



Credit to Float Tank Solution

Contents

A Word on Our Data

Existing Float Centers

- 4 When did you open your doors?
- 5 In the last year, have you expanded at all?
- 6 How many float tanks did your center start with?
- 7 How many float tanks does your center have?
- 8 How long ago was your first float?
- 9 What was the most difficult part of opening?
- 10 How long did it take you to find funding?
- 11 How did you fund your center?
- 12 How long did construction/build-out take?
- 13 What marketing has worked best for you?
- 14 What length of floats do you offer?
- 16 Do you offer any other forms of alternative wellness?
- 17 What is the price per float in your area?
- 24 How long did it take before your first hire?
- 25 How many employees do you currently have?
- 26 Is your shop part of a franchise?
- 26 How many locations do you have that offer floating?
- 27 What percentage of your revenue each month comes from floating?
- 28 How much did it cost to open your center?
- 29 How many floats do you run in a typical month?
- 32 What was your gross revenue last year?

Existing Float Centers – Expanded Questions

- 36 What's the population of your city?
- 37 Are there other float centers near you?
- 38 What is your predominant source of funding?
- 40 How much do you pay your employees above the minimum wage in your area?
- 41 Do you rent or own your building?
- 42 What are your combined expenses for a standard month?
- 43 How much do you spend on marketing per year?
- 44 What type of membership are you using?
- 45 How much of your monthly revenue comes from memberships?

Prospective Float Centers

- 48 Map of Locations for Prospective Centers
- 49 How soon do you plan on opening?
- 50 How many tanks will you have?
- 51 Which of these best describes the stage you're in?
- 52 How did you first hear about floating?
- 53 How long ago was your first float?
- How do you plan on funding your center?
- 55 Do you plan on offering any other forms of alternative wellness?
- 56 How much do you anticipate it will cost to open your center?

A Word on Our Data where it comes from & what it all means

Leading up to the 2018 Float Conference, we sent out two questionnaires to members of the float community. One targeting existing centers to see how they got started and how they run their center. The other was for prospective centers, to get a sense of what their plans are, what stage they're in, and what we can expect for the growth of the industry going forward.

This is, of course, only a sampling of float centers – mainly from the US, Canada, and Oceania but with a growing number of other international contributions. In total, we received answers from 293 existing centers and 223 prospective centers. From these we can get a representative idea of what is going on in the industry, although it will never be totally accurate.

This is now the fifth year we've released an industry report, and you can download all the others, for free, from the Float Tank Solutions website. Based on feedback, we added to the questions from the 2017 report, including more questions on the expanded questionnaire, which 137 existing centers took the time to fill out this year.

The 2018 responses show expansion and growth, but the humongous insurgence of float centers seems to have evened out a bit, according to this year's data.

Interested in Digging Deeper into the Data?

If you're interested in doing your own analysis, and you're willing to share your results with the community, we'll happily open up the raw data for your use. We've created spreadsheets stripped of personal data, but with every other unique entry, so that you can dig deeper than we've gone in the following summary.

Suggestions for the Future

We will continue to do an industry survey every year, and we will continue to improve it. If there are questions you'd like to see added to the next survey (or parts that you think should be reworded, or even eliminated altogether) definitely let us know! We are always working to get better, and feedback one of the quickest ways for us to accomplish that.

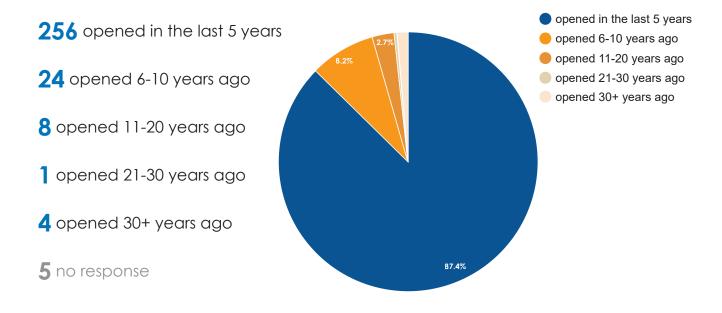
Data Accuracy

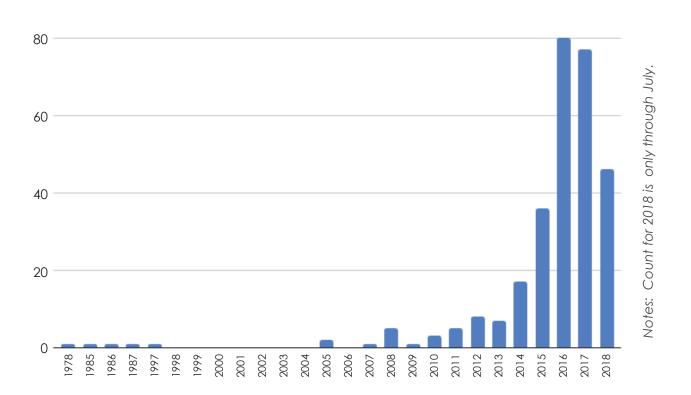
Although all the data in this report have been collected and processed from sources believed to be reliable, no warranty, expressed or implied, is made regarding accuracy, adequacy, completeness, legality, reliability or usefulness of any information.

Existing Float Centers

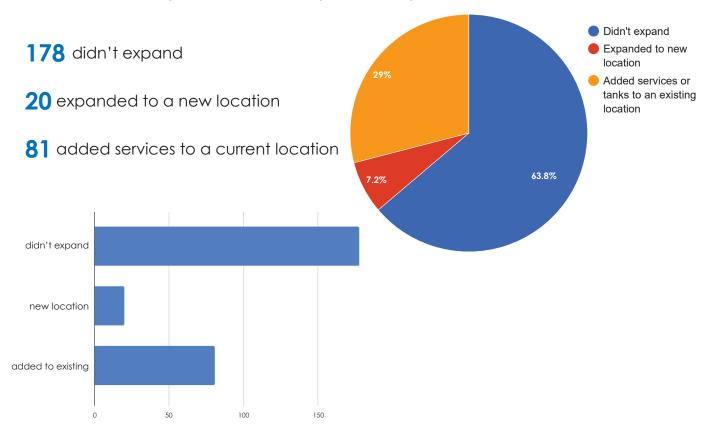
293 Centers Participating

When did you open your doors?





In the last year have you expanded at all?



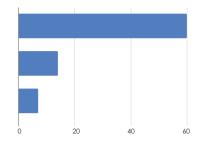
Of those that expanded...

- 6 also added non-float services to a current center
- 1 added tanks and non-float services to a current center

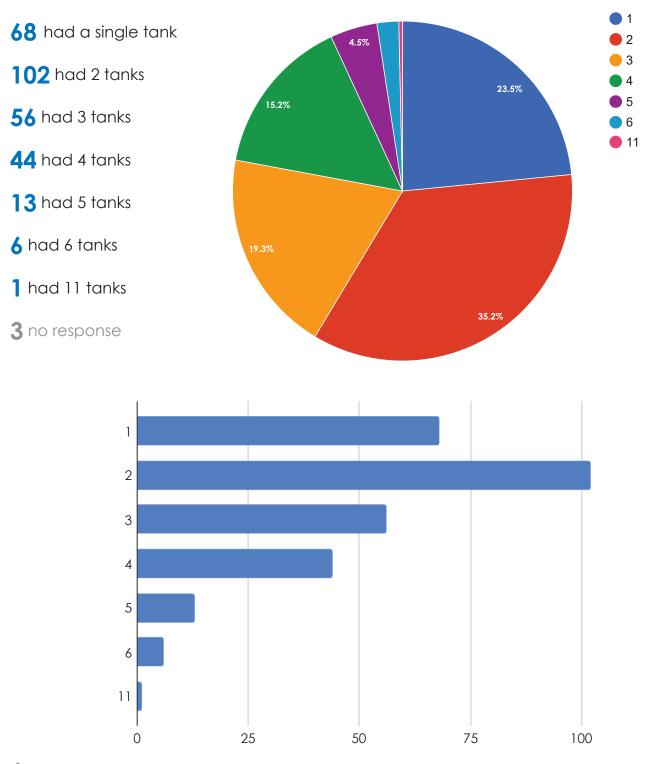


Of those that added services to an existing center...

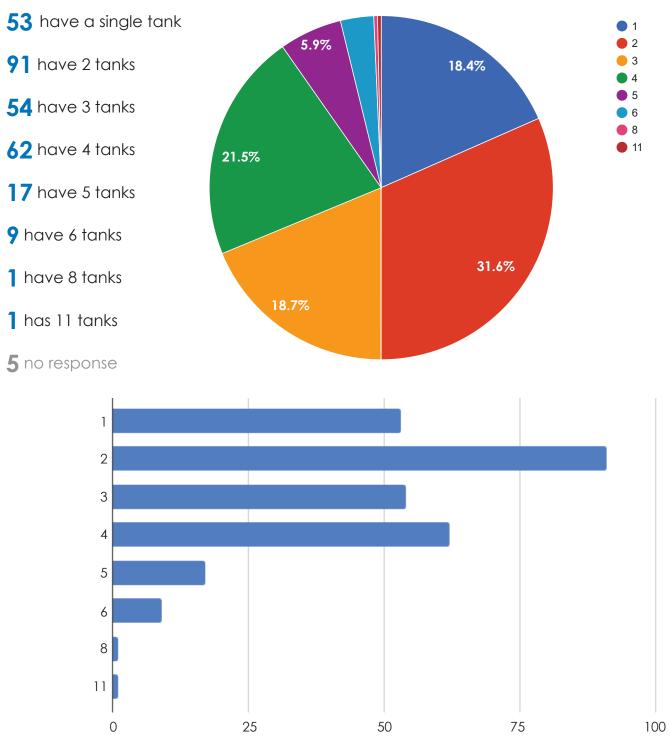
- **60** added only additional non-float services
- 14 increased only their number of float tanks
- 7 increased both # of float tanks and non-float services



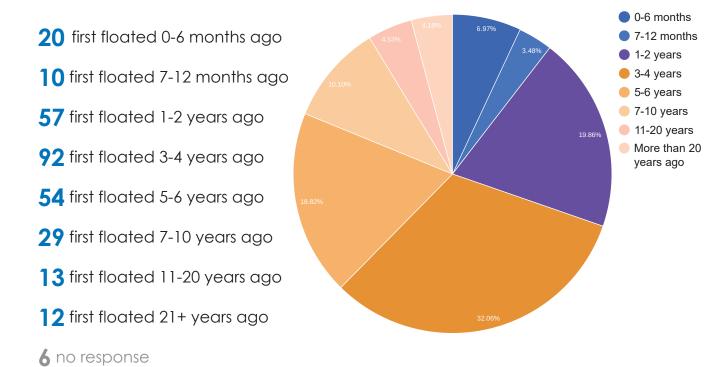
How many float tanks did your center start with?

