

PLAN NOT FUNDED

- 69K SQFT

- $\approx 25-30M \approx \$300/\text{household}$

- minimal displacement \$

- YMCA: 30K, 2x population

Fairbank Community Center-35,550 new SF, Existing Center-33,750 SF, Total 69,300 SF

Operational Budget Summary						
Category	(A) New Facility		(B) Existing Facility		Difference	Grand Total
Expenses	\$ ①	1,629,194	\$	1,659,128	98%	\$ 3,288,322
Revenues	\$ ②	1,688,278	\$	1,282,636	132%	\$ 2,970,914
Difference	\$	59,084	\$	(376,492)	-16%	\$ (317,408)
Recovery %		104%		77%		90%



← optimistic

$$\text{NEW} + \text{TODAY} = \text{FUTURE}$$

① double expenses

② more than double revenue

⇒ operating subsidy goes down

Category	Facility	Recreation	Seniors	Total	Expenses	ew/Existin	Grand Total
<u>Personnel (new positions)</u>							
Full-time	179,550	59,813	23,925	263,288	601,593	44%	864,881
Part-time	64,064	701,765	137,108	902,937	559,777	161%	1,462,714
Total	\$ 243,614	\$ 761,578	\$ 161,034	\$ 1,166,226	\$ 1,161,370	100%	\$ 2,327,596
<u>Commodities</u>							
Office Supplies	500	4,000	2,000	6,500	3,500	186%	10,000
Chemicals (Pool)	10,000			10,000	6,000	167%	16,000
Janitorial & Cleaning Supplies	10,000			10,000	8,500	118%	18,500
Maintenance/Repair/Materials	20,000			20,000	57,500	35%	77,500
Recreation Program Supplies		20,000	5,000	25,000	13,000	192%	38,000
Uniforms	500	500		1,000	1,000	100%	2,000
Printing/Postage		15,000	4,000	19,000	19,396	98%	38,396
Concession Food		20,000		20,000	-		20,000
Items for Resale	-	10,000		10,000	-		10,000
Other Misc. Expenses	3,000	2,000	1,000	6,000	45,000	13%	51,000
Total	\$ 44,000	\$ 71,500	\$ 12,000	\$ 127,500	\$ 153,896	83%	\$ 281,396
<u>Contractual</u>							
<u>Utilities</u>							
Gas (\$3.10 SF)	110,205			110,205	83,315	132%	193,520
Electric (\$2.75 SF)	97,763			97,763	73,711	133%	171,474
Water	3,000			3,000	4,000	75%	7,000
Insurance (Liability & Property)	-			-	-		-
Communications (Phone/Radios)	500	2,000	1,000	3,500	3,500	100%	7,000
Contract services (alarm, sprinkl	25,000	4,000		29,000	28,476	102%	57,476
Contract Cleaning				-	77,396	0%	77,396
Software		3,000	1,000	4,000	5,080	79%	9,080
Rental Equipment (Operations)	2,000			2,000	-		2,000
Advertising/Promotion		10,000		10,000	-		10,000
Training (Staff)	1,000	2,000		3,000	3,000	100%	6,000
Travel/Conference	1,000	2,000		3,000	4,610	65%	7,610
Trash Pick-up	2,000			2,000	3,368	59%	5,368

①

\$1M in salaries
 ⇒ labor intensive
 could dial up/down

②

\$127,000
 + \$310,000
 \$437,000

Fairbank Community Center Operating Expenses							
Category	New Projected Expenses				Existing Expenses	Difference New/Existing	New/Existing Grand Total
	Facility	Recreation	Seniors	Total			
Dues/Subscriptions		1,000		1,000	1,000	100%	2,000
Credit Card/Bank EFT Charges		30,000	2,000	32,000	20,794	154%	52,794
Other	5,000	5,000		10,000	27,827	36%	37,827
Total	\$ 247,468	\$ 59,000	\$ 4,000	\$ 310,468	\$ 336,077	92%	\$ 646,545
<u>Capital</u>							
Replacement Fund	\$ 25,000			\$ 25,000	7,785	321%	\$ 32,785
Grand Total	\$ 560,082	\$ 892,078	\$ 177,034	\$ 1,629,194	\$ 1,659,128	98%	\$ 3,288,322

