

MAR. 2019 FYTD RESULTS

	MAR 2019 FYTD	ACTUALS		VARIANCE	BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY		2018/2019	From Budget	
PROGRAMS							
REVENUE	\$ 438,630	\$ 399,069	\$ 39,561	10%	\$ 424,704	\$ 13,926	3%
DIRECT COSTS	\$ 224,044	\$ 277,315	\$ (53,271)	-19%	\$ 253,454	\$ (29,411)	-12%
PROGRAM INCOME/(LOSS)	\$ 214,587	\$ 121,754	\$ 92,833		\$ 171,250	\$ 43,336	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 349,187	\$ 422,572	\$ (73,385)	-17%	\$ 394,777	\$ (45,590)	-12%
INCOME/(LOSS) FROM OPERATIONS	\$ (134,600)	\$ (300,819)	\$ 166,218	-55%	\$ (223,526)	\$ 88,926	-40%
FUNDRAISING							
REVENUE	\$ 366,646	\$ 397,124	\$ (30,478)	-8%	\$ 408,392	\$ (41,746)	-10%
DIRECT COSTS	\$ 77,197	\$ 84,997	\$ (7,800)	-9%	\$ 131,083	\$ (53,886)	-41%
FUNDRAISING INCOME/(LOSS)	\$ 289,449	\$ 312,127	\$ (22,677)		\$ 277,309	\$ 12,140	
NET ORDINARY INCOME/(LOSS)	\$ 154,849	\$ 11,308	\$ 143,541	1269%	\$ 53,783	\$ 101,066	188%
TOTAL OPERATING REVENUES	\$ 805,276	\$ 796,192	\$ 9,084	1%	\$ 833,096	\$ (27,820)	-3%
TOTAL OPERATING EXPENSES	\$ 650,427	\$ 784,884	\$ (134,457)	-17%	\$ 779,313	\$ (128,886)	-17%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000		\$ 125,000	\$ (100,000)	
CAPITAL EXPENSE	\$ 90,661	\$ -	\$ 90,661		\$ 130,000	\$ (39,339)	
NET OTHER INCOME - CAPITAL	\$ (65,661)	\$ -	\$ (65,661)		\$ (5,000)	\$ (60,661)	
NET INCOME	\$ 89,188	\$ 11,308	\$ 77,880		\$ 48,783	\$ 40,405	
TOTAL REVENUE	\$ 830,276	\$ 796,192	\$ 34,084		\$ 958,096	\$ (127,820)	
TOTAL EXPENSES	\$ 741,089	\$ 784,884	\$ (43,796)		\$ 909,313	\$ (168,225)	

