



**Greater Boise  
Aquatic Center**

**Idaho Competitive Aquatics, LLC**

**Financial Projections:  
Five Year Operating Plan**



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# Idaho Competitive Aquatics, Inc.

## Projection Summary

	2022	2023	2024	2025	2026
	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Revenues:</b>					
Lane Rentals	\$ 235,008.00	\$ 315,264.00	\$ 375,552.00	\$ 412,761.60	\$ 433,226.88
Daily Users	47,075.00	76,285.17	83,573.40	105,713.53	115,814.62
Lesson Programs	112,800.00	129,927.97	163,352.39	203,436.55	225,740.43
Events	97,000.00	128,000.00	108,000.00	128,000.00	138,000.00
Other	55,250.00	71,620.88	76,124.85	81,059.31	86,465.43
<b>Total Revenues</b>	<b>\$ 547,133.00</b>	<b>\$ 721,098.02</b>	<b>\$ 806,602.63</b>	<b>\$ 930,970.99</b>	<b>\$ 999,247.37</b>
<b>Expenses</b>					
Staffing	174,912.00	227,160.00	263,142.00	299,281.50	335,586.44
Administrative	34,200.00	35,910.00	37,705.50	39,590.78	41,570.31
Pool Maintenance	92,000.00	81,900.00	85,995.00	90,294.75	94,809.49
Occupancy	301,600.00	316,680.00	332,514.00	349,139.70	366,596.69
<b>Total Expenses</b>	<b>\$ 602,712.00</b>	<b>\$ 661,650.00</b>	<b>\$ 719,356.50</b>	<b>\$ 778,306.73</b>	<b>\$ 838,562.92</b>
<b>NET INCOME (LOSS)</b>	<b>\$ (55,579.00)</b>	<b>\$ 59,448.02</b>	<b>\$ 87,246.13</b>	<b>\$ 152,664.26</b>	<b>\$ 160,684.44</b>
<b>Capital Reserves:</b>					
Equipment CapEx	12,000.00	12,600.00	13,230.00	13,891.50	14,586.08
Facility Reserve	50,000.00	52,500.00	55,125.00	57,881.25	60,775.31
<b>Total Capital Reserves</b>	<b>\$ 62,000.00</b>	<b>\$ 65,100.00</b>	<b>\$ 68,355.00</b>	<b>\$ 71,772.75</b>	<b>\$ 75,361.39</b>
<b>NET CASH FLOWS</b>	<b>\$ (117,579.00)</b>	<b>\$ (5,651.98)</b>	<b>\$ 18,891.13</b>	<b>\$ 80,891.51</b>	<b>\$ 85,323.05</b>

**Idaho Competitive Aquatics, Inc.**  
**Annual Revenue Summary: Years 1 - 5**

	2022		2023		2024		2025		2026	
	Year 1		Year 2		Year 3		Year 4		Year 5	
	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
Lane Rental Income:										
Boise Swim Club	8064	\$ 96,768.00	10272	\$ 123,264.00	11520	\$ 138,240.00	11520	\$ 152,064.00	11520	\$ 159,667.20
Sawtooth Aquatic Club	7200	86,400.00	10272	123,264.00	12960	155,520.00	12960	171,072.00	12960	179,625.60
Sawtooth Masters	1920	23,040.00	2240	26,880.00	2880	34,560.00	2880	38,016.00	2880	39,916.80
Boise Water Polo Club	1536	18,432.00	2624	31,488.00	3072	36,864.00	3072	40,550.40	3072	42,577.92
High School #1	288	3,456.00	288	3,456.00	288	3,456.00	288	3,801.60	288	3,991.68
High School #2	288	3,456.00	288	3,456.00	288	3,456.00	288	3,456.00	288	3,456.00
High School #3	288	3,456.00	288	3,456.00	288	3,456.00	288	3,801.60	288	3,991.68
Total Lane Rental Income		\$ 235,008.00		\$ 315,264.00		\$ 375,552.00		\$ 412,761.60		\$ 433,226.88
Daily User Income:										
Memberships	630	23,435.00	1257	46,127.80	1377	50,533.50	1508	62,275.98	1652	68,225.17
Day Pass	4728	23,640.00	6031	30,157.36	6608	33,039.90	7240	43,437.55	7932	47,589.45
Total Daily User Income		\$ 47,075.00		\$ 76,285.17		\$ 83,573.40		\$ 105,713.53		\$ 115,814.62
Lesson Program Income:										
Group Lessons		38,400.00		44,230.80		55,288.50		67,728.41		74,639.47
Private Lessons		38,400.00		44,230.80		57,801.61		73,508.57		81,990.33
Stroke Clinics		36,000.00		41,466.37		50,262.27		62,199.56		69,110.62
Total Lesson Program Income		\$ 112,800.00		\$ 129,927.97		\$ 163,352.39		\$ 203,436.55		\$ 225,740.43
Event Income:										
Competitions (rental)		19,000.00		19,000.00		19,000.00		19,000.00		19,000.00
Competitions (hosted)		46,000.00		66,000.00		46,000.00		66,000.00		76,000.00
Swim Camps		5,000.00		5,000.00		5,000.00		5,000.00		5,000.00
Private Events		27,000.00		38,000.00		38,000.00		38,000.00		38,000.00
Total Event Income		\$ 97,000.00		\$ 128,000.00		\$ 108,000.00		\$ 128,000.00		\$ 138,000.00
Other Income Sources:										
Sponsorships/Marketing		11,000.00		11,000.00		11,000.00		11,000.00		11,000.00
Programming (Kayak, Scuba, Etc.)	390	19,500.00	565	28,272.53	619	30,974.91	679	33,935.59	744	37,179.26
Physical Therapy		12,500.00		13,500.00		13,500.00		13,500.00		13,500.00
Fitness	245	12,250.00	377	18,848.35	413	20,649.94	452	22,623.73	496	24,786.17
Total Other Income		\$ 55,250.00		\$ 71,620.88		\$ 76,124.85		\$ 81,059.31		\$ 86,465.43
<b>TOTAL INCOME:</b>		<b>\$ 547,133.00</b>		<b>\$ 721,098.02</b>		<b>\$ 806,602.63</b>		<b>\$ 930,970.99</b>		<b>\$ 999,247.37</b>

**Idaho Competitive Aquatics, Inc.**  
**Annual Expense Summary: Years 1 - 5**

	2022	2023	2024	2025	2026
	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Staffing Expense:</b>					
Administrative	\$ 60,000.00	\$ 63,000.00	\$ 66,150.00	\$ 69,457.50	\$ 72,930.44
Support Staff	49,248.00	65,664.00	65,664.00	65,664.00	65,664.00
Lesson Staff	32,832.00	49,248.00	65,664.00	82,080.00	98,496.00
Program Staff	32,832.00	49,248.00	65,664.00	82,080.00	98,496.00
Total Staffing Expense	\$ 174,912.00	\$ 227,160.00	\$ 263,142.00	\$ 299,281.50	\$ 335,586.44
<b>Administrative Expense:</b>					
Office Expenses	3,000.00	3,150.00	3,307.50	3,472.88	3,646.52
Insurance	30,000.00	31,500.00	33,075.00	34,728.75	36,465.19
Legal & Professional	1,200.00	1,260.00	1,323.00	1,389.15	1,458.61
Total Administrative Expense	\$ 34,200.00	\$ 35,910.00	\$ 37,705.50	\$ 39,590.78	\$ 41,570.31
<b>Pool Maintenance Expense:</b>					
Chemicals	30,000.00	31,500.00	33,075.00	34,728.75	36,465.19
General Pool Maintenance	50,000.00	37,800.00	39,690.00	41,674.50	43,758.23
Repairs	6,000.00	6,300.00	6,615.00	6,945.75	7,293.04
Supplies	6,000.00	6,300.00	6,615.00	6,945.75	7,293.04
Total Pool Maintenance Expense	\$ 92,000.00	\$ 81,900.00	\$ 85,995.00	\$ 90,294.75	\$ 94,809.49
<b>Occupancy Expense:</b>					
Rent/Lease	75,000.00	78,750.00	82,687.50	86,821.88	91,162.97
Utilities	187,000.00	196,350.00	206,167.50	216,475.88	227,299.67
Building Maintenance	30,000.00	31,500.00	33,075.00	34,728.75	36,465.19
Security	3,600.00	3,780.00	3,969.00	4,167.45	4,375.82
Janitorial	6,000.00	6,300.00	6,615.00	6,945.75	7,293.04
Total Occupancy Expense	\$ 301,600.00	\$ 316,680.00	\$ 332,514.00	\$ 349,139.70	\$ 366,596.69
<b>TOTAL EXPENSES:</b>	<b>\$ 602,712.00</b>	<b>\$ 661,650.00</b>	<b>\$ 719,356.50</b>	<b>\$ 778,306.73</b>	<b>\$ 838,562.92</b>
<b>Capital Reserves:</b>					
Equipment CapEx	12,000.00	12,600.00	13,230.00	13,891.50	14,586.08
Facility Reserve	50,000.00	52,500.00	55,125.00	57,881.25	60,775.31
Total Capital Reserves	\$ 62,000.00	\$ 65,100.00	\$ 68,355.00	\$ 71,772.75	\$ 75,361.39
<b>TOTAL CASH EXPENSES</b>	<b>\$ 664,712.00</b>	<b>\$ 726,750.00</b>	<b>\$ 787,711.50</b>	<b>\$ 850,079.48</b>	<b>\$ 913,924.31</b>

