

NOV. 2018 FYTD RESULTS

	NOV 2018 FYTD	ACTUALS		VARIANCE		BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY			2018/2019	From Budget	
PROGRAMS								
REVENUE	\$ 205,750	\$ 173,973	\$ 31,777	18%		\$ 193,847	\$ 11,903	6%
DIRECT COSTS	\$ 114,599	\$ 138,720	\$ (24,122)	-17%		\$ 144,967	\$ (30,368)	-21%
PROGRAM INCOME/(LOSS)	\$ 91,151	\$ 35,253	\$ 55,898			\$ 48,880	\$ 42,271	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 185,838	\$ 226,792	\$ (40,954)	-18%		\$ 214,771	\$ (28,933)	-13%
INCOME/(LOSS) FROM OPERATIONS	\$ (94,687)	\$ (191,539)	\$ 96,852	-51%		\$ (165,891)	\$ 71,204	-43%
FUNDRAISING								
REVENUE	\$ 204,405	\$ 94,772	\$ 109,632	116%		\$ 144,109	\$ 60,296	42%
DIRECT COSTS	\$ 23,420	\$ 30,045	\$ (6,625)	-22%		\$ 62,225	\$ (38,805)	-62%
FUNDRAISING INCOME/(LOSS)	\$ 180,985	\$ 64,728	\$ 116,257			\$ 81,883	\$ 99,101	
NET ORDINARY INCOME/(LOSS)	\$ 86,298	\$ (126,811)	\$ 213,109			\$ (84,007)	\$ 170,305	
TOTAL OPERATING REVENUES	\$ 410,155	\$ 268,746	\$ 141,409	53%		\$ 337,956	\$ 72,199	21%
TOTAL OPERATING EXPENSES	\$ 323,857	\$ 395,557	\$ (71,700)	-18%		\$ 421,963	\$ (98,106)	-23%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ 76,000	\$ (76,000)	
CAPITAL EXPENSE	\$ 43,592	\$ -	\$ 43,592			\$ 76,000	\$ (32,408)	
NET OTHER INCOME - CAPITAL	\$ (43,592)	\$ -	\$ (43,592)			\$ -	\$ (43,592)	
NET INCOME	\$ 42,706	\$ (126,811)	\$ 169,517			\$ (84,007)	\$ 126,713	
TOTAL REVENUE	\$ 410,155	\$ 268,746	\$ 141,409			\$ 413,956	\$ (3,801)	
TOTAL EXPENSES	\$ 367,449	\$ 395,557	\$ (28,108)			\$ 497,963	\$ (130,514)	

Net Ordinary Income (income from operations, excludes capital items) is a positive \$86k for the first 5 months of the current FY. This is a \$213k improvement over Prior FYTD loss of -\$127k and a \$170k positive variance from budgeted projected loss of -\$84k.

Revenue from Programs is \$206k FYTD, 6% or \$11k ahead of budget primarily due to higher than anticipated fitness memberships. Program direct costs FYTD are \$115k, trending 21% or \$30k lower than budget. This is due to reduced headcount and employee benefit savings and lower overall expenses in fitness and youth programs.

General and Administrative expenses are \$145k, 13% or \$29k under budget due to reduced headcount, employee benefit savings and delay in hiring Operations Director.

Fundraising revenue FYTD is \$204k, 42% higher than budgeted due to receipt of unbudgeted funds: \$18k Patterson Foundation May Giving Challenge, \$12k distribution Kessler endowment, \$30k Eisenbarth Trust. FYTD Fundraising expenses of \$23k are 62% less than budget due to delays in hiring budgeted Dev. Dir. and Event Coordinator. Overall Fundraising income of \$181k is favorable to budget by \$99k.

Capital income and expenses are not on target with Capital budget. This is solely timing issues related to the delay of capital expenditures and associated reimbursements from Manatee County. It is anticipated sources and uses of Capital funds will be on target with budget by fiscal year end.

