

In light of the current public health crisis and the Federal, State, and County Emergency Declarations, and in accord with the provisions of Sec. 610.020, RSMo., the Clayton Recreation Sports and Wellness Commission recognizes that it would be dangerous and impractical, if not impossible, for its meeting to be physically accessible to the public. The Commission also recognizes the need for the public's business to be attended to in order to protect the public health, safety, and welfare. In order to balance both the need for continuity of government and protection of the health and safety of our residents, business persons, and employees, this meeting of the Clayton Recreation Sports and Wellness Commission will not be open to public attendance in person. The meeting will be accessible by the public in real time ONLY by following the instructions in the box below.

You are invited to a Zoom webinar.

When: Aug 16, 2024 08:30 AM Central Time (US and Canada)

Topic: CRSWC Meeting 8.16.24

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/87412586377>

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Persons interested in making their views known on any matter on the agenda should send an email with their comments to the Superintendent of Administration at vsegel@claytonmo.gov . All comments received will be distributed to the entire Commission/Board before the meeting.



**Clayton Recreation Sports & Wellness Commission
Friday, August 16, 2024
Virtual Zoom Meeting - 8:30am**

Call to Order

Addresses from the Audience

Adjourn to Executive Session

Return to Open Meeting

Approval of Minutes – May 10, 2024

Reports/Discussions

- FY25 CRSWC Proposed Budget
- Membership/Marketing

RFCA – Approval of FY25 CRSWC Budget

- Motion – To approve the FY25 CRSWC Budget

New Business

Adjourn

Attachments:

1. Minutes for Meeting – May 10, 2024
2. FY25 CRSWC Proposed Budget Presentation
3. RFCA – Approval of FY25 CRSWC Budget
4. Center Membership Report – July 2024
5. Marketing Update

<u>Upcoming Meetings</u>	
<u>Joint BOA/BOE Meeting:</u>	
Date:	Wednesday, September 4, 2024
Time:	6:00pm
Location:	CSD Administration Building or Virtual Zoom Meeting
<u>CRSWC Meeting</u>	
Date:	Friday, November 15, 2024
Time:	8:30am
Location:	TBD

The Clayton Recreation Sports and Wellness Commission may also hold a closed meeting, with a closed vote and record, as authorized by Section 610.021(1),(2) and (3) Revised Statutes of Missouri, relating to legal issues, real estate and/or personnel, negotiation of a contract pursuant to Section 610.021(12) RSMO., and/or proprietary information pursuant to Section 610.021(15).

Agenda topics may be added or deleted at any time prior to the Clayton Recreation, Sports and Wellness Commission meeting without further notice. To inquire about the status of agenda topics, call 314.290.8506. Individuals who require an accommodation (i.e., sign language, interpreter, listening devices, etc.) to participate in the meeting should contact the Superintendent of Administration at 314.290.8502 at least two working days prior to the meeting.



Clayton Recreation Sports and Wellness Commission Meeting Minutes

May 10, 2024

Via Zoom

8:30 a.m.

The meeting was called to order at 8:30 a.m. by Bridget McAndrew.

Commission Members in attendance: David Gipson, Ex-Officio
Jason Growe
Kathleen Gund
Rick Hummell
Bridget McAndrew
Gary Pierson
Stella Whitney (Mayor's Youth Advisory Council)

Commission Members absent: Rob Bertman
Nisha Patel, Ex-Officio

1. Addresses from the Audience

There were no addresses from the audience.

2. Approval of Minutes

A motion was made by Jason Growe to approve the minutes of February 16, 2024, meeting as submitted. Motion was seconded by Rick Hummell. Motion approved unanimously.

3. RFCA - Approval of Slate of Officers

A motion was made by Bridget McAndrew to approve the 2024-2025 CRSWC Slate of Officers. Motion was seconded by Jason Growe. Motion approved unanimously.

4. Reports/Discussions

Center Communications and Marketing Update

Gabrielle Macaluso, Communications Manager, from the City of Clayton shared an update of the Marketing and Communications Plan for the Center of Clayton.

Center Membership Report

Valerie Egel, Superintendent of Administration, reported the April membership unit report to the Commission.

Financial Reports

Toni Siering, Director of Parks and Recreation, reviewed the FY24 second quarter financials and draft of the FY23 Fund Summary report.

5. RFCA – FY2025 Center of Clayton Fee Recommendations

A motion was made by Rick Hummell to approve Center of Clayton fees effective October 1, 2024, as defined. Motion was seconded by Bridget McAndrew. Motion approved unanimously.

6. Security at Link Doors

John Brazeal, CFO, School District of Clayton, presented to the Commission a plan to better secure the Link doors that connect the high school to the Center of Clayton.

The meeting was adjourned at 9:30 a.m.

Minutes recorded by Valerie Egel.

DRAFT

CRSWC FUND SUMMARY

As of 8/13/2024

2022 Actual	Operating Fund (80)	ERF (81)	Capital Fund (82)	Total
Starting balance 10/01/21	\$0	\$0	\$0	\$0
Revenue	\$2,486,332	\$100,000	\$386,894	\$2,973,226
Expenses	\$2,938,184	\$63,105	\$214,901	\$3,216,190
Net	(\$451,852)	\$36,895	\$171,993	(\$242,964)
Ending Balance 9/30/22	(\$451,852)	\$36,895	\$171,993	(\$242,964)

2023 Actual	Operating Fund (80)	ERF (81)	Capital Fund (82)	Total
Starting balance 10/01/22	\$0	\$0	\$0	\$0
Revenue	\$3,197,091	\$100,000	\$200,000	\$3,497,091
Expenses	\$3,427,240	\$61,761	\$111,335	\$3,600,336
Net	(\$230,149)	\$38,239	\$88,665	(\$103,245)
Ending Balance 9/30/23	(\$230,149)	\$38,239	\$88,665	(\$103,245)

2024 Adopted Budget	Operating Fund (80)	ERF (81)	Capital Fund (82)	Total
Starting balance 10/01/23	\$0	\$0	\$0	\$0
Revenue	\$3,297,928	\$100,000	\$200,000	\$3,597,928
Expenses	\$3,848,433	\$66,536	\$93,650	\$4,008,619
Net	(\$550,505)	\$33,464	\$106,350	(\$410,691)
Ending Balance 9/30/24	(\$550,505)	\$33,464	\$106,350	(\$410,691)

2024 Estimated Amount	Operating Fund (80)	ERF (81)	Capital Fund (82)	Total
Starting balance 10/01/23	\$0	\$0	\$0	\$0
Revenue	\$3,364,493	\$100,000	\$200,000	\$3,664,493
Expenses	\$3,821,230	\$63,811	\$126,101	\$4,011,142
Net	(\$456,737)	\$36,189	\$73,899	(\$346,649)
Ending Balance 9/30/24	(\$456,737)	\$36,189	\$73,899	(\$346,649)

