

June

THE CENTER - FY 2017/2018 FINANCIAL PERFORMANCE

| | FY ACTUALS | PR FY ACTUALS | VARIANCE | | BUDGET FY | VARIANCE | |
|--|---------------------|---------------------|---------------------|---------------|---------------------|---------------------|---------------|
| | July '17-June '18 | July '16-June '17 | From Prior FYTD | | July '17-June '18 | From Budget | |
| PROGRAM REVENUE | | | | | | | |
| FITNESS | \$ 183,474 | \$ 103,431 | \$ 80,043 | | \$ 147,907 | \$ 35,566 | |
| SPORTS - Adult | \$ 133,015 | \$ 124,557 | \$ 8,457 | | \$ 99,889 | \$ 33,126 | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 223,050 | \$ 177,887 | \$ 45,163 | | \$ 260,406 | \$ (37,356) | |
| SENIORS | \$ 1,290 | \$ 546 | \$ 744 | | \$ 2,695 | \$ (1,405) | |
| CULTURE | \$ 1,435 | \$ 7,288 | \$ (5,853) | | \$ 12,708 | \$ (11,273) | |
| TOTAL PROGRAM REVENUE | \$ 542,263 | \$ 413,709 | \$ 128,554 | 31.1% | \$ 523,605 | \$ 18,659 | 3.6% |
| MEMBERSHIP REV | \$ 265,749 | \$ 171,772 | \$ 93,977 | | \$ 205,305 | \$ 60,444 | |
| REGISTRATION FEES | \$ 225,838 | \$ 199,896 | \$ 25,942 | | \$ 279,900 | \$ (54,062) | |
| OTHER-Personal trng/sponsorships/donations/merch sales | \$ 50,677 | \$ 42,042 | \$ 8,635 | | \$ 38,400 | \$ 12,277 | |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | | |
| FITNESS | \$ 152,223 | \$ 117,677 | \$ 34,547 | | \$ 118,397 | \$ 33,826 | |
| SPORTS - Adult | \$ 60,025 | \$ 65,755 | \$ (5,730) | | \$ 72,232 | \$ (12,208) | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 152,602 | \$ 210,227 | \$ (57,625) | | \$ 201,768 | \$ (49,166) | |
| SENIORS | \$ 1,924 | \$ 2,927 | \$ (1,003) | | \$ 785 | \$ 1,139 | |
| CULTURE | \$ 1,455 | \$ 31,019 | \$ (29,565) | | \$ 2,900 | \$ (1,445) | |
| TOTAL PROGRAM DIRECTS COSTS | \$ 368,229 | \$ 427,605 | \$ (59,376) | -13.9% | \$ 396,082 | \$ (27,854) | -7.0% |
| PROGRAM INCOME/(LOSS) | | | | | | | |
| FITNESS | \$ 31,250 | \$ (14,246) | \$ 45,496 | | \$ 29,510 | \$ 1,740 | |
| SPORTS - Adult | \$ 72,990 | \$ 58,803 | \$ 14,188 | | \$ 27,657 | \$ 45,334 | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 70,448 | \$ (32,340) | \$ 102,788 | | \$ 58,638 | \$ 11,811 | |
| SENIORS | \$ (634) | \$ (2,381) | \$ 1,747 | | \$ 1,910 | \$ (2,544) | |