**Idaho Competitive Aquatics, Inc.**  
**Event Summary**

	Per Event	2022	2023	2024	2025	2026
		Year 1	Year 2	Year 3	Year 4	Year 5
<b>Local Meets:</b>						
Swimmers/Attendees -	(2 nights)	4	6	6	6	6
Day	600	2,400	3,600	3,600	3,600	3,600
Overnight	120	480	720	720	720	720
Estimated Room Demand*	117	468	702	702	702	702
Economic Impact (Direct)*	60,012	240,048	360,072	360,072	360,072	360,072
Economic Impact (Total)*	112,325	449,300	673,950	673,950	673,950	673,950
<b>High School Meets:</b>						
Swimmers/Attendees -	(2 nights)	2	2	2	2	2
Day	600	1,200	1,200	1,200	1,200	1,200
Overnight	120	240	240	240	240	240
Estimated Room Demand*	117	234	234	234	234	234
Economic Impact (Direct)*	60,012	120,024	120,024	120,024	120,024	120,024
Economic Impact (Total)*	112,325	224,650	224,650	224,650	224,650	224,650
<b>Regional Meets:</b>						
Swimmers/Attendees -	(3 nights)	1	2	3	3	3
Day	750	750	1,500	2,250	2,250	2,250
Overnight	635	635	1,270	1,905	1,905	1,905
Estimated Room Demand*	1397	1,397	2,793	4,190	4,190	4,190
Economic Impact (Direct)*	611,106	611,106	1,222,212	1,833,318	1,833,318	1,833,318
Economic Impact (Total)*	1,144,688	1,144,688	2,289,375	3,434,063	3,434,063	3,434,063
<b>Zone/National Meets:</b>						
Swimmers/Attendees -	(2 nights)	0	1 (3 nights)	1 (5 nights)	1 (3 nights)	1 (5 nights)
Day	750	-	750	750	750	750
Overnight	718	-	718	718	718	718
Estimated Room Demand*	1052	-	1,578	2,630	1,578	2,630
Economic Impact (Direct)*	458,083	-	687,125	1,145,208	687,125	1,145,208
Economic Impact (Total)*	858,042	-	1,287,063	2,145,105	1,287,063	2,145,105
<b>Water Polo/Masters:</b>						
Swimmers/Attendees -	(2-3 nights)	2	3	3	3	3
Day	750	1,500	2,250	2,250	2,250	2,250
Overnight	635	1,270	1,905	1,905	1,905	1,905
Estimated Room Demand*	931	1,862	2,793	4,190	4,190	4,190
Economic Impact (Direct)*	407,404	814,808	1,222,212	1,833,318	1,833,318	1,833,318
Economic Impact (Total)*	763,125	1,526,250	2,289,375	3,434,063	3,434,063	3,434,063
<b>Totals:</b>						
Estimated Room Demand		9	14	15	15	15
Room Revenue @ \$125/night	3,961	495,063	1,012,500	1,493,125	1,361,625	1,493,125
Room Tax Generated	24,753	24,753	50,625	74,656	68,081	74,656
Economic Impact (Direct)	1,785,986	1,785,986	3,611,645	5,291,940	4,833,857	5,291,940
Economic Impact (Total)	3,344,888	3,344,888	6,764,413	9,911,830	9,053,788	9,911,830

\* Data provided by the Boise Convention & Visitors Bureau (CVB). Data does NOT consider pre/post event tourism by attendees.

# Idaho Competitive Aquatics, Inc.

## District Return on Investment (ROI)

	2022	2023	2024	2025	2026
	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Lease Obligation -	75,000	78,750	82,688	86,822	91,163
Room Tax Generated -	24,753	50,625	74,656	68,081	74,656
Total District Return -	99,753	129,375	157,344	154,903	165,819
Total Return on Investment (ROI):					
Investment - \$ 3,000,000	3.33%	4.31%	5.24%	5.16%	5.53%
Investment - \$ 3,500,000	2.85%	3.70%	4.50%	4.43%	4.74%
Investment - \$ 4,000,000	2.49%	3.23%	3.93%	3.87%	4.15%
Investment - \$ 4,500,000	2.22%	2.88%	3.50%	3.44%	3.68%
Investment - \$ 5,000,000	2.00%	2.59%	3.15%	3.10%	3.32%
District Current Investment ROI:	1.55%	1.55%	1.55%	1.55%	1.55%

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 1**

	Rate/Hr/Lane	January		February		March		April		May		June		July	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>															
Boise Swim Club	\$12.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00
Sawtooth Aquatic Club	\$12.00	480	5,760.00	480	5,760.00	480	5,760.00	576	6,912.00	576	6,912.00	576	6,912.00	672	8,064.00
Sawtooth Masters	\$12.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00
Boise Water Polo Club	\$12.00		-		-		-		-	192	2,304.00	192	2,304.00	192	2,304.00
High School #1	\$12.00		-		-		-		-		-		-		-
High School #2	\$12.00		-		-		-		-		-		-		-
High School #3	\$12.00		-		-		-		-		-		-		-
<b>Total Lane Rental Income</b>			<b>\$ 15,744.00</b>		<b>\$ 15,744.00</b>		<b>\$ 15,744.00</b>		<b>\$ 16,896.00</b>		<b>\$ 19,200.00</b>		<b>\$ 19,200.00</b>		<b>\$ 20,352.00</b>
<b>Daily User Income:</b>															
Memberships	\$40.00	5	200.00	10	400.00	15	600.00	25	1,000.00	35	1,400.00	45	35.00	55	2,200.00
Day Pass	\$5.00	120	600.00	168	840.00	240	1,200.00	288	1,440.00	360	1,800.00	432	2,160.00	600	3,000.00
<b>Total Daily User Income</b>			<b>\$ 800.00</b>		<b>\$ 1,240.00</b>		<b>\$ 1,800.00</b>		<b>\$ 2,440.00</b>		<b>\$ 3,200.00</b>		<b>\$ 2,195.00</b>		<b>\$ 5,200.00</b>
<b>Lesson Program Income:</b>															
Group Lessons	\$20.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00
Private Lessons	\$40.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00
Stroke Clinics	\$50.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00
<b>Total Lesson Program Income</b>			<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>
<b>Event Income:</b>															
Competitions (rental)	Varies		2,000.00		2,000.00		-		2,000.00		2,000.00		2,000.00		5,000.00
Competitions (hosted)	Varies		-		-		20,000.00		-		-		-		-
Swim Camps	Varies		-		-		-		-		-		-		5,000.00
Private Events	Varies		-		-		2,000.00		2,000.00		3,000.00		3,000.00		4,000.00
<b>Total Event Income</b>			<b>\$ 2,000.00</b>		<b>\$ 2,000.00</b>		<b>\$ 22,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 14,000.00</b>
<b>Other Income Sources:</b>															
Sponsorships/Marketing	Varies		500.00		500.00		1,500.00		500.00		1,000.00		1,000.00		1,000.00
Programming (Kayak, Scuba, Etc.)	Varies	20	1,000.00	20	1,000.00	25	1,250.00	25	1,250.00	30	1,500.00	30	1,500.00	35	1,750.00
Physical Therapy	Varies		500.00		500.00		500.00		1,000.00		1,000.00		1,000.00		1,000.00
Fitness	Varies	10	500.00	10	500.00	15	750.00	15	750.00	20	1,000.00	20	1,000.00	20	1,000.00
<b>Total Other Income</b>			<b>\$ 2,500.00</b>		<b>\$ 2,500.00</b>		<b>\$ 4,000.00</b>		<b>\$ 3,500.00</b>		<b>\$ 4,500.00</b>		<b>\$ 4,500.00</b>		<b>\$ 4,750.00</b>
<b>TOTAL INCOME:</b>			<b>\$ 30,444.00</b>		<b>\$ 30,884.00</b>		<b>\$ 52,944.00</b>		<b>\$ 36,236.00</b>		<b>\$ 41,300.00</b>		<b>\$ 40,295.00</b>		<b>\$ 53,702.00</b>



**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 1**

	Rate/Hr/Lane	September		October		November				Units		Rent	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>													
Boise Swim Club	\$12.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	672	\$ 8,064.00	8064	\$ 96,768.00
Sawtooth Aquatic Club	\$12.00	672	8,064.00	672	8,064.00	672	8,064.00	672	8,064.00	672	8,064.00	7200	86,400.00
Sawtooth Masters	\$12.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	1920	23,040.00
Boise Water Polo Club	\$12.00	192	2,304.00	192	2,304.00	192	2,304.00	192	2,304.00	192	2,304.00	1536	18,432.00
High School #1	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #2	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #3	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
<b>Total Lane Rental Income</b>			<b>\$ 23,808.00</b>		<b>\$ 23,808.00</b>		<b>\$ 23,808.00</b>		<b>\$ 20,352.00</b>		<b>\$ 20,352.00</b>		<b>\$ 235,008.00</b>
<b>Daily User Income:</b>													
Memberships	\$40.00	70	2,800.00	80	3,200.00	90	3,600.00	100	4,000.00	100	4,000.00	630	23,435.00
Day Pass	\$5.00	600	3,000.00	480	2,400.00	480	2,400.00	480	2,400.00	480	2,400.00	4728	23,640.00
<b>Total Daily User Income</b>			<b>\$ 5,800.00</b>		<b>\$ 5,600.00</b>		<b>\$ 6,000.00</b>		<b>\$ 6,400.00</b>		<b>\$ 6,400.00</b>		<b>\$ 47,075.00</b>
<b>Lesson Program Income:</b>													
Group Lessons	\$20.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00	160	3,200.00		38,400.00
Private Lessons	\$40.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00	80	3,200.00		38,400.00
Stroke Clinics	\$50.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00	60	3,000.00		36,000.00
<b>Total Lesson Program Income</b>			<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 9,400.00</b>		<b>\$ 112,800.00</b>
<b>Event Income:</b>													
Competitions (rental)	Varies		-		-		-		2,000.00		2,000.00		19,000.00
Competitions (hosted)	Varies		20,000.00		3,000.00		3,000.00		-		-		46,000.00
Swim Camps	Varies		-		-		-		-		-		5,000.00
Private Events	Varies		4,000.00		3,000.00		2,000.00		2,000.00		2,000.00		27,000.00
<b>Total Event Income</b>			<b>\$ 24,000.00</b>		<b>\$ 6,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 97,000.00</b>
<b>Other Income Sources:</b>													
Sponsorships/Marketing	Varies		1,500.00		1,000.00		1,000.00		1,000.00		500.00		11,000.00
Programming (Kayak, Scuba, Etc.)	Varies	35	1,750.00	40	2,000.00	40	2,000.00	45	2,250.00	45	2,250.00	390	19,500.00
Physical Therapy	Varies		1,000.00		1,500.00		1,500.00		1,500.00		1,500.00		12,500.00
Fitness	Varies	25	1,250.00	25	1,250.00	25	1,250.00	30	1,500.00	30	1,500.00	245	12,250.00
<b>Total Other Income</b>			<b>\$ 5,500.00</b>		<b>\$ 5,750.00</b>		<b>\$ 5,750.00</b>		<b>\$ 6,250.00</b>		<b>\$ 5,750.00</b>		<b>\$ 55,250.00</b>
<b>TOTAL INCOME:</b>			<b>\$ 68,508.00</b>		<b>\$ 50,558.00</b>		<b>\$ 49,958.00</b>		<b>\$ 46,402.00</b>		<b>\$ 45,902.00</b>		<b>\$ 547,133.00</b>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Expense Budget - Year 1**

