



Attachment N

Three Year

Pro forma

YMCA OF SOUTH FLORIDA, INC.

FINANCIAL STATEMENTS

**Statement of Financial Position
Statement of Activities
Statement of Cash Flows**

For the Year Ended December 31, 2016

For the Year Ended December 31, 2015

Pro Forma's for the Years

2017, 2018, 2019, 2020

YMCA of South Florida, Inc.
Balance Sheet
Actual for the Years 2015 & 2016
Pro Forma for the Years 2017, 2018, 2019, 2020

	December 31, 2016 Actual	December 31, 2015 Actual	December 31, 2017 Pro Forma	December 31, 2018 Pro Forma	December 31, 2019 Pro Forma	December 31, 2020 Pro Forma
Assets						
Cash	3,571,100	4,046,500	3,882,700	4,015,100	4,034,600	4,365,800
A/R (Grant reimbursements & Pledges)	2,281,600	1,828,300	2,531,600	14,644,400	12,427,400	10,361,400
Investments	2,732,700	2,511,100	2,920,000	3,175,000	3,242,200	3,282,600
Proceeds from LA Lee Financing	-	-	-	15,000,000	15,000,000	-
Prepaid	626,100	722,000	781,200	846,200	955,000	987,200
Other and Bond closing cost	446,300	477,600	421,300	396,300	407,300	381,300
Property and equipment, net	32,168,500	32,146,000	30,618,500	29,538,500	28,973,500	43,029,500
Total Assets	41,826,300	41,731,500	41,155,300	67,615,500	65,040,000	62,407,800
Liabilities and Net Assets						
Accounts payable and accrued expenses	1,703,500	1,391,200	1,805,000	1,884,000	1,948,000	2,110,000
Deferred Revenue & Rental Income	1,328,700	1,321,700	1,478,000	1,464,000	1,434,200	1,529,400
Short Portion of Long Term Leases	834,700	138,100	709,700	839,500	839,500	1,281,700
Short Portion of Long Term Debt	1,354,900	803,100	793,900	767,900	767,900	689,400
Financing of LA Lee / Mizell Project	-	-	-	15,000,000	12,750,000	10,362,000
Industrial Revenue Bonds (\$9.3M)	7,667,000	8,086,000	7,314,000	6,946,000	6,558,000	6,155,000
Long Term Lease Obligations	17,500	17,500	17,500	17,500	17,500	17,500
Long Term Obligation	5,123,500	6,034,000	5,309,500	4,934,500	4,559,500	4,184,500
Change in Swap Fair Value	59,800	132,800	59,800	59,800	59,800	59,800
Deferred Rev: Land Lease Prepayment	6,015,700	6,124,000	5,907,700	5,799,700	5,691,700	5,475,700
Total Liabilities	24,105,300	24,048,400	23,395,100	37,712,900	34,738,300	31,865,000
Net Fund Balance Beg of Year	17,683,000	18,070,500	17,683,000	17,760,200	29,902,600	30,301,700
Net Income - Operations as of December 31	38,000	(387,400)	77,200	142,400	399,100	241,100
Restricted Net Income Capital	-	-	-	12,000,000	-	-
Net Fund Balance / Net Assets	17,721,000	17,683,100	17,760,200	29,902,600	30,301,700	30,542,800
Restricted Assets	1,947,100	2,084,500	1,947,100	1,947,100	1,947,100	1,947,100
Net Unrestricted Net Assets	15,773,900	15,598,600	15,773,900	15,773,900	15,773,900	15,773,900
Total Liabilities and Net Assets	41,826,300	41,731,500	41,155,300	67,615,500	65,040,000	62,407,800

Note:
1. Halliadae Beach YMCA has no impact on the Balance Sheet as the Asset is not owned by the YMCA.
2. LA Lee YMCA / Mizell Center is reflected on the Balance Sheet beginning in 2018 for the purpose of the Pro Forma
3. LA Lee / Mizell capitalized as PP&E in 2020
4. Debt is \$15,000,000 in 2018 reduce by payments from CRA and donors in 2019 and 2020 of \$2,250,000 per year and Broward College of \$138,000 in 2020

YMCA of South Florida, Inc.
Statement of Operations
Actual for the Years 2015 & 2016
Pro Forma for the Years 2017, 2018, 2019, 2020

