Albany Unified School District School District Board Meeting Financial Analysis Presentation

July 15, 2008

Assumptions

- ✓ Year-Round Operation of Pools
- ✓ Increased Hours of School Use
- ✓ 30% Energy Savings from Co-Generation and Sustainable Design
- ✓ Increased Staffing
- ✓ Provision of Technology and Management Systems
- ✓ Application of Best Practices

Albany High School Pool Current Financial

Current Operating Costs

Wages and Benefits	
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Building and Pool Utilities*	<i><i>†</i> 4 4 4 0 0</i>
	\$111,100
Building Repairs and Maintenance	\$30,460
	JJU,400
Materials, Supplies, and Chemicals	\$17,550
*Estimated Distribution of Cost	



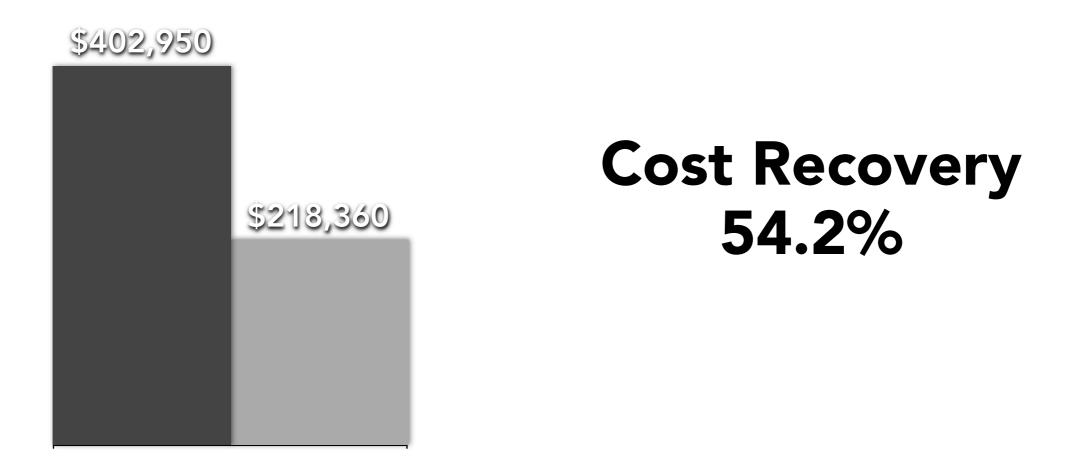
Current Pool Revenue

- Punch Passes
- Lap Swim
- Water Exercise
- Therapeutic Programs
- Water Exercise

- Adult Lessons
- Child Lessons
- Private Lessons
- Recreational Swim
- Rentals

\$218,360

Current Cost Recovery



Annual Subsidy \$184,590



Option 1

11,540sf Building 3,750sf Indoor Lap Pool 5,625sf Outdoor Lap Pool

Probable Operating Costs

	Low	High
Salaries and Benefits	\$382,000	\$412,000
Supplies, Printing, & Communications	\$41,000	\$47,000
Repair & Maintenance	\$27,000	\$35,000
Utilities	\$101,000	\$106,000
Total Probable Operating Costs	\$551,000	\$600,000

Option 1

Projection

10-Visit Punch Pass	Low	High	Current Sales
Adult	120	130	71
Child	600	660	537
Senior	750	825	751
Total	1,470	1,615	1,359

Summer Pass	Low	High
Family Summer	50	70
Total	50	70



Option 1 Summary

	Low	High
Pass Sales	\$79,000	\$91,000
Indoor Lap Pool	\$198,000	\$241,000
Outdoor Lap Pool	\$45,000	\$67,000
Merchandise/Vending Sales	\$5,000	\$7,000
Total Revenue Potential	\$327,000	\$406,000

Cost Recovery Potential



Benefits

- ✓ Two Different Water Temperatures
- ✓ Greater Sq. Ft. of Water Area
- ✓ More Shallow Water
- ✓ More Deep Water
- ✓ Greater Rental Opportunities
- ✓ Simultaneous Use and Programming



Challenges

- ✓ Increased Revenue Potential
- ✓ Both Indoor and Outdoor Options
- ✓ Two Bodies of Water to Supervise and Maintain
- ✓ Higher Operating Costs





Option 2

19,120sf Building 7,350sf Indoor Lap Pool

Probable Operating Costs

	Low	High
Salaries and Benefits	\$302,000	\$329,000
Supplies, Printing, & Communications	\$15,000	\$19,000
Repair & Maintenance	\$18,000	\$22,000
Utilities	\$84,000	\$90,000
Total Probable Operating Costs	\$439,000	\$487,000

Option 2

Projection

10-Visit Punch Pass	Low	High	Current Sales
Child	60	70	71
Adult	445	495	537
Senior	595	655	751
Total	1,100	1,220	1,359

Option 2 Summary

	Low	High
Pass Sales	\$51,000	\$56,000
Indoor Lap Pool	\$103,000	\$134,000
Merchandise/Vending Sales	\$4,000	\$6,000
Total Revenue Potential	\$158,000	\$196,000

Cost Recovery Potential





Comparative Analysis of Options

Cost Recovery Comparison

Option 1

	Low	Average	High
Cost Recovery Potential	54.5%	63.7%	73.7%
Annual Subsidy	(\$272,500)	(\$208,500)	(\$145,000)

	Low	Average	High
Cost Recovery Potential	32.5%	38.3%	44.7%
Annual Subsidy	(\$328,500)	(\$285,500)	(\$242,500)

Revenue Comparison

	Option 1	Option 2	
	Average	Average	Difference
10-Punch Pass	\$70,500	\$53,500	-\$17,000
Summer Pass Sales	\$14,500		-\$14,500
Classes, Programs, and Camp	\$178,500	\$66,000	-\$112,500
Drop-In Swim	\$40,500	\$16,000	-\$24,500
Rentals and Special Events	\$56,500	\$36,500	-\$20,000

Recommendations

- ✓ Provide and Maintain Adequate Staffing Levels
- ✓ Provide and Employ Integrated Technology Systems
 - Management Software and Hardware
 - Financial Systems Software and Hardware
 - Closed Circuit Video System

Recommendations

✓ Fund and Implement a Preventative Maintenance Program

✓ Clarify School District Objectives and Establish Operational and Fiscal Policy

✓ Seek Partnerships to Enhance Benefits to the Community and the School District



Comments and Discussion