

The Center
High Level Overview

MAY 2020 FYTD RESULTS

	MAY 2020 FYTD	PRIOR FY 18/19	VARIANCE		BUDGET FYTD	VARIANCE	
	2019/2020	ACTUALS	From Prior FY		2019/2020	From Budget	
PROGRAMS							
REVENUE	\$ 517,467	\$ 519,908	\$ (2,441)	0%	\$ 487,029	\$ 30,438	6%
DIRECT COSTS	\$ 244,814	\$ 267,253	\$ (22,439)	-8%	\$ 294,665	\$ (49,851)	-17%
PROGRAM INCOME/(LOSS)	\$ 272,653	\$ 252,655	\$ 19,997		\$ 192,364	\$ 80,289	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 473,073	\$ 428,849	\$ 44,224	10%	\$ 526,157	\$ (53,084)	-10%
INCOME/(LOSS) FROM OPERATIONS	\$ (200,420)	\$ (176,194)	\$ (24,226)	0%	\$ (333,792)	\$ 133,372	-40%
FUNDRAISING							
REVENUE	\$ 392,202	\$ 431,150	\$ (38,948)	-9%	\$ 570,614	\$ (178,412)	-31%
DIRECT COSTS	\$ 233,057	\$ 101,162	\$ 131,896	130%	\$ 239,372	\$ (6,315)	-3%
FUNDRAISING INCOME/(LOSS)	\$ 159,144	\$ 329,988	\$ (170,844)		\$ 331,241	\$ (172,097)	
NET ORDINARY INCOME/(LOSS)	\$ (41,276)	\$ 153,794	\$ (195,070)		\$ (2,551)	\$ (38,725)	
TOTAL OPERATING REVENUES	\$ 909,669	\$ 951,058	\$ (41,389)	-4%	\$ 1,057,643	\$ (147,974)	-14%
TOTAL OPERATING EXPENSES	\$ 950,945	\$ 797,264	\$ 153,681	19%	\$ 1,060,194	\$ (109,250)	-10%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996		\$ 99,154	\$ (47,158)	
CAPITAL EXPENSE	\$ 24,025	\$ 98,412	\$ (74,387)		\$ 97,138	\$ (73,113)	
NET OTHER INCOME - CAPITAL	\$ 27,971	\$ (73,412)	\$ 101,383		\$ 2,016	\$ 25,955	
NET INCOME	\$ (13,305)	\$ 80,382	\$ (93,687)		\$ (535)	\$ (12,770)	
TOTAL REVENUE	\$ 961,665	\$ 976,058	\$ (14,394)		\$ 1,156,797	\$ (195,132)	
TOTAL EXPENSES	\$ 974,970	\$ 895,676	\$ 79,294		\$ 1,157,332	\$ (182,362)	

Financials exclude 5/7/20 \$84,215 PPP loan to be forgiven & booked as govt/grant income 6/30/20

