

Green Valley Recreation, Inc.

Board of Directors Work Session Revised Draft Budget for 2026

Prepared By: David Webster, CFO Meeting Date: October 8, 2025

Presented By: David Webster, CFO Consent Agenda: No

Originating Committee / Department:

Finance Department / Fiscal Affairs Committee

Action Requested:

Review and discuss the 2026 Budget, Capital Budget, Capital Improvement Plan, Fees Schedule, and 3-year forecast.

Strategic Plan:

Goal 4: Cultivate and maintain a sound financial base that generates good value for our members.

Background Justification:

Section 5.5.2 of the Corporate Policy Manual requires the Board to approve an annual budget no later than November 15th of each year. The budget policy is to promote sound financial management and assist in the organization's stability, efficiency, and effectiveness to accomplish the Strategic Plan, Mission, Vision, Goals and Objectives.

Staff has prepared a Draft Operating and Capital Budget for 2026. These budgets were presented and reviewed by the Fiscal Affairs Committee (FAC) on September 16, 2025 and September 23, 2025.

A summary of the current in process status of the Operating Budget for 2026 is included on table 1. This table illustrates the original staff generated proposal for the 2026 Operating Budget in the first column labeled Original Budget Presented By Staff. The second column of table 1 represents the Fiscal Affairs Committee recommended adjustments to the original draft budget and it is titled Revised Budget Updated By the FAC. The third column includes additional staff recommended changes to the FAC recommendations that came about after the FAC meetings. Please be aware that these changes have not been reviewed by the FAC. A high-level summary of these three versions of the 2026 Proposed Budgets is as follows:

Original Staff Draft 2026 Operating Budget

The most inclusive and thorough method of reviewing the Original Staff Draft Budget is to read the attached 2026 Draft Budget document that was provided to FAC for the September 16, 2025, meeting. Please be aware that no FAC recommended changes have been included in this document and each page is labeled DRAFT to avoid confusion. There is significant historical information as well as detailed financial data included in this report. Staff will update this document after the Board has approved the Operating and Capital Budgets for 2026. Other key components of the Original Staff Budget proposal that are worth noting are as follows:

Members' 2026 dues rate increase from current \$530 to \$540 (1.9%). See table 2

- Membership Change Fee and Initial Fee for 2026 increase from \$3,100 to \$3,200 (3.2%). See table 2
- Due to decreased revenue resulting from lower housing sales, the 2026 personnel costs included a recommended modest \$109,895 or 2.5% aggregate increase in wages, offset with a total decrease of 2.8 full-time equivalents (FTE) for a total of 88 Full Time Employees (FTE) in 2026. The 2.5% recommended increase did not fully account for inflation or merit increases. See table 3
- No allowance for Non-Reserve Capital projects

FAC Recommended Revised 2026 Operating Budget (September 23, 2025, Minutes attached)

During the September 16 and 23, 2025 FAC meetings, the FAC recommended adjustment to the Staff recommended 2026 Operating Budget. A summary of these changes is included in the second column of table 1 as follows:

- Members' dues rates increase from the current \$530 to \$545 (2.8%). See table 2
- Modified the Guest Fee structure to be more generic for either family pass or punch card with the Board Affairs Committee (BAC) recommended change; also created a 30-day pass in the Guest Fees structure and rates. See table 2
- Tenant card structure has been modified to break out separate fees for tenants that stay longer than 4 months or more. See table 2
- Fee structure for additional card holder has been increased. See table 2
- Amending the Corporate Policy Manual (CPM) to eliminate Member Change Fee (MCF) refunds other than those required by law, in order to generate additional revenue. This change is proposed to occur mid-year 2026. See table 1 and 2. (For a history on the Member Change Fee, please see the attached)
- Increase staff wage proposal by additional \$150,100 for a total of \$259,995 or 5.9% to fully implement the Board's original three-year compensation plan to ensure wages are at market rates. See table 3
- Increase corresponding payroll taxes by \$11,483. See table 3
- Increase Professional Fees expenses by \$10,000 to allow for improved digital marketing
- Increase the Non-Reserve Capital (NRC) expenditures by \$20,000 for ADA improvements.
- Increase funding to initiatives by approximately \$30,080 in 2026 due to change in MCF refund policy elimination. See table 1
- Increase 2026 funding of MRR-B Pools and Spas fund by \$7,761 to meet the 7% escalation in annual funding goal. See table 1
- FAC recommended two other items that don't have fiscal implications:
- A. Change CPM language, requiring clubs that request dedicated space or expansion to enter into an MOU (see attached Minutes)
- B. Investigate a pilot program on financing options for the voluntary deed restricted properties interested in joining GVR (see Minutes)

