$7,372
Equipment, Supplies, and Consumables	15% Gross Revenue from Recurring Events, 50% Gross Revenue from One-Off Events												\$6,245	\$6,870	\$7,934	\$8,331	\$9,185
<b>Area Expense</b>												<b>\$11,258</b>	<b>\$12,383</b>	<b>\$14,303</b>	<b>\$15,018</b>	<b>\$16,557</b>	
<b>Net Revenue</b>												<b>\$8,793</b>	<b>\$9,672</b>	<b>\$11,171</b>	<b>\$11,729</b>	<b>\$12,932</b>	

**Facility Rental Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Session					Number per Session					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Special Events Room	\$/Hour	\$100	\$100	\$110	\$110	\$116	120	120	120	120	120	1	\$12,000	\$12,000	\$13,200	\$13,200	\$13,860
Special Events Room	\$/Day	\$800	\$800	\$880	\$880	\$924	12	12	12	12	12	1	\$9,600	\$9,600	\$10,560	\$10,560	\$11,088
Special Events Room	\$/Weekend	\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	4	4	4	4	4	1	\$6,000	\$6,000	\$6,600	\$6,600	\$6,930
Multi-Purpose Room - Small	\$/Hour	\$22	\$22	\$24	\$24	\$25	280	280	280	280	280	1	\$6,160	\$6,160	\$6,776	\$6,776	\$7,115
Multi-Purpose Room - Medium	\$/Hour	\$36	\$36	\$40	\$40	\$42	140	140	140	140	140	1	\$5,040	\$5,040	\$5,544	\$5,544	\$5,821
Catering Kitchen	\$/Hour	\$25	\$25	\$28	\$28	\$29	178	178	178	178	178	1	\$4,455	\$4,455	\$4,901	\$4,901	\$5,146
Catering Kitchen	\$/Day	\$400	\$400	\$440	\$440	\$462	22	22	22	22	22	1	\$8,960	\$8,960	\$9,856	\$9,856	\$10,349
Full Facility	\$/4 Hours	\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	12	12	12	12	12	1	\$18,000	\$18,000	\$19,800	\$19,800	\$20,790
Full Facility	\$/Day	\$2,000	\$2,000	\$2,200	\$2,200	\$2,310	2	2	2	2	2	1	\$4,000	\$4,000	\$4,400	\$4,400	\$4,620
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.00	1.00	1.00	1.00						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
<b>Area Revenue</b>												<b>\$74,215</b>	<b>\$74,215</b>	<b>\$81,637</b>	<b>\$81,637</b>	<b>\$85,718</b>	
<b>Expense</b>	<b>Management Assumption</b>												<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Facility Rental Monitoring and Maint.	5% Gross Revenue												\$3,711	\$3,711	\$4,082	\$4,082	\$4,286
<b>Area Expense</b>												<b>\$3,711</b>	<b>\$3,711</b>	<b>\$4,082</b>	<b>\$4,082</b>	<b>\$4,286</b>	
<b>Net Revenue</b>												<b>\$70,504</b>	<b>\$70,504</b>	<b>\$77,555</b>	<b>\$77,555</b>	<b>\$81,432</b>	

### Secondary Revenue Areas

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship/Campaign/Grants			\$30,000	\$50,000	\$52,500	\$55,125	\$57,881
<b>Area Revenue</b>			<b>\$30,000</b>	<b>\$50,000</b>	<b>\$52,500</b>	<b>\$55,125</b>	<b>\$57,881</b>
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Hard Cost	Printing of Ad/Sponsors/Donor - 10% Gross Revenue		\$3,000	\$5,000	\$5,250	\$5,513	\$5,788
Training and Consumables	5% Gross Revenue		\$1,500	\$2,500	\$2,625	\$2,756	\$2,894
<b>Area Expense</b>			<b>\$4,500</b>	<b>\$7,500</b>	<b>\$7,875</b>	<b>\$8,269</b>	<b>\$8,682</b>
<b>Net Revenue</b>			<b>\$25,500</b>	<b>\$42,500</b>	<b>\$44,625</b>	<b>\$46,856</b>	<b>\$49,199</b>

### Food & Beverage Revenue & Expenses

Revenue		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales			\$25,157	\$26,415	\$27,735	\$29,122	\$30,578
Vending Income	20% Concession sales		\$5,031	\$5,283	\$5,547	\$5,824	\$6,116
<b>Area Revenue</b>			<b>\$30,188</b>	<b>\$31,698</b>	<b>\$33,283</b>	<b>\$34,947</b>	<b>\$36,694</b>
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	35% COGS		\$10,566	\$11,094	\$11,649	\$12,231	\$12,843
Concessions Non-food	10% Concession Sales		\$2,516	\$2,641	\$2,774	\$2,912	\$3,058
Concessions Wages	25% Concession Sales		\$6,289	\$6,604	\$6,934	\$7,281	\$7,645
<b>Area Expense</b>			<b>\$19,371</b>	<b>\$20,339</b>	<b>\$21,356</b>	<b>\$22,424</b>	<b>\$23,545</b>
<b>Net Revenue</b>			<b>\$10,817</b>	<b>\$11,358</b>	<b>\$11,926</b>	<b>\$12,523</b>	<b>\$13,149</b>