



2021 General Membership Meeting

Wednesday, February 17, 2021
7:30 p.m. • Virtual - Google Meet

Welcome

On behalf of the Greenbriar Pool Club (the Pool) Board of Directors (the Board), we would like to take this opportunity to wish all members and their families a healthy and Happy New Year. Like you, we are looking forward to the 2021 Pool season. As our members are well aware, in 2020 we made the difficult decision not to open the Pool for the season due to the global COVID-19 pandemic. We've learned much from that decision-making exercise and plan to make every effort to ensure the pool is open in some capacity during the 2021 season (see more on that topic under the section titled 'COVID-19 & Expectations for 2021 Season').

As we always do, we will kick off the season with our General Membership Meeting on February 17, 2021, at 7:30 p.m. Due to social distancing requirements currently in place in the Commonwealth of Virginia, the meeting will be held virtually via Google Meet video conference (details provided below). All pool members are welcome and are highly encouraged to attend. Per correspondence circulated via e-mail on December 2, 2020, members are invited to run for the open Pool Board positions, elect new Board Members, and/or join in the discussions. Anyone wishing to raise a specific topic before the Board is welcome to do so. Each speaker will be given up to five minutes.

Topics covered in this newsletter include details on 2021 fees and deadlines (and 2020 fee credits, if applicable), operations and maintenance, and annual budget, among other data important to members. Please review this newsletter in full. Any questions can be directed to pool@greenbriar.org.

Agenda

- Call to Order
- Opening Remarks
- Approval of 2020 Membership Meeting Minutes*
- Financial Report*
- Director Reports
- New Business/Pre-Screened Discussion
- Election of New Board Members and Vote on Proposed Bylaws change
- Meeting Adjourned

* The 2020 General Membership Meeting Minutes and the 2021 Pool Season Budget are located at the end of this newsletter.

2021 Maintenance Fee payments will NOT be accepted before March 1, 2021.



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2021 General Membership Meeting

As noted above, the General Membership Meeting will be held virtually via Google Meet on February 17, 2021 at 7:30 p.m. ET. **IMPORTANT: To attend the meeting you must RSVP in advance at the following link: <https://forms.gle/m2fxWMwhFvR9Hyh88>.** We have added the RSVP feature for privacy and security reasons. The URL to join the Membership Meeting will be sent on the evening of Tuesday, 2/16. It will only be sent to those who RSVP via the form linked above. **Please ensure that you RSVP no later than February 14, 2021 by end of day.**

This will be the first time the Board has hosted the General Membership Meeting virtually. The Google Meet platform allows any meeting participant to share video and audio. **Please note that this meeting is run in a structured fashion and is not an open forum for discussion.** In the RSVP form please indicate if you would like to speak about any specific topics during the meeting and your name and corresponding topic(s) will be added to the meeting agenda. Specifically, please see the following “rules of the road” for the virtual Membership Meeting this year:

- Only registered Pool members in good standing (Maintenance Fees paid-in-full through the 2020 season) are eligible to attend (you will be required to include your Pool Membership Certificate Number in the RSVP to validate this);
- Members participating may speak only if they have indicated their desire to do so in the RSVP form and are added to the agenda, or as directed by the Board during the Membership Meeting;
- Please mute your microphone and keep your webcam video off unless you are speaking; and
- Please be courteous and respectful to other members and the Board during the meeting.

We look forward to seeing many of you at the upcoming Membership Meeting. Should you have any questions about the meeting, please reach out to the Pool Administrative Assistant at pool@greenbriar.org.



COVID-19 & Expectations for 2021 Season

The Board is cautiously optimistic about opening the pool for the 2021 season in light of how things played out in 2020. After surveying the pool's membership in June 2020 regarding whether or not to open the pool in some form of reduced capacity for the 2020 season, the difficult decision was made to keep the pool closed for the season. As many members recall (and as described in correspondence circulated to the membership on July 2, 2020), the decision not to open for the 2020 season was predicated on several factors. These included the response to a member survey in which over a majority of the membership responded in favor of closing the pool for the season in exchange for a 50% roll-forward credit or refund of 2020 membership fees, COVID-19 Guidelines in place in our jurisdiction pertaining to sanitation and social distancing and concerns about our pool management company's ability to comply with those, and concerns about the lack of insurance coverage against claims resulting from COVID-19 exposure at the pool. At the end of the day our primary concern is the safety and well being of our members and we believe the decision not to open the pool in 2020 was the conservative and sensible path given what we knew at the time the decision was made.

