

JUNE FYTD 18/19 ACTUALS BY MONTH

The Center

	Actuals July 2018	Actuals Aug 2018	Actuals Sept 2018	Actuals Oct 2018	Actuals Nov 2018	Actuals Dec 2018	Actuals Jan 2019	Actuals Feb 2019	Actuals Mar 2019	Actuals April 2019	Actuals May 2019	Actuals June 2019	Actuals Total FY18-19
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	\$ 36,490.07	\$ 24,984.82	\$ 19,009.38	\$ 20,295.75	\$ 316,562.76
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	\$ 5,238.00	\$ 8,882.40	\$ 1,627.00	\$ 1,215.00	\$ 51,870.84
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	\$ 13,068.50	\$ 10,397.50	\$ 15,819.00	\$ 58,918.50	\$ 223,195.90
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 70.00	\$ 750.00	\$ 1,550.00	\$ 610.00	\$ 314.00	\$ 244.00	\$ 600.00	\$ 9,308.00
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	\$ 55,406.57	\$ 44,578.72	\$ 36,699.38	\$ 81,029.25	\$ 600,937.50
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	\$ 34,125.07	\$ 23,750.82	\$ 16,614.38	\$ 18,275.75	\$ 291,671.88
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	\$ 14,356.50	\$ 16,532.90	\$ 16,260.00	\$ 19,613.50	\$ 176,221.50
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	\$ 6,925.00	\$ 4,295.00	\$ 3,825.00	\$ 43,140.00	\$ 133,044.12
	\$ 62,916.41	\$ 28,646.16	\$ 26,450.61	\$ 35,291.61	\$ 52,445.36	\$ 38,577.44	\$ 78,130.29	\$ 60,765.70	\$ 55,406.57	\$ 44,578.72	\$ 36,699.38	\$ 81,029.25	\$ 600,937.50
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	\$ 13,668.17	\$ 10,716.75	\$ 9,771.59	\$ 8,315.43	\$ 106,502.23
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	\$ 5,128.82	\$ 2,872.80	\$ 1,617.17	\$ 2,378.58	\$ 48,482.91
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	\$ 11,718.40	\$ 11,596.65	\$ 6,424.63	\$ 15,615.77	\$ 135,253.38
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36.36	\$ 826.47	\$ 1,259.87	\$ 991.66	\$ 150.50	\$ 59.40	\$ 281.15	\$ 3,605.41
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	\$ 31,507.05	\$ 25,336.70	\$ 17,872.79	\$ 26,590.93	\$ 293,843.93
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	\$ 22,821.90	\$ 14,268.07	\$ 9,237.79	\$ 11,980.32	\$ 210,060.53
SPORTS - Adult	\$ (428.28)	\$ (3,599.71)	\$ (3,217.03)	\$ 929.05	\$ (2,794.70)	\$ 4,819.52	\$ 3,296.57	\$ (582.52)	\$ 109.18	\$ 6,009.60	\$ 9.83	\$ (1,163.58)	\$ 3,387.93
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)	\$ 1,350.10	\$ (1,199.15)	\$ 9,394.37	\$ 43,302.73	\$ 87,942.52
ADULT - Seniors,Culture,Specialty	\$ 40.00	\$ 5,000.00	\$ -	\$ 85.00	\$ 45.00	\$ 33.64	\$ (76.47)	\$ 290.13	\$ (381.66)	\$ 163.50	\$ 184.60	\$ 318.85	\$ 5,702.59
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	\$ 23,899.52	\$ 19,242.02	\$ 18,826.59	\$ 54,438.32	\$ 307,093.57
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	\$ 28,090.95	\$ 33,606.49	\$ 30,458.51	\$ 24,677.32	\$ 348,476.03
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	\$ 12,193.53	\$ 8,227.22	\$ 7,369.91	\$ 8,035.02	\$ 113,085.54
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	\$ 40,284.48	\$ 41,833.71	\$ 37,828.42	\$ 32,712.34	\$ 461,561.57
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)	\$ (16,384.96)	\$ (22,591.69)	\$ (19,001.83)	\$ 21,725.98	\$ (154,468.00)
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	\$ 24,403.82	\$ 61,625.87	\$ 1,920.36	\$ 232.61	\$ 417,904.02
GRANTS	\$ 10.00	\$ 6.00	\$ 2.00	\$ 620.36	\$ (614.36)	\$ -	\$ 4,739.00	\$ -	\$ 563.68	\$ -	\$ -	\$ (563.68)	\$ 4,763.00
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	\$ 1,605.04	\$ 863.81	\$ 93.90	\$ 688.17	\$ 8,840.01
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	\$ 26,572.54	\$ 62,489.68	\$ 2,014.26	\$ 357.10	\$ 431,507.03
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	\$ 26,572.54	\$ 62,489.68	\$ 2,014.26	\$ 357.10	\$ 431,507.03
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	\$ 16,860.06	\$ 16,676.30	\$ 7,288.74	\$ 9,655.06	\$ 110,816.62
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	\$ 9,712.48	\$ 45,813.38	\$ (5,274.48)	\$ (9,297.96)	\$ 320,690.41
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	\$ (6,672.48)	\$ 23,221.69	\$ (24,276.31)	\$ 12,428.02	\$ 166,222.41
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	\$ 154,849.01	\$ 178,070.70	\$ 153,794.39	\$ 166,222.41	
CAPITAL OVERLAY													
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00
CAPITAL EXPENSE	\$ -	\$ -	\$ 38,794.00	\$ -	\$ 4,797.90	\$ 46,858.00	\$ -	\$ 211.56	\$ -	\$ 99.00	\$ 7,651.88	\$ 1,330.72	\$ 99,743.06
NET OTHER INCOME - CAPITAL	\$ -	\$ -	\$ (38,794.00)	\$ -	\$ (4,797.90)	\$ (21,858.00)	\$ -	\$ (211.56)	\$ -	\$ (99.00)	\$ (7,651.88)	\$ (1,330.72)	\$ (74,743.06)
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	\$ (6,672.48)	\$ 23,122.69	\$ (31,928.19)	\$ 11,097.30	\$ 91,479.35

