



WHEATON PARK DISTRICT

AQUATICSANNUAL REPORT 2015



TABLE OF CONTENTS

Rice Pool and Water Park Attendance	Page 3
Rice Pool and Water Park Closing Impact	Page 3
Northside Family Aquatic Center Attendance	Page 4
Northside Family Aquatic Center Closing Impact	Page 4
Weather Log Comparison	Page 5
Combined Attendance	Page 6
Resident Paid Daily Admission Use	Page 6
Nonresident Paid Daily Admission Use	Page 6
Pool Passes Sold	Page 7
Swim Lesson Registration	Page 7
Aquatic Budget Analysis	Page 8
Aquatic Facilities Revenue and Expenses Comparison	Page 8
Financial Comparisons-Pools Pass, Admission, Guest Pass Revenues	Page 9
Combined Pool Passes, Guest Passes and Admissions	Page 9
Concession Revenue & Expenses	Page 10
Swim Lesson Revenue & Expenses	Page 11
Part Time Wages –2015 Rice Pool and Water Park with Chart	Page 12
Part Time Wages -2015 Northside Family Aquatic Center with Chart	Page 13
Best Practices	Page 14
Highlights	Page 15
Marketing Overview	Page 16
Appendix A: Aquatic Facility Survey	Page 22
Appendix B: 2015 Learn to Swim Survey Results	Page 25
Appendix C: Barracudas Swim Team Evaluation 2015	Page 28
Appendix D: Aquatic Season Pass Summary Season Pass Rates	Page 30
Appendix E: Marketing Collage	Page 40

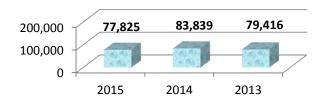
I <u>2015 Annual Attendance</u>

A. Attendance - Rice Pool & Water Park

RICE POOL	2015 Season	2014 Season	2013 Season	Increase (Decrease) from last season	Percent Increase (Decrease) from last season
Pool Pass Visits	43,627	53,995	50,728	(10,368)	(19%)
Daily Admissions Paid	16,677	13,205	12,575	3,472	26%
Camps	5,347	3,562	2,752	1,785	50%
In-House Swim Lessons/ Fitness Classes	12,174	13,077	13,361	(903)	(7%)
Total	77,825	83,839	79,416	(6,014)	(7%)
Days Open	94*	90**	88	4	4%
Avg. Daily Attendance	827	931	902	(104)	(11%)
Days Closed	3	5	6	(2)	(40%)

^{*2015} Season Totaled 97 Days / ** 2014 Season Totaled 95 Days

Rice Pool and Water Park Attendance





Pool Closing Procedure: Wheaton Park District regulation states that "pool may be closed if the air temperature is 68 degrees or below, or at the manager's discretion based on inclement weather, low attendance, or unusual circumstances. Whenever weather is questionable or attendance is low, the manager is first directed to cut back on staff without compromising safety.

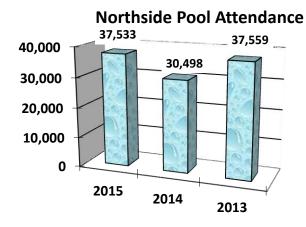
Early Closing Expense Impact Rice Pool 2015 vs. 2014:

	2015	2014	2015	2014	2015	2014
Weather Closing	10 dates	2 dates	32.75 total hours	5 total hours	\$7,696	\$1,175
Low Attendance	0 dates	0 dates	0 total hours	0 total hours	\$0	\$0
Total	10 dates	2 dates	32.75 total hours	5 total hours	\$7,696	\$1,175

B. Attendance - Northside Family Aquatic Center

NORTHSIDE	2015 Season	2014 Season	2013 Season	Increase (Decrease) from last season	Percent Increase(Decrease) from last season
Pool Pass Visits	20,361	10,377	19,436	9,984	96%
Daily Admissions	4,681	4,129	3,998	552	13%
Camp Visits	1,951	1,260	2,369	691	55%
In-House Swim Lessons/ Swim Team	10,540	14,732	11,756	(4,192)	(28%)
Total	37,533	30,498	37,559	7,035	23%
Days Open	80*	71**	71	9	13%
Avg. Daily Attendance	469	429	529	40	9%
Days Closed	2	3	5	(1)	(33%)

^{*2015} Season Totaled 82 Days / ** 2014 Season Totaled 74Days





Early Closing Expense Impact Northside Pool 2015 vs. 2014:

	2015	2014	2015	2014	2015	2014
Weather Closing	10 dates	3 dates	27.5 total hours	12 total hours	\$4,950	\$2,160
Low Attendance	0 dates	0 dates	0 total hours	0 total hours	\$0	\$0
Total	10 dates	3 dates	27.5 total hours	12 total hours	\$4,950	\$2,160

C. Weather Log Comparison

- Mother Nature was not kind to the aquatic world. Temperatures were warm enough to open. However, the rain, stormy weather, and cooler temperatures at the beginning of the season interfered with attendance and pool pass sales.
- June was recorded as the 5th wettest since 1928, and the 4th wettest of any month on record in Illinois.
- This was the "coolest" summer in six years with an average temperature of 68.5 degrees. The daily temperature was cooler than average temperature of 82 degrees for 64% of days during the summer.
- Days closed at Rice Pool totaled three (3) and Northside totaled two (2). There were however, ten (10) dates where storms or heavy rains prompted early closings.

Daily High Temperature	2015	2014	2015	2014
	Total Days in	Total Days in	Percent of	Percent of
	Temperature Range	Temperature Range	Total Days	Total Days
-68	2	6	2%	6%
68-75	23	14	23%	15%
76-80	28	35	29%	37%
81-85	25	31	26%	33%
86-90	17	9	18%	9%
91+	2	0	2%	0%

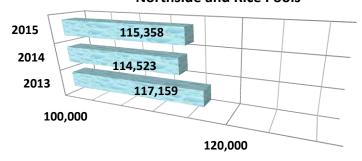


D. Combined Attendance

Rice/Northside Combined Attendance	2015 Season	2014 Season	2013 Season	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Total	115,358	114,523	117,159	835	.7%

^{*}Includes Camps and Swim Lesson visits

Combined Attendance Northside and Rice Pools



E. Daily Paid Admission Comparison Resident vs. Non-Resident

Resident

Resident	2015 Season	2014 Season	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Northside	4,432	3,860	572	15%
Rice	10,767	8,405	2,362	28%
Total	15,199	12,265	2,934	24%
% of Daily Admission	71%	71%		0%

Non-Resident

Nonresident	2015 Season	2014 Season	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Northside	249	269	(20)	(7%)
Rice	5,910	4,800	1,110	23%
Total	6,159	5,069	1,090	22%
% of Daily Admission	29%	29%		0%

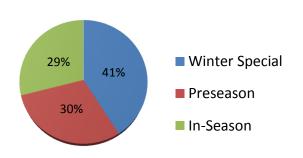
F. Pool Passes Sold

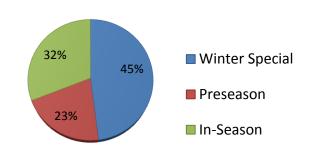
	2015 Season	2014 Season	2013 Season	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Resident	7,050	7,709	8,834	(659)	(9%)
Non-Resident	691	828	1,038	(137)	(17%)
Total	7,741	8,537	9,872	(796)	(9%)

- Nonresident passes represent 9% of the total passes sold. This is a 1% decrease compared to the last two seasons.
- Pool pass gross revenue decreased \$54,406 compared to 2014.
- 2015 Winter Special accounted for 41%, Preseason accounted for 30%, In-Season accounted for 29% of total sales.
- 2014 Winter Special accounted for 45%, Preseason accounted for 23% In Season account for 32 % of total sales.

