

The Center
High Level Overview

2020-2021 ACTUALS - CASH BASIS

	MAR 2020 FYTD	PRIOR FY 19/20	VARIANCE		BUDGET FYTD	VARIANCE	
	2020/2021	ACTUALS	From Prior FY		2020/2021	From Budget	
PROGRAMS							
REVENUE	\$ 311,999	\$ 436,776	\$ (124,778)	-29%	\$ 309,828	\$ 2,171	1%
DIRECT COSTS	\$ 182,873	\$ 236,589	\$ (53,715)	-23%	\$ 179,981	\$ 2,892	2%
PROGRAM INCOME/(LOSS)	\$ 129,125	\$ 200,188	\$ (71,063)		\$ 129,846	\$ (721)	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 365,191	\$ 416,300	\$ (51,109)	-12%	\$ 407,838	\$ (42,647)	-10%
INCOME/(LOSS) FROM OPERATIONS	\$ (236,066)	\$ (216,112)	\$ (19,954)	-9%	\$ (277,991)	\$ 41,926	15%
FUNDRAISING							
REVENUE	\$ 293,525	\$ 370,072	\$ (76,547)	-21%	\$ 419,677	\$ (126,152)	-30%
DIRECT COSTS	\$ 140,250	\$ 212,504	\$ (72,254)	-34%	\$ 144,598	\$ (4,348)	-3%
FUNDRAISING INCOME/(LOSS)	\$ 153,275	\$ 157,568	\$ (4,293)		\$ 275,079	\$ (121,804)	
NET ORDINARY INCOME/(LOSS)	\$ (82,790)	\$ (58,543)	\$ (24,247)	0%	\$ (2,912)	\$ (79,878)	0%
TOTAL OPERATING REVENUES	\$ 605,524	\$ 806,849	\$ (201,325)	-25%	\$ 729,505	\$ (123,981)	-17%
TOTAL OPERATING EXPENSES	\$ 688,314	\$ 865,392	\$ (177,078)	-20%	\$ 732,417	\$ (44,103)	-6%
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 51,996	\$ (51,996)		\$ 35,000	\$ (35,000)	
CAPITAL EXPENSE	\$ 12,921	\$ 21,364	\$ (8,443)		\$ 16,929	\$ (4,008)	
NET OTHER INCOME - CAPITAL	\$ (12,921)	\$ 30,632	\$ (43,553)		\$ 18,071	\$ (30,992)	
NET INCOME	\$ (95,711)	\$ (27,911)	\$ (67,800)	-243%	\$ 15,159	\$ (110,871)	-731%
TOTAL REVENUE	\$ 605,524	\$ 858,845	\$ (253,321)	-29%	\$ 764,505	\$ (158,981)	-21%
TOTAL EXPENSES	\$ 701,235	\$ 886,756	\$ (185,521)	-21%	\$ 749,346	\$ (48,110)	-6%

