



Fort Lauderdale Aquatic Complex (Fort Lauderdale, FL)

Five-Year Operating Pro Forma

Date: January 2015
Developed for: City of Fort Lauderdale

***Note:** SFA has no responsibility to update this financial forecast for events and circumstances that occur after the date of these deliverables. The findings presented herein reflect analysis of primary and secondary sources of information. SFA utilized sources deemed to be reliable but cannot guarantee their accuracy. Moreover, estimates and analysis presented in this financial forecast are based on trends and assumptions, which usually result in differences between the projected results and actual results. Because events and circumstances frequently do not occur as expected, those differences may be material.*



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Total Revenue & Expenses

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Aquatic & Fitness	\$692,255	\$761,481	\$879,510	\$923,485	\$1,018,143
Rentals	\$530,650	\$583,715	\$674,191	\$707,900	\$780,460
Banquet Hall	\$158,500	\$169,350	\$192,849	\$199,742	\$217,328
Food & Beverage and Retail	\$37,500	\$41,250	\$47,644	\$50,026	\$55,154
Total Revenue	\$1,418,905	\$1,555,796	\$1,794,194	\$1,881,153	\$2,071,084
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Aquatic & Fitness	\$482,951	\$497,742	\$512,769	\$528,252	\$544,204
Rentals	\$275,013	\$294,067	\$324,113	\$337,758	\$362,819
Banquet Hall	\$32,275	\$33,243	\$34,241	\$35,268	\$36,326
Food & Beverage and Retail	\$29,100	\$29,973	\$30,872	\$31,798	\$32,752
Total Cost of Goods Sold	\$819,338	\$855,026	\$901,994	\$933,076	\$976,101
Facility Expenses	\$562,562	\$576,626	\$591,042	\$605,818	\$620,963
Facility Staff Labor Expenses	\$929,545	\$952,784	\$976,603	\$1,001,018	\$1,026,044
Total Operating Expenses	\$1,492,107	\$1,529,410	\$1,567,645	\$1,606,836	\$1,647,007
Total Net Operating Income	(\$892,541)	(\$828,640)	(\$675,446)	(\$658,759)	(\$552,024)
Recapture Rate	0.61	0.65	0.73	0.74	0.79
Capital Replacement Fund	\$93,900	\$93,900	\$93,900	\$93,900	\$93,900
Cash Flow	(\$986,441)	(\$922,540)	(\$769,346)	(\$752,659)	(\$645,924)

Annual Net Income Sensitivity Analysis					
Percent of Baseline	Year 1	Year 2	Year 3	Year 4	Year 5
110%	(\$832,584)	(\$758,563)	(\$586,226)	(\$563,951)	(\$442,526)
90%	(\$952,497)	(\$898,717)	(\$764,666)	(\$753,566)	(\$661,522)
80%	(\$1,012,454)	(\$968,794)	(\$853,886)	(\$848,374)	(\$771,021)
70%	(\$1,072,410)	(\$1,038,871)	(\$943,105)	(\$943,182)	(\$880,519)
60%	(\$1,132,367)	(\$1,108,948)	(\$1,032,325)	(\$1,037,990)	(\$990,017)



