



# Margate Community Center - **Flowrider** (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

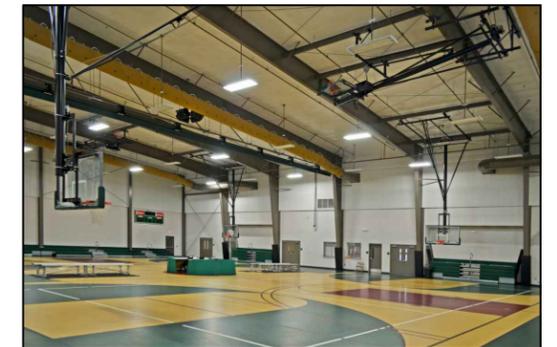
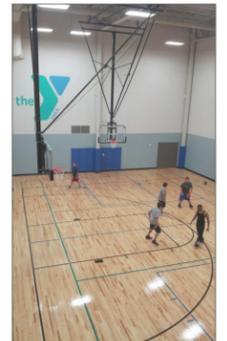


## MARGATE COMMUNITY CENTER MARGATE, FLORIDA

REVISED  
PRELIMINARY  
SCHEMES  
SEPTEMBER 7, 2016



# INTERIOR PHOTOS



FITNESS  
ADMINISTRATION

LOBBY

GYMNASIUM

## MARGATE COMMUNITY CENTER MARGATE, FLORIDA

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PRELIMINARY  
SCHEMES  
SEPTEMBER 7, 2016



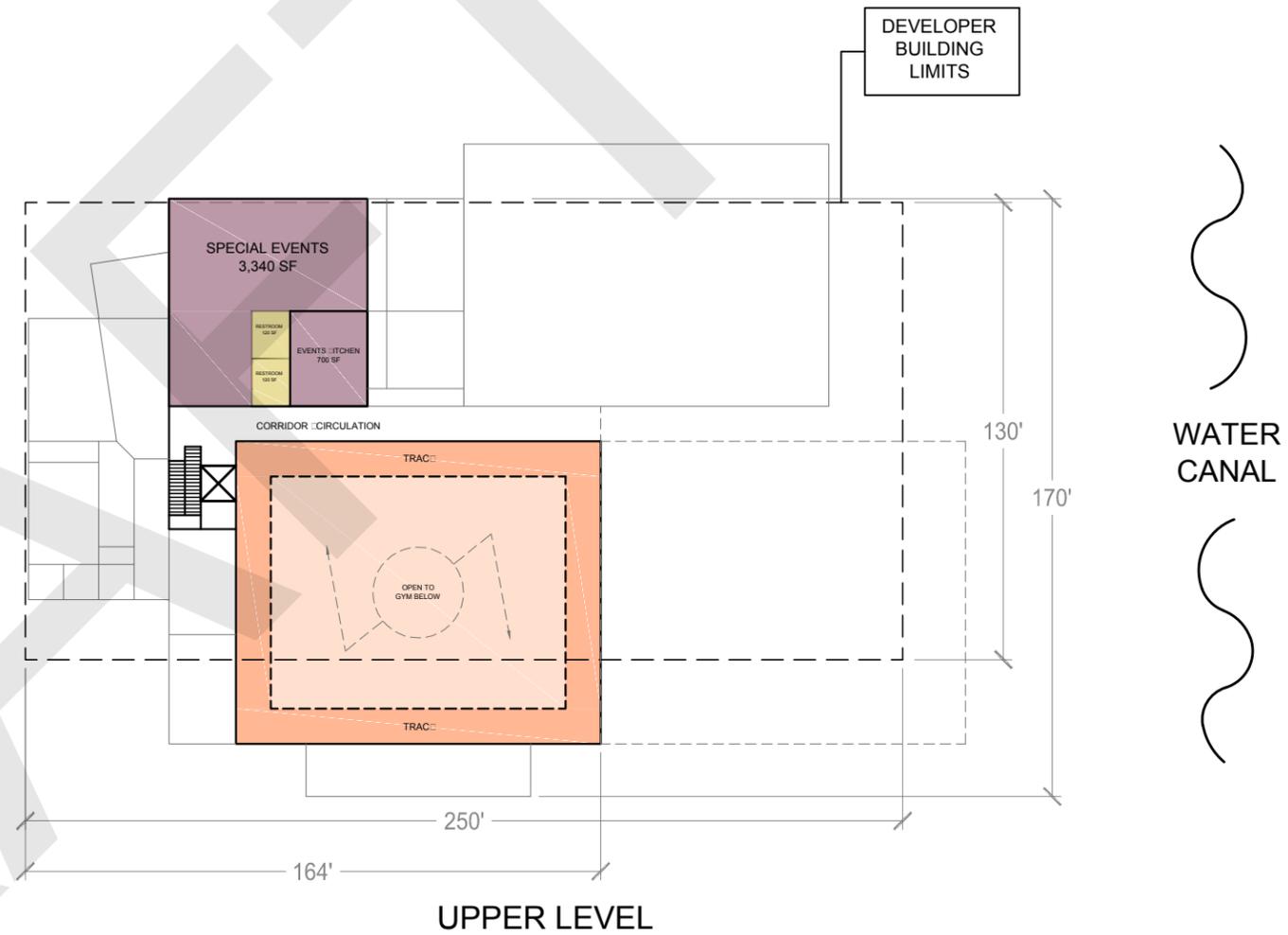
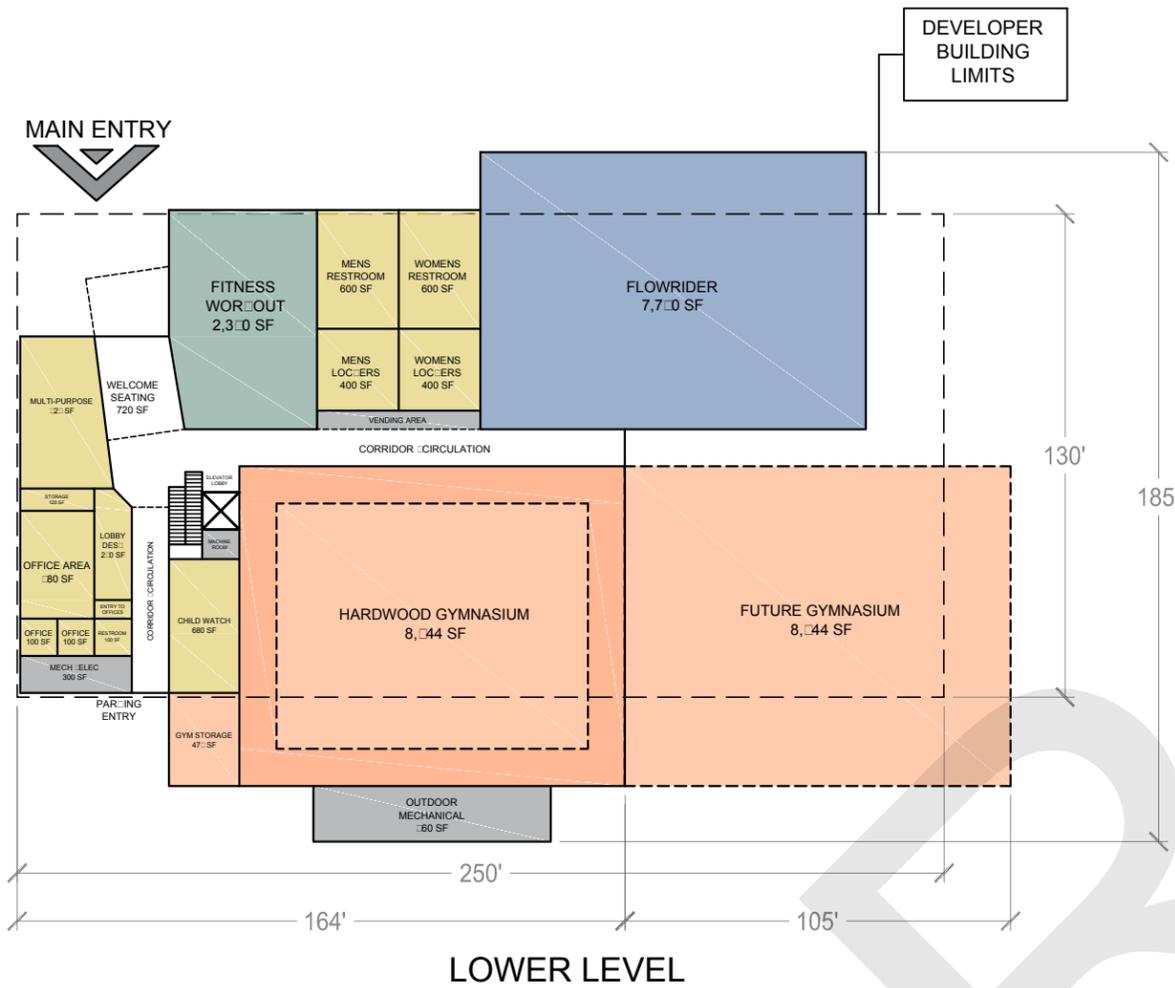
# FLOWRIDER - OPTION B