	For the Twelve Months Ended December 31, 2016	2016	For the Twelve Months Ended December 31, 2015	2015	Budget 2017	2017	Pro Forma 2018	2018	Pro Forma 2019	2019	Pro Forma 2020	2020
		% of Revenue		% of Revenue		% of Revenue		% of Revenue		% of Revenue		% of Revenue
Revenue												
Contributions	574,000	2.11%	1,197,300	3.20%	1,562,000	3.20%	1,628,000	2.64%	1,926,000	3.65%	2,234,700	3.97%
Capital Contributions / Grants	0	0.00%	0	0.00%	0	0.00%	12,000	19.44%	0	0.00%	139,000	0.25%
Special Events	627,700	1.36%	534,100	1.42%	684,200	1.42%	719,800	1.14%	734,200	1.33%	745,000	1.26%
United Way	493,000	1.07%	14,317,700	31.80%	14,550,000	30.24%	14,833,100	24.04%	15,046,700	28.51%	15,201,000	27.01%
Membership	15,172,800	32.89%	14,463,200	32.00%	15,065,000	32.43%	15,201,500	24.64%	16,662,500	32.69%	18,332,000	32.69%
Member Support Fees	28,750	0.06%	27,100	0.06%	85,000	0.18%	16,147,000	26.17%	17,308,800	32.80%	18,332,000	32.70%
Program Service Fees	13,721,800	29.25%	12,900	0.03%	85,000	0.18%	16,147,000	26.17%	17,308,800	32.80%	18,332,000	32.70%
Other Retail Revenue	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Investment Income	111,700	0.24%	470,200	1.04%	510,000	1.05%	67,000	0.11%	69,000	0.13%	69,000	0.12%
Other Revenue	619,000	1.34%	283,800	0.53%	510,000	1.05%	11,400	0.02%	54,000	0.10%	11,400	0.02%
Net Assets Released from Restrictions	373,000	0.81%	45,084,100	100.00%	46,182,400	100.00%	51,000	0.08%	54,000	0.10%	54,000	0.09%
Total Unrestricted Revenue	46,128,100	100.00%	45,084,100	100.00%	46,182,400	100.00%	51,000	100.00%	54,000	100.00%	54,000	100.00%
Expense												
Salaries & Wages	25,454,300	55.18%	24,070,200	53.39%	25,492,100	52.85%	26,379,100	42.76%	27,847,300	52.77%	29,490,000	52.41%
Employee Benefits	2,944,000	6.38%	2,122,000	4.71%	2,753,300	5.72%	2,851,500	4.52%	3,010,300	5.70%	3,186,800	5.71%
Payroll Taxes	1,165,000	2.52%	2,438,600	5.40%	2,443,600	5.09%	2,516,000	4.08%	2,656,500	5.03%	2,812,400	5.00%
Total Personnel Cost	30,184,700	65.43%	26,629,800	59.10%	30,679,000	66.46%	31,747,600	51.43%	33,514,100	61.87%	35,479,200	63.83%
Contracts & Professional Services	1,579,000	3.42%	1,848,800	4.10%	1,796,000	3.73%	1,816,500	2.94%	1,881,200	3.48%	1,936,000	3.58%
Supplies	3,087,700	6.69%	3,386,200	7.48%	3,300,400	6.86%	3,327,600	5.39%	3,883,100	7.18%	4,155,300	7.61%
Travel	1,037,100	2.25%	2,581,400	5.73%	2,667,800	5.31%	2,687,800	4.36%	2,702,800	5.12%	2,882,500	5.12%
Insurance	560,600	1.22%	682,700	1.51%	1,446,000	3.13%	1,003,800	1.63%	1,061,900	2.01%	1,106,000	1.97%
Interest	664,400	1.44%	599,300	1.33%	599,500	1.23%	605,000	0.98%	479,300	0.89%	459,700	0.80%
Admission Fees & Bus Tips	580,800	1.26%	539,200	1.20%	632,300	1.31%	692,900	1.12%	773,200	1.42%	844,000	1.54%
Equipment	280,700	0.57%	282,300	0.55%	204,300	0.42%	294,100	0.33%	306,400	0.56%	320,700	0.57%
Telephone	260,700	0.57%	233,800	0.49%	238,900	0.49%	284,100	0.48%	306,400	0.56%	320,700	0.57%
