

SEPT 2019 FYTD RESULTS

	SEPT 2019 FYTD	ACTUALS			BUDGET FYTD	VARIANCE	
	2019/2020	Prior FY 18/19	From Prior FY		2019/2020	From Budget	
PROGRAMS							
REVENUE	\$ 91,114	\$ 118,013	\$ (26,899)	-23%	\$ 90,942	\$ 172	0%
DIRECT COSTS	\$ 78,497	\$ 69,614	\$ 8,883	13%	\$ 84,358	\$ (5,861)	-7%
PROGRAM INCOME/(LOSS)	\$ 12,617	\$ 48,399	\$ (35,782)		\$ 6,585	\$ 6,032	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 146,014	\$ 116,125	\$ 29,889	26%	\$ 147,517	\$ (1,502)	-1%
INCOME/(LOSS) FROM OPERATIONS	\$ (133,397)	\$ (67,726)	\$ (65,671)	97%	\$ (140,932)	\$ 7,535	-5%
FUNDRAISING							
REVENUE	\$ 58,683	\$ 145,507	\$ (86,824)	-60%	\$ 60,869	\$ (2,185)	-4%
DIRECT COSTS	\$ 49,708	\$ 12,656	\$ 37,052	293%	\$ 54,846	\$ (5,138)	-9%
FUNDRAISING INCOME/(LOSS)	\$ 8,975	\$ 132,851	\$ (123,875)		\$ 6,022	\$ 2,953	
NET ORDINARY INCOME/(LOSS)	\$ (124,422)	\$ 65,125	\$ (189,546)		\$ (134,910)	\$ 10,488	
TOTAL OPERATING REVENUES	\$ 149,798	\$ 263,520	\$ (113,723)	-43%	\$ 151,811	\$ (2,013)	-1%
TOTAL OPERATING EXPENSES	\$ 274,220	\$ 198,396	\$ 75,824	38%	\$ 286,721	\$ (12,501)	-4%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 48,296	\$ -	\$ 48,296		\$ 48,296	\$ -	
CAPITAL EXPENSE	\$ 3,992	\$ -	\$ 3,992		\$ 3,992	\$ -	
NET OTHER INCOME - CAPITAL	\$ 44,304	\$ -	\$ 44,304		\$ 44,304	\$ -	
NET INCOME	\$ (80,118)	\$ 65,125	\$ (145,243)		\$ (90,606)	\$ 10,488	
TOTAL REVENUE	\$ 198,094	\$ 263,520	\$ (65,427)		\$ 200,107	\$ (2,013)	
TOTAL EXPENSES	\$ 278,212	\$ 198,396	\$ 79,816		\$ 290,713	\$ (12,501)	