Looking forward to the 2021 season, we have several reasons to be hopeful for opening in some capacity. For one, our understanding of how COVID-19 spreads has improved over the past year and both the Board and NV Pools, who will be responsible for day-to-day operations, now have a better understanding of how to reduce the risk of transmission. The Board also has significantly more time to prepare for opening with restrictions than we did last summer. Lastly, the Pool can benefit from the success and lessons learned from other pool clubs in the region who did open under COVID-19 Guidelines for the 2020 season. In the off season, we've been working closely with our pool management company, NV Pools, about how to open the pool while complying with sanitation and social-distancing guidelines. While the Board is unable to make any affirmative statements about the pool opening for the 2021 season at this time, we are already evaluating several options for opening in 2021. These include a first-come-first-serve headcount limited capacity option, or a reservation-based system using our existing membership management system, Member Splash. With either option, members interested in using the pool may be required to sign a COVID-19 specific liability waiver to use the pool as long as COVID-19 cases remain widespread at the time of such opening.

While COVID-19 cases are at or near an all-time high in our region at the time of the writing of this newsletter, the Board is committed to trying to open the pool for the 2021 season provided this can be done in a manner that will keep our members safe and that NV Pools can support. We will keep the membership apprised of continued developments in this regard over the coming months as we approach the 2021 pool season.



2021 Maintenance Fee - \$450

Fee

The Greenbriar Pool Club Maintenance Fee for 2021 is \$450, no year-over-year increase compared to 2020. The 2021 Maintenance Fee was approved by the Board of Directors at the January 2021 Board Meeting.

Roll-forward of 2020 Partial Refund

Many of our members opted to roll the 50% refund of the 2020 Maintenance Fee due to the pool closure for the season into their 2021 Maintenance Fee instead of taking an immediate refund. Members who selected that option will accordingly have their 2021 Maintenance deducted by \$225, resulting in a balance of \$225. This will appear in your Member Splash account when you pay your 2021 fee. As we have noted in previous communications, the Pool incurs year-round fixed costs whether open or not. After closing out the 2020 fiscal year financials, it was determined that the Pool's costs were in excess of our assumptions at the time the 50% maintenance fee reimbursement was made last summer. The actual refund would have been closer to \$160 (\$85 less than members actually received) based on actual 2020 costs. Fortunately the Pool was able to cover the over-refunded Maintenance Fee amounts through cash reserves and **will not seek** further reimbursement or additional fees from members.

How to Pay

2021 Maintenance Fees may be paid through Member Splash starting on March 1, 2021: <https://greenbriar.membersplash.com/>

As a refresher, in 2020 we rolled out our new membership management system, Member Splash, that allowed all members to view and edit their membership details online in a secure portal and pay annual Maintenance Fees online with a debit or credit card without any additional service charges added for online payments. As in 2020, for the 2021 Pool season all payments will be processed using this online member management system. See the below section of the newsletter titled 'Membership Splash Refresher' for more details regarding Member Splash.

PLEASE NOTE: Due to the administrative burden and costs associated with processing paper checks, **ALL 2021 MAINTENANCE FEES MUST BE PAID VIA DEBIT OR CREDIT CARD.** Checks will no longer be accepted. Should you have issues accessing Member Splash to pay your 2021 Maintenance Fee, you may contact the Pool Administrator at pool@greenbriar.org or call the number listed on the header.



Guest Passes

The Board is unable to provide specific guidance at this time regarding Guest Passes for the 2021 season. Due to likely limitations on headcount at the Pool at any given time due to expected ongoing COVID-19 related jurisdictional restrictions, it is possible that Pool members may not be allowed to bring outside guests during the 2021 season to ensure there is room available for Pool members and their families. We will provide an update in this regard as we draw closer to the 2021 Pool opening.

