

The Center  
High Level Overview

2020-2021 ACTUALS - CASH BASIS

	JAN 2020 FYTD	PRIOR FY 19/20	VARIANCE		BUDGET FYTD	VARIANCE	
	2020/2021	ACTUALS	From Prior FY		2020/2021	From Budget	
<b>PROGRAMS</b>							
REVENUE	\$ 221,390	\$ 319,503	\$ (98,112)	-31%	\$ 224,519	\$ (3,128)	-1%
DIRECT COSTS	\$ 134,666	\$ 171,991	\$ (37,325)	-22%	\$ 125,842	\$ 8,824	7%
PROGRAM INCOME/(LOSS)	\$ 86,724	\$ 147,511	\$ (60,787)		\$ 98,677	\$ (11,953)	
<b>GENERAL/INDIRECT/ADMIN EXPENSES</b>	\$ 283,934	\$ 328,509	\$ (44,575)	-14%	\$ 329,024	\$ (45,090)	-14%
INCOME/(LOSS) FROM OPERATIONS	\$ (197,210)	\$ (180,998)	\$ (16,212)	-9%	\$ (230,347)	\$ 33,137	14%
<b>FUNDRAISING</b>							
REVENUE	\$ 232,121	\$ 232,456	\$ (336)	0%	\$ 386,657	\$ (154,536)	-40%
DIRECT COSTS	\$ 95,338	\$ 155,414	\$ (60,076)	-39%	\$ 120,307	\$ (24,969)	-21%
FUNDRAISING INCOME/(LOSS)	\$ 136,783	\$ 77,042	\$ 59,741		\$ 266,350	\$ (129,568)	
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (60,427)</b>	<b>\$ (103,955)</b>	<b>\$ 43,528</b>	0%	<b>\$ 36,004</b>	<b>\$ (96,431)</b>	0%
<b>TOTAL OPERATING REVENUES</b>	\$ 453,511	\$ 551,959	\$ (98,448)	-18%	\$ 611,176	\$ (157,665)	-26%
<b>TOTAL OPERATING EXPENSES</b>	\$ 513,938	\$ 655,914	\$ (141,976)	-22%	\$ 575,172	\$ (61,234)	-11%
<b>CAPITAL OVERLAY</b>							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 51,996	\$ (51,996)		\$ 35,000	\$ (35,000)	
CAPITAL EXPENSE	\$ 9,315	\$ 13,015	\$ (3,700)		\$ 13,323	\$ (4,008)	
NET OTHER INCOME - CAPITAL	\$ (9,315)	\$ 38,981	\$ (48,296)		\$ 21,677	\$ (30,992)	
<b>NET INCOME</b>	<b>\$ (69,742)</b>	<b>\$ (64,974)</b>	<b>\$ (4,768)</b>	-7%	<b>\$ 57,681</b>	<b>\$ (127,423)</b>	-221%
<b>TOTAL REVENUE</b>	\$ 453,511	\$ 603,955	\$ (150,444)	-25%	\$ 646,176	\$ (192,665)	-30%
<b>TOTAL EXPENSES</b>	\$ 523,253	\$ 668,929	\$ (145,676)	-22%	\$ 588,495	\$ (65,242)	-11%

**JAN**  
**The Center**

**2020-2021 ACTUALS - CASH BASIS**

	vs PRIOR YEAR			
	JAN 2020 FYTD 2020/2021	PRIOR FY 19/20	VARIANCE	
		ACTUALS	From Prior FY	
<b>PROGRAM REVENUE</b>				
FITNESS - Island Fitness, Personal Trng	\$ 105,884	\$ 205,602	\$ (99,719)	COVID impact, reduced memberships
SPORTS - Adult	\$ 38,900	\$ 24,019	\$ 14,881	More outdoor sports programs than PY
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 76,557	\$ 87,861	\$ (11,304)	
ADULT - Seniors,Culture,Specialty	\$ 50	\$ 2,020	\$ (1,970)	
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 221,390</b>	<b>\$ 319,503</b>	<b>\$ (98,112)</b>	<b>-30.7% COVID Impact</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 101,674	\$ 175,627	\$ (73,954)	
REGISTRATION FEES (Sports, Youth, Adult)	\$ 92,325	\$ 107,236	\$ (14,912)	
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 27,392	\$ 36,639	\$ (9,247)	
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 53,861	\$ 71,744	\$ (17,883)	
SPORTS - Adult	\$ 20,251	\$ 24,222	\$ (3,972)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 60,554	\$ 74,546	\$ (13,992)	
ADULT - Seniors,Culture,Specialty	\$ -	\$ 1,479	\$ (1,479)	
