



# Belle Terre Swim & Racquet Club Special Workshop

April 4, 2023

# Flagler's Mission & Vision

## MISSION

Flagler Schools ensures educational success through high expectations and innovative thinking in a safe learning environment to empower students to reach their full potential as responsible, ethical, and productive citizens in a diverse and changing world.

## VISION

As a courageous, innovative leader in education, Flagler Schools will be the nation's premier learning organization where all students graduate as socially responsible citizens with the skills necessary to reach their maximum potential.



# Belle Terre Swim & Racquet Financials



# Belle Terre Swim & Racquet Club Considerations

# Belle Terre Swim & Racquet Club Facility Use Considerations

- Student Focused Facility
- Self-Funded Facility

# Belle Terre Swim & Racquet Club Consideration

## “Student Focused Facility”

- Focus the facility for **student-use only**
- End operations as a public recreation facility
- Maintain Use of Facility functions *i.e. Swim Safe, Flagler Fluids, Synchro Belles, etc.*
- Potential to support additional youth programs
- More flexibility in supporting High School aquatics and activities
- Potential cost savings

# Belle Terre Swim & Racquet Club Consideration “Self-Funded Facility”

- Facility operates solely by membership/insurance generated revenues
- Financial support from insurance reimbursements if the Pool becomes an add-on amenity
- Current membership fees do not support operating cost

# Belle Terre Swim & Racquet Club Consideration

## “Self-Funded Facility” Break Even Point

Projected Insurance Revenue	\$ 62,978.00
Flagler BOCC Revenue	<u>\$ 25,000.00</u>
Projected Revenue (without Memberships)	\$ 87,978.00
Less: 2022-2023 Operating Expense Budget	\$ 315,134.79
Add Back: District Loss Absorbed if Student Use Only	<u>\$ 81,425.00</u>
Funding Shortfall Left for Memberships	<u>\$ (145,731.79)</u>
Total Memberships Sold (as of 03/30):	136
<b>Revenue Needed Annually Per Membership to Break Even:</b>	<u><b>\$ 1,071.56</b></u>
Peak Season Membership Total (est.)	220
<b>Revenue Needed Annually Per Membership to Break Even:</b>	<u><b>\$ 662.42</b></u>



# Belle Terre Swim & Racquet Club Consideration

## Self-Funded Tiered Membership Structure Example

- Tier One Services Included:

Tennis Courts

Gym

Sauna

- Tier Two Services Included:

Tennis Courts

Gym

Sauna

Pool

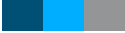
# Belle Terre Swim & Racquet Club Consideration

## “Self-Funded Facility” \$25 Pool Add-On

Insurance Agreement	# of Members averaging $\geq 5$ visits monthly	Potential Annual Revenue (Members X \$25) X 12
SilverSneakers	77	\$23,100.00
Renew Active	35	\$10,500.00
Florida Healthcare	19	\$5,700.00
Silver/Active & Fit	5	\$1,500.00
SilverSneakers Prime	3	\$900.00
Total	139	\$41,700.00

# Belle Terre Swim & Racquet Club Consideration

## “Self-Funded Facility” Break Even Point



Projected Insurance Revenue (as-is)	\$ 62,978.00
Projected Potential Addl. Insurance Revenue	\$ 41,700.00
Flagler BOCC Revenue	<u>\$ 25,000.00</u>
 Projected Revenue (without Memberships)	 \$ 129,678.00
 Less: 2022-2023 Operating Expense Budget	 \$ 315,134.79
Add Back: District Loss Absorbed if Student Use Only	\$ 81,425.00
Funding Shortfall Left for Memberships	<b>\$ (104,031.79)</b>
 Total Memberships Sold (as of 03/30):	 136
<b><u>Revenue Needed Annually Per Membership to Break Even:</u></b>	<b><u>\$ 764.94</u></b>
 Peak Season Membership Total (est.)	 220
<b><u>Revenue Needed Annually Per Membership to Break Even:</u></b>	<b><u>\$ 472.87</u></b>

# Board Direction



## Facility Use Considerations:

- Student Focused Facility
- Self-Funded Facility