

JAN. 2019 FYTD RESULTS

	JAN 2019 FYTD	ACTUALS		VARIANCE	BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY		2018/2019	From Budget	
PROGRAMS							
REVENUE	\$ 322,458	\$ 287,116	\$ 35,342	12%	\$ 309,477	\$ 12,980	4%
DIRECT COSTS	\$ 162,141	\$ 211,099	\$ (48,957)	-23%	\$ 198,145	\$ (36,004)	-18%
PROGRAM INCOME/(LOSS)	\$ 160,317	\$ 76,017	\$ 84,299		\$ 111,332	\$ 48,985	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 274,868	\$ 336,421	\$ (61,553)	-18%	\$ 307,017	\$ (32,150)	-10%
INCOME/(LOSS) FROM OPERATIONS	\$ (114,551)	\$ (260,404)	\$ 145,853	-56%	\$ (195,686)	\$ 81,134	-41%
FUNDRAISING							
REVENUE	\$ 295,291	\$ 327,120	\$ (31,829)	-10%	\$ 340,381	\$ (45,089)	-13%
DIRECT COSTS	\$ 42,204	\$ 60,604	\$ (18,400)	-30%	\$ 93,081	\$ (50,877)	-55%
FUNDRAISING INCOME/(LOSS)	\$ 253,087	\$ 266,516	\$ (13,429)		\$ 247,299	\$ 5,788	
NET ORDINARY INCOME/(LOSS)	\$ 138,536	\$ 6,112	\$ 132,424	2167%	\$ 51,614	\$ 86,922	168%
TOTAL OPERATING REVENUES	\$ 617,749	\$ 614,236	\$ 3,513	1%	\$ 649,858	\$ (32,109)	-5%
TOTAL OPERATING EXPENSES	\$ 479,213	\$ 608,124	\$ (128,911)	-21%	\$ 598,244	\$ (119,031)	-20%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000		\$ 76,000	\$ (51,000)	
CAPITAL EXPENSE	\$ 90,450	\$ -	\$ 90,450		\$ 121,000	\$ (30,550)	
NET OTHER INCOME - CAPITAL	\$ (65,450)	\$ -	\$ (65,450)		\$ (45,000)	\$ (20,450)	
NET INCOME	\$ 73,086	\$ 6,112	\$ 66,974		\$ 6,614	\$ 66,472	
TOTAL REVENUE	\$ 642,749	\$ 614,236	\$ 28,513		\$ 725,858	\$ (83,109)	
TOTAL EXPENSES	\$ 569,663	\$ 608,124	\$ (38,461)		\$ 719,244	\$ (149,581)	

Net Ordinary Income (income from operations, excludes capital items) is a positive \$138k for the first 7 months of the current FY. This is \$132k or 2167% higher than prior year of \$6k and 168% or \$87k above budget target of \$52k. Total Operating Revenues are 5% under budget and slightly higher than prior year. The improvement in Total Operating Expenses, which are 20% or \$119k under budget, has contributed to the significant positive variance in Net Ordinary Income.

Revenue from Programs is \$322k FYTD, \$13k or 4% ahead of budget and \$35k or 12% higher than prior year primarily due to higher than anticipated fitness memberships. Program direct costs FYTD are \$162k, trending \$36k or 18% lower than budget and \$48k or 23% less than prior year. This is due to reduced headcount and employee benefit savings and lower overall expenses in fitness and youth programs.

General and Administrative expenses FYTD are \$275k, \$32k or 10% under budget and \$61k or 18% less than prior year. Reduced headcount, employee benefit savings and delay in hiring Operations Director have contributed to the positive variances. The unplanned concert series increased general and administrative expenses over previous months but this was more than offset by the concert revenues.

Fundraising revenue FYTD is \$295k, 13% lower than anticipated and 10% less than same time prior year. Correspondingly, FYTD Fundraising direct costs are underbudget by \$51k or 55% due to delays in hiring Dev. Dir. and Event Coordinator and are \$18k or 30% less than prior year fundraising expenses. Overall Fundraising income of \$253k is favorable to budget by \$6k and trails behind prior year by only \$13k.