JUNE 2019 FYTD RESULTS

	JUNE 2019 FYTD	ACTUALS			BUDGET FYTD		
	2018/2019	Prior FY 17/18	From Prior FY		2018/2019	From Budget	
PROGRAMS							
REVENUE	\$ 600,938	\$ 542,263	\$ 58,674	11%	\$ 545,738	\$ 55,200	10%
DIRECT COSTS	\$ 293,844	\$ 368,229	\$ (74,385)	-20%	\$ 336,087	\$ (42,244)	-13%
PROGRAM INCOME/(LOSS)	\$ 307,094	\$ 174,035	\$ 133,059		\$ 209,650	\$ 97,443	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 461,562	\$ 522,787	\$ (61,225)	-12%	\$ 519,991	\$ (58,429)	-11%
INCOME/(LOSS) FROM OPERATIONS	\$ (154,468)	\$ (348,752)	\$ 194,284	-56%	\$ (310,340)	\$ 155,872	-50%
FUNDRAISING							
REVENUE	\$ 431,507	\$ 456,399	\$ (24,892)	-5%	\$ 502,715	\$ (71,208)	-14%
DIRECT COSTS	\$ 110,817	\$ 91,843	\$ 18,974	21%	\$ 163,542	\$ (52,725)	-32%
FUNDRAISING INCOME/(LOSS)	\$ 320,690	\$ 364,556	\$ (43,866)		\$ 339,173	\$ (18,483)	
NET ORDINARY INCOME/(LOSS)	<u>\$ 166,222</u>	<u>\$ 15,804</u>	<u>\$ 150,418</u>		<u>\$ 28,833</u>	<u>\$ 137,389</u>	
TOTAL OPERATING REVENUES	\$ 1,032,445	\$ 998,662	\$ 33,782	3%	\$ 1,048,453	\$ (16,008)	-2%
TOTAL OPERATING EXPENSES	\$ 866,222	\$ 982,858	\$ (116,636)	-12%	\$ 1,019,620	\$ (153,398)	-15%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000	\$ -	\$ 25,000		\$ 125,000	\$ (100,000)	
CAPITAL EXPENSE	\$ 99,743	\$ -	\$ 99,743		\$ 130,000	\$ (30,257)	
NET OTHER INCOME - CAPITAL	\$ (74,743)	\$ -	\$ (74,743)		\$ (5,000)	\$ (69,743)	
NET INCOME	<u>\$ 91,479</u>	<u>\$ 15,804</u>	<u>\$ 75,675</u>		<u>\$ 23,833</u>	<u>\$ 67,646</u>	
TOTAL REVENUE	\$ 1,057,445	\$ 998,662	\$ 58,782		\$ 1,173,453	\$ (116,008)	
TOTAL EXPENSES	\$ 965,965	\$ 982,858	\$ (16,893)		\$ 1,149,620	\$ (183,655)	

