

FEB. 2019 FYTD RESULTS

	FEB 2019 FYTD	ACTUALS		VARIANCE	BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY		2018/2019	From Budget	
PROGRAMS							
REVENUE	\$ 383,224	\$ 341,525	\$ 41,698	12%	\$ 359,770	\$ 23,453	7%
DIRECT COSTS	\$ 192,536	\$ 246,089	\$ (53,553)	-22%	\$ 225,990	\$ (33,454)	-15%
PROGRAM INCOME/(LOSS)	\$ 190,687	\$ 95,436	\$ 95,251		\$ 133,780	\$ 56,907	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 308,903	\$ 384,748	\$ (75,846)	-20%	\$ 354,336	\$ (45,434)	-13%
INCOME/(LOSS) FROM OPERATIONS	\$ (118,216)	\$ (289,312)	\$ 171,097	-59%	\$ (220,556)	\$ 102,341	-46%
FUNDRAISING							
REVENUE	\$ 340,073	\$ 375,292	\$ (35,219)	-9%	\$ 385,552	\$ (45,479)	-12%
DIRECT COSTS	\$ 60,336	\$ 77,023	\$ (16,687)	-22%	\$ 117,361	\$ (57,024)	-49%
FUNDRAISING INCOME/(LOSS)	\$ 279,737	\$ 298,269	\$ (18,532)		\$ 268,192	\$ 11,545	
NET ORDINARY INCOME/(LOSS)	\$ 161,521	\$ 8,956	\$ 152,565	1703%	\$ 47,636	\$ 113,886	239%
TOTAL OPERATING REVENUES	\$ 723,297	\$ 716,817	\$ 6,480	1%	\$ 745,323	\$ (22,026)	-3%
TOTAL OPERATING EXPENSES	\$ 561,776	\$ 707,861	\$ (146,086)	-21%	\$ 697,687	\$ (135,912)	-19%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000		\$ 116,000	\$ (91,000)	
CAPITAL EXPENSE	\$ 90,661	\$ -	\$ 90,661		\$ 130,000	\$ (39,339)	
NET OTHER INCOME - CAPITAL	\$ (65,661)	\$ -	\$ (65,661)		\$ (14,000)	\$ (51,661)	
NET INCOME	\$ 95,860	\$ 8,956	\$ 86,904		\$ 33,636	\$ 62,224	
TOTAL REVENUE	\$ 748,297	\$ 716,817	\$ 31,480		\$ 861,323	\$ (113,026)	
TOTAL EXPENSES	\$ 652,437	\$ 707,861	\$ (55,424)		\$ 827,687	\$ (175,250)	

Net Ordinary Income (income from operations, excludes capital items) is a positive \$162k for the 8 months July - Feb of the current FY. This is \$153k or 1703% higher than prior year of \$9k and 239% or \$114k above budget target of \$47k. Total Operating Revenues are 3% under budget and slightly higher than prior year. The improvement in Total Operating Expenses, which are 19% or \$136k under budget, has contributed to the significant positive variance in Net Ordinary Income.

Revenue from Programs is \$383k FYTD, \$23k or 7% ahead of budget due to higher than anticipated fitness memberships and \$42k or 12% higher than prior year. Program direct costs FYTD are \$193k, trending \$33k or 15% lower than budget and \$54k or 22% less than prior year due to reduced headcount, employee benefit savings and lower overall expenses in fitness and youth programs.

General and Administrative expenses FYTD are \$309k, \$45k or 13% under budget and \$76k or 20% less than prior year. Reduced headcount, employee benefit savings and delay in hiring Operations Director have contributed to the positive variances.

Fundraising revenue FYTD is \$340k, 12% lower than anticipated and 9% less than same time prior year. Grant funding has not materialized and year end giving was less than budget and prior year. Correspondingly, Fundraising direct costs are underbudget by \$57k or 49% due to delays in hiring Dev. Dir. and Event Coordinator and are \$17k or 22% less than prior year fundraising expenses. Overall Fundraising income of \$280k is favorable to budget by \$12k and trails behind prior year by \$18k.