Postage	863,600	1.87%	719,300	1.59%	849,000	1.79%	866,300	1.40%	945,100	1.80%	1,055,900	1.88%
Printing & Promotion	468,300	1.02%	403,700	0.90%	411,000	0.85%	416,000	0.67%	527,700	0.97%	557,600	0.99%
YMCA USA Support	416,500	0.90%	397,300	0.88%	411,000	0.85%	416,000	0.67%	527,700	0.97%	557,600	0.99%
Bank Charges	240,200	0.52%	323,200	0.72%	719,700	1.50%	741,700	1.20%	754,800	1.36%	800,000	1.44%
Other Operating Expenses	446,500	0.97%	397,300	0.88%	411,000	0.85%	416,000	0.67%	527,700	0.97%	557,600	0.99%
Local Union Organization	0	0.00%	28,900	0.06%	454,800	0.95%	451,200	0.70%	484,800	0.85%	500,000	0.88%
Depreciation & Amortization	2,627,000	5.70%	2,600,100	5.00%	2,302,000	4.78%	2,356,000	3.82%	2,415,000	4.55%	2,754,000	4.80%
YMCA USA Support	315,000	0.68%	315,100	0.69%	315,100	0.68%	315,100	0.51%	315,100	0.58%	315,100	0.58%
Provision of Bad Debt	409,900	0.89%	552,800	1.23%	501,500	1.05%	603,000	0.98%	306,000	0.59%	339,100	0.60%
Other Employee Expenses	597,900	1.30%	206,400	0.45%	501,500	1.05%	585,100	0.95%	572,000	1.02%	597,200	1.06%
Loss on Disposal of Leasehold	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Total Expenses	46,375,300	100.53%	45,628,300	100.76%	46,070,200	99.85%	49,555,300	80.32%	52,373,200	99.24%	56,014,400	99.72%
Change in Net Assets	(\$246,900)	-0.53%	(\$544,400)	-1.21%	(\$5,200)	0.11%	(\$1,142,400)	-19.68%	(\$396,100)	-0.76%	\$24,100	0.43%
Change in Fair Value SWAP	73,000	0.16%	45,500	0.10%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Increase in Fair Value of Trust	10,600	0.02%	(8,500)	-0.02%	24,000	0.05%	0	0.00%	0	0.00%	0	0.00%
Net Gain / (Loss) on Disposal of Leasehold	(373,000)	-0.81%	(263,600)	-0.58%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Contributions - Restricted	38,000	0.08%	465,000	1.03%	0	0.00%	(12,000,000)	-19.45%	0	0.00%	(138,000)	-0.25%
Change in Net Assets	(38,000)	-0.08%	(837,400)	-1.86%	72,800	0.16%	(682,400)	-1.33%	(399,100)	-0.73%	(163,100)	-0.31%
Program Expenses	39,453,100	85.53%	39,021,200	86.55%	41,629,300	86.51%	43,143,100	69.39%	45,544,500	86.30%	48,544,000	86.95%
Admin & General	5,700,000	12.36%	5,170,800	11.47%	5,287,200	10.89%	5,332,800	8.47%	5,332,800	10.11%	5,753,800	10.23%
Fundraising	1,251,000	2.71%	1,163,700	2.58%	1,163,700	2.40%	1,164,100	1.92%	1,256,900	2.28%	1,268,800	2.25%
Less on Disposal of Leasehold	0	0.00%	206,400	0.46%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Total Expenses	\$46,375,300	100.53%	\$45,628,300	100.76%	\$46,070,200	99.85%	\$49,555,300	80.32%	\$52,138,200	98.80%	\$55,545,400	98.13%
Depreciation & Amortization	2,027,000	4.40%	2,289,700	5.05%	2,302,000	4.78%	2,356,000	3.82%	2,415,000	4.55%	2,754,000	4.80%
SWAP ADJUSTMENT	580,600	1.22%	682,700	1.51%	546,900	1.14%	524,900	0.85%	473,300	0.80%	460,700	0.80%
EBIDA	2,639,400	5.72%	2,591,900	5.67%	2,926,100	6.34%	3,023,900	4.91%	3,287,400	6.37%	3,307,800	5.88%

