

Belle Terre Swim & Racquet Club Update

February 20, 2024

Belle Terre Swim & Racquet Club 2022-2023 Financials

Belle Terre Swim & Racquet Club Revenue

July 1, 2022 – June 30, 2023

2022-2023 BTSRC Operating Expenses Actuals

Object Code	Description	Actual
0160	Other Support Personnel Site Manager, 2 PT Custodians, 34% of Coordinator salary	\$ 79,590.65
0210	Retirement	\$ 9,428.16
0220	FICA - SSI	\$ 4,858.30
0221	FICA - MED	\$ 2,868.25
0230	Group Insurance	\$ 7,144.72
0231	LTD	\$ 164.27
0320	Insurance & Bond Premiums	\$ 1,500
0330	Out of County Travel	\$ 799.54
0331	In County Travel	\$ 0
0350	Repairs & Maintenance	\$ 2,469.70
0351	Toshiba Rental	\$ 2,019.90
0352	Copies	\$ 200
0374	Postage	\$ 57.85
0379	Telephone and Other Data Communications	\$ 589.76

Object Code	Description	Actual
0384	Public Utility Services (Water, Sewage, Trash)	\$ 22,464.62
0390	Other Purchased Services Lloyd's Fitness Equipment Aquatic Xpress	\$ 26,930.30
0420	Bottled Gas	\$ 8,406.68
0430	Electricity	\$ 27,844.23
0510	Supplies Poolsure Chemicals Custodial Supplies	\$ 12,351.66
0590	Other Materials and Supplies (Materials lasting greater than 1 year)	\$ 1,739.59
0730	Dues and Fees (Florida DOH license, Credit Card Fees)	\$ 4,560.22
0750	Other Personal Services (Lifeguards, Gym Attendants, Office Aide)	\$119,011.25
	Total	\$334,999.65

Belle Terre Swim & Racquet Club

Year End 2022-2023

Revenue:

Club Revenue	\$ 127,264
Flagler BOCC Revenue	<u>\$ 25,000</u>

Total Revenue	\$ 152,264
----------------------	-------------------

2022-2023 Operating Expenses	<u>\$ (335,000)</u>
------------------------------	---------------------

Loss for 2022-2023	<u>\$ (182,736)</u>
---------------------------	----------------------------

Belle Terre Swim & Racquet Club 2023-2024 Financials

Belle Terre Swim & Racquet Club

Budgeted 2023-2024 Financials

Budgeted Revenue:

Club Revenue	\$ 150,000
BOCC ILA Revenue	<u>\$ 25,000</u>

Budgeted Total Revenue	\$ 175,000
-------------------------------	-------------------

Budgeted Operating Expenses	<u>\$ (351,758)</u>
-----------------------------	---------------------

Projected Loss	<u>\$ (176,758)</u>
-----------------------	----------------------------

Belle Terre Swim & Racquet Club Actual Revenue July 1, 2023 – January 31, 2024

2023-2024 BTSRC Operating Expenses Budgeted Vs. Actual YTD

Object Code	Description	Budgeted	Actual YTD
0160	Other Support Personnel Site Manager, 2 PT Custodians, 34% of Coordinator salary	\$ 84,711.88	\$46,142.90
0210	Retirement	\$ 11,495.40	\$ 6,261.62
0220	FICA – SSI	\$ 5,196.72	\$ 2,833.75
0221	FICA – MED	\$ 2,600	\$ 1,783.37
0230	Group Insurance	\$ 7,183.50	\$ 3,832.87
0231	LTD	\$ 169.91	\$ 71.57
0320	Insurance & Bond Premiums	\$ 2,000	\$ 1,800
0330	Out of County Travel	\$ 750	\$ 0
0331	In County Travel	\$ 250	\$ 0
0350	Repairs & Maintenance	\$ 2,500	\$ 347.25
0351	Toshiba Rental	\$ 2,100	\$ 1,189.16
0352	Copies	\$ 200	\$ 103.64
0369	Software GymMaster	\$	\$ 2,257.20
0374	Postage	\$ 350	\$ 50
0379	Telephone and Other Date Communications	\$ 650	\$ 291.22

