

DEC. 2018 FYTD RESULTS

	DEC 2018 FYTD	ACTUALS		VARIANCE	BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY		2018/2019	From Budget	
PROGRAMS							
REVENUE	\$ 244,328	\$ 206,156	\$ 38,171	19%	\$ 230,584	\$ 13,744	6%
DIRECT COSTS	\$ 135,084	\$ 163,689	\$ (28,605)	-17%	\$ 168,646	\$ (33,562)	-20%
PROGRAM INCOME/(LOSS)	\$ 109,243	\$ 42,467	\$ 66,776		\$ 61,938	\$ 47,306	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 222,307	\$ 275,007	\$ (52,700)	-19%	\$ 259,052	\$ (36,746)	-14%
INCOME/(LOSS) FROM OPERATIONS	\$ (113,063)	\$ (232,539)	\$ 119,476	-51%	\$ (197,115)	\$ 84,051	-43%
FUNDRAISING							
REVENUE	\$ 246,655	\$ 280,409	\$ (33,754)	-12%	\$ 307,819	\$ (61,164)	-20%
DIRECT COSTS	\$ 33,287	\$ 41,846	\$ (8,559)	-20%	\$ 77,514	\$ (44,227)	-57%
FUNDRAISING INCOME/(LOSS)	\$ 213,368	\$ 238,563	\$ (25,195)		\$ 230,305	\$ (16,937)	
NET ORDINARY INCOME/(LOSS)	<u>\$ 100,304</u>	<u>\$ 6,023</u>	<u>\$ 94,281</u>		<u>\$ 33,190</u>	<u>\$ 67,114</u>	
TOTAL OPERATING REVENUES	\$ 490,982	\$ 486,565	\$ 4,417	1%	\$ 538,402	\$ (47,420)	-9%
TOTAL OPERATING EXPENSES	\$ 390,678	\$ 480,542	\$ (89,864)	-19%	\$ 505,212	\$ (114,535)	-23%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000		\$ 76,000	\$ (51,000)	
CAPITAL EXPENSE	\$ 90,450	\$ -	\$ 90,450		\$ 76,000	\$ 14,450	
NET OTHER INCOME - CAPITAL	\$ (65,450)	\$ -	\$ (65,450)		\$ -	\$ (65,450)	
NET INCOME	<u>\$ 34,854</u>	<u>\$ 6,023</u>	<u>\$ 28,831</u>		<u>\$ 33,190</u>	<u>\$ 1,664</u>	
TOTAL REVENUE	\$ 515,982	\$ 486,565	\$ 29,417		\$ 614,402	\$ (98,420)	
TOTAL EXPENSES	\$ 481,128	\$ 480,542	\$ 586		\$ 581,212	\$ (100,085)	

Net Ordinary Income (income from operations, excludes capital items) is a positive \$100k for the first 6 months of the current FY. Overall Operating Revenues are less than budget by \$47k or 9%, however, this is more than offset by the improvement in Operating Expenses of \$114k less than budget. This combination results in a \$67k positive variance in Net Ordinary Income from budget and \$94k positive variance from prior year Net Ordinary Income.

Revenue from Programs is \$224k FYTD, 6% or \$14k ahead of budget and 19% higher than prior year primarily due to higher than anticipated fitness memberships. Program direct costs FYTD are \$135k, trending 20% or \$34k lower than budget and \$28k, or 17%, 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 are \$222k, 14% or \$37k under budget and \$53k or 19% less than prior year. This is due to reduced headcount, employee benefit savings and delay in hiring Operations Director.

Fundraising revenue FYTD is \$247k. This represents a swing from being favorable to budget in the prior month reporting period to being 20% lower than anticipated and 12% less than same time prior year. This one month swing in December is the impact of not receiving year end donations matching Dec. 2017 level. Correspondingly, FYTD Fundraising direct costs are underbudget by \$44k, or 57%, due to delays in hiring Dev. Dir. and Event Coordinator and are 20% less than prior year fundraising expenses by \$8k. Overall Fundraising income of \$213k is unfavorable to budget by \$17k and lags behind prior year by \$25k.

