Projected Staffing Program Comparison

Operational Staffing Assumptions – 7,500 sf Water Surface Facility					
Position	# Staff On Site	Hours per Week	# of Weeks	$ per Hour	Total Labor Cost
Pool Manager	1	40	18	$20.00	$14,400.00
Head Lifeguards	2	40	12	$15.00	$14,400.00
Swim Instructors	10	20	8	$12.00	$19,200.00
Lifeguards – Fitness/Programming	2	42	12	$12.00	$12,096.00
Lifeguards – Open Swim	8	56	12	$12.00	$64,512.00
Concessions / Admin. Staff	3	56	12	$10.00	$20,160.00
Total Certified Staff Cost					**$144,768.00**

Operational Staffing Assumptions – 12,000 sf Water Surface Facility					
Position	# Staff On Site	Hours per Week	# of Weeks	$ per Hour	Total Labor Cost
Pool Manager	1	40	18	$20.00	$14,400.00
Head Lifeguards	3	40	12	$15.00	$21,600.00
Swim Instructors	10	20	8	$12.00	$19,200.00
Lifeguards – Fitness/Programming	3	42	12	$12.00	$18,144.00
Lifeguards – Open Swim	11	56	12	$12.00	$88,704.00
Concessions / Admin. Staff	5	56	12	$10.00	$33,600.00
Total Certified Staff Cost					**$195,648.00**

Projected Operating Budget Comparison

Operational Revenue	7,500 sf Facility	12,000 sf Facility
Daily Admissions	$65,000	$90,000
Seasonal Passes	$38,000	$48,000
Concessions	$25,000	$35,000
Programming (swim lessons, fitness classes)	$38,000	$38,000
Pool Rentals and Events	$3,500	$5,000
Total Revenue	**$169,500**	**$216,000**

Operating Expenses	7,500 sf Facility	12,000 sf Facility
Salaries	$145,000	$195,600
Concession Supplies	$13,000	$17,000
Utility Services (Water, Heat, Phone, Electrical)	$27,000	$30,000
Operating Supplies	$10,500	$15,000
Maintenance	$5,000	$8,000
Chemicals	$18,000	$22,000
Education and Training	$2,500	$2,500
Marketing and Promotions	$1,000	$1,000
Total Expenses	**$222,000**	**$291,100**

Net Income	7,500 sf Facility	12,000 sf Facility
Revenue minus Expenses	**-$52,500**	**-$75,100**