Capital activity is not on target with capital budget due to the delay of \$52k in reimbursements requests to be submitted to Manatee County. It is anticipated sources and uses of Capital funds will be on target with budget by fiscal year end.

FEB

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	FEB 2019 FYTD	ACTUALS		VARIANCE		BUDGET FYTD	VARIANCE	
	2018/2019	Prior FY 17/18	From Prior FY	2018/2019	From Budget			
PROGRAM REVENUE								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 215,783	\$ 203,253	\$ 12,529	\$ 196,824	\$ 18,958			
SPORTS - Adult	\$ 34,908	\$ 25,243	\$ 9,665	\$ 24,050	\$ 10,858			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 124,992	\$ 110,884	\$ 14,108	\$ 131,616	\$ (6,624)			
ADULT - Seniors,Culture,Specialty	\$ 7,540	\$ 2,145	\$ 5,395	\$ 7,280	\$ 260			
TOTAL PROGRAM REVENUE	\$ 383,224	\$ 341,525	\$ 41,698	\$ 359,770	\$ 23,453	12.2%		6.5%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 198,906	\$ 167,220	\$ 31,686	\$ 171,618	\$ 27,288			
REGISTRATION FEES (Sports,Youth,Adult)	\$ 109,459	\$ 143,484	\$ (34,025)	\$ 120,588	\$ (11,129)			
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 74,859	\$ 30,822	\$ 44,037	\$ 67,564	\$ 7,295			
PROGRAM DIRECT COSTS (Variable Costs)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 64,030	\$ 100,185	\$ (36,154)	\$ 73,405	\$ (9,375)			
SPORTS - Adult	\$ 36,486	\$ 41,354	\$ (4,868)	\$ 28,186	\$ 8,300			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 89,898	\$ 101,886	\$ (11,988)	\$ 119,605	\$ (29,707)			
ADULT - Seniors,Culture,Specialty	\$ 2,123	\$ 2,665	\$ (543)	\$ 4,794	\$ (2,672)			
TOTAL PROGRAM DIRECTS COSTS	\$ 192,536	\$ 246,089	\$ (53,553)	\$ 225,990	\$ (33,454)	-21.8%		-14.8%
PROGRAM INCOME/(LOSS)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 151,752	\$ 103,069	\$ 48,684	\$ 123,419	\$ 28,333			
SPORTS - Adult	\$ (1,577)	\$ (16,111)	\$ 14,534	\$ (4,136)	\$ 2,559			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 35,094	\$ 8,998	\$ 26,096	\$ 12,011	\$ 23,084			
ADULT - Seniors,Culture,Specialty	\$ 5,417	\$ (520)	\$ 5,938	\$ 2,486	\$ 2,932			
TOTAL PROGRAM INCOME/(LOSS)	\$ 190,687	\$ 95,436	\$ 95,251	\$ 133,780	\$ 56,907	99.8%		42.5%
GENERAL & ADMIN EXPENSES								
GENERAL/INDIRECT	\$ 231,643	\$ 298,492	\$ (66,849)	\$ 273,781	\$ (42,139)			
ADMINISTRATIVE	\$ 77,260	\$ 86,257	\$ (8,997)	\$ 80,555	\$ (3,295)			
TOTAL G&A EXPENSES	\$ 308,903	\$ 384,748	\$ (75,846)	\$ 354,336	\$ (45,434)	-19.7%		-12.8%
INCOME/(LOSS) FROM OPERATIONS	\$ (118,216)	\$ (289,312)	\$ 171,097	\$ (220,556)	\$ 102,341	-59.1%		-46.4%
FUNDRAISING REVENUE								
DONATIONS/SPONS/TICKETS	\$ 329,721	\$ 305,916	\$ 23,805	\$ 341,112	\$ (11,390)			
GRANTS	\$ 4,763	\$ 12,500	\$ (7,737)	\$ 10,500	\$ (5,737)			
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -			
INTEREST EARNINGS	\$ -	\$ 10,989	\$ (10,989)	\$ -	\$ -			
OTHER INCOME - Rental, Merch Sales	\$ 5,589	\$ 5,887	\$ (298)	\$ 3,941	\$ 1,648			
FUNDRAISING UNRESTRICTED	\$ 340,073	\$ 335,292	\$ 4,781	\$ 355,552	\$ (15,479)			
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 30,000	\$ (30,000)	\$ 30,000	\$ (30,000)			
RESTRICTED FUNDS	\$ -	\$ 10,000	\$ (10,000)	\$ -	\$ -			
TOTAL FUNDRAISING REVENUE	\$ 340,073	\$ 375,292	\$ (35,219)	\$ 385,552	\$ (45,479)	-9.4%		-11.8%
FUNDRAISING DIRECT COSTS	\$ 60,336	\$ 77,023	\$ (16,687)	\$ 117,361	\$ (57,024)	-21.7%		-48.6%
FUNDRAISING INCOME	\$ 279,737	\$ 298,269	\$ (18,532)	\$ 268,192	\$ 11,545	-6.2%		4.3%
NET ORDINARY INCOME/(LOSS)	\$ 161,521	\$ 8,956	\$ 152,565	\$ 47,636	\$ 113,886	1703.4%		239.1%
TOTAL OPERATING REVENUES	\$ 723,297	\$ 716,817	\$ 6,480	\$ 745,323	\$ (22,026)	0.9%		-3.0%
TOTAL OPERATING EXPENSES	\$ 561,776	\$ 707,861	\$ (146,086)	\$ 697,687	\$ (135,912)	-20.6%		-19.5%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000	\$ 116,000	\$ (91,000)			
CAPITAL EXPENSE	\$ 90,661	\$ -	\$ 90,661	\$ 130,000	\$ (39,339)			
NET OTHER INCOME - CAPITAL	\$ (65,661)	\$ -	\$ (65,661)	\$ (14,000)	\$ (51,661)			
NET INCOME	\$ 95,860	\$ 8,956	\$ 86,904	\$ 33,636	\$ 62,224			
TOTAL REVENUE	\$ 748,297	\$ 716,817	\$ 31,480	\$ 861,323	\$ (113,026)			
TOTAL EXPENSES	\$ 652,437	\$ 707,861	\$ (55,424)	\$ 827,687	\$ (175,250)			

