

May

JULY 2017 - May 2018 RESULTS

	FYTD ACTUALS		PR FYTD ACTUALS		VARIANCE	BUDGET FYTD		VARIANCE	
	July '17-May '18	July '16-May '17	July '16-May '17	From Prior FYTD		July '17-May '18	From Budget		
PROGRAM REVENUE									
FITNESS	\$ 167,484	\$ 93,588	\$ 73,897			\$ 136,036	\$ 31,448		
SPORTS - Adult	\$ 122,905	\$ 117,718	\$ 5,188			\$ 95,640	\$ 27,266		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 193,990	\$ 158,652	\$ 35,338			\$ 245,174	\$ (51,184)		
SENIORS	\$ 1,240	\$ 471	\$ 769			\$ 2,495	\$ (1,255)		
CULTURE	\$ 1,435	\$ 7,288	\$ (5,853)			\$ 12,568	\$ (11,133)		
TOTAL PROGRAM REVENUE	\$ 487,055	\$ 377,716	\$ 109,338	28.9%		\$ 491,913	\$ (4,858)	-1.0%	
MEMBERSHIP REV	\$ 243,869	\$ 159,216	\$ 84,653			\$ 188,650	\$ 55,218		
REGISTRATION FEES	\$ 200,319	\$ 176,458	\$ 23,861			\$ 265,863	\$ (65,543)		
OTHER-Personal trng/sponsorships/donations/merch sales	\$ 42,867	\$ 42,042	\$ 825			\$ 37,400	\$ 5,467		
PROGRAM DIRECT COSTS (Variable Costs)									
FITNESS	\$ 141,425	\$ 106,332	\$ 35,092			\$ 109,541	\$ 31,884		
SPORTS - Adult	\$ 55,498	\$ 60,050	\$ (4,552)			\$ 67,442	\$ (11,944)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 136,240	\$ 184,828	\$ (48,587)			\$ 185,903	\$ (49,663)		
SENIORS	\$ 1,924	\$ 2,927	\$ (1,003)			\$ 720	\$ 1,204		
CULTURE	\$ 1,455	\$ 30,242	\$ (28,787)			\$ 2,860	\$ (1,405)		
TOTAL PROGRAM DIRECTS COSTS	\$ 336,542	\$ 384,379	\$ (47,836)	-12.4%		\$ 366,466	\$ (29,924)	-8.2%	
PROGRAM INCOME/(LOSS)									
FITNESS	\$ 26,060	\$ (12,744)	\$ 38,804			\$ 26,495	\$ (436)		
SPORTS - Adult	\$ 67,407	\$ 57,668	\$ 9,739			\$ 28,198	\$ 39,210		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 57,749	\$ (26,176)	\$ 83,926			\$ 59,271	\$ (1,521)		
SENIORS	\$ (684)	\$ (2,456)	\$ 1,772			\$ 1,775	\$ (2,459)		
CULTURE	\$ (20)	\$ (22,954)	\$ 22,934			\$ 9,708	\$ (9,728)		
TOTAL PROGRAM INCOME/(LOSS)	\$ 150,512	\$ (6,663)	\$ 157,175			\$ 125,447	\$ 25,065	20.0%	
GENERAL & ADMIN EXPENSES									
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 387,432	\$ 517,226	\$ (129,795)			\$ 447,839	\$ (60,407)		
ADMIN - Allocated and Unallocated	\$ 105,143	\$ 125,046	\$ (19,902)			\$ 82,755	\$ 22,388		
ADMIN	\$ -	\$ -	\$ -			\$ -	\$ -		
TOTAL G&A EXPENSES	\$ 492,575	\$ 642,272	\$ (149,697)	-23.3%		\$ 530,594	\$ (38,019)	-7.2%	
INCOME/(LOSS) FROM OPERATIONS	\$ (342,063)	\$ (648,935)	\$ 306,872	-47.3%		\$ (405,147)	\$ 63,084	-15.6%	
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 350,511	\$ 352,965	\$ (2,455)			\$ 403,625	\$ (53,114)		
GRANTS	\$ 17,503	\$ 63,953	\$ (46,450)			\$ 35,000	\$ (17,497)		
GOVT (Island Cities)	\$ 22,500	\$ 34,665	\$ (12,165)			\$ 79,500	\$ (57,000)		
INTEREST EARNINGS	\$ 10,989	\$ 34,160	\$ (23,171)			\$ 12,000	\$ (1,011)		
OTHER INCOME - Rental	\$ 10,011	\$ 26,319	\$ (16,307)			\$ 22,917	\$ (12,905)		
FUNDRAISING UNRESTRICTED	\$ 411,514	\$ 512,062	\$ (100,548)	-19.6%		\$ 553,042	\$ (141,528)	-25.6%	
TEMPORARILY RESTRICTED FUNDS	\$ 30,000	\$ -	\$ 30,000			\$ -	\$ 30,000		
RESTRICTED FUNDS	\$ 10,000	\$ -	\$ 10,000			\$ -	\$ 10,000		
TOTAL FUNDRAISING	\$ 451,514	\$ 512,062	\$ (60,548)	-11.8%		\$ 553,042	\$ (101,528)	-18.4%	
DIRECT COSTS OF FUNDRAISING	\$ 90,575	\$ 90,218	\$ 357	0.4%		\$ 122,711	\$ (32,136)	-26.2%	
FUNDRAISING INCOME	\$ 360,939	\$ 421,844	\$ (60,905)	-14.4%		\$ 430,330	\$ (69,391)	-16.1%	
NET INCOME/(LOSS)	\$ 18,877	\$ (227,091)	\$ 245,967			\$ 25,183	\$ (6,307)		
TOTAL REVENUE	\$ 938,569	\$ 889,778	\$ 48,791	5.5%		\$ 1,044,955	\$ (106,386)	-10.2%	
TOTAL EXPENSES	\$ 919,692	\$ 1,116,869	\$ (197,177)	-17.7%		\$ 1,019,771	\$ (100,079)	-9.8%	