Nay Aug Park Swimming Pool
Feasibility Study
City of Scranton, PA
April 2021

Process Overview

Process Overview

In January 2021, the City of Scranton and the Municipal Recreation Authority commissioned MKSD Architects and Counsilman-Hunsaker (CH) to perform a feasibility study analysis to study the existing condition of the Nay Aug Park Pool and to develop renovation and replacement options. Through this process, the MKSD/CH team was contracted to identify and assess the need for a renovated or replaced swimming pool complex, develop several options for consideration that meet the aquatic needs of the Scranton community, and develop construction and projects costs to build the facility. Along with the initial capital costs, the annual operational expenses and revenues have been projected.

The goal of the study is to provide City of Scranton leadership with the information they need to make an informed decision about moving forward with the construction and operation of a new nay Aug Park Swimming Pool that will service the aquatic needs of its residents.

Study Process

Needs Assessment

- Evaluate area providers
- Research area demographics
- Idenitfy user groups
- Site analysis

Facility Program & Space Requirements

- Develop schematic design options for programming
- Develop project cost estimates

Operations & Business Plan

- Opinion of revenue
- Opinion of operating expenses
- Determine cash flow

Project Scope

Review Existing Information

- Facility Drawings
- Prior Studies/Reports
- Observations/Goals of City

Conduct On-Site Audit of Facility

- Pools and All Equipment
- Support Facilities
- Code Compliance including ADA Review

Review Findings

- Recommendations for Physical Issue Corrections
- Recommendations for Addressing Functional Issues
- Cost Implications of Identified Action Plan
- Forecasting Remaining Life of Systems
- Identification of “fatal flaws” or Major Concerns

Conceptual Plan Options

- Existing Site
- New Site(s)
- Competitive Aquatics
- Leisure Aquatics

Opinion of Probable Construction and Operations Costs

- Operational Expenses
- Revenue Streams

Project Timeline

Pre-bid Conference December 28, 2020

Bid Opening January 6, 2021

Contract Signed February 1, 2021

On-Site Facility Assessment March 1, 2021

City Council Presentation March 9, 2021

Mayor's Town Hall March 12, 2021

City Council Options Presentation March 30, 2021

Mayor's Town Hall April 9, 2021

Final Report Submission April 12, 2021

Executive Summary

- A revitalized Nay Aug Park Swimming Pool will prove to be a valued asset for the Scranton community. As outdoor aquatics is a very popular amenity, the options developed by the MKSD/CH team provide the City of Scranton with several outdoor swimming pool options to explore to meet the summer recreational needs of its residents.

- Based on the MKSD/CH assessment of Nay Aug Park Swimming Pool, it is not practical to reuse the existing slide pool for a renovation or expansion due to the poor condition of the pool structure, the aging pool mechanical equipment, the need to replace the original underground piping and the functional obsolescence of the pool.

- The existing Bathhouse is approximately 1,500 square feet, and consists of a Lobby space, Men's & Women's Toilet rooms, and (2) Lifeguard storage spaces. The committee informed us that this layout does not meet the needs of the park guests, lacking locker / changing areas, places to gather during periods of inclement weather, administrative office space, and meeting/party rooms.

- The existing Pump House contains equipment that has never been refurbished / replaced since they were originally installed. The age of the building & equipment, combined with the reaction to the various chemicals stored together, has resulted in visible deterioration on many of the building elements – including structural members and electrical equipment. A new Pump House design would be recommended during these facility upgrades.

- Options were development for the expansion of facility support spaces including a renovation of the existing bathhouse to include updated restrooms, storage and office space. These areas are critical to the success of the facility in order to meet user expectations and be able to accommodate guests on peak days during the summer season.

Executive Summary

- The study developed several options to replace Nay Aug Park Swimming Pool and meet the recreational needs of the Scranton community.
  - Replacement of the existing slide pool with a pool of the same size
  - Replacement of the slide pool with a spraypad
  - Replacement of the slide pool with a new swimming pool complex that includes a leisure pool with a zero-depth entry, lazy river/current channel and a separate deep-water pool with 1-meter diving and a climbing wall.
  - Replacement of the slide pool with a new swimming pool complex that includes a leisure pool with a zero-depth entry, and a separate 6-lane, 25-yard lap pool that includes a deep end with 1-meter diving

- The capital cost range for the four options varies from $4.5M to $8.8M and include reuse of the existing waterslide tower. Renovation costs for the slide tower have not been included in the estimates. This capital cost includes the projected construction cost in addition to soft costs that includes one year's escalation (3.5%), contingency (10%) and project fees such as permitting, design team fees and surveys (10%).

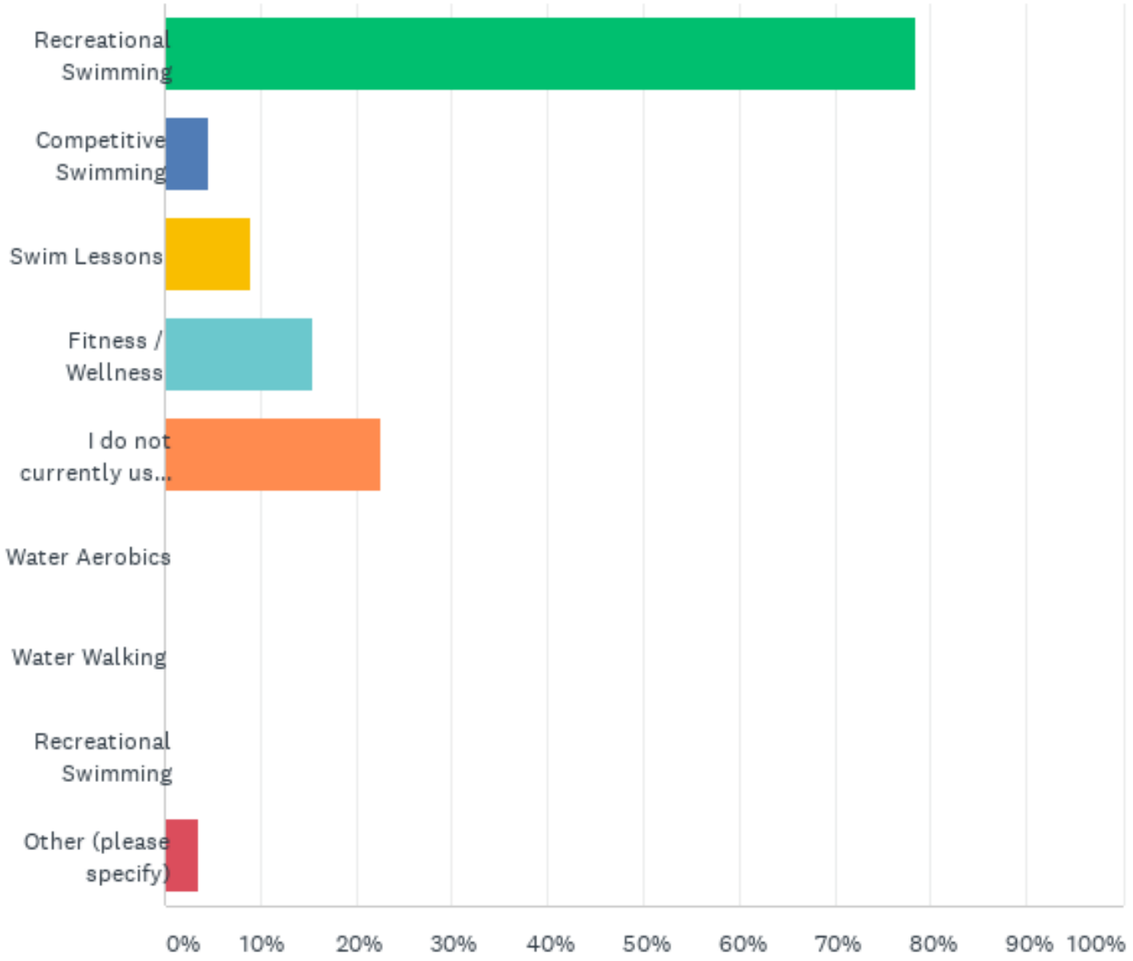
- Given the current construction and economic climate, close attention should be paid to the fluctuating cost of construction for aquatic center projects. Counsilman Hunsaker's estimate has included a 5.0% escalation allowance in anticipation for the future construction of the facility. A project of this scale typically has a design phase that lasts 6 to 9 months so the earliest this project could break ground would be late 2021. It's also possible that a decrease in construction costs could occur due to the ongoing Covid-19 pandemic due to less entities (both public and private) placing their capital projects on hold, though at the moment the cost and materials and labor are still on the rise due to shortages within the supply chain.

- Operational costs for the various options range from $18,000 to $295,000. Revenue potential comes primarily from daily admissions and seasonal memberships, with additional revenue from swimming lessons, rentals and food and beverage. The cost recovery range is projected between 12%-13% for the spraypad options to 73% for the leisure pool / lazy river option.

Nay Aug Swimming Pool
Online Community Survey Results

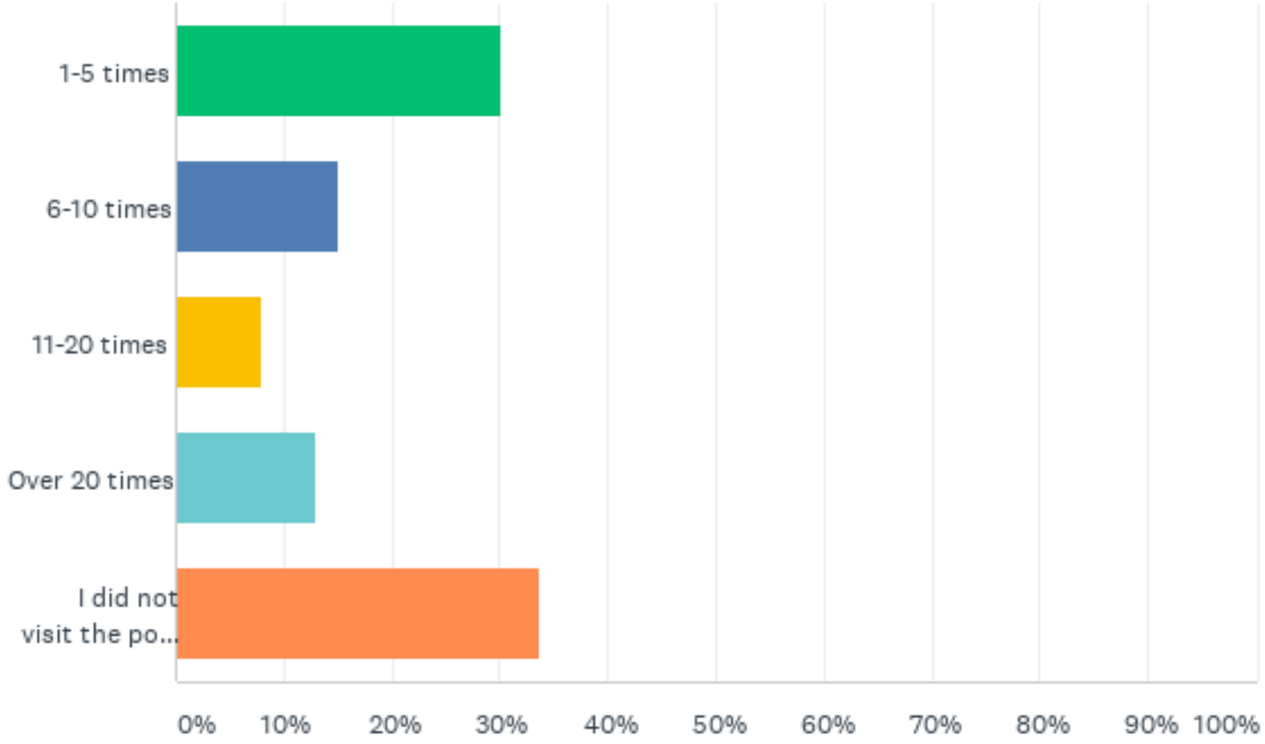
Q1

Q1 For what purposes have you used Nay Aug Park Pool? Please check all that apply.



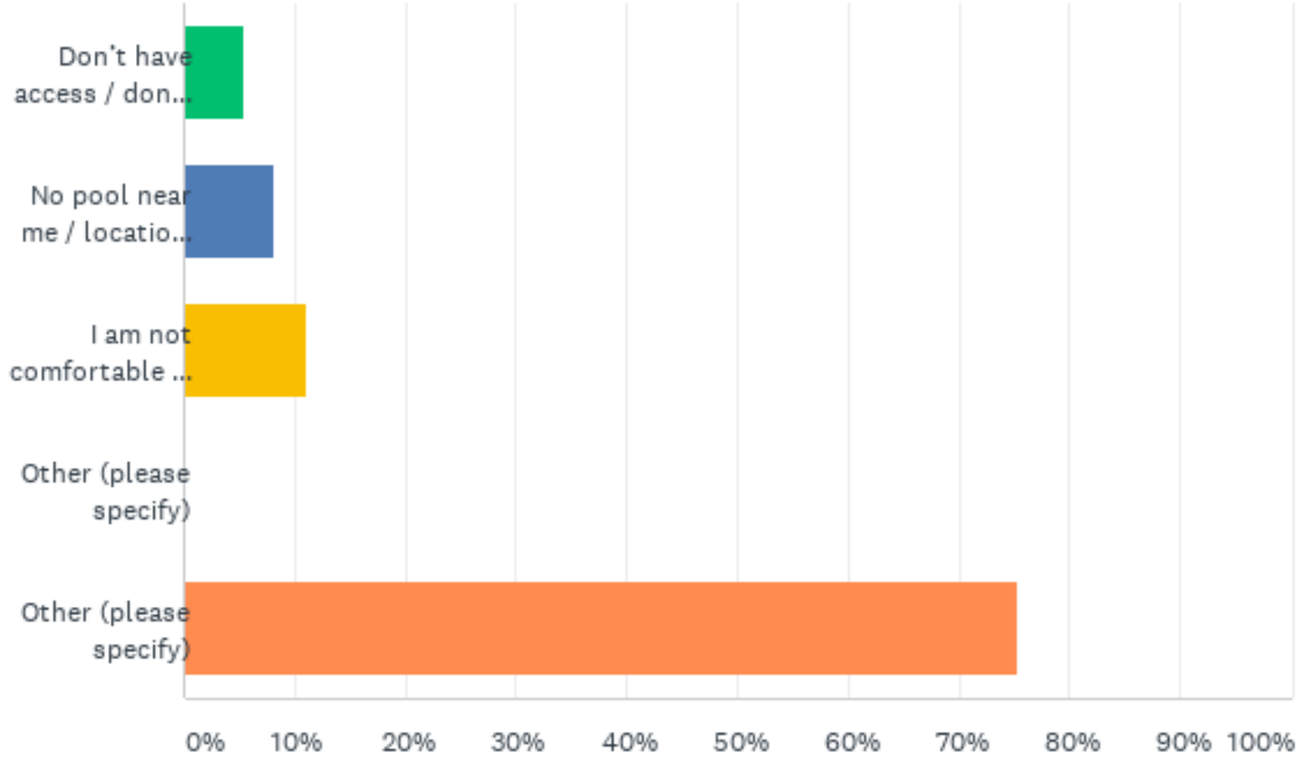
Q2

Q2 How many times did you visit Nay Aug Park Pool during the summers of 2018 and 2019?