2015 Pool Pass Sales Distirbution

2014 Pool Pass Sales Distribution





G. Swim Lesson Registration

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Swim Lessons	2015 Season	2014 Season	2013 Season	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Northside Family Aquatic Center	1,209	1,159	1,236	50	4%
Rice Pool & Water Park	1,640	1,808	1,699	(168)	(9%)
Total	2,849	2,967	2,935	(118)	(4%)

- Registration figures include swim lessons, swim team, and private lessons.
- Swim lesson participation decreased by 118 participants.
- Due to Community School District 200 winter closings and the end of the school year release date, Rice & Northside Pool offered three (3) two week sessions and two (2) one week sessions, compared to four (4) two week sessions and one (1) one week session in 2014.

II. Aquatic Budget Analysis: Based on September 2015 Financial Status Report & Year End Projections.

REVENUE	2015 Season Actual	2014 Season Actual	2013 Season Actual	Increase(Decrease) from last season	Percentage Increase (Decrease) from last season
Rice Pool	563,391	566,468	597,063	(3,077)	(.5%)
Northside	239,844	256,759	280,694	(16,915)	(7%)
Total	803,235	823,227	877,757	(19,992)	(2%)

EXPENSES	2015 Season Actual	2014 Season Actual	2013 Season Actual	Increase(Decrease) from last season	Percentage Increase (Decrease) from last season
Rice Pool	660,209	631,849	598,962	28,360	4%
Northside	299,370	293,494	289,916	5,876	2%
Total	959,579	925,343	888,878	34,236	4%

NET BALANCE	2015 Season Actual	2014 Season Actual	2013 Season Actual	Increase(Decrease) from last season
Rice Pool Balance (Revenue over Expenses)	(98,818)	(65,381)	(1,899)	(31,437)
Northside Balance (Revenue over Expenses)	(59,526)	(36,735)	(9,222)	(22,791)
Total Balance (Revenue over Expenses)	(156,344)*	(102,116)	(11,121)	(54,228)

^{*} Based on Non-Audited September 2015 Financial Status Report & Year End Projections

Aquatic Facilities Revenue and Expenses Comparison

- o **REVENUE**
 - 2015 vs. 2014 Comparison Totals Decreased (\$19,992)
 - Charges for Service Decreased (\$27,221)
 - o Pool Passes, Admissions, Guest Passes, Lessons, Sponsorships
 - Rentals Increased \$1,228
 - Concessions Increased \$6,207
 - Miscellaneous Income Decreased (\$206)
- EXPENSES
 - 2015 vs. 2014 Comparison Totals Increased \$34,236
 - Contractual Services Increased \$45,958
 - Major contributors to the increase of contractual services are mainly due to utility and health insurance cost.
 - Rice Contractual Increase of 28,817
 - Northside Contractual Increase of 17,141
 - Aquatics Supplies Decreased (\$15,974)
 - o This is due to a large lounge chair purchase in 2014
 - Aquatic Full Time Wages Increased \$1,010
 - Aquatic Part Time Wages Decreased (\$11,641)
 - Parks "101" Total Expenses Increased \$16,493
 - Advertising Decreased (\$1,610)

FINANCIAL COMPARISONS

2015 Actual Revenue Versus Budgeted Revenue Compared to 2014

POOL PASS FINANCIALS

REVENUE	2015 Budgeted Pool Pass Revenue	2015 Actual Pool Pass Revenue	Increase (Decrease) Budgeted Pool Pass Revenue	2014 Actual Pool Pass Revenue	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	340,000	271,422	(68,578)	307,343	(35,921)	(12%)
Northside	170,000	126,283	(43,717)	144,768	(18,485)	(13%)
Total	510,000	397,705	(112,295)	452,111	(54,406)	(12%)

^{*}Pool pass revenue was split 68% Rice to 32% to Northside

GUEST PASS FINANCIALS

Six (6) daily resident visits for \$45 coupon booklet/ Twenty (20) daily resident visits for \$150 coupon booklet)

REVENUE	2015 Budgeted Guest Passes Revenue	2015 Actual Pool Guest Pass Revenue	Increase (Decrease) Budgeted Guest Pass Revenue	2014 Actual Pool Guest Pass Revenue	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	17,000	14,910	(2,090)	12,309	2,601	21%
Northside	7,000	6,390	(610)	5,031	1,359	27%
Total	24,000	21,300	(2,700)	17,340	3,960	23%

ADMISSION FINANCIALS

REVENUE	2015 Budgeted Daily Admission Revenue	2015 Actual Daily Admission Revenue	Increase (Decrease) Budgeted Daily Admission Revenue	2014 Actual Daily Admission Revenue	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	115,000	116,267	1,267	93,002	23,265	25%
Northside	28,000	27,085	(915)	23,605	3,480	15%
Total	143,000	143,352	352	116,607	26,745	23%

COMBINED POOL PASSES, ADMISSIONS AND GUEST PASSES

2015 Gross Actual Revenue vs. 2014 Gross Actual Revenue

2015 Gross Actual Combined Admissions Revenue	2014 Gross Actual Combined Admissions Revenue	Increase (Decrease) 2015 vs. 2014	Percentage Increase (Decrease) 2015 vs. 2014 Revenue
562,357	586,058	(23,701)	(4%)

CONCESSIONS FINANCIALS

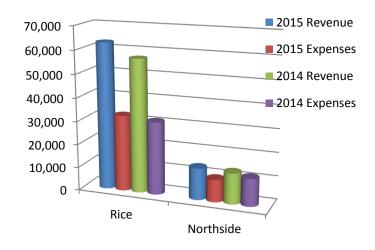
REVENUE	2015 Actual Concession Revenue	2014 Actual Concession Revenue	Increase(Decrease) from last season	Percentage Increase(Decrease) from last season
Rice	62,935	57,093	5,842	10%
Northside	13,567	13,202	365	3%
Total	76,502	70,295	6,207	9%

EXPENSES	2015 Actual Total Concession Expenses	2014 Actual Total Concession Expenses	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	32,643	31,244	1,399	4%
Northside	Northside 9,580 11,753		(2,173)	(22%)
Total	42,223	42,997	(774)	(2%)

2015 Concession Net Balance vs. 2014 Concession Net Balance

2015 Concession Net	2014 Concession Net	Increase (Decrease) 2015 vs. 2014	Percentage Increase (Decrease) 2015 vs. 2014 Net
34,279	27,298	6,981	26%

Concession Revenue Versus Expenses 2015 Compared to 2014





Concession Net Profit Percentage 2015 and 2014

2015 Combined Net Profit Percentage: 45% 2014 Combined Net Profit Percentage: 39%

SWIM LESSON FINANCIALS

REVENUE	2015 Budgeted Swim Lesson Revenue	2015 Actual Swim Lesson Revenue	Increase (Decrease) Budgeted Swim Lesson Revenue	2014 Actual Swim Lesson Revenue	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	77,500	64,180	(13,320)	65,326	(1,182)	(1%)
Northside	60,000	53,518	(6,482)	56,013	(2,495)	(4%)
Total	137,500	117,698	(19,802)	121,375	(3,677)	(3%)

Due to Community School District 200 winter closings and the end of the school year release date, Rice & Northside pools offered three (3) two week sessions and two (2) one week sessions, compared to four (4) two week sessions and one (1) one-week session in 2014.

