

JUNE

2018/2019 BUDGET

	BUDGET 2018/2019	ACTUALS Prior FY 17/18	VARIANCE From Prior FY	
<b>PROGRAM REVENUE</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 306,043	\$ 326,340	\$ (20,298)	Loss of CF reg fees offset by CF rent & full yr of PT
SPORTS - Adult	\$ 44,374	\$ 39,788	\$ 4,586	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 187,561	\$ 173,410	\$ 14,151	\$18,500 City of Anna Maria designated to Youth
ADULT - Seniors,Culture,Specialty	\$ 7,760	\$ 2,725	\$ 5,035	\$5000 City of Bradenton Beach designated to Sr
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 545,738</b>	<b>\$ 542,263</b>	<b>\$ 3,474</b>	<b>0.6%</b>
MEMBERSHIP REV (Fitness)	\$ 263,057	\$ 265,749	\$ (2,692)	
REGISTRATION FEES (Sports, Youth, Adult)	\$ 188,405	\$ 225,748	\$ (37,343)	Loss of CF reg. fees
OTHER (PT, CF, Sponsorships, Donations, Merch Sales)	\$ 94,276	\$ 50,767	\$ 43,509	CF rent, full year Personal Trng, designated funds from Anna Maria & BB
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 108,329	\$ 152,223	\$ (43,894)	Headcount reduction due to CF change
SPORTS - Adult	\$ 44,544	\$ 60,025	\$ (15,480)	Decreased % empl. time, empl. benefit changes
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 176,263	\$ 152,602	\$ 23,661	Increased % empl. time, empl. benefit changes
ADULT - Seniors,Culture,Specialty	\$ 6,950	\$ 3,379	\$ 3,571	
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 336,087</b>	<b>\$ 368,229</b>	<b>\$ (32,141)</b>	<b>-8.7%</b>
<b>PROGRAM INCOME/(LOSS)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 197,713	\$ 174,117	\$ 23,596	Change in CF bus arrangement., full yr PT
SPORTS - Adult	\$ (170)	\$ (20,237)	\$ 20,066	Decreased % empl. time, empl. benefit changes
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 11,298	\$ 20,808	\$ (9,510)	Increased % empl. time, empl. benefit changes
ADULT - Seniors,Culture,Specialty	\$ 810	\$ (654)	\$ 1,464	
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 209,650</b>	<b>\$ 174,035</b>	<b>\$ 35,616</b>	
<b>GENERAL &amp; ADMIN EXPENSES</b>				
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 412,863	\$ 410,138	\$ 2,726	
ADMIN - Allocated and Unallocated	\$ 107,127	\$ 112,649	\$ (5,522)	
ADMIN	\$ -	\$ -	\$ -	
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 519,991</b>	<b>\$ 522,787</b>	<b>\$ (2,796)</b>	<b>-0.5%</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (310,340)</b>	<b>\$ (348,752)</b>	<b>\$ 38,412</b>	<b>-11.0%</b> Empl benefit changes, CF change, PT full yr
<b>FUNDRAISING REVENUE</b>				
DONATIONS/SPONS/TICKETS	\$ 405,363	\$ 354,355	\$ 51,008	Dev. Dir. & Event Coord. fundraising impact
GRANTS	\$ 15,500	\$ 17,522	\$ (2,022)	
CONCESSION FUNDS (Capital Budget)	\$ 125,000	\$ -	\$ 125,000	Concession funds for capital expenses
GOVT (Island Cities)	\$ 46,000	\$ 22,500	\$ 23,500	Island Cities - anticipate funds May/June 2019
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	
OTHER INCOME - Rental	\$ 5,852	\$ 11,033	\$ (5,181)	
FUNDRAISING UNRESTRICTED	\$ 597,715	\$ 416,399	\$ 181,316	<b>43.5%</b>
TEMPORARILY RESTRICTED FUNDS	\$ 30,000	\$ 30,000	\$ -	
RESTRICTED FUNDS	\$ -	\$ 10,000	\$ (10,000)	
<b>TOTAL FUNDRAISING</b>	<b>\$ 627,715</b>	<b>\$ 456,399</b>	<b>\$ 171,316</b>	<b>37.5%</b>
<b>FUNDRAISING DIRECT COSTS (includes Capitl Bdgnt)</b>	<b>\$ 293,542</b>	<b>\$ 91,843</b>	<b>\$ 201,699</b>	<b>219.6%</b> Includes capital exp., Dev Dir, Event Coord. Exp.
