

The Center
High Level Overview

DEC 2019 FYTD RESULTS

	DEC 2019 FYTD	PRIOR FY 18/19		VARIANCE		BUDGET FYTD	VARIANCE	
	2019/2020	ACTUALS	From Prior FY			2019/2020	From Budget	
PROGRAMS								
REVENUE	\$ 233,113	\$ 244,328	\$ (11,215)	-5%		\$ 210,035	\$ 23,079	11%
DIRECT COSTS	\$ 142,874	\$ 135,084	\$ 7,790	6%		\$ 151,764	\$ (8,890)	-6%
PROGRAM INCOME/(LOSS)	\$ 90,239	\$ 109,243	\$ (19,004)			\$ 58,270	\$ 31,969	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 267,028	\$ 222,307	\$ 44,721	20%		\$ 281,986	\$ (14,958)	-5%
INCOME/(LOSS) FROM OPERATIONS	\$ (176,789)	\$ (113,063)	\$ (63,725)	56%		\$ (223,716)	\$ 46,927	-21%
FUNDRAISING								
REVENUE	\$ 192,501	\$ 246,655	\$ (54,153)	-22%		\$ 155,826	\$ 36,676	24%
DIRECT COSTS	\$ 128,545	\$ 33,287	\$ 95,258	286%		\$ 127,939	\$ 606	0%
FUNDRAISING INCOME/(LOSS)	\$ 63,956	\$ 213,368	\$ (149,411)			\$ 27,886	\$ 36,070	
NET ORDINARY INCOME/(LOSS)	\$ (112,832)	\$ 100,304	\$ (213,136)			\$ (195,829)	\$ 82,997	
TOTAL OPERATING REVENUES	\$ 425,614	\$ 490,982	\$ (65,368)	-13%		\$ 365,860	\$ 59,754	16%
TOTAL OPERATING EXPENSES	\$ 538,447	\$ 390,678	\$ 147,769	38%		\$ 561,689	\$ (23,243)	-4%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ -	\$ 51,996			\$ 84,154	\$ (32,158)	
CAPITAL EXPENSE	\$ 7,984	\$ -	\$ 7,984			\$ 7,984	\$ -	
NET OTHER INCOME - CAPITAL	\$ 44,012	\$ -	\$ 44,012			\$ 76,170	\$ (32,158)	
NET INCOME	\$ (68,820)	\$ 100,304	\$ (169,125)			\$ (119,660)	\$ 50,839	
TOTAL REVENUE	\$ 477,610	\$ 490,982	\$ (13,372)			\$ 450,014	\$ 27,596	
TOTAL EXPENSES	\$ 546,431	\$ 390,678	\$ 155,753			\$ 569,674	\$ (23,243)	

DEC

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DEC 2019 FYTD RESULTS

	DEC 2019 FYTD 2019/2020	BUDGET FYTD 2019/2020	VARIANCE From Budget	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 138,407	\$ 106,433	\$ 31,975	Membership, PT higher than anticipated
SPORTS - Adult	\$ 18,208	\$ 21,737	\$ (3,529)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 76,498	\$ 76,710	\$ (212)	
ADULT - Seniors,Culture,Specialty	\$ -	\$ 5,155	\$ (5,155)	City BB funds not yet received as anticipated
TOTAL PROGRAM REVENUE	\$ 233,113	\$ 210,035	\$ 23,079	11.0%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 120,767	\$ 105,220	\$ 15,548	
REGISTRATION FEES (Sports, Youth, Adult)	\$ 89,142	\$ 82,814	\$ 6,328	
OTHER (PT, CF, Sponsorships, Donations, Merch Sales)	\$ 23,204	\$ 22,001	\$ 1,203	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 57,451	\$ 61,049	\$ (3,598)	Timing - expenses will hit Jan 2020
SPORTS - Adult	\$ 20,852	\$ 20,045	\$ 807	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 63,941	\$ 67,716	\$ (3,775)	Timing - expenses will hit Jan 2020
ADULT - Seniors,Culture,Specialty	\$ 630	\$ 2,954	\$ (2,324)	Delay in establishing Sr. programs
TOTAL PROGRAM DIRECTS COSTS	\$ 142,874	\$ 151,764	\$ (8,890)	-5.9%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 80,956	\$ 45,384	\$ 35,572	
SPORTS - Adult	\$ (2,644)	\$ 1,692	\$ (4,336)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 12,557	\$ 8,994	\$ 3,563	
ADULT - Seniors,Culture,Specialty	\$ (630)	\$ 2,201	\$ (2,831)	
TOTAL PROGRAM INCOME/(LOSS)	\$ 90,239	\$ 58,270	\$ 31,969	54.9%
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 203,590	\$ 204,193	\$ (603)	
ADMINISTRATIVE	\$ 63,437	\$ 77,793	\$ (14,355)	Timing - audit exp delayed
TOTAL G&A EXPENSES	\$ 267,028	\$ 281,986	\$ (14,958)	-5.3%
INCOME/(LOSS) FROM OPERATIONS	\$ (176,789)	\$ (223,716)	\$ 46,927	-21.0%