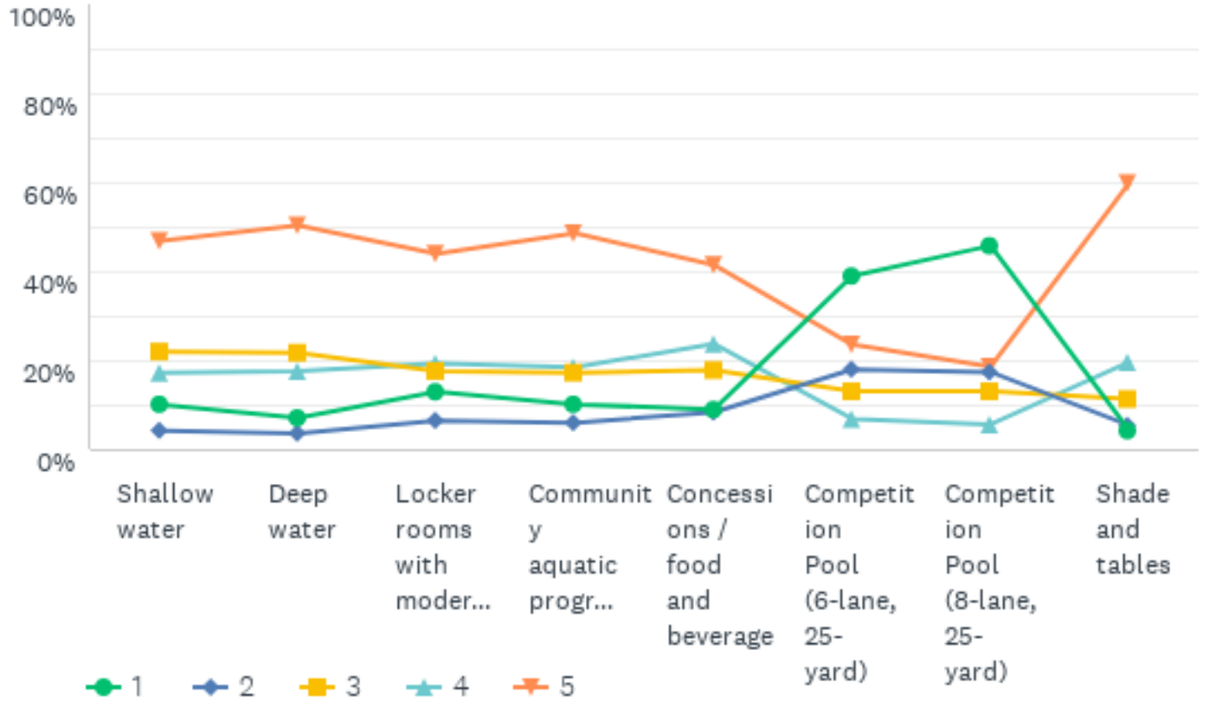
Q3

Q3 If you did not visit Nay Aug Park Pool during the summers of 2018 and 2019 please explain why.



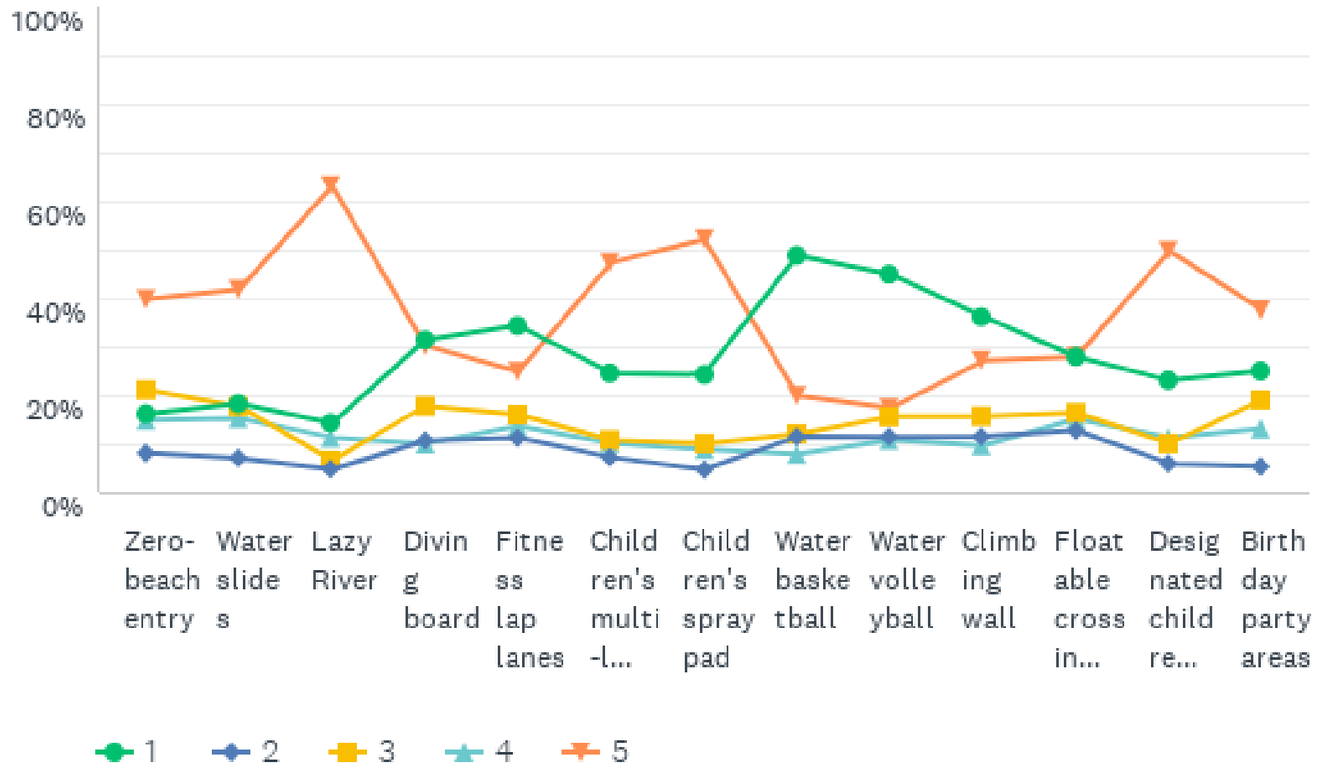
Q4

Q4 On a scale of 1-5 (with 1 being the lowest), rank the importance to you for the various types of pool(s) and amenities that you would like to see included if Nay Aug Park Pool is renovated?



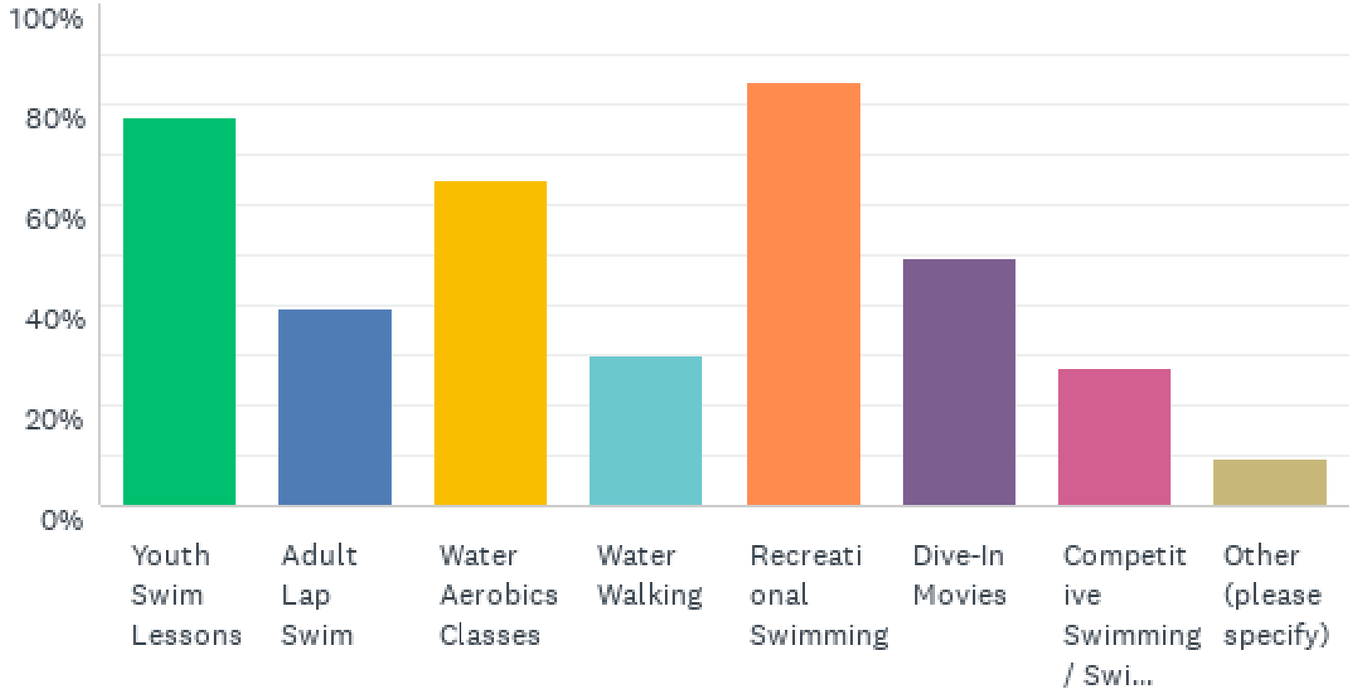
Q5

Q5 On a scale of 1-5 (with 1 being the lowest), please rate how likely you are to use the following features if Nay Aug Park Pool is renovated and these features were added.

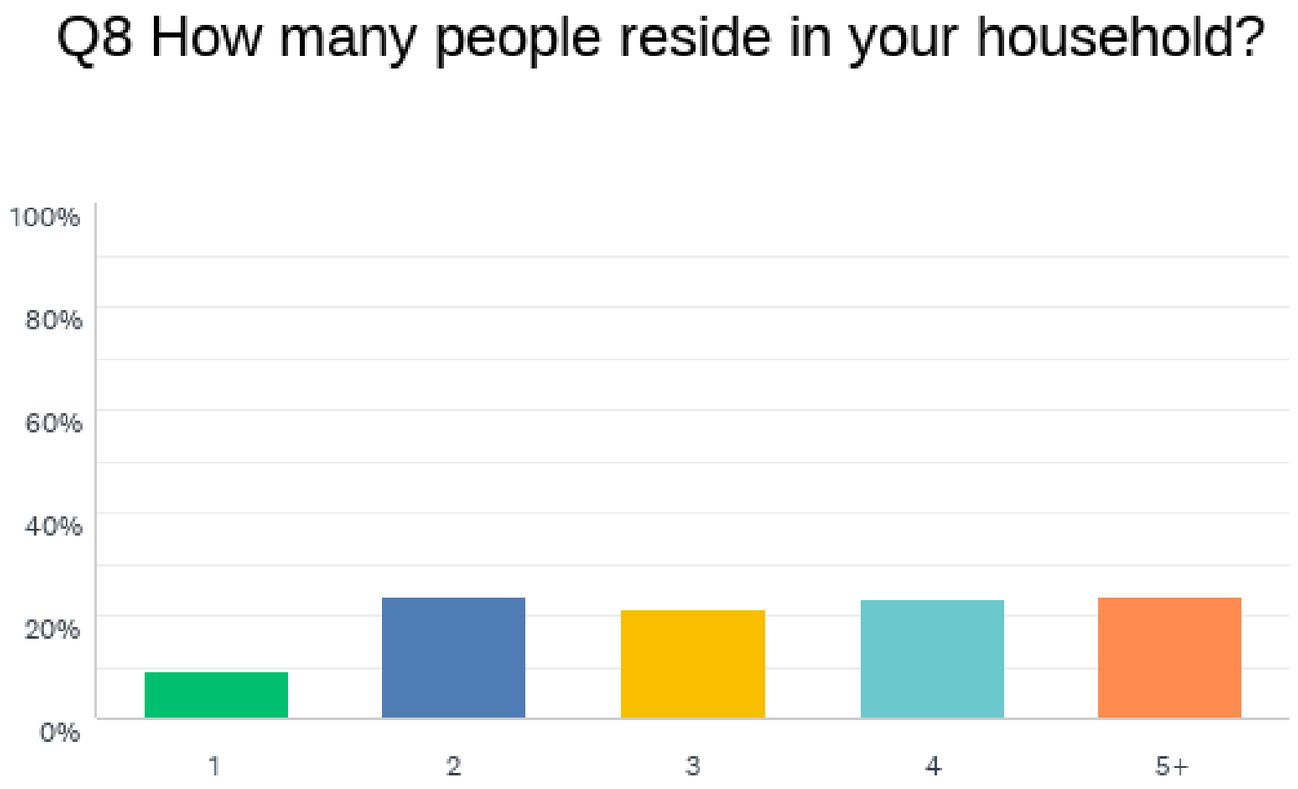


Q6

Q6 If Nay Aug Park Pool is renovated, what types of programs would you like to see offered. Please check all that apply.