Adjustments to the FAC Recommended 2026 Operating Budget

Since the FAC recommendations were issued, staff has made additional adjustments to staff's original budget recommendations which impact the FAC recommendations. The most significant and most positive change is the result of further review and discussion concerning the compensation pay plan which was developed by an independent consultant. A total 4.0%

aggregate increase rather than a 5.9% increase to wages aligns with the recommended market ranges and provides for inflationary factors and merit increases. The market study indicates GVR is at the lower end of the market since many employees are new to GVR and therefore at the lower end of the pay scale, but are within recommended market ranges. Additional adjustments have been made for high demand/low supply positions. A summary of all of these adjustments are as follows:

- Revision of wage increase of \$177,601 (4.0%) rather than \$259,995 or 5.9%. See table 3
- Revision of corresponding payroll taxes of \$5,180. See table 3
- Membership dues rate revision from current \$530 to \$538 (1.5%) due to lower than anticipated increases in wages. See table 2

Revised Three Year Forecast

GVR staff have updated the three years forecast for the years 2027 through 2029. While the Board of Directors are not required to approve this forecast, it is helpful for informational and planning purposes. A high-level summary of this forecast found in table 1 is as follows: Dues rates 3-year Forecast with FAC recommendations and Staff updates:

Year	Forecasted	Forecasted
	Dues Rate	Increase
2027	\$557	3.5%
2028	\$567	1.8%
2029	\$581	2.5%

The 3-year forecast is based on the FAC recommendation to eliminate MCF refunds where the law allows:

Year	Forecasted	Forecasted
	MCF Rate	Increase
2027	\$3,300	3.1%
2028	\$3,400	3.0%
2029	\$3,500	2.9%

