



**ORLAND PARK
HEALTH AND
FITNESS CENTER
FEE STRUCTURE**

FEE STRUCTURE

Current Monthly Dues Rates

The chart below reflects the current standard monthly dues for each location.

	PHFC			Sportsplex		
	Resident	Non Resident (NR)	% NR Increase	Resident	Non Resident (NR)	% NR Increase
Standard Monthly Dues						
Individual	\$ 72	\$ 72	0.00%	\$ 38	\$ 43	13.16%
Couple	\$ 126	\$ 126	0.00%	\$ 60	\$ 72	20.00%
Family	\$ 161	\$ 161	0.00%	\$ 70	\$ 97	38.57%
Add'l Family	N/A	N/A	N/A	\$ 13	\$ 16	N/A
Senior	\$ 66	\$ 66	0.00%	\$ 27	\$ 35	29.63%
Senior Couple	\$ 116	\$ 116	0.00%	N/A	N/A	N/A
Student	\$ 53	\$ 53	0.00%	\$ 27	\$ 35	29.63%
Child Member	\$ 15	\$ 15	0.00%	\$ 12	\$ 12	0.00%
Track Only	N/A	N/A	N/A	FREE	\$ 20	N/A
Daily Gym Rate Age 8 and Below	N/A	N/A	N/A	\$ 4	\$ 8	100.00%
Daily Gym Rate Age 9 and Above	N/A	N/A	N/A	\$ 4	\$ 15	275.00%
Daily Gym Rate Age 16 and Above	\$ 15	\$ 15	0.00%	\$ 4	\$ 15	275.00%

Proposed Monthly Dues Rates

The chart below reflects a change in rates for PHFC. The proposal is an incremental rate for non-residents of PHFC, which is similar in concept to the incremental non-resident rate structure used by Sportsplex.

	PHFC			Sportsplex		
	Resident	Non Resident (NR)	% NR Increase	Resident	Non Resident (NR)	% NR Increase
Standard Monthly Dues						
Individual	\$ 72	\$ 80	11.11%	\$ 38	\$ 43	13.16%
Couple	\$ 126	\$ 138	9.52%	\$ 60	\$ 72	20.00%
Family	\$ 161	\$ 188	16.77%	\$ 70	\$ 97	38.57%
Add'l Family	N/A	N/A	N/A	\$ 13	\$ 16	N/A
Senior	\$ 66	\$ 74	12.12%	\$ 27	\$ 35	29.63%
Senior Couple	\$ 116	\$ 128	10.34%	N/A	N/A	N/A
Student	\$ 53	\$ 61	15.09%	\$ 27	\$ 35	29.63%
Child Member	\$ 15	\$ 15	0.00%	\$ 12	\$ 12	0.00%
Track Only	N/A	N/A	N/A	FREE	\$ 20	N/A
Daily Gym Rate Age 8 and Below	N/A	N/A	N/A	\$ 4	\$ 8	100.00%
Daily Gym Rate Age 9 and Above	N/A	N/A	N/A	\$ 4	\$ 15	275.00%
Daily Gym Rate Age 16 and Above	\$ 15	\$ 15	0.00%	\$ 4	\$ 15	275.00%

Comparison to Market

The proposed monthly dues rate structure, in the previous chart, in comparison to the market is reflected below.

	Riviera	PHFC		Lifetime	Moraine CC	SPORTS PLEX		Tinley PD	LA Fitness
		Resident	Non Res			Resident	Non Res		
Individual	\$ 80	\$ 72	\$ 80	\$ 71	\$ 49	\$ 38	\$ 43	\$ 30	\$ 30
Couple	\$ 125	\$ 126	\$ 138	\$ 119	\$ 89	\$ 60	\$ 72	\$ 50	\$ 60
Family	\$ 175	\$ 161	\$ 188	\$ 149	\$ 100	\$ 70	\$ 97	\$ 65	\$ 90

Corporate Rate Structure

The table below reflects; discounted fees for area corporations at both locations, PHFC fees charged to Palos Community Hospital Employees (PCH), current charges for Village Employees at Sportsplex, and a proposed charge for Village Employees at PHFC. An option, which was considered for fees for Village Employees at PHFC was to double the rate the Sportsplex charges for Village Employees. This would have been similar to the rate differential for a standard individual at Sportsplex and PHFC. It was recommended to increase to an even higher rate, based on the amenities that the fitness center has to offer.