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

DEC

DEC. 2018 FYTD RESULTS

	DEC 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	\$ 107,926	\$ 100,836	\$ 7,090	\$ 94,025	\$ 13,902	Membership rev > budgeted
SPORTS - Adult	\$ 23,207	\$ 21,473	\$ 1,734	\$ 23,158	\$ 49	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 107,954	\$ 83,047	\$ 24,907	\$ 107,466	\$ 488	
ADULT - Seniors,Culture,Specialty	\$ 5,240	\$ 800	\$ 4,440	\$ 5,935	\$ (695)	Includes \$5k City of BB
TOTAL PROGRAM REVENUE	\$ 244,328	\$ 206,156	\$ 38,171	\$ 230,584	\$ 13,744	6.0%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 98,489	\$ 78,574	\$ 19,915	\$ 77,275	\$ 21,215	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 86,874	\$ 105,983	\$ (19,109)	\$ 94,801	\$ (7,927)	Lower after school & sports enrollment
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 58,964	\$ 21,600	\$ 37,364	\$ 58,508	\$ 456	
PROGRAM DIRECT COSTS (Variable Costs)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 37,747	\$ 58,421	\$ (20,674)	\$ 53,889	\$ (16,142)	Lower instructor fees
SPORTS - Adult	\$ 27,499	\$ 30,562	\$ (3,063)	\$ 20,444	\$ 7,055	Tennis Pro, other direct exp not budgeted
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 69,802	\$ 73,710	\$ (3,907)	\$ 91,168	\$ (21,366)	
ADULT - Seniors,Culture,Specialty	\$ 36	\$ 997	\$ (960)	\$ 3,145	\$ (3,109)	
TOTAL PROGRAM DIRECTS COSTS	\$ 135,084	\$ 163,689	\$ (28,605)	\$ 168,646	\$ (33,562)	-19.9%
PROGRAM INCOME/(LOSS)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 70,179	\$ 42,416	\$ 27,764	\$ 40,135	\$ 30,044	Mem. rev > & exp < budgeted
SPORTS - Adult	\$ (4,291)	\$ (9,089)	\$ 4,798	\$ 2,714	\$ (7,005)	Tennis Pro, other direct exp not budgeted
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 38,152	\$ 9,338	\$ 28,814	\$ 16,298	\$ 21,854	
ADULT - Seniors,Culture,Specialty	\$ 5,204	\$ (197)	\$ 5,400	\$ 2,790	\$ 2,414	
TOTAL PROGRAM INCOME/(LOSS)	\$ 109,243	\$ 42,467	\$ 66,776	\$ 61,938	\$ 47,306	76.4%
GENERAL & ADMIN EXPENSES						
GENERAL/INDIRECT	\$ 167,250	\$ 214,198	\$ (46,948)	\$ 198,299	\$ (31,049)	Hiring delay for Ops Dir
ADMINISTRATIVE	\$ 55,057	\$ 60,809	\$ (5,752)	\$ 60,754	\$ (5,697)	
TOTAL G&A EXPENSES	\$ 222,307	\$ 275,007	\$ (52,700)	\$ 259,052	\$ (36,746)	-14.2%
INCOME/(LOSS) FROM OPERATIONS	\$ (113,063)	\$ (232,539)	\$ 119,476	\$ (197,115)	\$ 84,051	-42.6%
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$ 243,007	\$ 220,469	\$ 22,539	\$ 275,084	\$ (32,077)	\$100k donation budgeted 12/18 not rec'd
GRANTS	\$ 24	\$ 5,000	\$ (4,976)	\$ -	\$ 24	
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	City AM & BB designated to Programs
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	\$ -	\$ -	Kessler dist booked as interest FY17/18
OTHER INCOME - Rental	\$ 3,623	\$ 3,951	\$ (328)	\$ 2,735	\$ 888	
FUNDRAISING UNRESTRICTED	\$ 246,655	\$ 240,409	\$ 6,246	\$ 277,819	\$ (31,164)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 30,000	\$ (30,000)	\$ 30,000	\$ (30,000)	\$30k donation budgeted 12/18 not rec'd
RESTRICTED FUNDS	\$ -	\$ 10,000	\$ (10,000)	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 246,655	\$ 280,409	\$ (33,754)	\$ 307,819	\$ (61,164)	-19.9% \$130k donations 12/2018 not rec'd
FUNDRAISING DIRECT COSTS	\$ 33,287	\$ 41,846	\$ (8,559)	\$ 77,514	\$ (44,227)	-57.1% Hiring delays Dev Dir, Event Coord
FUNDRAISING INCOME	\$ 213,368	\$ 238,563	\$ (25,195)	\$ 230,305	\$ (16,937)	-7.4% Fundraising rev < budget offset by delays in hiring Dev Dir, Event Coord.
NET ORDINARY INCOME/(LOSS)	\$ 100,304	\$ 6,023	\$ 94,281	\$ 33,190	\$ 67,114	
TOTAL OPERATING REVENUES	\$ 490,982	\$ 486,565	\$ 4,417	\$ 538,402	\$ (47,420)	-8.8%
TOTAL OPERATING EXPENSES	\$ 390,678	\$ 480,542	\$ (89,864)	\$ 505,212	\$ (114,535)	-22.7%
CAPITAL OVERLAY						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000	\$ 76,000	\$ (51,000)	
CAPITAL EXPENSE	\$ 90,450	\$ -	\$ 90,450	\$ 76,000	\$ 14,450	
NET OTHER INCOME - CAPITAL	\$ (65,450)	\$ -	\$ (65,450)	\$ -	\$ (65,450)	
NET INCOME	\$ 34,854	\$ 6,023	\$ 28,831	\$ 33,190	\$ 1,664	
TOTAL REVENUE	\$ 515,982	\$ 486,565	\$ 29,417	\$ 614,402	\$ (98,420)	
TOTAL EXPENSES	\$ 481,128	\$ 480,542	\$ 586	\$ 581,212	\$ (100,085)	

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, 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	\$ 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	\$ 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	