Capital activity is not on target with capital budget due to the delay of \$52k in reimbursements requests to be submitted to Manatee County. It is anticipated sources and uses of Capital funds will be on target with budget by fiscal year end.

JAN

JAN. 2019 FYTD RESULTS

	JAN 2019 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	\$ 169,074	\$ 163,955	\$ 5,119	\$ 156,436	\$ 12,638			
SPORTS - Adult	\$ 31,016	\$ 24,481	\$ 6,535	\$ 24,050	\$ 6,966			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 116,377	\$ 96,764	\$ 19,613	\$ 121,941	\$ (5,564)			
ADULT - Seniors,Culture,Specialty	\$ 5,990	\$ 1,915	\$ 4,075	\$ 7,050	\$ (1,060)			
TOTAL PROGRAM REVENUE	\$ 322,458	\$ 287,116	\$ 35,342	\$ 309,477	\$ 12,980	12.3%		4.2%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 154,767	\$ 133,092	\$ 21,675	\$ 135,458	\$ 19,309			
REGISTRATION FEES (Sports,Youth,Adult)	\$ 98,372	\$ 126,427	\$ (28,055)	\$ 110,683	\$ (12,311)			
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 69,319	\$ 27,597	\$ 41,722	\$ 63,336	\$ 5,983			
PROGRAM DIRECT COSTS (Variable Costs)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 49,518	\$ 82,396	\$ (32,878)	\$ 63,801	\$ (14,283)			
SPORTS - Adult	\$ 32,011	\$ 36,904	\$ (4,893)	\$ 24,918	\$ 7,093			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 79,749	\$ 89,536	\$ (9,787)	\$ 104,994	\$ (25,244)			
ADULT - Seniors,Culture,Specialty	\$ 863	\$ 2,262	\$ (1,400)	\$ 4,434	\$ (3,571)			
TOTAL PROGRAM DIRECTS COSTS	\$ 162,141	\$ 211,099	\$ (48,957)	\$ 198,145	\$ (36,004)	-23.2%		-18.2%
PROGRAM INCOME/(LOSS)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 119,556	\$ 81,559	\$ 37,997	\$ 92,636	\$ 26,920			
SPORTS - Adult	\$ (995)	\$ (12,423)	\$ 11,428	\$ (868)	\$ (127)			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 36,628	\$ 7,228	\$ 29,400	\$ 16,947	\$ 19,680			
ADULT - Seniors,Culture,Specialty	\$ 5,127	\$ (347)	\$ 5,475	\$ 2,616	\$ 2,511			
TOTAL PROGRAM INCOME/(LOSS)	\$ 160,317	\$ 76,017	\$ 84,299	\$ 111,332	\$ 48,985	110.9%		44.0%
GENERAL & ADMIN EXPENSES								
GENERAL/INDIRECT	\$ 204,397	\$ 265,238	\$ (60,841)	\$ 237,990	\$ (33,593)			
ADMINISTRATIVE	\$ 70,471	\$ 71,183	\$ (712)	\$ 69,027	\$ 1,443			
TOTAL G&A EXPENSES	\$ 274,868	\$ 336,421	\$ (61,553)	\$ 307,017	\$ (32,150)	-18.3%		-10.5%
INCOME/(LOSS) FROM OPERATIONS	\$ (114,551)	\$ (260,404)	\$ 145,853	\$ (195,686)	\$ 81,134	-56.0%		-41.5%
FUNDRAISING REVENUE								
DONATIONS/SPONS/TICKETS	\$ 286,495	\$ 258,938	\$ 27,558	\$ 299,453	\$ (12,958)			
GRANTS	\$ 4,763	\$ 12,500	\$ (7,737)	\$ 7,500	\$ (2,737)			
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -			
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	\$ -	\$ -			
OTHER INCOME - Rental, Merch Sales	\$ 4,033	\$ 4,694	\$ (661)	\$ 3,428	\$ 605			
FUNDRAISING UNRESTRICTED	\$ 295,291	\$ 287,120	\$ 8,171	\$ 310,381	\$ (15,089)			
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 30,000	\$ (30,000)	\$ 30,000	\$ (30,000)			
RESTRICTED FUNDS	\$ -	\$ 10,000	\$ (10,000)	\$ -	\$ -			
TOTAL FUNDRAISING REVENUE	\$ 295,291	\$ 327,120	\$ (31,829)	\$ 340,381	\$ (45,089)	-9.7%		-13.2%
FUNDRAISING DIRECT COSTS	\$ 42,204	\$ 60,604	\$ (18,400)	\$ 93,081	\$ (50,877)	-30.4%		-54.7%
FUNDRAISING INCOME	\$ 253,087	\$ 266,516	\$ (13,429)	\$ 247,299	\$ 5,788	-5.0%		2.3%
NET ORDINARY INCOME/(LOSS)	\$ 138,536	\$ 6,112	\$ 132,424	\$ 51,614	\$ 86,922	2166.7%		168.4%
TOTAL OPERATING REVENUES	\$ 617,749	\$ 614,236	\$ 3,513	\$ 649,858	\$ (32,109)	0.6%		-4.9%
TOTAL OPERATING EXPENSES	\$ 479,213	\$ 608,124	\$ (128,911)	\$ 598,244	\$ (119,031)	-21.2%		-19.9%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000	\$ 76,000	\$ (51,000)			
CAPITAL EXPENSE	\$ 90,450	\$ -	\$ 90,450	\$ 121,000	\$ (30,550)			
NET OTHER INCOME - CAPITAL	\$ (65,450)	\$ -	\$ (65,450)	\$ (45,000)	\$ (20,450)			
NET INCOME	\$ 73,086	\$ 6,112	\$ 66,974	\$ 6,614	\$ 66,472			
TOTAL REVENUE	\$ 642,749	\$ 614,236	\$ 28,513	\$ 725,858	\$ (83,109)			
TOTAL EXPENSES	\$ 569,663	\$ 608,124	\$ (38,461)	\$ 719,244	\$ (149,581)			

