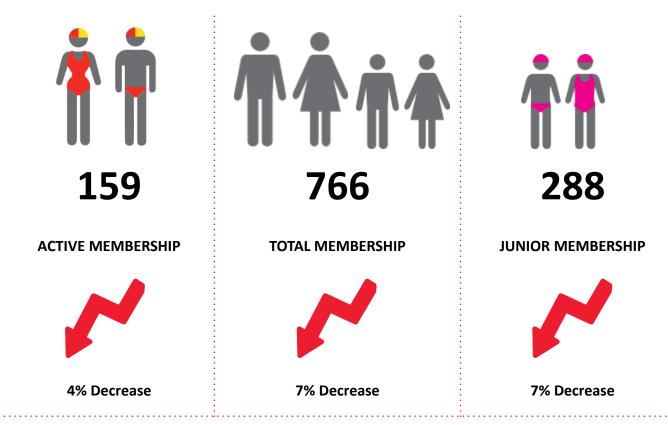
MIAMI BEACH



MEMBERSHIP STATISTICS REPORT EOS 2022/23



The primary objective of providing you with your membership statistics is to drive key strategies that will ensure that your club membership is sustainable for the future. Total Club Membership is presented to highlight the latent active membership potential, particularly in the 5-13 Junior Activities and Associates categories.

Sustainability

Surf Clubs sustain their Active Membership from multiple streams:

- Schools Programs
- Junior Activities U14's
- Associates Parents/ guardians of nippers (Family Participation Program can assist encourage family members to get involved)
- General Public Bronze courses

Approx. 60-85% of all Active Members in surf clubs are generated directly or indirectly from Junior Activities.

Note:

- Club Membership Statistics are delivered twice each season in May and October;
- Numbers in this report are generated directly from Surfguard;
- Active members are taken from the following demographics 13-15 Cadets, 15-18 Youth, Active 18+, Award and Active Reserve members.

TOTAL MEMBERSHIP

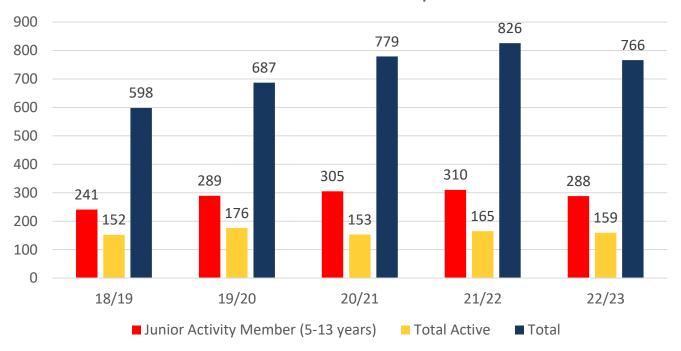
MEMBERSHIP 2018-2023

| | 18/19 | 19/20 | 20/21 | 21/22 | 22/23 |
|-------------------------------------|-------|-------|-------|-------|-------|
| | Total | Total | Total | Total | Total |
| Probationary | 0 | 3 | 4 | 4 | 2 |
| Junior Activity Member (5-13 years) | 241 | 289 | 305 | 310 | 288 |
| Cadet Member (13-15 years) | 25 | 24 | 21 | 27 | 10 |
| Active Junior (15-18 years) | 34 | 37 | 29 | 30 | 39 |
| Active Senior (18years and over) | 61 | 80 | 68 | 78 | 76 |
| Award Member | 32 | 35 | 35 | 30 | 34 |
| Reserve Active | 0 | 0 | 0 | 0 | 0 |
| Long Service | 26 | 26 | 36 | 35 | 38 |
| Past Active | 0 | 0 | 0 | 0 | 0 |
| Associate | 148 | 160 | 248 | 279 | 243 |
| Life Member | 28 | 31 | 32 | 32 | 32 |
| General | 0 | 0 | 0 | 0 | 0 |
| Honorary | 0 | 0 | 0 | 0 | 0 |
| Non Member Participants | 1 | 2 | 1 | 1 | 0 |
| Leave / Restricted | 2 | 0 | 0 | 0 | 4 |
| Total Active | 152 | 176 | 153 | 165 | 159 |
| Total | 598 | 687 | 779 | 826 | 766 |

