

The Center
High Level Overview

2020-2021 ACTUALS - CASH BASIS

	OCT 2020 FYTD	PRIOR FY 19/20		VARIANCE		BUDGET FYTD	VARIANCE		
	2020/2021	ACTUALS	From Prior FY			2020/2021	From Budget		
PROGRAMS									
REVENUE	\$ 98,720	\$ 132,114	\$ (33,394)	-25%		\$ 91,156	\$ 7,564	8%	
DIRECT COSTS	\$ 70,837	\$ 99,293	\$ (28,456)	-29%		\$ 67,030	\$ 3,807	6%	
PROGRAM INCOME/(LOSS)	\$ 27,882	\$ 32,821	\$ (4,938)			\$ 24,126	\$ 3,756		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 160,782	\$ 186,635	\$ (25,853)	-14%		\$ 180,302	\$ (19,520)	-11%	
INCOME/(LOSS) FROM OPERATIONS	\$ (132,899)	\$ (153,814)	\$ 20,914	14%		\$ (156,176)	\$ 23,277	15%	
FUNDRAISING									
REVENUE	\$ 73,338	\$ 78,660	\$ (5,322)	-7%		\$ 81,245	\$ (7,908)	-10%	
DIRECT COSTS	\$ 53,537	\$ 75,883	\$ (22,346)	-29%		\$ 53,638	\$ (101)	0%	
FUNDRAISING INCOME/(LOSS)	\$ 19,801	\$ 2,777	\$ 17,024			\$ 27,608	\$ (7,807)		
NET ORDINARY INCOME/(LOSS)	\$ (113,098)	\$ (151,037)	\$ 37,938	0%		\$ (128,568)	\$ 15,470	0%	
TOTAL OPERATING REVENUES	\$ 172,057	\$ 210,774	\$ (38,716)	-18%		\$ 172,401	\$ (344)	0%	
TOTAL OPERATING EXPENSES	\$ 285,156	\$ 361,810	\$ (76,655)	-21%		\$ 300,970	\$ (15,814)	-5%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)			\$ -	\$ -		
CAPITAL EXPENSE	\$ 5,323	\$ 5,323	\$ -			\$ 5,323	\$ -		
NET OTHER INCOME - CAPITAL	\$ (5,323)	\$ 42,973	\$ (48,296)			\$ (5,323)	\$ -		
NET INCOME	\$ (118,421)	\$ (108,064)	\$ (10,358)	-10%		\$ (133,891)	\$ 15,470	12%	
TOTAL REVENUE	\$ 172,057	\$ 259,070	\$ (87,012)	-34%		\$ 172,401	\$ (344)	0%	
TOTAL EXPENSES	\$ 290,478	\$ 367,133	\$ (76,655)	-21%		\$ 306,292	\$ (15,814)	-5%	