Note:
1. Sharing in mid 2019 Hollandsie Beach YMCA will be recognized as Contributed Revenue of \$471,000 offset by an Occupancy Expense of \$471,000 for a net impact of \$0 on the bottom line.
2. LA Lee / Aluzon Grants and Contributions Receivable Increase of \$12,000,000 reflected in Revenue

YMCA of South Florida, Inc.
Statement of Cash Flows
Actual for the Years 2017 & 2016
Pro Forma for the Years 2017, 2018, 2019, 2020

	For the Twelve Months Ended December 31, 2016	For the Twelve Months Ended December 31, 2015	Pro Forma 2017	Pro Forma 2018	Pro Forma 2019	Pro Forma 2020
CASH FLOWS FROM OPERATING ACTIVITIES						
Increase (Decrease) in Net Assets	36,000	(387,400)	77,200	12,142,400	369,100	241,100
Adjustments to Net Assets:			2,302,000	2,366,000	2,415,000	2,754,000
Depreciation & Amortization	2,027,200	2,280,700	(24,000)	-	-	-
Unrealized Gain on Investment	(38,500)	55,200	285,000	296,000	306,000	339,100
Bad Debt Expense	409,900	315,100	(248,500)	(206,800)	(68,600)	(41,000)
Changes in assets & Liabilities	(556,000)	132,000	-	(12,000,000)	2,250,000	2,250,000
Changes in Receivable LA Lee / Mizell	(73,000)	(45,500)	-	-	-	-
Change in Fair value of SWAP	-	206,400	-	-	-	-
Loss on Leasehold Improvements	-	-	-	-	-	-
Net Cash Provided by Operating Activities	1,807,600	2,556,500	2,391,700	2,587,600	5,301,500	5,543,200
Cash Flows from Investing Activities						
Acquisition of property and equipment	(1,999,900)	(255,700)	(1,120,000)	(1,270,000)	(1,850,000)	(1,520,000)
Proceeds from Sale of Investment - Net LA Lee / Mizell Property	(260,700)	462,800	-	-	-	(15,000,000)
Net Cash Used by Investing Activities	(2,260,600)	197,100	(1,120,000)	(1,270,000)	(1,850,000)	(16,520,000)
Cash Flows from Financing Activities						
Payments on Capital Leases	834,700	(380,300)	(81,200)	(301,200)	(308,000)	(426,000)
Payments on Long Term Debt	(375,000)	(457,600)	(375,000)	(375,000)	(375,000)	(375,000)
Payments on Short Term Borrowings	(138,100)	(149,600)	(125,000)	(115,000)	(85,000)	(74,000)
Proceeds on Line of Credit	-	(1,450,000)	-	-	-	-
Payments on Line of Credit	-	-	-	15,000,000	(2,250,000)	(2,388,000)
Issuance & payments of LA Lee / Mizell Debt	(4,900)	(44,900)	(26,000)	(26,000)	(26,000)	(26,000)
Issuance of South Dade Note	(339,000)	(322,000)	(353,000)	(368,000)	(368,000)	(403,000)
Payments on Long Term Debt	-	-	-	-	-	-
Net Cash Used by Financing Activities	(2,230,000)	(2,804,400)	(960,200)	13,814,800	(3,432,000)	(3,652,000)
Net Increase (Decrease) in Cash	(475,300)	(50,800)	311,500	15,132,400	19,500	(14,668,800)
Cash & Cash equivalents, Beginning of the Year	4,046,500	4,097,400	3,571,200	3,882,700	19,015,100	19,034,600
Cash & Cash equivalents, End of the Year	3,571,200	4,046,600	3,882,700	19,015,100	19,034,600	4,365,800
Interest Paid	560,600	667,700	546,900	524,900	473,300	450,700
Short term Borrowings during the year	-	-	-	-	-	-
Equipment leases during the year	834,700	-	370,000	420,000	950,000	900,000