Table 1											
	Original	Revised				2027	2028	2029			
2026 Budget	Budget presented by Staff	Budget Updated by FAC		Staff Revisions to FAC Updates		1,000,000,000	d Forecast wit				
Full Time E quivalents	88	88	1	88		88	88	88			
Head Count	104	104		104		104	104	104			
Member Dues	7,499,520	7,568,960		7,471,744		7,741,186	7,885,836	8,086,358			
LC,Trans, Crd Fees	781,800	800,700		800,700		813,085	818,705	823,905			
Capital Revenue	2,860,800	3,011,200	1	3,011,200		3,300,000	3,434,000	3,570,000			
Membership Revenue Programs	11,142,120 571.456	11,380,860 571,456	1	11,283,644		11,854,271	12,138,541	12,480,263			
In structional	498.000	498,000	1	571,456 498.000		600,029 512,940	642,031 538,587	699,814 576,288			
Recreational Revenue	1,069,456	1,069,456	J	1,069,456		1,112,969	1,180,618	1,276,102			
Investment Income	435,000	435,000	1	435,000		443,700	452,574	461,625			
Cell Tower Lease Inc.	48,919	48,919	1	48,919		48,919	48,919	48,919			
Comm. Revenue	48,919	48,919	J	48,919		48,919	48,919	48,919			
Other Income	121,350	121,350	1	121,350		123,777	126,871	130,678			
Facility Rent/Leases	18,620	18,620	1	18,620		19,179	19,754	20,347			
Contributed Income		1.00				-	-	-			
Other Revenue	139,970	139,970		139,970		142,956	146,625	151,024			
Total Operating Poyonue	12,835,465	13,074,205		12,976,989		13,602,814	13,967,277	14,417,933			
Total Operating Revenue	12,033,403	13,074,203	1	12,570,505		13,002,614	13,507,277	14,417,533			
Major ProjRep. & Maint.	238,970	238,970		238,970		243,749	249,234	254,842			
Facility Maintenance	421,600	421,600		421,600		430,032	439,708	449,601			
Fees & Assessments	1,000	1,000		1,000		1,020	1,043	1,066			
Utilities Depreciation	1,106,400 1,268,520	1,106,400 1,268,520		1,106,400 1,268,520		1,128,528 1,293,890	1,153,920 1,323,003	1,179,883 1,352,771			
Furniture & Equipment	229,874	229,874		229,874		234,471	239,747	245,141			
Vehicle Expenses	80,000	80,000		80,000		81,600	83,436	85,313			
Facilities & Equipment	3,346,364	3,346,364	,	3,346,364		3,413,291	3,490,090	3,568,617			
Wages	4,516,589	4,666,689	1	4,584,295		4,703,253	4,842,845	4,963,190			
Payroll Taxes	350,519	362,002		355,699		364,999	375,836	385,175			
Benefits	897,672	897,672]	897,672		942,555	980,257	1,019,468			
Personnel	5,764,780	5,926,362		5,837,666		6,010,807	6,198,938	6,367,833			
Food & Catering	78,698	78,698		78,698		80,272	82,078	83,925			
Recreation Contracts	651,787	651,787		651,787		677,858	711,751	747,339			
Bank & Credit Card Fees Program	67,895	67,895	1	67,895		69,253	70,811	72,405			
	798,380	798,380	1	798,380		827,384	864,641	903,668			
Communications Printing	107,569 129,500	107,569 129,500		107,569 129,500		109,720 132,090	112,189 135,062	114,713 138,101			
Advertising	11,000	11,000		11,000		11,220	11,472	11,731			
Communications	248,069	248,069	,	248,069		253,030	258,724	264,545			
Supplies	570,906	570,906	1	570,906		582,324	595,426	608,824			
Postage	21,125	21,125		21,125		21,548	22,032	22,528			
Dues & Subscriptions	13,687	13,687		13,687		13,961	14,275	14,596			
Travel	8,622	8,622		8,622		8,794	8,992	9,195			
Other Operating Expense	101,450	101,450]	101,450		103,479	105,807	108,188			
Operations	715,790	715,790	1	715,790		730,106	746,533	763,330			
Information Technology Professional Fees	142,777	142,777		142,777		145,633	148,909	152,260			
Commercial Insurance	224,350 447,064	234,350 447,064		234,350 447,064		237,551 458,680	243,023 472,441	248,561 486,614			
Taxes	53,532	53,532		53,532		54,603	55,831	57,087			
Conferences & Training	24,200	24,200		24,200		24,684	25,239	25,807			
Employee Recognition	13,000	13,000		13,000		13,260	13,558	13,863			
Corporate Expenses	904,923	914,923	3	914,923		934,411	959,002	984,193			
Total Operating Expenses	11,778,306	11,949,889		11,861,192		12,169,028	12,517,928	12,852,187			
Gross surplus(Rev-Exp) Net Cash Flov	1,057,159	1,124,316		1,115,797		1,433,786	1,449,349	1,565,747			
Accrual Basis Net from Operations	1,057,159	1,124,316		1,115,797		1,433,786	1,449,349	1,565,747			
Subtract			-u 8			(4,000)	(4,000)	(4,000			
Non-Reserve Capital Projects	2	(20,000)		(20,000)		(100,000)	(100,000)	(100,000			
In come From Reserve Funds	(260,400)	(260,400)		(260,400)		(288,405)	(294,173)	(300,057			
Reserved Funding/Initiatives	(575,040)			(605,120)		(663,300)	(690,200)	(717,500			
MRR B (Pools & Spas)	(335,022)			(342,783)		(358,474)	(383,567)	(410,416)			
Deduct non cash In Kind Revenue	(4,000)			(4,000)		M 500 405	(4 600 400)	(4 700 400			
Reserve Funding/MRR A Cash Basis Change in Net Assets Net of	(1,400,102)		-	(1,400,102)		(1,500,102)	(1,600,102)	(1,700,102)			
Add Back:	(1,517,405)	(1,508,089)		(1,516,608)		(1,480,495)	(1,622,693)	(1,666,328			
MRR Operating Expenses	172,885	172,885		172,885		210,000	220,500	231,525			
Depreciation	1,268,520	1,268,520		1,268,520		1,293,890	1,323,003	1,352,771			
Expenses from Reserve Funds	76,000	76,000		76,000		77,250	79,568	81,955			
Cash Basis Net Surplus (Deficit)	- E	9,316	7 in 19	797		100,646	378	(78)			
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Table 2

