

The Center
High Level Overview

2020-2021 ACTUALS - CASH BASIS

| | DEC 2020 FYTD | PRIOR FY 19/20 | VARIANCE | | BUDGET FYTD | VARIANCE | |
|---|--------------------|---------------------|------------------|------|------------------|--------------------|-------|
| | 2020/2021 | ACTUALS | From Prior FY | | 2020/2021 | From Budget | |
| PROGRAMS | | | | | | | |
| REVENUE | \$ 174,486 | \$ 233,113 | \$ (58,627) | -25% | \$ 162,445 | \$ 12,041 | 7% |
| DIRECT COSTS | \$ 111,516 | \$ 142,874 | \$ (31,358) | -22% | \$ 97,288 | \$ 14,228 | 15% |
| PROGRAM INCOME/(LOSS) | \$ 62,970 | \$ 90,239 | \$ (27,269) | | \$ 65,158 | \$ (2,188) | |
| GENERAL/INDIRECT/ADMIN EXPENSES | \$ 247,559 | \$ 267,374 | \$ (19,814) | -7% | \$ 273,660 | \$ (26,101) | -10% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (184,589) | \$ (177,135) | \$ (7,455) | -4% | \$ (208,502) | \$ 23,913 | 11% |
| FUNDRAISING | | | | | | | |
| REVENUE | \$ 226,367 | \$ 192,501 | \$ 33,866 | 18% | \$ 327,982 | \$ (101,615) | -31% |
| DIRECT COSTS | \$ 84,000 | \$ 128,545 | \$ (44,545) | -35% | \$ 101,806 | \$ (17,806) | -17% |
| FUNDRAISING INCOME/(LOSS) | \$ 142,367 | \$ 63,956 | \$ 78,411 | | \$ 226,176 | \$ (83,809) | |
| NET ORDINARY INCOME/(LOSS) | \$ (42,222) | \$ (113,178) | \$ 70,956 | 0% | \$ 17,674 | \$ (59,896) | 0% |
| TOTAL OPERATING REVENUES | \$ 400,853 | \$ 425,614 | \$ (24,762) | -6% | \$ 490,427 | \$ (89,575) | -18% |
| TOTAL OPERATING EXPENSES | \$ 443,075 | \$ 538,792 | \$ (95,718) | -18% | \$ 472,753 | \$ (29,679) | -6% |
| CAPITAL OVERLAY | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ 51,996 | \$ (51,996) | | \$ 35,000 | \$ (35,000) | |
| CAPITAL EXPENSE | \$ 7,984 | \$ 7,984 | \$ - | | \$ 11,992 | \$ (4,008) | |
| NET OTHER INCOME - CAPITAL | \$ (7,984) | \$ 44,012 | \$ (51,996) | | \$ 23,008 | \$ (30,992) | |
| NET INCOME | \$ (50,206) | \$ (69,166) | \$ 18,960 | 27% | \$ 40,682 | \$ (90,888) | -223% |
| TOTAL REVENUE | \$ 400,853 | \$ 477,610 | \$ (76,758) | -16% | \$ 525,427 | \$ (124,575) | -24% |
| TOTAL EXPENSES | \$ 451,059 | \$ 546,777 | \$ (95,718) | -18% | \$ 484,745 | \$ (33,686) | -7% |