Object Code	Description	Budgeted	Actual YTD
0384	Public Utility Services (Water, Sewage, Trash) Water/Sewage = \$24,000 Trash = \$900	\$ 24,900	\$ 11,444.14
0390	Other Purchased Services Lloyd's Fitness Equipment (\$2,100) Aquatic Xpress (\$25,200)	\$ 28,602.80	\$ 14,025
0420	Bottled Gas	\$ 9,000	\$ 4,072.42
0430	Electricity	\$ 27,000	\$ 13,365.66
0510	Supplies Poolsure Chemicals (\$12,503.64) Custodial Supplies GymMaster Fobs/Tech	\$ 16,856.60	\$ 12,342.69
0590	Other Materials and Supplies (Materials lasting greater than 1 year)	\$ 83.40	\$ 9.83
0730	Dues and Fees (Florida DOH license, Credit Card Fees)	\$ 2,900	\$ 2,483.46
0750	Other Personal Services (Lifeguards, Gym Attendants, Office Aide)	\$120,000	\$ 77,940
	Total	\$351,757.41	\$202,657.54

Advertising

- Flagler Radio
- Mint Magazine
- Community Events
- Online Marketing
- Palm Coast Observer

SENIOR HEALTH & WELLNESS EXPO
 August 23rd, 2023
 8am - 3pm
 Palm Coast VFW

Enter to Win a \$6,000 dollar adjustable bed from BedTops Mattress Clearance Center!

Advent Health
Palm Coast

Free Admission! | Cholesterol Check | Financial Check

All American Gutter | Absolute Risk Services | Beaver Toyota | Belle Terre Swim & Racquet Club | Berlin & Derys Insurance | Bremer Orthotics | Care Plus Health Plans | Clear Captions | Edward Jones | ENCORE Research Group | Flagler County Elections | Flagler Auditorium | Florida Cancer Specialists | Florida Health Care Plans | Florida Legacy Advisors | Gentiva Hospice | Granite Transformations of Jax | Health Markets Insurance | Home Instead | Humana | Island Doctors | Leaf Filter North | Mobility Works | National eStike | Palm Coast Health Care Services | Premier Chiropractic | TAG Ventures | The Licorice Guy | VITAS Healthcare | Progressive Medical Research | Voyage Retirement Solutions

Observer
Your Neighborhood, Your Neighborhood

KOOL 100.9 FM
FLAGLER'S NEW RADIO STATION

VFW
NO ONE SERVES BETTER THAN US

www.flaglerbroastcasting.com

STAY UP NOW!

FREE Individual Day Pass
 FLAGLER SCHOOLS: 386-446-6717
 With this coupon, we will use either offer or prior purchase. Expires 10-6-23. Go to LocalPacer.com for more coupons.

20% OFF 1 Month Membership
 FLAGLER SCHOOLS: 386-446-6717
 With this coupon, we will use either offer or prior purchase. Expires 10-6-23. Go to LocalPacer.com for more coupons.

FREE Family Day Pass
 FLAGLER SCHOOLS: 386-446-6717
 With this coupon, we will use either offer or prior purchase. Expires 10-6-23. Go to LocalPacer.com for more coupons.

AMENITIES!
 25 METER HEATED SWIMMING POOL • SAUNA
 TENNIS & PICKLEBALL COURTS • WELLNESS CENTER
 KID-FRIENDLY WADING POOL
 73 Patricia Drive, Palm Coast 32164
386-446-6717
 www.btsrc.com/BTSRC

THE STRONG PINKY WATER FOR

Summer Open House Weekend

DAILY LIFE FEES WAIVED! COME CHECK US OUT!