Deadlines

To avoid a late fee, 2021 Maintenance Fees must be paid no later than April 15. See the below schedule for guest pass eligibility based on when Maintenance Fees are paid.

Payments made March 1 - March 31

- Accounts with a credit paying reduced 2021 rate (\$225): Get 10 pool passes automatically
- Accounts paying full 2021 rate (\$450): Early bird incentive - Get 5 bonus guest credits (10 total)

Payments made April 1 - April 15

- Accounts with a credit paying reduced 2021 rate (\$225): Get 10 pool passes automatically
- Accounts paying full 2021 rate (\$450): 5 guest credits (as usual)

In the event that guests will not be allowed for the 2021 season (which has yet to be determined), 2021 guest passes will carry over to the 2022 season automatically. This is a one-time exception to the norm. If 2021 guest credits are rolled over to 2022, there will be no complimentary guest credits given in 2022.



Operations and Maintenance Update

In spite of the Pool being closed for the 2020 season, the Board members comprising the Pool's O&M team, Charlie Passut and Chance Putzke (with Jonathan Magwire joining in October 2020), worked throughout the year to improve the pool and facilities in anticipation of the upcoming 2021 pool season. Most importantly, O&M has ensured that the Pool has been maintained consistently and throughout the year and is pleased to report that at this time the Pool does not need any major repairs or replacements. Activities by O&M during 2020 include, but are not limited to, the following:

- Ran a competitive bid process for a pool management vendor, ultimately down-selecting incumbent vendor, NV Pools, that has done a successful job managing the Pool for the last 6 years;
- Complete resurfacing and restriping of the Pool's primary parking lot, preserving a large investment/asset of the pool;
- Repair of crumbling asphalt in the Pool's small side parking lot;
- Installation of hand sanitizing stations;
- Replaced the broken ice machine used by the Pool snack bar; and
- Removal of several dead trees on Pool property (at perimeter of parking lot).

Expanding further on the pool management vendor recompetes, as some members are aware, the three-year term of the Pool's management contract with NV Pools expired in 2020. As a result, O&M ran a competitive process, sending a request for a quote to four pool management companies and receiving three formal bids. The Board selected NV Pools for several primary reasons, including:

- Familiarity with NV Pools - the company has successfully managed the Pool for the last 6 years;
- Willingness to support 2021 pool opening in spite of COVID-19 - NV Pools managed several area pools during the 2020 season that opened at reduced capacity due to COVID-19 sanitation and social-distancing guidelines applicable to this region. As part of the bid process, the Board discussed NV Pools' willingness to open during the 2021 season and they expressed a high-degree of confidence that this would be possible and that NV Pools and its staff would be able to successfully comply with sanitation and social distancing requirements, giving the Board confidence that NV Pools had the experience and expertise to open the Pool this year;
- Price - NV Pools price was effectively flat year-over-year from 2020 to 2021, reflecting the company's willingness to remain competitive in pricing in spite of being the incumbent vendor in the process. This included agreeing to certain milestone-based refunds of NV Pools' 2021 fees in the unfortunate event the Pool is not able to open again in 2021, or if the pool opens later in the season.



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Looking ahead to 2021, while there are no immediate O&M expenditures planned, O&M is evaluating the possibility of installing a security camera system to allow for greater visibility and monitoring of the Pool grounds from a security standpoint. This idea came to the fore as the result of broader Greenbriar neighborhood criminal activity in 2020 (e.g., several car thefts, vandalism - including on some Dominion and Verizon power boxes adjacent to the Pool's property), but not due to any specific pool-related criminal activity.

O&M will continue to look for ways to keep the pool maintained and running efficiently. We welcome input from members on ways we can fulfill this goal. Questions or suggestions for O&M should be directed to the pool@greenbriar.org email.



