

ESTIMATED OPERATING EXPENSES:

Option 1 (2 Wood Gymnasiums)

Facility/Use	Cost Breakdown	Estimated Monthly Expenses	Estimated Yearly Expenses
Utility & General Expenses			
Public Utilities			\$12,000.00
Insurance Cost (building, programs, Wrk's comp)	Quote from Brown & Brown		\$15,000.00
Maintenance/Repair/Operating Supplies	first year should be low		\$10,000.00
Software Annual Fee (already paying now)			\$4,000.00
Program Supplies/Sport Equipment Replacement			\$10,000.00
*average of 4 Comm. Center Maintenance/Repair/Supply/Utilit. ranged from \$60,000.00- \$262,000.00			\$133,587.50
			\$51,000.00
Gymnasium & Facility Expenses			
Wood Court Resurfacing (every 8-10 years) 2 courts	N/A the 1st year	\$3/sq. ft= \$14,100= \$28,200/10	\$2,820.00
Wood Recoating of floor (bi-annually)	N/A the 1st year	\$0.75/sq. ft= \$3,525.00/2	\$1,762.00
Multi-Purpose Flooring Maintenance	included in Maint./Repair		
Fitness Equipment Maintenance (purchasd with a 3 yr war.)			\$10,000.00
*if purchased could be \$40,000 for 3 years	\$40,000		
			\$14,582.00
Staff Wages- 2 Full Time			
Director- salary range (1/2 from Center, 1/2 from General Fund)		\$65,000.00- \$100,000.00	\$65,000.00
Program & Administrative Coordinator (works front desk too)		\$30,000.00- \$40,000.00	\$35,000.00
Part-Time Under 1,000/yr			
Desk/Event Staff (rotate 10-15, under 1,000hrs)	\$9/hr, 3 ple/day, 7days/wk	95hrs/wk, 4,940 hrs/yr x \$9/hr	\$45,000.00
2 Part-Time Custodial/Maintenance Staff (5hr shifts, 5 days/wk)	\$12-14/hr , 1,000hrs each/yr	(Montg. 3rd Party \$60,000)	\$24,000.00
Summer Camp Staff (parks and sports camps)	Bethlehem		\$20,000.00
<i>* Instructors can be on 50/50 split- Indep. Contractors</i>			
Internships/Volunteers SCSEP- Senior Comm. Service Empl. Program			
Staffing Expenses: FICA, Workers Comp, Pension, 457 Match, Life, Disability, Unemp Tax, Major Medical/Vision/Dental			
Director			\$49,347.00
Program & Administrative Coordinator			\$22,840.00
Part-Time Custodial/Maintenance	FICA, Wrkrs Comp, Unemp.		\$1,730.00
Part-Time Desk Staff			\$1,388.00
			\$264,305.00
Miscellaneous			
Facility Advertising			\$20,000.00
<i>*could go down a bit after initial purchases</i>			
TOTAL	\$40,000.00		\$349,887.00

ESTIMATED OPERATING REVENUE:

Facility	Revenue Type/Breakdown	Revenue Breakdown	Notes	Estimated Yearly Revenue
Memberships	day passes 13.9%, month 17%, yr. mem. 68%	Goal based on Montgomery	very reasonable goal	\$250,000.00
Concession/Vending	vending machines, concession stand			\$8,000.00
2 Multitpurpose Room- Event Rental	2 rooms rented just under 1 day/week	\$250/4hr	low estimate	\$20,000.00
2 Multitpurpose Room- Classes, programs	\$10/class, 15 ple/class, 14 classes/wk			\$25,200.00
Gymnasium Rental	1 hr- Full court or half, peak & off peak SPYA pays \$60/hr- can have a dedicated Bball Court, only half days wknds for open gym	\$60,\$65/hr or \$30,\$35/hr	Low estimate Could be \$120,960.00	\$100,000.00
Gym Rental- Tournament/Events/shows	sport tourn., shows, events, markets	\$60/hr, 16hrs (2 days), Tarping fee, 10/yr	\$960/tourn. Maybe 10/yr \$15,360	\$10,000.00
Fitness Training	\$25/hr, \$20 for 30 min.		8 per month= \$125	\$1,000.00
Basketball League fees (\$500/team Forks)	3 seasons, \$260/team, play 2x's/wk	\$260 x 8 teams (3x's)= \$2,080.00/season		\$5,000.00
Volleyball League Fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 8 teams (3x's)= \$2,080.00/season		\$5,000.00
Summer Plaground Program (at parks)	\$150 for 7 weeks per kid (at least)	10 kids/week at 3 locations		\$4,500.00
Summer Activity Camps (in Rec Center)	\$150 for 7 weeks per kid	10 kids/group, 4 groups	(Could do a full day price too)	\$6,000.00
Silver sneakers	adult fitness programming,		most centers	\$20,000.00
Possible Revenues:				
Sponsor Banners- 2 gyms	\$400.00 at least/banner, annually	as many as can fit- reasonable goal		\$100,000.00
<i>*Banners should</i>				
Discover Lehigh Valley- Places tournaments	could refer tournaments to our facilitiy			
Capital Sponsors				
Electric Signage Rental				
Sponsors on website (Hanover)				
Friends Donations for Programming & Parks			\$10,000.00	
TOTAL				\$554,700.00