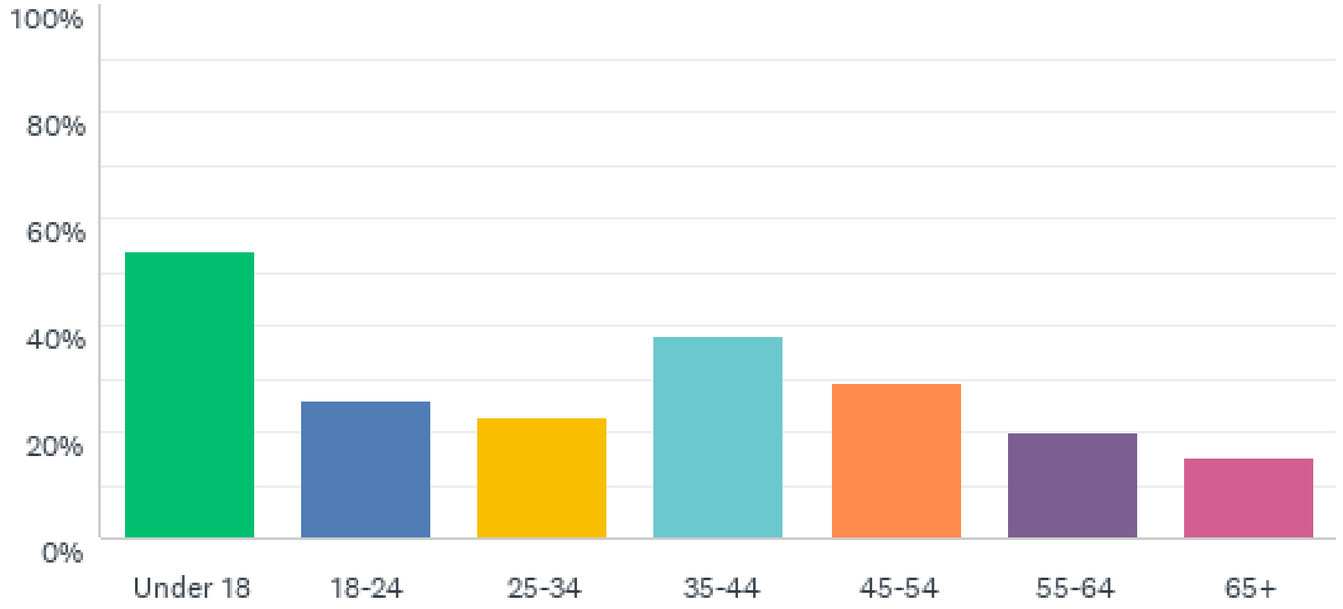


Q8


Q8 How many people reside in your household?
100%
80%
60%
40%
20%
0%
1
2
3
4
5+

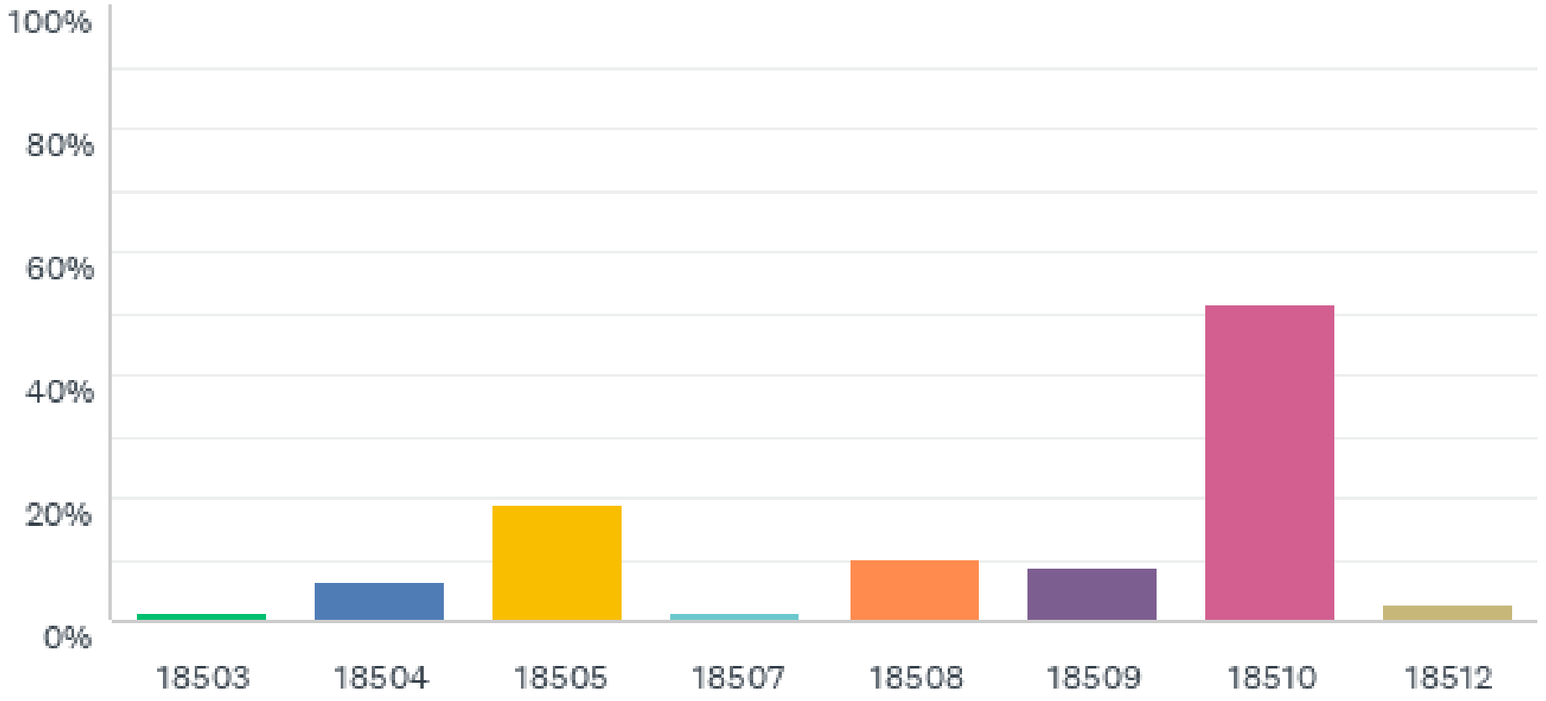
Q9

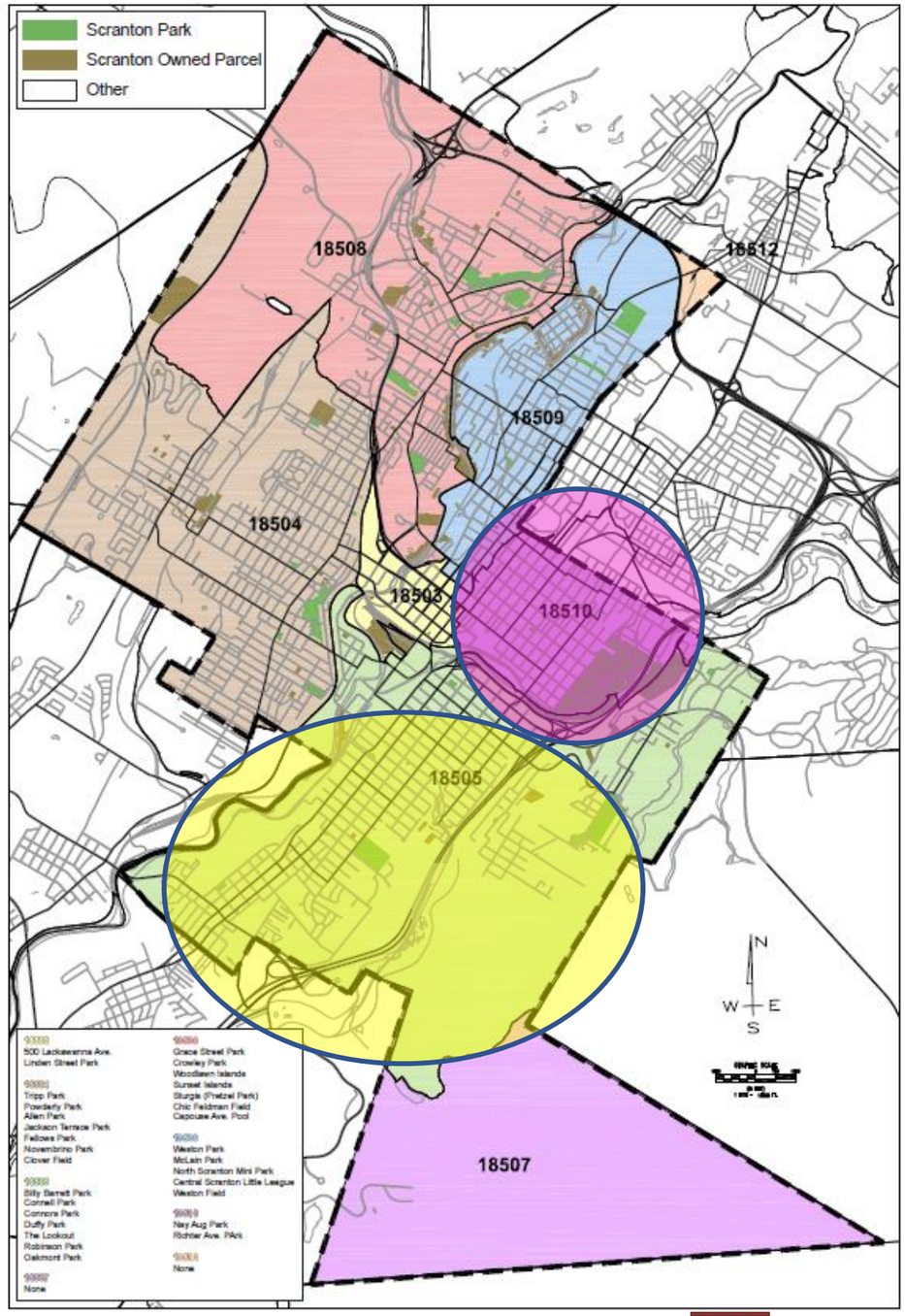
Q9 Please check the age ranges of people currently residing in your household.



Q10

Q10 What is your zip code?





SCRANTON PARKS STUDY
PARK & ZIPCODE BOUNDARIES

FEBRUARY 16, 2021

Survey Summary

- The survey was opened on March 9 and has received 205 responses.

- Approximately 70% of the respondents lived in the 18510 or 18505 zip code, the two zip codes adjacent to Nay Aug Park.

- Close to 60% of respondents had children under the age of 18 living in their household and the number of people residing in each household was evenly distributed with approximately 22% to 25% having at least two people.

- Over 60% of the respondents indicated they had visited Nay Aug Park Pool during the summers of 2018 and 2019, and 80% use the pool for recreational swimming. Less than 30% use the pool for aquatic programs or fitness.

- The most requested activities for a renovated pool include recreational swimming, youth swim lessons and water fitness classes.

- Over 40% of respondents ranked amenities such as shallow water, deep water, aquatic programs, shade and tables and updated locker rooms as “Very Important” while less than 25% ranked a competition pool (6-lane or 8-lane) with that priority.

- Respondents are most likely to use a zero-beach entry, waterslides, lazy river and children’s areas which are common recreational features at seasonal, outdoor aquatic facilities.

Survey Comments

- Teenagers, young adults and kids need space to have fun with supervision in this Town, this is a beautiful space without any good use, can make concerts for young people during the summer and charge low entrance or crafts fair on weekend and a big event to begin the summer like carnival with rides for kids for a least 4 days with enough marketing and propaganda. The kids are the future of this town.

- Please save our pool! Nay Aug is a special place and needs as many amenities as possible. The Park has been improving the past few years/please don’t let it go backwards by eliminating the pool complex. Renovate ASAP!

- There is a serious lack of pool facilities for the many competitive swim members in the area. An outdoor facility would be easily rented during operating months for practice. The ability to hold meets would be a great addition to the area and would bring people in from outside the area. All these activities could be done during off peak recreational time and bring in needed revenue to help maintain facilities. Check SOLECO in Lehigh County for an example.

- I live within walking distance of the park and my kids used to spend all summer at the pool with their friends. We truly miss it.

- Needs to be more affordable and accessible for the average middle-class family. Low income get paid for with grants and high income can afford to go consistently. The average family that isn't rich and isn't eligible for assistance cannot afford to go.

- Keep it simple. A pool to have fun in for our neighborhood. It will never compete with a big waterpark, but we need a pool to make our own fun.

- Renovating is not necessary. Keep it closed temporarily.

Nay Aug Park Pool Assessment

Nay Aug Park Pool Assessment

- To get the slide pool operational again in its current condition, the plaster surface would need to be removed and the concrete inspected by a structural engineer, as it is possible that the plaster is covering up areas of concrete that are failing. The areas below the gutter are of specific concern due to the large gaps between the concrete and gutter. When large gaps like this appear, the chlorinated water can penetrate this area and settle within the walls. With a freeze/thaw climate like Scranton the water can then penetrate the concrete's structural rebar and cause corrosion, or the water can get behind the pool structure and cause structural movement. Once the inspection occurs the areas of bad concrete must be removed, specifically areas right below the stainless-steel gutter where there are numerous issues, and those gaps filled with flowable fill concrete. The surface could then be painted, as it the typical standard for outdoor pools in the northeast.

- The original cast iron piping is probably failing in multiple areas. As cast iron piping ages, the surface can delaminate and decrease in size to 1/3 of the original pipe size which restricts the flow of water through the pipe and can cause rust to enter the pool through the return inlets. In some cases, the underground piping could have corroded to a point where the pool water merely flows through the underground channel where the pipe was originally installed.

- It is possible to construct a new pool within the existing pool. This would require backfilling the existing slab with rock and pouring a new slab within or breaking up the existing slab prior to pouring a new slab to allow for better drainage beneath the new pool structure. This scenario would allow for savings on excavation and backfill and minimize the disturbance of the entire area. But, with the amount of water that both pools have leaked over the past several years, there could be substantial subgrade work necessary to backfill saturated soils.

Nay Aug Park Pool Assessment

- The deck is in poor condition, showing significant heaving and settling around the perimeter of the pool. Large cracks exist throughout the entire deck area. There are several areas where the uneven concrete poses a safety and trip hazard to pool guests.

- The possibility exists to keep the current waterslide tower. The tower contains 10-12 footings and movement of those could cost $5,000 to $6,000 per pier if the slide were to be relocated within the complex. To move the slide, the original structural drawings would be needed as well as a new geotechnical report for the proposed new location. If a new pool were constructed the design could allow for reuse of the waterslide tower in its existing location and the slide plunge area built at the end of the waterslides.

- An Americans with Disabilities Act accessible means of entry was observed in the storage room for the main pool. The ADA Act requires that a swimming pool with a perimeter that is greater than 300’ have at least two accessible means of entry, provided that the primary accessible means of entry is an ADA compliant swimming pool lift or ADA compliant swimming pool ramp with handrails. Purchasing and installing a second battery-operated ADA compliant pool lift is the most economical way to satisfy this requirement.

- Sodium Hypochlorite (liquid chlorine) is the sanitizer used for this facility and muriatic acid was observed as the pH buffer. The chlorine is stored inside the mechanical room and there is noticeable corrosion on the majority of equipment and metal building supports. The muriatic acid is stored in a separate room that is poorly ventilated as confirmed by the amount of corrosion within the room and on the access door. Muriatic acid is classified as a corrosive and is a highly reactive liquid acid. It must be stored separate from oxidizers and in a well-ventilated space. A separate dedicated and ventilated chemical storage room for both the sanitizer and pH buffer is recommended and is the current industry standard.

Nay Aug Park Pool Assessment

- The main pool uses a single high-rate sand filter for filtration. Staff report this filter is original to the pool. While the filter does not have any noticeable leaks, there is visible corrosion on the exterior of the filter. The mechanical system also contains a pump and strainer basket that are in poor condition with visible corrosion on their exterior (and most likely on their interior as well). CH typically assigns a lifespan of 15-20 years for a pool's mechanical system. The filter, pump, piping and strainer basket should be replaced if the pool is reopened.

- The pool contains the original stainless-steel gutter system that allows for surface skimming of the pool water. The gutter system has a pressure tube return system built into the gutter that allows for filtered water to return to the pool. Of the two inlet systems (floor and wall), the floor inlets are usually recommended over wall inlet systems for larger pools. The reason is that a relatively equidistant location of the floor inlets provides a more uniform distribution of filtered water over the floor. This situation affects, in a positive way, the subsurface turbulence created by the swimmers overhead. The floor system also provides a "sweep and clean" movement of the water across the pool floor, picking up small dirt and debris. For a pool the size of Nay Aug Park Pool, floor inlets are recommended.

- A variable frequency drive is not installed on the recirculation system. A variable-frequency drive (VFD) is a system for controlling the rotational speed of an alternating current (AC) electric motor by controlling the frequency of the electrical power supplied to the motor. A VFD should be installed on any future renovations of the aquatic center mechanical system.

- The preliminary estimate for repairs to renovate the slide pool is $1,652,000 which includes concrete repairs to the pool structure with a painted surface, new pool deck, new pool piping, a new pool mechanical system, a 20% contingency allowance and 10% for project fees.

Nay Aug Park Pool Assessment

- Today's expectation for an outdoor aquatic facility has drastically changed from that of 1967 when Nay Aug Park Pool was originally constructed.

- While most outdoor family aquatic centers will still incorporate lap lanes, a 50-meter pool is typically not essential unless there is a large contention of competitive swimmers within the immediate area.

- Children's areas are designed to incorporate a zero-beach entry in order for both children and adults to enjoy the outdoor swimming experience and allow the adults to closely monitor their children.

- Recreational water has taken a more freeform shape as opposed to the traditional rectangular pools of the 1970s. It's common for these pools to have multiple zones that include a zero-beach entry, waterslide plunge areas, moving water such as a current channel or lazy river, inflatable crossing activities and deep-water amenities such as climbing walls, drop slides and diving boards or platforms.

