

ACTUALS & OUTLOOK FY17/18

ACTUALS & OUTLOOK FY 2017-2018 BY MONTH

	Actual Input July 2017	Actual Input Aug 2017	Actual Input Sept 2017	Actual Input Oct 2017	Actual Input Nov 2017	Actual Input DEC 2017	Outlook 1/30/18 Jan 2018	Outlook 1/30/18 Feb 2018	Outlook 1/30/18 Mar 2018	Outlook 1/30/18 April 2018	Outlook 1/30/18 May 2018	Outlook 1/30/18 June 2018	FORECAST Total FY17-18
PROGRAM REVENUE													
FITNESS	\$ 10,270.40	\$ 5,363.33	\$ 4,870.38	\$ 14,054.55	\$ 12,320.08	\$ 12,241.14	\$ 40,216.88	\$ 20,216.88	\$ 13,846.46	\$ 10,216.88	\$ 8,846.46	\$ 8,846.46	\$ 161,309.90
SPORTS - Adult	\$ 6,650.45	\$ 6,897.66	\$ 10,501.19	\$ 8,843.78	\$ 6,723.79	\$ 7,269.25	\$ 6,469.06	\$ 9,729.06	\$ 7,913.48	\$ 5,149.06	\$ 5,519.48	\$ 4,249.03	\$ 85,915.29
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 18,751.45	\$ 15,334.01	\$ 7,577.69	\$ 19,654.78	\$ 25,494.74	\$ 12,537.75	\$ 17,814.06	\$ 19,964.06	\$ 28,879.06	\$ 17,389.06	\$ 21,829.06	\$ 32,564.00	\$ 237,789.72
SENIORS	\$ -	\$ -	\$ -	\$ 45.00	\$ 230.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275.00
CULTURE	\$ -	\$ -	\$ 50.00	\$ 185.00	\$ 155.00	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 525.00
TOTAL PROGRAM REVENUE	\$ 35,672.30	\$ 27,595.00	\$ 22,999.26	\$ 42,783.11	\$ 44,923.61	\$ 32,183.14	\$ 64,500.00	\$ 49,910.00	\$ 50,639.00	\$ 32,755.00	\$ 36,195.00	\$ 45,659.49	\$ 485,814.91
<i>MEMBERSHIP REV</i>	\$ 9,939.80	\$ 5,602.25	\$ 6,285.76	\$ 20,947.11	\$ 19,911.16	\$ 15,888.00	\$ 45,000.00	\$ 25,000.00	\$ 18,000.00	\$ 15,000.00	\$ 14,000.00	\$ 14,000.00	\$ 209,574.08
<i>REGISTRATION FEES</i>	\$ 22,568.50	\$ 14,582.75	\$ 13,108.50	\$ 20,311.00	\$ 21,602.45	\$ 13,899.50	\$ 18,650.00	\$ 22,210.00	\$ 25,739.00	\$ 15,855.00	\$ 21,695.00	\$ 30,659.49	\$ 240,881.19
<i>OTHER-Personal trng/sponsorships/donations/merch sales</i>	\$ 3,164.00	\$ 7,410.00	\$ 3,605.00	\$ 1,525.00	\$ 3,410.00	\$ 2,395.64	\$ 850.00	\$ 2,700.00	\$ 6,900.00	\$ 1,900.00	\$ 500.00	\$ 1,000.00	\$ 35,359.64
	\$ 35,672.30	\$ 27,595.00	\$ 22,999.26	\$ 42,783.11	\$ 44,923.61	\$ 32,183.14	\$ 64,500.00	\$ 49,910.00	\$ 50,639.00	\$ 32,755.00	\$ 36,195.00	\$ 45,659.49	\$ 485,814.91
PROGRAM DIRECT COSTS (Variable Costs)													
FITNESS	\$ 9,630.26	\$ 12,624.21	\$ 9,217.66	\$ 8,030.31	\$ 9,441.64	\$ 9,476.52	\$ 17,889.61	\$ 12,189.61	\$ 11,139.61	\$ 10,406.49	\$ 10,856.49	\$ 10,356.49	\$ 131,258.90
