

Fairmont YMCA - Assumptions

Membership

Enrollment projection is based on:

800 Medical Center Drive, Fairmont, MN 56031
 ~7,000 households within 20 minute drive
 Penetration of 20% by end of year 5

Fee assumptions for membership are:

Average Monthly Rate - \$47-to-\$50
 7% Membership Referral Program
 3% MFA and Scholarship
 Joining fees are collected for half of new members
 Average Units

Yr 1 - 2024	772
Yr 2 - 2025	1,155
Yr 3 - 2026	1,322
Yr 4 - 2027	1,393
Yr 5 - 2028	1,401

 No 3rd Party Pay

Other Demographic Information:

Median Household Income of predicted members = \$55,150
 Total population of 15,972
 2.7% Unemployment Rate
 Median Age = 47.3
 26% are 65 or older; 48% are 25 to 64; 20% are 18 or younger
 Projected population annual growth rate of **-0.5%** through 2024

Program Enrollments:	
Priority Registration for YMCA Members	
Preschool	0 Participants (FT & PT)
SACC (Onsite)	80 Participants (FT & PT)
Summer Camp	125 Campers in year one (Location and space is crucial.)
Group Exercise	55 hours/week (Land & Water)
Personal Training	Included
Swim Lessons	~ 40 classes per week
Sports Programs	Gymnastics = 125 /session; Youth Sports = 125 /season (3 seasons)

Staffing:

Exempt Staff	Executive Director Membership / Fitness Director 2 Program Directors 1 = Aquatics/Sports 1 = Family Life (In Ratio w/SACC ar)
Fitness floor staff	Facilities Technician Covered only during peak hours Contract janitorial services
Group Exercise Instructors	55 hours per week
Kids Club Staff	Model after licensing requirements. Accounts for staffing requirements of "Youth Room".
Desk staff	Staffed with double coverage
Lifeguards - Indoor	Staffed with double coverage (4 guards during peak hours)
SACC	101.25 hrs/week
Day Camp	380 hrs/week
Salaries	Increase 3% each year
Benefits	10% for total salary (with assumption that not all staff will be eligible.)
Taxes	11% for all staff

Hours of Operation:

Monday-Friday 5:00 a.m. - 10:00 p.m.
 Saturday 7:00 a.m.- 6:00 p.m.
 Sunday 10:00am - 6:00 p.m. (104 hours/week)

Child Care Hours of Operation:

Monday - Friday 6:30 a.m. - 6:00 p.m. (57.5 hours/week)

Kids Club Hours of Operation:

Monday - Friday 8:30 a.m. - 1:00 p.m. 4:30 - 8:30 p.m.
 Monday - Friday 1:00pm - 4:30pm "Youth Room" - **Summer Only**
 Saturday 8:00 a.m. - Noon
 Sunday 1:00 p.m. - 4:00 (218 hours/week on average)

Occupancy Assumptions:

Costs estimated based on typical 47,000 sq ft facility
 Starting at \$4.00 per sq ft; increasing 2.5% per year
 Building costs \$22 million to construct; \$24 million will be secured before construction begins. EXHIBIT B - page 1

Fairmont YMCA Membership Model

Total Members:																									
Beginning					500	1,044					1,266					1,378					1,408				
New Mem.					700	1,266					1,378					1,408					1,393				
End Mem.					1,044	1,266					1,378					1,408					1,393				
Average Mem.					772	1,155					1,322					1,393					1,401				
67%					81%					88%					90%					89%					
Total Market Penetration Rate					Total Market Penetration Rate					Total Market Penetration Rate					Total Market Penetration Rate					Total Market Penetration Rate					
Year 1 (2024)					Year 2 (2025)					Year 3 (2026)					Year 4 (2027)					Year 5 (2028)					
Mem. w/out SS					Mem. w/out SS					Mem. w/out SS					Mem. w/out SS					Mem. w/out SS					
Beginning	New	End	Average	Beginning	New	End	Average	Beginning	New	End	Average	Beginning	New	End	Average	Beginning	New	End	Average						
20% Adult	100	140	209	154	20% Adult	209	100	253	231	20% Adult	253	100	278	264	20% Adult	278	100	282	279	20% Adult	282	100	279	280	
10% Couple / 1 Adult HH	50	70	104	77	10% Couple / 1 Adult HH	104	50	127	116	10% Couple / 1 Adult HH	127	50	138	132	10% Couple / 1 Adult HH	138	50	141	139	10% Couple / 1 Adult HH	141	50	139	140	
20% 2 Adult HH	100	140	209	154	20% 2 Adult HH	209	100	253	231	20% 2 Adult HH	253	100	276	264	20% 2 Adult HH	276	100	282	279	20% 2 Adult HH	282	100	279	280	
10% 3 Adult HH	50	70	104	77	10% 3 Adult HH	104	50	127	116	10% 3 Adult HH	127	50	138	132	10% 3 Adult HH	138	50	141	139	10% 3 Adult HH	141	50	139	140	
10% 4 Adult HH	50	70	104	77	10% 4 Adult HH	104	50	127	116	10% 4 Adult HH	127	50	138	132	10% 4 Adult HH	138	50	141	139	10% 4 Adult HH	141	50	139	140	
10% AOA	50	70	104	77	10% AOA	104	50	127	116	10% AOA	127	50	138	132	10% AOA	138	50	141	139	10% AOA	141	50	139	140	
10% AOA Couple	50	70	104	77	10% AOA Couple	104	50	127	116	10% AOA Couple	127	50	138	132	10% AOA Couple	138	50	141	139	10% AOA Couple	141	50	139	140	
5% College Student	25	35	52	39	5% College Student	52	25	63	58	5% College Student	63	25	69	66	5% College Student	69	25	70	70	5% College Student	70	25	70	70	
5% Youth	25	35	52	39	5% Youth	52	25	63	58	5% Youth	63	25	69	66	5% Youth	69	25	70	70	5% Youth	70	25	70	70	
100%					100%					100%					100%					100%					
Total Units w/out SS	500	700	1,044	772	Total Units	1,044	500	1,266	1,155	Total Units	1,266	500	1,378	1,322	Total Units	1,378	500	1,408	1,393	Total Units	1,408	500	1,393	1,401	
Retention Rate				87.0%	Retention Rate				82.0%	Retention Rate				78.0%	Retention Rate				75.0%	Retention Rate				73.0%	
Area Rates				Total Full Pay	Area Rates				Total Full Pay	Area Rates				Total Full Pay	Area Rates				Total Full Pay	Area Rates				Total Full Pay	
Adult	\$35.00			\$64,848	Adult	\$35.70			\$98,964	Adult	\$36.41			\$115,518	Adult	\$37.14			\$124,161	Adult	\$37.89			\$127,345	
Couple / 1 Adult HH	\$55.00			\$50,952	Couple / 1 Adult HH	\$56.10			\$77,757	Couple / 1 Adult HH	\$57.22			\$90,764	Couple / 1 Adult HH	\$58.37			\$97,555	Couple / 1 Adult HH	\$59.53			\$100,056	
2 Adult HH	\$65.00			\$120,432	2 Adult HH	\$66.30			\$183,790	2 Adult HH	\$67.63			\$214,533	2 Adult HH	\$68.98			\$230,584	2 Adult HH	\$70.36			\$236,497	
3 Adult HH	\$75.00			\$69,480	3 Adult HH	\$76.50			\$106,033	3 Adult HH	\$78.03			\$123,769	3 Adult HH	\$79.59			\$133,029	3 Adult HH	\$81.18			\$136,411	
4 Adult HH	\$85.00			\$78,744	4 Adult HH	\$86.70			\$120,170	4 Adult HH	\$88.43			\$140,272	4 Adult HH	\$90.20			\$150,767	4 Adult HH	\$92.01			\$154,633	
AOA	\$30.00			\$27,792	AOA	\$30.60			\$42,413	AOA	\$31.21			\$49,508	AOA	\$31.84			\$53,212	AOA	\$32.47			\$54,576	
AOA Couple	\$50.00			\$46,320	AOA Couple	\$51.00			\$70,888	AOA Couple	\$52.02			\$82,513	AOA Couple	\$53.06			\$88,686	AOA Couple	\$54.12			\$90,960	
College Student	\$20.00			\$9,264	College Student	\$20.40			\$14,138	College Student	\$20.81			\$16,503	College Student	\$21.22			\$17,737	College Student	\$21.65			\$18,192	
Youth	\$15.00			\$3,048	Youth	\$15.30			\$10,003	Youth	\$15.61			\$12,377	Youth	\$15.92			\$13,303	Youth	\$16.24			\$13,844	
				\$474,780				\$724,557					\$845,756				\$909,033							\$932,344	
Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					
For All	\$50.00				For All	\$50.00				For All	\$50.00				For All	\$50.00				For All	\$50.00				
Joining Fees	50.0%			\$17,500	Joining Fees	50.0%			\$12,500	Joining Fees	50.0%			\$12,500	Joining Fees	50.0%			\$12,500	Joining Fees	50.0%			\$12,500	
SilverSneakers					SilverSneakers					SilverSneakers					SilverSneakers					SilverSneakers					
New	End	Average		New	End	Average		New	End	Average		New	End	Average	New	End	Average		New	End	Average		New	End	Average
0% SilverSneakers	-	0	0	0	0% Senior	-	0	0	0	0% Senior	-	0	0	0	0% Senior	-	0	0	0	0% Senior	-	0	0	0	
Total Units w/SS	500	700	1,044	772	Total Units w/SS	1,044	500	1,266	1,155	Total Units w/SS	1,266	500	1,378	1,322	Total Units w/SS	1,378	500	1,408	1,393	Total Units w/SS	1,408	500	1,393	1,401	
Area Rates				Scans	Area Rates				Scans	Area Rates				Scans	Area Rates				Scans	Area Rates				Scans	
Senior	\$4.30			72	Senior	\$4.30			72	Senior	\$4.30			72	Senior	\$4.30			72	Senior	\$4.30			72	
Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					Membership Joining Rates:					
Senior	\$0.00				Senior	\$0.00				Senior	\$0.00				Senior	\$0.00				Senior	\$0.00				
Joining Fees	100.0%			\$0	Joining Fees	100.0%			\$0	Joining Fees	100.0%			\$0	Joining Fees	100.0%			\$0	Joining Fees	100.0%			\$0	
Membership w/out SS				492,280	Membership w/out SS				737,057	Membership w/out SS				858,256	Membership w/out SS				921,533	Membership w/out SS				944,844	
SilverSneaker				-	SilverSneaker				-	SilverSneaker				-	SilverSneaker				-	SilverSneaker				-	
Contra Member Referral	7%			(33,235)	Contra Member Referral	7%			(50,719)	Contra Member Referral	7%			(59,203)	Contra Member Referral	7%			(63,632)	Contra Member Referral	7%			(65,264)	
MFA / Scholarship	3%			(14,243)	MFA / Scholarship	3%			(21,373)	MFA / Scholarship	3%			(25,373)	MFA / Scholarship	3%			(27,271)	MFA / Scholarship	3%			(27,970)	
				\$444,802					\$664,601					\$773,680					\$830,630					\$851,610	
Per Pro Forma Tab				\$ 444,802	Per Pro Forma Tab				\$ 664,601	Per Pro Forma Tab				\$ 773,680	Per Pro Forma Tab				\$ 830,630	Per Pro Forma Tab				\$ 851,610	

Fairmont YMCA Staffing Assumptions

Executive Director	\$ 75,000
Program Director	40,000
Membership/Fitness Director	40,000
Office Manager - P/T	20,000
Maintenance - P/T	20,000
PT Youth Sports Coordinator	-
Wellness Floor Coverage:	58,305
Personal Trainers:	8,000
Member Services Coverage:	134,017
Kids Club/Youth Room:	70,980
Group Exercise Instructors:	36,465
Preschool Child Care:	-
Day Camp Staff	54,340
SACC Staff	50,018
Lifeguard	102,752
Swim Lessons	23,410
Swim Team Coaches	-
Gymnastics/Sports Official	34,944
Total Salaries:	\$ 768,230

Hours of Operation: Monday-Friday 5:00 a.m. - 10:00 p.m.
 Saturday 7:00 a.m.- 6:00 p.m.
 Sunday 10:00 a.m. - 6:00 p.m. (104 hours/week)

Child Care Hours of Operation: Monday - Friday 6:30 a.m. - 6:00 p.m. (57.5 hours/week)

Kids Club Hours of Operation: Monday - Friday 8:30 a.m. - 1:00 p.m. 4:30 - 8:30 p.m.
 Saturday 8:00 a.m. - Noon
 Sunday 1:00 p.m. - 4:00 p.m. (49.5 hrs/week)

Wellness Center (Floor Coverage)

Hours Open	M-F 5am to 10pm Sat 7am - 6pm, Sun 10am - 6pm			Hrs per Shift	Shifts						
	Open	Close	Hrs Open		3.25	3	3	3	3	3.25	
m	4.75	22.25	17.5	Staff per shift	4:45-8:00	8:00 - 11:00	11:00 - 2:00	2:00 - 5:00	5:00 - 8:00	7:00 - 10:15	
t	4.75	22.25	17.5		1	1	1	0	1	1	
w	4.75	22.25	17.5		1	1	1	0	1	1	
t	4.75	22.25	17.5		1	1	1	0	1	1	
f	4.75	22.25	17.5		1	1	1	0	1	0	
s	6.75	18.25	11.5		0	1	1	0	0	0	
s	9.75	18.25	8.5		0	0	1	1	0	0	
					5	6	7	1	5	4	
Total Hours Open -->			107.5								
				Total Hours	16.25	18	21	3	15	13	86.25

PT Staff Weekly	86.25	\$13.00	\$1,121.25
Hourly Rate		\$	13.00
Total PT Floor Staff/Week:		\$	1,121.25
Total Staffing/Year:		\$	58,305

Member Services

				Shifts						
M-F 5:00 am to 10:00 pm Sat 7-6, Sun 10-6				Hrs per Shift						
				3.25	4	4	4	2		
Hours Open	Open	Close	Hrs Open	4:45 - 8:00	8:00 - 12:00	12:00 - 4:00	4:00 - 8:00	8:00 - 10:00		
m	4.75	22.25	17.5	1	2	2	2	2	1	
t	4.75	22.25	17.5	1	2	2	2	2	1	
w	4.75	22.25	17.5	1	2	2	2	2	1	
t	4.75	22.25	17.5	1	2	2	2	2	1	
f	4.75	22.25	17.5	1	2	2	2	2	1	
s	6.75	18.25	11.5		2	2	2	2	1	
s	9.75	18.25	8.5		2	2	2	2	1	
Total Hours Open -->			107.5	5	14	14	14	7	0	
Total Hours				16.25	56	56	56	14	0	198.25 staff hours
Hourly rate \$ 13.00										
Total PT Membership Staffing/Year \$134,017										