SEPT

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	SEPT 2019 FYTD		ACTUALS		VARIANCE		BUDGET FYTD		VARIANCE	
	2019/2020		Prior FY 18/19	From Prior FY	2019/2020	From Budget				
PROGRAM REVENUE										
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 45,827		\$ 41,279	\$ 4,547	\$ 41,495	\$ 4,332				
SPORTS - Adult	\$ 7,801		\$ 8,822	\$ (1,022)	\$ 6,317	\$ 1,484				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 37,487		\$ 62,872	\$ (25,384)	\$ 38,131	\$ (644)				
ADULT - Seniors,Culture,Specialty	\$ -		\$ 5,040	\$ (5,040)	\$ 5,000	\$ (5,000)				City AM \$18500 July 2018
TOTAL PROGRAM REVENUE	\$ 91,114		\$ 118,013	\$ (26,899)	\$ 90,942	\$ 172	-22.8%			0.2%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 39,612		\$ 38,285	\$ 1,326	\$ 39,838	\$ (226)				
REGISTRATION FEES (Sports,Youth,Adult)	\$ 42,879		\$ 40,568	\$ 2,311	\$ 39,163	\$ 3,716				
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 8,624		\$ 39,160	\$ (30,536)	\$ 11,942	\$ (3,318)				
PROGRAM DIRECT COSTS (Variable Costs)										
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 30,508		\$ 17,364	\$ 13,144	\$ 32,599	\$ (2,091)				
SPORTS - Adult	\$ 4,726		\$ 16,067	\$ (11,341)	\$ 7,004	\$ (2,278)				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 43,263		\$ 36,183	\$ 7,080	\$ 44,034	\$ (771)				
ADULT - Seniors,Culture,Specialty	\$ -		\$ -	\$ -	\$ 721	\$ (721)				
TOTAL PROGRAM DIRECTS COSTS	\$ 78,497		\$ 69,614	\$ 8,883	\$ 84,358	\$ (5,861)	12.8%			-6.9%
PROGRAM INCOME/(LOSS)										
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 15,319		\$ 23,916	\$ (8,597)	\$ 8,896	\$ 6,423				
SPORTS - Adult	\$ 3,074		\$ (7,245)	\$ 10,319	\$ (687)	\$ 3,762				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (5,776)		\$ 26,688	\$ (32,464)	\$ (5,903)	\$ 127				City AM \$18500 July 2018
ADULT - Seniors,Culture,Specialty	\$ -		\$ 5,040	\$ (5,040)	\$ 4,279	\$ (4,279)				
TOTAL PROGRAM INCOME/(LOSS)	\$ 12,617		\$ 48,399	\$ (35,782)	\$ 6,585	\$ 6,032	-73.9%			91.6%
GENERAL & ADMIN EXPENSES										
GENERAL/INDIRECT	\$ 116,632		\$ 88,063	\$ 28,569	\$ 104,545	\$ 12,087				
ADMINISTRATIVE	\$ 29,382		\$ 28,063	\$ 1,320	\$ 42,971	\$ (13,589)				\$18,456.75 consult & prof fees
TOTAL G&A EXPENSES	\$ 146,014		\$ 116,125	\$ 29,889	\$ 147,517	\$ (1,502)	25.7%			-1.0% in Admin Aug 2019 ???
INCOME/(LOSS) FROM OPERATIONS	\$ (133,397)		\$ (67,726)	\$ (65,671)	\$ (140,932)	\$ 7,535	97.0%			-5.3%
FUNDRAISING REVENUE										
DONATIONS/SPONS/TICKETS	\$ 57,701		\$ 143,670	\$ (85,969)	\$ 59,307	\$ (1,606)				\$18k Patterson Foundation pd July 2018
GRANTS	\$ -		\$ 18	\$ (18)	\$ -	\$ -				for May 2018 Giving Challenge.
GOVT (Island Cities)	\$ -		\$ -	\$ -	\$ -	\$ -				No Giving Challenge May 2019
INTEREST EARNINGS	\$ -		\$ -	\$ -	\$ -	\$ -				\$13k Kessler Aug 2019
OTHER INCOME - Rental, Merch Sales	\$ 982		\$ 1,819	\$ (837)	\$ 1,561	\$ (579)				
FUNDRAISING UNRESTRICTED	\$ 58,683		\$ 145,507	\$ (86,824)	\$ 60,869	\$ (2,185)				
TEMPORARILY RESTRICTED FUNDS	\$ -		\$ -	\$ -	\$ -	\$ -				
RESTRICTED FUNDS	\$ -		\$ -	\$ -	\$ -	\$ -				
TOTAL FUNDRAISING REVENUE	\$ 58,683		\$ 145,507	\$ (86,824)	\$ 60,869	\$ (2,185)	-59.7%			-3.6%
FUNDRAISING DIRECT COSTS	\$ 49,708		\$ 12,656	\$ 37,052	\$ 54,846	\$ (5,138)	292.8%			-9.4% Need to review these costs
FUNDRAISING INCOME	\$ 8,975		\$ 132,851	\$ (123,875)	\$ 6,022	\$ 2,953	-93.2%			49.0%
NET ORDINARY INCOME/(LOSS)	\$ (124,422)		\$ 65,125	\$ (189,546)	\$ (134,910)	\$ 10,488				
TOTAL OPERATING REVENUES	\$ 149,798		\$ 263,520	\$ (113,723)	\$ 151,811	\$ (2,013)	-43.2%			-1.3%
TOTAL OPERATING EXPENSES	\$ 274,220		\$ 198,396	\$ 75,824	\$ 286,721	\$ (12,501)	38.2%			-4.4%
CAPITAL OVERLAY										
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 48,296		\$ -	\$ 48,296	\$ 48,296	\$ -				
CAPITAL EXPENSE	\$ 3,992		\$ -	\$ 3,992	\$ 3,992	\$ -				
NET OTHER INCOME - CAPITAL	\$ 44,304		\$ -	\$ 44,304	\$ 44,304	\$ -				
NET INCOME	\$ (80,118)		\$ 65,125	\$ (145,243)	\$ (90,606)	\$ 10,488				
TOTAL REVENUE	\$ 198,094		\$ 263,520	\$ (65,427)	\$ 200,107	\$ (2,013)				
TOTAL EXPENSES	\$ 278,212		\$ 198,396	\$ 79,816	\$ 290,713	\$ (12,501)				

