

ANALYSIS OF JULY-NOVEMBER 2017 RESULTS

	FYTD JULY-NOV '17	PRIOR YTD JULY-NOV '16	\$ VARIANCE	BUDGET YTD JULY-NOV '17	\$ VARIANCE
<u>PROGRAM REVENUE</u>					
FITNESS	\$46,879	\$27,314	\$19,565	\$58,832	(\$11,953)
SPORTS	\$39,617	\$39,104	\$513	\$39,755	(\$138)
YOUTH	\$86,813	\$76,005	\$10,808	\$125,735	(\$38,922)
SENIORS	\$275	\$428	(\$153)	\$970	(\$695)
CULTURE	\$390	\$2,455	(\$2,065)	\$3,728	(\$3,338)
TOTAL PROGRAM REVENUE	\$173,974	\$145,306	\$28,668	\$229,020	(\$55,046)
MEMBERSHIP REV	\$62,961	\$51,908	\$11,053	\$82,748	(\$19,787)
REGISTRATION FEES	\$92,083	\$66,144	\$25,939	\$125,723	(\$33,640)
OTHER INCOME/SPONS/DON	\$18,929	\$27,254	(\$8,325)	\$20,550	(\$1,621)
PROGRAM TOTAL DIRECTS COSTS	\$138,720	\$174,733	(\$36,013)	\$175,127	(\$36,407)
<u>PROGRAM INCOME/(LOSS)</u>					
FITNESS	(\$2,065)	(\$15,754)	\$13,689	\$4,780	(\$6,845)
SPORTS	\$14,743	\$14,912	(\$169)	\$10,553	\$4,190
YOUTH	\$22,907	(\$18,011)	\$40,918	\$34,498	(\$11,591)
SENIORS	(\$614)	(\$1,578)	\$964	\$725	(\$1,339)
CULTURE	\$282	(\$8,996)	\$9,278	\$3,337	(\$3,055)
TOTAL PROGRAM INCOME/(LOSS)	\$35,253	(\$29,427)	\$64,680	\$53,893	(\$18,640)
<u>GENERAL & ADMIN EXPENSES</u>					
GENERAL EXPENSES - PROGRAMS	\$180,525	\$219,483	(\$38,958)	\$206,491	(\$25,966)
ADMINISTRATIVE EXPENSES	\$46,266	\$52,361	(\$6,095)	\$51,707	(\$5,441)
TOTAL G&A EXPENSES	\$226,791	\$271,844	(\$45,053)	\$258,198	(\$31,407)
INCOME/(LOSS) FROM OPERATIONS	(\$191,538)	(\$301,271)	\$109,733	(\$204,305)	\$12,767
<u>FUNDRAISING REVENUE</u>					
DONATIONS/SPONS/TICKETS	\$81,282	\$76,793	\$4,489	\$138,875	(\$57,593)
GRANTS	\$0	\$21,921	(\$21,921)	\$35,000	(\$35,000)
GOVT	\$0	\$0	\$0	\$70,000	(\$70,000)
INTEREST EARNINGS	\$10,989	\$34,160	(\$23,171)	\$12,000	(\$1,011)
OTHER INCOME	\$2,501	\$8,512	(\$6,011)	\$10,417	(\$7,916)
TOTL FUNDRAISE REV	\$94,772	\$141,386	(\$46,614)	\$266,292	(\$171,520)
DIRECT COSTS OF FUNDRAISING	\$30,045	\$30,892	(\$847)	\$46,415	(\$16,370)
FUNDRAISING INCOME	\$64,727	\$110,494	(\$45,767)	\$219,877	(\$155,150)
NET INCOME/(LOSS)	(\$126,811)	(\$190,777)	\$63,966	\$15,572	(\$142,383)