*Revenue Research on next Tab

ESTIMATED OPERATING EXPENSES:

Option 2 (3 Gymnasiums)

Facility/Use	Cost breakdown	Estimated Monthly Expenses	Estimated Yearly Expenses
Utility & General Expenses			
Public Utilities	Bethlehem (2gyms, 2 pools)	is \$12,000.00	\$12,000.00
Insurance Cost (building, programs, Wrk's comp)		Quote from Brown & Brown	\$15,000.00
Maintenance/Repair/Operating Supplies		first year should be low	\$10,000.00
Software Annual Fee (already paying now)			\$4,000.00
Program Supplies/Sport Equipment Replacement			\$12,000.00
*average of 4 Comm. Center Maintenance/Repair/Supply/Utilit. ranged from \$60,000.00- \$262,000.00		\$133,587.50	
			\$53,000.00
Gymnasium & Facility Expenses			
Wood Court Resurfacing (8-10 years) 3 courts	N/A the 1st year	\$3/sq. ft= \$14,100= \$42,300/10	\$4,230.00
Wood Recoating of floor (every other year)	N/A the 1st year	\$0.75/sq. ft= \$5,287.5/2	\$2,643.75
Multi-Purpose Flooring Maintenance	low-maintenance floor		\$10,000.00
Fitness Equipment Maintenance (purchasd with a 3 yr war.)			\$10,000.00
*if purchased could be \$40,000 for 3 years		\$40,000	
			\$16,873.75
Staff Wages- 2 Full Time			
Director- salary range (1/2 from Center, 1/2 from General Fund)		\$70,000.00- \$100,000.00	\$70,000.00
Program & Administrative Coordinator (works front desk too)		\$30,000.00- \$40,000.00	\$35,000.00
Part-Time Under 1,000/yr			
Desk/Event Staff (rotate 10-15, under 1,000hrs)	\$9/hr, 3 ple/day, 7days/wk	95hrs/wk, 4,940 hrs/yr x \$9/hr	\$45,000.00
2 Part-Time Custodial/Maintenance Staff (5hr shifts, 5 days/wk)	\$12-14/hr , 1,000hrs each/yr	(Montg. 3rd Party \$60,000)	\$24,000.00
Summer Camp Staff (parks and sports camps)	Bethlehem		\$20,000.00
* Instructors can be on 50/50 split- Indep. Contractors			
Internships/Volunteers			
SCSEP- Senior Comm. Service Empl. Program			

ESTIMATED OPERATING REVENUE:

Facility	Revenue Type/Breakdown	Revenue Breakdown	Revenue Breakdown	Estimated Yearly Revenue
Memberships (goal of Montgomery)	family, indiv, jr, sr- res/non-res rates	\$28/month goal 654 reg. mem. 1st yr	\$18,334.00/month	\$220,000.00
Concession/Vending	vending machines, concession stand			\$13,000.00 (yr 1)
Multipurpose Room- Event Rental	2 rooms available (can add time on)	\$275/4hr at 90/year	\$2062.50/month	\$24,750.00
Multipurpose Room- Workout Classes	\$10/class, 15 ple/class, 14 classes/wk	50/50 split w/ instructor	\$1,050.00/month	\$12,600.00
Gynasium Rental	1 hr- Full court or half, peak & off peak	\$60 or \$65/hr, \$30 or \$35/hr	42 hrs/week= \$10,080/month	\$120,960.00
	SPYA pays \$60/hr- can have a dedicated Bball Court, only half days wknds, 2nd court for open gym or leagues			
Turf Rental	poss. full ct \$155/hr, half court \$80/hr	36 hours/wk @ \$100/hour	\$14,400/month	\$172,800.00
	SPYA pays \$100/hr. - can have sport flooring dedicated to turf more, full days on wkds			
Tournament Rental	wrestling, karate, bball, volleyball			
Fitness Training	\$25/hr, \$20 for 30 min.		10 per month= \$125	\$1,250.00
Basketball League fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 8 teams (3x's)	\$2,080.00/season	\$6,240.00
Volleyball League Fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 8 teams (3x's)	\$2,080.00/season	\$6,240.00
Summer Plaground Program (at parks)	\$150 for 7 weeks per kid (at least)	10 kids/week at 3 locations		\$4,500.00
Summer Activity Camps (in Rec Center)	\$160 for 7 weeks per kid	10 kids/group, 5 groups	(Could do a full day price too)	\$8,000.00
Silver sneakers	adult fitness programming		Montgomery	\$20,000.00
Sponsor Banners- 3 gyms	\$400.00/single banner/year	can fit many- 10 /court= 30 banners		\$120,000.00
Capital Sponsors				
Electric Signage Rental				
Sponsors on website (Hanover)				
				*3rd gym allows for more tournaments & programming
				*Purchase of turff surfacce largely impacts revenue

ESTIMATED OPERATING EXPENSES:

Option 3 (3 Gyms, 1 Pool- indoor or outdoor)