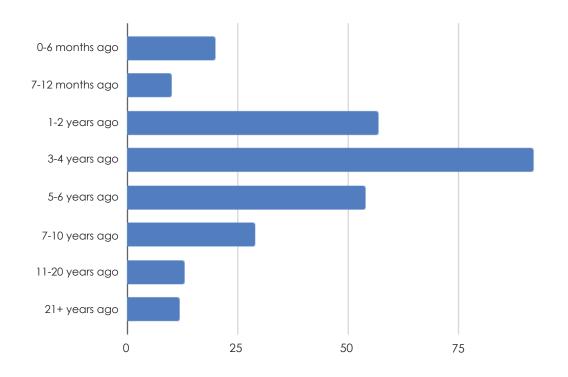


How many float tanks does your center have?

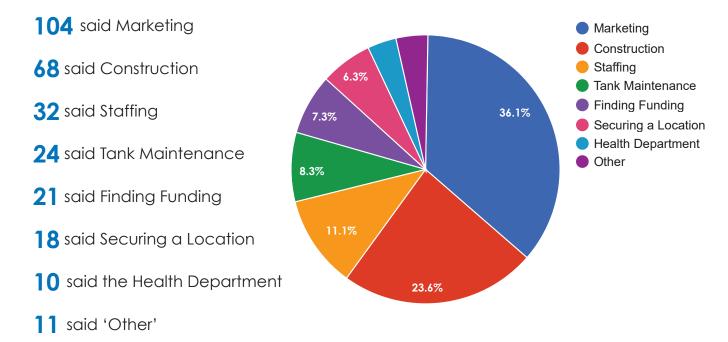


How long ago was your first float?

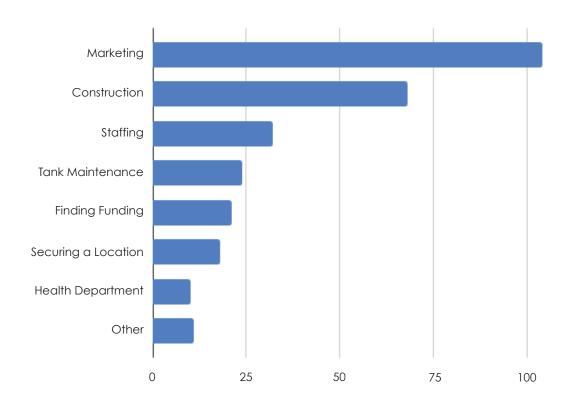




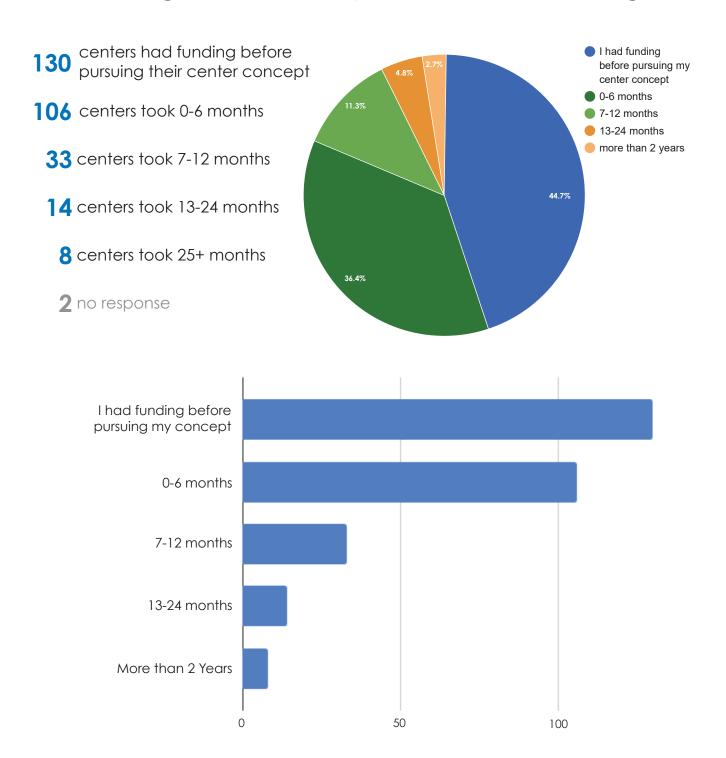
What was the most difficult part of opening?



5 no response



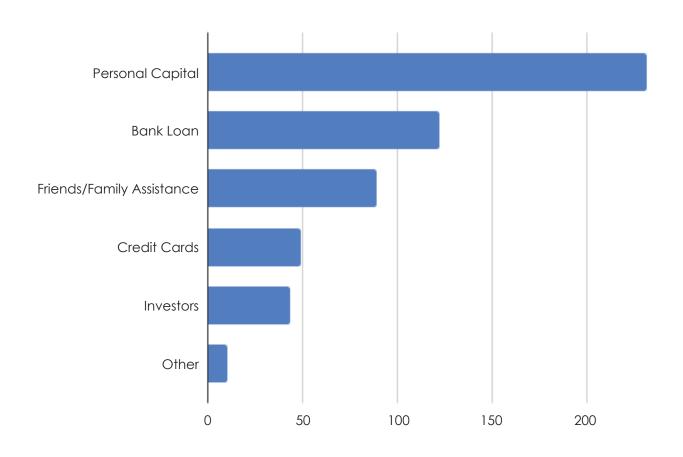
How long did it take you to find funding?



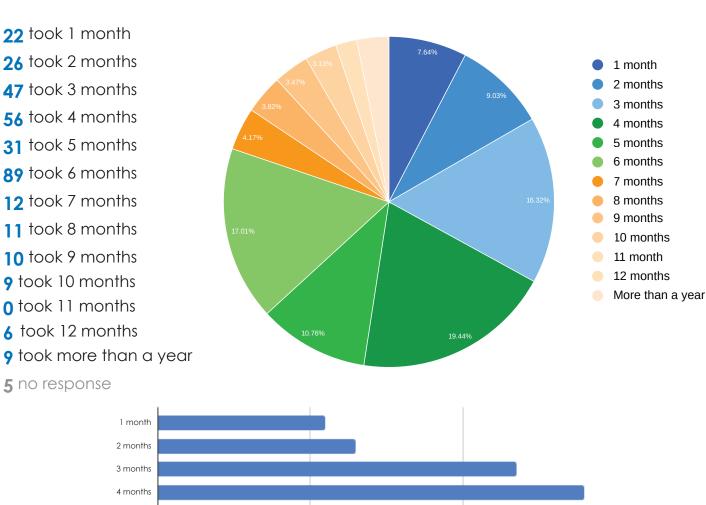
How did you fund your center?

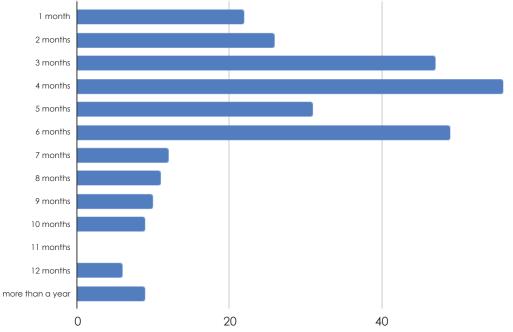
- 232 used personal capital
- 122 secured a bank loan
- 89 went through friends/family
- 49 used credit cards
- **43** raised funds from investors
- 10 used other means

Note: centers could select more than one option



How long did construction/build-out take?





What marketing has worked best for you?

- **269** said Word of Mouth / Referrals
- 56 said Groupon / Living Social

219 said Facebook Ads

46 said Sponsored Floaters / Ambassadors

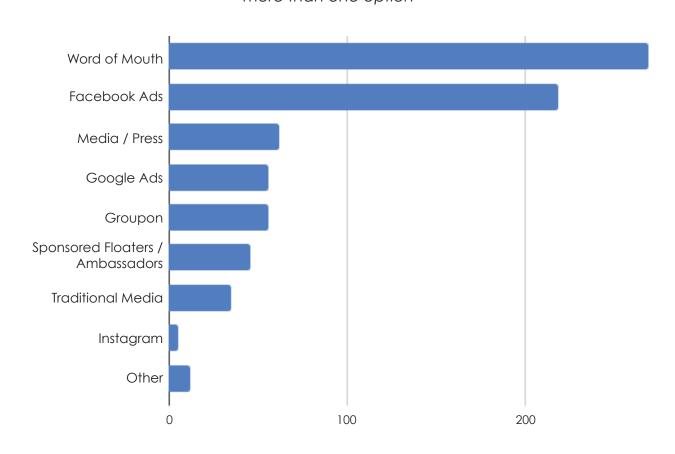
62 said Media / Press

35 said Traditional Ads (print, TV, radio, etc.)