DEC

The Center

DEC 2019 FYTD RESULTS

	DEC 2019 FYTD 2019/2020	BUDGET FYTD 2019/2020	VARIANCE From Budget	
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 188,608	\$ 152,442	\$ 36,166	<i>\$25k Concert Sponsorship & \$10k Green Initiative donations not budgeted</i>
GRANTS	\$ -	\$ -	\$ -	
GOVT <i>(Island Cities)</i>	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ 3,893	\$ 3,383	\$ 510	
FUNDRAISING UNRESTRICTED	\$ 192,501	\$ 155,826	\$ 36,676	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 192,501	\$ 155,826	\$ 36,676	23.5%
FUNDRAISING DIRECT COSTS	\$ 128,545	\$ 127,939	\$ 606	0.5%
FUNDRAISING INCOME	\$ 63,956	\$ 27,886	\$ 36,070	129.3%
NET ORDINARY INCOME/(LOSS)	\$ (112,832)	\$ (195,829)	\$ 82,997	
TOTAL OPERATING REVENUES	\$ 425,614	\$ 365,860	\$ 59,754	16.3%
TOTAL OPERATING EXPENSES	\$ 538,447	\$ 561,689	\$ (23,243)	-4.1%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 84,154	\$ (32,158)	<i>Delay receiving \$35k County reimbursement</i>
CAPITAL EXPENSE	\$ 7,984	\$ 7,984	\$ -	
NET OTHER INCOME - CAPITAL	\$ 44,012	\$ 76,170	\$ (32,158)	
NET INCOME	\$ (68,820)	\$ (119,660)	\$ 50,839	
TOTAL REVENUE	\$ 477,610	\$ 450,014	\$ 27,596	
TOTAL EXPENSES	\$ 546,431	\$ 569,674	\$ (23,243)	