Facility/Use	Cost breakdown		
Utility & General Expenses	Montg. is \$80,000- very ineffecient design. NOTE: Bethlehem has 2 pools		
Public Utilities	Bethlehem (2gyms, 2 pools)	is \$12,000.00	\$15,000.00
Insurance Cost (building, programs, Wrk's comp)		Quote from Brown & Brown	\$15,000.00
Maintenance/Repair/Opoperating Supplies		first year should be low	\$12,000.00
Software Annual Fee (already paying now)			\$4,000.00
Program Supplies/Sport Equipment Replacement			\$15,000.00
*average of 4 Comm. Center Maintenance/Repair/Supply/Utilit. ranged from \$60,000.00- \$262,000.00			\$133,587.50
			\$61,000.00
Gymnasium & Facility Expenses	94ft long x54 ft wide- 4,700 sq. ft		
Wood Court Resurfacing (8-10 years) 3 courts	N/A the 1st year	\$3/sq. ft= \$14,100/= \$42,300/10	\$4,230.00
Wood Recoating of floor bi-annually	N/A the 1st year	\$0.75/sq. ft= \$5,287.5/2	\$2,643.75
Multi-Purpose Flooring Maintenance	low-maintenance floor		
Pool Maintenance	low 1st yr.	\$2,000.00-\$25,000.00 (several fac.)	\$11,500.00
Fitness Equipment Maintenance (purchasd with a 3 yr war.)			\$10,000.00
*if purchased could be \$40,000 for 3 years		\$40,000	
			\$28,373.75
Staff Wages			
Director- salary range (1/2 from Center, 1/2 from General Fund)		\$70,000.00- \$100,000.00	\$75,000.00
Program & Administrative Coordinator (works front desk too)		\$35,000.00- \$40,000.00	\$35,000.00
Aquatics Coordinator		\$35,000.00- \$40,000.00	\$35,000.00
Possible- Receptionist/Administrative Assistant			\$30,000.00
Part-Time (Under 1,000/yr)			
Desk/Event Staff (rotate 10-15, under 1,000hrs)	\$9/hr, 3 ple/day, 7days/wk	95hrs/wk, 4,940 hrs/yr x \$9/hr	\$45,000.00
2 Part-Time Custodial/Maintenance Staff (5hr shifts, 5 days/wk)	\$12-14/hr , 1,000hrs each/yr	(Montg. 3rd Party \$60,000)	\$48,000.00
Part-Time Desk/Event Staff/Lifeguards (20-30)	\$10-\$12/hr		\$100,000.00
Summer Camp Staff (parks and sports camps)	Bethlehem		\$20,000.00
* Instructors can be on 50/50 split- Indep. Contractors			
Internships/Volunteers			

ESTIMATED OPERATING REVENUE:

Facility	Revenue Type/Breakdown	Revenue Breakdown	Revenue Breakdown	Estimated Yearly Revenue
Memberships (goal of Montgomery)	family, Indiv, jr, sr- res/non-res rates	\$35/month goal 714 reg. mem. 1st yr.	\$25,000.00/month	\$300,000.00
		Charge more for pool, can separate pool membership as well		
Concession/Vending	vending machines, concession stand			\$18,000.00 (yr 1)
2 Multipurpose Room- Event Rental	2 rooms & pool available (can add time on)	\$300/4hr at 90/year	\$2,250.00/month	\$27,000.00
2 Multipurpose Room- Workout Classes	\$10/class, 15 ple/class, 14 classes/wk	50/50 split w/ Instructor	\$1,050.00/month	\$12,600.00
Gynasium Rental	1 hr- Full court or half, peak & off peak	\$60 or \$65/hr, \$30 or \$35/hr	42 hrs/week= \$10,080/month	\$120,960.00
	SPYA pays \$60/hr- can have a dedicated Bball Court, only half days wknds, 2nd court for open gym or leagues			
Turf Rental	poss. full ct \$155/hr, half court \$80/hr	36 hours/wk @ \$100/hour	\$14,400/month	\$172,800.00
	SPYA pays \$100/hr. - can have sport flooring dedicated to turf more, full days on wkds			
Tournament Rental	wrestling, karate, bball, volleyball			
Fitness Training	\$25/hr, \$20 for 30 min.		15 per month= \$125	\$1,875.00
Basketball League fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Volleyball League Fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Summer Plaground Program (at parks)	\$150 for 7 weeks per kid (at least)	10 kids/week at 3 locations		\$4,500.00
Summer Activity Camps (in Rec Center)	\$170 for 7 weeks per kid (at least)	10 kids/week, 5 groups		\$8,500.00
Sponsor Banners- 3 gyms	\$400.00/single banner/year	can fit many- 10/court? 30		\$120,000.00
Silver sneakers	adult fitness programming		Montgomery	\$20,000.00
YEAR- LONG AQUATIC PROGRAMMING (Indoors)				
Aquatic Programs- full range of classes	\$10/class, 6 wk sessions, 8 sessions/yr	\$480/year x 6 ppl/class= \$2,800	5 diff. classes \$2,800/class/yr	\$14,400.00
Pool rental rate	rental by outside groups	\$55/hour		
Swimm Meets/Tournaments	\$55/hour	2 day Tourn- maybe 16 hours	\$880 per tourn.- maybe 5/yr	\$4,400.00
CPR/First Aid/Lifeguard Certification Site	\$250/person, 6 per class	offered seasonally- 4/year		\$6,000.00
Aquatic Workout Classes	mem/non mem. Pricing, group rates...	\$6/class,15 ppl/class, 1x a week	almost all year- only 1 tyoe of class	\$4,500.00
Swim Team	\$15/class, 2x/week for 12 wks= \$360	8ppl/class, 12/wks= \$2,880	3 session/year	\$8,640.00
Pool Party Rentals	\$175/2hrs, add time on for more \$	Day and evening party prices	say 2 parties/month	\$4,200.00
Sponsor Banners- 3 gyms & Pool area	\$400.00/single banner/year	maybe 6 in pool		\$2,400.00
Capital Sponsors				
Electric Signage Rental				
Sponsors on website (Hanover)				
TOTAL				\$848,375.00