Less Restricted Cash (15,000,000)
 Unrestricted Cash 4,015,100



Attachment O

Ten Year

Pro forma for the

LA Lee YMCA / Mizell



LA Lee YMCA

Mizell Center

Pro Forma

Dated – June 26, 2017

For the

YMCA of South Florida

LA LEE YMCA / MIZELL FAMILY CENTER
YEARS 2020-2029
BASED ON 1,000 MEMBERS

REVENUES	2017 % OF BUDGET REVENUE	2020 % OF PROFORMA REVENUE	2021 % OF PROFORMA REVENUE	2022 % OF PROFORMA REVENUE	2023 % OF PROFORMA REVENUE	2024 % OF PROFORMA REVENUE	2025 % OF PROFORMA REVENUE	2026 % OF PROFORMA REVENUE	2027 % OF PROFORMA REVENUE	2028 % OF PROFORMA REVENUE	2029 % OF PROFORMA REVENUE
CONTRIBUTOR SUPPORT	66,000	23.79%	65,000	9.53%	70,000	8.31%	70,000	8.00%	80,000	9.44%	80,000
SPECIAL EVENTS	15,000	5.03%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
UNITED WAY / GRANTS	45,000	14.83%	50,000	7.41%	60,000	7.09%	60,000	8.51%	75,000	8.74%	80,000
MEMBERSHIPS	42,000	13.75%	28,000	4.04%	38,500	4.53%	395,588	46.29%	411,655	47.94%	445,246
JOINER FEES	8,000	2.56%	5,000	0.71%	69,915	8.20%	5,000	0.59%	5,000	0.59%	5,000
PROGRAM FEES YOUTH SPORTS	70,000	22.58%	87,200	12.34%	101,161	11.91%	101,161	11.91%	112,000	13.13%	119,400
PROGRAM FEES YOUTH LEADERSHIP	27,000	8.31%	35,776	5.03%	0	0.00%	0	0.00%	0	0.00%	0
PROGRAM FEES FAMILY LIFE / AFTER SCHOOL	10,000	3.12%	17,888	2.51%	0	0.00%	0	0.00%	0	0.00%	0
PROGRAM FEES FT/ADULTS	35,000	10.94%	46,279	6.51%	53,775	6.27%	50,277	5.91%	52,202	6.10%	53,348
PROGRAM - SILVER SNEAKERS	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
PROGRAM - SENIORS	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
GOVERNMENT	2,000	0.62%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
SALES & RENT	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
MISCELLANEOUS	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
TOTAL REVENUE	250,000	100.00%	674,655	100.00%	752,010	100.00%	822,824	100.00%	875,654	100.00%	950,789
EXPENSES											
SALARIES	186,000	74.40%	418,151	61.84%	388,019	51.60%	403,655	49.06%	420,004	48.00%	428,404
BENEFITS & PAYROLL TAXES	50,000	20.00%	109,425	16.22%	104,911	13.95%	108,639	13.20%	113,461	12.85%	116,689
TOTAL SALARIES & BENEFITS	236,000	94.40%	527,576	78.06%	492,930	65.55%	512,294	62.26%	533,465	60.85%	545,093
CONTRACT SERVICES	7,000	2.80%	17,500	2.59%	25,000	3.32%	25,010	3.04%	27,061	3.09%	27,602
SUPPLIES	30,000	12.00%	78,000	11.56%	84,240	11.20%	84,240	10.24%	91,164	10.40%	93,008
PHONE	5,000	2.00%	9,884	1.47%	10,081	1.34%	10,488	1.27%	10,828	1.24%	11,161
POSTAGE	89,000	35.60%	3,284	0.49%	3,358	0.45%	3,533	0.43%	3,678	0.42%	3,823
OCCUPANCY	15,000	6.00%	16,200	2.40%	16,200	2.15%	16,200	1.97%	16,200	1.85%	16,200
REPAIRS & MAINTENANCE	40,000	16.00%	86,900	12.88%	89,590	11.91%	89,590	10.77%	92,545	10.57%	95,500
EQUIPMENT	5,000	2.00%	6,000	0.89%	6,120	0.81%	6,245	0.76%	6,374	0.73%	6,503
TRAVEL & TRANSPORTATION	3,000	1.20%	3,000	0.44%	3,000	0.40%	3,000	0.36%	3,000	0.34%	3,000
CONFERENCE & TRAINING	6,000	2.40%	7,483	1.11%	7,780	1.03%	8,074	0.98%	8,369	0.96%	8,664
NATIONAL DUES	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
HOME MISSION	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
LIABILITY INSURANCE	2,000	0.80%	30,800	4.57%	31,212	4.15%	32,473	3.95%	33,735	3.85%	34,997
FIXED ASSET PURCHASES	27,000	10.80%	7,350	1.09%	8,834	1.17%	8,509	1.03%	9,381	1.07%	9,850
METRO SUPPORT	0	0.00%	69,566	10.31%	69,566	9.25%	69,566	8.46%	69,566	7.94%	69,566
JOINER FEES	6,000	2.40%	18,740	2.77%	20,760	2.76%	22,185	2.70%	23,610	2.70%	25,035
TRAINING & EQUIP FUND	0	0.00%	25,000	3.71%	30,000	3.99%	30,000	3.65%	30,000	3.43%	30,000
MAINTENANCE & REPAIRS	15,000	6.00%	17,071	2.53%	17,071	2.27%	17,071	2.08%	17,071	1.95%	17,071
TECHNOLOGY EXPENSE	5,000	2.00%	20,000	2.98%	25,000	3.32%	25,000	3.04%	25,000	2.85%	25,000
MISCELLANEOUS	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0
TOTAL EXPENSES	351,000	140.40%	1,038,241	153.89%	1,145,473	152.32%	1,207,651	146.77%	1,280,620	146.25%	1,354,790
NET POSITION	(241,000)	-96.40%	(463,586)	-68.76%	(393,463)	-52.32%	(384,826)	-46.77%	(382,966)	-43.74%	(379,902)