OCT

The Center

2020-2021 ACTUALS - CASH BASIS

	vs PRIOR YEAR			vs BUDGET		
	OCT 2020 FYTD	PRIOR FY 19/20	VARIANCE	BUDGET FYTD	VARIANCE	
	2020/2021	ACTUALS	From Prior FY	2020/2021	From Budget	
PROGRAM REVENUE						
FITNESS - Island Fitness, Personal Trng	\$ 47,500	\$ 72,385	\$ (24,885)	\$ 39,294	\$ 8,206	
SPORTS - Adult	\$ 15,289	\$ 14,872	\$ 417	\$ 12,984	\$ 2,306	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 35,930	\$ 44,856	\$ (8,926)	\$ 38,878	\$ (2,948)	
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL PROGRAM REVENUE	\$ 98,720	\$ 132,114	\$ (33,394)	\$ 91,156	\$ 7,564	8.3%
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 46,256	\$ 64,575	\$ (18,319)	\$ 37,590	\$ 8,666	
REGISTRATION FEES (Sports,Youth,Adult)	\$ 42,176	\$ 55,564	\$ (13,388)	\$ 42,669	\$ (492)	
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 10,287	\$ 11,974	\$ (1,687)	\$ 15,982	\$ (5,695)	
PROGRAM DIRECT COSTS (Variable Costs)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 29,094	\$ 39,158	\$ (10,063)	\$ 31,833	\$ (2,739)	
SPORTS - Adult	\$ 8,505	\$ 11,883	\$ (3,378)	\$ 7,869	\$ 636	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 33,238	\$ 48,122	\$ (14,884)	\$ 27,328	\$ 5,910	
ADULT - Seniors,Culture,Specialty	\$ -	\$ 131	\$ (131)	\$ -	\$ -	
TOTAL PROGRAM DIRECTS COSTS	\$ 70,837	\$ 99,293	\$ (28,456)	\$ 67,030	\$ 3,807	5.7%
PROGRAM INCOME/(LOSS)						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 18,406	\$ 33,228	\$ (14,822)	\$ 7,461	\$ 10,945	
SPORTS - Adult	\$ 6,785	\$ 2,990	\$ 3,795	\$ 5,115	\$ 1,670	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 2,692	\$ (3,266)	\$ 5,958	\$ 11,550	\$ (8,858)	
ADULT - Seniors,Culture,Specialty	\$ -	\$ (131)	\$ 131	\$ -	\$ -	
TOTAL PROGRAM INCOME/(LOSS)	\$ 27,882	\$ 32,821	\$ (4,938)	\$ 24,126	\$ 3,756	15.6%
GENERAL & ADMIN EXPENSES						
GENERAL/INDIRECT	\$ 118,258	\$ 140,209	\$ (21,951)	\$ 137,968	\$ (19,710)	
ADMINISTRATIVE	\$ 42,524	\$ 46,426	\$ (3,902)	\$ 42,334	\$ 190	
TOTAL G&A EXPENSES	\$ 160,782	\$ 186,635	\$ (25,853)	\$ 180,302	\$ (19,520)	-10.8%
INCOME/(LOSS) FROM OPERATIONS	\$ (132,899)	\$ (153,814)	\$ 20,914	\$ (156,176)	\$ 23,277	14.9%
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$ 58,145	\$ 76,323	\$ (18,178)	\$ 71,256	\$ (13,111)	
GRANTS	\$ 14,800	\$ -	\$ 14,800	\$ 9,800	\$ 5,000	
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ 134	\$ -	\$ 134	\$ 34	\$ 100	
OTHER INCOME - Rental, Merch Sales	\$ 258	\$ 2,337	\$ (2,079)	\$ 155	\$ 103	
FUNDRAISING UNRESTRICTED	\$ 73,338	\$ 78,660	\$ (5,322)	\$ 81,245	\$ (7,908)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL FUNDRAISING REVENUE	\$ 73,338	\$ 78,660	\$ (5,322)	\$ 81,245	\$ (7,908)	-9.7%
FUNDRAISING DIRECT COSTS	\$ 53,537	\$ 75,883	\$ (22,346)	\$ 53,638	\$ (101)	-0.2%
FUNDRAISING INCOME	\$ 19,801	\$ 2,777	\$ 17,024	\$ 27,608	\$ (7,807)	-28.3%
NET ORDINARY INCOME/(LOSS)	\$ (113,098)	\$ (151,037)	\$ 37,938	\$ (128,568)	\$ 15,470	12.0%
TOTAL OPERATING REVENUES	\$ 172,057	\$ 210,774	\$ (38,716)	\$ 172,401	\$ (344)	-0.2%
TOTAL OPERATING EXPENSES	\$ 285,156	\$ 361,810	\$ (76,655)	\$ 300,970	\$ (15,814)	-5.3%
CAPITAL OVERLAY						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 48,296	\$ (48,296)	\$ -	\$ -	\$35k Co. pending
CAPITAL EXPENSE	\$ 5,323	\$ 5,323	\$ -	\$ 5,323	\$ -	
NET OTHER INCOME - CAPITAL	\$ (5,323)	\$ 42,973	\$ (48,296)	\$ (5,323)	\$ -	0.0%
NET INCOME	\$ (118,421)	\$ (108,064)	\$ (10,358)	\$ (133,891)	\$ 15,470	11.6%
TOTAL REVENUE	\$ 172,057	\$ 259,070	\$ (87,012)	\$ 172,401	\$ (344)	-0.2%
TOTAL EXPENSES	\$ 290,478	\$ 367,133	\$ (76,655)	\$ 306,292	\$ (15,814)	-5.2%
Cash Operating (includes \$84,215 PPP Funds)	\$ 149,265	\$ 73,759	\$ 75,505	\$ 126,620	\$ 22,645	
Cash SBA Loan 7/23/20	\$ 150,034	\$ -	\$ 150,034	\$ 149,934	\$ 100	
Total Cash	\$ 299,299	\$ 73,759	\$ 225,540	\$ 276,554	\$ 22,745	