2025 Proposed Budget	Operating Fund (80)	ERF (81)	Capital Fund (82)	Total
Starting balance 10/01/24	\$0	\$0	\$0	\$0
Revenue	\$3,791,048	\$100,000	\$200,000	\$4,091,048
Expenses	\$4,233,321	\$208,700	\$309,190	\$4,751,211
Net	(\$442,273)	(\$108,700)	(\$109,190)	(\$660,163)
Ending Balance 9/30/25	(\$442,273)	(\$108,700)	(\$109,190)	(\$660,163)

Fund 80: Operating Fund

Fund 81: Equipment Replacement Fund

Fund 82: Capital Fund

FY25 Operating Fund Highlights



Membership

5% membership unit growth and 4.5% average rate increase.
Additional Revenue:
\$385,644



Free Fitness Classes

All fitness classes (land and aquatic) will be included with memberships.
Investment: \$30,000



Expanded Kid Center Services

Adding evening Kid Center hours from 4 to 8 pm, Monday through Thursday.
Investment: \$21,000



Additional Marketing Specialist

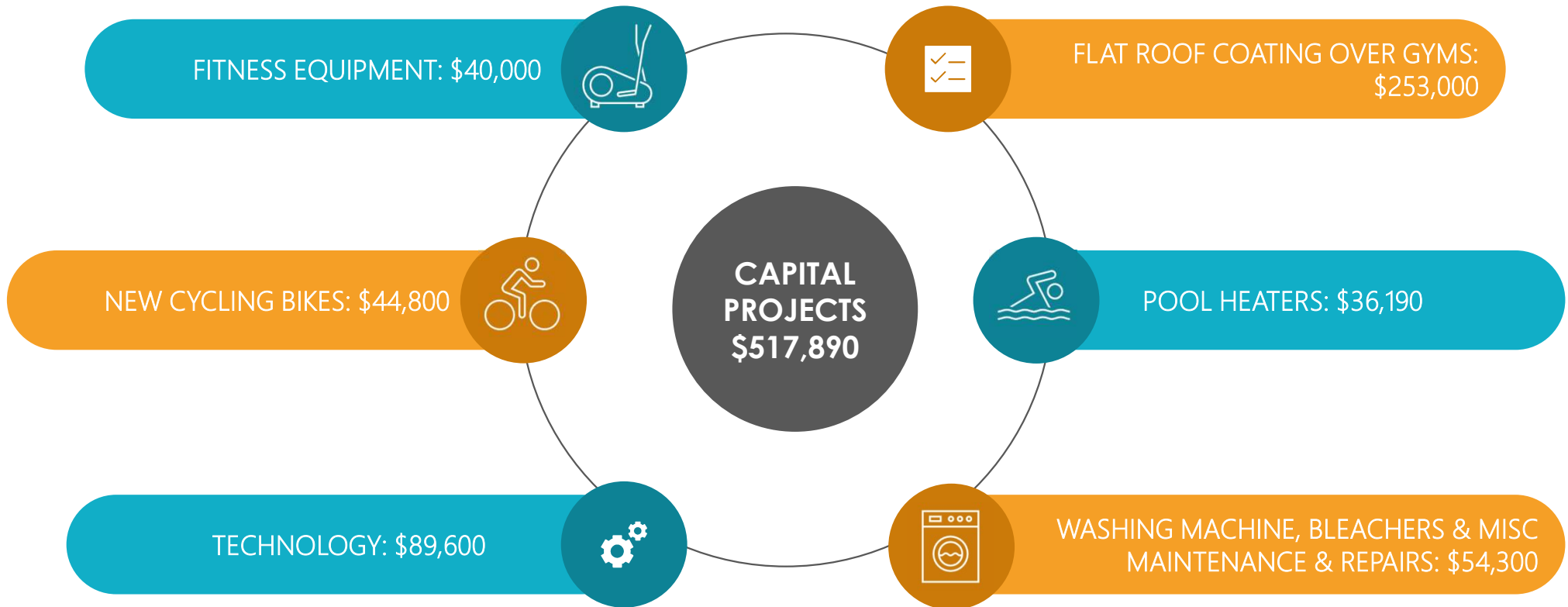
Position will focus on communications & marketing of the Center of Clayton.
Investment: \$95,000 including FICA and benefits.



Utilities

Forecasting an overall eight percent increase to utilities.
Increased Cost:
\$45,000

