

Mission – Ross Park Pool

The Ross Park Aquatic Complex will provide highly trained personnel, well maintained facility, and safe, positive environment for residents and visitors of all ages.



More About Inputs – Ross Park Pool

Money:

FY09 Revenue: Budgeted \$398,506 Actual \$361,700

People: CRC/RPAC Manager shared among Ross Park Aquatics Complex and Community Recreation Center

All other employees (approx. 55) are Seasonal Part-time – 9.01 FTE

Inherited Capital:

476,228 gallons of water maintained to meet all requirements set by the Southeastern Idaho District Health Department.

15,000 sq ft main building – Hired cleaning crew for inside **daily** cleaning.

Parameter pools and decks – *Existing parks staff and hired staff for **daily** cleaning.

2,100 sq ft mechanical building – *Existing parks staff cleaning

*Maintenance and cleaning by Parks staff costs approximately \$35,637

Hired Cleaning Crew for Outside approximately \$8,514

Hired Cleaning Crew for Inside approximately \$6,173

Measures of Outputs – Ross Park Pool



2009 Season Customers Served – *55,289

(vs 63,222 in FY08)

*Does NOT include season pass holders or customers serviced through concessions - no way to track

Splash Dance Attendance – 2,050 **\$3,571** Revenue ↑

*During open season (108 days, if no closures). 2009 Season recorded 69 full days of operation (no early closures/complete closures). Attendance was down 7,933 from 2008 due to rain/cool temp. **Still more people served than the population of Pocatello!**

- **56** Family Passes Sold (vs 71 last year)
- **27** Individual Passes Sold (vs 31 last year)
- **1,951** non concession items sold (goggles, sunscreen, swim diapers, locks etc.) vs 2,279 last year
- **\$36,622** food items sold through concessions (vs \$47,158 last year)

Measures of Efficiency (Based on FULL opening days)

- Customers entering divided by full days open, equates to approx. 813 patrons a day (Admissions side only, no way to track number of service calls per employee after entering)
- On average, \$4,157 in cash/checks/credit cards is handled, accounted for, and deposited daily.
- Workload includes a very short time frame that facility is open. No time to work out bugs, all certifications, training, supplies etc. must be ready to go opening day.
- Unable to directly compare to other cities or private sector due to only aquatics complex around this region.

Revenue **\$ 361,700** (91% of Revenue received - shortage of \$36,806)

Direct Expenses: **\$ 450,227**

Operating Result: **(\$ 88,527) Doesn't include Debt Service of \$86,535**

Outcomes: Effectiveness & Results

- With only 64% operational, \$19,617 was subsidized over our budget projection.
- Health & Welfare Inspections are excellent (Water quality and concession cleanliness).
- All CPR Certifications current and on file.
- ***No drowning or severe injuries !!***



Explanatory Factors – Ross Park Pool

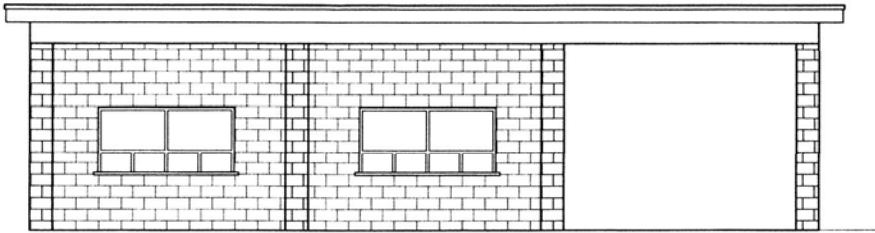
Ross Park Aquatic Complex revenue (customers) is dependent on “hot summer days”. Summer season in 2009 would be considered “WAY BELOW average” weather wise with 39 days affected by weather.

Adverse conditions – lightening, high winds, cooler temperatures – result in lack of patrons & early closures.