PHFC - Monthly Fee Structure			SPLEX Monthly Fee Structure	
Current		Proposed	Current	
Corporate	PCH EEs	VOP EEs	Corporate	VOP EEs

Membership Dues Pricing

Individual	\$ 66	\$ 49	\$ 40	\$ 38	\$ 10
Couple	\$ 116	\$ 92	\$ 69	\$ 60	\$ 25
Family	\$ 149	\$ 121	\$ 99	\$ 70	\$ 35
Add'l Family	N/A	N/A	N/A	\$ 13	\$ 7
Senior	\$ 66	\$ 49	N/A	\$ 27	N/A
Senior Couple	\$ 116	\$ 92	N/A	N/A	N/A
Child Member (child care)	\$ 15	\$ 15	\$ 8	N/A	N/A

Punch Pass for Sportsplex Members to use PHFC

Proposal for an all access monthly punch pass for 10 visits to the PHFC for Sportsplex members only is reflected below.

	SPORTS PLEX Resident			SPORTS PLEX Non Resident		
	Monthly Dues	10 Visit Punch Pass	Total	Monthly Dues	10 Visit Punch Pass	Total
Individual	\$ 38	\$ 60	\$ 98	\$ 43	\$ 60	\$ 103

Enrollment Fees

Currently at PHFC there is no difference in fee if an individual is a resident or non-resident. Sportsplex does not charge an enrollment fee.

Proposal Option A: In the table below are enrollment fees for PHFC would remain the same for non-residents and be reduced by 50% for residents, and remain a monthly contract.

PHFC		PHFC		SPORTS PLEX	
Current Rates		Proposed Rates		Rates	
Resident	Non Resident	Resident	Non Resident	Resident	Non Resident

Enrollment Fees

Individual	\$ 200	\$ 200	\$ 100	\$ 200	\$ -	\$ -
Couple	\$ 300	\$ 300	\$ 150	\$ 300	\$ -	\$ -
Family	\$ 350	\$ 350	\$ 175	\$ 350	\$ -	\$ -
Add'l Family	N/A	N/A	\$ -	\$ -	\$ -	\$ -
Senior	\$ 100	\$ 100	\$ 50	\$ 100	\$ -	\$ -
Senior Couple	\$ 150	\$ 150	\$ 75	\$ 150	\$ -	\$ -
Student	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Enrollment Fees, continued

Proposal Option B: In the table below are enrollment fees for PHFC would remain the same for non-residents and be at no cost for residents, but would require a 12 month membership contract for residents.

PHFC		PHFC		SPORTS PLEX	
Current Rates		Proposed Rates		Rates	
Resident	Non Resident	Resident	Non Resident	Resident	Non Resident

Enrollment Fees

Individual	\$ 200	\$ 200	\$ -	\$ 200	\$ -	\$ -
Couple	\$ 300	\$ 300	\$ -	\$ 300	\$ -	\$ -
Family	\$ 350	\$ 350	\$ -	\$ 350	\$ -	\$ -
Add'l Family	N/A	N/A	\$ -		\$ -	\$ -
Senior	\$ 100	\$ 100	\$ -	\$ 100	\$ -	\$ -
Senior Couple	\$ 150	\$ 150	\$ -	\$ 150	\$ -	\$ -
Student	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Guest Fees

The tables below reflect the guest fees charged at both locations. No changes are recommended for the guest fees.