				G۱	/R Fees					
	Acti	ual Rate FY 2025	E	ginal 2026 Budget sented by Staff	Incr.%	 vised 2026 Updated by FAC	Incr.%		Staff 2026 Fees Revisions to FAC Updates	Incr. %
Dues	\$	530	\$	540	1.9%	\$ 545	2.8%	\$		1.5%
Life Care	\$	530	\$	540	1.9%	\$ 545	2.8%	Ş		1.5%
Transfer Fee	\$	465	\$	470	1.1%	\$ 470	1.1%	5	470	1.1%
Guest Card Daily Pass	\$	15	\$	15	0.0%	\$ 10	-33.3%	ς	10	-33.3%
Guest Card Weekly Pass						\$ 30		\$	30	
Guest Card Annual Pass	\$	80				\$ 85		(85	
Tenant Fee 1-7 Days	\$	35	\$	40	14.3%	\$ 40	14.3%	5	\$ 40	14.3%
Tenant Fee 2 Weeks	\$	45	\$	50	11.1%	\$ 50	11.1%	(50	11.1%
Tenant Fee 1 Month	\$	60	\$	65	8.3%	\$ 65	8.3%	(65	8.3%
Tenant Fee 2 Months	\$	95	\$	100	5.3%	\$ 100	5.3%	\$	100	5.3%
Tenant Fee 3 Months	\$	135	\$	140	3.7%	\$ 140	3.7%	\$	140	3.7%
Tenant Fees 4-12 Months	\$	170								
Tenant Fee 4 Month			\$	180		\$ 180		5	180	
Tenant Fee 5 Month			\$	215		\$ 215		\$	215	
Tenant Fee 6-12 Months			\$	250		\$ 250		\$	250	
Additional Card Fee	\$	105	\$	140	33.3%	\$ 140	33.3%	\$	140	33.3%
Membership Change Fee	\$	3,100	\$	3,200	3.2%	\$ 3,200	3.2%	5	3,200	3.2%
Initial Fee	\$	3,100	\$	3,200	3.2%	\$ 3,200	3.2%	\$	3,200	3.2%
Late Fee	\$	25	\$	25	0.0%	\$ 25	0.0%	\$	25	0.0%
Estate Planning Fee	\$	105	\$	105	0.0%	\$ 105	0.0%	Ş	105	0.0%
GVR Card Issuance Fee			\$	5		\$ 5		\$	5	
Card Replacement Fee	\$	20	\$	5	-75.0%	\$ 5	-75.0%	\$	5	-75.0%

Table 3

	GVR	Wages							
	riginal 2026 Budget esented by				vised 2026 es Updated		ff 2026 Wages visions to FAC		
	Staff	Staff Incr. % by FAC Inc					 Updates	Incr. %	
Cost of Living Increase	\$ 109,895	2.5%		\$	109,895	2.5%	\$ 88,801	2.0%	
Performance and Merit Adjustment Increase	\$ -	0.0%		\$	150,100	3.4%	\$ 88,800	2.0%	
Total Wage Increase	\$ 109,895	2.5%		\$	259,995	5.9%	\$ 177,601	4.0%	
Total Taxes Increase	\$ 8,407			\$	19,890		\$ 13,586		
Tax Increase				\$	11,483		\$ 5,180		

2026 Capital Budget

The FAC reviewed the Draft Capital Budget for 2026 on September 23, 2025 and recommended the 2026 Capital Budget and Five-Year Capital Improvement Plan as presented in table 4. A summary of the updates to this 5-year plan is as follows:

- The Initiatives funded West Center woodworking facility expansion project was moved up from a three-year period of 2027 through 2029 to an earlier period of 2026 through 2028. The total amount of the project remains an estimated \$1,200,000.
- The Abrego South pool replacement project was removed from the Initiatives and MRR-B Funds.
 - \$750,000 was removed from the Initiatives Fund for the Abrego South locker room building. This change results in a decrease of expenditures of \$250,000 in 2026 and \$500,000 in 2027.
 - \$1,651,539 was removed from the Maintenance Repair and Replacement MRR
 Part B Pools and Spas fund in 2026 for the Abrego South pool replacement.
 - \$100,000 was added to the 2026 Initiatives Fund in 2026 for the demolition of the Abrego South pool and locker room building.
- The grand total of component projects planned for the 2026 Maintenance Repair and Replacement Part A Fund was revised from \$2,284,781 to \$2,532,877 for a total increase of \$248,096 of expenditures in 2026 but the transfer from the Operations Funds to the MRR-A fund remains the same at \$1,400,102.

GVR 2026 Budget										
Cash Funding Projections										
All Amounts Are Projections					PR	OJECTION				
		2026		2027		2028		2029		2030
Initiatives	_	072 772	,	446 407	,	645 500	,	756.024	,	4 560 000
Beginning Balance	\$ \$	973,772	\$ \$	416,407	\$ \$	615,500	\$	756,934	- 1	1,568,902
Funding From Operations Revenue	Ş	605,120	Þ	663,300	Ş	690,200	\$	717,500	\$	745,200
Additional GVR Funding (Surplus) Transfer from Emergency										
Net Investment Earnings	\$	63,039	\$	46,793	\$	62,234	\$	105,468	\$	155,420
Total Revenue	\$	668,159	\$	710,093	\$	752,434	\$	822,968	\$	900,620
Projects:	Ą	008,133	Ą	710,093	Ą	752,454	Ą	822,308	Ą	900,020
Del Sol Clubhouse Parking Lot Note	\$	(11,000)	\$	(11,000)	¢	(11,000)	\$	(11,000)	¢	(11,000)
WC Lobby improvements	۶ \$	(190,000)	ڔ	(11,000)	ڔ	(11,000)	ڔ	(11,000)	ڔ	(11,000)
LC Fitness Expand to Cypress	\$	(100,000)								
WC Club Expansion - Lapidary	\$	(634,524)								
WC Club Expansion - Woodworking	\$		Ś	(500,000)	Ś	(600,000)				
LC Third Tennis Court		(200)000)	Τ.	(555)555)	Υ.	(000)000)			\$	(200,000)
SRAL Lower Level Expansion									\$	(400,000)
Abrego South Locker Room Building	\$	-	\$	-					·	
Abrego Pool Demolition	\$	(100,000)								
PBC Fencing	\$	(50,000)								
Metal Arts Shop Yard									\$	(35,000)
SRS Fitness Center Expansion	\$	(40,000)								
Total Expenditures	\$(1,225,524)	\$	(511,000)	\$	(611,000)	\$	(11,000)	\$	(646,000)
Ending Balance	\$	416,407	\$	615,500	\$	756,934	\$	1,568,902	\$	1,823,522
	_									
Maintenance Repair & Replacement		7 440 000		7 004 067		6 455 202	۱.	6 500 504	_	6 570 054
Beginning Balance	\$	7,440,839		7,001,867	\$	6,455,203		6,528,504		6,570,051
Annual Funding (per Reserve Study)	۶	1,400,102	>	1,500,102	\$	1,600,102	Ş	1,700,102	>	1,800,102
Additional Funding Net Investment Earnings (actual IPS rate)	\$	693,803	\$	685,275	\$	622,480	\$	642,297	\$	607,757
Projects:	۰	093,803	ڔ	083,273	٠	022,480	ڔ	042,237	ڔ	007,737
Per Reserve Study REVISED	\$	(2,532,877)	\$	(2,732,040)	\$	(2,149,281)	\$	(2,300,852)	\$	(1,593,077)
Ending Balance	\$	7,001,867	\$	6,455,203	\$	6,528,504	\$	6,570,051	\$	7,384,833
MRR Part B - Pools and Spas										
Beginning Balance	\$	1,584,531	\$	2,039,759	\$	2,546,942	\$	3,110,887	\$	3,736,809
Funding	\$	342,783	\$	366,778	\$	392,452	\$	419,924	\$	449,319
Additional Funding										
Net Investment Earnings	\$	112,445	\$	140,405	\$	171,493	\$	205,998	\$	244,231
Abrego South pool	\$	-								
Ending Balance	\$	2,039,759	\$	2,546,942	\$	3,110,887	\$	3,736,809	\$	4,430,359
Subtotal Capital Projects Reserves	\$	9,458,033	\$	9,617,645	\$	10,396,326	\$	11,875,762	\$:	13,638,715
Emergency										
Beginning Balance	\$	553,270	\$	597,270	\$	645,270	\$	697,270	\$	753,270
Annual Funding	\$	-	\$	-	\$	-	\$	-	\$	-
Transfer to Initiative							Ċ			
Net Investment Earnings	\$	44,000	\$	48,000	\$	52,000	\$	56,000	\$	60,000
Projects:										
	_	F07 370	\$	645,270	\$	697,270	\$	753,270	\$	813,270
Ending Balance	\$	597,270	<u> </u>	043,270	<u> </u>	657,270	Ş	755,270	<u>ب</u>	813,270

