

The Center
High Level Overview

MARCH 2020 FYTD RESULTS

	MAR 2020 FYTD	PRIOR FY 18/19		VARIANCE		BUDGET FYTD	VARIANCE	
	2019/2020	ACTUALS	From Prior FY			2019/2020	From Budget	
PROGRAMS								
REVENUE	\$ 436,776	\$ 438,630	\$ (1,854)	0%		\$ 417,828	\$ 18,948	5%
DIRECT COSTS	\$ 236,563	\$ 224,044	\$ 12,520	6%		\$ 244,285	\$ (7,722)	-3%
PROGRAM INCOME/(LOSS)	\$ 200,213	\$ 214,587	\$ (14,374)			\$ 173,543	\$ 26,670	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 415,950	\$ 349,187	\$ 66,763	19%		\$ 429,414	\$ (13,464)	-3%
INCOME/(LOSS) FROM OPERATIONS	\$ (215,737)	\$ (134,600)	\$ (81,137)	0%		\$ (255,871)	\$ 40,134	-16%
FUNDRAISING								
REVENUE	\$ 370,072	\$ 366,646	\$ 3,426	1%		\$ 436,060	\$ (65,988)	-15%
DIRECT COSTS	\$ 212,437	\$ 77,197	\$ 135,241	175%		\$ 215,663	\$ (3,225)	-1%
FUNDRAISING INCOME/(LOSS)	\$ 157,635	\$ 289,449	\$ (131,815)			\$ 220,397	\$ (62,762)	
NET ORDINARY INCOME/(LOSS)	\$ (58,102)	\$ 154,849	\$ (212,951)			\$ (35,474)	\$ (22,628)	
TOTAL OPERATING REVENUES	\$ 806,849	\$ 805,276	\$ 1,573	0%		\$ 853,888	\$ (47,040)	-6%
TOTAL OPERATING EXPENSES	\$ 864,951	\$ 650,427	\$ 214,524	33%		\$ 889,362	\$ (24,412)	-3%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996			\$ 84,154	\$ (32,158)	
CAPITAL EXPENSE	\$ 21,364	\$ 90,661	\$ (69,298)			\$ 74,476	\$ (53,113)	
NET OTHER INCOME - CAPITAL	\$ 30,632	\$ (65,661)	\$ 96,294			\$ 9,677	\$ 20,955	
NET INCOME	\$ (27,470)	\$ 89,188	\$ (116,658)			\$ (25,797)	\$ (1,673)	
TOTAL REVENUE	\$ 858,845	\$ 830,276	\$ 28,568			\$ 938,042	\$ (79,198)	
TOTAL EXPENSES	\$ 886,315	\$ 741,089	\$ 145,226			\$ 963,839	\$ (77,524)	