MAR

The Center

2020-2021 ACTUALS - CASH BASIS

	vs PRIOR YEAR			vs BUDGET	
	MAR 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	\$ 155,170	\$ 295,652	\$ (140,482)	\$ 174,141	\$ (18,971)
SPORTS - Adult	\$ 50,156	\$ 33,246	\$ 16,910	\$ 37,925	\$ 12,231
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 106,623	\$ 103,503	\$ 3,120	\$ 97,763	\$ 8,860
ADULT - Seniors,Culture,Specialty	\$ 50	\$ 4,375	\$ (4,325)	\$ -	\$ 50
TOTAL PROGRAM REVENUE	\$ 311,999	\$ 436,776	\$ (124,778)	\$ 309,828	\$ 2,171
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 148,201	\$ 252,995	\$ (104,794)	\$ 160,335	\$ (12,133)
REGISTRATION FEES (Sports,Youth,Adult)	\$ 129,550	\$ 129,577	\$ (27)	\$ 112,186	\$ 17,364
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 34,247	\$ 54,204	\$ (19,957)	\$ 37,307	\$ (3,060)
PROGRAM DIRECT COSTS (Variable Costs)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 73,742	\$ 106,028	\$ (32,286)	\$ 80,311	\$ (6,569)
SPORTS - Adult	\$ 28,518	\$ 32,493	\$ (3,975)	\$ 24,612	\$ 3,906
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 80,613	\$ 93,737	\$ (13,124)	\$ 75,059	\$ 5,554
ADULT - Seniors,Culture,Specialty	\$ -	\$ 4,331	\$ (4,331)	\$ -	\$ -
TOTAL PROGRAM DIRECTS COSTS	\$ 182,873	\$ 236,589	\$ (53,715)	\$ 179,981	\$ 2,892
PROGRAM INCOME/(LOSS)					
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 81,428	\$ 189,624	\$ (108,196)	\$ 93,830	\$ (12,402)
SPORTS - Adult	\$ 21,638	\$ 753	\$ 20,884	\$ 13,313	\$ 8,325
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 26,010	\$ 9,767	\$ 16,243	\$ 22,704	\$ 3,306
ADULT - Seniors,Culture,Specialty	\$ 50	\$ 44	\$ 6	\$ -	\$ 50
TOTAL PROGRAM INCOME/(LOSS)	\$ 129,125	\$ 200,188	\$ (71,063)	\$ 129,846	\$ (721)
GENERAL & ADMIN EXPENSES					
GENERAL/INDIRECT	\$ 266,694	\$ 309,471	\$ (42,777)	\$ 307,557	\$ (40,863)
ADMINISTRATIVE	\$ 98,497	\$ 106,829	\$ (8,331)	\$ 100,281	\$ (1,783)
TOTAL G&A EXPENSES	\$ 365,191	\$ 416,300	\$ (51,109)	\$ 407,838	\$ (42,647)
INCOME/(LOSS) FROM OPERATIONS	\$ (236,066)	\$ (216,112)	\$ (19,954)	\$ (277,991)	\$ 41,926
FUNDRAISING REVENUE					
DONATIONS/SPONS/TICKETS	\$ 222,879	\$ 342,262	\$ (119,383)	\$ 386,698	\$ (163,818)
GRANTS	\$ 46,779	\$ 4,850	\$ 41,929	\$ 14,650	\$ 32,129
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ 322	\$ -	\$ 322	\$ 34	\$ 287
OTHER INCOME - Rental, Merch Sales	\$ 3,345	\$ 7,960	\$ (4,615)	\$ 3,295	\$ 50
FUNDRAISING UNRESTRICTED	\$ 273,325	\$ 355,072	\$ (81,747)	\$ 404,677	\$ (131,352)
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -
RESTRICTED FUNDS	\$ 20,200	\$ 15,000	\$ 5,200	\$ 15,000	\$ 5,200
TOTAL FUNDRAISING REVENUE	\$ 293,525	\$ 370,072	\$ (76,547)	\$ 419,677	\$ (126,152)
FUNDRAISING DIRECT COSTS	\$ 140,250	\$ 212,504	\$ (72,254)	\$ 144,598	\$ (4,348)
FUNDRAISING INCOME	\$ 153,275	\$ 157,568	\$ (4,293)	\$ 275,079	\$ (121,804)
NET ORDINARY INCOME/(LOSS)	\$ (82,790)	\$ (58,543)	\$ (24,247)	\$ (2,912)	\$ (79,878)
TOTAL OPERATING REVENUES	\$ 605,524	\$ 806,849	\$ (201,325)	\$ 729,505	\$ (123,981)
TOTAL OPERATING EXPENSES	\$ 688,314	\$ 865,392	\$ (177,078)	\$ 732,417	\$ (44,103)
CAPITAL OVERLAY					
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ 51,996	\$ (51,996)	\$ 35,000	\$ (35,000)
CAPITAL EXPENSE	\$ 12,921	\$ 21,364	\$ (8,443)	\$ 16,929	\$ (4,008)
NET OTHER INCOME - CAPITAL	\$ (12,921)	\$ 30,632	\$ (43,553)	\$ 18,071	\$ (30,992)
NET INCOME	\$ (95,711)	\$ (27,911)	\$ (67,800)	\$ 15,159	\$ (110,871)
TOTAL REVENUE	\$ 605,524	\$ 858,845	\$ (253,321)	\$ 764,505	\$ (158,981)
TOTAL EXPENSES	\$ 701,235	\$ 886,756	\$ (185,521)	\$ 749,346	\$ (48,110)
Cash Operating (includes \$84,215 PPP Funds)	\$ 198,327	\$ 153,912	\$ 44,415	\$ 276,817	\$ (78,490)
Cash SBA Loan 7/23/20	\$ 150,225	\$ -	\$ 150,225	\$ 149,934	\$ 291
Total Cash	\$ 348,552	\$ 153,912	\$ 194,641	\$ 426,751	\$ (78,199)