DEC

The Center

2020-2021 ACTUALS - CASH BASIS

| | vs BUDGET | | |
|---|---------------------|---------------------|--|
| | DEC 2020 FYTD | BUDGET FYTD | VARIANCE |
| | 2020/2021 | 2020/2021 | From Budget |
| PROGRAM REVENUE | | | |
| FITNESS - Island Fitness, Personal Trng | \$ 79,823 | \$ 79,158 | \$ 665 |
| SPORTS - Adult | \$ 24,684 | \$ 17,314 | \$ 7,370 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 69,929 | \$ 65,974 | \$ 3,955 |
| ADULT - Seniors,Culture,Specialty | \$ 50 | \$ - | \$ 50 |
| TOTAL PROGRAM REVENUE | \$ 174,486 | \$ 162,445 | \$ 12,041 7.4% |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ 77,017 | \$ 74,634 | \$ 2,383 <i>Prog. Rev. trending</i> |
| REGISTRATION FEES (Sports, Youth, Adult) | \$ 73,977 | \$ 68,130 | \$ 5,847 <i>higher than budgeted</i> |
| OTHER (PT, Sponsorships, Donations, Merch Sales) | \$ 23,492 | \$ 19,682 | \$ 3,810 |
| PROGRAM DIRECT COSTS (Variable Costs) | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 46,417 | \$ 46,115 | \$ 302 |
| SPORTS - Adult | \$ 14,991 | \$ 10,770 | \$ 4,221 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 50,108 | \$ 40,403 | \$ 9,705 <i>Empl. allocation issue</i> |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - |
| TOTAL PROGRAM DIRECTS COSTS | \$ 111,516 | \$ 97,288 | \$ 14,228 14.6% |
| PROGRAM INCOME/(LOSS) | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 33,406 | \$ 33,043 | \$ 363 |
| SPORTS - Adult | \$ 9,693 | \$ 6,543 | \$ 3,149 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 19,822 | \$ 25,571 | \$ (5,750) <i>Empl. allocation issue</i> |
| ADULT - Seniors,Culture,Specialty | \$ 50 | \$ - | \$ 50 |
| TOTAL PROGRAM INCOME/(LOSS) | \$ 62,970 | \$ 65,158 | \$ (2,188) -3.4% |
| GENERAL & ADMIN EXPENSES | | | |
| GENERAL/INDIRECT | \$ 180,716 | \$ 204,336 | \$ (23,621) |
| ADMINISTRATIVE | \$ 66,844 | \$ 69,324 | \$ (2,480) |
| TOTAL G&A EXPENSES | \$ 247,559 | \$ 273,660 | \$ (26,101) -9.5% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (184,589) | \$ (208,502) | \$ 23,913 11.5% <i>Loss from operations lower than anticipated</i> |
| FUNDRAISING REVENUE | | | |
| DONATIONS/SPONS/TICKETS | \$ 176,306 | \$ 316,018 | \$ (139,712) <i>\$150k MP funds not rec'd</i> |
| GRANTS | \$ 29,134 | \$ 9,800 | \$ 19,334 |
| GOVT (Island Cities, PPP Loan/Grant) | \$ - | \$ - | \$ - |
| INTEREST EARNINGS | \$ 214 | \$ 34 | \$ 180 |
| OTHER INCOME - Rental, Merch Sales | \$ 513 | \$ 2,130 | \$ (1,617) |
| FUNDRAISING UNRESTRICTED | \$ 206,167 | \$ 327,982 | \$ (121,815) |
| TEMPORARILY RESTRICTED FUNDS | \$ - | \$ - | \$ - |
| RESTRICTED FUNDS | \$ 20,200 | \$ - | \$ 20,200 |
| TOTAL FUNDRAISING REVENUE | \$ 226,367 | \$ 327,982 | \$ (101,615) -31.0% |
| FUNDRAISING DIRECT COSTS | \$ 84,000 | \$ 101,806 | \$ (17,806) -17.5% |
| FUNDRAISING INCOME | \$ 142,367 | \$ 226,176 | \$ (83,809) -37.1% |
| NET ORDINARY INCOME/(LOSS) | \$ (42,222) | \$ 17,674 | \$ (59,896) -338.9% |
| TOTAL OPERATING REVENUES | \$ 400,853 | \$ 490,427 | \$ (89,575) -18.3% |
| TOTAL OPERATING EXPENSES | \$ 443,075 | \$ 472,753 | \$ (29,679) -6.3% |
| CAPITAL OVERLAY | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ 35,000 | \$ (35,000) |
| CAPITAL EXPENSE | \$ 7,984 | \$ 11,992 | \$ (4,008) |
| NET OTHER INCOME - CAPITAL | \$ (7,984) | \$ 23,008 | \$ (30,992) -134.7% |
| NET INCOME | \$ (50,206) | \$ 40,682 | \$ (90,888) -223.4% |
| TOTAL REVENUE | \$ 400,853 | \$ 525,427 | \$ (124,575) -23.7% |
| TOTAL EXPENSES | \$ 451,059 | \$ 484,745 | \$ (33,686) -6.9% |
| Cash Operating (includes \$84,215 PPP Funds) | \$ 236,959 | \$ 302,340 | \$ (65,381) |
| Cash SBA Loan 7/23/20 | \$ 150,114 | \$ 149,934 | \$ 180 |
| Total Cash | \$ 387,073 | \$ 452,274 | \$ (65,201) |

