

The Center
High Level Overview

2020-2021 ACTUALS - CASH BASIS

	NOV 2020 FYTD	PRIOR FY 19/20	VARIANCE		BUDGET FYTD	VARIANCE	
	2020/2021	ACTUALS	From Prior FY		2020/2021	From Budget	
PROGRAMS							
REVENUE	\$ 134,491	\$ 173,055	\$ (38,563)	-22%	\$ 120,746	\$ 13,745	11%
DIRECT COSTS	\$ 92,148	\$ 121,754	\$ (29,606)	-24%	\$ 80,670	\$ 11,478	14%
PROGRAM INCOME/(LOSS)	\$ 42,343	\$ 51,300	\$ (8,957)		\$ 40,075	\$ 2,267	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 209,679	\$ 225,831	\$ (16,153)	-7%	\$ 231,791	\$ (22,112)	-10%
INCOME/(LOSS) FROM OPERATIONS	\$ (167,336)	\$ (174,531)	\$ 7,195	4%	\$ (191,716)	\$ 24,380	13%
FUNDRAISING							
REVENUE	\$ 140,789	\$ 101,556	\$ 39,233	39%	\$ 111,630	\$ 29,159	26%
DIRECT COSTS	\$ 72,337	\$ 88,934	\$ (16,596)	-19%	\$ 68,538	\$ 3,799	6%
FUNDRAISING INCOME/(LOSS)	\$ 68,452	\$ 12,623	\$ 55,830		\$ 43,093	\$ 25,359	
NET ORDINARY INCOME/(LOSS)	\$ (98,884)	\$ (161,909)	\$ 63,025	0%	\$ (148,623)	\$ 49,739	0%
TOTAL OPERATING REVENUES	\$ 275,280	\$ 274,611	\$ 670	0%	\$ 232,376	\$ 42,904	18%
TOTAL OPERATING EXPENSES	\$ 374,164	\$ 436,520	\$ (62,355)	-14%	\$ 380,999	\$ (6,835)	-2%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)		\$ -	\$ -	
CAPITAL EXPENSE	\$ 6,654	\$ 6,654	\$ -		\$ 10,661	\$ (4,008)	
NET OTHER INCOME - CAPITAL	\$ (6,654)	\$ 41,642	\$ (48,296)		\$ (10,661)	\$ 4,008	
NET INCOME	\$ (105,538)	\$ (120,266)	\$ 14,729	12%	\$ (159,285)	\$ 53,747	34%
TOTAL REVENUE	\$ 275,280	\$ 322,907	\$ (47,626)	-15%	\$ 232,376	\$ 42,904	18%
TOTAL EXPENSES	\$ 380,818	\$ 443,173	\$ (62,355)	-14%	\$ 391,661	\$ (10,843)	-3%

NOV

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2020-2021 ACTUALS - CASH BASIS

