

Salaries	Staff	Rate	Hours	Current	New	Edgewood Full	Edgewood P&L							Total	Staff #	Staff FTE		
				Southbury	Southbury		SBY/Midby	General	Pool	Tennis	Maintenance	Desk	Snack Bar				Camp	
Pool:	Lifeguards			76,471	50,000	48,279			48,279							48,279	12	6
	Head Lifeguard			45,230	9,100	9,100			9,100							9,100	1	1
				121,700	59,100	57,379												
Snack Bar / Maintenance:	Kitchen Maintenance Manager						Lease				8,800		8,800			16,800	3.5	
	Kitchen Maintenance						Lease				9,856		9,856			19,712		
Camps:	Camp														23,925	23,925	5	
	Camp Director														8,700	8,700		
Reception:	Front Desk Staff/TennisCoordinator												19,019			19,019	5	
	Facility Coordinator - PT Summers												14,000			14,000		
Tennis:	Tennis Assistant																	
	Supplies			5,926	5,926	20,381										20,381		
	Utilities			5,409	5,409	45,601										45,601		
	Telephone			1,200	1,200	1,200										1,792		
	Insurance			5,000	5,000	11,333										11,333		
	Workers Comp			1,529	1,182	1,148										2,856		
	Credit Card Fees			899	899	2,500										7,150		
	Landscape(Town Crew)			1	1	1										160		
	Operating Maintenance			13,939	13,939	37,290										38,382	3.5	
	Infrastructure Reserve			3,000	3,000	4,000			8,748				1,092					
	Non-Annual Maintenance			1,000	1,000	3,500												
	Payroll Processing			1,186	1,186	1,186										2,436		
	Computer & Internet			1,200	1,200	1,200										537		
	Paddle Tennis					5,244										5,244		
	League / Events Fee					264										5,824		
	Food/ Beverages						Lease									23,682		
	Fire Control					279										279		
	Postage					661										661		
	Advertising					14,097										14,097		
	T&E					111										111		
	Trash Removal					1,792										1,792		
	Dues & Subscriptions					4,432										4,432		
	Licensing & Permits															3,710		
	Bank Fees					787										787		
	Real Estate / Sewer Taxes					53,775										53,775		
	Total Costs			161,990	99,042	281,939			154,167	77,885	14,113	47,198	19,019	44,989	40,635	398,005	31	
	Revenue			71,946	71,946	312,710			-	330,868	25,628	39,499	38,718			434,713		
	Operating Net Income(Loss)			(90,044)	(27,096)	30,771			(154,167)	252,983	11,515	(47,198)	(19,019)	(5,490)	(1,917)	36,708		
	Debt Service			0	91,667	-												
	Town cash flow			(90,044)	(118,762)	30,771												

0.02
0.025

Debt Service (assume Borrow)		
	Replace as is	Edgewood
Bond	1,000,000	-
Avr. Bal	500,000	0.50
Interest	25,000	5%
Ann. Principal	66,667	15
Avr. Ann. Debt Service	91,667	-

Edgewood Bath & Tennis		Membership estimates		Edgewood Estimate		Rate
Type	100DaySeason Average Daily Attendance	Amount	Price	Amount	Price	Total
Southbury Residence						
Resident Family Pool Pass		85	\$ 290	200	350	\$ 70,000
Resident Individual Pool Pass		2	\$ 140	2	170	\$ 340
Resident Senior Pool Pass		24	\$ 90	24	110	\$ 2,640
Southbury Resident Membership		111		226		\$ 72,980
Resident Adult Day Pass 100Days	10	1,030	\$ 8	1,000	\$ 10	\$ 10,000
Day Passes Southbury Adult						
Resident Child Day Pass 100 day	8	809	\$ 6 \$40,184	800	7	\$ 5,600
Day Passes Southbury Child						
Swim Lessons		283	\$ 55 \$15,580	1		\$ 15,880
Swim Lessons						
Swim Team		1	\$ 10,000	1		\$ 10,000
Swim Team						
Southbury Resident Scholarship				50	\$ 200	\$ 10,000
Total Southbury Residence			\$65,764			\$ 124,460
Non Southbury Residence						
Non-Resident Family Pool Pass		8	\$ 435			
Non-Resident Individual Pool Pass		2	\$ 210			
Non-Resident Adult Day Pass	0.98	98	\$ 10			
Non-Resident Child Day Pass	0.64	64	\$ 8			
Non-Resident Senior Pool Pass		4	\$ 135			
Flex Pass	??	5	\$ 50 \$ 6,182			
Current membership retention - Non-Southbury				160	\$ 800	\$ 128,000
Tennis only membership				75	\$ 150	\$ 11,250
Tennis events USTA, Junior League				6	\$ 3,000	\$ 18,000
Region				1	\$ 20,000	\$ 20,000
Post University				2	\$ 5,500	\$ 11,000
Total Non Southbury Residence						\$ 188,250
Catering outsource				1	\$ 5,000	\$ 5,000
Total			\$71,946			\$ 312,710

\$ 312,710
\$ 5,000