MAY
The Center

MAY 2020 FYTD RESULTS

	vs PRIOR YEAR		vs BUDGET				
	MAY 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	\$ 324,829	\$ 296,267	\$ 28,562	\$ 300,624	\$ 24,205	<i>Membership, PT > anticipated, COVID closing gap COVID impact \$47,500 Cities AM & HB offsets COVID impact \$5k City BB funds not received</i>	
SPORTS - Adult	\$ 33,615	\$ 50,656	\$ (17,041)	\$ 46,853	\$ (13,238)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 154,648	\$ 164,277	\$ (9,629)	\$ 131,173	\$ 23,475		
ADULT - Seniors,Culture,Specialty	\$ 4,375	\$ 8,708	\$ (4,333)	\$ 8,379	\$ (4,004)		
TOTAL PROGRAM REVENUE	\$ 517,467	\$ 519,908	\$ (2,441)	\$ 487,029	\$ 30,438		6.2%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 270,173	\$ 273,396	\$ (3,223)	\$ 285,374	\$ (15,200)		
REGISTRATION FEES (Sports,Youth,Adult)	\$ 132,771	\$ 156,608	\$ (23,837)	\$ 149,495	\$ (16,724)		
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 114,522	\$ 89,904	\$ 24,618	\$ 52,160	\$ 62,362		
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 107,291	\$ 98,187	\$ 9,104	\$ 133,430	\$ (26,139)	<i>Actual expenses under budget COVID impact Actual expenses under budget COVID impact Actual expenses under budget COVID impact Delay in establishing Sr. programs</i>	
SPORTS - Adult	\$ 32,721	\$ 46,104	\$ (13,383)	\$ 37,555	\$ (4,834)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 100,382	\$ 119,638	\$ (19,256)	\$ 113,461	\$ (13,079)		
ADULT - Seniors,Culture,Specialty	\$ 4,421	\$ 3,324	\$ 1,097	\$ 10,219	\$ (5,798)		
TOTAL PROGRAM DIRECTS COSTS	\$ 244,814	\$ 267,253	\$ (22,439)	\$ 294,665	\$ (49,851)		-16.9%
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 217,538	\$ 198,080	\$ 19,458	\$ 167,194	\$ 50,344	<i>Actual expenses under budget COVID impact Actual expenses under budget COVID impact Actual expenses under budget COVID impact</i>	
SPORTS - Adult	\$ 894	\$ 4,552	\$ (3,657)	\$ 9,298	\$ (8,404)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 54,266	\$ 44,640	\$ 9,627	\$ 17,712	\$ 36,554		
ADULT - Seniors,Culture,Specialty	\$ (46)	\$ 5,384	\$ (5,430)	\$ (1,840)	\$ 1,794		
TOTAL PROGRAM INCOME/(LOSS)	\$ 272,653	\$ 252,655	\$ 19,997	\$ 192,364	\$ 80,289		41.7%
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$ 345,835	\$ 323,799	\$ 22,037	\$ 378,047	\$ (32,212)	<i>Actual expenses under budget COVID impact Actual expenses under budget COVID impact</i>	
ADMINISTRATIVE	\$ 127,238	\$ 105,051	\$ 22,187	\$ 148,109	\$ (20,871)		
TOTAL G&A EXPENSES	\$ 473,073	\$ 428,849	\$ 44,224	\$ 526,157	\$ (53,084)		-10.1%
INCOME/(LOSS) FROM OPERATIONS	\$ (200,420)	\$ (176,194)	\$ (24,226)	\$ (333,792)	\$ 133,372	-40.0%	
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 364,365	\$ 417,671	\$ (53,307)	\$ 543,206	\$ (178,841)	<i>\$150k budgeted pledge delayed</i>	
GRANTS	\$ 4,850	\$ 5,327	\$ (477)	\$ 4,500	\$ 350		
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -		
INTEREST EARNINGS	\$ -	\$ -	\$ -	\$ -	\$ -		
OTHER INCOME - Rental, Merch Sales	\$ 7,987	\$ 8,152	\$ (165)	\$ 7,908	\$ 79		
FUNDRAISING UNRESTRICTED	\$ 377,202	\$ 431,150	\$ (53,948)	\$ 555,614	\$ (178,412)		
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -		
RESTRICTED FUNDS	\$ 15,000	\$ -	\$ 15,000	\$ 15,000	\$ -		
TOTAL FUNDRAISING REVENUE	\$ 392,202	\$ 431,150	\$ (38,948)	\$ 570,614	\$ (178,412)		-31.3%
FUNDRAISING DIRECT COSTS	\$ 233,057	\$ 101,162	\$ 131,896	\$ 239,372	\$ (6,315)		-2.6% <i>Actual expenses under budget</i>
FUNDRAISING INCOME	\$ 159,144	\$ 329,988	\$ (170,844)	\$ 331,241	\$ (172,097)	-52.0% <i>\$150k budgeted pledge delayed</i>	
NET ORDINARY INCOME/(LOSS)	\$ (41,276)	\$ 153,794	\$ (195,070)	\$ (2,551)	\$ (38,725)		
TOTAL OPERATING REVENUES	\$ 909,669	\$ 951,058	\$ (41,389)	\$ 1,057,643	\$ (147,974)	-14.0%	
TOTAL OPERATING EXPENSES	\$ 950,945	\$ 797,264	\$ 153,681	\$ 1,060,194	\$ (109,250)	-10.3%	
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ 51,996	\$ 25,000	\$ 26,996	\$ 99,154	\$ (47,158)	<i>Timing Co. reimbursements, \$35k outstanding Capital expenses on hold due to COVID</i>	
CAPITAL EXPENSE	\$ 24,025	\$ 98,412	\$ (74,387)	\$ 97,138	\$ (73,113)		
NET OTHER INCOME - CAPITAL	\$ 27,971	\$ (73,412)	\$ 101,383	\$ 2,016	\$ 25,955		
NET INCOME	\$ (13,305)	\$ 80,382	\$ (93,687)	\$ (535)	\$ (12,770)	<i>Excludes 5/7/20 \$84,215 PPP loan to be forgiven & booked as govt/grant income 6/30/20</i>	
TOTAL REVENUE	\$ 961,665	\$ 976,058	\$ (14,394)	\$ 1,156,797	\$ (195,132)		
TOTAL EXPENSES	\$ 974,970	\$ 895,676	\$ 79,294	\$ 1,157,332	\$ (182,362)		