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 134,666</b>	<b>\$ 171,991</b>	<b>\$ (37,325)</b>	<b>-21.7% Program Exp less than PYTD are in line with lower revenues due to COVID</b>
<b>PROGRAM INCOME/(LOSS)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 52,022	\$ 133,858	\$ (81,836)	COVID Impact
SPORTS - Adult	\$ 18,649	\$ (203)	\$ 18,852	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,003	\$ 13,315	\$ 2,688	
ADULT - Seniors,Culture,Specialty	\$ 50	\$ 541	\$ (491)	
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 86,724</b>	<b>\$ 147,511</b>	<b>\$ (60,787)</b>	<b>-41.2% COVID Impact</b>
<b>GENERAL &amp; ADMIN EXPENSES</b>				
GENERAL/INDIRECT	\$ 206,898	\$ 247,569	\$ (40,671)	
ADMINISTRATIVE	\$ 77,035	\$ 80,940	\$ (3,904)	
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 283,934</b>	<b>\$ 328,509</b>	<b>\$ (44,575)</b>	<b>-13.6% G&amp;A expenses under PYTD Expense cuts due to COVID impact</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (197,210)</b>	<b>\$ (180,998)</b>	<b>\$ (16,212)</b>	<b>-9.0% Loss from Operations less than PYTD loss</b>
<b>FUNDRAISING REVENUE</b>				
DONATIONS/SPONS/TICKETS	\$ 178,297	\$ 222,008	\$ (43,711)	Zerby \$18k 7/20, \$13k Kessler 8/20
GRANTS	\$ 32,271	\$ 4,850	\$ 27,421	Comm Found. Sarasota, \$5k CARES
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$ 214	\$ -	\$ 214	Interest SBA Loan Funds
OTHER INCOME - Rental, Merch Sales	\$ 1,138	\$ 5,598	\$ (4,460)	COVID Impact
FUNDRAISING UNRESTRICTED	\$ 211,921	\$ 232,456	\$ (20,536)	
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	
RESTRICTED FUNDS	\$ 20,200	\$ -	\$ 20,200	
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 232,121</b>	<b>\$ 232,456</b>	<b>\$ (336)</b>	<b>-0.1% No Mary Park Money as Budgeted</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 95,338</b>	<b>\$ 155,414</b>	<b>\$ (60,076)</b>	<b>-38.7% FR events cancelled for 2020/2021 COVID</b>
<b>FUNDRAISING INCOME</b>	<b>\$ 136,783</b>	<b>\$ 77,042</b>	<b>\$ 59,741</b>	<b>77.5% Benefit of FR efforts during COVID &amp; exp. reductions from cancelled events</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (60,427)</b>	<b>\$ (103,955)</b>	<b>\$ 43,528</b>	<b>41.9% Net Ordinary loss less than PY</b>
<b>TOTAL OPERATING REVENUES</b>	<b>\$ 453,511</b>	<b>\$ 551,959</b>	<b>\$ (98,448)</b>	<b>-17.8% Decline in program revenue due to COVID</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 513,938</b>	<b>\$ 655,914</b>	<b>\$ (141,976)</b>	<b>-21.6% Expenses down due to reduced programming</b>
<b>CAPITAL OVERLAY</b>				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 51,996	\$ (51,996)	\$35k Co. reimb. Still pending
CAPITAL EXPENSE	\$ 9,315	\$ 13,015	\$ (3,700)	
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (9,315)</b>	<b>\$ 38,981</b>	<b>\$ (48,296)</b>	<b>-123.9%</b>
<b>NET INCOME</b>	<b>\$ (69,742)</b>	<b>\$ (64,974)</b>	<b>\$ (4,768)</b>	<b>-7.3%</b>
<b>TOTAL REVENUE</b>	<b>\$ 453,511</b>	<b>\$ 603,955</b>	<b>\$ (150,444)</b>	<b>-24.9% COVID Impact</b>
<b>TOTAL EXPENSES</b>	<b>\$ 523,253</b>	<b>\$ 668,929</b>	<b>\$ (145,676)</b>	<b>-21.8% Expense cuts in line with lower revenue</b>