Bylaws Modification for Vote during the General Membership Meeting

As set forth in the Pool's Bylaws and as noted in correspondence circulated via email on December 2, 2020, members are invited to propose Pool Bylaw amendments. The Board received a proposal for a change to the Pool's Bylaws from Pool member Brian Mazenac. The Board is publishing the Bylaw amendment proposal for Pool members' collective review. A vote will be held at the General Membership Meeting on whether or not to allow the amendment to take effect.

The proposal adds two paragraphs (C&D) to Article III, Section 3 of the Bylaws, pertaining to meetings of the Board of Directors. Specifically, routine Board meetings would explicitly be "open" meetings where general members may attend while Executive Sessions of the Board to handle confidential matters would exclude members. This is generally how the Board has operated for years, but the Bylaws proposal puts it in writing. The entire Section 3 is below with the proposed addition highlighted in yellow:

Section 3. Meetings of Directors

A. A majority of the Directors shall constitute a quorum at any Director's meeting, and except as otherwise specifically provided, all decisions shall be made by a majority of those present, after due notice in writing of time and place to all Board members. Written notice provided 10 days or more prior at the meeting shall be due notice for all purposes herein unless stated to the contrary in a particular By-Law.

B. The Board of Directors shall meet at such time as they may deem necessary. When so requested in writing by any one Director, the President shall convene a special meeting of the Board.

C. Meetings of the Board of Directors covering routine pool business (Routine Meeting) shall be open to members. If a member wishes to address the Board of Directors during a Routine meeting, a written request must be submitted at least seven calendar days prior to the meeting. The written request shall include the topic of discussion.

D. The Board of Directors may meet in a closed "executive session" at its discretion, to privately cover confidential issues including, but not limited to, personnel matters; consulting legal counsel; discussion and awarding of contracts; discussion of probable or pending litigation; and disciplinary matters. Minutes shall be kept of the closed session and approved by the Board at the conclusion of that session or at the next closed session. A high level summary of the closed session, including the meeting date and any decisions made, shall be presented at the next Routine meeting and included in the minutes of that meeting.



Available Pool Board Seats

Pool Board seats are three (3) year positions. The seat held by Charlie Passut is expiring in 2021 and he has opted not to seek re-election. We thank him for his generous support of the Pool during his Board tenure. The Bylaws specify that members may nominate themselves or other Pool members prior to the General Membership Meeting, or at the meeting itself. If you or anyone you know who is a Pool member is interested in running for the Board seat opening, you may nominate yourself or that person at the General Membership Meeting.

Member Splash Refresher

In 2020 the Board rolled out the Pool's new membership management system, Member Splash, that allows all members to view and edit their membership details online in a secure portal and pay annual Maintenance Fees online with a debit or credit card without any additional service charges added for online payments. As expected, there were some initial growing pains with this platform as members onboarded with the system and set up profiles in Member Splash for their respective families.

Member Splash is accessible here: <https://greenbriar.membersplash.com/>

Please review the below checklist for updating your membership profile in Member Splash for the 2021 Pool season:

- Pay your 2021 maintenance fee (an email will be sent to you when Member Splash is ready to accept payments, on or around March 1, 2021);
- Add your household family members to your account;
- Update the contact info for each household family member;
- Upload a picture of each household family member (used by NV Pools lifeguard staff to validate family members associated with each account); and
- Update the emergency contact info (**IMPORTANT: Please choose someone who is NOT a household family member - this could be a neighbor, extended family, etc.**);

Please note that the Board uses the email delivery system, Mailchimp, which is synced to your Member Splash account. **IMPORTANT:** Adding an email address to an individual's membership profile (such as for your child) **will sign that email address up for Pool-related email.** Please use a unique email address for each person; if you use a shared email account, only add the email address to one family member's contact info.



Communications Round Up

In 2020 the Board made a renewed push to embrace additional communication channels to reach members. These included the newly launched Member Splash membership management platform and corresponding direct to member e-mail correspondence, upgrades to our website, and increased use of the Pool's Facebook page and Twitter account. We received positive feedback from members on these efforts and plan to continue with these communications for the 2021 Pool season. As a reminder, starting at the beginning of the season, you can expect a weekly "This Week at the Pool" email listing all events and activities going on at the pool for the upcoming week. These events will also appear on the website's calendar and posted on Facebook. The popular website feature **Today @ the Pool** will be back this season, allowing members to see the pool's current operating status and attendance levels.