Availability of staff – affect hours/opening (first week of opening, last two weeks of season)

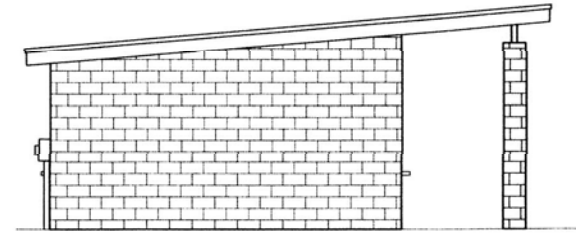
Issues & Concerns

- **Continued upgrade of “new” facility**
 - **VGB Compliance - unknown costs and work required.**
 - **2010 will be eleventh full season**
 - **Continued capital needs**
 - **Possible future expansion: concession; “FlowRider”; water slides**



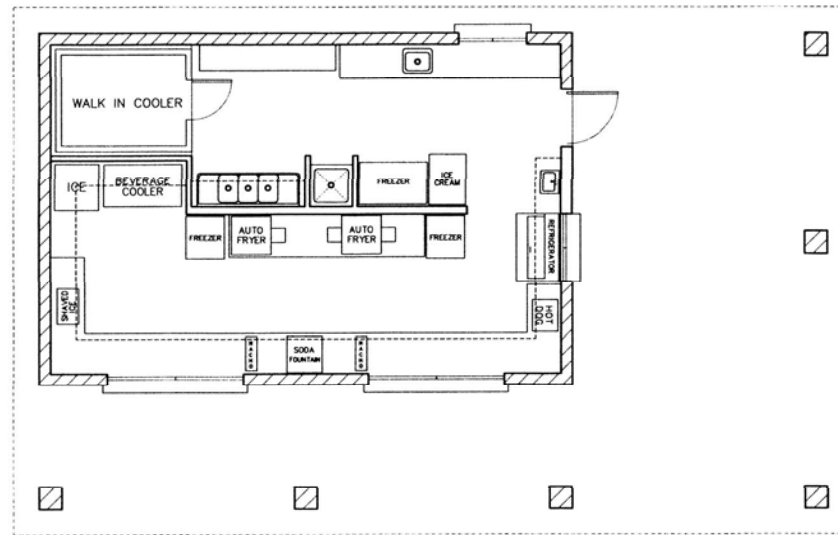
FRONT ELEVATION

SCALE: 1/4"=1'-0"



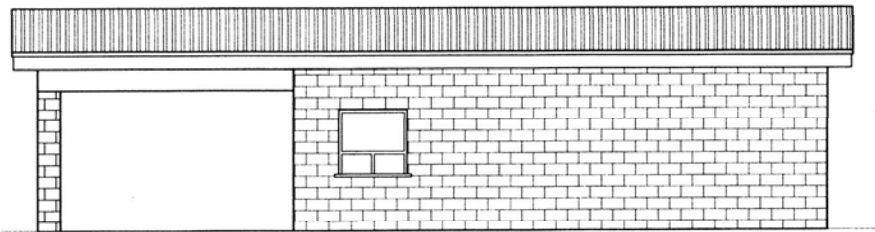
LEFT ELEVATION

SCALE: 1/4"=1'-0"



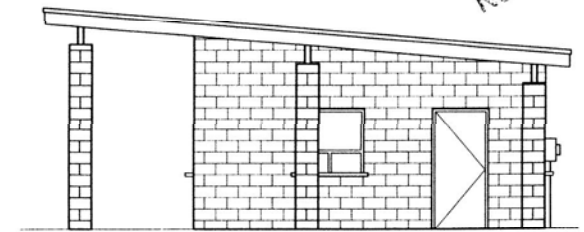
FLOOR PLAN

SCALE: 1/4"=1'-0"