DEC

The Center

DEC 2019 FYTD RESULTS

	DEC 2019 FYTD	PRIOR FY 18/19	VARIANCE	
	2019/2020	ACTUALS	From Prior FY	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 138,407	\$ 107,926	\$ 30,481	Memberships, PT up over PY
SPORTS - Adult	\$ 18,208	\$ 23,207	\$ (4,999)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 76,498	\$ 107,954	\$ (31,456)	City AM \$18500 July 2018, lower youth participation
ADULT - Seniors,Culture,Specialty	\$ -	\$ 5,240	\$ (5,240)	City BB funds not yet received as anticipated
TOTAL PROGRAM REVENUE	\$ 233,113	\$ 244,328	\$ (11,215)	-4.6%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 120,767	\$ 98,489	\$ 22,278	
REGISTRATION FEES (Sports, Youth, Adult)	\$ 89,142	\$ 86,874	\$ 2,268	
OTHER (PT, CF, Sponsorships, Donations, Merch Sales)	\$ 23,204	\$ 58,964	\$ (35,760)	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 57,451	\$ 37,747	\$ 19,704	Instructor costs higher than PY, PT rev up = PT exp up
SPORTS - Adult	\$ 20,852	\$ 27,499	\$ (6,647)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 63,941	\$ 69,802	\$ (5,862)	Lower youth participation from PY
ADULT - Seniors,Culture,Specialty	\$ 630	\$ 36	\$ 594	
TOTAL PROGRAM DIRECTS COSTS	\$ 142,874	\$ 135,084	\$ 7,790	5.8%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 80,956	\$ 70,179	\$ 10,777	
SPORTS - Adult	\$ (2,644)	\$ (4,291)	\$ 1,647	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 12,557	\$ 38,152	\$ (25,595)	
ADULT - Seniors,Culture,Specialty	\$ (630)	\$ 5,204	\$ (5,834)	
TOTAL PROGRAM INCOME/(LOSS)	\$ 90,239	\$ 109,243	\$ (19,004)	-17.4%
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 203,590	\$ 167,250	\$ 36,340	Increased headcount over PY, EZ Facility impl costs
ADMINISTRATIVE	\$ 63,437	\$ 55,057	\$ 8,381	Increased ED cost & time allocation to Admin from PY
TOTAL G&A EXPENSES	\$ 267,028	\$ 222,307	\$ 44,721	20.1%
INCOME/(LOSS) FROM OPERATIONS	\$ (176,789)	\$ (113,063)	\$ (63,725)	56.4%

DEC

The Center

DEC 2019 FYTD RESULTS

	DEC 2019 FYTD 2019/2020	PRIOR FY 18/19 ACTUALS	VARIANCE From Prior FY	
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 188,608	\$ 243,007	\$ (54,399)	<i>PY one time \$83k Fernandez Est</i>
GRANTS	\$ -	\$ 24	\$ (24)	
GOVT <i>(Island Cities)</i>	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ 3,893	\$ 3,623	\$ 270	
FUNDRAISING UNRESTRICTED	\$ 192,501	\$ 246,655	\$ (54,153)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 192,501	\$ 246,655	\$ (54,153)	-22.0%
FUNDRAISING DIRECT COSTS	\$ 128,545	\$ 33,287	\$ 95,258	286.2% <i>Dev Dir hire, Green Init, Concerts,</i>
FUNDRAISING INCOME	\$ 63,956	\$ 213,368	\$ (149,411)	-70.0%
NET ORDINARY INCOME/(LOSS)	\$ (112,832)	\$ 100,304	\$ (213,136)	
TOTAL OPERATING REVENUES	\$ 425,614	\$ 490,982	\$ (65,368)	-13.3%
TOTAL OPERATING EXPENSES	\$ 538,447	\$ 390,678	\$ 147,769	37.8%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ -	\$ 51,996	<i>Receipt of PY County funds</i>
CAPITAL EXPENSE	\$ 7,984	\$ -	\$ 7,984	
NET OTHER INCOME - CAPITAL	\$ 44,012	\$ -	\$ 44,012	
NET INCOME	\$ (68,820)	\$ 100,304	\$ (169,125)	
TOTAL REVENUE	\$ 477,610	\$ 490,982	\$ (13,372)	
TOTAL EXPENSES	\$ 546,431	\$ 390,678	\$ 155,753	

