

Long Branch Swim and Racquet Club Inc.
1/1/2018 - 12/31/2018 Budget

Income					
	<u>Cost</u>	<u># of Members</u>	<u>Projected Income</u>	<u>FY 17 Actual Income</u>	<u>Change</u>
Membership					
Single	225.00	15	3,375.00	3,075.00	300.00 1
Two Person	325.00	40	13,000.00	11,843.00	1,157.00 1
Household	500.00	97	48,500.00	50,200.00	(1,700.00) 1
Pro-rated Summer	200.00	3	600.00		600.00 1
Guest Passes (w/ Membership)	30.00	61	1,830.00		1,830.00 2
Manteca Fee	45.00	152	6,840.00	5,226.00	1,614.00
Maintenance Refund	(45.00)	40	(1,800.00)		(1,800.00)
(Early Bird Discount)*	(25.00)	76	(1,900.00)	(2,950.00)	1,050.00
(Senior Discount)	(50.00)	40	(2,000.00)		(2,000.00)
Initiation Fees			-	2,497.00	(2,497.00)
Total Membership		152	68,445.00	69,891.00	(1,446.00)
Masters					
Member	125	3	375.00		
Non-Member	225	9	2,025.00	2673	(273.00)
Total Masters		12	2,400.00	2,673.00	(273.00)
Other Income					
Guest Passes	5.00	50	250.00	2,145.00	(1,895.00) 2
Ice Cream Sales			2,500.00	3,325.75	(825.75)
Pool Rentals			-	-	- 3
Social Event Income			2,000.00	2,352.81	(352.81)
Yard Sale Proceeds			-	-	-
Banner fees			2,000.00	3,150.00	(1,150.00)
Other			-	362.83	(362.83)
Wi-Fi			-	675.00	(675.00)
KinderCare (\$10 per Child/40 Children)	400.00	8	3,200.00	394.00	2,806.00 4
Donations			2,000.00	3,018.00	(1,018.00)
Total Other Income			11,950.00	15,423.39	(3,473.39)
Total Income			82,795.00	87,987.39	(5,192.39)

Expenses			
	<u>Projected Expenses</u>	<u>FY17 Actual Expenses</u>	<u>Change</u>
Lifeguard Payroll	32,000.00	28,412.95	3,587.05 5
Insurance Expense	4,000.00	3,867.00	133.00
PO Box Rental Fee	200.00	200.00	-
Telephone/Internet Expense	2,100.00	1,627.12	472.88
Electric Expense	3,500.00	3,109.07	390.93
Water Expense	1,000.00	937.99	62.01
Ice Cream Expense	1,000.00	979.00	21.00
Social Event Cost	1,500.00	1,129.23	370.77
Lawn Mowing Service	1,000.00	960.00	40.00
Trash Expense	250.00	235.00	15.00
Office Supplies	500.00	-	500.00

Bank Fees	600.00	600.00	-
Website Expense	400.00	359.76	40.24
Permits Expense	300.00	150.00	150.00
Banner Costs	200.00	170.12	29.88
Pool Chemicals Expense	10,000.00	9,797.74	202.26
Pool Supplies Expense	500.00	260.00	240.00
Pool Repairs	1,000.00	798.67	201.33
Pool Upgrades	15,000.00	24,388.33	(9,388.33) 6
Miscellaneous Expense	2,000.00	3,958.46	(1,958.46) 7
Masters Expense	500.00	-	500.00
Pool Operators Expense	625.00	-	625.00
Tax Penalty		-	- 8
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Total Expenses	78,175.00	81,940.44	(3,765.44)
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Net Income	4,620.00	6,046.95	(1,426.95)

* Assumed 50% pay for early bird discount

1 - Based upon last year with 10% decrease in members.

2 - Guest Passes are broken out between "w/ membership" and "sold separately". Total Projected: \$2080 vs 2017 Actual: \$2,145 with the Projected based upon last year sold with membership # and then estimate of # sold separately.

3 - Need to determine hourly rate and expected times rented

4 - Basing this on \$10 per child for 40 children and 8 weeks, once a week.

5 - Increase expected due to KinderCare use and additional staff for staffing the front desk.

6 - Reserve for unexpected pool upgrades.

7 - Reserve for unexpected expenses.

8 - Tax Penalty not known at this time.