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NOV. 2018 FYTD RESULTS

	NOV 2018 FYTD	ACTUALS		VARIANCE		BUDGET FYTD	VARIANCE		
	2018/2019	Prior FY 17/18	From Prior FY	2018/2019	From Budget				
PROGRAM REVENUE									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 89,069	\$ 80,608	\$ 8,461	\$ 75,033	\$ 14,036				Membership rev > budgeted
SPORTS - Adult	\$ 17,210	\$ 19,347	\$ (2,137)	\$ 15,358	\$ 1,852				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 94,301	\$ 73,354	\$ 20,947	\$ 97,791	\$ (3,490)				Lower after school & sports enrollment
ADULT - Seniors,Culture,Specialty	\$ 5,170	\$ 665	\$ 4,505	\$ 5,665	\$ (495)				On budget, includes \$5k City of BB
TOTAL PROGRAM REVENUE	\$ 205,750	\$ 173,973	\$ 31,777	\$ 193,847	\$ 11,903	18.3%		6.1%	
MEMBERSHIP REV (Fitness)	\$ 81,789	\$ 62,686	\$ 19,103	\$ 61,511	\$ 20,278				
REGISTRATION FEES (Sports,Youth,Adult)	\$ 70,998	\$ 92,083	\$ (21,085)	\$ 79,656	\$ (8,658)				Lower after school & sports enrollment
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 52,963	\$ 19,204	\$ 33,759	\$ 52,680	\$ 283				
PROGRAM DIRECT COSTS (Variable Costs)									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 31,202	\$ 48,944	\$ (17,742)	\$ 46,128	\$ (14,925)				
SPORTS - Adult	\$ 27,657	\$ 24,874	\$ 2,783	\$ 17,269	\$ 10,388				Tennis exp not budgt, Will alloc too high
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 55,740	\$ 63,906	\$ (8,166)	\$ 78,786	\$ (23,046)				Lower after school & sports enrollment
ADULT - Seniors,Culture,Specialty	\$ -	\$ 997	\$ (997)	\$ 2,785	\$ (2,785)				
TOTAL PROGRAM DIRECTS COSTS	\$ 114,599	\$ 138,720	\$ (24,122)	\$ 144,967	\$ (30,368)	-17.4%		-20.9%	
PROGRAM INCOME/(LOSS)									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 57,867	\$ 31,664	\$ 26,203	\$ 28,906	\$ 28,961				Mem. rev > & exp < budgeted
SPORTS - Adult	\$ (10,447)	\$ (5,527)	\$ (4,920)	\$ (1,911)	\$ (8,536)				Tennis exp not budgt, Will alloc too high
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 38,561	\$ 9,448	\$ 29,113	\$ 19,005	\$ 19,556				Lower after school & sports enrollment
ADULT - Seniors,Culture,Specialty	\$ 5,170	\$ (332)	\$ 5,502	\$ 2,880	\$ 2,290				
TOTAL PROGRAM INCOME/(LOSS)	\$ 91,151	\$ 35,253	\$ 55,898	\$ 48,880	\$ 42,271	158.6%		86.5%	
GENERAL & ADMIN EXPENSES									
GENERAL/INDIRECT	\$ 144,529	\$ 180,525	\$ (35,996)	\$ 162,399	\$ (17,870)				Hiring delay for Ops Dir
ADMINISTRATIVE	\$ 41,309	\$ 46,266	\$ (4,957)	\$ 52,372	\$ (11,063)				
TOTAL G&A EXPENSES	\$ 185,838	\$ 226,792	\$ (40,954)	\$ 214,771	\$ (28,933)	-18.1%		-13.5%	
INCOME/(LOSS) FROM OPERATIONS	\$ (94,687)	\$ (191,539)	\$ 96,852	\$ (165,891)	\$ 71,204	-50.6%		-42.9%	
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 200,905	\$ 80,421	\$ 120,484	\$ 141,913	\$ 58,993				\$18k May Giving, \$12k Kessler, \$30k Eisenb
GRANTS	\$ 24	\$ -	\$ 24	\$ -	\$ 24				
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -				City AM & BB designated to Programs
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	\$ -	\$ -				Kessler dist booked as interest FY17/18
OTHER INCOME - Rental	\$ 3,475	\$ 3,362	\$ 113	\$ 2,196	\$ 1,279				
FUNDRAISING UNRESTRICTED	\$ 204,405	\$ 94,772	\$ 109,632	\$ 144,109	\$ 60,296				
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -				
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -				
TOTAL FUNDRAISING REVENUE	\$ 204,405	\$ 94,772	\$ 109,632	\$ 144,109	\$ 60,296	115.7%		41.8%	\$18k May Giving, \$12k Kessler, \$30k Eisenb
FUNDRAISING DIRECT COSTS	\$ 23,420	\$ 30,045	\$ (6,625)	\$ 62,225	\$ (38,805)	-22.0%		-62.4%	Hiring delays Dev Dir, Event Coord
FUNDRAISING INCOME	\$ 180,985	\$ 64,728	\$ 116,257	\$ 81,883	\$ 99,101	179.6%		121.0%	
NET ORDINARY INCOME/(LOSS)	\$ 86,298	\$ (126,811)	\$ 213,109	\$ (84,007)	\$ 170,305				
TOTAL OPERATING REVENUES	\$ 410,155	\$ 268,746	\$ 141,409	\$ 337,956	\$ 72,199	52.6%		21.4%	
TOTAL OPERATING EXPENSES	\$ 323,857	\$ 395,557	\$ (71,700)	\$ 421,963	\$ (98,106)	-18.1%		-23.2%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ 76,000	\$ (76,000)				
CAPITAL EXPENSE	\$ 43,592	\$ -	\$ 43,592	\$ 76,000	\$ (32,408)				
NET OTHER INCOME - CAPITAL	\$ (43,592)	\$ -	\$ (43,592)	\$ -	\$ (43,592)				
NET INCOME	\$ 42,706	\$ (126,811)	\$ 169,517	\$ (84,007)	\$ 126,713				
TOTAL REVENUE	\$ 410,155	\$ 268,746	\$ 141,409	\$ 413,956	\$ (3,801)				
TOTAL EXPENSES	\$ 367,449	\$ 395,557	\$ (28,108)	\$ 497,963	\$ (130,514)				