Aquatics & Fitness Program Revenue & Expenses

Revenue	Unit Type	Notes	Price Per Unit					Total Units Per Year					No. Sellable Sessions					
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Swim Lessons																		
Infant-Level II	Session		\$90	\$90	\$99	\$99	\$104	1,200	1,320	1,386	1,455	1,528	1	\$108,000	\$118,800	\$137,214	\$144,075	\$158,842
Level III & Adult	Session		\$100	\$100	\$110	\$110	\$116	400	440	462	485	509	1	\$40,000	\$44,000	\$50,820	\$53,361	\$58,831
Private Lessons	Session		\$200	\$200	\$220	\$220	\$231	70	77	81	85	89	1	\$14,000	\$15,400	\$17,787	\$18,676	\$20,591
Semi-Private Lessons	Class		\$70	\$70	\$77	\$77	\$81	70	77	81	85	89	1	\$4,900	\$5,390	\$6,225	\$6,537	\$7,207
Age Group Swim Team	Month		\$98	\$98	\$108	\$108	\$113	160	176	185	194	204	12	\$188,160	\$206,976	\$239,057	\$251,010	\$276,739
Masters Swim Team	Month		\$75	\$75	\$83	\$83	\$87	173	190	200	210	220	12	\$155,700	\$171,270	\$197,817	\$207,708	\$228,998
Summer Camps	Session		\$150	\$150	\$165	\$165	\$173	35	39	40	42	45	10	\$52,500	\$57,750	\$66,701	\$70,036	\$77,215
Water Fitness																		
Hydro Flex Aerobics	Class	\$/Session	\$5	\$5	\$6	\$6	\$6	1,500	1,650	1,733	1,819	1,910	1	\$7,500	\$8,250	\$9,529	\$10,005	\$11,031
Hyrdo Flex Pass	Pass	10 class pass	\$35	\$35	\$39	\$39	\$40	115	127	133	139	146	1	\$4,025	\$4,428	\$5,114	\$5,369	\$5,920
Sunday Shark Club Pass	Pass	10 visit Pass	\$35	\$35	\$39	\$39	\$40	90	99	104	109	115	1	\$3,150	\$3,465	\$4,002	\$4,202	\$4,633
Admissions																		
Daily Admission (Lap Swim/Diving, Fitness)	Visit		\$5	\$5	\$6	\$6	\$6	11,000	12,100	12,705	13,340	14,007	1	\$55,000	\$60,500	\$69,878	\$73,371	\$80,892
7-Day Admission Pass (Lap Swim/Diving, Fitness)	Pass	7 days	\$19	\$19	\$21	\$21	\$22	650	715	751	788	828	1	\$12,350	\$13,585	\$15,691	\$16,475	\$18,164
30-Day Admission Pass (Lap Swim/Diving, Fitness)	Pass	30 days	\$63	\$63	\$69	\$69	\$73	490	539	566	594	624	1	\$30,870	\$33,957	\$39,220	\$41,181	\$45,402
Health and Safety																		
Lifeguard Training	Course	3 classes	\$250	\$250	\$275	\$275	\$289	30	33	35	36	38	1	\$7,500	\$8,250	\$9,529	\$10,005	\$11,031
Water Safety Instructor	Course	1-2 classes	\$300	\$300	\$330	\$330	\$347	12	13	14	15	15	1	\$3,600	\$3,960	\$4,574	\$4,802	\$5,295
Lifeguarding Instructor	Course	1 class	\$350	\$350	\$385	\$385	\$404	10	11	12	12	13	1	\$3,500	\$3,850	\$4,447	\$4,669	\$5,148
Lifeguarding/CPR Challenge	Course	2 classes	\$75	\$75	\$83	\$83	\$87	20	22	23	24	25	1	\$1,500	\$1,650	\$1,906	\$2,001	\$2,206
Non-capacity growth rate				1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
Capacity growth rate				1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue														\$692,255	\$761,481	\$879,510	\$923,485	\$1,018,143
Expense		Mgmt Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Program Supplies		4% of year 1 gross revenue; 3% annual increase												\$27,690	\$28,521	\$29,377	\$30,258	\$31,166
H&S Class Materials		\$60 per participant for course record fee and manuals												\$4,320	\$4,752	\$4,990	\$5,239	\$5,501
ARC LTS Facility Fee		1500 cards; ; 3% annual increase												\$975	\$1,004	\$1,034	\$1,065	\$1,097
Marketing		5% of year 1 gross revenue; 3% annual increase												\$34,613	\$35,651	\$36,721	\$37,822	\$38,957
Part-Time Staff		60% of year 1 lessons, admissions, fitness, and saftey gross revenue; 3% annual increase												\$415,353	\$427,814	\$440,648	\$453,867	\$467,483
Area Expense														\$482,951	\$497,742	\$512,769	\$528,252	\$544,204