| | 18/19 | 19/20 | 20/21 | 21/22 | 22/23 |
|-------------------------|-------|-------|-------|-------|-------|
| | Total | Total | Total | Total | Total |
| Under 6 | 25 | 32 | 50 | 36 | 46 |
| Under 7 | 46 | 34 | 34 | 52 | 36 |
| Under 8 | 32 | 58 | 40 | 39 | 39 |
| Under 9 | 33 | 34 | 42 | 38 | 38 |
| Under 10 | 28 | 37 | 38 | 35 | 20 |
| Under 11 | 24 | 33 | 32 | 33 | 36 |
| Under 12 | 21 | 19 | 32 | 33 | 17 |
| Under 13 | 18 | 23 | 14 | 29 | 30 |
| Under 14 | 14 | 19 | 23 | 15 | 26 |
| Junior Activities Total | 241 | 289 | 305 | 310 | 288 |

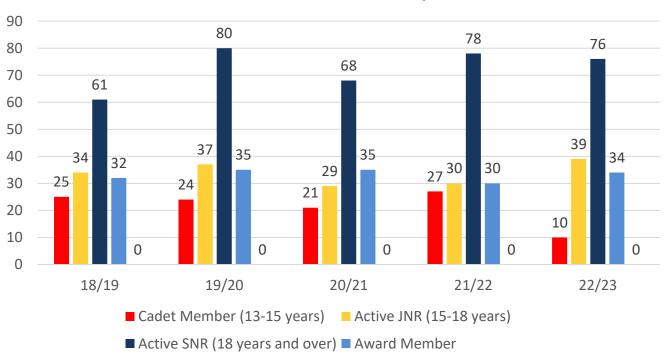
5 YEAR TREND ANALYSIS

Total Membership



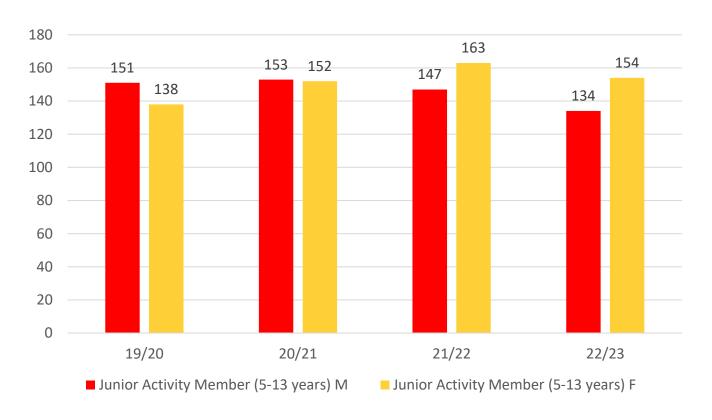
.....