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FEB FYTD 18/19 ACTUALS BY MONTH

FY 2018-

	Actuals July 2018	Actuals Aug 2018	Actuals Sept 2018	Actuals Oct 2018	Actuals Nov 2018	Actuals Dec 2018	Actuals Jan 2019	Actuals Feb 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	
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	
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	
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 70.00	\$ 750.00	\$ 1,550.00	
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	
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	
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	
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	
	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36	\$ 38,577.44	\$ 78,130.29	\$ 60,765.70	
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	
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	
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	
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36.36	\$ 826.47	\$ 1,259.87	
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	
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	
SPORTS - Adult	\$ (428.28)	\$ (3,599.71)	\$ (3,217.03)	\$ 929.05	\$ (2,794.70)	\$ 4,819.52	\$ 3,296.57	\$ (582.52)	
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)	
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 33.64	\$ (76.47)	\$ 290.13	
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	
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	
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	
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	
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)	
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	
GRANTS	\$ 10.00	\$ 6.00	\$ 2.00	\$ 620.36	\$ (614.36)	\$ -	\$ 4,739.00	\$ -	
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	
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	
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	
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	
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	
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	
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	
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	
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	
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	
	\$ 12,309.72	\$ 70,018.24	\$ (55,997.35)	\$ (16,855.11)	\$ 33,230.49	\$ (7,851.69)	\$ 38,231.52	\$ 22,774.21	
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	\$ 185,860.03

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ACTUALS CUMULATIVE FYTD 2018-2019

