

Public Facilities District



Aquatic Center Feasibility Study Update

Final Report
April 28, 2020



BALLARD * KING
& ASSOCIATES LTD

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Introduction

Ballard*King & Associates in conjunction with Barker Rinker Seacat Architecture and Water Technology Inc. has completed an update to the November 2016 feasibility study for the proposed Pasco Aquatic Center. The key aspects of this update involved the following:

- Meeting with the City's Public Facilities District Board on two occasions and hosting a general community meeting.
- Updating the center component recommendations for the project.
- Completing a site analysis for the project to identify a preferred location for the aquatic center.
- Updating the concept plan to reflect changes to the center components and the site.
- Updating the capital cost estimate for the project to include all anticipated construction and soft costs.
- Completing a new operations plan for the center based on the center components and concept plan.

There was no revision to the market analysis portion of the study, and the 2016 demographic data and analysis of other providers was utilized for this update.

Center Component Update

The project team started with a review of the existing project components from the 2016 study with the Public Facilities District Board. It was determined that the project should focus only on aquatic elements and not include other indoor recreation amenities. Possible components were also explored at a community meeting in October 2019.

As a result of this process, the following components were determined as priorities based on two phases of development.

Phase I

- Indoor leisure pool
- Outdoor activity pool
- Wet classroom/Party room
- Concessions for the outdoor pool
- Locker rooms and other support spaces

Phase II

- Indoor 8 lane by 25-yard pool

The following page has a detailed program for the facility that shows the square footage for each space in the center.

Pasco Aquatic Center Feasibility Study Update

Pasco Aquatic Center Building Program

Space	SF Size
Phase I	
Entry/Lounge/Circulation	3,435
Administration/Office	860
Party/Classroom	1,870
Women's Locker Room	1,400
Men's Locker Room	1,400
Universal Changing Rooms	1,625
Lifeguard Room	650
Aquatic Supervisor's Office	450
Indoor Leisure/Program Pool (water surface area 4,000 SF)	8,000
Pool Storage	1,800
Building Mechanical	660
Pool Equipment Room	3,200
Concessions	1,230
Universal Changing Rooms (outdoor pool)	550
Outdoor Leisure Pool (water surface area 6,000 SF)	19,800
Total Gross Area +/-	46,930
Phase II	
Lap Pool (8 lane x 25 yard) (water surface area 4,500 SF)	8,300
Spectator Seating (200)	1,400
Lifeguard Room	300
Pool Equipment Room/Storage	1,910
Women's Locker Room (addition)	630
Men's Locker Room (addition)	630
Total Gross Area +/-	13,170
Total Project Gross Area +/-	60,100

Site Analysis

To start this process the project team first developed the criteria for evaluating sites to be sure that they served the needs of the community and the project. With input from the City a total of six possible sites were toured and reviewed. All of these sites were located on the west side of Pasco. From this process four sites were selected for further evaluation and scoring of these sites is shown below. It is important to note that all of these sites are currently in private ownership.

SITE EVALUATION MATRIX									
Rating Criteria		SITE 1		SITE 2		SITE 5		SITE 6	
		Broadmoor Blvd / Chapel Hill Blvd North		Broadmoor Blvd / Chapel Hill Blvd South		Broadmoor Blvd/ Burns Road		Pasco Sporting Complex Site	
Site Area		14.8		12		400		2.9	
Buildable Site Area		12		11.5		8		2	
Site Purchase Cost		\$ 5,000,000		\$ 3,704,952		\$ -		\$ -	
Off-Site Costs		\$ 387,000		\$ 187,000		\$ -		\$ -	
On-Site Development Costs		\$ 1,344,000		\$ 1,344,000		\$ -		\$ -	
Total Site Costs		\$ 6,731,000		\$ 5,235,952		\$ -		\$ -	
		Privately-Owned		Privately-Owned		State		Privately-Owned	
Rating Scale		Total Value		Rating Scale		Total Value		Rating Scale	
I. Site Features									
Subtotal		28		28		24		22	
II. Infrastructure/Services									
Subtotal		21		21		10		18	
III. Anticipated Cost									
Subtotal		11		11		4		6	
IV. Community Planning Issues									
Subtotal		14		14		5		11	
SITE SCORE		74		74		43		57	

From the initial site analysis, two possible sites were determined to be the best possible locations for the proposed new aquatic center. Ironically, both of these sites are close to each other and as a result have similar qualities.