Rentals and Events Revenue & Expenses

		Price Per Unit					Total Units Per Year					No. Sellable					
Revenue	Unit Type	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
Swimming																	
Single Pool (Short, Long, or Both)	Event Day	\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	10	11	12	12	13	1	\$15,000	\$16,500	\$19,058	\$20,010	\$22,061
Dive Well	Event Day	\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	22	24	25	27	28	1	\$33,000	\$36,300	\$41,927	\$44,023	\$48,535
Entire Facility	Event Day	\$5,000	\$5,000	\$5,500	\$5,500	\$5,775	20	22	23	24	25	1	\$100,000	\$110,000	\$127,050	\$133,403	\$147,076
Specialty Rentals																	
Diving Team		\$125	\$125	\$138	\$138	\$144	147	162	170	178	187	12	\$220,500	\$242,550	\$280,145	\$294,153	\$324,303
Water Polo		\$8,400	\$8,400	\$9,240	\$9,240	\$9,702	1	1	1	1	1	1	\$8,400	\$9,240	\$10,672	\$11,206	\$12,354
Winter Training		\$1,500	\$1,500	\$1,650	\$1,650	\$1,733	40	44	46	49	51	1	\$60,000	\$66,000	\$76,230	\$80,042	\$88,246
Visiting Team Training		\$1,000	\$1,000	\$1,100	\$1,100	\$1,155	60	66	69	73	76	1	\$60,000	\$66,000	\$76,230	\$80,042	\$88,246
Sponsorship		\$25,000	\$25,000	\$27,500	\$27,500	\$28,875	1	1	1	1	1	1	\$25,000	\$27,500	\$31,763	\$33,351	\$36,769
Pool Parties	Party	\$175	\$175	\$193	\$193	\$202	50	55	58	61	64	1	\$8,750	\$9,625	\$11,117	\$11,673	\$12,869
Non-capacity growth			1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
Capacity growth rate			1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue													\$530,650	\$583,715	\$674,191	\$707,900	\$780,460
Expense	Mgmt Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Part-Time Staff	20% of year 1 gross rentals, not including visiting team rentals; 3% annual increase												\$94,130	\$96,954	\$99,863	\$102,858	\$105,944
Marketing	5% of year 1 gross rentals; 3% annual increase												\$26,533	\$27,328	\$28,148	\$28,993	\$29,863
Diving Vendor Contract	70% of gross revenues												\$154,350	\$169,785	\$196,102	\$205,907	\$227,012
Area Expense													\$275,013	\$294,067	\$324,113	\$337,758	\$362,819



Banquet Hall Revenue & Expenses (3,482 Sq. Ft.)

Revenue	Unit Type	Price Per Unit					Total Units Per Year					No. Sellable Sessions	Total Revenue Per Year				
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5		Year 1	Year 2	Year 3	Year 4	Year 5
Hall Rental																	
Extended Event Rental	Variable	\$50,000	\$50,000	\$55,000	\$55,000	\$57,750	1	1	1	1	1	1	\$50,000	\$50,000	\$55,000	\$55,000	\$57,750
Weekday Rental	Event	\$850	\$850	\$935	\$935	\$982	30	33	35	36	38	1	\$25,500	\$28,050	\$32,398	\$34,018	\$37,504
Weekend/Evening Rental	Hour	\$375	\$375	\$413	\$413	\$433	160	176	185	194	204	1	\$60,000	\$66,000	\$76,230	\$80,042	\$88,246
Add-Ons																	
Decorating/Cleanup Time	Hour	\$150	\$150	\$165	\$165	\$173	70	77	81	85	89	1	\$10,500	\$11,550	\$13,340	\$14,007	\$15,443
Kitchen	Event	\$250	\$250	\$275	\$275	\$289	50	55	58	61	64	1	\$12,500	\$13,750	\$15,881	\$16,675	\$18,385
	Non-capacity growth rate		1.00	1.10	1.00	1.05		1.10	1.05	1.05	1.05						
	Capacity growth rate		1.10	1.10	1.10	1.10		1.00	1.00	1.00	1.00						
Area Revenue													\$158,500	\$169,350	\$192,849	\$199,742	\$217,328
Expense	Mgmt Assump.												Year 1	Year 2	Year 3	Year 4	Year 5
Part-Time Staff	15% of year 1 rentals gross revenue, 3% Annual Increase												\$23,775	\$24,488	\$25,223	\$25,980	\$26,759
Custodial Supplies	3% annual increase												\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Cleaning Contracts	3% annual increase												\$3,500	\$3,605	\$3,713	\$3,825	\$3,939
Area Expense													\$32,275	\$33,243	\$34,241	\$35,268	\$36,326