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	Actuals Feb 2021	Actuals Mar 2021
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	\$ 26,060.75	\$ 21,660.00	\$ 27,626.25
SPORTS - Adult	\$ 1,405.00	\$ 1,408.80	\$ 8,867.65	\$ 3,608.00	\$ 2,815.00	\$ 6,579.20	\$ 14,216.00	\$ 6,814.25	\$ 4,442.00
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	\$ 7,116.99	\$ 22,948.90
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	\$ 46,904.26	\$ 35,591.24	\$ 55,017.15
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	\$ 21,181.00	\$ 25,346.75
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	\$ 11,910.24	\$ 25,315.40
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	\$ 2,500.00	\$ 4,355.00
	\$ 17,668.75	\$ 24,755.60	\$ 27,780.65	\$ 28,514.50	\$ 35,771.58	\$ 39,994.77	\$ 46,904.26	\$ 35,591.24	\$ 55,017.15
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	\$ 7,444.46	\$ 10,930.14	\$ 8,950.10
SPORTS - Adult	\$ 874.36	\$ 2,810.46	\$ 2,757.14	\$ 2,062.69	\$ 2,829.27	\$ 3,657.18	\$ 5,259.49	\$ 4,126.65	\$ 4,141.15
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	\$ 9,155.45	\$ 10,903.75
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	\$ 23,150.05	\$ 24,212.24	\$ 23,995.00
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	\$ 18,616.29	\$ 10,729.86	\$ 18,676.15
SPORTS - Adult	\$ 530.64	\$ (1,401.66)	\$ 6,110.51	\$ 1,545.31	\$ (14.27)	\$ 2,922.02	\$ 8,956.51	\$ 2,687.60	\$ 300.85
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)	\$ (2,038.46)	\$ 12,045.15
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	\$ 23,754.21	\$ 11,379.00	\$ 31,022.15
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	\$ 26,182.98	\$ 32,055.84	\$ 27,739.24
ADMINISTRATIVE	\$ 7,657.99	\$ 7,935.18	\$ 16,723.36	\$ 10,207.19	\$ 16,103.84	\$ 8,216.24	\$ 10,191.67	\$ 11,554.08	\$ 9,907.82
TOTAL G&A EXPENSES	\$ 49,495.67	\$ 33,364.91	\$ 41,581.96	\$ 36,339.20	\$ 48,897.14	\$ 37,880.42	\$ 36,374.65	\$ 43,609.92	\$ 37,647.06
INCOME/(LOSS) FROM OPERATIONS	\$ (51,613.30)	\$ (26,116.84)	\$ (28,616.17)	\$ (26,553.17)	\$ (34,436.81)	\$ (17,252.95)	\$ (12,620.44)	\$ (32,230.92)	\$ (6,624.91)
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 23,416.33	\$ 13,839.66	\$ 14,411.47	\$ 6,477.83	\$ 67,294.74	\$ 50,865.60	\$ 1,991.63	\$ 25,259.11	\$ 19,323.02
GRANTS	\$ 9,800.00	\$ -	\$ -	\$ 5,000.00	\$ -	\$ 14,334.00	\$ 3,137.00	\$ -	\$ 14,508.00
