

The Center
High Level Overview

JAN 2020 FYTD RESULTS

	JAN 2020 FYTD	PRIOR FY 18/19	VARIANCE		BUDGET FYTD	VARIANCE	
	2019/2020	ACTUALS	From Prior FY		2019/2020	From Budget	
PROGRAMS							
REVENUE	\$ 319,503	\$ 322,458	\$ (2,955)	-1%	\$ 289,311	\$ 30,191	10%
DIRECT COSTS	\$ 171,966	\$ 162,141	\$ 9,825	6%	\$ 179,217	\$ (7,251)	-4%
PROGRAM INCOME/(LOSS)	\$ 147,536	\$ 160,317	\$ (12,780)		\$ 110,094	\$ 37,442	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 328,163	\$ 274,868	\$ 53,295	19%	\$ 341,165	\$ (13,002)	-4%
INCOME/(LOSS) FROM OPERATIONS	\$ (180,626)	\$ (114,551)	\$ (66,075)	58%	\$ (231,071)	\$ 50,444	-22%
FUNDRAISING							
REVENUE	\$ 232,456	\$ 295,291	\$ (62,835)	-21%	\$ 277,730	\$ (45,274)	-16%
DIRECT COSTS	\$ 155,347	\$ 42,204	\$ 113,143	268%	\$ 151,511	\$ 3,836	3%
FUNDRAISING INCOME/(LOSS)	\$ 77,109	\$ 253,087	\$ (175,978)		\$ 126,219	\$ (49,110)	
NET ORDINARY INCOME/(LOSS)	\$ (103,517)	\$ 138,536	\$ (242,053)		\$ (104,852)	\$ 1,334	
TOTAL OPERATING REVENUES	\$ 551,959	\$ 617,749	\$ (65,790)	-11%	\$ 567,042	\$ (15,083)	-3%
TOTAL OPERATING EXPENSES	\$ 655,476	\$ 479,213	\$ 176,263	37%	\$ 671,893	\$ (16,417)	-2%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996		\$ 84,154	\$ (32,158)	
CAPITAL EXPENSE	\$ 13,015	\$ 90,450	\$ (77,435)		\$ 26,815	\$ (13,800)	
NET OTHER INCOME - CAPITAL	\$ 38,981	\$ (65,450)	\$ 104,431		\$ 57,339	\$ (18,358)	
NET INCOME	\$ (64,537)	\$ 73,086	\$ (137,622)		\$ (47,513)	\$ (17,024)	
TOTAL REVENUE	\$ 603,955	\$ 642,749	\$ (38,794)		\$ 651,196	\$ (47,241)	
TOTAL EXPENSES	\$ 668,491	\$ 569,663	\$ 98,828		\$ 698,708	\$ (30,217)	