56 said Google Ads

- **5** said Instagram
- 12 used other methods

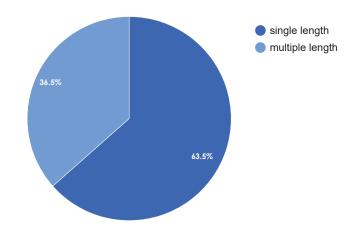
Note: centers could select more than one option



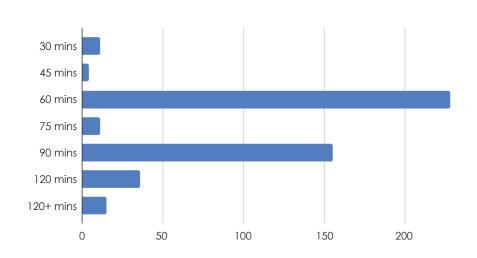
What lengths of floats do you offer?

187 offer a single length of float

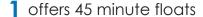
107 offer different length floats



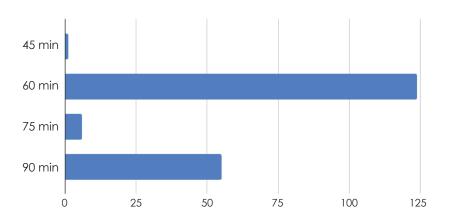
- 11 offer 30 minute floats
- 4 offer 45 minute floats
- 228 offer 60 minute floats
- 11 offer 75 minute floats
- 155 offer 90 minute floats
- **36** offer 120 minute floats
- 15 offer 120+ minute floats



For single lengths of floats offered, how long are your floats?

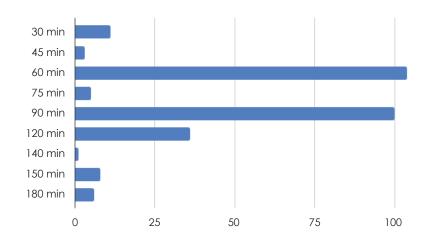


- **124** offer 60 minute floats
- 6 offer 75 minute floats
- **55** offer 90 minute floats



For multiple lengths of floats offered, how long are your floats?

- 11 offer 30 minute floats
- **3** offer 45 minute floats
- **104** offer 60 minute floats
- **5** offer 75 minute floats
- 100 offer 90 minute floats
- **36** offer 120 minute floats
- 15 offer 120+ minute floats

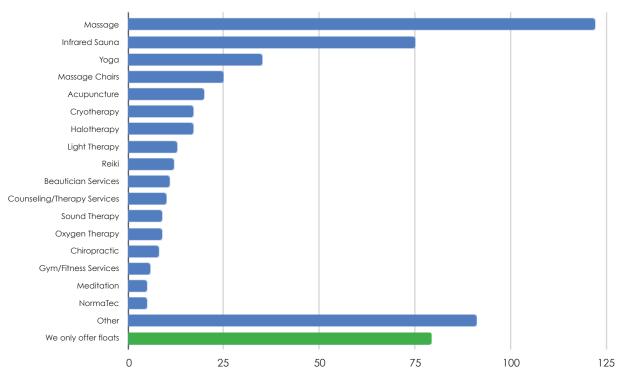


Do you offer any other forms of alternative wellness?

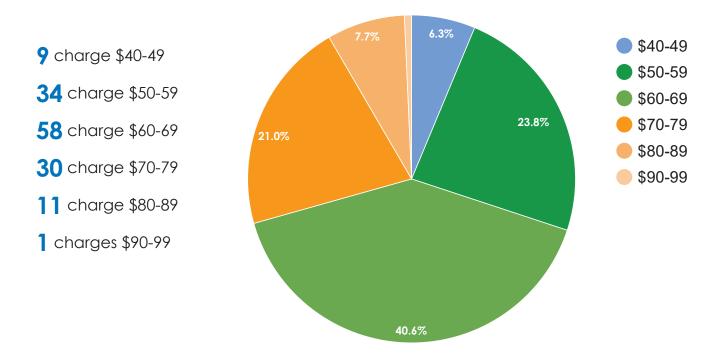
- 122 offer massage
- 75 have infrared saunas
- 35 offer yoga
- 25 have massage chairs
- 20 offer acupuncture
- 17 offer cryotherapy
- 17 offer halotherapy
- 13 offer light therapy
- 12 offer reiki / energy healing
- 11 offer beauty services

- 10 offer counseling / therapy
- **9** offer sound therapy
- 9 offer oxygen therapy
- 8 offer chiropractic
- 6 offer gym / fitness
- 5 offer meditation
- 5 offer NormaTec
- 91 offer other services
- 79 only offer floating
- **5** no response

Note: centers could select more than one option

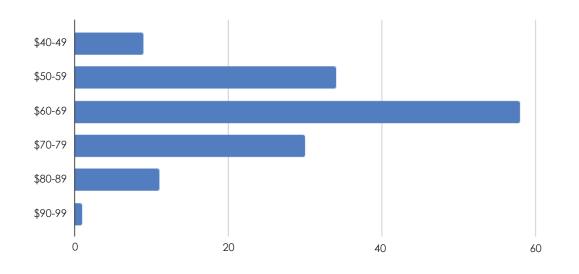


What is the US price per 60 minute float?

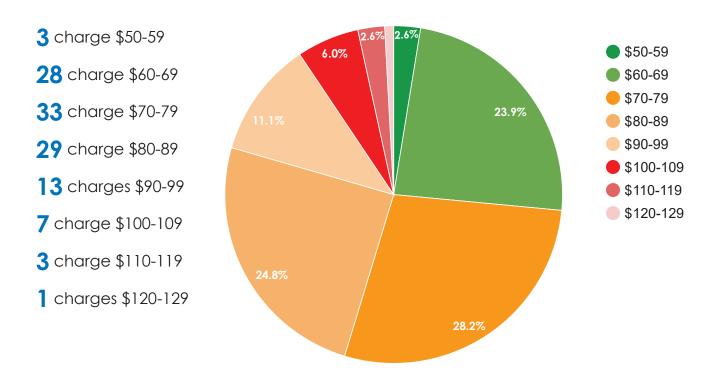


Average Price: \$64.79

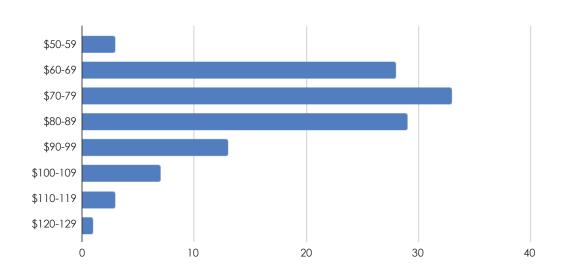
Note: All prices are in USD



What is the US price per 90 minute float?

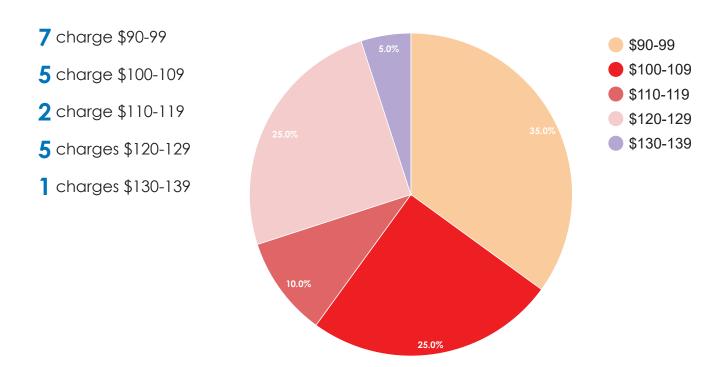


Average Price: \$79.45

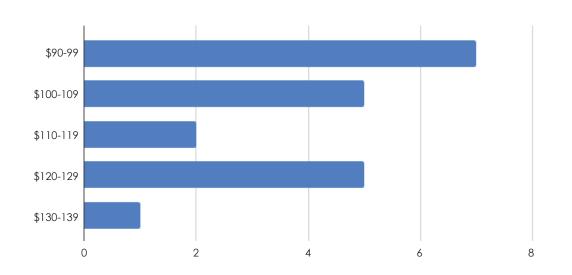


Note: All prices are in USD

What is the US price per 120 minute float?

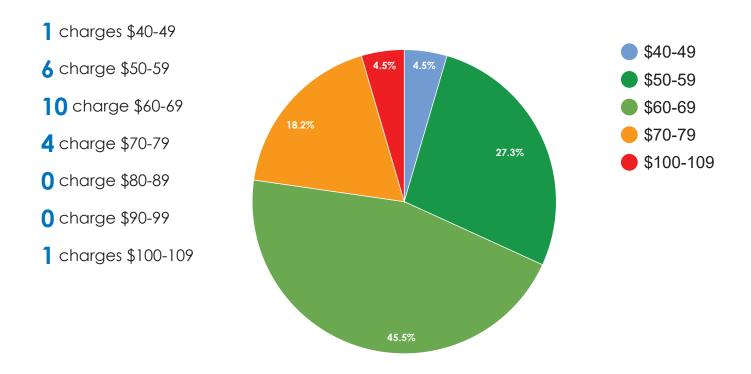


Average Price: \$104

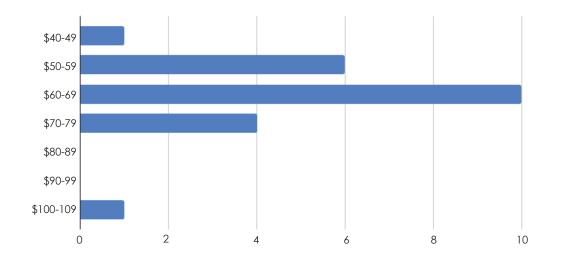


Note: All prices are in USD

What is Canada's price per 60 minute float?