	Actual FYTD July 2018-2019 FYTD	Actual FYTD Aug 2018-2019 FYTD	Actual FYTD Sept 2018-2019 FYTD	Actual FYTD Oct 2018-2019 FYTD	Actual FYTD Nov 2018-2019 FYTD	Actual FYTD Dec 2018-2019 FYTD	Actual FYTD Jan 2018-2019 FYTD	Actual FYTD Feb 2018-2019 FYTD
PROGRAM REVENUE								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,041.91	\$ 27,890.57	\$ 41,279.48	\$ 58,703.89	\$ 87,733.05	\$ 107,926.25	\$ 169,074.04	\$ 215,782.74
SPORTS - Adult	\$ 5,291.00	\$ 6,773.00	\$ 8,822.00	\$ 16,094.20	\$ 18,546.20	\$ 23,207.44	\$ 31,016.44	\$ 34,908.44
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 41,543.50	\$ 51,859.00	\$ 62,871.70	\$ 73,381.70	\$ 94,300.90	\$ 107,953.90	\$ 116,377.40	\$ 124,992.40
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,040.00	\$ 5,040.00	\$ 5,125.00	\$ 5,170.00	\$ 5,240.00	\$ 5,990.00	\$ 7,540.00
TOTAL PROGRAM REVENUE	\$ 62,916.41	\$ 91,562.57	\$ 118,013.18	\$ 153,304.79	\$ 205,750.15	\$ 244,327.59	\$ 322,457.88	\$ 383,223.58
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,777.91	\$ 26,513.57	\$ 38,285.48	\$ 54,427.89	\$ 81,789.05	\$ 98,489.37	\$ 154,767.16	\$ 198,905.86
REGISTRATION FEES (Sports,Youth,Adult)	\$ 24,988.50	\$ 31,859.00	\$ 40,567.70	\$ 53,883.90	\$ 70,998.10	\$ 86,874.10	\$ 98,371.60	\$ 109,458.60
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 22,150.00	\$ 33,190.00	\$ 39,160.00	\$ 44,993.00	\$ 52,963.00	\$ 58,964.12	\$ 69,319.12	\$ 74,859.12
	\$ 62,916.41	\$ 91,562.57	\$ 118,013.18	\$ 153,304.79	\$ 205,750.15	\$ 244,327.59	\$ 322,457.88	\$ 383,223.58
PROGRAM DIRECT COSTS (Variable Costs)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,735.70	\$ 10,847.01	\$ 17,363.65	\$ 23,989.54	\$ 31,202.13	\$ 37,747.09	\$ 49,518.01	\$ 64,030.29
SPORTS - Adult	\$ 5,719.28	\$ 10,800.99	\$ 16,067.02	\$ 22,410.17	\$ 27,656.87	\$ 27,498.59	\$ 32,011.02	\$ 36,485.54
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,373.63	\$ 26,701.41	\$ 36,183.33	\$ 45,873.07	\$ 55,739.95	\$ 69,802.33	\$ 79,749.48	\$ 89,897.93
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36.36	\$ 862.83	\$ 2,122.70
TOTAL PROGRAM DIRECTS COSTS	\$ 28,828.61	\$ 48,349.41	\$ 69,614.00	\$ 92,272.78	\$ 114,598.95	\$ 135,084.37	\$ 162,141.34	\$ 192,536.46
PROGRAM INCOME/(LOSS)								
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 9,306.21	\$ 17,043.56	\$ 23,915.83	\$ 34,714.35	\$ 56,530.92	\$ 70,179.16	\$ 119,556.03	\$ 151,752.45
SPORTS - Adult	\$ (428.28)	\$ (4,027.99)	\$ (7,245.02)	\$ (6,315.97)	\$ (9,110.67)	\$ (4,291.15)	\$ (994.58)	\$ (1,577.10)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 25,169.87	\$ 25,157.59	\$ 26,688.37	\$ 27,508.63	\$ 38,560.95	\$ 38,151.57	\$ 36,627.92	\$ 35,094.47
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,040.00	\$ 5,040.00	\$ 5,125.00	\$ 5,170.00	\$ 5,203.64	\$ 5,127.17	\$ 5,417.30