JAN

The Center

JAN 2020 FYTD RESULTS

vs PRIOR YEAR

	JAN 2020 FYTD 2019/2020	PRIOR FY 18/19 ACTUALS	VARIANCE From Prior FY	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 205,602	\$ 169,074	\$ 36,528	Memberships & PT up over PY
SPORTS - Adult	\$ 24,019	\$ 31,016	\$ (6,997)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 87,861	\$ 116,377	\$ (28,516)	City AM \$18500 July 2018, lower youth participation
ADULT - Seniors,Culture,Specialty	\$ 2,020	\$ 5,990	\$ (3,970)	\$5k City BB funds not yet received
TOTAL PROGRAM REVENUE	\$ 319,503	\$ 322,458	\$ (2,955)	-0.9%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 175,627	\$ 154,767	\$ 20,860	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 107,236	\$ 98,372	\$ 8,865	
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 36,639	\$ 69,319	\$ (32,680)	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 71,744	\$ 49,518	\$ 22,226	Instructor costs higher than PY, PT rev up = PT exp up
SPORTS - Adult	\$ 24,197	\$ 32,011	\$ (7,814)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 74,546	\$ 79,749	\$ (5,203)	Lower youth participation from PY
ADULT - Seniors,Culture,Specialty	\$ 1,479	\$ 863	\$ 616	
TOTAL PROGRAM DIRECTS COSTS	\$ 171,966	\$ 162,141	\$ 9,825	6.1%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 133,858	\$ 119,556	\$ 14,302	
SPORTS - Adult	\$ (178)	\$ (995)	\$ 816	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 13,315	\$ 36,628	\$ (23,313)	
ADULT - Seniors,Culture,Specialty	\$ 541	\$ 5,127	\$ (4,586)	
TOTAL PROGRAM INCOME/(LOSS)	\$ 147,536	\$ 160,317	\$ (12,780)	-8.0%
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 247,223	\$ 204,397	\$ 42,826	Increased headcount over PY, EZ Facility impl costs
ADMINISTRATIVE	\$ 80,940	\$ 70,471	\$ 10,469	Increased ED cost & time allocation to Admin from PY
TOTAL G&A EXPENSES	\$ 328,163	\$ 274,868	\$ 53,295	19.4%
INCOME/(LOSS) FROM OPERATIONS	\$ (180,626)	\$ (114,551)	\$ (66,075)	57.7%
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 222,008	\$ 286,495	\$ (64,487)	PY one time \$83k Fernandez Est
GRANTS	\$ 4,850	\$ 4,763	\$ 87	
GOVT (Island Cities)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ 5,598	\$ 4,033	\$ 1,565	
FUNDRAISING UNRESTRICTED	\$ 232,456	\$ 295,291	\$ (62,835)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 232,456	\$ 295,291	\$ (62,835)	-21.3%

JAN

The Center

JAN 2020 FYTD RESULTS

vs PRIOR YEAR

	JAN 2020 FYTD	PRIOR FY 18/19		VARIANCE	
	2019/2020	ACTUALS	From Prior FY		
FUNDRAISING DIRECT COSTS	\$ 155,347	\$ 42,204	\$ 113,143		268.1% Dev Dir hire, Green Init, Concerts,
FUNDRAISING INCOME	\$ 77,109	\$ 253,087	\$ (175,978)		-69.5%
NET ORDINARY INCOME/(LOSS)	<u>\$ (103,517)</u>	<u>\$ 138,536</u>	<u>\$ (242,053)</u>		
TOTAL OPERATING REVENUES	\$ 551,959	\$ 617,749	\$ (65,790)		-10.7%
TOTAL OPERATING EXPENSES	\$ 655,476	\$ 479,213	\$ 176,263		36.8%
CAPITAL OVERLAY					
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996		<i>Receipt of PY County funds</i>
CAPITAL EXPENSE	\$ 13,015	\$ 90,450	\$ (77,435)		
NET OTHER INCOME - CAPITAL	\$ 38,981	\$ (65,450)	\$ 104,431		
NET INCOME	<u>\$ (64,537)</u>	<u>\$ 73,086</u>	<u>\$ (137,622)</u>		
TOTAL REVENUE	\$ 603,955	\$ 642,749	\$ (38,794)		
TOTAL EXPENSES	\$ 668,491	\$ 569,663	\$ 98,828		

