

April

JULY 2017 - APRIL 2018 RESULTS

	FYTD ACTUALS		PR FYTD ACTUALS		VARIANCE	BUDGET FYTD		VARIANCE	
	July '17-Apr '18		July '16-Apr '17		From Prior FYTD	July '17-Apr '18		From Budget	
PROGRAM REVENUE									
FITNESS	\$ 149,193		\$ 82,411	\$ 66,782		\$ 122,190	\$ 27,003		
SPORTS - Adult	\$ 115,203		\$ 100,006	\$ 15,196		\$ 90,491	\$ 24,712		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 174,854		\$ 136,128	\$ 38,726		\$ 223,345	\$ (48,491)		
SENIORS	\$ 1,190		\$ 471	\$ 719		\$ 2,295	\$ (1,105)		
CULTURE	\$ 1,435		\$ 7,153	\$ (5,718)		\$ 11,952	\$ (10,517)		
TOTAL PROGRAM REVENUE	\$ 441,874		\$ 326,169	\$ 115,706	35.5%	\$ 450,272	\$ (8,398)	-1.9%	
MEMBERSHIP REV	\$ 216,757		\$ 143,259	\$ 73,499		\$ 170,021	\$ 46,737		
REGISTRATION FEES	\$ 183,610		\$ 145,999	\$ 37,611		\$ 243,352	\$ (59,741)		
OTHER-Personal trng/sponsorships/donations/merch sales	\$ 41,507		\$ 36,911	\$ 4,596		\$ 36,900	\$ 4,607		
PROGRAM DIRECT COSTS (Variable Costs)									
FITNESS	\$ 127,548		\$ 95,008	\$ 32,540		\$ 99,984	\$ 27,563		
SPORTS - Adult	\$ 51,068		\$ 55,349	\$ (4,281)		\$ 60,742	\$ (9,674)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 125,057		\$ 168,697	\$ (43,641)		\$ 170,305	\$ (45,248)		
SENIORS	\$ 1,924		\$ 2,905	\$ (981)		\$ 655	\$ 1,269		
CULTURE	\$ 1,455		\$ 28,213	\$ (26,758)		\$ 2,743	\$ (1,288)		
TOTAL PROGRAM DIRECTS COSTS	\$ 307,051		\$ 350,172	\$ (43,121)	-12.3%	\$ 334,429	\$ (27,378)	-8.2%	
PROGRAM INCOME/(LOSS)									
FITNESS	\$ 21,645		\$ (12,597)	\$ 34,242		\$ 22,205	\$ (560)		
SPORTS - Adult	\$ 64,135		\$ 44,658	\$ 19,477		\$ 29,749	\$ 34,386		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 49,797		\$ (32,570)	\$ 82,367		\$ 53,040	\$ (3,243)		
SENIORS	\$ (734)		\$ (2,434)	\$ 1,700		\$ 1,640	\$ (2,374)		
CULTURE	\$ (20)		\$ (21,060)	\$ 21,040		\$ 9,209	\$ (9,229)		
TOTAL PROGRAM INCOME/(LOSS)	\$ 134,823		\$ (24,003)	\$ 158,826		\$ 115,843	\$ 18,980	16.4%	
GENERAL & ADMIN EXPENSES									
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 360,474		\$ 470,786	\$ (110,312)		\$ 407,746	\$ (47,273)		
ADMIN - Allocated and Unallocated	\$ 99,168		\$ 116,762	\$ (17,594)		\$ 76,914	\$ 22,254		
ADMIN	\$ -		\$ -	\$ -		\$ -	\$ -		
TOTAL G&A EXPENSES	\$ 459,642		\$ 587,547	\$ (127,906)	-21.8%	\$ 484,660	\$ (25,018)	-5.2%	
INCOME/(LOSS) FROM OPERATIONS	\$ (324,818)		\$ (611,550)	\$ 286,732	-46.9%	\$ (368,817)	\$ 43,998	-11.9%	
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 327,195		\$ 325,045	\$ 2,150		\$ 364,250	\$ (37,055)		
GRANTS	\$ 12,503		\$ 63,953	\$ (51,450)		\$ 35,000	\$ (22,497)		
GOVT (Island Cities)	\$ -		\$ 5,000	\$ (5,000)		\$ 79,500	\$ (79,500)		
INTEREST EARNINGS	\$ 10,989		\$ 34,160	\$ (23,171)		\$ 12,000	\$ (1,011)		
OTHER INCOME - Rental	\$ 7,960		\$ 22,561	\$ (14,601)		\$ 20,833	\$ (12,874)		
FUNDRAISING UNRESTRICTED	\$ 358,647		\$ 450,718	\$ (92,071)	-20.4%	\$ 511,583	\$ (152,937)	-29.9%	
TEMPORARILY RESTRICTED FUNDS	\$ 30,000		\$ -	\$ 30,000		\$ -	\$ 30,000		
RESTRICTED FUNDS	\$ 10,000		\$ -	\$ 10,000		\$ -	\$ 10,000		
TOTAL FUNDRAISING	\$ 398,647		\$ 450,718	\$ (52,071)		\$ 511,583	\$ (112,937)		
DIRECT COSTS OF FUNDRAISING	\$ 88,464		\$ 81,202	\$ 7,262	8.9%	\$ 111,604	\$ (23,141)	-20.7%	
FUNDRAISING INCOME	\$ 310,183		\$ 369,516	\$ (59,333)	-16.1%	\$ 399,979	\$ (89,796)	-22.5%	
NET INCOME/(LOSS)	\$ (14,635)		\$ (242,034)	\$ 227,399		\$ 31,162	\$ (45,798)		
TOTAL REVENUE	\$ 840,521		\$ 776,887			\$ 961,856			
TOTAL EXPENSES	\$ 855,157		\$ 1,018,921			\$ 930,693			