		January	February	March	April	May	June	July
Staffing Expense:	FTEs							
Administrative	1	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Support Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00
Lesson Staff	2	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00
Program Staff	2	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00
Total Staffing Expense		\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00
Administrative Expense:								
Office Expenses		250.00	250.00	250.00	250.00	250.00	250.00	250.00
Insurance		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Legal & Professional		-	-	300.00	-	-	300.00	-
Total Administrative Expense		\$ 2,750.00	\$ 2,750.00	\$ 3,050.00	\$ 2,750.00	\$ 2,750.00	\$ 3,050.00	\$ 2,750.00
Pool Maintenance Expense:								
Chemicals		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
General Pool Maintenance		4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67
Repairs		500.00	500.00	500.00	500.00	500.00	500.00	500.00
Supplies		500.00	500.00	500.00	500.00	500.00	500.00	500.00
Total Pool Maintenance Expense		\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67
Occupancy Expense:								
Rent/Lease		6,250.00	6,250.00	6,250.00	6,250.00	6,250.00	6,250.00	6,250.00
Utilities		18,000.00	18,000.00	16,000.00	15,000.00	12,000.00	12,000.00	18,000.00
Building Maintenance		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Security		300.00	300.00	300.00	300.00	300.00	300.00	300.00
Janitorial		500.00	500.00	500.00	500.00	500.00	500.00	500.00
Total Occupancy Expense		\$ 27,550.00	\$ 27,550.00	\$ 25,550.00	\$ 24,550.00	\$ 21,550.00	\$ 21,550.00	\$ 27,550.00
TOTAL EXPENSES:		\$ 52,542.67	\$ 52,542.67	\$ 50,842.67	\$ 49,542.67	\$ 46,542.67	\$ 46,842.67	\$ 52,542.67
Capital Reserves:								
Equipment CapEx		1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
Facility Reserve		4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67
Total Capital Reserves		\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67
TOTAL CASH EXPENSES		\$ 57,709.33	\$ 57,709.33	\$ 56,009.33	\$ 54,709.33	\$ 51,709.33	\$ 52,009.33	\$ 57,709.33

**Idaho Competitive Aquatics, Inc**  
**Monthly Expense Budget - Year 1**

		August	September	October	November	December	Total
Staffing Expense:	<u>FTEs</u>						
Administrative	1	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 60,000.00
Support Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	49,248.00
Lesson Staff	2	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	32,832.00
Program Staff	2	2,736.00	2,736.00	2,736.00	2,736.00	2,736.00	32,832.00
Total Staffing Expense		\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 14,576.00	\$ 174,912.00
Administrative Expense:							
Office Expenses		250.00	250.00	250.00	250.00	250.00	3,000.00
Insurance		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
Legal & Professional		-	300.00	-	-	300.00	1,200.00
Total Administrative Expense		\$ 2,750.00	\$ 3,050.00	\$ 2,750.00	\$ 2,750.00	\$ 3,050.00	\$ 34,200.00
Pool Maintenance Expense:							
Chemicals		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
General Pool Maintenance		4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	50,000.00
Repairs		500.00	500.00	500.00	500.00	500.00	6,000.00
Supplies		500.00	500.00	500.00	500.00	500.00	6,000.00
Total Pool Maintenance Expense		\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 7,666.67	\$ 92,000.00
Occupancy Expense:							
Rent/Lease		6,250.00	6,250.00	6,250.00	6,250.00	6,250.00	75,000.00
Utilities		18,000.00	12,000.00	15,000.00	15,000.00	18,000.00	187,000.00
Building Maintenance		2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
Security		300.00	300.00	300.00	300.00	300.00	3,600.00
Janitorial		500.00	500.00	500.00	500.00	500.00	6,000.00
Total Occupancy Expense		\$ 27,550.00	\$ 21,550.00	\$ 24,550.00	\$ 24,550.00	\$ 27,550.00	\$ 301,600.00
TOTAL EXPENSES:		\$ 52,542.67	\$ 46,842.67	\$ 49,542.67	\$ 49,542.67	\$ 52,842.67	\$ 602,712.00
Capital Reserves:							
Equipment CapEx		1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Facility Reserve		4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	50,000.00
Total Capital Reserves		\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 5,166.67	\$ 62,000.00
TOTAL CASH EXPENSES		\$ 57,709.33	\$ 52,009.33	\$ 54,709.33	\$ 54,709.33	\$ 58,009.33	\$ 664,712.00

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 2**

	Rate/Hr/Lane	January		February		March		April		May		June		July	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>															
Boise Swim Club	\$12.00	768	\$ 9,216.00	768	\$ 9,216.00	768	\$ 9,216.00	768	\$ 9,216.00	864	\$ 10,368.00	864	\$ 10,368.00	864	\$ 10,368.00
Sawtooth Aquatic Club	\$12.00	768	9,216.00	768	9,216.00	768	9,216.00	768	9,216.00	864	10,368.00	864	10,368.00	864	10,368.00
Sawtooth Masters	\$12.00	160	1,920.00	160	1,920.00	160	1,920.00	160	1,920.00	200	2,400.00	200	2,400.00	200	2,400.00
Boise Water Polo Club	\$12.00	192	2,304.00	192	2,304.00	192	2,304.00	192	2,304.00	256	3,072.00	256	3,072.00	256	3,072.00
High School #1	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #2	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #3	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Lane Rental Income</b>			<b>\$ 22,656.00</b>		<b>\$ 22,656.00</b>		<b>\$ 22,656.00</b>		<b>\$ 22,656.00</b>		<b>\$ 26,208.00</b>		<b>\$ 26,208.00</b>		<b>\$ 26,208.00</b>
<b>Daily User Income:</b>															
Memberships	\$40.00	100	4,000.00	101	4,033.33	102	4,066.94	103	4,100.84	103	4,135.01	104	35.00	105	4,204.21
Day Pass	\$5.00	480	2,400.00	484	2,420.00	488	2,440.17	492	2,460.50	496	2,481.01	500	2,501.68	505	2,522.53
<b>Total Daily User Income</b>			<b>\$ 6,400.00</b>		<b>\$ 6,453.33</b>		<b>\$ 6,507.11</b>		<b>\$ 6,561.34</b>		<b>\$ 6,616.01</b>		<b>\$ 2,536.68</b>		<b>\$ 6,726.74</b>
<b>Lesson Program Income:</b>															
Group Lessons	\$20.00	176	3,520.00	177	3,549.33	179	3,578.91	180	3,608.74	182	3,638.81	183	3,669.13	185	3,699.71
Private Lessons	\$40.00	88	3,520.00	89	3,549.33	89	3,578.91	90	3,608.74	91	3,638.81	92	3,669.13	92	3,699.71
Stroke Clinics	\$50.00	66	3,300.00	67	3,327.50	67	3,355.23	68	3,383.19	68	3,411.38	69	3,439.81	69	3,468.48
<b>Total Lesson Program Income</b>			<b>\$ 10,340.00</b>		<b>\$ 10,426.17</b>		<b>\$ 10,513.05</b>		<b>\$ 10,600.66</b>		<b>\$ 10,689.00</b>		<b>\$ 10,778.07</b>		<b>\$ 10,867.89</b>
<b>Event Income:</b>															
Competitions (rental)	Varies		2,000.00		2,000.00		-		2,000.00		2,000.00		2,000.00		5,000.00
Competitions (hosted)	Varies		-		-		30,000.00		-		-		-		-
Swim Camps	Varies		-		-		-		-		-		-		5,000.00
Private Events	Varies		2,000.00		-		2,000.00		2,000.00		3,000.00		6,000.00		7,000.00
<b>Total Event Income</b>			<b>\$ 4,000.00</b>		<b>\$ 2,000.00</b>		<b>\$ 32,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 8,000.00</b>		<b>\$ 17,000.00</b>
<b>Other Income Sources:</b>															
Sponsorships/Marketing	Varies		500.00		500.00		1,500.00		500.00		1,000.00		1,000.00		1,000.00
Programming (Kayak, Scuba, Etc.)	Varies	45	2,250.00	45	2,268.75	46	2,287.66	46	2,306.72	47	2,325.94	47	2,345.33	47	2,364.87
Physical Therapy	Varies		1,500.00		500.00		500.00		1,000.00		1,000.00		1,000.00		1,000.00
Fitness	Varies	30	1,500.00	30	1,512.50	31	1,525.10	31	1,537.81	31	1,550.63	31	1,563.55	32	1,576.58
<b>Total Other Income</b>			<b>\$ 5,750.00</b>		<b>\$ 4,781.25</b>		<b>\$ 5,812.76</b>		<b>\$ 5,344.53</b>		<b>\$ 5,876.57</b>		<b>\$ 5,908.88</b>		<b>\$ 5,941.45</b>
<b>TOTAL INCOME:</b>			<b>\$ 49,146.00</b>		<b>\$ 46,316.75</b>		<b>\$ 77,488.92</b>		<b>\$ 49,162.53</b>		<b>\$ 54,389.59</b>		<b>\$ 53,431.63</b>		<b>\$ 66,744.08</b>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 2**

