

Your Company Name Here

DecisionMate Flash Report For The Month Ending: **31-Mar-03**

Fitness Center 1

Item	Month-To-Date				Year-To-Date Totals			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
TOURS								
Closings	0	10	(10)	(100.00)	0	30	(30)	(100.00)
Closings Percentage	0	75	(75)	(100.00)	0	225	(225)	(100.00)
VISITS								
Members	2749	2500	249	9.96	10274	7500	2774	36.99
Guest	206	200	6	3.00	726	600	126	21.00
TOTAL MEMBERS								
Beginning Members	1154	1700	(546)	(32.12)	1057	1600	(543)	(33.94)
New Members	36	60	(24)	(40.00)	145	180	(35)	(19.44)
Cancelled/Expired Members	44	10	34	340.00	56	30	26	86.67
Ending Membership	1146	1750	(604)	(34.51)	1146	1750	(604)	(34.51)
TOTAL ACCOUNTS								
Beginning Accounts	484	460	24	5.22	423	450	(27)	(6.00)
New Active Accounts	20	10	10	100.00	81	30	51	170.00
Cancelled Accounts	0	5	(5)	(100.00)	0	15	(15)	(100.00)
Ending Accounts	504	465	39	8.39	504	465	39	8.39
ACCOUNT TYPE MIX								
Health Individual	88	80	8	10.00	88	80	8	10.00
Health Couple	86	87	(1)	(1.15)	86	87	(1)	(1.15)
Non-Resident	66	64	2	3.13	66	64	2	3.13
Health Family	62	64	(2)	(3.13)	62	64	(2)	(3.13)
Corporate	41	45	(4)	(8.89)	41	45	(4)	(8.89)
Other Account Types	161	105	56	53.33	161	105	56	53.33
Total Accounts	504	445	59	13.26	504	445	59	13.26
MEMBER TYPE MIX								
Health Individual	128	130	(2)	(1.54)	128	130	(2)	(1.54)
Corporate	101	110	(9)	(8.18)	101	110	(9)	(8.18)
Merchant Corp Individual	84	75	9	12.00	84	75	9	12.00
Health Adult Add-on	73	0	0	0.00	73	0	0	0.00
PPD Health Individual	68	65	3	4.62	68	65	3	4.62
Health Child Add-on	54	65	(11)	(16.92)	54	65	(11)	(16.92)
Employee Full Time	49	50	(1)	(2.00)	49	50	(1)	(2.00)
Tennis Individual	46	49	(3)	(6.12)	46	49	(3)	(6.12)
PPD Corporate Individual	34	40	(6)	(15.00)	34	40	(6)	(15.00)
PPD Merchant Corp Ind.	34	50	(16)	(32.00)	34	50	(16)	(32.00)
Other Member Types	475	115	360	313.04	475	115	360	313.04
Total Members	1146	749	397	53.00	1146	749	397	53.00
RECURRING CHARGES								
Total Recurring Charges	55374.54	57000.00	(1625.46)	(2.85)	148739.40	168000.00	(19260.60)	(11.46)
Average Dues per Account	109.87	110.00	(0.13)	(0.12)	295.00	330.00	(35.00)	(10.61)
Average Dues per Member	46.73	50.00	(3.27)	(6.54)	130.00	150.00	(20.00)	(13.33)
REVENUE								
Dues - Health	46965.69	45000.00	1965.69	4.37	142184.47	135000.00	7184.47	5.32
Initiation - Health	14935.00	15000.00	(65.00)	(0.43)	44564.72	45000.00	(435.28)	(0.97)
Dues - Tennis	8740.00	8500.00	240.00	2.82	11082.05	24000.00	(12917.95)	(53.82)
Services - PT	6070.00	5500.00	570.00	10.36	5765.00	16500.00	(10735.00)	(65.06)
Daily Use Fees	4083.73	4000.00	83.73	2.09	9351.23	12000.00	(2648.77)	(22.07)
Services - Pilates	3440.00	3200.00	240.00	7.50	11615.00	9300.00	2315.00	24.89
Services - Tennis	2918.16	0.00	2918.16	0.00	3719.17	0.00	3719.17	0.00
Retail Sales - Tennis	828.06	1000.00	(171.94)	(17.19)	0.00	3000.00	(3000.00)	(100.00)
Services - Aquatic	775.00	800.00	(25.00)	(3.13)	1747.17	2400.00	(652.83)	(27.20)
F & B - Juice Bar	741.05	650.00	91.05	14.01	1385.41	1950.00	(564.59)	(28.95)
Other Sales - Child Care	529.00	650.00	(121.00)	(18.62)	0.00	1800.00	(1800.00)	(100.00)
Services - Yoga	366.00	750.00	(384.00)	(51.20)	1126.67	2250.00	(1123.33)	(49.93)
Services - Squash	360.00	500.00	(140.00)	(28.00)	540.00	1500.00	(960.00)	(64.00)
Locker Rental	280.00	250.00	30.00	12.00	720.00	750.00	(30.00)	(4.00)
Retail Sales - PT	190.00	200.00	(10.00)	(5.00)	190.00	600.00	(410.00)	(68.33)
Other Accounts	(1033.63)	1000.00	(2033.63)	(203.36)	(1451.38)	2750.20	(4201.58)	(152.77)
TOTAL REVENUE	90188.06	87000.00	3188.06	3.66	241137.39	258800.20	(17662.81)	(6.82)
REVENUE ANALYSIS								
Revenue Per Capita	78.70	75.00	3.70	4.93	210.00	225.00	(15.00)	(6.67)
Revenue Per Visit	30.52	31.00	(0.48)	(1.55)	22.00	93.00	(71.00)	(76.34)