FY25 ERF & CAPITAL FUNDS



Cost Recovery

COST RECOVERY

COST RECOVERY WITHOUT CONTRIBUTIONS

OPERATING FUND

FY22	85%
FY23	93%
FY24 – ESTIMATED	88%
FY25 - PROPOSED	90%

\$300,000 total contribution

FY22	74%
FY23	85%
FY24 – ESTIMATED	80%
FY25 - PROPOSED	82%

ALL FUNDS

FY22	92%
FY23	97%
FY24 – ESTIMATED	91%
FY25 - PROPOSED	86%

\$600,000 total contribution

FY22	74%
FY23	80%
FY24 – ESTIMATED	76%
FY25 - PROPOSED	73%

CRSWC FY25 PROPOSED BUDGET

8.13.24

Account Number	Account Description	2022 Actual Amount	2023 Actual Amount	2024 Adopted Budget	2024 Estimated Amount	2025 Proposed Budget	% Change 2024 Amended Budget	% Change 2024 Estimated Amount
Fund: 80 - CRSWC Operations								
REVENUES								
Department: 10 - Revenue								
<i>100 - Interest Income</i>								
470.11	Interest and Dividends Interest on Investments	2,854.02	3,440.11	3,000.00	1,803.00	3,000.00	0%	66%
<i>Account Classification Total: 100 - Interest Income</i>		\$2,854.02	\$3,440.11	\$3,000.00	\$1,803.00	\$3,000.00	0%	66%
<i>130 - Other Financing Sources</i>								
494.11	Contributions from Affiliates City of Clayton	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	0%	0%
494.12	Contributions from Affiliates Clayton School District	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	0%	0%
<i>Account Classification Total: 130 - Other Financing Sources</i>		\$300,000.00	\$300,000.00	\$300,000.00	\$300,000.00	\$300,000.00	0%	0%
Department Total: 10 - Revenue		\$302,854.02	\$303,440.11	\$303,000.00	\$301,803.00	\$303,000.00	0%	0%
Department: 50 - Parks and Recreation								
Program: 10 - Administration								
<i>10 - General</i>								
446.10	Center General	4,080.00	3,850.00	5,250.00	5,250.00	5,250.00	0%	0%
<i>Account Classification Total: 10 - General</i>		\$4,080.00	\$3,850.00	\$5,250.00	\$5,250.00	\$5,250.00	0%	0%
<i>11 - Membership</i>								
446.11.10	Center Memberships Resident-Adult	144,649.49	175,615.16	182,320.00	190,000.00	217,501.00	19%	14%
446.11.11	Center Memberships Resident-Youth	23,168.17	26,073.77	25,500.00	23,000.00	25,300.00	-1%	10%
446.11.12	Center Memberships Resident-Senior	118,777.47	143,071.60	150,500.00	151,000.00	175,000.00	16%	16%
446.11.13	Center Memberships Resident-Family	360,282.47	487,318.14	504,500.00	520,000.00	600,000.00	19%	15%
446.11.14	Center Memberships Non-Resident-Adult	116,808.18	174,409.40	184,500.00	185,000.00	225,000.00	22%	22%
446.11.15	Center Memberships Non-Resident-Youth	16,607.04	23,151.52	23,300.00	20,000.00	22,000.00	-6%	10%
446.11.16	Center Memberships Non-Resident-Senior	90,994.76	143,870.55	148,400.00	156,000.00	180,000.00	21%	15%
446.11.17	Center Memberships Non-Resident-Family	146,737.02	211,762.22	221,500.00	235,000.00	335,843.00	52%	43%
446.11.18	Center Memberships Corporate	389,659.35	510,558.47	551,200.00	555,000.00	640,000.00	16%	15%
<i>Account Classification Total: 11 - Membership</i>		\$1,407,683.95	\$1,895,830.83	\$1,991,720.00	\$2,035,000.00	\$2,420,644.00	22%	19%
<i>12 - Admission</i>								
446.12.10	Center Admissions Resident-Adult	22,133.07	30,930.33	32,825.00	34,000.00	35,350.00	8%	4%
446.12.11	Center Admissions Resident-Youth	15,848.00	26,209.00	29,680.00	26,000.00	32,648.00	10%	26%
446.12.12	Center Admissions Resident-Senior	1,767.03	2,912.00	3,190.00	3,200.00	3,480.00	9%	9%
446.12.14	Center Admissions Non-Resident-Adult	26,264.00	47,427.00	47,600.00	49,000.00	51,000.00	7%	4%
446.12.15	Center Admissions Non-Resident-Youth	9,770.00	17,227.00	18,000.00	18,000.00	19,500.00	8%	8%
446.12.16	Center Admissions Non-Resident-Senior	1,023.00	2,158.00	2,145.00	2,300.00	2,324.00	8%	1%
446.12.18	Center Admissions Corporate	11,778.00	10,846.00	13,250.00	12,000.00	13,250.00	0%	10%
446.12.19	Center Admissions Punch Card	7,846.00	9,819.00	10,530.00	11,000.00	11,040.00	5%	0%
<i>Account Classification Total: 12 - Admission</i>		\$96,429.10	\$147,528.33	\$157,220.00	\$155,500.00	\$168,592.00	7%	8%
<i>13 - Rentals</i>								
446.13.10	Center Rentals Aerobics	308.75	530	300	500	500	67%	0%
446.13.11	Center Rentals Meeting Rooms	54,164.99	72,626.16	77,000.00	75,000.00	77,000.00	0%	3%
446.13.12	Center Rentals Gymnasium	16,568.75	8,837.50	18,000.00	10,000.00	18,000.00	0%	80%
446.13.13	Center Rentals Climbing Walls	1,570.00	1,023.75	1,500.00	1,100.00	1,350.00	-10%	23%
446.13.14	Center Rentals Leisure Pool	19,577.50	21,621.28	19,450.00	22,000.00	23,050.00	19%	5%
446.13.15	Center Rentals Competition Pool	15,426.42	17,327.49	17,300.00	19,000.00	19,000.00	10%	0%
<i>Account Classification Total: 13 - Rentals</i>		\$107,616.41	\$121,966.18	\$133,550.00	\$127,600.00	\$138,900.00	4%	9%
<i>14 - Programs</i>								
446.14.10	Center Programs Fitness-In-House	19,130.68	26,873.29	20,002.00	30,000.00	13,231.00	-34%	-56%
446.14.11	Center Programs Fitness-Contractual	14,613.00	21,744.00	21,275.00	21,850.00	20,930.00	-2%	-4%
446.14.12	Center Programs Fitness-Personal Training	124,107.30	133,993.15	120,661.00	140,000.00	153,800.00	27%	10%
446.14.13	Center Programs Sports-In-House	70,371.93	102,512.58	101,325.00	108,000.00	109,000.00	8%	1%
446.14.14	Center Programs Sports-Contractual	57,656.00	45,058.50	40,000.00	48,500.00	45,971.00	15%	-5%
446.14.15	Center Programs Sports-Climbing Wall	8,280.00	8,740.52	8,420.00	9,350.00	9,450.00	12%	1%
446.14.16	Center Programs Aquatics-In-House	130,293.97	193,304.62	199,150.00	195,000.00	199,150.00	0%	2%
446.14.17	Center Programs Aquatics-Contractual	224.00	1,895.00	2,130.00	6,800.00	7,030.00	230%	3%
446.14.18	Center Programs General-Instructional	52,347.86	85,342.47	77,000.00	69,475.00	74,200.00	-4%	7%

CRSWC FY25 PROPOSED BUDGET

8.13.24

Account Number	Account Description	2022 Actual Amount	2023 Actual Amount	2024 Adopted Budget	2024 Estimated Amount	2025 Proposed Budget	% Change 2024 Amended Budget	% Change 2024 Estimated Amount
<i>Account Classification Total: 11 - Programs</i>		\$477,024.74	\$619,464.13	\$589,963.00	\$628,975.00	\$632,762.00	7%	1%
<i>15 - Concessions</i>								
446.15.10	Center Concessions Catering	1,340.24	512.03	1,200.00	475	1,750.00	46%	268%
446.15.11	Center Concessions Vending Machines	16,056.70	15,308.67	18,000.00	15,500.00	18,000.00	0%	16%
<i>Account Classification Total: 11 - Concessions</i>		\$17,396.94	\$15,820.70	\$19,200.00	\$15,975.00	\$19,750.00	3%	24%
<i>446 - Other</i>								
446.24	Center Child Care	25.00	100	190	190	190	0%	0%
446.25	Center Utility Lease Payments	50,621.89	54,531.55	55,160.00	56,000.00	58,160.00	5%	4%
<i>Account Classification Total: 11 - Other</i>		\$50,646.89	\$54,631.55	\$55,350.00	\$56,190.00	\$58,350.00	5%	4%
<i>Account Classification Total: 70 - Parks & Recreation</i>		\$2,160,878.03	\$2,859,091.72	\$2,952,253.00	\$3,024,490.00	\$3,444,248.00	17%	14%
<i>110 - Miscellaneous</i>								
479	Sale of Merchandise	115.00	181	4,800.00	200	4,800.00	0%	2300%
480.10	Other Miscellaneous General	23,952.86	34,378.44	37,875.00	38,000.00	39,000.00	3%	3%
<i>Account Classification Total: 110 - Miscellaneous</i>		\$24,067.86	\$34,559.44	\$42,675.00	\$38,200.00	\$43,800.00	3%	15%
Program Total: 10 - Administration		\$302,854.02	\$303,440.11	\$303,000.00	\$301,803.00	\$303,000.00	0%	0%
Department Total: 50 - Parks and Recreation		\$2,184,945.89	\$2,893,651.16	\$2,994,928.00	\$3,062,690.00	\$3,488,048.00	16%	14%
REVENUES Total		\$2,487,799.91	\$3,197,091.27	\$3,297,928.00	\$3,364,493.00	\$3,791,048.00	15%	13%