PHFC		SPORTS PLEX	
Resident	Non Resident	Resident	Non Resident

Guest Fees

Daily	\$ 15	\$ 15	\$ 10	\$ 18
Weekly	\$ 40	\$ 40	N/A	N/A
Monthly	\$ 90	\$ 90	N/A	N/A
Group Fitness Class	N/A	N/A	\$ 5	\$ 12
Group Fitness Senior Class	N/A	N/A	\$ 3	N/A
Group Fitness - 3 Punch	\$ 45	\$ 45	N/A	N/A
Group Fitness - 5 Punch	\$ 60	\$ 60	N/A	N/A
Group Fitness - 10 Punch	\$ 120	\$ 120	N/A	N/A
Parkinsons MS - 12 Punch	\$ 90	\$ 90	N/A	N/A
Children / hour	\$ 4	\$ 4	\$ 3	\$ 4

Fee for Service Programming

Below is an example of select programming and pricing for fee for service programs at PHFC and the Sportsplex. Currently the PHFC offers programs to non-members (resident and non-residents) at the same premium rate. The Sportsplex, however, increases the non-member resident rate by \$5 greater than the member rate and increases the non-member non-resident rate by a factor of 50% of the non-member resident rate. It is recommended that the PHFC follow the same fee structure as the Sportsplex, as noted above.

SPORTS PLEX					
Fee Structure					
Member (M)	Non Member Resident (NMR)	Non Member Non Resident (NMNR)	% NMR vs M Increase	% NMNR vs M Increase	% NMNR vs NMR Increase

OSPLEX Specialty Classes

Fitness Yoga - 10 Weeks / Sessions	\$ 68	\$ 73	\$ 110	7.35%	61.76%	50.68%
Fitness Yoga - 3 Weeks / Sessions	\$ 18	\$ 23	\$ 35	27.78%	94.44%	52.17%
Fly Yoga - 7 Weeks / Sessions	\$ 85	\$ 90	\$ 135	5.88%	58.82%	50.00%
Sunset Yoga - 11 Weeks / Sessions	\$ 105	\$ 110	\$ 160	4.76%	52.38%	45.45%
Gentle Yoga -11 Weeks / Sessions	\$ 65	\$ 70	\$ 105	7.69%	61.54%	50.00%

PHFC					
Current Fee Structure					
Member (M)	Non Member Resident (NMR)	Non Member Non Resident (NMNR)	% NMR vs M Increase	% NMNR vs M Increase	% NMNR vs NMR Increase

PHFC Specialty Classes

Boot Camp - 8 weeks	\$ 65	\$ 80	\$ 80	23.08%	23.08%	0.00%
Fitness Revolution -6 weeks group training 1/wk	\$ 60	\$ 75	\$ 75	25.00%	25.00%	0.00%
Pre Natal Yoga - 4 weeks	\$ 50	\$ 70	\$ 70	40.00%	40.00%	0.00%
Strength training for women - 8 weeks	\$ 115	\$ 135	\$ 135	17.39%	17.39%	0.00%
Parent Tot Aqua (6 mos - 3 yrs) - 6 weeks	\$ 50	\$ 70	\$ 70	40.00%	40.00%	0.00%

PHFC					
Proposed Fee Structure					
Member (M)	Non Member Resident (NMR)	Non Member Non Resident (NMNR)	% NMR vs M Increase	% NMNR vs M Increase	% NMNR vs NMR Increase

PHFC Specialty Classes

Boot Camp - 8 weeks	\$ 65	\$ 70	\$ 105	7.69%	61.54%	50.00%
Fitness Revolution -6 weeks group training 1/wk	\$ 60	\$ 65	\$ 98	8.33%	62.50%	50.00%
Pre Natal Yoga - 4 weeks	\$ 50	\$ 55	\$ 83	10.00%	65.00%	50.00%
Strength training for women - 8 weeks	\$ 115	\$ 120	\$ 180	4.35%	56.52%	50.00%
Parent Tot Aqua (6 mos - 3 yrs) - 6 weeks	\$ 50	\$ 55	\$ 83	10.00%	65.00%	50.00%

Gym Rentals

Both facilities rent the gymnasium to outside participants on an hourly basis based on the rates below.

PHFC: \$75 for residents and non-residents	SPORTSPLEX: [\$30 for 90% or more residents [\$40 for 50-89% residents [\$50 for 49% and under residents
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It is recommended that PHFC follow the same pricing structure as Sportsplex.

PHFC REVISED: [\$30 for 90% or more residents [\$40 for 50-89% residents [\$50 for 49% and under residents
