

OCT. 2018 FYTD RESULTS

| | OCT 2018 FYTD | ACTUALS | | VARIANCE | BUDGET FYTD | VARIANCE | |
|---|------------------|---------------------|-------------------|----------|--------------------|------------------|------|
| | 2018/2019 | Prior FY 17/18 | From Prior FY | | 2018/2019 | From Budget | |
| PROGRAMS | | | | | | | |
| REVENUE | \$ 153,305 | \$ 129,050 | \$ 24,255 | 19% | \$ 152,369 | \$ 936 | 1% |
| DIRECT COSTS | \$ 92,273 | \$ 112,172 | \$ (19,899) | -18% | \$ 118,361 | \$ (26,088) | -22% |
| PROGRAM INCOME/(LOSS) | \$ 61,032 | \$ 16,878 | \$ 44,154 | | \$ 34,008 | \$ 27,024 | |
| GENERAL/INDIRECT/ADMIN EXPENSES | \$ 152,598 | \$ 182,322 | \$ (29,723) | -16% | \$ 174,063 | \$ (21,465) | -12% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (91,566) | \$ (165,444) | \$ 73,877 | -45% | \$ (140,056) | \$ 48,489 | -35% |
| FUNDRAISING | | | | | | | |
| REVENUE | \$ 156,095 | \$ 70,593 | \$ 85,503 | 121% | \$ 140,279 | \$ 15,816 | 11% |
| DIRECT COSTS | \$ 16,260 | \$ 16,620 | \$ (360) | -2% | \$ 48,478 | \$ (32,219) | -66% |
| FUNDRAISING INCOME/(LOSS) | \$ 139,836 | \$ 53,973 | \$ 85,863 | | \$ 91,801 | \$ 48,035 | |
| NET ORDINARY INCOME/(LOSS) | \$ 48,270 | \$ (111,471) | \$ 159,740 | | \$ (48,255) | \$ 96,524 | |
| TOTAL OPERATING REVENUES | \$ 309,400 | \$ 199,642 | \$ 109,758 | 55% | \$ 292,648 | \$ 16,752 | 6% |
| TOTAL OPERATING EXPENSES | \$ 261,131 | \$ 311,113 | \$ (49,983) | -16% | \$ 340,903 | \$ (79,772) | -23% |
| CAPITAL OVERLAY | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ - | \$ - | | \$ 76,000 | \$ (76,000) | |
| CAPITAL EXPENSE | \$ 38,794 | \$ - | \$ 38,794 | | \$ 76,000 | \$ (37,206) | |
| NET OTHER INCOME - CAPITAL | \$ (38,794) | \$ - | \$ (38,794) | | \$ - | \$ (38,794) | |
| NET INCOME | \$ 9,475 | \$ (111,471) | \$ 120,946 | | \$ (48,255) | \$ 57,730 | |
| TOTAL REVENUE | \$ 309,400 | \$ 199,642 | \$ 109,758 | | \$ 368,648 | \$ (59,248) | |
| TOTAL EXPENSES | \$ 299,925 | \$ 311,113 | \$ (11,189) | | \$ 416,903 | \$ (116,978) | |

Net Ordinary Income (income from operations, excludes capital items) for the first 4 months of the current FY ending 10/31/18 is a positive \$48k. This is a \$160k improvement over Prior FYTD loss of -\$111k and a \$96k positive variance from budgeted projected loss of -\$48k.

Revenue from Programs is on target with budget. Program direct costs are trending 22% or \$26k lower than budget. This is due to reduced headcount and employee benefit savings and the primary reason for the positive net income variance for Programs as compared to budget.

General and Administrative expenses are 12%, or \$21k, under budget due to reduced headcount, employee benefit savings and delay in hiring Operations Director.

Fundraising revenue is 12% higher than budgeted. Fundraising expenses are 66% less than budget due to delays in hiring budgeted Development Director and Event Coordinator. Overall Fundraising income is favorable to budget by \$48k.

Capital income and expenses are not on target with Capital budget. This is due 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.

