

## OPERATING PERFORMANCE - EL SEGUNDO AQUATICS

	Fiscal 2024-2025 - Actual			
Revenue*	ESAC	Plunge	Hilltop	Total
Permit Groups**	\$643,990	\$0	\$0	\$643,990
Instructional Programming	\$168,972	\$0	\$0	\$168,972
Drop-In Programming	\$321,746	\$0	\$9,214	\$330,960
Other Revenue	<u>\$32,464</u>	<u>\$0</u>	<u>\$0</u>	<u>\$32,464</u>
Total Revenue	\$1,167,173	\$0	\$9,214	\$1,176,387
<b>Costs</b>	<b>ESAC</b>	<b>Plunge</b>	<b>Hilltop</b>	<b>Total</b>
Employee-Related	(\$828,953)	(\$97,989)	(\$36,819)	(\$963,761)
Employee Benefits	(\$115,836)	(\$31,995)	(\$4,349)	(\$152,181)
Supplies	(\$24,606)	\$0	(\$2,440)	(\$27,046)
Service Charges	(\$90,310)	(\$2,316)	(\$314)	(\$92,940)
Public Works	<u>(\$355,099)</u>	<u>\$0</u>	<u>(\$11,248)</u>	<u>(\$366,346)</u>
Total Costs	(\$1,414,804)	(\$132,300)	(\$55,170)	(\$1,602,274)
Net Income	(\$247,631)	(\$132,300)	(\$45,956)	(\$425,888)
<b>Lane Hour Allocation</b>	<b>ESAC</b>	<b>Plunge</b>	<b>Hilltop</b>	<b>Total</b>
Permit Groups	40,419		NA	40,419
Instructional Programming	3,124		NA	3,124
Drop-In Programming	69,766		NA	69,766
Other Revenue	<u>1,623</u>		<u>NA</u>	<u>1,623</u>
Total Lane Hours Used	114,932		NA	114,932
Lane Hour Capacity	118,560		NA	118,560
<b>Metrics</b>				
<i>Cost Recovery</i>	82.5%	0.0%	16.7%	73.4%
<i>Revenue / Lane Hour</i>	\$10.16	NA	NA	\$10.24
<i>Cost / Lane Hour</i>	(\$12.31)	NA	NA	(\$13.94)
<i>Net Income / Lane Hour</i>	(\$2.15)	NA	NA	(\$3.71)
<i>Capacity Utilization</i>	96.9%	NA	NA	96.9%

\*Note: Timing for hourly revenue is based on timing of services provided; not invoice date

\*\*Note: High School use included in permit group revenue @ \$18.00 rate (~\$150k/yr)