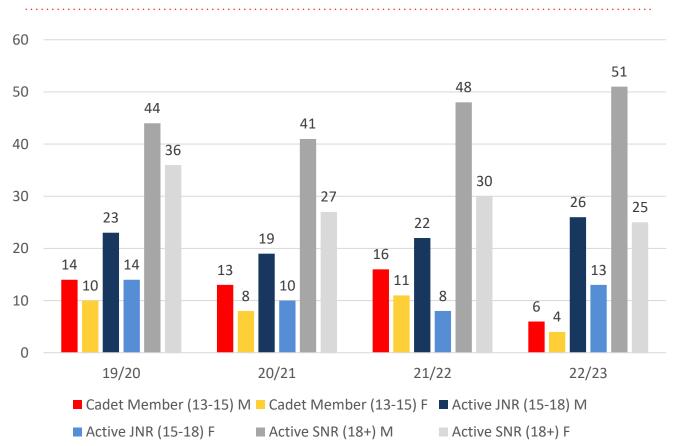
Active Membership



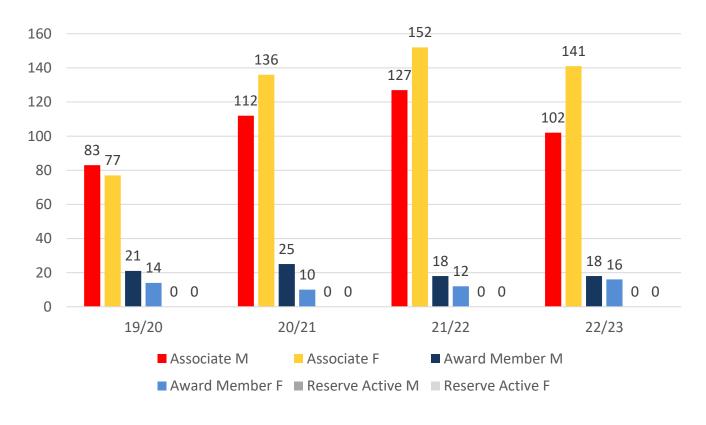
■ Reserve Active

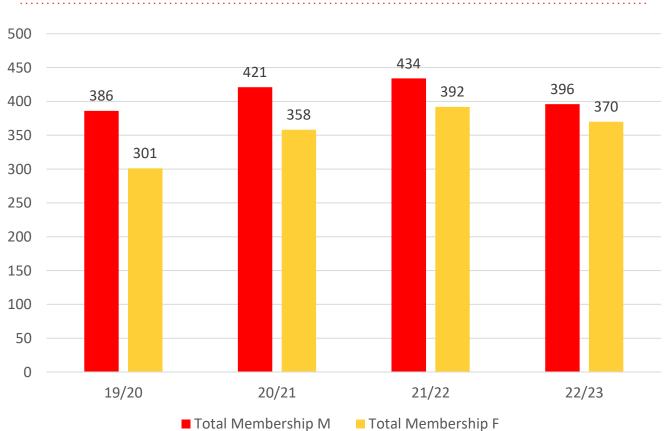
4 YEAR GENDER COMPARISON





4 YEAR GENDER COMPARISON





MEMBERSHIP RETENTION



BRAND NEW MEMBERS



62%

MEMBERSHIP RETENTION



297

MEMBERS LOST FROM THE ORGANISATION

| MIAMI BEACH 2022/23 | | | | | | | | | | | | | | | |
|-------------------------------|-----------------------|--|------|-----------------------------------|-----|-----------------------------|-----|-----------------------|-----|-------------------|-----|-------------------------------|-----|-----------------------|--|
| | 2021/22 Membership | Retained from previous season | | Transfers between Club Categories | | Transferred out of the club | | Left the organisation | | Brand new members | | Transfers In from other clubs | | 2022/23 Membership | |
| | | No. | % | | No. | % | No. | % | No. | % | No. | % | No. | % | |
| Probationary | 4 | 2 | 50% | 2 | 1 | 25% | 1 | 25% | 2 | 50% | 0 | 0% | 2 | -50% | |
| Junior Activities | 310 | 177 | 57% | 12 | 7 | 2% | 126 | 41% | 110 | 35% | 13 | 4% | 288 | -7% | |
| Cadet Member (13-15 years) | 27 | 22 | 81% | 15 | 0 | 0% | 5 | 19% | 3 | 11% | 0 | 0% | 10 | -63% | |
| Active (15-18 yrs) | 30 | 25 | 83% | -13 | 0 | 0% | 5 | 17% | 1 | 3% | 0 | 0% | 39 | 30% | |
| Active (18yrs and over) | 78 | 67 | 86% | -4 | 0 | 0% | 11 | 14% | 5 | 6% | 0 | 0% | 76 | -3% | |
| Award Member | 30 | 19 | 63% | -11 | 1 | 3% | 10 | 33% | 4 | 13% | 0 | 0% | 34 | 13% | |
| Reserve Active | 0 | 0 | | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | |
| Long Service | 35 | 35 | 100% | -2 | 0 | 0% | 0 | 0% | 1 | 3% | 0 | 0% | 38 | 9% | |
| Past Active | 0 | 0 | | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | |
| Associate | 279 | 135 | 48% | 4 | 5 | 2% | 139 | 50% | 101 | 36% | 11 | 4% | 243 | -13% | |
| Life Member | 32 | 32 | 100% | 0 | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 32 | 0% | |
| General | 0 | 0 | | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | |
| Honorary | 0 | 0 | | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | |
| Non Member Participant | | 0 | 0% | 0 | 1 | 100% | 0 | 0% | 0 | 0% | 0 | 0% | 0 | - 100% | |
| Leave / Restricted | 0 | 0 | | -3 | 0 | | 0 | | 1 | | 0 | | 4 | | |
| Total Active | 165 | 133 | 81% | | 1 | 1% | 31 | 19% | 13 | 8% | 0 | | 159 | -4% | |
| Total | 826 | 514 | 62% | | 15 | 2% | 297 | 36% | 228 | 28% | 24 | | 766 | -7% | |