Site 1 – Is 12 acres in size and located along Broadmoor Blvd.

Site 2 – Is 6 acres in size and located off of Chapel Hill Blvd.



Concept Plan

With the determination of the components to be included in the center and the identification of two preferred sites, the project team developed basic concept plans for both phases of the center and for both sites.



Site 1



Capital Cost

Based on the program for the center, the concept plan, and the site analysis work, the project team was able to generate a capital cost estimate for the facility based on the mid-point of construction being June 1, 2023. From the beginning, Phase I of the project was based on a capital cost number of approximately \$32 million which is what should be supportable with a .20% public facilities district sales tax. The cost projections include all construction costs, anticipated project soft costs, and site improvements. It does not include the cost of site acquisition, however.

Cost Summary

Description	Phase I	Phase II	Total
Facility Area	46,930	13,170	60,100
Facility Budget	\$20,107,820	\$10,325,280	\$30,433,100
Total Site Area	174,672	26,688	201,360
Acres	4.00	0.61	4.61
Total Site Budget	\$2,420,625	\$247,546	\$2,668,170
Total Soft Costs	\$10,224,040	\$4,622,594	\$14,846,634
Total Budget	\$32,752,485	\$15,195,420	\$47,947,905

Project Schedule

Project Schedule	(Assumes April 2021 Bond)	Months
May, 2020	Study Complete	
June, 2021	Design Starts	13
June, 2022	Documents Complete	12
August, 2022	Bid	2
September, 2022	Construction Starts	1
June, 2023	Construction Midpoint	9
March, 2024	Construction Complete	9

Pasco Aquatic Center Feasibility Study Update



City of Pasco, Washington

PASCO AQUATIC CENTER - FEASIBILITY STUDY

Facility Program & Budget

		PHASE I				PHASE II				TOTAL			
		Average Cost/ SF	\$	569	Average Cost/ SF	\$	784	Average Cost/ SF	\$	727	Average Cost/ SF	\$	727
		Gross SF		27,130	Gross Area		13,168	Gross Area		40,298	Gross Area		40,298
		Building	\$	15,423,820	Building	\$	10,325,280	Building	\$	29,283,100	Building	\$	29,283,100
		Outdoor/Indoor Pool				Lap Pool				Phase I and Phase II			
		Outd. Pool + Bldg. SF	\$	19,800	Outd. Pool + Bldg. SF	\$	-	Outd. Pool + Bldg. SF	\$	19,800	Outd. Pool + Bldg. SF	\$	19,800
		Outd. Pool + Bldg. SF	\$	4,684,000	Outd. Pool + Bldg. SF	\$	-	Outd. Pool + Bldg. SF	\$	4,684,000	Outd. Pool + Bldg. SF	\$	4,684,000
		Total Gross Area		46,930	Total Gross Area		13,168	Total Gross Area		60,098	Total Gross Area		60,098
		Total Budget	\$	20,107,820	Total Budget	\$	10,325,280	Total Budget	\$	33,967,100	Total Budget	\$	33,967,100
		Gross Area				PHASE 2				Gross Area			
		Budget				Budget				Budget			
1	2												
x		Administration	856 \$	324,000	- \$	-	-	- \$	-	856 \$	324,000	-	324,000
x		Lobby and Support Spaces	4,088 \$	1,490,000	- \$	-	-	- \$	-	4,088 \$	1,490,000	-	1,490,000
x		Locker Spaces	4,975 \$	3,355,820	1,260 \$	2,379,280				6,235 \$	5,735,100		5,735,100
x		Wet Classroom / Party Room	1,872 \$	699,000	- \$	-	-	- \$	-	1,872 \$	699,000		699,000
x		Concessions	1,229 \$	345,000	- \$	-	-	- \$	-	1,229 \$	345,000		345,000
x		Aquatics Support	1,098 \$	348,000	- \$	-	-	- \$	-	1,098 \$	348,000		348,000
x		8-Lane x 25-Yard Pool	- \$	-	11,908 \$	7,946,000				11,908 \$	7,946,000		7,946,000
x		x Guard Room, Spectators Seating, Storage	10,395 \$	7,712,000	- \$	-	-	- \$	-	10,395 \$	7,712,000		7,712,000
x		4,000 SF Indoor Leisure Pool	\$	400,000									
x		x Slides, Spray Features, Amenities											
x		Lazy River, Slides, Features, Sprays and Jets											
x		6,000 Activity Pool - Outdoor	22,418 \$	4,684,000	- \$	-	-	- \$	-	22,418 \$	4,684,000		4,684,000
x		x Play Ground	\$	350,000									
x		x Slides, Spray Features, Spa	\$	400,000									

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* Gross Area includes walls, stairs, halls, elevator, mech, etc.

