



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 ?