Cash Operating (includes \$84,215 PPP Funds)	\$ 219,511	\$ 116,849	\$ 102,662	\$84k cash from PPP not in PYTD
Cash SBA Loan 7/23/20	\$ 150,153	\$ -	\$ 150,153	No SBA loan PY
Total Cash	\$ 369,664	\$ 116,849	\$ 252,815	

JAN

## The Center

## 2020-2021 ACTUALS - CASH BASIS

	vs BUDGET		
	JAN 2020 FYTD	BUDGET FYTD	VARIANCE
	2020/2021	2020/2021	From Budget
<b>PROGRAM REVENUE</b>			
FITNESS - Island Fitness, Personal Trng	\$ 105,884	\$ 118,203	\$ (12,320)
SPORTS - Adult	\$ 38,900	\$ 26,708	\$ 12,192
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 76,557	\$ 79,608	\$ (3,051)
ADULT - Seniors,Culture,Specialty	\$ 50	\$ -	\$ 50
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 221,390</b>	<b>\$ 224,519</b>	<b>\$ (3,128) -1.4%</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 101,674	\$ 110,094	\$ (8,421) <i>One Month Memberships</i>
REGISTRATION FEES (Sports, Youth, Adult)	\$ 92,325	\$ 87,257	\$ 5,067
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 27,392	\$ 27,167	\$ 225
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 53,861	\$ 56,748	\$ (2,887)
SPORTS - Adult	\$ 20,251	\$ 16,768	\$ 3,483 <i>In line with increased revenue</i>
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 60,554	\$ 52,326	\$ 8,228 <i>Empl. allocation issue</i>
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -
<b>TOTAL PROGRAM DIRECT COSTS</b>	<b>\$ 134,666</b>	<b>\$ 125,842</b>	<b>\$ 8,824 7.0%</b>
<b>PROGRAM INCOME/(LOSS)</b>			
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 52,022	\$ 61,455	\$ (9,433) <i>One month membership</i>
SPORTS - Adult	\$ 18,649	\$ 9,940	\$ 8,709
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 16,003	\$ 27,282	\$ (11,279) <i>Empl. allocation issue</i>
ADULT - Seniors,Culture,Specialty	\$ 50	\$ -	\$ 50
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 86,724</b>	<b>\$ 98,677</b>	<b>\$ (11,953) -12.1%</b>
<b>GENERAL &amp; ADMIN EXPENSES</b>			
GENERAL/INDIRECT	\$ 206,898	\$ 248,315	\$ (41,416) <i>Empl. allocation issue</i>
ADMINISTRATIVE	\$ 77,035	\$ 80,709	\$ (3,673)
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 283,934</b>	<b>\$ 329,024</b>	<b>\$ (45,090) -13.7%</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (197,210)</b>	<b>\$ (230,347)</b>	<b>\$ 33,137 14.4%</b> <i>COVID</i>
<b>FUNDRAISING REVENUE</b>			
DONATIONS/SPONS/TICKETS	\$ 178,297	\$ 354,698	\$ (176,400) <i>\$150k Mary Parker Funding</i>
GRANTS	\$ 32,271	\$ 14,650	\$ 17,621
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ 214	\$ 34	\$ 180
OTHER INCOME - Rental, Merch Sales	\$ 1,138	\$ 2,275	\$ (1,137)
FUNDRAISING UNRESTRICTED	\$ 211,921	\$ 371,657	\$ (159,736)
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -
RESTRICTED FUNDS	\$ 20,200	\$ 15,000	\$ 5,200
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 232,121</b>	<b>\$ 386,657</b>	<b>\$ (154,536) -40.0%</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 95,338</b>	<b>\$ 120,307</b>	<b>\$ (24,969) -20.8%</b>