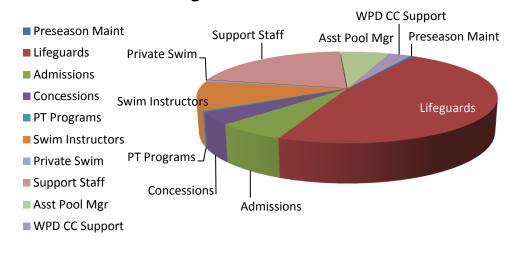
EXPENSES	2015 Budgeted Swim Lessons PT Wages	2015 Actual Swim Lessons PT Wages	Increase (Decrease) Budgeted Swim Lessons PT Wages	2014 Actual Swim Lessons PT Wages	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Rice	30,900	30,324	(576)	31,204	(880)	(2%)
Northside	21,300	26,278	4,978	26,256	22	.09%
Total	52,200	56,602	4,402	57,460	(858)	(1%)

2015 Swim Lesson Net Balance vs. 2014 Swim Lesson Net Balance

2015 Net Balance Swim Lessons	2014 Net Balance Swim Lesson	Increase (Decrease) 2015 vs. 2014	Percentage Increase (Decrease) 2015 vs. 2014 Net
61,094	63,915	(2,821)	(4%)

<u>Swim Lessons Net Profit Percentage 2015 and 2014</u> 2015 Combined Net Profit Percentage: 52% 2014 Combined Net Profit Percentage: 53%

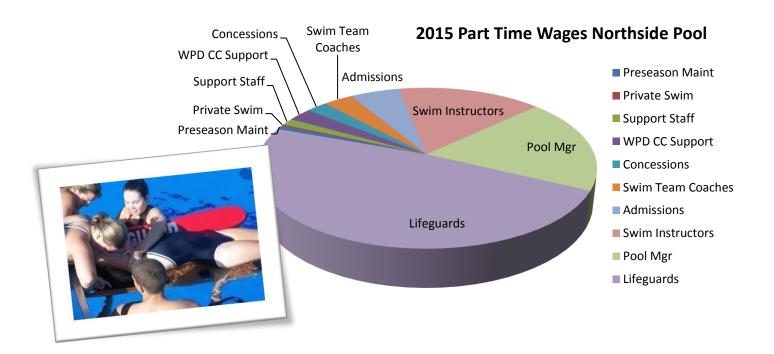
2015 Part Time Wages Rice Pool





	2015 Budgeted Part-time Wages Total Budget	2015 Actual Part- time Wages Total	Increase (Decrease) in Budgeted Part-time Wages	2014 Total Part-time Wages	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Preseason Maintenance	1,500	1,369	(131)	2,053	(684)	(33%)
Lifeguards	134,000	132,030	(1,970)	140,661	(8,631)	(6%)
Admissions	17,000	17,699	699	14,767	2,932	20%
Concessions	12,000	11,914	(86)	11,490	424	4%
PT Programs	700	1,250	550	766	484	63%
Swim Instructors	29,000	28,489	(511)	28,808	(319)	(1%)
Private Swim	1,900	1,835	(65)	2,396	(561)	(23%)
Support Staff	53,500	58,149	4,649	61,150	(3,001)	(5%)
Asst. Pool Managers	18,000	17,679	(321)	18,106	(427)	(2%)
WPD CC Support	8,099	8,099	0	7,940	159	2%
Rice Totals	275,699	278,513	2,814	288,137	(9,624)	(3%)

^{*}Rice Pool was opened to the public 94 days in 2015 compared to 90 days in 2014.



	2015 Budgeted Part-time Wages Total Budget	2015 Actual Part-time Wages Total	Increase (Decrease) in Budgeted Part-time Wages	2014 Total Part-time Wages	Increase (Decrease) from last season	Percentage Increase (Decrease) from last season
Preseason Maintenance	600	1,079	479	552	527	95%
Lifeguards	64,000	64,549	549	65,751	(1,202)	(2%)
Admissions	7,400	7,370	(30)	7,222	148	2%
Concessions	3,200	3,215	15	4,892	(1,677)	(34%)
Swim Instructors	21,000	21,537	537	22,378	(841)	(4%)
Private Swim	300	371	71	240	131	55%
Support Staff	1,800	1,868	68	1,800	68	4%
Pool Managers	25,000	25,416	416	25,416	0	0%
Swim Team Coaches	4,300	4,370	70	3,638	732	20%
WPD CC Support	3,500	3,500	0	3,403	97	3%
Northside Totals	131,100	133,275	2,175	135,292	(2,017)	(1%)

^{*}Northside Pool was opened to the public 80 days in 2015 compared to 71 days in 2014.

III. BEST PRACTICES

- As aquatic facilities, we continue to strive to be better and operate more efficiently. Listed below staff accomplishments in 2015.
- Rice Pool and Water Park continued regular season hours this year opening at 11am Monday-Saturday and Noon-8pm Sunday.
- In 2015, a "Black Friday" discount rate was offered November 24 to December 1. During that early period, 2,152 passes were sold bringing in sales totaling \$95,100 four months before opening day. During the preseason discount period December 2 thru January 1, 1,462 passes were sold totaling an additional \$67,315. During the early season discount rate was offered January 2 to April 30, there were 2,111 passes sold bringing in sales totaling \$114,245. Regular seasonal rates began May 1. From May 1 throughout the 2015 season 2,016 passes were sold for an additional \$117,975. **71% of total sales occurred during a discounted period.**
- End of Season discounted pool passes were offered again this year. A family of four could purchase a pool pass at \$99.00 for the last month of the aquatic season. 74 passes were sold from July 27 to September 7.
- The Parent and Tot program was a success again this summer drawing 138 participants to the class. The half-hour weekly lesson provided parents the opportunity to learn techniques to get their babies comfortable in the water. The Tuesday and Thursday evening class drew 58 participants to the class.
- Rice Pool's ice cream & beverage cart was located in the zero depth area. This location helped to reduce line congestion at our main concession and proved very lucrative. The cart brought \$8,682.82 in sales compared to \$6,596.81 in 2014.

- Daily Safety Checks continued to be implemented at both aquatic facilities in 2015. These daily checks ensure
 our ability to account for any children and guests accompanying them for the day. This procedure is well
 received by patrons.
- This is a first time employment opportunity for most of our staff. Safety and customer service is the utmost priority. Weekly in-services and daily pre-shift meeting insure our facilities' excellence.
- Private Pool Parties were offered again at Rice Pool. The weekend choice party package includes a section of the pool for an hour of private swim time before the general public admission. The package also includes pool time during open swim, picnic area, food and drinks. Four (4) dates sold in 2015 bringing in a total of \$2,086 in additional revenue.
- Northside had 3rd Annual Kids Triathlon hosted by Peter Hubbard on August 16th. Ninety (90) athletes participated.

IV. HIGHLIGHTS

- Wheaton Park District's aquatic facilities employed 284 individuals during the 2015 summer season; Rice Pool employed 184 while Northside Pool employed 100. 95% of the pool staff are high school or college aged employees. Approximately \$411,788 was spent on 2015 part-time aquatic wages.
- Wheaton residents accounted for 91% of aquatic staff, resulting in approximately \$374,727 returned to the local economy through wages.
- The Wheaton Park District participated in the Ellis and Associates International Pool and Water Safety Lifeguard Training Programs. Through this program, lifeguards are audited on an individual basis as well as through Team Management Rescues. Audit ratings are based on professionalism, personal safety, aquatic accident prevention, observational skills, managing aquatic emergencies and team rescues. There are individual facility ratings as well as an overall park district rating. Both Northside Family Aquatic Center and Rice Pool and Water Park received a "exceeds" on all three 2015 audits.
- Rice Pool & Water Park and Northside Family Aquatic provided a safe and enjoyable time as 115,358 patron visits were recorded during the 2015 season.
- The DuPage County Health Department visited each facility during the summer. The concession stand inspections and water clarity tests were recorded as excellent.
- Staff surveyed swim lesson participants at both aquatic facilities. Swim lesson registration was down from the previous year although participants seemed pleased with our program. We were able to accommodate everyone on the waiting list. Comments and suggestions on teaching techniques, use of time, instruction, placement, and evaluating will be reviewed by the swim lesson coordinators and used as the basis for improvements for next year. (See Appendix "B" for Swim Lesson Survey Results.)
- Staff also surveyed our swim team program participants. Results will be shared with coaches before next season and staff will work toward continually improving the swim team program. (See Appendix "C" for Swim Team Survey Result.)
- The Barracuda Swim Team's enrollment totaled 105 participants this season. For the 2015 season, we had a new head coach, one new assistant, and one returning assistant. Barracudas "A" Swim Team took fourth place at the "A" Conference Championships this season.
- A successful Teen Night was held at Rice Pool. Approximately 55 teens attended. The weather was great. There was swimming, a DJ, dancing, concessions, and a raffle.
- Rice Pool and Water Park is entering its 28th year of operation, while Northside will enter its 22nd year. Staff is hopeful for facility upgrades and improvements with the development of an Aquatic Master Plan.