We highly encourage you to attend the virtual General Membership Meeting.

Sincerely,
Matt Robinson, Communications Director

Selling or Renting Your Membership

For information regarding procedures for selling/renting your membership, please visit our website for the specific instructions on how to do so: <https://greenbriar.org/selling-or-renting-your-membership>. **IMPORTANT: Please note that the club will not process rental transactions before the month of May 2021. Additional communication will be circulated prior to that time with updated guidance.** Given the uncertainty around the opening of the Pool during the 2021 season, this added restriction is being implemented temporarily to ensure that Pool members and potential renters have a high degree of confidence in the operating status of the pool before renting a membership.

As a reminder, if you are selling your membership you will need your original membership certificate. If you cannot locate it and need to have another one printed, please email pool@greenbriar.org. There is a \$25 fee to have your certificate reprinted.

Pool Memberships for Sale by the Pool

The Pool has four (4) memberships that will be available for sale later in Spring of 2021. If you know of someone who is interested in purchasing a membership, please have him/her email the administrative assistant at pool@greenbriar.org. When these Pool-owned memberships become available for sale, interested persons will be entered into a lottery and names will be drawn at a Board Meeting prior to the Pool opening this year.



Board of Directors

President:	Sharon Grogan	Operations & Maintenance:	Jonathan Magwire Charlie Passut Chance Putzke
VP:	Tim Metzinger		
Secretary:	Bethany Quick	Swim/Dive:	Amy Portofe
Treasurer:	Jeff McCurry	Communications:	Matt Robinson
		Special Activities:	VACANT

Other Personnel

Administrative Assistant:	Lauren Putzke
Snack Bar Manager:	Tina Campbell
Swim Team Representatives:	Dan Klanderman & Rob Wayment
Dive Team Representatives:	Dawn Bray & Joel Waterfield
Pool Management Company:	NV Pools

Contact Information

<u>Mailing Address</u>	<u>Email / Web Address</u>	<u>Phone</u>
13001 Point Pleasant Drive Fairfax, VA 22033	pool@greenbriar.org www.greenbriar.org	Administrator: (703) 378-4421 Front Desk: (703) 378-4423

Social Media

Follow us on Facebook at “Greenbriar Pool Club, Inc.”

Follow us on Twitter at “@GBPoolClub”



February 19, 2020 General Membership Meeting - Meeting Minutes

Present: Tim Metzinger, David Blahuta, Jeff McCurry, Sharon Grogan, Chance Putzke, Bethany Quick, Charlie Passut

Call to Order – Tim Metzinger called the meeting to order at 7:32pm

Approval of 2019 Minutes – Question about the change to the bylaws, in regards to the motion that changed the number of years that a person can rent. Discussed benefits and use of rentals. Motion to approve the minutes by Charlie Passut, 2nd by Chance Putzke, minutes approved unanimously.

Financial Report – Jeff McCurry

- Jeff reviewed the pool's FY 2020 budget
- Net over over 90k.
- Difference in revenue from the swim team was based on double payment.
- Expenses down for operations. No major issues this year. A lot of preemptive work was completed.
- NV Pools contract stays consistent and with management.
- Net operating income of 30k
- Funds sent to savings
- Discussed increase in dues for next year
- Pool is in the 3rd year of a 3 year contract with NV Pools. Will be asking for bids.
- Increase in dues will go entirely to reserve accounts.