ACTUALS CUMULATIVE FYTD 2018-2019

The Center

	Actual FYTD July 2018-2019 FYTD	Actual FYTD Aug 2018-2019 FYTD	Actual FYTD Sept 2018-2019 FYTD	Actual FYTD Oct 2018-2019 FYTD	Actual FYTD Nov 2018-2019 FYTD	Actual FYTD Dec 2018-2019 FYTD	Actual FYTD Jan 2018-2019 FYTD
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,041.91	\$ 27,890.57	\$ 41,279.48	\$ 58,703.89	\$ 87,733.05	\$ 107,926.25	\$ 169,074.04
SPORTS - Adult	\$ 5,291.00	\$ 6,773.00	\$ 8,822.00	\$ 16,094.20	\$ 18,546.20	\$ 23,207.44	\$ 31,016.44
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 41,543.50	\$ 51,859.00	\$ 62,871.70	\$ 73,381.70	\$ 94,300.90	\$ 107,953.90	\$ 116,377.40
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,040.00	\$ 5,040.00	\$ 5,125.00	\$ 5,170.00	\$ 5,240.00	\$ 5,990.00
TOTAL PROGRAM REVENUE	\$ 62,916.41	\$ 91,562.57	\$ 118,013.18	\$ 153,304.79	\$ 205,750.15	\$ 244,327.59	\$ 322,457.88
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,777.91	\$ 26,513.57	\$ 38,285.48	\$ 54,427.89	\$ 81,789.05	\$ 98,489.37	\$ 154,767.16
REGISTRATION FEES (Sports,Youth,Adult)	\$ 24,988.50	\$ 31,859.00	\$ 40,567.70	\$ 53,883.90	\$ 70,998.10	\$ 86,874.10	\$ 98,371.60
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 22,150.00	\$ 33,190.00	\$ 39,160.00	\$ 44,993.00	\$ 52,963.00	\$ 58,964.12	\$ 69,319.12
	\$ 62,916.41	\$ 91,562.57	\$ 118,013.18	\$ 153,304.79	\$ 205,750.15	\$ 244,327.59	\$ 322,457.88
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,735.70	\$ 10,847.01	\$ 17,363.65	\$ 23,989.54	\$ 31,202.13	\$ 37,747.09	\$ 49,518.01
SPORTS - Adult	\$ 5,719.28	\$ 10,800.99	\$ 16,067.02	\$ 22,410.17	\$ 27,656.87	\$ 27,498.59	\$ 32,011.02
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,373.63	\$ 26,701.41	\$ 36,183.33	\$ 45,873.07	\$ 55,739.95	\$ 69,802.33	\$ 79,749.48
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36.36	\$ 862.83
TOTAL PROGRAM DIRECTS COSTS	\$ 28,828.61	\$ 48,349.41	\$ 69,614.00	\$ 92,272.78	\$ 114,598.95	\$ 135,084.37	\$ 162,141.34
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 9,306.21	\$ 17,043.56	\$ 23,915.83	\$ 34,714.35	\$ 56,530.92	\$ 70,179.16	\$ 119,556.03
SPORTS - Adult	\$ (428.28)	\$ (4,027.99)	\$ (7,245.02)	\$ (6,315.97)	\$ (9,110.67)	\$ (4,291.15)	\$ (994.58)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 25,169.87	\$ 25,157.59	\$ 26,688.37	\$ 27,508.63	\$ 38,560.95	\$ 38,151.57	\$ 36,627.92