- Mechanical systems have also been updated to address the requirements set forth in the Model Aquatic Health Code and to allow for more modern technology. These include increased turnover rates, secondary disinfection systems and variable frequency drives for the pumps and motors.

Aquatic Trends

Aquatic User Groups

Recreation

Competition

Instruction

Wellness & Therapy

Recreation

Recreational Swimmers

- Tots
- Families
- Teens

Warm Water

Shallow – Medium Depth

Recreation

Successful aquatic centers combine creative water play areas for various age groups in a safe, friendly atmosphere.

While aquatic recreation has become much more age-defined, attractions have age limitations and appropriateness due to elements of thrill and capabilities. Tots enjoy shallow pools with gentle water features and play areas tucked securely out of the way of the more active areas. Once children grow out of the tot stage, they enjoy romping in zero-depth recreation pools, making their adventurous way across lily pad walks, and climbing on participatory play features with “just-their-size” waterslides.

Older children speed down flume and drop slides and enjoy larger water play structures. Teens enjoy gathering spots like action islands with access to deep water pools and more adventurous waterslides. Lazy rivers and current channels cater to most demographics while spas and lap lanes are geared towards adults.

Recreational Aquatic National Trends by Age Group

Age Group	Recreational Aquatic Age-Group National Trends
Age 0-3	Tot pool, tot slides, gentle spray features
Age 4-7	Water sprayground, zero-depth pool, participatory play features, sand play
Age 8-11	Water walks, large play structures, full-size waterslides, open water
Age 12-16	Water walks, large waterslides, open water, lazy river, gathering places, sand volleyball, mat racer, diving boards
Age 17-22	Action island, intense waterslides, flow rider, mat racer, climbing wall, open water, sand volleyball, drop slides, diving boards
Age 23-45	Zero-depth pool (to be w/children), open water, spa, sun deck, lap lanes, lazy river, waterslides, diving boards
Age 46+	Spa, sun deck, lap lanes, lazy river, family-friendly waterslides

Source: Counsilman-Hunsaker

Recreation Features

Leisure Pool

Free-form leisure pool with shallow water from zero-depth to four feet, allowing adults and children to interact.

Zero-Depth Entry

Entry to pool simulates an ocean beach, where the pool bottom slopes gradually toward the deeper water.

Play Feature

Multi-level, interactive structure located within the leisure pool. Water sprays, bridges, tunnels, and slides are options

Current Channel

Part of the leisure pool and usually 6-8 feet wide. Used for water walking and adults who seek non-programmed exercise.

Lazy River

Guests ride inner tubes on typically 8-12 foot wide river that travels 3 mph.

Water Vortex

Water jets propel water in circular motion, allowing children to play in swirling water.

Waterslides

Curved, straight, steep, or gentle gradients allow for family-friendly to intense experiences.

Swirl Slide

Riders shoot down a slide, swirl around in funnel, and drop to the center of a waiting catch pool below.

Recreation Features

Family Slide

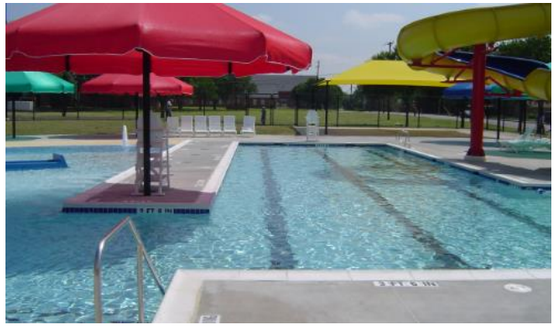
For “in-between” children who are too big for kiddy slides but too small for larger slides.

Mat Racer

Multi-lane waterslide with run-out where guests exit at ground-zero.

Drop Slide

Slide that allows guests to freefall drop into the water.



Lap Lanes

Enables fitness lap swimming and water walking for adults and seniors.

Deep Water Diving

Flexible springboard in 1-meter or 3-meter for experienced swimmers and diving lessons.

Water Walks

Floating foam walkway that is tethered to the bottom of the pool with a spun braided rope or cargo net attached.

Flow Rider

Artificial surfing environment that uses high-output pumps to produce flow of water.

Large Themed Play Structure

Water play gym for entire family that is themed as jungle, pirate cove, rainforest, or others. Slides, waterfalls, and water features.

Recreation Features

Tumble Buckets

Create individual play stations in shallow ends of pool. Cone-shaped buckets fill with water and then spill.

Climbing Wall

Kids' wall that allows them to climb and then land gently in water.

Shade Structures

Fabric umbrellas in various colors that allow cover from the sun.

Themes

Themed fantasy retreat in specific design.

Additional Support Spaces

Bathhouses with lockers, showers, changing rooms, restrooms. Party rooms.

Aquatic User Groups

Recreation

Competition

Instruction

Wellness & Therapy

Competition

A competition pool must be 25 yards or 25 meters for short-course events and 50 meters for long-course events. USA Swimming and FINA sanction short-course 25-meter as well as long-course 50-meter competitions. Depending on the level of competition, a minimum of six lanes is required, but eight lanes are expected to better allow for larger heats. High schools, USA Swimming, the YMCA, and NCAA conduct short-course 25-yard competitions. For high school and NCAA events, a pool must have a minimum of six lanes, each at least seven feet wide. Several current standards require six feet or more of water depth beneath starting blocks. While some shallow water is acceptable, water depths of two meters or more “is required” as per applicable rules.

Today, nine governing bodies sanction meets and matches in their respective sports, including: USA Swimming, National Federation of State High School Associations (NFSHSA), National Collegiate Athletic Association (NCAA), Federation International de Natation Amateur (FINA), USA Water Polo, USA Diving, USA Synchronized Swimming, USA Masters Swimming, YMCA.

Aquatic Fields of Play

Competition Swimmers

Training space

Competition Space

Cool Water

Medium – Deep Depth

Aquatic User Groups

Recreation

Competition

Instruction

Wellness & Therapy

Instruction

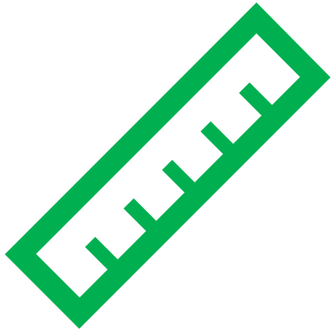
Learn to swim, life safety skills

Lifeguard instruction

Survival swimming

Scuba

Warm Water



Shallow – Medium Depth

Instruction

According to the Centers for Disease Control, more than one in five people who die from drowning are children age 14 and younger.

For every child who dies from drowning, another four receive emergency care for nonfatal submersion injuries, which can cause brain damage that may result in long-term disabilities, including memory problems, learning disabilities, and permanent loss of basic functioning.[1]

A well-run water lesson program is essential in introducing young swimmers to safe aquatic skills that can be used throughout their lives. By offering the community a comfortable, controlled aquatic environment, swimming and diving lessons can become an enjoyable learning experience. There are many different types of water safety lessons that can teach children not only how to swim and dive but how to survive in adverse water conditions.

From small watercraft instruction to learn to swim, water safety is an integral part of any community. Many will go on to formal competitive aquatic programs in school or age-group swimming programs. Some will excel to become state champions, which can lead to college scholarships and national-level competition.

Water rescue skills and CPR are typically taught to all lifeguards. However, water rescue and CPR skill education is integral to the community because families are the true lifeguards of one another whether at the beach or a backyard pool. Often, such courses are sponsored by the Red Cross, Ellis and Associates, and other providers of safety training.

Aquatic User Groups

Recreation

Competition

Instruction

Wellness & Therapy

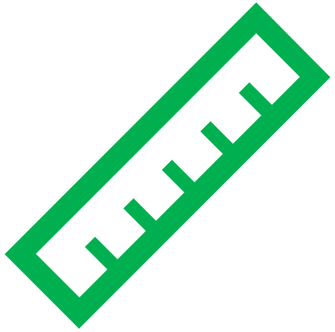
Wellness

Fastest growing aquatic user group

Therapy programs

Water aerobics classes

Warmest Water



Shallow – Medium Depth

Aquatic Wellness

The more often the pool can be utilized for group activities for participants and spectators, the more likely the aquatic facility will be “alive” day in and day out. .

The types of activities that tend to draw a crowd are participatory, measurable, exciting, and often challenging – but not always so challenging that only the elite can participate. Activities can be tailored to different ages, sizes, and/or skill levels.

The industry has responded to the continued popularity of aquatic fitness by creating a wide range of activities with related devices and equipment for a greater diversity of water-based aqua exercise options. Aerobic dancing, walking, and running in shallow and deep-water environments, including current channels for walking against the current, are just a few of the choices available to people wishing to add less stressful elements of a cross-training regimen or even to use aqua aerobics for their entire fitness program. Additionally, businesses might sponsor or subsidize aquatic fitness as part of their employee wellness training discipline.

The older adult market can be a large, affluent market willing to participate in water fitness, wellness programming, and other recreation opportunities. This diverse age group from 55 to 90+ includes sub-groups of which some are still working, some have children in college, and some are focusing on retirement, grandkids, and wellness.

Consequently, seniors can be willing, enthusiastic participants if certain requirements are met. They typically feel uncomfortable in an environment with teens and generally respond better to strictly defined programming of well-structured activities such as water aerobics, arthritis water exercise, water walking, physical therapy, adult swim lessons, ‘Save a Life’ workshops, lap swimming, and Masters swimming.

Options for Consideration

Options Overview

MKSD and Counsilman-Hunsaker developed five options for consideration that incorporated various types of pools and features to meet the aquatic needs of the Scranton Community at Nay Aug Park. All of the options below (with the exception of option 3) consist of a new support buildings for admissions, offices, food and beverage, storage and locker rooms. A new pool mechanical building and shade structures for guests are included in all options.

Option 1 includes the construction of three new bodies of water; a 6,800 SF leisure pool with the existing waterslides, a zero-depth entry with play features and a small lazy river/current channel, a 3,000 square foot spraypad and a 1,400 SF deep pool with 1-meter diving, a “drop” waterslide and a climbing wall.

Option 2 includes the construction of two new bodies of water; a 5,290 SF leisure pool with the existing waterslides and a zero-depth entry with play features and a 6,000 SF spraypad with ground and vertical spray features.

Option 3 includes a demolition of the existing Nay Aug Park Swimming Pool and the construction of a new pool of the same size, 12,300 SF.

Option 4 includes the construction of two new bodies of water; a 1,200 SF landing pool for the existing waterslides and a 6,000 SF spraypad with ground and vertical spray features.

Option 5 includes the construction of a 6,000 SF spraypad with ground and vertical spray features.

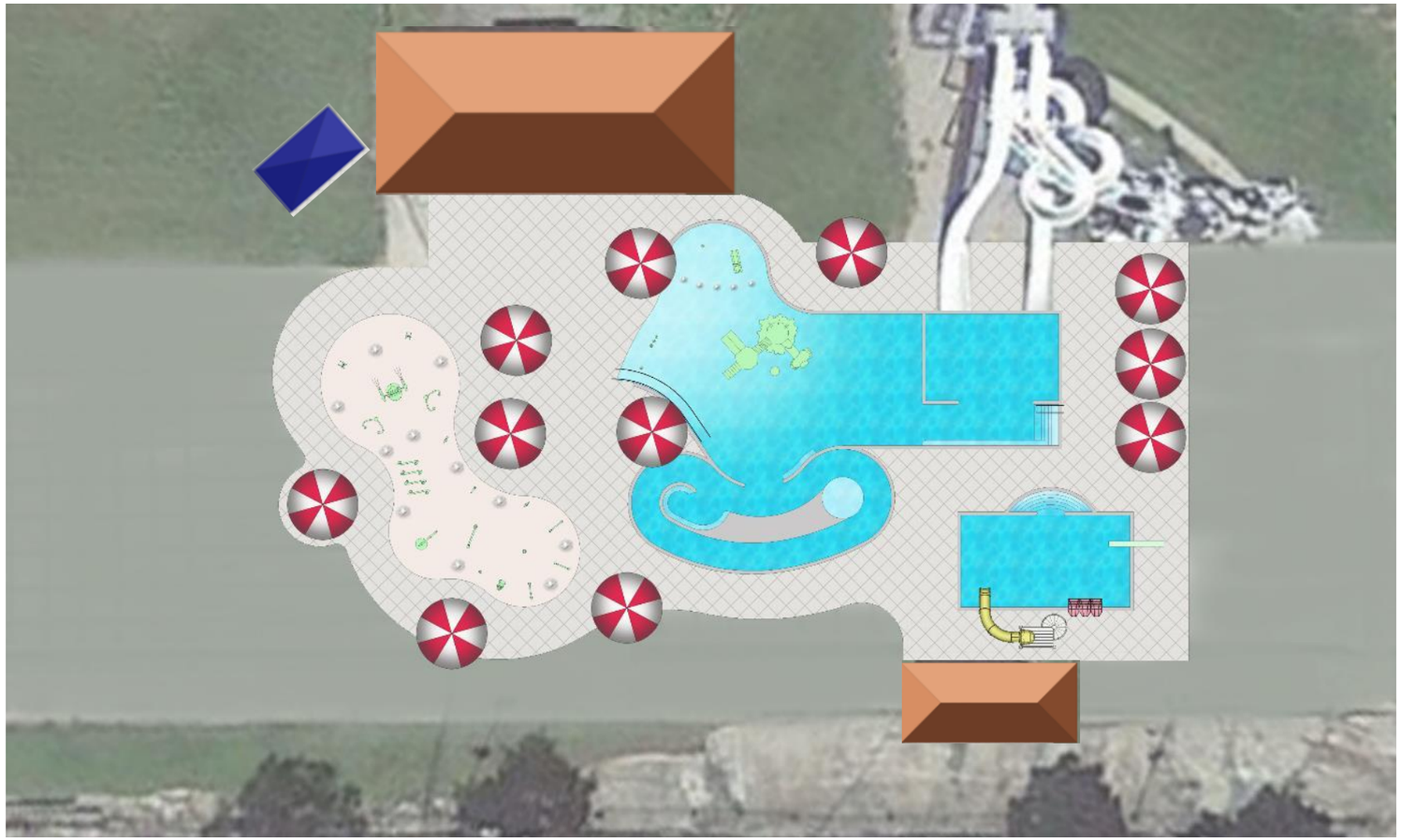
Option 1: Leisure Pool + Lazy River

- 6,800 square foot leisure pool
  - Zero-depth entry
  - Children's play structure
  - Lazy river
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet

- 1,400 square foot deep pool
  - 1-meter diving board
  - Climbing wall
  - Waterslide

- 3,000 square foot spraypad
  - Ground and vertical features

- New 5,000 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?



