

## ANALYSIS OF JULY-DECEMBER 2017 RESULTS

	FH FY JULY-DEC '17	PRIOR FH FY JULY-DEC '16	\$ VARIANCE	BUDGET FH FY JULY-DEC '17	\$ VARIANCE
<b>PROGRAM REVENUE</b>					
FITNESS	\$59,120	\$33,604	\$25,516	\$70,704	(\$11,584)
SPORTS	\$46,886	\$44,159	\$2,727	\$55,034	(\$8,148)
YOUTH	\$99,350	\$93,414	\$5,936	\$139,299	(\$39,949)
SENIORS	\$275	\$428	(\$153)	\$1,220	(\$945)
CULTURE	\$525	\$2,660	(\$2,135)	\$4,008	(\$3,483)
<b>TOTAL PROGRAM REVENUE</b>	<b>\$206,156</b>	<b>\$174,265</b>	<b>\$31,891</b>	<b>\$270,265</b>	<b>(\$64,109)</b>
MEMBERSHIP REV	\$78,574	\$63,106	\$15,468	\$99,402	(\$20,828)
REGISTRATION FEES	\$105,983	\$83,404	\$22,579	\$146,313	(\$40,330)
PERSONAL TRAINING	\$2,376	\$0	\$2,376	\$0	\$2,376
OTHER INCOME/SPONS/DON	\$19,224	\$27,754	(\$8,530)	\$24,550	(\$5,326)
<b>PROGRAM TOTAL DIRECTS COSTS</b>	<b>\$163,689</b>	<b>\$205,292</b>	<b>(\$41,603)</b>	<b>\$204,522</b>	<b>(\$40,833)</b>
<b>PROGRAM INCOME/(LOSS)</b>					
FITNESS	\$699	(\$19,731)	\$20,430	\$7,795	(\$7,096)
SPORTS	\$16,324	\$16,103	\$221	\$20,272	(\$3,948)
YOUTH	\$25,641	(\$14,097)	\$39,738	\$33,164	(\$7,523)
SENIORS	(\$614)	(\$1,676)	\$1,062	\$895	(\$1,509)
CULTURE	\$417	(\$11,626)	\$12,043	\$3,617	(\$3,200)
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$42,467</b>	<b>(\$31,027)</b>	<b>\$73,494</b>	<b>\$65,743</b>	<b>(\$23,276)</b>
<b>GENERAL &amp; ADMIN EXPENSES</b>					
GENERAL EXPENSES - PROGRAMS	\$214,198	\$275,834	(\$61,636)	\$246,206	(\$32,008)
ADMINISTRATIVE EXPENSES	\$60,809	\$73,889	(\$13,080)	\$56,548	\$4,261
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$275,007</b>	<b>\$349,723</b>	<b>(\$74,716)</b>	<b>\$302,754</b>	<b>(\$27,747)</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>(\$232,540)</b>	<b>(\$380,750)</b>	<b>\$148,210</b>	<b>(\$237,011)</b>	<b>\$4,471</b>
<b>FUNDRAISING REVENUE</b>					
DONATIONS/SPONS/TICKETS	\$266,330	\$203,151	\$63,179	\$166,750	\$99,580
GRANTS	\$0	\$56,922	(\$56,922)	\$40,000	(\$40,000)
GOVT	\$0	\$0	\$0	\$70,000	(\$70,000)
INTEREST EARNINGS	\$10,989	\$34,160	(\$23,171)	\$12,000	(\$1,011)
OTHER INCOME	\$3,090	\$18,948	(\$15,858)	\$12,500	(\$9,410)
<b>TOTL FUNDRAISE REV</b>	<b>\$280,409</b>	<b>\$313,181</b>	<b>(\$32,772)</b>	<b>\$301,250</b>	<b>(\$20,841)</b>
<b>DIRECT COSTS OF FUNDRAISING</b>	<b>\$41,846</b>	<b>\$39,800</b>	<b>\$2,046</b>	<b>\$77,697</b>	<b>(\$35,851)</b>
<b>FUNDRAISING INCOME</b>	<b>\$238,563</b>	<b>\$273,381</b>	<b>(\$34,818)</b>	<b>\$223,553</b>	<b>\$15,010</b>
<b>NET INCOME/(LOSS)</b>	<b>\$6,023</b>	<b>(\$107,369)</b>	<b>\$113,392</b>	<b>(\$13,458)</b>	<b>\$19,481</b>