EXPENSES

Department: 50 - Parks and Recreation

Program: 10 - Administration

10 - Personal Services

500	Full-Time Salaries	442,087.51	488,596.34	558,525.08	509,552.00	608,440.00	9%	19%
505.10	Part-Time General	194,372.37	247,146.39	290,000.16	289,634.00	336,690.00	16%	16%
510	Overtime	17,028.69	15,411.17	14,397.00	14,059.00	16,875.00	17%	20%
540	FICA - Employer Portion	48,197.95	54,463.10	64,911.91	62,213.00	73,594.00	13%	18%
550	Group Life Insurance	1,817.09	2,178.20	2,542.40	2,315.00	2,779.00	9%	20%
560	Dental Insurance	2,671.00	5,314.05	6,085.44	4,585.00	5,787.00	-5%	26%
570.11	Medical Insurance Premiums	77,380.92	81,703.77	96,545.68	61,115.00	82,940.00	-14%	36%
570.12	Medical Insurance HRA Reimbursement	1,575.18	1,791.80	2,835.00	2,214.00	2,520.00	-11%	14%
580	Pension Plan	49,901.91	47,293.59	37,931.42	35,514.00	53,365.00	41%	50%
590	Workers Compensation	6,243.05	7,216.24	15,341.02	12,916.00	17,216.00	12%	33%
<i>Account Classification Total: 10 - Personal Services</i>		\$841,275.67	\$951,114.65	\$1,089,115.11	\$994,117.00	\$1,200,206.00	10%	21%
<i>20 - Contractual Services</i>								
600	Postage	3,285.28	3,818.78	10,479.00	8,415.00	9,794.00	-7%	16%
605.11	Utilities Telephone and Cable	3,649.55	3,473.32	3,150.00	2,800.00	4,350.00	38%	55%
610.10	Travel and Training General	4,553.85	1,977.91	6,975.00	6,975.00	13,900.00	99%	99%
615	Printing and Photography	3,309.65	23,524.71	30,427.00	27,000.00	28,285.00	-7%	5%
620	Dues and Memberships	3,292.75	3,070.60	2,810.00	2,700.00	2,996.00	7%	11%
625	Advertising	12,915.75	4,128.00	19,650.00	22,643.00	26,240.00	34%	16%
635.12	Professional Services Legal	3,869.00	2,411.50	3,500.00	3,500.00	3,500.00	0%	0%
635.14	Professional Services Financial	15,500.00	10,000.00	16,601.00	21,000.00	17,700.00	7%	-16%
635.15	Professional Services Technology	70,842.08	68,360.48	85,444.00	87,590.00	93,175.00	9%	6%
640.10	Service Contracts General	7,227.08	51,149.11	22,016.00	20,000.00	30,144.00	37%	51%
655	Banking and Credit Card Fees	72,312.49	86,719.79	85,936.00	95,000.00	105,309.00	23%	11%
665	Education Benefits	0.00	2,415.00	1	1	1	0%	0%
676	Employee Relations	1,504.10	2,210.53	3,250.00	3,250.00	3,415.00	5%	5%
685.11	Insurance Premiums Property	67,239.25	72,122.50	81,000.00	81,000.00	81,000.00	0%	0%
685.12	Insurance Premiums General Liability	22,330.00	25,194.00	27,000.00	28,000.00	27,000.00	0%	-4%
685.13	Insurance Premiums Surety Forgery and Burglary Bond	320.84	275	700	875	925.00	32%	6%
685.14	Insurance Premiums Public Officials Liability	8,704.75	9,580.67	9,900.00	10,115.00	10,600.00	7%	5%
685.17	Insurance Premiums Unemployment Compensation	6,495.31	0	7,000.00	1	7,000.00	0%	699900%
686.11	Insurance Deductibles and Losses Property - Buildings and Misc	0.00	0	5,000.00	1	5,000.00	0%	499900%
<i>Account Classification Total: 20 - Contractual Services</i>		\$307,351.73	\$370,431.90	\$420,839.00	\$420,866.00	\$470,334.00	12%	12%