The Center

NOV FYTD 18/19 ACTUALS BY MONTH

	Actuals July 2018	Actuals Aug 2018	Actuals Sept 2018	Actuals Oct 2018	Actuals Nov 2018
PROGRAM REVENUE					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 17,377.91	\$ 11,848.66	\$ 13,388.91	\$ 17,424.41	\$ 29,029.16
SPORTS - Adult	\$ 3,955.00	\$ 1,482.00	\$ 2,049.00	\$ 7,272.20	\$ 2,452.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 41,543.50	\$ 10,315.50	\$ 11,012.70	\$ 10,510.00	\$ 20,919.20
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00
TOTAL PROGRAM REVENUE	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36
MEMBERSHIP REV (Fitness)	\$ 15,777.91	\$ 10,735.66	\$ 11,771.91	\$ 16,142.41	\$ 27,361.16
REGISTRATION FEES (Sports,Youth,Adult)	\$ 24,988.50	\$ 6,870.50	\$ 8,708.70	\$ 13,316.20	\$ 17,114.20
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 22,150.00	\$ 11,040.00	\$ 5,970.00	\$ 5,833.00	\$ 7,970.00
	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36
PROGRAM DIRECT COSTS (Variable Costs)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,735.70	\$ 4,111.31	\$ 6,516.64	\$ 6,625.89	\$ 7,212.59
SPORTS - Adult	\$ 5,719.28	\$ 5,081.71	\$ 5,266.03	\$ 6,343.15	\$ 5,246.70
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,373.63	\$ 10,327.78	\$ 9,481.92	\$ 9,689.74	\$ 9,866.88
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 28,828.61	\$ 19,520.80	\$ 21,264.59	\$ 22,658.78	\$ 22,326.17
PROGRAM INCOME/(LOSS)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 10,642.21	\$ 7,737.35	\$ 6,872.27	\$ 10,798.52	\$ 21,816.57
SPORTS - Adult	\$ (1,764.28)	\$ (3,599.71)	\$ (3,217.03)	\$ 929.05	\$ (2,794.70)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 25,169.87	\$ (12.28)	\$ 1,530.78	\$ 820.26	\$ 11,052.32
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00
TOTAL PROGRAM INCOME/(LOSS)	\$ 34,087.80	\$ 9,125.36	\$ 5,186.02	\$ 12,632.83	\$ 30,119.19
GENERAL & ADMIN EXPENSES (Fixed costs)					
GENERAL/INDIRECT	\$ 32,198.55	\$ 30,022.81	\$ 27,851.21	\$ 28,177.09	\$ 26,279.36
ADMINISTRATIVE	\$ 9,505.32	\$ 8,908.17	\$ 7,639.36	\$ 8,295.80	\$ 6,960.26
TOTAL G&A EXPENSES	\$ 41,703.87	\$ 38,930.98	\$ 35,490.57	\$ 36,472.89	\$ 33,239.62
INCOME/(LOSS) FROM OPERATIONS	\$ (7,616.07)	\$ (29,805.62)	\$ (30,304.55)	\$ (23,840.06)	\$ (3,120.43)
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 21,164.27	\$ 102,678.17	\$ 19,827.23	\$ 9,467.64	\$ 47,768.17
GRANTS	\$ 10.00	\$ 6.00	\$ 2.00	\$ 620.36	\$ (614.36)
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental	\$ 983.85	\$ 70.52	\$ 765.09	\$ 500.31	\$ 1,155.48
FUNDRAISING UNRESTRICTED	\$ 22,158.12	\$ 102,754.69	\$ 20,594.32	\$ 10,588.31	\$ 48,309.29
TEMPORARILY RESTRICTED FUNDS					
RESTRICTED FUNDS					
TOTAL FUNDRAISING REVENUE	\$ 22,158.12	\$ 102,754.69	\$ 20,594.32	\$ 10,588.31	\$ 48,309.29
FUNDRAISING DIRECT COSTS	\$ 2,232.33	\$ 2,930.83	\$ 7,493.12	\$ 3,603.36	\$ 7,160.47
FUNDRAISING INCOME	\$ 19,925.79	\$ 99,823.86	\$ 13,101.20	\$ 6,984.95	\$ 41,148.82
NET ORDINARY INCOME/(LOSS)	\$ 12,309.72	\$ 70,018.24	\$ (17,203.35)	\$ (16,855.11)	\$ 38,028.39
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ 12,309.72	\$ 82,327.96	\$ 65,124.61	\$ 48,269.50	\$ 86,297.89
CAPITAL OVERLAY					
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ -	\$ -	\$ 38,794.00	\$ -	\$ 4,797.90
NET OTHER INCOME - CAPITAL	\$ -	\$ -	\$ (38,794.00)	\$ -	\$ (4,797.90)
NET INCOME	\$ 12,309.72	\$ 70,018.24	\$ (55,997.35)	\$ (16,855.11)	\$ 33,230.49
Total Revenue	\$ 85,074.53	\$ 131,400.85	\$ 47,044.93	\$ 45,879.92	\$ 100,754.65
Total Expenses	\$ 72,764.81	\$ 61,382.61	\$ 103,042.28	\$ 62,735.03	\$ 67,524.16
	\$ 12,309.72	\$ 70,018.24	\$ (55,997.35)	\$ (16,855.11)	\$ 33,230.49
Cash Flow	\$ 90,000	\$ 102,309.72	\$ 172,327.96	\$ 116,330.61	\$ 99,475.50
	\$ 102,309.72	\$ 172,327.96	\$ 116,330.61	\$ 99,475.50	\$ 132,705.99

