

We are very grateful for the support shown by 67% of voters for the approval of our millage. The funds will be available starting April 1, 2024. The additional funds are a solution created by the Twp. Board to offset the growing facilities costs. These funds will free us to focus on programs and services.

Do you pursue grant funding? We are thrilled to have been awarded \$150,000 for capital improvements from Oakland County. Details will be announced this spring. We also receive annual grants from SMART and the US Dept. of HUD for transportation and Minor Home Repair. Otherwise, we have limited grant writing opportunities because we are not a 501c3 organization though we are tax exempt and able to accept donations.

Will evening hours gain more revenue? Historically the evening hours are exceptionally slow. In theory, working people 50 + would attend between 4-8 PM but low attendance did not offset costs. Further, our mandate to provide supportive services outweighs the possibility of extended fitness programming with our current resources.

Saturday hours? - Prior to 2020, visits on Saturdays were 1/3 of weekday attendance. The majority was for complimentary or included drop-in programs with little added revenue. It increased cleaning and supply costs as well as staffing. We must prioritize the morning and mid-day programs that have a higher rate of service and "return."

How many nonresidents participate? It varies 5-10% of participation. It is a common practice in many centers and helps to meet or exceed class minimums. We earn 30% of class revenue plus the nonresident fee of \$10 per session. Our highest priority is to serve residents who enjoy priority registration at the start of each quarter.

Annual membership fee? The ala carte model allows people to only pay for what they participate in. Programs are offered month to month so there are no long-term contracts and better flexibility. With 50 fitness programs weekly, the all-inclusive pricing would not be as accessible for people of varied income levels. Set revenue from membership would limit class variety as only the highly attended classes would be continued.

Customer contributions and program fees are essential to any future growth.

We appreciate your participation and donations.