<b>FUNDRAISING INCOME</b>	<b>\$ 334,173</b>	<b>\$ 364,556</b>	<b>\$ (30,383)</b>	<b>-8.3%</b>
<b>NET INCOME/(LOSS)</b>	<b>\$ 23,833</b>	<b>\$ 15,804</b>	<b>\$ 8,029</b>	
TOTAL REVENUE	\$ 1,173,453	\$ 998,662	\$ 174,791	17.5% Concession Funds for Capital Exp
TOTAL EXPENSES	\$ 1,149,620	\$ 982,858	\$ 166,762	17.0% Capital Expenses

**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
<b>PROGRAM REVENUE</b>													
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 12,339.00	\$ 9,002.00	\$ 8,363.50	\$ 24,818.50	\$ 23,378.00	\$ 18,991.50	\$ 62,411.89	\$ 40,387.97	\$ 31,568.89	\$ 26,204.64	\$ 29,966.00	\$ 18,611.00	\$ 306,042.89
SPORTS - Adult	\$ 250.00	\$ 210.00	\$ 11,830.00	\$ -	\$ 200.00	\$ 7,800.00	\$ 892.00	\$ -	\$ 16,400.00	\$ -	\$ -	\$ 6,792.00	\$ 44,374.00
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
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 47,664.00</b>	<b>\$ 30,317.00</b>	<b>\$ 30,718.50</b>	<b>\$ 43,669.50</b>	<b>\$ 41,478.00</b>	<b>\$ 36,736.50</b>	<b>\$ 78,893.89</b>	<b>\$ 50,292.97</b>	<b>\$ 64,933.89</b>	<b>\$ 36,364.64</b>	<b>\$ 40,541.00</b>	<b>\$ 44,128.00</b>	<b>\$ 545,737.89</b>
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
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>													
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
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 40,374.82</b>	<b>\$ 29,176.25</b>	<b>\$ 25,473.10</b>	<b>\$ 23,337.10</b>	<b>\$ 26,605.90</b>	<b>\$ 23,678.76</b>	<b>\$ 29,499.56</b>	<b>\$ 27,844.77</b>	<b>\$ 27,463.77</b>	<b>\$ 26,801.20</b>	<b>\$ 24,458.10</b>	<b>\$ 31,374.10</b>	<b>\$ 336,087.43</b>
<b>PROGRAM INCOME/(LOSS)</b>													
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 708.10	\$ 906.10	\$ (432.40)	\$ 16,078.60	\$ 14,513.10	\$ 11,229.94	\$ 52,500.33	\$ 30,783.43	\$ 22,397.32	\$ 17,148.74	\$ 21,200.10	\$ 10,680.10	\$ 197,713.46
SPORTS - Adult	\$ (3,528.56)	\$ (3,484.84)	\$ 8,675.16	\$ (2,964.84)	\$ (3,475.84)	\$ 4,625.16	\$ (3,581.85)	\$ (3,268.16)	\$ 11,820.16	\$ (4,234.12)	\$ (3,729.84)	\$ 2,977.16	\$ (170.41)
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
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 7,289.18</b>	<b>\$ 1,140.75</b>	<b>\$ 5,245.40</b>	<b>\$ 20,332.40</b>	<b>\$ 14,872.10</b>	<b>\$ 13,057.74</b>	<b>\$ 49,394.33</b>	<b>\$ 22,448.20</b>	<b>\$ 37,470.12</b>	<b>\$ 9,563.44</b>	<b>\$ 16,082.90</b>	<b>\$ 12,753.90</b>	<b>\$ 209,650.46</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>													
GENERAL/INDIRECT-Fully Allocated Support Costs	\$ 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
ADMIN - Allocated Support Costs	\$ 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