		PHASE I			PHASE II			TOTAL	
		Facility Area			Facility Area			Facility Area	
		Facility Budget	\$	46,930	Facility Budget	\$	13,168.05	Facility Budget	\$
		Total Site Area		174,672	Total Site Area		26,688	Total Site Area	
		Acres		4.0	Acres		0.61	Acres	
		Total Site Budget	\$	2,420,625	Total Site Budget	\$	247,546	Total Site Budget	\$
		Total Soft Costs	\$	10,224,040	Total Soft Costs	\$	4,622,594	Total Soft Costs	\$
		Total Budget	\$	32,752,485	Total Budget	\$	15,195,420	Total Budget	\$
		Facility Area		Budget	Facility Area		Budget	Total Site Area	
AQUATICS CENTER		46,930	\$	20,107,820	13,168	\$10,325,280		60,098	Total Budget
		Site Area		Budget	Site Area		Budget	Total Site Area	
SITE PROGRAM ELEMENTS		174,672	\$	943,286	26,688	\$174,046		201,360	Total Budget
		Site Area		Budget	Site Area		Budget	Total Site Area	
SITE CONSTRUCTION AREA		166,246	\$	1,290,038	10,000	\$67,500		176,246	Total Budget
		Site Area		Budget	Site Area		Budget	Total Site Area	
OFF-SITE CONSTRUCTION		18,200	\$	187,300	1,100	\$6,000		19,300	Total Budget
		FFE Space Area		Budget	FFE Space Area		Budget	Total Budget	
SOFT COSTS									
1	2								
x	x	Land Purchase							
		Furniture Fixtures & Equipment							
		x Site FFE	\$	601,641		\$	158,310		\$0
		x General Building FF&E	\$	57,649	26,688	\$	8,808	201,360	\$759,951
		x Computer Equipment	\$	121,639	10,534	\$	62,562	31,010	\$
x	x	Contingencies							
		x Owner's Discretionary Contingency	\$	3,469,513		\$	1,609,670		\$5,079,183
		x Construction Contingency	\$	1,156,504		\$	536,557		
			\$	2,313,009		\$	1,073,114		
			\$	6,152,886		\$	\$2,854,614		\$9,007,500
x	x	Other Soft Costs							
		Construction Budget as Basis							
		Architecture, Interiors & Engineering Fees	\$	2,260,966		\$	1,048,969		
		Plant Investment / Sewer & Water Tap Fees	\$	398,994		\$	185,112		
		Survey, Geotechnical, Construction Testing	\$	265,996		\$	123,408		
		Reimbursable Expenses	\$	199,497		\$	92,556		
		Plan Review & Permit Fees	\$	398,994		\$	185,112		
		Commissioning	\$	106,398		\$	49,363		
		Sales Tax	\$	2,522,041		\$	1,170,094		