BUDGET FY 2018-2019

BUDGET FY 2018-2019 BY MONTH

	Budget July 2018	Budget Aug 2018	Budget Sept 2018	Budget Oct 2018	Budget Nov 2018	Budget Dec 2018	Budget Jan 2019	Budget Feb 2019	Budget Mar 2019	Budget April 2019	Budget May 2019	Budget June 2019	Budget FY18-19 BUDGET
PROGRAM REVENUE													
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 12,013.00	\$ 8,588.00	\$ 7,723.50	\$ 23,330.50	\$ 23,378.00	\$ 18,991.50	\$ 62,411.89	\$ 40,387.97	\$ 31,568.89	\$ 26,204.64	\$ 29,966.00	\$ 18,611.00	\$ 303,174.89
SPORTS - Adult	\$ 576.00	\$ 624.00	\$ 12,470.00	\$ 1,488.00	\$ 200.00	\$ 7,800.00	\$ 892.00	\$ -	\$ 16,400.00	\$ -	\$ -	\$ 6,792.00	\$ 47,242.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 35,075.00	\$ 16,105.00	\$ 10,475.00	\$ 18,621.00	\$ 17,515.00	\$ 9,675.00	\$ 14,475.00	\$ 9,675.00	\$ 16,495.00	\$ 10,150.00	\$ 10,575.00	\$ 18,725.00	\$ 187,561.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ 5,000.00	\$ 50.00	\$ 230.00	\$ 385.00	\$ 270.00	\$ 1,115.00	\$ 230.00	\$ 470.00	\$ 10.00	\$ -	\$ -	\$ 7,760.00
TOTAL PROGRAM REVENUE	\$ 47,664.00	\$ 30,317.00	\$ 30,718.50	\$ 43,669.50	\$ 41,478.00	\$ 36,736.50	\$ 78,893.89	\$ 50,292.97	\$ 64,933.89	\$ 36,364.64	\$ 40,541.00	\$ 44,128.00	\$ 545,737.89
MEMBERSHIP REV (Fitness)	\$ 9,411.00	\$ 5,274.00	\$ 5,085.50	\$ 21,590.50	\$ 20,150.00	\$ 15,763.50	\$ 58,183.89	\$ 36,159.97	\$ 27,340.89	\$ 21,976.64	\$ 26,738.00	\$ 15,383.00	\$ 263,056.89
REGISTRATION FEES (Sports,Youth,Adult)	\$ 15,225.00	\$ 12,605.00	\$ 17,325.00	\$ 17,151.00	\$ 17,350.00	\$ 15,145.00	\$ 15,882.00	\$ 9,905.00	\$ 25,165.00	\$ 10,160.00	\$ 10,575.00	\$ 21,917.00	\$ 188,405.00
OTHER (PT,CF,Sponsorships,Donations,Merch,Sales)	\$ 23,028.00	\$ 12,438.00	\$ 8,308.00	\$ 4,928.00	\$ 3,978.00	\$ 5,828.00	\$ 4,828.00	\$ 4,228.00	\$ 12,428.00	\$ 4,228.00	\$ 3,228.00	\$ 6,828.00	\$ 94,276.00
	\$ 47,664.00	\$ 30,317.00	\$ 30,718.50	\$ 43,669.50	\$ 41,478.00	\$ 36,736.50	\$ 78,893.89	\$ 50,292.97	\$ 64,933.89	\$ 36,364.64	\$ 40,541.00	\$ 44,128.00	\$ 545,737.89
PROGRAM DIRECT COSTS (Variable Costs)													
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,630.90	\$ 8,095.90	\$ 8,795.90	\$ 8,739.90	\$ 8,864.90	\$ 7,761.56	\$ 9,911.56	\$ 9,604.54	\$ 9,171.57	\$ 9,055.90	\$ 8,765.90	\$ 7,930.90	\$ 108,329.43
SPORTS - Adult	\$ 3,778.56	\$ 3,694.84	\$ 3,154.84	\$ 2,964.84	\$ 3,675.84	\$ 3,174.84	\$ 4,473.85	\$ 3,268.16	\$ 4,579.84	\$ 4,234.12	\$ 3,729.84	\$ 3,814.84	\$ 44,544.41
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 24,604.77	\$ 16,849.52	\$ 13,161.77	\$ 11,241.77	\$ 12,928.39	\$ 12,381.77	\$ 13,825.56	\$ 14,611.48	\$ 13,351.77	\$ 12,436.77	\$ 11,601.77	\$ 19,267.77	\$ 176,263.11