DEC

The Center

2020-2021 ACTUALS - CASH BASIS

vs PRIOR YEAR

| | DEC 2020 FYTD | PRIOR FY 19/20 | | VARIANCE |
|---|---------------------|---------------------|--------------------|----------------|
| | 2020/2021 | ACTUALS | From Prior FY | |
| PROGRAM REVENUE | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ 79,823 | \$ 138,407 | \$ (58,584) | |
| SPORTS - Adult | \$ 24,684 | \$ 18,208 | \$ 6,476 | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 69,929 | \$ 76,498 | \$ (6,568) | |
| ADULT - Seniors,Culture,Specialty | \$ 50 | \$ - | \$ 50 | |
| TOTAL PROGRAM REVENUE | \$ 174,486 | \$ 233,113 | \$ (58,627) | -25.1% |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ 77,017 | \$ 120,767 | \$ (43,750) | |
| REGISTRATION FEES (Sports, Youth, Adult) | \$ 73,977 | \$ 89,142 | \$ (15,165) | |
| OTHER (PT, Sponsorships, Donations, Merch Sales) | \$ 23,492 | \$ 23,204 | \$ 288 | |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 46,417 | \$ 57,451 | \$ (11,034) | |
| SPORTS - Adult | \$ 14,991 | \$ 20,852 | \$ (5,861) | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 50,108 | \$ 63,941 | \$ (13,833) | |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ 630 | \$ (630) | |
| TOTAL PROGRAM DIRECTS COSTS | \$ 111,516 | \$ 142,874 | \$ (31,358) | -21.9% |
| PROGRAM INCOME/(LOSS) | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 33,406 | \$ 80,956 | \$ (47,550) | |
| SPORTS - Adult | \$ 9,693 | \$ (2,644) | \$ 12,336 | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 19,822 | \$ 12,557 | \$ 7,265 | |
| ADULT - Seniors,Culture,Specialty | \$ 50 | \$ (630) | \$ 680 | |
| TOTAL PROGRAM INCOME/(LOSS) | \$ 62,970 | \$ 90,239 | \$ (27,269) | -30.2% |
| GENERAL & ADMIN EXPENSES | | | | |
| GENERAL/INDIRECT | \$ 180,716 | \$ 203,936 | \$ (23,221) | |
| ADMINISTRATIVE | \$ 66,844 | \$ 63,437 | \$ 3,406 | |
| TOTAL G&A EXPENSES | \$ 247,559 | \$ 267,374 | \$ (19,814) | -7.4% |
| INCOME/(LOSS) FROM OPERATIONS | \$ (184,589) | \$ (177,135) | \$ (7,455) | -4.2% |
| FUNDRAISING REVENUE | | | | |
| DONATIONS/SPONS/TICKETS | \$ 176,306 | \$ 188,608 | \$ (12,303) | |
| GRANTS | \$ 29,134 | \$ - | \$ 29,134 | |
| GOVT (Island Cities, PPP Loan/Grant) | \$ - | \$ - | \$ - | |
| INTEREST EARNINGS | \$ 214 | \$ - | \$ 214 | |
| OTHER INCOME - Rental, Merch Sales | \$ 513 | \$ 3,893 | \$ (3,380) | |
| FUNDRAISING UNRESTRICTED | \$ 206,167 | \$ 192,501 | \$ 13,666 | |
| TEMPORARILY RESTRICTED FUNDS | \$ - | \$ - | \$ - | |
| RESTRICTED FUNDS | \$ 20,200 | \$ - | \$ 20,200 | |
| TOTAL FUNDRAISING REVENUE | \$ 226,367 | \$ 192,501 | \$ 33,866 | 17.6% |
| FUNDRAISING DIRECT COSTS | \$ 84,000 | \$ 128,545 | \$ (44,545) | -34.7% |
| FUNDRAISING INCOME | \$ 142,367 | \$ 63,956 | \$ 78,411 | 122.6% |
| NET ORDINARY INCOME/(LOSS) | \$ (42,222) | \$ (113,178) | \$ 70,956 | 62.7% |
| TOTAL OPERATING REVENUES | \$ 400,853 | \$ 425,614 | \$ (24,762) | -5.8% |
| TOTAL OPERATING EXPENSES | \$ 443,075 | \$ 538,792 | \$ (95,718) | -17.8% |
| CAPITAL OVERLAY | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ 51,996 | \$ (51,996) | |
| CAPITAL EXPENSE | \$ 7,984 | \$ 7,984 | \$ - | |
| NET OTHER INCOME - CAPITAL | \$ (7,984) | \$ 44,012 | \$ (51,996) | -118.1% |
| NET INCOME | \$ (50,206) | \$ (69,166) | \$ 18,960 | 27.4% |
| TOTAL REVENUE | \$ 400,853 | \$ 477,610 | \$ (76,758) | -16.1% |
| TOTAL EXPENSES | \$ 451,059 | \$ 546,777 | \$ (95,718) | -17.5% |
| Cash Operating (includes \$84,215 PPP Funds) | \$ 236,959 | \$ 112,657 | \$ 124,302 | |
| Cash SBA Loan 7/23/20 | \$ 150,114 | \$ - | \$ 150,114 | |
| Total Cash | \$ 387,073 | \$ 112,657 | \$ 274,416 | |