| CULTURE | \$ (20) | \$ (23,732) | \$ 23,712 | | \$ 9,808 | \$ (9,828) | |
| TOTAL PROGRAM INCOME/(LOSS) | \$ 174,035 | \$ (13,896) | \$ 187,930 | | \$ 127,522 | \$ 46,512 | 36.5% |
| GENERAL & ADMIN EXPENSES | | | | | | | |
| GENERAL/INDIRECT-Fully Allocated Support Costs | \$ 410,138 | \$ 557,130 | \$ (146,992) | | \$ 490,528 | \$ (80,390) | |
| ADMIN - Allocated and Unallocated | \$ 112,649 | \$ 142,668 | \$ (30,019) | | \$ 87,596 | \$ 25,053 | |
| ADMIN | \$ - | \$ - | \$ - | | \$ - | \$ - | |
| TOTAL G&A EXPENSES | \$ 522,787 | \$ 699,799 | \$ (177,012) | -25.3% | \$ 578,124 | \$ (55,337) | -9.6% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (348,752) | \$ (713,694) | \$ 364,942 | -51.1% | \$ (450,602) | \$ 101,850 | -22.6% |
| FUNDRAISING REVENUE | | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ 354,355 | \$ 369,315 | \$ (14,960) | | \$ 428,000 | \$ (73,645) | |
| GRANTS | \$ 17,522 | \$ 63,953 | \$ (46,431) | | \$ 35,000 | \$ (17,478) | |
| 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 | \$ 11,033 | \$ 26,738 | \$ (15,706) | | \$ 25,000 | \$ (13,967) | |
| FUNDRAISING UNRESTRICTED | \$ 416,399 | \$ 528,831 | \$ (112,433) | -21.3% | \$ 579,500 | \$ (163,101) | -28.1% |
| TEMPORARILY RESTRICTED FUNDS | \$ 30,000 | \$ - | \$ 30,000 | | \$ - | \$ 30,000 | |
| RESTRICTED FUNDS | \$ 10,000 | \$ - | \$ 10,000 | | \$ - | \$ 10,000 | |
| TOTAL FUNDRAISING | \$ 456,399 | \$ 528,831 | \$ (72,433) | -13.7% | \$ 579,500 | \$ (123,101) | -21.2% |
| DIRECT COSTS OF FUNDRAISING | \$ 91,843 | \$ 97,886 | \$ (6,043) | -6.2% | \$ 128,568 | \$ (36,725) | -28.6% |
| FUNDRAISING INCOME | \$ 364,556 | \$ 430,946 | \$ (66,389) | -15.4% | \$ 450,932 | \$ (86,376) | -19.2% |
| NET INCOME/(LOSS) - CASH BASIS | \$ 15,804 | \$ (282,749) | \$ 298,553 | | \$ 330 | \$ 15,474 | |
| TOTAL REVENUE | \$ 998,662 | \$ 942,541 | \$ 56,122 | 6.0% | \$ 1,103,105 | \$ (104,443) | -9.5% |
| TOTAL EXPENSES | \$ 982,858 | \$ 1,225,289 | \$ (242,431) | -19.8% | \$ 1,102,775 | \$ (119,917) | -10.9% |
| YEAR END ACCRUAL ADJUSTMENTS | \$ (102,355) | \$ (203,124) | | | | | |
| NET INCOME/(LOSS) - ACCRUAL BASIS | \$ (86,551) | \$ (485,873) | \$ 399,322 | | | | |