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,040.00	\$ 5,040.00	\$ 5,125.00	\$ 5,170.00	\$ 5,203.64	\$ 5,127.17
TOTAL PROGRAM INCOME/(LOSS)	\$ 34,087.80	\$ 43,213.16	\$ 48,399.18	\$ 61,032.01	\$ 91,151.20	\$ 109,243.22	\$ 160,316.54
GENERAL & ADMIN EXPENSES (Fixed costs)							
GENERAL/INDIRECT	\$ 30,188.86	\$ 60,211.67	\$ 88,062.88	\$ 116,239.97	\$ 142,519.33	\$ 167,249.79	\$ 204,397.10
ADMINISTRATIVE	\$ 11,515.01	\$ 20,423.18	\$ 28,062.54	\$ 36,358.34	\$ 43,318.60	\$ 55,056.75	\$ 70,470.80
TOTAL G&A EXPENSES	\$ 41,703.87	\$ 80,634.85	\$ 116,125.42	\$ 152,598.31	\$ 185,837.93	\$ 222,306.54	\$ 274,867.90
INCOME/(LOSS) FROM OPERATIONS	\$ (7,616.07)	\$ (37,421.69)	\$ (67,726.24)	\$ (91,566.30)	\$ (94,686.73)	\$ (113,063.32)	\$ (114,551.36)
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 21,164.27	\$ 123,842.44	\$ 143,669.67	\$ 153,137.31	\$ 200,905.48	\$ 243,007.29	\$ 286,495.20
GRANTS	\$ 10.00	\$ 16.00	\$ 18.00	\$ 638.36	\$ 24.00	\$ 24.00	\$ 4,763.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 983.85	\$ 1,054.37	\$ 1,819.46	\$ 2,319.77	\$ 3,475.25	\$ 3,623.25	\$ 4,033.09
FUNDRAISING UNRESTRICTED	\$ 22,158.12	\$ 124,912.81	\$ 145,507.13	\$ 156,095.44	\$ 204,404.73	\$ 246,654.54	\$ 295,291.29
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 22,158.12	\$ 124,912.81	\$ 145,507.13	\$ 156,095.44	\$ 204,404.73	\$ 246,654.54	\$ 295,291.29
FUNDRAISING DIRECT COSTS	\$ 2,232.33	\$ 5,163.16	\$ 12,656.28	\$ 16,259.64	\$ 23,420.11	\$ 33,287.02	\$ 42,204.21
FUNDRAISING INCOME	\$ 19,925.79	\$ 119,749.65	\$ 132,850.85	\$ 139,835.80	\$ 180,984.62	\$ 213,367.52	\$ 253,087.08
NET ORDINARY INCOME/(LOSS)	\$ 12,309.72	\$ 82,327.96	\$ 65,124.61	\$ 48,269.50	\$ 86,297.89	\$ 100,304.20	\$ 138,535.72
NET ORDINARY INCOME/(LOSS) CUMULATIVE							
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 25,000.00
CAPITAL EXPENSE	\$ -	\$ -	\$ 38,794.00	\$ 38,794.00	\$ 43,591.90	\$ 90,449.90	\$ 90,449.90
NET OTHER INCOME - CAPITAL	\$ -	\$ -	\$ (38,794.00)	\$ (38,794.00)	\$ (43,591.90)	\$ (65,449.90)	\$ (65,449.90)
NET INCOME	\$ 12,309.72	\$ 82,327.96	\$ 26,330.61	\$ 9,475.50	\$ 42,705.99	\$ 34,854.30	\$ 73,085.82
Total Revenue	\$ 85,074.53	\$ 216,475.38	\$ 263,520.31	\$ 309,400.23	\$ 410,154.88	\$ 515,982.13	\$ 642,749.17
Total Expenses	\$ 72,764.81	\$ 134,147.42	\$ 237,189.70	\$ 299,924.73	\$ 367,448.89	\$ 481,127.83	\$ 569,663.35
	\$ 12,309.72	\$ 82,327.96	\$ 26,330.61	\$ 9,475.50	\$ 42,705.99	\$ 34,854.30	\$ 73,085.82