DAY OF MONTH THROUGH WHICH THIS REPORT PROVIDES INFORMATION (1 - 31)
 TOTAL DAYS IN THIS MONTH
 PERCENT OF MONTH COMPLETED

31
31
100.00

Your Company Name Here _____

DecisionMate Flash Report

For The Year Ending: 31-Dec-03

Fitness Center 1

Item	MONTH												Year-to-Date Totals			
	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Total	Budget	Variance	%
TOURS																
Closings	0	0	0	0	0	0	0	0	0	0	0	0	0	30	(30)	(100.00)
Closings Percentage	0	0	0	0	0	0	0	0	0	0	0	0	0	225	(225)	(100.00)
VISITS																
Members	3982	3543	2749	0	0	0	0	0	0	0	0	0	10274	7500	2774	36.99
Guest	265	255	206	0	0	0	0	0	0	0	0	0	726	600	126	21.00
TOTAL MEMBERS																
Beginning Members	1057	1102	1154	0	0	0	0	0	0	0	0	0	1057	1600	(543)	(33.94)
New Members	52	57	36	0	0	0	0	0	0	0	0	0	145	180	(35)	(19.44)
Cancelled/Expired Members	7	5	44	0	0	0	0	0	0	0	0	0	56	30	26	86.67
Ending Membership	1102	1154	1146	0	0	0	0	0	0	0	0	0	1146	1750	(604)	(34.51)
TOTAL ACCOUNTS																
Beginning Accounts	423	450	484	0	0	0	0	0	0	0	0	0	423	450	(27)	(6.00)
New Active Accounts	27	34	20	0	0	0	0	0	0	0	0	0	81	30	51	170.00
Cancelled Accounts	0	0	0	0	0	0	0	0	0	0	0	0	0	15	(15)	(100.00)
Ending Accounts	450	484	504	0	0	0	0	0	0	0	0	0	504	465	39	8.39
ACCOUNT TYPE MIX																
Health Individual	76	86	88	0	0	0	0	0	0	0	0	0	88	80	8	10.00
Health Couple	82	83	86	0	0	0	0	0	0	0	0	0	86	87	(1)	(1.15)
Non-Resident	60	63	66	0	0	0	0	0	0	0	0	0	66	64	2	3.13
Health Family	60	61	62	0	0	0	0	0	0	0	0	0	62	64	(2)	(3.13)
Corporate	39	40	41	0	0	0	0	0	0	0	0	0	41	45	(4)	(8.89)
Other Account Types	132	151	161	0	0	0	0	0	0	0	0	0	161	105	56	53.33
Total Accounts	449	484	504	0	0	0	0	0	0	0	0	0	504	445	59	13.26
MEMBER TYPE MIX																
Health Individual	121	125	130	0	0	0	0	0	0	0	0	0	130	130	0	0.00
Corporate	94	98	101	0	0	0	0	0	0	0	0	0	101	110	(9)	(8.18)
Merchant Corp Indivi	82	82	84	0	0	0	0	0	0	0	0	0	84	0	0	0.00
Health Adult Add-on	67	69	73	0	0	0	0	0	0	0	0	0	73	0	0	0.00
PPD Health Individua	67	68	68	0	0	0	0	0	0	0	0	0	68	0	0	0.00
Health Child Add-on	54	55	55	0	0	0	0	0	0	0	0	0	55	65	(10)	(15.38)
PPD Merchant Corp In	53	56	50	0	0	0	0	0	0	0	0	0	50	0	0	0.00
Employee Full Time	48	49	49	0	0	0	0	0	0	0	0	0	49	50	(1)	(2.00)
Tennis Individual	47	47	47	0	0	0	0	0	0	0	0	0	47	49	(2)	(4.08)
PPD Corporate Indivi	38	39	38	0	0	0	0	0	0	0	0	0	38	0	0	0.00
Other Account Types	431	466	480	0	0	0	0	0	0	0	0	0	480	345	135	39.13
Total Members	1102	1154	1175	0	0	0	0	0	0	0	0	0	1175	749	426	56.88
RECURRING CHARGES																
Total Recurring Charges	33609.98	59754.88	55374.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	148739.40	168000.00	(19260.60)	(11.46)
