

Cape St. Claire Swim Club Monthly Meeting Minutes
August 8, 2024

Present:

Jeff Haines Kristin Watson Charlie Corliss Leslie Dougherty Sara Corcoran
Fran Bray

The meeting was called to order at 7:18 p.m.

Motion: To approve the minutes from the July meeting. The motion was seconded. Result: The motion passed unanimously.

Treasurer:

1. As of end of July, 19k better than budget; About 30K better than budget against EOY forecast
2. Estimates for passes and fees are on target
3. Treasurer proposes we simplify the Aquatics budget in FY25 since we have no real need for the level of granular itemization we currently perform

President:

1. Minor incidents at Club in July. Need better documentation in the moment so we can follow up effectively
2. Jeff will make a post about Club after hours trespassing to the Club and neighborhood Facebook groups. He will also make a post about misbehaving kids.
3. Secretary will assemble the digital Annual Meeting packet for distribution to Members

Vice President:

1. President and VP met with Ace about the issues we have had with our lifeguards. The challenges are not with Ace but with the group of lifeguards we were assigned this year. One problematic lifeguard has been fired. The three remaining managers are on a probationary period with Ace checking in in-person multiple times a day

Membership:

1. Membership transfer from Moore to Martin was approved unanimously

Building and Grounds:

1. Jeff thinks he can rescue four umbrellas with minor repairs
2. Fran ordered 4 lounges and 3 bougie umbrellas for \$2,800
3. Guards need to put the umbrellas back in the evenings
4. Eric fixed the speakers again
5. Adirondack chairs have arrived for assembly
6. Fran will add additional cameras
7. Fran is working with a fence vendor to secure estimates to fix a few security issues. Motion to fix the fence for 3K or under was approved unanimously.
8. We are still waiting on a part for a diving board repair.

Social:

1. Last month was a big one. Movie at the pool. Christmas in July. Luau. Live music. Events have been a big hit.

Volunteers/Communications:

1. Adam will send out further communications about the Annual Meeting
2. Two candidates were identified by the committee: Adam Harris and Kerri Morris Other candidates can be nominated from the floor.
3. Team should send reports to Lindsey by Thur 8/15 7 pm for inclusion in the packet
4. Lori will buy the doughnuts + coffee

Aquatics:

1. The season wrapped and was tremendously successful. Many records were broken by the Swim Team. Largest swim team we've ever had. The Masters program was a huge hit, warranting an additional session even after the second session we added.

Old Business:

1. Membership management platform
 - a. Put off vote to new board

New Business:

- a. Annual Meeting on Sunday, August 18th at 10am.
- Motion to adjourn. Motion seconded. Meeting adjourned at 8:46 pm.

Upcoming Meetings:

1. Annual Meeting August 18, 2024 at 10 am
2. September

Cape St. Claire Swim Club, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

January - August, 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4000 Earned revenues				
4025 Membership				
4026 Membership annual dues-Members	130,000.00	130,000.00	0.00	100.00 %
4027 Annual Dues - Leases	13,940.00	11,500.00	2,440.00	121.22 %
4028 Guest Cards	3,801.00	5,250.00	-1,449.00	72.40 %
4029 Sitter Pass	600.00	600.00	0.00	100.00 %
4030 Late Charges	1,600.00		1,600.00	
Total 4025 Membership	149,941.00	147,350.00	2,591.00	101.76 %
4050 Aquatics				
Swim Lesson Income	581.00	2,000.00	-1,419.00	29.05 %
Swim Team Income				
Dolphin Cafe	3,275.00	4,000.00	-725.00	81.88 %
Fundraiser		1,000.00	-1,000.00	
Registration				
Swim Team	32,755.76	25,000.00	7,755.76	131.02 %
Total Registration	32,755.76	25,000.00	7,755.76	131.02 %
Total Swim Team Income	36,030.76	30,000.00	6,030.76	120.10 %
Total 4050 Aquatics	36,611.76	32,000.00	4,611.76	114.41 %
4090 Social Income				
Private Party - Guests	1,625.00	1,300.00	325.00	125.00 %
Total 4090 Social Income	1,625.00	1,300.00	325.00	125.00 %
4095 Misc Revenue	6,749.00	3,000.00	3,749.00	224.97 %
5310 Interest-savings/short-term inv	1,108.73	5.00	1,103.73	22,174.60 %
Total 4000 Earned revenues	196,035.49	183,655.00	12,380.49	106.74 %
Total Income	\$196,035.49	\$183,655.00	\$12,380.49	106.74 %
GROSS PROFIT	\$196,035.49	\$183,655.00	\$12,380.49	106.74 %
Expenses				
6560 Payroll Expenses	7,756.14		7,756.14	
Taxes	1,021.50	850.00	171.50	120.18 %
Wages	13,278.04	14,000.00	-721.96	94.84 %
Total 6560 Payroll Expenses	22,055.68	14,850.00	7,205.68	148.52 %
66910 Bank Service Charges	112.34	70.00	42.34	160.49 %
7200 Salaries & related expenses				
7240 Workers Comp Insurance	370.00	9,000.00	-8,630.00	4.11 %
Total 7200 Salaries & related expenses	370.00	9,000.00	-8,630.00	4.11 %
7500 Other personnel expenses				
7501 Stipend	3,575.00	3,575.00	0.00	100.00 %
7520 Accounting fees		1,750.00	-1,750.00	
7540 Pool Management	71,535.00	71,242.00	293.00	100.41 %
Guards	66.00	3,355.00	-3,289.00	1.97 %