SPORTS - Adult	\$ 2,432.63	\$ 7,116.45	\$ 4,083.26	\$ 5,485.41	\$ 5,756.04	\$ 5,688.24	\$ 4,528.34	\$ 6,810.34	\$ 5,539.44	\$ 3,604.34	\$ 3,863.64	\$ 2,974.32	\$ 57,882.45
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 13,864.25	\$ 20,123.67	\$ 9,051.15	\$ 10,291.97	\$ 10,574.73	\$ 9,803.93	\$ 13,182.40	\$ 14,773.40	\$ 21,370.50	\$ 12,867.90	\$ 16,153.50	\$ 24,097.36	\$ 176,154.78
SENIORS	\$ -	\$ 175.40	\$ -	\$ -	\$ 713.18	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 888.58
CULTURE	\$ -	\$ 15.27	\$ -	\$ 30.00	\$ 63.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 108.27
TOTAL PROGRAM DIRECTS COSTS	\$ 25,927.14	\$ 40,055.00	\$ 22,352.07	\$ 23,837.69	\$ 26,548.59	\$ 24,968.69	\$ 35,600.36	\$ 33,773.36	\$ 38,049.55	\$ 26,878.74	\$ 30,873.63	\$ 37,428.17	\$ 366,292.98
PROGRAM INCOME/(LOSS)													
FITNESS	\$ 640.14	\$ (7,260.88)	\$ (4,347.28)	\$ 6,024.24	\$ 2,878.44	\$ 2,764.62	\$ 22,327.27	\$ 8,027.27	\$ 2,706.85	\$ (189.61)	\$ (2,010.03)	\$ (1,510.03)	\$ 30,051.00
SPORTS - Adult	\$ 4,217.82	\$ (218.79)	\$ 6,417.93	\$ 3,358.37	\$ 967.75	\$ 1,581.01	\$ 1,940.72	\$ 2,918.72	\$ 2,374.04	\$ 1,544.72	\$ 1,655.84	\$ 1,274.71	\$ 28,032.84
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 4,887.20	\$ (4,789.66)	\$ (1,473.46)	\$ 9,362.81	\$ 14,920.01	\$ 2,733.82	\$ 4,631.66	\$ 5,190.66	\$ 7,508.56	\$ 4,521.16	\$ 5,675.56	\$ 8,466.64	\$ 61,634.93
SENIORS	\$ -	\$ (175.40)	\$ -	\$ 45.00	\$ (483.18)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (613.58)
CULTURE	\$ -	\$ (15.27)	\$ 50.00	\$ 155.00	\$ 92.00	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 416.73
TOTAL PROGRAM INCOME/(LOSS)	\$ 9,745.16	\$ (12,460.00)	\$ 647.19	\$ 18,945.42	\$ 18,375.02	\$ 7,214.45	\$ 28,899.64	\$ 16,136.64	\$ 12,589.45	\$ 5,876.26	\$ 5,321.37	\$ 8,231.32	\$ 119,521.92
Headcount													
GENERAL & ADMIN EXPENSES (Fixed costs)													
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 20,304.91	\$ 54,415.85	\$ 31,695.96	\$ 37,642.71	\$ 36,465.93	\$ 33,672.29	\$ 35,000.00	\$ 38,609.26	\$ 39,539.65	\$ 38,911.83	\$ 37,000.00	\$ 38,000.00	\$ 441,258.39
ADMIN - Allocated Support Costs	\$ 11,139.45	\$ 14,253.45	\$ 5,347.58	\$ 7,521.62	\$ 8,004.25	\$ 14,542.68	\$ 7,800.00	\$ 7,800.00	\$ 7,800.00	\$ 7,800.00	\$ 7,800.00	\$ 7,800.00	\$ 107,609.03