MEMBERSHIP RETENTION

| | MIAMI BEACH 2022/23 | | | | | | | | | | | |
|----------------|---------------------|----------|-----|------|-------|------|---------|-----|--|--|--|--|
| Active Members | 2021/22 | Retained | | Left | : SLS | Recr | 2022/23 | | | | | |
| | No. | No. | % | No. | % | No. | % | No. | | | | |
| 13-15 Years | 27 | 22 | 81% | 5 | 19% | 3 | 11% | 18 | | | | |
| 16-18 Years | 32 | 27 | 84% | 5 | 16% | 1 | 3% | 35 | | | | |
| 19-25 Years | 26 | 21 | 81% | 5 | 19% | 1 | 4% | 26 | | | | |
| 26-35 Years | 7 | 5 | 71% | 2 | 29% | 1 | 14% | 6 | | | | |
| 36-50 Years | 44 | 33 | 75% | 10 | 23% | 6 | 14% | 45 | | | | |
| 51-70 Years | 29 | 25 | 86% | 4 | 14% | 1 | 3% | 29 | | | | |
| 70+ Years | 0 | 0 | | 0 | | 0 | | 0 | | | | |
| Total | 165 | 133 | 81% | 31 | 19% | 13 | 8% | 159 | | | | |

.......

| MIAMI BEACH 2022/23 | | | | | | | | | | | |
|----------------------|---------|----------|-----|------|-----|------|---------|----|--|--|--|
| Age Group | 2021/22 | Retained | | Left | SLS | Recr | 2022/23 | | | | |
| Under 6 | 36 | | | | | 46 | | 46 | | | |
| Under 7 | 52 | 19 | 53% | 16 | 44% | 14 | 39% | 36 | | | |
| Under 8 | 39 | 30 | 58% | 20 | 38% | 7 | 13% | 39 | | | |
| Under 9 | 38 | 22 | 56% | 17 | 44% | 13 | 33% | 38 | | | |
| Under 10 | 35 | 14 | 37% | 24 | 63% | 6 | 16% | 20 | | | |
| Under 11 | 33 | 22 | 63% | 12 | 34% | 10 | 29% | 36 | | | |
| Under 12 | 33 | 13 | 39% | 19 | 58% | 3 | 9% | 17 | | | |
| Under 13 | 29 | 23 | 70% | 8 | 24% | 7 | 21% | 30 | | | |
| Under 14 | 15 | 22 | 76% | 7 | 24% | 4 | 14% | 26 | | | |
| Transitioned From JA | | 12 | 80% | | | | | | | | |

MEMBERSHIP RETENTION

2020/21

2021/22

2022/23



67%

73%

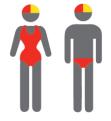
C

62%

TOTAL MEMBERSHIP RETENTION

TOTAL MEMBERSHIP RETENTION

TOTAL MEMBERSHIP RETENTION



73%

85%



81%

ACTIVE MEMBERSHIP RETENTION



63%

ACTIVE MEMBERSHIP RETENTION



71%

ACTIVE MEMBERSHIP
RETENTION



57%

JUNIOR MEMBERSHIP RETENTION JUNIOR MEMBERSHIP
RETENTION

JUNIOR MEMBERSHIP RETENTION