ADULT - Seniors,Culture,Specialty	\$ 360.59	\$ 535.99	\$ 360.59	\$ 390.59	\$ 1,136.77	\$ 360.59	\$ 1,288.59	\$ 360.59	\$ 360.59	\$ 1,074.41	\$ 360.59	\$ 360.59	\$ 6,950.48
TOTAL PROGRAM DIRECTS COSTS	\$ 40,374.82	\$ 29,176.25	\$ 25,473.10	\$ 23,337.10	\$ 26,605.90	\$ 23,678.76	\$ 29,499.56	\$ 27,844.77	\$ 27,463.77	\$ 26,801.20	\$ 24,458.10	\$ 31,374.10	\$ 336,087.43
PROGRAM INCOME/(LOSS)													
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 382.10	\$ 492.10	\$ (1,072.40)	\$ 14,590.60	\$ 14,513.10	\$ 11,229.94	\$ 52,500.33	\$ 30,783.43	\$ 22,397.32	\$ 17,148.74	\$ 21,200.10	\$ 10,680.10	\$ 194,845.46
SPORTS - Adult	\$ (3,202.56)	\$ (3,070.84)	\$ 9,315.16	\$ (1,476.84)	\$ (3,475.84)	\$ 4,625.16	\$ (3,581.85)	\$ (3,268.16)	\$ 11,820.16	\$ (4,234.12)	\$ (3,729.84)	\$ 2,977.16	\$ 2,697.59
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 10,470.23	\$ (744.52)	\$ (2,686.77)	\$ 7,379.23	\$ 4,586.61	\$ (2,706.77)	\$ 649.44	\$ (4,936.48)	\$ 3,143.23	\$ (2,286.77)	\$ (1,026.77)	\$ (542.77)	\$ 11,297.89
ADULT - Seniors,Culture,Specialty	\$ (360.59)	\$ 4,464.01	\$ (310.59)	\$ (160.59)	\$ (751.77)	\$ (90.59)	\$ (173.59)	\$ (130.59)	\$ 109.41	\$ (1,064.41)	\$ (360.59)	\$ (360.59)	\$ 809.52
TOTAL PROGRAM INCOME/(LOSS)	\$ 7,289.18	\$ 1,140.75	\$ 5,245.40	\$ 20,332.40	\$ 14,872.10	\$ 13,057.74	\$ 49,394.33	\$ 22,448.20	\$ 37,470.12	\$ 9,563.44	\$ 16,082.90	\$ 12,753.90	\$ 209,650.46
GENERAL & ADMIN EXPENSES (Fixed costs)													
GENERAL/INDIRECT	\$ 28,958.89	\$ 31,995.06	\$ 34,141.82	\$ 33,037.82	\$ 34,265.07	\$ 35,900.07	\$ 39,691.24	\$ 35,791.45	\$ 34,368.91	\$ 32,878.91	\$ 35,502.17	\$ 36,331.90	\$ 412,863.31
ADMINISTRATIVE	\$ 10,412.29	\$ 15,227.98	\$ 13,116.89	\$ 7,172.52	\$ 6,442.18	\$ 8,381.65	\$ 8,273.98	\$ 11,527.34	\$ 6,071.50	\$ 5,930.86	\$ 8,285.00	\$ 6,285.00	\$ 107,127.19
TOTAL G&A EXPENSES	\$ 39,371.18	\$ 47,223.04	\$ 47,258.71	\$ 40,210.34	\$ 40,707.25	\$ 44,281.72	\$ 47,965.22	\$ 47,318.79	\$ 40,440.41	\$ 38,809.77	\$ 43,787.17	\$ 42,616.90	\$ 519,990.50
INCOME/(LOSS) FROM OPERATIONS	\$ (32,082.00)	\$ (46,082.29)	\$ (42,013.31)	\$ (19,877.94)	\$ (25,835.15)	\$ (31,223.98)	\$ 1,429.11	\$ (24,870.59)	\$ (2,970.29)	\$ (29,246.33)	\$ (27,704.27)	\$ (29,863.00)	\$ (310,340.04)
FUNDRAISING REVENUE													
DONATIONS/SPONS/TICKETS	\$ 19,340.00	\$ 83,120.00	\$ 35,200.00	\$ 859.52	\$ 3,393.00	\$ 133,171.44	\$ 24,369.02	\$ 41,658.68	\$ 22,328.32	\$ 923.36	\$ 41,000.00	\$ -	\$ 405,363.34
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,500.00	\$ 3,000.00	\$ -	\$ -	\$ 5,000.00	\$ -	\$ 15,500.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 22,500.00	\$ 23,500.00	\$ 46,000.00
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental	\$ 440.44	\$ 589.58	\$ 101.33	\$ 628.14	\$ 436.63	\$ 538.89	\$ 692.64	\$ 513.08	\$ 511.20	\$ 547.83	\$ 426.00	\$ 426.00	\$ 5,851.76