JUNE

JUNE 2019 FYTD RESULTS

	JUNE 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	\$ 316,563		\$ 326,340	\$ (9,778)	\$ 303,175	\$ 13,388				
SPORTS - Adult	\$ 51,871		\$ 39,788	\$ 12,083	\$ 47,242	\$ 4,629				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 223,196		\$ 173,410	\$ 49,786	\$ 187,561	\$ 35,635				<i>Includes City AM & HB</i>
ADULT - Seniors,Culture,Specialty	\$ 9,308		\$ 2,725	\$ 6,583	\$ 7,760	\$ 1,548				<i>Includes \$5k City of BB</i>
TOTAL PROGRAM REVENUE	\$ 600,938		\$ 542,263	\$ 58,674	10.8%	\$ 545,738	\$ 55,200	10.1%		
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 291,672		\$ 265,749	\$ 25,923	\$ 263,057	\$ 28,615				
REGISTRATION FEES (Sports,Youth,Adult)	\$ 176,222		\$ 225,748	\$ (49,526)	\$ 188,405	\$ (12,184)				<i>Lower after school & sports enrollment</i>
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 133,044		\$ 50,767	\$ 82,277	\$ 94,276	\$ 38,768				<i>Includes City AM, HB BB</i>
PROGRAM DIRECT COSTS (Variable Costs)										
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 106,502		\$ 152,223	\$ (45,721)	\$ 108,329	\$ (1,827)				
SPORTS - Adult	\$ 48,483		\$ 60,025	\$ (11,542)	\$ 44,544	\$ 3,939				<i>Tennis Pro not budgeted</i>
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 135,253		\$ 152,602	\$ (17,348)	\$ 176,263	\$ (41,010)				
ADULT - Seniors,Culture,Specialty	\$ 3,605		\$ 3,379	\$ 226	\$ 6,950	\$ (3,345)				
TOTAL PROGRAM DIRECTS COSTS	\$ 293,844		\$ 368,229	\$ (74,385)	-20.2%	\$ 336,087	\$ (42,244)	-12.6%		
PROGRAM INCOME/(LOSS)										
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 210,061		\$ 174,117	\$ 35,943	\$ 194,845	\$ 15,215				
SPORTS - Adult	\$ 3,388		\$ (20,237)	\$ 23,624	\$ 2,698	\$ 690				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 87,943		\$ 20,808	\$ 67,134	\$ 11,298	\$ 76,645				
ADULT - Seniors,Culture,Specialty	\$ 5,703		\$ (654)	\$ 6,357	\$ 810	\$ 4,893				
TOTAL PROGRAM INCOME/(LOSS)	\$ 307,094		\$ 174,035	\$ 133,059	76.5%	\$ 209,650	\$ 97,443	46.5%		<i>City donations 50% of this variance</i>
GENERAL & ADMIN EXPENSES										
GENERAL/INDIRECT	\$ 348,476		\$ 410,138	\$ (61,662)	\$ 412,863	\$ (64,387)				<i>Hiring delay for Ops Dir</i>
ADMINISTRATIVE	\$ 113,086		\$ 112,649	\$ 436	\$ 107,127	\$ 5,958				