TOWNCENTER



AMPHITHEATER



PARING



## LEGEND

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



220 West Crogan Street Suite 100 Lawrenceville, GA 30046 770-338-0017

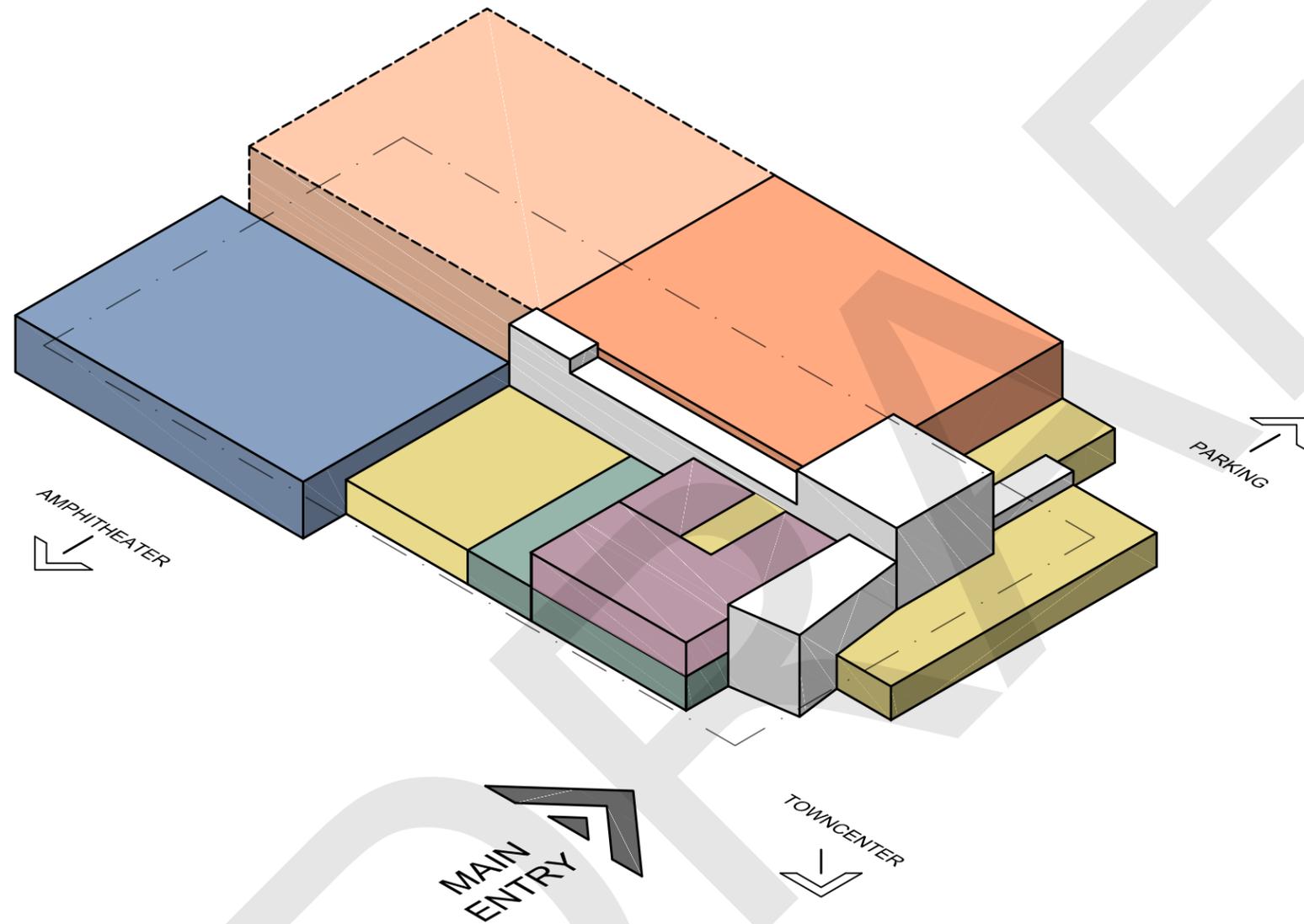
# MARGATE COMMUNITY CENTER

## MARGATE, FLORIDA

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SEPTEMBER 7, 2016

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FLOWRIDER - OPTION B



LEGEND

- HARDWOOD GYMNASIUM
- FUTURE GYMNASIUM
- FITNESS WORKOUT
- ADMINISTRATION FLEX
- SPECIAL EVENTS
- FLOWRIDER
- CIRCULATION

**MARGATE COMMUNITY CENTER**  
MARGATE, FLORIDA

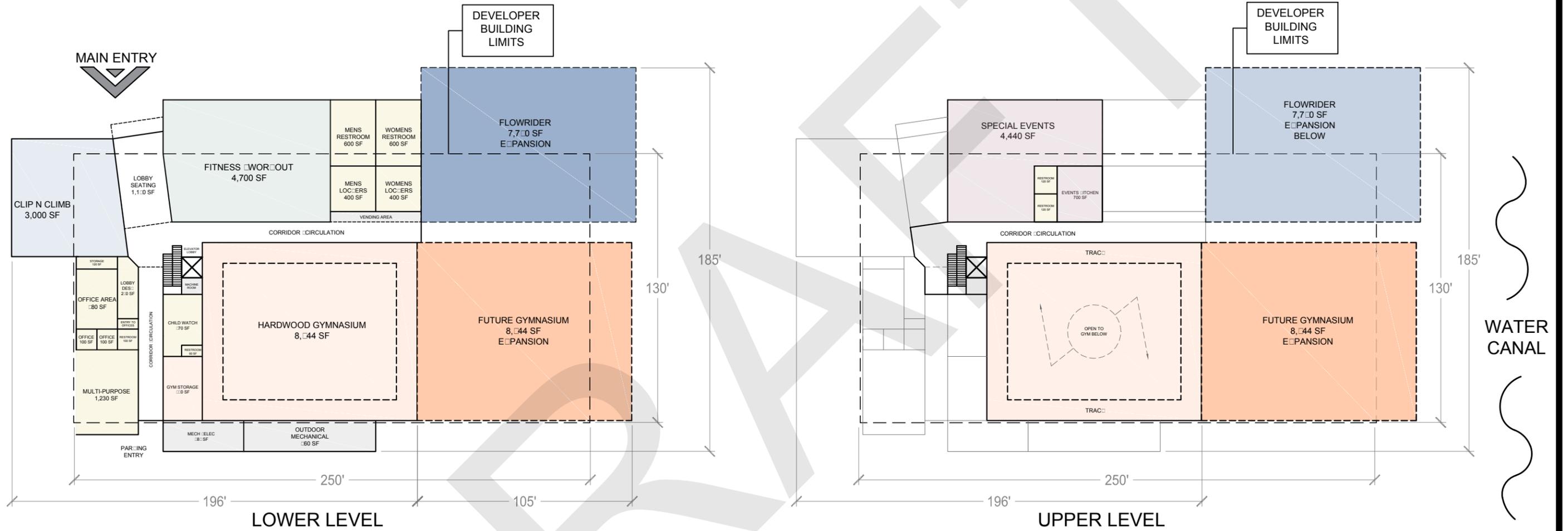
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SEPTEMBER 7, 2016