V. 2015 MARKETING OVERVIEW

The goal of the Wheaton Park District Marketing Team is to increase awareness of our special facilities and to encourage residents and nonresidents to utilize the aquatic facilities and its programming (pool pass sales, daily admission fees, swim lessons). In 2015, the marketing initiatives for the aquatic facilities included the following:

Cohesive Branding & Brand Recognition

In 2014, the facility logo was simplified to remove both facility names to create one brand for the Wheaton Park District Aquatic Facilities. The goal for this year was to complete the transition and make sure cohesive brand recognition was consistent throughout all marketing materials. This year the new logo was updated on staff apparel and additional promotional pieces. Print marketing continued to include direct URL's which took web traffic to the aquatics landing page (wheatonparkdistrict.com/aquatics) this was created in 2014 to allow for easier and direct navigation for the customer and a more direct link to information.

- <u>Print Marketing</u> (Appendix E-2)

- O Print marketing collateral is used throughout the district to promote pool sales and programming. This year we continued to build on the new logo and designed and utilized it on new signage at the pool (installed 2014 season). The design of pool waves and splashes helped call to action the benefits of the pool, better evoked the summer feel, and played well off the new logo design.
- In an effort to achieve a cohesive branding throughout print marketing, consistent colors were used to unify marketing pieces in variations of the colors used in the logo as well as red. This consistent effort allows for a stronger branding presence of the aquatic facilities.

Facility Signage

O Building on the large marketing endeavor from 2014 of updating all pool signage at both facilities, staff continued to coordinate signage updates for the 2015 season which included updating swim team schedules, admission/opening dates, concession signage, sponsorship signage, and promotional light pole banners at both locations.

Targeted Advertising

- Various paid advertisements and direct mail pieces were utilized to reach a more targeted audience in 2015.
 - An advertisement was placed in the Warrenville Business Directory promoting the close proximity of Rice Pool & Water Park to Warrenville residents.
 - Web advertising on our own wheatonparkdistrict.com pages was explored to target our program users who may not be already aware of the pool amenities and offerings.
 - Two advertisements were placed in the Suburban Life newspaper (April 2015) to promote the Pre-Season pool pass sale (10% off).
 - Two direct mail pieces were sent to 5,000 homes adjacent to the Rice Pool & Water Park (Community Center) property to promote Black Friday Sale (November 2014) and the Dog Days of Summer Sale (August 2015).

- <u>Program Guide</u> (Appendix E-8)

- Program guides are a vital source of promotion for the aquatic passes and swim lessons. Promotion of the pool begins in the winter guide and continues through the summer. All three seasons of the program guides plus the Camps & Aquatics guide contain sales and promotional information for both pools.
 - A half page advertisement was included in the Camps & Aquatics guide to promote swim lessons.
 - Program Guide pages in the summer season were dedicated to the new pricing structure for the discounted pool pass booklets.
 - A quarter page advertisement promoting the Go Card to both pool patrons and campers.

- Brand Accessibility (Appendix E-2, E-3, E-6, E-7)
 - Marketing (print and advertising) continued to include the direct URL to the aquatics landing page (wheatonparkdistrict.com/aquatics) which allows for easier navigation to aquatic information.
- <u>Swim Team Logo</u> (Appendix E-1)
 - o In addition, Northside staff felt it was time to update the outdated logo for the Barracudas Swim Team. A staff member (also a graphic design student) utilized this rebranding opportunity for a class project. He presented his design to the Wheaton Park District Pool Manager and Graphic Designer and they approved it to be the new swim team logo.

Sales & Promotional Marketing (Appendix E-3, E-6, E-7)

Aquatic Season Pool Passes

This year, the pool pass sales and incentive pricing was restructured from the previous years in an attempt to encourage early purchase of pool passes. By offering a higher discount for a short period of time (Black Friday 2014) staff hoped to push pool sales early. In addition, the standard discount of 20% offered in the winter in years past was shortened to only December (previous years was offered for two months). In both 2014 and 2015, preseason marketing efforts were promoted in similar ways through e-blasts, social media posts, flyers, posters, banners, a-frames, print advertisements, and web advertisements. In 2015, a post card was direct mailed to 5,000 homes around the Rice Pool & Water Park facility in an effort to give an additional marketing push behind the enhanced Black Friday sale of 25% off.

Pricing Structure for Presale Pool Passes 2015 vs. 2014

	2015	2014
25%	"Black Friday Sale"	N/A
	8 day sale, from November 24-December 1	
20%	"Hottest Deal Around"	"Big Chill Pool Pass Sale"
	December 2- January 1	November 27-January 31
10%	"Pre-Season Aquatic Pass Sale"	"Pre-Season Aquatic Pass Sale"
	January 2-April 30	January 2-April 30
In-Season	Beginning May 1	Beginning May 1
\$99/ family (4)	"Dog Days of Summer"	"Dog Days of Summer"
	July 31- Labor Day	July 20- Labor Day

2015 Pre-Season Pass Sale Marketing Plan

- Black Friday Sale—8 Days Sale, from November 24-December 1, 25% off
 - Promoted through an e-Blast, Social Media Posts, Flyers & Posters at Wheaton Park District Facilities, Atrium Banner and a-frames at Community Center and Parks Plus Fitness Center, Postcard direct mailed to 5,000 homes within 5 miles, and ad in TribLocal running 11/20/2014.
- "Hottest Deal Around" Sale- December 2- January 1, 20% off
 - o Promoted through an e-blast, Social Media Post, Facebook Cover Photo, Flyers, and Posters distributed to Wheaton Park District facilities.
- Pre-Season Aquatic Pass Sale —10% off from January 2 through April 30
 - Promoted through E-Blasts, Flyers, Posters, A Frames with Countdown at Community Center entrance and Parks Plus Fitness Center, Community Center Atrium Banner, Banner at Seven Gables Park, Two Suburban Life print ads, and Spring Wheaton Park District Program Guide Insert (33,000 households).
- Dog Days of Summer—\$99 family of four for remainder of summer (July 31- Labor Day)
 - Promoted through E-blast, Social Media Posts, Flyers & Posters, Suburban Life half page ad ran 7/30 promoting launch of the sale, and postcard direct mailed to 5,000 homes within 10 miles of Rice Pool & Water Park the week of August 3

Daily Admission/ Pass Fees

Daily admission fees did not change pricing from 2014 to 2015, but more strategic marketing to promote these set fees were explored. This was done by offering a Buy 1 Daily Admission, Get 1 Free offer as well as promoting our twilight rates.

- Daily Admission
 - Daily Admission, Get 1 Free—June 15- July 10, 2015
 - Kidwinks Pool Promotional e-blast was sent to over 18,000 recipients and social media exposure to 30,000+.
 - o 50% off Daily Admission (Twilight Rates)—August 2015
 - Web Cube Advertisement on Wheaton Park District registration page.
 - Total Twilight Visits during Promotional Period = 1,319
 - o Rice = 1,055
 - \circ Northside = 264

Swim Lessons

Swim lesson rates remained the same. The focus was similar to 2014 which included our marketing efforts on the program guide, e-blasts, banners, and in our Wheaton Park District monthly event e-blast.

- O Swim Team & Swim Lessons Dedicated e-blast was sent to push registration
- o Program Guide half page Back Cover Ad | Camps & Aquatics Spring 2015 (Appendix E-8)
- o Flyers promoting swim lesson sessions (Appendix E-2)
- Cross promotion of swim lessons at Week of the Young Child Ice Cream Social (April 2015), Go
 Fly A Kite Event (May 2015), Taste of Wheaton (June 2015)
- o Banners at both pool locations (Appendix E-7)
- o Advertisement inclusion in Wheaton Park District May E-blast



2015 Marketing Highlights

Sponsorship

- \$2,000 in sponsorship from Northwestern Medicine was raised this year for 2015 Pool Season (Appendix E-7).
- \$300 in sponsorship from Meatheads this year allowing to be on-site three days throughout the summer.