BUDGET FY 2018-2019

The Center of Anna Maria Island

BUDGET FY 2018-2019 CUMULATIVE FYTD

	Budget YTD July 2018	Budget YTD Aug 2018	Budget YTD Sept 2018	Budget YTD Oct 2018	Budget YTD Nov 2018	Budget YTD Dec 2018	Budget YTD Jan 2019
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 12,013.00	\$ 20,601.00	\$ 28,324.50	\$ 51,655.00	\$ 75,033.00	\$ 94,024.50	\$ 156,436.39
SPORTS - Adult	\$ 576.00	\$ 1,200.00	\$ 13,670.00	\$ 15,158.00	\$ 15,358.00	\$ 23,158.00	\$ 24,050.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 35,075.00	\$ 51,180.00	\$ 61,655.00	\$ 80,276.00	\$ 97,791.00	\$ 107,466.00	\$ 121,941.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ 5,000.00	\$ 5,050.00	\$ 5,280.00	\$ 5,665.00	\$ 5,935.00	\$ 7,050.00
TOTAL PROGRAM REVENUE	\$ 47,664.00	\$ 77,981.00	\$ 108,699.50	\$ 152,369.00	\$ 193,847.00	\$ 230,583.50	\$ 309,477.39
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 9,411.00	\$ 14,685.00	\$ 19,770.50	\$ 41,361.00	\$ 61,511.00	\$ 77,274.50	\$ 135,458.39
REGISTRATION FEES (Sports,Youth,Adult)	\$ 15,225.00	\$ 27,830.00	\$ 45,155.00	\$ 62,306.00	\$ 79,656.00	\$ 94,801.00	\$ 110,683.00
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 23,028.00	\$ 35,466.00	\$ 43,774.00	\$ 48,702.00	\$ 52,680.00	\$ 58,508.00	\$ 63,336.00
	\$ 47,664.00	\$ 77,981.00	\$ 108,699.50	\$ 152,369.00	\$ 193,847.00	\$ 230,583.50	\$ 309,477.39
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,630.90	\$ 19,726.80	\$ 28,522.70	\$ 37,262.60	\$ 46,127.50	\$ 53,889.06	\$ 63,800.62
SPORTS - Adult	\$ 3,778.56	\$ 7,473.40	\$ 10,628.24	\$ 13,593.08	\$ 17,268.92	\$ 20,443.76	\$ 24,917.61
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 24,604.77	\$ 41,454.29	\$ 54,616.06	\$ 65,857.83	\$ 78,786.22	\$ 91,167.99	\$ 104,993.55
ADULT - Seniors,Culture,Specialty	\$ 360.59	\$ 896.58	\$ 1,257.17	\$ 1,647.76	\$ 2,784.53	\$ 3,145.12	\$ 4,433.71
TOTAL PROGRAM DIRECTS COSTS	\$ 40,374.82	\$ 69,551.07	\$ 95,024.17	\$ 118,361.27	\$ 144,967.17	\$ 168,645.93	\$ 198,145.49
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 382.10	\$ 874.20	\$ (198.20)	\$ 14,392.40	\$ 28,905.50	\$ 40,135.44	\$ 92,635.77
SPORTS - Adult	\$ (3,202.56)	\$ (6,273.40)	\$ 3,041.76	\$ 1,564.92	\$ (1,910.92)	\$ 2,714.24	\$ (867.61)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 10,470.23	\$ 9,725.71	\$ 7,038.94	\$ 14,418.17	\$ 19,004.78	\$ 16,298.01	\$ 16,947.45