MAR

MAR. 2019 FYTD RESULTS

	MAR 2019 FYTD	ACTUALS		BUDGET FYTD		VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY	2018/2019	From Budget		
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 252,273	\$ 237,328	\$ 14,944	\$ 228,393	\$ 23,880		
SPORTS - Adult	\$ 40,146	\$ 34,199	\$ 5,947	\$ 40,450	\$ (304)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 138,061	\$ 124,926	\$ 13,134	\$ 148,111	\$ (10,050)		
ADULT - Seniors,Culture,Specialty	\$ 8,150	\$ 2,615	\$ 5,535	\$ 7,750	\$ 400		
TOTAL PROGRAM REVENUE	\$ 438,630	\$ 399,069	\$ 39,561	\$ 424,704	\$ 13,926	9.9%	3.3%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 233,031	\$ 194,811	\$ 38,220	\$ 198,959	\$ 34,072		
REGISTRATION FEES (Sports,Youth,Adult)	\$ 123,815	\$ 165,256	\$ (41,441)	\$ 145,753	\$ (21,938)		
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 81,784	\$ 39,002	\$ 42,782	\$ 79,992	\$ 1,792		
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 77,698	\$ 114,897	\$ (37,198)	\$ 82,577	\$ (4,878)		
SPORTS - Adult	\$ 41,614	\$ 45,875	\$ (4,261)	\$ 32,766	\$ 8,849		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 101,616	\$ 113,878	\$ (12,262)	\$ 132,957	\$ (31,340)		
ADULT - Seniors,Culture,Specialty	\$ 3,114	\$ 2,665	\$ 449	\$ 5,155	\$ (2,041)		
TOTAL PROGRAM DIRECTS COSTS	\$ 224,044	\$ 277,315	\$ (53,271)	\$ 253,454	\$ (29,411)	-19.2%	-11.6%
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 174,574	\$ 122,432	\$ 52,143	\$ 145,817	\$ 28,758		
SPORTS - Adult	\$ (1,468)	\$ (11,676)	\$ 10,208	\$ 7,684	\$ (9,152)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 36,445	\$ 11,048	\$ 25,396	\$ 15,154	\$ 21,290		
ADULT - Seniors,Culture,Specialty	\$ 5,036	\$ (50)	\$ 5,086	\$ 2,595	\$ 2,441		
TOTAL PROGRAM INCOME/(LOSS)	\$ 214,587	\$ 121,754	\$ 92,833	\$ 171,250	\$ 43,336	76.2%	25.3%
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$ 259,734	\$ 331,295	\$ (71,561)	\$ 308,150	\$ (48,417)		
ADMINISTRATIVE	\$ 89,453	\$ 91,278	\$ (1,824)	\$ 86,626	\$ 2,827		
TOTAL G&A EXPENSES	\$ 349,187	\$ 422,572	\$ (73,385)	\$ 394,777	\$ (45,590)	-17.4%	-11.5%
INCOME/(LOSS) FROM OPERATIONS	\$ (134,600)	\$ (300,819)	\$ 166,218	\$ (223,526)	\$ 88,926	-55.3%	-39.8%
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 354,125	\$ 326,272	\$ 27,853	\$ 363,440	\$ (9,315)		
GRANTS	\$ 5,327	\$ 12,501	\$ (7,174)	\$ 10,500	\$ (5,173)		
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -		
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	\$ -	\$ -		
OTHER INCOME - Rental, Merch Sales	\$ 7,194	\$ 7,362	\$ (168)	\$ 4,452	\$ 2,742		
FUNDRAISING UNRESTRICTED	\$ 366,646	\$ 357,124	\$ 9,522	\$ 378,392	\$ (11,746)		
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 30,000	\$ (30,000)	\$ 30,000	\$ (30,000)		
RESTRICTED FUNDS	\$ -	\$ 10,000	\$ (10,000)	\$ -	\$ -		
TOTAL FUNDRAISING REVENUE	\$ 366,646	\$ 397,124	\$ (30,478)	\$ 408,392	\$ (41,746)	-7.7%	-10.2%
FUNDRAISING DIRECT COSTS	\$ 77,197	\$ 84,997	\$ (7,800)	\$ 131,083	\$ (53,886)	-9.2%	-41.1%
FUNDRAISING INCOME	\$ 289,449	\$ 312,127	\$ (22,677)	\$ 277,309	\$ 12,140	-7.3%	4.4%
NET ORDINARY INCOME/(LOSS)	\$ 154,849	\$ 11,308	\$ 143,541	\$ 53,783	\$ 101,066	1269.4%	187.9%
TOTAL OPERATING REVENUES	\$ 805,276	\$ 796,192	\$ 9,084	\$ 833,096	\$ (27,820)	1.1%	-3.3%
TOTAL OPERATING EXPENSES	\$ 650,427	\$ 784,884	\$ (134,457)	\$ 779,313	\$ (128,886)	-17.1%	-16.5%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000	\$ 125,000	\$ (100,000)		
CAPITAL EXPENSE	\$ 90,661	\$ -	\$ 90,661	\$ 130,000	\$ (39,339)		
NET OTHER INCOME - CAPITAL	\$ (65,661)	\$ -	\$ (65,661)	\$ (5,000)	\$ (60,661)		
NET INCOME	\$ 89,188	\$ 11,308	\$ 77,880	\$ 48,783	\$ 40,405		
TOTAL REVENUE	\$ 830,276	\$ 796,192	\$ 34,084	\$ 958,096	\$ (127,820)		
TOTAL EXPENSES	\$ 741,089	\$ 784,884	\$ (43,796)	\$ 909,313	\$ (168,225)		

