

**FINANCE & MEMBERSHIP DEPARTMENT
2020 BUDGET WORKSHEET**

	2016	2017	2018	2019	2018	2019	2019	2020	2020	2020
	ACTUALS	ACTUALS	ACTUALS	BUDGET	YTD NOV	YTD NOV	FORECAST	PROPOSED	RECOMMEND	FINAL
REVENUE										
350		0	11,290	0	10,540	0	0	0	0	0
398	3,475	6,798	2,440	2,100	2,085	4,265	2,100	2,100	2,100	2,100
	3,475	6,798	13,730	2,100	12,625	4,265	2,100	2,100	2,100	2,100
EXPENSES										
420	297,340	363,294	385,152	410,379	231,721	225,672	410,379	477,178	490,652	497,383
435	4,726	11,078	29,135	18,000	22,359	11,434	18,000	10,000	10,000	10,000
445	133,854	152,396	141,296	158,929	84,158	77,488	158,929	170,885	159,194	159,025
460	598	2,148	1,960	750	830	457	750	750	750	750
465	1,065	0	5,247	500	704	1,095	500	500	500	500
	437,583	528,916	562,790	588,558	339,772	316,146	588,558	659,313	661,096	667,658
CONTRACT/SUPPLIES										
475	4,719	6,424	10,272	4,200	2,672	4,111	4,200	4,200	4,200	4,200
477	2,900	0	0	0	0	0	0	0	0	0
481	0	1,696	1,059	450	782	383	450	450	450	450
504	59,602	71,492	162,603	40,750	93,966	27,275	40,750	35,550	35,550	37,414
513	624	1,014	535	650	348	606	650	650	650	650
552	209	365	379	200	227	24	200	200	200	200
558	8,785	13,350	11,145	13,200	2,740	-1,277	13,200	13,200	13,200	13,200
561	3,500	8,265	6,660	4,500	0	1,090	4,500	4,500	4,500	4,500
564	15,615	18,050	15,927	16,000	9,621	1,970	16,000	16,000	16,000	16,000
	95,954	120,656	208,580	79,950	110,356	34,182	79,950	74,750	74,750	76,614
REPAIR/MAINTENANCE										
594	0	381	11	250	0	0	250	250	250	250
	0	381	11	250	0	0	250	250	250	250
UTILITIES										
620	5,863	5,550	6,018	6,000	3,479	3,638	6,000	6,000	6,000	6,000
626	604	615	605	625	333	493	625	625	625	625
629	3,168	4,580	8,818	8,400	5,404	3,793	8,400	8,400	8,400	8,400
633	1,002	1,008	1,140	994	665	574	994	994	994	994
	10,637	11,753	16,581	16,019	9,881	8,498	16,019	16,019	16,019	16,019
OTHER COSTS										
681	262	537	806	400	576	967	400	400	400	400
688	6,298	6,708	7,188	6,940	4,193	3,286	6,940	6,940	6,940	6,940
	6,560	7,245	7,994	7,340	4,769	4,253	7,340	7,340	7,340	7,340
	550,734	668,951	795,956	692,117	464,778	363,079	692,117	757,672	759,455	767,881
	-547,259	-662,153	-782,226	-690,017	-452,153	-358,814	-690,017	-755,572	-757,355	-765,781

**Finance & Membership
Selected Budget Details 2020**

Contract Services	37,414
Payroll processing fees	16,700
Hardware/Software Maint	10,000
401(k) Plan fees	3,000
Postage Machine Maint	3,600
Misc.	3,964
Pest Control	150
Postage	13,200
Mailing assessments, accounts payable, etc.	
Supplies	16,000
General supplies to include: copy paper, letterhead, envelopes, checks, small furniture, etc.	
Insurance	6,940
Building & Contents	2,225
Liability	3,185
Fiduciary	1,530

MEMBERSHIP RATE HISTORY

	2012	2013	2014	2015	2016	2017	2018	2019	BUD 2020
BEACH PARKING									
ONLY	160	160	160	175	175	175	200	150	165
ANNUAL	55	55	55	75	75	75	100	100	115
BUNDLES - 12							250	250	375
BUNDLES - 6							150	150	225
WEEKLY	50	50	50	55	55	55	55	55	60
DAILY		30	30	30	30	30	30	30	35
SWIM									
FAMILY									
SUMMER	300	300	315	315	315	315	315	315	325
WINTER	425	425	445	445	445	445	445	445	460
YEARLY	550	550	580	580	580	580	580	580	600
INDIVIDUAL									
SUMMER	180	180	190	190	190	190	190	190	195
WINTER	275	275	290	290	290	290	290	290	300
YEARLY	350	350	370	370	370	370	370	370	385
WEEKLY PACKAGES									
BUNDLES - 12							750	750	1,125
BUNDLES - 6							450	450	675
WEEKLY SWIM									
FAMILY									
7-DAY	150	150	150	150	150	150	150	150	165
3-DAY	75	75	75	75	75	75	75	75	85
INDIVIDUAL									
7-DAY	60	60	60	60	60	60	60	60	75
3-DAY	30	30	30	30	30	30	30	30	40
GOLF									
FAMILY	2,100	2,100	2,205	2,300	2,300	2,300	2,000	2,000	2,300
INDIVIDUAL	1,200	1,200	1,260	1,315	1,315	1,315	1,200	1,200	1,315
FAMILY-12	1,250	1,250	1,310	1,365	1,365	1,365	1,200	1,200	1,365
INDIVIDUAL-12	800	800	840	875	875	875	800	800	875
JUNIORS	200	200	210	230	230	230	225	225	225
CART PACKAGE									
FAMILY	1,800	1,800	1,800	1,900	1,900	1,900	1,600	1,600	1,900
INDIVIDUAL	1,200	1,200	1,200	1,300	1,300	1,300	1,100	1,100	1,300
TENNIS									
FAMILY	500	500	525	525	525	525	425	425	435
INDIVIDUAL	300	300	315	315	315	315	260	260	270
FAMILY-12	125	125	130	160	160	160	160	160	165
INDIVIDUAL-12	75	75	80	100	100	100	100	100	105
JUNIOR	50	50	55	55	55	55	55	55	50
PLATFORM TENNIS									
FAMILY				250	250	250	250	250	260
INDIVIDUAL	110	110	115	150	150	150	150	150	155
PICKLEBALL									
FAMILY				150	250	250	250	250	260
INDIVIDUAL				100	150	150	150	150	155
RACQUET COMBO									
FAMILY				850	850	850	625	625	635
INDIVIDUAL				500	500	500	400	400	405