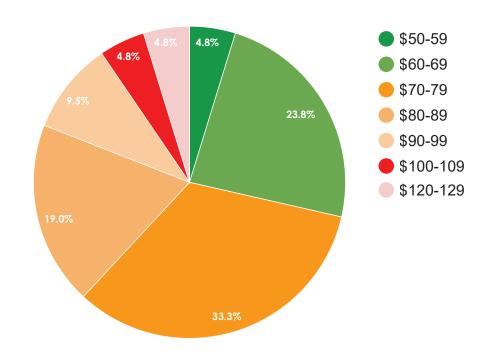
Average Price: \$64.27 Note: All prices are in CAD



What is Canada's price per 90 minute float?

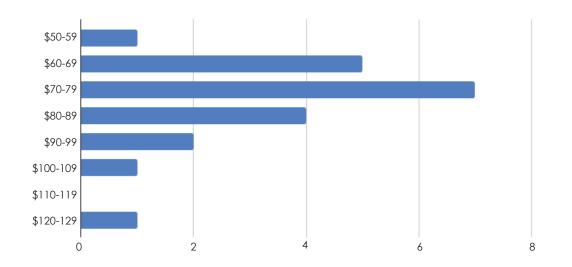


- **5** charge \$60-69
- 7 charge \$70-79
- 4 charge \$80-89
- 2 charge \$90-99
- 1 charges \$100-119
- 1 charges \$120-129

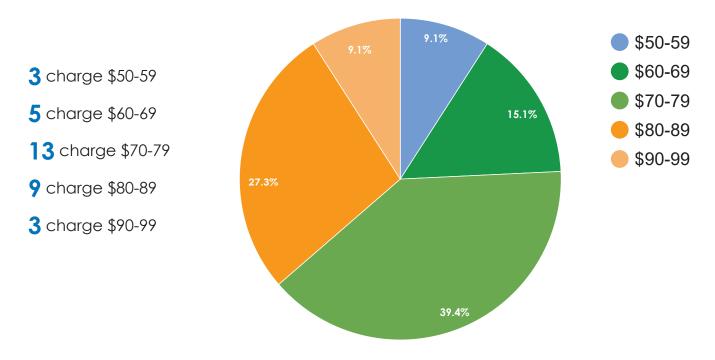


Average Price: \$78.00



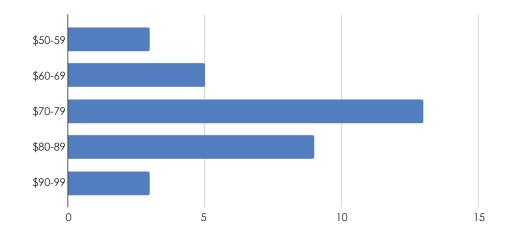


What is Oceania's price per 60 minute float?



Average Price: \$75.56

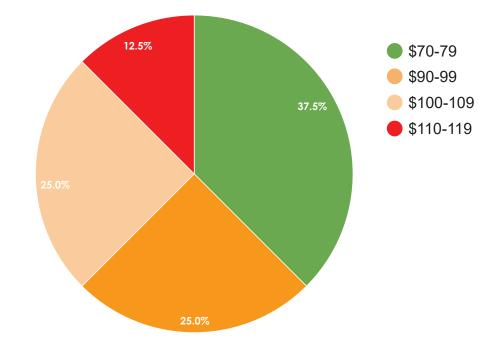
Note: All prices are in AUD



What is Oceania's price per 90 minute float?

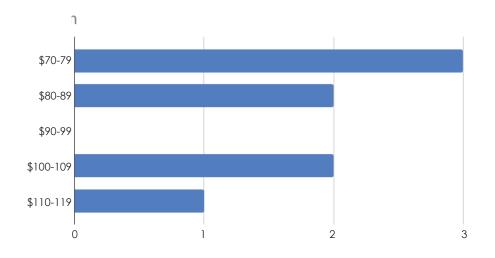


- 2 charge \$80-89
- **()** charge \$90-99
- 2 charge \$100-119
- 1 charges \$120-129



Average Price: \$89.57

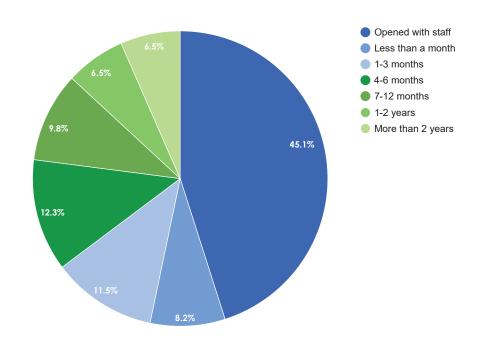
Note: All prices are in AUD

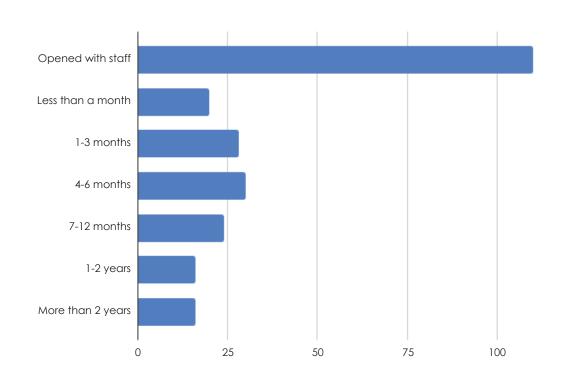


How long did it take you before your first hire?



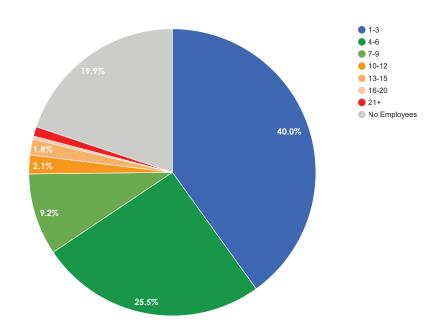
- 20 less than a month
- 28 took 1-3 months
- 30 took 4-6 months
- 24 took 7-12 months
- **16** took 1-2 years
- 16 took 2+ years
- 49 no response

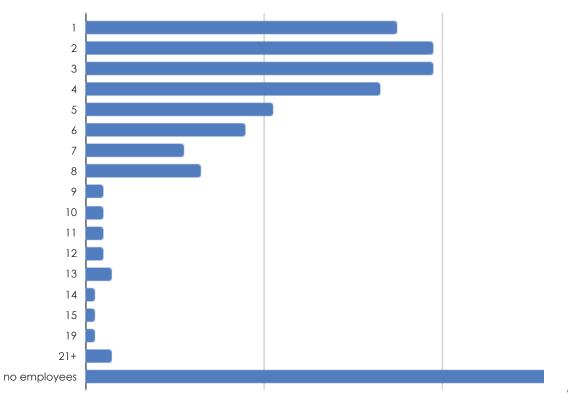




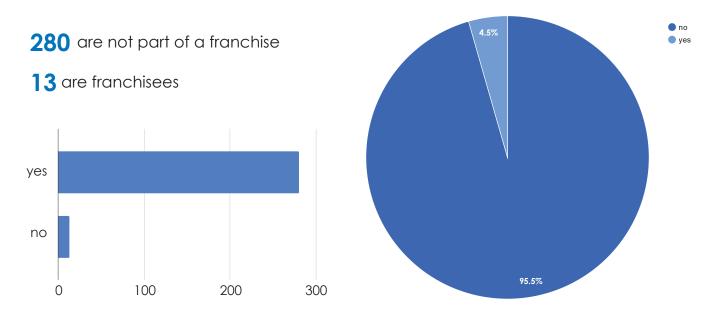
How many employees do you currently have at your center?

- 113 have 1-3 employees
- 72 have 4-6 employees
- 26 have 7-9 employees
- 6 have 10-12 employees
- 5 have 13-15 employees
- 1 has 16-20 employees
- 3 have 21+ employees
- 56 have no employees
- 11 no response

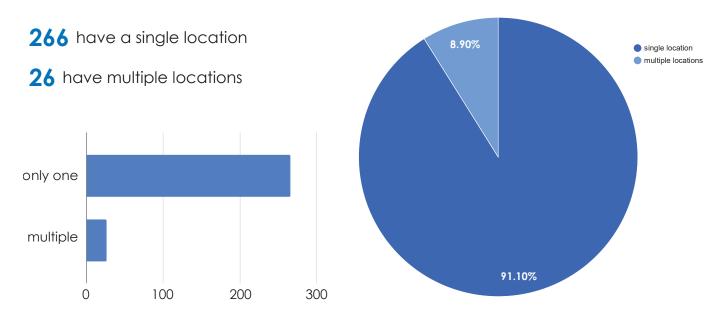




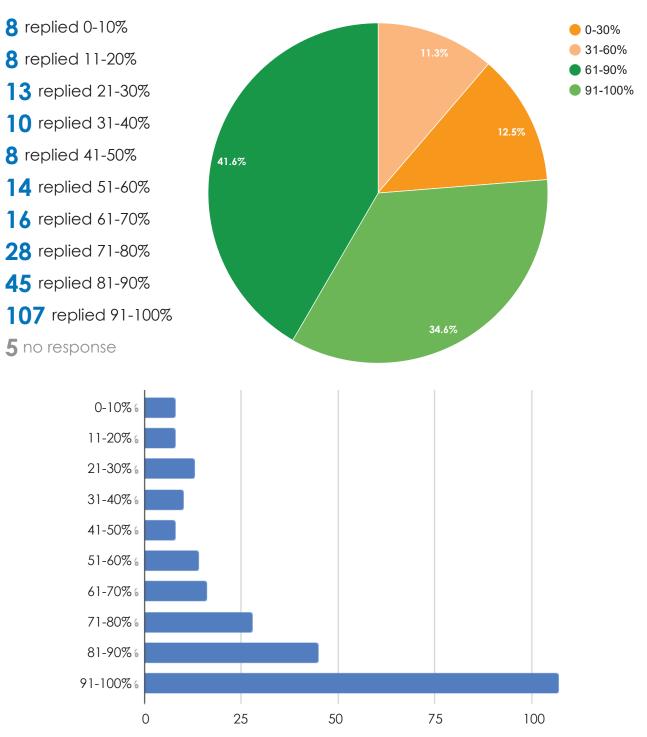
Is your shop part of a franchise?