LA Lee YMCA / Mizell Center PRO FORMA ASSUMPTIONS

DEMOGRAPHICS OF THE AREA – 33311 Zip Code

Total People 66,759 people

HOUSEHOLDS

Households 22,663
Family Households 14,742 or 65%
Average people per household 2.9

INCOME

Median Household Income \$29,900 (58% of the County median of \$51,900)
(Lowest 5 percentile)
Average Household Income \$42,400
Per Capita Income \$14,900 (52% of the County per capita of \$28,400)

Poverty Level (\$11,770 household of one, \$24,250 household of four)

People below poverty level 30.8%
Children Under 18 years Below Poverty level 46.8%
Females below poverty level 34.3%

HOUSING

Total Housing Units 26,354
Owner Occupied Units 9,262 (35%)
Renter Occupied Units 13,401 (51%)
Vacant Units 3,691 (14%)

Of the Housing Units:

Single Homes	48.7%
Multiple Units	44.8%

The highest is units with over 20 units (apartments) 16%

Of the Housing Units over 60% are over 50 years old.

Conclusion the owner occupied rate of 35% is half of the best case for membership (70%), thus expect a high rate of member turnover.

Home Values

Median Home Value	\$136,400	(61% of the Median value in County of \$223,600)
Average Home Value	\$171,600	

Homes under \$100,000 of value are 43% of all homes.

Homes greater than greater than \$200,000 are 16% of all homes.

Conclusion the are a large number of Homes, those closed to the new developments in Flagler Village that drive the average up but the majority are in the lower value range.

Renter Occupied Units paying rent are 11,400

Less than \$500	9.2%
\$500 - \$999	42.6%
\$1,000 - \$1,500	36.5%

Over 60% of the renter pays over 35% of their gross income as rent.

Of the Household 14,350 are Families

Male Householder	39.8%
Female Householder	60.2%

Average Family is 3.5 people

Employment

The main employment of the Adults are:

Office & Admin Support	16%
Transportation	13%
Services – Building & Grounds	11%
Sales /Retail	11%
Services – Food Prep	10%
Construction	8 %
Education / Training	7%
Health Care Support	6%
Management	6%
Health Care Tech	4%

Of the Adult Population Base 27,700 are employed or 59.3%

Unemployment Reported is 6.3%

Demographics

The 33311 Zip Coode is far below the State average in the Majority of Economic Indicators.

Population 67,200 people

Ethnicity:

- White 11.5%
- Black 85.3%
- Hispanic 5.8%

Foreign Born residents are 23% of the Population

Male	32,200	47.9%
Female	35,000	52.1%

Age Demographics

Age under 5 years	4,730	7.0%
Age 5-14 years	9,920	14.7%
Age 15-19 years	4,720	7.0%
Age 20-34 years	12,900	19.2%
Age 35-55 years	17,480	26.0%
Age 55-65 years	8,300	12.3%
Age +65 years	9,170	13.6%

Of the children:

Raised by Parents	79%
Raised by Grandparents	15%
Other Relatives	3%
Foster Children	3%

Average Household Income

	<u>Zip Code 33311</u>
Less than \$10k	14.0%
\$10k - \$15k	7.3%
\$15k - \$25k	16.8%
\$25k - \$35k	15.7%
\$35k - \$50k	14.2%
\$50k - \$75k	17.8%
\$75 - \$100k	7.0%
+100k	7.1%

Family Household	51% (State 65%)
Ave. Number People per Household	2.9 (State 2.5)