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		PHASE I		PHASE II		TOTAL	
		Actual Site Area Acres	261,360 6.0	Actual Site Area Acres	-	Actual Site Area Acres	261,360 6.0
		Required Site Area Acres Total Parking	174,672 4.0 150	Required Site Area Acres Total Parking	26,688 0.6 42	Required Site Area Acres Total Parking	201,360 4.6 192
		Total Site Budget Site Area 95,114	2,420,625 Budget \$ 943,286	Total Site Budget Site Area 26,688	247,546 Budget \$ 174,046	Total Site Budget Total Site Area 124,294	2,668,170 Total Budget \$ 1,117,332
1	2	SITE PROGRAM ELEMENTS (ASSUMES SITE 2 - 6 Acres)					
	x	Aquatics Center Number of Cars	95,114 SF 150	26,688 42	\$ 174,046	121,802 192	\$ 794,332
	x	Other X Fire Lane x Water and Sewer Extension x Fire Loop	2,300 \$ 323,000 900 \$ 130,500 500 \$ 80,000 900 \$ 112,500	- - - -	- - - -	2,300 \$	323,000
		SITE CONSTRUCTION AREA	Site Area	Site Area	Budget	Total Site Area	Total Budget
		Additional site	166,246 \$	10,000 \$	67,500 \$	352,492 \$	1,357,538
1	2	Paving (not included in Programmed Areas)	- \$	- \$	- \$	- \$	- \$
x	x	Landscaping	166,246 \$	10,000 \$	45,000 \$	176,246 \$	876,985
x	x	Site Amenities	166,246 \$	10,000 \$	22,500 \$	176,246 \$	480,554
		OFF-SITE CONSTRUCTION	Site Area	Site Area	Budget	Total Site Area	Total Budget
			18,200 \$	1,100 \$	6,000 \$	19,300 \$	193,300
1	2	Paving	7,900 \$	1,100 \$	6,000 \$	9,000 \$	63,000
x	x	Landscaping	10,300 \$	- \$	- \$	10,300 \$	130,300

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City of Pasco, Washington

Site Program & Budget

Operations Plan

The project team has also completed an operations plan for the aquatic center based on the following assumptions.

- The aquatic center will have an indoor leisure pool (4,000 SF of water), and outdoor activity pool (6,000 SF of water), party room, locker rooms, concessions, and other support amenities. Phase II adds an 8 lane x 25 yard competitive pool along with a seating area for 200.
- This operations budget includes the first phase of the facility and a separate budget for the second phase.
- The first year of operation will be 2024 or later.
- The Washington minimum wage will be at least \$15.00 in 2024.
- This operational budget represents new expenses and revenues only.
- The presence of other providers in the market will remain the same.
- The center will be operated by the City of Pasco.
- A final site has not been determined.
- This operations estimate is based on a program and basic concept plan for the facility only.
- No partnerships with other organizations have been shown in this operations plan.
- Capital replacement dollars are shown.
- There will be a concession operation for the outdoor portion of the aquatic center only.
- A reasonably aggressive approach to estimating the sale of annual passes, and revenues from programs and services taking place at the facility has been used for this pro-forma.
- Sales tax payments have not been shown but are assumed to be collected and passed on directly to the state.

Pasco Aquatic Center Feasibility Study Update

Projected Hours of Operation

The projected hours of operation of the Pasco Aquatic Center are as follows:

Days	Center Hours	Outdoor Hours
Monday-Friday	5:00am-9:00pm	11:00am-7:00pm
Saturday	8:00am-8:00pm	11:00am-7:00pm
Sunday	8:00am-8:00pm	11:00am-7:00pm
Hours per Week	104	56

Note: The outdoor aquatic center season is projected to be from Memorial Day to Labor Day with reduced hours of operation on weekdays (afternoons only) when schools are in session.

Fee Structure Recommendations

Revenue projections and attendance numbers were calculated from this fee model.

Category	Daily	10 Admiss.	Summer	Annual
Adult (18+)	\$7.00	\$63	\$95	\$275
Teen (13-17)	\$6.50	\$58	\$85	\$225
Youth (4-12)	\$6.00	\$54	\$75	\$190
Senior (65+)	\$6.00	\$54	\$75	\$190
Family ¹	N/A	N/A	\$185	\$550

Note: No resident/non-resident fee structure has been proposed at this time but could be added.

¹ Includes 2 adults and up to 3 youth under 18 living in the same home. Each additional youth is \$50 for a summer pass and \$75 for an annual pass.

Operations Analysis Summary:

The following figures summarize the anticipated operational expenses and projected revenues for the operation of the Pasco Aquatic Center's two phases.

Category	Phase I	Phase II
Expenses	\$ 2,102,650	\$ 569,637
Revenues	\$ 1,706,475	\$ 264,838
Difference	\$ (396,175)	\$ (304,799)
Recovery %	81%	46%

This represents the second full year of operation.

This operations analysis was completed based on general information and a basic understanding of the project with a preliminary program and concept plan for the center. As a result, there is no guarantee that the expense and revenue projections outlined above will be met as there are many variables that affect such estimates that either cannot be accurately measured or are not consistent in their influence on the budgetary process.

