

Attachment B Operating cost models and assumptions
Estimated operating models – Wanaka Sports Facility – August 2014

	Option 1: Two courts	Option 2: Two courts & pool	Option 3: Three courts & pool	Option 4: Two courts & pool & gym	Assumption
Revenue					
Court hire 2 courts	\$100,000	\$100,000		\$100,000	Based on 80% QEC use QEC average hourly rate of \$35
Court Hire 3 courts			\$120,000		Assumed 20% higher than 2 courts
Vending	\$15,000				
Vending		\$70,000	\$70,000	\$70,000	F&B average contribution QEC
Retail		\$ 70,000	\$ 70,000	\$ 70,000	Retail average contribution QEC
Pool Entry- Adult		\$ 83,308	\$ 83,308	\$ 83,308	Based on AA current pricing at half of AA entry
Pool Entry- Child		\$31,955	\$31,955	\$31,955	Based on AA current pricing at half of AA entry
Pool Entry- Senior		\$2,790	\$2,790	\$2,790	Based on AA current pricing at half of AA entry
Pool Entry- Member		\$147,870	\$147,870	\$147,870	Based on AA current pricing at half of AA entry
Swim School Revenue		\$46,750	\$46,750	\$46,750	SS contribution based on quarter AA capacity (400) and \$100 per term
Gym Revenue				\$700,000	Based on 600 members (plus 100 casuals) paying \$20 per week
Total Revenue	\$115,000	\$552,633	\$572,625	\$1,252,633	
Expenses					
Staff	\$100,000				Based on 3 FTE
		\$513,500	\$513,500		Based on 11.75 FTE
				\$613,500	Based on 13.75 FTE
Energy	\$91,000				Based on Cosgroves estimates
		\$255,000	\$255,000		Based on 67% of QEC
				\$275,000	Includes provisional allowance for gym air conditioning
Chemicals		\$25,000	\$25,000	\$25,000	Based on WCP chemical spend
Repairs & maintenance	\$2,000				
		\$30,000	\$30,000	\$30,000	QEC average
Cleaning/Security	\$30,000				50% QEC
		\$50,000	\$50,000		
				\$60,000	QEC average
Insurance	\$20,000				Estimate
Insurance		\$35,000	\$35,000	\$35,000	Estimate
Marketing	\$5,000				
Marketing		\$40,000	\$40,000		
Marketing				\$50,000	QEC
Admin/Sports gear	\$10,000	\$10,000			
Admin/Sports gear			\$12,000		
Admin/Sports gear				\$ 15,000	QEC
Total Expenses	\$238,000	\$958,500	\$960,500	\$1,103,500	
Operating deficit/surplus	-\$143,000	-\$405,867	-\$387,875	\$149,133	