30 - Commodities

CRSWC FY25 PROPOSED BUDGET

8.13.24

Account Number	Account Description	2022 Actual Amount	2023 Actual Amount	2024 Adopted Budget	2024 Estimated Amount	2025 Proposed Budget	% Change 2024 Amended Budget	% Change 2024 Estimated Amount
700.10	Office Supplies General	4,703.35	4,001.05	8,836.00	8,826.00	9,535.00	8%	8%
700.12	Office Supplies Publications	14,840.83	0	200	200	200	0%	0%
730.10	Recreation Supplies General	5,271.28	6,642.68	7,205.00	7,205.00	7,500.00	4%	4%
760	Uniforms and Clothing	2,019.01	2,259.73	2,760.00	3,100.00	3,680.00	33%	19%
770	Meetings and Receptions	2,814.81	3,196.20	3,200.00	3,300.00	3,560.00	11%	8%
780	Sales Merchandise	417.00	10.98	2,400.00	2,400.00	2,400.00	0%	0%
<i>Account Classification Total: 30 - Commodities</i>		\$30,066.28	\$16,110.64	\$24,601.00	\$25,031.00	\$26,875.00	23%	13%
<i>40 - Capital Outlay</i>								
896	Depreciation Expense	0.00	0.00	0.00	0.00	0.00	0%	0%
<i>Account Classification Total: 40 - Capital Outlay</i>		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	0%
Program Total: 10 - Administration		\$1,178,693.68	\$1,337,657.19	\$1,534,555.11	\$1,440,014.00	\$1,697,415.00	11%	18%
Program: 42 - Facility Maintenance								
<i>20 - Contractual Services</i>								
605.11	Utilities Telephone and Cable	7,301.01	5,274.58	13,904.00	11,000.00	17,495.00	26%	59%
605.12	Utilities Water	45,600.20	55,730.53	66,250.00	66,250.00	68,000.00	3%	3%
605.13	Utilities Sewer	37,727.91	41,561.99	41,132.00	46,000.00	66,240.00	61%	44%
605.14	Utilities Natural Gas	139,901.09	143,435.82	164,000.00	150,000.00	155,000.00	-5%	3%
605.15	Utilities Electricity	305,329.72	310,530.61	375,000.00	338,000.00	350,000.00	-7%	4%
640.10	Service Contracts General	33,709.14	27,308.01	43,450.00	56,000.00	58,550.00	35%	5%
640.11	Service Contracts Building Maintenance	267,061.70	327,154.19	325,000.00	331,000.00	369,000.00	14%	11%
<i>Account Classification Total: 20 - Contractual Services</i>		\$836,630.77	\$910,995.73	\$1,028,736.00	\$998,250.00	\$1,084,285.00	44%	7%
<i>30 - Commodities</i>								
715.11	Agriculture Supplies Plant Materials	1,037.56	6,258.82	9,300.00	9,300.00	9,300.00	0%	0%
755.10	Other Supplies and Materials General	7,457.01	1,821.80	0	0	0	0%	0%
755.11	Other Supplies and Materials Rental Supplies	810.79	469.13	750	750	750	0%	0%
755.21	Other Supplies and Materials Janitorial	46,664.17	70,567.73	75,500.00	75,000.00	79,000.00	5%	5%
755.22	Other Supplies and Materials Chemicals	23,271.50	0	0	0	0	0%	0%
760	Uniforms and Clothing	1,837.61	464.66	2,000.00	1,000.00	1,100.00	-45%	10%
<i>Account Classification Total: 30 - Commodities</i>		\$1,078.64	\$79,582.14	\$87,550.00	\$86,050.00	\$90,150.00	10%	1%
Program Total: 42 - Facility Maintenance		\$1,917,709.41	\$990,577.87	\$1,116,286.00	\$1,084,300.00	\$1,174,435.00	5%	8%
Program: 60 - Aquatics								
<i>10 - Personal Services</i>								
505.10	Part-Time General	68,217.29	100,979.34	122,000.04	121,852.00	127,870.05	5%	5%
510	Overtime	61.88	0	0	0	0	0%	0%
540	FICA - Employer Portion	5,223.46	7,724.80	9,333.48	9,322.00	9782.03	5%	5%
590	Workers Compensation	817.43	1,201.51	2,275.20	2,561.00	2,237.73	-2%	-13%
<i>Account Classification Total: 10 - Personal Services</i>		\$74,320.06	\$109,905.65	\$133,608.72	\$133,735.00	\$139,889.81	9%	26%
<i>20 - Contractual Services</i>								
640.10	Service Contracts General	1,068.00	12,068.10	15,212.00	15,212.00	15,412.00	1%	1%
640.14	Service Contracts Aquatic Management	371,383.81	448,605.00	462,995.00	481,000.00	495,000.00	7%	3%
<i>Account Classification Total: 20 - Contractual Services</i>		\$372,451.81	\$460,673.10	\$478,207.00	\$496,212.00	\$510,412.00	16%	6%
<i>30 - Commodities</i>								
710	Minor Supplies and Equipment	530.76	3,621.71	2,400.00	2,400.00	2,475.00	3%	3%
720	Medical Supplies	1,326.16	2,639.81	2,985.00	3,000.00	3,105.00	4%	3%
730.10	Recreation Supplies General	3,674.21	3,557.15	4,350.00	4,400.00	4,550.00	5%	3%
755.22	Other Supplies and Materials Chemicals	439.95	22,911.58	25,520.00	25,520.00	26,300.00	3%	3%
760	Uniforms and Clothing	1,112.00	840.14	1,600.00	1,600.00	1,600.00	0%	0%
<i>Account Classification Total: 30 - Commodities</i>		\$7,083.08	\$33,570.39	\$36,855.00	\$36,920.00	\$38,030.00	-2%	4%
Program Total: 60 - Aquatics		\$453,854.95	\$604,149.14	\$648,670.72	\$666,867.00	\$688,331.81	6%	3%
Program: 63 - Sports Programs								
<i>10 - Personal Services</i>								
505.10	Part-Time General	38,856.55	50,963.33	56,619.00	55,152.00	58,667.00	4%	6%
510	Overtime	278.53	270.02	406	400	521	28%	30%
540	FICA - Employer Portion	2,993.93	3,919.42	4,363.00	4,250.00	4528	4%	7%
590	Workers Compensation	562.16	848.84	936	1,070.00	1,036.00	11%	-3%
<i>Account Classification Total: 10 - Personal Services</i>		\$42,691.17	\$56,001.61	\$62,324.00	\$60,872.00	\$64,752.00	13%	7%

CRSWC FY25 PROPOSED BUDGET

8.13.24

Account Number	Account Description	2022 Actual Amount	2023 Actual Amount	2024 Adopted Budget	2024 Estimated Amount	2025 Proposed Budget	% Change 2024 Amended Budget	% Change 2024 Estimated Amount
<i>20 - Contractual Services</i>								
640.10	Service Contracts General	42,981.65	31,935.97	28,000.00	33,950.00	32,127.00	15%	-5%
<i>Account Classification Total: 20 - Contractual Services</i>		\$42,981.65	\$31,935.97	\$28,000.00	\$33,950.00	\$32,127.00	-31%	0%
<i>30 - Commodities</i>								
730.10	Recreation Supplies General	11,202.50	13,902.52	16,655.00	16,655.00	17,286.00	4%	4%
760	Uniforms and Clothing	200.00	725.52	480	1125	800	67%	-29%
<i>Account Classification Total: 30 - Commodities</i>		\$11,402.50	\$14,628.04	\$17,135.00	\$17,780.00	\$18,086.00	29%	28%
Program Total: 63 - Sports Programs		\$97,075.32	\$102,565.62	\$107,459.00	\$112,602.00	\$114,965.00	7%	2%
Program: 66 - Fitness								
<i>10 - Personal Services</i>								
505.10	Part-Time General	209,095.91	261,664.40	306,880.00	367,020.00	398,000.00	30%	8%
510	Overtime	4,237.64	4,805.51	4,641.00	5,110.00	5,111.00	10%	0%
540	FICA - Employer Portion	16,247.74	20,372.85	23,832.00	28,468.00	30447.00	28%	7%
590	Workers Compensation	2,055.55	2,434.03	5,109.00	6,024.00	6,705.00	31%	11%
<i>Account Classification Total: 10 - Personal Services</i>		\$231,636.84	\$289,276.79	\$340,462.00	\$406,622.00	\$440,263.00	17%	17%
<i>20 - Contractual Services</i>								
610.11	Travel and Training Certifications	75.00	150	1,500.00	650	1,000.00	-33%	54%
630.11	Maintenance and Repair Equipment	14,282.84	16,775.05	15,000.00	15,000.00	16,000.00	7%	7%
640.10	Service Contracts General	929.73	1,636.71	0	0	0	0%	0%
640.16	Service Contracts Fitness	10,592.91	14,280.30	14,900.00	15,800.00	15,011.00	1%	-5%
<i>Account Classification Total: 20 - Contractual Services</i>		\$25,880.48	\$32,842.06	\$31,400.00	\$31,450.00	\$32,011.00	-1%	-1%
<i>30 - Commodities</i>								
700.10	Office Supplies General	21.98	0	0	0	0	0%	0%
730.10	Recreation Supplies General	5,042.55	5,786.41	7,300.00	7,300.00	7,300.00	0%	0%
760	Uniforms and Clothing	1,520.26	1,363.41	3,350.00	3,350.00	3,650.00	9%	9%
<i>Account Classification Total: 30 - Commodities</i>		\$6,584.79	\$7,149.82	\$10,650.00	\$10,650.00	\$10,950.00	11%	7%
Program Total: 66 - Fitness		\$264,102.11	\$329,268.67	\$382,512.00	\$448,722.00	\$483,224.00	26%	8%
Program: 67 - Community Recreation								
<i>20 - Contractual Services</i>								
635.10	Professional Services General	36,537.00	62,802.95	57,750.00	51,525.00	57,750.00	0%	12%
640.1	Service Contract General	0.00	0.00	0.00	16,000.00	16,000.00		
<i>Account Classification Total: 20 - Contractual Services</i>		\$36,537.00	\$62,802.95	\$57,750.00	\$67,525.00	\$73,750.00	4%	3%
<i>30 - Commodities</i>								
730.10	Recreation Supplies General	0.00	218.70	1,200.00	1,200.00	1,200.00	0%	0%
<i>Account Classification Total: 30 - Commodities</i>		\$0.00	\$218.70	\$1,200.00	\$1,200.00	\$1,200.00	0%	140%
Program Total: 67 - Community Recreation		\$36,537.00	\$63,021.65	\$58,950.00	\$68,725.00	\$74,950.00	27%	9%
Department Total: 50 - Parks and Recreation		\$2,947,972.47	\$3,427,240.14	\$3,848,432.83	\$3,821,230.00	\$4,233,320.81	10%	11%
EXPENSES Total		\$2,947,972.47	\$3,427,240.14	\$3,848,432.83	\$3,821,230.00	\$4,233,320.81	17%	10%
Fund REVENUE Total: 80 - CRSWC Operations		\$2,487,799.91	\$3,197,091.27	\$3,297,928.00	\$3,364,493.00	\$3,791,048.00	15%	13%
Fund EXPENSE Total: 80 - CRSWC Operations		\$2,947,972.47	\$3,427,240.14	\$3,848,432.83	\$3,821,230.00	\$4,233,320.81	17%	10%
Fund Total: 80 - CRSWC Operations		(\$460,172.56)	(\$230,148.87)	(\$550,504.83)	(\$456,737.00)	(\$442,272.81)	-20%	-3%
Fund: 81 - CRSWC Equipment								
REVENUES								
Department: 10 - Revenue								
<i>130 - Other Financing Sources</i>								
490.10	Sale of Assets General	0.00		0.00	0.00	0.00	0%	0%
494.11	Contributions from Affiliates City of Clayton	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	0%	0%
494.12	Contributions from Affiliates Clayton School District	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	0%	0%
<i>Account Classification Total: 130 - Other Financing Sources</i>		\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	0%	0%
Department Total: 10 - Revenue		\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	0%	0%
REVENUES Total		\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	0%	0%
EXPENSES								
Department: 50 - Parks and Recreation								
Program: 10 - Administration								
<i>40 - Capital Outlay</i>								

