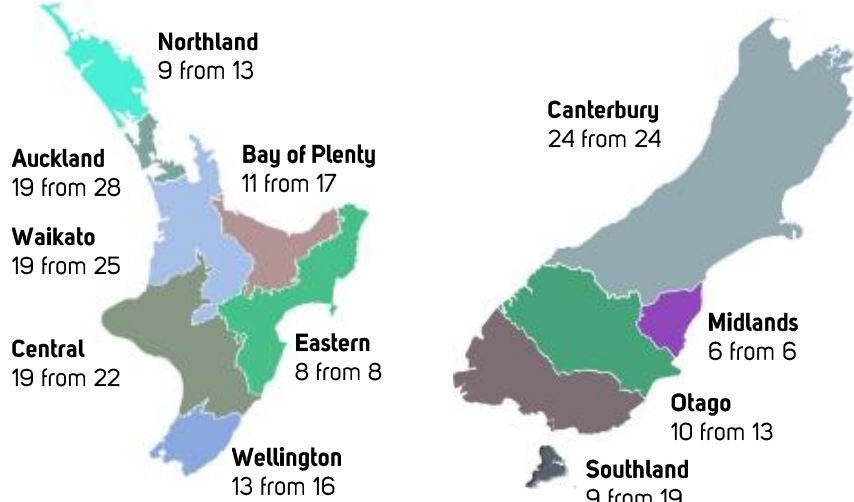


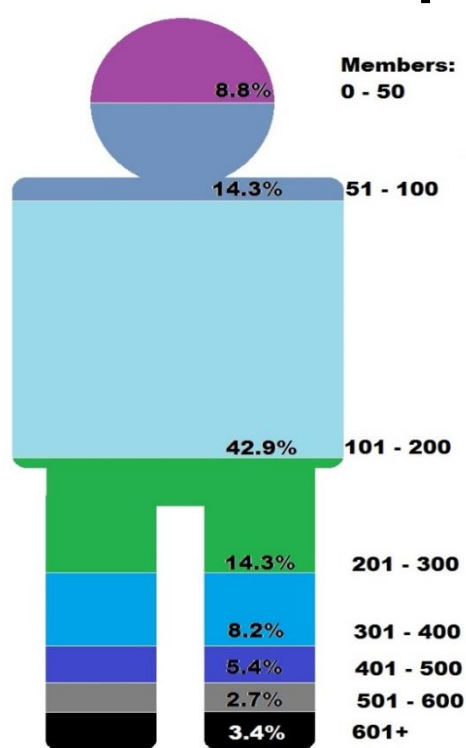
CLUB FINANCIAL ANALYSIS 2016

147
clubs analysed

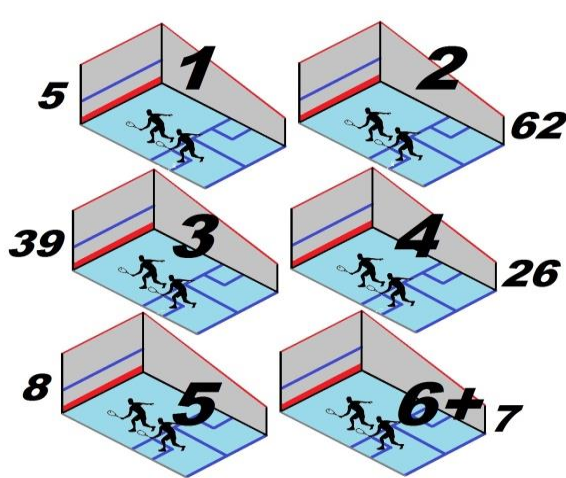
Analysis was conducted using data from 147 affiliated Squash Clubs (a 77% sample). Nearly 600 financial reports were used, and information shown here is based on overall averages for those clubs.



Club Membership



Number of Courts

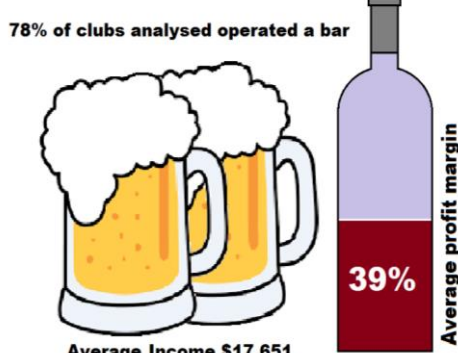


The average club has **212** members and **3** courts.

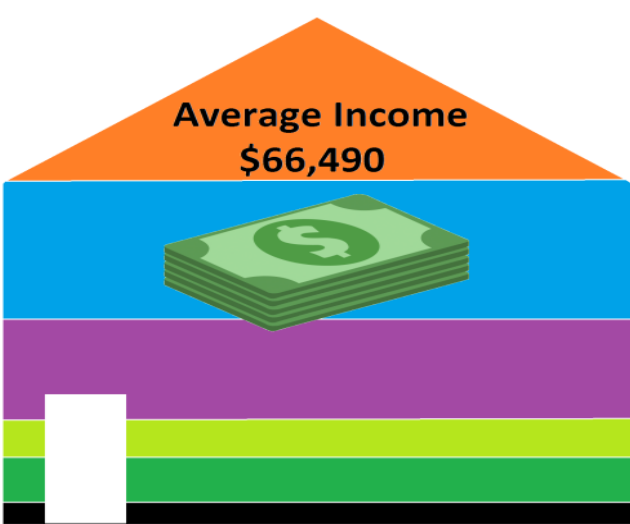
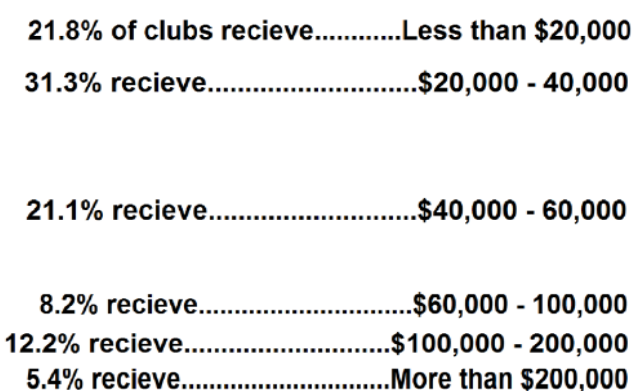
Average Subscriptions



Bar Trading Income



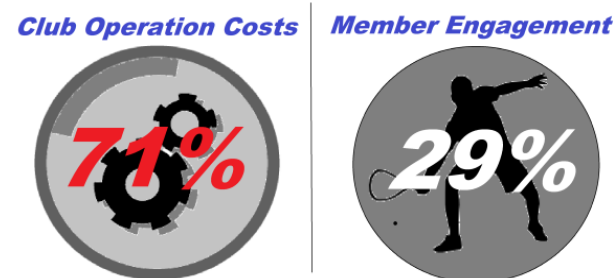
Total Club Income



Expenses

Average Spending: \$57,356

20% of clubs pay a clearly defined wage or salary



For these clubs, wages make up 23% of expenses

Evidence suggests a relationship where paying a club administrator/manager enables better membership retention or growth.



Member Related Spending

Average Spending on Engagement:

