

The Center

High Level Overview
Corrected 07/2020 Results

2020-2021 ACTUALS - CASH BASIS

	JULY 2020 FYTD	PRIOR FY 19/20	VARIANCE	
	2020/2021	ACTUALS	From Prior FY	
PROGRAMS				
REVENUE	\$ 17,669	\$ 41,113	\$ (23,444)	-57%
DIRECT COSTS	\$ 19,218	\$ 35,948	\$ (16,730)	-47%
PROGRAM INCOME/(LOSS)	\$ (1,549)	\$ 5,165	\$ (6,714)	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 48,911	\$ 39,305	\$ 9,606	24%
INCOME/(LOSS) FROM OPERATIONS	\$ (50,460)	\$ (34,140)	\$ (16,320)	48%
FUNDRAISING				
REVENUE	\$ 33,216	\$ 7,195	\$ 26,021	362%
DIRECT COSTS	\$ 17,127	\$ 19,258	\$ (2,132)	-11%
FUNDRAISING INCOME/(LOSS)	\$ 16,089	\$ (12,063)	\$ 28,153	
NET ORDINARY INCOME/(LOSS)	\$ (34,370)	\$ (46,204)	\$ 11,833	
TOTAL OPERATING REVENUES	\$ 50,885	\$ 48,308	\$ 2,577	5%
TOTAL OPERATING EXPENSES	\$ 85,255	\$ 94,511	\$ (9,256)	-10%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)	
CAPITAL EXPENSE	\$ 1,331	\$ 1,331	\$ -	
NET OTHER INCOME - CAPITAL	\$ (1,331)	\$ 46,965	\$ (48,296)	
NET INCOME	\$ (35,701)	\$ 762	\$ (36,463)	
TOTAL REVENUE	\$ 50,885	\$ 96,604	\$ (45,719)	
TOTAL EXPENSES	\$ 86,586	\$ 95,842	\$ (9,256)	

