Monday, March 21, 2011 City Council Meeting

To: Honorable Mayor and City Council

From: Dennis J. Bowyer, Parks & Recreation Director

Request:
Presentation from Gary Ettenger, CEO of the YMCA

Time Estimate:
Gary Ettenger will make the presentation; it will take approximately 10 minutes. Following the presentation, we expect some time for questions and answers.

Background:
As part of the Swimming Pool Operations Agreement between the City and the YMCA, an annual financial report is to be presented to the City Council. John Pauley, Aquatics Director for the YMCA presented this report to the Parks and Recreation Commission at their February meeting. The YMCA has provided the attached document containing the financials and attendance records for the swimming pool from their fiscal year 2010.

The current contract with the YMCA will expire this August. On Monday April 11th, staff will be requesting from the City Council which direction they are seeking concerning the swimming pool contract; which could include request for proposals, request for qualifications, or contract negotiations with the YMCA.

Approval Process:
There is no approval process associated with this presentation.

Budget Impact:
There is no immediate budget impact associated with this presentation.

Regulatory Impact:
There is no regulatory impact associated with this presentation.

Conclusion:
This is a presentation by the CEO of the YMCA. No action is necessary.

Attachments:
YMCA's 2010 Financial Report

YMCA/City Pool
Profit Loss Financial Report
January through December 2010

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	TOTAL
	Jan - Mar 10	Apr - Jun 10	Jul - Sep 10	Oct - Dec 10	Jan - Dec 10
Income					
City Pool Revenue					
City of Twin Falls - Co-Op	10,749.99	10,749.99	10,749.99	10,749.99	42,999.96
Daily Admissions	11,243.25	16,796.98	30,336.20	5,230.75	63,607.18
(1) Lap Swim	558.00	157.75	0.00	7.50	723.25
(2) Pool Rentals	1,582.02	5,051.32	3,069.33	2,754.00	12,456.67
Safety Classes	861.00	4,620.00	0.00	0.00	5,481.00
(3) Sales - CP	1,428.04	1,362.55	1,303.34	828.42	4,922.35
Swim Lessons	8,450.25	21,507.10	21,107.88	2,124.50	53,189.73
(4) Y Swim League	430.00	7,363.00	0.00	450.00	8,243.00
(5) Water Aerobics	686.00	133.25	45.75	42.50	907.50
Membership - CP	12,239.41	10,945.19	13,405.20	13,560.98	50,150.78
Total City Pool Revenue	48,227.96	78,687.13	80,017.69	35,748.64	242,681.42
Cost of Goods Sold	327.11	460.93	487.36	472.85	1,748.25
Gross Profit	47,900.85	78,226.20	79,530.33	35,275.79	240,933.17
Expense					
(1) Repairs/Maintenance	2,018.00	1,214.08	360.16	1,645.96	5,238.20
Health Insurance	480.00	480.00	480.00	480.00	1,920.00
Janitorial Supplies	181.62	281.62	481.62	281.62	1,226.48
Office Expense	195.54	376.75	30.98	199.61	802.88
(2) Professional Salaries	9,996.93	11,372.68	8,779.57	8,963.29	39,112.47
Aerobic Instructor	3,123.41	3,648.58	2,945.02	3,643.50	13,360.51
Front Desk Wages	7,909.44	9,453.25	10,028.70	8,638.40	36,029.79
Lifeguard Wages	14,102.35	20,240.01	30,535.21	16,423.07	81,300.64
Janitorial Wages	992.73	1,079.48	833.28	3,510.38	6,415.87
Swim Lessons Wages	2,264.84	5,316.45	12,767.19	2,112.65	22,461.13
Payroll Tax Expenses	2,936.81	3,909.95	5,040.50	3,311.78	15,199.04
Pool Chemicals	5,705.58	3,825.30	8,486.24	4,381.89	22,399.01
(3) Lifeguard/CPR Supplies	2,080.24	413.36	2,362.42	0.00	4,856.02
(4) Retirement	0.00	0.00	0.00	537.78	537.78
(5) Unemployment	1,228.47	1,635.53	2,108.44	1,385.32	6,357.76
Uniforms	66.40	0.00	1,584.70	0.00	1,651.10
(6) Workmans Comp	380.64	506.77	653.30	429.24	1,969.95
Total Expense	53,663.00	63,753.81	87,477.33	55,944.49	260,838.63
Net Income	-5,762.15	14,472.39	-7,947.00	-20,668.70	-19,905.46

* For more information on the categories with numbers, please see the Financial Report Explanation Document.

Financial Report Explanations

Income

1. The Lap Swim category is being merged into the Daily Admission category.
2. Pool Rentals are different organizations that used the pool as an organization for special events. These groups include schools, swim clubs, church groups, and other organizations.
3. This includes all food, drink, and goods such as goggles and swim diapers sold at the pool.
4. The Y Swim League represents all the income brought in through the Spring and Fall Manta Ray Swim League and the Summer Sagebrush Swim League.
5. The Water Aerobics category is being merged into the Daily Admission category.

Expense

1. Repairs/Maintenance represents all the goods bought for the YMCA's portion of the daily upkeep of the pool.
2. Professional Salaries includes the salaries/wages of the Aquatics Director and the former Assistant Aquatics Director.
3. Lifeguard/CPR Supplies represents the cost of training materials, safety equipment, certification fees, and etc.
4. All YMCA Directors receive retirement after 2 years of working for the YMCA.
5. This is the Y/City Pool's portion of the total YMCA unemployment expenses.
6. This is the Y/City Pool's portion of the total YMCA Workman's Compensation expenses.

* **The Y/City Pool was closed for a couple of weeks in the 4th quarter because of emergency maintenance issues.**

2010 Y/City Pool Attendance

Overall Attendance

Number of Members as of January 26, 2011
- Y/City Pool Members: 575
- YMCA Members: 7,074

Number of Visits
- General Public: 21,440
- Y/City Pool Members: 15,230
- YMCA Members: 25,775
- Overall Visits: 62,445

Program Attendance

Swim Instruction
- Swim Lessons: 1,141
- Water Babies: 99
- Swim League: 112

Water Fitness Classes: 15,850

Safety Certification Classes: 53