Kids Club

Monday - Friday 8:30 a.m. - 1:00 p.m. 4:30 - 8:30 p.m.				Shifts		
Saturday 8:00 a.m. - Noon (49.5 hrs/week)				Hrs per Shift		
				4.75	3.5	4
Hours Open	Open	Close	Hrs Open	8:15 - 1:00	1:00 - 4:30	4:30 - 8:30
m	See above		8.5	2	0	2
t			8.5	2	0	2
w			8.5	2	0	2
t			8.5	2	0	2
f			8.5	2	0	2
s			4	2	0	2
s			3		0	
Total Hours Open -->			49.5	12	0	12
Total Hours				57	0	48
Total CW Hours						105
Hourly rate						\$ 13.00
Total CW /Year:						\$ 70,980

Group Exercise Schedule

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
6:00	1		0	1	0	1	
9:00	3		2	3	2	3	2
10:00	3		2	3	2	2	1
Noon	1		2	1	2	1	
5:30	2		1	2	1	0	
6:30	1		2	2	2	0	
7:30	1		1	1	1	0	
	12		10	13	10	7	3
Avg Hourly Rate \$							13.00
55.00 Hours per week							
715 Wage per week							
51 Weeks per year							
\$ 36,465 Annual budget							

Child Care
Preschool (44)

Hours
Open

	6:15 a.m. - 6:00 p.m.		Hrs Open
	Open	Close	
m	6:15	18:00	11.75
t	6:15	18:00	11.75
w	6:15	18:00	11.75
t	6:15	18:00	11.75
f	6:15	18:00	11.75
s			0
s			0

Hrs per Shift

Shifts

	2	9	4	1
	6:15 - 8:15	8:15 - 5:15 p.m.	1:15 - 5:15p.m.	5:15-6:15 p.m.
Staff per shift	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0
	0	0	0	0

Total Hours Open --> 58.75

Total Hours

0 0 0 0

Total Hours	0
Avg Hourly Rate \$	13.00
Total School \$	-

Day Camp

100 Campers

Hours
Open

	6:15 a.m. - 6:00 p.m.		Hrs Open
	Open	Close	
m	6:15	18:00	11.75
t	6:15	18:00	11.75
w	6:15	18:00	11.75
t	6:15	18:00	11.75
f	6:15	18:00	11.75
s			0
s			0

Hrs per Shift

Shifts

	2.75	3	4	2
	6:15 - 9:00	9:00 - 12:00	12:00 - 4:00	4:00 - 6:00
Staff per shift	4	9	8	3
	4	9	8	3
	4	9	8	3
	4	9	8	3
	4	9	8	3
	20	45	40	15

Total Hours Open --> 58.75

Total Hours

55 135 160 30

Total Hours	380
Hourly Rate \$	13.00
Total Camp/Year \$	54,340

SACC - 60 Participants

(Assumption that the Y is on a bus route)

Hours
Open

	6:30 - 8:30 am		3:30 pm - 6:00 pm		Hrs Open
	Open	Close	Open	Close	
m	6:30	9:00			6
t	6:30	9:00			6
w	6:30	9:00			6
t	6:30	9:00			6
f	6:30	9:00			6
s					0
s					0

Hrs per Shift

Shifts

	2.75	3
	6:15 - 9:00	3:00 - 6:00
Staff per shift	3	4
	3	4
	3	4
	3	4
	3	4
	15	20

Total Hours Open --> 30

Total Hours

41.25 60

Total Hours	101.25
Hourly Rate \$	13.00
Total SACC/Year \$	50,018

Swim Lessons

Classes

Instructors AM

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Instructors AM	4	3	4	3	3		8
Instructors PM	6	6	6	6	0		

10

9

10

9

3

8

Hourly Rate \$ 13.00

36.75	Hours per week
478	Wage per week
49	Weeks per year
\$ 23,410	Annual budget

Lifeguard - Indoor Pool

Hours Open	M-F 5:00 am to 9:00 pm Sat 8-6, Sun 11-6			Hrs per Shift	Shifts						Total Hours	152 staff hours
	Open	Close	Hrs Open		3.25	3	3	3	2	1		
m	4.75	22.25	17.5	Staff per shift	4:45-8:00	8:00 - 11:00	11:00 - 2:00	2:00 - 5:00	6:00 - 8:00	8:00 - 9:15		
t	4.75	22.25	17.5		1	2	2	1	2	2		
w	4.75	22.25	17.5		1	2	2	1	2	2		
t	4.75	22.25	17.5		1	2	2	1	2	2		
f	4.75	22.25	17.5		1	2	2	1	2	2		
s	6.75	18.25	11.5		0.08	2	2	1	0.13	0		
s	9.75	18.25	8.5		0	2	2	1	0.13	0		
Total Hours Open -->			107.5		5.08	14	14	7	10.25	10		
Total Hours					16.5	42	42	21	20.5	10		
											Hourly rate	\$ 13.00
											Total PT Lifeguard Staffing/Year	\$ 102,752

Swim Team Coaches

Hours Open	Various throughout the year			Hrs per Shift	Shifts						Total Hours	0
	Open	Close	Hrs Open		1.5	2	2	3	3	3		
m	5.5	22	16.5	Staff per shift	5 - 6:30	7:30 - 9:30	11-1	3 - 6	4-7	7-10		
t	5.5	22	16.5		0	0	0	0	0	0		
w	5.5	22	16.5		0	0	0	0	0	0		
t	5.5	22	16.5		0	0	0	0	0	0		
f	5.5	22	16.5		0	0	0	0	0	0		
s	8	18	10			0						
s	12	18	6									
Total Hours Open -->			98.5		0	0	0	0	0	0		
Total Hours School Yr					0		0	0	0	0		0
Total Hours Summer						0						
											Hourly rate	\$ 13.00
											Total PT Lifeguard Staffing/Summer-11 weeks	\$ -
											Total PT Lifeguard Staffing/School Year-22 weeks	\$ -
											Total	\$ -

Swim Team Coaches

Classes	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Coaches AM	2	0	2	0	2	0	
Coaches PM	2	2	2	2	2	2	0
	4	2	4	2	4	0	
Hourly Rate							\$ -
32.00 Hours per week							
- Wage per week							
48 Weeks per year							
- Annual budget							

Gymnastics Staff/Youth Sports Officials

Hours Open	M-F 5:30pm - 8:15pm, Sat. 7:30am - Noon			Hrs per Shift	Shifts					Total Hours	56 staff hours	
	Open	Close	Hrs Open		3.25	4	6	2	2			
m	17.5	20.25	2.75	Staff per shift	4:45 - 8	8:00 - 12:00	12:00 - 6:00	6:00 - 8:00	8:00 - 10:00			
t	17.5	20.25	2.75					4				
w	17.5	20.25	2.75					4				
t	17.5	20.25	2.75					4				
f	17.5	20.25	2.75					0				
s	7.5	12	4.5			6						
s	0	0	0									
Total Hours Open -->			18.25		0	6	0	16	0	0		
Total Hours					0	24	0	32	0	0		
											Hourly rate	\$ 13.00
											Total PT Gymnastics/Sports Official	\$ 34,944

Fairmont YMCA Program Assumptions

	Swim Team (4) (Y Winter)	Swim Team (5) (Summer)	Day Camp (1)	Pre/Post	SACC (2)	Swim Lessons (4 weeks)	Swim Lessons (8 weeks)	Preschool (3)	Personal Training	Gymnastics	Youth Sports	All Programs
Classes week	1	1	1	1	1	15	25	1	1	1	1	
Hours per class												
Enrollment per class	0	0	125	125	80	4	4	0	50	125	125	
Weeks per session	4	4	1	1	1	4	8	1	1	8	8	
Sessions	6	1	8	8	38	12	6	49	1.25	5	3	
Total	0	0	1000	1000	3040	720	600	0	62.5	625	375	
Scholarship	5%	5%	20%	20%	5%	15%	15%	5%	5%	15%	15%	
State Assistance	0%	0%	0%	0%	15%	0%	0%	15%	15%	0%	0%	
Mem	95%	95%	60%	60%	80%	51%	51%	80%	80%	51%	51%	
Non Mem	0%	0%	20%	20%	0%	34%	34%	0%	0%	34%	34%	
			100%	100%	100%	100%	100%	100%	100%			
Revenue												
Program Revenue	\$ -	\$ -	\$ 138,000.00	\$ 25,000.00	\$ 160,360.00	\$ 46,620.00	\$ 38,850.00	\$ -	\$ 11,387.50	\$ 41,875.00	\$ 23,850.00	\$ 485,942.50
Members Fee	\$ 175.00	\$ 350.00	\$ 140.00	\$ 25.00	\$ 55.00	\$ 50.00	\$ 50.00	\$ 140.00	\$ 202.00	\$ 50.00	\$ 50.00	
Non Member Fee	\$ -	\$ -	\$ 170.00	\$ 35.00	\$ 55.00	\$ 100.00	\$ 100.00	\$ -	\$ -	\$ 100.00	\$ 90.00	
Scholarship	\$ 125.00	\$ 225.00	\$ 100.00	\$ 15.00	\$ 25.00	\$ 35.00	\$ 35.00	\$ 100.00	\$ 100.00	\$ 50.00	\$ 50.00	
Voucher 1016			\$ -	\$ -	\$ 50.00			\$ 104.00	\$ 104.00			

Notes:

- (1) Day Camp figures based on 315 registrations attending an average of 4 weeks throughout the summer.
- (2) SACC figures based on 60 participants (combination of FT, PT, Before only, After only, and Before and After). Rate of \$55/week is based off an average of all categories).
Does not include offsite programs. Would be on the bus route of 4 Elementary Schools.
- (3) Preschool figures based on minimum of 44 participants (combination of FT and PT). Rate of \$140/week is an average rate. - Full Time only
- (4) Average monthly swim team fee for the winter is \$175/month.
- (5) Average rate for summer swimming is \$350.

Fairmont YMCA Other Revenue Assumptions

	Swim Team 1	Swim Team 2	Swim Team 3	Swim Team 4	Swim Team 5	Swim Team 6	Swim Team 7	All Other	
Rental Hours	0	0	0	0					
Rental Lanes	3	3	7	4					
Days/week	3	3	3	3					
# of Weeks	20	20	20	20					
Scholarship	5%	5%	5%	5%	5%	5%	15%	15%	15%
State Assistance	0%	0%	0%	0%	0%	15%	0%	0%	0%
Mem	95%	95%	95%	95%	95%	80%	51%	51%	51%
Non Mem	0%	0%	0%	0%	0%	0%	34%	34%	34%
Average Monthly Rate of Yr. 1 = \$63/month and Yr. 5 = \$68/month						100%			
Revenue									
Rental Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
Rental Fee/Lane/Hour	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ 24.00	\$ -	\$ -

	Dive Team 1	Dive Team 2	Dive Team 3	Dive Team 4	Dive Team 5	Dive Team 6	Dive Team 7	All Other	
Rental Hours	0	0	0	0	0	0	0		
Rental Lanes	1	1	1	0	0	0	0		
Days/week	3	3	3	0	0	0	0		
# of Weeks	20	20	20	0	0	0	0		
Scholarship	5%	5%	5%	5%	5%	5%	15%	15%	15%
State Assistance	0%	0%	0%	0%	0%	15%	0%	0%	0%
Mem	95%	95%	95%	95%	95%	80%	51%	51%	51%
Non Mem	0%	0%	0%	0%	0%	0%	34%	34%	34%
Average Monthly Rate of Yr. 1 = \$63/month and Yr. 5 = \$68/month						100%			
Revenue									
Rental Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
Rental Fee/Lane/Hour	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ -	\$ -

	Swim Meets 1	Dive Meets 1 0	Swim Meets 2	Dive Meets 2 0	Swim Meets 3	Dive Meets 3	Swim Meets 4	Dive Meets 4	Dive Meets 5	All Other
Rental Hours	0	0	0	0	0	0	0	0	0	20
# of Teams	0	0	0	0	0	0	0	0	0	
Days/week	1	1	1	1	1	1	1	0	0	
# of Meets/Season	4	2	2	2	5	3	2	0	0	
Scholarship	5%	5%	5%	15%	5%	5%	15%	15%	15%	
State Assistance	0%	0%	15%	0%	0%	15%	0%	0%	0%	
Mem	95%	95%	80%	51%	95%	80%	51%	51%	51%	
Non Mem	0%	0%	0%	34%	0%	0%	34%	34%	34%	
Average Monthly Rate of Yr. 1 = \$63/month and Yr. 5 = \$68/month		100%		100%						
Revenue										
Rental Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rental Fee/Team	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ -

	Meet Admissions 1	Rental 2	Rental 3	Rental 4	Rental 5	Facility Rentals 3	Guest Fees 4	All Other
Average # of Guest	0	0	0	0	0	0	0	-
Days/week	1	1	1	1	1	1	1	
# of Weeks	1	1	1	1	1	1	52	
# of Events	20	1	1	1	1	40	1	
Total number of Guests	0	0	0	0	0	0	0	
Scholarship	5%	5%	5%	5%	5%	5%	15%	
State Assistance	15%	15%	15%	15%	15%	15%	0%	
Mem	80%	80%	80%	80%	80%	80%	51%	
Non Mem	0%	0%	0%	0%	0%	0%	34%	
100%		100%		100%		100%		
Revenue								
Admission Reveue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Admission Fee	\$ 4.00	\$ -	\$ -	\$ -	\$ -	\$ 200.00	\$ 8.00	\$ -

Fairmont YMCA

47,185 sq ft

Financing Plan

2023

Capital Uses:

Construction Costs	~\$307.35 per sq ft	\$14,502,188
Site Development	\$90,000 per acre	1,080,000
Parking	250 spaces @ \$2,500 each	625,000
Construction Contingency	5% of Construction	810,359
General Contractor Fee	5% of Construction	810,359
Soft Costs (A&E)	~10% of Construction, incl site devel/pkg	1,690,719
General Contingency	~10% of Costs, excluding Soft Costs	1,782,791
Furnishings and Equipment	~\$12 per sq ft	707,768
Total Uses		\$22,009,184

Summary of Significant Assumptions:

47,185 gross sf (Net - 40,676)
 Construction throughout 2023
 Facility opens in 2024
 Membership units - from ~800 (Yr 1) to ~1,400 (Yr 5)
 Net membership fees - from \$46 (Yr 1) to \$50 (Yr 5)
 MFA / Scholarship at 10% of all membership
 Project costs funded by capital campaign.

Capital Sources:

Lead Donors [1]	\$4,000,000
Other Donors / Sources [2]	4,000,000
City of Fairmont [6]	14,000,000
Total Sources	\$22,000,000

Operating Plan

	2023	2024	2025	2026	2027	2028	Total
Funding Model:							
Beginning Cash		0	164,280	559,077	1,073,789	1,656,434	
Lead Donor [1]	4,000,000	0	0	0	0	0	4,000,000
Other Contributions [2]	4,000,000	0	0	0	0	0	4,000,000
Founders' Campaign/Endowment [3]		400,000	400,000	400,000	400,000	400,000	2,000,000
Operating Net [4]	0	(235,720)	(5,203)	114,712	182,645	94,787	151,220
Revolver [5]	0	0	0	0	0	0	-
City of Fairmont [6]	14,000,000	0	0	0	0	0	14,000,000
Total Revenue	22,000,000	164,280	559,077	1,073,789	1,656,434	2,151,220	24,151,220
Capital Costs:							
Construction Cost	22,000,000	0	0	0	0	0	22,000,000
Revolver Principal & Interest [5]	0	0	0	0	0	0	-
Other	0	0	0	0	0	0	-
Capital Cost:	22,000,000	-	-	-	-	-	22,000,000
Ending Cash	0	164,280	559,077	1,073,789	1,656,434	2,151,220	2,151,220

[1] 20% of required funding

[2] 20% of required funding;

[3] An additional \$2 million of pledges will be secured to cover any escalation or early cash flow challenges. (In addition to contributions on Pro Forma income statement.)

[4] Operating net (EBID) from Pro Forma

[5] Revolver to address startup cash flow needs; assume interest at 6%; need depends on pace of paydown on construction loan

[6] Assume City's support is available to fund construction at project's commencement.

Fairmont YMCA
Benchmark Y's - 2019 Operations

	Brainerd		Marshall		Fergus Falls		Worthington		Albert Lea		AVERAGE	
	<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>				<i>of Rev</i>	
REVENUE												
Contributions and Grants	271,135	15%	133,285	8%	239,229	16%	228,624	20%	373,863	42%	249,227	18%
Government Contracts/Grants	0	0%	0	0%	0	0%	77,851	7%	3,500	0%	16,270	1%
Membership	717,705	40%	1,045,185	64%	926,338	62%	512,395	45%	337,112	38%	707,747	51%
Program Service Fees	752,588	42%	429,503	26%	242,564	16%	280,011	25%	140,687	16%	369,071	27%
Investment Income	33,933	2%	9,448	1%	1,185	0%	35,342	3%	12	0%	15,984	1%
Other	5,251	0%	19,863	1%	78,936	5%	1,879	0%	30,688	3%	27,323	2%
REVENUE TOTALS	1,780,612	100%	1,637,284	100%	1,488,252	100%	1,136,102	100%	885,862	100%	1,385,622	100%
EXPENSE												
Salaries and Wages	986,950	55%	856,162	52%	710,641	48%	480,547	42%	436,376	49%	694,135	50%
Benefits & Payroll Taxes	176,368	10%	153,399	9%	132,513	9%	76,693	7%	49,237	6%	117,642	8%
Total Personnel Costs	1,163,318	65%	1,009,561	62%	843,154	57%	557,240	49%	485,613	55%	811,777	59%
Professional Fees	14,477	1%	79,985	5%	24,661	2%	9,645	1%	14,842	2%	28,722	2%
Supplies	15,949	1%	0	0%	48,238	3%	5,062	0%	2,958	0%	14,441	1%
Occupancy	306,559	17%	211,705	13%	137,585	9%	257,450	23%	86,020	10%	199,864	14%
Insurance	36,241	2%	24,275	1%	33,292	2%	16,309	1%	23,002	3%	26,624	2%
Promotion and Publicity	14,502	1%	0	0%	13,361	1%	16,150	1%	11,449	1%	11,092	1%
YUSA Dues	32,452	2%	29,358	2%	23,432	2%	15,497	1%	11,543	1%	22,456	2%
Other	239,545	13%	208,886	13%	153,164	10%	198,542	17%	124,339	14%	184,895	13%
TOTAL EXPENSE	1,823,043	102%	1,563,770	96%	1,276,887	86%	1,075,895	95%	759,766	86%	1,299,872	94%
EBID	(42,431)	-2%	73,514	4%	211,365	14%	60,207	5%	126,096	14%	85,750	6%
Interest	17,796	6%	38,277	2%	663	0%	0	0%	0	0%	11,347	1%
Depreciation	245,444	14%	336,811	21%	170,041	11%	148,639	13%	82,562	9%	196,699	14%
NET	(305,671)	-17%	(301,574)	-18%	40,661	3%	(88,432)	-8%	43,534	5%	(122,296)	-9%

Fairmont YMCA
Benchmark Y's - 2021 Operations

	Green County WI		YMCA of the Prairie NE		YMCA of the Northwoods WI		Mahaska County IA		Mercer County Family Y IL		AVERAGE	
	<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>				<i>of Rev</i>	
REVENUE												
Contributions and Grants	289,474	20%	441,645	14%	155,442	5%	105,689	6%	61,326	4%	210,715	9%
Government Contracts/Grants	298,456	21%	511,473	16%	847,296	27%	357,581	19%	582,309	37%	519,423	23%
Membership	560,630	40%	1,590,993	51%	476,460	15%	295,127	16%	295,102	19%	643,662	29%
Program Service Fees	256,415	18%	491,308	16%	1,256,247	40%	930,818	49%	414,541	27%	669,866	30%
Investment Income	6,315	0%	46,178	1%	177	0%	74,160	4%	76,593	5%	40,685	2%
Other	901	0%	57,969	2%	432,602	14%	131,253	7%	131,970	8%	150,939	7%
REVENUE TOTALS	1,412,191	100%	3,139,566	100%	3,168,224	100%	1,894,628	100%	1,561,841	100%	2,235,290	100%
EXPENSE												
Salaries and Wages	527,492	37%	1,241,197	40%	1,274,722	40%	1,029,851	54%	720,190	46%	958,690	43%
Benefits & Payroll Taxes	124,359	9%	11,641	0%	270,103	9%	152,895	8%	107,228	7%	133,245	6%
Total Personnel Costs	651,851	46%	1,252,838	40%	1,544,825	49%	1,182,746	62%	827,418	53%	1,091,936	49%
Professional Fees	120,533	9%	63,634	2%	86,645	3%	66,143	3%	30,439	2%	73,479	3%
Supplies	17,904	1%	130,124	4%	23,664	1%	34,283	2%	12,288	1%	43,653	2%
Occupancy	69,588	5%	457,215	15%	175,751	6%	105,569	6%	14,000	1%	164,425	7%
Insurance	36,935	3%	96,367	3%	39,240	1%	45,910	2%	26,835	2%	49,057	2%
Promotion and Publicity	0	0%	57,678	2%	13,267	0%	0	0%	0	0%	14,189	1%
YUSA Dues	24,595	2%	53,372	2%	29,513	1%	30,960	2%	11,158	1%	29,920	1%
Other	116,809	8%	286,949	9%	232,257	7%	204,242	11%	314,096	20%	230,871	10%
TOTAL EXPENSE	1,038,215	74%	2,398,177	76%	2,145,162	68%	1,669,853	88%	1,236,234	79%	1,697,528	76%
EBID	373,976	26%	741,389	24%	1,023,062	32%	224,775	12%	325,607	21%	537,762	24%
Interest	165	0%	27,120	1%	163,816	5%	0	0%	24,655	2%	43,151	2%
Depreciation	132,409	9%	306,970	10%	332,915	11%	32,761	2%	94,349	6%	179,881	8%
NET	241,402	17%	407,299	13%	526,331	17%	192,014	10%	206,603	13%	314,730	14%

Fairmont YMCA
Pro Forma Operations

	BENCHMARK		Year 1		Year 2		Year 3		Year 4		Year 5	
REVENUE		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>		<i>of Rev</i>
Contributions (1)	249,227	18%	180,000	16%	200,000	14%	220,000	14%	240,000	14%	260,000	15%
Government Contracts/Grants	16,270	1%	20,000	2%	25,000	2%	30,000	2%	35,000	2%	40,000	2%
Membership	707,747	51%	444,802	39%	664,601	47%	773,680	50%	830,630	50%	851,610	49%
Program Service Fees (2)	369,071	27%	485,943	43%	510,240	36%	535,752	34%	562,539	34%	590,666	34%
Investment Income	15,984	1%	0	0%	0	0%	0	0%	0	0%	0	0%
Other (3)	27,323	2%	0	0%	0	0%	0	0%	0	0%	0	0%
TOTAL REVENUE	1,385,622	100%	1,130,745	100%	1,399,841	100%	1,559,432	100%	1,668,169	100%	1,742,276	100%
EXPENSE												
Salaries and Wages	694,135	50%	768,230	68%	791,277	57%	815,015	52%	839,466	50%	864,650	50%
Benefits & Payroll Taxes	117,642	8%	115,235	10%	118,692	8%	122,252	8%	125,920	8%	129,697	7%
Total Salaries	811,777	59%	883,465	78%	909,969	65%	937,268	60%	965,386	58%	994,347	57%
Professional Fees	28,722	2%	30,000	3%	30,750	2%	31,519	2%	32,307	2%	33,114	2%
Supplies	14,441	1%	15,000	1%	15,375	1%	15,759	1%	16,153	1%	16,557	1%
Occupancy (4)	199,864	14%	188,000	17%	192,700	14%	197,518	13%	202,455	12%	207,517	12%
Equipment Leasing	0	0%	0	0%	0	0%	0	0%	0	0%	120,000	7%
Insurance	26,624	2%	30,000	3%	30,750	2%	31,519	2%	32,307	2%	33,114	2%
Promotion and Publicity	11,092	1%	15,000	1%	15,375	1%	15,759	1%	16,153	1%	16,557	1%
YUSA Dues	22,456	2%	15,000	1%	15,375	1%	15,759	1%	16,153	1%	16,557	1%
Other	184,895	13%	190,000	17%	194,750	14%	199,619	13%	204,609	12%	209,724	12%
		0%		0%		0%		0%		0%		0%
TOTAL EXPENSE	1,299,872	94%	1,366,465	121%	1,405,044	100%	1,444,720	93%	1,485,524	89%	1,647,489	95%
EBID	85,750	6%	(235,720)	-21%	(5,203)	0%	114,712	7%	182,645	11%	94,787	5%
Interest (5)	11,347	1%	0	0%	0	0%	0	0%	0	0%	0	0%
Depreciation	196,699	14%		0%		0%		0%		0%		0%
Association Support (6)		0%	113,074	10%	139,984	10%	155,943	10%	166,817	10%	174,228	10%
NET	(122,296)	-9%	(348,795)	-31%	(145,187)	-10%	(41,231)	-3%	15,828	1%	(79,441)	-5%

Membership

Average # of Full Pay & SS Members	772	1,155	1,322	1,393	1,401
Average Net Monthly Fee	46	47	48	49	50
Membership Revenue - before Joiner Fees	427,302	652,101	761,180	818,130	839,110
Joiner Fees	17,500	12,500	12,500	12,500	12,500
Membership Revenue	444,802	664,601	773,680	830,630	851,610

Notes:

- (1) Fundraising anticipated to increase \$25K each year.
- (2) Program Service Fees - Individual spreadsheets factor scholarship.
- (3) No "other" revenue contemplated.
- (4) Estimated at \$4 per sq ft
- (5) Debt Service = Revolver Interest
- (6) 10% of Revenue

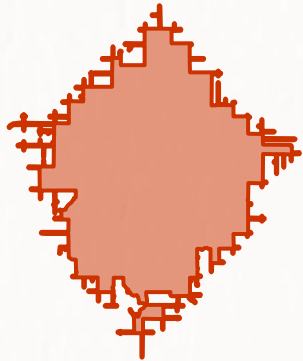
Fitness Lease	\$	400,000
Lease Rate Factor		0.3
Annual Lease	\$	120,000



Community Overview

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 15 minutes

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 15

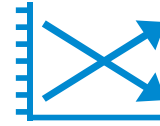


Key Facts



12,765

Population



-0.5%

Population: Annual Growth Rate (2019-2024)



5,653

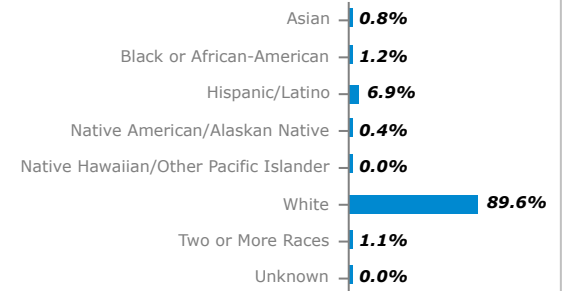
Households



\$54,376

Median Household Income

Race & Ethnicity



Ability



1,463

Households With Disability



24.8

Diversity Index

0 (No Diversity)
100 (Complete Diversity)

Population Characteristics



22%

Follow a regular exercise routine



30%

Try to eat healthy with nutrition focus



2.8%

Unemployment Rate

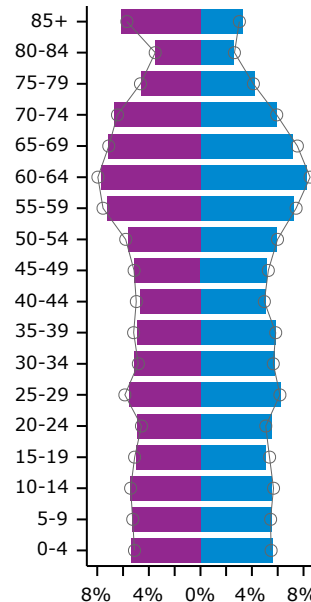


16%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group: **2021 Males Age 60-64**

The smallest group: **2021 Males Age 80-84**

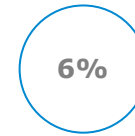
46.7
Median Age

Female
Male

Dots show comparison to

Martin County

Education



No High School Diploma



38%

High School Graduate (Including GED)



32%

Some College (Includes Associate Degrees)



