

The Center
High Level Overview

2020-2021 ACTUALS - CASH BASIS

	SEPT 2020 FYTD 2020/2021	PRIOR FY 19/20 ACTUALS	VARIANCE From Prior FY	
PROGRAMS				
REVENUE	\$ 70,205	\$ 90,981	\$ (20,776)	-23%
DIRECT COSTS	\$ 52,109	\$ 79,498	\$ (27,389)	-34%
PROGRAM INCOME/(LOSS)	\$ 18,096	\$ 11,483	\$ 6,613	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 124,443	\$ 145,303	\$ (20,860)	-14%
INCOME/(LOSS) FROM OPERATIONS	\$ (106,346)	\$ (133,820)	\$ 27,474	21%
FUNDRAISING				
REVENUE	\$ 61,632	\$ 58,883	\$ 2,749	5%
DIRECT COSTS	\$ 40,927	\$ 49,708	\$ (8,780)	-18%
FUNDRAISING INCOME/(LOSS)	\$ 20,704	\$ 9,175	\$ 11,529	
NET ORDINARY INCOME/(LOSS)	\$ (85,642)	\$ (124,644)	\$ 39,003	0%
TOTAL OPERATING REVENUES	\$ 131,837	\$ 149,864	\$ (18,027)	-12%
TOTAL OPERATING EXPENSES	\$ 217,479	\$ 274,509	\$ (57,030)	-21%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)	
CAPITAL EXPENSE	\$ 3,992	\$ 3,992	\$ -	
NET OTHER INCOME - CAPITAL	\$ (3,992)	\$ 44,304	\$ (48,296)	
NET INCOME	\$ (89,634)	\$ (80,341)	\$ (9,293)	-12%
TOTAL REVENUE	\$ 131,837	\$ 198,160	\$ (66,323)	-33%
TOTAL EXPENSES	\$ 221,471	\$ 278,501	\$ (57,030)	-20%

SEPT
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2020-2021 ACTUALS - CASH BASIS