MAR

The Center

MARCH 2020 FYTD RESULTS

	vs PRIOR YEAR			vs BUDGET			
	MAR 2020 FYTD	PRIOR FY 18/19	VARIANCE	BUDGET FYTD	VARIANCE		
	2019/2020	ACTUALS	From Prior FY	2019/2020	From Budget		
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 295,652	\$ 252,273	\$ 43,379	\$ 256,637	\$ 39,015		Membership & PT higher than budget
SPORTS - Adult	\$ 33,246	\$ 40,146	\$ (6,900)	\$ 45,486	\$ (12,240)		COVID impact
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 103,503	\$ 138,061	\$ (34,558)	\$ 107,641	\$ (4,137)		COVID impact
ADULT - Seniors,Culture,Specialty	\$ 4,375	\$ 8,150	\$ (3,775)	\$ 8,065	\$ (3,690)		\$Sk City BB funds not yet received
TOTAL PROGRAM REVENUE	\$ 436,776	\$ 438,630	\$ (1,854)	\$ 417,828	\$ 18,948	4.5%	
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 252,995	\$ 233,031	\$ 19,964	\$ 243,798	\$ 9,198		
REGISTRATION FEES (Sports,Youth,Adult)	\$ 129,577	\$ 123,815	\$ 5,762	\$ 125,552	\$ 4,026		
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 54,204	\$ 81,784	\$ (27,580)	\$ 48,479	\$ 5,725		
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 106,028	\$ 77,698	\$ 28,330	\$ 108,761	\$ (2,733)		
SPORTS - Adult	\$ 32,468	\$ 41,614	\$ (9,146)	\$ 32,059	\$ 409		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 93,737	\$ 101,616	\$ (7,880)	\$ 95,269	\$ (1,532)		
ADULT - Seniors,Culture,Specialty	\$ 4,331	\$ 3,114	\$ 1,217	\$ 8,196	\$ (3,865)		Delay in establishing Sr. programs
TOTAL PROGRAM DIRECTS COSTS	\$ 236,563	\$ 224,044	\$ 12,520	\$ 244,285	\$ (7,722)	-3.2%	
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 189,624	\$ 174,574	\$ 15,050	\$ 147,876	\$ 41,748		
SPORTS - Adult	\$ 778	\$ (1,468)	\$ 2,246	\$ 13,426	\$ (12,648)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 9,767	\$ 36,445	\$ (26,678)	\$ 12,372	\$ (2,605)		
ADULT - Seniors,Culture,Specialty	\$ 44	\$ 5,036	\$ (4,992)	\$ (131)	\$ 175		
TOTAL PROGRAM INCOME/(LOSS)	\$ 200,213	\$ 214,587	\$ (14,374)	\$ 173,543	\$ 26,670	15.4%	
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$ 309,125	\$ 259,734	\$ 49,391	\$ 306,538	\$ 2,586		
ADMINISTRATIVE	\$ 106,825	\$ 89,453	\$ 17,372	\$ 122,876	\$ (16,050)		Timing, Audit, CPA exp to hit April
TOTAL G&A EXPENSES	\$ 415,950	\$ 349,187	\$ 66,763	\$ 429,414	\$ (13,464)	-3.1%	
INCOME/(LOSS) FROM OPERATIONS	\$ (215,737)	\$ (134,600)	\$ (81,137)	\$ (255,871)	\$ 40,134	-15.7%	
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 342,262	\$ 354,125	\$ (11,863)	\$ 424,606	\$ (82,344)		Donor death
GRANTS	\$ 4,850	\$ 5,327	\$ (477)	\$ 4,500	\$ 350		\$75 budgeted delayed till??
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -		
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -		
OTHER INCOME - Rental, Merch Sales	\$ 7,960	\$ 7,194	\$ 766	\$ 6,954	\$ 1,006		
FUNDRAISING UNRESTRICTED	\$ 355,072	\$ 366,646	\$ (11,574)	\$ 436,060	\$ (80,988)		
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -		
RESTRICTED FUNDS	\$ 15,000	\$ -	\$ 15,000	\$ -	\$ 15,000		
TOTAL FUNDRAISING REVENUE	\$ 370,072	\$ 366,646	\$ 3,426	\$ 436,060	\$ (65,988)	-15.1%	
FUNDRAISING DIRECT COSTS	\$ 212,437	\$ 77,197	\$ 135,241	\$ 215,663	\$ (3,225)	-1.5%	
FUNDRAISING INCOME	\$ 157,635	\$ 289,449	\$ (131,815)	\$ 220,397	\$ (62,762)	-28.5%	Budgeted \$75k in Jan delayed till??
NET ORDINARY INCOME/(LOSS)	\$ (58,102)	\$ 154,849	\$ (212,951)	\$ (35,474)	\$ (22,628)		Fundraising \$ delayed, donor death, COVID
TOTAL OPERATING REVENUES	\$ 806,849	\$ 805,276	\$ 1,573	\$ 853,888	\$ (47,040)	-5.5%	
TOTAL OPERATING EXPENSES	\$ 864,951	\$ 650,427	\$ 214,524	\$ 889,362	\$ (24,412)	-2.7%	
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996	\$ 84,154	\$ (32,158)		Timing, \$35k Co. reimb. delayed till ??? June??
CAPITAL EXPENSE	\$ 21,364	\$ 90,661	\$ (69,298)	\$ 74,476	\$ (53,113)		
NET OTHER INCOME - CAPITAL	\$ 30,632	\$ (65,661)	\$ 96,294	\$ 9,677	\$ 20,955		
NET INCOME	\$ (27,470)	\$ 89,188	\$ (116,658)	\$ (25,797)	\$ (1,673)		On budget COVID-19 impact will be Apr-June
TOTAL REVENUE	\$ 858,845	\$ 830,276	\$ 28,568	\$ 938,042	\$ (79,198)		
TOTAL EXPENSES	\$ 886,315	\$ 741,089	\$ 145,226	\$ 963,839	\$ (77,524)		

