

Sportsplex Membership	Individual	Couple	Family	Senior	Student
Resident Yearly	\$385	\$640	\$760	\$250	\$250
Resident Monthly	\$456	\$720	\$840	\$324	\$324
Corporate Yearly	\$450	\$715	\$856	n/a	n/a
Corporate Monthly	\$516	\$780	\$936	n/a	n/a
Non-Resident Yearly	\$505	\$850	\$1,150	\$420	\$420
Non-Resident Monthly	\$576	\$960	\$1,260	\$480	\$480
CPAC Membership	Individual	Couple	Family	Senior	Student
Resident Pre-Sales	\$80	\$120	\$150	\$50	n/a
Resident In-Season	\$88	\$132	\$165	\$55	n/a
Non-Resident Pre-Sales	\$200	\$300	\$400	\$125	n/a
Non-Resident In-Season	\$220	\$330	\$440	\$137	n/a

RESIDENT	In-season	62%		50%		40%		30%	
		Membership Rate	Discounted Amount	Membership Rate	Discounted Amount	Membership Rate	Discounted Amount	Membership Rate	Discounted Amount
Individual	\$88.00	\$33.44	\$54.56	\$44.00	\$44.00	\$52.80	\$35.20	\$61.60	\$26.40
Couple	\$132.00	\$50.16	\$81.84	\$66.00	\$66.00	\$79.20	\$52.80	\$92.40	\$39.60
Family	\$165.00	\$62.70	\$102.30	\$82.50	\$82.50	\$99.00	\$66.00	\$115.50	\$49.50
Senior	\$55.00	\$20.90	\$34.10	\$27.50	\$27.50	\$33.00	\$22.00	\$38.50	\$16.50

NON - RESIDENT		62%		50%		40%		30%	
		Membership Rate	Discounted Amount	Membership Rate	Discounted Amount	Membership Rate	Discounted Amount	Membership Rate	Discounted Amount
Individual	\$220.00	\$83.60	\$136.40	\$110.00	\$110.00	\$132.00	\$88.00	\$154.00	\$66.00
Couple	\$330.00	\$125.40	\$204.60	\$165.00	\$165.00	\$198.00	\$132.00	\$231.00	\$99.00
Family	\$440.00	\$167.20	\$272.80	\$220.00	\$220.00	\$264.00	\$176.00	\$308.00	\$132.00
Senior	\$137.00	\$52.06	\$84.94	\$68.50	\$68.50	\$82.20	\$54.80	\$95.90	\$41.10

Village of Orland Park
 Recreation Parks Dept.
 Proposed CPAC Membership Discount for Splex Members

Membership Type	In-Season 2010 CPAC Membership	20% Discount Applied to CPAC Membership	2009 Splex & CPAC Common Memberships (i.e. Splex Family Term/CPAC Family Term)	2009 CPAC Revenue from Common Memberships	2010 Projected CPAC Revenue w/Discounted Rate (same # sold in 2009)	Variance Common Memberships (2009 Actual - 2010 Projected)	2009 Splex & CPAC Uncommon Memberships (i.e. Splex Individual Term/CPAC Family Term)	2009 CPAC Revenue from Uncommon Memberships	2010 Projected CPAC Revenue w/Discounted Rate Uncommon Memberships (same # sold in 2009)	Variance Uncommon Memberships (2009 Actual - 2010 Projected)	2009 Common & Uncommon Variance Total	Add'l CPAC Memberships to Equal 2009 Revenue	Potential Sportsplex Membership Market
RESIDENT													
Individual	\$88.00	\$70.40	4	\$352.00	\$281.60	(70.40)	30	\$4,950.00	\$3,960.00	(990.00)	(1,060.40)	15 Individual or 8 Family	350
Couple	\$132.00	\$105.60	3	\$396.00	\$316.80	(79.20)	15	\$2,475.00	\$1,980.00	(495.00)	(574.20)	5.44 Couple or 4.35 Family	136
Family	\$165.00	\$132.00	29	\$4,785.00	\$3,828.00	(957.00)	0	\$0.00	\$0.00	0.00	(957.00)	7.25	173
Senior	\$55.00	\$44.00	10	\$550.00	\$440.00	(110.00)	0	\$0.00	\$0.00	0.00	(110.00)	2.5	647
TOTALS			46	\$6,083.00	\$4,866.40	(\$1,216.60)	45	\$7,425.00	\$5,940.00	(1,485.00)	(2,701.60)	30.19 As categorized or 20.57 Family	1306

NOTES:

- 1 Common Memberships reflect 2009 Sportsplex/CPAC Membership (i.e. Individual Splex/Individual Pool; Couple Splex/Couple pool...).
- 2 Uncommon Memberships reflect 2009 Sportsplex/CPAC Membership (i.e. Individual Splex/Family Pool; Couple Splex/Family Pool)
- 3 Village employees with Sportsplex membership would be eligible for CPAC discount. There are currently 206 Sportsplex Employee memberships. In 2009, there were 7 employees with an uncommon Sportsplex & CPAC membership.

	2009 Resident CPAC Memberships		2009 NR CPAC Memberships	
Individual	48	4.22%	8	10.39%
Couple	51	4.49%	5	6.49%
Family	831	73.10%	54	70.13%
Senior	207	18.21%	10	12.99%
Total	1137		77	

NOTES:

- 1 Super-size sale: Sales representative would suggest "...would you like to add a CPAC family membership for an additional \$115...?"
- 2 Direct mail sales promotion would be utilized to promote CPAC membership to Sportplex members.

Village of Orland Park
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 Proposed CPAC Membership Discount for Splex Members

Membership Type	In-Season 2010 CPAC Membership	20% Discount Applied to CPAC Membership	2009 Splex & CPAC Common Memberships (i.e. Splex Family Term/CPAC Family Term)	2009 CPAC Revenue from Common Memberships	2010 Projected CPAC Revenue w/Discounted Rate (same # sold in 2009)	Variance (2009 Actual - 2010 Projected)	Add'l Memberships to Equal 2009 Revenue	Potential Sportsplex Membership Market (NR)
NON - RESIDENT								
Individual	\$220.00	\$176.00	0	\$0.00	\$0.00	0.00	0	87
Couple	\$330.00	\$264.00	1	\$330.00	\$264.00	(66.00)	0.25	33
Family	\$440.00	\$352.00	1	\$440.00	\$352.00	(88.00)	0.25	27
Senior	\$137.00	\$109.60	0	\$0.00	\$0.00	0.00	0	42
TOTALS			0	\$770.00	\$616.00	(\$154.00)	0.5	189

NOTES:

- 1 Number of 2009 memberships reflect common Sportsplex/CPAC Membership (i.e. Individual Splex/Individual Pool; Couple Splex/Couple pool.
- 2 In 2009, there were 2 Sportsplex family memberships that paid the \$250 NR fee and then received the CPAC resident rate. Both would be eligible for the discounted family CPAC rate.
- 3 Super-size sale: Sales representative would suggest "...would you like to add a CPAC family membership for an additional \$308...?"
- 4 Direct mail sales promotion would be utilized to promote CPAC membership to Sportplex members.