<b>FUNDRAISING INCOME</b>	<b>\$ 136,783</b>	<b>\$ 266,350</b>	<b>\$ (129,568) -48.6%</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (60,427)</b>	<b>\$ 36,004</b>	<b>\$ (96,431) -267.8%</b>
TOTAL OPERATING REVENUES	\$ 453,511	\$ 611,176	\$ (157,665) -25.8%
TOTAL OPERATING EXPENSES	\$ 513,938	\$ 575,172	\$ (61,234) -10.6%
<b>CAPITAL OVERLAY</b>			
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 35,000	\$ (35,000)
CAPITAL EXPENSE	\$ 9,315	\$ 13,323	\$ (4,008)
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (9,315)</b>	<b>\$ 21,677</b>	<b>\$ (30,992) -143.0%</b>
<b>NET INCOME</b>	<b>\$ (69,742)</b>	<b>\$ 57,681</b>	<b>\$ (127,423) -220.9%</b>
TOTAL REVENUE	\$ 453,511	\$ 646,176	\$ (192,665) -29.8%
TOTAL EXPENSES	\$ 523,253	\$ 588,495	\$ (65,242) -11.1%
Cash Operating (includes \$84,215 PPP Funds)	\$ 219,511	\$ 319,339	\$ (99,828)
Cash SBA Loan 7/23/20	\$ 150,153	\$ 149,934	\$ 219
Total Cash	\$ 369,664	\$ 469,273	\$ (99,609)

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2020	Actuals Aug 2020	Actuals Sept 2020	Actuals Oct 2020	Actuals Nov 2020	Actuals Dec 2020	Actuals Jan 2021
<b>PROGRAM REVENUE</b>							
FITNESS - Island Fitness, Personal Trng	\$ 10,589.75	\$ 8,051.80	\$ 10,637.00	\$ 18,221.50	\$ 14,800.00	\$ 17,522.75	\$ 26,060.75
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65	\$ 3,608.00	\$ 2,815.00	\$ 6,579.20	\$ 14,216.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 5,674.00	\$ 15,295.00	\$ 8,276.00	\$ 6,685.00	\$ 18,156.58	\$ 15,842.82	\$ 6,627.51
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50.00	\$ -
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 17,668.75</b>	<b>\$ 24,755.60</b>	<b>\$ 27,780.65</b>	<b>\$ 28,514.50</b>	<b>\$ 35,771.58</b>	<b>\$ 39,994.77</b>	<b>\$ 46,904.26</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 10,016.75	\$ 8,285.80	\$ 10,702.00	\$ 17,251.50	\$ 14,011.00	\$ 16,749.75	\$ 24,656.75
REGISTRATION FEES (Sports, Youth, Adult)	\$ 6,007.00	\$ 14,432.80	\$ 14,478.65	\$ 7,258.00	\$ 14,085.58	\$ 17,715.02	\$ 18,347.51
OTHER (PT, Sponsorships, Donations, Merch Sales)	\$ 1,645.00	\$ 2,037.00	\$ 2,600.00	\$ 4,005.00	\$ 7,675.00	\$ 5,530.00	\$ 3,900.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50	\$ 35,771.58	\$ 39,994.77	\$ 46,904.26
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 11,533.24	\$ 5,805.00	\$ 5,760.00	\$ 5,996.15	\$ 9,233.23	\$ 8,089.41	\$ 7,444.46
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 2,757.14	\$ 2,062.69	\$ 2,829.27	\$ 3,657.18	\$ 5,259.49
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 7,378.78	\$ 8,892.07	\$ 6,297.72	\$ 10,669.63	\$ 9,248.75	\$ 7,620.71	\$ 10,446.10
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 19,786.38</b>	<b>\$ 17,507.53</b>	<b>\$ 14,814.86</b>	<b>\$ 18,728.47</b>	<b>\$ 21,311.25</b>	<b>\$ 19,367.30</b>	<b>\$ 23,150.05</b>
<b>PROGRAM INCOME/(LOSS)</b>							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ (943.49)	\$ 2,246.80	\$ 4,877.00	\$ 12,225.35	\$ 5,566.77	\$ 9,433.34	\$ 18,616.29
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 6,110.51	\$ 1,545.31	\$ (14.27)	\$ 2,922.02	\$ 8,956.51