FUNDRAISING UNRESTRICTED	\$ 19,780.44	\$ 83,709.58	\$ 35,301.33	\$ 1,487.66	\$ 3,829.63	\$ 133,710.33	\$ 32,561.66	\$ 45,171.76	\$ 22,839.52	\$ 1,471.19	\$ 68,926.00	\$ 23,926.00	\$ 472,715.10
TEMPORARILY RESTRICTED FUNDS						\$ 30,000.00							\$ 30,000.00
RESTRICTED FUNDS													\$ -
TOTAL FUNDRAISING REVENUE	\$ 19,780.44	\$ 83,709.58	\$ 35,301.33	\$ 1,487.66	\$ 3,829.63	\$ 163,710.33	\$ 32,561.66	\$ 45,171.76	\$ 22,839.52	\$ 1,471.19	\$ 68,926.00	\$ 23,926.00	\$ 502,715.10
FUNDRAISING DIRECT COSTS	\$ 8,570.15	\$ 9,470.31	\$ 19,534.37	\$ 10,903.56	\$ 13,746.86	\$ 15,289.06	\$ 15,566.95	\$ 24,279.42	\$ 13,721.96	\$ 13,040.42	\$ 10,709.44	\$ 8,709.44	\$ 163,541.94
FUNDRAISING INCOME	\$ 11,210.29	\$ 74,239.27	\$ 15,766.96	\$ (9,415.90)	\$ (9,917.23)	\$ 148,421.27	\$ 16,994.71	\$ 20,892.34	\$ 9,117.56	\$ (11,569.23)	\$ 58,216.56	\$ 15,216.56	\$ 339,173.16
NET ORDINARY INCOME/(LOSS)	\$ (20,871.71)	\$ 28,156.98	\$ (26,246.35)	\$ (29,293.84)	\$ (35,752.38)	\$ 117,197.29	\$ 18,423.82	\$ (3,978.25)	\$ 6,147.27	\$ (40,815.56)	\$ 30,512.29	\$ (14,646.44)	\$ 28,833.12
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (20,871.71)	\$ 7,285.27	\$ (18,961.08)	\$ (48,254.92)	\$ (84,007.30)	\$ 33,189.99	\$ 51,613.81	\$ 47,635.56	\$ 53,782.83	\$ 12,967.27	\$ 43,479.56	\$ 28,833.12	
CAPITAL OVERLAY													
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 35,000.00	\$ 28,000.00	\$ 13,000.00	\$ -	\$ -	\$ -	\$ 40,000.00	\$ 9,000.00	\$ -	\$ -	\$ -	\$ 125,000.00
CAPITAL EXPENSE	\$ 35,000.00	\$ 28,000.00	\$ 13,000.00	\$ -	\$ -	\$ -	\$ 45,000.00	\$ 9,000.00	\$ -	\$ -	\$ -	\$ -	\$ 130,000.00
NET OTHER INCOME - CAPITAL	\$ (35,000.00)	\$ 7,000.00	\$ 15,000.00	\$ 13,000.00	\$ -	\$ -	\$ (45,000.00)	\$ 31,000.00	\$ 9,000.00	\$ -	\$ -	\$ -	\$ (5,000.00)
NET INCOME	\$ (55,871.71)	\$ 35,156.98	\$ (11,246.35)	\$ (16,293.84)	\$ (35,752.38)	\$ 117,197.29	\$ (26,576.18)	\$ 27,021.75	\$ 15,147.27	\$ (40,815.56)	\$ 30,512.29	\$ (14,646.44)	\$ 23,833.12
Total Revenue	\$ 67,444.44	\$ 149,026.58	\$ 94,019.83	\$ 58,157.16	\$ 45,307.63	\$ 200,446.83	\$ 111,455.55	\$ 135,464.73	\$ 96,773.41	\$ 37,835.83	\$ 109,467.00	\$ 68,054.00	\$ 1,173,452.99
Total Expenses	\$ 123,316.15	\$ 113,869.60	\$ 105,266.18	\$ 74,451.00	\$ 81,060.01	\$ 83,249.54	\$ 138,031.73	\$ 108,442.98	\$ 81,626.14	\$ 78,651.39	\$ 78,954.71	\$ 82,700.44	\$ 1,149,619.87
	\$ (55,871.71)	\$ 35,156.98	\$ (11,246.35)	\$ (16,293.84)	\$ (35,752.38)	\$ 117,197.29	\$ (26,576.18)	\$ 27,021.75	\$ 15,147.27	\$ (40,815.56)	\$ 30,512.29	\$ (14,646.44)	\$ 23,833.12
Cash Flow	\$ 90,000	\$ 34,128.29	\$ 69,285.27	\$ 58,038.92	\$ 41,745.08	\$ 5,992.70	\$ 123,189.99	\$ 96,613.81	\$ 123,635.56	\$ 138,782.83	\$ 97,967.27	\$ 128,479.56	\$ 113,833.12