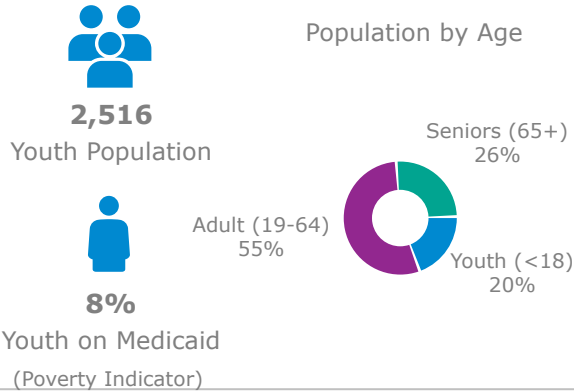
25%

Bachelor's/Grad/Prof Degree

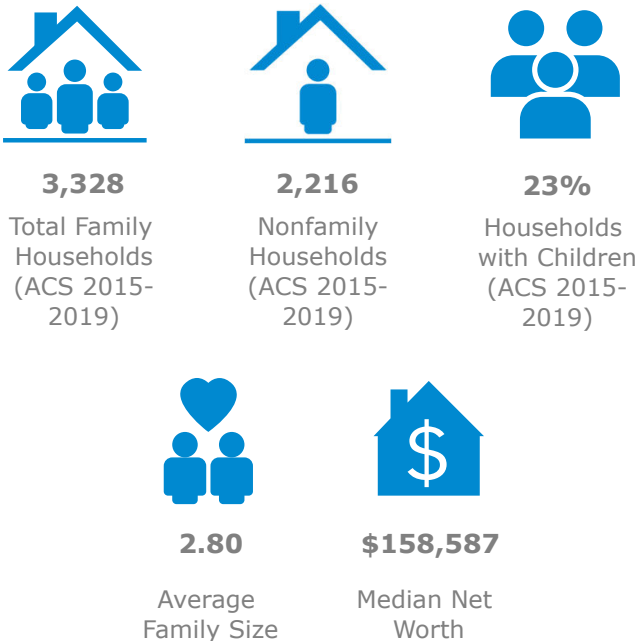
Community Overview

15 minutes

Youth

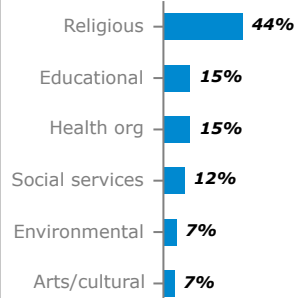


Households



Charitable Engagement

Contributed to Civic Organization in 12 months



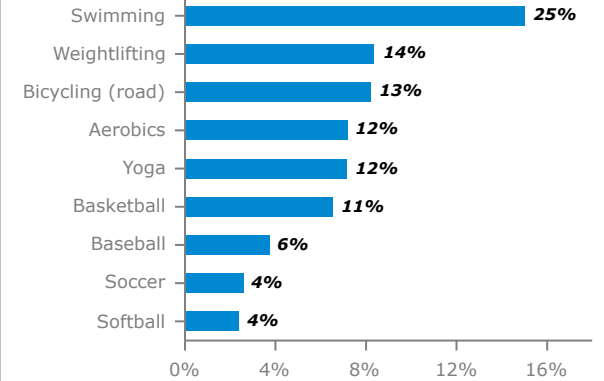
5%
Member of charitable organization



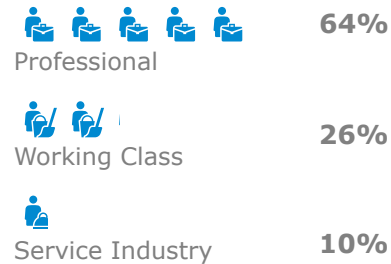
17%
Volunteered for a charity in 12 months

Physical Activity

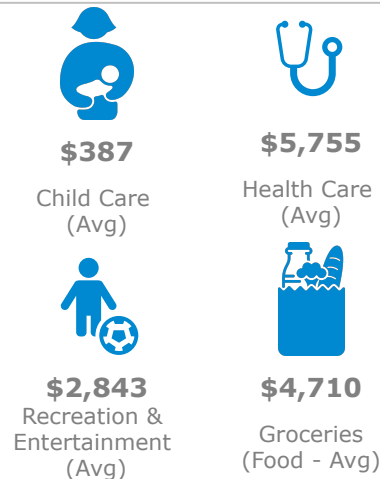
Participate in Sport and Physical Activity (%)



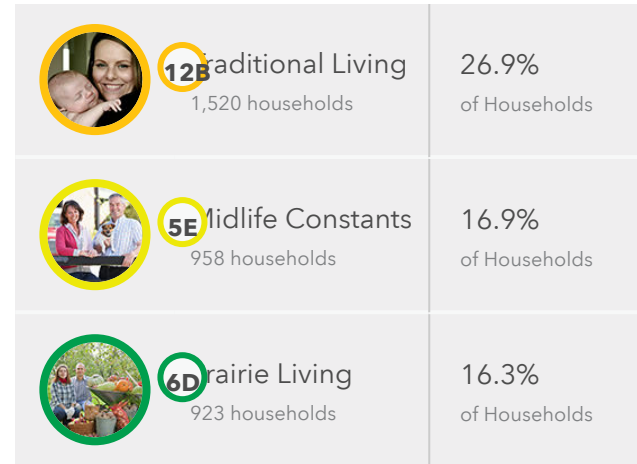
Employment Type



Spending



Esri Tapestry Segments



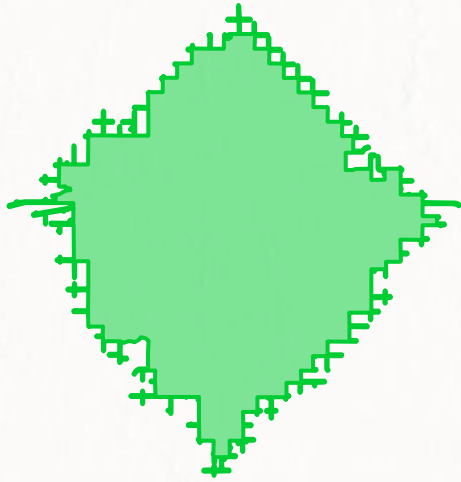
Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)



Community Overview

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 20 minutes

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 20

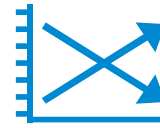


Key Facts



15,972

Population



-0.5%

Population: Annual Growth Rate (2019-2024)



7,029

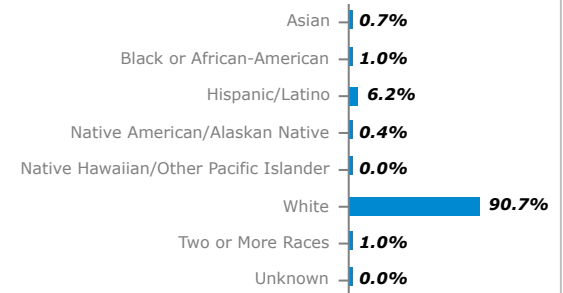
Households



\$55,150

Median Household Income

Race & Ethnicity



Ability



1,802

Households With Disability



22.4

Diversity Index

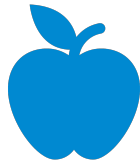
0 (No Diversity)
100 (Complete Diversity)

Population Characteristics



22%

Follow a regular exercise routine



29%

Try to eat healthy with nutrition focus



2.7%

Unemployment Rate

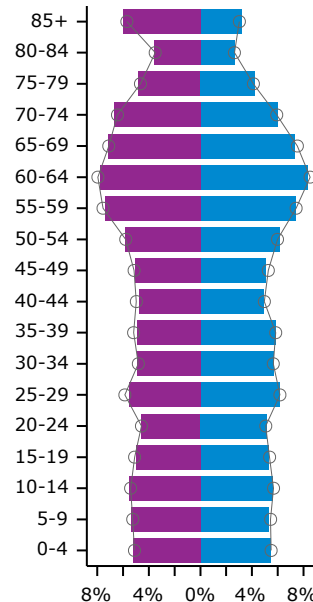


15%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group: **2021 Males Age 60-64**

The smallest group: **2021 Males Age 80-84**

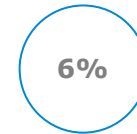
47.3
Median Age

Female
Male

Dots show comparison to

Martin County

Education



No High School Diploma



38%

High School Graduate (Including GED)



33%

Some College (Includes Associate Degrees)



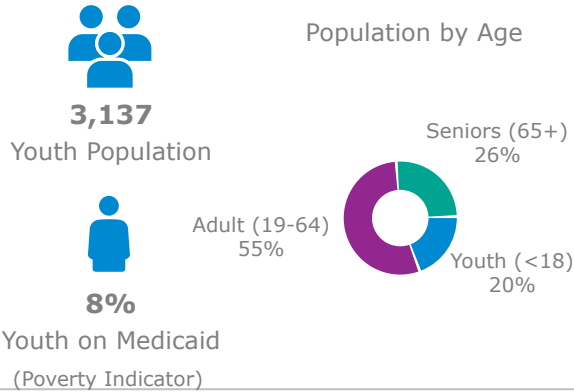
23%

Bachelor's/Grad/Prof Degree

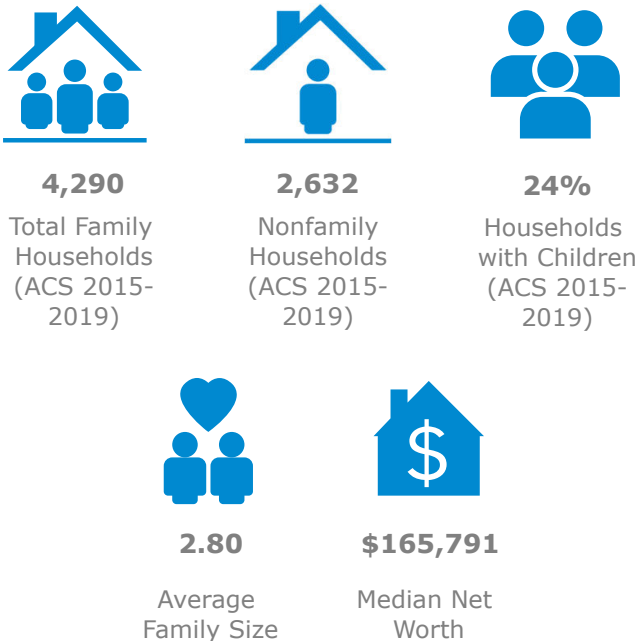
Community Overview

20 minutes

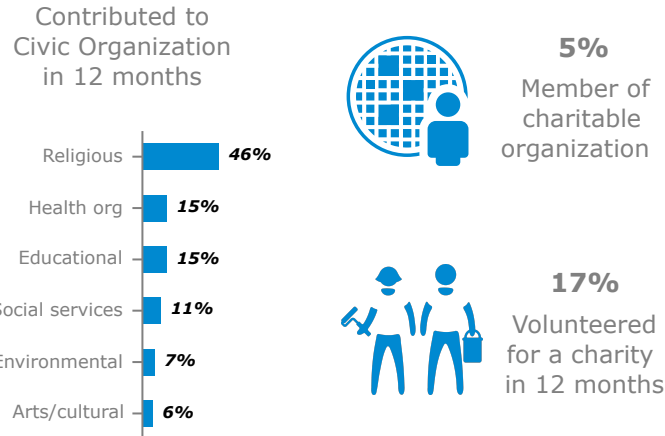
Youth



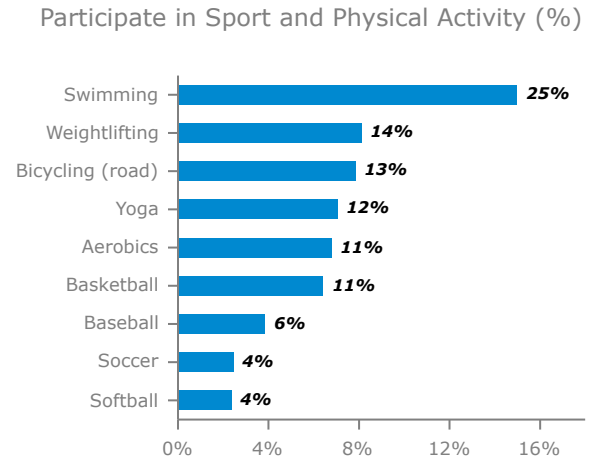
Households



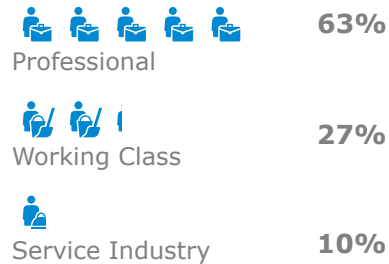
Charitable Engagement



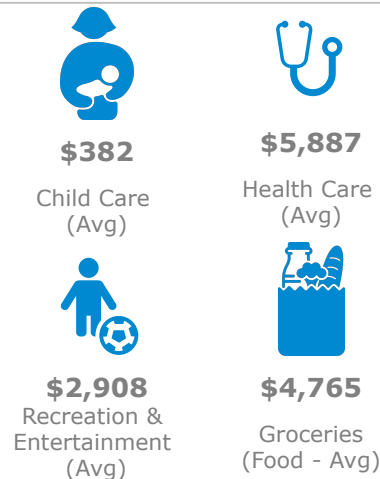
Physical Activity



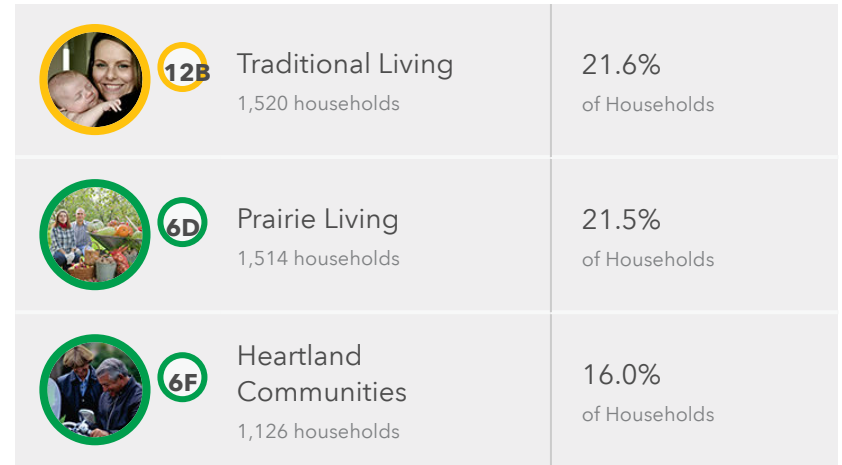
Employment Type



Spending



Esri Tapestry Segments



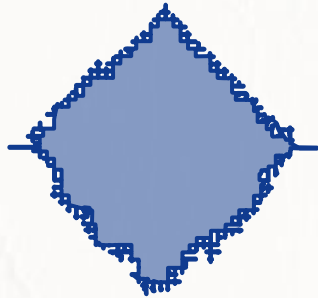
Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)