Way too small

Fairbank Community Center Facility Revenues

Category	New Projected Revenues				Existing Revenues	Difference New/Existing	New/Existing Grand Total
	Facility	Recreation	Seniors	Total			
<u>Aquatics Fees</u>							
Daily Admissions		60,558		60,558			60,558
Monthly		47,445		47,445			47,445
6 Month		9,452		9,452			9,452
Annual		28,356		28,356			28,356
Total		\$ 145,811	\$ -	\$ 145,811	\$ 249,191	59%	\$ 395,002
<u>Fitness/Gym Fees</u>							
Daily Admissions		115,611		115,611			115,611
Monthly		154,381		154,381			154,381
6 Month		30,531		30,531			30,531
Annual		91,594		91,594			91,594
Total		\$ 392,117	\$ -	\$ 392,117	\$ -		\$ 392,117
<u>Full Facility</u>							
Daily Admissions		80,744		80,744			80,744
Monthly		88,688		88,688			88,688
6 Month		17,698		17,698			17,698
Annual		53,095		53,095			53,095
Total		\$ 240,225	\$ -	\$ 240,225	\$ -		\$ 240,225
<u>Groups/Rentals</u>							
Corporate/Group		10,000		10,000			10,000
Rentals		80,510		80,510	120,384	67%	200,894
Total	\$ -	\$ 90,510	\$ -	\$ 90,510	\$ 120,384	75%	\$ 210,894
<u>Programs**</u>							
Aquatics		68,736		68,736	124,947	55%	193,683
General Recreation		580,578		580,578	626,381	93%	1,206,959
Senior Recreation			86,300	86,300	150,770	57%	237,070
Total	\$ -	\$ 649,314	\$ 86,300	\$ 735,614	\$ 902,098	82%	\$ 1,637,712

①
\$ 500 person
\$ 800 family

②
\$ 700 person
\$ 1000 family

③
30% from Park & Rec

Fairbank Community Center Facility Revenues							
Category	New Projected Revenues				Existing Revenues	Difference New/Existing	New/Existing Grand Total
	Facility	Recreation	Seniors	Total			
Other							
Resale Items		15,000		15,000			15,000
Special events		2,000		2,000			2,000
Vending		1,000		1,000			1,000
Concessions		58,000		58,000			58,000
Drop-in Child Care		5,000		5,000			5,000
Misc.		3,000		3,000	10,963	27%	13,963
Total	\$ -	\$ 84,000	\$ -	\$ 84,000	\$ 10,963	766%	\$ 94,963
Grand Total	\$ -	\$ 1,601,978	\$ 86,300	\$ 1,688,278	\$ 1,282,636	132%	\$ 2,970,914

Senior Programs

\$ 86,000 revenue
 - 137,000 expenses

≈ \$0K ↑ subsidy

little money goes long way w/ facility

OPTION ☺ COSTS

PRELIMINARY PROJECT BUDGETS

	Renovated Area (Pool)	New Area	Total Area	Cost psf	Construction cost	Total Project Multiplier	Total Project
Existing	11,110	29,360	40,470	\$280	\$11,330,000	1.25	\$14,163,000
Base	11,110	41,170	52,280	\$280	\$14,640,000	1.25	\$18,300,000
Enhanced	11,110	46,680	57,790	\$280	\$16,180,000	1.25	\$20,225,000

These costs should be compared with the ten year cost of simply maintaining the Fairbank Building as currently used and configured

Maintain Existing	40,000		40,000	\$225	\$9,000,000	1.25	\$12,000,000 ?
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Note: the total project cost multiplier includes fixtures & equipment, printing, fees and other soft costs. (see attached worksheet for detail)

\$1M -
\$3M

All options should be evaluated against the "no action" option. The 1960's wing requires extensive maintenance, has poor windows and substandard interiors. The baseline cost to simply maintain the 1960's wing is approximately \$1 million, and to replace the 1960's wing is approximately \$3 million. These costs would do nothing to address the poor energy performance and would significantly depress the revenue projections of the building.

SUMMARY

- \approx \$ 300/household capital
- \downarrow operating subsidy but -
 - big revenue risks 139% \uparrow
 - selling \$500-1,000 fitness memberships
 - "empty facility cost" - \approx 400k + labor
- \$ operating for senior center small % space?
- option ϕ costs uncertain - critical \rightarrow must spend option ϕ

\Rightarrow Park & Rec did not support \Rightarrow OPX CAPX
Fincom did not support

Going Forward

- a senior center on its own "easy" \rightarrow CAP-X + little OP-X = done
 - Park & Rec ~~support advocacy~~ sign up to financials ○ OPX ○ Revenue \Rightarrow governance + compromise
 - Designed with "Needs" not willingness to pay for services and a \$500 cap on taxes = SURVEY
 - ~~BUT~~ existing models of success - YMCA, other towns but different demographics
 - facility CapX high BUT avoided displacement COSTS
 - SPS space = People x SQFT \rightarrow governance & town perception
- make it too big, forever pay CAP-X & empty builds operating costs