PRIOR FY 2017-2018

PRIOR FY 2017-2018 BY MONTH

	July 2017	Aug 2017	Sept 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018	April 2018	May 2018	actuals June 2018	Total FY 2017/2018
PROGRAM REVENUE													
FITNESS	\$ 15,516.30	\$ 8,394.75	\$ 8,228.26	\$ 25,159.61	\$ 23,308.66	\$ 20,228.64	\$ 63,119.01	\$ 39,298.22	\$ 34,074.89	\$ 28,816.64	\$ 32,335.09	\$ 27,860.41	\$ 326,340.48
SPORTS - Adult	\$ 3,950.00	\$ 5,548.00	\$ 8,614.00	\$ 675.00	\$ 560.00	\$ 2,126.00	\$ 3,008.00	\$ 762.00	\$ 8,956.00	\$ 1,478.00	\$ 437.00	\$ 3,674.00	\$ 39,788.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,206.00	\$ 13,652.25	\$ 6,107.00	\$ 16,718.50	\$ 20,669.95	\$ 9,693.50	\$ 13,717.25	\$ 14,119.50	\$ 14,042.50	\$ 12,501.00	\$ 12,358.01	\$ 23,624.50	\$ 173,409.96
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ 50.00	\$ 230.00	\$ 385.00	\$ 135.00	\$ 1,115.00	\$ 230.00	\$ 470.00	\$ 10.00	\$ 50.00	\$ 50.00	\$ 2,725.00
TOTAL PROGRAM REVENUE	\$ 35,672.30	\$ 27,595.00	\$ 22,999.26	\$ 42,783.11	\$ 44,923.61	\$ 32,183.14	\$ 80,959.26	\$ 54,409.72	\$ 57,543.39	\$ 42,805.64	\$ 45,180.10	\$ 55,208.91	\$ 542,263.44
MEMBERSHIP REV	\$ 9,939.80	\$ 5,602.25	\$ 6,285.76	\$ 20,947.11	\$ 19,911.16	\$ 15,888.00	\$ 54,517.89	\$ 34,127.97	\$ 27,590.89	\$ 21,946.64	\$ 27,111.09	\$ 21,880.41	\$ 265,748.97
REGISTRATION FEES (CF,Sports,Youth,SR,Culture)	\$ 22,568.50	\$ 14,582.75	\$ 13,108.50	\$ 20,221.00	\$ 21,602.45	\$ 13,899.50	\$ 20,444.25	\$ 17,056.75	\$ 21,772.50	\$ 18,264.00	\$ 16,709.01	\$ 25,518.50	\$ 225,747.71
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 3,164.00	\$ 7,410.00	\$ 3,605.00	\$ 1,615.00	\$ 3,410.00	\$ 2,395.64	\$ 5,997.12	\$ 3,225.00	\$ 8,180.00	\$ 2,595.00	\$ 1,360.00	\$ 7,810.00	\$ 50,766.76
	\$ 35,672.30	\$ 27,595.00	\$ 22,999.26	\$ 42,783.11	\$ 44,923.61	\$ 32,183.14	\$ 80,959.26	\$ 54,409.72	\$ 57,543.39	\$ 42,805.64	\$ 45,180.10	\$ 55,208.91	\$ 542,263.44
PROGRAM DIRECT COSTS (Variable Costs)													
FITNESS	\$ 9,630.26	\$ 12,624.21	\$ 9,217.66	\$ 8,030.31	\$ 9,441.64	\$ 9,476.52	\$ 23,975.31	\$ 17,788.78	\$ 14,711.94	\$ 12,650.97	\$ 13,877.08	\$ 10,798.56	\$ 152,223.24
SPORTS - Adult	\$ 2,432.63	\$ 7,116.45	\$ 4,083.26	\$ 5,485.41	\$ 5,756.04	\$ 5,688.24	\$ 6,341.98	\$ 4,449.70	\$ 4,521.18	\$ 5,192.96	\$ 4,430.08	\$ 4,526.62	\$ 60,024.55
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 13,864.25	\$ 20,123.67	\$ 9,051.15	\$ 10,291.97	\$ 10,574.73	\$ 9,803.93	\$ 15,826.63	\$ 12,349.38	\$ 11,992.44	\$ 11,178.41	\$ 11,183.91	\$ 16,361.26	\$ 152,601.73
ADULT - Seniors,Culture,Specialty	\$ -	\$ 190.67	\$ -	\$ 30.00	\$ 776.18	\$ -	\$ 1,265.50	\$ 402.98	\$ -	\$ 713.82	\$ -	\$ -	\$ 3,379.15
TOTAL PROGRAM DIRECTS COSTS	\$ 25,927.14	\$ 40,055.00	\$ 22,352.07	\$ 23,837.69	\$ 26,548.59	\$ 24,968.69	\$ 47,409.42	\$ 34,990.84	\$ 31,225.56	\$ 29,736.16	\$ 29,491.07	\$ 31,686.44	\$ 368,228.67
PROGRAM INCOME/(LOSS)													
FITNESS	\$ 5,886.04	\$ (4,229.46)	\$ (989.40)	\$ 17,129.30	\$ 13,867.02	\$ 10,752.12	\$ 39,143.70	\$ 21,509.44	\$ 19,362.95	\$ 16,165.67	\$ 18,458.01	\$ 17,061.85	\$ 174,117.24
SPORTS - Adult	\$ 1,517.37	\$ (1,568.45)	\$ 4,530.74	\$ (4,810.41)	\$ (5,196.04)	\$ (3,562.24)	\$ (3,333.98)	\$ (3,687.70)	\$ 4,434.82	\$ (3,714.96)	\$ (3,993.08)	\$ (852.62)	\$ (20,236.55)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 2,341.75	\$ (6,471.42)	\$ (2,944.15)	\$ 6,426.53	\$ 10,095.22	\$ (110.43)	\$ (2,109.38)	\$ 1,770.12	\$ 2,050.06	\$ 1,322.59	\$ 1,174.10	\$ 7,263.24	\$ 20,808.23