CRSWC FY25 PROPOSED BUDGET

8.13.24

Account Number	Account Description	2022 Actual Amount	2023 Actual Amount	2024 Adopted Budget	2024 Estimated Amount	2025 Proposed Budget	% Change 2024 Amended Budget	% Change 2024 Estimated Amount
805	Equipment	24,723.41	25,561.24	30,000.00	28,975.00	84,800.00	183%	193%
815	Technology Projects	18,636.94	17,284.76	9,536.00	9,536.00	89,600.00	0%	840%
850.11	Facility Improvements Interior	19,744.47	18,915.00	27,000.00	25,300.00	34,300.00	27%	36%
<i>Account Classification Total: 40 - Capital Outlay</i>		\$63,104.82	\$61,761.00	\$66,536.00	\$63,811.00	\$208,700.00	33%	-5%
Program Total: 10 - Administration		\$63,104.82	\$61,761.00	\$66,536.00	\$63,811.00	\$208,700.00	33%	-5%
Department Total: 50 - Parks and Recreation		\$63,104.82	\$61,761.00	\$66,536.00	\$63,811.00	\$208,700.00	33%	-5%
EXPENSES Total		\$63,104.82	\$61,761.00	\$66,536.00	\$63,811.00	\$208,700.00	33%	-5%
Fund REVENUE Total: 81 - CRSWC Equipment		\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	0%	0%
Fund EXPENSE Total: 81 - CRSWC Equipment		\$63,104.82	\$61,761.00	\$66,536.00	\$63,811.00	\$208,700.00	33%	-5%
Fund Total: 81 - CRSWC Equipment		\$36,895.18	\$38,239.00	\$33,464.00	\$36,189.00	(\$108,700.00)	-33%	11%
Fund: 82 - CRSWC Construction								
REVENUES								
Department: 10 - Revenue								
<i>110 - Miscellaneous</i>								
480.10	Other Miscellaneous General	0.00		0.00	0.00	0.00	0%	0%
<i>Account Classification Total: 110 - Miscellaneous</i>		0.00		0.00	0.00	0.00	0%	0%
<i>130 - Other Financing Sources</i>								
494.11	Contributions from Affiliates City of Clayton	193,447.00	100,000.00	100,000.00	100,000.00	100,000.00	0%	0%
494.12	Contributions from Affiliates Clayton School District	193,447.00	100,000.00	100,000.00	100,000.00	100,000.00	0%	0%
<i>Account Classification Total: 130 - Other Financing Sources</i>		\$386,894.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	0%	0%
Department Total: 10 - Revenue		\$386,894.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	0%	0%
REVENUES Total		\$386,894.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	0%	0%
EXPENSES								
Department: 50 - Parks and Recreation								
Program: 10 - Administration								
<i>20 - Contractual Services</i>								
640.10	Service Contracts General	0.00	0.00	0.00	0.00	0.00	0%	0%
<i>Account Classification Total: 20 - Contractual Services</i>		0.00		0.00	0.00	0.00	0%	0%
<i>40 - Capital Outlay</i>								
805	Equipment	14,173.96	29,902.00	24,380.00	29,101.00	10,000.00	-59%	-66%
850.11	Facility Improvements Interior	2,212.89	8,924.00	10,000.00	24,000.00	10,000.00	0%	-58%
850.12	Facility Improvements Exterior	198,514.00	59,613.00	35,270.00	50,000.00	253,000.00	617%	406%
850.13	Facility Improvements Pool Area	0.00	12,896.00	24,000.00	23,000.00	36,190.00	51%	57%
<i>Account Classification Total: 40 - Capital Outlay</i>		\$214,900.85	\$111,335.00	\$93,650.00	\$126,101.00	\$309,190.00	-6%	-21%
Program Total: 10 - Administration		\$214,900.85	\$111,335.00	\$93,650.00	\$126,101.00	\$309,190.00	-6%	-21%
Department Total: 50 - Parks and Recreation		\$214,900.85	\$111,335.00	\$93,650.00	\$126,101.00	\$309,190.00	-6%	-21%
EXPENSES Total		\$214,900.85	\$111,335.00	\$93,650.00	\$126,101.00	\$309,190.00	-6%	-21%
Fund REVENUE Total: 82 - CRSWC Construction		\$386,894.00	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00	0%	0%
Fund EXPENSE Total: 82 - CRSWC Construction		\$214,900.85	\$111,335.00	\$93,650.00	\$126,101.00	\$309,190.00	-6%	-21%
Fund Total: 82 - CRSWC Construction		\$171,993.15	\$88,665.00	\$106,350.00	\$73,899.00	(\$109,190.00)	6%	30%
REVENUE GRAND Totals:		\$2,974,693.91	\$3,497,091.27	\$3,597,928.00	\$3,664,493.00	\$4,091,048.00	12%	5%
EXPENSE GRAND Totals:		\$3,225,978.14	\$3,600,336.14	\$4,008,618.83	\$4,011,142.00	\$4,751,210.81	17%	9%
Grand Totals:		(\$251,284.23)	(\$103,244.87)	(\$410,690.83)	(\$346,649.00)	(\$660,162.81)	63%	55%