ADMIN - Unallocated	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 39,371.18</b>	<b>\$ 47,223.04</b>	<b>\$ 47,258.71</b>	<b>\$ 40,210.34</b>	<b>\$ 40,707.25</b>	<b>\$ 44,281.72</b>	<b>\$ 47,965.22</b>	<b>\$ 47,318.79</b>	<b>\$ 40,440.41</b>	<b>\$ 38,809.77</b>	<b>\$ 43,787.17</b>	<b>\$ 42,616.90</b>	<b>\$ 519,990.50</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (32,082.00)</b>	<b>\$ (46,082.29)</b>	<b>\$ (42,013.31)</b>	<b>\$ (19,877.94)</b>	<b>\$ (25,835.15)</b>	<b>\$ (31,223.98)</b>	<b>\$ 1,429.11</b>	<b>\$ (24,870.59)</b>	<b>\$ (2,970.29)</b>	<b>\$ (29,246.33)</b>	<b>\$ (27,704.27)</b>	<b>\$ (29,863.00)</b>	<b>\$ (310,340.04)</b>
<b>FUNDRAISING REVENUE</b>													
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
CONCESSION FUNDS (Capital Budget)	\$ -	\$ 35,000.00	\$ 28,000.00	\$ 13,000.00	\$ -	\$ -	\$ -	\$ 40,000.00	\$ 9,000.00	\$ -	\$ -	\$ -	\$ 125,000.00
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	\$ 118,709.58	\$ 63,301.33	\$ 14,487.66	\$ 3,829.63	\$ 133,710.33	\$ 32,561.66	\$ 85,171.76	\$ 31,839.52	\$ 1,471.19	\$ 68,926.00	\$ 23,926.00	\$ 597,715.10
TEMPORARILY RESTRICTED FUNDS						\$ 30,000.00							\$ 30,000.00
RESTRICTED FUNDS													\$ -
<b>TOTAL FUNDRAISING</b>	<b>\$ 19,780.44</b>	<b>\$ 118,709.58</b>	<b>\$ 63,301.33</b>	<b>\$ 14,487.66</b>	<b>\$ 3,829.63</b>	<b>\$ 163,710.33</b>	<b>\$ 32,561.66</b>	<b>\$ 85,171.76</b>	<b>\$ 31,839.52</b>	<b>\$ 1,471.19</b>	<b>\$ 68,926.00</b>	<b>\$ 23,926.00</b>	<b>\$ 627,715.10</b>
<b>FUNDRAISING DIRECT COSTS (Includes Captl Bdgts)</b>	<b>\$ 43,570.15</b>	<b>\$ 37,470.31</b>	<b>\$ 32,534.37</b>	<b>\$ 10,903.56</b>	<b>\$ 13,746.86</b>	<b>\$ 15,289.06</b>	<b>\$ 60,566.95</b>	<b>\$ 33,279.42</b>	<b>\$ 13,721.96</b>	<b>\$ 13,040.42</b>	<b>\$ 10,709.44</b>	<b>\$ 8,709.44</b>	<b>\$ 293,541.94</b>
<b>FUNDRAISING INCOME</b>	<b>\$ (23,789.71)</b>	<b>\$ 81,239.27</b>	<b>\$ 30,766.96</b>	<b>\$ 3,584.10</b>	<b>\$ (9,917.23)</b>	<b>\$ 148,421.27</b>	<b>\$ (28,005.29)</b>	<b>\$ 51,892.34</b>	<b>\$ 18,117.56</b>	<b>\$ (11,569.23)</b>	<b>\$ 58,216.56</b>	<b>\$ 15,216.56</b>	<b>\$ 334,173.16</b>
<b>NET INCOME/(LOSS)</b>	<b>\$ (55,871.71)</b>	<b>\$ 35,156.98</b>	<b>\$ (11,246.35)</b>	<b>\$ (16,293.84)</b>	<b>\$ (35,752.38)</b>	<b>\$ 117,197.29</b>	<b>\$ (26,576.18)</b>	<b>\$ 27,021.75</b>	<b>\$ 15,147.27</b>	<b>\$ (40,815.56)</b>	<b>\$ 30,512.29</b>	<b>\$ (14,646.44)</b>	<b>\$ 23,833.12</b>
<b>NET INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (55,871.71)</b>	<b>\$ (20,714.73)</b>	<b>\$ (31,961.08)</b>	<b>\$ (48,254.92)</b>	<b>\$ (84,007.30)</b>	<b>\$ 33,189.99</b>	<b>\$ 6,613.81</b>	<b>\$ 33,635.56</b>	<b>\$ 48,782.83</b>	<b>\$ 7,967.27</b>	<b>\$ 38,479.56</b>	<b>\$ 23,833.12</b>	
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