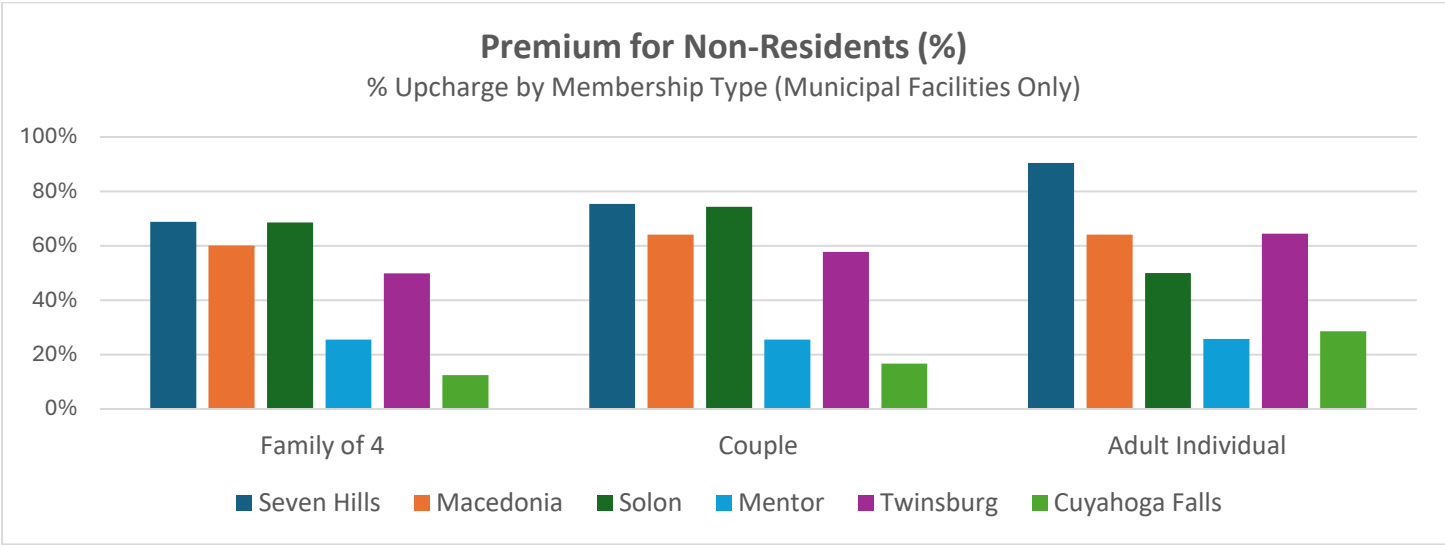
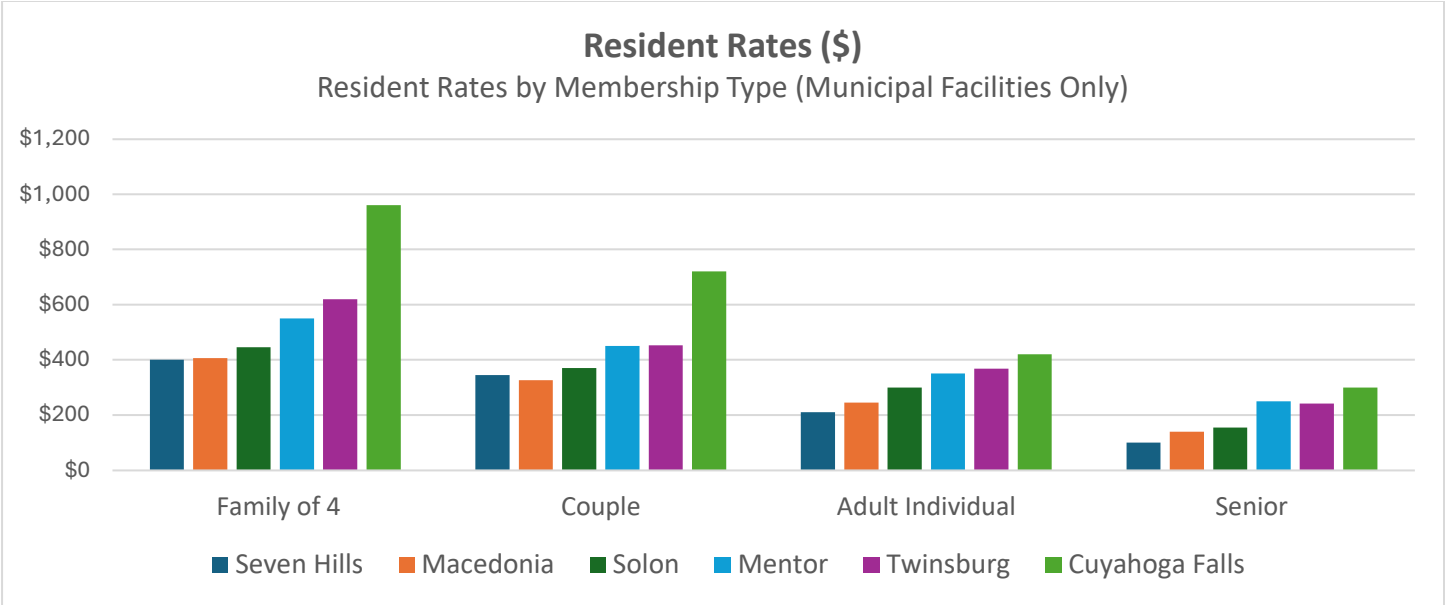