		September		October		November				Units		Rent	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
Lane Rental Income:	Rate/Hr/Lane												
Boise Swim Club	\$12.00	864	\$ 10,368.00	864	\$ 10,368.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	10272	\$ 123,264.00
Sawtooth Aquatic Club	\$12.00	864	10,368.00	864	10,368.00	960	11,520.00	960	11,520.00	960	11,520.00	10272	123,264.00
Sawtooth Masters	\$12.00	200	2,400.00	200	2,400.00	200	2,400.00	200	2,400.00	200	2,400.00	2240	26,880.00
Boise Water Polo Club	\$12.00	256	3,072.00	256	3,072.00	192	2,304.00	192	2,304.00	192	2,304.00	2624	31,488.00
High School #1	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #2	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #3	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
Total Lane Rental Income			\$ 29,664.00		\$ 29,664.00		\$ 31,200.00		\$ 27,744.00		\$ 27,744.00		\$ 315,264.00
Daily User Income:	Rate/Unit												
Memberships	\$40.00	106	4,239.25	107	4,274.58	108	4,310.20	109	4,346.12	110	4,382.33	1256.6	46,127.80
Day Pass	\$5.00	509	2,543.55	513	2,564.75	517	2,586.12	522	2,607.67	526	2,629.40	6031.5	30,157.36
Total Daily User Income			\$ 6,782.80		\$ 6,839.32		\$ 6,896.32		\$ 6,953.78		\$ 7,011.73		\$ 76,285.17
Lesson Program Income:	Rate/Lesson												
Group Lessons	\$20.00	187	3,730.54	188	3,761.63	190	3,792.97	191	3,824.58	193	3,856.45		44,230.80
Private Lessons	\$40.00	93	3,730.54	94	3,761.63	95	3,792.97	96	3,824.58	96	3,856.45		44,230.80
Stroke Clinics	\$50.00	70	3,497.38	71	3,526.52	71	3,555.91	72	3,585.55	72	3,615.42		41,466.37
Total Lesson Program Income			\$ 10,958.46		\$ 11,049.78		\$ 11,141.86		\$ 11,234.71		\$ 11,328.33		\$ 129,927.97
Event Income:													
Competitions (rental)	Varies		-		-		-		2,000.00		2,000.00		19,000.00
Competitions (hosted)	Varies		30,000.00		3,000.00		3,000.00		-		-		66,000.00
Swim Camps	Varies		-		-		-		-		-		5,000.00
Private Events	Varies		7,000.00		3,000.00		2,000.00		2,000.00		2,000.00		38,000.00
Total Event Income			\$ 37,000.00		\$ 6,000.00		\$ 5,000.00		\$ 4,000.00		\$ 4,000.00		\$ 128,000.00
Other Income Sources:													
Sponsorships/Marketing	Varies		1,500.00		1,000.00		1,000.00		1,000.00		500.00		11,000.00
Programming (Kayak, Scuba, Etc.)	Varies	48	2,384.58	48	2,404.45	48	2,424.49	49	2,444.69	49	2,465.06	565.45	28,272.53
Physical Therapy	Varies		1,000.00		1,500.00		1,500.00		1,500.00		1,500.00		13,500.00
Fitness	Varies	32	1,589.72	32	1,602.97	32	1,616.32	33	1,629.79	33	1,643.37	376.97	18,848.35
Total Other Income			\$ 6,474.30		\$ 6,507.41		\$ 6,540.81		\$ 6,574.48		\$ 6,108.44		\$ 71,620.88
<b>TOTAL INCOME:</b>			<u>\$ 90,879.55</u>		<u>\$ 60,060.51</u>		<u>\$ 60,778.98</u>		<u>\$ 56,506.98</u>		<u>\$ 56,192.50</u>		<u>\$ 721,098.02</u>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Expense Budget - Year 2**

		January	February	March	April	May	June	July
Staffing Expense:	FTEs							
Administrative	1	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Lesson Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00
Program Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00
Total Staffing Expense		\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00
Administrative Expense:								
Office Expenses		262.50	262.50	262.50	262.50	262.50	262.50	262.50
Insurance		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00
Legal & Professional		-	-	315.00	-	-	315.00	-
Total Administrative Expense		\$ 2,887.50	\$ 2,887.50	\$ 3,202.50	\$ 2,887.50	\$ 2,887.50	\$ 3,202.50	\$ 2,887.50
Pool Maintenance Expense:								
Chemicals		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00
General Pool Maintenance		3,150.00	3,150.00	3,150.00	3,150.00	3,150.00	3,150.00	3,150.00
Repairs		525.00	525.00	525.00	525.00	525.00	525.00	525.00
Supplies		525.00	525.00	525.00	525.00	525.00	525.00	525.00
Total Pool Maintenance Expense		\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00
Occupancy Expense:								
Rent/Lease		6,562.50	6,562.50	6,562.50	6,562.50	6,562.50	6,562.50	6,562.50
Utilities		18,900.00	18,900.00	16,800.00	15,750.00	12,600.00	12,600.00	18,900.00
Building Maintenance		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	2,625.00
Security		315.00	315.00	315.00	315.00	315.00	315.00	315.00
Janitorial		525.00	525.00	525.00	525.00	525.00	525.00	525.00
Total Occupancy Expense		\$ 28,927.50	\$ 28,927.50	\$ 26,827.50	\$ 25,777.50	\$ 22,627.50	\$ 22,627.50	\$ 28,927.50
TOTAL EXPENSES:		\$ 57,570.00	\$ 57,570.00	\$ 55,785.00	\$ 54,420.00	\$ 51,270.00	\$ 51,585.00	\$ 57,570.00
Capital Reserves:								
Equipment CapEx		1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00
Facility Reserve		4,375.00	4,375.00	4,375.00	4,375.00	4,375.00	4,375.00	4,375.00
Total Capital Reserves		\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00
TOTAL CASH EXPENSES		\$ 62,995.00	\$ 62,995.00	\$ 61,210.00	\$ 59,845.00	\$ 56,695.00	\$ 57,010.00	\$ 62,995.00

**Idaho Competitive Aquatics, Inc**  
**Monthly Expense Budget - Year 2**

		August	September	October	November	December	Total
Staffing Expense:	<u>FTEs</u>						
Administrative	1	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 5,250.00	\$ 63,000.00
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Lesson Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	49,248.00
Program Staff	3	4,104.00	4,104.00	4,104.00	4,104.00	4,104.00	49,248.00
Total Staffing Expense		\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 18,930.00	\$ 227,160.00
Administrative Expense:							
Office Expenses		262.50	262.50	262.50	262.50	262.50	3,150.00
Insurance		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	31,500.00
Legal & Professional		-	315.00	-	-	315.00	1,260.00
Total Administrative Expense		\$ 2,887.50	\$ 3,202.50	\$ 2,887.50	\$ 2,887.50	\$ 3,202.50	\$ 35,910.00
Pool Maintenance Expense:							
Chemicals		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	31,500.00
General Pool Maintenance		3,150.00	3,150.00	3,150.00	3,150.00	3,150.00	37,800.00
Repairs		525.00	525.00	525.00	525.00	525.00	6,300.00
Supplies		525.00	525.00	525.00	525.00	525.00	6,300.00
Total Pool Maintenance Expense		\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 6,825.00	\$ 81,900.00
Occupancy Expense:							
Rent/Lease		6,562.50	6,562.50	6,562.50	6,562.50	6,562.50	78,750.00
Utilities		18,900.00	12,600.00	15,750.00	15,750.00	18,900.00	196,350.00
Building Maintenance		2,625.00	2,625.00	2,625.00	2,625.00	2,625.00	31,500.00
Security		315.00	315.00	315.00	315.00	315.00	3,780.00
Janitorial		525.00	525.00	525.00	525.00	525.00	6,300.00
Total Occupancy Expense		\$ 28,927.50	\$ 22,627.50	\$ 25,777.50	\$ 25,777.50	\$ 28,927.50	\$ 316,680.00
TOTAL EXPENSES:		\$ 57,570.00	\$ 51,585.00	\$ 54,420.00	\$ 54,420.00	\$ 57,885.00	\$ 661,650.00
Capital Reserves:							
Equipment CapEx		1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	12,600.00
Facility Reserve		4,375.00	4,375.00	4,375.00	4,375.00	4,375.00	52,500.00
Total Capital Reserves		\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 5,425.00	\$ 65,100.00
TOTAL CASH EXPENSES		\$ 62,995.00	\$ 57,010.00	\$ 59,845.00	\$ 59,845.00	\$ 63,310.00	\$ 726,750.00