	vs PRIOR YEAR			
	SEPT 2020 FYTD	PRIOR FY 19/20	VARIANCE	
	2020/2021	ACTUALS	From Prior FY	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 29,279	\$ 45,693	\$ (16,414)	COVID closings 2 weeks July current FY
SPORTS - Adult	\$ 11,681	\$ 7,801	\$ 3,881	COVID closings 2 weeks, added sports prog
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 29,245	\$ 37,487	\$ (8,242)	COVID closings 2 weeks July current FY
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	
TOTAL PROGRAM REVENUE	\$ 70,205	\$ 90,981	\$ (20,776)	-22.8% Current FYTD Program Rev less than PYTD
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 29,005	\$ 39,478	\$ (10,473)	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 34,918	\$ 42,879	\$ (7,960)	
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 6,282	\$ 8,624	\$ (2,342)	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 23,098	\$ 30,508	\$ (7,410)	COVID closings 2 weeks July current FY, PT down
SPORTS - Adult	\$ 6,442	\$ 9,129	\$ (2,687)	COVID closings 2 weeks July current FY
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 22,569	\$ 39,828	\$ (17,259)	COVID closings 2 weeks July, down 1 empl July-Sept
ADULT - Seniors,Culture,Specialty	\$ -	\$ 33	\$ (33)	
TOTAL PROGRAM DIRECTS COSTS	\$ 52,109	\$ 79,498	\$ (27,389)	-34.5% Sept FYTD Program Exp less than PYTD
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,180	\$ 15,185	\$ (9,005)	COVID closings 2 weeks July current FY, PT down
SPORTS - Adult	\$ 5,239	\$ (1,329)	\$ 6,568	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,676	\$ (2,340)	\$ 9,017	COVID closings 2 weeks July, down 1 empl July-Sept
ADULT - Seniors,Culture,Specialty	\$ -	\$ (33)	\$ 33	
TOTAL PROGRAM INCOME/(LOSS)	\$ 18,096	\$ 11,483	\$ 6,613	57.6% Sept FYTD Program Inc higher than PYTD
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 92,126	\$ 107,847	\$ (15,721)	
ADMINISTRATIVE	\$ 32,317	\$ 37,456	\$ (5,139)	
TOTAL G&A EXPENSES	\$ 124,443	\$ 145,303	\$ (20,860)	-14.4% Sept FYTD G&A expenses under PYTD
INCOME/(LOSS) FROM OPERATIONS	\$ (106,346)	\$ (133,820)	\$ 27,474	20.5% Loss from Operations less than PYTD loss
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 51,667	\$ 57,901	\$ (6,234)	Zerby \$18k 7/20, \$13k Kessler 8/20
GRANTS	\$ 9,800	\$ -	\$ 9,800	Comm Found. Sarasota for reefs
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ 34	\$ -	\$ 34	Reserve Acct SBA Loan Funds
OTHER INCOME - Rental, Merch Sales	\$ 130	\$ 982	\$ (852)	
FUNDRAISING UNRESTRICTED	\$ 61,632	\$ 58,883	\$ 2,749	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 61,632	\$ 58,883	\$ 2,749	4.7% FR revenue higher than PYTD
FUNDRAISING DIRECT COSTS	\$ 40,927	\$ 49,708	\$ (8,780)	-17.7% FR expenses less than PYTD
FUNDRAISING INCOME	\$ 20,704	\$ 9,175	\$ 11,529	125.7% FR income up from PYTD
NET ORDINARY INCOME/(LOSS)	\$ (85,642)	\$ (124,644)	\$ 39,003	31.3% Net Ordinary Inc. higher than PY
TOTAL OPERATING REVENUES	\$ 131,837	\$ 149,864	\$ (18,027)	-12.0%
TOTAL OPERATING EXPENSES	\$ 217,479	\$ 274,509	\$ (57,030)	-20.8%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)	\$35k County reimbursements pending
CAPITAL EXPENSE	\$ 3,992	\$ 3,992	\$ -	
NET OTHER INCOME - CAPITAL	\$ (3,992)	\$ 44,304	\$ (48,296)	-109.0%
NET INCOME	\$ (89,634)	\$ (80,341)	\$ (9,293)	-11.6% After Capital NI loss greater than PY due to delay in County reimbursement
TOTAL REVENUE	\$ 131,837	\$ 198,160	\$ (66,323)	-33.5% Sept FYTD total rev under PYTD is more than
TOTAL EXPENSES	\$ 221,471	\$ 278,501	\$ (57,030)	-20.5% offset by lower Sept FYTD total exp vs PYTD.
Cash Operating (includes \$84,215 PPP Funds)	\$ 210,808	\$ 101,482	\$ 109,326	
Cash SBA Loan 7/23/20	\$ 149,987	\$ -	\$ 149,987	
Total Cash	\$ 360,795	\$ 101,482	\$ 259,313	

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ACTUALS CASH BASIS

	Actuals July 2020	Actuals Aug 2020	Actuals Sept 2020
PROGRAM REVENUE			
FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 10,637.00
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 8,276.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,016.75	\$ 8,285.80	\$ 10,702.00
REGISTRATION FEES (Sports,Youth,Adult)	\$ 6,007.00	\$ 14,432.80	\$ 14,478.65
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 1,645.00	\$ 2,037.00	\$ 2,600.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65
PROGRAM DIRECT COSTS (Variable Costs)			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533.24	\$ 5,805.00	\$ 5,760.00
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 2,757.14
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 7,378.78	\$ 8,892.07	\$ 6,297.72
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 19,786.38	\$ 17,507.53	\$ 14,814.86
PROGRAM INCOME/(LOSS)			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (943.49)	\$ 2,246.80	\$ 4,877.00
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 6,110.51
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,704.78)	\$ 6,402.93	\$ 1,978.28
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ (2,117.63)	\$ 7,248.07	\$ 12,965.79
GENERAL & ADMIN EXPENSES (Fixed costs)			
GENERAL/INDIRECT	\$ 41,837.68	\$ 25,429.73	\$ 24,858.60
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,723.36
TOTAL G&A EXPENSES	\$ 49,495.67	\$ 33,364.91	\$ 41,581.96
INCOME/(LOSS) FROM OPERATIONS	\$ (51,613.30)	\$ (26,116.84)	\$ (28,616.17)
FUNDRAISING REVENUE			
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,411.47
GRANTS	\$ 9,800.00	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,486.47
TEMPORARILY RESTRICTED FUNDS		\$ 11,000.00	\$ (11,000.00)
RESTRICTED FUNDS			
TOTAL FUNDRAISING REVENUE	\$ 33,216.33	\$ 24,929.06	\$ 3,486.47