ESTIMATED OPERATING EXPENSES:

Option 3 (3 Gyms, 1 Pool- indoor or outdoor)

Facility/Use	Cost breakdown		
Utility & General Expenses	Montg. is \$80,000- very ineffecient design. NOTE: Bethlehem has 2 pools		
Public Utilities	Bethlehem (2gyms, 2 pools)	is \$12,000.00	\$12,000.00
Insurance Cost (building, programs, Wrk's comp)		Quote from Brown & Brown	\$15,000.00
Maintenance/Repair/Opperating Supplies		first year should be low	\$12,000.00
Software Annual Fee (already paying now)			\$4,000.00
Program Supplies/Sport Equipment Replacement			\$15,000.00
*average of 4 Comm. Center Maintenance/Repair/Supply/Utilit. ranged from \$60,000.00- \$262,000.00			\$133,587.50
			\$58,000.00
Gymnasium & Facility Expenses	94ft long x54 ft wide- 4,700 sq. ft		
Wood Court Resurfacing (8-10 years) 3 courts	N/A the 1st year	\$3/sq. ft= \$14,100= \$42,300/10	\$4,230.00
Wood Recoating of floor bi-annually	N/A the 1st year	\$0.75/sq. ft= \$5,287.5/2	\$2,643.75
Multi-Purpose Flooring Maintenance	low-maintenance floor		
Pool Maintenance	low 1st yr.	Bethlehem	\$11,500.00
Fitness Equipment Maintenance (purchasd with a 3 yr war.)		\$2,000.00-\$25,000.00 (several fac.)	\$10,000.00
*if purchased could be \$40,000 for 3 years			
			\$28,373.75
Staffing Expenses			
Director	\$70,000.00- \$100,000.00		\$75,000.00
Program & Administrative Coordinator (including seasonal aquatic programs)			\$40,000.00
Possible- Receptionist/Administrative Assistant			\$30,000.00
Part-Time (Under 1,000/yr)			
Desk/Event Staff (rotate 10-15, under 1,000hrs)	\$9/hr, 3 ple/day, 7days/wk	95hrs/wk, 4,940 hrs/yr x \$9/hr	\$45,000.00
2 Part-Time Custodial/Maintenance Staff (5hr shifts, 5 days/wk)	\$12/hr , 1,000hrs each/yr		\$48,000.00
Part-Time Desk/Event Staff/Lifeguards (20-30)	\$9/hr	20 x \$1,760 = \$35,200	\$35,200.00
Summer Camp Staff (parks and sports camps)	Bethlehem		\$20,000.00
* Instructors can be on 50/50 split- Indep. Contractors			
Internships/Volunteers			
SCSEP- Senior Comm. Service Empl. Program			
Staffing Expenses: FICA, Workers Comp, Pension, 457 Match, Life, Disability, Unemp Tax, Major Medical/Vision/Dental			
Director			\$50,660.00
Program & Administrative Coordinator (Seasonal Aquatic Programs included)			\$24,153.00
Part-Time Custodial/Maintenance	FICA, Wrkrs Comp, Unemp.	2 x \$1,760 =	\$3,520.00
Part-Time Desk Staff & Lifeguards		20 x \$1,760 = \$35,200	\$35,200.00
			\$406,733.00
Miscellaneous			
Facility Advertising			\$20,000.00
TOTAL	\$40,000.00		\$513,106.75

ESTIMATED OPERATING REVENUE:

