

Mar

JULY 2017 - MARCH 2018 RESULTS

	FYTD ACTUALS	PR FYTD ACTUALS	VARIANCE	BUDGET FYTD	VARIANCE
	July '17-Mar '18	July '16-Mar '17	From Prior FYTD	July '17-Mar '18	From Budget
PROGRAM REVENUE					
FITNESS	\$ 133,161	\$ 72,236	\$ 60,925	\$ 107,843	\$ 25,318
SPORTS - Adult	\$ 107,457	\$ 90,061	\$ 17,396	\$ 85,342	\$ 22,115
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 155,836	\$ 127,319	\$ 28,517	\$ 205,956	\$ (50,120)
SENIORS	\$ 1,180	\$ 471	\$ 709	\$ 2,045	\$ (865)
CULTURE	\$ 1,435	\$ 6,973	\$ (5,538)	\$ 10,106	\$ (8,671)
TOTAL PROGRAM REVENUE	\$ 399,069	\$ 297,060	\$ 102,009	\$ 411,292	\$ (12,223)
MEMBERSHIP REV	\$ 194,811	\$ 131,689	\$ 63,122	\$ 150,891	\$ 43,920
REGISTRATION FEES	\$ 165,346	\$ 129,961	\$ 35,385	\$ 225,401	\$ (60,054)
OTHER-Personal trng/sponsorships/donations/merch sales	\$ 38,912	\$ 35,411	\$ 3,501	\$ 35,000	\$ 3,912
PROGRAM DIRECT COSTS (Variable Costs)					
FITNESS	\$ 114,897	\$ 84,964	\$ 29,932	\$ 91,128	\$ 23,769
SPORTS - Adult	\$ 45,875	\$ 50,083	\$ (4,208)	\$ 54,067	\$ (8,192)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 113,878	\$ 154,124	\$ (40,245)	\$ 153,757	\$ (39,879)
SENIORS	\$ 1,817	\$ 2,695	\$ (879)	\$ 580	\$ 1,237
CULTURE	\$ 849	\$ 26,771	\$ (25,923)	\$ 2,261	\$ (1,412)
TOTAL PROGRAM DIRECTS COSTS	\$ 277,315	\$ 318,637	\$ (41,322)	\$ 301,792	\$ (24,477)
PROGRAM INCOME/(LOSS)					
FITNESS	\$ 18,265	\$ (12,728)	\$ 30,993	\$ 16,715	\$ 1,549
SPORTS - Adult	\$ 61,582	\$ 39,978	\$ 21,604	\$ 31,275	\$ 30,307
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 41,958	\$ (26,805)	\$ 68,762	\$ 52,199	\$ (10,242)
SENIORS	\$ (637)	\$ (2,224)	\$ 1,587	\$ 1,465	\$ (2,102)
CULTURE	\$ 586	\$ (19,798)	\$ 20,385	\$ 7,845	\$ (7,259)
TOTAL PROGRAM INCOME/(LOSS)	\$ 121,754	\$ (21,577)	\$ 143,331	\$ 109,500	\$ 12,254
GENERAL & ADMIN EXPENSES					
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 331,295	\$ 416,042	\$ (84,748)	\$ 368,834	\$ (37,539)
ADMIN - Allocated and Unallocated	\$ 91,278	\$ 109,845	\$ (18,567)	\$ 72,072	\$ 19,205
ADMIN	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL G&A EXPENSES	\$ 422,572	\$ 525,887	\$ (103,315)	\$ 440,907	\$ (18,334)
INCOME/(LOSS) FROM OPERATIONS	\$ (300,819)	\$ (547,464)	\$ 246,646	\$ (331,407)	\$ 30,588
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 366,272	\$ 310,828	\$ 55,444	\$ 339,375	\$ 26,897
GRANTS	\$ 12,501	\$ 63,953	\$ (51,452)	\$ 35,000	\$ (22,499)
GOVT	\$ -	\$ 5,000	\$ (5,000)	\$ 79,500	\$ (79,500)
INTEREST EARNINGS	\$ 10,989	\$ 34,160	\$ (23,171)	\$ 12,000	\$ (1,011)
OTHER INCOME - Rental	\$ 7,362	\$ 21,725	\$ (14,363)	\$ 18,750	\$ (11,388)
TOTAL FUNDRAISING REVENUE	\$ 397,124	\$ 435,666	\$ (38,542)	\$ 484,625	\$ (87,501)
DIRECT COSTS OF FUNDRAISING	\$ 84,997	\$ 76,332	\$ 8,665	\$ 105,708	\$ (20,711)
FUNDRAISING INCOME	\$ 312,127	\$ 359,334	\$ (47,207)	\$ 378,917	\$ (66,791)
NET INCOME/(LOSS)	\$ 11,308	\$ (188,131)	\$ 199,439	\$ 47,510	\$ (36,202)