



#5 MEMBERSHIP

**MEMBERSHIP
2018 BUDGET WORKSHEET**

	2012	2013	2014	2015	2016	2017	2017	2018	2018
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	FORECAST	STAFF	FINAL
REVENUE									
350									12,500
398	1,230	3,624	2,621	2,968	3,475	3,000	4,225	4,000	
	1,230	3,624	2,621	2,968	3,475	3,000	4,225	16,500	0
EXPENSES									
420	44,869	49,021	52,272	53,235	56,874	57,559	60,000	81,791	
435	383	689	778	477	638	600	500	2,600	
445	12,148	18,010	19,969	21,304	20,819	22,619	23,578	25,778	
460	135	113	177	90	264	150	250	250	
465	0	0	0	0	0	0	0	0	
	57,535	67,833	73,196	75,106	78,595	80,928	84,328	110,419	0
CONTRACT/SUPPLIES									
475	2,766	1,115	2,126	2,670	1,603	2,500	1,500	1,500	
481	151	0	130	0	0	0	0	150	
499	305	294	450	0	0	0	0	0	
504	10,589	12,090	7,205	5,264	9,723	9,000	9,000	9,000	
513	274	288	240	155	164	300	200	200	
558	1,333	1,522	2,102	2,589	2,005	2,500	2,700	2,700	
561	2,520	2,056	2,900	1,238	2,000	2,500	2,000	2,000	
564	3,488	6,102	3,212	5,932	8,995	4,000	7,240	7,000	
	21,426	23,467	18,365	17,848	24,490	20,800	22,640	22,550	0
REPAIRS/MAINTENANCE									
594	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0
UTILITIES									
620	1,026	1,068	1,026	1,107	1,026	1,100	1,100	1,100	
626	104	107	106	112	121	115	121	121	
629	1,002	1,044	960	967	953	1,000	1,000	1,000	
633	132	155	156	180	182	185	202	202	
	2,264	2,374	2,248	2,366	2,282	2,400	2,423	2,423	0
OTHER COSTS									
688	396	390	396	372	1,227	1,227	1,302	1,381	
	396	390	396	372	1,227	1,227	1,302	1,381	0
	81,621	94,064	94,205	95,692	106,594	105,355	110,693	136,773	0
	-80,391	-90,440	-91,584	-92,724	-103,119	-102,355	-106,468	-120,273	0

**MEMBERSHIP
PAYROLL & PAYROLL COSTS**

	FY 2017	FY 2018	% Change
Base Salaries:			
CONTROLLER/CFO - 10%	9,534	13,130	
ASSESS./MEMB. SUPER - 45%	17,574	20,275	
ASSESS/MEMB - 65%	15,641	16,111	
SCANNER P/T	0	15,600	
CLERK (2) SEASONAL	14,810	16,675	
Sub-Total	57,559	81,791	42.10%
Overtime:			
Sub-Total	600	2,600	
Insurance:			
Medical/HRA	13,881	14,679	
Life/Std/Ltd	586	627	
Workers Comp.	87	135	
Unemployment	2,054	2,504	
Sub-Total	16,608	17,945	8.05%
Retirement:			
FICA & Medicare	4,449	6,456	
401k	1,562	1,377	
Sub-Total	6,011	7,833	30.31%
Employee Relations:			
Sub-Total	150	250	
Training:			
Sub-Total	0	0	
TOTAL PERSONNEL COSTS	80,928	110,419	36.44%

**Membership
Selected Budget Details 2018**

Associate Dues	12,500
Fees to allow Associate Members to purchase memberships at owners' rates	
Contract Services	9,000
Programming	8,395
Office cleaning	500
Pest Control	45
Misc.	60

MEMBERSHIP RATE HISTORY							BUD
	2012	2013	2014	2015	2016	2017	2018
BEACH PARKING							
ONLY	160	160	160	175	175	175	200
ANNUAL	55	55	55	75	75	75	100
BUNDLES - 12							250
BUNDLES - 6							150
WEEKLY	50	50	50	55	55	55	55
DAILY		30	30	30	30	30	30
SWIM							
FAMILY							
SUMMER	300	300	315	315	315	315	315
WINTER	425	425	445	445	445	445	445
YEARLY	550	550	580	580	580	580	580
INDIVIDUAL							
SUMMER	180	180	190	190	190	190	190
WINTER	275	275	290	290	290	290	290
YEARLY	350	350	370	370	370	370	370
WEEKLY PACKAGES							
BUNDLES - 12							750
BUNDLES - 6							450
WEEKLY SWIM							
FAMILY							
7-DAY	150	150	150	150	150	150	150
3-DAY	75	75	75	75	75	75	75
INDIVIDUAL							
7-DAY	60	60	60	60	60	60	60
3-DAY	30	30	30	30	30	30	30
GOLF							
FAMILY	2,100	2,100	2,205	2,300	2,300	2,300	2,000
INDIVIDUAL	1,200	1,200	1,260	1,315	1,315	1,315	1,200
FAMILY-12	1,250	1,250	1,310	1,365	1,365	1,365	1,200
INDIVIDUAL-12	800	800	840	875	875	875	800
LIMITED (30)	1,350	1,350	1,350	1,425	1,425	1,425	1,290
JUNIORS	200	200	210	230	230	230	225
CART PACKAGE							
FAMILY	1,800	1,800	1,800	1,900	1,900	1,900	1,600
INDIVIDUAL	1,200	1,200	1,200	1,300	1,300	1,300	1,100
TENNIS							
FAMILY	500	500	525	525	525	525	425
INDIVIDUAL	300	300	315	315	315	315	260
FAMILY-12	125	125	130	160	160	160	160
INDIVIDUAL-12	75	75	80	100	100	100	100
JUNIOR	50	50	55	55	55	55	55
PLATFORM TENNIS							
FAMILY				250	250	250	250
INDIVIDUAL	110	110	115	150	150	150	150
PICKLEBALL							
FAMILY				150	250	250	175
INDIVIDUAL				100	150	150	100
RACQUET COMBO							
FAMILY				850	850	850	625
INDIVIDUAL				500	500	500	400