The Center

ACTUALS CASH BASIS BY MONTH

| | Actuals | Actuals | Actuals | Actuals | Actuals | Actuals |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| | July | Aug | Sept | Oct | Nov | Dec |
| | 2020 | 2020 | 2020 | 2020 | 2020 | 2020 |
| PROGRAM REVENUE | | | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ 10,589.75 | \$ 8,051.80 | \$ 10,637.00 | \$ 18,221.50 | \$ 14,800.00 | \$ 17,522.75 |
| SPORTS - Adult | \$ 1,405.00 | \$ 1,408.80 | \$ 8,867.65 | \$ 3,608.00 | \$ 2,815.00 | \$ 6,579.20 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 5,674.00 | \$ 15,295.00 | \$ 8,276.00 | \$ 6,685.00 | \$ 18,156.58 | \$ 15,842.82 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50.00 |
| TOTAL PROGRAM REVENUE | \$ 17,668.75 | \$ 24,755.60 | \$ 27,780.65 | \$ 28,514.50 | \$ 35,771.58 | \$ 39,994.77 |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ 10,016.75 | \$ 8,285.80 | \$ 10,702.00 | \$ 17,251.50 | \$ 14,011.00 | \$ 16,749.75 |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ 6,007.00 | \$ 14,432.80 | \$ 14,478.65 | \$ 7,258.00 | \$ 14,085.58 | \$ 17,715.02 |
| OTHER (PT,Sponsorships,Donations,Merch Sales) | \$ 1,645.00 | \$ 2,037.00 | \$ 2,600.00 | \$ 4,005.00 | \$ 7,675.00 | \$ 5,530.00 |
| | \$ 17,668.75 | \$ 24,755.60 | \$ 27,780.65 | \$ 28,514.50 | \$ 35,771.58 | \$ 39,994.77 |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 11,533.24 | \$ 5,805.00 | \$ 5,760.00 | \$ 5,996.15 | \$ 9,233.23 | \$ 8,089.41 |
| SPORTS - Adult | \$ 874.36 | \$ 2,810.46 | \$ 2,757.14 | \$ 2,062.69 | \$ 2,829.27 | \$ 3,657.18 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 7,378.78 | \$ 8,892.07 | \$ 6,297.72 | \$ 10,669.63 | \$ 9,248.75 | \$ 7,620.71 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL PROGRAM DIRECTS COSTS | \$ 19,786.38 | \$ 17,507.53 | \$ 14,814.86 | \$ 18,728.47 | \$ 21,311.25 | \$ 19,367.30 |
| PROGRAM INCOME/(LOSS) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ (943.49) | \$ 2,246.80 | \$ 4,877.00 | \$ 12,225.35 | \$ 5,566.77 | \$ 9,433.34 |
| SPORTS - Adult | \$ 530.64 | \$ (1,401.66) | \$ 6,110.51 | \$ 1,545.31 | \$ (14.27) | \$ 2,922.02 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ (1,704.78) | \$ 6,402.93 | \$ 1,978.28 | \$ (3,984.63) | \$ 8,907.83 | \$ 8,222.11 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 50.00 |
| TOTAL PROGRAM INCOME/(LOSS) | \$ (2,117.63) | \$ 7,248.07 | \$ 12,965.79 | \$ 9,786.03 | \$ 14,460.33 | \$ 20,627.47 |
| GENERAL & ADMIN EXPENSES (Fixed costs) | | | | | | |
| GENERAL/INDIRECT | \$ 41,837.68 | \$ 25,429.73 | \$ 24,858.60 | \$ 26,132.01 | \$ 32,793.30 | \$ 29,664.18 |
| ADMINISTRATIVE | \$ 7,657.99 | \$ 7,935.18 | \$ 16,723.36 | \$ 10,207.19 | \$ 16,103.84 | \$ 8,216.24 |
| TOTAL G&A EXPENSES | \$ 49,495.67 | \$ 33,364.91 | \$ 41,581.96 | \$ 36,339.20 | \$ 48,897.14 | \$ 37,880.42 |
| INCOME/(LOSS) FROM OPERATIONS | \$ (51,613.30) | \$ (26,116.84) | \$ (28,616.17) | \$ (26,553.17) | \$ (34,436.81) | \$ (17,252.95) |
| FUNDRAISING REVENUE | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ 23,416.33 | \$ 13,839.66 | \$ 14,411.47 | \$ 6,477.83 | \$ 67,294.74 | \$ 50,865.60 |
| GRANTS | \$ 9,800.00 | \$ - | \$ - | \$ 5,000.00 | \$ - | \$ 14,334.00 |
| GOVT (Island Cities, PPP Loan/Grant) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