Facility	Revenue Type/Breakdown	Revenue Breakdown	Revenue Breakdown	Estimated Yearly Revenue
Memberships (goal of Montgomery)	family, indiv, jr, sr- res/non-res rates	\$35/month goal 714 reg. mem. 1st yr.	\$25,000.00/month	\$300,000.00
Concession/Vending	vending machines, concession stand		Charge more for pool, can separate pool membership as well	\$18,000.00 (yr 1)
2 Multitpurpose Room- Event Rental	2 rooms & pool available (can add time on)	\$300/4hr at 90/year	\$2,250.00/month	\$27,000.00
2 Multitpurpose Room- Workout Classes	\$10/class, 15 ple/class, 14 classes/wk	50/50 split w/ Instructor	\$1,050.00/month	\$12,600.00
Gynasium Rental	1 hr- Full court or half, peak & off peak	\$60 or \$65/hr, \$30 or \$35/hr	42 hrs/week= \$10,080/month	\$120,960.00
	SPYA pays \$60/hr- can have a dedicated Bball Court, only half days wknds, 2nd court for open gym or leagues			
Turf Rental	poss. full ct \$155/hr, half court \$80/hr	36 hours/wk @ \$100/hour	\$14,400/month	\$172,800.00
	SPYA pays \$100/hr. - can have sport flooring dedicated to turf more, full days on wkds			
Tournament Rental	wrestling, karate, bball, volleyball	need \$ amount		
Fitness Training	\$25/hr, \$20 for 30 min.		15 per month= \$125	\$1,875.00
Basketball League fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Volleyball League Fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Summer Plaground Program (at parks)	\$150 for 7 weeks per kid (at least)	10 kids/week at 3 locations		\$4,500.00
Summer Activity Camps (in Rec Center)	\$170 for 7 weeks per kid (at least)	10 kids/week, 5 groups		\$8,500.00
After Care- kids stay after camps, parents work	after full day camp- 4-6pm, 7-9pm	\$5 night per kid- if 20 kids a night	\$500 week x 7 weeks	\$3,500.00
Silver sneakers	adult fitness programming		Montgomery	\$20,000.00
Sponsor Banners- 3 gyms	\$400.00/single banner/year	can fit many- 10 or 15/court?		\$120,000.00
SEASONAL AQUATIC PROGRAMMING (Outdoors)- open wknds only Memorial Day, then full hours when school is out. Closes Labor Day				
Aquatic Programs- full range of classes	\$10/class, 6 wk sess., 6 ppl/class= \$360	3 sess./season= \$1,080, 1 age level	5 age levels= \$5,400/class/season	\$5,400.00
Pool rental rate	rental by outside groups	\$55/hour		
Swimm Meets/Tournaments	\$55/hour	2 day Tourn- maybe 16 hours	\$880 per tourn.- maybe 5/yr	\$4,400.00
CPR/First Aid/Lifeguard Certification Site	\$250/person, 6 per class	offered seasonally- 4/year		\$6,000.00
Aquatic Workout Classes	mem/non mem. Pricing, group rates...	\$6/class,15 ppl/class, 1x a week	5 months, only 1 type of class	\$4,500.00
Swim Team	\$15/class, 2x/week for 10 wks= \$300	8ppl/class, 10/wks= \$2,400	2 sessions/season	\$1,800.00
Pool Party Rentals	\$175/2hrs, add time on for more \$	Day and evening party prices	2 parties/wknd, 5 months	\$7,000.00
Sponsor Banners- Pool area	\$200.00/single banner, 5 months	maybe 3	only hung 5 months/yr	\$600.00
Capital Sponsors				
Electric Signage Rental				
Sponsors on website (Hanover)				
TOTAL				\$837,035.00

ESTIMATED OPERATING EXPENSES:

Option 4 (3 Gyms, 2 Pools- Indoor & Outdoor)

Facility/Use	Cost breakdown		
Utility & General Expenses	Montg. is \$80,000- very inefficient design. NOTE: Bethlehem has 2 pools		
Public Utilities	Bethlehem (2gyms, 2 pools)	is \$12,000.00	\$18,000.00
Insurance Cost (building, programs, Wrk's comp)		Quote from Brown & Brown	\$15,000.00
Maintenance/Repair/Opperating Supplies		first year should be low	\$4,000.00
Software Annual Fee (already paying now)			\$20,000.00
Program Supplies/Sport Equipment Replacement			
*average of 4 Comm. Center Maintenance/Repair/Supply/Utilit. ranged from \$60,000.00- \$262,000.00			\$133,587.50
			\$72,000.00
Gymnasium & Facility Expenses	94ft long x54 ft wide- 4,700 sq. ft		
Wood Court Resurfacing (8-10 years) 3 courts	N/A the 1st year	\$3/sq. ft= \$14,100= \$42,300/10	\$4,230.00
Wood Recoating of floor bi-annually	N/A the 1st year	\$0.75/sq. ft= \$5,287.5/2	\$2,643.75
Multi-Purpose Flooring Maintenance	low-maintenance floor		
Pool Maintenance	low 1st yr.	Bethlehem	\$2,000.00-\$25,000.00
Fitness Equipment Maintenance (purchasd with a 3 yr war.)			\$10,000.00
*if purchased could be \$40,000 for 3 years		\$40,000	
			\$16,873.75
Staffing Expenses			
Director	\$70,000.00- \$100,000.00		\$80,000.00
Program & Administrative Coordinator			\$40,000.00
Aquatics Director or Coordinator		\$45,000.00-\$55,000.00	\$45,000.00
Possible- Receptionist/Administrative Assistant		\$30,000.00	
Part-Time (Under 1,000/yr)			
Desk/Event Staff (rotate 10-15, under 1,000hrs)	\$9/hr, 3 ple/day, 7days/wk	95hrs/wk, 4,940 hrs/yr x \$9/hr	\$45,000.00
3 Part-Time Custodial/Maintenance Staff (5hr shifts, 5 days/wk)	\$12/hr , 1,000hrs each/yr		\$72,000.00
Part-Time Desk/Event Staff/Lifeguards (30)	\$9/hr	30 x \$1,760 = \$52,800	\$52,800.00
Summer Camp Staff (parks and sports camps)	Bethlehem		\$20,000.00
* Instructors can be on 50/50 split- Indep. Contractors			
Internships/Volunteers			
SCSEP- Senior Comm. Service Empl. Program			
Staffing Expenses: FICA, Workers Comp, Pension, 457 Match, Life, Disability, Unemp Tax, Major Medical/Vision/Dental			
Director			\$51,945.00
Program & Administrative Coordinator			\$24,153.00
Aquatics Director or Coordinator		\$35,000.00- \$40,000.00	\$35,000.00
Possible- Receptionist/Administrative Assistant		\$30,000.00	
Part-Time Custodial/Maitenance (3)	FICA, Wrkrs Comp, Unemp.	3 x \$1,760 =	\$3,520.00
Part-Time Desk Staff & Lifeguards (30)		20 x \$1,760 = \$35,200	\$35,200.00
			\$504,618.00
Miscellaneous			
Facility Advertising			\$20,000.00
TOTAL	\$40,000.00		\$613,491.75