JAN

The Center

JAN 2020 FYTD RESULTS

vs BUDGET

	JAN 2020 FYTD	BUDGET FYTD	VARIANCE	
	2019/2020	2019/2020	From Budget	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 205,602	\$ 169,230	\$ 36,373	Membership & PT higher than budget
SPORTS - Adult	\$ 24,019	\$ 29,044	\$ (5,025)	Timing of sports programs & reg fees
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 87,861	\$ 85,133	\$ 2,728	
ADULT - Seniors,Culture,Specialty	\$ 2,020	\$ 5,905	\$ (3,885)	\$5k City BB funds not yet received
TOTAL PROGRAM REVENUE	\$ 319,503	\$ 289,311	\$ 30,191	10.4%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 175,627	\$ 163,186	\$ 12,441	
REGISTRATION FEES (Sports, Youth, Adult)	\$ 107,236	\$ 93,662	\$ 13,575	
OTHER (PT, CF, Sponsorships, Donations, Merch Sales)	\$ 36,639	\$ 32,464	\$ 4,175	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 71,744	\$ 74,908	\$ (3,164)	
SPORTS - Adult	\$ 24,197	\$ 23,521	\$ 676	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 74,546	\$ 76,285	\$ (1,739)	
ADULT - Seniors,Culture,Specialty	\$ 1,479	\$ 4,502	\$ (3,024)	Delay in establishing Sr. programs
TOTAL PROGRAM DIRECTS COSTS	\$ 171,966	\$ 179,217	\$ (7,251)	-4.0%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 133,858	\$ 94,322	\$ 39,536	
SPORTS - Adult	\$ (178)	\$ 5,522	\$ (5,701)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 13,315	\$ 8,848	\$ 4,468	
ADULT - Seniors,Culture,Specialty	\$ 541	\$ 1,403	\$ (861)	
TOTAL PROGRAM INCOME/(LOSS)	\$ 147,536	\$ 110,094	\$ 37,442	34.0%
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 247,223	\$ 243,682	\$ 3,541	
ADMINISTRATIVE	\$ 80,940	\$ 97,483	\$ (16,544)	Timing. Expenses will hit Feb & March
TOTAL G&A EXPENSES	\$ 328,163	\$ 341,165	\$ (13,002)	-3.8%
INCOME/(LOSS) FROM OPERATIONS	\$ (180,626)	\$ (231,071)	\$ 50,444	-21.8%
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 222,008	\$ 269,437	\$ (47,429)	Budgeted \$75k in Jan delayed till March
GRANTS	\$ 4,850	\$ 4,500	\$ 350	
GOVT (Island Cities)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ 5,598	\$ 3,793	\$ 1,805	
FUNDRAISING UNRESTRICTED	\$ 232,456	\$ 277,730	\$ (45,274)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	

JAN

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JAN 2020 FYTD RESULTS

vs BUDGET

	JAN 2020 FYTD	BUDGET FYTD	VARIANCE	
	2019/2020	2019/2020	From Budget	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 232,456	\$ 277,730	\$ (45,274)	-16.3%
FUNDRAISING DIRECT COSTS	\$ 155,347	\$ 151,511	\$ 3,836	2.5%
FUNDRAISING INCOME	\$ 77,109	\$ 126,219	\$ (49,110)	-38.9%
NET ORDINARY INCOME/(LOSS)	\$ (103,517)	\$ (104,852)	\$ 1,334	
TOTAL OPERATING REVENUES	\$ 551,959	\$ 567,042	\$ (15,083)	-2.7%
TOTAL OPERATING EXPENSES	\$ 655,476	\$ 671,893	\$ (16,417)	-2.4%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 84,154	\$ (32,158)	<i>Timing, \$35k Co. reimb. Delayed till June</i>
CAPITAL EXPENSE	\$ 13,015	\$ 26,815	\$ (13,800)	
NET OTHER INCOME - CAPITAL	\$ 38,981	\$ 57,339	\$ (18,358)	
NET INCOME	\$ (64,537)	\$ (47,513)	\$ (17,024)	
TOTAL REVENUE	\$ 603,955	\$ 651,196	\$ (47,241)	
TOTAL EXPENSES	\$ 668,491	\$ 698,708	\$ (30,217)	