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 3**

	Rate/Hr/Lane	January		February		March		April		May		June		July	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>															
Boise Swim Club	\$12.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00
Sawtooth Aquatic Club	\$12.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	1080	12,960.00
Sawtooth Masters	\$12.00	240	2,880.00	240	2,880.00	240	2,880.00	240	2,880.00	240	2,880.00	240	2,880.00	240	2,880.00
Boise Water Polo Club	\$12.00	256	3,072.00	256	3,072.00	256	3,072.00	256	3,072.00	256	3,072.00	256	3,072.00	256	3,072.00
High School #1	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #2	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #3	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Lane Rental Income</b>			<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>		<b>\$ 30,432.00</b>
<b>Daily User Income:</b>															
Memberships	\$40.00	110	4,382.33	110	4,418.85	111	4,455.68	112	4,492.81	113	4,530.25	114	35.00	115	4,606.07
Day Pass	\$5.00	526	2,629.40	530	2,651.31	535	2,673.41	539	2,695.68	544	2,718.15	548	2,740.80	553	2,763.64
<b>Total Daily User Income</b>			<b>\$ 7,011.73</b>		<b>\$ 7,070.16</b>		<b>\$ 7,129.08</b>		<b>\$ 7,188.49</b>		<b>\$ 7,248.39</b>		<b>\$ 2,775.80</b>		<b>\$ 7,369.70</b>
<b>Lesson Program Income:</b>															
Group Lessons	\$20.00	220	4,400.00	222	4,436.67	224	4,473.64	226	4,510.92	227	4,548.51	229	4,586.41	231	4,624.63
Private Lessons	\$40.00	115	4,600.00	116	4,638.33	117	4,676.99	118	4,715.96	119	4,755.26	120	4,794.89	121	4,834.85
Stroke Clinics	\$50.00	80	4,000.00	81	4,033.33	81	4,066.94	82	4,100.84	83	4,135.01	83	4,169.47	84	4,204.21
<b>Total Lesson Program Income</b>			<b>\$ 13,000.00</b>		<b>\$ 13,108.33</b>		<b>\$ 13,217.57</b>		<b>\$ 13,327.72</b>		<b>\$ 13,438.78</b>		<b>\$ 13,550.77</b>		<b>\$ 13,663.69</b>
<b>Event Income:</b>															
Competitions (rental)	Varies		2,000.00		2,000.00		-		2,000.00		2,000.00		2,000.00		5,000.00
Competitions (hosted)	Varies		-		-		20,000.00		-		-		-		-
Swim Camps	Varies		-		-		-		-		-		-		5,000.00
Private Events	Varies		2,000.00		-		2,000.00		2,000.00		3,000.00		6,000.00		7,000.00
<b>Total Event Income</b>			<b>\$ 4,000.00</b>		<b>\$ 2,000.00</b>		<b>\$ 22,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 8,000.00</b>		<b>\$ 17,000.00</b>
<b>Other Income Sources:</b>															
Sponsorships/Marketing	Varies		500.00		500.00		1,500.00		500.00		1,000.00		1,000.00		1,000.00
Programming (Kayak, Scuba, Etc.)	Varies	49	2,465.06	50	2,485.60	50	2,506.32	51	2,527.20	51	2,548.26	51	2,569.50	52	2,590.91
Physical Therapy	Varies		1,500.00		500.00		500.00		1,000.00		1,000.00		1,000.00		1,000.00
Fitness	Varies	33	1,643.37	33	1,657.07	33	1,670.88	34	1,684.80	34	1,698.84	34	1,713.00	35	1,727.27
<b>Total Other Income</b>			<b>\$ 6,108.44</b>		<b>\$ 5,142.67</b>		<b>\$ 6,177.20</b>		<b>\$ 5,712.01</b>		<b>\$ 6,247.11</b>		<b>\$ 6,282.50</b>		<b>\$ 6,318.19</b>
<b>TOTAL INCOME:</b>			<b>\$ 60,552.17</b>		<b>\$ 57,753.17</b>		<b>\$ 78,955.85</b>		<b>\$ 60,660.21</b>		<b>\$ 62,366.28</b>		<b>\$ 61,041.07</b>		<b>\$ 74,783.58</b>



**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 3**

		September		October		November				Totals	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
Lane Rental Income:	Rate/Hr/Lane										
Boise Swim Club	\$12.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	960	\$ 11,520.00	11520	\$ 138,240.00
Sawtooth Aquatic Club	\$12.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	1080	12,960.00	12960	155,520.00
Sawtooth Masters	\$12.00	240	2,880.00	240	2,880.00	240	2,880.00	240	2,880.00	2880	34,560.00
Boise Water Polo Club	\$12.00	256	3,072.00	256	3,072.00	256	3,072.00	256	3,072.00	3072	36,864.00
High School #1	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	288	3,456.00
High School #2	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	288	3,456.00
High School #3	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	288	3,456.00
Total Lane Rental Income			\$ 33,888.00		\$ 33,888.00		\$ 33,888.00		\$ 30,432.00		\$ 375,552.00
Daily User Income:	Rate/Unit										
Memberships	\$40.00	116	4,644.45	117	4,683.15	118	4,722.18	119	4,761.53	120	4,801.21
Day Pass	\$5.00	557	2,786.67	562	2,809.89	567	2,833.31	571	2,856.92	576	2,880.73
Total Daily User Income			\$ 7,431.12		\$ 7,493.04		\$ 7,555.49		\$ 7,618.45		\$ 7,681.94
Lesson Program Income:	Rate/Lesson										
Group Lessons	\$20.00	233	4,663.17	235	4,702.03	237	4,741.22	239	4,780.73	241	4,820.57
Private Lessons	\$40.00	122	4,875.14	123	4,915.76	124	4,956.73	125	4,998.03	126	5,039.68
Stroke Clinics	\$50.00	85	4,239.25	85	4,274.58	86	4,310.20	87	4,346.12	88	4,382.33
Total Lesson Program Income			\$ 13,777.56		\$ 13,892.37		\$ 14,008.14		\$ 14,124.87		\$ 14,242.58
Event Income:											
Competitions (rental)	Varies		-		-		-		2,000.00		2,000.00
Competitions (hosted)	Varies		20,000.00		3,000.00		3,000.00		-		-
Swim Camps	Varies		-		-		-		-		-
Private Events	Varies		7,000.00		3,000.00		2,000.00		2,000.00		2,000.00
Total Event Income			\$ 27,000.00		\$ 6,000.00		\$ 5,000.00		\$ 4,000.00		\$ 4,000.00
Other Income Sources:											
Sponsorships/Marketing	Varies		1,500.00		1,000.00		1,000.00		1,000.00		500.00
Programming (Kayak, Scuba, Etc.)	Varies	52	2,612.50	53	2,634.27	53	2,656.23	54	2,678.36	54	2,700.68
Physical Therapy	Varies		1,000.00		1,500.00		1,500.00		1,500.00		1,500.00
Fitness	Varies	35	1,741.67	35	1,756.18	35	1,770.82	36	1,785.57	36	1,800.45
Total Other Income			\$ 6,854.17		\$ 6,890.46		\$ 6,927.04		\$ 6,963.94		\$ 6,501.13
TOTAL INCOME:			\$ 88,950.85		\$ 68,163.87		\$ 67,378.67		\$ 63,139.26		\$ 62,857.65
											\$ 806,602.63

**Idaho Competitive Aquatics, Inc.**  
**Monthly Expense Budget - Year 3**

		January	February	March	April	May	June	July
Staffing Expense:	FTEs							
Administrative	1	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Lesson Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Program Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Total Staffing Expense		\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50
Administrative Expense:								
Office Expenses		275.63	275.63	275.63	275.63	275.63	275.63	275.63
Insurance		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25
Legal & Professional		-	-	330.75	-	-	330.75	-
Total Administrative Expense		\$ 3,031.88	\$ 3,031.88	\$ 3,362.63	\$ 3,031.88	\$ 3,031.88	\$ 3,362.63	\$ 3,031.88
Pool Maintenance Expense:								
Chemicals		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25
General Pool Maintenance		3,307.50	3,307.50	3,307.50	3,307.50	3,307.50	3,307.50	3,307.50
Repairs		551.25	551.25	551.25	551.25	551.25	551.25	551.25
Supplies		551.25	551.25	551.25	551.25	551.25	551.25	551.25
Total Pool Maintenance Expense		\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25
Occupancy Expense:								
Rent/Lease		6,890.63	6,890.63	6,890.63	6,890.63	6,890.63	6,890.63	6,890.63
Utilities		19,845.00	19,845.00	17,640.00	16,537.50	13,230.00	13,230.00	19,845.00
Building Maintenance		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	2,756.25
Security		330.75	330.75	330.75	330.75	330.75	330.75	330.75
Janitorial		551.25	551.25	551.25	551.25	551.25	551.25	551.25
Total Occupancy Expense		\$ 30,373.88	\$ 30,373.88	\$ 28,168.88	\$ 27,066.38	\$ 23,758.88	\$ 23,758.88	\$ 30,373.88
TOTAL EXPENSES:		\$ 62,500.50	\$ 62,500.50	\$ 60,626.25	\$ 59,193.00	\$ 55,885.50	\$ 56,216.25	\$ 62,500.50
Capital Reserves:								
Equipment CapEx		1,102.50	1,102.50	1,102.50	1,102.50	1,102.50	1,102.50	1,102.50
Facility Reserve		4,593.75	4,593.75	4,593.75	4,593.75	4,593.75	4,593.75	4,593.75
Total Capital Reserves		\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25
TOTAL CASH EXPENSES		\$ 68,196.75	\$ 68,196.75	\$ 66,322.50	\$ 64,889.25	\$ 61,581.75	\$ 61,912.50	\$ 68,196.75