How many locations do you have that offer floating?



What percentage of your revenue each month comes from floating?

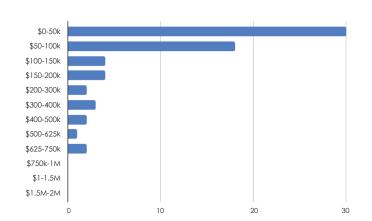


How much did it cost to open your center?

Note: Numbers are shown broken up by size of center, for meaningful comparison.

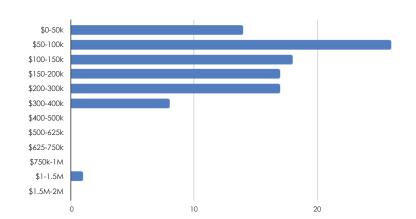
1 Tank Centers

- **30** cost \$0-50k
- 18 cost \$50-100k
- 4 cost \$100-150k
- 4 cost \$150-200k
- 2 cost \$200-300k
- 3 cost \$300-400k
- 2 cost \$400-500k
- 1 cost \$500-625k
- 2 cost \$625-750k



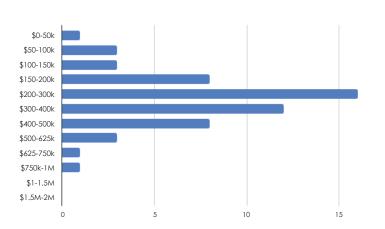
2 Tank Centers

- 14 cost \$0-50k
- 26 cost \$50-100k
- 18 cost \$100-150k
- 17 cost \$150-200k
- 17 cost \$200-300k
- 8 cost \$300-400k
- 1 cost \$1-1.5M



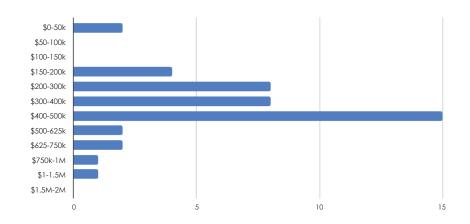
3 Tank Centers

- 1 cost \$0-50k
- 3 cost \$50-100k
- 3 cost \$100-150k
- 8 cost \$150-200k
- 16 cost \$200-300k
- φ_σσο: φ_σσο σσο:
- **12** cost \$300-400k
- **8** cost \$400-500k
- **3** cost \$500-625k
- 1 cost \$625-750k
- 1 cost \$750k-1M



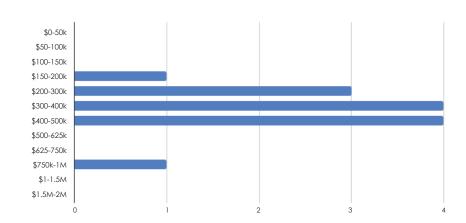
4 Tank Centers

- 2 cost \$0-50k
- 4 cost \$150-200k
- 8 cost \$200-300k
- 8 cost \$300-400k
- 15 cost \$400-500k
- 2 cost \$500-625k
- 2 cost \$625-750k
- 1 cost \$750k-1M
- 1 cost \$1-1.5M



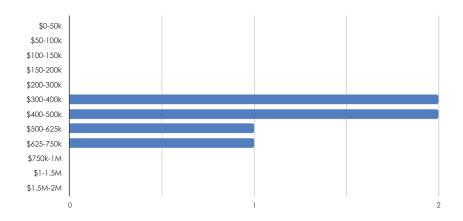
5 Tank Centers

- 1 cost \$150-200k
- 3 cost \$200-300k
- 4 cost \$300-400k
- 4 cost \$400-500k
- 1 cost \$750k-1M



6 Tank Centers

- 2 cost \$300-400k
- 2 cost \$400-500k
- 1 cost \$500-625k
- 1 cost \$625-750k



Note: Single sample size data for larger tank centers was excluded from these graphs.

Average Cost per Float Tank: \$76k - \$108k

Average of Mid-Point of Ranges: \$92k

How many floats do you run in a typical month?

Note: Numbers are shown broken up by size of center, for meaningful comparison.

1 Tank Centers

44 ran 0-100 floats

7 ran 100-200 floats

1 ran 200-300 floats

2 Tank Centers

39 ran 0-100 floats

28 ran 100-200 floats

15 ran 200-300 floats

4 ran 300-400 floats

1 ran 400-500 floats

1 ran 500-625 floats

3 Tank Centers

39 ran 0-100 floats

28 ran 100-200 floats

15 ran 200-300 floats

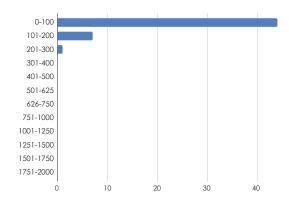
4 ran 300-400 floats

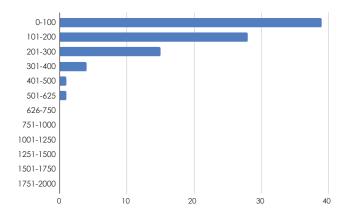
1 ran 400-500 floats

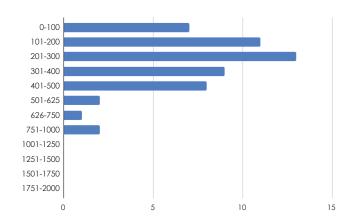
1 ran 500-625 floats

1 ran 625-750 floats

1 ran 750-1000 floats







4 Tank Centers

5 ran 0-100 floats

7 ran 100-200 floats

16 ran 200-300 floats

11 ran 300-400 floats

7 ran 400-500 floats

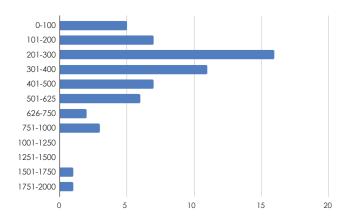
6 ran 500-625 floats

2 ran 625-750 floats

3 ran 750-1000 floats

1 ran 1500-1750 floats

1 ran 1750-2000 floats



5 Tank Centers

1 ran 0-100 floats

2 ran 100-200 floats

2 ran 200-300 floats

1 ran 300-400 floats

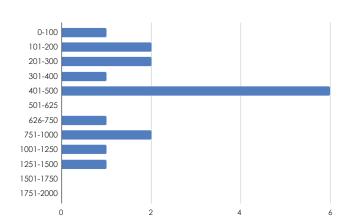
6 ran 400-500 floats

1 ran 625-750 floats

2 ran 750-1000 floats

1 ran 1000-1250 floats

1 ran 1250-1500 floats



6 Tank Centers

1 ran 0-100 floats

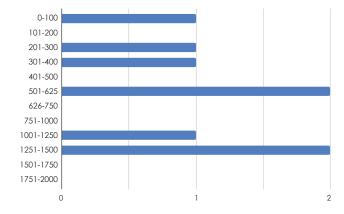
1 ran 200-300 floats

1 ran 300-400 floats

2 ran 500-625 floats

1 ran 1000-1250 floats

2 ran 1250-1500 floats



Note: Single sample size data for larger tank centers was excluded from these graphs.

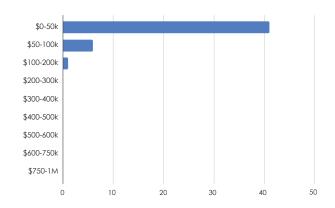
Average Floats per Float Tank (per month): 73-112 Average of Mid-Point of Ranges (per month): 92

What was your gross revenue during your last full year in operation?

Note: Revenue is weighted by the % of revenue centers said was due to floats.