TOTAL PROGRAM INCOME/(LOSS)	\$ 34,087.80	\$ 43,213.16	\$ 48,399.18	\$ 61,032.01	\$ 91,151.20	\$ 109,243.22	\$ 160,316.54	\$ 190,687.12
GENERAL & ADMIN EXPENSES (Fixed costs)								
GENERAL/INDIRECT	\$ 30,188.86	\$ 60,211.67	\$ 88,062.88	\$ 116,239.97	\$ 142,519.33	\$ 167,249.79	\$ 204,397.10	\$ 231,642.76
ADMINISTRATIVE	\$ 11,515.01	\$ 20,423.18	\$ 28,062.54	\$ 36,358.34	\$ 43,318.60	\$ 55,056.75	\$ 70,470.80	\$ 77,259.86
TOTAL G&A EXPENSES	\$ 41,703.87	\$ 80,634.85	\$ 116,125.42	\$ 152,598.31	\$ 185,837.93	\$ 222,306.54	\$ 274,867.90	\$ 308,902.62
INCOME/(LOSS) FROM OPERATIONS	\$ (7,616.07)	\$ (37,421.69)	\$ (67,726.24)	\$ (91,566.30)	\$ (94,686.73)	\$ (113,063.32)	\$ (114,551.36)	\$ (118,215.50)
FUNDRAISING REVENUE								
DONATIONS/SPONS/TICKETS	\$ 21,164.27	\$ 123,842.44	\$ 143,669.67	\$ 153,137.31	\$ 200,905.48	\$ 243,007.29	\$ 286,495.20	\$ 329,721.36
GRANTS	\$ 10.00	\$ 16.00	\$ 18.00	\$ 638.36	\$ 24.00	\$ 24.00	\$ 4,763.00	\$ 4,763.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 983.85	\$ 1,054.37	\$ 1,819.46	\$ 2,319.77	\$ 3,475.25	\$ 3,623.25	\$ 4,033.09	\$ 5,589.09
FUNDRAISING UNRESTRICTED	\$ 22,158.12	\$ 124,912.81	\$ 145,507.13	\$ 156,095.44	\$ 204,404.73	\$ 246,654.54	\$ 295,291.29	\$ 340,073.45
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 22,158.12	\$ 124,912.81	\$ 145,507.13	\$ 156,095.44	\$ 204,404.73	\$ 246,654.54	\$ 295,291.29	\$ 340,073.45
FUNDRAISING DIRECT COSTS	\$ 2,232.33	\$ 5,163.16	\$ 12,656.28	\$ 16,259.64	\$ 23,420.11	\$ 33,287.02	\$ 42,204.21	\$ 60,336.46
FUNDRAISING INCOME	\$ 19,925.79	\$ 119,749.65	\$ 132,850.85	\$ 139,835.80	\$ 180,984.62	\$ 213,367.52	\$ 253,087.08	\$ 279,736.99
NET ORDINARY INCOME/(LOSS)	\$ 12,309.72	\$ 82,327.96	\$ 65,124.61	\$ 48,269.50	\$ 86,297.89	\$ 100,304.20	\$ 138,535.72	\$ 161,521.49
NET ORDINARY INCOME/(LOSS) CUMULATIVE								
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00
CAPITAL EXPENSE	\$ -	\$ -	\$ 38,794.00	\$ 38,794.00	\$ 43,591.90	\$ 90,449.90	\$ 90,449.90	\$ 90,661.46
NET OTHER INCOME - CAPITAL	\$ -	\$ -	\$ (38,794.00)	\$ (38,794.00)	\$ (43,591.90)	\$ (65,449.90)	\$ (65,449.90)	\$ (65,661.46)
NET INCOME	\$ 12,309.72	\$ 82,327.96	\$ 26,330.61	\$ 9,475.50	\$ 42,705.99	\$ 34,854.30	\$ 73,085.82	\$ 95,860.03
Total Revenue	\$ 85,074.53	\$ 216,475.38	\$ 263,520.31	\$ 309,400.23	\$ 410,154.88	\$ 515,982.13	\$ 642,749.17	\$ 748,297.03
Total Expenses	\$ 72,764.81	\$ 134,147.42	\$ 237,189.70	\$ 299,924.73	\$ 367,448.89	\$ 481,127.83	\$ 569,663.35	\$ 652,437.00
	\$ 12,309.72	\$ 82,327.96	\$ 26,330.61	\$ 9,475.50	\$ 42,705.99	\$ 34,854.30	\$ 73,085.82	\$ 95,860.03

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	\$ 187,561.00
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, 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