REAR ELEVATION

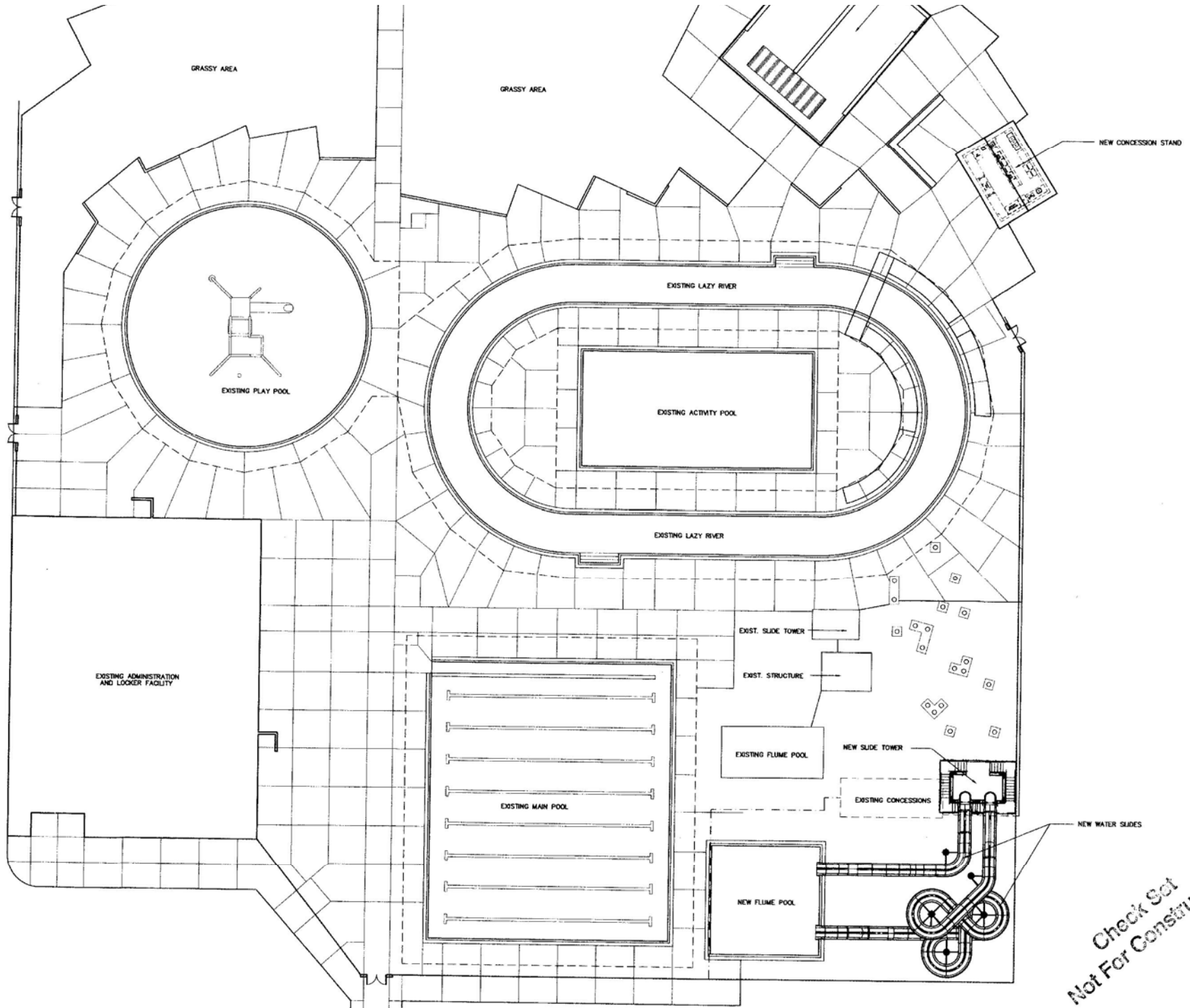
SCALE: 1/4"=1'-0"



RIGHT ELEVATION

SCALE: 1/4"=1'-0"