# 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

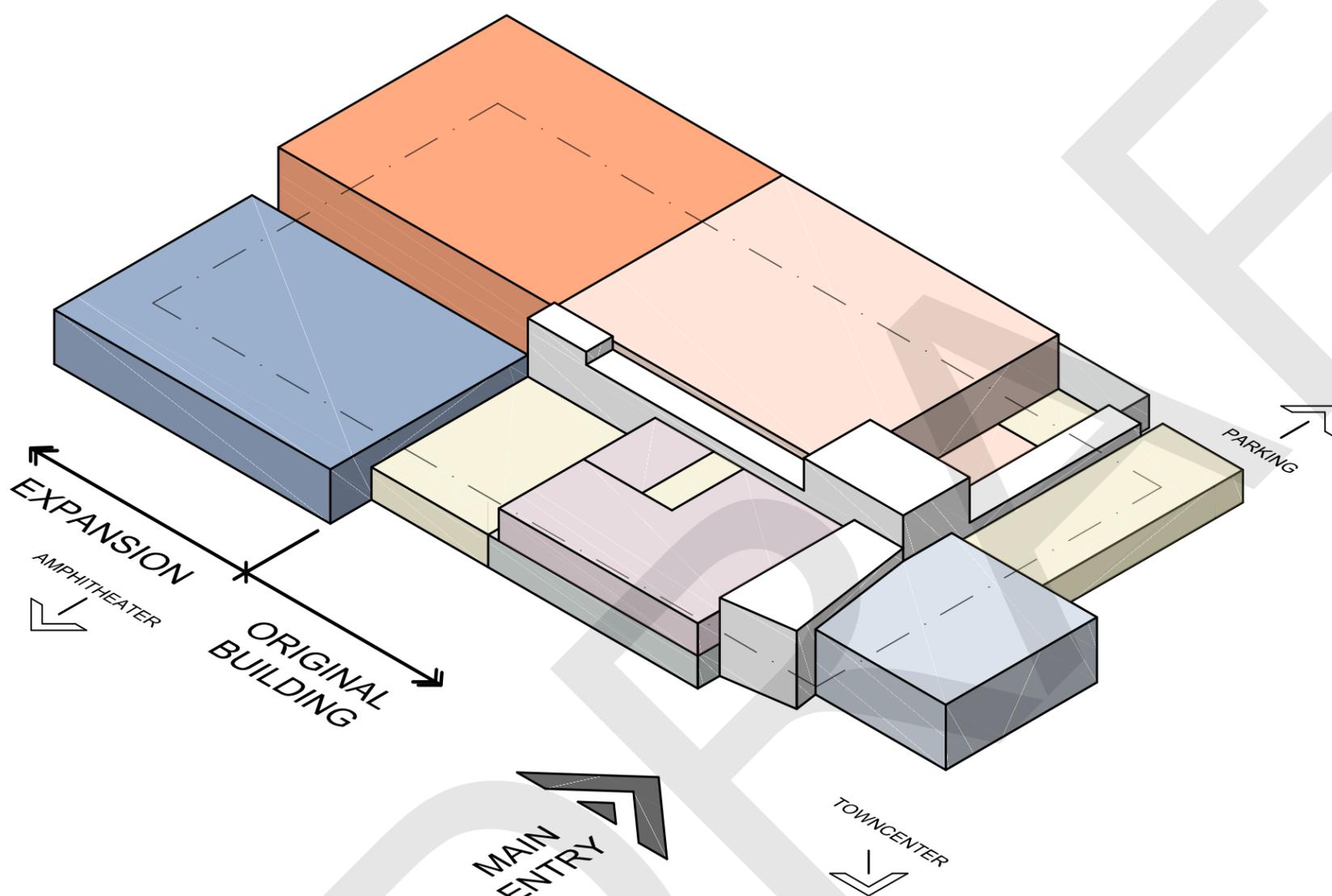
MARGATE, FLORIDA

REVISED  
PRELIMINARY  
SCHEMES

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





Illustrative Plan

	PHASE 1	PHASE 2	PHASE 3	TOTAL
<b>Mixed-Use / Commercial</b>				
 Retail	+/- 43,000 sf	+/- 30,000 sf	+/- 27,000 sf	+/- 117,000 sf total
 Hotel (80+ rooms)			+/- 17,000 sf	
<b>Residential</b>				
 Free-standing	+/- 318 units	+/- 318 units	+/- 246 units	+/- 980 units total
 Above Retail (optional)	+/- 98 units			
<b>Civic Buildings</b>				
 Public	+/- 4,100 sf			+/- 6,100 sf total
 Private	+/- 1,000 sf	+/- 500 sf	+/- 500 sf	
<b>Open Space</b>				
 Community Components	+/- 1.8 ac	+/- 0.15 ac		+/- 2.38 acres total
 Private Amenities	+/- 0.15 ac	+/- 0.08 ac	+/- 0.2 ac	

# MARGATE CITY CENTER

MARGATE, FL  
June, 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	30.8%
	Full Basketball Court	1	84	50	Included		0.0%
	Youth Basketball Courts	2	74	42	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	10.9%
	<i>Total Track Sq. Ft.</i>						2,912
Fitness	Cardio Area	1	40	30	1,200	1,200	4.5%
	Fitness Center	1	40	40	1,600	1,600	6.0%
	Group Fitness Room	1	35	30	1,050	1,050	3.9%
	<i>Total Fitness Sq. Ft.</i>						3,850
Special Events Area	Special Events Room	1	-	-	2,500	2,500	9.4%
	Special Events Kitchen	1	-	-	500	500	1.9%
	Special Events Restroom	2	10	8	80	160	0.6%
	<i>Total Special Events Area Sq. Ft.</i>						3,160
Admin/Flex Space	Lobby/Front Desk/Welcome Area	1	-	-	400	400	1.5%
	Management Offices	2	9	9	81	162	0.6%
	Office Area	1	25	20	500	500	1.9%
	Multi-Purpose Room (Dividable)	0	40	25	1,000	0	0.0%
	Child Watch Room	1	20	20	400	400	1.5%
	Adult Locker Rooms	2	-	-	450	900	3.4%
	Restrooms (Indoor/Outdoor Accessibility)	2	-	-	400	800	3.0%
	<i>Total Admin/Flex Space Sq. Ft.</i>						3,162
Required SF for Products and Services						21,284	80.0%
Mechanical, Electrical, Storage, etc.					10% of P&S SF	2,128	8.0%
Common Area, Stairs, Circulation, etc.					15% of P&S SF	3,193	12.0%
<b>Total Estimated Building Square Footage</b>						<b>26,605</b>	<b>100%</b>
<b>Total Estimated Footprint</b>						<b>19,015</b>	
<b>Total Building Acreage</b>						<b>0.4</b>	