Food & Beverage and Retail Revenue & Expenses

Revenue	Unit Type	Price Per Unit					Total Units Per Year					Total Revenue Per Year					
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	
Food & Beverage																	
Special Events	Gross	\$25,000	\$25,000	\$27,500	\$27,500	\$28,875	1	1	1	1	1	\$25,000	\$27,500	\$31,763	\$33,351	\$36,769	
Café	Gross	\$2,000	\$2,000	\$2,200	\$2,200	\$2,310	1	1	1	1	1	\$2,000	\$2,200	\$2,541	\$2,668	\$2,942	
Retail																	
Retail	Gross	\$8,000	\$8,000	\$8,800	\$8,800	\$9,240	1	1	1	1	1	\$8,000	\$8,800	\$10,164	\$10,672	\$11,766	
ATM Fees	Gross	\$2,500	\$2,500	\$2,750	\$2,750	\$2,888	1	1	1	1	1	\$2,500	\$2,750	\$3,176	\$3,335	\$3,677	
Non-capacity growth			1.00	1.10	1.00	1.05						1.10	1.05	1.05	1.05		
Capacity growth rate			1.10	1.10	1.10	1.10						1.00	1.00	1.00	1.00		
Area Revenue												\$37,500	\$41,250	\$47,644	\$50,026	\$55,154	
Expense	Mgmt Assump.											Year 1	Year 2	Year 3	Year 4	Year 5	
Food & Beverage Inventory	30% of year 1 gross revenue; 3% annual increase											\$16,200	\$16,686	\$17,187	\$17,702	\$18,233	
Retail Inventory	60% of year 1 gross revenue; 3% annual increase											\$4,800	\$4,944	\$5,092	\$5,245	\$5,402	
Part-Time Staff	30% of year 1 food & beverage gross revenue; 3% annual increase											\$8,100	\$8,343	\$8,593	\$8,851	\$9,117	
Area Expense												\$29,100	\$29,973	\$30,872	\$31,798	\$32,752	



Facility Expenses

Expense	Mgmt. Assump.	Year 1	Year 2	Year 3	Year 4	Year 5
Commodities						
Operating Supplies		\$28,200	\$28,905	\$29,628	\$30,368	\$31,128
Chemicals		\$92,150	\$94,454	\$96,815	\$99,235	\$101,716
General Marketing		\$15,000	\$15,375	\$15,759	\$16,153	\$16,557
Total Commodities Expense		\$135,350	\$138,734	\$142,202	\$145,757	\$149,401
Contractual Services						
Insurance		Not Included	Not Included	Not Included	Not Included	Not Included
Repair and Maintenance		\$47,000	\$48,175	\$49,379	\$50,614	\$51,879
Total Contractual Service Expense		\$47,000	\$48,175	\$49,379	\$50,614	\$51,879
Utilities						
Electricity	\$0.095/kwh	\$237,080	\$243,007	\$249,082	\$255,309	\$261,692
Gas		\$45,000	\$46,125	\$47,278	\$48,460	\$49,672
Data		\$1,600	\$1,640	\$1,681	\$1,723	\$1,766
Trash Service		Not Included	Not Included	Not Included	Not Included	Not Included
Water & Sewer		\$96,532	\$98,945	\$101,419	\$103,954	\$106,553
Total Utilities Expense		\$380,212	\$389,717	\$399,460	\$409,447	\$419,683
Total Facility Expense		\$562,562	\$576,626	\$591,042	\$605,818	\$620,963



Facility Staff Labor Expenses

Mgmt. Assump		Year 1	Year 2	Year 3	Year 4	Year 5
Full Time Facility Staff Salaries						
Aquatic Center Manager	1 Staff	\$75,000	\$76,875	\$78,797	\$80,767	\$82,786
Aquatics/Safety Coordinators	1 Staff	\$75,899	\$77,796	\$79,741	\$81,735	\$83,778
Assistant Manager	1 Staff	\$49,421	\$50,657	\$51,923	\$53,221	\$54,552
Recreation Programmer II	2 Staff	\$117,416	\$120,351	\$123,360	\$126,444	\$129,605
Recreation Programmer I	2 Staff	\$78,040	\$79,991	\$81,991	\$84,041	\$86,142
Pool Mechanics	2 Staff	\$109,532	\$112,270	\$115,077	\$117,954	\$120,903
Pool Lifeguard II	2 Staff	\$93,186	\$95,516	\$97,904	\$100,351	\$102,860
Municipal Maintenance Worker	1 Staff	\$29,577	\$30,316	\$31,074	\$31,851	\$32,647
Total Full Time Facility Staff Salaries		\$628,071	\$643,773	\$659,867	\$676,364	\$693,273
Overhead, Benefits, and Training						
Employee Overhead and Benefits	48% Full Time Salaries	\$301,474	\$309,011	\$316,736	\$324,655	\$332,771
Total Overhead, Benefits, and Training		\$301,474	\$309,011	\$316,736	\$324,655	\$332,771
Total Facility Staff Labor Expenses		\$929,545	\$952,784	\$976,603	\$1,001,018	\$1,026,044