*Check &
Not For Cons.*



Check Set
Not For Construction

FLOWRIDER



FLOWRIDER®

FLOWRIDER PRICE LIST AND LICENSING REGULATIONS

FLOWRIDER® 3400:





Purchase Includes

- Fluid drive equipment including:
 - 3 nozzles and aperture assemblies
 - 3 submersible pumps
 - 3 pump tubes
 - 3 formed suction inlets
- FlowRider® ride surface
- Inboard containment PVC grating and foam padding
- Control panel and water level control
- Installation and start-up
- License to patented Sheet Wave Technology
- License to FlowRider® Trademark
- Detailed operation and maintenance manuals
- FlowRider® video and print film stock for advertising
- Access to FlowRider® retail goods and sponsored Summer Series promotional events

Purchase Does Not Include

- Locally required architectural, engineering and testing approvals, stamps or permits
- Site Infrastructure Construction – excavation, grading; steel placement, drains and drain placement; sewer and storm drains, fresh water fill and potable water lines, backfill, all concrete works including footings, floors, decking walls, entry side supports and stairs, and all general conditions including construction water and electric, site clean - up and security
- Queuing area railings
- Heavy Equipment rental for FlowRider® installation
- Electrical of any nature or type – main electrical service, service to pumps, grounding and disconnect placement and hook-up
- Props and Dressings – landscaping, railings, barriers, fencing, signage, furniture and lighting
- State and Local taxes, building fees, permit fees, bonds, inspection fees or surcharges
- Painting, padding or coatings of any nature or type outside or adjacent to FlowRider®
- Customs clearance duties and taxes (if applicable)

Options

- Skid mounted Filtration and Chemical addition
- Safety Railings
- Water Heater










P.O. BOX 648 • Green Mountain Drive • Cohoes, NY 12047 • PH: 518-763-0038 FAX: 518-763-0474 • www.aquaticgroup.com

AQUATIC DEVELOPMENT GROUP, INC. EQUIPMENT SYSTEMS



FLOWRIDER®

FLOWRIDER PRICE LIST AND LICENSING REGULATIONS

FLOWRIDER® 1800:





Purchase includes

- Fluid drive equipment including:
 - 1 nozzles and aperture assembly
 - 1 submersible pump
 - 1 pump tube
 - 1 formed suction inlet
- FlowRider® ride surface
- Inboard containment PVC grating and foam padding
- Control panel and water level control
- Installation and start-up
- License to patented Sheet Wave Technology
- License to FlowRider® Trademark
- Detailed operation and maintenance manuals
- FlowRider® video and print film stock for advertising
- Access to FlowRider® retail goods and sponsored Summer Series promotional events
- Freight included to the job site, pre-paid on single shipment within the contiguous 48 states, all others FOB Cohoes NY

Purchase does not include

- Locally required architectural, engineering and testing approvals, stamps or permits
- Site Infrastructure Construction – excavation, grading, steel placement; drains and drain placement; sewer and storm drains, fresh water fill and potable water lines, backfill, all concrete works including footings, floors, decking walls, entry side supports and stairs, and all General Conditions including construction water and electric, site clean-up and security
- Queuing area railings
- Heavy Equipment rental for FlowRider® installation
- Electrical of any nature or type – main electrical service, service to pumps, grounding and disconnect placement and hook-up
- Props and Dressings – landscaping, railings, barriers, fencing, signage, furniture and lighting
- State and Local taxes, building fees, permit fees, bonds, inspection fees or surcharges
- Painting, padding or coatings of any nature or type outside or adjacent to FlowRider®
- Customs clearance duties and taxes (if applicable)










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AQUATIC DEVELOPMENT GROUP, INC. EQUIPMENT SYSTEMS

Mission – Community Recreation Center

In a safe & friendly environment, serve the leisure needs of the youth & adults in the community by providing a variety of programs to sustain and improve individuals well-being.