The Center

JAN FYTD 19/20 ACTUALS BY MONTH

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019	Actuals Jan 2020
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	\$ 67,194.95
SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00	\$ 7,071.60	\$ 2,542.00	\$ 794.00	\$ 5,811.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 22,099.70	\$ 4,919.20	\$ 10,468.40	\$ 7,369.00	\$ 11,342.20	\$ 20,299.20	\$ 11,363.50
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00
TOTAL PROGRAM REVENUE	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56	\$ 86,389.45
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 15,775.00	\$ 11,804.48	\$ 11,898.53	\$ 25,097.20	\$ 24,476.70	\$ 31,715.36	\$ 54,859.95
REGISTRATION FEES (Sports,Youth,Adult)	\$ 23,507.70	\$ 5,946.70	\$ 13,424.40	\$ 12,685.60	\$ 13,764.20	\$ 19,813.20	\$ 18,094.50
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	\$ 13,435.00
	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56	\$ 86,389.45
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	\$ 14,293.20
SPORTS - Adult	\$ 3,168.64	\$ 3,189.50	\$ 2,771.12	\$ 2,753.26	\$ 5,558.75	\$ 3,410.65	\$ 3,345.37
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 21,400.73	\$ 11,607.42	\$ 6,819.45	\$ 8,294.58	\$ 7,896.07	\$ 7,922.44	\$ 10,605.30
ADULT - Seniors,Culture,Specialty	\$ 33.29	\$ -	\$ -	\$ 97.39	\$ 196.91	\$ 302.77	\$ 848.15
TOTAL PROGRAM DIRECTS COSTS	\$ 35,947.92	\$ 26,482.39	\$ 17,067.58	\$ 19,795.07	\$ 22,461.49	\$ 21,119.72	\$ 29,092.02
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	\$ 52,901.75
SPORTS - Adult	\$ (1,110.64)	\$ (998.00)	\$ 779.88	\$ 4,318.34	\$ (3,016.75)	\$ (2,616.65)	\$ 2,465.63
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 698.97	\$ (6,688.22)	\$ 3,648.95	\$ (925.58)	\$ 3,446.13	\$ 12,376.76	\$ 758.20
ADULT - Seniors,Culture,Specialty	\$ (33.29)	\$ -	\$ -	\$ (97.39)	\$ (196.91)	\$ (302.77)	\$ 1,171.85
TOTAL PROGRAM INCOME/(LOSS)	\$ 5,164.78	\$ (6,902.21)	\$ 13,220.35	\$ 21,337.73	\$ 18,479.41	\$ 38,938.84	\$ 57,297.43
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	\$ 43,632.79
ADMINISTRATIVE	\$ 10,241.14	\$ 19,532.02	\$ 7,682.71	\$ 8,970.11	\$ 9,369.90	\$ 7,641.44	\$ 17,502.48
TOTAL G&A EXPENSES	\$ 39,305.01	\$ 55,775.22	\$ 49,926.44	\$ 41,331.81	\$ 39,146.90	\$ 41,542.13	\$ 61,135.27
INCOME/(LOSS) FROM OPERATIONS	\$ (34,140.23)	\$ (62,677.43)	\$ (36,706.09)	\$ (19,994.08)	\$ (20,667.49)	\$ (2,603.29)	\$ (3,837.84)
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 6,453.26	\$ 24,411.11	\$ 27,036.61	\$ 18,422.36	\$ 21,917.85	\$ 90,367.26	\$ 33,399.61
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,850.00
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ 741.84	\$ 54.34	\$ 186.17	\$ 1,354.27	\$ 978.35	\$ 577.90	\$ 1,705.39
FUNDRAISING UNRESTRICTED	\$ 7,195.10	\$ 24,465.45	\$ 27,222.78	\$ 19,776.63	\$ 22,896.20	\$ 90,945.16	\$ 39,955.00
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	\$ 39,955.00
FUNDRAISING DIRECT COSTS	\$ 19,258.44	\$ 12,854.89	\$ 17,594.61	\$ 26,174.70	\$ 13,050.95	\$ 39,611.24	\$ 26,802.52
FUNDRAISING INCOME	\$ (12,063.34)	\$ 11,610.56	\$ 9,628.17	\$ (6,398.07)	\$ 9,845.25	\$ 51,333.92	\$ 13,152.48
NET ORDINARY INCOME/(LOSS)	\$ (46,203.57)	\$ (51,066.87)	\$ (27,077.92)	\$ (26,392.15)	\$ (10,822.24)	\$ 48,730.63	\$ 9,314.64
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (46,203.57)	\$ (97,270.44)	\$ (124,348.36)	\$ (150,740.51)	\$ (161,562.75)	\$ (112,832.12)	\$ (103,517.48)
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	\$ 5,030.72
NET OTHER INCOME - CAPITAL	\$ 46,965.23	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ 2,369.28	\$ (5,030.72)
NET INCOME	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91	\$ 4,283.92

