

Financial Projections

Councilman Hunsaker, a nationally-renowned aquatic planning and design firm, determined that a self-sustaining aquatics facility is feasible in Winchester. Their 2014 study found that the facility should include a competition pool, recreation pool, and fitness spaces to successfully cover costs. In 2021, the Isaac Sports Group confirmed and updated the initial feasibility study. Their analysis provided an in-depth programming model and detailed financial projections based on the facility's preliminary design.

Projected Profit & Loss Summary YEAR 3

BUDGET CATEGORY	YEAR 3
Revenue	
Facility Revenue (including membership fees, rentals)	\$1,051,509
Program Revenue (including class fees)	\$623,203
REVENUE SUBTOTAL	\$1,674,712
Expenses	
Operational Expenses	\$1,312,962
Program Expenses	\$238,332
EXPENSE SUBTOTAL	\$1,551,294
OPERATING NET REVENUE	\$123,418
Cost Recovery	108%
Long Term Replacement & Maintenance Allocation	\$40,000
EXPENSE SUBTOTAL including Capital Reserve	\$1,591,294
OVERALL NET REVENUE	\$83,418

(Source: Isaac Sports Group Analysis, 2021)



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Projected Annual Operating Net Revenue

	YEAR 0	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Operating Revenue	(\$170,240)	(\$135,268)	\$43,998	\$123,418	\$181,778	\$190,376
Cost Recovery	0%	90%	103%	108%	111%	111%

(Source: Isaac Sports Group Analysis, 2021)

Projected Capital Reserve Accrual

YEAR OF OPERATION	ACCRUED CAPITAL RESERVE
YEAR 1	\$15,000
YEAR 5	\$195,000
*YEAR 10	\$523,105
*YEAR 15	\$903,468
*YEAR 20	\$1,344,413

*After YEAR 5, annual allocation increases by 4%

(Source: Isaac Sports Group Analysis, 2021)

The Isaac Sports Group financial analysis assumes membership fees that are in line with rates for local community pool facilities. There will also be daily-use options for non-members. The program analysis plans for a wide range of aquatic and fitness activities in the facility. The facility is expected to break even by its third year of operations. The business plan includes a yearly contribution to a capital reserve fund for long term replacement and maintenance expenditures.



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