

By Mike Newman

Reasons for Camp Salaries Increased

- Current Starting rate Junior and Senior Camp \$9.00 Teen Travel \$12.00
 - ► Minimum Wage is now \$15
 - ► Hard to sell \$9.00 per hour
 - ► Hard to sell \$12.00 to a college student
 - ▶ Need to try and stay competitive with minimum wage
 - ► Lack of applicants
 - ▶ Having more applicants give us the ability to pick the best candidate
 - Staff Morale

Proposed Salary Increases

- > \$2.00 New starting base salary for Junior & Senior Camp would be \$11.00 22%, Teen Travel \$14.00 17%
 - ▶ Based on 2019 salaries (\$128,577) a 22% increase would be about 28,286
 - ▶ 2022 fiscal year budget line was \$151,000
 - ► Asking for a 6% increase \$160,000

Comparison

Camp Salary Comparision	2021	
Pleasantville	\$	9.00
Briarcliff (Looking to Increrase)	\$	9.50
Mount Pleasant	\$	9.50
Hastings	\$	12.00
Somers	\$	10.00

How to make up for the Increase

► Increase Camp fees 5%

Summer 2019 Fees

Camp Fees	Summer 2019	9		
	Resident		School District	
Tiny Tots 3 weeks	\$	309.00	\$	411.00
Tiny Tots 6 weeks	\$	541.00	\$	723.00
Junior 3 weeks	\$	273.00	\$	370.00
Junior 6 weeks	\$	388.00	\$	629.00
Senior 3 weeks	\$	558.00	\$	706.00
Senor 6 weeks	\$	960.00	\$	1,095.00
Teen 3 weeks	\$	1,300.00	\$	1,450.00
Teen 6 weeks	\$	2,200.00	\$	2,350.00

How to make up for the Increase

- New Proposed Fees
 - ▶ Increase 5% (Based on 2019 revenue would be about \$16,800 increase)

Camp Fees	Summer 2022 Proposed Fees, 5% increase			
	Resedent	Increase	School District	Increase
Tiny Tots 3 Weeks	\$ 324.00	\$ 15.00	\$ 431.00	\$ 20.00
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Tiny Tots 6 weeks	\$ 568.00	\$ 27.00	\$ 759.00	\$ 36.00
Junior 3 weeks	\$ 287.00	\$ 14.00	\$ 389.00	\$ 19.00
Julior 5 Weeks	\$ 207.00	Ş 14.00	\$ 307.00	\$ 17.00
Junior 6 weeks	\$ 407.00	\$ 19.00	\$ 660.00	\$ 31.00
Senior 3 weeks	\$ 586.00	\$ 28.00	\$ 741.00	\$ 35.00
Senor 6 weeks	\$ 1,008.00	\$ 48.00	\$ 1,150.00	\$ 55.00
Teen 3 weeks	\$ 1,365.00	\$ 65.00	\$ 1,522.00	\$ 72.00
reen 3 weeks	\$ 1,303.00	\$ 03.00	\$ 1,022.00	\$ 72.00
Teen 6 weeks	\$ 2,310.00	\$ 110.00	\$ 2,467.00	\$ 117.00
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How to make up for the Increase

- ► Reduce Transportation line 5%, Busing and Trips
 - ▶ No trips for Junior Camp
 - Less trips for Senior Camp (3 days a week in the past)
 - ▶ Based on \$134,000 budget line, new budget \$127,300. \$6,700 reduction
- Decreasing Transportation line and increase camp fees helps to reduce impact on profit line for camp.