The Center

DEC FYTD 19/20 ACTUALS BY MONTH

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019
PROGRAM REVENUE						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,955.00	\$ 12,469.48	\$ 16,268.53	\$ 26,692.20	\$ 27,056.70	\$ 38,965.36
SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00	\$ 7,071.60	\$ 2,542.00	\$ 794.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 22,099.70	\$ 4,919.20	\$ 10,468.40	\$ 7,369.00	\$ 11,342.20	\$ 20,299.20
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,775.00	\$ 11,804.48	\$ 11,898.53	\$ 25,097.20	\$ 24,476.70	\$ 31,715.36
REGISTRATION FEES (Sports,Youth,Adult)	\$ 23,507.70	\$ 5,946.70	\$ 13,424.40	\$ 12,685.60	\$ 13,764.20	\$ 19,813.20
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 1,830.00	\$ 1,829.00	\$ 4,965.00	\$ 3,350.00	\$ 2,700.00	\$ 8,530.00
	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56
PROGRAM DIRECT COSTS (Variable Costs)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,345.26	\$ 11,685.47	\$ 7,477.01	\$ 8,649.84	\$ 8,809.76	\$ 9,483.86
SPORTS - Adult	\$ 3,168.64	\$ 3,189.50	\$ 2,771.12	\$ 2,753.26	\$ 5,558.75	\$ 3,410.65
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 21,400.73	\$ 11,607.42	\$ 6,819.45	\$ 8,294.58	\$ 7,896.07	\$ 7,922.44
ADULT - Seniors,Culture,Specialty	\$ 33.29	\$ -	\$ -	\$ 97.39	\$ 196.91	\$ 302.77
TOTAL PROGRAM DIRECTS COSTS	\$ 35,947.92	\$ 26,482.39	\$ 17,067.58	\$ 19,795.07	\$ 22,461.49	\$ 21,119.72
PROGRAM INCOME/(LOSS)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 5,609.74	\$ 784.01	\$ 8,791.52	\$ 18,042.36	\$ 18,246.94	\$ 29,481.50
SPORTS - Adult	\$ (1,110.64)	\$ (998.00)	\$ 779.88	\$ 4,318.34	\$ (3,016.75)	\$ (2,616.65)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 698.97	\$ (6,688.22)	\$ 3,648.95	\$ (925.58)	\$ 3,446.13	\$ 12,376.76
ADULT - Seniors,Culture,Specialty	\$ (33.29)	\$ -	\$ -	\$ (97.39)	\$ (196.91)	\$ (302.77)
TOTAL PROGRAM INCOME/(LOSS)	\$ 5,164.78	\$ (6,902.21)	\$ 13,220.35	\$ 21,337.73	\$ 18,479.41	\$ 38,938.84
GENERAL & ADMIN EXPENSES (Fixed costs)						
GENERAL/INDIRECT	\$ 29,063.87	\$ 36,243.20	\$ 42,243.73	\$ 32,361.70	\$ 29,777.00	\$ 33,900.69
ADMINISTRATIVE	\$ 10,241.14	\$ 19,532.02	\$ 7,682.71	\$ 8,970.11	\$ 9,369.90	\$ 7,641.44
TOTAL G&A EXPENSES	\$ 39,305.01	\$ 55,775.22	\$ 49,926.44	\$ 41,331.81	\$ 39,146.90	\$ 41,542.13
INCOME/(LOSS) FROM OPERATIONS	\$ (34,140.23)	\$ (62,677.43)	\$ (36,706.09)	\$ (19,994.08)	\$ (20,667.49)	\$ (2,603.29)
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$ 6,453.26	\$ 24,411.11	\$ 27,036.61	\$ 18,422.36	\$ 21,917.85	\$ 90,367.26
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 741.84	\$ 54.34	\$ 186.17	\$ 1,354.27	\$ 978.35	\$ 577.90
FUNDRAISING UNRESTRICTED	\$ 7,195.10	\$ 24,465.45	\$ 27,222.78	\$ 19,776.63	\$ 22,896.20	\$ 90,945.16
TEMPORARILY RESTRICTED FUNDS						\$ -
RESTRICTED FUNDS						
TOTAL FUNDRAISING REVENUE	\$ 7,195.10	\$ 24,465.45	\$ 27,222.78	\$ 19,776.63	\$ 22,896.20	\$ 90,945.16
FUNDRAISING DIRECT COSTS	\$ 19,258.44	\$ 12,854.89	\$ 17,594.61	\$ 26,174.70	\$ 13,050.95	\$ 39,611.24
FUNDRAISING INCOME	\$ (12,063.34)	\$ 11,610.56	\$ 9,628.17	\$ (6,398.07)	\$ 9,845.25	\$ 51,333.92
NET ORDINARY INCOME/(LOSS)	\$ (46,203.57)	\$ (51,066.87)	\$ (27,077.92)	\$ (26,392.15)	\$ (10,822.24)	\$ 48,730.63
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (46,203.57)	\$ (97,270.44)	\$ (124,348.36)	\$ (150,740.51)	\$ (161,562.75)	\$ (112,832.12)