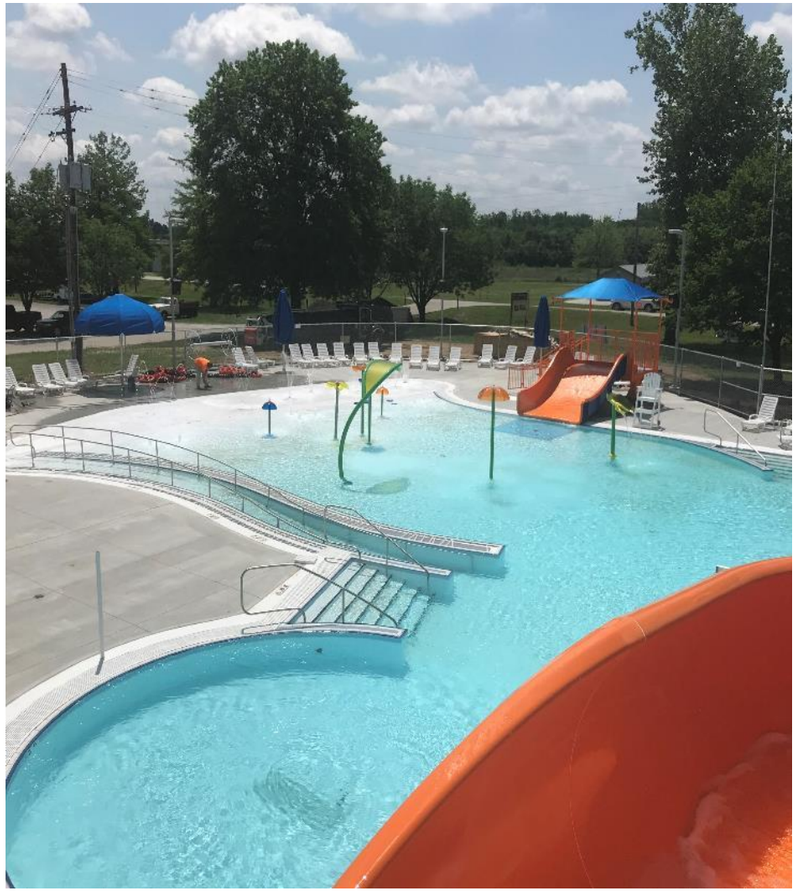
Option 1: Leisure Pool + Lazy River

- 6,800 square foot leisure pool
  - Zero-depth entry
  - Children's play structure
  - Lazy river
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet

- 1,400 square foot deep pool
  - 1-meter diving board
  - Climbing wall
  - Waterslide

- 3,000 square foot spraypad
  - Ground and vertical features

- New 5,000 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?



Option 1: Leisure Pool + Lazy River

- 6,800 square foot leisure pool
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  - Children's play structure
  - Lazy river
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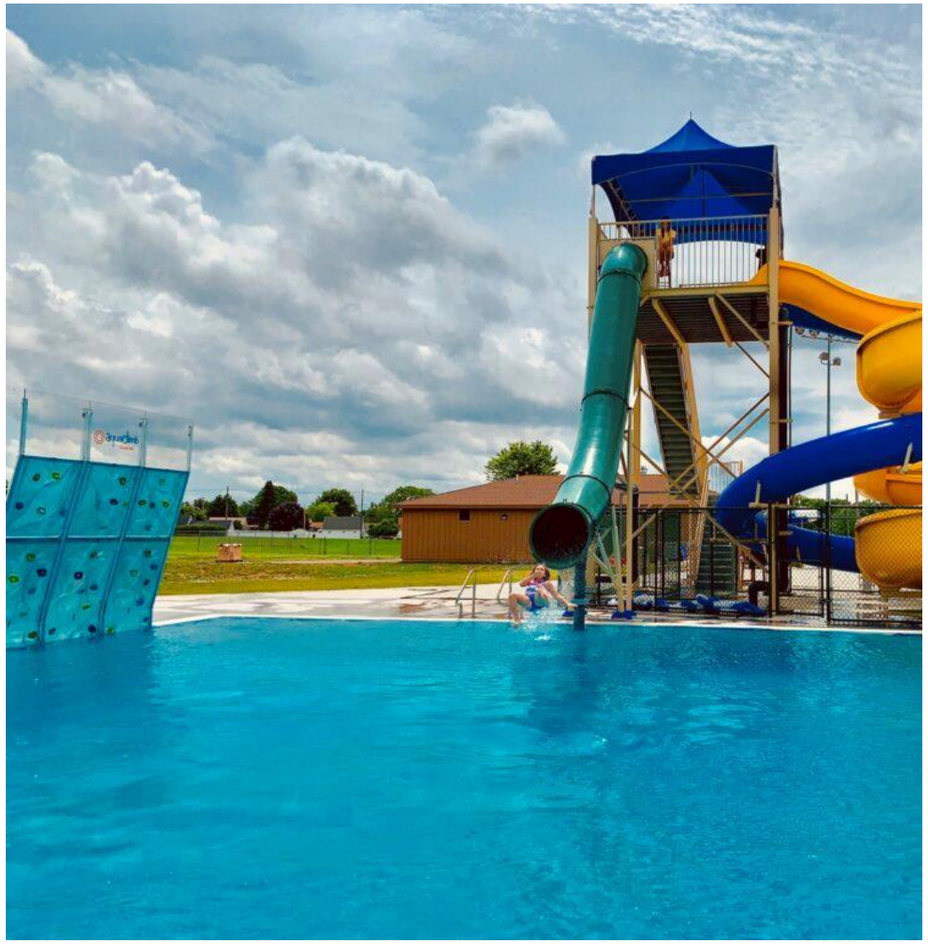
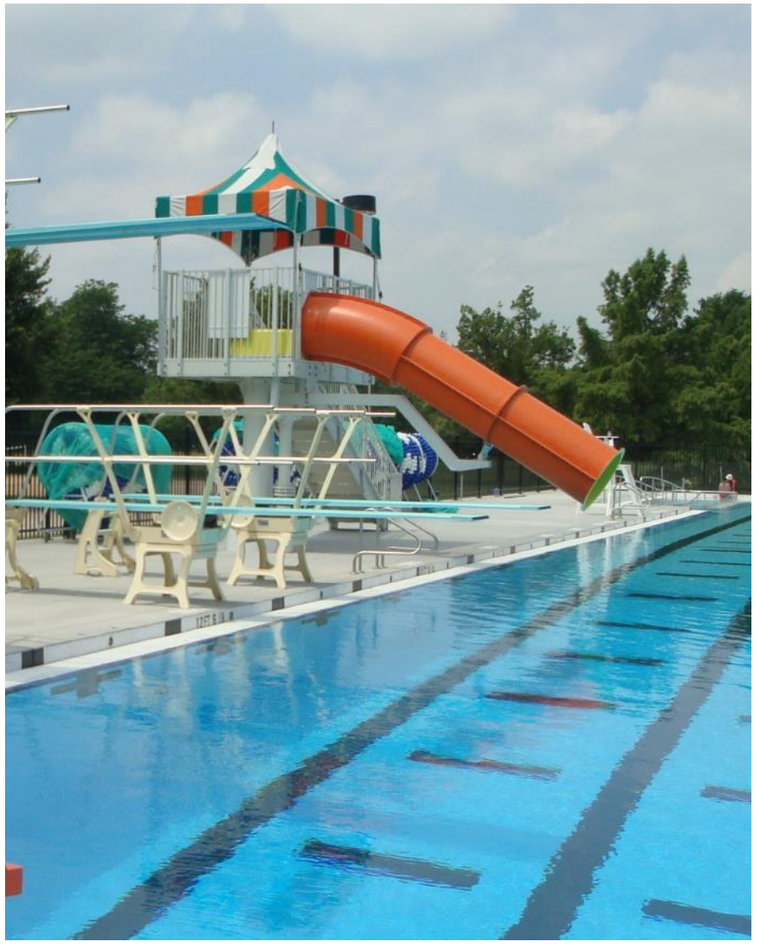
- 1,400 square foot deep pool
  - 1-meter diving board
  - Climbing wall
  - Waterslide

- 3,000 square foot spraypad
  - Ground and vertical features

- New 5,000 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?





Option 1: Leisure Pool + Lazy River

- 6,800 square foot leisure pool
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  - Children's play structure
  - Lazy river
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet

- 1,400 square foot deep pool
  - 1-meter diving board
  - Climbing wall
  - Waterslide

- 3,000 square foot spraypad
  - Ground and vertical features

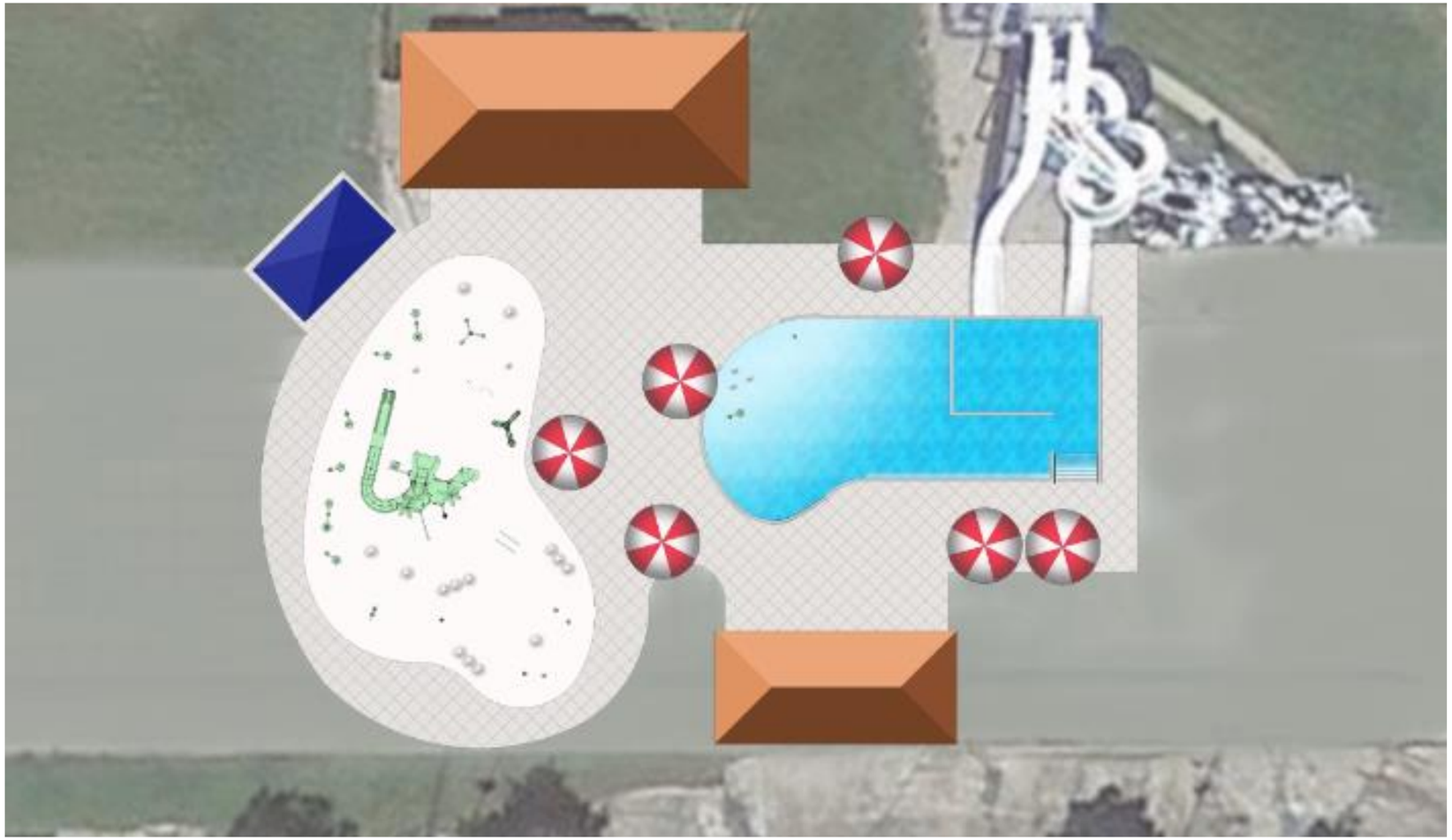
- New 5,000 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?

Option 2: Leisure Pool + Spraypad

- 5,290 square foot leisure pool
  - Zero-depth entry
  - Crossing activity
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet

- 6,000 square foot spraypad
  - Ground and vertical features

- New 3,750 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?



Option 3: Replaced Slide Pool – New Construction

- Demolition of existing slide pool
- New pool rebuilt in same location
  - 12,300 square feet
- Reuse of existing waterslide towers
- Reuse of existing pool building
- New pool mechanical building

Option 4: Spraypad + Slide Catch Pool

- 1,200 square foot slide catch pool (existing waterslides)

- 6,000 square foot spraypad
  - Ground and vertical features

- New 3,750 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?

Option 5: Nay Aug Park Splashpad

- 6,000 square foot spraypad

- New bathhouse, shade pavilion, pool mechanical building

Facility Capacity

The Facility Capacity Analysis chart details the facility capacity of each option based on the size of the pools and the amount of shallow and deep water. These calculations provide a guideline for the number of pool users that can comfortably and safely be inside Nay Aug Park Pool at one time. Using a multiplier of 2.5 the overall daily attendance capacity is as follow:

- Option 1: Leisure Pool w/Lazy River (1,026)
- Option 2: Leisure Pool + Spraypad (1,049)
- Option 3: New Slide Pool (1,230)
- Option 4: Spraypad + Slide Catch Pool (800)
- Option 5: Spraypad (680)

Facility Capacity Analysis					
	Option 1	Option 2	Option 3	Option 4	Option 5
Outdoor Leisure	6,880	4,490	0	1,200	0
Outdoor Tot	3,026	6,000	0	6,800	6,800
Total	11,304	10,490	12,300	8,000	6,800
Shallow Water	9,906	10,490	12,300	8,000	6,800
Deep Water	1,398	0	0	0	0
Estimated Recreation Holding Capacity	410	420	492	320	272
Daily Recreation Holding Capacity	1,026	1,049	1,230	800	680
Total Daily Facility Capacity	1,026	1,049	1,230	800	680

Cost Estimates

Counsilman-Hunsaker has prepared an Opinion of Probable Construction Cost for the pool(s) and building. A budget for site construction costs and furniture, fixtures and equipment (FF&E) has also been calculated and included in the estimates. Recent project bid figures of similar projects have been used as well as national estimating guides and local cost adjustment factors.

The hard construction cost figures have been supplemented by a development cost factor of 10%, which includes such "soft" costs as professional fees, survey, geotechnical report, document reproduction, advertisement for bids and all anticipated expenses related to the administration of the project. A 10% contingency allowance and 5% inflation allowance have also been included in the estimates.

The sum of these two cost figures calculate the total project cost. The cost estimates on the following slides are current as of April 2021.

Option 1:
Leisure Pool + Lazy River

- 6,800 square foot leisure pool
  - Zero-depth entry
  - Children's play structure
  - Lazy river
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet

- 1,400 square foot deep pool
  - 1-meter diving board
  - Climbing wall
  - Waterslide

- 3,000 square foot spraypad
  - Ground and vertical features

- New 5,000 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?