ADULT - Seniors,Culture,Specialty	\$ (360.59)	\$ 4,103.42	\$ 3,792.83	\$ 3,632.24	\$ 2,880.47	\$ 2,789.88	\$ 2,616.29
TOTAL PROGRAM INCOME/(LOSS)	\$ 7,289.18	\$ 8,429.93	\$ 13,675.33	\$ 34,007.73	\$ 48,879.83	\$ 61,937.57	\$ 111,331.90
GENERAL & ADMIN EXPENSES (Fixed costs)							
GENERAL/INDIRECT	\$ 28,958.89	\$ 60,953.95	\$ 95,095.77	\$ 128,133.59	\$ 162,398.66	\$ 198,298.73	\$ 237,989.97
ADMINISTRATIVE	\$ 10,412.29	\$ 25,640.27	\$ 38,757.16	\$ 45,929.68	\$ 52,371.86	\$ 60,753.51	\$ 69,027.49
TOTAL G&A EXPENSES	\$ 39,371.18	\$ 86,594.22	\$ 133,852.93	\$ 174,063.27	\$ 214,770.52	\$ 259,052.24	\$ 307,017.46
INCOME/(LOSS) FROM OPERATIONS	\$ (32,082.00)	\$ (78,164.29)	\$ (120,177.60)	\$ (140,055.54)	\$ (165,890.69)	\$ (197,114.67)	\$ (195,685.56)
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 19,340.00	\$ 102,460.00	\$ 137,660.00	\$ 138,519.52	\$ 141,912.52	\$ 275,083.96	\$ 299,452.98
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,500.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 440.44	\$ 1,030.02	\$ 1,131.35	\$ 1,759.49	\$ 2,196.12	\$ 2,735.01	\$ 3,427.65
FUNDRAISING UNRESTRICTED	\$ 19,780.44	\$ 103,490.02	\$ 138,791.35	\$ 140,279.01	\$ 144,108.64	\$ 277,818.97	\$ 310,380.63
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00	\$ 30,000.00
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 19,780.44	\$ 103,490.02	\$ 138,791.35	\$ 140,279.01	\$ 144,108.64	\$ 307,818.97	\$ 340,380.63
FUNDRAISING DIRECT COSTS	\$ 8,570.15	\$ 18,040.46	\$ 37,574.83	\$ 48,478.39	\$ 62,225.25	\$ 77,514.31	\$ 93,081.26
FUNDRAISING INCOME	\$ 11,210.29	\$ 85,449.56	\$ 101,216.52	\$ 91,800.62	\$ 81,883.39	\$ 230,304.66	\$ 247,299.37
NET ORDINARY INCOME/(LOSS)	\$ (20,871.71)	\$ 7,285.27	\$ (18,961.08)	\$ (48,254.92)	\$ (84,007.30)	\$ 33,189.99	\$ 51,613.81
NET ORDINARY INCOME/(LOSS) CUMULATIVE							
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 35,000.00	\$ 63,000.00	\$ 76,000.00	\$ 76,000.00	\$ 76,000.00	\$ 76,000.00
CAPITAL EXPENSE	\$ 35,000.00	\$ 63,000.00	\$ 76,000.00	\$ 76,000.00	\$ 76,000.00	\$ 76,000.00	\$ 121,000.00
NET OTHER INCOME - CAPITAL	\$ (35,000.00)	\$ (28,000.00)	\$ (13,000.00)	\$ -	\$ -	\$ -	\$ (45,000.00)
NET INCOME	\$ (55,871.71)	\$ (20,714.73)	\$ (31,961.08)	\$ (48,254.92)	\$ (84,007.30)	\$ 33,189.99	\$ 6,613.81