Director Reports

- Vice President – Tim Metzinger
 - Pool's insurance policies are paid and current
 - Introduction of Lauren Putzke as the new admin.
 - Tim explained that the price the pool will charge for memberships owned by the pool will be set during the March meeting and the remaining memberships owned by the pool (due to terminations, not paying dues, or being voluntarily sold back) will be sold via a raffle.
- Secretary – Bethany Quick
 - From March 2019 to February 2020 the overall average of the sold pool memberships was \$2256. The median amount was \$2500.
- Communications - Sharon Grogan
 - Goal is to increase consistency in communication with members across all social media platforms
 - Website - Announcements and Calendar
 - Facebook/Twitter
 - Email - New system through Member Splash
 - "This Week at the Pool" email sent out weekly starting late May through the end of July



followed by 2 or 3 emails for events happening in August and September

- This Week @ the Pool
 - The popular website feature will be back this season
- Member Splash
 - Demo later in the meeting

- Swim and Dive - Amy Portofe
 - 2019 saw an increase in the number of Swim and Dive participants
 - 6 graduating seniors
 - Winter Swim (2019-2020) being offered again

- Operations and Maintenance – David Blahuta
 - 2019 Completed:
 - David discussed handing over O&M as he will be stepping down.
 - New ice machine for snack bar
 - New chilled water fountain with bottle filling station installed
 - Implemented fox block to eliminate nesting under shed
 - Locks were changed
 - 2020 To Be Completed:
 - Parking lot to be sealed and restriped this spring prior to opening
 - Reviw, approve, hire towing company
 - Side parking lot to be uses?
 - Farmers market, call for additional ideas.
 - Side lot to be resealed

- Special Activities – Karen Sparks
 - 2019
 - Major events
 - Bounce House
 - Theme Candy and Special Treats
 - Adult late night- turnout was great compared to previous years
 - 2020
 - Karen will be stepping down as well from her position. Board needs to plan for
 - Opening weekend
 - Closing weekend
 - Major Holidays
 - Karen suggested enlisting more volunteers to help with planning events

New Business

- Thank you and goodbye to Karen Sparks and David Blahuta

Election of Board Members



- 3 seats open with terms ending in February 2023
 - Amy Portofe
 - Chance Putzke
 - Bethany Quick
- 1 seat open with term ending in February 2021
 - Charlie Passut

No other candidates were nominated from the floor, so without objection from the membership, these three candidates were elected by acclamation.

Review of Member Splash provided by Sharon Grogan

- Questions/Concerns
 - Manual processing for check, will eventually allow surcharge for checks
 - Regardless of payment method the fees are still the same. No online fees.
 - Notice of postmark on envelope depending- dropping payment in the mail. Payment will be returned if you have not logged into member splash
 - Member asked if she could come to the pool for additional training. We will see how the sign up is going.
 - Privilege to edit member info will be limited for a time frame.
 - Log in information at the pool. Check in the same based on membership number
 - Suggestion to load presentation.
 - Renting and selling can still happen year round.