BUDGET FY 2020-2021

The Center of Anna Maria Island

BUDGET FY 2020-2021 BY MONTH

| | Budget July 2020 | Budget Aug 2020 | Budget Sept 2020 | Budget Oct 2020 | Budget Nov 2020 | Budget Dec 2020 | Budget Jan 2021 | Budget Feb 2021 | Budget Mar 2021 | Budget April 2021 | Budget May 2021 | Budget June 2021 | Budget Total FY20-21 |
|---|------------------------|-----------------------|------------------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|-----------------------|------------------------|----------------------------|
| PROGRAM REVENUE | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ 10,589.75 | \$ 8,051.80 | \$ 9,422.85 | \$ 11,229.70 | \$ 15,924.70 | \$ 23,938.70 | \$ 39,045.70 | \$ 37,198.70 | \$ 18,738.70 | \$ 17,649.00 | \$ 18,602.00 | \$ 16,234.00 | \$ 226,625.60 |
| SPORTS - Adult | \$ 1,360.00 | \$ 1,183.80 | \$ 1,980.00 | \$ 8,190.00 | \$ 4,375.00 | \$ 225.00 | \$ 9,394.00 | \$ 7,881.00 | \$ 3,336.00 | \$ 4,867.00 | \$ 4,704.00 | \$ 270.00 | \$ 47,765.80 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 5,674.00 | \$ 15,295.00 | \$ 11,409.00 | \$ 6,500.00 | \$ 9,560.00 | \$ 17,536.00 | \$ 13,633.50 | \$ 7,570.00 | \$ 10,585.00 | \$ 17,409.50 | \$ 15,734.00 | \$ 62,933.00 | \$ 193,839.00 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL PROGRAM REVENUE | \$ 17,623.75 | \$ 24,530.60 | \$ 22,811.85 | \$ 25,919.70 | \$ 29,859.70 | \$ 41,699.70 | \$ 62,073.20 | \$ 52,649.70 | \$ 32,659.70 | \$ 39,925.50 | \$ 39,040.00 | \$ 79,437.00 | \$ 468,230.40 |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ 9,971.75 | \$ 8,060.80 | \$ 8,172.85 | \$ 11,114.70 | \$ 15,649.70 | \$ 21,663.70 | \$ 35,460.70 | \$ 34,656.70 | \$ 15,583.70 | \$ 15,774.00 | \$ 16,252.00 | \$ 15,504.00 | \$ 207,864.60 |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ 6,007.00 | \$ 14,432.80 | \$ 11,489.00 | \$ 10,655.00 | \$ 11,160.00 | \$ 14,386.00 | \$ 19,127.50 | \$ 12,873.00 | \$ 12,056.00 | \$ 17,456.50 | \$ 18,613.00 | \$ 15,433.00 | \$ 163,688.80 |
| OTHER (PT,Sponsorships,Donations,Merch Sales) | \$ 1,645.00 | \$ 2,037.00 | \$ 3,150.00 | \$ 4,150.00 | \$ 3,050.00 | \$ 5,650.00 | \$ 7,485.00 | \$ 5,120.00 | \$ 5,020.00 | \$ 6,695.00 | \$ 4,175.00 | \$ 48,500.00 | \$ 96,677.00 |
| | \$ 17,623.75 | \$ 24,530.60 | \$ 22,811.85 | \$ 25,919.70 | \$ 29,859.70 | \$ 41,699.70 | \$ 62,073.20 | \$ 52,649.70 | \$ 32,659.70 | \$ 39,925.50 | \$ 39,040.00 | \$ 79,437.00 | \$ 468,230.40 |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 11,533.24 | \$ 5,805.00 | \$ 7,180.75 | \$ 7,313.96 | \$ 6,920.00 | \$ 7,361.66 | \$ 10,633.86 | \$ 12,395.33 | \$ 11,166.97 | \$ 10,513.60 | \$ 9,576.57 | \$ 9,236.02 | \$ 109,636.96 |
| SPORTS - Adult | \$ 874.36 | \$ 2,810.46 | \$ 1,585.00 | \$ 2,598.98 | \$ 1,950.04 | \$ 951.52 | \$ 5,997.28 | \$ 4,630.61 | \$ 3,213.70 | \$ 3,339.75 | \$ 3,071.92 | \$ 2,812.93 | \$ 33,836.55 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 6,123.14 | \$ 6,851.81 | \$ 3,632.14 | \$ 7,425.15 | \$ 8,066.30 | \$ 8,304.14 | \$ 11,922.88 | \$ 10,627.83 | \$ 12,105.37 | \$ 10,711.53 | \$ 10,127.52 | \$ 16,318.47 | \$ 112,216.28 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL PROGRAM DIRECTS COSTS | \$ 18,530.74 | \$ 15,467.27 | \$ 12,397.89 | \$ 17,338.09 | \$ 16,936.34 | \$ 16,617.32 | \$ 28,554.02 | \$ 27,653.77 | \$ 26,486.04 | \$ 24,564.88 | \$ 22,776.01 | \$ 28,367.42 | \$ 255,689.79 |