JULY

The Center

Corrected 07/2020 Results

2020-2021 ACTUALS - CASH BASIS

vs PRIOR YEAR

	JULY 2020 FYTD 2020/2021	vs PRIOR YEAR		
		PRIOR FY 19/20 ACTUALS	VARIANCE From Prior FY	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 10,635	\$ 16,955	\$ (6,320)	COVID & Closed 2 weeks July 2020
SPORTS - Adult	\$ 1,360	\$ 2,058	\$ (698)	COVID & Closed 2 weeks July 2020
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674	\$ 22,100	\$ (16,426)	COVID & Closed 2 weeks July 2020
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	
TOTAL PROGRAM REVENUE	\$ 17,669	\$ 41,113	\$ (23,444)	-57.0% COVID & Closed 2 weeks July 2020
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,017	\$ 15,775	\$ (5,758)	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 6,007	\$ 23,508	\$ (17,501)	
OTHER (PT,CF,Sponsorships,Donations,Merch Sales)	\$ 1,645	\$ 1,830	\$ (185)	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533	\$ 11,345	\$ 188	Includes IF Bonus 7/2020, PY bonus pd 8/2019
SPORTS - Adult	\$ 874	\$ 3,169	\$ (2,294)	COVID & Closed 2 weeks July 2020
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,810	\$ 21,401	\$ (14,590)	COVID & Closed 2 weeks July 2020
ADULT - Seniors,Culture,Specialty	\$ -	\$ 33	\$ (33)	
TOTAL PROGRAM DIRECTS COSTS	\$ 19,218	\$ 35,948	\$ (16,730)	-46.5%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (898)	\$ 5,610	\$ (6,508)	
SPORTS - Adult	\$ 486	\$ (1,111)	\$ 1,596	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,136)	\$ 699	\$ (1,835)	
ADULT - Seniors,Culture,Specialty	\$ -	\$ (33)	\$ 33	
TOTAL PROGRAM INCOME/(LOSS)	\$ (1,549)	\$ 5,165	\$ (6,714)	-130.0% COVID & Closed 2 weeks July 2020
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 41,253	\$ 29,064	\$ 12,189	Insurance exp up \$8k, WTB up \$5k over PY
ADMINISTRATIVE	\$ 7,658	\$ 10,241	\$ (2,583)	
TOTAL G&A EXPENSES	\$ 48,911	\$ 39,305	\$ 9,606	24.4%
INCOME/(LOSS) FROM OPERATIONS	\$ (50,460)	\$ (34,140)	\$ (16,320)	47.8%
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 23,416	\$ 6,453	\$ 16,963	Zerby Trust \$18k donaiton July 2020
GRANTS	\$ 9,800	\$ -	\$ 9,800	Comm Foundation Sarasota Grant Green Initiative
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ -	\$ -	\$ -	
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 742	\$ (742)	
FUNDRAISING UNRESTRICTED	\$ 33,216	\$ 7,195	\$ 26,021	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 33,216	\$ 7,195	\$ 26,021	361.7%
FUNDRAISING DIRECT COSTS	\$ 17,127	\$ 19,258	\$ (2,132)	-11.1%
FUNDRAISING INCOME	\$ 16,089	\$ (12,063)	\$ 28,153	
NET ORDINARY INCOME/(LOSS)	\$ (34,370)	\$ (46,204)	\$ 11,833	
TOTAL OPERATING REVENUES	\$ 50,885	\$ 48,308	\$ 2,577	5.3%
TOTAL OPERATING EXPENSES	\$ 85,255	\$ 94,511	\$ (9,256)	-9.8%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)	\$35k County reimbursements still outstanding
CAPITAL EXPENSE	\$ 1,331	\$ 1,331	\$ -	
NET OTHER INCOME - CAPITAL	\$ (1,331)	\$ 46,965	\$ (48,296)	
NET INCOME	\$ (35,701)	\$ 762	\$ (36,463)	
TOTAL REVENUE	\$ 50,885	\$ 96,604	\$ (45,719)	
TOTAL EXPENSES	\$ 86,586	\$ 95,842	\$ (9,256)	
Cash Operating (includes \$84,215 PPP Funds)	\$ 233,736	\$ 182,585	\$ 51,151	
Cash SBA Loan 7/23/20	\$ 149,900	\$ -	\$ 149,900	
Total Cash	\$ 383,636	\$ 182,585	\$ 201,051	

The Center
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ACTUALS/

	Actuals July 2020
<u>PROGRAM REVENUE</u>	
FITNESS - Island Fitness, Personal Trng	\$ 10,634.75
SPORTS - Adult	\$ 1,360.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00
ADULT - Seniors,Culture,Specialty	\$ -
TOTAL PROGRAM REVENUE	\$ 17,668.75
<i>MEMBERSHIP REV (Fitness, PB, Tennis)</i>	<i>\$ 10,016.75</i>
<i>REGISTRATION FEES (Sports,Youth,Adult)</i>	<i>\$ 6,007.00</i>
<i>OTHER (PT,CF,Sponsorships,Donations,Merch Sales)</i>	<i>\$ 1,645.00</i>
	<i>\$ 17,668.75</i>
<u>PROGRAM DIRECT COSTS (Variable Costs)</u>	
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533.24
SPORTS - Adult	\$ 874.36
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,810.28
ADULT - Seniors,Culture,Specialty	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 19,217.88
<u>PROGRAM INCOME/(LOSS)</u>	
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (898.49)
SPORTS - Adult	\$ 485.64
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,136.28)
ADULT - Seniors,Culture,Specialty	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ (1,549.13)
<u>GENERAL & ADMIN EXPENSES (Fixed costs)</u>	
GENERAL/INDIRECT	\$ 41,252.68
ADMINISTRATIVE	\$ 7,657.99
TOTAL G&A EXPENSES	\$ 48,910.67
INCOME/(LOSS) FROM OPERATIONS	\$ (50,459.80)
<u>FUNDRAISING REVENUE</u>	
DONATIONS/SPONS/TICKETS	\$ 23,416.33
GRANTS	\$ 9,800.00
GOVT <i>(Island Cities, PPP Loan/Grant)</i>	\$ -
INTEREST EARNINGS	\$ -
OTHER INCOME - Rental, Merch Sales	\$ -
FUNDRAISING UNRESTRICTED	\$ 33,216.33
TEMPORARILY RESTRICTED FUNDS	
RESTRICTED FUNDS	
TOTAL FUNDRAISING REVENUE	\$ 33,216.33