MEMBERSHIP SALES HISTORY

	2012	2013	2014	2015	2016	2017	2018	NOV 2019	BUD 2020
BEACH PARKING									
ONLY/OPTIONS	1,619	1,676	1,756	1,722	1,812	1,854	1,715	531	531
PARKING PERM/PHOTO ID								187	187
PARKING PERM/DEBIT CARD								1,050	1,050
ANNUAL	589	535	466	463	454	454	406	395	395
BUNDLES - 12								60	60
BUNDLES - 6								7	7
WEEKLY	206	214	202	190	148	162	190	170	190
DAILY	0	38	31	39	52	46	51	63	63
ADD WEEK	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>122</u>	<u>113</u>	<u>113</u>
TOTAL PARKING	2,414	2,463	2,455	2,414	2,466	2,516	2,484	2,576	2,596
SWIMMING									
FAMILY									
SUMMER	283	254	208	222	258	270	275	246	246
WINTER	0	0	1	1	0	0	0	0	0
YEARLY	97	95	66	70	70	77	85	80	78
INDIVIDUAL									
SUMMER	187	184	121	136	140	150	127	108	108
WINTER	2	4	3	2	2	2	6	3	2
YEARLY	83	65	56	65	63	62	56	38	36
ASSOCIATES									
WEEKLY	779	509	411	538	414	372	643	460	460
CHARTER	<u>4</u>	<u>4</u>	<u>3</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>
TOTAL SWIM	1,435	1,115	869	1,036	949	935	1,194	987	982
GOLF									
FAMILY	33	26	17	19	17	21	20	14	14
FAMILY-12	23	20	22	26	21	18	17	19	19
INDIVIDUAL	100	60	58	51	50	42	42	38	38
INDIVIDUAL-12	62	48	46	40	29	23	25	22	22
JUNIORS	2	1	5	3	0	5	4	2	2
LIMITED (30)	21	10	27	5	5	6	14	17	17
ASSOCIATES								2	2
LIFETIME	<u>0</u>	<u>16</u>	<u>20</u>	<u>19</u>	<u>19</u>	<u>19</u>	<u>19</u>	<u>16</u>	<u>16</u>
TOTAL GOLF	241	181	195	163	141	134	141	130	130
CART PACKAGE									
FAMILY	17	16	13	15	16	17			
INDIVIDUAL	<u>48</u>	<u>31</u>	<u>35</u>	<u>33</u>	<u>31</u>	<u>23</u>			
TOTAL CART PKGE	65	47	48	48	47	40			

MEMBERSHIP SALES HISTORY

	2012	2013	2014	2015	2016	2017	2018	NOV 2019	BUD 2020
TENNIS									
FAMILY	23	21	18	18	17	14	11	10	10
FAMILY - 1ST TIME (1/2)	2	1	1	0	2	0	0	0	0
FAMILY-12	14	9	6	6	12	7	6	7	7
FAMILY-12 - 1ST TIME (1/2)	0	2	0	0	0	0	0	0	0
INDIVIDUAL	74	75	70	58	50	46	40	35	35
INDIVIDUAL - 1ST TIME (1/2)	3	2	4	5	2	2		0	0
INDIVIDUAL-12	7	10	8	9	8	6	9	2	2
JUNIOR	0	0	0	1	2	4	2	0	0
WEEKLY	87	57	46	60	46	41	0	0	0
ASSOCIATES								8	8
CHARTER	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL TENNIS	211	178	154	157	139	120	68	62	62
PLATFORM TENNIS									
FAMILY	0	0	0	28	26	23	20	21	21
INDIVIDUAL	109	102	106	55	52	44	39	43	43
INDIVIDUAL - 1ST TIME (1/2)	0	12	12	0	0	0	0	0	0
ASSOCIATES								1	1
TOTAL PLATFORM	109	114	118	83	78	67	59	65	65
PICKLEBALL									
FAMILY				31	26	25	32	34	34
INDIVIDUAL				42	41	37	39	47	47
ASSOCIATES								16	16
TOTAL PICKLEBALL				73	67	62	71	97	97
RACQUET COMBO									
FAMILY				1	0	0	5	7	7
INDIVIDUAL				3	2	2	4	12	12
TOTAL COMBO				4	2	2	9	19	19
TOTAL RACQUET SPORTS	320	292	272	317	286	251	207	243	243
NON-RESIDENT MEMBER							43		
GRAND TOTAL	4,475	4,098	3,839	3,978	3,889	3,876	4,069	3,936	3,951