Meeting adjourned at 9:16 pm



2021 Pool Season Budget

	<i>Budget</i> Oct 2020- Sep 2021	<i>Actual</i> Oct 2019- Sep 2020	<i>Budget</i> Oct 2019 - Sep 2020	<i>Difference</i> Oct 2019 - Sep 2020
Revenue				
Concession Receipts	\$ 5,000.00	\$ -	\$ 7,000.00	\$ (7,000.00)
Gate receipts		\$ -	\$ -	\$ -
Front Desk Sales		\$ -	\$ -	\$ -
Long term guest passes	\$ 500.00	\$ -	\$ 500.00	\$ (500.00)
Prepaid Visitor's Pass	\$ 1,500.00	\$ -	\$ 1,500.00	\$ (1,500.00)
Total Gate receipts	\$ 2,000.00	\$ -	\$ 2,000.00	\$ (2,000.00)
Interest	\$ 20.00	\$ 18.40	\$ 25.00	\$ (6.60)
Membership Revenue				\$ -
Certificate Reprint	\$ 100.00	\$ 150.00	\$ 200.00	\$ (50.00)
Late fees	\$ 500.00	\$ 450.00	\$ 2,000.00	\$ (1,550.00)
Maintenance fees	\$ 270,000.00	\$ 214,431.81	\$ 270,000.00	\$ (55,568.19)
Est. Maintenance Fee - 2021 Credit	\$ (80,000.00)	\$ -	\$ -	\$ -
Membership Sales	\$ 2,500.00	\$ 2,500.00	\$ 5,000.00	\$ (2,500.00)
Online Credit Card Payment Fee		\$ -	\$ -	\$ -
Rental processing	\$ 2,000.00	\$ 300.00	\$ 3,000.00	\$ (2,700.00)
Transfer fees	\$ 2,000.00	\$ 2,400.00	\$ 2,500.00	\$ (100.00)
Total Membership Revenue	\$ 197,100.00	\$ 220,231.81	\$ 282,700.00	\$ (62,468.19)
Miscellaneous	\$ 1,000.00	\$ 800.00	\$ 1,000.00	\$ (200.00)
Special Events	\$ -	\$ (200.00)	\$ -	\$ (200.00)
Refund of Payments	\$ -	\$ -	\$ -	\$ -
Swim/Dive Fees	\$ 28,700.00	\$ (4,739.69)	\$ 16,000.00	\$ (20,739.69)
Dive Team Revenue	\$ -	\$ 5,733.69	\$ 5,000.00	\$ 733.69
Winter swim	\$ -	\$ (30.47)	\$ 4,500.00	\$ (4,530.47)
Uncategorized	\$ -	\$ 67.12	\$ -	\$ -
Unapplied Cash Payment Revenue	\$ -	\$ -	\$ -	\$ -
Total Revenue	\$ 233,820.00	\$ 221,880.86	\$ 318,225.00	\$ (96,344.14)
Expenditures				
ADMINISTRATIVE EXPENSES				
Bank Charges	\$ 400.00	\$ 509.84	\$ 350.00	\$ 159.84
Board Membership Purchase	\$ -	\$ 4,500.00	\$ -	\$ 4,500.00
CC Processing Fees	\$ 5,000.00	\$ 5,636.24	\$ -	\$ 5,636.24
Cell Phone	\$ 250.00	\$ 105.49	\$ 350.00	\$ (244.51)
Corporate taxes/fees	\$ 50.00	\$ 25.00	\$ 150.00	\$ (125.00)
Greenbriar.org Support	\$ -	\$ -	\$ -	\$ -
Directors' Dinner	\$ 500.00	\$ 526.55	\$ 550.00	\$ (23.45)
Insurance	\$ 16,000.00	\$ 15,623.42	\$ 15,000.00	\$ 623.42
Legal/Accounting	\$ 5,000.00	\$ 9,217.50	\$ 1,500.00	\$ 7,717.50
Merchant fees	\$ -	\$ -	\$ 1,000.00	\$ (1,000.00)
Miscellaneous admin	\$ 250.00	\$ 200.00	\$ 1,000.00	\$ (800.00)
Office Supply/Mail	\$ 1,000.00	\$ 976.84	\$ 1,000.00	\$ (23.16)
Online services	\$ 6,000.00	\$ 1,840.66	\$ 3,700.00	\$ (1,859.34)
Payroll Expenses	\$ 25,000.00	\$ 23,211.70	\$ 25,000.00	\$ (1,788.30)
Payroll Taxes-Admin	\$ 1,900.00	\$ 1,700.34	\$ 1,900.00	\$ (199.66)
Property taxes	\$ 500.00	\$ -	\$ 550.00	\$ (550.00)
Total ADMINISTRATIVE EXPENSES	\$ 61,850.00	\$ 64,073.58	\$ 52,050.00	\$ 12,023.58