| PROGRAM INCOME/(LOSS) | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ (943.49) | \$ 2,246.80 | \$ 2,242.10 | \$ 3,915.74 | \$ 9,004.70 | \$ 16,577.04 | \$ 28,411.84 | \$ 24,803.37 | \$ 7,571.73 | \$ 7,135.40 | \$ 9,025.43 | \$ 6,997.98 | \$ 116,988.64 |
| SPORTS - Adult | \$ 485.64 | \$ (1,626.66) | \$ 395.00 | \$ 5,591.02 | \$ 2,424.96 | \$ (726.52) | \$ 3,396.72 | \$ 3,250.39 | \$ 122.30 | \$ 1,527.25 | \$ 1,632.08 | \$ (2,542.93) | \$ 13,929.25 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ (449.14) | \$ 8,443.19 | \$ 7,776.86 | \$ (925.15) | \$ 1,493.70 | \$ 9,231.86 | \$ 1,710.62 | \$ (3,057.83) | \$ (1,520.37) | \$ 6,697.97 | \$ 5,606.48 | \$ 46,614.53 | \$ 81,622.72 |
| ADULT - Seniors,Culture,Specialty | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL PROGRAM INCOME/(LOSS) | \$ (906.99) | \$ 9,063.33 | \$ 10,413.96 | \$ 8,581.61 | \$ 12,923.36 | \$ 25,082.38 | \$ 33,519.18 | \$ 24,995.93 | \$ 6,173.66 | \$ 15,360.62 | \$ 16,263.99 | \$ 51,069.58 | \$ 212,540.61 |
| GENERAL & ADMIN EXPENSES (Fixed costs) | | | | | | | | | | | | | |
| GENERAL/INDIRECT | \$ 43,093.26 | \$ 27,470.02 | \$ 39,895.81 | \$ 30,805.08 | \$ 30,561.34 | \$ 32,510.63 | \$ 43,978.82 | \$ 28,651.15 | \$ 30,590.70 | \$ 34,079.03 | \$ 31,698.17 | \$ 41,894.29 | \$ 415,228.30 |
| ADMINISTRATIVE | \$ 7,657.98 | \$ 7,935.17 | \$ 16,405.61 | \$ 10,334.94 | \$ 17,631.92 | \$ 9,358.28 | \$ 11,384.68 | \$ 9,191.39 | \$ 10,380.77 | \$ 10,536.00 | \$ 8,438.19 | \$ 12,786.10 | \$ 132,041.03 |
| TOTAL G&A EXPENSES | \$ 50,751.24 | \$ 35,405.19 | \$ 56,301.42 | \$ 41,140.02 | \$ 48,193.26 | \$ 41,868.91 | \$ 55,363.50 | \$ 37,842.54 | \$ 40,971.47 | \$ 44,615.03 | \$ 40,136.36 | \$ 54,680.39 | \$ 547,269.33 |
| INCOME/(LOSS) FROM OPERATIONS | \$ (51,658.23) | \$ (26,341.86) | \$ (45,887.46) | \$ (32,558.41) | \$ (35,269.90) | \$ (16,786.53) | \$ (21,844.32) | \$ (12,846.61) | \$ (34,797.81) | \$ (29,254.41) | \$ (23,872.37) | \$ (3,610.81) | \$ (334,728.72) |
| FUNDRAISING REVENUE | | | | | | | | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ 23,416.33 | \$ 13,839.66 | \$ 14,000.00 | \$ 17,500.00 | \$ 31,000.00 | \$ 216,261.65 | \$ 38,680.00 | \$ 23,000.00 | \$ 9,000.00 | \$ 11,500.00 | \$ 52,500.00 | \$ 34,000.00 | \$ 484,697.64 |
| GRANTS | \$ 9,800.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 4,850.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 14,650.00 |
| GOVT (Island Cities) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| INTEREST EARNINGS | \$ - | \$ 34.40 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 34.40 |
| OTHER INCOME - Rental, Merch Sales | \$ - | \$ 55.00 | \$ 75.00 | \$ 25.00 | \$ 1,885.00 | \$ 90.00 | \$ 145.00 | \$ 680.00 | \$ 340.00 | \$ 150.00 | \$ 50.00 | \$ 100.00 | \$ 3,595.00 |
| FUNDRAISING UNRESTRICTED | \$ 33,216.33 | \$ 13,929.06 | \$ 14,075.00 | \$ 17,525.00 | \$ 32,885.00 | \$ 216,351.65 | \$ 43,675.00 | \$ 23,680.00 | \$ 9,340.00 | \$ 11,650.00 | \$ 52,550.00 | \$ 34,100.00 | \$ 502,977.04 |
| TEMPORARILY RESTRICTED FUNDS | \$ 11,000.00 | \$ - | \$ (11,000.00) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| RESTRICTED FUNDS | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 15,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 15,000.00 |