Pasco Aquatic Center Feasibility Study Update

Expenses:

Expenditures have been formulated based on the costs that are typically included in the operating budget for this type of facility. The figures are based on the size of the aquatic center, the specific components of the facility and the projected hours/season of operation. Actual costs were utilized wherever possible and estimates for other expenses were based on similar facilities. All expenses were calculated as accurately as possible, but the actual costs may vary based on the final design, operational philosophy, and programming considerations adopted by staff.

Category	Phase I	Phase II
<u>Personnel</u> (new positions)		
Full-time	371,250	74,250
Part-time	1,062,400	347,387
Total	\$ 1,433,650	\$ 421,637
<u>Commodities</u>		
Office supplies	12,000	2,000
Chemicals	70,000	20,000
Maintenance/repair/materials	30,000	10,000
Janitor supplies	20,000	5,000
Recreation supplies	5,000	1,000
Uniforms	8,000	2,000
Printing/postage	15,000	1,000
Concession food	65,000	0
Items for resale	8,000	1,500
Other misc. expenses	5,000	1,000
Total	\$ 238,000	\$ 43,500

Pasco Aquatic Center Feasibility Study Update

Category	Phase I	Phase II
<u>Contractual</u>		
Utilities (\$3.50 SF + outdoor pool \$40,000)	134,500	45,500
Water/sewer	60,000	15,000
Insurance (property & liability)	40,000	15,000
Communications (phone)	5,000	500
Contract services	45,000	5,000
Rental equipment	3,000	0
Advertising	40,000	5,000
Training	8,000	2,000
Conference	3,000	500
Trash pickup	4,000	0
Dues/subscriptions	1,500	500
Bank charges	38,000	4,500
Other	4,000	1,000
Total	\$ 386,000	\$ 94,500
<u>Capital</u>		
Replacement fund	\$ 45,000	\$ 10,000
Grand Total	\$ 2,102,650	\$ 569,637

Pasco Aquatic Center Feasibility Study Update

Revenues:

The following revenue projections were formulated from information on the specifics of the project and the demographics of the service areas as well as comparing them to state and national statistics and other similar facilities in the area. Actual figures will vary based on the size and make-up of the components selected during final design, market stratification, philosophy of operation, fees and charges policy, and priorities of use.

Category	Phase I	Phase II
<u>Fees</u>		
Daily admissions	60,750	47,340
Summer daily admissions	426,300	-
10 admission passes	27,790	5,795
Summer passes	401,808	22,600
Annuals	408,038	80,550
Group/Corporate	35,000	5,000
Aquatic rentals	31,450	72,610
Total	\$ 1,391,137	\$ 233,895
<u>Programs</u>		
Aquatics	167,838	25,043
Total	\$ 167,838	\$ 25,043
<u>Other</u>		
Child watch fees	0	0
Resale items	10,000	1,900
Concessions	120,000	0
Special events	2,500	1,000
Vending	15,000	3,000
Total	\$ 147,500	\$ 5,900
Grand Total	\$ 1,706,475	\$ 264,838

Pasco Aquatic Center Feasibility Study Update

Staff:

The determination of full-time and part-time staff positions was developed based on the expected use of the aquatic center, the hours of operation, the key amenities that are contained in the center and operational practices of the facility. These figures contain expected instructors for a variety of aquatic programs that may be occurring at the facility.

Pay rates were determined based on basic job classifications and wage scales for existing positions. The wage scales for staff positions reflect an anticipated wage for 2024.

Full-Time

		Phase I		Phase II	
Full Time Staff	Salary	Positions	Total	Positions	Total
Aquatic Center Manager	\$65,000	1	\$65,000	0	\$0
Aquatics Supervisor/Asst. Manager	\$55,000	0	\$0	1	\$55,000
Recreation Supervisor Sports	\$45,000	0	\$0	0	\$0
Recreation Supervisor General	\$45,000	0	\$0	0	\$0
Marketing Coordinator	\$43,000	0	\$0	0	\$0
Maintenance Foreman	\$50,000	1	\$50,000	0	\$0
Custodian	\$40,000	1	\$40,000	0	\$0
Front Desk Supervisor	\$40,000	1	\$40,000	0	\$0
Head Lifeguard	\$40,000	2	\$80,000	0	\$0
Positions		6		1	
Salaries			\$275,000		\$55,000
Benefits	35%		\$96,250.00		\$19,250.00
Total Full-Time Staff			\$371,250.00		\$74,250.00