A summary of the consolidated Operating and Capital Budget for 2026 is illustrated on table 5. This schedule provides a summary of the updated totals as the draft budget processed through FAC and staff.

Table	e 5						
GVI	R						
Budg	get						
FY 20	026						
			ginal Budget esented by Staff		vised Budget Jpdated by FAC		off Revisions to FAC Updates
INITIATIVES CAPITAL IMPROVEMENT PLAN:							
Del Sol Clubhouse Parking Lot Note West Center Lobby improvements		\$ \$	11,000 190,000	\$	11,000 190,000	\$	11,000 190,000
West Center Club Expansion Las Campanas Fitness Expansion to Cypress F	Room	\$	634,524 100,000	\$ \$	634,524 100,000	\$ \$	634,524 100,000
Abrego South Locker Room Building	NOOIII	\$	250,000	\$	-	\$	-
West Center Expansion - Woodworking Abrego South Pool Demolition				\$ \$	100,000	\$	100,000 100,000
Pickleball Center Fencing		\$	40,000	\$	50,000	\$	50,000
Santa Rita Springs Fitness Center Expansion		\$	40,000	\$	40,000	\$	40,000
TOTAL BUDGETED INITIATIVES CAPITAL BUDGET		\$	1,265,524	\$	1,225,524	\$	1,225,524
NON RESERVE CAPITAL PROJECTS		\$	-	\$	20,000	\$	20,000
ABREGO SOUTH POOL REPLACEMENT (MRR-B)		\$	1,651,539	\$	-	\$	-
MRR CAPITAL PROJECTS 2026 REVISED		<u>\$</u>	2,284,781	\$	2,532,877	\$	2,532,877
GRAND TOTAL CAPITAL BUDGETS 2026		\$	5,201,844	\$	3,778,401	\$	3,778,401
2026 OPERATING BUDGET		\$:	11,778,306	\$	11,947,863	\$1	11,859,166
GRAND TOTAL BUDGETS, 2026		\$:	16,980,150	\$	15,726,264	\$ 1	15,637,567

Fiscal Impact:

Once approved, the 2026 Operating and Capital Budgets, Capital Improvement Plan, and Fee Schedule will be implemented on January 1, 2026.

Board Options:

- 1) Finalize 2026 Budget recommendations as recommended by the FAC and staff for consideration at the October 22, 2025 Board of Directors regular meeting.
- $\begin{tabular}{ll} \bf 2) & Consider \ amendments \ to \ the \ recommended \ budgets. \end{tabular}$

Staff Recommendation:

Option #1 or #2 (If option 2 is preferred, staff has additional recommendations it will provide during the meeting.

Attachments:

- 1) 2026 Original Staff Recommended Draft Budget provided to FAC
- 2) Draft MRR A Report
- 3) History on the Member Change Fee (MCF)
- 4) FAC Minutes from September 23, 2025