OPINION OF PROJECT COST: Leisure Pool + Lazy River

Description	Unit	Amount	Cost per Unit	Opinion of Cost	Opinion of Cost
Support Spaces		8,298	285	$2,368,963	$2,368,963
New Bathhouse	Sq. Ft.	5,000	325	$1,625,000	
Outdoor Pool Mechanical Room	Sq. Ft.	1,915	188	$359,036	
Circulation and Walls (20%)	Sq. Ft.	1,383	278	$384,927	
Outdoor Aquatic Center		33,929	107	$3,625,295	$3,625,295
Outdoor Deep Pool	Sq. Ft.	1,398	250	$349,500	
1M Diving	Qty.	1	15,000	$15,000	
Deep Slide	Qty.	1	50,000	$50,000	
Climbing Wall	Qty.	1	50,000	$50,000	
Outdoor Leisure Pool	Sq. Ft.	6,880	250	$1,720,000	
Children's Play Structure	Allowance	1	175,000	$175,000	
Play Structure Mechanical	Allowance	1	50,000	$50,000	
Lazy River Mechanical	Allowance	1	50,000	$50,000	
Waterslide Tower	Allowance		425,000	$0	
Waterslide Mechanical	Allowance		50,000	$0	
Spraypad	Sq. Ft.	3,026	195	$590,070	
Shade Structures	Qty.	11	10,000	$110,000	
Outdoor Deck	Sq. Ft.	22,608	10	$226,080	
Overhead Lighting	Sq. Ft.	33,929	5	$169,645	
Fencing	Linear Ft.	800	88	$70,000	
Unit		Sq. Ft.	Cost	Opinion of Cost	Opinion of Cost
Total Building Construction Costs		**42,227**	**$142**	**5,994,258**	**5,994,258**
Demolition Allowance				$0	$0
Site Construction Costs (parking, landscaping, utilities, walks)				$633,402	$633,402
Furniture, Fixtures, Equipment				$254,000	$254,000
Subtotal				$6,881,660	$6,881,660
Escalation Allowance (1 year)	5.0%			$344,083	$344,083
Contingency (Design / Construction)	10.0%			$722,574	$722,574
Design Fees, Surveys, Permitting	**0.0%**			**Not Included**	**Not Included**
Opinion of Probable Cost				**$7,948,318**	**$7,948,318**
Total Estimated Project Costs:			**$188**	**$7,948,318**	**$8,000,000**
Estimate Current as of:		**4/9/2021**			

Source: Counsilman-Hunsaker

Option 2:
Leisure Pool + Spraypad

- 5,290 square foot leisure pool
  - Zero-depth entry
  - Crossing activity
  - Existing waterslide tower with plunge area in new pool
  - Depths ranging from zero-depth to 3 ½ feet
- 6,000 square foot spraypad
  - Ground and vertical features
- New 3,750 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?

OPINION OF PROJECT COST: Leisure Pool + Spraypad					
Description	Unit	Amount	Cost per Unit	Opinion of Cost	Opinion of Cost
Support Spaces		6,298	285	$1,791,903	$1,791,903
New Bathhouse	Sq. Ft.	3,750	325	$1,218,750	
Outdoor Pool Mechanical Room	Sq. Ft.	1,499	188	$280,982	
Circulation and Walls (20%)	Sq. Ft.	1,050	278	$292,170	
Outdoor Aquatic Center		31,482	91	$2,864,710	$2,864,710
Outdoor Leisure Pool	Sq. Ft.	4,490	250	$1,122,500	
Spraypad	Sq. Ft.	6,000	195	$1,170,000	
Shade Structures	Qty.	11	10,000	$110,000	
Shade Pavillion	Qty.	1	25,000	$25,000	
Outdoor Deck	Sq. Ft.	20,980	10	$209,800	
Overhead Lighting	Sq. Ft.	31,482	5	$157,410	
Fencing	Linear Ft.	800	88	$70,000	
Unit		Sq. Ft.	Cost	Opinion of Cost	Opinion of Cost
Total Building Construction Costs		**31,482**	**$148**	**4,656,613**	**4,656,613**
Demolition Allowance				$0	$0
Site Construction Costs (parking, landscaping, utilities, walks)				$472,230	$472,230
Furniture, Fixtures, Equipment				$189,000	$189,000
Subtotal				$5,317,843	$5,317,843
Escalation Allowance (1 year)	5.0%			$265,892	$265,892
Contingency (Design / Construction)	10.0%			$558,373	$558,373
Design Fees, Surveys, Permitting	**0.0%**			**Not Included**	**Not Included**
Opinion of Probable Cost				**$6,142,108**	**$6,142,108**
Total Estimated Project Costs:			**$195**	**$6,142,108**	**$6,200,000**
Estimate Current as of:		**4/9/2021**			
Source: Counsilman-Hunsaker					

Option 3:
Replaced Slide Pool – New Construction

- Demolition of existing slide pool
- New pool rebuilt in same location
  - 12,300 square feet
- Reuse of existing waterslide towers
- Reuse of existing pool building
- New pool mechanical building

OPINION OF PROJECT COST: New Slide Pool					
Description	Unit	Amount	Cost per Unit	Opinion of Cost	Opinion of Cost
Support Spaces		2,469	202	$499,337	$499,337
Outdoor Pool Mechanical Room	Sq. Ft.	2,057	188	$385,714	
Circulation and Walls (20%)	Sq. Ft.	411	276	$113,623	
Outdoor Aquatic Center		36,900	99	$3,649,300	$3,649,300
Outdoor Lap Pool	Sq. Ft.	12,300	250	$3,075,000	
Outdoor Deck	Sq. Ft.	24,600	13	$319,800	
Overhead Lighting	Sq. Ft.	36,900	5	$184,500	
Fencing	Linear Ft.	800	88	$70,000	
Unit		Sq. Ft.	Cost	Opinion of Cost	Opinion of Cost
Total Building Construction Costs		**39,369**	**$105**	**4,148,637**	**4,148,637**
Site Construction Costs (parking, landscaping, utilities, walks)				$196,843	$196,843
Furniture, Fixtures, Equipment				$119,000	$119,000
Subtotal				$4,464,480	$4,464,480
Escalation Allowance (1 year)	5.0%			$223,224	$223,224
Contingency (Design / Construction)	10.0%			$468,770	$468,770
Design Fees, Surveys, Permitting	10.0%			$515,647	$515,647
Opinion of Probable Cost				**$5,672,122**	**$5,672,122**
Total Estimated Project Costs:			**$144**	**$5,672,122**	**$5,700,000**
Estimate Current as of:		**4/9/2021**			
Source: Counsilman-Hunsaker					

Option 4:
Spraypad + Slide Catch Pool

- 1,200 square foot slide catch pool (existing waterslides)

- 6,000 square foot spraypad
  - Ground and vertical features

- New 3,750 square foot support building
  - Office / admissions
  - Lifeguard / first aid
  - Locker rooms
  - Storage
  - Concessions?

OPINION OF PROJECT COST: Spraypad + Slide Catch Pool					
Description	Unit	Amount	Cost per Unit	Opinion of Cost	Opinion of Cost
Support Spaces		5,871	290	$1,705,405	$1,705,405
New Bathhouse	Sq. Ft.	3,750	325	$1,218,750	
Outdoor Pool Mechanical Room	Sq. Ft.	1,143	188	$214,286	
Circulation and Walls (20%)	Sq. Ft.	979	278	$272,369	
Outdoor Aquatic Center		24,009	86	$2,072,295	$2,072,295
Outdoor Leisure Pool	Sq. Ft.	1,200	250	$300,000	
Spraypad	Sq. Ft.	6,800	195	$1,326,000	
Shade Structures	Qty.	8	10,000	$80,000	
Shade Pavillion	Qty.	1	25,000	$25,000	
Outdoor Deck	Sq. Ft.	16,000	10	$160,000	
Overhead Lighting	Sq. Ft.	24,009	5	$120,045	
Fencing	Linear Ft.	700	88	$61,250	
Unit		Sq. Ft.	Cost	Opinion of Cost	Opinion of Cost
Total Building Construction Costs		**24,009**	**$157**	**3,777,700**	**3,777,700**
Demolition Allowance				$0	$0
Site Construction Costs (parking, landscaping, utilities, walks)				$360,135	$360,135
Furniture, Fixtures, Equipment				$145,000	$145,000
Subtotal				$4,282,835	$4,282,835
Escalation Allowance (1 year)	5.0%			$214,142	$214,142
Contingency (Design / Construction)	10.0%			$449,698	$449,698
Design Fees, Surveys, Permitting	**0.0%**			**Not Included**	**Not Included**
Opinion of Probable Cost				**$4,946,674**	**$4,946,674**
Total Estimated Project Costs:			**$206**	**$4,946,674**	**$5,000,000**
Estimate Current as of:		**1/0/1900**			
Source: Counsilman-Hunsaker					

Option 5:
Nay Aug Park Splashpad

- 6,000 square foot spraypad

- New bathhouse, shade pavilion, pool mechanical building

OPINION OF PROJECT COST: Spraypad						
	Description	Unit		Amount	Cost per Unit	Opinion of Cost	Opinion of Cost
Support Spaces				5,666	294	$1,663,719	$1,663,719
	New Bathhouse	Sq. Ft.		3,750	325	$1,218,750	
	Outdoor Pool Mechanical Roor	Sq. Ft.		971	188	$182,143	
	Circulation and Walls (20%)	Sq. Ft.		944	278	$262,826	
Outdoor Aquatic Center				20,409	84	$1,721,545	$1,721,545
	Outdoor Leisure Pool	Sq. Ft.		0	250	$0	
	Spraypad	Sq. Ft.		6,800	195	$1,326,000	
	Shade Structures	Qty.		8	10,000	$80,000	
	Shade Pavillion	Qty.		1	25,000	$25,000	
	Outdoor Deck	Sq. Ft.		13,600	10	$136,000	
	Overhead Lighting	Sq. Ft.		20,409	5	$102,045	
	Fencing	Linear Ft.		600	88	$52,500	
Unit				Sq. Ft.	Cost	Opinion of Cost	Opinion of Cost
Total Building Construction Costs				**20,409**	**$166**	**3,385,264**	**3,385,264**
Demolition Allowance						$0	$0
Site Construction Costs (parking, landscaping, utilities, walks)						$306,135	$306,135
Furniture, Fixtures, Equipment						$123,000	$123,000
Subtotal						$3,814,399	$3,814,399
Escalation Allowance (1 year)			5.0%			$190,720	$190,720
Contingency (Design / Construction)			10.0%			$400,512	$400,512
Design Fees, Surveys, Permitting			**0.0%**			**Not Included**	**Not Included**
Opinion of Probable Cost						**$4,405,631**	**$4,405,631**
Total Estimated Project Costs:					**$216**	**$4,405,631**	**$4,500,000**
Estimate Current as of:				**1/0/1900**			
Source: Counsilman-Hunsaker							

Options Summary

	Slide Pool Renovation	Option 1: Larger Leisure Pool w/Lazy River + Spraypad	Option 2: Leisure pool + Larger Spraypad	Option 3: Slide Pool Replacement	Option 4: Slide Catch Pool + Larger Spraypad	Option 5: Spraypad
Project Cost	**$1.6M**					
New Construction		✓	✓	✓	✓	✓
Zero-Depth Entry		✓	✓			
Lap Lanes						
Waterslides	✓	✓	✓	✓	✓	
Capacity	**492**	**410**	**420**	**492**	**320**	**272**

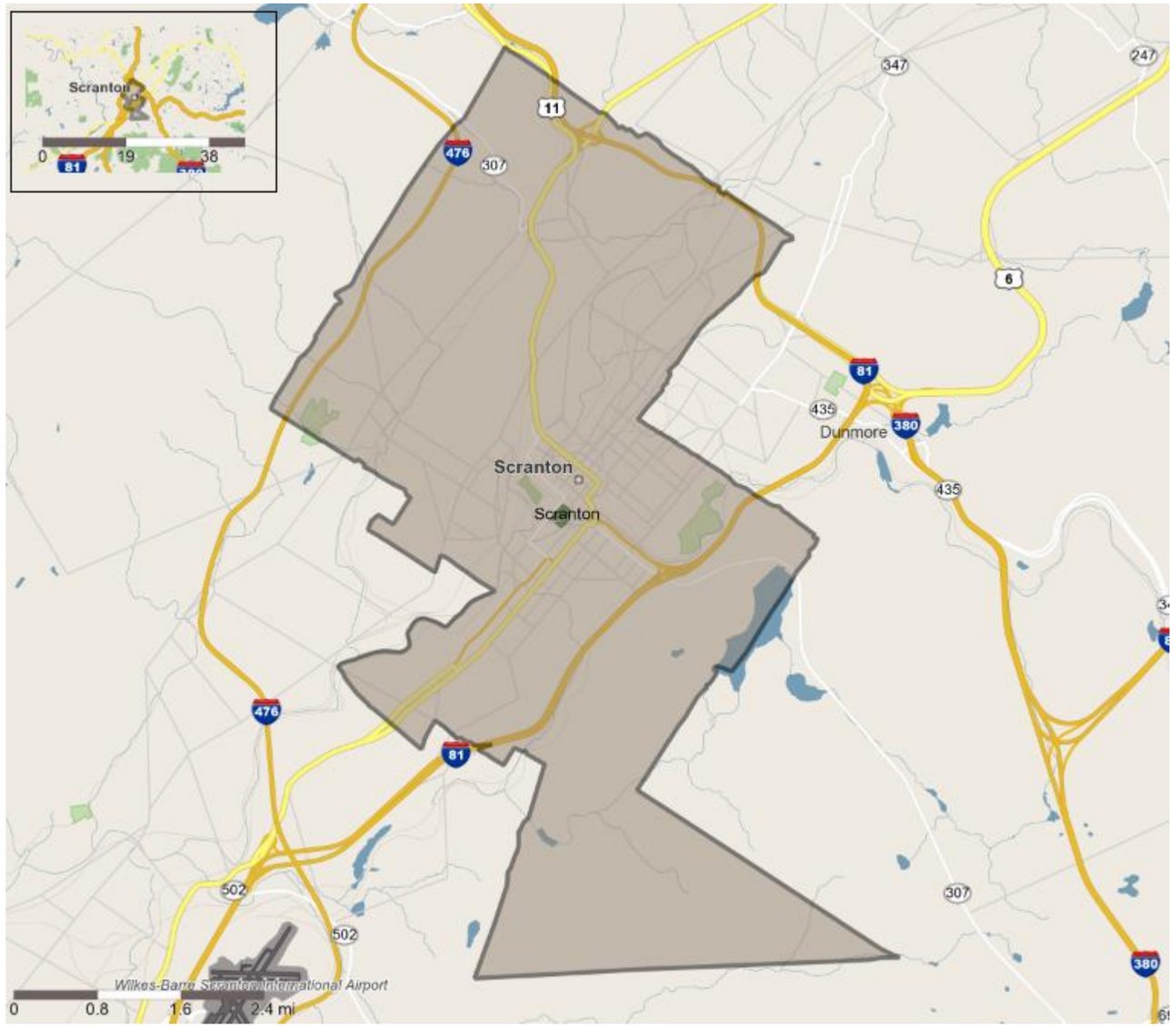
Market Overview

Market Overview

Factors that can influence attendance include projections for growth/decline of population, income levels, and age groups. Market studies are used to predict how relevant products, services, and fees are to residents. Originating from Nay Aug Park Swimming Pool in Scranton, the primary area is assumed as a 5-to-30-minute drive-time. A study of demographic patterns in the area is helpful in projecting usage rates. The resident market area has been divided into a distance radius of 5, 10, 15, and 30-minute drive times.

Age distribution is another population characteristic used to determine the type and level of use of any type of program. The City of Scranton currently has 13,340 people under the age of 14, a key demographic for outdoor aquatic facilities.

To a certain degree, the likelihood of residents to engage in aquatics depends on their ability to pay for admission and program fees. Income ranges from 73% to 108% of the median household national average of $52,599. The City's goal is to provide affordable aquatic experiences at Nay Aug Park Pool to the Scranton community.



