

# Southeast Activities Recreation Center

SARC

## *Operational Budget Forecast*

*Calendar Fiscal  
Year*

	Opening Year	Second Year	Third Year	Fourth Year
Revenue	Pro-rated 2 Months	60% Membership	100% Membership	
General Membership Fees	\$182,411	\$1,098,859	\$1,831,431	\$1,886,374
Party Rentals	\$39,840	\$240,000	\$300,000	\$309,000
Southeast Recreation Sports	\$14,940	\$90,000	\$90,000	\$92,700
Brewster School Team Rental	\$8,300	\$50,000	\$50,000	\$51,500
Sport Tournament Rental	\$2,490	\$15,000	\$30,000	\$30,900
Vending	\$4,980	\$30,000	\$50,000	\$51,500
Misc. Programs	\$1,660	\$10,000	\$20,000	\$20,600
Logo Merchandise	\$1,660	\$10,000	\$15,000	\$15,450
Conference / Special Events	\$3,320	\$20,000	\$40,000	\$41,200
<b>Total Annual Revenue</b>	<b>\$259,601</b>	<b>\$1,563,859</b>	<b>\$2,426,431</b>	<b>\$2,499,224</b>

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## Operational Budget Forecast

*Calendar Fiscal  
Year*

Cost & Expense		Opening Year	Second Year	Third Year	Fourth Year
		Pro-rated 2 Months	60% Membership	100% Membership	
<b>Payroll</b>					
Salaried Employees		\$47,310	\$285,000	\$293,550	\$302,357
Hourly Employees	Full Time	\$15,883	\$95,680	\$98,550	\$101,507
Hourly Employees	Part Time	\$51,654	\$311,168	\$320,503	\$330,118
<b>Total Payroll</b>		\$114,847	\$691,848	\$712,603	\$733,982
Benefits Salaried	18%	\$8,516	\$51,300	\$52,839	\$54,424
Benefits Hourly	8%	\$5,403	\$7,654	\$7,884	\$8,121
Taxes, Workers Comp etc....	12%	\$13,782	\$83,022	\$85,512	\$88,078
<b>Total Labor Expense</b>		\$142,547	\$833,824	\$858,839	\$884,604

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*Calendar Fiscal Year*

Cost & Expense	Opening Year	Second Year	Third Year	Fourth Year
	Pro-rated 2 Months	60% Membership	100% Membership	
<b>Utilities</b>				
Gas	\$26,560	\$160,000	\$163,200	\$169,728
Electric	\$40,670	\$245,000	\$249,900	\$259,896
Telephone	\$3,320	\$20,000	\$20,400	\$21,216
Water	\$2,490	\$15,000	\$15,300	\$15,912
Sewer	\$1,328	\$8,000	\$8,160	\$8,486
<i>Category Total</i>	\$74,368	\$448,000	\$456,960	\$475,238
<b>In-House Maintenance</b>				
Repairs & General Equipment Maintenance	\$19,920	\$120,000	\$122,400	\$127,296
Aquatics Chemicals	\$4,150	\$25,000	\$25,500	\$26,520
Contracted Janitorial Services	\$18,260	\$110,000	\$112,200	\$116,688
<i>Category Total</i>	\$42,330	\$255,000	\$260,100	\$270,504

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Cost & Expense	Opening Year	Second Year	Third Year	Fourth Year
	Pro-rated 2 Months	60% Membership	100% Membership	
<b>General Supplies</b>				
Paper	\$5,810	\$35,000	\$35,700	\$37,128
General Cleaning Supplies	\$8,300	\$50,000	\$51,000	\$53,040
<i>Category Total</i>	\$14,110	\$85,000	\$86,700	\$90,168
<b>Outside Contract Maintenance (Vendors)</b>				
HVAC, Elevator & Phone Systems	\$14,110	\$85,000	\$86,700	\$90,168
Fire Alarm, Security and Sprinkler	\$5,810	\$35,000	\$35,700	\$37,128
<i>Category Total</i>	\$19,920	\$120,000	\$122,400	\$127,296
<b>General Expense</b>				
Insurance	\$20,750	\$125,000	\$127,500	\$132,600
Garbage Removal	\$1,328	\$8,000	\$8,160	\$8,486
Landscape Maintenance	\$2,490	\$15,000	\$15,300	\$15,912
Snow Removal & Salt/Sand	\$830	\$5,000	\$5,100	\$5,304
<i>Category Total</i>	\$25,398	\$153,000	\$156,060	\$162,302

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## Operational Budget Forecast

Calendar Fiscal Year

Summary	Opening Year	Second Year	Third Year	Fourth Year
	Pro-rated 2 Months	60% Membership	100% Membership	
Total Annual Revenue	\$259,601	\$1,563,859	\$2,426,431	\$2,499,224
Total Labor Expense	\$142,547	\$833,824	\$858,839	\$884,604
Total Direct Expense	\$176,126	\$1,061,000	\$1,082,220	\$1,125,509
Total Cost & Expense	<u>\$318,673</u>	<u>\$1,894,824</u>	<u>\$1,941,059</u>	<u>\$2,010,113</u>
Net Revenue/ (Expense)	(59,073)	(330,965)	485,372	489,111

Membership Program  
(example)

**Southeast Resident**

	Southeast Resident			
	Bronze	Silver	Gold	Green
Individual	\$185.00	\$235.00	\$280.00	\$430.00
Young Adult (18-24)	\$65.00 pp	\$80.00 pp	\$110.00 pp	\$140.00 pp
College Brppks (includes all home visits and entire summer)	\$40.00 pp	\$55.00 pp	\$80.00 pp	\$100.00 pp
Adult Couple (no Kids)	\$350.00 cpl	\$450.00 cpl	\$550.00 cpl	\$700.00 cpl
Senior	\$20.00 pp	\$35.00 pp	\$50.00 pp	\$60.00 pp
Family (3-5 persons)	\$450.00	\$600.00	\$900.00	\$1,200.00
Family Addition (each addition Child)	\$25.00 pp	\$50.00 pp	\$100.00 pp	\$200.00 pp
Day Pass for Member Guest	\$5.00 pp			

Bronze	Fitness Center, Gymnasium, Common Area Programs
Silver	Bronze with Pool
Gold	Silver with Discounts to All Southeast Programs (10 - 30%)
Green	All Inclusive - includes all activity fees for Rec Center Programs and 10-30% of All other Southeast Programs

pp = per person

cpl = couple

Membership Program  
(example)

**Non - Resident**

Bronze	Silver	Gold	Green

Individual	\$350.00 pp	\$450.00 pp	\$550.00 pp	\$750.00 pp
Young Adult (18-24)	\$100.00	\$125.00	\$175.00	\$225.00
College Brpks (includes all home visits and entire summer)	\$80.00 pp	\$110.00 pp	\$160.00 pp	\$210.00 pp
Adult Couple (no Kids)	\$500.00 cpl	\$700.00 cpl	\$850.00 cpl	\$1,000.00 cpl
Senior	\$250.00 pp	\$350.00 pp	\$400.00 pp	\$550.00 pp
Family (3-5 persons)	\$650.00	\$900.00	\$1,300.00	\$1,800.00
Family Addition (each addition Child)	\$50.00 pp	\$75.00 pp	\$150.00 pp	\$300.00 pp
Day Pass for Member Guest	\$10.00 pp			

Bronze	Fitness Center, Gymnasium, Common Area Programs
Silver	Bronze with Pool
Gold	Silver with Discounts to All Southeast Programs (10 - 30%)
Green	All Inclusive - includes all activity fees for Rec Center Programs and 10-30% of All other Southeast Programs

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