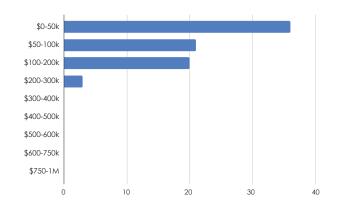
1 Tank Centers

- **41** made \$0-50k
- 6 made \$50-100k
- 1 made \$100-200k



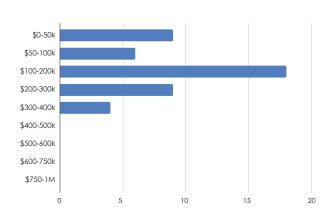
2 Tank Centers

- **36** made \$0-50k
- **21** made \$50-100k
- 20 made \$100-200k
- 3 made \$200-300k



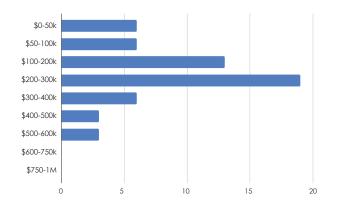
3 Tank Centers

- 9 made \$0-50k
- 6 made \$50-100k
- 18 made \$100-200k
- 9 made \$200-300k
- 4 made \$300-400k



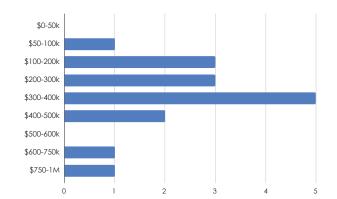
4 Tank Centers

- 6 made \$0-50k
- 6 made \$50-100k
- 13 made \$100-200k
- 19 made \$200-300k
- 6 made \$300-400k
- 3 made \$400-500k
- 3 made \$500-600k



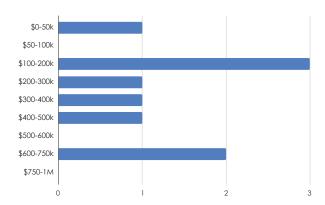
5 Tank Centers

- 1 made \$50-100k
- 3 made \$100-200k
- 3 made \$200-300k
- 5 made \$300-400k
- 2 made \$400-500k
- 1 made \$600-750k
- 1 made \$750k-1M



6 Tank Centers

- 1 made \$0-50k
- 3 made \$100-200k
- 1 made \$200-300k
- 1 made \$300-400k
- 1 made \$400-500k
- 2 made \$600-750k



Average Income per Float Tank: \$42,598

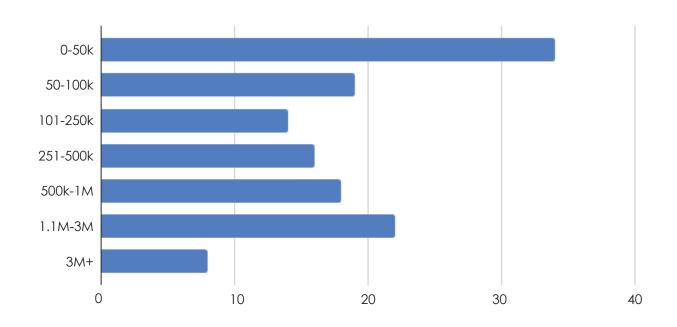
Note: For accuracy, average income is weighted by the % of revenue due to floats.

Existing Float Centers Expanded Questions

137 Centers Participating

What's the population of your city?

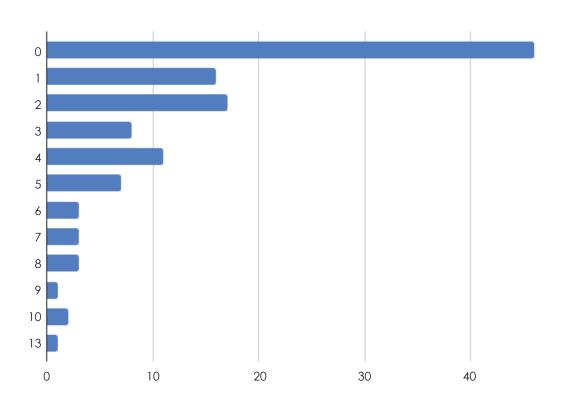
- **34** live in a city with a population between 0-50k
- 19 live in a city with a population between 50-100k
- 14 live in a city with a population between 101-250k
- 16 live in a city with a population between 251-500k
- 18 live in a city with a population between 510k-1M
- 22 live in a city with a population between 1.1M-3M
- 8 live in a city with a population above 3 million
- 6 no response



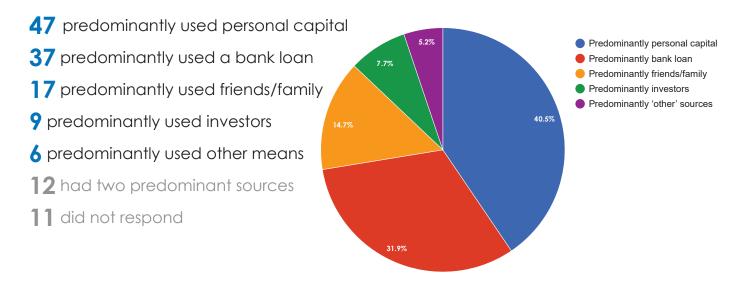
Are there other float centers near you?

- 46 are the only float center in their area
- 16 have 1 other float center near them
- 17 have 2 other float centers near them
 - 8 have 3 other float centers near them
- 11 have 4 other float centers near them
 - 7 have 5 other float centers near them

- 3 have 6 other float centers near them
- 3 have 7 other float centers near them
- 3 have 8 other float centers near them
- has 9 other float centers near them
- 2 have 10 other float centers near them
- 1 has 13 other float centers near them

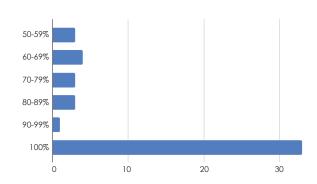


What is your predominant source of funding?



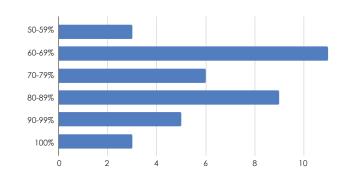
Centers Predominantly Funded by Personal Capital: Percentage of Total Startup Costs from Personal Capital





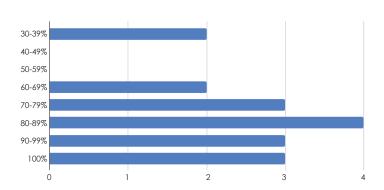
Centers Predominantly Funded by Bank Loan: Percentage of Total Startup Costs from Bank Loan





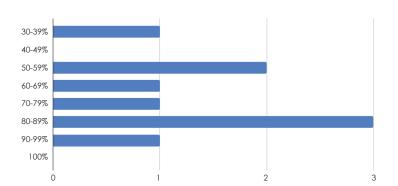
Centers Predominantly Funded by Friends/Family: Percentage of Total Startup Costs from Friends/Family

- 2 received 30-39%
- **?** received 60-69%
- **3** received 70-79%
- 4 received 80-89%
- 3 received 90-99%
- 3 received 100%



Centers Predominantly Funded by Investors: Percentage of Total Startup Costs from Investors

- 1 received 30-39%
- 2 received 50-59%
- 1 received 60-69%
- 1 received 70-79%
- **3** received 80-89%
- 1 received 90-99%



Centers Predominantly Funded by Other Means: Percentage of Total Startup Costs from Other Means

- 1 received 60-69%
- 1 received 70-79%
- 1 received 80-89%
- 1 received 90-99%
- 2 received 100%

Note: For centers funded by "other" means, there was only a handful of entries – this is shown for the sake of completeness, but it is difficult to draw conclusions from such a small sample size.

How much do you pay your employees above the minimum wage in your area?

14 pay \$0-1 over minimum wage

24 pay \$1-2 over minimum wage

36 pay \$2-3 over minimum wage

12 pay \$3-4 over minimum wage

19 pay \$4-5 over minimum wage

4 pay \$5-6 over minimum wage

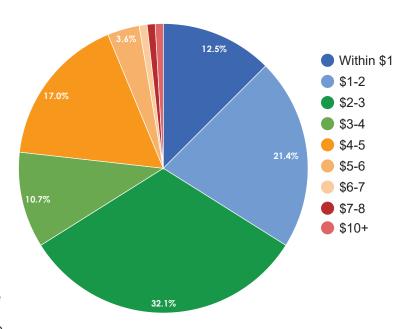
1 pays \$6-7 over minimum wage

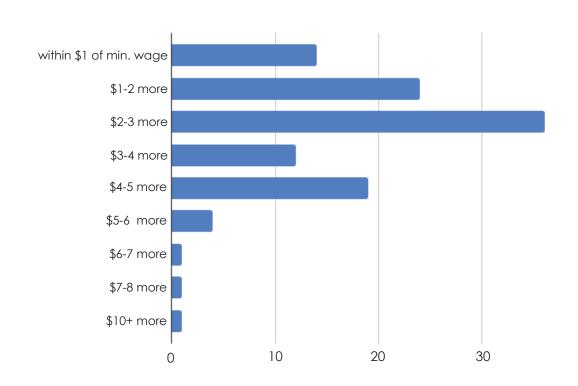
1 pays \$7-8 over minimum wage

pay \$8-9 over minimum wage

opay \$9-10 over minimum wage

1 pays \$10+ over minimum wage

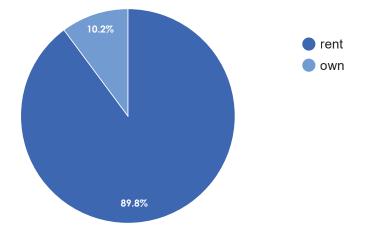


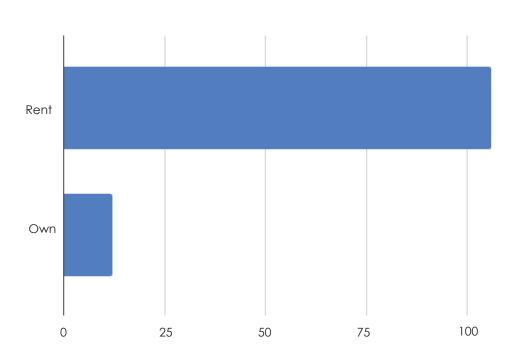


Do you rent or own your building?

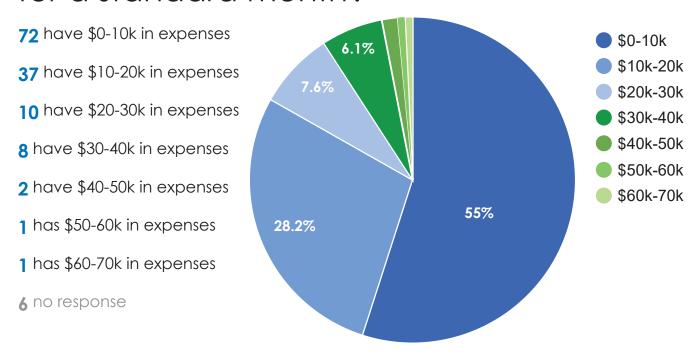


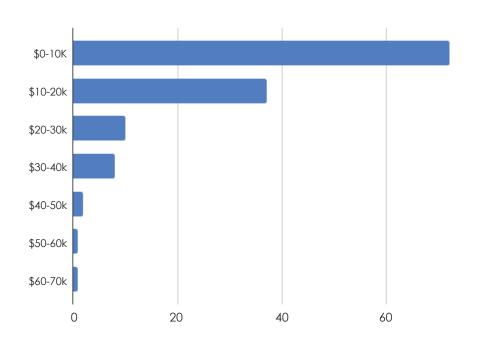
12 own their building





What are your combined expenses for a standard month?