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SEPT FYTD 19/20 ACTUALS BY M

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019
PROGRAM REVENUE			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,955.00	\$ 12,602.98	\$ 16,268.53
SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 22,099.70	\$ 4,919.20	\$ 10,468.40
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 41,112.70	\$ 19,713.68	\$ 30,287.93
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,775.00	\$ 11,937.98	\$ 11,898.53
REGISTRATION FEES (Sports,Youth,Adult)	\$ 23,507.70	\$ 5,946.70	\$ 13,424.40
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 1,830.00	\$ 1,829.00	\$ 4,965.00
	\$ 41,112.70	\$ 19,713.68	\$ 30,287.93
PROGRAM DIRECT COSTS (Variable Costs)			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,345.26	\$ 11,685.47	\$ 7,477.01
SPORTS - Adult	\$ 1,770.74	\$ 1,686.88	\$ 1,268.50
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 21,831.21	\$ 13,110.03	\$ 8,322.07
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 34,947.21	\$ 26,482.38	\$ 17,067.58
PROGRAM INCOME/(LOSS)			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 5,609.74	\$ 917.51	\$ 8,791.52
SPORTS - Adult	\$ 287.26	\$ 504.62	\$ 2,282.50
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 268.49	\$ (8,190.83)	\$ 2,146.33
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ 6,165.49	\$ (6,768.70)	\$ 13,220.35
GENERAL & ADMIN EXPENSES (Fixed costs)			
GENERAL/INDIRECT	\$ 32,755.82	\$ 38,938.45	\$ 44,937.98
ADMINISTRATIVE	\$ 7,549.90	\$ 16,840.78	\$ 4,991.46
TOTAL G&A EXPENSES	\$ 40,305.72	\$ 55,779.23	\$ 49,929.44
INCOME/(LOSS) FROM OPERATIONS	\$ (34,140.23)	\$ (62,547.93)	\$ (36,709.09)
FUNDRAISING REVENUE			
DONATIONS/SPONS/TICKETS	\$ 6,453.26	\$ 24,211.11	\$ 27,036.61
GRANTS	\$ -	\$ -	\$ -
GOVT (Island Cities)	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 741.84	\$ 54.34	\$ 186.17
FUNDRAISING UNRESTRICTED	\$ 7,195.10	\$ 24,265.45	\$ 27,222.78
TEMPORARILY RESTRICTED FUNDS			