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	Budget	Actual	Budget	Difference
	Oct 2020- Sep 2021	Oct 2019- Sep 2020	Oct 2019 - Sep 2020	Oct 2019 - Sep 2020
CONCESSION				
Maintenance		\$ -	\$ -	\$ -
Other		\$ -	\$ -	\$ -
Payroll Taxes-Snack Bar	\$ 500.00	\$ 217.80	\$ 500.00	\$ (282.20)
Salaries	\$ 6,500.00	\$ 2,599.00	\$ 6,500.00	\$ (3,901.00)
Sales Tax	\$ 500.00	\$ 441.23	\$ 900.00	\$ (458.77)
Supplies	\$ 8,000.00	\$ 150.00	\$ 10,000.00	\$ (9,850.00)
Total CONCESSION	\$ 15,500.00	\$ 3,408.03	\$ 17,900.00	\$ (14,491.97)
Depreciation Expense			\$ -	
OPERATIONS				
Capital Improvements	\$ 7,500.00	\$ 13,638.36	\$ 10,000.00	\$ 3,638.36
Contract Services	\$ 120,000.00	\$ 66,122.18	\$ 120,000.00	\$ (53,877.82)
Furniture	\$ 5,000.00	\$ 6,144.21	\$ 2,500.00	\$ 3,644.21
General Maintenance	\$ 10,000.00	\$ 4,684.76	\$ 20,000.00	\$ (15,315.24)
Lawn Care	\$ 6,000.00	\$ 5,809.23	\$ 9,000.00	\$ (3,190.77)
Other	\$ -	\$ 600.00	\$ -	\$ 600.00
Supplies	\$ 2,500.00	\$ 1,078.75	\$ 5,000.00	\$ (3,921.25)
Utilities	\$ -	\$ -	\$ -	\$ -
Electric	\$ 4,000.00	\$ 6,034.50	\$ 4,500.00	\$ 1,534.50
Gas	\$ 200.00	\$ 147.45	\$ 150.00	\$ (2.55)
Telephone	\$ 2,750.00	\$ 2,752.94	\$ 2,000.00	\$ 752.94
Trash Collection	\$ 2,500.00	\$ 3,444.32	\$ 2,000.00	\$ 1,444.32
Water	\$ 6,000.00	\$ 1,754.55	\$ 6,500.00	\$ (4,745.45)
Total Utilities	\$ 15,450.00	\$ 14,133.76	\$ 15,150.00	\$ (1,016.24)
Total OPERATIONS	\$ 166,450.00	\$ 112,211.25	\$ 181,650.00	\$ (69,438.75)
Parties	\$ 5,000.00	\$ -	\$ 5,000.00	\$ (5,000.00)
Payroll Expenses	\$ -	\$ -	\$ -	\$ -
Taxes	\$ -	\$ -	\$ 500.00	\$ (500.00)
Wages	\$ -	\$ -	\$ 5,500.00	\$ (5,500.00)
Total Payroll Expenses	\$ -	\$ -	\$ 6,000.00	\$ (6,000.00)
Reconciliation Discrepancies	\$ -	\$ -	\$ -	\$ -
SWIM/DIVE TEAMS				
Coaches wages	\$ 20,000.00	\$ 1,011.00	\$ 20,000.00	\$ (18,989.00)
Dive Team Expenses	\$ 5,000.00	\$ -	\$ 5,000.00	\$ (5,000.00)
Equipment	\$ -	\$ -	\$ 1,000.00	\$ (1,000.00)
NVSL Dues	\$ 300.00	\$ 296.33	\$ 500.00	\$ (203.67)
Payroll Taxes - Swim/Dive	\$ 1,900.00	\$ 84.75	\$ 1,900.00	\$ (1,815.25)
Winter swim expense	\$ 1,500.00	\$ -	\$ -	\$ -
Total SWIM/DIVE TEAMS	\$ 28,700.00	\$ 1,392.08	\$ 28,400.00	\$ (27,007.92)
Reconciliation Discrepancies	\$ -	\$ 1,016.47	\$ -	\$ 1,016.47
Unapplied Cash Bill Payment Expend	\$ -	\$ (645.41)	\$ -	\$ (645.41)
Total Expenditures	\$ 277,500.00	\$ 181,456.00	\$ 291,000.00	\$ (109,544.00)
Net Operating Revenue	\$ (43,680.00)	\$ 40,424.86	\$ 27,225.00	\$ 13,199.86
Reserve	\$ -	\$ -	\$ (15,000.00)	\$ 15,000.00
Net Cash	\$ (43,680.00)	\$ 40,424.86	\$ 12,225.00	\$ 28,199.86
Est. Credit applied to 2021	\$ 80,000.00	\$ (79,431.81)		
Net Income	\$ 36,320.00	\$ (39,006.95)		