



SPRINGDALE
AREA RECREATION
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SARC Annual Meeting

February 29, 2016

Agenda

Old Business:

- * Review and approval of minutes

* Committee Reports:

- * Sponsorships (Tim)
- * Grounds & Operations (Larry/Mike)
- * Socials (Deb / Dan)
- * Website / Communications (Mark Gentry)
- * Growler / Volleyball (Mark Williams)
- * Membership (Denise)
- * Tennis (Denise)
- * Swim Team / Aquatics (Lisa)
- * Finance Officer (Stacie/Beth)
- * Long Range Planning (Geoff/Gil/Mike)

* New Business:

- * Motions
- * Nomination & Voting on candidates for Secretary and Finance Officer
- * Q&A

* Adjourn



2016-2017 Budget

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Acorral Basile

Springdale Area Recreation Club Profit & Loss Budget vs. Actual April 2015 through March 2016

	16-18 Budget	Projection	16-17 Budget
Income			
Guest fees	\$ 2,500	\$ 2,219	\$ 2,500
Membership			
Initiation Fee	22,475	10,875	21,739
Late Fee		350	5,000
New Member Annual	18,600	26,272	16,304
Renewal Members	202,200	200,187	196,235
Total Membership	243,275	237,684	239,279
Other Income			
Rentals			
Pool	3,000	2,998	3,000
Tennis court		945	975
Total Rentals	3,000	3,943	3,975
Snack bar	10,000	11,286	10,000
Social events	4,500	2,957	4,500
Sponsorships	5,000	5,821	5,000
Swim Team			
Clothing sales		82	
\$6/\$0 Raffle	200	0	
Dues	11,000	12,455	12,000
Swim Team - Other		295	
Total Swim Team	11,200	12,832	12,000
Tennis			
Tennis Camp	2,500	3,285	3,000
Tennis lessons	36,000	36,000	36,000
Tennis Registration Fee	6,000	6,000	6,000
Tournament Entry Fee	5,000	5,000	5,000
Total Tennis	49,500	50,285	50,000
Tennis keys			
Deposits (\$10)		90	
Replacements (\$60)		260	
Total Tennis keys		350	
Volleyball Program Income			
Growler Sponsorships	4,000	2,000	4,000
Growler Registration Fees	11,000	13,830	11,000
Growler Admissions	10,000	17,268	10,000
Total Volleyball Program Income	25,000	33,098	25,000
Total Income	\$ 353,975	\$ 360,475	\$ 352,254
Expense			
Administrative & Banking Expenses	\$ 1,600	\$ 3,000	\$ 3,000
Bank service charges	500	715	715
Building and Grounds			
Building & Grounds - Other	2,500	4,616	2,500
Garbage service	2,000	3,231	2,000
Landscaping/Cleanup days	2,500	506	2,500
Lawn maintenance	8,500	9,077	8,500
Painting, carpentry, repairs	5,000	2,621	5,000
Total Building and Grounds	20,500	20,051	20,500
Capital expenditures			
Equipment		5,227	
Furniture	4,500	266	2,000
Improvements	35,000	31,921	100,000
Total Capital expenditures	39,500	37,404	102,000

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Acorral Basile

Springdale Area Recreation Club Profit & Loss Budget vs. Actual April 2015 through March 2016