ESTIMATED OPERATING REVENUE:

Facility	Revenue Type/Breakdown	Revenue Breakdown	Revenue Breakdown	Estimated Yearly Revenue
Memberships (goal of Montgomery)	family, Indiv, jr, sr- res/non-res rates	\$35/month goal 714 reg. mem. 1st yr.	\$25,000.00/month	\$300,000.00
Concession/Vending	vending machines, concession stand		Charge more for pool, can separate pool membership as well	\$18,000.00 (yr 1)
2 Multipurpose Room- Event Rental	2 rooms & pool available (can add time on)	\$300/4hr at 90/year	\$2,250.00/month	\$27,000.00
2 Multipurpose Room- Workout Classes	\$10/class, 15 ple/class, 14 classes/wk	50/50 split w/ Instructor	\$1,050.00/month	\$12,600.00
Gynasium Rental	1 hr- Full court or half, peak & off peak	\$60 or \$65/hr, \$30 or \$35/hr	42 hrs/week= \$10,080/month	\$120,960.00
	SPYA pays \$60/hr- can have a dedicated Bball Court, only half days wknds, 2nd court for open gym or leagues			
Turf Rental	poss. full ct \$155/hr, half court \$80/hr	36 hours/wk @ \$100/hour	\$14,400/month	\$172,800.00
	SPYA pays \$100/hr. - can have sport flooring dedicated to turf more, full days on wkds			
Tournament Rental	wrestling, karate, bball, volleyball			
Fitness Training	\$25/hr, \$20 for 30 min.		15 per month= \$125	\$1,875.00
Basketball League fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Volleyball League Fees	3 seasons, \$260/team, play 2x's/wk	\$260 x 10 teams (3x's)	\$2,600.00/season	\$7,800.00
Summer Plaground Program (at parks)	\$150 for 7 weeks per kid (at least)	10 kids/week at 3 locations		\$4,500.00
Summer Activity Camps (in Rec Center)	\$170 for 7 weeks per kid (at least)	10 kids/week, 5 groups		\$8,500.00
After Care- kids stay after camps, parents work	after full day camp- 4-6pm, 7-9pm	\$5 night per kid- if 20 kids a night	\$500 week x 7 weeks	\$3,500.00
Sponsor Banners- 3 gyms	\$400.00/single banner/year		can fit many- 10 or 15/court?	\$120,000.00
YEAR- LONG AQUATIC PROGRAMMING (Indoors)				
Aquatic Programs- full range of classes	\$10/class, 6 wk sessions, 8 sessions/yr	\$480/year x 6 ppl/class= \$2,800	5 diff. classes \$2,800/class/yr	\$14,400.00
Pool rental rate	rental by outside groups	\$55/hour		
Swimm Meets/Tournaments	\$55/hour	2 day Tourn- maybe 16 hours	\$880 per tourn.- maybe 5/yr	\$4,400.00
CPR/First Aid/Lifeguard Certification Site	\$250/person, 6 per class	offered seasonally- 4/year		\$6,000.00
Aquatic Workout Classes	mem/non mem. Pricing, group rates...	\$6/class,15 ppl/class, 1x a week	almost all year- only 1 tyoe of class	\$4,500.00
Swim Team	\$15/class, 2x/week for 12 wks= \$360	8ppl/class, 12/wks= \$2,880	3 session/year	\$8,640.00
Pool Party Rentals	\$175/2hrs, add time on for more \$	Day and evening party prices	say 2 parties/month	\$4,200.00
\$400.00/single banner/year	maybe 6 in pool			\$2,400.00
SEASONAL AQUATIC PROGRAMMING (Outdoors)- open wknds only Memorial Day, then full hours when school is out. Closes Labor Day				
Aquatic Programs- full range of classes	\$10/class, 6 wk sess., 6 ppl/class= \$360	3 sess./season= \$1,080, 1 age level	5 age levels= \$5,400/class/season	\$5,400.00
Pool rental rate	rental by outside groups	\$55/hour		
Swimm Meets/Tournaments	\$55/hour	2 day Tourn- maybe 16 hours	\$880 per tourn.- maybe 5/yr	\$4,400.00
CPR/First Aid/Lifeguard Certification Site	\$250/person, 6 per class	offered seasonally- 4/year		\$6,000.00
Aquatic Workout Classes	mem/non mem. Pricing, group rates...	\$6/class,15 ppl/class, 1x a week	5 months, only 1 type of class	\$4,500.00
Swim Team	\$15/class, 2x/week for 10 wks= \$300	8ppl/class, 10/wks= \$2,400	2 sessions/season	\$1,800.00
Pool Party Rentals	\$175/2hrs, add time on for more \$	Day and evening party prices	2 parties/wknd, 5 months	\$7,000.00
Sponsor Banners- Pool area	\$200.00/single banner, 5 months	maybe 3	only hung 5 months/yr	\$600.00
Capital Sponsors				
Electric Signage Rental				
Sponsors on website (Hanover)				
TOTAL				\$879,575.00

