



# Fee Schedule



January 15, 2019

# Key Changes

- Scholarship and Discount Policy
  - Now includes discounts on Copper Sky Memberships
  - Applications are completed annually instead of quarterly
- Parameters for Pricing Changes
  - Limits set for future increases within pricing scale

# Key Changes

- Rental Fees
  - Community Park vs. Sports Complex
    - Fields at Pacana maintain price point while fields at Copper Sky increase
  - Not priced realistically or flexibly
    - Aquatics in particular from a loss side
    - The gymnasium from an access side
    - Flexible pricing allows for recruitment of tournaments and events while protecting community programs

# Key Changes – Copper Sky

- Changes to Copper Sky Membership
  - Elimination or restriction of options that undercut and devalued membership
    - Day pass rates increase
    - Limits on Punch Passes
    - Incentivize commitment – No increase to annual
  - Additional fees
    - Join, Enhancement, and Cancellation
      - Will be used to fund replacement plan to ensure facility and equipment are maintained at a high level

# Key Changes – Copper Sky

- Improved Value Proposition
  - Copper Sky Members will save on other Community Services Programs
    - Generally 25% less on sports, aquatics, enrichment
    - Free event parking and fun zone included
    - Access to offsite programming
    - Free guest passes
    - New programming included at Copper Sky
    - Priority registration for popular programs
    - More

# Key Changes – Copper Sky

- Inclusion of Discounts on Membership through Scholarship Program
  - Discounts of 20% and 40% off of annual memberships for those who qualify
  - Seniors and Veterans receive 10% off
    - Seniors and Veterans can combine this discount with scholarship

# Scholarship Program

- Based on Federal Poverty Guidelines
  - Uses income and household size
  - At 300% above the poverty level residents can receive 20% off of an annual membership
  - At 200% or below they would be eligible for 40% off of an annual membership
  - Single parent with 2 kids making less than \$42k annually pays just \$27 a month
  - A family of 6 making \$67k pays \$34 a month

# Scholarship Program

| US Department of Health and Human Services |                 |                  |                 |
|--------------------------------------------|-----------------|------------------|-----------------|
| Federal Poverty Guidelines for FY 2019     |                 |                  |                 |
| Size of family                             | 100% of Poverty | 200 % of Poverty | 300% of Poverty |
| 1                                          | \$12,140        | \$24,280         | \$36,420        |
| 2                                          | \$16,460        | \$32,920         | \$49,380        |
| 3                                          | \$20,780        | \$41,560         | \$62,340        |
| 4                                          | \$25,100        | \$50,200         | \$75,300        |
| 5                                          | \$29,420        | \$57,840         | \$88,260        |
| 6                                          | \$33,740        | \$67,480         | \$101,220       |
| 7                                          | \$38,060        | \$76,120         | \$114,180       |
| 8                                          | \$42,380        | \$84,760         | \$127,140       |



# Scholarship Program

- Easy Application Process
  - 1 page application
    - Tax Return – income and household size
    - Current Income – last two income statements
    - Proof Residency – utility bill or alternative
  - Information is verified and returned
    - Only application is filed
  - Approval within 2 weeks

# Senior Pricing for Copper Sky

What does the new policy mean for Seniors?

- Instead of senior specific pricing, Seniors would get a 10% standard discount on non-specific programs
- Seniors who qualify could pay less than current rates if they are on a fixed income at or below 200% of poverty
- Still offering insurance benefit programs

# Senior Pricing

| 6-Month Membership  |               |                |                |                     |                             |                             |
|---------------------|---------------|----------------|----------------|---------------------|-----------------------------|-----------------------------|
|                     | Current Adult | Proposed Adult | Current Senior | 10% Senior Discount | + 20% 1st Level Scholarship | + 40% 2nd Level Scholarship |
| Senior              | \$180.00      | \$210.00       | \$110.00       | \$189.00            | \$151.20                    | \$113.40                    |
| Monthly Rate        | \$30.00       | \$35.00        | \$18.32        | \$31.50             | \$25.20                     | \$18.90                     |
| Senior Couple       | \$280.00      | \$336.00       | \$171.00       | \$302.40            | \$241.92                    | \$181.44                    |
| Monthly Rate        | \$46.66       | \$56.00        | \$28.50        | \$50.40             | \$40.32                     | \$30.24                     |
| 12 Month Membership |               |                |                |                     |                             |                             |
|                     | Current Adult | Proposed Adult | Current Senior | 10% Senior Discount | + 20% 1st Level Scholarship | + 40% 2nd Level Scholarship |
| Senior              | \$336.00      | \$336.00       | \$200.00       | \$302.40            | \$241.92                    | \$181.44                    |
| Monthly Rate        | \$28.00       | \$28.00        | \$16.66        | \$25.20             | \$20.16                     | \$15.12                     |
| Senior Couple       | \$504.00      | \$504.00       | \$318.00       | \$453.60            | \$362.88                    | \$272.16                    |
| Monthly Rate        | \$42.00       | \$42.00        | \$26.50        | \$37.80             | \$30.24                     | \$22.68                     |



Questions ?