Web & E-Blast Statistics

- The Wheaton Park District aquatics overview page received a total of 20,435 page views from January 1-August 17, 2015 versus 6,785 page views during the same period in 2014.
 - o This 200% increase is due to the continued cohesive branding effort for all marketing materials to include the direct URL to our aquatics landing page, wheatonparkdistrict.com/aquatics.
- Eight dedicated e-blasts were sent this year promoting pool sales, swim lessons, swim team, programs, and daily admission. The average open rate was 23.9% and an average of 106.8 clicks per e-blast.
 - O Pool Sale ends in less than two weeks, 20% off now through January 1 (Sent 12/16/2014)
 - o Pool Sale ends in 3 days! 20% off now through January 1 (Sent 12/29/2014)
 - o Pool Pass, Now 10% off (Sent 2/9/2015)
 - o Calling all Swimmers, Swim Team/ Swim Lessons (Sent 4/14/2015)
 - o Last Chance to Save on Summer Season Passes, 10% off (Sent 4/28/2015)
 - o Pool Opens Today! (Sent 5/23/2015)
 - August Dog Days of Summer Swim Sale (Sent 7/30/2015)
 - Last Weekend at Rice Pool & Water Park, Push for Daily Admission (Sent 9/2/2015)
- An additional Wheaton Park District Black Friday e-blast promoted multiple sales throughout the district including the pool pass sale. Of the 30.4% opening the e-blast, 34% clicked through to the pool sale information.

Cross Promotion of the Pool at Wheaton Park District Facilities & Events

- Community Center Lobby Promotion | December 2014, January 2015
- Summer Camp Open House | March 23
- Week of the Young Child Ice Cream Social | April 24

Cross Promotion of Wheaton Park District Facilities & Events at the Pool

- 3x8 banners were used to promote Wide Horizons Preschool and Shakespeare in the Park at Rice Pool.
- Light pole banners were utilized to cross promote facilities such as Cosley Zoo, DuPage County Historical Museum, Arrowhead Golf Club, and Parks Plus Fitness Center at Rice Pool.
- Light pole banners were utilized to promote special events such as the 3rd & 4th of July celebrations at both Northside and Rice Pool.



2015 Goals & Objective Follow Up

In last year's annual report, the Marketing Team & Pool Staff set goals for the 2015 season. The first goal, was to explore advertising beyond the boundaries of Wheaton as well as better target marketing specific regions within our Wheaton boundaries. This goal was met as we promoted our aquatic facilities by mailing two different postcards (Black Friday Sale & Dog Days of Summer Sale) to 5,000 households in the immediate vicinity, secured a paid advertisement in the Warrenville business directory, and Suburban Life which is distributed to not only Wheaton residents, but also Warrenville and Winfield. Another goal set for this year was to explore specialized marketing. In late June 2015, we offered a Buy 1 Daily Admission, Get 1 Free on Kidwinks.com, a website for parents looking for family fun and kid's activities. In addition, we utilized our own high web traffic rates to our registration and home pages to promote off peak hours (twilight rates). The staff also set goals to utilize our own facilities to display. Banners at high traffic parks as well as posters, flyers, and a-frames displayed at high traffic facilities. Another goal for 2015 was to create an aquatics rack card. While we decided not to create a specific rack card, the pool facilities were highlighted as part of the Wheaton Park District rack card.

Looking Toward 2016

Looking towards the 2016 aquatic season, we will continue to market beyond Wheaton residents to neighboring towns (Glen Ellyn, Warrenville, and Winfield) and we will continue to focus on offering incentives and discount pricing.

With less than favorable summer temperatures in 2015 and increased local competition, the 2016 marketing plan for the Aquatic Facilities will identify new sales and marketing opportunities. Rice Pool and Water Park is entering its 28th year of operation. Northside will enter its 22nd year.

- New Presale Structure

- Pool pass pricing has been the same for the last three years, and will remain the same in 2016. Staff hopes by offering our Black Friday Sale again at 25% off and by changing up the segments of time in which the discounts are offered, this will entice people to purchase in advance. Those waiting to purchase their pool passes closer to the summer will receive less of a discount as in years past.
 - Black Friday Pool Pass Sale—25% off for eight days only, November 23- November 30
 - Pre-Season Pool Pass Sale 20% off, December 1- January 10
 - NEW= the 20% off sale will be available longer than last season, allowing pass holders to purchase pool passes after the holidays.
 - 2015 Early Purchase Incentive 10% off January 11- May 1
 - NEW= the 10% off sale will be available longer, yet all sales will end a few weeks earlier allowing for full season pass purchases closer to the season.

- Advertising & Promotional Opportunities (Pool Pass Sales & Daily Admissions)

- Local Advertisements and Targeting Surrounding Communities
 - Will explore print marketing opportunities in newspapers with distribution to Wheaton area and other communities that do not have outdoor pools available to them (Warrenville, Winfield, West Chicago)
- Specialized E-Marketing
 - Explore other opportunities with large e-marketing lists (ChicagoFun.com, Oaklees Guide) to promote daily admission promotions and encourage families outside Wheaton's immediate area to visit.
- Groupon or Living Social Promotions
 - Make a decision based on initial summer numbers/weather consider an online coupon website to push daily admission or one time family pass visits to the pools.

- o Incentive Sale Pricing
 - Consider specialized sales and promotions to entice both resident and nonresident daily admissions, guest pass sales, swim lessons, and mid-summer pool pass sales. A few ideas being considered:
 - Pool Passes
 - Large percentage discount off of Pool Pass Rates half way through the summer
 - Daily Admissions
 - Additional incentives with the purchase of guest pass books or swim lesson registration (i.e. free Prairie Path Mini Golf Coupons or free ice cream coupon).
 - Special/limited time discount or incentive to residents and nonresidents to purchase guest booklets.
 - Offer discounted times or days of the week (i.e. Wednesdays after 2PM are half price or lowered admissions)
 - Offer special rates on days of the week (i.e. Wednesdays are Grandparents Days, half off for seniors accompanied by a child 18 & younger)

- Continue to Brand Recognition and Cross Promotion

- O Utilize in-house opportunities for cross promotion for pool facilities
 - Banners in community promoting pools
 - Utilize other high traffic facilities to promote pools (Central Athletic Center, Seven Gables, Atten Park)
 - Promote pools on Wheaton Park District registration pages (high volume of web traffic)
 and add information to the bottom of registration receipts
 - Promoting pools at spring and summer special events
- Consider an incentive pool pass option for other district pass holders (Cosley Zoo Members, DuPage County Historical Museum Members, Parks Plus Fitness Center Members).
- o Promote pools at nearby shopping centers such as Danada or Town Square.

Throughout 2016, the marketing team will continue to update the board on the new marketing and promotional initiatives outlined above through monthly board reports. The goal for 2016 is to address the steady decline in pool usage and revenue over the last several years and continue to identify opportunities to increase attendance and revenue.

Appendix A



TO: MIKE BENARD, EXECUTIVE DIRECTOR

FROM: ANDY BENDY, DIRECTOR OF SPECIAL FACILITIES

DAN NOVAK, SUPERINTENDENT OF SPECIAL FACILITIES

WENDY RUSSELL, AQUATICS & SAFETY MANAGER

RE: AQUATIC FACILITY SURVEY

DATE: September 2015

During the summer the Aquatic Division surveyed its users at Rice Pool & Water Park and Northside Family Aquatic Center. We revised the survey this year to simplify it. The following results and comments will be used to improve the facilities and the services we provide at our aquatic facilities.

Several questions were rated on a scale of 1 to 5 with 5 being excellent and 1 being poor. Listed below is the average score of participants' response.