Poverty Level

Families	25.7%
Families with Children under 18 years	37.9%
All People	30.8%

HEALTH INSURANCE in the COMMUNITY

75.9 % of population covered

33.8% Private Health Insurance
 48.2% Public Health Insurance
 24.1% No Health Insurance

Schools

Elementary Schools in zip code 33311:

Broward Estates ES	Grades D – F - F	- Declined since 2009
Dillard ES	Grades I - F – C	- Declined since 2009
North Fork ES	Grades C – F – F	- Same since 2009
Rock Island ES	Grades D – F – F	- Declined since 2009
Sunland Park ES	Grades C – F – A	- Slipped Back in past 2 years
Thurgood Marshall ES	Grades D – F – F	- Same since 2009
Walker ES	Grades F - F – F	- Same since 2009

Middle Schools in zip code 33311:

Parkway MS	Grades C – C – C	- Same since 2009
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High Schools in zip code 33311:

Dillard 6-12	Grades C – C – B	Grades A to D unstable
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Note Grades shown are over the past three years (2016 – 2015 – 2014).

Private Schools No Major presence other than Pre Schools in area

Colleges Broward College, FAU, Nova Southeastern in area

Children in Public School 89%

Children in Private School 11%

Children Living in Households with Supplemental Security Income 66.6%

Children living below the Poverty level 46.8%

Children living in renter – occupied units 74.7%

Education

Of the Population between the ages of 25-64 (34,100 people)

No High School graduate 22%

High School graduate 39%

Some College 27%

College Graduate 12%

Of the population between 18-24 years (6,503 people) 29.7% have not graduated from high school.

The break down is 38.1% of males and 21.6% of females.

Facility Assumptions

The Facility would open – Spring 2020

This would allow for:

- Three month period of time to reach the agreement on the Contract
- Three months of Community Input
- Nine months for Architectural Design and Development
- Three months for Permits
- Eighteen Months of Construction

Capital Funding

CRA – City of Fort Lauderdale \$10,000,000

YMCA Commitment 5,000,000

Total \$15,000,000

There will be no operational debt on the family center budget.

Site

- Mizell Center
 - 1409 Sistrunk Blvd, Fort Lauderdale, Florida 33311.
- Under 3 Acres
- Main East West road in Fort Lauderdale with over 25,000 cars per day
- Site location of the Provident Hospital from 1938-1964
- Mizell Center since 1981
- Parking of about 100 spaces exits are can be used
- Across the street from Provident Park

Size of the Facility 64,463 square feet

YMCA Space

Gymnasium	7,800	
Wellness Floor	2,600	
Group Ex Rooms (1)	1,900	
Child Development	1,600	
Teen Center	1,500	
Locker Rooms	3,100	
Offices	1,100	
Lobby	1,000	
Hallways	3,800	
Outdoor Pool	<u>0</u>	
Total		<u>24,400</u>

Preschool 6,900

Community Space

Community Room	2,100	
Lobby	1,000	
Community Space	900	
Black Box Theatre	3,900	
Hallways / Bathrooms	3,200	
Shared Work Space	<u>2,100</u>	
Total		<u>13,200</u>

Retail Space

Eight Bays 7,400

Broward College

Classroom / Office 12,500

Total under roof 64,400

Open Air Roof Tops 4,500

Out Door Pool 25 meters 4 lanes

Outdoor Pool Deck

No Fields next nor near the Mizell location.
Provident Park is across the Street and can be used, it is owned by the City of Fort Lauderdale.

Membership

Rates (projected based on 2017 rates plus a 2% annual increase per year through 2019)

	<u>LA LEE only Membership</u>	<u>All YMCA- Rates</u>
Household	\$42	\$84
Couple	\$36	\$72
Adult (29-64)	\$27	\$54
Young Adult (19-28)	\$23	\$46
Teen (13-18)	\$19	\$37
Senior Couple	\$29	\$58
Senior (+65)	\$23	\$47

The rates for the LA LEE YMCA Family Center only rates are set at 50% of the Rates of the All Y Membership.

For the All – YMCA access the member would have to purchase a Non-Resident Rate.

The Distance for the Family Center is:

- Holiday Park YMCA 2.2 Miles
- Hollywood YMCA 10 Miles

Break out of the Membership

Households	30%
Couple	20%
Adult	20%
Young Adult	10%
Teen	10%
Senior Couple	5%
Senior	5%

80% of the members are LA Lee YMCA Family Center only members..