Average Dues per Account	74.69	123.46	109.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	295.00	330.00	(35.00)	(10.61)
Average Dues per Member	30.50	51.87	46.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	130.00	150.00	(20.00)	(13.33)
REVENUE																
Dues - Health	34985.00	60233.78	46965.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	142184.47	135000.00	7184.47	5.32
Initiation - Health	16554.72	13075.00	14935.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44564.72	45000.00	(435.28)	(0.97)
Dues - Tennis	2559.40	(217.35)	8740.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11082.05	24000.00	(12917.95)	(53.82)
Services - PT	0.00	(305.00)	6070.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5765.00	16500.00	(10735.00)	(65.06)
Daily Use Fees	0.00	5267.50	4083.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9351.23	12000.00	(2648.77)	(22.07)
Services - Pilates	800.00	7375.00	3440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11615.00	9300.00	2315.00	24.89
Services - Tennis	0.00	801.01	2918.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3719.17	0.00	3719.17	0.00
Retail Sales - Tenni	872.95	634.00	828.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2335.01	0.00	0.00	0.00
Services - Aquatic	47.17	925.00	775.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1747.17	2400.00	(652.83)	(27.20)
F & B - Juice Bar	0.00	644.36	741.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1385.41	1950.00	(564.59)	(28.95)
Other Sales - Child	0.00	398.00	529.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	927.00	0.00	0.00	0.00
Services - Yoga	0.00	760.67	366.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1126.67	2250.00	(1123.33)	(49.93)
Services - Squash	0.00	180.00	360.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	540.00	1500.00	(960.00)	(64.00)
Locker Rental	0.00	440.00	280.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	720.00	750.00	(30.00)	(4.00)
Retail Sales - PT	0.00	0.00	190.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	190.00	600.00	(410.00)	(68.33)
Other Accounts	2720.13	2197.99	(1033.63)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3884.49	7550.20	(3665.71)	(48.55)
Total Club Revenue	58539.37	92409.96	90188.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	241137.39	258800.20	(17662.81)	(6.82)
REVENUE ANALYSIS																
Revenue Per Capita	53.12	80.08	78.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00	225.00	(15.00)	(6.67)
Revenue Per Visit	13.78	24.33	30.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22.00	93.00	(71.00)	(76.34)