**Idaho Competitive Aquatics, Inc**  
**Monthly Expense Budget - Year 3**

		August	September	October	November	December	Total
Staffing Expense:	<u>FTEs</u>						
Administrative	1	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 5,512.50	\$ 66,150.00
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Lesson Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Program Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Total Staffing Expense		\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 21,928.50	\$ 263,142.00
Administrative Expense:							
Office Expenses		275.63	275.63	275.63	275.63	275.63	3,307.50
Insurance		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	33,075.00
Legal & Professional		-	330.75	-	-	330.75	1,323.00
Total Administrative Expense		\$ 3,031.88	\$ 3,362.63	\$ 3,031.88	\$ 3,031.88	\$ 3,362.63	\$ 37,705.50
Pool Maintenance Expense:							
Chemicals		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	33,075.00
General Pool Maintenance		3,307.50	3,307.50	3,307.50	3,307.50	3,307.50	39,690.00
Repairs		551.25	551.25	551.25	551.25	551.25	6,615.00
Supplies		551.25	551.25	551.25	551.25	551.25	6,615.00
Total Pool Maintenance Expense		\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 7,166.25	\$ 85,995.00
Occupancy Expense:							
Rent/Lease		6,890.63	6,890.63	6,890.63	6,890.63	6,890.63	82,687.50
Utilities		19,845.00	13,230.00	16,537.50	16,537.50	19,845.00	206,167.50
Building Maintenance		2,756.25	2,756.25	2,756.25	2,756.25	2,756.25	33,075.00
Security		330.75	330.75	330.75	330.75	330.75	3,969.00
Janitorial		551.25	551.25	551.25	551.25	551.25	6,615.00
Total Occupancy Expense		\$ 30,373.88	\$ 23,758.88	\$ 27,066.38	\$ 27,066.38	\$ 30,373.88	\$ 332,514.00
TOTAL EXPENSES:		\$ 62,500.50	\$ 56,216.25	\$ 59,193.00	\$ 59,193.00	\$ 62,831.25	\$ 719,356.50
Capital Reserves:							
Equipment CapEx		1,102.50	1,102.50	1,102.50	1,102.50	1,102.50	13,230.00
Facility Reserve		4,593.75	4,593.75	4,593.75	4,593.75	4,593.75	55,125.00
Total Capital Reserves		\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 5,696.25	\$ 68,355.00
TOTAL CASH EXPENSES		\$ 68,196.75	\$ 61,912.50	\$ 64,889.25	\$ 64,889.25	\$ 68,527.50	\$ 787,711.50

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 4**

	Rate/Hr/Lane	January		February		March		April		May		June		July	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>															
Boise Swim Club	\$13.20	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00
Sawtooth Aquatic Club	\$13.20	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00
Sawtooth Masters	\$13.20	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00
Boise Water Polo Club	\$13.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20
High School #1	\$13.20	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #2	\$12.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-
High School #3	\$13.20	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Lane Rental Income</b>			<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>		<b>\$ 33,475.20</b>
<b>Daily User Income:</b>															
Memberships	\$45.00	120	5,401.36	121	5,446.37	122	5,491.76	123	5,537.52	124	5,583.67	125	35.00	126	5,677.12
Day Pass	\$6.00	576	3,456.87	581	3,485.68	586	3,514.73	591	3,544.02	596	3,573.55	601	3,603.33	606	3,633.36
<b>Total Daily User Income</b>			<b>\$ 8,858.23</b>		<b>\$ 8,932.05</b>		<b>\$ 9,006.49</b>		<b>\$ 9,081.54</b>		<b>\$ 9,157.22</b>		<b>\$ 3,638.33</b>		<b>\$ 9,310.48</b>
<b>Lesson Program Income:</b>															
Group Lessons	\$22.00	245	5,390.00	247	5,434.92	249	5,480.21	251	5,525.88	253	5,571.93	255	5,618.36	258	5,665.18
Private Lessons	\$45.00	130	5,850.00	131	5,898.75	132	5,947.91	133	5,997.47	134	6,047.45	136	6,097.85	137	6,148.66
Stroke Clinics	\$55.00	90	4,950.00	91	4,991.25	92	5,032.84	92	5,074.78	93	5,117.07	94	5,159.72	95	5,202.71
<b>Total Lesson Program Income</b>			<b>\$ 16,190.00</b>		<b>\$ 16,324.92</b>		<b>\$ 16,460.96</b>		<b>\$ 16,598.13</b>		<b>\$ 16,736.45</b>		<b>\$ 16,875.92</b>		<b>\$ 17,016.55</b>
<b>Event Income:</b>															
Competitions (rental)	Varies		2,000.00		2,000.00		-		2,000.00		2,000.00		2,000.00		5,000.00
Competitions (hosted)	Varies		-		-		30,000.00		-		-		-		-
Swim Camps	Varies		-		-		-		-		-		-		5,000.00
Private Events	Varies		2,000.00		-		2,000.00		2,000.00		3,000.00		6,000.00		7,000.00
<b>Total Event Income</b>			<b>\$ 4,000.00</b>		<b>\$ 2,000.00</b>		<b>\$ 32,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 8,000.00</b>		<b>\$ 17,000.00</b>
<b>Other Income Sources:</b>															
Sponsorships/Marketing	Varies		500.00		500.00		1,500.00		500.00		1,000.00		1,000.00		1,000.00
Programming (Kayak, Scuba, Etc.)	Varies	54	2,700.68	54	2,723.19	55	2,745.88	55	2,768.76	56	2,791.84	56	2,815.10	57	2,838.56
Physical Therapy	Varies		1,500.00		500.00		500.00		1,000.00		1,000.00		1,000.00		1,000.00
Fitness	Varies	36	1,800.45	36	1,815.46	37	1,830.59	37	1,845.84	37	1,861.22	38	1,876.73	38	1,892.37
<b>Total Other Income</b>			<b>\$ 6,501.13</b>		<b>\$ 5,538.64</b>		<b>\$ 6,576.47</b>		<b>\$ 6,114.60</b>		<b>\$ 6,653.06</b>		<b>\$ 6,691.83</b>		<b>\$ 6,730.93</b>
<b>TOTAL INCOME:</b>			<b>\$ 69,024.57</b>		<b>\$ 66,270.81</b>		<b>\$ 97,519.11</b>		<b>\$ 69,269.47</b>		<b>\$ 71,021.93</b>		<b>\$ 68,681.28</b>		<b>\$ 83,533.16</b>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 4**

		September		October		November				Units		Rent	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
Lane Rental Income:	Rate/Hr/Lane												
Boise Swim Club	\$13.20	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	960	\$ 12,672.00	11520	\$ 152,064.00
Sawtooth Aquatic Club	\$13.20	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00	1080	14,256.00	12960	171,072.00
Sawtooth Masters	\$13.20	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00	240	3,168.00	2880	38,016.00
Boise Water Polo Club	\$13.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20	256	3,379.20	3072	40,550.40
High School #1	\$13.20	96	1,267.20	96	1,267.20	96	1,267.20	-	-	-	-	288	3,801.60
High School #2	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #3	\$13.20	96	1,267.20	96	1,267.20	96	1,267.20	-	-	-	-	288	3,801.60
Total Lane Rental Income			\$ 37,161.60		\$ 37,161.60		\$ 37,161.60		\$ 33,475.20		\$ 33,475.20		\$ 412,761.60
Daily User Income:	Rate/Unit												
Memberships	\$45.00	127	5,724.43	128	5,772.13	129	5,820.23	130	5,868.73	132	5,917.64	1508.2	62,275.98
Day Pass	\$6.00	611	3,663.63	616	3,694.16	621	3,724.95	626	3,755.99	631	3,787.29	7239.6	43,437.55
Total Daily User Income			\$ 9,388.06		\$ 9,466.30		\$ 9,545.18		\$ 9,624.73		\$ 9,704.93		\$ 105,713.53
Lesson Program Income:	Rate/Lesson												
Group Lessons	\$22.00	260	5,712.39	262	5,759.99	264	5,807.99	266	5,856.39	268	5,905.19		67,728.41
Private Lessons	\$45.00	138	6,199.90	139	6,251.57	140	6,303.66	141	6,356.19	142	6,409.16		73,508.57
Stroke Clinics	\$55.00	95	5,246.07	96	5,289.79	97	5,333.87	98	5,378.32	99	5,423.14		62,199.56
Total Lesson Program Income			\$ 17,158.36		\$ 17,301.34		\$ 17,445.52		\$ 17,590.90		\$ 17,737.49		\$ 203,436.55
Event Income:													
Competitions (rental)	Varies		-		-		-		2,000.00		2,000.00		19,000.00
Competitions (hosted)	Varies		30,000.00		3,000.00		3,000.00		-		-		66,000.00
Swim Camps	Varies		-		-		-		-		-		5,000.00
Private Events	Varies		7,000.00		3,000.00		2,000.00		2,000.00		2,000.00		38,000.00
Total Event Income			\$ 37,000.00		\$ 6,000.00		\$ 5,000.00		\$ 4,000.00		\$ 4,000.00		\$ 128,000.00
Other Income Sources:													
Sponsorships/Marketing	Varies		1,500.00		1,000.00		1,000.00		1,000.00		500.00		11,000.00
Programming (Kayak, Scuba, Etc.)	Varies	57	2,862.21	58	2,886.07	58	2,910.12	59	2,934.37	59	2,958.82	678.71	33,935.59
Physical Therapy	Varies		1,000.00		1,500.00		1,500.00		1,500.00		1,500.00		13,500.00
Fitness	Varies	38	1,908.14	38	1,924.04	39	1,940.08	39	1,956.24	39	1,972.55	452.47	22,623.73
Total Other Income			\$ 7,270.36		\$ 7,310.11		\$ 7,350.19		\$ 7,390.61		\$ 6,931.37		\$ 81,059.31
<b>TOTAL INCOME:</b>			<u>\$ 107,978.38</u>		<u>\$ 77,239.35</u>		<u>\$ 76,502.50</u>		<u>\$ 72,081.44</u>		<u>\$ 71,848.99</u>		<u>\$ 930,970.99</u>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Expense Budget - Year 4**