MAY 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	Actuals May 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	\$ 20,115.53	\$ 9,061.15
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	\$ -	\$ 369.00
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)	\$ 51,155.00
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	\$ 60,585.15
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	\$ 9,286.15
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)	\$ 3,204.00
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	\$ 48,095.00
	\$ 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	\$ 20,105.53	\$ 60,585.15
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	\$ 1,239.93
SPORTS - Adult	\$ 3,168.64	\$ 3,189.50	\$ 2,771.12	\$ 2,753.26	\$ 5,558.75	\$ 3,410.45	\$ 3,370.59	\$ 4,798.36	\$ 3,472.37	\$ 174.03	\$ 54.00
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	\$ 3,208.35
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	\$ 21,119.52	\$ 29,117.24	\$ 31,785.69	\$ 32,811.60	\$ 3,723.62	\$ 4,502.28
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	\$ 7,821.22
SPORTS - Adult	\$ (1,110.64)	\$ (998.00)	\$ 779.88	\$ 4,318.34	\$ (3,016.75)	\$ (2,616.45)	\$ 2,440.41	\$ (432.36)	\$ 1,388.63	\$ (174.03)	\$ 315.00
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)	\$ 47,946.65
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	\$ 38,939.04	\$ 57,272.21	\$ 47,942.76	\$ 4,733.85	\$ 16,381.91	\$ 56,082.87
GENERAL & ADMIN EXPENSES (Fixed costs)											
GENERAL/INDIRECT	\$ 29,063.87	\$ 36,539.30	\$ 42,243.73	\$ 32,361.70	\$ 29,826.99	\$ 33,900.69	\$ 43,632.79	\$ 29,140.26	\$ 32,761.39	\$ 16,945.55	\$ 19,418.95
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	\$ 14,091.23	\$ 9,378.65	\$ 11,030.32
TOTAL G&A EXPENSES	\$ 39,305.01	\$ 56,071.32	\$ 49,926.44	\$ 41,331.81	\$ 39,196.89	\$ 41,542.13	\$ 61,135.27	\$ 40,938.08	\$ 46,852.62	\$ 26,324.20	\$ 30,449.27
INCOME/(LOSS) FROM OPERATIONS	\$ (34,140.23)	\$ (62,973.53)	\$ (36,706.09)	\$ (19,994.08)	\$ (20,717.48)	\$ (2,603.09)	\$ (3,863.06)	\$ 7,004.68	\$ (42,118.77)	\$ (9,942.29)	\$ 25,633.60
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	\$ 15,917.41
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,850.00	\$ -	\$ -	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ 25.00
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	\$ 15,942.41
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	\$ 15,942.41
FUNDRAISING DIRECT COSTS	\$ 19,258.44	\$ 12,854.89	\$ 17,594.61	\$ 26,174.70	\$ 13,050.95	\$ 39,611.24	\$ 26,869.17	\$ 27,131.85	\$ 29,958.18	\$ 10,259.81	\$ 10,293.30