MEMBERSHIP RATE HISTORY

	2012	2013	2014	2015	2016	2017	BUD 2018
TENNIS							
FAMILY	500	500	525	525	525	525	525
INDIVIDUAL	300	300	315	315	315	315	315
FAMILY-12	125	125	130	160	160	160	160
INDIVIDUAL-12	75	75	80	100	100	100	100
JUNIOR	50	50	55	55	55	55	55
ASSOC-FAM	570	570	600	600	600	600	600
ASSOC-IND	355	355	375	375	375	375	375
ASSOC-JUNIOR	75	75	80	80	80	80	80
PLATFORM TENNIS							
FAMILY				250	250	250	250
INDIVIDUAL	110	110	115	150	150	150	150
ASSOC-FAM					300	300	300
ASSOC-IND	170	170	180	215	180	180	180
PICKLEBALL							
FAMILY				150	250	250	250
INDIVIDUAL				100	150	150	150
JUNIOR						55	55
ASSOC-FAM					300	300	300
ASSOC-IND				135	180	180	180
ASSOC-JUNIOR						80	80
RACQUET COMBO							
FAMILY				850	850	850	850
INDIVIDUAL				500	500	500	500

MEMBERSHIP SALES HISTORY

	2012	2013	2014	2015	2016	01/31/17 2017	BUD 2018
BEACH PARKING							
ONLY	1,619	1,676	1,756	1,722	1,812	1,854	1,600
ANNUAL	589	535	466	463	454	454	440
BUNDLES - 12							100
BUNDLES - 6							25
WEEKLY	206	214	202	190	148	162	70
DAILY	<u>0</u>	<u>38</u>	<u>31</u>	<u>39</u>	<u>52</u>	<u>46</u>	<u>46</u>
TOTAL PARKING	2,414	2,463	2,455	2,414	2,466	2,516	2,281
SWIMMING							
FAMILY					1812	1854	1600
SUMMER	283	254	208	222	258	270	277
WINTER	0	0	1	1	0	0	2
YEARLY	97	95	66	70	70	77	93
INDIVIDUAL							
SUMMER	187	184	121	136	140	150	153
WINTER	2	4	3	2	2	2	3
YEARLY	83	65	56	65	63	62	71
BUNDLES - 12							100
BUNDLES - 6							25
WEEKLY	779	509	411	538	414	372	192
CHARTER	<u>4</u>	<u>4</u>	<u>3</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>
TOTAL SWIM	1,435	1,115	869	1,036	949	935	918
GOLF							
FAMILY	33	26	17	19	17	21	22
FAMILY-12	23	20	22	26	21	18	18
INDIVIDUAL	100	60	58	51	50	42	47
INDIVIDUAL-12	62	48	46	40	29	23	46
JUNIORS	2	1	5	3	0	5	5
LIMITED (30)	21	10	27	5	5	6	7
LIFETIME		<u>16</u>	<u>20</u>	<u>19</u>	<u>19</u>	<u>19</u>	<u>19</u>
TOTAL GOLF	241	181	195	163	141	134	164
CART PACKAGE							
FAMILY	17	16	13	15	16	17	17
INDIVIDUAL	<u>48</u>	<u>31</u>	<u>35</u>	<u>33</u>	<u>31</u>	<u>23</u>	<u>23</u>
TOTAL CART PKGE	65	47	48	48	47	40	40

MEMBERSHIP SALES HISTORY

	2012	2013	2014	2015	2016	01/31/17 2017	BUD 2018
TENNIS							
FAMILY	23	21	18	18	17	14	16
FAMILY - 1ST TIME (1/2)	2	1	1	0	2	0	0
FAMILY-12	14	9	6	6	12	7	9
FAMILY-12 - 1ST TIME (1/2)	0	2	0	0	0	0	0
INDIVIDUAL	74	75	70	58	50	46	51
INDIVIDUAL - 1ST TIME (1/2)	3	2	4	5	2	2	0
INDIVIDUAL-12	7	10	8	9	8	6	5
JUNIOR	0	0	0	1	2	4	4
WEEKLY	87	57	46	60	46	41	0
CHARTER	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL TENNIS	211	178	154	157	139	120	85
PLATFORM TENNIS							
FAMILY	0	0	0	28	26	23	24
INDIVIDUAL	109	102	106	55	52	44	46
INDIVIDUAL - 1ST TIME (1/2)	<u>0</u>	<u>12</u>	<u>12</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL PLATFORM	109	114	118	83	78	67	70
PICKLEBALL							
FAMILY				31	26	25	28
INDIVIDUAL				<u>42</u>	<u>41</u>	<u>37</u>	<u>40</u>
TOTAL PICKLEBALL				73	67	62	68
RACQUET COMBO							
FAMILY				1	0	0	1
INDIVIDUAL				<u>3</u>	<u>2</u>	<u>2</u>	<u>2</u>
TOTAL COMBO				4	2	2	3
TOTAL RACQUET SPORTS	320	292	272	317	286	251	226
GRAND TOTAL	4,475	4,098	3,839	3,978	3,889	3,876	3,629