Economic Impact Analysis

Total Annual Attendance by Event Type						
Event Type	Historic	Year 1	Year 2	Year 3	Year 4	Year 5
Single Pool Rental	4,135	5,170	5,687	5,971	6,270	6,583
Diving Rental	10,730	11,242	12,366	12,985	13,634	14,315
Full Facility Rental	50,370	53,020	58,322	61,238	64,300	67,515
Winter Training	8,100	8,100	8,910	9,356	9,823	10,314
Visiting Team Training	6,000	7,800	8,580	9,009	9,459	9,932
Total Attendance	79,335	85,332	93,865	98,558	103,486	108,661

Total Annual Attendance by Distance from FLAC						
Visitor Distance from FLAC	Historic	Year 1	Year 2	Year 3	Year 4	Year 5
Attendance Less than 25 miles away	10,529	12,775	14,053	14,756	15,493	16,268
Attendance 25-60 miles away	9,041	10,970	12,067	12,671	13,304	13,969
Attendance greater than 60 miles away	59,765	61,586	67,745	71,132	74,689	78,423
Total attendance	79,335	85,332	93,865	98,558	103,486	108,661

Total Unique Visitors by Distance from FLAC						
Visitor Distance from FLAC	Historic	Year 1	Year 2	Year 3	Year 4	Year 5
Attendance Less than 25 miles away	2,203	2,802	3,082	3,236	3,398	3,568
Attendance 25-60 miles away	1,892	2,406	2,646	2,779	2,918	3,064
Attendance greater than 60 miles away	11,555	12,219	13,441	14,113	14,819	15,560
Total attendance	15,650	17,427	19,170	20,128	21,135	22,191

Total Annual Economic Impact (Based on Historic Calculation from Greater Fort Lauderdale CVB)						
	Historic	Year 1	Year 2	Year 3	Year 4	Year 5
Total Annual Economic Impact	\$ 15,541,475	\$ 16,435,047	\$ 18,078,552	\$ 18,982,480	\$ 19,931,604	\$ 20,928,184

Appendix



Population Data

MARKET AREA POPULATION BY DISTANCE										
Drive Time	Population						Average Annual Change			
	2010		2014		2019		2010-2014		2015-2019	
	Number (000's)	Percent of Total	Number (000's)	Percent of Total	Number (000's)	Percent of Total	Number (000's)	Percent	Number (000's)	Percent
5 Minutes	11.1	0.2%	11.8	0.3%	11.9	0.3%	0.2	1.9%	0.0	0.3%
5-10 Minutes	57.3	1.3%	60.7	1.3%	62.8	1.3%	1.2	2.0%	0.4	0.7%
10-15 Minutes	110.8	2.5%	117.7	2.6%	119.1	2.5%	2.3	2.0%	0.3	0.2%
Subtotal	179.2	4.0%	190.2	4.2%	193.9	4.1%	3.7	2.0%	0.7	0.4%
15-30 Minutes	1,035.2	23.1%	1,098.6	24.1%	1,125.2	23.7%	21.1	2.0%	5.3	0.5%
30-60 Minutes	3,274.6	72.9%	3,274.6	71.8%	3,435.5	72.3%	0.0	0.0%	32.2	1.0%
Subtotal	4,309.8	96.0%	4,373.2	95.8%	4,560.7	95.9%	21.1	0.5%	37.5	0.8%
Total (0-60 Minutes)	4,489.0	100.0%	4,563.4	100.0%	4,754.5	100.0%	24.8	0.5%	38.2	0.8%
Ft. Lauderdale	165.8		175.8		178.8		3.4	2.0%	0.6	0.3%
Source: Experian										