		January	February	March	April	May	June	July
Staffing Expense:	FTEs							
Administrative	1	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Lesson Staff	5	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00
Program Staff	5	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00
Total Staffing Expense		\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13
Administrative Expense:								
Office Expenses		289.41	289.41	289.41	289.41	289.41	289.41	289.41
Insurance		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06
Legal & Professional		-	-	347.29	-	-	347.29	-
Total Administrative Expense		\$ 3,183.47	\$ 3,183.47	\$ 3,530.76	\$ 3,183.47	\$ 3,183.47	\$ 3,530.76	\$ 3,183.47
Pool Maintenance Expense:								
Chemicals		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06
General Pool Maintenance		3,472.88	3,472.88	3,472.88	3,472.88	3,472.88	3,472.88	3,472.88
Repairs		578.81	578.81	578.81	578.81	578.81	578.81	578.81
Supplies		578.81	578.81	578.81	578.81	578.81	578.81	578.81
Total Pool Maintenance Expense		\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56
Occupancy Expense:								
Rent/Lease		7,235.16	7,235.16	7,235.16	7,235.16	7,235.16	7,235.16	7,235.16
Utilities		20,837.25	20,837.25	18,522.00	17,364.38	13,891.50	13,891.50	20,837.25
Building Maintenance		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	2,894.06
Security		347.29	347.29	347.29	347.29	347.29	347.29	347.29
Janitorial		578.81	578.81	578.81	578.81	578.81	578.81	578.81
Total Occupancy Expense		\$ 31,892.57	\$ 31,892.57	\$ 29,577.32	\$ 28,419.69	\$ 24,946.82	\$ 24,946.82	\$ 31,892.57
TOTAL EXPENSES:		\$ 67,540.73	\$ 67,540.73	\$ 65,572.76	\$ 64,067.85	\$ 60,594.98	\$ 60,942.26	\$ 67,540.73
Capital Reserves:								
Equipment CapEx		1,157.63	1,157.63	1,157.63	1,157.63	1,157.63	1,157.63	1,157.63
Facility Reserve		4,823.44	4,823.44	4,823.44	4,823.44	4,823.44	4,823.44	4,823.44
Total Capital Reserves		\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06
TOTAL CASH EXPENSES		\$ 73,521.79	\$ 73,521.79	\$ 71,553.83	\$ 70,048.91	\$ 66,576.04	\$ 66,923.33	\$ 73,521.79

**Idaho Competitive Aquatics, Inc**  
**Monthly Expense Budget - Year 4**

		August	September	October	November	December	Total
Staffing Expense:	<u>FTEs</u>						
Administrative	1	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 5,788.13	\$ 69,457.50
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Lesson Staff	5	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	82,080.00
Program Staff	5	6,840.00	6,840.00	6,840.00	6,840.00	6,840.00	82,080.00
Total Staffing Expense		\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 24,940.13	\$ 299,281.50
Administrative Expense:							
Office Expenses		289.41	289.41	289.41	289.41	289.41	3,472.88
Insurance		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	34,728.75
Legal & Professional		-	347.29	-	-	347.29	1,389.15
Total Administrative Expense		\$ 3,183.47	\$ 3,530.76	\$ 3,183.47	\$ 3,183.47	\$ 3,530.76	\$ 39,590.78
Pool Maintenance Expense:							
Chemicals		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	34,728.75
General Pool Maintenance		3,472.88	3,472.88	3,472.88	3,472.88	3,472.88	41,674.50
Repairs		578.81	578.81	578.81	578.81	578.81	6,945.75
Supplies		578.81	578.81	578.81	578.81	578.81	6,945.75
Total Pool Maintenance Expense		\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 7,524.56	\$ 90,294.75
Occupancy Expense:							
Rent/Lease		7,235.16	7,235.16	7,235.16	7,235.16	7,235.16	86,821.88
Utilities		20,837.25	13,891.50	17,364.38	17,364.38	20,837.25	216,475.88
Building Maintenance		2,894.06	2,894.06	2,894.06	2,894.06	2,894.06	34,728.75
Security		347.29	347.29	347.29	347.29	347.29	4,167.45
Janitorial		578.81	578.81	578.81	578.81	578.81	6,945.75
Total Occupancy Expense		\$ 31,892.57	\$ 24,946.82	\$ 28,419.69	\$ 28,419.69	\$ 31,892.57	\$ 349,139.70
TOTAL EXPENSES:		\$ 67,540.73	\$ 60,942.26	\$ 64,067.85	\$ 64,067.85	\$ 67,888.01	\$ 778,306.73
Capital Reserves:							
Equipment CapEx		1,157.63	1,157.63	1,157.63	1,157.63	1,157.63	13,891.50
Facility Reserve		4,823.44	4,823.44	4,823.44	4,823.44	4,823.44	57,881.25
Total Capital Reserves		\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 5,981.06	\$ 71,772.75
TOTAL CASH EXPENSES		\$ 73,521.79	\$ 66,923.33	\$ 70,048.91	\$ 70,048.91	\$ 73,869.08	\$ 850,079.48

**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 5**

	Rate/Hr/Lane	January		February		March		April		May		June		July	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>															
Boise Swim Club	\$13.86	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60
Sawtooth Aquatic Club	\$13.86	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80
Sawtooth Masters	\$13.86	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40
Boise Water Polo Club	\$13.86	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16
High School #1	\$13.86		-		-		-		-		-		-		-
High School #2	\$12.00		-		-		-		-		-		-		-
High School #3	\$13.86		-		-		-		-		-		-		-
<b>Total Lane Rental Income</b>			<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>		<b>\$ 35,148.96</b>
<b>Daily User Income:</b>															
Memberships	\$45.00	132	5,917.64	133	5,966.95	134	6,016.68	135	6,066.82	136	6,117.38	137	35.00	138	6,219.76
Day Pass	\$6.00	631	3,787.29	636	3,818.85	642	3,850.67	647	3,882.76	653	3,915.12	658	3,947.75	663	3,980.64
<b>Total Daily User Income</b>			<b>\$ 9,704.93</b>		<b>\$ 9,785.81</b>		<b>\$ 9,867.35</b>		<b>\$ 9,949.58</b>		<b>\$ 10,032.50</b>		<b>\$ 3,982.75</b>		<b>\$ 10,200.40</b>
<b>Lesson Program Income:</b>															
Group Lessons	\$22.00	270	5,940.00	272	5,989.50	275	6,039.41	277	6,089.74	279	6,140.49	281	6,191.66	284	6,243.26
Private Lessons	\$45.00	145	6,525.00	146	6,579.38	147	6,634.20	149	6,689.49	150	6,745.23	151	6,801.44	152	6,858.12
Stroke Clinics	\$55.00	100	5,500.00	101	5,545.83	102	5,592.05	103	5,638.65	103	5,685.64	104	5,733.02	105	5,780.79
<b>Total Lesson Program Income</b>			<b>\$ 17,965.00</b>		<b>\$ 18,114.71</b>		<b>\$ 18,265.66</b>		<b>\$ 18,417.88</b>		<b>\$ 18,571.36</b>		<b>\$ 18,726.12</b>		<b>\$ 18,882.17</b>
<b>Event Income:</b>															
Competitions (rental)	Varies		2,000.00		2,000.00		-		2,000.00		2,000.00		2,000.00		5,000.00
Competitions (hosted)	Varies		-		-		35,000.00		-		-		-		-
Swim Camps	Varies		-		-		-		-		-		-		5,000.00
Private Events	Varies		2,000.00		-		2,000.00		2,000.00		3,000.00		6,000.00		7,000.00
<b>Total Event Income</b>			<b>\$ 4,000.00</b>		<b>\$ 2,000.00</b>		<b>\$ 37,000.00</b>		<b>\$ 4,000.00</b>		<b>\$ 5,000.00</b>		<b>\$ 8,000.00</b>		<b>\$ 17,000.00</b>
<b>Other Income Sources:</b>															
Sponsorships/Marketing	Varies		500.00		500.00		1,500.00		500.00		1,000.00		1,000.00		1,000.00
Programming (Kayak, Scuba, Etc.)	Varies	59	2,958.82	60	2,983.48	60	3,008.34	61	3,033.41	61	3,058.69	62	3,084.18	62	3,109.88
Physical Therapy	Varies		1,500.00		500.00		500.00		1,000.00		1,000.00		1,000.00		1,000.00
Fitness	Varies	39	1,972.55	40	1,988.98	40	2,005.56	40	2,022.27	41	2,039.13	41	2,056.12	41	2,073.25
<b>Total Other Income</b>			<b>\$ 6,931.37</b>		<b>\$ 5,972.46</b>		<b>\$ 7,013.90</b>		<b>\$ 6,555.68</b>		<b>\$ 7,097.81</b>		<b>\$ 7,140.29</b>		<b>\$ 7,183.13</b>
<b>TOTAL INCOME:</b>			<b>\$ 73,750.26</b>		<b>\$ 71,021.94</b>		<b>\$ 107,295.88</b>		<b>\$ 74,072.10</b>		<b>\$ 75,850.63</b>		<b>\$ 72,998.12</b>		<b>\$ 88,414.66</b>