Facility/Concessions:

Please rate your overall experience at our facility with regards to:

	Rice Pool & Water Park	Northside Family Aquatic Center
Appearance/ Cleanliness	4.9	4.5
Friendliness of Staff	4.9	4.9
Reception as you walked in	4.8	4.9
Customer Service on Phone	4.8	4.8
Responsiveness of the Manager	4.8	4.6
Overall Concession Operation	4.6	4.5
Variety of Food at Concession Stand	4.4	4.2
Safety under Lifeguards	4.9	4.8
Pool Fees	2.9	1.5
Pool Rules and Regulations	4.9	4.5
Facility Overall	4.9	4.9

^{*}Not all questions are answered on surveys.

The following general comments were received concerning both aquatic facilities:

Liked best about the facility:

Rice Pool & Water Park

- Slides
- Wide variety of aquatic activities
- Water fall
- Safety
- Availability of chairs
- Clean and well taken care of
- Friendly Staff
- Sand Areas
- Close to home
- Early morning swim adults only
- Variety of pool areas
- Best trained and prepared lifeguards
- Pool manager great
- Zero depth area
- Beautiful clean
- Love earlier open during the week
- Like ice cream cart
- Like resort

Northside Family Aquatic Center

- Friendly Staff
- Well trained lifeguards
- Small neighborhood fee
- Slides/Board
- Sand Area
- Close to Home
- Adult Swim
- Enclosed baby pool

Changes you would make to facility:

Rice Pool & Water Park

- More parking
- Children Slide in Zero Depth.
- Makeover of facility
- Another bathroom facility near slides/spray area

Northside Family Aquatic Center

- More Slides and Boards
- Splash Area and new sand area
- Locker Room configuration
- Add new attractions
- Shade in chair areas
- Spray area for toddlers

Appendix B



Wheaton Park District 2015 Learn to Swim Survey Results

	Rice Pool & Water Park	Northside Family Aquatic Center
Did the program meet your expectations?		
Yes	97%	97%
No	1%	3%
Not Sure/No Answer	2%	0%
How would you rate your overall satisfaction?		
Completely satisfied		
	93%	94%
Very satisfied	5%	3%
Satisfied	1%	2%
Not satisfied	1%	1%
Not sure/No Answer	0%	0%
Why did you sign up for lessons at Rice or Northside?		
(Multiple responses accepted)		
Quality of program	95%	95%
Past experience	93%	94%
Proximity to home	72%	70%
Class size	70%	66%

Swim Lesson Comments

- Great Location
- Low cost
- Thankful to have a nice facility that is close to home
- Loved it and the teachers were amazing
- Excellent classes and staff are well trained
- Kids wanted to continue after the two weeks
- Organized and professional coordinators
- Happy could keep the same instructor over different sessions
- Knowledgeable, kind and patient instructors.
- Wonderful and patient instructors
- Loved this place and would not change a thing.
- Express classes are a good idea
- Great Program and would give an A+, loved 1st experience—thank you!
- Mr. Z was great and he cares a lot about his students
- Love that kids are encouraged, but not forced into the water



Appendix C



Wheaton Park District 2015 Barracudas Swim Team Evaluation Results

Respondents (parents and swimmers) were encouraged to fill the survey out jointly. Several questions were rated on a scale of 1 to 5 with 5 being excellent and 1 being poor. Listed below is the average score of participants' responses.

	Practice Sessions
a. Organization (productivity)	4.5
b. Length of practice time	3.5

	The program's contribution to swimmer's development
a. Physical skills	4.0
b. Stroke Improvement	4.2
c. Teamwork	4.2

	Team Environment
a. Morale of swimmers	4.5
b. Sportsmanship	4.2

	Swim Meets
a. Adequate meet opportunities	4.6
b. Opportunity to swim different events	4.2
c. Organization	4.5
d. The Barracudas Swim Team program's value for the fee	4.8
e. My overall evaluation of the Barracudas Swim Team program	4.4

Swim Team Comments

- Great summer program and the kids enjoyed.
- The coaches do a good job and the communication with parents was great.
- All Coaches very skilled and knowledgeable. Organized.
- Great 1st year experience and were very impressed.
- Would like more stroke clinic opportunities and diving instruction.
- Mary Grace great coach, positive, patient
- Great detailed newsletters each week (Coaches Corner)
- Coaches meeting with swimmers after events for improvements
- Parents need to volunteer more, not always the same ones.
- Great short season, low pressure

Appendix D





2015 Regular Season Pool Pass Rates Family of Four- Resident

1	Bolingbrook Park District*	\$328
2	Hinsdale Recreation	\$315
3	Woodridge Park District	\$299
4	Arlington Heights*	\$232
5	West Chicago Park District	\$229
6	Hoffman Estates Park District	\$225
7	Glen Ellyn Park District	\$221
8	Wheaton Park District 2015 Regular Season	\$220
9	Lombard Park District	\$217
10	Bensenville Park District	\$215
11	Lisle Park District	\$210
12	Carol Stream Park District	\$202
13	Wheaton Park District 2015 Pre-Season 10% Off Sale	\$198
14	Dundee Township Park District	\$192
15	Elk Grove Park District	\$190
16	Geneva Park District	\$190
17	Palatine Park District	\$182
18	Wheaton Park District 2015 Winter 20% Off Sale	\$176
19	Wheaton Park District 2015 Black Friday 25% Off Sale	\$165

*Indoor facility included in price

- The above chart shows the Average Pool Pass Rates for a Family of Four is \$215.
- In 2015, Wheaton Park District charged \$165 during the Black Friday Sale (November 24-December 1), \$176 for a Winter Sale (December 2- January 1) and \$198 for a Pre-Season (January 2-April 30) family of four resident rate. 71% of total season pass sales occur during the discounted periods. Our regular season rates were \$220.
- A resident family of four pool pass pays for itself within 5 visits during the Black Friday sale, 6 visits during the Winter Sale, 7 visits during the Pre-Season Sale, and 8 visits during Regular Season.
 - o Calculated using resident daily rates for 2 adults and 2 children.
- It has been brought to staff's attention that the current family household policy for pool passes might necessitate a review to accommodate individuals and extended family members who reside at the same address. We believe this is an agency wide issue, not specifically a pool pass issue and seek guidance regarding possible policy amendment from the Executive Director.
- The staff is anticipating no increase for the 2016 Season Pool Pass rates.

Arlington Heights Park District

Season Pass Fees:	Annual	<u>Summer</u>
Individual/Resident	\$129	\$97
Individual/Non Resident	\$205	\$161
Family/Resident	\$245	\$214
Family/Non Resident	\$270	\$234

Hours of Operations:

Sunday – Sunday: 10:30am – 9:00pm

Bensenville Park District

Season Pass Fees:	R/NR
Adult	\$119/\$149
Senior	\$115/\$145
Youth	\$119/ \$149
Family (2)	\$165/\$205
Family (3)	\$190/ \$239
Family (4)	\$215/\$269
Family (5)	\$239/ \$291
Each Additional	\$25/\$31
Senior Couple	\$161/\$199

Hours of Operations:

 Mon-Thurs
 11:30am - 7:00pm

 Friday
 11:30am - 8:00pm

 Sat-Sun
 11:00am - 8:00pm

Bloomingdale Park District

Season Pass Fees;	Summer Resident	Summer Non-Resident
Individual	\$105	\$125
Family (2-3)	\$160	\$180
Additional Member	\$30	\$ 30
TT 00 11		

Hours of Operations:

Sunday- Saturday 11:30am – 7:00pm

Bolingbrook Park District

Season Pass Fees:	Resident	Non-Resident
Individual	\$82	\$ 78
Family (2)	\$112	\$156
Family (3)	\$168	\$234
Family (4)	\$224	\$312
Family (5)	\$280	\$390
Hours of Operations:		

Sunday – Saturday 12:00pm – 8:00pm

Carol Stream Park District

Season Pass Fees:	Resident	Non-Resident
Individual	\$92	\$132
Family (2)	\$144	\$244
Family (3)	\$173	\$288
Family (4)	\$202	\$332
Family (5)	\$231	\$376
Senior	\$81	\$117
Senior Couple	\$126	\$216
Guest Pass	\$77	\$107
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Hours of Operations:

Mon – Sat. 11:00am – 8:00pm Sunday 11:30am – 7:00pm

<u>Dundee Township Park District</u> (Indoor/outdoor all in one)

Season Pass Fees:	Resident	Non-Resident
Individual	\$73	\$109
Family (2)	\$125	\$187
Family (3)	\$164	\$235
Family (4)	\$192	\$273
Family (5)	\$209	\$297
Each Additional	\$ 15	\$ 16
Hours of Operations:		
Mon-Fri	10:00am – 8:00pm	

12:00pm - 6:00pm

Sat- Sun

Elk Grove Park District

Season Pass Fees:	Resident	Non-Resident
Individual	\$140	\$205
Senior (65 +)	\$90	\$132
Family (2)	\$170	\$250
Family (3)	\$190	\$280
Family (4)	\$210	\$310
Family (5 +)	\$230	\$340
Hours of Operations:		
Mon – Fri	11:00am – 8:00pm	
Saturday	11:30am – 8:00pm	
Sunday	11:30am – 6:00p	om

Geneva Park District

Season Pass Fees:	Resident	Non-Resident
Individual	\$85	\$150
Senior	\$65	\$115
Family (2)	\$150	\$265
Family (3)	\$170	\$300
Family (4)	\$190	\$335
Each Additional	\$20	\$35
Hours of Operations		

Hours of Operations:

Sunday – Saturday 12:30pm – 8:00pm

Glen Ellyn Park District	Pre-Season	In-Season
Season Pass Fees:	Resident/Non-Resident	Resident/Non-Resident
Child	\$113/\$170	\$127/\$191
Adult (18-54)	\$121/\$183	\$135/\$203
Senior	\$47/\$70	\$50/\$76
Family (2)	\$158/\$237	\$171/\$257
Family (3)	\$178/\$201	\$196/\$287
Family (4)	\$198/\$267	\$221/\$317
Each Additional	\$25/\$30	\$25/\$30
Non-Resident Caregivers Pass	\$135	\$140
Children under 2 Years	FREE	FREE
Hours of Operations:		
Mon – Fri	12:30pm – 8:00pm	
Sat – Sun	12:00pm – 8:00pm	

Hinsdale Park District	Resident/	Resident	Non-Res	Non-Res
Season Pass Fees:	Pre-Season	In-Season	Pre-Season	In-Season
Individual	\$165	\$185	\$260	\$285
Family	\$290	\$315	\$515	\$540
Senior	\$80	\$80	\$80	\$155

Hours of Operations: Mon- Fri

12:30pm - 8:00pm Sat - Sun 12:00pm - 8:00pm

Hoffman Estates Park District	Resident	Non-Resident
Adult	\$72	\$ 79
Family (2)	\$126	\$138
Family (3)	\$172	\$188
Family (4)	\$225	\$245
Family (5)	\$274	\$299
Senior(62+)	\$71	\$ 77
Senior (Couple)	\$115	\$125
Hours of Operations:		

Hours of Operations:

Sunday –Saturday 11:30am - 7:00pm

Lisle Park District	Pre-Season	In-Season
Season Pass Fees:	Resident/Non-Resident	Resident/Non-Resident
Individual Senior	100/\$190	\$110/\$210
Student	\$105/195	\$115/\$215
Individual	\$110/\$200	\$120/\$220
Couple	\$140/\$260	\$150/\$280
Family (3)	\$170/\$320	\$180/\$340
Family (4)	\$200/\$380	\$210/\$400
Family (5)	\$230/\$440	\$240/\$460

^{*}The resident fee for each additional family member after 5 people is \$30/person.

Hours of Operations:

Monday - Sunday 11:30am - 8:00pm

Lombard Park District

Season Pass Fees:	Resident	Non-Resident
Adult	\$89	\$128
Youth	\$76	\$103
Senior	\$76	\$103
Family (2)	\$139	\$203
Family (3)	\$181	\$268
Family (4)	\$217	\$310
Family (5)	\$249	\$352
Family (6) or more	\$283	\$395
TT 00 11		

Hours of Operations:

Monday – Thursday 12:30pm -5:00pm, 6:30pm - 8:30pm

Friday - Sunday 12:30pm - 7:00pm

Palatine Park District	Pre-Season	In-Season
Season Pass Fees:	Resident/Non-Resident	Resident/Non-Resident
Individual	\$114/\$176	\$124/\$186
2 Residents	\$144/\$221	\$154/\$231
4 Residents	\$172/\$263	\$182/273
5 Residents	\$212/\$323	\$222/333
Senior	\$70/\$110	\$70/120
2 Seniors	\$100/\$155	\$100/165
Hours of Operations:		

Monday – Sunday 11:30am -8:00pm

^{*}The nonresident fee for each additional family member after 5 people is \$60/person

West Chicago Park District	Pre-Season	
Season Pass Fees:	Resident	Non-Resident
Individual	\$70	\$91
Family 2	\$129	\$168
Family 3	\$182	\$237
Family 4	\$229	\$298
Each Additional	\$47	\$61
Hours of Operations:		
Monday – Sunday	11:00am -8:0	0pm

Woodridge Park District	t Cypress Cove & Hobson

	Resident	Non-Resident
Individual	\$139	\$170
Family (2)	\$211	\$250
Family (3)	\$255	\$330
Family (4)	\$299	\$410
Family (5)	\$344	\$470
Each Additional	\$46	\$60
1 Senior	\$70	\$85
2 Seniors	\$106	\$5

Hours of Operations:

Monday – Sunday 11:30am – 8:00pm

Wheaton Park District	Resident/	Resident/	Non-Res	Non-Res
Season Pass Fees:	Pre-Season	In-Season	Pre-Season	In-Season
Individual	\$90	\$100	\$133	\$149
Family (2)	\$126	\$140	\$187	\$208
Family (3)	\$162	\$180	\$241	\$267
Family (4)	\$198	\$220	\$295	\$326
Family (5)	\$234	\$260	\$349	\$385
Each Additional	\$36	\$40	\$54	\$59
Res Senior	\$85	\$95	\$128	\$142
Res Senior Couple	\$119	\$133	\$179	\$198

2015 Rice Pool & Water Park Hours of Operation:

Monday — Saturday 11:00am — 8:00pm Sunday 12:00pm — 8:00pm

2015 Northside Family Aquatic Center Hours of Operation:

Monday – Sunday 12:00pm – 8:00pm

2015 Park District Daily Fee Comparison

2015 Resident Adult:

1	Glen Ellyn Park District	\$9.25
2	Hinsdale Recreation	\$9
2	Hoffman Estates Park District	\$9
2	Lombard Park District	\$9
2	Bensenville Park District	\$9
2	Elk Grove Park District	\$9
7	Wheaton Park District (Rice)	\$8.75
8	Woodridge Park District	\$8.50
9	Wheaton Park District (NSP)	\$8.25
10	Bolingbrook Park District	\$8
10	Geneva Park District	\$8
12	Lisle Park District	\$7
12	Palatine Park District	\$7
12	Bloomingdale Park District	\$7
15	Arlington Heights	\$6
15	Carol Stream Park District	\$6
15	Dundee Township Park District	\$6

2015 Non-Resident Adult:

1	Elk Grove Park District	\$16
2	Woodridge Park District	\$15.50
3	Bolingbrook Park District	\$15
4	Hinsdale Recreation	\$14
4	Lombard Park District	\$14
6	Wheaton Park District (Rice)	\$13
6	Lisle Park District	\$13
8	Glen Ellyn Park District	\$12.75
9	Wheaton Park District (NSP)	\$12.25
10	Bensenville Park District	\$12
10	Geneva Park District	\$12
12	Palatine Park District	\$11
13	Hoffman Estates Park District	\$10
13	Carol Stream Park District	\$10
15	Bloomingdale Park District	\$9
16	Dundee Township Park District	\$8.50
17	Arlington Heights	\$8