RESTRICTED FUNDS			
TOTAL FUNDRAISING REVENUE	\$ 7,195.10	\$ 24,265.45	\$ 27,222.78
FUNDRAISING DIRECT COSTS	\$ 19,258.44	\$ 12,854.89	\$ 17,594.61
FUNDRAISING INCOME	\$ (12,063.34)	\$ 11,410.56	\$ 9,628.17
NET ORDINARY INCOME/(LOSS)	\$ (46,203.57)	\$ (51,137.37)	\$ (27,080.92)
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (46,203.57)	\$ (97,340.94)	\$ (124,421.86)
CAPITAL OVERLAY			
CAPITAL INCOME <i>(Manatee Co. Concession Funds)</i>	\$ 48,295.95	\$ -	\$ -
CAPITAL EXPENSE	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72
NET OTHER INCOME - CAPITAL	\$ 46,965.23	\$ (1,330.72)	\$ (1,330.72)
NET INCOME	\$ 761.66	\$ (52,468.09)	\$ (28,411.64)

Total Revenue	\$ 96,603.75	\$ 43,979.13	\$ 57,510.71
Total Expenses	\$ 95,842.09	\$ 96,447.22	\$ 85,922.35
	\$ 761.66	\$ (52,468.09)	\$ (28,411.64)

Cash Flow \$ 181,823 \$ 182,584.57 \$ 130,116.48 \$ 101,704.84

PROGRAM REVENUES

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019
FITNESS - Island Fitness, Personal Trng, Crossfit			
MEMBERSHIP FEES	\$ 15,640.00	\$ 11,937.98	\$ 11,898.53
REGISTRATION FEES		\$ (45.00)	\$ 1,430.00
OTHER - PERSONAL TRAINING	\$ 1,270.00	\$ 710.00	\$ 2,940.00
OTHER - CROSS FIT RENT	\$ -	\$ -	\$ -
OTHER - MERCHANDISE SALES	\$ 45.00	\$ -	\$ -
TOTAL FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,955.00	\$ 12,602.98	\$ 16,268.53

SPORTS - Adult

MEMBERSHIP FEES <i>(Tennis, PB)</i>	\$ 135.00	\$ -	\$ -
REGISTRATION FEES	\$ 1,908.00	\$ 1,191.50	\$ 2,026.00
OTHER - DONATIONS	\$ 15.00	\$ 650.00	\$ 650.00
OTHER - SPONSORSHIPS	\$ -	\$ 350.00	\$ 875.00
OTHER - MERCHANDISE SALES			
TOTAL SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00

YOUTH - Sports,BTC,Camps,Specialty Prog

MEMBERSHIP FEES	\$	-	\$	-	\$	-
REGISTRATION FEES	\$	21,599.70	\$	4,800.20	\$	9,968.40
OTHER - DONATIONS	\$	500.00	\$	119.00	\$	-
OTHER - SPONSORSHIPS	\$	-	\$	-	\$	500.00
OTHER - MERCHANDISE SALES						
TOTAL YOUTH - Sports,BTC,Camps,Specialty Prog	\$	22,099.70	\$	4,919.20	\$	10,468.40

ADULT - Seniors,Culture,Specialty

MEMBERSHIP FEES						
REGISTRATION FEES	\$	-			\$	-
OTHER - DONATIONS			\$	-	\$	-
OTHER - SPONSORSHIPS						
OTHER - MERCHANDISE SALES						
TOTAL ADULT - Seniors,Culture,Specialty	\$	-	\$	-	\$	-

TOTAL PROGRAM REVENUES

MEMBERSHIP FEES	\$	15,775.00	\$	11,937.98	\$	11,898.53
REGISTRATION FEES	\$	23,507.70	\$	5,946.70	\$	13,424.40
OTHER-Personal Trng, Crossfit Rent,Merch Sales	\$	1,315.00	\$	710.00	\$	2,940.00
OTHER - DONATIONS	\$	515.00	\$	769.00	\$	650.00
OTHER - SPONSORSHIPS/CF Rental	\$	-	\$	350.00	\$	1,375.00
OTHER - MERCHANDISE SALES	\$	-	\$	-	\$	-
TOTAL PROGRAM REVENUES	\$	41,112.70	\$	19,713.68	\$	30,287.93
	\$	41,112.70	\$	19,713.68	\$	30,287.93