	16-18 Budget	Projection	16-17 Budget
Growler Expenses	25,000	30,844	25,000
Insurance	16,000	16,000	16,000
Marketing			
Website	1,300	2,160	1,300
Total Marketing	1,300	2,160	1,300
Mortgage	33,636	33,633	48,798
Pool			
Inspections	550	353	550
Life Guard Awards, T-Shirts		43	
Maintenance	18,861	14,085	18,861
Payroll	59,544	69,628	59,544
Supplies	4,200	3,152	4,200
Workman's Comp	2,250	2,250	2,250
Total Pool	85,405	89,511	85,405
Property Taxes	14,000	12,296	13,000
Snack Bar Expenses			
Snack Bar Payroll	5,000	4,692	5,000
Snack bar supplies	5,000	7,208	5,000
Snack Bar Expenses - Other		161	
Total Snack Bar Expenses	10,000	12,061	10,000
Socials	7,500	8,614	8,000
Sponsorship Exp - Signs	500	500	500
Swim team expenses			
Banquet Expense	400	349	400
Clothing	3,000	2,915	3,000
Coaches	10,600	11,053	11,000
Meet fees	2,000	2,269	2,300
Ribbons, trophies, plaques	2,500	2,969	3,000
Supplies	1,000	1,229	1,200
Total Swim team expenses	19,500	20,784	20,900
Tennis key deposit refunds		120	
Tennis program			
Adult socials	1,250	575	1,000
Coaches	40,000	37,385	40,000
Equipment		846	
Meet fees	400	0	
Supplies	4,500	2,832	4,500
Tennis court cleaning	1,000	740	1,000
Tennis Tournament	5,000	5,000	5,000
Total Tennis program	52,150	47,378	51,500
Utilities			
Electric	14,261	17,093	17,000