SATURDAY AND SUNDAY, JUNE 24TH AND 25TH
 8 AM - 3 PM

BELLE TERRE SWIM & RACQUET CLUB
 73 Patricia Drive, Palm Coast, FL, 32164

FOR MORE INFORMATION, CALL 386-446-6717

Visit the Beautiful
Belle Terre Swim & Racquet Club!

Click to learn more



Belle Terre Swim & Racquet Club Membership Detail

Belle Terre Swim & Racquet Club Membership Count (As of 01/31/2024)

Membership Type	Total
Non-Insurance Basic	50
Non-Insurance Aquatic Plus	45
Insurance Basic	748
Insurance Aquatic Plus	71
Grandfathered	88
Total Memberships	1,002

Belle Terre Swim & Racquet Club Membership Count (As of 01/31/2024)

- **Basic (Gym, Tennis Courts)**

Title	Length	Cost	Total Memberships
Adult Annual	1 Year	\$250 (avg. \$20.83 a month)	7
Adult Monthly	1 Month	\$25	30
Student Annual	1 Year	\$150 (avg. \$12.50 a month)	0
Student Monthly	1 Month	\$15	13
Insurance Monthly/Annual	Duration of Insurance Program Coverage	\$0	748

Belle Terre Swim & Racquet Club Membership Count (As of 01/31/2024)

- Aquatic Plus (Gym, Tennis Courts, Pool, Sauna)**

Title	Length	Cost	Total Memberships
Adult Annual	1 Year	\$420 (avg. \$35 a month)	14
Adult Monthly	1 Month	\$55	15
Family Annual Pass	1 Year	\$750 (avg. \$62.50 a month)	2
Single Parent Family Annual Pass	1 Year	\$550 (avg. \$45.83 a month)	0
Family Seasonal Pass	3 Months	\$190 (avg. \$63.33 a month)	6
Adult Seasonal Pass	3 Months	\$160 (avg. \$53.33 a month)	4
Student Annual	1 Year	\$200 (avg. \$16.67 a month)	0
Student Monthly	1 Month	\$20	4
Insurance Monthly	1 Month	\$25	59
Insurance Annual	1 Year	\$250 (Avg. 20.83 a month)	12
Grandfathered Memberships	Varies	Varies	88

Projected Operating Expenses to Operate BTSRC Without Memberships

Object Code	Description	Projected
0160	Other Support Personnel	\$ 40,000*
0210	Retirement	\$ *
0220	FICA – SSI	\$ *
0221	FICA – MED	\$ 1,500
0230	Group Insurance	\$ *
0231	LTD	\$ *
0320	Insurance & Bond Premiums	\$ 1,500
0330	Out of County Travel	\$ 0
0331	In County Travel	\$ 0
0350	Repairs & Maintenance	\$ 2,500
0351	Toshiba Rental	\$ 0
0352	Copies	\$ 0
0374	Postage	\$ 25
0379	Telephone and Other Data Communications	\$ 590

Object Code	Description	Actual
0384	Public Utility Services (Water, Sewage, Trash)	\$ 14,400
0390	Other Purchased Services Aquatic Xpress (reduced to 4 days a week service instead of 6)	\$ 20,400
0420	Bottled Gas	\$ 8,500
0430	Electricity	\$ 16,710
0510	Supplies Poolsure Chemicals	\$ 13,000
0590	Other Materials and Supplies (Materials lasting greater than 1 year)	\$ 1,000
0730	Dues and Fees (Florida DOH licenses)	\$ 375
0750	Other Personal Services (Based on 1 lifeguard 20 hours a week throughout the year)	\$15,600
	Total	<u>\$136,100</u>

Revenue Benchmarks

1. Break even on operational costs (\$351,758) OR
2. Break even on operational costs minus the amount estimated it would take to operate the facility without memberships (\$136,100) = Revenue Goal of \$215,658

Discussion/Questions