**Idaho Competitive Aquatics, Inc.**  
**Monthly Revenue Budget - Year 5**

	Rate/Hr/Lane	September		October		November				Units		Rent	
		Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent	Units	Rent
<b>Lane Rental Income:</b>													
Boise Swim Club	\$13.86	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	960	\$ 13,305.60	11520	\$ 159,667.20
Sawtooth Aquatic Club	\$13.86	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80	1080	14,968.80	12960	179,625.60
Sawtooth Masters	\$13.86	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40	240	3,326.40	2880	39,916.80
Boise Water Polo Club	\$13.86	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16	256	3,548.16	3072	42,577.92
High School #1	\$13.86	96	1,330.56	96	1,330.56	96	1,330.56	-	-	-	-	288	3,991.68
High School #2	\$12.00	96	1,152.00	96	1,152.00	96	1,152.00	-	-	-	-	288	3,456.00
High School #3	\$13.86	96	1,330.56	96	1,330.56	96	1,330.56	-	-	-	-	288	3,991.68
Total Lane Rental Income			\$ 38,962.08		\$ 38,962.08		\$ 38,962.08		\$ 35,148.96		\$ 35,148.96		\$ 433,226.88
<b>Daily User Income:</b>													
Memberships	\$45.00	139	6,271.59	141	6,323.85	142	6,376.55	143	6,429.69	144	6,483.27	1652.4	68,225.17
Day Pass	\$6.00	669	4,013.82	675	4,047.26	680	4,080.99	686	4,115.00	692	4,149.29	7931.6	47,589.45
Total Daily User Income			\$ 10,285.40		\$ 10,371.12		\$ 10,457.54		\$ 10,544.69		\$ 10,632.56		\$ 115,814.62
<b>Lesson Program Income:</b>													
Group Lessons	\$22.00	286	6,295.28	289	6,347.74	291	6,400.64	293	6,453.98	296	6,507.76		74,639.47
Private Lessons	\$45.00	154	6,915.27	155	6,972.90	156	7,031.01	158	7,089.60	159	7,148.68		81,990.33
Stroke Clinics	\$55.00	106	5,828.97	107	5,877.54	108	5,926.52	109	5,975.91	110	6,025.71		69,110.62
Total Lesson Program Income			\$ 19,039.52		\$ 19,198.19		\$ 19,358.17		\$ 19,519.49		\$ 19,682.15		\$ 225,740.43
<b>Event Income:</b>													
Competitions (rental)	Varies		-		-		-		2,000.00		2,000.00		19,000.00
Competitions (hosted)	Varies		35,000.00		3,000.00		3,000.00		-		-		76,000.00
Swim Camps	Varies		-		-		-		-		-		5,000.00
Private Events	Varies		7,000.00		3,000.00		2,000.00		2,000.00		2,000.00		38,000.00
Total Event Income			\$ 42,000.00		\$ 6,000.00		\$ 5,000.00		\$ 4,000.00		\$ 4,000.00		\$ 138,000.00
<b>Other Income Sources:</b>													
Sponsorships/Marketing	Varies		1,500.00		1,000.00		1,000.00		1,000.00		500.00		11,000.00
Programming (Kayak, Scuba, Etc.)	Varies	63	3,135.79	63	3,161.93	64	3,188.27	64	3,214.84	65	3,241.63	743.59	37,179.26
Physical Therapy	Varies		1,000.00		1,500.00		1,500.00		1,500.00		1,500.00		13,500.00
Fitness	Varies	42	2,090.53	42	2,107.95	43	2,125.52	43	2,143.23	43	2,161.09	495.72	24,786.17
Total Other Income			\$ 7,726.32		\$ 7,769.88		\$ 7,813.79		\$ 7,858.07		\$ 7,402.72		\$ 86,465.43
<b>TOTAL INCOME:</b>			<u>\$ 118,013.33</u>		<u>\$ 82,301.26</u>		<u>\$ 81,591.58</u>		<u>\$ 77,071.21</u>		<u>\$ 76,866.40</u>		<u>\$ 999,247.37</u>

**Idaho Competitive Aquatics, Inc.**  
**Monthly Expense Budget - Year 5**

		January	February	March	April	May	June	July
Staffing Expense:	FTEs							
Administrative	1	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00
Lesson Staff	6	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00
Program Staff	6	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00
Total Staffing Expense		\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54
Administrative Expense:								
Office Expenses		303.88	303.88	303.88	303.88	303.88	303.88	303.88
Insurance		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77
Legal & Professional		-	-	364.65	-	-	364.65	-
Total Administrative Expense		\$ 3,342.64	\$ 3,342.64	\$ 3,707.29	\$ 3,342.64	\$ 3,342.64	\$ 3,707.29	\$ 3,342.64
Pool Maintenance Expense:								
Chemicals		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77
General Pool Maintenance		3,646.52	3,646.52	3,646.52	3,646.52	3,646.52	3,646.52	3,646.52
Repairs		607.75	607.75	607.75	607.75	607.75	607.75	607.75
Supplies		607.75	607.75	607.75	607.75	607.75	607.75	607.75
Total Pool Maintenance Expense		\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79
Occupancy Expense:								
Rent/Lease		7,596.91	7,596.91	7,596.91	7,596.91	7,596.91	7,596.91	7,596.91
Utilities		21,879.11	21,879.11	19,448.10	18,232.59	14,586.08	14,586.08	21,879.11
Building Maintenance		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	3,038.77
Security		364.65	364.65	364.65	364.65	364.65	364.65	364.65
Janitorial		607.75	607.75	607.75	607.75	607.75	607.75	607.75
Total Occupancy Expense		\$ 33,487.20	\$ 33,487.20	\$ 31,056.18	\$ 29,840.68	\$ 26,194.16	\$ 26,194.16	\$ 33,487.20
TOTAL EXPENSES:		\$ 72,696.17	\$ 72,696.17	\$ 70,629.81	\$ 69,049.65	\$ 65,403.13	\$ 65,767.78	\$ 72,696.17
Capital Reserves:								
Equipment CapEx		1,215.51	1,215.51	1,215.51	1,215.51	1,215.51	1,215.51	1,215.51
Facility Reserve		5,064.61	5,064.61	5,064.61	5,064.61	5,064.61	5,064.61	5,064.61
Total Capital Reserves		\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12
TOTAL CASH EXPENSES		\$ 78,976.28	\$ 78,976.28	\$ 76,909.92	\$ 75,329.76	\$ 71,683.24	\$ 72,047.90	\$ 78,976.28

**Idaho Competitive Aquatics, Inc**  
**Monthly Expense Budget - Year 5**

		August	September	October	November	December	Total
Staffing Expense:	<u>FTEs</u>						
Administrative	1	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 6,077.54	\$ 72,930.44
Support Staff	4	5,472.00	5,472.00	5,472.00	5,472.00	5,472.00	65,664.00
Lesson Staff	6	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	98,496.00
Program Staff	6	8,208.00	8,208.00	8,208.00	8,208.00	8,208.00	98,496.00
Total Staffing Expense		\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 27,965.54	\$ 335,586.44
Administrative Expense:							
Office Expenses		303.88	303.88	303.88	303.88	303.88	3,646.52
Insurance		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	36,465.19
Legal & Professional		-	364.65	-	-	364.65	1,458.61
Total Administrative Expense		\$ 3,342.64	\$ 3,707.29	\$ 3,342.64	\$ 3,342.64	\$ 3,707.29	\$ 41,570.31
Pool Maintenance Expense:							
Chemicals		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	36,465.19
General Pool Maintenance		3,646.52	3,646.52	3,646.52	3,646.52	3,646.52	43,758.23
Repairs		607.75	607.75	607.75	607.75	607.75	7,293.04
Supplies		607.75	607.75	607.75	607.75	607.75	7,293.04
Total Pool Maintenance Expense		\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 7,900.79	\$ 94,809.49
Occupancy Expense:							
Rent/Lease		7,596.91	7,596.91	7,596.91	7,596.91	7,596.91	91,162.97
Utilities		21,879.11	14,586.08	18,232.59	18,232.59	21,879.11	227,299.67
Building Maintenance		3,038.77	3,038.77	3,038.77	3,038.77	3,038.77	36,465.19
Security		364.65	364.65	364.65	364.65	364.65	4,375.82
Janitorial		607.75	607.75	607.75	607.75	607.75	7,293.04
Total Occupancy Expense		\$ 33,487.20	\$ 26,194.16	\$ 29,840.68	\$ 29,840.68	\$ 33,487.20	\$ 366,596.69
TOTAL EXPENSES:		\$ 72,696.17	\$ 65,767.78	\$ 69,049.65	\$ 69,049.65	\$ 73,060.82	\$ 838,562.92
Capital Reserves:							
Equipment CapEx		1,215.51	1,215.51	1,215.51	1,215.51	1,215.51	14,586.08
Facility Reserve		5,064.61	5,064.61	5,064.61	5,064.61	5,064.61	60,775.31
Total Capital Reserves		\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 6,280.12	\$ 75,361.39
TOTAL CASH EXPENSES		\$ 78,976.28	\$ 72,047.90	\$ 75,329.76	\$ 75,329.76	\$ 79,340.93	\$ 913,924.31

## Idaho Competitive Aquatics, Inc.

### Facility Comparisons

Facility	Location	Type	Pools/Other	Info Provided	Data Used
Triangle Aquatic Center	Cary, NC	Nonprofit	3 pools (50m, 25y, Therapy), Fitness, Conference	Full Financials	Expenses/Programming
Pike's Peak Athletic Center	Colorado Springs, CO	Private	1 pool (25m x 25y), Fitness, Gym, PT	3 Months	Expenses/Programming
Greensboro Aquatic Center	Greensboro, NC	Local Gov't	4 pools (50m, therapy, teaching, lap)	Email / Limited	Expenses
King County Aquatic Center	Federal Way, WA	County Gov't	3 pools (50m, diving, rec), Banquet center	None	Event Experience
Nitro Aquatic Center	Cedar Park, TX	Private	2 pools (50m, 25y)	None	None