Gas	280	272	250
Telephone	1,500	1,464	1,500
Water	8,849	7,403	8,000
Wireless Internet	1,500	1,859	1,500
Total Utilities	26,760	28,091	28,650
Total Expense	\$ 353,851	\$ 363,162	\$ 435,268
Net Income/ (Loss)	\$ 124	\$ (2,887)	\$ (83,014)

The Future of SARC



- * There are two issues before Membership for action:
- * Approval of 2016-17 Budget to replace the pool, with no affect on current year dues
- * Approval of Club Enhancements and financing options

Why Now?



- * Our pool is 40 years old, and beyond its useful life
- * Leesville Road widening is coming in 2020
- * Financial strength of the club affords an opportunity to take advantage of low interest rates and favorable lending terms
- * Accomplish long term Club improvements to accommodate expansion of core programs

Issues and Considerations



- * Existing pool deficiencies
 - * Safety and accessibility
 - * Water quality and circulation
 - * Leak
 - * Deck space
 - * Reached the end of useful life

Issues and Considerations



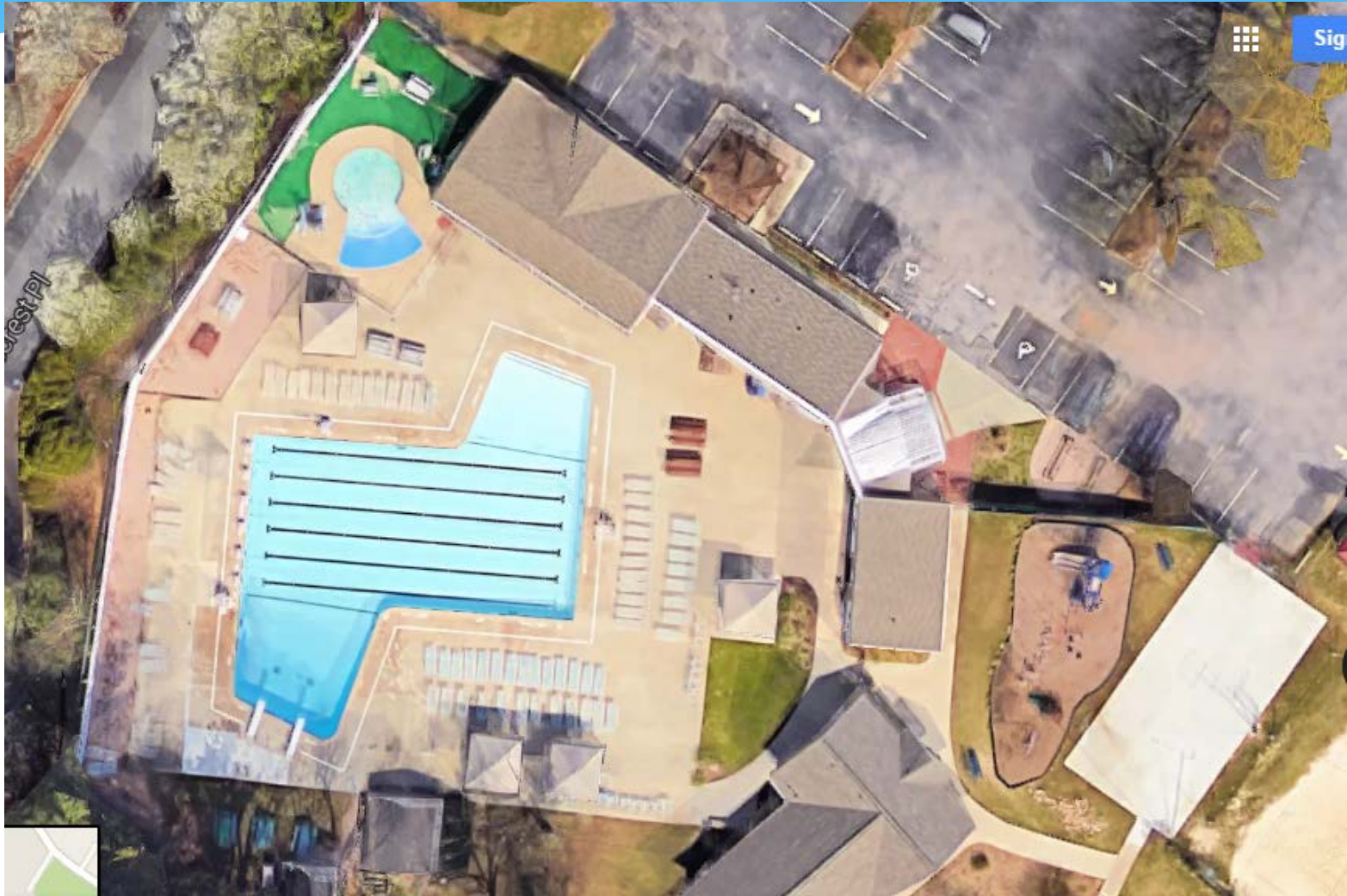
- * Swim team and swimming program
- * Leesville Road widening
- * Tennis program capacity
- * Volleyball and Growler Tournament
- * Year-round club; partial year facilities
- * Sustained waiting list of 125+