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ (1,704.78)	\$ 6,402.93	\$ 1,978.28	\$ (3,984.63)	\$ 8,907.83	\$ 8,222.11	\$ (3,818.59)
ADULT - Seniors,Culture,Specialty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50.00	\$ -
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ (2,117.63)</b>	<b>\$ 7,248.07</b>	<b>\$ 12,965.79</b>	<b>\$ 9,786.03</b>	<b>\$ 14,460.33</b>	<b>\$ 20,627.47</b>	<b>\$ 23,754.21</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>							
GENERAL/INDIRECT	\$ 41,837.68	\$ 25,429.73	\$ 24,858.60	\$ 26,132.01	\$ 32,793.30	\$ 29,664.18	\$ 26,182.98
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,723.36	\$ 10,207.19	\$ 16,103.84	\$ 8,216.24	\$ 10,191.67
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 49,495.67</b>	<b>\$ 33,364.91</b>	<b>\$ 41,581.96</b>	<b>\$ 36,339.20</b>	<b>\$ 48,897.14</b>	<b>\$ 37,880.42</b>	<b>\$ 36,374.65</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (51,613.30)</b>	<b>\$ (26,116.84)</b>	<b>\$ (28,616.17)</b>	<b>\$ (26,553.17)</b>	<b>\$ (34,436.81)</b>	<b>\$ (17,252.95)</b>	<b>\$ (12,620.44)</b>
<b>FUNDRAISING REVENUE</b>							
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,411.47	\$ 6,477.83	\$ 67,294.74	\$ 50,865.60	\$ 1,991.63
GRANTS	\$ 9,800.00	\$ -	\$ -	\$ 5,000.00	\$ -	\$ 14,334.00	\$ 3,137.00
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -	\$ 99.97	\$ 41.81	\$ 38.13	\$ -
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00	\$ 128.00	\$ 115.00	\$ 140.00	\$ 625.25
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,486.47	\$ 11,705.80	\$ 67,451.55	\$ 65,377.73	\$ 5,753.88
TEMPORARILY RESTRICTED FUNDS		\$ 11,000.00	\$ (11,000.00)			\$ -	
RESTRICTED FUNDS						\$ 20,200.00	\$ -
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 33,216.33</b>	<b>\$ 24,929.06</b>	<b>\$ 3,486.47</b>	<b>\$ 11,705.80</b>	<b>\$ 67,451.55</b>	<b>\$ 85,577.73</b>	<b>\$ 5,753.88</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 17,126.94</b>	<b>\$ 10,144.34</b>	<b>\$ 13,656.19</b>	<b>\$ 12,609.13</b>	<b>\$ 18,800.51</b>	<b>\$ 11,662.49</b>	<b>\$ 11,338.40</b>
<b>FUNDRAISING INCOME</b>	<b>\$ 16,089.39</b>	<b>\$ 14,784.72</b>	<b>\$ (10,169.72)</b>	<b>\$ (903.33)</b>	<b>\$ 48,651.04</b>	<b>\$ 73,915.24</b>	<b>\$ (5,584.52)</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (35,523.91)</b>	<b>\$ (11,332.12)</b>	<b>\$ (38,785.89)</b>	<b>\$ (27,456.50)</b>	<b>\$ 14,214.23</b>	<b>\$ 56,662.29</b>	<b>\$ (18,204.96)</b>
<b>NET ORDINARY INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (35,523.91)</b>	<b>\$ (46,856.03)</b>	<b>\$ (85,641.92)</b>	<b>\$ (113,098.42)</b>	<b>\$ (98,884.19)</b>	<b>\$ (42,221.90)</b>	<b>\$ (60,426.86)</b>
<b>CAPITAL OVERLAY</b>							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 1,330.72	\$ 1,330.72	\$ 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)	\$ (1,330.72)	\$ (1,330.72)
<b>NET INCOME</b>	<b>\$ (36,854.63)</b>	<b>\$ (12,662.84)</b>	<b>\$ (40,116.61)</b>	<b>\$ (28,787.22)</b>	<b>\$ 12,883.51</b>	<b>\$ 55,331.57</b>	<b>\$ (19,535.68)</b>