MARCH FYTD 2019/2020 ACTUALS BY MONTH

The Center

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019	Actuals Jan 2020	Actuals Feb 2020	Actuals Mar 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	\$ 65,267.45	\$ 24,782.45
SPORTS - Adult	\$ 2,058.00	\$ 2,191.50	\$ 3,551.00	\$ 7,071.60	\$ 2,542.00	\$ 794.00	\$ 5,811.00	\$ 4,366.00	\$ 4,861.00
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	\$ 8,025.00	\$ 7,617.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00	\$ 2,070.00	\$ 285.00
TOTAL PROGRAM REVENUE	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56	\$ 86,389.45	\$ 79,728.45	\$ 37,545.45
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	\$ 56,945.45	\$ 20,422.45
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	\$ 12,438.00	\$ 9,903.00
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	\$ 10,345.00	\$ 7,220.00
	\$ 41,112.70	\$ 19,580.18	\$ 30,287.93	\$ 41,132.80	\$ 40,940.90	\$ 60,058.56	\$ 86,389.45	\$ 79,728.45	\$ 37,545.45
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	\$ 15,558.96	\$ 18,724.63
SPORTS - Adult	\$ 3,168.64	\$ 3,189.50	\$ 2,771.12	\$ 2,753.26	\$ 5,558.75	\$ 3,410.65	\$ 3,345.37	\$ 4,798.36	\$ 3,472.37
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	\$ 9,982.49	\$ 9,208.10
ADULT - Seniors,Culture,Specialty	\$ 33.29	\$ -	\$ -	\$ 97.39	\$ 196.91	\$ 302.77	\$ 848.15	\$ 1,445.88	\$ 1,406.50
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	\$ 31,785.69	\$ 32,811.60
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	\$ 49,708.49	\$ 6,057.82
SPORTS - Adult	\$ (1,110.64)	\$ (998.00)	\$ 779.88	\$ 4,318.34	\$ (3,016.75)	\$ (2,616.65)	\$ 2,465.63	\$ (432.36)	\$ 1,388.63
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 698.97	\$ (6,688.22)	\$ 3,648.95	\$ (925.58)	\$ 3,446.13	\$ 12,376.76	\$ 758.20	\$ (1,957.49)	\$ (1,591.10)
ADULT - Seniors,Culture,Specialty	\$ (33.29)	\$ -	\$ -	\$ (97.39)	\$ (196.91)	\$ (302.77)	\$ 1,171.85	\$ 624.12	\$ (1,121.50)
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	\$ 47,942.76	\$ 4,733.85
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	\$ 29,140.26	\$ 32,761.39
ADMINISTRATIVE	\$ 10,241.14	\$ 19,532.02	\$ 7,682.71	\$ 8,970.11	\$ 9,369.90	\$ 7,641.44	\$ 17,502.48	\$ 11,797.82	\$ 14,087.80
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	\$ 40,938.08	\$ 46,849.19
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)	\$ 7,004.68	\$ (42,115.34)
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	\$ 75,478.75	\$ 44,775.47
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	\$ 1,426.80	\$ 934.93