The Center

ACTUALS CASH BASIS

	Actuals July 2020	Actuals Aug 2020	Actuals Sept 2020	Actuals Oct 2020
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 10,637.00	\$ 18,221.50
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65	\$ 3,608.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 8,276.00	\$ 6,685.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,016.75	\$ 8,285.80	\$ 10,702.00	\$ 17,251.50
REGISTRATION FEES (Sports, Youth,Adult)	\$ 6,007.00	\$ 14,432.80	\$ 14,478.65	\$ 7,258.00
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 1,645.00	\$ 2,037.00	\$ 2,600.00	\$ 4,005.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533.24	\$ 5,805.00	\$ 5,760.00	\$ 5,996.15
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 2,757.14	\$ 2,062.69
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 7,378.78	\$ 8,892.07	\$ 6,297.72	\$ 10,669.63
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 19,786.38	\$ 17,507.53	\$ 14,814.86	\$ 18,728.47
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (943.49)	\$ 2,246.80	\$ 4,877.00	\$ 12,225.35
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 6,110.51	\$ 1,545.31
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,704.78)	\$ 6,402.93	\$ 1,978.28	\$ (3,984.63)
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ (2,117.63)	\$ 7,248.07	\$ 12,965.79	\$ 9,786.03
GENERAL & ADMIN EXPENSES (Fixed costs)				
GENERAL/INDIRECT	\$ 41,837.68	\$ 25,429.73	\$ 24,858.60	\$ 26,132.01
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,723.36	\$ 10,207.19
TOTAL G&A EXPENSES	\$ 49,495.67	\$ 33,364.91	\$ 41,581.96	\$ 36,339.20
INCOME/(LOSS) FROM OPERATIONS	\$ (51,613.30)	\$ (26,116.84)	\$ (28,616.17)	\$ (26,553.17)
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,411.47	\$ 6,477.83
GRANTS	\$ 9,800.00	\$ -	\$ -	\$ 5,000.00
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -	\$ 99.97
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00	\$ 128.00
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,486.47	\$ 11,705.80
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
FUNDRAISING DIRECT COSTS	\$ 17,126.94	\$ 10,144.34	\$ 13,656.19	\$ 12,609.13
FUNDRAISING INCOME	\$ 16,089.39	\$ 14,784.72	\$ (10,169.72)	\$ (903.33)
NET ORDINARY INCOME/(LOSS)	\$ (35,523.91)	\$ (11,332.12)	\$ (38,785.89)	\$ (27,456.50)
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (35,523.91)	\$ (46,856.03)	\$ (85,641.92)	\$ (113,098.42)
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 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)
NET INCOME	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)
NET INCOME/(LOSS) CUMULATIVE	\$ (36,854.63)	\$ (49,517.47)	\$ (89,634.08)	\$ (118,421.30)
Total Revenue	\$ 50,885.08	\$ 49,684.66	\$ 31,267.12	\$ 40,220.30
Total Expenses	\$ 87,739.71	\$ 62,347.50	\$ 71,383.73	\$ 69,007.52
	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)
Cash Flow	\$ 279,237	\$ 231,020	\$ 210,993	\$ 210,808
SBA Loan 7/23/20	\$ 149,900	\$ 149,934	\$ 149,987	\$ 150,034
Cash Available	\$ 380,920	\$ 360,927	\$ 360,795	\$ 299,299