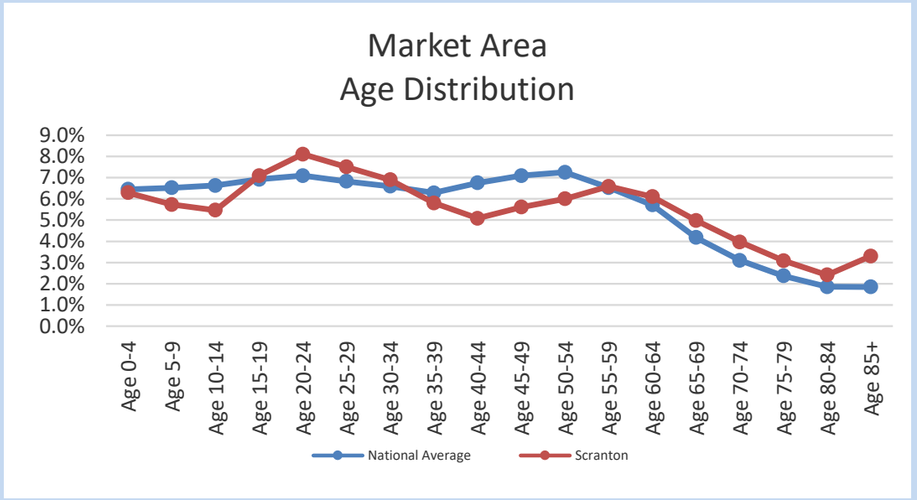
Market Overview

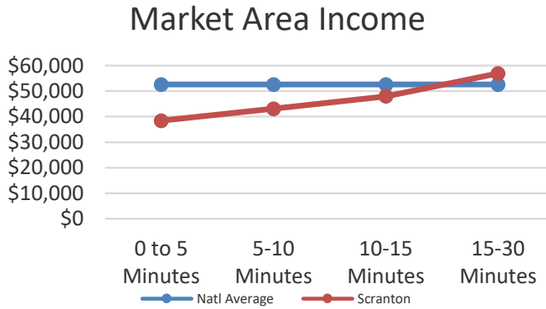
- There are currently 76,302 people currently residing in the City of Scranton.
- The 30-minute drive time radius population exceeds 280,000 people.
- A key demographic for outdoor aquatic facilities are people under the age of 14. There are over 13,000 people in this age range within the City of Scranton.
- Income ranges from 73% to 108% of the median household national average of $52,599 exist within Scranton and the surrounding area

Demographics Dashboard

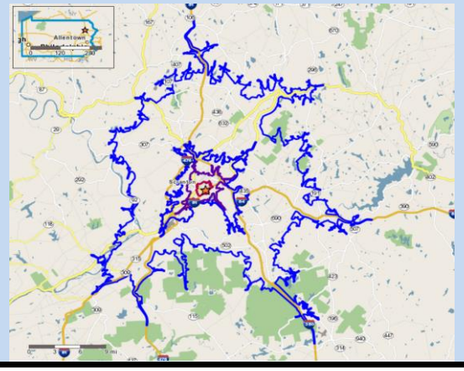
Scranton Population	Growth Rate
76,302	0.06%

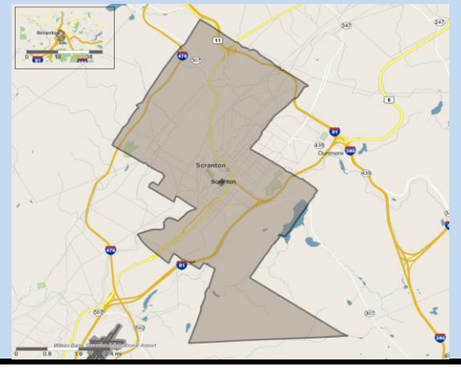
30-Minute Drive Time Population	Growth Rate
281,706	0.05%





Market Area Maps

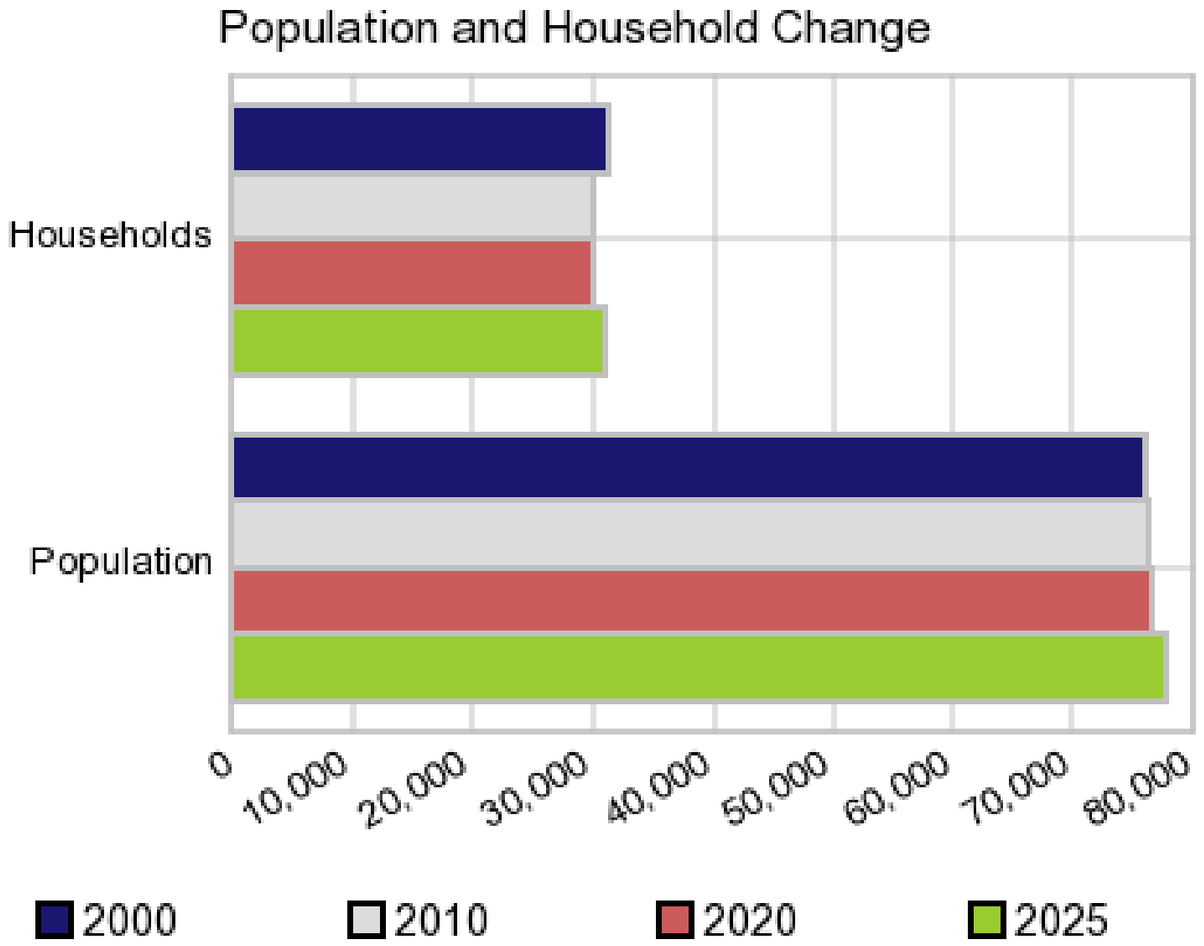




Household Population

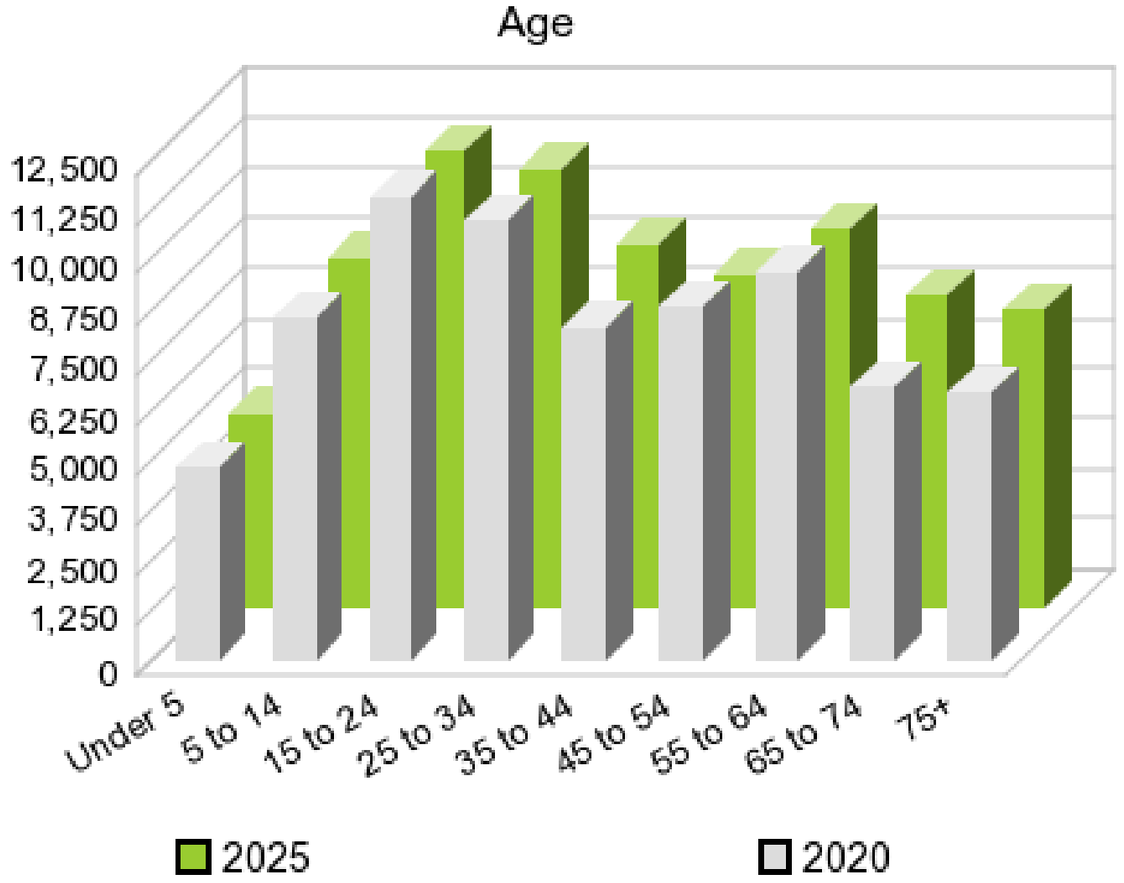
- The number of households in the study area in 2000 was 31,143 and changed to 30,069 in 2010, representing a change of -3.4%. The household count in 2020 was 30,094 and the household projection for 2025 is 30,880, a change of 2.6%.

- The population in the study area in 2000 was 75,958 and in 2010 it was 76,090, roughly a 0.2% change. The population in 2020 was 76,302 and the projection for 2025 is 77,730 representing a change of 1.9%.



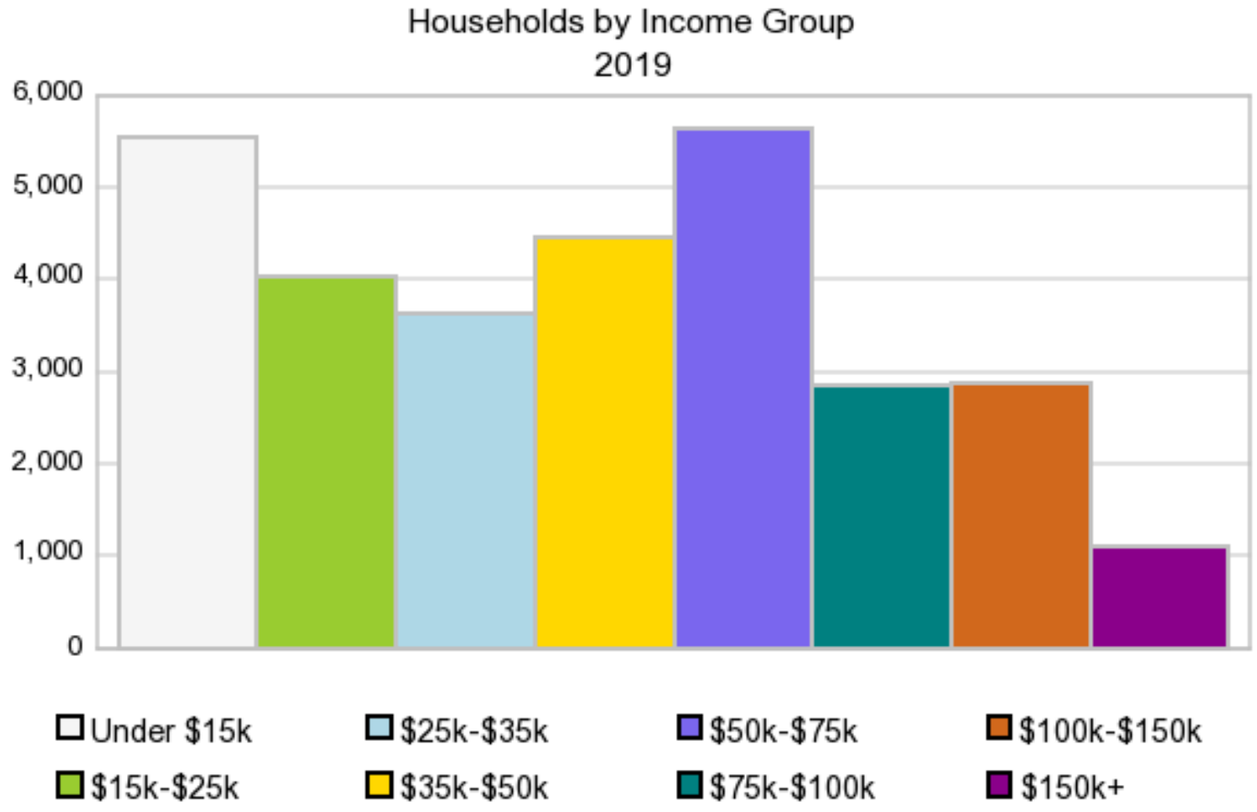
Age Distribution

- In 2000, the median age of the total population in the study area was 39.0, and in 2010, it was 37.8. The median age in 2020 is 37.4and it is predicted to change in five years to 38.2 years. In 2020, females represented 51.4% of the population with a median age of 39.3 and males represented 48.6% of the population with a median age of 35.7 years. In 2020, the most prominent age group in this geography is Age 25 to 34 years. The age group least represented in this geography is Age 0 to 4 years.



Household Income

- In 2020 the predominant household Current Year income category in this study area is $50K - $75K, and the income group that is least represented in this geography is$150K +.