ADMIN - Unallocated	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL G&A EXPENSES	\$ 31,444.36	\$ 68,669.30	\$ 37,043.54	\$ 45,164.33	\$ 44,470.18	\$ 48,214.97	\$ 42,800.00	\$ 46,409.26	\$ 47,339.65	\$ 46,711.83	\$ 44,800.00	\$ 45,800.00	\$ 548,867.42
Headcount						\$ 60,809.03							
						\$ 10,134.84							
INCOME/(LOSS) FROM OPERATIONS	\$ (21,699.21)	\$ (81,129.30)	\$ (36,396.35)	\$ (26,218.91)	\$ (26,095.16)	\$ (41,000.52)	\$ (13,900.36)	\$ (30,272.62)	\$ (34,750.20)	\$ (40,835.57)	\$ (39,478.63)	\$ (37,568.68)	\$ (429,345.50)
FUNDRAISING REVENUE													
DONATIONS/SPONS/TICKETS	\$ 19,367.36	\$ 9,418.07	\$ 8,209.55	\$ 19,733.16	\$ 23,693.02	\$ 180,047.48	\$ 30,500.00	\$ 80,000.00	\$ 54,375.00	\$ 24,875.00	\$ 20,000.00	\$ 50,000.00	\$ 520,218.64
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	\$ 9,000.00	\$ -	\$ -	\$ 5,000.00	\$ 2,500.00	\$ 9,000.00	\$ 30,500.00
GOVT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 46,000.00	\$ -	\$ -	\$ 46,000.00
INTEREST EARNINGS	\$ 10,989.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,989.00
OTHER INCOME - Rental	\$ 1,301.44	\$ 634.58	\$ 171.33	\$ 768.14	\$ 486.63	\$ 588.89	\$ 585.00	\$ 585.00	\$ 585.00	\$ 585.00	\$ 585.00	\$ 585.00	\$ 7,461.01
TOTAL FUNDRAISING REVENUE	\$ 31,657.80	\$ 10,052.65	\$ 8,380.88	\$ 20,501.30	\$ 24,179.65	\$ 185,636.37	\$ 40,085.00	\$ 80,585.00	\$ 54,960.00	\$ 76,460.00	\$ 23,085.00	\$ 59,585.00	\$ 615,168.65
DIRECT COSTS OF FUNDRAISING	\$ 2,417.66	\$ 6,668.65	\$ 2,859.31	\$ 4,674.18	\$ 13,424.93	\$ 11,801.13	\$ 8,300.00	\$ 15,278.00	\$ 14,000.00	\$ 8,646.00	\$ 13,856.00	\$ 8,606.00	\$ 110,531.86
FUNDRAISING INCOME	\$ 29,240.14	\$ 3,384.00	\$ 5,521.57	\$ 15,827.12	\$ 10,754.72	\$ 173,835.24	\$ 31,785.00	\$ 65,307.00	\$ 40,960.00	\$ 67,814.00	\$ 9,229.00	\$ 50,979.00	\$ 504,636.79
Headcount													
NET INCOME/(LOSS) MONTHLY	\$ 7,540.94	\$ (77,745.30)	\$ (30,874.78)	\$ (10,391.79)	\$ (15,340.44)	\$ 132,834.72	\$ 17,884.64	\$ 35,034.38	\$ 6,209.80	\$ 26,978.43	\$ (30,249.63)	\$ 13,410.32	\$ 75,291.29
NET INCOME/(LOSS) CUMULATIVE	\$ 7,540.94	\$ (70,204.37)	\$ (101,079.15)	\$ (111,470.94)	\$ (126,811.38)	\$ 6,023.35	\$ 23,907.99	\$ 58,942.37	\$ 65,152.17	\$ 92,130.61	\$ 61,880.98	\$ 75,291.29	