FUNDRAISING UNRESTRICTED	\$ 7,195.10	\$ 24,465.45	\$ 27,222.78	\$ 19,776.63	\$ 22,896.20	\$ 90,945.16	\$ 39,955.00	\$ 76,905.55	\$ 45,710.40
TEMPORARILY RESTRICTED FUNDS						\$ -			
RESTRICTED FUNDS								\$ 15,000.00	
TOTAL FUNDRAISING REVENUE	\$ 7,195.10	\$ 24,465.45	\$ 27,222.78	\$ 19,776.63	\$ 22,896.20	\$ 90,945.16	\$ 39,955.00	\$ 91,905.55	\$ 45,710.40
FUNDRAISING DIRECT COSTS	\$ 19,258.44	\$ 12,854.89	\$ 17,594.61	\$ 26,174.70	\$ 13,050.95	\$ 39,611.24	\$ 26,802.52	\$ 27,131.85	\$ 29,958.18
FUNDRAISING INCOME	\$ (12,063.34)	\$ 11,610.56	\$ 9,628.17	\$ (6,398.07)	\$ 9,845.25	\$ 51,333.92	\$ 13,152.48	\$ 64,773.70	\$ 15,752.22
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	\$ 71,778.38	\$ (26,363.12)
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)	\$ (31,739.10)	\$ (58,102.22)
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	\$ 1,330.72	\$ 7,018.01
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)	\$ (1,330.72)	\$ (7,018.01)
NET INCOME	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91	\$ 4,283.92	\$ 70,447.66	\$ (33,381.13)

Total Revenue	\$ 96,603.75	\$ 44,045.63	\$ 57,510.71	\$ 60,909.43	\$ 63,837.10	\$ 154,703.72	\$ 126,344.45	\$ 171,634.00	\$ 83,255.85	
Total Expenses	\$ 95,842.09	\$ 96,443.22	\$ 85,919.35	\$ 88,632.30	\$ 75,990.06	\$ 103,603.81	\$ 122,060.53	\$ 101,186.34	\$ 116,636.98	
	\$ 761.66	\$ (52,397.59)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,152.96)	\$ 51,099.91	\$ 4,283.92	\$ 70,447.66	\$ (33,381.13)	
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	\$ 187,734.00	\$ 154,352.87

PROGRAM REVENUES

	Actuals July 2019	Actuals Aug 2019	Actuals Sept 2019	Actuals Oct 2019	Actuals Nov 2019	Actuals Dec 2019	Actuals Jan 2020	Actuals Feb 2020	Actuals Mar 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	\$ 54,560.45	\$ 20,017.45
REGISTRATION FEES		\$ (45.00)	\$ 1,430.00	\$ 295.00	\$ 2,080.00	\$ 3,400.00	\$ 3,800.00	\$ 1,912.00	\$ 1,255.00
OTHER - PERSONAL TRAINING	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00	\$ 6,485.00	\$ 4,320.00	\$ 3,510.00
OTHER - CROSS FIT RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER - DONATIONS, MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,500.00	\$ 4,475.00	\$ -
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	\$ 65,267.45	\$ 24,782.45

SPORTS - Adult

MEMBERSHIP FEES (Tennis, PB)	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450.00	\$ 2,385.00	\$ 405.00
REGISTRATION FEES	\$ 1,908.00	\$ 1,191.50	\$ 2,026.00	\$ 6,021.60	\$ 1,842.00	\$ 414.00	\$ 4,861.00	\$ 1,281.00	\$ 746.00
OTHER - DONATIONS	\$ 15.00	\$ 650.00	\$ 650.00	\$ -	\$ -	\$ 30.00	\$ -	\$ -	\$ 1,545.00
OTHER - SPONSORSHIPS	\$ -	\$ 350.00	\$ 875.00	\$ 1,050.00	\$ 700.00	\$ 350.00	\$ 500.00	\$ 700.00	\$ 1,850.00

