

Town of Southbury
Edgewood Bath & Tennis Club
Projections May 12, 2020

	<u>Conservative</u>	<u>Most Likely</u>	<u>Best Case</u>
Revenue			
Southbury			
Resident family pool only pass	29,750	43,750	52,500
Resident family full membership	40,250	75,000	90,000
Resident individual pool pass	340	1,700	2,550
Resident individual full membership	-	3,500	5,250
Resident senior pool pass	2,640	3,300	4,400
Resident adult day pass 100 days	10,000	10,000	10,000
Resident child day pass 100 day	5,600	5,600	5,600
Resident reduced fee based on need	10,000	10,000	10,000
Resident tennis only membership	11,250	10,000	20,000
Total Southbury	109,830	162,850	200,300
Non Southbury			
Non-resident family pool pass (+5 day)	120,000	128,000	128,000
Non-resident individual pool pass	-	800	800
Non-resident adult day pass	-	750	1,875
Non-resident child day pass	-	300	850
Non-resident senior pool pass	-	40	80
Non-resident tennis only membership	15,000	32,500	48,750
Total non-residents	135,000	162,390	180,355
Swim team and lessons			
Swim lessons	15,880	15,880	15,880
Swim team	10,000	10,000	10,000
Membership extension - flex pass (10 day)	-	425	1,700
Total swim team and lessons	25,880	26,305	27,580
USTA events & schools			
USTA events	18,000	18,000	18,000
Regional school district	20,000	20,000	20,000
Post University	11,000	11,000	11,000
Total USTA & schools	49,000	49,000	49,000
Other park & recreation programs			
Tennis - weekday	-	-	12,000
Basketball	-	-	18,000
Paddle Tennis	-	-	4,200
Pickle ball	-	-	3,000
Total other park & recreation	-	-	37,200
Total revenue	319,710	400,545	494,435

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Expenditures			
Payroll			
Management	25,000	25,000	25,000
Manager incentive**	7,175	20,141	49,345
Pool	57,379	57,379	57,379
Front desk & other	10,654	10,654	10,654
Total payroll	100,208	113,174	142,378
Maintenance			
Management fee SBY	5,000	5,000	5,000
Operating maintenance	34,676	34,676	34,676
Infrastructure reserve	4,000	4,000	4,000
Non-annual maintenance	3,500	3,500	3,500
Total maintenance	47,176	47,176	47,176
Utilities			
Utilities	45,601	45,601	45,601
Fire control	279	279	279
Telephone	1,200	1,200	1,200
Total utilities	47,080	47,080	47,080
Insurance			
General liability	11,333	11,333	11,333
Workers compensation	1,148	1,148	1,148
Total insurance	12,481	12,481	12,481
Office			
Supplies	20,381	20,381	20,381
Postage	661	661	661
Advertising	14,097	14,097	14,097
T&E	111	111	111
Trash Removal	1,792	1,792	1,792
Dues & Subscriptions	4,432	4,432	4,432
Licensing & Permits	3,710	3,710	3,710
Credit card processing	0.52% 1,669	2,091	2,581
Total Office	46,852	47,274	47,764
Other			
Paddle Tennis	5,244	5,244	5,244
League / events fee	264	264	264

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Total other	<u>5,508</u>	<u>5,508</u>	<u>5,508</u>
Real estate taxes & sewer fee	<u>53,775</u>	<u>53,775</u>	<u>53,775</u>
Total expenditures	<u>313,080</u>	<u>326,468</u>	<u>356,162</u>
Excess revenues over expenditures	<u>6,630</u>	<u>74,077</u>	<u>138,273</u>

Option for excess revenue

Excess revenues back to general fund:

Excess revenues over expenditures	6,630	74,077	138,273
Less \$30,000 target		(30,000)	(30,000)
Total for allocation	-	44,077	108,273
Return 75% transfer to fund for town park reserve	-	33,058	81,205
Balance to Edgewood fund	6,630	41,019	57,068

****Manager Incentive**

	C	ML	BC
Excess revenue before incentive	65,877	130,707	276,727
20% of excess over \$30k	7,175	20,141	49,345

Draft - Edgewood Membership and Revenue Projections - Draft

Type	Current Membership			Conservative Revenue Projection			Most Likely Revenue Projection			Best Case Revenue Projection		
	Ballantine	Edgewood	Combined	Quantity	Fee	Total	Quantity	Fee	Total	Quantity	Fee	Total
Resident Family Pool Only Pass	85	115	200	85	350	29,750	125	350	43,750	150	350	52,500
Resident Family Full Membership				115	350	40,250	125	600	75,000	150	600	90,000
Resident Individual Pool Pass	2	2	4	2	170	340	10	170	1,700	15	170	2,550
Resident Individual Full Membership							10	350	3,500	15	350	5,250
Resident Senior Pool Pass	24	24	48	24	110	2,640	30	110	3,300	40	110	4,400
Resident Adult Day Pass 100Days	1,030		1,030	1,000	10	10,000	1,000	10	10,000	1,000	10	10,000
Resident Child Day Pass 100 day	809		809	800	7	5,600	800	7	5,600	800	7	5,600
Resident reduced fee based on need	-		-	50	200	10,000	50	200	10,000	50	200	10,000
Resident Tennis only membership		75	75	75	150	11,250	25	400	10,000	50	400	20,000
Non-Resident Family Pool Pass (+5 day)	8	235	243	150	800	120,000	160	800	128,000	160	800	128,000
Non-Resident Individual Pool Pass	2	-	2	-	-	-	2	400	800	2	400	800
Non-Resident Adult Day Pass	98	-	98	-	-	-	50	15	750	125	15	1,875
Non-Resident Child Day Pass	64	-	64	-	-	-	30	10	300	85	10	850
Non-Resident Senior Pool Pass	4	-	4	-	-	-	4	10	40	8	10	80
Non-ResidentTennis only membership						15,000	50	650	32,500	75	650	48,750
Swim Lessons	1	1	2	1	15,880	15,880	1	15,880	15,880	1	15,880	15,880
Swim Team	1	1	2	1	10,000	10,000	1	10,000	10,000	1	10,000	10,000
Membership Extension - Flex Pass (10day)	5	-	5	-	-	-	5	85	425	20	85	1,700
Tennis events USTA, Junior League		6	6	6	3,000	18,000	6	3,000	18,000	6	3,000	18,000
Region		1	1	1	20,000	20,000	1	20,000	20,000	1	20,000	20,000
Post University		1	1	1	11,000	11,000	1	11,000	11,000	1	11,000	11,000
Leagues:												
Tennis - weekday										3	4,000	12,000
Basketball										3	6,000	18,000
Paddle Tennis										3	1,400	4,200
Pickleball										3	1,000	3,000
Special Events Member												-
Tournaments - Meets												
Other												
Total	2,133	461	2,594	2,311	\$ 319,710		2,486	\$ 400,545		2,767	\$ 494,435	