2015 Resident Child/Senior:

1	Elk Grove Park District	\$9
2	Woodridge Park District	\$8.50
3	Bolingbrook Park District	\$8
3	Hinsdale Recreation	\$8
3	Geneva Park District	\$8
6	Lisle Park District	\$7
6	Hoffman Estates Park District	\$7
8	Glen Ellyn Park District	\$6.25
9	Lombard Park District	\$6
9	Bensenville Park District	\$6
9	Carol Stream Park District	\$6
9	Arlington Heights	\$6
13	Wheaton Park District (Rice)	\$5.50
14	Wheaton Park District (NSP)	\$5
14	Palatine Park District	\$5
14	Bloomingdale Park District	\$5
14	Dundee Township Park District	\$5
	·	

2015 Non-Resident Child/Senior:

1	Elk Grove Park District	\$16
2	Woodridge Park District	\$15.50
3	Bolingbrook Park District	\$15
4	Lisle Park District	\$13
5	Hinsdale Recreation	\$12
5	Lombard Park District	\$12
5	Geneva Park District	\$12
8	Carol Stream Park District	\$10
9	Glen Ellyn Park District	\$9.75
10	Wheaton Park District (Rice)	\$8.25
11	Hoffman Estates Park District	\$8
11	Arlington Heights	\$8
13	Wheaton Park District (NSP)	\$7.50
13	Dundee Township Park District	\$7.50
15	Palatine Park District	\$7
15	Bloomingdale Park District	\$7
17	Bensenville Park District	\$4

- The above charts show surrounding pools' daily admissions fees in 2015.
- The staff is anticipating no increase for the 2016 Season Daily Admission Rates.

2015 Park District Daily Fee Comparison

Addison

Resident Nonresident

 \$4
 Adult (Mon-Fri)
 \$7

 \$7
 Adult (Sat/Sun)
 \$9

 \$4
 Child/Senior (Mon-Fri)
 \$7

 \$5
 Child/Senior (Sat/Sun)
 \$7

Woodridge - Cypress Cove

Resident Nonresident

\$8.50 Children/Adults \$15.50 Children/Adults

\$4.25 Seniors \$7.75 Seniors

Bolingbrook

\$8 Child/Adult/Senior Resident \$15 Child/Adult/Senior Non-Resident

Lombard

Resident Nonresident

\$6 Child/Senior \$12 Child/Senior

\$9 Adult \$14 Adult

Village of Hinsdale

Resident Nonresident

\$8 Youth (2-17) \$12 Youth (2-17) \$9 Adult \$14 Adult

Arlington Heights

Resident Nonresident

\$6 \$8

After 5 pm rates

\$3 \$5

Elk Grove

ResidentNonresident\$5Senior\$10Seniors\$9Adult\$16Adult\$9Youth\$16Youth

Bloomingdale

Resident Nonresident

\$5 Ages 3-18 \$7 Ages 3-18 \$7 Ages 19-61 \$9 Ages 19-61 \$5 Ages 62 & over \$7 Ages 62 & over

After 6 pm rates

Resident Nonresident

\$4

<u>Lisle</u>

Resident		Nonre	Nonresident	
\$7	Children/Adults 12 until 4 pm	\$13	Children/Adults until 5:30 pm	
\$5	Children/Adults 6:30-9 pm	\$9	Children/Adults 6:30-9 pm	
\$6	Seniors until 5:30 pm	\$12	Seniors until 5:30 pm	
\$4	Seniors 6:30-9 pm	\$8	Seniors 6:30-9 pm	

Hoffman Estates

Resident		Nonre	esident
\$7	Children/Seniors	\$8	Children/Seniors
\$9	Adult	\$10	Adult
After	· 5 pm		
\$7		\$8	

Palatine

Resident		Nonres	sident
\$5	Ages 4-17	\$7	Ages 4-17
\$7	Ages 18-55	\$11	Ages 18-55
\$5	After 55+	\$7	Ages 55+

Bensenville

	Daytime		Evening	
	Resident	Nonresident	Resident	Nonresident
3-17	\$6	\$8	\$3	\$4
18-54	\$9	\$12	\$4.5	\$6
55 & over	\$6	\$8	\$3	\$4

Carol Stream

Resident		Nonresident	
\$6	Ages 3 and up	\$10	Ages 3 and up
\$3	After 6 pm	\$5	After 6 pm
\$23	Five Punch Visit	\$45	Five Punch Visit
\$45	Ten Punch Visit	\$85	Ten Punch Visit

Geneva

Resident		Nonresident	
\$8	Ages 3-17	\$12	Ages 3-17
\$8	Ages 18-59	\$12	Ages 18-59
\$8 Ages 60 & over		\$12	Ages 60 & over
Twilig	ght Rates are half price after 6pm		

<u>Dundee – Dolphin Pool</u> Resident

Resident		Nonresident	
\$5	Ages $3 - 9$ & Seniors	\$7.50	Ages 3-9 & Seniors
\$6	Adult 10-61	\$8.50	Adult 10-61
\$4	Twilight	\$6	Twilight

Glen Ellyn Resident

GICH I	<u> </u>		
Reside	nt	Nonresident	
\$6.25	Child	\$9.75	Child
\$9.25	Adult	\$12.75	Adult
\$4.75	Senior	\$9.50	Senior

$\underline{Wheaton-Northside}$

Resident		Nonresident
\$5.00 Child under 22 w/id		\$7.50
\$8.25	22 & over w/id	\$12.25
\$5.00	60 & over w/id	\$7.50

Wheaton - Rice

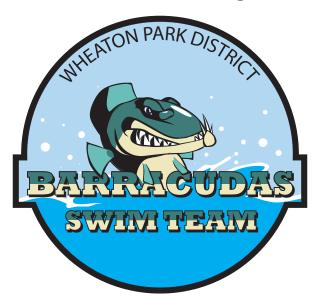
Resident		Nonresident
\$5.50	Child under 22 w/id	\$8.25
\$8.75	Adult 22 & over	\$13.00
\$5.50	60 & over w/id	\$8.25
φυ.υσ	00 00 0101 11/10	Ψ0.20

After 5 pm 50% less for resident and nonresident.



Appendix E: Marketing 2015

1) Barracudas Logo



2) Print





















3) Print Advertisements







Suburban Life



Warrenville Directory



Trib Local

4) Web Advertisements





kidwinks.com

5) Postcard Mailings



Don't delay... take advantage of our biggest pass discount ever!

Wheaton Park District Aquatics 1777 S. Blanchard Rd. Wheaton, IL 60189

25% Off November 24-December 1

	Resident	Non-Resident
Individual	Now only \$75	Now only \$112
Family of 4	\$165	\$244

20% Off December 2-January 1

		Resident	Non-Resident
	Individual	Only \$80	Only \$119
	Family of 4	\$176	\$260

wheatonparkdistrict.com/aquatics

Purchase online* or in person at the Community Center 1777 S. Blanchard Rd., Wheaton | 630.690.4880 Seniors save an additional 5%.
*Household account required for online purchasing.





PRSRT STD ECRWSS U.S. POSTAGE PAID EDDM RETAIL

Local Postal Customer

6) Eblasts



WHEATONPARKDISTRICT.COM















Resident w/ Photo I.D. Children 17 & under \$5.50 Adult 18 & over \$8.75 Senior 60 & over \$5.50

Nonresident Rates: Children 17 & under \$8.25 Adult 18 & over \$13.00 Senior 60 & over \$8.25

7) Banners







Tuesday, July 2 vs. Glen Ellyn

Tuesday, July 7 vs. Glen Ellyn Thursday, July 9 vs. Lemont









Swim Lessons Are Life Lessons

5 Sessions, 2 Locations Weekday & Saturday Options

Register at wheatonparkdistrict.com/aquatics

8) Camps & Aquatics Guide / Spring Youth & Family Guide





9) New Pool Daily Passes

