

The Center
High Level Overview

APRIL 2020 FYTD RESULTS

	APR 2020 FYTD	PRIOR FY 18/19	VARIANCE		BUDGET FYTD	VARIANCE	
	2019/2020	ACTUALS	From Prior FY		2019/2020	From Budget	
PROGRAMS							
REVENUE	\$ 456,882	\$ 483,209	\$ (26,327)	-5%	\$ 454,255	\$ 2,627	1%
DIRECT COSTS	\$ 240,287	\$ 249,380	\$ (9,093)	-4%	\$ 271,167	\$ (30,880)	-11%
PROGRAM INCOME/(LOSS)	\$ 216,595	\$ 233,829	\$ (17,234)		\$ 183,088	\$ 33,507	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 442,274	\$ 391,021	\$ 51,253	13%	\$ 477,356	\$ (35,082)	-7%
INCOME/(LOSS) FROM OPERATIONS	\$ (225,679)	\$ (157,192)	\$ (68,487)	0%	\$ (294,268)	\$ 68,589	-23%
FUNDRAISING							
REVENUE	\$ 376,259	\$ 429,136	\$ (52,876)	-12%	\$ 495,524	\$ (119,265)	-24%
DIRECT COSTS	\$ 222,697	\$ 93,873	\$ 128,824	137%	\$ 229,172	\$ (6,475)	-3%
FUNDRAISING INCOME/(LOSS)	\$ 153,562	\$ 335,263	\$ (181,701)		\$ 266,352	\$ (112,790)	
NET ORDINARY INCOME/(LOSS)	\$ (72,117)	\$ 178,071	\$ (250,188)		\$ (27,917)	\$ (44,201)	
TOTAL OPERATING REVENUES	\$ 833,141	\$ 912,345	\$ (79,203)	-9%	\$ 949,779	\$ (116,638)	-12%
TOTAL OPERATING EXPENSES	\$ 905,259	\$ 734,274	\$ 170,985	23%	\$ 977,696	\$ (72,437)	-7%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996		\$ 84,154	\$ (32,158)	
CAPITAL EXPENSE	\$ 22,694	\$ 90,760	\$ (68,066)		\$ 95,807	\$ (73,113)	
NET OTHER INCOME - CAPITAL	\$ 29,301	\$ (65,760)	\$ 95,062		\$ (11,653)	\$ 40,955	
NET INCOME	\$ (42,816)	\$ 112,310	\$ (155,126)		\$ (39,570)	\$ (3,246)	
TOTAL REVENUE	\$ 885,137	\$ 937,345	\$ (52,207)		\$ 1,033,933	\$ (148,796)	
TOTAL EXPENSES	\$ 927,953	\$ 825,034	\$ 102,919		\$ 1,073,503	\$ (145,550)	