### Outdoor Surf Simulator Facility

Space	Indoor Programming Product/Service	Count	Dimensions		Approx. SF each	Total SF	% of Footprint
			L (')	W (')			
Flowrider	Flowrider Double	1	50	55	2,750	2,750	110.0%
	Deck/Warm-Up Space	1	50	50	2,500	2,500	100.0%
	Flowrider Staging Area	1	30	30	900	900	36.0%
	Mechanical Building	1	40	40	1,600	1,600	64.0%
	<i>Total Flowrider Sq. Ft.</i>						7,750
Required SF for Products and Services						7,750	310.0%
<b>Total Estimated Outdoor Surf Simulator Square Footage</b>						<b>7,750</b>	<b>310%</b>
<b>Total Outdoor Surf Simulator Acreage</b>						<b>0.2</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>								
Flow Rider Double	2,750	sf	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00
Deck / Warm-up Space / Flow Rider Staging Area	3,400	sf	\$ 25.00	\$ 85,000.00	\$ 25.00	\$ 85,000.00	\$ 25.00	\$ 85,000.00
Mechanical Area	1,600	sf	\$ 35.00	\$ 56,000.00	\$ 35.00	\$ 56,000.00	\$ 35.00	\$ 56,000.00
Filtration Equipment	1	ea	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00
Outdoor Open Air Structure	1	ea	\$ 385,000.00	\$ 385,000.00	\$ 385,000.00	\$ 385,000.00	\$ 385,000.00	\$ 385,000.00
<b>Total For FEC / Adventure</b>	<b>7,750</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 1,626,000.00</b>	<b>Total - Mid</b>	<b>\$ 1,626,000.00</b>	<b>Total - High</b>	<b>\$ 1,626,000.00</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	1,200	sf	\$ 150.00	\$ 180,000.00	\$ 160.00	\$ 192,000.00	\$ 165.00	\$ 198,000.00
One (1) - Fitness Center	1,600	sf	\$ 150.00	\$ 240,000.00	\$ 160.00	\$ 256,000.00	\$ 165.00	\$ 264,000.00
One (1) - Group Fitness Room	1,050	sf	\$ 150.00	\$ 157,500.00	\$ 160.00	\$ 168,000.00	\$ 165.00	\$ 173,250.00
<b>Total For Fitness Area</b>	<b>3,850</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 577,500.00</b>	<b>Total - Mid</b>	<b>\$ 616,000.00</b>	<b>Total - High</b>	<b>\$ 635,250.00</b>
<b>Special Events Area</b>								
One (1) - Special Events Room - 160 Occupants	2,500	sf	\$ 150.00	\$ 375,000.00	\$ 160.00	\$ 400,000.00	\$ 165.00	\$ 412,500.00
One (1) - Special Events Kitchen	500	sf	\$ 150.00	\$ 75,000.00	\$ 160.00	\$ 80,000.00	\$ 165.00	\$ 82,500.00
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>3,160</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 462,000.00</b>	<b>Total - Mid</b>	<b>\$ 492,800.00</b>	<b>Total - High</b>	<b>\$ 508,200.00</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	0	sf	\$ 150.00	\$ -	\$ 160.00	\$ -	\$ 165.00	\$ -
One (1) - Women's Locker Room	450	sf	\$ 150.00	\$ 67,500.00	\$ 160.00	\$ 72,000.00	\$ 165.00	\$ 74,250.00
One (1) - Men's Locker Room	450	sf	\$ 150.00	\$ 67,500.00	\$ 160.00	\$ 72,000.00	\$ 165.00	\$ 74,250.00
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>3,162</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 474,300.00</b>	<b>Total - Mid</b>	<b>\$ 505,920.00</b>	<b>Total - High</b>	<b>\$ 521,730.00</b>
<b>Total Required Program and Services SF</b>	<b>29,034</b>	<b>sf</b>						
<b>Misc. Support Area - Estimates</b>								
Mechanical, Electrical, Storage - 10% P&S	2,128	sf	\$ 110.00	\$ 234,124.00	\$ 115.00	\$ 244,766.00	\$ 120.00	\$ 255,408.00
Common Area - Stairs / Circulation - 15% P&S	3,193	sf	\$ 110.00	\$ 351,186.00	\$ 115.00	\$ 367,149.00	\$ 120.00	\$ 383,112.00
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>5,322</b>	<b>sf</b>	<b>Total -Low</b>	<b>\$ 685,310.00</b>	<b>Total - Mid</b>	<b>\$ 711,915.00</b>	<b>Total - High</b>	<b>\$ 738,520.00</b>
<b>Total Building Cost</b>	<b>34,356</b>	<b>sf</b>	<b>Bldg Total - Low</b>	<b>\$ 5,437,510.00</b>	<b>Bldg Total - Mid</b>	<b>\$ 5,565,035.00</b>	<b>Bldg Total - High</b>	<b>\$ 5,642,100.00</b>
<b>Soft Costs of Construction</b>			<b>Soft Costs - Low</b>	<b>\$ 543,751.00</b>	<b>Soft Costs - Mid</b>	<b>\$ 556,503.50</b>	<b>Soft Costs - High</b>	<b>\$ 564,210.00</b>
<b>Total Construction Cost</b>			<b>Total - Low</b>	<b>\$ 5,981,261.00</b>	<b>Total - Mid</b>	<b>\$ 6,121,538.50</b>	<b>Total - High</b>	<b>\$ 6,206,310.00</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	7.1%
Permits and Extensions					\$30,000	4.3%
Presentation Materials	Renderings, Etc.				\$20,000	2.8%
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				\$74,714	10.6%
Pre-Funded Operational Account					\$142,770	20.3%
Pre-Opening Staff Budget	Staffing Cost Pre-Grand Opening				\$322,578	45.8%
Cost of Issuance/Financing					TBD	0.0%
Working Capital Reserve					TBD	0.0%
<b>Contingency</b>				10.00%	\$64,006	9.1%
<b>Soft Cost Total</b>					<b>\$704,068</b>	<b>100.0%</b>
<b>Total Construction Costs - Soft Cost Operations</b>					<b>\$704,068</b>	<b>100.0%</b>