TOTAL G&A EXPENSES	\$ 461,562		\$ 522,787	\$ (61,225)	-11.7%	\$ 519,991	\$ (58,429)	-11.2%		<i>Hiring delay for Ops Dir</i>
INCOME/(LOSS) FROM OPERATIONS	\$ (154,468)		\$ (348,752)	\$ 194,284	-55.7%	\$ (310,340)	\$ 155,872	-50.2%		
FUNDRAISING REVENUE										
DONATIONS/SPONS/TICKETS	\$ 417,904		\$ 354,355	\$ 63,549	\$ 405,363	\$ 12,541				<i>\$100k donation budgeted 12/18 not rec'd</i>
GRANTS	\$ 4,763		\$ 17,522	\$ (12,759)	\$ 15,500	\$ (10,737)				
GOVT (Island Cities)	\$ -		\$ 22,500	\$ (22,500)	\$ 46,000	\$ (46,000)				<i>City AM BB HB designated to Programs</i>
INTEREST EARNINGS	\$ -		\$ 10,989	\$ (10,989)	\$ -	\$ -				<i>Kessler dist booked as interest FY17/18</i>
OTHER INCOME - Rental, Merch Sales	\$ 8,840		\$ 11,033	\$ (2,193)	\$ 5,852	\$ 2,988				
FUNDRAISING UNRESTRICTED	\$ 431,507		\$ 416,399	\$ 15,108	\$ 472,715	\$ (41,208)				
TEMPORARILY RESTRICTED FUNDS	\$ -		\$ 30,000	\$ (30,000)	\$ 30,000	\$ (30,000)				<i>\$30k donation budgeted 12/18 not rec'd</i>
RESTRICTED FUNDS	\$ -		\$ 10,000	\$ (10,000)	\$ -	\$ -				
TOTAL FUNDRAISING REVENUE	\$ 431,507		\$ 456,399	\$ (24,892)	-5.5%	\$ 502,715	\$ (71,208)	-14.2%		<i>\$130k donations 12/2018 not rec'd</i>
FUNDRAISING DIRECT COSTS	\$ 110,817		\$ 91,843	\$ 18,974	20.7%	\$ 163,542	\$ (52,725)	-32.2%		<i>Hiring delays Dev Dir, Event Coord</i>
FUNDRAISING INCOME	\$ 320,690		\$ 364,556	\$ (43,866)	-12.0%	\$ 339,173	\$ (18,483)	-5.4%		
NET ORDINARY INCOME/(LOSS)	\$ 166,222		\$ 15,804	\$ 150,418		\$ 28,833	\$ 137,389			
TOTAL OPERATING REVENUES	\$ 1,032,445		\$ 998,662	\$ 33,782	3.4%	\$ 1,048,453	\$ (16,008)	-1.5%		
TOTAL OPERATING EXPENSES	\$ 866,222		\$ 982,858	\$ (116,636)	-11.9%	\$ 1,019,620	\$ (153,398)	-15.0%		
CAPITAL OVERLAY										
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 25,000		\$ -	\$ 25,000	\$ 125,000	\$ (100,000)				
CAPITAL EXPENSE	\$ 99,743		\$ -	\$ 99,743	\$ 130,000	\$ (30,257)				
NET OTHER INCOME - CAPITAL	\$ (74,743)		\$ -	\$ (74,743)	\$ (5,000)	\$ (69,743)				
NET INCOME	\$ 91,479		\$ 15,804	\$ 75,675		\$ 23,833	\$ 67,646			
TOTAL REVENUE	\$ 1,057,445		\$ 998,662	\$ 58,782		\$ 1,173,453	\$ (116,008)			
TOTAL EXPENSES	\$ 965,965		\$ 982,858	\$ (16,893)		\$ 1,149,620	\$ (183,655)			