BUDGET FY 2019-2020

The Center of Anna Maria Island

BUDGET FY 2020-2021 BY MONTH

	Budget=Act July 2020	Budget=Act Aug 2020	Budget Sept 2020	Budget Oct 2020
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 9,422.85	\$ 11,229.70
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 1,980.00	\$ 8,190.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 11,409.00	\$ 6,500.00
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 17,668.75	\$ 24,755.60	\$ 22,811.85	\$ 25,919.70
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,016.75	\$ 8,285.80	\$ 8,172.85	\$ 11,114.70
REGISTRATION FEES (Sports, Youth, Adult)	\$ 6,007.00	\$ 14,432.80	\$ 11,489.00	\$ 10,740.00
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 1,645.00	\$ 2,037.00	\$ 8,150.00	\$ 4,150.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,811.85	\$ 26,004.70
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533.24	\$ 5,805.00	\$ 7,180.75	\$ 7,313.96
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 1,585.00	\$ 2,598.98
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 7,378.78	\$ 8,892.07	\$ 3,632.14	\$ 7,425.15
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 19,786.38	\$ 17,507.53	\$ 12,397.89	\$ 17,338.09
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (943.49)	\$ 2,246.80	\$ 2,242.10	\$ 3,915.74
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 395.00	\$ 5,591.02
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,704.78)	\$ 6,402.93	\$ 7,776.86	\$ (925.15)
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -
TOTAL PROGRAM INCOME/(LOSS)	\$ (2,117.63)	\$ 7,248.07	\$ 10,413.96	\$ 8,581.61
GENERAL & ADMIN EXPENSES (Fixed costs)				
GENERAL/INDIRECT	\$ 41,837.68	\$ 25,429.73	\$ 39,895.81	\$ 30,805.08
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,405.61	\$ 10,334.95
TOTAL G&A EXPENSES	\$ 49,495.67	\$ 33,364.91	\$ 56,301.42	\$ 41,140.03
INCOME/(LOSS) FROM OPERATIONS	\$ (51,613.30)	\$ (26,116.84)	\$ (45,887.46)	\$ (32,558.42)
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,000.00	\$ 20,000.00
GRANTS	\$ 9,800.00	\$ -	\$ -	\$ -
GOVT (Island Cities)	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -	\$ -
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00	\$ 25.00
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,075.00	\$ 20,025.00
TEMPORARILY RESTRICTED FUNDS		\$ 11,000.00		\$ (11,000.00)
RESTRICTED FUNDS				
TOTAL FUNDRAISING REVENUE	\$ 33,216.33	\$ 24,929.06	\$ 14,075.00	\$ 9,025.00
FUNDRAISING DIRECT COSTS	\$ 17,126.94	\$ 10,144.34	\$ 10,276.40	\$ 16,089.91
FUNDRAISING INCOME	\$ 16,089.39	\$ 14,784.72	\$ 3,798.60	\$ (7,064.91)
NET ORDINARY INCOME/(LOSS)	\$ (35,523.91)	\$ (11,332.12)	\$ (42,088.86)	\$ (39,623.33)
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (35,523.91)	\$ (46,856.03)	\$ (88,944.89)	\$ (128,568.22)
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 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)
NET INCOME	\$ (36,854.63)	\$ (12,662.84)	\$ (43,419.58)	\$ (40,954.05)
	\$ (36,854.63)	\$ (49,517.47)	\$ (92,937.05)	\$ (133,891.10)
Total Revenue	\$ 50,885.08	\$ 49,684.66	\$ 36,886.85	\$ 34,944.70
Total Expenses	\$ 87,739.71	\$ 62,347.50	\$ 80,306.43	\$ 75,898.75
	\$ (36,854.63)	\$ (12,662.84)	\$ (43,419.58)	\$ (40,954.05)
Cash Flow	\$ 279,237	\$ 231,020	\$ 210,993	\$ 167,574
SBA Loan 7/23/20	\$ 149,900	\$ 149,934	\$ 149,934	\$ 149,934
Cash Available	\$ 380,920	\$ 360,927	\$ 317,508	\$ 276,554