

FY2026

# GOAL FOR

## MID YEAR FINANCIAL PRESENTATION



# YEAR TO DATE COMPARISON



DESCRIPTION	2026 YTD	2025 YTD	VARIANCE
TOTAL REVENUE	688,858.21	535,586.25	153,271.96
COST OF GOODS SOLD	192,976.15	212,789.98	(19,813.83)
GROSS PROFIT	495,882.06	322,796.27	173,085.79
TOTAL EXPENSE	484,148.46	444,661.89	39,486.57
NET OPERATING INCOME	11,733.60	(121,865.62)	133,599.22

# FORECAST FOR REMAINING 2026



DESCRIPTION	2026 BUDGET	2026 YTD	2026 FORECAST	VARIANCE
TOTAL REVENUE	1,366,700.00	688,858.21	1,181,608.21	(185,091.79)
COST OF GOODS SOLD	472,120.00	192,976.15	342,976.15	(129,143.85)
GROSS PROFIT	894,580.00	495,882.06	838,632.06	(55,947.94)
TOTAL EXPENSE	908,130.00	484,148.46	851,082.06	(57,047.94)
NET OPERATING INCOME	(13,550.00)	11,733.60	(12,450.00)	1,100.00

# REVENUE BY CATEGORY



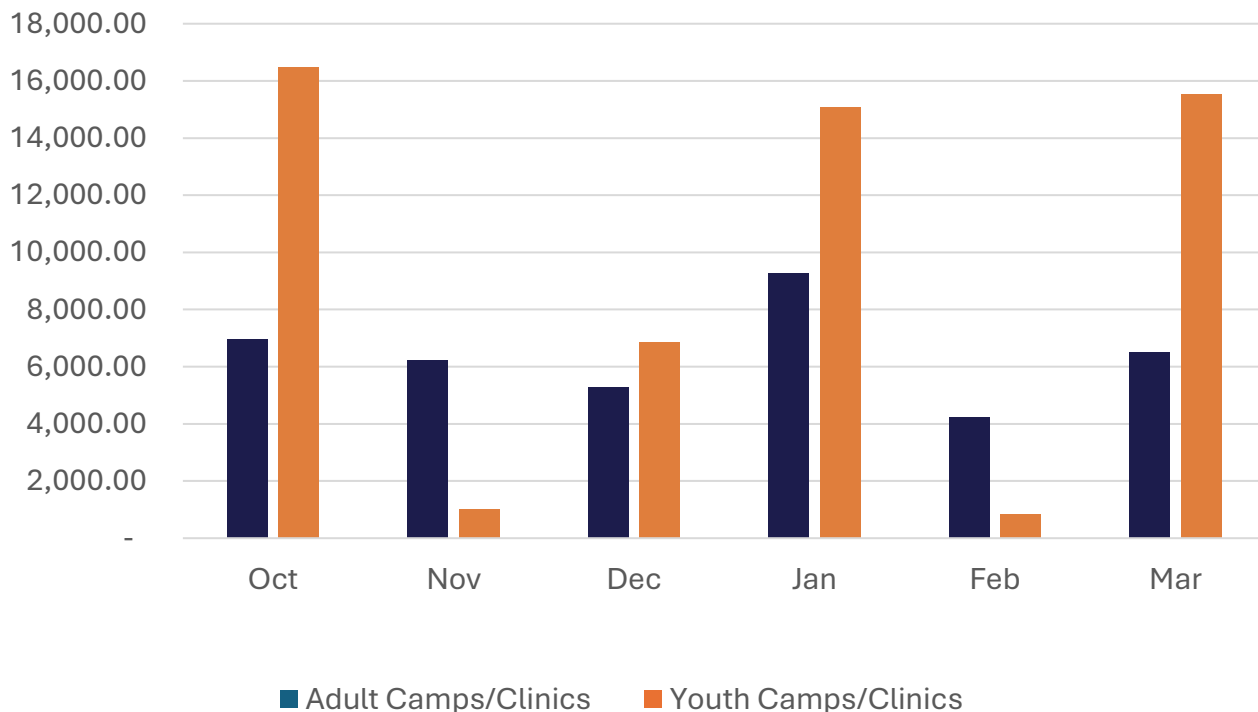
- Local Programming Revenue
- Memberships Revenue
- Facility Rentals Revenue
- Events & Tournaments Revenue
- Food & Beverage
- Pro/Merch Shop
- Other Revenue



AT THE COURTS

THE COURTS  
CAPE CORAL, FL

# YOUTH AND ADULT CAMPS & CLINICS



## YOUTH CAMPS / CLINICS

We offer Junior Camps and Clinics in both Tennis and Pickleball.

Youth programs run for 7 - 8 weeks, 4 times a year.

During the slower summer months, we offer full day and half day Summer Camps for children 6 - 18.

## ADULT CAMPS / CLINICS

Adult Camps and Clinics are consistent throughout the year.

Goal for next year would be to increase clinics during our fall and winter seasons.

As our revenue mix continues to grow supported by increased program-related income, we are moving toward a more balanced model that reduces our reliance on membership revenue to achieve our annual goals.

# PICKLEBALL

OPEN/DROP-IN PLAY

Organized where you can play with players with the same skill level.

## DAILY OPEN PLAY

MON- SAT – 7:00 AM – 11:00 AM  
SUN - 8:00 AM – 11:00 AM



## Heat map shows number of players per day for Drop-in Play.

October 1, 2025 – March 31, 2026

Sunday	153	1,906	926	452	213
Monday	1,885	1,799	1,364	396	195
Tuesday	1,659	1,612	1,201	437	173
Wednesday	1,833	1,741	1,623	564	170
Thursday	1,392	1,329	1,017	269	97
Friday	2,038	1,830	1,600	440	154
Saturday	1,188	1,561	1,308	550	230
	7:00 AM	8:00 AM	9:00 AM	10:00 AM	11:00 AM

# SPONSORSHIPS AT

# THE COURTS



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**Lee Health**  
**Marija Milan**  
**Pacifitech, LLC**  
**(Gulf Coast Fix it)**



**PB 5 Star**  
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**Walk On's**

# THE PPA CAPE CORAL OPEN HAD A SIGNIFICANT ECONOMIC IMPACT ON THE CITY AS WELL AS THE COURTS AT CAPE CORAL

**1,151**

**PARTICIPANTS**

**2,015**

**GAMES PLAYED**

Over 10,000 guests visited

The Courts during the PPA generating  
the following:

## REVENUE

Merchandise  
**\$5,514**

Food &  
Beverage  
**\$86,320**

Parking  
**\$9,720**



CALLIE JO SMITH WEARING THE COURTS BRAND

**February 9 - 15, 2026**



**THANK  
YOU  
FOR  
YOUR  
TIME!**



### ADDRESS

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