

2020 Pasco Aquatic Center Final Operations Plan

Pasco Aquatic Center		
Operational Budget Summary		
	27,000 SF	13,000 SF
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%

Pasco Aquatic Center Operating Expenses		
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
<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 Revenues		
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
Annuaals	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 - Full-Time Staff					
		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 - Part Time Staff							
Part-Time		Phase I			Phase II		
	Rate	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		

Pasco Aquatic Center Revenue Worksheet

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

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

4%
8%
12%
4%
72%
100%

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

100%

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 (24,169 in 2020) and .25% of the h

725 Pasco
171 Seconday
896 Total

Seasonal passes are based on selling to 5% of the households in the Pasco market (24,169 in 2020) and 2% of the h

1,208 Pasco
1,371 Seconday
2,579 Total

Pasco Aquatic Center Revenue Worksheet

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

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

Pasco Aquatic Center - Aquatic Programs Phase I

Program Calculations - Expenses

Learn to Swim Classes	Rate/Class	Classes/Day	Days	Weeks	Total
Summer	\$ 17.00	22	5	10	\$ 18,700
Spring/Fall	\$ 17.00	10	2	20	\$ 6,800
Winter	\$ 17.00	10	2	10	\$ 3,400
Total					\$ 28,900

Water Exercise	Rate/Class	Classes/Wk	Weeks	Total
Summer	\$ 20.00	18	14	\$ 5,040
Spring/Fall	\$ 20.00	9	26	\$ 4,680
Winter	\$ 20.00	9	12	\$ 2,160
Total				\$ 11,880

Other	Rate/Class	Classes/Wk	Weeks	Total
Private Lessons	\$ 17.00	8	45	\$ 6,120
Lifeguard Training	\$ 25.00	33	3	\$ 2,475
Therapy	\$ 25.00	4	40	\$ 4,000
Misc.	\$ 15.00	4	50	\$ 3,000
Birthday Parties	\$ 16.00	10	50	\$ 8,000
Total				\$ 23,595

Contract/Other \$ -

Grand Total \$ 64,375

Program Calculations - Revenues

Learn to Swim	Classes/Week	Fee	Participants	Sessions	Total
Summer	22	\$65	4	5	\$ 28,600
Spring/Fall	10	\$65	4	2	\$ 5,200
Winter	10	\$65	4	1	\$ 2,600
					\$ -
Private Lessons	8	\$25	1	45	\$ 9,000
Total					\$ 45,400

Water Aerobics	Classes/Week	Fee	Participants	Sessions	Total
Summer	18	\$9	3	14	\$ 6,804
Spring/Fall	9	\$9	3	26	\$ 6,318
Winter	9	\$9	3	12	\$ 2,916
Total					\$ 16,038

Other	Classes/Week	Fee	Participants	Sessions	Total
Lifeguard Training	1	\$200	8	3	\$ 4,800
Therapy	4	\$15	4	40	\$ 9,600
Misc.	4	\$15	4	50	\$ 12,000
Birthday Parties	10	\$150	1	50	\$ 75,000
Total					\$ 101,400

Contract/Other \$ 5,000

Grand Total \$ 167,838

Rentals

Revenues	Rate/Hr.	Number of Hrs.	Weeks	Total
<i>Indoor Pool</i>				
Leisure Pool	\$250	0.5	50	\$ 6,250
<i>Outdoor Pool</i>				
Main Pool	\$350	4	1	\$ 1,400
Lazy River	\$300	4	1	\$ 1,200
Umbrella	\$25	50	12	\$ 15,000
Full Pool Area	\$650	4	1	\$ 2,600
Party Room	\$25	4	50	\$ 5,000
Total				\$ 31,450

Pasco Aquatic Center - Aquatic Programs Phase II

Program Calculations - Expenses

Learn to Swim Classes	Rate/Class	Classes/Day	Days	Weeks	Total
Summer	\$ 17.00	0	5	10	\$ -
Spring/Fall	\$ 17.00	3	2	20	\$ 2,040
Winter	\$ 17.00	3	2	10	\$ 1,020
Total					\$ 3,060

Water Exercise	Rate/Class	Classes/Wk	Weeks	Total
Summer	\$ 20.00	0	14	\$ -
Spring/Fall	\$ 20.00	3	26	\$ 1,560
Winter	\$ 20.00	3	12	\$ 720
Total				\$ 2,280

Other	Rate/Class	Classes/Wk	Weeks	Total
Private Lessons	\$ 17.00	1	45	\$ 765
Lifeguard Training	\$ 25.00	33	0	\$ -
Therapy	\$ 25.00	0	40	\$ -
Misc.	\$ 15.00	2	50	\$ 1,500
Birthday Parties	\$ 16.00	1	50	\$ 800
Total				\$ 3,065

Contract/Other \$ -

Grand Total \$ 8,405

Program Calculations - Revenues

Learn to Swim	Classes/Week	Fee	Participants	Sessions	Total
Summer	0	\$65	4	5	\$ -
Spring/Fall	3	\$65	4	2	\$ 1,560
Winter	3	\$65	4	1	\$ 780
Private Lessons	1	\$25	1	45	\$ 1,125
Total					\$ 3,465

Water Aerobics	Classes/Week	Fee	Participants	Sessions	Total
Summer	0	\$9	3	14	\$ -
Spring/Fall	3	\$9	3	26	\$ 2,106
Winter	3	\$9	3	12	\$ 972
Total					\$ 3,078