| TOTAL FUNDRAISING REVENUE | \$ 33,216.33 | \$ 24,929.06 | \$ 14,075.00 | \$ 6,525.00 | \$ 32,885.00 | \$ 216,351.65 | \$ 58,675.00 | \$ 23,680.00 | \$ 9,340.00 | \$ 11,650.00 | \$ 52,550.00 | \$ 34,100.00 | \$ 517,977.04 |
| FUNDRAISING DIRECT COSTS | \$ 18,004.46 | \$ 10,144.33 | \$ 10,276.40 | \$ 16,089.91 | \$ 14,022.62 | \$ 33,267.89 | \$ 18,501.05 | \$ 13,272.14 | \$ 11,018.85 | \$ 13,274.52 | \$ 14,682.73 | \$ 10,693.42 | \$ 183,248.32 |
| FUNDRAISING INCOME | \$ 15,211.87 | \$ 14,784.73 | \$ 3,798.60 | \$ (9,564.91) | \$ 18,862.38 | \$ 183,083.76 | \$ 40,173.95 | \$ 10,407.86 | \$ (1,678.85) | \$ (1,624.52) | \$ 37,867.27 | \$ 23,406.58 | \$ 334,728.72 |
| NET ORDINARY INCOME/(LOSS) | \$ (36,446.36) | \$ (11,557.13) | \$ (42,088.86) | \$ (42,123.32) | \$ (16,407.52) | \$ 166,297.23 | \$ 18,329.63 | \$ (2,438.75) | \$ (36,476.66) | \$ (30,878.93) | \$ 13,994.90 | \$ 19,795.77 | \$ - |
| NET ORDINARY INCOME/(LOSS) CUMULATIVE | \$ (36,446.36) | \$ (48,003.49) | \$ (90,092.35) | \$ (132,215.67) | \$ (148,623.19) | \$ 17,674.04 | \$ 36,003.67 | \$ 33,564.92 | \$ (2,911.74) | \$ (33,790.67) | \$ (19,795.77) | \$ - | \$ - |
| CAPITAL OVERLAY | | | | | | | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 35,000.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 35,000.00 |
| CAPITAL EXPENSE | \$ 1,330.72 | \$ 1,330.72 | \$ 1,330.72 | \$ 1,330.72 | \$ 5,338.56 | \$ 1,330.72 | \$ 5,338.56 | \$ 1,330.72 | \$ 8,338.56 | \$ 1,330.72 | \$ 5,338.56 | \$ 1,330.72 | \$ 35,000.00 |
| NET OTHER INCOME - CAPITAL | \$ (1,330.72) | \$ (1,330.72) | \$ (1,330.72) | \$ (1,330.72) | \$ (5,338.56) | \$ 33,669.28 | \$ (5,338.56) | \$ (1,330.72) | \$ (8,338.56) | \$ (1,330.72) | \$ (5,338.56) | \$ (1,330.72) | \$ - |
| NET INCOME | \$ (37,777.08) | \$ (12,887.85) | \$ (43,419.58) | \$ (43,454.04) | \$ (21,746.08) | \$ 199,966.51 | \$ 12,991.07 | \$ (3,769.47) | \$ (44,815.22) | \$ (32,209.65) | \$ 8,656.34 | \$ 18,465.05 | \$ - |
| NET INCOME/(LOSS) CUMULATIVE | \$ (37,777.08) | \$ (50,664.93) | \$ (94,084.51) | \$ (137,538.55) | \$ (159,284.63) | \$ 40,681.88 | \$ 53,672.95 | \$ 49,903.48 | \$ 5,088.26 | \$ (27,121.39) | \$ (18,465.05) | \$ - | \$ - |
| Total Revenue | \$ 50,840.08 | \$ 49,459.66 | \$ 36,886.85 | \$ 32,444.70 | \$ 62,744.70 | \$ 293,051.35 | \$ 120,748.20 | \$ 76,329.70 | \$ 41,999.70 | \$ 51,575.50 | \$ 91,590.00 | \$ 113,537.00 | \$ 1,021,207.44 |
| Total Expenses | \$ 88,617.16 | \$ 62,347.51 | \$ 80,306.43 | \$ 75,898.74 | \$ 84,490.78 | \$ 93,084.84 | \$ 107,757.13 | \$ 80,099.17 | \$ 86,814.92 | \$ 83,785.15 | \$ 82,933.66 | \$ 95,071.95 | \$ 1,021,207.44 |
| | \$ (37,777.08) | \$ (12,887.85) | \$ (43,419.58) | \$ (43,454.04) | \$ (21,746.08) | \$ 199,966.51 | \$ 12,991.07 | \$ (3,769.47) | \$ (44,815.22) | \$ (32,209.65) | \$ 8,656.34 | \$ 18,465.05 | \$ - |
| Cash Flow | \$ 279,237 | \$ 231,020 | \$ 210,993 | \$ 167,574 | \$ 124,120 | \$ 102,373 | \$ 302,340 | \$ 315,331 | \$ 311,562 | \$ 266,746 | \$ 234,537 | \$ 243,193 | \$ 261,658 |
| SBA Loan 7/23/20 | \$ 149,900 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 | \$ 149,934 |
| Cash Available | \$ 380,920 | \$ 360,927 | \$ 317,508 | \$ 274,054 | \$ 252,307 | \$ 452,274 | \$ 465,265 | \$ 461,496 | \$ 416,680 | \$ 384,471 | \$ 393,127 | \$ 411,592 | \$ 411,592 |