PROPOSED FEES	UMT PROPOSED TOP MONTHLY RATE		UMT PROPOSED TOP ANNUAL RATE		HANOVER	FORKS	BETHLEHEM	PALMER	LOWER MAC	MONTGOMERY		
	RESIDENT	NON-RESIDENT	RESIDENT	NON-RESIDENT	Rates & Explanations	Rates & Explanations	Rates & Explanations	Rates & Explanations	Rates & Explanations	Rates & Explanations		
MEMBERSHIP FEES- gymnasium & fitness												
General Membership- all facilities	includes all facilities & basic aerobics othre classes-fees						includes open pool time and basic aerobics pool & other classes- fees					
Single Adult	\$30.00	\$40.00	\$360.00	\$480.00	\$23/\$35	\$278/\$418	\$7/\$11	\$85/\$135	\$27/\$38	\$320/\$455	\$17/\$22	\$200/\$260
Couple (2 people residing together)	\$45.00	\$55.00	\$540.00	\$660.00							\$29/\$40	\$350/\$475
Family (up to 5 people)	\$50.00	\$60.00	\$600.00	\$720.00	\$45/\$65	\$535/\$783	\$13/\$19	\$150/\$230	\$46/\$63	\$550/\$750	\$14.58	\$400/\$525
Senior	\$15.00	\$20.00	\$180.00	\$240.00	\$11/\$16	\$130/\$196	\$5/\$10	\$65/\$115	\$15/\$20	\$174/\$240		\$10/\$14
Junior/Student	\$15.00	\$20.00	\$180.00	\$240.00	\$11/\$16	\$130/\$196	\$5/\$10	\$65/\$115	\$15/\$20	\$174/\$240		\$10/\$14
										Sr. Cple \$325/\$455	\$17/\$23	Sr. Cple \$200/\$275
Fitness Only												
Single Adult					\$7/\$11	\$85/\$132				\$40 fit pass		
Couple (2 people residing together)												
Family (up to 5 people)					\$12/\$19	\$145/\$227				\$50 fit cards		
Senior					\$6/\$9	\$69/\$109						
Junior/Student					\$6/\$9	\$69/\$109						
Other Fees												
Walk-In or Guest Fee (day rate for Gym or Fitness)	\$5.00	\$8.00			\$5/day	\$5/day			\$6 adult & \$5 sr/jr.	\$10 adult & \$7 sr/jr	\$5/day	\$5/day
Aerobic Classes					\$3/class	Vary			Aerobic only Free for mem.	\$5 drop in		
Multipurpose room						\$30-\$45/hour (size)	\$40-\$50/hour (size)		Party Pack. \$175-\$315		\$45/\$55/hour (small)	\$75-\$86/hr res/non
Gym Rental (practice/game)	\$50-\$60/hour					\$35-\$50/hour			\$50-\$90/hour		\$50/hour	\$55-\$70/hr res/non
Gym Rental (event/tournament- may have tarp fee)	\$70/hr					\$60/\$86/hour					\$125/hour	\$300 floor cover fee
Field Rental(league)	\$6.00/field/day					\$7.50/field/day						
Field rental Tournament w/ COI						\$100/\$120 field/day						
Summer Park Camp Programs						\$75-\$175/session						\$140/7 weeks (6 & older)

Membership % Breakdown NOTES: 3 basic Resident memberships- Family, Single, Senior Citizen
2010 Census population info & NRPA 10 minute walk - Number of households, number of families = % of family memberships
Difference is the % of single memberships
number of senior citizens = % of senior citizen memberships

Families 44, 784, Households 67,434 = 66% of membership families
Seniors 65-84 age 22,087= 14.9% of membership
Remaining 19.1% would be Single or Couple= 9.5% each
66% of \$200,000= \$132,000/\$50= 2,640 Families (.05% of families in UMT)
14.9% of \$200,000= \$29,800/\$30= 934 seniors
9.5% of \$200,000= \$19,000/\$15= 1,266 singles, 1266 couple