Community Overview

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 25 minutes

800 Medical Center Dr, Fairmont, Minnesota, 56031 - 25

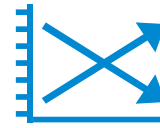


Key Facts



22,162

Population



-0.5%

Population: Annual Growth Rate (2019-2024)



9,657

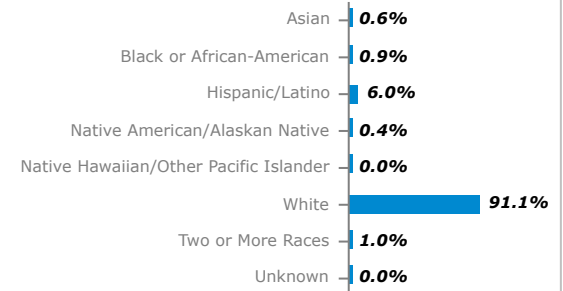
Households



\$55,137

Median Household Income

Race & Ethnicity



Ability



2,460

Households With Disability



21.6

Diversity Index

0 (No Diversity)
100 (Complete Diversity)

Population Characteristics



21%

Follow a regular exercise routine



29%

Try to eat healthy with nutrition focus



2.3%

Unemployment Rate

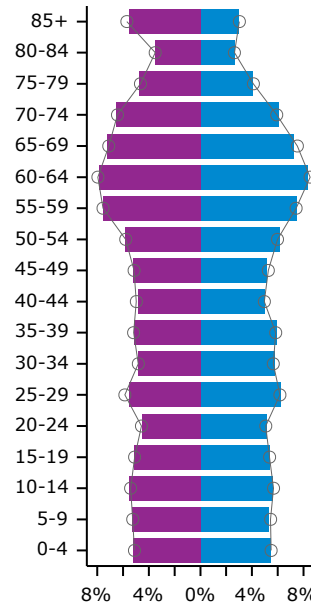


14%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group: **2021 Males Age 60-64**

The smallest group: **2021 Males Age 80-84**

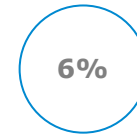
47.0
Median Age

Female
Male

Dots show comparison to

Martin County

Education



No High School Diploma



38%

High School Graduate (Including GED)



34%

Some College (Includes Associate Degrees)



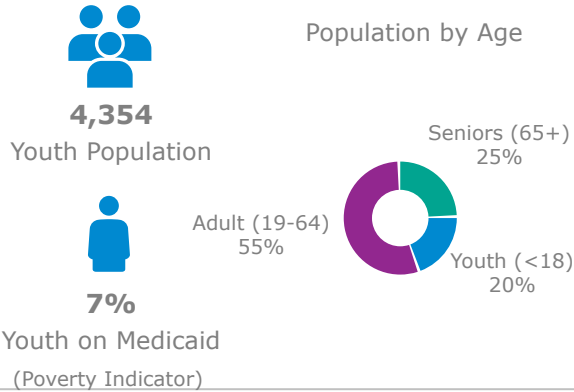
21%

Bachelor's/Grad/Prof Degree

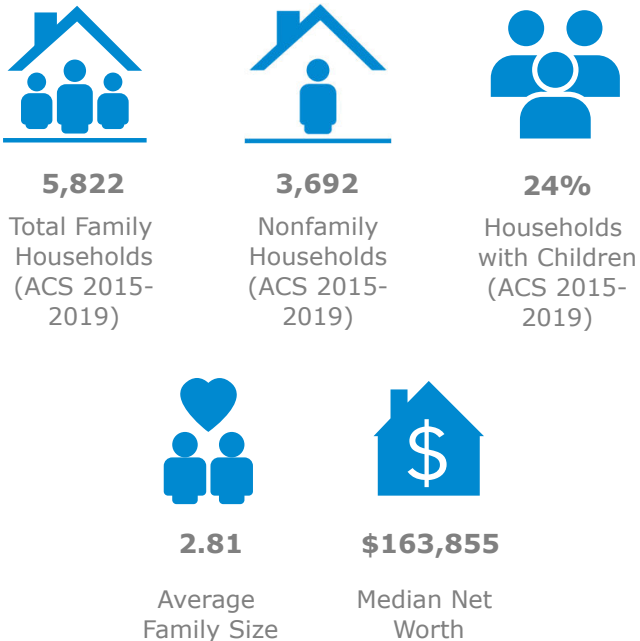
Community Overview

25 minutes

Youth

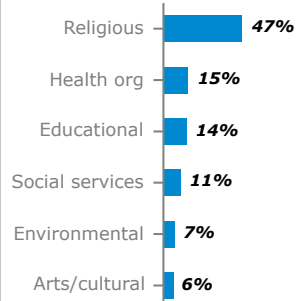


Households



Charitable Engagement

Contributed to Civic Organization in 12 months



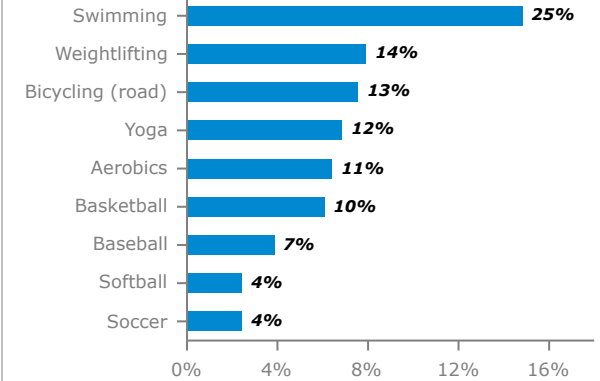
5%
Member of charitable organization



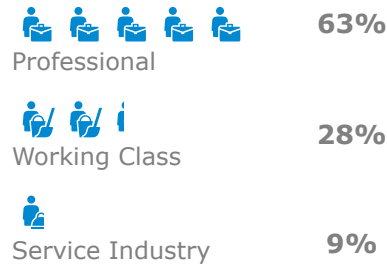
18%
Volunteered for a charity in 12 months

Physical Activity

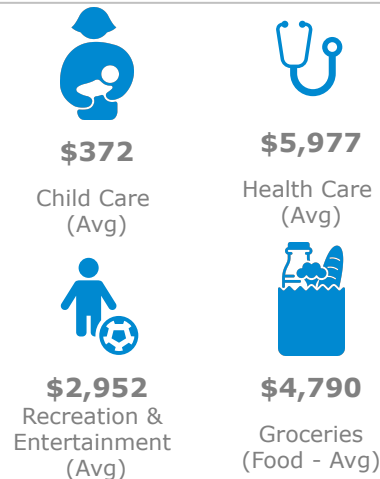
Participate in Sport and Physical Activity (%)



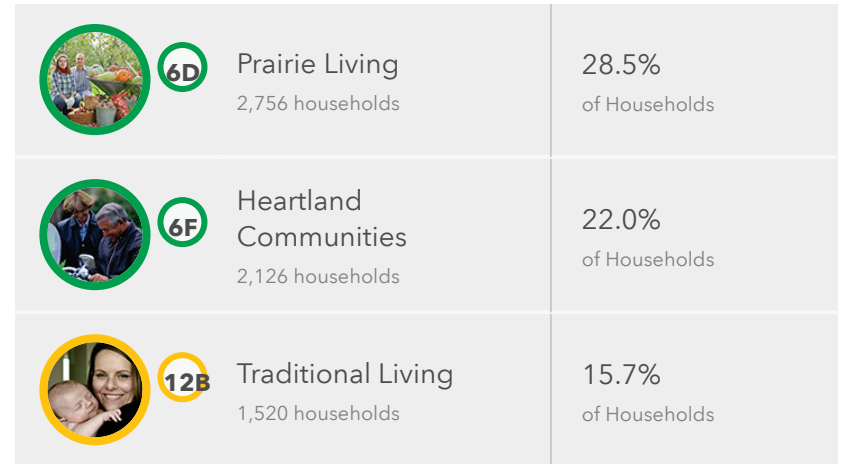
Employment Type



Spending



Esri Tapestry Segments



Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)

Y-USA Community Profile

Green County Family YMCA Inc. (12 Minutes)
 1307 2nd St, Monroe, Wisconsin, 53566
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 42.6118
 Longitude: -89.6426

Community Overview

Green County Family YMCA Inc.
 Driving Time: 12 Minute Distance

Key Facts

- 14,857** Population
- 0.1%** Population: Annual Growth Rate (2019-2024)
- 6,402** Households
- \$56,190** Median Household Income

Race & Ethnicity

Asian	0.8%
Black or African-American	1.0%
Hispanic/Latino	4.4%
Native American/Alaskan Native	0.3%
Native Hawaiian/Other Pacific Islander	0.0%
White	92.1%
Two or More Races	1.3%
Unknown	0.0%

Ability

- 1,696** Households With Disability
- 19.4** Diversity Index

0 (No Diversity)
 100 (Complete Diversity)

Population Characteristics

- 22%** Follow a regular exercise routine
- 29%** Try to eat healthy with nutrition focus
- 1.9%** Unemployment Rate
- 9%** Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid

The largest group: **2021 Females Age 60-64**

The smallest group: **2021 Males Age 85+**

44.4 Median Age

Legend: Female (Purple), Male (Blue)

Dots show comparison to **Green County**

Education

- 7%** No High School Diploma
- 38%** High School Graduate (Including GED)
- 33%** Some College (Includes Associate Degrees)
- 22%** Bachelor's/Grad/Prof Degree

Y-USA Community Profile

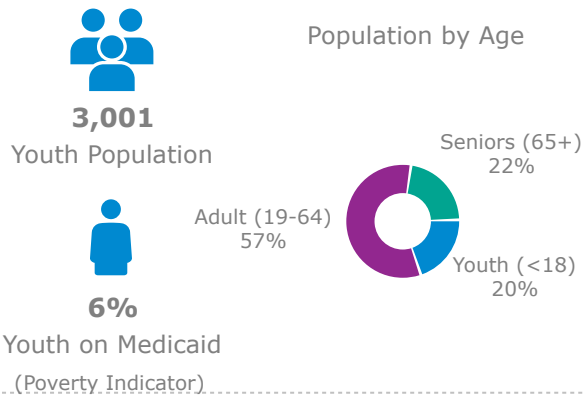
Green County Family YMCA Inc. (12 Minutes)
 1307 2nd St, Monroe, Wisconsin, 53566
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 42.6118
 Longitude: -89.6426

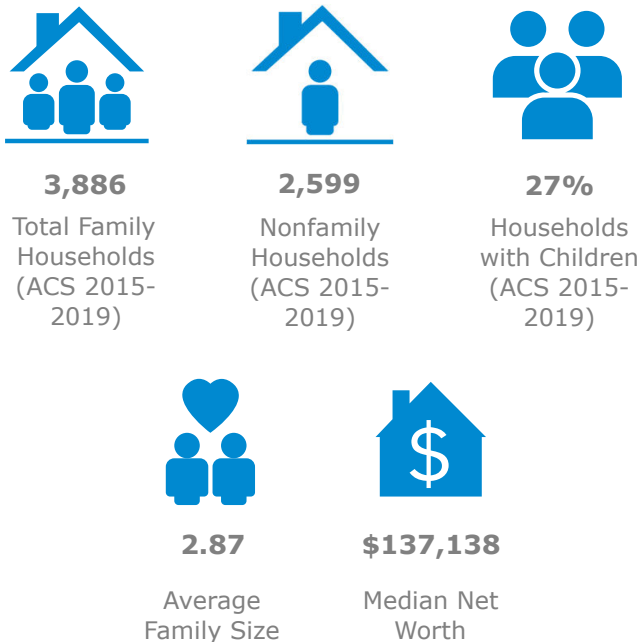
Community Overview

1307 2nd St, Monroe, Wisconsin, 53566
 12 Minutes

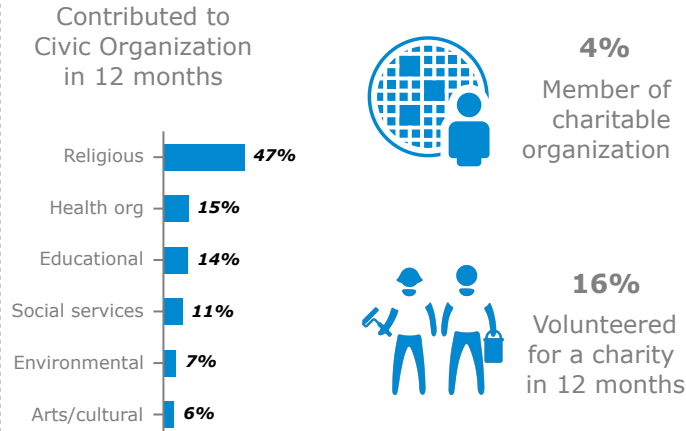
Youth



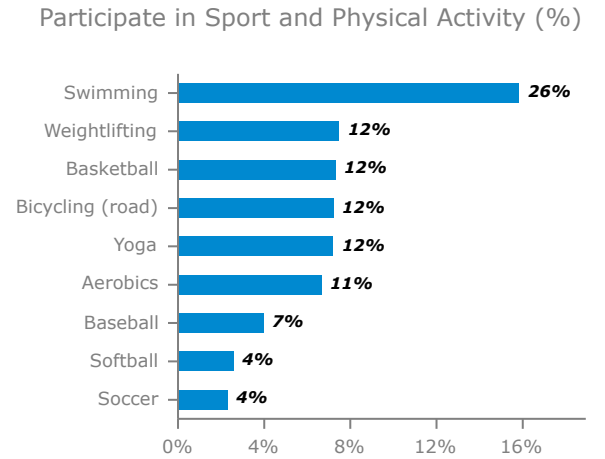
Households



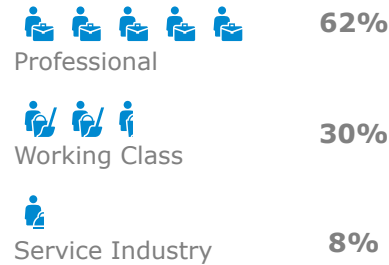
Charitable Engagement



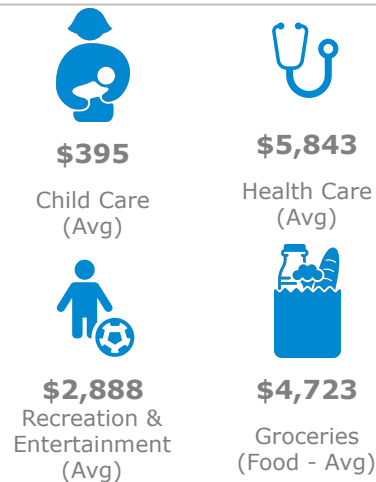
Physical Activity



Employment Type



Spending



Esri Tapestry Segments

12B	Traditional Living 1,912 households	29.9% of Households	▼
6F	Heartland Communities 1,398 households	21.8% of Households	▼
9E	Retirement Communities 1,351 households	21.1% of Households	▼

Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community.
[Learn More from Esri](#)

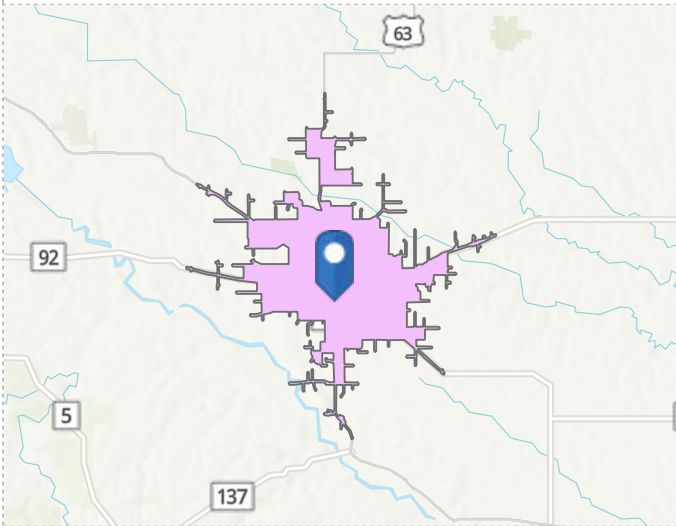
Y-USA Community Profile

Mahaska County YMCA (12 Minutes)
 414 N 3rd St, Oskaloosa, Iowa, 52577
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 41.2990
 Longitude: -92.6411

Community Overview

Mahaska County YMCA
 Driving Time: 12 Minute Distance

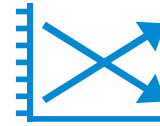


Key Facts



14,626

Population



-0.1%

Population: Annual Growth Rate (2019-2024)



5,919

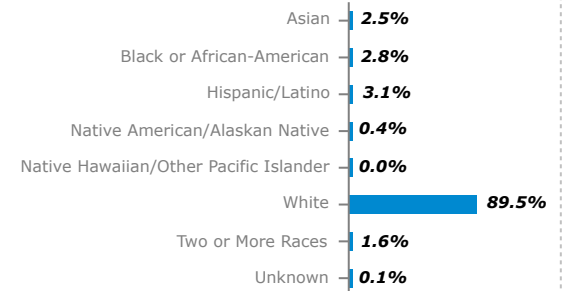
Households



\$51,580

Median Household Income

Race & Ethnicity



Ability



1,773

Households With Disability



21.9

Diversity Index

0 (No Diversity)
 100 (Complete Diversity)

Population Characteristics



19%

Follow a regular exercise routine



27%

Try to eat healthy with nutrition focus



5.6%

Unemployment Rate

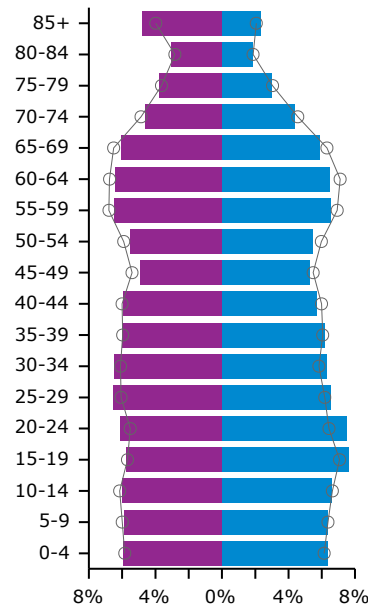


17%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group:
 2021 Males Age 15-19

The smallest group:
 2021 Males Age 80-84

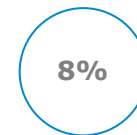
39.2
 Median Age

Female
 Male

Dots show comparison to

Mahaska County

Education



No High School Diploma



38%

High School Graduate (Including GED)



31%

Some College (Includes Associate Degrees)



23%

Bachelor's/Grad/Prof Degree

Y-USA Community Profile

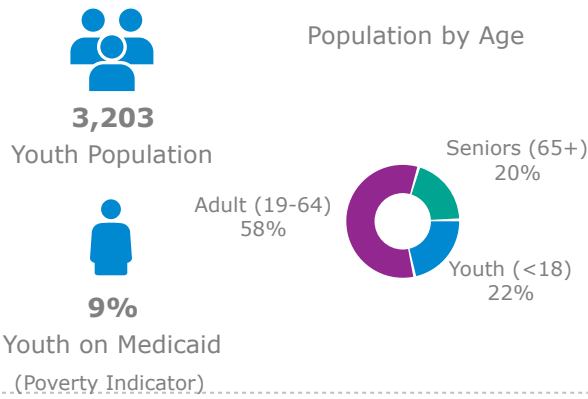
Mahaska County YMCA (12 Minutes)
 414 N 3rd St, Oskaloosa, Iowa, 52577
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 41.2990
 Longitude: -92.6411

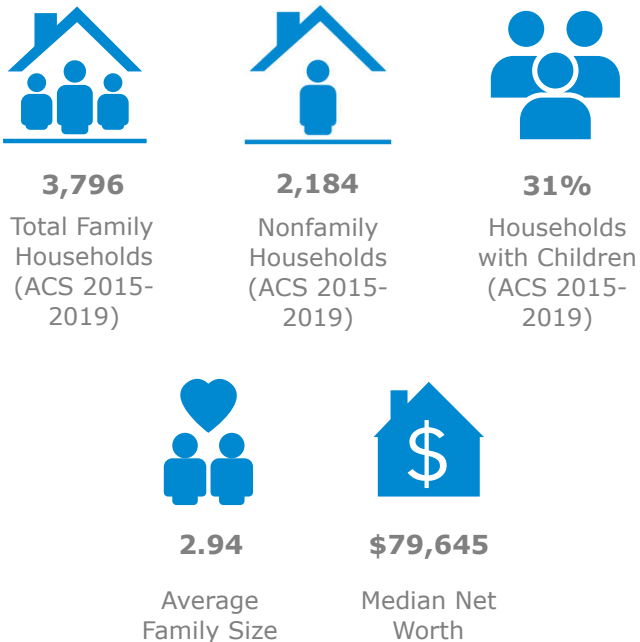
Community Overview

414 N 3rd St, Oskaloosa, Iowa, 52577
 12 Minutes

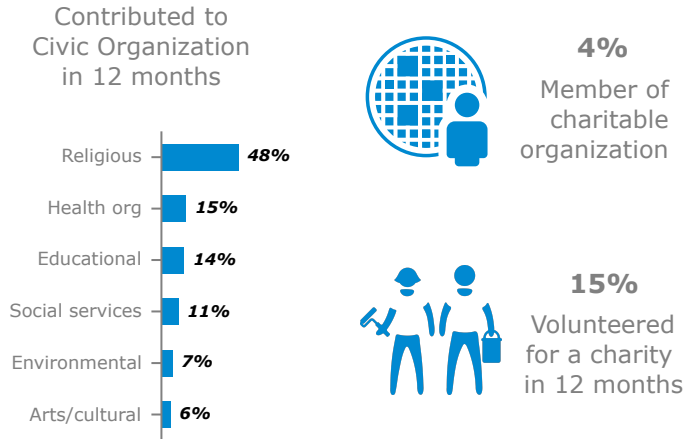
Youth



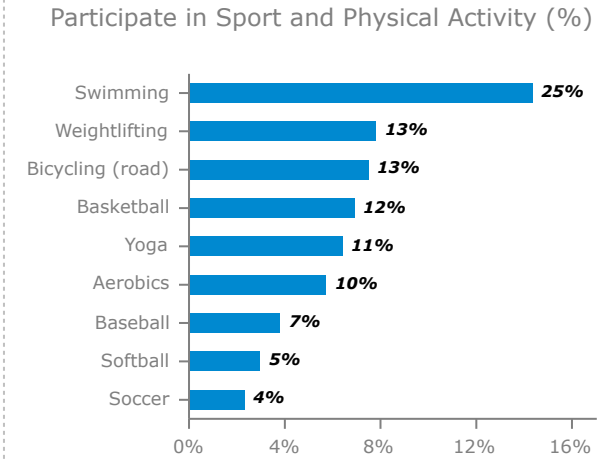
Households



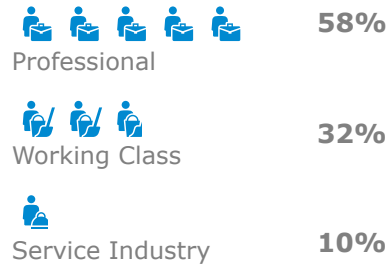
Charitable Engagement



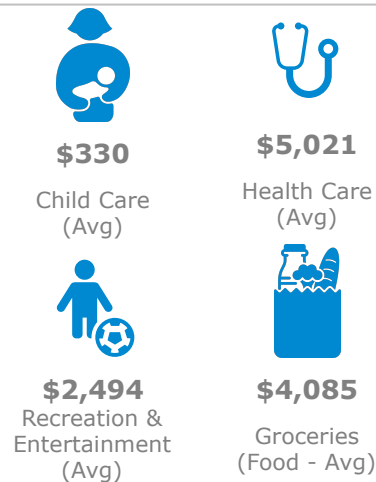
Physical Activity



Employment Type



Spending



Esri Tapestry Segments

	12C Small Town Simplicity 1,505 households	25.4% of Households	▼
	12B Traditional Living 1,379 households	23.3% of Households	▼
	6B Salt of the Earth 848 households	14.3% of Households	▼

Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)

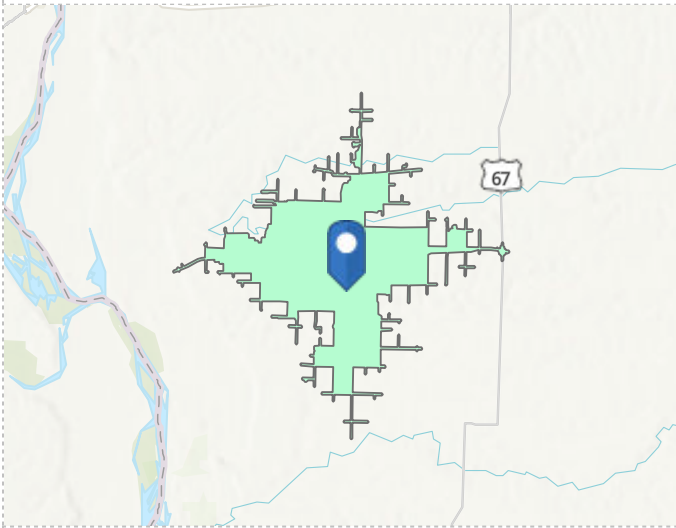
Y-USA Community Profile

Mercer County Family YMCA (12 Minutes)
 401 SW 2nd Ave, Aledo, Illinois, 61231
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 41.1990
 Longitude: -90.7506

Community Overview

Mercer County Family YMCA
 Driving Time: 12 Minute Distance

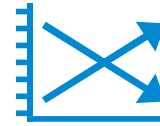


Key Facts



5,093

Population



-0.8%

Population: Annual Growth Rate (2019-2024)



2,207

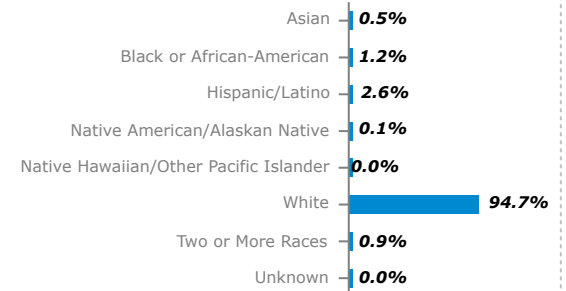
Households



\$53,460

Median Household Income

Race & Ethnicity



Ability



583

Households With Disability



10.8

Diversity Index

0 (No Diversity)
 100 (Complete Diversity)

Population Characteristics



19%

Follow a regular exercise routine



28%

Try to eat healthy with nutrition focus



4.8%

Unemployment Rate

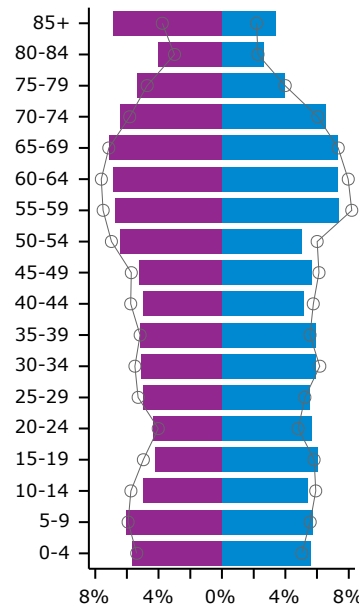


10%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group:
 2021 Females Age 65-69

The smallest group:
 2021 Males Age 80-84

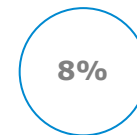
46.9
 Median Age

Female
 Male

Dots show comparison to

Mercer County

Education



8%

No High School Diploma



38%

High School Graduate (Including GED)



33%

Some College (Includes Associate Degrees)



21%

Bachelor's/Grad/Prof Degree

Y-USA Community Profile

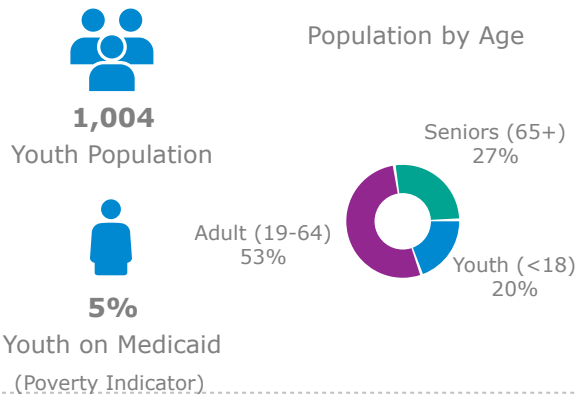
Mercer County Family YMCA (12 Minutes)
 401 SW 2nd Ave, Aledo, Illinois, 61231
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 41.1990
 Longitude: -90.7506