PROGRAM REVENUES

| | Budget July 2020 | Budget Aug 2020 | Budget Sept 2020 | Budget Oct 2020 | Budget Nov 2020 | Budget Dec 2020 | Budget Jan 2021 | Budget Feb 2021 | Budget Mar 2021 | Budget April 2021 | Budget May 2021 | Budget June 2021 | Budget Total FY20-21 |
|--|------------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|-----------------------|------------------------|----------------------------|
| FITNESS - Island Fitness, Personal Trng | | | | | | | | | | | | | |
| MEMBERSHIP FEES | \$ 9,791.75 | \$ 7,925.80 | \$ 7,992.85 | \$ 10,934.70 | \$ 15,424.70 | \$ 21,438.70 | \$ 34,560.70 | \$ 33,081.70 | \$ 14,323.70 | \$ 15,504.00 | \$ 15,982.00 | \$ 15,234.00 | \$ 202,194.60 |
| REGISTRATION FEES | \$ 678.00 | \$ 126.00 | \$ 1,430.00 | \$ 295.00 | | \$ 1,500.00 | \$ 2,000.00 | \$ 1,797.00 | \$ 1,255.00 | \$ - | \$ - | \$ - | \$ 9,081.00 |
| OTHER - PERSONAL TRAINING & Registration Fees | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ 1,000.00 | \$ 2,485.00 | \$ 2,320.00 | \$ 3,160.00 | \$ 2,145.00 | \$ 2,620.00 | \$ 1,000.00 | \$ 15,230.00 |
| OTHER - RENTAL | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| OTHER - MERCHANDISE SALES | \$ 120.00 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 120.00 |
| TOTAL FITNESS - Island Fitness, Personal Trng | \$ 10,589.75 | \$ 8,051.80 | \$ 9,422.85 | \$ 11,229.70 | \$ 15,924.70 | \$ 23,938.70 | \$ 39,045.70 | \$ 37,198.70 | \$ 18,738.70 | \$ 17,649.00 | \$ 18,602.00 | \$ 16,234.00 | \$ 226,625.60 |
| SPORTS - Adult | | | | | | | | | | | | | |
| MEMBERSHIP FEES (Tennis, PB) | \$ 180.00 | \$ 135.00 | \$ 180.00 | \$ 180.00 | \$ 225.00 | \$ 225.00 | \$ 900.00 | \$ 1,575.00 | \$ 1,260.00 | \$ 270.00 | \$ 270.00 | \$ 270.00 | \$ 5,670.00 |
| REGISTRATION FEES | \$ 1,180.00 | \$ 1,048.80 | \$ 1,800.00 | \$ 4,860.00 | \$ 3,100.00 | \$ - | \$ 7,444.00 | \$ 3,856.00 | \$ 216.00 | \$ 3,197.00 | \$ 3,384.00 | \$ - | \$ 30,085.80 |
| OTHER - DONATIONS | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,545.00 | \$ - | \$ - | \$ - | \$ - | \$ 1,545.00 |
| OTHER - SPONSORSHIPS | \$ - | \$ - | \$ - | \$ 3,150.00 | \$ 1,050.00 | \$ - | \$ 1,050.00 | \$ 2,450.00 | \$ - | \$ 1,400.00 | \$ 1,050.00 | \$ - | \$ 10,150.00 |
| OTHER - MERCHANDISE SALES | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 315.00 | \$ - | \$ - | \$ - | \$ - | \$ 315.00 |
| TOTAL SPORTS - Adult | \$ 1,360.00 | \$ 1,183.80 | \$ 1,980.00 | \$ 8,190.00 | \$ 4,375.00 | \$ 225.00 | \$ 9,394.00 | \$ 7,881.00 | \$ 3,336.00 | \$ 4,867.00 | \$ 4,704.00 | \$ 270.00 | \$ 47,765.80 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | | | | | | | | | | | | | |
| MEMBERSHIP FEES | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| REGISTRATION FEES | \$ 4,149.00 | \$ 13,258.00 | \$ 8,259.00 | \$ 5,500.00 | \$ 8,060.00 | \$ 12,886.00 | \$ 9,683.50 | \$ 7,220.00 | \$ 10,585.00 | \$ 14,259.50 | \$ 15,229.00 | \$ 15,433.00 | \$ 124,522.00 |
| OTHER - DONATIONS | \$ 1,525.00 | \$ 2,037.00 | \$ - | \$ 150.00 | \$ - | \$ 1,600.00 | \$ - | \$ - | \$ - | \$ 505.00 | \$ 47,500.00 | \$ - | \$ 53,317.00 |
| OTHER - SPONSORSHIPS | \$ - | \$ - | \$ 3,150.00 | \$ 850.00 | \$ 1,500.00 | \$ 3,050.00 | \$ 3,950.00 | \$ 350.00 | \$ - | \$ 3,150.00 | \$ - | \$ - | \$ 16,000.00 |
| OTHER - MERCHANDISE SALES | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 5,674.00 | \$ 15,295.00 | \$ 11,409.00 | \$ 6,500.00 | \$ 9,560.00 | \$ 17,536.00 | \$ 13,633.50 | \$ 7,570.00 | \$ 10,585.00 | \$ 17,409.50 | \$ 15,734.00 | \$ 62,933.00 | \$ 193,839.00 |
| 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 | \$ 9,971.75 | \$ 8,060.80 | \$ 8,172.85 | \$ 11,114.70 | \$ 15,649.70 | \$ 21,663.70 | \$ 35,460.70 | \$ 34,656.70 | \$ 15,583.70 | \$ 15,774.00 | \$ 16,252.00 | \$ 15,504.00 | \$ 207,864.60 |
| REGISTRATION FEES | \$ 6,007.00 | \$ 14,432.80 | \$ 11,489.00 | \$ 10,655.00 | \$ 11,160.00 | \$ 14,386.00 | \$ 19,127.50 | \$ 12,873.00 | \$ 12,056.00 | \$ 17,456.50 | \$ 18,613.00 | \$ 15,433.00 | \$ 163,688.80 |
| OTHER-Personal Trng, Crossfit Rent,Merch Sales | \$ 120.00 | \$ - | \$ - | \$ - | \$ 500.00 | \$ 1,000.00 | \$ 2,485.00 | \$ 2,320.00 | \$ 3,160.00 | \$ 2,145.00 | \$ 2,620.00 | \$ 1,000.00 | \$ 15,350.00 |
| OTHER - DONATIONS | \$ 1,525.00 | \$ 2,037.00 | \$ - | \$ 150.00 | \$ - | \$ 1,600.00 | \$ - | \$ - | \$ 1,545.00 | \$ - | \$ 505.00 | \$ 47,500.00 | \$ 54,862.00 |
| OTHER - SPONSORSHIPS | \$ - | \$ - | \$ 3,150.00 | \$ 4,000.00 | \$ 2,550.00 | \$ 3,050.00 | \$ 5,000.00 | \$ 2,800.00 | \$ - | \$ 4,550.00 | \$ 1,050.00 | \$ - | \$ 26,150.00 |
| OTHER - MERCHANDISE SALES | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 315.00 | \$ - | \$ - | \$ - | \$ - | \$ 315.00 |
| TOTAL PROGRAM REVENUES | \$ 17,623.75 | \$ 24,530.60 | \$ 22,811.85 | \$ 25,919.70 | \$ 29,859.70 | \$ 41,699.70 | \$ 62,073.20 | \$ 52,649.70 | \$ 32,659.70 | \$ 39,925.50 | \$ 39,040.00 | \$ 79,437.00 | \$ 468,230.40 |