More on Inputs - CRC

Money:

FY09 Expenditures: Budgeted \$ 436,946 Actual \$ 513,262 (vs \$388,037 last year)

FY09 Revenue: Budgeted \$ 273,895 Actual \$ 331,528 (vs \$263,595 last year)

Subsidy \$163,051 \$181,734 (vs \$122,049 last year)

People:

FY09 –

CRC/JPAC Manager – 1 FTE

1 FT Clerical – 1FTE

2 HT Clerical – 1.5 FTE

Part Time – 4 FTE

Inherited Capital:

- **Hours of operation: Open 93 hours per week from Oct. 15 to April 15 (excludes holidays).
Open 89 hours per week from April 16 to Oct. 14 (excludes holidays).**
- **25 meter pool - 125,000 gallons of water maintained to meet all requirements set by the Southeastern Idaho District Health Department.**
- **33,000 sq ft main building:** pool, gym, racquetball courts, dance studio, weight/cardio area, climbing wall, locker rooms, steam/sauna rooms, offices

Measures of Outputs - CRC

- **2009 – 799 Memberships** (vs 735 last year)
 - 1,326 people
 - Excludes punch card passes
- **320** punch cards sold (vs 376 last year)
- **7916** individual daily admissions (vs 7095 last year)
- **960** Monday night ½ price daily admissions (vs 788 last year)
- **1296** swim lessons (vs 894 last year)
- **529** daycare children (vs 352 last year)
- **1588** dance/tumbling students (vs 1222 last year)

Measures of Efficiency - CRC

- **Very affordable costs – without yearly contract/sign-up fees**
 - Serve significant needs of seniors and low income
- **Expenditures have remained at same steady**
 - Considering age and maintenance needs of facility
- **7.45 FTE for 75,457 participant/days**
 - **Ratio: 1/10,128 participant/day**

Outcomes: Effectiveness & Results - CRC

- **Health & Welfare Inspections are Excellent**
- **All CPR Certifications current and on file.**
- **2009 - Memberships = 799 (1,326 people)**
 - 2008 – memberships = 735
 - 2007 - memberships = 719

**75,457 participant/days in CRC
programs/services**

Issues & Concerns

- **Age & condition of the facility**
 - **Significant maintenance cost but Grant Money received was a big help for some major things**
 - **Pool Infrastructure**
 - **Lack of gym space**
- **Competition – potential members**
- **Marketing/advertising**
 - **Lack of funding**

Additional Benefits extended to community and City Departments

- *REVENUE LOSS -
- Drug Court
 - 22 memberships/month @ \$35.00 \$ 9,240
- Mental Health
 - 11 memberships/month @ \$35.00 \$ 4,620
- No Reimbursement for Office Space Rental: \$ 39,608
 - Teams Sports (20%): \$8,007
 - Administration (9%): \$3,471
 - Outdoor Rec (64%): \$25,195
 - Parks (7%): \$2,936

TOTAL **\$ 53,468**

❖ *Would reduce operating loss by this amount*

Improvements

- **Wellness program for City Employees**
 - **Good Thing!** 123 City employees have joined and 198 of their family members for a total of 321.
- **Upgrades with Grant Money**
 - **\$50,873 Spent for:**
 - **New Sand Filter System and Chemical Controls for Swimming Pool**
 - **AED Machine**
 - **New Carpet Healthclubs, Hallway & Lobby**
 - **Swimsuit Dryers**
 - **Boiler Repairs**
 - **Handicap Ladder & Lift**

Investment Idea



Providing Revenue and Relaxation Since 1989

Increase Monthly Revenue • Expand Customer Base • Gain Competitive Edge

HydroMassage
Spa Series

The advertisement features a central image of a black HydroMassage Spa Series unit with a control panel. Above the unit are three small inset photos: a woman relaxing in a spa, a spa setting with candles and towels, and a smiling man with a towel. The background is a light green gradient with water droplets.