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 34.40	\$ -	\$ 99.97	\$ 41.81	\$ 38.13	\$ -	\$ 34.56	\$ 72.83
OTHER INCOME - Rental, Merch Sales	\$ -	\$ 55.00	\$ 75.00	\$ 128.00	\$ 115.00	\$ 140.00	\$ 625.25	\$ 895.00	\$ 1,312.00
FUNDRAISING UNRESTRICTED	\$ 33,216.33	\$ 13,929.06	\$ 14,486.47	\$ 11,705.80	\$ 67,451.55	\$ 65,377.73	\$ 5,753.88	\$ 26,188.67	\$ 35,215.85
TEMPORARILY RESTRICTED FUNDS		\$ 11,000.00	\$ (11,000.00)			\$ -			
RESTRICTED FUNDS						\$ 20,200.00	\$ -		
TOTAL FUNDRAISING REVENUE	\$ 33,216.33	\$ 24,929.06	\$ 3,486.47	\$ 11,705.80	\$ 67,451.55	\$ 85,577.73	\$ 5,753.88	\$ 26,188.67	\$ 35,215.85
FUNDRAISING DIRECT COSTS	\$ 17,126.94	\$ 10,144.34	\$ 13,656.19	\$ 12,609.13	\$ 18,800.51	\$ 11,662.49	\$ 11,338.40	\$ 14,448.47	\$ 30,463.55
FUNDRAISING INCOME	\$ 16,089.39	\$ 14,784.72	\$ (10,169.72)	\$ (903.33)	\$ 48,651.04	\$ 73,915.24	\$ (5,584.52)	\$ 11,740.20	\$ 4,752.30
NET ORDINARY INCOME/(LOSS)	\$ (35,523.91)	\$ (11,332.12)	\$ (38,785.89)	\$ (27,456.50)	\$ 14,214.23	\$ 56,662.29	\$ (18,204.96)	\$ (20,490.72)	\$ (1,872.61)
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (35,523.91)	\$ (46,856.03)	\$ (85,641.92)	\$ (113,098.42)	\$ (98,884.19)	\$ (42,221.90)	\$ (60,426.86)	\$ (80,917.58)	\$ (82,790.19)
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	\$ 1,330.72	\$ 1,330.72	\$ 2,275.48	\$ 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)	\$ (2,275.48)	\$ (1,330.72)
NET INCOME	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)	\$ 12,883.51	\$ 55,331.57	\$ (19,535.68)	\$ (22,766.20)	\$ (3,203.33)
NET INCOME/(LOSS) CUMULATIVE	\$ (36,854.63)	\$ (49,517.47)	\$ (89,634.08)	\$ (118,421.30)	\$ (105,537.79)	\$ (50,206.22)	\$ (69,741.90)	\$ (92,508.10)	\$ (95,711.43)
Total Revenue	\$ 50,885.08	\$ 49,684.66	\$ 31,267.12	\$ 40,220.30	\$ 103,223.13	\$ 125,572.50	\$ 52,658.14	\$ 61,779.91	\$ 90,233.00
Total Expenses	\$ 87,739.71	\$ 62,347.50	\$ 71,383.73	\$ 69,007.52	\$ 90,339.62	\$ 70,240.93	\$ 72,193.82	\$ 84,546.11	\$ 93,436.33
	\$ (36,854.63)	\$ (12,662.84)	\$ (40,116.61)	\$ (28,787.22)	\$ 12,883.51	\$ 55,331.57	\$ (19,535.68)	\$ (22,766.20)	\$ (3,203.33)
Cash Flow	\$ 279,237	\$ 232,517	\$ 210,993	\$ 211,058	\$ 149,515	\$ 187,251	\$ 236,959	\$ 219,511	\$ 196,745
SBA Loan 7/23/20	\$ 149,900	\$ 149,934	\$ 149,987	\$ 150,034	\$ 150,076	\$ 150,114	\$ 150,153	\$ 150,153	\$ 150,225
Cash Available	\$ 382,417	\$ 360,927	\$ 361,045	\$ 299,549	\$ 337,327	\$ 387,073	\$ 369,664	\$ 346,897	\$ 348,552