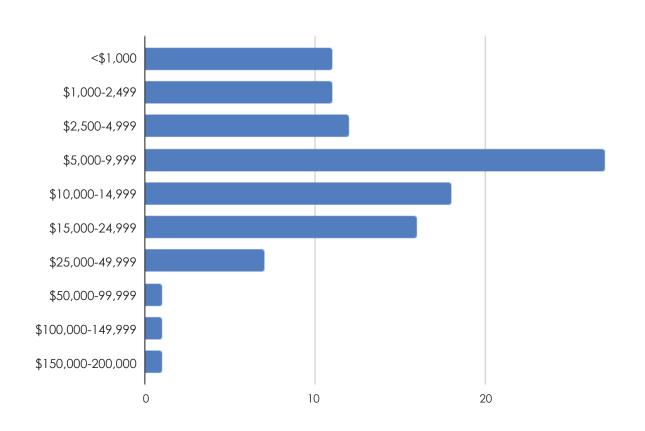


Note: There was no question asking people to separate float expenses from other expenses, so no weighting was factored in.

How much do you spend on marketing per year?

- 11 pay less than \$1,000 annually
- 11 pay between \$1,000-\$2,499 annually
- **12** pay between \$2,500-\$4,999 annually
- 27 pay between \$5,000-\$9,999 annually
- 18 pay between \$10,000-\$14,999 annually
- 16 pay between \$15,000-\$24,999 annually
- 7 pay between \$25,000-\$49,999 annually
- 1 pays between \$50,000-\$99,999 annually
- 1 pays between \$100,000-\$149,999 annually
- 1 pays between \$150,000-\$200,000 annually

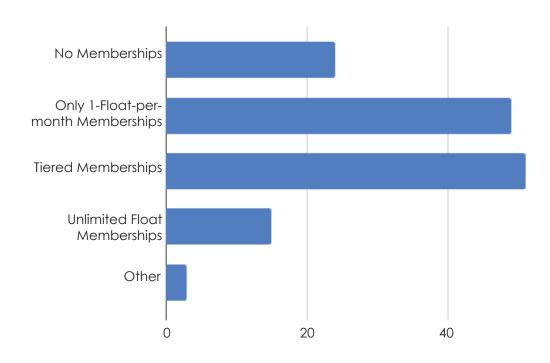
Average Spent Annually: \$12,564



What type of membership are you using?

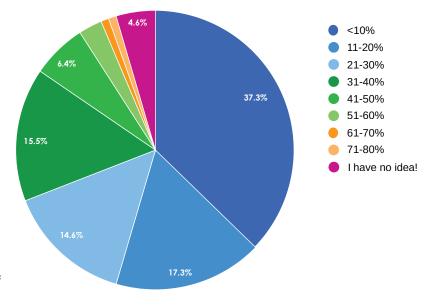
- 24 offer No Memberships
- **49** offer only 1-Float-per-Month Memberships (with the ability to buy additional discounted floats)
- **51** offer Tiered Memberships (ie 1-float-per-month, 2-floats-per-month, etc.)
- 15 offer Unlimited Float Memberships
- 3 offer Other Memberships

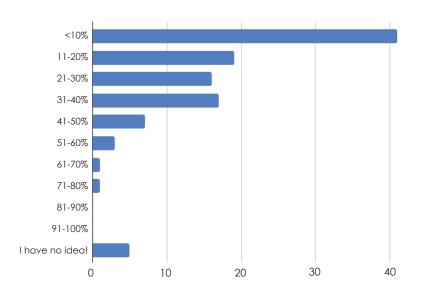
Note: centers could select more than one option



How much of your monthly revenue comes from memberships?

- 41 have memberships make up <10% of monthly income</p>
- 19 have memberships make up 11-20% of monthly income
- 16 have memberships make up 21-30% of monthly income
- 17 have memberships make up 31-40% of monthly income
- 7 have memberships make up 41-50% of monthly income
- 3 have memberships make up 51-60% of monthly income
- 1 has memberships make up 61-70% of monthly income
- 1 has memberships make up 71-80% of monthly income
- 5 have no idea how much monthly income is generated by memberships

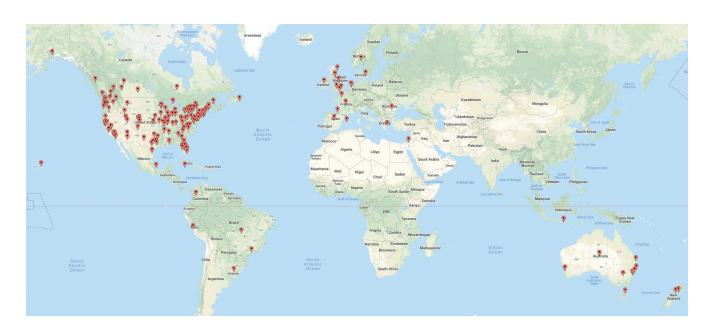


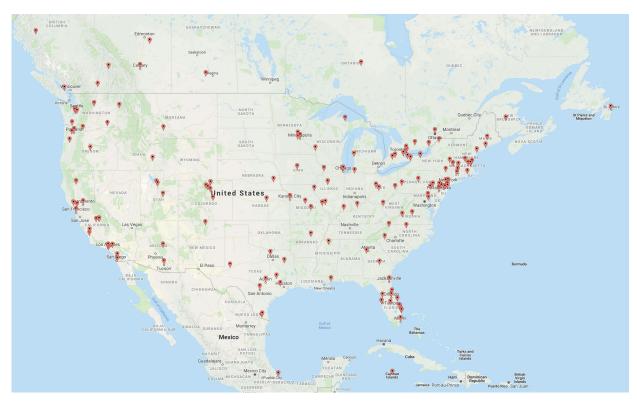


Prospective Float Centers

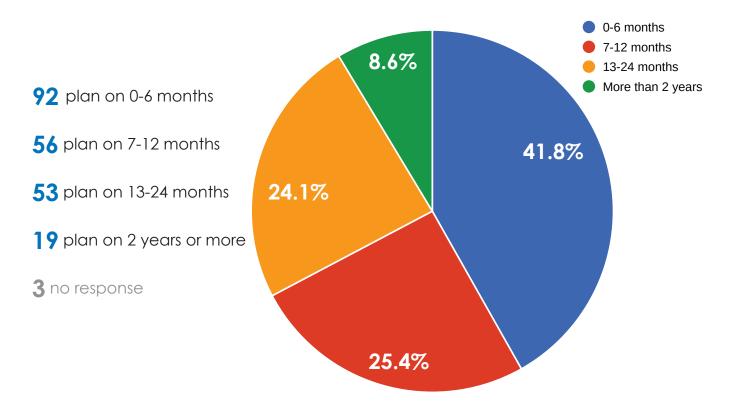
223 Prospective Centers Participating

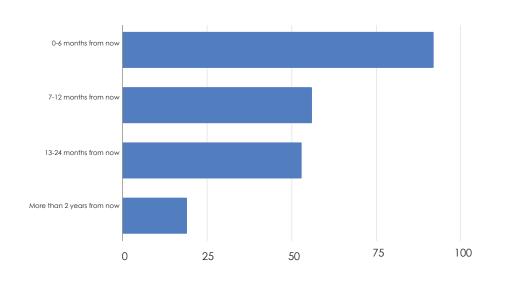
Map of Locations for Prospective Centers



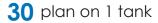


How soon do you plan on opening?

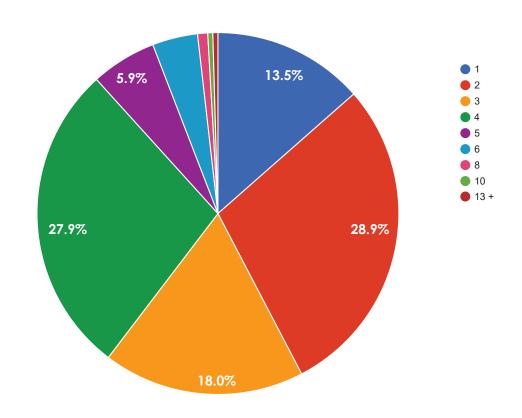


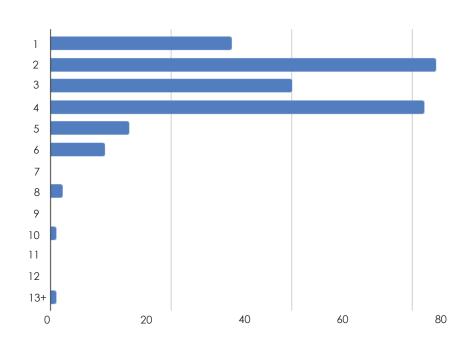


How many tanks will you have?