vs BUDGET

	NOV 2020 FYTD	BUDGET FYTD	VARIANCE	
	2020/2021	2020/2021	From Budget	
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 62,300	\$ 55,219	\$ 7,081	
SPORTS - Adult	\$ 18,104	\$ 17,089	\$ 1,016	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 54,087	\$ 48,438	\$ 5,649	
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	
TOTAL PROGRAM REVENUE	\$ 134,491	\$ 120,746	\$ 13,745	11.4%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 60,267	\$ 52,970	\$ 7,297	<i>Prog. Rev. trending</i>
REGISTRATION FEES (Sports, Youth, Adult)	\$ 56,262	\$ 53,744	\$ 2,518	<i>higher than budgeted</i>
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 17,962	\$ 14,032	\$ 3,930	
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 38,328	\$ 38,753	\$ (425)	
SPORTS - Adult	\$ 11,334	\$ 9,819	\$ 1,515	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 42,487	\$ 32,099	\$ 10,388	<i>Empl. allocation issue</i>
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	
TOTAL PROGRAM DIRECTS COSTS	\$ 92,148	\$ 80,670	\$ 11,478	14.2%
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 23,972	\$ 16,466	\$ 7,507	
SPORTS - Adult	\$ 6,771	\$ 7,270	\$ (499)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 11,600	\$ 16,339	\$ (4,740)	<i>Empl. allocation issue</i>
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	
TOTAL PROGRAM INCOME/(LOSS)	\$ 42,343	\$ 40,075	\$ 2,267	5.7%
GENERAL & ADMIN EXPENSES				
GENERAL/INDIRECT	\$ 151,051	\$ 171,826	\$ (20,774)	<i>Empl. allocation issue</i>
ADMINISTRATIVE	\$ 58,628	\$ 59,966	\$ (1,338)	
TOTAL G&A EXPENSES	\$ 209,679	\$ 231,791	\$ (22,112)	-9.5%
INCOME/(LOSS) FROM OPERATIONS	\$ (167,336)	\$ (191,716)	\$ 24,380	12.7%
				<i>Loss from operations lower than anticipated</i>
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 125,440	\$ 99,756	\$ 25,684	
GRANTS	\$ 14,800	\$ 9,800	\$ 5,000	
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ 176	\$ 34	\$ 142	
OTHER INCOME - Rental, Merch Sales	\$ 373	\$ 2,040	\$ (1,667)	
FUNDRAISING UNRESTRICTED	\$ 140,789	\$ 111,630	\$ 29,159	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 140,789	\$ 111,630	\$ 29,159	26.1%
FUNDRAISING DIRECT COSTS	\$ 72,337	\$ 68,538	\$ 3,799	5.5%
FUNDRAISING INCOME	\$ 68,452	\$ 43,093	\$ 25,359	58.8%
NET ORDINARY INCOME/(LOSS)	\$ (98,884)	\$ (148,623)	\$ 49,739	33.5%
TOTAL OPERATING REVENUES	\$ 275,280	\$ 232,376	\$ 42,904	18.5%
TOTAL OPERATING EXPENSES	\$ 374,164	\$ 380,999	\$ (6,835)	-1.8%
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	
CAPITAL EXPENSE	\$ 6,654	\$ 10,661	\$ (4,008)	
NET OTHER INCOME - CAPITAL	\$ (6,654)	\$ (10,661)	\$ 4,008	37.6%
NET INCOME	\$ (105,538)	\$ (159,285)	\$ 53,747	33.7%
TOTAL REVENUE	\$ 275,280	\$ 232,376	\$ 42,904	18.5%
TOTAL EXPENSES	\$ 380,818	\$ 391,661	\$ (10,843)	-2.8%
Cash Operating (includes \$84,215 PPP Funds)	\$ 187,251	\$ 102,373	\$ 84,877	
Cash SBA Loan 7/23/20	\$ 150,076	\$ 149,934	\$ 142	
Total Cash	\$ 337,327	\$ 252,307	\$ 85,020	

