

Jan

JULY 2017 - JAN. 2018 RESULTS - PRELIMINARY

	FYTD ACTUALS	PR FYTD ACTUALS	VARIANCE	BUDGET FYTD	VARIANCE
	July '17-Jan '18	July '16-Jan '17	From Prior FYTD	July '17-Jan '18	From Budget
PROGRAM REVENUE					
FITNESS	\$ 93,694	\$ 48,865	\$ 44,829	\$ 82,425	\$ 11,268
SPORTS - Adult	\$ 72,321	\$ 65,217	\$ 7,104	\$ 61,503	\$ 10,818
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 119,186	\$ 100,876	\$ 18,310	\$ 157,113	\$ (37,927)
SENIORS	\$ 1,005	\$ 471	\$ 534	\$ 1,495	\$ (490)
CULTURE	\$ 910	\$ 3,226	\$ (2,316)	\$ 6,134	\$ (5,224)
TOTAL PROGRAM REVENUE	\$ 287,116	\$ 218,655	\$ 68,461	\$ 308,671	\$ (21,555)
MEMBERSHIP REV	\$ 133,092	\$ 91,347	\$ 41,745	\$ 115,907	\$ 17,185
REGISTRATION FEES	\$ 126,517	\$ 97,874	\$ 28,643	\$ 167,364	\$ (40,847)
OTHER-Personal trng/sponsorships/donations/merch sales	\$ 27,507	\$ 29,434	\$ (1,927)	\$ 25,400	\$ 2,107
PROGRAM DIRECT COSTS (Variable Costs)					
FITNESS	\$ 82,396	\$ 63,183	\$ 19,213	\$ 72,549	\$ 9,847
SPORTS - Adult	\$ 36,904	\$ 38,078	\$ (1,174)	\$ 41,104	\$ (4,200)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 89,536	\$ 122,418	\$ (32,882)	\$ 122,092	\$ (32,556)
SENIORS	\$ 1,817	\$ 2,553	\$ (736)	\$ 410	\$ 1,407
CULTURE	\$ 446	\$ 17,716	\$ (17,270)	\$ 1,041	\$ (595)
TOTAL PROGRAM DIRECTS COSTS	\$ 211,099	\$ 243,948	\$ (32,849)	\$ 237,196	\$ (26,098)
PROGRAM INCOME/(LOSS)					
FITNESS	\$ 11,298	\$ (14,319)	\$ 25,616	\$ 9,877	\$ 1,421
SPORTS - Adult	\$ 35,417	\$ 27,139	\$ 8,278	\$ 20,399	\$ 15,018
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 29,650	\$ (21,542)	\$ 51,192	\$ 35,021	\$ (5,371)
SENIORS	\$ (812)	\$ (2,082)	\$ 1,270	\$ 1,085	\$ (1,897)
CULTURE	\$ 464	\$ (14,490)	\$ 14,954	\$ 5,093	\$ (4,629)
TOTAL PROGRAM INCOME/(LOSS)	\$ 76,017	\$ (25,293)	\$ 101,310	\$ 71,474	\$ 4,543
GENERAL & ADMIN EXPENSES					
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 265,238	\$ 321,764	\$ (56,526)	\$ 290,685	\$ (25,447)
ADMIN - Allocated and Unallocated	\$ 71,183	\$ 93,476	\$ (22,293)	\$ 62,390	\$ 8,793
ADMIN	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL G&A EXPENSES	\$ 336,421	\$ 415,241	\$ (78,819)	\$ 353,075	\$ (16,654)
INCOME/(LOSS) FROM OPERATIONS	\$ (260,404)	\$ (440,533)	\$ 180,129	\$ (281,601)	\$ 21,197
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 298,938	\$ 223,361	\$ 75,577	\$ 188,125	\$ 110,813
GRANTS	\$ 12,500	\$ 63,953	\$ (51,453)	\$ 35,000	\$ (22,500)
GOVT	\$ -	\$ 5,000	\$ (5,000)	\$ 79,500	\$ (79,500)
INTEREST EARNINGS	\$ 10,989	\$ 34,160	\$ (23,171)	\$ 12,000	\$ (1,011)
OTHER INCOME - Rental	\$ 4,694	\$ 17,524	\$ (12,831)	\$ 14,583	\$ (9,890)
TOTAL FUNDRAISING REVENUE	\$ 327,120	\$ 343,998	\$ (16,878)	\$ 329,208	\$ (2,088)
DIRECT COSTS OF FUNDRAISING	\$ 60,604	\$ 45,560	\$ 15,044	\$ 83,850	\$ (23,246)
FUNDRAISING INCOME	\$ 266,516	\$ 298,438	\$ (31,922)	\$ 245,358	\$ 21,158
NET INCOME/(LOSS)	\$ 6,112	\$ (142,096)	\$ 148,207	\$ (36,243)	\$ 42,355