ACTUALS FY 2017-2018 BY MONTH

The Center

| | Actuals July 2017 | Actuals Aug 2017 | Actuals Sept 2017 | Actuals Oct 2017 | Actuals Nov 2017 | Actuals DEC 2017 | Actuals Jan 2018 | Actuals Feb 2018 | Actuals Mar 2018 | Actuals April 2018 | Actuals May 2018 | Actuals June 2018 | ACTUALS Total FY17-18 |
|--|-------------------------|------------------------|-------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|--------------------------|------------------------|-------------------------|-----------------------------|
| PROGRAM REVENUE | | | | | | | | | | | | | |
| FITNESS | \$ 10,270.40 | \$ 5,363.33 | \$ 4,870.38 | \$ 14,054.55 | \$ 12,320.08 | \$ 12,241.14 | \$ 34,573.67 | \$ 20,923.74 | \$ 18,543.95 | \$ 16,031.62 | \$ 18,291.55 | \$ 15,989.21 | \$ 183,473.62 |
| SPORTS - Adult | \$ 6,650.45 | \$ 6,897.66 | \$ 10,501.19 | \$ 8,843.78 | \$ 6,723.79 | \$ 7,269.25 | \$ 25,435.02 | \$ 15,270.74 | \$ 19,864.97 | \$ 7,745.81 | \$ 7,702.52 | \$ 10,109.60 | \$ 133,014.78 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 18,751.45 | \$ 15,334.01 | \$ 7,577.69 | \$ 19,654.78 | \$ 25,494.74 | \$ 12,537.75 | \$ 19,835.57 | \$ 17,985.24 | \$ 18,664.47 | \$ 19,018.21 | \$ 19,136.03 | \$ 29,060.10 | \$ 223,050.04 |
| SENIORS | \$ - | \$ - | \$ - | \$ 45.00 | \$ 230.00 | \$ - | \$ 730.00 | \$ - | \$ 175.00 | \$ 10.00 | \$ 50.00 | \$ 50.00 | \$ 1,290.00 |
| CULTURE | \$ - | \$ - | \$ 50.00 | \$ 185.00 | \$ 155.00 | \$ 135.00 | \$ 385.00 | \$ 230.00 | \$ 295.00 | \$ - | \$ - | \$ - | \$ 1,435.00 |
| 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 | \$ 22,568.50 | \$ 14,582.75 | \$ 13,108.50 | \$ 20,311.00 | \$ 21,602.45 | \$ 13,899.50 | \$ 20,444.25 | \$ 17,056.75 | \$ 21,772.50 | \$ 18,264.00 | \$ 16,709.01 | \$ 25,518.50 | \$ 225,837.71 |
| OTHER - Personal trng/sponsorships/donations/merch sales | \$ 3,164.00 | \$ 7,410.00 | \$ 3,605.00 | \$ 1,525.00 | \$ 3,410.00 | \$ 2,395.64 | \$ 5,997.12 | \$ 3,225.00 | \$ 8,180.00 | \$ 2,595.00 | \$ 1,360.00 | \$ 7,810.00 | \$ 50,676.76 |
| | \$ 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 |
| SENIORS | \$ - | \$ 175.40 | \$ - | \$ - | \$ 713.18 | \$ - | \$ 928.00 | \$ - | \$ - | \$ 107.82 | \$ - | \$ - | \$ 1,924.40 |
| CULTURE | \$ - | \$ 15.27 | \$ - | \$ 30.00 | \$ 63.00 | \$ - | \$ 337.50 | \$ 402.98 | \$ - | \$ 606.00 | \$ - | \$ - | \$ 1,454.75 |
| 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 | \$ 640.14 | \$ (7,260.88) | \$ (4,347.28) | \$ 6,024.24 | \$ 2,878.44 | \$ 2,764.62 | \$ 10,598.36 | \$ 3,134.96 | \$ 3,832.01 | \$ 3,380.65 | \$ 4,414.47 | \$ 5,190.65 | \$ 31,250.38 |
| SPORTS - Adult | \$ 4,217.82 | \$ (218.79) | \$ 6,417.93 | \$ 3,358.37 | \$ 967.75 | \$ 1,581.01 | \$ 19,093.04 | \$ 10,821.04 | \$ 15,343.79 | \$ 2,552.85 | \$ 3,272.44 | \$ 5,582.98 | \$ 72,990.23 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 4,887.20 | \$ (4,789.66) | \$ (1,473.46) | \$ 9,362.81 | \$ 14,920.01 | \$ 2,733.82 | \$ 4,008.94 | \$ 5,635.86 | \$ 6,672.03 | \$ 7,839.80 | \$ 7,952.12 | \$ 12,698.84 | \$ 70,448.31 |
| SENIORS | \$ - | \$ (175.40) | \$ - | \$ 45.00 | \$ (483.18) | \$ - | \$ (198.00) | \$ - | \$ 175.00 | \$ (97.82) | \$ 50.00 | \$ 50.00 | \$ (634.40) |
| CULTURE | \$ - | \$ (15.27) | \$ 50.00 | \$ 155.00 | \$ 92.00 | \$ 135.00 | \$ 47.50 | \$ (172.98) | \$ 295.00 | \$ (606.00) | \$ - | \$ - | \$ (19.75) |
| 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-Fully Allocated Support Costs | \$ 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 |
| ADMIN - Allocated Support Costs | \$ 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 |
| ADMIN - Unallocated | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 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 | \$ (21,699.21) | \$ (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) | \$ (348,752.05) |
| 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 | \$ 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 |
| DIRECT COSTS OF FUNDRAISING | \$ 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 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 INCOME/(LOSS) CUMULATIVE | \$ 7,540.94 | \$ (70,204.37) | \$ (101,079.15) | \$ (111,470.94) | \$ (126,811.38) | \$ 6,023.35 | \$ 6,111.79 | \$ 8,956.34 | \$ 11,307.97 | \$ (14,635.29) | \$ 18,876.67 | \$ 15,804.17 | |