OCT

OCT. 2018 FYTD RESULTS

| | OCT 2018 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 | \$ 60,040 | \$ 57,299 | \$ 2,741 | \$ 51,655 | \$ 8,385 | |
| SPORTS - Adult | \$ 14,758 | \$ 18,787 | \$ (4,029) | \$ 15,158 | \$ (400) | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 73,382 | \$ 52,684 | \$ 20,698 | \$ 80,276 | \$ (6,894) | |
| ADULT - Seniors,Culture,Specialty | \$ 5,125 | \$ 280 | \$ 4,845 | \$ 5,280 | \$ (155) | |
| TOTAL PROGRAM REVENUE | \$ 153,305 | \$ 129,050 | \$ 24,255 | \$ 152,369 | \$ 936 | 0.6% |
| MEMBERSHIP REV (Fitness) | \$ 54,428 | \$ 42,775 | \$ 11,653 | \$ 41,361 | \$ 13,067 | |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ 53,884 | \$ 70,481 | \$ (16,597) | \$ 62,306 | \$ (8,422) | |
| OTHER (PT,CF,Sponsorships,Donations,Merch Sales) | \$ 44,993 | \$ 15,794 | \$ 29,199 | \$ 48,702 | \$ (3,709) | |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 23,990 | \$ 39,502 | \$ (15,513) | \$ 37,263 | \$ (13,273) | |
| SPORTS - Adult | \$ 22,410 | \$ 19,118 | \$ 3,292 | \$ 13,593 | \$ 8,817 | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 45,873 | \$ 53,331 | \$ (7,458) | \$ 65,858 | \$ (19,985) | |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ 221 | \$ (221) | \$ 1,648 | \$ (1,648) | |
| TOTAL PROGRAM DIRECTS COSTS | \$ 92,273 | \$ 112,172 | \$ (19,899) | \$ 118,361 | \$ (26,088) | -22.0% |
| PROGRAM INCOME/(LOSS) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 36,050 | \$ 17,796 | \$ 18,254 | \$ 14,392 | \$ 21,658 | |
| SPORTS - Adult | \$ (7,652) | \$ (331) | \$ (7,321) | \$ 1,565 | \$ (9,217) | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 27,509 | \$ (647) | \$ 28,156 | \$ 14,418 | \$ 13,090 | |
| ADULT - Seniors,Culture,Specialty | \$ 5,125 | \$ 59 | \$ 5,066 | \$ 3,632 | \$ 1,493 | |
| TOTAL PROGRAM INCOME/(LOSS) | \$ 61,032 | \$ 16,878 | \$ 44,154 | \$ 34,008 | \$ 27,024 | 79.5% |
| GENERAL & ADMIN EXPENSES | | | | | | |
| GENERAL/INDIRECT | \$ 118,250 | \$ 144,059 | \$ (25,810) | \$ 128,134 | \$ (9,884) | |
| ADMINISTRATIVE | \$ 34,349 | \$ 38,262 | \$ (3,913) | \$ 45,930 | \$ (11,581) | |
| TOTAL G&A EXPENSES | \$ 152,598 | \$ 182,322 | \$ (29,723) | \$ 174,063 | \$ (21,465) | -12.3% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (91,566) | \$ (165,444) | \$ 73,877 | \$ (140,056) | \$ 48,489 | -34.6% |
| FUNDRAISING REVENUE | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ 153,137 | \$ 56,728 | \$ 96,409 | \$ 138,520 | \$ 14,618 | |
| GRANTS | \$ 638 | \$ - | \$ 638 | \$ - | \$ 638 | |
| GOVT (Island Cities) | \$ - | \$ - | \$ - | \$ - | \$ - | |
| INTEREST EARNINGS | \$ - | \$ 10,989 | \$ (10,989) | \$ - | \$ - | |
| OTHER INCOME - Rental | \$ 2,320 | \$ 2,875 | \$ (556) | \$ 1,759 | \$ 560 | |
| FUNDRAISING UNRESTRICTED | \$ 156,095 | \$ 70,593 | \$ 85,503 | \$ 140,279 | \$ 15,816 | |
| TEMPORARILY RESTRICTED FUNDS | \$ - | \$ - | \$ - | \$ - | \$ - | |
| RESTRICTED FUNDS | \$ - | \$ - | \$ - | \$ - | \$ - | |
| TOTAL FUNDRAISING REVENUE | \$ 156,095 | \$ 70,593 | \$ 85,503 | \$ 140,279 | \$ 15,816 | 11.3% |
| FUNDRAISING DIRECT COSTS | \$ 16,260 | \$ 16,620 | \$ (360) | \$ 48,478 | \$ (32,219) | -66.5% |
| FUNDRAISING INCOME | \$ 139,836 | \$ 53,973 | \$ 85,863 | \$ 91,801 | \$ 48,035 | 52.3% |
| NET ORDINARY INCOME/(LOSS) | \$ 48,270 | \$ (111,471) | \$ 159,740 | \$ (48,255) | \$ 96,524 | |
| TOTAL OPERATING REVENUES | \$ 309,400 | \$ 199,642 | \$ 109,758 | \$ 292,648 | \$ 16,752 | 5.7% |
| TOTAL OPERATING EXPENSES | \$ 261,131 | \$ 311,113 | \$ (49,983) | \$ 340,903 | \$ (79,772) | -23.4% |
| CAPITAL OVERLAY | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ - | \$ - | \$ 76,000 | \$ (76,000) | |
| CAPITAL EXPENSE | \$ 38,794 | \$ - | \$ 38,794 | \$ 76,000 | \$ (37,206) | |
| NET OTHER INCOME - CAPITAL | \$ (38,794) | \$ - | \$ (38,794) | \$ - | \$ (38,794) | |
| NET INCOME | \$ 9,475 | \$ (111,471) | \$ 120,946 | \$ (48,255) | \$ 57,730 | |
| TOTAL REVENUE | \$ 309,400 | \$ 199,642 | \$ 109,758 | \$ 368,648 | \$ (59,248) | |
| TOTAL EXPENSES | \$ 299,925 | \$ 311,113 | \$ (11,189) | \$ 416,903 | \$ (116,978) | |

The Center

OCT FYTD 18/19 ACTUALS BY MONTH

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

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 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 | \$ (70,204.36) | \$ (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 | |