CRSWC Revenue & Expenditures

Budget Basis

v2

	2025 Budget	2024 Estimate	2024 Budget	2023 Actual	2022 Actual
Operating Revenues					
Admissions	\$2,594,486	\$2,195,750	\$2,154,190	\$2,047,209	\$1,508,191
Programs	\$632,762	\$628,975	\$589,963	\$619,465	\$477,026
Rentals	\$138,900	\$127,600	\$133,550	\$121,966	\$106,149
Child care	\$190	\$190	\$190	\$100	\$25
Miscellaneous	\$63,550	\$54,175	\$61,875	\$50,382	\$41,465
Total Operating Revenues	\$3,429,888	\$3,006,690	\$2,939,768	\$2,839,122	\$2,132,856
Operating Expenses					
Building operations	\$1,692,325	\$1,274,212	\$1,276,472	\$1,085,023	\$923,511
Administration	\$1,697,416	\$1,440,014	\$1,534,555	\$1,333,134	\$1,178,501
Aquatics	\$688,331	\$666,867	\$648,671	\$604,150	\$453,854
Fitness	\$483,224	\$448,722	\$382,512	\$329,268	\$264,104
Sports	\$114,965	\$112,602	\$107,459	\$102,565	\$97,077
Depreciation				\$904,808	\$908,673
General recreation	\$74,950	\$68,725	\$58,950		\$36,537
Total Operating Expenses	\$4,751,211	\$4,011,142	\$4,008,619	\$4,358,948	\$3,862,257
Operating Loss	-\$1,321,323	-\$1,004,452	-\$1,068,851	-\$1,519,826	-\$1,729,401
Nonoperating Revenues (Expenses)					
Utility Reimbursement	\$58,160	\$56,000	\$55,160	\$54,532	\$50,622
Nonoperating Revenues from affiliates	\$746,649	\$503,245	\$503,245	\$642,964	\$954,058
Investment Income	\$3,000	\$1,803	\$3,000	\$3,440	\$2,854
Nonoperating Revenues (Expenses)	\$807,809	\$561,048	\$561,405	\$700,936	\$1,007,534
Loss Before Contributions	-\$513,514	-\$443,404	-\$507,446	-\$818,890	-\$721,867
Capital Contributions From Affiliates	\$200,000	\$200,000	\$200,000	\$200,000	\$386,894
Change in Net Position	-\$313,514	-\$243,404	-\$307,446	-\$618,890	-\$334,973
Net position (beginning of year)	\$17,081,600	\$17,325,004	\$17,325,004	\$17,943,894	\$18,278,867
Restatement					-\$37,798
Net position (end of year)	\$16,768,086	\$17,081,600	\$17,017,558	\$17,325,004	\$17,943,894
Adjustments to Change in Net Position					
1 Payments received for prior year deficit	-\$346,649	-\$103,245	-\$103,245	-\$242,964	-\$554,058
2 Exclude Renovation Fund activity					
Renovation Fund Expenses					
Renovation Fund Revenue				\$904,808	\$908,673
Add back depreciation					
4 Add back net expense of asset purchases				-\$146,199	-\$262,606
Operational Outcome in Current Year	-\$660,163	-\$346,649	-\$410,691	-\$103,245	-\$242,964
Additional billing for above deficit	\$660,163	\$346,649	\$410,691	\$103,245	\$242,964
Ultimate Outcome of Current Year	\$0	\$0	\$0	\$0	\$0

CRSWC – Funded Staffing

Funded Staffing			
	2023	2024	2025
<u>City of Clayton - Administration</u>			
Administrative Superintendent	1	1	1
Recreation Supervisor – Aquatics	.75	.75	.75
Recreation Supervisor - Community Services	.5	.5	.5
Recreation Supervisor – Fitness	1	1	1
Recreation Supervisor – Membership	1	1	1
Recreation Assistant Supervisor – Athletics/Facilities	1	1	1
Recreation Assistant Supervisor – Fitness	1	1	1
Recreation Assistant Supervisor – Membership	1	1	1
Membership Associate	1	1	1
Marketing Specialist	.5	.5	1
Total Recreation	8.75	8.75	9.25
<u>School District of Clayton – Building Operations</u>			
Technician	.35	.35	.35
Center Facility Manager	.10	.10	.10
Center Site Leader	1	1	1
School Plant Worker – 1 st shift	.5	.5	.5
School Plant Worker – Center Site Leader 2 nd shift	1	1	1
School Plant Worker – 2 nd shift	1	1	1
School Plant Worker – 2 nd shift	1	1	1
School Plant Worker – 3 rd shift	1	1	1
Total Building Operations	5.95	5.95	5.95
Total CRSWC Funded Positions	14.70	14.70	15.20



Request for Commission Action

To: Clayton Recreation, Sports, and Wellness Commission (CRSWC)

From: Toni Siering, Director of Parks & Recreation
Valerie Egel, Superintendent of Administration

Date: August 16, 2024

RE: FY2025 CRSWC Budget

You will find attached a copy of the proposed Fiscal Year 2025 CRSWC Budget for the Center of Clayton. This budget includes revenues and expenses for the period October 1, 2024 through September 30, 2025 for the three CRSWC Funds --- Operating, Equipment Replacement and Capital.

Fund 80: CRSWC Operating Fund

In the Operating Fund, the revenue projection targets an increase over FY24 end of year estimates of 13% amounting to \$3,791,048. The significant sources of revenue (85%) will continue to be from the sale of memberships, daily passes, and programs. Additional income (15%) is generated through rentals, food service, and other miscellaneous income.

A membership fee increase for FY25 has been included in this budget. Membership fees were last raised in FY23. Staff recognizes that a fee increase is necessary at the Center based on the increased cost of personnel, supplies and utilities. The Finance Committee considered several scenarios and recommended a rate increase to both membership fees and daily fees in FY25. The CRSWC approved an average 4.5% rate increase to membership and 8% increase to daily fees effective October 1, 2024 at its May 10th meeting.

Throughout the current fiscal year, we have continued to see steady growth in membership and are projecting that these numbers will continue to increase as we dive deeper into our marketing efforts and focus on retention. We have included 5% growth in all membership categories.

Overall FY25 program revenue is projected to increase by 1% over FY24 year-end estimates. The FY25 budget proposes all free fitness classes to be included with a membership. This new membership benefit is intended to increase membership sales and retention. Additional emphasis will focus on Personal Training and swim lessons (where staffing is available). Rentals, Food Service and other miscellaneous revenue remain similar.

