

## December 2025 Financial Report

1. Net Revenue for December 2025 was -\$284k, \$29k over budget. About \$62k below what we projected YTD, down 8%.
  - A. Revenue is down \$1900 for December, up \$3k for Q4, and down \$39k year-to-date.
  - B. Total revenue year-to-date 4% low
  - C. Non-resident membership up \$11k on Q4, and year to date \$39k low (6%).
  - D. Memberships are down \$43k, closing the gap by \$9k in Q4, 6% off budget for the year
  - E. Programming revenue was \$2k low in September, down \$14k in Q3, and down \$6k on the year. 2% below budget expectations. \$8k low on fitness on the year, though we saw an \$1800 bump above expectations in September. "Other aquatic" programming: diving, water polo was down \$5k in Q4.
2. Tennis has been low \$8k low in September, \$14k low for the quarter, and \$16k low on the year to date (down 32%)
3. 1130 Misc Facility Rentals: Woodland parking and Improv \$2k.
4. Net Total Expenses have been \$61K above budget on Q4 and \$51k high on the year
  - A. Subtracting out the loan repayment of \$39k, \$24k above budget, subtracting out court remodel as an unbudgeted item (\$4k under budget), year-to-date about \$12k over budget (subtracting out loan), but keeping the tennis court cost.
    - i. Admin expenses low on Q3, though an uptick on the year due to legal expenses and software subscriptions getting more expensive.
    - ii. Gen Repairs and Maintenance: High (+\$11k) high on the quarter, and \$21k high on the year. September : bottle filler repair \$1500, chest freezer \$1000, \$650 plumbing expenses.
    - iii. Pool Maintenance: \$2k above budget (1800 on chemicals). Pool Maintenance has been high this year, \$16k over budget
5. Program Expense are low: Don't use misc program expenses as a category (\$22k) as often
6. Utilities: right at budget for the year.
7. Bottom line on page 3: factoring out capitol improvements and webster loan, we're right at expense budget, and down on revenue (\$45 k membership), tennis and pool lease (\$25 k), and programming (\$6k).