The Center

MAR FYTD 18/19 ACTUALS BY MONTH

	Actuals July 2018	Actuals Aug 2018	Actuals Sept 2018	Actuals Oct 2018	Actuals Nov 2018	Actuals Dec 2018	Actuals Jan 2019	Actuals Feb 2019	Actuals Mar 2019
PROGRAM REVENUE									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,041.91	\$ 11,848.66	\$ 13,388.91	\$ 17,424.41	\$ 29,029.16	\$ 20,193.20	\$ 61,147.79	\$ 46,708.70	\$ 36,490.07
SPORTS - Adult	\$ 5,291.00	\$ 1,482.00	\$ 2,049.00	\$ 7,272.20	\$ 2,452.00	\$ 4,661.24	\$ 7,809.00	\$ 3,892.00	\$ 5,238.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 41,543.50	\$ 10,315.50	\$ 11,012.70	\$ 10,510.00	\$ 20,919.20	\$ 13,653.00	\$ 8,423.50	\$ 8,615.00	\$ 13,068.50
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 70.00	\$ 750.00	\$ 1,550.00	\$ 610.00
TOTAL PROGRAM REVENUE	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36	\$ 38,577.44	\$ 78,130.29	\$ 60,765.70	\$ 55,406.57
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,777.91	\$ 10,735.66	\$ 11,771.91	\$ 16,142.41	\$ 27,361.16	\$ 16,700.32	\$ 56,277.79	\$ 44,138.70	\$ 34,125.07
REGISTRATION FEES (Sports, Youth,Adult)	\$ 24,988.50	\$ 6,870.50	\$ 8,708.70	\$ 13,316.20	\$ 17,114.20	\$ 15,876.00	\$ 11,497.50	\$ 11,087.00	\$ 14,356.50
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 22,150.00	\$ 11,040.00	\$ 5,970.00	\$ 5,833.00	\$ 7,970.00	\$ 6,001.12	\$ 10,355.00	\$ 5,540.00	\$ 6,925.00
	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36	\$ 38,577.44	\$ 78,130.29	\$ 60,765.70	\$ 55,406.57
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	\$ 6,544.96	\$ 11,770.92	\$ 14,512.28	\$ 13,668.17
SPORTS - Adult	\$ 5,719.28	\$ 5,081.71	\$ 5,266.03	\$ 6,343.15	\$ 5,246.70	\$ (158.28)	\$ 4,512.43	\$ 4,474.52	\$ 5,128.82
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,373.63	\$ 10,327.78	\$ 9,481.92	\$ 9,689.74	\$ 9,866.88	\$ 14,062.38	\$ 9,947.15	\$ 10,148.45	\$ 11,718.40
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36.36	\$ 826.47	\$ 1,259.87	\$ 991.66
TOTAL PROGRAM DIRECTS COSTS	\$ 28,828.61	\$ 19,520.80	\$ 21,264.59	\$ 22,658.78	\$ 22,326.17	\$ 20,485.42	\$ 27,056.97	\$ 30,395.12	\$ 31,507.05
PROGRAM INCOME/(LOSS)									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 9,306.21	\$ 7,737.35	\$ 6,872.27	\$ 10,798.52	\$ 21,816.57	\$ 13,648.24	\$ 49,376.87	\$ 32,196.42	\$ 22,821.90
SPORTS - Adult	\$ (428.28)	\$ (3,599.71)	\$ (3,217.03)	\$ 929.05	\$ (2,794.70)	\$ 4,819.52	\$ 3,296.57	\$ (582.52)	\$ 109.18
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 25,169.87	\$ (12.28)	\$ 1,530.78	\$ 820.26	\$ 11,052.32	\$ (409.38)	\$ (1,523.65)	\$ (1,533.45)	\$ 1,350.10
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 33.64	\$ (76.47)	\$ 290.13	\$ (381.66)
TOTAL PROGRAM INCOME/(LOSS)	\$ 34,087.80	\$ 9,125.36	\$ 5,186.02	\$ 12,632.83	\$ 30,119.19	\$ 18,092.02	\$ 51,073.32	\$ 30,370.58	\$ 23,899.52
GENERAL & ADMIN EXPENSES (Fixed costs)									
GENERAL/INDIRECT	\$ 30,188.86	\$ 30,022.81	\$ 27,851.21	\$ 28,177.09	\$ 26,279.36	\$ 24,730.46	\$ 37,147.31	\$ 27,245.66	\$ 28,090.95