Total expenses are projected to increase by 10% amounting to **\$4,233,320** in FY25, compared to the FY24 estimated year-end of \$3,821,230. These increases over FY24 year-end estimates are partially a result of a new full-time marketing specialist position for FY25 and several full-time personnel vacancies in FY24. Part-time personnel costs also increased due to the addition of evening Kid Center services and making all fitness classes free (additional class offerings are expected due to increased demands). An average 3% merit increase for part-time staff is also included in this budget.

In addition to increased personnel costs, many supplies and contractual services have increased due to rising inflationary pressures. Purchasing cooperative programs are used whenever possible. Finally, utility costs are projected to increase as well, with a significant increase to sewer in FY25.

Overall, the Operating Fund reflects a 13% increase in revenue over the FY24 year-end estimates and 10% increase in expenditures over the FY24 year-end projections. The Operating Fund is projected to end with a fund balance of **(\$442,273)** in FY25.

Fund 81: CRSWC Equipment Replacement Fund

This fund is utilized for the purchase, repair, and maintenance of fitness equipment, IT equipment or other equipment utilized throughout the Center. Funded through the contributions of the City and School District, expenditures will exceed revenues in FY25. The proposed budget includes cash payments for fitness equipment, including the annual replacement of cardio equipment, for a total expense of \$40,000, increased by \$10,000 from FY24. The purchase of new cycling bikes is recommended and included at a cost of \$48,000. A major IT project is also included in the amount of \$89,000. Additional expenditures in the ERF budget are \$34,300 for FY25 and include a new commercial washer, new bleachers, as well as preventive maintenance and repair of all basketball goals.

Overall, the Equipment Replacement Fund reflects \$100,000 in revenue and \$208,700 in expenditures in FY25. The ERF Fund ends with a fund balance of (\$108,700) at the end of FY25.

Fund 82: CRSWC Capital Fund

This fund is utilized for expenditures that are related to improvements to the Center that add substantial value or improve the expected useful life of the facility or physical plant equipment. Funded through the contributions of the City and School District, expenditures will exceed revenues in FY25 mainly due to the flat roof coating over the gymnasiums. New pool heaters and minimal amounts for unplanned equipment and interior facility expenses are also included in the capital budget.

Overall, the Capital Fund reflects \$200,000 in revenue and \$309,190 in expenditures in FY25. The Capital Fund ends with a fund balance of (\$109,190) at the end of FY25.

Summary

Contributions from the parent organizations have been budgeted at \$300,000 each in FY25 – with \$150,000 each budgeted for the Operating Fund, \$50,000 each to the ERF and \$100,000 each to the Capital Fund. As you can see from the fund summary, with this funding level we are projecting a negative fund balance of **(\$660,163)** at the end of FY25.


In addition to their cash contributions, both parent organizations continue to provide in-kind to support to The Center per the partnership agreements. The Center also provides a venue for athletics, physical education and community events for the City and District.

Overall, the FY25 CRSWC budget reflects \$4,091,048 in revenue and **\$4,751,211** in expenditures with a total fund balance of **(\$660,163)** at the end of FY25.

Recommendation: To approve the CRSWC Budget for FY25 as submitted.

**The Center of Clayton
Membership Report
As of July 31, 2024**

	Platinum Memberships 7/31/2024	Platinum Comparison 7/31/2023	Monthly Memberships 7/31/2024	Monthly Comparison 7/31/2023	Annual Memberships 7/31/2024	Annual Comparison 7/31/2023	Total Memberships 7/31/2024	Total Memberships 7/31/2023	Net Difference vs. last yr.	% Difference vs. last yr.	Total Memberships 6/30/2024	Net Difference vs. last month	% Difference vs. last month
<i>Membership Type</i>													
Resident Youth	2	4	47	54	8	19	57	77	-20	-26%	57	0	0%
Corporate Youth		0	16	7		1	16	8	8	100%	18	-2	-11%
Non-Resident Youth		1	40	50	1	1	41	52	-11	-21%	43	-2	-5%
Resident Adult	13	19	313	267	50	42	376	328	48	15%	367	9	2%
Corporate Adult	6	7	155	162	29	30	190	199	-9	-5%	200	-10	-5%
Non-Resident Adult	8	8	202	202	26	35	236	245	-9	-4%	233	3	1%
Resident Family	172	147	362	362	88	79	622	588	34	6%	607	15	2%
Corporate Family	47	51	194	174	40	34	281	259	22	8%	272	9	3%
Non-Resident Family	26	28	142	123	28	20	196	171	25	15%	193	3	2%
Resident Senior	18	22	142	129	105	97	265	248	17	7%	257	8	3%
OASIS Senior	1	3	24	29	23	19	48	51	-3	-6%	49	-1	-2%
Corporate Senior	2	2	43	42	13	16	58	60	-2	-3%	57	1	2%
Renew Active Senior		0	375	289		0	375	289	86		370	5	1%
Non-Resident Senior	10	11	95	98	35	36	140	145	-5	-3%	133	7	5%
Total Memberships	305	303	2150	1988	446	429	2901	2720	181	7%	2856	45	1.58%
<i>Employee Membership Type</i>													
CSD Employee		0		0	408	392	408	392	16	4%	401	7	2%
CSD Employee Family	14	14	55	49	13	11	82	74	8	11%	84	-2	-2%
City Employee - Full Time	120	124		0		0	120	124	-4	-3%	118	2	2%
City Employee Family - Full Time	45	25		0		0	45	25	20	80%	44	1	2%
City/Center Employee - Part Time	2	6		20	137	120	139	146	-7	-5%	138	1	1%
City/Center Employee Family - Part Time	7	20	22	0	15	0	44	20	24	120%	42	2	5%
Total Employee Memberships	188	189	77	69	573	523	838	781	57	7%	827	11	1%
Total Members:							8230	7207	1023	14%	8017	213	2.66%



October 2023 Membership Units: 2730

Potential Member Campaign

- Tour & Email Program
- 110 potential members enrolled
- 20 potential members joined

Update Signage & Marketing Material

- Revamped Center of Clayton Webpages
- Increase Social Media Postings
- Created Membership Informational Brochures

Units December: 2659

Units March: 2887

Platinum Membership

- Swag Kit when a Platinum membership is sold in March
- 53 units sold

 **\$4 off Fridays & March Madness**

- March Madness – 169 Units Sold and those new members entered into a prize-winning bracket
- \$4 off daily fees in February

New Year New Me

- Waive Monthly Start Up Fee or \$25 off Annual
- 189 units sold
- Compared to 93 until sold in 2023




Summer Memberships

- 90-day membership for the Summer.
- 63 units sold
- Call to join in September with waiving the monthly start up fee or \$25 off annual

Bring a Friend

- Members bring a friend for free in June. Gift for member if their friend joins
- 59 members brought a friend and 11 of those friends joined



Suns Out 

- Purchase a membership and get a free tank top
- 199 units sold

\$4 off Fridays

- 317 daily fees sold
- 51 units sold



Goal: 3000 Units by October 2024

Buy a Membership Get a Free Month

- September Promotion

 **Center of Clayton App**

- Submitted to Apple and Goggle for approval
- Tentative Launch: September

Units July: 2901