40% of the membership revenue is Scholarship. Thus the net revenue is 60% of the full face value.

Membership Units

Pre-sale membership starting 6 months prior to opening for a total of 100 units drafting on in the first month of operations:

Pre-Sale	100 Units
End of 2020	400 Units
End of 2021	700 Units
End of 2022	1,000 Units
End of 2023	1,000 Units
End of 2024	1,000 Units

This would put the Facility at 25% to 30% of Optimum Capacity as a 25,000 square foot facility (100 membership units per 1,000 square feet).

Summer Camp

The Summer Camp assumes that the Average number of Children per week

Year one	100
Year two	130
Every year thereafter	140

The rate per week per year starts at \$85 and increases up to 5% per year on an annual basis.

Scholarship Factor of 20%

Aquatics Revenue

Lesson ramp up from

Year one	90 for 12 Weeks
Year two	125 for 12 Weeks
Year three	150 for 12 Weeks
Year four on	150 for 12 Weeks

The rate for a session of lessons starts at \$80 and increases by 2% to 4% per year

Scholarship Factor of 20%

Personal Training – Adult Health

Slow ramp up from 30 sessions per week to 75 Session a week in year four.

Rate is \$35 per hour to begin with and a 2% rate increase annually.

Given the demographics of the community PT is lower than a comparable facility.

Youth Sports

The YMCA will run youth basketball and volleyball in the gymnasium.

Sessions will have 80 kids over 6 session starting in year one at \$75 per child per league.

Operating Hours

Monday – Thursday	6am – 9pm
Friday	6am – 8pm
Saturday	8am – 4pm
Sunday	11am – 3pm
Total Hours	86 hours per week

Staffing and Taxes & Benefits

Ramp-up to the Full staff levels by the end of year three.

See the detail spread sheet attached to the Pro Forma.

Taxes	7.65% of Salaries
Workers Comp	3.30% of Salaries
Unemployment	0.50% of Salaries
Retirement	12% of eligible staff
Health	\$7,200 per eligible staff with a rate increase of 5% per year

Occupancy

The cost is based on Similar Facilities at 60,000 with a 4 lane, 25 meter, outdoor pool. (Weston).

Occupancy includes water, sewer, electrical, maintenance, cleaning, etc.

The YMCA will set aside a reserve fund starting in year three for repairs and Maintenance and improvements to the interior of the building.

By the end of the fifth year the total Maintenance Reserve plus the L,B&E Reserve should total roughly \$1.00 per square foot.

Equipment

Treadmills	10 at \$5,300	\$ 53,000
Elliptical	6 at \$5,100	30,600
Cross Trainers	4 at \$5,500	22,000
Recumbent Bikes	4 at \$4,000	16,000
Up Right Bikes	2 at \$4,000	8,000
Other Cardio	4 at \$4,000	16,000
Spin Bikes	20 at \$1,200	<u>24,000</u>
Sub Total	50 Cardio	<u>\$160,000</u>
Weights line of 14	\$65,000	\$ 65,000
Free Weights	\$45,000	35,000
Other	\$40,000	<u>30,000</u>
Sub Total		<u>\$130,000</u>
Total		<u>\$290,000</u>

Lease payments at

Three years for Cardio	\$57,500
Five years for Weights	<u>29,400</u>
Total Lease Payments	<u>\$86,900</u>

The equipment is replaced within 12-18 months after the end of the lease.

Supplies, Telephone, Travel, Contract Services, Miscellaneous, and Fixed Asset Purchases

Based on comparable YMCA's with an increase consistent with the membership increase.

Printing and Promotion

3% of total revenue, except year one when it is a little higher in the startup year.

Conferences & Training

Funds used for training and development of staff at a rate of 2% of the total wages paid.

Insurance

Rate based on the size of the facility and the rates paid for other YMCA's with 50,000 square feet of facility and an outdoor pool.

Technology

3.0% of revenue for access to the YMCA systems

National Dues

1.25% of total revenue – no exclusions

Metro Support

10% of overall revenue, excluding Contributed support, United Way, and Grants.

Land, Building & Equipment Reserve

3% of total revenue for future facility issues, If the budget is balanced, if not then the reserves are erode out and are unfunded.

Maintenance Reserve

Starts in year three and ramps up to \$0.50 per square foot by year five. Similar to the L,B&E fund if the budget is not balanced the reserves are zeroed out and are unfunded.