Pasco Aquatic Center Feasibility Study Update

Part-Time

Part-Time	Rate	Phase I			Phase II		
		Hours	Weeks	Total	Hours	Weeks	Total
Front Desk Sup	\$ 18.00	69	52	\$ 64,584	0	52	\$ -
Front Desk Attend	\$ 16.00	89	52	\$ 74,048	44	52	\$ 36,608
Lifeguard	\$ 17.00	371	52	\$ 327,947	260	52	\$ 230,129
Custodian	\$ 17.00	75	52	\$ 66,300	46	52	\$ 40,664
Outdoor Pool							
Outdoor Pool Cashier	\$ 16.00	98	14	\$ 21,952	0	14	\$ -
Outdoor Lifeguard	\$ 17.00	1010	14	\$ 240,380	0	14	\$ -
Outdoor Head Lifeguard	\$ 18.00	84	14	\$ 21,168	0	14	\$ -
Outdoor Concession Sup	\$ 18.00	56	14	\$ 14,112	0	14	\$ -
Outdoor Concession Attend	\$ 16.00	168	14	\$ 37,632	0	14	\$ -
Outdoor Custodian	\$ 17.00	140	14	\$ 33,320	0	14	\$ -
Total				\$ 901,443			\$ 307,401
Aquatics Programs				\$ 64,375			\$ 8,405
Total				\$ 965,818			\$ 315,806
Benefits	10.0%			\$ 96,582			\$ 31,581
Total				\$ 1,062,400			\$ 347,387

Admission Revenue:

The following spreadsheets identify the expected use numbers for each form of admission that the center will offer (see projected fee schedule) for each facility phase.

Phase I

Daily Fees	Fees	Number	Revenue
Adult	\$7.00	10	\$70.00
Teen	\$6.50	10	\$65.00
Youth	\$6.00	5	\$30.00
Senior	\$6.00	10	\$60.00
Total		35	\$225.00
			x 270 days/year
Grand Total			\$60,750.00

Summer Daily Fees	Fees	Number	Revenue
Adult	\$7.00	150	\$1,050.00
Teen	\$6.50	250	\$1,625.00
Youth	\$6.00	350	\$2,100.00
Senior	\$6.00	50	\$300.00
Total		800	\$5,075.00
			x 84 days/year
Grand Total			\$426,300.00

10 Admissions	Fees	Number	Revenue
Adult	\$63.00	90	\$5,670.00
Teen	\$58.00	130	\$7,540.00
Youth	\$54.00	180	\$9,720.00
Senior	\$54.00	90	\$4,860.00
Family	\$0.00	0	\$0.00
Total		490	\$27,790.00

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Summer Passes	Fees	Number	Revenue
Adult	\$95.00	103	\$9,800.20
Teen	\$85.00	206	\$17,537.20
Youth	\$75.00	309	\$23,211.00
Senior	\$75.00	103	\$7,737.00
Family	\$185.00	1,857	\$343,522.80
Total		2579	\$401,808.20

Annual Passes	Fees	Number	Revenue
Adult	\$275.00	36	\$9,856.00
Teen	\$225.00	72	\$16,128.00
Youth	\$190.00	108	\$20,428.80
Senior	\$190.00	36	\$6,809.60
Family	\$550.00	645	\$354,816.00
Total		896	\$408,038.40

Revenue Summary	
Daily	\$60,750.00
Summer Daily	\$426,300.00
10 Admissions	\$27,790.00
Summer Passes	\$401,808.20
Annual Passes	\$408,038.40
Total	\$1,324,686.60

Annual passes are based on selling to 3% of the households in the Pasco market and .25% of the households in the Secondary market.

Seasonal passes are based on selling to 5% of the households in the Pasco market and 2% of the households in the Secondary market.