NOV

The Center

2020-2021 ACTUALS - CASH BASIS

vs PRIOR YEAR

	NOV 2020 FYTD 2020/2021	PRIOR FY 19/20		VARIANCE From Prior FY	
		ACTUALS			
PROGRAM REVENUE					
FITNESS - Island Fitness, Personal Trng	\$ 62,300	\$ 99,442	\$ (37,142)		COVID impact, reduced memberships
SPORTS - Adult	\$ 18,104	\$ 17,414	\$ 690		More outdoor sports programs than PY
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 54,087	\$ 56,199	\$ (2,112)		
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -		
TOTAL PROGRAM REVENUE	\$ 134,491	\$ 173,055	\$ (38,563)		-22.3% COVID Impact
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 60,267	\$ 89,052	\$ (28,785)		
REGISTRATION FEES (Sports, Youth, Adult)	\$ 56,262	\$ 69,329	\$ (13,067)		
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 17,962	\$ 14,674	\$ 3,288		
PROGRAM DIRECT COSTS (Variable Costs)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 38,328	\$ 47,967	\$ (9,640)		
SPORTS - Adult	\$ 11,334	\$ 17,441	\$ (6,107)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 42,487	\$ 56,018	\$ (13,531)		
ADULT - Seniors,Culture,Specialty	\$ -	\$ 328	\$ (328)		
TOTAL PROGRAM DIRECTS COSTS	\$ 92,148	\$ 121,754	\$ (29,606)		-24.3% Program Exp less than PYTD are in line with lower revenues due to COVID
PROGRAM INCOME/(LOSS)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 23,972	\$ 51,475	\$ (27,502)		COVID Impact
SPORTS - Adult	\$ 6,771	\$ (27)	\$ 6,798		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 11,600	\$ 180	\$ 11,419		
ADULT - Seniors,Culture,Specialty	\$ -	\$ (328)	\$ 328		
TOTAL PROGRAM INCOME/(LOSS)	\$ 42,343	\$ 51,300	\$ (8,957)		-17.5% COVID Impact
GENERAL & ADMIN EXPENSES					
GENERAL/INDIRECT	\$ 151,051	\$ 170,036	\$ (18,984)		
ADMINISTRATIVE	\$ 58,628	\$ 55,796	\$ 2,832		
TOTAL G&A EXPENSES	\$ 209,679	\$ 225,831	\$ (16,153)		-7.2% G&A expenses under PYTD Expense cuts due to COVID impact
INCOME/(LOSS) FROM OPERATIONS	\$ (167,336)	\$ (174,531)	\$ 7,195		4.1% Loss from Operations less than PYTD loss
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 125,440	\$ 98,241	\$ 27,199		Zerby \$18k 7/20, \$13k Kessler 8/20
GRANTS	\$ 14,800	\$ -	\$ 14,800		Comm Found. Sarasota, \$5k CARES
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -		
INTEREST EARNINGS	\$ 176	\$ -	\$ 176		Interest SBA Loan Funds
OTHER INCOME - Rental, Merch Sales	\$ 373	\$ 3,315	\$ (2,942)		COVID Impact
FUNDRAISING UNRESTRICTED	\$ 140,789	\$ 101,556	\$ 39,233		
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -		
RESTRICTED FUNDS	\$ -	\$ -	\$ -		
TOTAL FUNDRAISING REVENUE	\$ 140,789	\$ 101,556	\$ 39,233		38.6% Benefit of significant FR efforts during COVID
FUNDRAISING DIRECT COSTS	\$ 72,337	\$ 88,934	\$ (16,596)		-18.7% FR events cancelled for 2020/2021 COVID
FUNDRAISING INCOME	\$ 68,452	\$ 12,623	\$ 55,830		442.3% Benefit of FR efforts during COVID & exp. reductions from cancelled events
NET ORDINARY INCOME/(LOSS)	\$ (98,884)	\$ (161,909)	\$ 63,025		38.9% Net Ordinary loss less than PY
TOTAL OPERATING REVENUES	\$ 275,280	\$ 274,611	\$ 670		0.2% On par with PY primarily due to Fundraising
TOTAL OPERATING EXPENSES	\$ 374,164	\$ 436,520	\$ (62,355)		-14.3% Expenses down due to reduced programming
CAPITAL OVERLAY					
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)		\$35k Co. reimb. Still pending
CAPITAL EXPENSE	\$ 6,654	\$ 6,654	\$ -		
NET OTHER INCOME - CAPITAL	\$ (6,654)	\$ 41,642	\$ (48,296)		-116.0%
NET INCOME	\$ (105,538)	\$ (120,266)	\$ 14,729		12.2%
TOTAL REVENUE	\$ 275,280	\$ 322,907	\$ (47,626)		-14.7% COVID Impact
TOTAL EXPENSES	\$ 380,818	\$ 443,173	\$ (62,355)		-14.1% Expense cuts in line with lower revenue
Cash Operating (includes \$84,215 PPP Funds)	\$ 187,251	\$ 61,556	\$ 125,694		\$84k cash from PPP not in PYTD
Cash SBA Loan 7/23/20	\$ 150,076	\$ -	\$ 150,076		No SBA loan PY
Total Cash	\$ 337,327	\$ 61,556	\$ 275,771		