Other	Classes/Week	Fee	Participants	Sessions	Total
Lifeguard Training	0	\$200	8	3	\$ -
Therapy	0	\$15	4	40	\$ -
Misc.	2	\$15	4	50	\$ 6,000
Birthday Parties	1	\$150	1	50	\$ 7,500
Total					\$ 13,500

Contract/Other \$ 5,000

Grand Total \$ 25,043

Rentals

Revenues	Rate/Hr.	Number of Hrs.	Weeks	Total
<i>Indoor Pool</i>				
8 lane X 25 yard Pool	\$80	18	46	\$ 66,240
Meets	\$80	4	16	\$ 5,120
Party Room	\$25	1	50	\$ 1,250
Total				\$ 72,610

General Staff Part Time Hours -Options Phase I

Front Desk Supervisor	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-2pm	9	1	5	45
		2pm-5pm	3	0	5	0
		5pm-9pm	4	0	5	0
	Saturday/Sunday	8am-1pm	5	1	2	10
		1pm-8pm	7	1	2	14
		Total				

Front Desk Attendant	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-Noon	7	1	5	35
		Noon-3pm	3	0	5	0
		3pm-9pm	6	1	5	30
	Saturday/Sunday	8am-1pm	5	1	2	10
		1pm-8pm	7	1	2	14
		Total				

Custodian/Attend	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-1pm	8	0	5	0
		1pm-10pm	9	1	5	45
	Saturday/Sunday	6am-1pm	7	1	2	14
		1pm-9pm	8	1	2	16
Total						75

General Staff Part Time Hours -Phase II

Front Desk Supervisor	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-2pm	9	0	5	0
		2pm-5pm	3	0	5	0
		5pm-9pm	4	0	5	0
	Saturday/Sunday	8am-1pm	5	0	2	0
		1pm-8pm	7	0	2	0
		Total				

Front Desk Attendant	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-Noon	7	0	5	0
		Noon-3pm	3	0	5	0
		3pm-9pm	6	1	5	30
	Saturday/Sunday	8am-1pm	5	0	2	0
		1pm-8pm	7	1	2	14
Total						44

Custodian/Attend	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	5am-1pm	8	0	5	0
		1pm-4pm	3	0	5	0
		4pm-10pm	6	1	5	30
	Saturday/Sunday	6am-1pm	7	0	2	0
		1pm-9pm	8	1	2	16
		Total				

Aquatic Staff Part Time Hours

Indoor Leisure Pool

Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
School (37 weeks)	Mon-Fri	4:30am-8am	3.5	2	5	35
		8am-Noon	4	3	5	60
		Noon-3pm	3	2	5	30
		3pm-6pm	3	5	5	75
		6pm-8pm	2	5	5	50
	Saturday/Sunday	8pm-9pm	1	2	5	10
		7:30am-Noon	4.5	2	2	18
		Noon-8pm	8	5	2	80
Total					358	

Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
Summer (15 weeks)	Mon-Fri	4:30am-8am	3.5	2	5	35
		8am-Noon	4	3	5	60
		Noon-6pm	6	5	5	150
		6pm-8pm	2	5	5	50
		8pm-9pm	1	2	5	10
	Saturday/Sunday	7:30am-Noon	4.5	2	2	18
		Noon-8pm	8	5	2	80
Total						403

Total Hours19,291

Average Hours371

Outdoor Leisure Pool

Cashier	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	8am-11am	3	0	5	0
		11am-5pm	6	2	5	60
		5pm-7pm	2	1	5	10
	Sat-Sun	11am-5pm	6	2	2	24
		5pm-7pm	2	1	2	4
		Total				

Custodian	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Sun	11am-9pm	10	2	7	140
Total						140

Head Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	8am-11am	3	0	5	0
		11am-5pm	6	2	5	60
		5pm-7pm	2	0	5	0
	Sat-Sun	11am-5pm	6	2	2	24
		5pm-7pm	2	0	2	0
		Total				

Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Fri	8am-11am	3	2	5	30
		11am-5pm	6	18	5	540
		5pm-7pm	2	16	5	160
	Sat-Sun	11am-5pm	6	18	2	216
		5pm-7pm	2	16	2	64
		Total				

Concession Supervisor	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Sun	11am-7pm	8	1	7	56
Total						56

Concession Cashier	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
	Mon-Sun	11am-7pm	8	3	7	168
Total						168

Indoor 8 lane x 25 Yd

Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
School (37 weeks)	Mon-Fri	4:30am-8am	3.5	2	5	35
		8am-Noon	4	2	5	40
		Noon-3pm	3	2	5	30
		3pm-6pm	3	3	5	45
		6pm-8pm	2	3	5	30
	Saturday/Sunday	8pm-9pm	1	2	5	10
		7:30am-Noon	4.5	2	2	18
		Noon-8pm	8	3	2	48
Total						256

Lifeguard	Days	Time	Total Hours	Employees	Days	Total Hrs. Week
Summer (15 weeks)	Mon-Fri	4:30am-8am	3.5	2	5	35
		8am-Noon	4	2	5	40
		Noon-6pm	6	3	5	90
		6pm-8pm	2	3	5	30
		8pm-9pm	1	2	5	10
	Saturday/Sunday	7:30am-Noon	4.5	2	2	18
		Noon-8pm	8	3	2	48
Total						271

Total Hours13,537

Average Hours260