Guiding Principles and Timeline

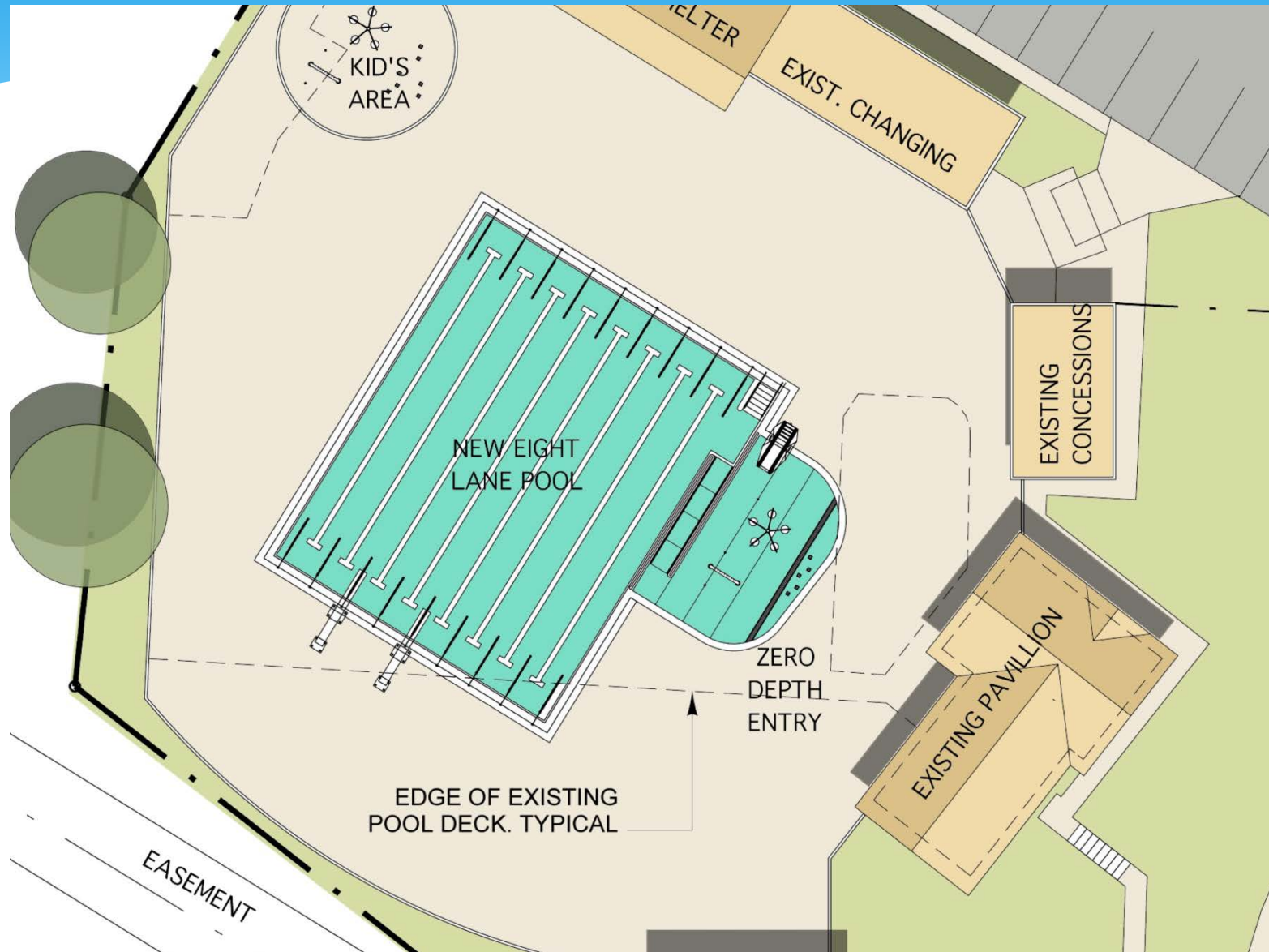


- * Maintain family/community feel
- * Single pool
- * Stay cost efficient
- * Take advantage of low interest rates
- * Present capital improvement plan 2020 to membership at 2016 Annual meeting
- * Begin work at end of pool season 2016

Existing



Pool Concept Plan



Conceptual Master Plan





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Club Enhancement and Improvement Motion

Long Range Planning Committee



- * Geoff Fuller: Board member, Committee Chair
- * Gil Johnson: project engineer, member
- * Ed Stempien: construction projects administrator, member
- * Monica Henderson: pool manager; former Board member
- * Cristine Allison: former Board member; tennis chick/diva
- * Henry Dagit: architect, member
- * Stacie Jones: Board member, CPA
- * Bryan Wynns: Board president; former operations director
- * Mike Tadych: operations director; former Board president
- * Anne Hall: construction professional, member

Efforts and Progress



- * Recognized process would benefit from expertise of professionals
- * Brought in:
 - * Roger Spears: architect Szostak Design, Chapel Hill
 - * Kevin Post: pool expert, Counsilman-Hunsaker, Colorado
- * Evaluated pool; made recommendations
- * Provided concepts based on objectives
- * Created “opinions of probable cost” based on design concepts

Paying for it



Paying for it



- * Initiation fee increase
- * Membership limit increase
- * Annual dues increase

- * Likely a combination of all three

Paying for it



Pool Replace Only			
Memberships		Max Family	Max Individual
368	\$	800	\$ 480
400	\$	750	\$ 450
425	\$	700	\$ 420
450	\$	650	\$ 390
500	\$	575	\$ 345

Entire Project			
Memberships		Max Family	Max Individual
368	\$	1,050	\$ 630
400	\$	950	\$ 570
425	\$	900	\$ 540
450	\$	850	\$ 510
500	\$	750	\$ 450

POOL ONLY PRO FORMA

Need additional ~\$80K/yr for debt service on \$1MM

Debt Service with no increase in membership

Debt Service with no increase in dues

Membership		368	
Family	\$	825.00	
Indiv	\$	500.00	
Initiation	\$	1,000.00	
	Initiation Fee		12,617
	New Member Annual		24,821
	Renewal Members		263,515
Total Membership		300,952	81,231

			500
	\$	600.00	
	\$	360.00	
	\$	800.00	
	Initiation Fee		114,907
	New Member Annual		94,915
	Renewal Members		191,577
		401,399	181,678