## Total Revenue & Expenses

	Year 1	Year 2	Year 3	Year 4	Year 5
Memberships	\$209,108	\$296,116	\$326,129	\$335,574	\$362,581
Fitness & Training	\$36,554	\$38,382	\$42,316	\$43,585	\$47,137
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
Flowrider	\$252,802	\$257,797	\$275,938	\$281,197	\$296,650
Special Events	\$20,050	\$22,055	\$25,474	\$26,747	\$29,489
Facility Rentals	\$68,805	\$68,805	\$75,686	\$75,686	\$79,470
Secondary Revenue	\$30,000	\$50,000	\$52,500	\$55,125	\$57,881
Food & Beverage	\$42,545	\$44,672	\$46,905	\$49,251	\$51,713
<b>Total Revenue</b>	<b>\$937,791</b>	<b>\$1,089,431</b>	<b>\$1,210,446</b>	<b>\$1,256,038</b>	<b>\$1,346,165</b>
<b>Expenses</b>					
Memberships	\$124,638	\$149,188	\$161,769	\$171,121	\$184,360
Fitness & Training	\$17,133	\$17,990	\$19,834	\$20,429	\$22,094
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
Flowrider	\$117,249	\$119,439	\$127,715	\$130,021	\$137,169
Special Events	\$11,258	\$12,383	\$14,303	\$15,018	\$16,557
Facility Rentals	\$3,440	\$3,440	\$3,784	\$3,784	\$3,973
Secondary Revenue	\$4,500	\$7,500	\$7,875	\$8,269	\$8,682
Food & Beverage	\$27,299	\$28,664	\$30,098	\$31,602	\$33,183
<b>Total Cost of Goods Sold</b>	<b>\$401,503</b>	<b>\$445,612</b>	<b>\$489,528</b>	<b>\$511,597</b>	<b>\$547,742</b>
<b>Gross Margin</b>	<b>\$536,288</b>	<b>\$643,820</b>	<b>\$720,919</b>	<b>\$744,441</b>	<b>\$798,424</b>
<i>% of Revenue</i>	57%	59%	60%	59%	59%
Facility Expenses	\$170,301	\$172,760	\$177,943	\$183,281	\$188,779
Operating Expense	\$189,758	\$161,209	\$169,578	\$175,037	\$182,386
Management Payroll	\$318,000	\$330,720	\$343,949	\$357,707	\$372,015
Payroll Taxes/Benefits/Bonus	\$178,562	\$190,820	\$203,066	\$210,473	\$221,325
<b>Total Operating Expenses</b>	<b>\$856,621</b>	<b>\$855,509</b>	<b>\$894,536</b>	<b>\$926,497</b>	<b>\$964,505</b>
<b>EBITDA</b>	<b>(\$320,333)</b>	<b>(\$211,689)</b>	<b>(\$173,617)</b>	<b>(\$182,057)</b>	<b>(\$166,082)</b>
<i>% of Revenue</i>	-34%	-19%	-14%	-14%	-12%
<i>Debt Service</i>	\$0	\$0	\$0	\$0	\$0
<b>Total Net Income</b>	<b>(\$320,333)</b>	<b>(\$211,689)</b>	<b>(\$173,617)</b>	<b>(\$182,057)</b>	<b>(\$166,082)</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		\$22,331	\$23,001	\$23,691	\$24,401	\$25,133
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		\$11,062	\$11,394	\$11,735	\$12,087	\$12,450
Maint. & Repairs - Flowrider		\$16,500	\$16,995	\$17,505	\$18,030	\$18,571
Flowrider Chemicals		\$13,063	\$13,454	\$13,858	\$14,274	\$14,702
Utility Expense - Dry Areas		\$36,346	\$37,436	\$38,559	\$39,716	\$40,907
Utility Expense - Flowrider		\$55,000	\$56,650	\$58,350	\$60,100	\$61,903
<b>Total Facility Expense</b>		<b>\$170,301</b>	<b>\$172,760</b>	<b>\$177,943</b>	<b>\$183,281</b>	<b>\$188,779</b>