Total Revenue	\$ 96,603.75	\$ 44,045.63	\$ 57,510.71	\$ 60,909.43	\$ 63,837.10	\$ 154,703.72	\$ 126,344.45
Total Expenses	\$ 95,842.09	\$ 96,443.22	\$ 85,919.35	\$ 88,632.30	\$ 75,990.06	\$ 103,603.81	\$ 122,060.53
	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91	\$ 4,283.92
Cash Flow	\$ 181,823	\$ 182,584.57	\$ 130,186.98	\$ 101,778.34	\$ 74,055.47	\$ 61,902.51	\$ 113,002.42
							\$ 117,286.34

PROGRAM REVENUES

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019	Actuals Jan 2020
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	\$ 54,409.95
REGISTRATION FEES		\$ (45.00)	\$ 1,430.00	\$ 295.00	\$ 2,080.00	\$ 3,400.00	\$ 3,800.00
OTHER - PERSONAL TRAINING	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00	\$ 6,485.00
OTHER - CROSS FIT RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER - DONATIONS, MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,500.00
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	\$ 67,194.95
SPORTS - Adult							
MEMBERSHIP FEES (Tennis, PB)	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450.00
REGISTRATION FEES	\$ 1,908.00	\$ 1,191.50	\$ 2,026.00	\$ 6,021.60	\$ 1,842.00	\$ 414.00	\$ 4,861.00
OTHER - DONATIONS	\$ 15.00	\$ 650.00	\$ 650.00	\$ -	\$ -	\$ 30.00	\$ -
OTHER - SPONSORSHIPS	\$ -	\$ 350.00	\$ 875.00	\$ 1,050.00	\$ 700.00	\$ 350.00	\$ 500.00
OTHER - MERCHANDISE SALES							
TOTAL SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00	\$ 7,071.60	\$ 2,542.00	\$ 794.00	\$ 5,811.00
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	\$ 7,413.50
OTHER - DONATIONS	\$ 500.00	\$ 119.00	\$ -	\$ 150.00	\$ -	\$ 1,600.00	\$ -
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ 500.00	\$ 850.00	\$ 1,500.00	\$ 2,700.00	\$ 3,950.00
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	\$ 11,363.50
ADULT - Seniors,Culture,Specialty							
MEMBERSHIP FEES							
REGISTRATION FEES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00
OTHER - DONATIONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER - SPONSORSHIPS							
OTHER - MERCHANDISE SALES							
TOTAL ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00
TOTAL PROGRAM REVENUES							
MEMBERSHIP FEES	\$ 15,775.00	\$ 11,804.48	\$ 11,898.53	\$ 25,097.20	\$ 24,476.70	\$ 31,715.36	\$ 54,859.95
REGISTRATION FEES	\$ 23,507.70	\$ 5,946.70	\$ 13,424.40	\$ 12,685.60	\$ 13,764.20	\$ 19,813.20	\$ 18,094.50
OTHER-Personal Trng, Crossfit Rent,Merch Sales	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00	\$ 8,985.00
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	\$ 4,450.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUES	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56	\$ 86,389.45