The Center

ACTUALS CASH BASIS

	Actuals July 2020	Actuals Aug 2020	Actuals Sept 2020	Actuals Oct 2020	Actuals Nov 2020
PROGRAM REVENUE					
FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 10,637.00	\$ 18,221.50	\$ 14,800.00
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65	\$ 3,608.00	\$ 2,815.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 8,276.00	\$ 6,685.00	\$ 18,156.58
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50	\$ 35,771.58
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,016.75	\$ 8,285.80	\$ 10,702.00	\$ 17,251.50	\$ 14,011.00
REGISTRATION FEES (Sports, Youth,Adult)	\$ 6,007.00	\$ 14,432.80	\$ 14,478.65	\$ 7,258.00	\$ 14,085.58
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 1,645.00	\$ 2,037.00	\$ 2,600.00	\$ 4,005.00	\$ 7,675.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50	\$ 35,771.58
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
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 2,757.14	\$ 2,062.69	\$ 2,829.27
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 7,378.78	\$ 8,892.07	\$ 6,297.72	\$ 10,669.63	\$ 9,248.75
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 19,786.38	\$ 17,507.53	\$ 14,814.86	\$ 18,728.47	\$ 21,311.25
PROGRAM INCOME/(LOSS)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (943.49)	\$ 2,246.80	\$ 4,877.00	\$ 12,225.35	\$ 5,566.77
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 6,110.51	\$ 1,545.31	\$ (14.27)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,704.78)	\$ 6,402.93	\$ 1,978.28	\$ (3,984.63)	\$ 8,907.83
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ (2,117.63)	\$ 7,248.07	\$ 12,965.79	\$ 9,786.03	\$ 14,460.33
GENERAL & ADMIN EXPENSES (Fixed costs)					
GENERAL/INDIRECT	\$ 41,837.68	\$ 25,429.73	\$ 24,858.60	\$ 26,132.01	\$ 32,793.30
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,723.36	\$ 10,207.19	\$ 16,103.84
TOTAL G&A EXPENSES	\$ 49,495.67	\$ 33,364.91	\$ 41,581.96	\$ 36,339.20	\$ 48,897.14
INCOME/(LOSS) FROM OPERATIONS	\$ (51,613.30)	\$ (26,116.84)	\$ (28,616.17)	\$ (26,553.17)	\$ (34,436.81)
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,411.47	\$ 6,477.83	\$ 67,294.74
GRANTS	\$ 9,800.00	\$ -	\$ -	\$ 5,000.00	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -	\$ 99.97	\$ 41.81
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00	\$ 128.00	\$ 115.00
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,486.47	\$ 11,705.80	\$ 67,451.55
TEMPORARILY RESTRICTED FUNDS		\$ 11,000.00	\$ (11,000.00)		
RESTRICTED FUNDS					
TOTAL FUNDRAISING REVENUE	\$ 33,216.33	\$ 24,929.06	\$ 3,486.47	\$ 11,705.80	\$ 67,451.55
FUNDRAISING DIRECT COSTS	\$ 17,126.94	\$ 10,144.34	\$ 13,656.19	\$ 12,609.13	\$ 18,800.51
FUNDRAISING INCOME	\$ 16,089.39	\$ 14,784.72	\$ (10,169.72)	\$ (903.33)	\$ 48,651.04
NET ORDINARY INCOME/(LOSS)	\$ (35,523.91)	\$ (11,332.12)	\$ (38,785.89)	\$ (27,456.50)	\$ 14,214.23
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (35,523.91)	\$ (46,856.03)	\$ (85,641.92)	\$ (113,098.42)	\$ (98,884.19)
CAPITAL OVERLAY					
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72	\$ 1,330.72
NET OTHER INCOME - CAPITAL	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)	\$ (1,330.72)
NET INCOME	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)	\$ 12,883.51
NET INCOME/(LOSS) CUMULATIVE	\$ (36,854.63)	\$ (49,517.47)	\$ (89,634.08)	\$ (118,421.30)	\$ (105,537.79)
Total Revenue	\$ 50,885.08	\$ 49,684.66	\$ 31,267.12	\$ 40,220.30	\$ 103,223.13
Total Expenses	\$ 87,739.71	\$ 62,347.50	\$ 71,383.73	\$ 69,007.52	\$ 90,339.62
	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)	\$ 12,883.51
Cash Flow	\$ 279,237	\$ 232,517	\$ 210,993	\$ 211,058	\$ 149,515
SBA Loan 7/23/20	\$ 149,900	\$ 149,934	\$ 149,987	\$ 150,034	\$ 150,076
Cash Available	\$ 382,417	\$ 360,927	\$ 361,045	\$ 299,549	\$ 337,327

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