ADMINISTRATIVE	\$ 11,515.01	\$ 8,908.17	\$ 7,639.36	\$ 8,295.80	\$ 6,960.26	\$ 11,738.15	\$ 15,414.05	\$ 6,789.06	\$ 12,193.53
TOTAL G&A EXPENSES	\$ 41,703.87	\$ 38,930.98	\$ 35,490.57	\$ 36,472.89	\$ 33,239.62	\$ 36,468.61	\$ 52,561.36	\$ 34,034.72	\$ 40,284.48
INCOME/(LOSS) FROM OPERATIONS	\$ (7,616.07)	\$ (29,805.62)	\$ (30,304.55)	\$ (23,840.06)	\$ (3,120.43)	\$ (18,376.59)	\$ (1,488.04)	\$ (3,664.14)	\$ (16,384.96)
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 21,164.27	\$ 102,678.17	\$ 19,827.23	\$ 9,467.64	\$ 47,768.17	\$ 42,101.81	\$ 43,487.91	\$ 43,226.16	\$ 24,403.82
GRANTS	\$ 10.00	\$ 6.00	\$ 2.00	\$ 620.36	\$ (614.36)	\$ -	\$ 4,739.00	\$ -	\$ 563.68
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 983.85	\$ 70.52	\$ 765.09	\$ 500.31	\$ 1,155.48	\$ 148.00	\$ 409.84	\$ 1,556.00	\$ 1,605.04
FUNDRAISING UNRESTRICTED	\$ 22,158.12	\$ 102,754.69	\$ 20,594.32	\$ 10,588.31	\$ 48,309.29	\$ 42,249.81	\$ 48,636.75	\$ 44,782.16	\$ 26,572.54
TEMPORARILY RESTRICTED FUNDS						\$ -			
RESTRICTED FUNDS									
TOTAL FUNDRAISING REVENUE	\$ 22,158.12	\$ 102,754.69	\$ 20,594.32	\$ 10,588.31	\$ 48,309.29	\$ 42,249.81	\$ 48,636.75	\$ 44,782.16	\$ 26,572.54
FUNDRAISING DIRECT COSTS	\$ 2,232.33	\$ 2,930.83	\$ 7,493.12	\$ 3,603.36	\$ 7,160.47	\$ 9,866.91	\$ 8,917.19	\$ 18,132.25	\$ 16,860.06
FUNDRAISING INCOME	\$ 19,925.79	\$ 99,823.86	\$ 13,101.20	\$ 6,984.95	\$ 41,148.82	\$ 32,382.90	\$ 39,719.56	\$ 26,649.91	\$ 9,712.48
NET ORDINARY INCOME/(LOSS)	\$ 12,309.72	\$ 70,018.24	\$ (17,203.35)	\$ (16,855.11)	\$ 38,028.39	\$ 14,006.31	\$ 38,231.52	\$ 22,985.77	\$ (6,672.48)
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ 12,309.72	\$ 82,327.96	\$ 65,124.61	\$ 48,269.50	\$ 86,297.89	\$ 100,304.20	\$ 138,535.72	\$ 161,521.49	\$ 154,849.01
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ -	\$ -	\$ 38,794.00	\$ -	\$ 4,797.90	\$ 46,858.00	\$ -	\$ 211.56	\$ -
NET OTHER INCOME - CAPITAL	\$ -	\$ -	\$ (38,794.00)	\$ -	\$ (4,797.90)	\$ (21,858.00)	\$ -	\$ (211.56)	\$ -
NET INCOME	\$ 12,309.72	\$ 70,018.24	\$ (55,997.35)	\$ (16,855.11)	\$ 33,230.49	\$ (7,851.69)	\$ 38,231.52	\$ 22,774.21	\$ (6,672.48)
Total Revenue	\$ 85,074.53	\$ 131,400.85	\$ 47,044.93	\$ 45,879.92	\$ 100,754.65	\$ 105,827.25	\$ 126,767.04	\$ 105,547.86	\$ 81,979.11
Total Expenses	\$ 72,764.81	\$ 61,382.61	\$ 103,042.28	\$ 62,735.03	\$ 67,524.16	\$ 113,678.94	\$ 88,535.52	\$ 82,773.65	\$ 88,651.59
	\$ 12,309.72	\$ 70,018.24	\$ (55,997.35)	\$ (16,855.11)	\$ 33,230.49	\$ (7,851.69)	\$ 38,231.52	\$ 22,774.21	\$ (6,672.48)
Cash Flow	\$ 90,000	\$ 102,309.72	\$ 172,327.96	\$ 116,330.61	\$ 99,475.50	\$ 132,705.99	\$ 124,854.30	\$ 163,085.82	\$ 179,187.55

BUDGET FY 2018-2019

The Center of Anna Maria Island

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	\$ 187,571.00
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, PB, Tennis)	\$ 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, Merch Sales	\$ 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 (Fitness, PB, Tennis)	\$ 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, Merch Sales	\$ 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	