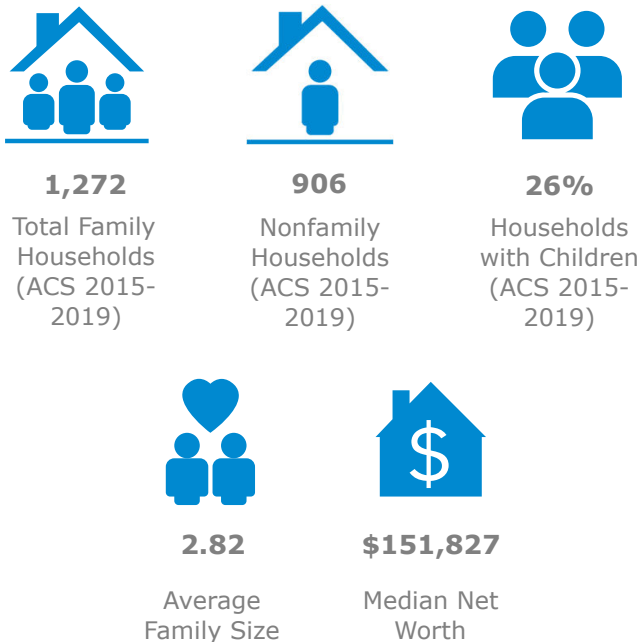
Community Overview

401 SW 2nd Ave, Aledo, Illinois, 61231
 12 Minutes

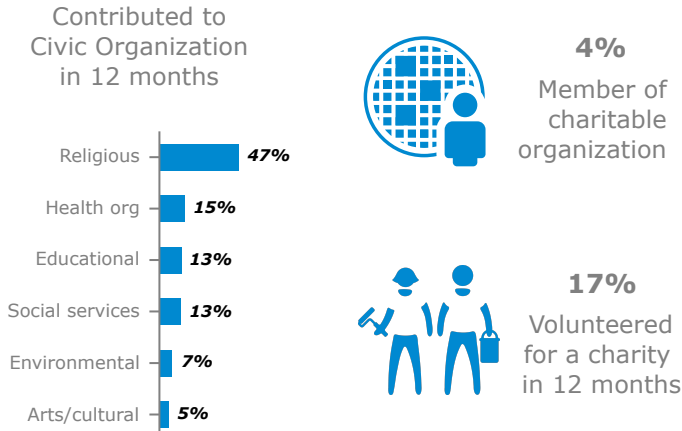
Youth



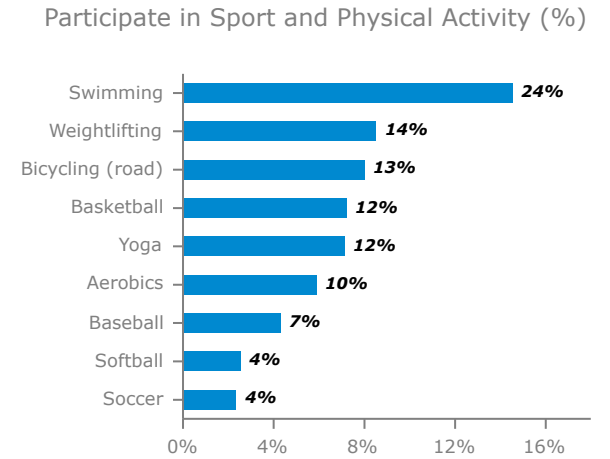
Households



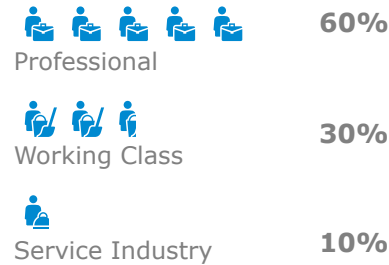
Charitable Engagement



Physical Activity



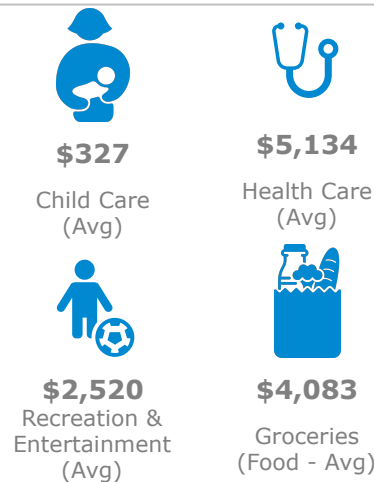
Employment Type



Esri Tapestry Segments

6F Heartland Communities 1,030 households	46.7% of Households	▼
5E Midlife Constants 779 households	35.3% of Households	▼
6B Salt of the Earth 284 households	12.9% of Households	▼

Spending



Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)

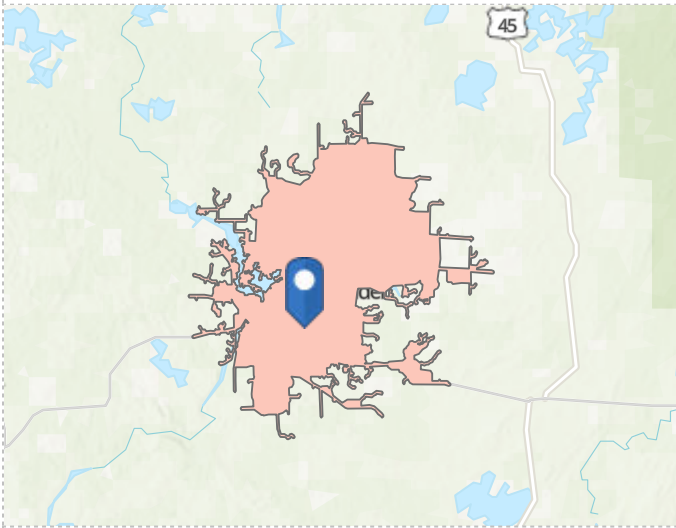
Y-USA Community Profile

YMCA of the Northwoods (12 Minutes)
 2003 E Winnebago St, Rhinelander, Wisconsin, 54501
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 45.6479
 Longitude: -89.3816

Community Overview

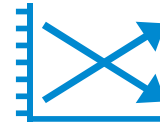
YMCA of the Northwoods
 Driving Time: 12 Minute Distance



Key Facts



13,225
Population



-0.2%
Population: Annual Growth Rate (2019-2024)

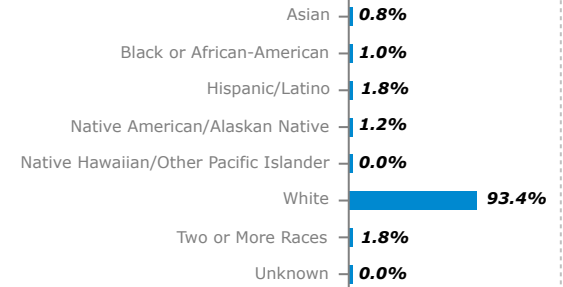


5,960
Households



\$54,354
Median Household Income

Race & Ethnicity



Ability



1,614
Households With Disability



13.9
Diversity Index
 0 (No Diversity)
 100 (Complete Diversity)

Population Characteristics



20%

Follow a regular exercise routine



27%

Try to eat healthy with nutrition focus



2.5%

Unemployment Rate

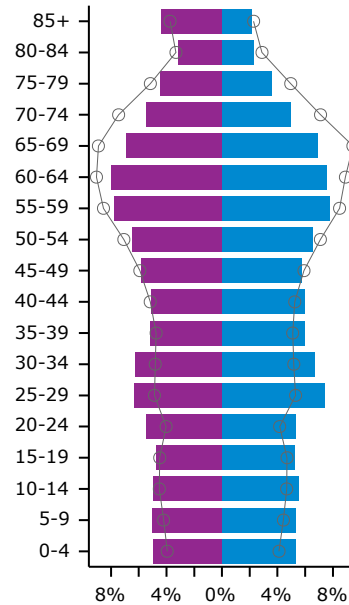


11%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group:
 2021 Females Age 60-64

The smallest group:
 2021 Males Age 85+

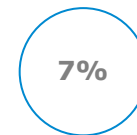
44.9
Median Age

Female
Male

Dots show comparison to

Oneida County

Education



No High School Diploma



35%

High School Graduate (Including GED)



33%

Some College (Includes Associate Degrees)



25%

Bachelor's/Grad/Prof Degree

Y-USA Community Profile

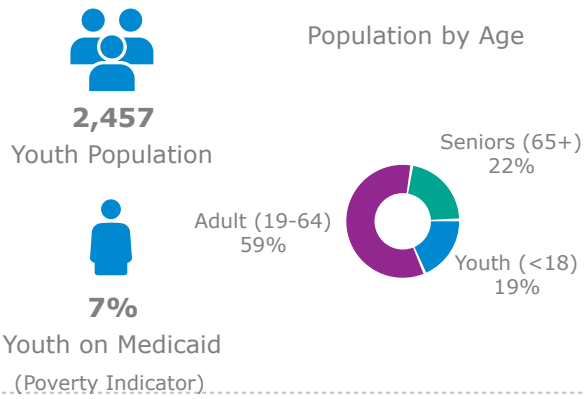
YMCA of the Northwoods (12 Minutes)
 2003 E Winnebago St, Rhinelander, Wisconsin, 54501
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 45.6479
 Longitude: -89.3816