17-18 Budget Assumptions				
Renewals	#	Fee	Net	
Family	317	\$ 825	\$	253,810
Individual	20	\$ 500	\$	9,705
New Family				
Initiation	13	\$ 1,000	\$	12,617
Annual	13	\$ 825	\$	10,409
Family Extension 5%				
Initiation	18	\$ -	\$	-
Annual	18	\$ 825	\$	14,412
	368			

17-18 Budget Assumptions				
Renewals	#	Fee	Net	
Family	317	\$ 600	\$	184,589
Individual	20	\$ 360	\$	6,988
New Family				
Initiation	148	\$ 800	\$	114,907
Annual	148	\$ 600	\$	86,180
Family Extension 5%				
Initiation	15	\$ -	\$	-
Annual	15	\$ 600	\$	8,735
	500			

Steady State Budget Assumptions				
Renewals	#	Fee	Net	
Family	317	\$ 825	\$	253,810
Individual	20	\$ 500	\$	9,705
New Family				
Initiation	13	\$ 1,000	\$	12,617
Annual	13	\$ 825	\$	10,409
Family Extension 5%				
Initiation	18	\$ -	\$	-
Annual	18	\$ 825	\$	14,412
	368			
			\$	81,231

Steady State Budget Assumptions				
Renewals	#	Fee	Net	
Family	445	\$ 600	\$	259,124
Individual	30	\$ 360	\$	10,481
New Family				
Initiation	25	\$ 800	\$	19,410
Annual	25	\$ 600	\$	14,558
Family Extension 5%				
Initiation	0	\$ -	\$	-
Annual	0	\$ 600	\$	-
	500			
			\$	83,851

ENTIRE PROJECT PRO FORMA

Need additional ~\$161K/yr for debt service on \$2MM

Debt Service with no increase in membership

Membership		368	
Family	\$	1,050.00	
Indiv	\$	650.00	
Initiation	\$	1,200.00	
	Initiation Fee	15,140	
	New Member Annual	31,590	
	Renewal Members	335,647	
Total Membership		382,377	162,656

Debt Service with no increase in dues

			600
	\$	600.00	
	\$	360.00	
	\$	800.00	
	Initiation Fee	192,547	
	New Member Annual	153,145	
	Renewal Members	191,577	
		537,269	317,548

17-18 Budget Assumptions			
Renewals	#	Fee	Net
Family	317	\$ 1,050	\$ 323,031
Individual	20	\$ 650	\$ 12,617
New Family			
Initiation	13	\$ 1,200	\$ 15,140
Annual	13	\$ 1,050	\$ 13,247
Family Extension 5%			
Initiation	18	\$ -	\$ -
Annual	18	\$ 1,050	\$ 18,342
	368		

17-18 Budget Assumptions			
Renewals	#	Fee	Net
Family	317	\$ 600	\$ 184,589
Individual	20	\$ 360	\$ 6,988
New Family			
Initiation	248	\$ 800	\$ 192,547
Annual	248	\$ 600	\$ 144,410
Family Extension 5%			
Initiation	15	\$ -	\$ -
Annual	15	\$ 600	\$ 8,735
	600		

Steady State Budget Assumptions			
Renewals	#	Fee	Net
Family	317	\$ 1,050	\$ 323,031
Individual	20	\$ 650	\$ 12,617
New Family			
Initiation	13	\$ 1,200	\$ 15,140
Annual	13	\$ 1,050	\$ 13,247
Family Extension 5%			
Initiation	18	\$ -	\$ -
Annual	18	\$ 1,050	\$ 18,342
	368		

Steady State Budget Assumptions			
Renewals	#	Fee	Net
Family	510	\$ 600	\$ 296,973
Individual	40	\$ 360	\$ 13,975
New Family			
Initiation	50	\$ 800	\$ 38,820
Annual	50	\$ 600	\$ 29,115
Family Extension 5%			
Initiation	0	\$ -	\$ -
Annual	0	\$ 600	\$ -
	600		

\$ 162,656

\$ 159,162



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Budget Vote



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Enhancement Motion Vote