Juniors of age- 20.1%
Single/Couple- 11.2% split 50/50
Family- 54.4% (66% from above more accurate)
Senior- 4.4%

EXPENSE & REVENUE RESEARCH

TOTOAL Maintenance & Repair & Supplies

Palmer- maintenance & repair, general exp, janitorial	2200	\$58,700.00
operating supplies & equip, office supplies,	2000	
maintenance & repair, equip rental/main.	8000	
Insurance \$18,000	16000	
	12000	
	500	
	<u>\$40,700.00</u>	
Montgomery- office supplies, IT, operating	11,500	
supplies, vehicle, cleaning contract, fitness contract,	15,000	
Insurance \$12,150	1,500	
Building Maintenance- \$18,000	60,000,	
copier rental	84,000	
high postage \$10,000	3,000	
	12,150	still repairing/constructing
	<u>18,000</u>	
	\$145,150.00	
Bethlehem- bank fees, office supplies, program	\$19,000.00	
costs, materials & supplies, fitness equipment,	\$2,000.00	
equip & parts, program supplies, safety	\$22,000.00	
	\$31,000.00	

Revenues:

Palmer Revenues	
fitness, rental fees,	\$123,500.00
program fees, camps,	\$87,000.00
classes	\$110,000.00 (Minus \$75,000
\$475,500.00	<u>\$155,000.00</u> child care revenue)
	\$475,500.00
Mongomery Revenues	
membership, rentals	\$290,000.00 = daily 40,000.00,
program fees, Kids U	\$100,000.00 monthly \$200,000.00,
sales (video game rental,	\$72,700.00 yearly \$50,000.00
Tshirts) Silver Sneakers	\$170,000.00
\$657,700.00	\$5,000.00
	<u>\$20,000.00</u>
	\$657,700.00
Bethlehem Revenues	
membership, aquatic, daily	\$437,000.00
fees, rentals, programs,	\$136,000.00
vending	\$122,000.00

COMPARABLE FULL TIME SALARIES:

Forks Director	Director	\$71,458.00
Palmer Director (half from CCCC Fund, half from Rec Fund)	Director	\$77,670.00
Lower Macungie Director- (no other responsibilities)		\$60,000.00
Montgomery Director (est. based on budget & prev. salary)		\$80,000.00
Bethlehem Director		\$81,679.00
Montogery 3 full time staff		\$108,300.00
Lower Macungie		
Forks Recreation Manager	Recreation Man	\$45,500.00
Palmer- 3 additional full time	Rec Coord \$30,0	\$30,000.00
Bethlehem Recreation Coordinator		\$45,997.00
Bethlehem Administrative Assitant/Office Mgr		\$44,663.00
COMPARABLE PART-TIME RATES: Under 1,000 hrs \$9		
Pat-time Custodial	Glass Door	\$24,500.00
Maintenance	Glass Door	\$27,000.00
Desk/Event Staff		
Interns		
Senior Community Service Employment Program (SCSEP)		
Montgomery Hourly Employees		\$150,000.00

	\$6,000.00		\$995,000.00		\$20,000.00
	\$3,000.00				
	<u>\$3,500.00</u>	pool repairs, renovations		\$270,000.00	
	\$86,500.00			<u>\$10,000.00</u>	
				\$995,000.00	
Forks- equip/supplies, services/charges, repairs & maintenance, programs, opperating supplies, contractors (roof & air conditionaing)	\$17,650.00				
	\$24,100.00				
	\$29,250.00				
	\$85,000.00				
	\$40,000.00				
	<u>\$66,000.00</u>	roof issues, renovations			
	\$262,000.00				
Utilities					
Palmer- fuel, light, water		\$72,500.00			
Montgomery- public utilities		\$75,000.00			
Bethlehem (\$942/month)		\$11,304.00			
Forks		\$72,000.00			

Pool Expenses/Revenues ONLY:

Palmer- 129,380 Rev. - 143,977 Exp. = **-\$14,597**

Bethlehem:

Forks Revenues	
field/pavilion rentals,	\$11,000.00
fitness memberships,	\$30,000.00
programs, rentals, vending	\$170,000.00
misc., FTAA programs	\$115,000.00
\$482,950.00	\$62,000.00
	\$5,900.00
	<u>\$89,050.00</u>
	\$482,950.00

Montgomery Group Fitness Instructors		\$21,250.00
Montgomery Cleaning service contract		\$60,000.00
Montgomery Fitness Staff Contract		\$84,000.00
Bethlehem Admin Staff (desk) 2 or 3 on at a time		\$93,000.00
Bethlehem Fitness Staff	\$25/hr instructor	\$180,000.00
Bethlehem Summer Park Camp Staff (outdoor & indoor camps)		\$59,000.00
Forks Comm. Center Staff (desk, instructors, summer camp)		\$152,000.00
*\$9/hr, 3 ppl/day, 15hrs/day, \$15,000		
Employee Expenses		
Montgomery		\$11,300.00
Bethlehem program instructors		\$40,000.00