Pasco Aquatic Center Feasibility Study Update

Phase II

Daily Fees	Fees	Number	Revenue
Adult	\$7.00	10	\$70.00
Teen	\$6.50	3	\$19.50
Youth	\$6.00	2	\$12.00
Senior	\$6.00	5	\$30.00
Total		20	\$131.50
			x 360 days/year
Grand Total			\$47,340.00

Summer Daily Fees	Fees	Number	Revenue
Adult	\$7.00	0	\$0.00
Teen	\$6.50	0	\$0.00
Youth	\$6.00	0	\$0.00
Senior	\$6.00	0	\$0.00
Total		0	\$0.00
			x 90 days/year
Grand Total			\$0.00

10 Admissions	Fees	Number	Revenue
Adult	\$63.00	35	\$2,205.00
Teen	\$58.00	20	\$1,160.00
Youth	\$54.00	25	\$1,350.00
Senior	\$54.00	20	\$1,080.00
Family	\$0.00	0	\$0.00
Total		100	\$5,795.00

Summer Passes	Fees	Number	Revenue
Adult	\$95.00	15	\$1,425.00
Teen	\$85.00	5	\$425.00
Youth	\$75.00	25	\$1,875.00
Senior	\$75.00	5	\$375.00
Family	\$185.00	100	\$18,500.00
Total		150	\$22,600.00

Pasco Aquatic Center Feasibility Study Update

Annual Passes	Fees	Number	Revenue
Adult	\$275.00	75	\$20,625.00
Teen	\$225.00	5	\$1,125.00
Youth	\$190.00	5	\$950.00
Senior	\$190.00	15	\$2,850.00
Family	\$550.00	100	\$55,000.00
Total		200	\$80,550.00

Revenue Summary	
Daily	\$47,340.00
Summer Daily	\$0.00
10 Admissions	\$5,795.00
Summer Passes	\$22,600.00
Annual Passes	\$80,550.00
Total	\$156,285.00

Public Private Issues:

With a public project of this nature and magnitude there are questions that arise regarding possible competition between the public sector and the private providers. The Tri-Cities area is in a very unique position where there are no indoor public swimming pools present and as a result the private health club market has taken on the role of providing indoor and outdoor aquatic facilities for the region. So, here are the basic questions:

What is the possible impact of a new public aquatic center on the private sector?

There will be very little impact on the private sector if a new aquatic center is built in Pasco for the following reasons.

- The Tri-Cities region has a population base of over 250,000 people and there is no indoor public swimming pool. Despite the presence of a number of private aquatic facilities in the market the area is still significantly underserved.
- The only indoor pool in Pasco is located at Life Quest Fitness and the facility only has two smaller pools that are not able to begin to serve the aquatic needs of a population of 80,000.
- Aquatic facilities located at private health clubs require a membership for the general public to utilize and this limits the accessibility to those that have financial means.

What are the possibilities for a public-private partnership for this type of project?

Public-private partnerships to develop community based aquatic centers are relatively rare as indoor aquatic facilities with a public focus are expensive to develop and operate and generally are not able to cover operating costs with revenues. Outdoor aquatic venues are more viable from a capital and operational standpoint but together with indoor aquatics there is still an operational shortfall. The financial realities of such facilities make it difficult for a traditional partnership where capital costs and operational subsidies are shared. Possible options for some form of public-private partnership include:

- The public sector funds the majority of the capital costs with some minor capital contribution by the private entity. The private provider contract manages the facility, but the public entity pays the operational shortfall.
- The private sector provides a portion of the aquatic programming at the facility and they are compensated on per person or per class basis.
- The private provider offers a suitable site for the facility at limited to no cost to the public entity.
- The aquatic center is developed by the public sector and the private provider builds a fitness facility (or other recreation amenity) as part of the facility and manages the entire complex.

What are the advantages of private development, construction, and operation of an aquatic center?

- With less governmental oversight, the project can be completed more quickly.
- The project can be built at a lower cost with fewer regulations impacting construction.
- The facility can be operated at a lower cost and at a higher cost recovery rate due to higher fees.
- Management and operation decisions can be made more quickly and can respond to changing market conditions in a more timely manner.

What are the disadvantages of private development, construction, and operation of an aquatic center?

- It is difficult for the private sector to fund the large capital cost of a public focused indoor aquatic center. The project will probably need to be reduced in its magnitude or other non-aquatic amenities added.
- A private aquatic center does not serve the same market and cannot serve all the needs of the community regardless of the ability to pay.
- The motivation for the private sector is to generate a positive cash flow out of this type of a facility and this is difficult to accomplish with a significant indoor aquatic focus.
- The facility will be primarily membership based, limiting community use and other fee options.
- Private sector facilities tend to be built with a shorter usable life span than centers that are built as public buildings with a 40-50 year life.