ADULT - Seniors,Culture,Specialty	\$ -	\$ (190.67)	\$ 50.00	\$ 200.00	\$ (391.18)	\$ 135.00	\$ (150.50)	\$ (172.98)	\$ 470.00	\$ (703.82)	\$ 50.00	\$ 50.00	\$ (654.15)
TOTAL PROGRAM INCOME/(LOSS)	\$ 9,745.16	\$ (12,460.00)	\$ 647.19	\$ 18,945.42	\$ 18,375.02	\$ 7,214.45	\$ 33,549.84	\$ 19,418.88	\$ 26,317.83	\$ 13,069.48	\$ 15,689.03	\$ 23,522.47	\$ 174,034.77
GENERAL & ADMIN EXPENSES (Fixed costs)													
GENERAL/INDIRECT	\$ 20,304.91	\$ 54,415.85	\$ 31,695.96	\$ 37,642.71	\$ 36,465.93	\$ 33,672.29	\$ 51,040.82	\$ 33,253.07	\$ 32,803.33	\$ 29,178.68	\$ 26,958.27	\$ 22,705.92	\$ 410,137.74
ADMINISTRATIVE	\$ 11,139.45	\$ 14,253.45	\$ 5,347.58	\$ 7,521.62	\$ 8,004.25	\$ 14,542.68	\$ 10,373.85	\$ 15,073.83	\$ 5,020.90	\$ 7,890.53	\$ 5,975.07	\$ 7,505.86	\$ 112,649.07
TOTAL G&A EXPENSES	\$ 31,444.36	\$ 68,669.30	\$ 37,043.54	\$ 45,164.33	\$ 44,470.18	\$ 48,214.97	\$ 61,414.67	\$ 48,326.90	\$ 37,824.23	\$ 37,069.21	\$ 32,933.34	\$ 30,211.78	\$ 522,786.81
INCOME/(LOSS) FROM OPERATIONS	\$ (21,699.20)	\$ (81,129.30)	\$ (36,396.35)	\$ (26,218.91)	\$ (26,095.16)	\$ (41,000.52)	\$ (27,864.83)	\$ (28,908.02)	\$ (11,506.40)	\$ (23,999.73)	\$ (17,244.31)	\$ (6,689.31)	\$ (348,752.04)
FUNDRAISING REVENUE													
DONATIONS/SPONS/TICKETS	\$ 19,367.36	\$ 9,418.07	\$ 8,209.55	\$ 19,733.16	\$ 23,693.02	\$ 140,047.48	\$ 38,469.02	\$ 46,978.68	\$ 20,355.37	\$ 923.36	\$ 23,315.58	\$ 3,844.42	\$ 354,355.07
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	\$ 7,500.00	\$ -	\$ 1.00	\$ 2.00	\$ 5,000.00	\$ 19.00	\$ 17,522.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 22,500.00	\$ -	\$ 22,500.00
INTEREST EARNINGS	\$ 10,989.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,989.00
OTHER INCOME - Rental	\$ 1,301.44	\$ 634.58	\$ 171.33	\$ 768.14	\$ 486.63	\$ 588.89	\$ 742.64	\$ 1,193.08	\$ 1,475.20	\$ 597.83	\$ 2,051.72	\$ 1,021.16	\$ 11,032.64
FUNDRAISING UNRESTRICTED	\$ 31,657.80	\$ 10,052.65	\$ 8,380.88	\$ 20,501.30	\$ 24,179.65	\$ 145,636.37	\$ 46,711.66	\$ 48,171.76	\$ 21,831.57	\$ 1,523.19	\$ 52,867.30	\$ 4,884.58	\$ 416,398.71
TEMPORARILY RESTRICTED FUNDS						\$ 30,000.00							\$ 30,000.00
RESTRICTED FUNDS						\$ 10,000.00							\$ 10,000.00
TOTAL FUNDRAISING REVENUE	\$ 31,657.80	\$ 10,052.65	\$ 8,380.88	\$ 20,501.30	\$ 24,179.65	\$ 185,636.37	\$ 46,711.66	\$ 48,171.76	\$ 21,831.57	\$ 1,523.19	\$ 52,867.30	\$ 4,884.58	\$ 456,398.71
FUNDRAISING DIRECT COSTS	\$ 2,417.66	\$ 6,668.65	\$ 2,859.31	\$ 4,674.18	\$ 13,424.93	\$ 11,801.13	\$ 18,758.39	\$ 16,419.19	\$ 7,973.54	\$ 3,466.71	\$ 2,111.04	\$ 1,267.77	\$ 91,842.50
FUNDRAISING INCOME	\$ 29,240.14	\$ 3,384.00	\$ 5,521.57	\$ 15,827.12	\$ 10,754.72	\$ 173,835.24	\$ 27,953.27	\$ 31,752.57	\$ 13,858.03	\$ (1,943.52)	\$ 50,756.26	\$ 3,616.81	\$ 364,556.21
NET ORDINARY INCOME/(LOSS)	\$ 7,540.94	\$ (77,745.30)	\$ (30,874.78)	\$ (10,391.79)	\$ (15,340.44)	\$ 132,834.72	\$ 88.44	\$ 2,844.55	\$ 2,351.63	\$ (25,943.25)	\$ 33,511.95	\$ (3,072.50)	\$ 15,804.17
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ 7,540.94	\$ (70,204.36)	\$ (101,079.14)	\$ (111,470.93)	\$ (126,811.37)	\$ 6,023.35	\$ 6,111.79	\$ 8,956.34	\$ 11,307.97	\$ (14,635.28)	\$ 18,876.67	\$ 15,804.17	