FUNDRAISING INCOME	\$ (12,063.34)	\$ 11,610.56	\$ 9,628.17	\$ (6,398.07)	\$ 9,845.25	\$ 51,333.92	\$ 13,085.83	\$ 64,773.70	\$ 15,752.22	\$ (4,072.90)	\$ 5,649.11	
NET ORDINARY INCOME/(LOSS)	\$ (46,203.57)	\$ (51,362.97)	\$ (27,077.92)	\$ (26,392.15)	\$ (10,872.23)	\$ 48,730.83	\$ 9,222.77	\$ 71,778.38	\$ (26,366.55)	\$ (14,015.19)	\$ 31,282.71	
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (46,203.57)	\$ (97,566.54)	\$ (124,644.46)	\$ (151,036.61)	\$ (161,908.84)	\$ (113,178.01)	\$ (103,955.24)	\$ (32,176.86)	\$ (58,543.41)	\$ (72,558.60)	\$ (41,275.89)	
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	\$ 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)	\$ (1,330.72)	
NET INCOME	\$ 761.66	\$ (52,693.69)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,202.95)	\$ 51,100.11	\$ 4,192.05	\$ 70,447.66	\$ (33,384.56)	\$ (15,345.91)	\$ 29,951.99	
NET INCOME/(LOSS) CUMULATIVE	\$ 761.66	\$ (51,932.03)	\$ (80,340.67)	\$ (108,063.54)	\$ (120,266.49)	\$ (69,166.38)	\$ (64,974.33)	\$ 5,473.33	\$ (27,911.23)	\$ (43,257.14)	\$ (13,305.15)	
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	\$ 76,527.56	
Total Expenses	\$ 95,842.09	\$ 96,739.32	\$ 85,919.35	\$ 88,632.30	\$ 76,040.05	\$ 103,603.61	\$ 122,152.40	\$ 101,186.34	\$ 116,640.41	\$ 41,638.35	\$ 46,575.57	
	\$ 761.66	\$ (52,693.69)	\$ (28,408.64)	\$ (27,722.87)	\$ (12,202.95)	\$ 51,100.11	\$ 4,192.05	\$ 70,447.66	\$ (33,384.56)	\$ (15,345.91)	\$ 29,951.99	
Cash Flow	\$ 181,823	\$ 182,584.57	\$ 129,890.88	\$ 101,482.24	\$ 73,759.37	\$ 61,556.42	\$ 112,656.53	\$ 116,848.58	\$ 187,296.24	\$ 153,911.68	\$ 138,565.77	\$ 168,517.76
										PPP Acct Bal 5/31/20	\$ 59,714.00	
										Cash	\$ 228,231.76	

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	Actuals April 2020	Actuals May 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	\$ 7,892.20	\$ 9,061.15
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	\$ -	\$ 12,223.33	
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	\$ 20,115.53	\$ 9,061.15
SPORTS - Adult											
MEMBERSHIP FEES (Tennis, PB)	\$ 135.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 450.00	\$ 2,385.00	\$ 405.00		\$ 225.00
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		\$ 144.00
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	\$ -	\$ -
OTHER - MERCHANDISE SALES								\$ 315.00			\$ -
TOTAL 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	\$ -	\$ 369.00
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	\$ 7,675.00	\$ 7,617.00	\$ (10.00)	\$ 3,060.00
OTHER - DONATIONS	\$ 500.00	\$ 119.00	\$ -	\$ 150.00		\$ 1,600.00					\$ 48,095.00
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ 500.00	\$ 850.00	\$ 1,500.00	\$ 2,700.00	\$ 3,950.00	\$ 350.00	\$ -		
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	\$ 8,025.00	\$ 7,617.00	\$ (10.00)	\$ 51,155.00
ADULT - Seniors,Culture,Specialty											
MEMBERSHIP FEES											
REGISTRATION FEES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00	\$ 1,570.00	\$ 285.00	\$ -	\$ -
OTHER - DONATIONS		\$ -	\$ -				\$ -				
OTHER - SPONSORSHIPS							\$ 500.00				
OTHER - MERCHANDISE SALES											
TOTAL ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,020.00	\$ 2,070.00	\$ 285.00	\$ -	\$ -
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	\$ 56,945.45	\$ 20,422.45	\$ 7,892.20	\$ 9,286.15
REGISTRATION FEES	\$ 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)	\$ 3,204.00
OTHER-Personal Trng, Crossfit Rent,Merch Sales	\$ 1,315.00	\$ 710.00	\$ 2,940.00	\$ 1,300.00	\$ 500.00	\$ 3,850.00	\$ 9,985.00	\$ 8,795.00	\$ 3,510.00	\$ 12,223.33	\$ -
OTHER - DONATIONS	\$ 515.00	\$ 769.00	\$ 650.00	\$ 150.00	\$ -	\$ 1,630.00	\$ -	\$ -	\$ 1,545.00	\$ -	\$ 48,095.00
OTHER - SPONSORSHIPS/CF Rental	\$ -	\$ 350.00	\$ 1,375.00	\$ 1,900.00	\$ 2,200.00	\$ 3,050.00	\$ 4,450.00	\$ 1,550.00	\$ 1,850.00	\$ -	\$ -
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 315.00	\$ -	\$ -
TOTAL PROGRAM REVENUES	\$ 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	\$ 60,585.15