FUNDRAISING DIRECT COSTS		\$ 17,126.94	\$ 10,144.34	\$ 13,656.19
FUNDRAISING INCOME		\$ 16,089.39	\$ 14,784.72	\$ (10,169.72)
NET ORDINARY INCOME/(LOSS)		<u>\$ (35,523.91)</u>	<u>\$ (11,332.12)</u>	<u>\$ (38,785.89)</u>
NET ORDINARY INCOME/(LOSS) CUMULATIVE		\$ (35,523.91)	\$ (46,856.03)	\$ (85,641.92)
CAPITAL OVERLAY				
CAPITAL INCOME <i>(Manatee Co. Concession Funds)</i>		\$ -	\$ -	\$ -
CAPITAL EXPENSE		\$ 1,330.72	\$ 1,330.72	\$ 1,330.72
NET OTHER INCOME - CAPITAL		<u>\$ (1,330.72)</u>	<u>\$ (1,330.72)</u>	<u>\$ (1,330.72)</u>
NET INCOME		\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)
NET INCOME/(LOSS) CUMULATIVE		\$ (36,854.63)	\$ (49,517.47)	\$ (89,634.08)
Total Revenue		\$ 50,885.08	\$ 49,684.66	\$ 31,267.12
Total Expenses		\$ 87,739.71	\$ 62,347.50	\$ 71,383.73
		<u>\$ (36,854.63)</u>	<u>\$ (12,662.84)</u>	<u>\$ (40,116.61)</u>
Cash Flow	\$ 279,237	\$ 231,020	\$ 210,993	\$ 210,808
SBA Loan 7/23/20		\$ 149,900	\$ 149,934	\$ 149,987
Cash Available		\$ 380,920	\$ 360,927	\$ 360,795

PROGRAM REVENUES

	Actuals July 2020	Actuals Aug 2020	Actuals Sept 2020
FITNESS - Island Fitness, Personal Trng			
MEMBERSHIP FEES	\$ 9,791.75	\$ 7,925.80	\$ 10,297.00
REGISTRATION FEES	\$ 678.00	\$ 126.00	\$ 340.00
OTHER - PERSONAL TRAINING	\$ -	\$ -	\$ -
OTHER - CROSS FIT RENT	\$ -	\$ -	\$ -
OTHER - DONATIONS, MERCHANDISE SALES	\$ 120.00	\$ -	\$ -
TOTAL FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 10,637.00
SPORTS - Adult			
MEMBERSHIP FEES (Tennis, PB)	\$ 225.00	\$ 360.00	\$ 405.00
REGISTRATION FEES	\$ 1,180.00	\$ 1,048.80	\$ 7,062.65
OTHER - DONATIONS	\$ -	\$ -	\$ -
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ 1,400.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -
TOTAL SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65
YOUTH - Sports,BTC,Camps,Specialty Prog			
MEMBERSHIP FEES	\$ -	\$ -	\$ -
REGISTRATION FEES	\$ 4,149.00	\$ 13,258.00	\$ 7,076.00
OTHER - DONATIONS	\$ 1,525.00	\$ 2,037.00	\$ -
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ 1,200.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -
TOTAL YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 8,276.00
ADULT - Seniors,Culture,Specialty			
MEMBERSHIP FEES	\$ -	\$ -	\$ -
REGISTRATION FEES	\$ -	\$ -	\$ -
OTHER - DONATIONS	\$ -	\$ -	\$ -
OTHER - SPONSORSHIPS	\$ -	\$ -	\$ -
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -
TOTAL ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUES			
MEMBERSHIP FEES	\$ 10,016.75	\$ 8,285.80	\$ 10,702.00
REGISTRATION FEES	\$ 6,007.00	\$ 14,432.80	\$ 14,478.65
OTHER-Personal Trng, Crossfit Rent,Merch Sales	\$ 120.00	\$ -	\$ -
OTHER - DONATIONS	\$ 1,525.00	\$ 2,037.00	\$ -
OTHER - SPONSORSHIPS/CF Rental	\$ -	\$ -	\$ 2,600.00
OTHER - MERCHANDISE SALES	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUES	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65