CAPITAL OVERLAY

CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 48,295.95	\$ -	\$ -	\$ -	\$ -	\$ 3,700.00
CAPITAL EXPENSE	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72
NET OTHER INCOME - CAPITAL	\$ 46,965.23	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ 2,369.28

NET INCOME	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91
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Total Revenue	\$ 96,603.75	\$ 44,045.63	\$ 57,510.71	\$ 60,909.43	\$ 63,837.10	\$ 154,703.72
Total Expenses	\$ 95,842.09	\$ 96,443.22	\$ 85,919.35	\$ 88,632.30	\$ 75,990.06	\$ 103,603.81
	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91

Cash Flow	\$ 181,823	\$ 182,584.57	\$ 130,186.98	\$ 101,778.34	\$ 74,055.47	\$ 61,902.51	\$ 113,002.42
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PROGRAM REVENUES

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019
FITNESS - Island Fitness, Personal Trng, Crossfit						
MEMBERSHIP FEES	\$ 15,640.00	\$ 11,804.48	\$ 11,898.53	\$ 25,097.20	\$ 24,476.70	\$ 31,715.36
REGISTRATION FEES		\$ (45.00)	\$ 1,430.00	\$ 295.00	\$ 2,080.00	\$ 3,400.00
OTHER - PERSONAL TRAINING	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00
OTHER - CROSS FIT RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 16,955.00	\$ 12,469.48	\$ 16,268.53	\$ 26,692.20	\$ 27,056.70	\$ 38,965.36

SPORTS - Adult

MEMBERSHIP FEES (Tennis, PB)	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -
REGISTRATION FEES	\$ 1,908.00	\$ 1,191.50	\$ 2,026.00	\$ 6,021.60	\$ 1,842.00	\$ 414.00
OTHER - DONATIONS	\$ 15.00	\$ 650.00	\$ 650.00	\$ -	\$ -	\$ 30.00
OTHER - SPONSORSHIPS	\$ -	\$ 350.00	\$ 875.00	\$ 1,050.00	\$ 700.00	\$ 350.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00	\$ 7,071.60	\$ 2,542.00	\$ 794.00

YOUTH - Sports,BTC,Camps,Specialty Prog

MEMBERSHIP FEES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
REGISTRATION FEES	\$ 21,599.70	\$ 4,800.20	\$ 9,968.40	\$ 6,369.00	\$ 9,842.20	\$ 15,999.20
OTHER - DONATIONS	\$ 500.00	\$ 119.00	\$ -	\$ 150.00	\$ -	\$ 1,600.00
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ 500.00	\$ 850.00	\$ 1,500.00	\$ 2,700.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 22,099.70	\$ 4,919.20	\$ 10,468.40	\$ 7,369.00	\$ 11,342.20	\$ 20,299.20

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	\$ 11,804.48	\$ 11,898.53	\$ 25,097.20	\$ 24,476.70	\$ 31,715.36
REGISTRATION FEES	\$ 23,507.70	\$ 5,946.70	\$ 13,424.40	\$ 12,685.60	\$ 13,764.20	\$ 19,813.20
OTHER-Personal Trng, Crossfit Rent,Merch Sales	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00
OTHER - DONATIONS	\$ 515.00	\$ 769.00	\$ 650.00	\$ 150.00	\$ -	\$ 1,630.00
OTHER - SPONSORSHIPS/CF Rental	\$ -	\$ 350.00	\$ 1,375.00	\$ 1,900.00	\$ 2,200.00	\$ 3,050.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUES	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56