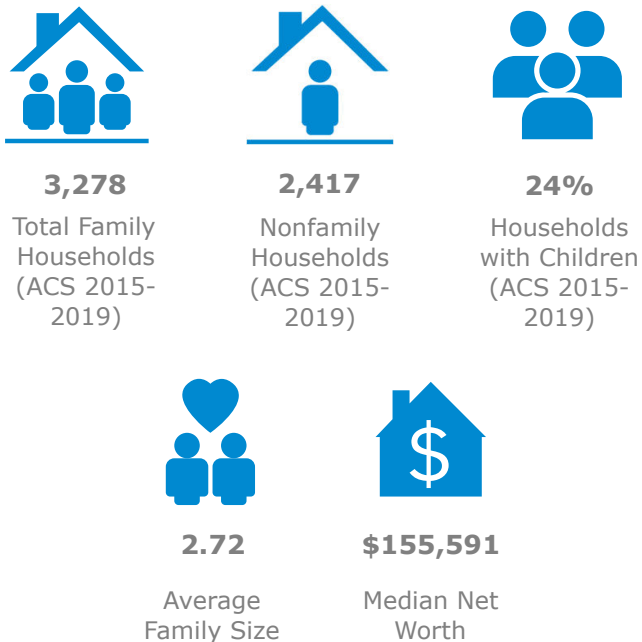
Community Overview

2003 E Winnebago St, Rhinelander, Wisconsin, 54501
 12 Minutes

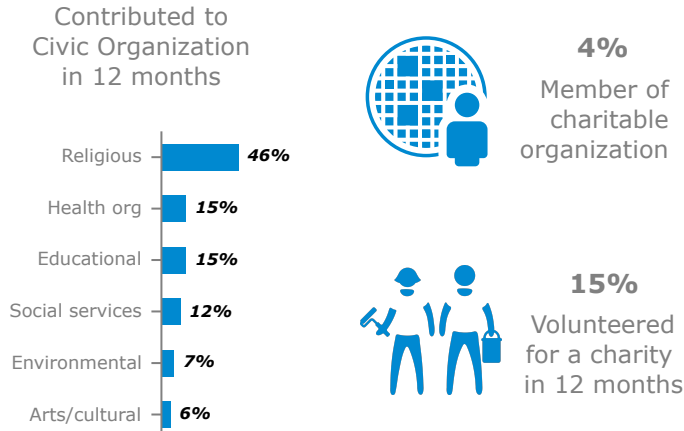
Youth



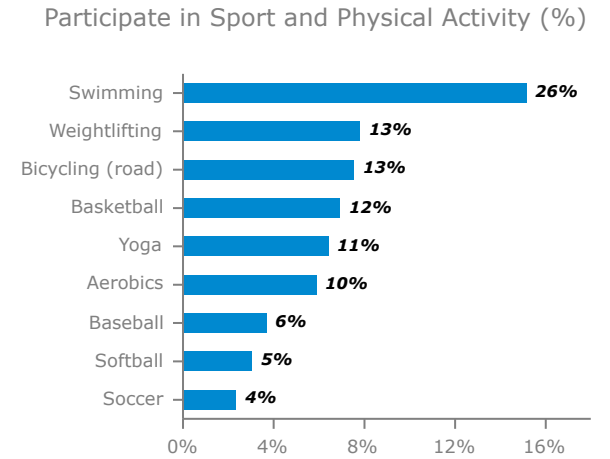
Households



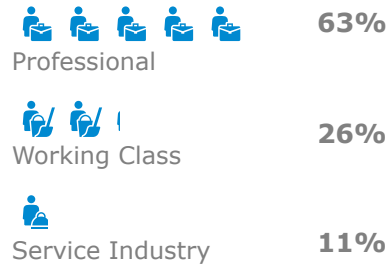
Charitable Engagement



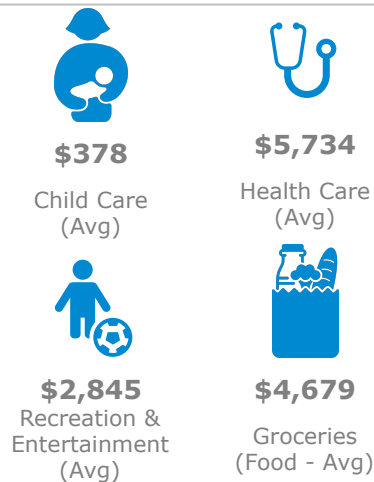
Physical Activity



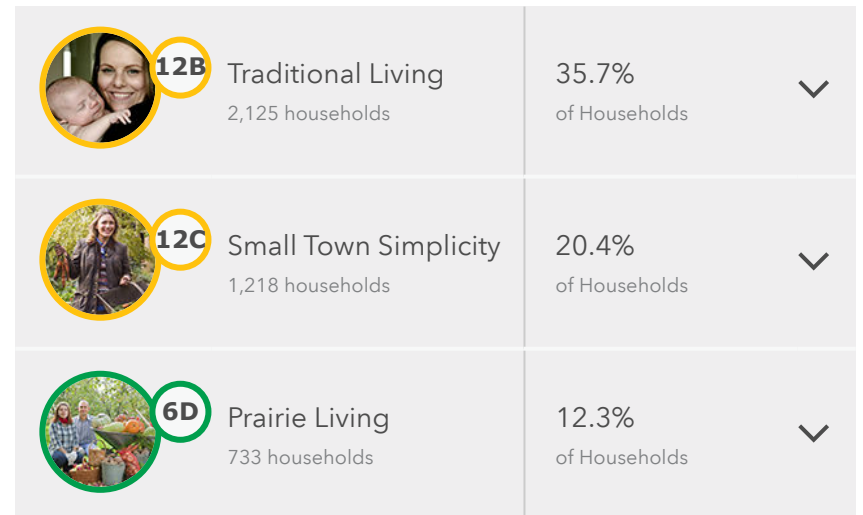
Employment Type



Spending



Esri Tapestry Segments

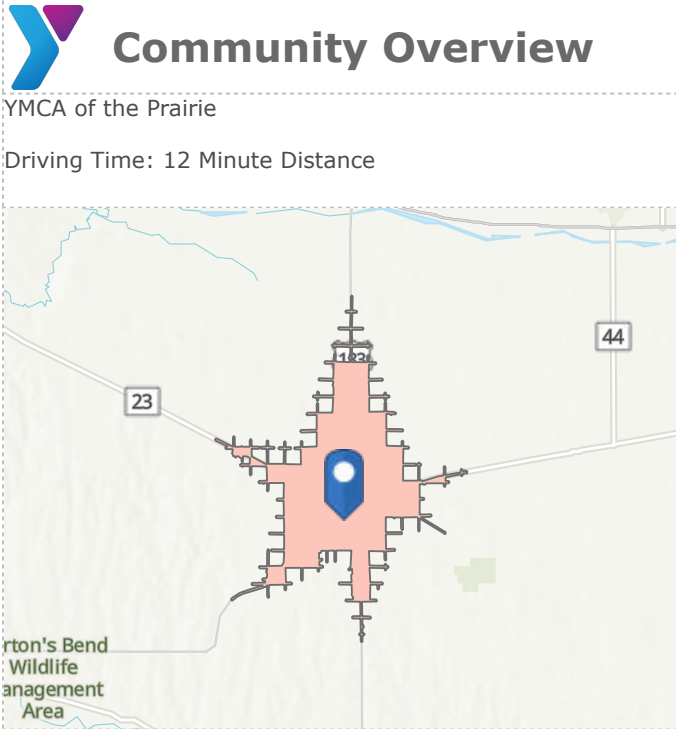


Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community. [Learn More from Esri](#)

Y-USA Community Profile

YMCA of the Prairie (12 Minutes)
 1415 Broadway St, Holdrege, Nebraska, 68949
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 40.4497
 Longitude: -99.3882



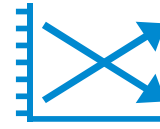
YMCA of the Prairie
 Driving Time: 12 Minute Distance

Key Facts



6,347

Population



-0.3%

Population: Annual Growth Rate (2019-2024)



2,713

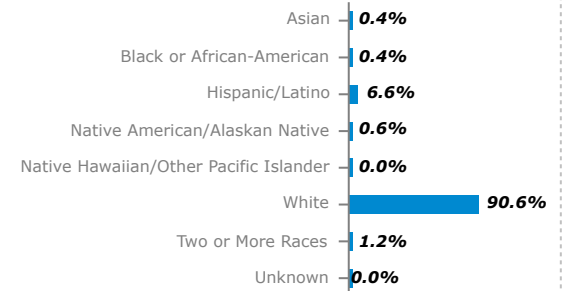
Households



\$58,615

Median Household Income

Race & Ethnicity



Ability



688

Households With Disability



22.1

Diversity Index

0 (No Diversity)
 100 (Complete Diversity)

Population Characteristics



21%

Follow a regular exercise routine



29%

Try to eat healthy with nutrition focus



0.4%

Unemployment Rate

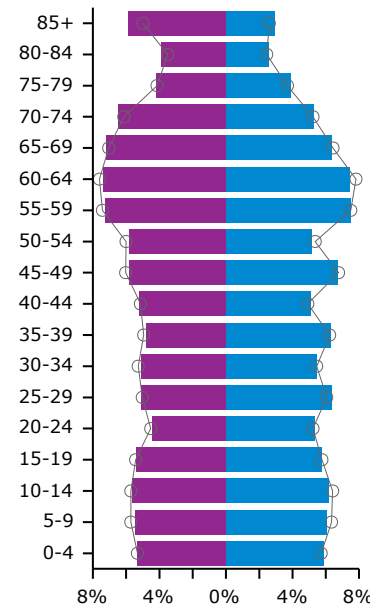


13%

Households Below the Poverty Level (ACS 2015-2019)

Age and Gender

Age Pyramid



The largest group:
 2021 Females Age 60-64

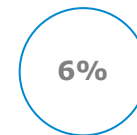
The smallest group:
 2021 Males Age 80-84

45.6
 Median Age

Female
 Male

Dots show comparison to
 Phelps County

Education



No High School Diploma



30%

High School Graduate (Including GED)



40%

Some College (Includes Associate Degrees)



24%

Bachelor's/Grad/Prof Degree

Y-USA Community Profile

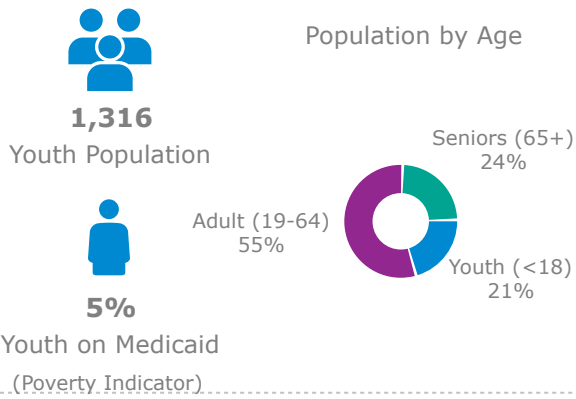
YMCA of the Prairie (12 Minutes)
 1415 Broadway St, Holdrege, Nebraska, 68949
 Driving Time: 12 Minute Distance

Prepared By Business Analyst for ArcGIS Pro
 Latitude: 40.4497
 Longitude: -99.3882

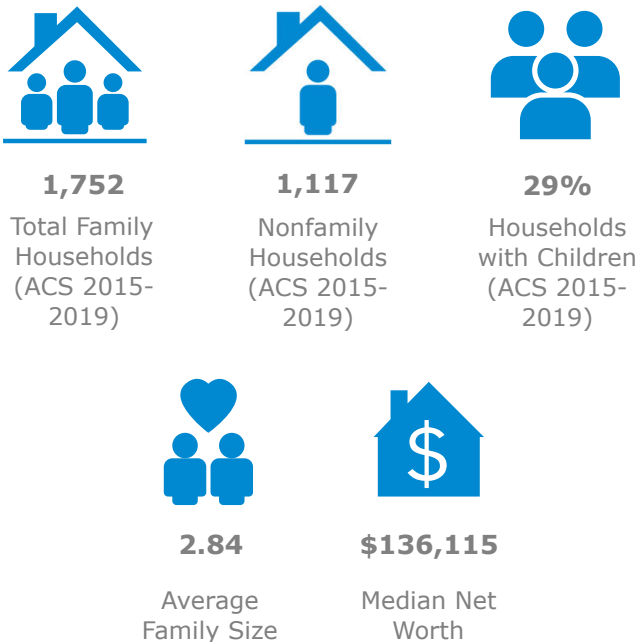
Community Overview

1415 Broadway St, Holdrege, Nebraska, 68949
 12 Minutes

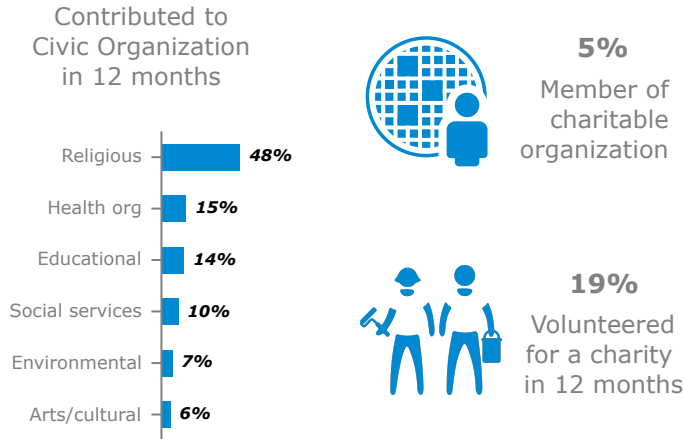
Youth



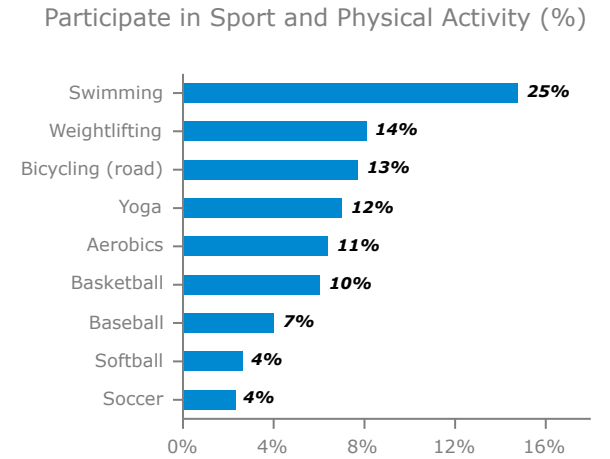
Households



Charitable Engagement



Physical Activity



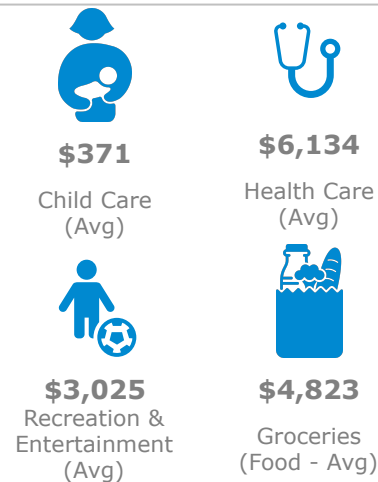
Employment Type



Esri Tapestry Segments

6D Prairie Living 978 households	36.0% of Households	▼
5E Midlife Constants 746 households	27.5% of Households	▼
6F Heartland Communities 666 households	24.5% of Households	▼

Spending



Note: The Tapestry Segments LifeMode labels are proprietary to Esri, a third party provider of U.S Census and supplemental data, and may not be a sensitive representation of labels/language most appropriate for your community.
[Learn More from Esri](#)

FYHA - Ice Proforma

	Year 1	Year 2	Year 3	Year 4	Year 5	Comments
Revenue						
Hockey Registration Fees	\$ 41,989	\$ 44,088	\$ 46,293	\$ 48,608	\$ 51,038	5% growth given new arena/excitement
Ice (Open Skating, Rock-on-Ice, Birthday Parties)	\$ 12,000	\$ 12,960	\$ 13,997	\$ 15,117	\$ 16,326	8 % growth per year due to larger draw/more sessions
mps/Ice Rental/Additional Rock On Ice (new revenue sources due to extra months)	\$46,620	\$48,951	\$51,399	\$53,968	\$56,667	3 hrs/day * 7 days week * \$150/hr
Gambling	\$ 150,000	\$ 154,500	\$ 159,135	\$ 163,909	\$ 168,826	Current run rate with 3% growth annually
City Contribution (unchanged)	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	No change
Donations/Advertising	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	
Pond Hockey Profits	\$ 12,000	\$ 12,600	\$ 13,230	\$ 13,892	\$ 14,586	This bucket can grow with more focus. A new arena will facilitate that
Concessions	\$ 12,000	\$ 12,600	\$ 13,230	\$ 13,892	\$ 14,586	Slight increase annually as we do more events/tournaments
Tournaments	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	
Fundraising (Coupon Books)	\$ 41,445	\$ 43,517	\$ 45,693	\$ 47,978	\$ 50,377	Current run rate with conservative growth of 5% per annum
Rental of facility during off season	\$ 16,000	\$ 17,600	\$ 19,360	\$ 21,296	\$ 23,264	1000/event x 2/wk x 8 weeks (10% increase on rate/year)
Ice Rental during offseason	\$ 45,000	\$ 47,250	\$ 49,613	\$ 52,093	\$ 54,698	150/hr x 5hr/day x 60 (2mos) w/5% increase/year
TOTAL REVENUE	\$ 434,054	\$ 451,067	\$ 468,949	\$ 487,751	\$ 500,104	
Expenses						
Salaries and Wages	\$ 110,000	\$ 115,500	\$ 121,275	\$ 127,339	\$ 133,706	Represents our current staff expenses for 5 months extrapolated out to 10 months
Payroll Taxes	\$ 20,000	\$ 21,000	\$ 22,050	\$ 23,153	\$ 24,310	
Advertising/Promotion	\$ 5,000	\$ 5,500	\$ 6,050	\$ 6,655	\$ 7,321	10% increase y/y
Supplies	\$ 24,000	\$ 25,200	\$ 26,460	\$ 27,783	\$ 29,172	5% increase y/y
Free Player Equipment/Jerseys/Uniforms/Coaches	\$ 5,000	\$ 5,300	\$ 5,618	\$ 5,955	\$ 6,312	6% increases due to COL and growth
Utilities	\$ 60,000	\$ 63,000	\$ 66,150	\$ 69,458	\$ 72,930	Includes a 5% increase/year after it was extrapolated out to 10 mos.
Coupon Books	\$ 21,600	\$ 22,680	\$ 23,814	\$ 25,005	\$ 26,255	Annual coupon book expense
Equipment (Zamboni, Boards, equipment) Maintenance	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	Using historical data
Tournament Entry Fees (for away tournaments)	\$ 18,000	\$ 18,720	\$ 19,469	\$ 20,248	\$ 21,057	4% annual growth due to average increases in entry fees
Insurance	\$ 20,000	\$ 23,000	\$ 24,150	\$ 25,358	\$ 26,625	15% increase due to new facility and then a COL 5% increases y/y
Miscellaneous	\$ 6,000	\$ 6,600	\$ 7,260	\$ 7,986	\$ 8,785	Added an increase of 10%/annum for cleaning expense for rental of facility for event.
TOTAL EXPENSES	\$ 319,600	\$ 336,500	\$ 352,296	\$ 368,938	\$ 386,474	
Surplus (Deficit)	\$ 114,454	\$ 114,567	\$ 116,654	\$ 118,814	\$ 113,630	

Additional Income Opportunity/Potential	Year 1	Year 2	Year 3	Year 4	Year 5	
Possible Ice Time Rental (High School Teams)	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	150/hr x 100 x 2