FUNDRAISING DIRECT COSTS		\$ 17,126.94
FUNDRAISING INCOME		\$ 16,089.39
NET ORDINARY INCOME/(LOSS)		<u>\$ (34,370.41)</u>
NET ORDINARY INCOME/(LOSS) CUMULATIVE		\$ (34,370.41)
CAPITAL OVERLAY		
CAPITAL INCOME <i>(Manatee Co. Concession Funds)</i>		\$ -
CAPITAL EXPENSE		\$ 1,330.72
NET OTHER INCOME - CAPITAL		<u>\$ (1,330.72)</u>
NET INCOME		\$ (35,701.13)
NET INCOME/(LOSS) CUMULATIVE		\$ (35,701.13)
Total Revenue		\$ 50,885.08
Total Expenses		<u>\$ 86,586.21</u>
		\$ (35,701.13)
Cash Flow	\$ 279,237	\$ 233,736
SBA Loan 7/23/20		<u>\$ 149,900</u>
Cash Available		\$ 383,636

PROGRAM REVENUES

Actuals

July

2020

FITNESS - Island Fitness, Personal Trng

<i>MEMBERSHIP FEES</i>	\$ 9,836.75
<i>REGISTRATION FEES</i>	\$ 678.00
<i>OTHER - PERSONAL TRAINING</i>	\$ -
<i>OTHER - CROSS FIT RENT</i>	\$ -
<i>OTHER - DONATIONS, MERCHANDISE SALES</i>	\$ 120.00
TOTAL FITNESS - Island Fitness, Personal Trng	\$ 10,634.75

SPORTS - Adult

<i>MEMBERSHIP FEES (Tennis, PB)</i>	\$ 180.00
<i>REGISTRATION FEES</i>	\$ 1,180.00
<i>OTHER - DONATIONS</i>	\$ -
<i>OTHER - SPONSORSHIPS</i>	\$ -
<i>OTHER - MERCHANDISE SALES</i>	
TOTAL SPORTS - Adult	\$ 1,360.00

YOUTH - Sports,BTC,Camps,Specialty Prog

<i>MEMBERSHIP FEES</i>	\$ -
<i>REGISTRATION FEES</i>	\$ 4,149.00
<i>OTHER - DONATIONS</i>	\$ 1,525.00
<i>OTHER - SPONSORSHIPS</i>	\$ -
<i>OTHER - MERCHANDISE SALES</i>	
TOTAL YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00

ADULT - Seniors,Culture,Specialty

<i>MEMBERSHIP FEES</i>	
<i>REGISTRATION FEES</i>	
<i>OTHER - DONATIONS</i>	
<i>OTHER - SPONSORSHIPS</i>	
<i>OTHER - MERCHANDISE SALES</i>	
TOTAL ADULT - Seniors,Culture,Specialty	\$ -

TOTAL PROGRAM REVENUES

<i>MEMBERSHIP FEES</i>	\$ 10,016.75
<i>REGISTRATION FEES</i>	\$ 6,007.00
<i>OTHER-Personal Trng, Crossfit Rent,Merch Sales</i>	\$ 120.00
<i>OTHER - DONATIONS</i>	\$ 1,525.00
<i>OTHER - SPONSORSHIPS/CF Rental</i>	\$ -
<i>OTHER - MERCHANDISE SALES</i>	\$ -
TOTAL PROGRAM REVENUES	\$ 17,668.75