### 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	\$18,756	\$21,789	\$24,209	\$25,121	\$26,923
Communications		\$13,742	\$14,154	\$14,579	\$15,016	\$15,467
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		\$56,267	\$21,789	\$24,209	\$25,121	\$26,923
Insurance		\$64,000	\$65,920	\$67,898	\$69,935	\$72,033
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		\$3,193	\$3,288	\$3,387	\$3,489	\$3,593
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>\$189,758</b>	<b>\$161,209</b>	<b>\$169,578</b>	<b>\$175,037</b>	<b>\$182,386</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	\$5,228	\$20,911	\$29,612	\$32,613	\$33,557	\$36,258
Director	Flowrider Management Allotment	3 months prior	\$6,320	\$25,280	\$25,780	\$27,594	\$28,120	\$29,665
<b>Subtotal Program Management</b>			<b>\$11,548</b>	<b>\$46,191</b>	<b>\$55,391</b>	<b>\$60,207</b>	<b>\$61,677</b>	<b>\$65,923</b>
Staff	Membership Staff	1 month prior	\$1,307	\$15,683	\$22,209	\$24,460	\$25,168	\$27,194
Staff	Court Rental Staff	1 month prior	\$42	\$505	\$556	\$613	\$613	\$643
Staff	Flowrider Staff	1 month prior	\$5,267	\$63,200	\$64,449	\$68,985	\$70,299	\$74,163
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	\$287	\$3,440	\$3,440	\$3,784	\$3,784	\$3,973
Staff	Concessions Staff	1 month prior	\$739	\$8,863	\$9,307	\$9,772	\$10,261	\$10,774
Staff	Maintenance Staff	1 month prior	\$1,861	\$22,331	\$23,001	\$23,691	\$24,401	\$25,133
<b>Subtotal Sport Admin Staff</b>			<b>\$14,742</b>	<b>\$176,906</b>	<b>\$192,132</b>	<b>\$211,196</b>	<b>\$218,413</b>	<b>\$232,744</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		\$16,402	\$17,222	\$18,987	\$19,557	\$21,151
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
Instructors	Flowrider Instructors	Per Diem		\$3,744	\$3,763	\$3,971	\$3,990	\$4,211
<b>Subtotal Instructors (COGS)</b>				<b>\$110,772</b>	<b>\$121,094</b>	<b>\$131,540</b>	<b>\$140,420</b>	<b>\$151,249</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>\$242,540</b>	<b>\$661,309</b>	<b>\$710,496</b>	<b>\$759,524</b>	<b>\$792,015</b>
	Payroll Services			\$7,276	\$16,233	\$17,347	\$18,461	\$19,134
	Payroll Taxes/Benefits	30% of Payroll		\$72,762	\$162,329	\$173,473	\$184,605	\$191,339
<b>Payroll Taxes/Benefits/Bonus Totals</b>				<b>\$80,038</b>	<b>\$178,562</b>	<b>\$190,820</b>	<b>\$203,066</b>	<b>\$210,473</b>
<b>Total Payroll</b>				<b>\$839,871</b>	<b>\$901,317</b>	<b>\$962,590</b>	<b>\$1,002,488</b>	<b>\$1,057,669</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	43	45	48	49	50	12	\$5,160	\$7,604	\$8,383	\$8,634	\$9,338
Adult (19+)	\$/Month	\$28	\$28	\$29	\$29	\$31	445	468	491	506	521	12	\$106,631	\$157,140	\$173,247	\$178,444	\$192,988
Senior (60+)	\$/Month	\$14	\$14	\$15	\$15	\$15	79	83	87	90	92	12	\$9,459	\$13,940	\$15,369	\$15,830	\$17,120
Family	\$/Month	\$56	\$56	\$59	\$59	\$62	151	158	166	171	176	12	\$72,234	\$106,450	\$117,361	\$120,882	\$130,733
Enrollment Fee (Youth)	One time fee	\$14	\$14	\$14	\$14	\$14	61	13	14	13	14	1	\$855	\$181	\$190	\$186	\$192
Enrollment Fee (Adult)	One time fee	\$28	\$28	\$28	\$28	\$28	223	134	140	137	142	1	\$6,236	\$3,741	\$3,929	\$3,850	\$3,965
Enrollment Fee (Family)	One time fee	\$56	\$56	\$56	\$56	\$56	75	45	48	47	48	1	\$4,224	\$2,535	\$2,661	\$2,608	\$2,686
Guest Pass	\$/Day	\$5	\$5	\$5	\$5	\$6	72	75	79	82	84	12	\$4,310	\$4,526	\$4,990	\$5,140	\$5,558
Scholarship (Reduction of Revenue)													\$0	\$0	\$0	\$0	\$0
	<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>\$209,108</b>	<b>\$296,116</b>	<b>\$326,129</b>	<b>\$335,574</b>	<b>\$362,581</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											\$20,911	\$29,612	\$32,613	\$33,557	\$36,258	
Fitness Floor Staff	7.5% Gross Revenue											\$15,683	\$22,209	\$24,460	\$25,168	\$27,194	
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											\$1,935	\$2,851	\$3,144	\$3,238	\$3,502	
Membership Cards	\$1 per New Member											\$359	\$192	\$201	\$197	\$203	
	<b>Area Expense</b>											<b>\$124,638</b>	<b>\$149,188</b>	<b>\$161,769</b>	<b>\$171,121</b>	<b>\$184,360</b>	
	<b>Net Revenue</b>											<b>\$84,470</b>	<b>\$146,928</b>	<b>\$164,360</b>	<b>\$164,453</b>	<b>\$178,221</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**

**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

**Fitness & Training Revenue & Expenses**

Revenue	Mgmt. Assump.	Price per Sale					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						
Personal Training - 1/2 Hour	\$/Session *1	\$40	\$40	\$42	\$42	\$44	36	38	40	41	42	12	\$17,217	\$18,078	\$19,931	\$20,528.91	\$22,202
Personal Training - Full Hour	\$/Session *1	\$55	\$55	\$58	\$58	\$61	18	19	20	20	21	12	\$11,837	\$12,429	\$13,703	\$14,113.62	\$15,264
Premium Group Exercise Class	\$/Session	\$10	\$10	\$11	\$11	\$11	15	16	17	17	18	50	\$7,500	\$7,875	\$8,682	\$8,942.65	\$9,671
Non-capacity growth rate			1.00	1.05	1.00	1.05		1.05	1.05	1.03	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>\$36,554</b>	<b>\$38,382</b>	<b>\$42,316</b>	<b>\$43,585</b>	<b>\$47,137</b>	
Expense	Mgmt. Assump.											Year 1	Year 2	Year 3	Year 4	Year 5	
Fitness & Training Instructors	50% Personal Training, 25% Group Exercise											\$16,402	\$17,222	\$18,987	\$19,557	\$21,151	
Equipment and Supplies	2% Gross Revenue											\$731	\$768	\$846	\$872	\$943	
<b>Area Expense</b>												<b>\$17,133</b>	<b>\$17,990</b>	<b>\$19,834</b>	<b>\$20,429</b>	<b>\$22,094</b>	
<b>Net Revenue</b>												<b>\$19,421</b>	<b>\$20,392</b>	<b>\$22,482</b>	<b>\$23,157</b>	<b>\$25,044</b>	

**Pricing Notes**

\*1 Anytime Fitness  
\$150/6 sessions - 30 min. each

24-Hour Fitness  
\$215/5 sessions - 30 min.  
\$380/5 sessions - 60 min.