APRIL

The Center

APRIL 2020 FYTD RESULTS

	vs PRIOR YEAR		vs BUDGET			
	APR 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	\$ 315,768	\$ 277,258	\$ 38,510	\$ 282,857	\$ 32,911	
SPORTS - Adult	\$ 33,246	\$ 49,029	\$ (15,783)	\$ 46,621	\$ (13,375)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 103,493	\$ 148,458	\$ (44,965)	\$ 116,398	\$ (12,905)	
ADULT - Seniors,Culture,Specialty	\$ 4,375	\$ 8,464	\$ (4,089)	\$ 8,379	\$ (4,004)	
TOTAL PROGRAM REVENUE	\$ 456,882	\$ 483,209	\$ (26,327)	\$ 454,255	\$ 2,627	0.6%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 260,887	\$ 256,782	\$ 4,106	\$ 268,261	\$ (7,374)	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 129,567	\$ 140,348	\$ (10,781)	\$ 134,720	\$ (5,153)	
OTHER (PT,CF,Sponsorships,Donations,Merch.Sales)	\$ 66,427	\$ 86,079	\$ (19,652)	\$ 51,274	\$ 15,153	
PROGRAM DIRECT COSTS (Variable Costs)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 106,051	\$ 88,415	\$ 17,636	\$ 122,064	\$ (16,013)	
SPORTS - Adult	\$ 32,642	\$ 44,487	\$ (11,845)	\$ 34,939	\$ (2,297)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 97,173	\$ 113,213	\$ (16,040)	\$ 105,096	\$ (7,923)	
ADULT - Seniors,Culture,Specialty	\$ 4,421	\$ 3,265	\$ 1,156	\$ 9,068	\$ (4,647)	
TOTAL PROGRAM DIRECTS COSTS	\$ 240,287	\$ 249,380	\$ (9,093)	\$ 271,167	\$ (30,880)	-11.4%
PROGRAM INCOME/(LOSS)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 209,717	\$ 188,842	\$ 20,874	\$ 160,793	\$ 48,924	
SPORTS - Adult	\$ 604	\$ 4,542	\$ (3,938)	\$ 11,682	\$ (11,078)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,320	\$ 35,245	\$ (28,926)	\$ 11,302	\$ (4,982)	
ADULT - Seniors,Culture,Specialty	\$ (46)	\$ 5,199	\$ (5,245)	\$ (689)	\$ 643	
TOTAL PROGRAM INCOME/(LOSS)	\$ 216,595	\$ 233,829	\$ (17,234)	\$ 183,088	\$ 33,507	18.3%
GENERAL & ADMIN EXPENSES						
GENERAL/INDIRECT	\$ 326,070	\$ 293,340	\$ 32,730	\$ 343,152	\$ (17,082)	
ADMINISTRATIVE	\$ 116,204	\$ 97,681	\$ 18,523	\$ 134,204	\$ (18,000)	
TOTAL G&A EXPENSES	\$ 442,274	\$ 391,021	\$ 51,253	\$ 477,356	\$ (35,082)	-7.3%
INCOME/(LOSS) FROM OPERATIONS	\$ (225,679)	\$ (157,192)	\$ (68,487)	\$ (294,268)	\$ 68,589	-23.3%
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$ 348,447	\$ 415,751	\$ (67,304)	\$ 468,206	\$ (119,759)	
GRANTS	\$ 4,850	\$ 5,327	\$ (477)	\$ 4,500	\$ 350	
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ 7,962	\$ 8,058	\$ (96)	\$ 7,818	\$ 144	
FUNDRAISING UNRESTRICTED	\$ 361,259	\$ 429,136	\$ (67,876)	\$ 480,524	\$ (119,265)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ 15,000	\$ -	\$ 15,000	\$ 15,000	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 376,259	\$ 429,136	\$ (52,876)	\$ 495,524	\$ (119,265)	-24.1%
FUNDRAISING DIRECT COSTS	\$ 222,697	\$ 93,873	\$ 128,824	\$ 229,172	\$ (6,475)	-2.8%
FUNDRAISING INCOME	\$ 153,562	\$ 335,263	\$ (181,701)	\$ 266,352	\$ (112,790)	-42.3%
NET ORDINARY INCOME/(LOSS)	\$ (72,117)	\$ 178,071	\$ (250,188)	\$ (27,917)	\$ (44,201)	
TOTAL OPERATING REVENUES	\$ 833,141	\$ 912,345	\$ (79,203)	\$ 949,779	\$ (116,638)	-12.3%
TOTAL OPERATING EXPENSES	\$ 905,259	\$ 734,274	\$ 170,985	\$ 977,696	\$ (72,437)	-7.4%
CAPITAL OVERLAY						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996	\$ 84,154	\$ (32,158)	
CAPITAL EXPENSE	\$ 22,694	\$ 90,760	\$ (68,066)	\$ 95,807	\$ (73,113)	
NET OTHER INCOME - CAPITAL	\$ 29,301	\$ (65,760)	\$ 95,062	\$ (11,653)	\$ 40,955	
NET INCOME	\$ (42,816)	\$ 112,310	\$ (155,126)	\$ (39,570)	\$ (3,246)	
TOTAL REVENUE	\$ 885,137	\$ 937,345	\$ (52,207)	\$ 1,033,933	\$ (148,796)	
TOTAL EXPENSES	\$ 927,953	\$ 825,034	\$ 102,919	\$ 1,073,503	\$ (145,550)	

APRIL 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	Actuals April 2020	
PROGRAM REVENUE											25%
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	\$ 20,115.53	
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	\$ (10.00)	
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	\$ 20,105.53	
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	\$ 7,892.20	
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	\$ (10.00)	
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	\$ 12,223.33	
	\$ 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	\$ 20,105.53	
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	\$ 22.84	
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	\$ 174.03	
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	\$ 3,436.87	
ADULT - Seniors,Culture,Specialty	\$ 33.29	\$ -	\$ -	\$ 97.39	\$ 196.91	\$ 302.77	\$ 848.15	\$ 1,445.88	\$ 1,406.50	\$ 89.88	
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	\$ 3,723.62	
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	\$ 20,092.69	
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	\$ (174.03)	
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)	\$ (3,446.87)	
ADULT - Seniors,Culture,Specialty	\$ (33.29)	\$ -	\$ -	\$ (97.39)	\$ (196.91)	\$ (302.77)	\$ 1,171.85	\$ 624.12	\$ (1,121.50)	\$ (89.88)	
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	\$ 16,381.91	
GENERAL & ADMIN EXPENSES (Fixed costs)											50%
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	\$ 16,945.55	
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	\$ 9,378.65	
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	\$ 26,324.20	
											100%
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)	\$ (9,942.29)	
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	\$ 6,185.00	
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	\$ 1.91	
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	\$ 6,186.91	
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	\$ 6,186.91	

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	\$ 10,259.81	
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	\$ (4,072.90)	
NET ORDINARY INCOME/(LOSS)	<u>\$ (46,203.57)</u>	<u>\$ (51,066.87)</u>	<u>\$ (27,077.92)</u>	<u>\$ (26,392.15)</u>	<u>\$ (10,822.24)</u>	<u>\$ 48,730.63</u>	<u>\$ 9,314.64</u>	<u>\$ 71,778.38</u>	<u>\$ (26,363.12)</u>	<u>\$ (14,015.19)</u>	
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)	\$ (72,117.41)	
CAPITAL OVERLAY											
CAPITAL INCOME <i>(Manatee Co. Concession Funds)</i>	\$ 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	\$ 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	\$ (5,030.72)	\$ (1,330.72)	\$ (7,018.01)	\$ (1,330.72)	
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)	\$ (15,345.91)	
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	\$ 26,292.44	
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	\$ 41,638.35	
	\$ 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)	\$ (15,345.91)	
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	\$ 139,006.96