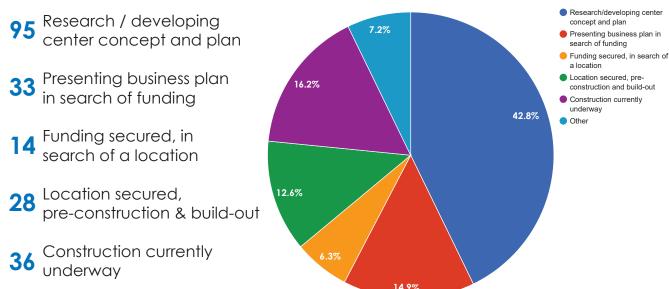


- 64 plan on 2 tanks
- 40 plan on 3 tanks
- 62 plan on 4 tanks
- 13 plan on 5 tanks
- 9 plan on 6 tanks
- 1 plan on 7 tanks
- 2 plan on 8 tanks
- Oplan on 9 tanks
- 1 plans on 10 tanks
- 10 plan on 11 tanks
- Oplan on 12 tanks
- 1 plans on 13+ tanks
- 3 no response

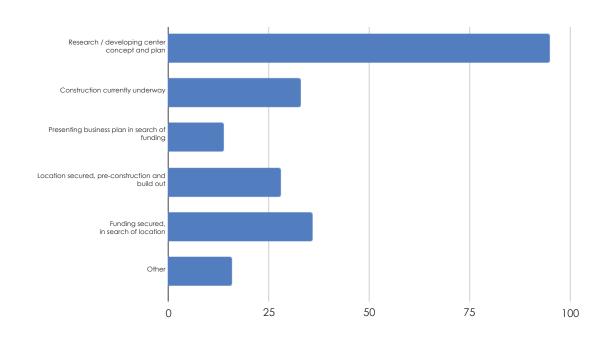




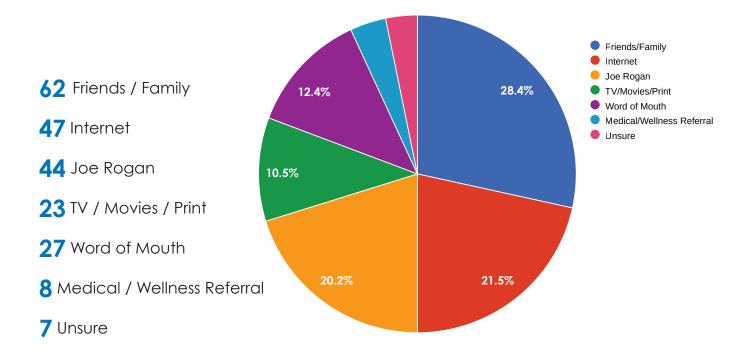
Which of these best describes the stage you're in?

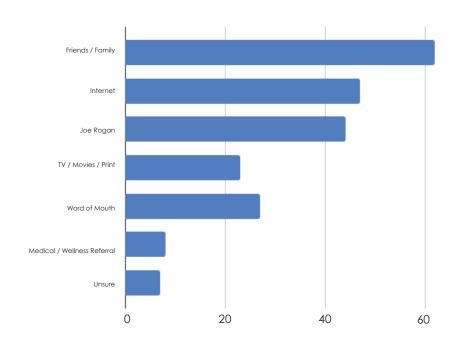


- 16 Other
 - 1 no response

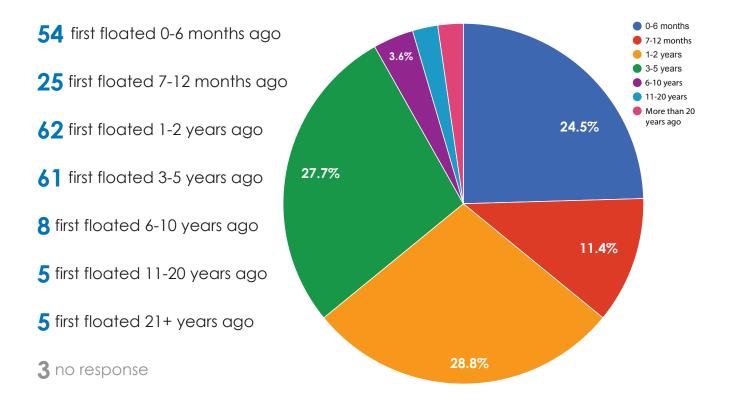


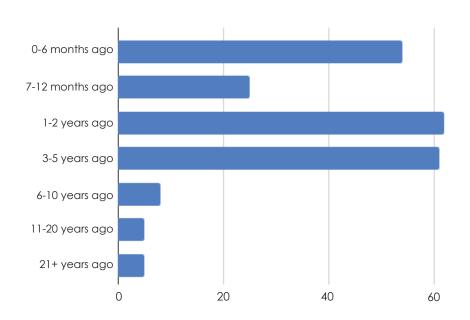
How did you first hear about floating?





How long ago was your first float?



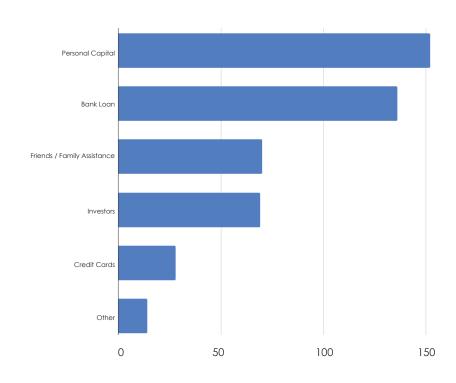


How do you plan on funding your center?

- 152 plan on using personal capital
- 136 will attempt a bank loan
- 70 plan on going through friends / family
- **69** are looking for investors

Note: centers could select more than one option

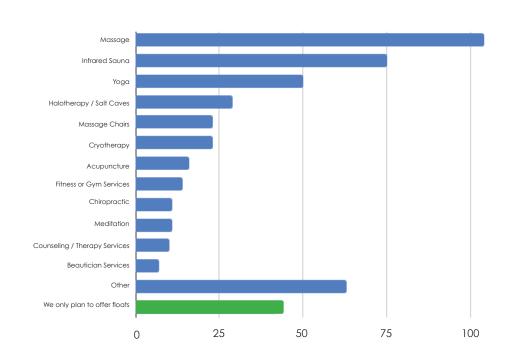
- 28 will use credit cards
- 14 plan on other means



Do you plan on offering any other forms of alternative wellness?

- 104 plan on offering massage
- 75 plan on offering infrared sauna
- 50 plan on offering yoga
- 29 plan on offering halotherapy or salt caves
- 23 plan on offering massage chairs
- 23 plan on offering cryotherapy
- 16 plan on offering acupuncture
- 14 plan on offering fitness or gym services
- 11 plan on offering chiropractic
- 11 plan on offering meditation
- 10 plan on offering counseling / therapy services
- 11 plan on beautician services
- **63** plan on offering other services
- 44 will only offer floating

Note: centers could select more than one option



How much do you anticipate it will cost to open your center?

Note: Numbers are shown broken up by size of center, for meaningful comparison.

1 Tank Centers

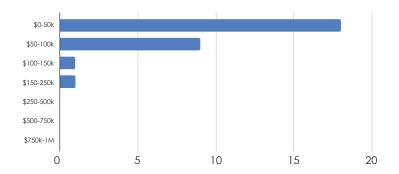
- **18** plan on \$0-50k
- **9** plan on \$50-100k
- plans on \$100-150k
- 1 plans on \$150-200k

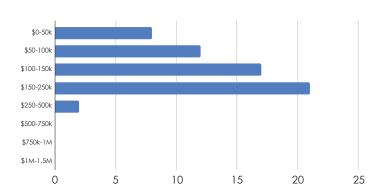
2 Tank Centers

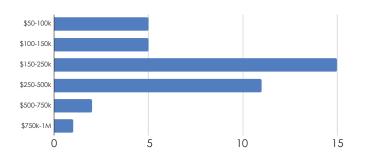
- 8 plan on \$0-50k
- **12** plan on \$50-100k
- **17** plan on \$100-150k
- **21** plan on \$150-250k
- 2 plan on \$250-500k

3 Tank Centers

- **5** plan on \$50-100k
- **5** plan on \$100-150k
- **15** plan on \$150-250k
- 11 plan on \$250-500k
- 2 plan on \$500-750k
- 1 plans on \$750k-1M







4 Tank Centers

- 4 plan on \$50-100k
- **3** plan on \$100-150k
- **12** plan on \$150-250k
- **35** plan on \$250-500k
- **5** plan on \$500-750k
- 1 plans on \$750k-1M
- 1 plans on \$1M-1.5M

5 Tank Centers

- 1 plans on \$0-50k
- 2 plan on \$150-250k
- **8** plan on \$250-500k
- 2 plan on \$500-750k

6 Tank Centers

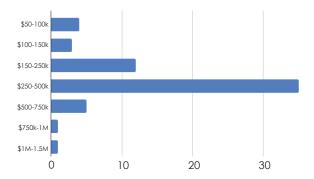
- 1 plans on \$50-100k
- 1 plans on \$150-250k
- **3** plan on \$250-500k
- 2 plan on \$500-750k
- 1 plans on \$750k-1M
- 1 plans on \$1M-1.5M

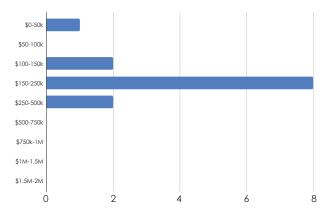
8 Tank Centers

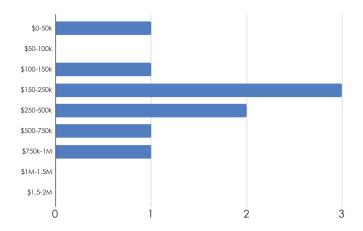
- 1 plans on \$500-750k
- 1 plans on \$1M-1.5M

10 Tank Centers

1 plans on \$250-500k







Note: For eight and ten tank centers, there were limited entries – these are shown for the sake of completeness, but it is difficult to draw conclusions from such small sample sizes.

Float & Co www.floatingflo.it

Buy a Theta Pod www.floatingflo.it/vasca-floating-theta