<b>NET INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (36,854.63)</b>	<b>\$ (49,517.47)</b>	<b>\$ (89,634.08)</b>	<b>\$ (118,421.30)</b>	<b>\$ (105,537.79)</b>	<b>\$ (50,206.22)</b>	<b>\$ (69,741.90)</b>
Total Revenue	\$ 50,885.08	\$ 49,684.66	\$ 31,267.12	\$ 40,220.30	\$ 103,223.13	\$ 125,572.50	\$ 52,658.14
Total Expenses	\$ 87,739.71	\$ 62,347.50	\$ 71,383.73	\$ 69,007.52	\$ 90,339.62	\$ 70,240.93	\$ 72,193.82
	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)	\$ 12,883.51	\$ 55,331.57	\$ (19,535.68)
Cash Flow	\$ 279,237	\$ 232,517	\$ 210,993	\$ 211,058	\$ 149,515	\$ 187,251	\$ 236,959
SBA Loan 7/23/20	\$ 149,900	\$ 149,934	\$ 149,987	\$ 150,034	\$ 150,076	\$ 150,114	\$ 150,153
Cash Available	\$ 382,417	\$ 360,927	\$ 361,045	\$ 299,549	\$ 337,327	\$ 387,073	\$ 369,664

**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
<b>PROGRAM REVENUE</b>													
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 17,623.75</b>	<b>\$ 24,530.60</b>	<b>\$ 22,811.85</b>	<b>\$ 25,919.70</b>	<b>\$ 29,859.70</b>	<b>\$ 41,699.70</b>	<b>\$ 62,073.20</b>	<b>\$ 52,649.70</b>	<b>\$ 32,659.70</b>	<b>\$ 39,925.50</b>	<b>\$ 39,040.00</b>	<b>\$ 79,437.00</b>	<b>\$ 468,230.40</b>
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
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>													
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 18,530.74</b>	<b>\$ 15,467.27</b>	<b>\$ 12,397.89</b>	<b>\$ 17,338.09</b>	<b>\$ 16,936.34</b>	<b>\$ 16,617.32</b>	<b>\$ 28,554.02</b>	<b>\$ 27,653.77</b>	<b>\$ 26,486.04</b>	<b>\$ 24,564.88</b>	<b>\$ 22,776.01</b>	<b>\$ 28,367.42</b>	<b>\$ 255,689.79</b>
<b>PROGRAM INCOME/(LOSS)</b>													
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ (906.99)</b>	<b>\$ 9,063.33</b>	<b>\$ 10,413.96</b>	<b>\$ 8,581.61</b>	<b>\$ 12,923.36</b>	<b>\$ 25,082.38</b>	<b>\$ 33,519.18</b>	<b>\$ 24,995.93</b>	<b>\$ 6,173.66</b>	<b>\$ 15,360.62</b>	<b>\$ 16,263.99</b>	<b>\$ 51,069.58</b>	<b>\$ 212,540.61</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>													
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
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 50,751.24</b>	<b>\$ 35,405.19</b>	<b>\$ 56,301.42</b>	<b>\$ 41,140.02</b>	<b>\$ 48,193.26</b>	<b>\$ 41,868.91</b>	<b>\$ 55,363.50</b>	<b>\$ 37,842.54</b>	<b>\$ 40,971.47</b>	<b>\$ 44,615.03</b>	<b>\$ 40,136.36</b>	<b>\$ 54,680.39</b>	<b>\$ 547,269.33</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (51,658.23)</b>	<b>\$ (26,341.86)</b>	<b>\$ (45,887.46)</b>	<b>\$ (32,558.41)</b>	<b>\$ (35,269.90)</b>	<b>\$ (16,786.53)</b>	<b>\$ (21,844.32)</b>	<b>\$ (12,846.61)</b>	<b>\$ (34,797.81)</b>	<b>\$ (29,254.41)</b>	<b>\$ (23,872.37)</b>	<b>\$ (3,610.81)</b>	<b>\$ (334,728.72)</b>
<b>FUNDRAISING REVENUE</b>													
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