Area Providers

McDade Park Pool | Scranton
13 minutes, 4.5 miles from site

Connell Park Pool | Scranton
9 minutes, 3.2 miles from site

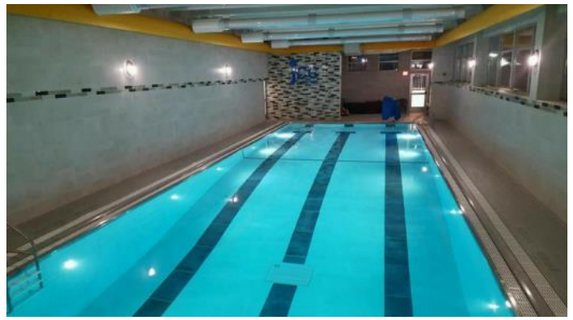
Greater Scranton YMCA | Dunmore
7 minutes, 2.4 miles from site

Greater Carbondale YMCA | Carbondale
26 minutes, 22.1 miles from site

Wilkes-Barre Family YMCA | Wilkes-Barre
26 minutes, 20.1 miles from site

Greater Pittson YMCA | Pittson
19 minutes, 11.5 miles from site

Lackawanna State Park Pool | Dalton
26 minutes, 14.4 miles from site



Scranton JCC | Scranton
4 minutes, 1.1 miles from site

Area Providers

Weston Field | Scranton
8 minutes, 2.2 miles from site

Forty Fort Pool | Forty Fort
24 minutes, 19.4 miles from site

Kingston Community Pool | Kingston
25 minutes, 19.5 miles from site

Byron Recreation Complex at Univ. of Scranton | Scranton
5 minutes, 1.0 miles from site

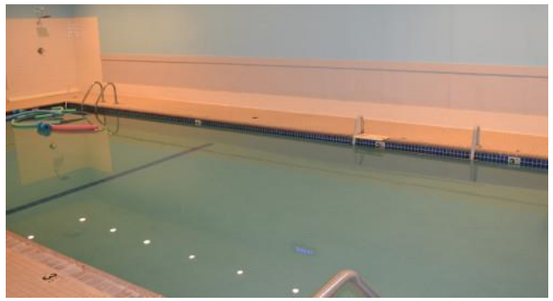
Marywood University Aquatics Center | Scranton
10 minutes, 3.5 miles from site

Scranton High School Pool | Scranton
8 minutes, 2 miles from site

Abdington Heights School Swimming Pool | Clarks Summit
23 minutes, 9.9 miles from site

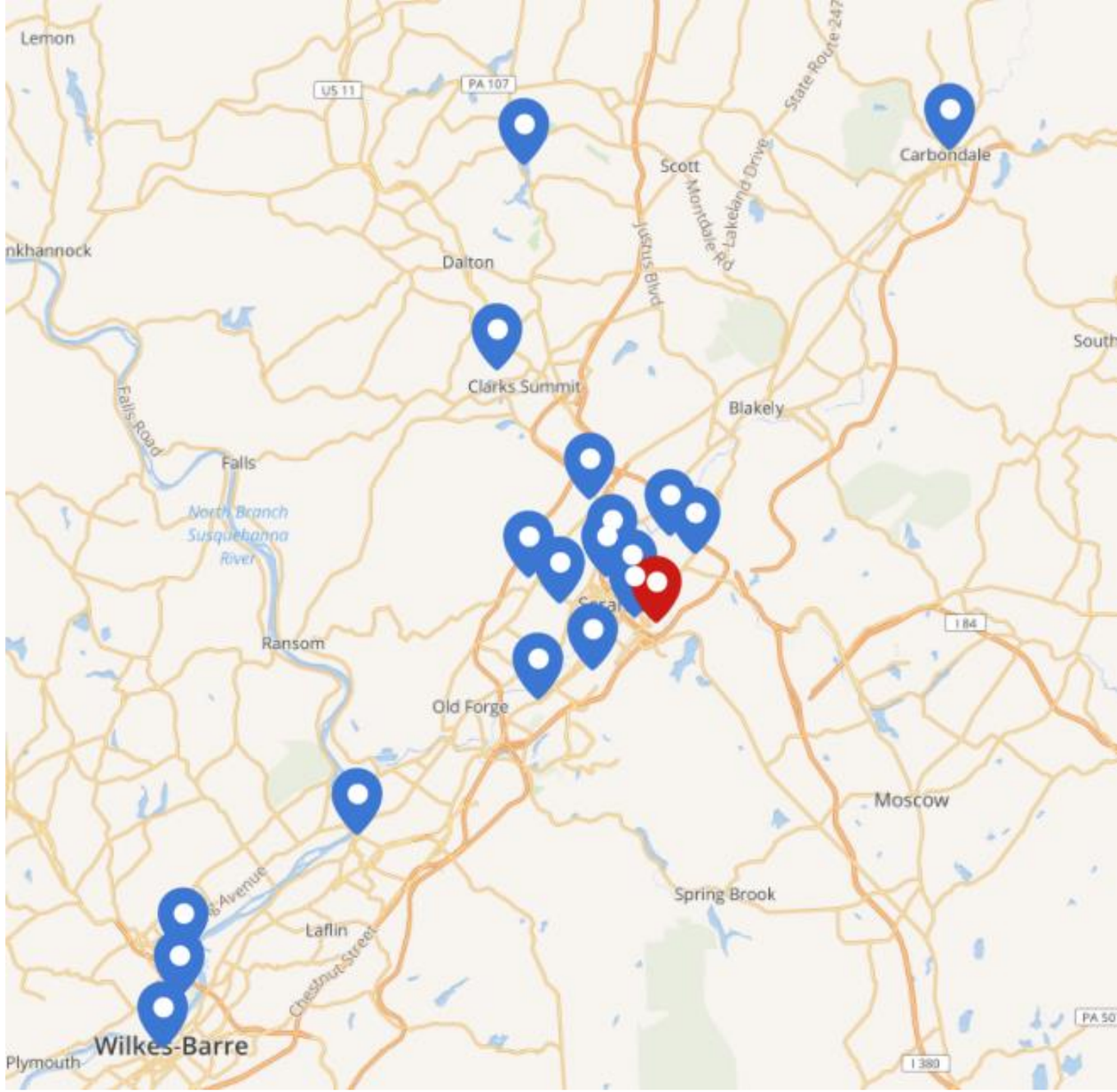
West Scranton Intermediate School Pool | Scranton
11 minutes, 3.5 miles from site

Area Providers



Pro Fitness Club | Moosic
11 minutes, 4.4 miles from site

Hideout North Pool | Lake Ariel
34 minutes, 21.5 miles from site



Operations Analysis

Operational Analysis Overview

The revenue analysis for the aquatic center includes special user group usage and facility per capita spending trends, developing an opinion of revenue for the first five years of operation. Programming revenue is based on user groups and local programming fees. The fee structure is based on fees from members and other users to project a per capita income. Revenue is estimated, taking recommended fee schedules into account and current market rates and utilization figures.

The expense analysis includes a detailed budget model for estimating probable expenses for major areas of labor, contractual services, direct expenses, and utilities. User projections are made based on programming. Expenses are estimated taking into account hours of operation, attendance projections, local weather patterns, local utility rates, and other key items. The study used $0.09 per KWH, $6.00 per 1,000 gallons of water, $1.00 per therm and $3.00 per gallon/pound of chlorine to generate projected expenses for the swimming pool.

The outdoor swimming pool is assumed to operate 80 days per year in between Memorial Day and Labor Day. Admission rates used for the study ranged from $3.00 to $5.00 for the options with the leisure pools, and $2.00 for the spraypad options.

Operational Analysis Overview

Any facility and program schedule will require flexibility to adapt to specific needs of the community, including both daily and season pass users, as well as those signing up for programs.

Expenses for these programs are calculated based on a percentage of the total revenue.

It is the responsibility of the facility supervisor to monitor user group demands and adjust schedules accordingly. Revenue projections are based on marketing programming that would include the following programs:

- Season / Annual Passes
- Daily Admissions
- Swim Lessons
- Water Aerobics
- Birthday Parties
- Lifeguard Courses
- Food and Beverage

Operational Analysis Overview

In order to project revenue, fee schedules have been established. Three general approaches to evaluating the fee structure of an aquatic center include the following:

- Maximize revenue by charging what the market will support. Programs and facilities operate with positive cash flow. If excess funds are available at season's end, they can be used to support under-funded programs.
- Break-even in the operation of the facility. This approach is increasing in popularity as funding is becoming limited to organizations that use the facility. Capital funds are used to create the facility; operational funds are generated from the user on a break-even basis.
- Subsidy pricing historically has been the policy of many community facilities.

A critical component of an enterprise fund management protocol is the revenue and pricing policy. The following chart shows recommended fee structures for the concept. The recommended fee is based on this area's demographics. The formula reflects the category for admission, the rate of each category, and the percentage of attendance that might be expected from that category.

Expense Budget

Facility Staff
Projected annual payroll expenses are listed by summer and winter classifications reflecting benefits and taxes. Scheduling employees is determined by programming demand and management procedure. Wherever possible, pay rates were determined by local job classifications and wage scales. Cost for swim instructors and other employees associated with program income were factored in as cost against net programming revenue.

Direct Facility Expenses
Commodities are day-to-day products used to operate aquatic centers. Office supplies, program supplies, custodial supplies, repair supplies, and chemicals are included. In determining annual chemical expense, chemical treatment assumes the use of calcium hypochlorite and muriatic acid (pH buffer). Chemical use can depend on bather load and chemical balance of the water. In estimating annual costs, medium bather load figures are assumed.

Heating/Dehumidification
Total costs include energy, energy demand, and delivery charges. Caution must be used when comparing this cost with operating expenses of other facilities across the country.

Electricity
The calculations are based on utility rate information. A figure of $0.0944 cents per kWh was estimated, including both demand and energy costs.

Water and Sewer
Water and sewer services will be needed for domestic use and compensation for evaporation and backwashing purposes. Backwash water and domestic water will be released to the sanitary system. This does not include landscape irrigation.

Insurance
Insurance denotes liability for more people and more structure based on visits and labor.

Capital Replacement Fund
The manufacturers of some types of mechanical equipment recommend annual maintenance programs to ensure proper performance of their equipment. Much of this work will be performed by outside contractors. In addition, for daily operation of the facility, miscellaneous items will need to be repaired by outside firms. The capital replacement fund sets money aside for repairs/replacement.

Direct Facility Expense Budget

	Option 1	Option 2	Option 3	Option 4	Spraypad
Facility Staff					
Full Time Employment	Not Included	Not Included	Not Included	Not Included	Not Included
Part-Time Management	$10,368	$10,368	$10,368	$10,368	$10,368
Lifeguard Personel	$98,880	$61,440	$46,080	$46,080	$25,920
Front Desk Personnel	$13,440	$13,440	$13,440	$13,440	$6,720
Personnel Equipment Cost	$2,181	$1,506	$1,229	$983	$595
Training	$4,000	$3,000	$3,000	$3,000	$2,000
Total Labor	**$128,869**	**$89,754**	**$74,117**	**$73,871**	**$45,603**
Direct Facility Expenses					
Insurance	$43,790	$33,524	$30,667	$27,040	$23,447
Repair and Maintenance	$19,900	$15,400	$14,200	$12,400	$11,100
Credit Card Fees	$5,412	$2,537	$919	$946	$1,026
Operating Supplies	$11,940	$9,240	$8,520	$7,440	$6,660
Chemicals	$19,268	$14,874	$17,269	$9,838	$7,672
Direct Expenses	**$148,311**	**$100,575**	**$81,575**	**$67,664**	**$59,905**
Utilities					
HVAC	$12,220	$9,275	$3,635	$8,647	$8,344
Electricity	$46,896	$43,295	$25,172	$25,218	$17,470
Pool Heating	$23,805	$12,716	$17,217	$9,250	$6,538
Water & Sewer	$18,360	$11,137	$10,779	$4,148	$4,159
Total Utilities	**$101,281**	**$76,423**	**$56,803**	**$47,263**	**$36,511**
Programs					
Program Supplies	$1,986	$1,486	$875	$248	$96
LG Class Materials	$1,090	$753	$720	$720	$720
Food and Beverage	$14,417	$7,590	$3,049	$0	$0
Part-Time Program Staff	$9,017	$8,455	$8,400	$1,200	$1,200
Total Programs	**$26,511**	**$18,284**	**$13,044**	**$2,168**	**$2,016**
Total Operating Expenses	**$404,971**	**$285,036**	**$225,539**	**$190,966**	**$144,035**
Capital Replacement Fund	$39,800	$30,800	$28,400	$24,800	$22,100
Total Expense	**$444,771**	**$315,836**	**$253,939**	**$215,766**	**$166,135**

Revenue Streams / Cost Recovery

When accounting for revenue from the following categories (Daily Admissions / Memberships, Swimming Lessons, Food And Beverage, Rentals), there is a projected revenue range from $18,698 to $295,448 and an overall cost recovery range of 12% to 73% dependent upon the option selected.

While the leisure pool / lazy river option has the highest annual expense budget, it also demands the highest price-point and generates the greatest amount of revenue due to its high capacity and number of features to appeal to the largest audience.

The spraypad options are assumed to have lifeguards on-duty and charge a nominal fee for entry ($1-$2). The projected revenue numbers might vary based upon the approved admission rate for Nay Aug Park Swimming Pool.

	2021	2022	2023	2024	2025
Option 1					
Project Cost	$7,948,318				
Attendance	51,437				
Revenue	$295,448	$298,407	$330,159	$332,391	$351,428
Expense	$404,971	$415,253	$427,898	$438,404	$450,588
Operating Cashflow	($109,523)	($116,846)	($97,739)	($106,013)	($99,160)
Recapture Rate	**73%**	**72%**	**77%**	**76%**	**78%**
Capital Replacement Fund	$39,800	$39,800	$39,800	$39,800	$39,800
Cash Flow	($149,323)	($156,646)	($137,539)	($145,813)	($138,960)
Option 2					
Project Cost	$6,142,108				
Attendance	28,626				
Revenue	$145,411	$147,956	$164,352	$166,129	$176,373
Expense	$285,036	$292,491	$301,504	$309,039	$317,768
Operating Cashflow	($139,625)	($144,535)	($137,151)	($142,910)	($141,395)
Recapture Rate	**51%**	**51%**	**55%**	**54%**	**56%**
Capital Replacement Fund	$30,800	$30,800	$30,800	$30,800	$30,800
Cash Flow	($170,425)	($175,335)	($167,951)	($173,710)	($172,195)
Option 3					
Project Cost	$5,672,122				
Attendance	12,204				
Revenue	$56,873	$58,439	$65,241	$66,294	$70,763
Expense	$225,539	$231,607	$238,740	$244,817	$251,797
Operating Cashflow	($168,666)	($173,169)	($173,499)	($178,522)	($181,034)
Recapture Rate	**25%**	**25%**	**27%**	**27%**	**28%**
Capital Replacement Fund	$28,400	$28,400	$28,400	$28,400	$28,400
Cash Flow	($197,066)	($201,569)	($201,899)	($206,922)	($209,434)
Option 4					
Project Cost	$4,946,674				
Attendance	18,808				
Revenue	$23,779	$24,210	$26,897	$27,195	$28,880
Expense	$190,966	$195,693	$200,659	$205,625	$210,782
Operating Cashflow	($167,187)	($171,483)	($173,762)	($178,431)	($181,903)
Recapture Rate	**12%**	**12%**	**13%**	**13%**	**14%**
Capital Replacement Fund	$24,800	$24,800	$24,800	$24,800	$24,800
Cash Flow	($191,987)	($196,283)	($198,562)	($203,231)	($206,703)
Option 5					
Project Cost	$4,405,631				
Attendance	17,438				
Revenue	$18,698	$18,746	$20,655	$20,707	$21,797
Expense	$144,035	$147,589	$151,351	$155,084	$158,977
Operating Cashflow	($125,337)	($128,843)	($130,696)	($134,377)	($137,179)
Recapture Rate	**13%**	**13%**	**14%**	**13%**	**14%**
Capital Replacement Fund	$22,100	$22,100	$22,100	$22,100	$22,100
Cash Flow	($147,437)	($150,943)	($152,796)	($156,477)	($159,279)

Nay Aug Park Swimming Pool
Feasibility Study
City of Scranton, PA
April 2021