Age Data

AGE DISTRIBUTION													
Age Groups	5 Minutes		5-10 Minutes		10-15 Minutes		15-30 Minutes		30-60 Minutes		Ft. Lauderdale		U.S. Age Population
	#	%	#	%	#	%	#	%	#	%	#	%	
Age 0-4	255	2.2%	2,497	4.1%	6,746	5.7%	67,324	6.1%	178,287	5.4%	9,081	5.2%	6.5%
Age 5-9	242	2.1%	2,037	3.4%	6,222	5.3%	63,135	5.7%	179,184	5.5%	8,139	4.6%	
Age 10-14	286	2.4%	1,867	3.1%	5,951	5.1%	63,463	5.8%	188,551	5.8%	7,742	4.4%	
Age 15-19	297	2.5%	1,896	3.1%	5,909	5.0%	64,458	5.9%	199,652	6.1%	7,827	4.5%	
Subtotal	1,080	9.2%	8,297	13.7%	24,828	21.1%	258,380	23.5%	745,674	22.8%	32,789	18.6%	
Age 20-24	391	3.3%	3,572	5.9%	7,229	6.1%	72,539	6.6%	213,700	6.5%	10,668	6.1%	
Age 25-29	617	5.2%	5,477	9.0%	8,305	7.1%	78,172	7.1%	211,448	6.5%	13,671	7.8%	
Age 30-34	615	5.2%	5,406	8.9%	7,880	6.7%	75,967	6.9%	205,735	6.3%	13,117	7.5%	
Age 35-39	571	4.9%	4,473	7.4%	7,381	6.3%	72,368	6.6%	217,781	6.7%	11,498	6.5%	
Age 40-44	738	6.3%	4,764	7.8%	8,281	7.0%	76,659	7.0%	236,955	7.2%	12,582	7.2%	
Age 45-49	918	7.8%	5,169	8.5%	9,679	8.2%	81,361	7.4%	252,545	7.7%	14,126	8.0%	
Age 50-54	1,058	9.0%	5,242	8.6%	9,994	8.5%	82,085	7.5%	231,857	7.1%	14,578	8.3%	
Age 55-59	1,121	9.5%	4,743	7.8%	8,936	7.6%	73,315	6.7%	202,739	6.2%	13,541	7.7%	
Age 60-64	1,202	10.2%	4,138	6.8%	7,494	6.4%	62,666	5.7%	178,375	5.4%	11,608	6.6%	
Age 65-69	1,095	9.3%	3,148	5.2%	5,675	4.8%	49,419	4.5%	152,511	4.7%	9,013	5.1%	
Age 70-74	796	6.8%	2,232	3.7%	4,245	3.6%	36,932	3.4%	128,920	3.9%	6,562	3.7%	
Age 75-79	566	4.8%	1,522	2.5%	3,101	2.6%	28,305	2.6%	106,671	3.3%	4,660	2.7%	
Age 80-84	522	4.4%	1,229	2.0%	2,307	2.0%	23,225	2.1%	92,784	2.8%	3,669	2.1%	
Age 85+	472	4.0%	1,320	2.2%	2,364	2.0%	27,180	2.5%	96,940	3.0%	3,760	2.1%	
TOTAL:	11,762	100.0%	60,732	100.0%	117,699	100.0%	1,098,573	100.0%	3,274,635	100.0%	175,842	100.0%	
Median Age	54.5		43.3		42.0		39.4		40.9		42.5		
Source: Experian													



Income Data

MARKET AREA INCOME				
Radius	Per Capita Incomes		Median Household Incomes	
	Dollars	Index	Dollars	Index
0-5 Minutes	\$70,000	2.65	\$68,433	1.30
5-10 Minutes	\$42,643	1.61	\$49,088	0.93
10-15 Minutes	\$27,247	1.03	\$41,211	0.78
15-30 Minutes	\$25,114	0.95	\$43,556	0.83
30-60 Minutes	\$27,290	1.03	\$45,487	0.86
Ft. Lauderdale	\$35,112	1.33	\$46,809	0.89
Total U.S.	\$26,464	1.00	\$52,599	1.00
Source: Experian				



Weather Data

Month	Temperatures			Precipitation	Precipitation
	Average	High	Low	Inches	Days
January	67.0	75.0	58.0	2.5	5.4
February	69.0	77.0	60.0	1.8	4.6
March	71.0	80.0	63.0	5.5	5.9
April	75.0	83.0	67.0	3.1	6.9
May	79.0	86.0	71.0	4.8	7.4
June	82.0	89.0	75.0	8.2	9.9
July	83.0	91.0	76.0	6.3	8.7
August	84.0	91.0	76.0	6.8	9.4
September	82.0	89.0	75.0	8.3	12.2
October	79.0	85.0	72.0	5.5	12.5
November	74.0	81.0	66.0	3.5	5.7
December	69.0	77.0	62.0	2.2	5.7
Source: Weatherbase					