Cape St. Claire Swim Club, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

January - August, 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 7540 Pool Management	71,601.00	74,597.00	-2,996.00	95.98 %
Total 7500 Other personnel expenses	75,176.00	79,922.00	-4,746.00	94.06 %
8100 Non-personnel expenses				
8105 Pool Management	2,235.00		2,235.00	
8110 Supplies	10.60	400.00	-389.40	2.65 %
First Aid	35.44	50.00	-14.56	70.88 %
Swim Test Bands		225.00	-225.00	
Total 8110 Supplies	46.04	675.00	-628.96	6.82 %
8130 Telephone & telecommunications	1,494.89	700.00	794.89	213.56 %
8135 Utilities	3,046.51	3,900.00	-853.49	78.12 %
8140 Postage and Shipping	788.12	100.00	688.12	788.12 %
8160 Equip rental & maintenance	36.01		36.01	
Total 8100 Non-personnel expenses	7,646.57	5,375.00	2,271.57	142.26 %
8200 Occupancy expenses				
8210 Rent, parking, other occupancy	1,250.00	900.00	350.00	138.89 %
8212 Permits	350.00	350.00	0.00	100.00 %
Total 8200 Occupancy expenses	1,600.00	1,250.00	350.00	128.00 %
8500 Misc expenses	106.14		106.14	
8501 Social	1,370.74	2,300.00	-929.26	59.60 %
8502 Software/MemberSplash	2,100.00	2,150.00	-50.00	97.67 %
8503 Water Log		550.00	-550.00	
8504 Testing		200.00	-200.00	
8560 Outside computer services				
8561 Cape Pool Website	565.19	664.00	-98.81	85.12 %
Total 8560 Outside computer services	565.19	664.00	-98.81	85.12 %
Online Processing Fees	-1,529.69	900.00	-2,429.69	-169.97 %
Total 8500 Misc expenses	2,612.38	6,764.00	-4,151.62	38.62 %
8550 Aquatics				
8554 Aerobics	400.00	600.00	-200.00	66.67 %
8558 Swim Team				
Admin & Office Supplies		100.00	-100.00	
Banquet	323.66	650.00	-326.34	49.79 %
Championship Registration	924.00	380.00	544.00	243.16 %
Coach Supplies	422.06	300.00	122.06	140.69 %
Concessions	1,990.00	2,000.00	-10.00	99.50 %
French Toast Fridays	634.75	500.00	134.75	126.95 %
Insurance				
Athletes	3,209.63	2,000.00	1,209.63	160.48 %
Coaches		64.00	-64.00	
Total Insurance	3,209.63	2,064.00	1,145.63	155.51 %
League Dues	250.00	250.00	0.00	100.00 %
Other	42.17	1,000.00	-957.83	4.22 %

Cape St. Claire Swim Club, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

January - August, 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Ribbons, Awards, Team Gifts	859.04	1,500.00	-640.96	57.27 %
Shed, Accessories and Repairs		380.00	-380.00	
Suits, Googles, Caps, T-Shirts	8,668.19	11,000.00	-2,331.81	78.80 %
Total 8558 Swim Team	17,323.50	20,124.00	-2,800.50	86.08 %
Total 8550 Aquatics	17,723.50	20,724.00	-3,000.50	85.52 %
8571 Maintenance				
8572 Grounds	245.23		245.23	
Landscape / Trees / Mulch / Gravel	5,114.66	2,500.00	2,614.66	204.59 %
Lawn Service mowing & leaf removal	3,515.00	5,000.00	-1,485.00	70.30 %
Pool Deck, Walls, Pavilion, Cabanas, Umbrellas	2,248.93	4,000.00	-1,751.07	56.22 %
Total 8572 Grounds	11,123.82	11,500.00	-376.18	96.73 %
8573 Repairs				
Pool Repairs, Parts, incl. plaster	5,417.28	0.00	5,417.28	
Total 8573 Repairs	5,417.28	0.00	5,417.28	
Annual Clean-Up, Dumpster, Food		1,500.00	-1,500.00	
Cleaning Supplies	327.01	1,000.00	-672.99	32.70 %
Misc. Pool Work and Equipment (volleyball)		1,000.00	-1,000.00	
Tools & Supplies, Locks & Keys	10.60	500.00	-489.40	2.12 %
Total 8571 Maintenance	16,878.71	15,500.00	1,378.71	108.89 %
8600 Business expenses				
8602 Bank Charges	31.00		31.00	
8650 Taxes - other	160.22	0.00	160.22	
Total 8600 Business expenses	191.22	0.00	191.22	
Total Expenses	\$144,366.40	\$153,455.00	\$ -9,088.60	94.08 %
NET OPERATING INCOME	\$51,669.09	\$30,200.00	\$21,469.09	171.09 %
NET INCOME	\$51,669.09	\$30,200.00	\$21,469.09	171.09 %