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 33,216.33</b>	<b>\$ 24,929.06</b>	<b>\$ 14,075.00</b>	<b>\$ 6,525.00</b>	<b>\$ 32,885.00</b>	<b>\$ 216,351.65</b>	<b>\$ 58,675.00</b>	<b>\$ 23,680.00</b>	<b>\$ 9,340.00</b>	<b>\$ 11,650.00</b>	<b>\$ 52,550.00</b>	<b>\$ 34,100.00</b>	<b>\$ 517,977.04</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 18,004.46</b>	<b>\$ 10,144.33</b>	<b>\$ 10,276.40</b>	<b>\$ 16,089.91</b>	<b>\$ 14,022.62</b>	<b>\$ 33,267.89</b>	<b>\$ 18,501.05</b>	<b>\$ 13,272.14</b>	<b>\$ 11,018.85</b>	<b>\$ 13,274.52</b>	<b>\$ 14,682.73</b>	<b>\$ 10,693.42</b>	<b>\$ 183,248.32</b>
<b>FUNDRAISING INCOME</b>	<b>\$ 15,211.87</b>	<b>\$ 14,784.73</b>	<b>\$ 3,798.60</b>	<b>\$ (9,564.91)</b>	<b>\$ 18,862.38</b>	<b>\$ 183,083.76</b>	<b>\$ 40,173.95</b>	<b>\$ 10,407.86</b>	<b>\$ (1,678.85)</b>	<b>\$ (1,624.52)</b>	<b>\$ 37,867.27</b>	<b>\$ 23,406.58</b>	<b>\$ 334,728.72</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (36,446.36)</b>	<b>\$ (11,557.13)</b>	<b>\$ (42,088.86)</b>	<b>\$ (42,123.32)</b>	<b>\$ (16,407.52)</b>	<b>\$ 166,297.23</b>	<b>\$ 18,329.63</b>	<b>\$ (2,438.75)</b>	<b>\$ (36,476.66)</b>	<b>\$ (30,878.93)</b>	<b>\$ 13,994.90</b>	<b>\$ 19,795.77</b>	<b>\$ -</b>
<b>NET ORDINARY INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (36,446.36)</b>	<b>\$ (48,003.49)</b>	<b>\$ (90,092.35)</b>	<b>\$ (132,215.67)</b>	<b>\$ (148,623.19)</b>	<b>\$ 17,674.04</b>	<b>\$ 36,003.67</b>	<b>\$ 33,564.92</b>	<b>\$ (2,911.74)</b>	<b>\$ (33,790.67)</b>	<b>\$ (19,795.77)</b>	<b>\$ -</b>	<b>\$ -</b>
<b>CAPITAL OVERLAY</b>													
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	\$ 1,330.72	\$ 1,330.72	\$ 8,338.56	\$ 1,330.72	\$ 5,338.56	\$ 1,330.72	\$ 30,992.16
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (1,330.72)</b>	<b>\$ (1,330.72)</b>	<b>\$ (1,330.72)</b>	<b>\$ (1,330.72)</b>	<b>\$ (5,338.56)</b>	<b>\$ 33,669.28</b>	<b>\$ (1,330.72)</b>	<b>\$ (1,330.72)</b>	<b>\$ (8,338.56)</b>	<b>\$ (1,330.72)</b>	<b>\$ (5,338.56)</b>	<b>\$ (1,330.72)</b>	<b>\$ 4,007.84</b>
<b>NET INCOME</b>	<b>\$ (37,777.08)</b>	<b>\$ (12,887.85)</b>	<b>\$ (43,419.58)</b>	<b>\$ (43,454.04)</b>	<b>\$ (21,746.08)</b>	<b>\$ 199,966.51</b>	<b>\$ 16,998.91</b>	<b>\$ (3,769.47)</b>	<b>\$ (44,815.22)</b>	<b>\$ (32,209.65)</b>	<b>\$ 8,656.34</b>	<b>\$ 18,465.05</b>	<b>\$ 4,007.84</b>
<b>NET INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (37,777.08)</b>	<b>\$ (50,664.93)</b>	<b>\$ (94,084.51)</b>	<b>\$ (137,538.55)</b>	<b>\$ (159,284.63)</b>	<b>\$ 40,681.88</b>	<b>\$ 57,680.79</b>	<b>\$ 53,911.32</b>	<b>\$ 9,096.10</b>	<b>\$ (23,113.55)</b>	<b>\$ (14,457.21)</b>	<b>\$ 4,007.84</b>	<b>\$ 4,007.84</b>
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	\$ 103,749.29	\$ 80,099.17	\$ 86,814.92	\$ 83,785.15	\$ 82,933.66	\$ 95,071.95	\$ 1,017,199.60
	\$ (37,777.08)	\$ (12,887.85)	\$ (43,419.58)	\$ (43,454.04)	\$ (21,746.08)	\$ 199,966.51	\$ 16,998.91	\$ (3,769.47)	\$ (44,815.22)	\$ (32,209.65)	\$ 8,656.34	\$ 18,465.05	\$ 4,007.84
Cash Flow	\$ 279,237	\$ 231,020	\$ 210,993	\$ 167,574	\$ 124,120	\$ 102,373	\$ 302,340	\$ 319,339	\$ 315,569	\$ 270,754	\$ 238,545	\$ 247,201	\$ 265,666
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	\$ 469,273	\$ 465,503	\$ 420,688	\$ 388,479	\$ 397,135	\$ 415,600	\$ 415,600