Recreation Center Rate Study

Annual Resident Rates							
Facility	Family of 4	Couple	Adult Individual	Senior	Day Pass - Adult Individual	Day Pass - Senior	Senior Discount on Annual Membership
Seven Hills	\$400	\$345	\$210	\$100	unknown	unknown	52%
Macedonia	\$406	\$326	\$245	\$139	\$15	\$10	43%
Solon	\$445	\$370	\$300	\$155	\$7	\$5	48%
Mentor	\$550	\$450	\$350	\$250	\$10	unknown	29%
Twinsburg	\$620	\$452	\$368	\$242	\$15	unknown	34%
Cuyahoga Falls	\$960	\$720	\$420	\$300	\$9	\$7	29%
(Hudson) Summa	\$2,316	\$1,452	\$948	\$756	\$12	\$12	20%
AVG. (excludes Summa)	\$564	\$444	\$316	\$198	\$11	\$7	39%

Annual Non-Resident Rates									
Facility	Family of 4	Couple	Adult Individual	Senior	Day Pass - Adult Individual	Day Pass - Senior	Non-Resident Premium (Family of 4)	Non-Resident Premium (Couple)	Non-Resident Premium (Individual Adult)
Seven Hills	\$675	\$605	\$400		unknown	unknown	69%	75%	90%
Macedonia	\$650	\$535	\$402	\$235	n/a	n/a	60%	64%	64%
Solon	\$750	\$645	\$450	\$275	\$10	\$8	69%	74%	50%
Mentor	\$690	\$565	\$440	\$315	\$10	unknown	25%	26%	26%
Twinsburg	\$929	\$713	\$605	\$555	\$10	unknown	50%	58%	64%
Cuyahoga Falls	\$1,080	\$840	\$540	\$420			13%	17%	29%
(Hudson) Summa	\$2,316	\$1,452	\$948	\$756			0%	0%	0%
AVG. (excludes Summa)	\$796	\$651	\$473	\$360			48%	52%	54%

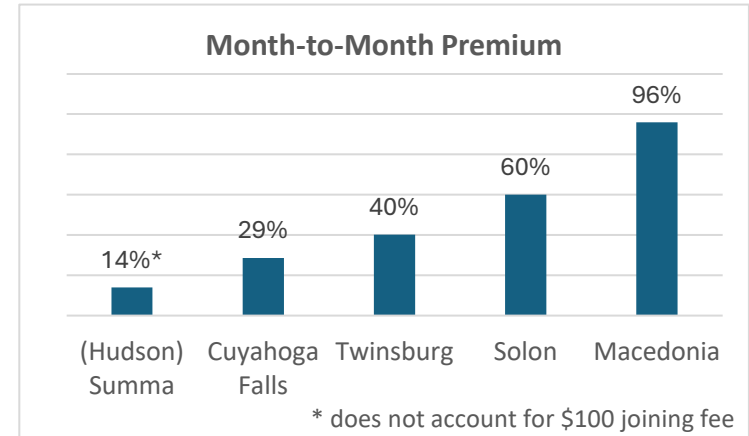


Payment Plan Premiums

The graphics below are based on Individual Adult Resident Rates. They indicate the premium charged for one month of membership when membership is paid month-to-month as opposed to annually.

Month-to-Month Premium			
Facility	Monthly Price w Annual Plan	Monthly Price w Month-to-Month Plan	Premium
Macedonia	\$20	\$40	96%
Solon	\$25	\$40	60%
Twinsburg	\$31	\$43	40%
Cuyahoga Falls	\$35	\$45	29%
(Hudson) Summa*	\$79	\$90	14%

* Summa has one-time \$100 joining fee in addition to month-to-month or annual fee



Features that are Common to Most Facilities Studied

- free trial (usu 5 days)
- military/safety forces discounts
- annual memberships include guest passes, access to special features or classes, discounts on other classes
- savings offered for purchasing annual membership rather than month-to-month (see Premiums in graphics above)
- separate fee structures are sometimes available for those who *work* in the city but are not residents - rate falls between resident and nonresident (see Macedonia, Twinsburg, Solon, Cuyahoga Falls)
- separate fee structures sometimes available for those who are residents of an adjacent jurisdiction (i.e. Solon and Glenwillow; Twinsburg City and Twinsburg Twp or Reminderville; Seven Hills and Parma) -rate falls between resident and nonresident
- Cost of a day pass does not show a clear relationship to overall rates - possibly a topic for further research
- Summa website notes rates are "\$___ + tax" while other rates are not specified as pre or post tax; consider this when developing a fee structure