Zoo Health Club

### 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	4	\$887	\$1,046	\$1,300	\$1,419	\$1,555
Instructional Camps	\$/Week (full days)		\$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	*2	\$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	1.05		1.18	1.13	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>\$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/TBVA 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>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.	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>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>	

DRAFT

**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

### Flowrider 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>Passes</b>																	
Public Session	\$/hr	\$20	\$20	\$21	\$21	\$22	8,087	8,127	8,168	8,209	8,250	1	\$161,740	\$162,549	\$171,530	\$172,387	\$181,912
Season Pass	\$/season	\$400	\$400	\$420	\$420	\$441	37	38	38	38	38	1	\$14,976	\$15,051	\$15,882	\$15,962	\$16,844
Private Session	\$/session	\$500	\$500	\$525	\$525	\$551	8	8	8	8	8	12	\$48,000	\$48,240	\$50,905	\$51,160	\$53,986
<b>Classes</b>																	
Flowrider Lessons	\$/class	\$25	\$25	\$26	\$26	\$28	180	181	182	182	183	1	\$4,493	\$4,515	\$4,765	\$4,789	\$5,053
Flowrider Camp	\$/week	\$350	\$350	\$368	\$368	\$386	15	15	15	15	15	2	\$10,483	\$10,536	\$11,118	\$11,173	\$11,791
<b>Competition</b>																	
League	\$/Team	\$250	\$250	\$263	\$263	\$276	6	6	6	6	6	6	\$9,360	\$9,407	\$9,926	\$9,976	\$10,527
Events	\$/Event	\$3,750	\$3,750	\$3,938	\$3,938	\$4,134	1	2	3	4	4	1	\$3,750	\$7,500	\$11,813	\$15,750	\$16,538
<b>Non-capacity growth rate</b>			1.00	1.05	1.00	1.05		1.01	1.01	1.01	1.01						
<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>\$252,802</b>	<b>\$257,797</b>	<b>\$275,938</b>	<b>\$281,197</b>	<b>\$296,650</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>
Flowrider Management	10% Gross Revenue												\$25,280	\$25,780	\$27,594	\$28,120	\$29,665
Flowrider Staff	25% Gross Revenue												\$63,200	\$64,449	\$68,985	\$70,299	\$74,163
Flowrider Instructors	25% Instructional Revenue												\$3,744	\$3,763	\$3,971	\$3,990	\$4,211
Private Session Consumables	10% Private Session Revenue												\$4,800	\$4,824	\$5,091	\$5,116	\$5,399
Maintenance	2% Area Revenue												\$5,056	\$5,156	\$5,519	\$5,624	\$5,933
Equipment and Supplies	6% area revenue												\$15,168	\$15,468	\$16,556	\$16,872	\$17,799
<b>Area Expense</b>												<b>\$117,249</b>	<b>\$119,439</b>	<b>\$127,715</b>	<b>\$130,021</b>	<b>\$137,169</b>	
<b>Net Revenue</b>												<b>\$135,553</b>	<b>\$138,358</b>	<b>\$148,224</b>	<b>\$151,176</b>	<b>\$159,481</b>	
												0.46	0.46	0.46	0.46	0.46	

### 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	\$0	
Youth Programming Staff	40% Gross Revenue											\$57,870	\$63,657	\$73,524	\$77,200	\$83,492	
Equipment & Consumables	10% Gross Revenue											\$14,468	\$15,914	\$18,381	\$19,300	\$20,873	
T-shirts	4.5% Weeklong Camps & After School Revenue											\$6,120	\$6,732	\$7,775	\$8,164	\$8,830	
<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>																	
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	\$85	\$85	\$94	\$94	\$98	260	260	260	260	260	1	\$22,100	\$22,100	\$24,310	\$24,310	\$25,526
Special Events Room	\$/Day	\$700	\$700	\$770	\$770	\$809	12	12	12	12	12	1	\$8,400	\$8,400	\$9,240	\$9,240	\$9,702
Special Events Room	\$/Weekend	\$1,300	\$1,300	\$1,430	\$1,430	\$1,502	4	4	4	4	4	1	\$5,200	\$5,200	\$5,720	\$5,720	\$6,006
Multi-Purpose Room - Small	\$/Hour	\$22	\$22	\$24	\$24	\$25	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Multi-Purpose Room - Medium	\$/Hour	\$36	\$36	\$40	\$40	\$42	0	-	-	-	-	1	\$0	\$0	\$0	\$0	\$0
Catering Kitchen	\$/Hour	\$25	\$25	\$28	\$28	\$29	86	86	86	86	86	1	\$2,145	\$2,145	\$2,360	\$2,360	\$2,477
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>\$68,805</b>	<b>\$68,805</b>	<b>\$75,686</b>	<b>\$75,686</b>	<b>\$79,470</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												\$3,440	\$3,440	\$3,784	\$3,784	\$3,973
<b>Area Expense</b>												<b>\$3,440</b>	<b>\$3,440</b>	<b>\$3,784</b>	<b>\$3,784</b>	<b>\$3,973</b>	
<b>Net Revenue</b>												<b>\$65,365</b>	<b>\$65,365</b>	<b>\$71,901</b>	<b>\$71,901</b>	<b>\$75,496</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			\$35,454	\$37,226	\$39,088	\$41,042	\$43,094
Vending Income	20% Concession sales		\$7,091	\$7,445	\$7,818	\$8,208	\$8,619
<b>Area Revenue</b>			<b>\$42,545</b>	<b>\$44,672</b>	<b>\$46,905</b>	<b>\$49,251</b>	<b>\$51,713</b>
Expense		Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Food	35% COGS		\$14,891	\$15,635	\$16,417	\$17,238	\$18,100
Concessions Non-food	10% Concession Sales		\$3,545	\$3,723	\$3,909	\$4,104	\$4,309
Concessions Wages	25% Concession Sales		\$8,863	\$9,307	\$9,772	\$10,261	\$10,774
<b>Area Expense</b>			<b>\$27,299</b>	<b>\$28,664</b>	<b>\$30,098</b>	<b>\$31,602</b>	<b>\$33,183</b>
<b>Net Revenue</b>			<b>\$15,245</b>	<b>\$16,007</b>	<b>\$16,808</b>	<b>\$17,648</b>	<b>\$18,531</b>