



Derry Township Community Center Option A: With vs. Without Power Train Partnership Comparative Facility and Performance Summary

	Option A: With Power Train	Option A: Without Power Train
Facility Features/Space Requirements		
Variable Facility Features		
Natorium(s)	26,680	26,680
Competition Pool	Stretch 25	Stretch 25
Indoor Recreation Pool	✓	✓
Fitness Floor (Not Inc. Group Ex.)	8,000	8,000
Recommended Number of Parking Spaces	478	478
Fixed Facility Features		
Large Group Ex. Room (2,300 SF)	✓	✓
Small Group Ex. Room (1,200 SF)	✓	✓
Cycling Studio (600 SF)	✓	✓
Gymnasium	✓	✓
Senior Center	✓	✓
Multipurpose Rooms	✓	✓
Child Watch Room	✓	✓
Support Spaces	✓	✓

	Option A: With Power Train	Option A: Without Power Train
Financial Performance (Annual - Year 5)		
Revenue		
Revenue from Memberships	\$1,860,894	\$1,135,865
Revenue from Aquatics Programs and Meets	\$622,735	\$622,735
Revenue from Non-Aquatics Programs	\$440,227	\$288,060
Total Revenue	\$2,923,856	\$2,046,660
Expenses		
Cost of Goods Sold	\$720,226	\$504,751
Facility Expenses	\$777,087	\$777,087
Operating Expenses	\$416,305	\$321,643
Management Payroll	\$682,263	\$682,263
Lifeguard Payroll	\$320,780	\$320,780
Payroll Taxes & Benefits	\$325,104	\$302,363
Total Expenses	\$3,241,765	\$2,908,887
EBITDA		
EBITDA	(\$317,909)	(\$862,227)

<i>Primary Driver(s) of Variance</i>
<i>Fewer Members</i>
<i>Fewer Personal Training and F&B Sales</i>
<i>Reduction in Use and Variable Costs Associated with Servicing Revenue</i>
<i>Removal of Management Fee and Reduction in Expenses Tied to Revenue</i>
<i>Reduction in COGS Staff Salaries</i>

	Option A: With Power Train	Option A: Without Power Train
Economic Impact (Annual - Year 5)		
Number of Meets	10	10
Non-Local Days in Market - Day Trip Visitors	7,620	7,620
Non-Local Days in Market - Overnight Visitors	17,925	17,925
Room Nights	5,121	5,121
Economic Impact (Direct Spending)	\$2,190,491	\$2,190,491