

**CENTER BUDGET  
FY 2021/2022**

	2021/2022	2020/2021	Increase/(Decrease)		Comments
	Total Budget	Prior Year Actuals	\$	%	
<b>Income</b>					
Membership Fees	\$ 316,720.00	\$ 201,302.05	\$ 115,417.95	57.3%	Inc. in membership fees, anticipate 2019 Pre-COVID levels, trending up significantly from PY
Registration	\$ 236,506.00	\$ 198,400.45	\$ 38,105.55	19.2%	Summer Camp, After School programs double over PY, trending well
Personal Training	\$ 14,700.00	\$ 11,030.00	\$ 3,670.00	33.3%	Anticipate Pre-COVID levels
Donations (Unrestricted & Restricted)	\$ 364,460.00	\$ 398,675.44	\$ (34,215.44)	-8.6%	PY included \$40k Selby & \$75k Intuitive. Anticipate \$80k new donations.
Sponsorships	\$ 240,350.00	\$ 52,600.00	\$ 187,750.00	356.9%	Concerts, MM & TOH events not done PY due to COVID
Ticket Sales	\$ 257,250.00	\$ 97,073.86	\$ 160,176.14	165.0%	Concerts, MM & TOH events not done PY due to COVID
Grants	\$ 88,500.00	\$ 56,992.00	\$ 31,508.00	55.3%	Bishop Parker Grants \$50k & \$10k for BTC, \$4k Sarasota Bay
Grants/Govmnt (City AM & HB)	\$ 60,000.00	\$ 47,500.00	\$ 12,500.00	26.3%	Increase funding from Cities, \$50k Anna Maria & HB, \$10k BB
Rental Fees	\$ 3,900.00	\$ 6,789.00	\$ (2,889.00)	-42.6%	
Other - Interest Income	\$ 385.90	\$ 398.25	\$ (12.35)	-3.1%	
Merch Sales, Income Svc Fee	\$ 912.50	\$ 1,081.25	\$ (168.75)	-15.6%	
<b>Total Income</b>	<b>\$ 1,583,684.40</b>	<b>\$ 1,071,842.30</b>	<b>\$ 511,842.10</b>	<b>47.8%</b>	
<b>Expenses</b>					
Contractors/Refs	\$ 205,118.73	\$ 136,977.08	\$ 68,141.65	49.7%	Anticipate 2019 Pre-Covid levels instructor, contract labor & ref fees
Employee	\$ 618,558.06	\$ 484,531.23	\$ 134,026.83	27.7%	FT mktg comm, PT front desk, more PT after school, camps. Empl W/T/B increases
Direct Program Exp	\$ 325,470.24	\$ 181,372.50	\$ 144,097.74	79.4%	Concerts, MM, TOH, general cost increases
Advertising	\$ 18,195.02	\$ 12,901.90	\$ 5,293.12	41.0%	Increased social media presence, TV ad in bars/restuarants
Facilities/R&M/Auto Vans	\$ 102,977.09	\$ 90,237.83	\$ 12,739.26	14.1%	Higher cleaning costs, overall general increase in expenses
Insurances	\$ 47,200.00	\$ 49,026.88	\$ (1,826.88)	-3.7%	
Professional	\$ 47,800.00	\$ 46,878.00	\$ 922.00	2.0%	
Office/Other	\$ 41,533.96	\$ 36,616.12	\$ 4,917.84	13.4%	Computers new staff members, Life Long Learning tables & chairs
<b>Total Expenses</b>	<b>\$ 1,406,853.10</b>	<b>\$ 1,038,541.54</b>	<b>\$ 368,311.56</b>	<b>35.5%</b>	
<b>Net Ordinary Income</b>	<b>\$ 176,831.30</b>	<b>\$ 33,300.76</b>	<b>\$ 143,530.54</b>	<b>431.0%</b>	
<b>Capital Budget (see Capital Budget detail)</b>					
Capital Income	\$ -	\$ 36,843.54	\$ (36,843.54)	-100.0%	Rec'd \$40k Selby, \$50k Intuitive in PY restricted for capital expenses
Capital Expenses	\$ 176,739.28	\$ 16,652.22	\$ 160,087.06	961.4%	See Capital Budget
<b>Net Capital</b>	<b>\$ (176,739.28)</b>	<b>\$ 20,191.32</b>	<b>\$ (196,930.60)</b>	<b>-975.3%</b>	
<b>Net Income</b>	<b>\$ 92.02</b>	<b>\$ 53,492.08</b>	<b>\$ (53,400.06)</b>	<b>-99.8%</b>	

**CENTER BUDGET  
FY 2021/2022**

	Fitness	Adult Sports	Youth	Adult Other	Total Programs	Fundraising	Indirect	Admin	Total G&A	2021/2022 Total Budget	2020/2021 Prior Year Actuals	Increase/(Decrease) From Prior Year	
												\$	%
<b>Income</b>													
Membership Fees	\$ 304,490.00	\$ 12,230.00			\$ 316,720.00				\$ -	\$ 316,720.00	\$ 201,302.05	\$ 115,417.95	57.3%
Registration	\$ 15,555.00	\$ 52,521.00	\$ 168,430.00		\$ 236,506.00				\$ -	\$ 236,506.00	\$ 198,400.45	\$ 38,105.55	19.2%
Personal Training	\$ 14,700.00				\$ 14,700.00				\$ -	\$ 14,700.00	\$ 11,030.00	\$ 3,670.00	33.3%
Donations (Unrestricted & Restricted)	\$ 120.00		\$ 6,475.00		\$ 6,595.00	\$ 357,865.00			\$ -	\$ 364,460.00	\$ 398,675.44	\$ (34,215.44)	-8.6%
Sponsorships		\$ 7,850.00	\$ 16,500.00		\$ 24,350.00	\$ 216,000.00			\$ -	\$ 240,350.00	\$ 52,600.00	\$ 187,750.00	356.9%
Ticket Sales					\$ -	\$ 257,250.00			\$ -	\$ 257,250.00	\$ 97,073.86	\$ 160,176.14	165.0%
Grants					\$ -	\$ 88,500.00			\$ -	\$ 88,500.00	\$ 56,992.00	\$ 31,508.00	55.3%
Grants/Govmnt (City AM & HB)					\$ -	\$ 60,000.00			\$ -	\$ 60,000.00	\$ 47,500.00	\$ 12,500.00	26.3%
Rental Fees					\$ -	\$ 3,900.00			\$ -	\$ 3,900.00	\$ 6,789.00	\$ (2,889.00)	-42.6%
Other - Interest Income					\$ -	\$ 385.90			\$ -	\$ 385.90	\$ 398.25	\$ (12.35)	-3.1%
Merch Sales, Income Svc Fee					\$ -	\$ 912.50			\$ -	\$ 912.50	\$ 1,081.25	\$ (168.75)	-15.6%
<b>Total Income</b>	<b>\$ 334,865.00</b>	<b>\$ 72,601.00</b>	<b>\$ 191,405.00</b>	<b>\$ -</b>	<b>\$ 598,871.00</b>	<b>\$ 984,813.40</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,583,684.40</b>	<b>\$ 1,071,842.30</b>	<b>\$ 511,842.10</b>	<b>47.8%</b>
<b>Expenses</b>													
Contractors/Refs	\$ 160,074.73	\$ 33,794.00	\$ 11,250.00		\$ 205,118.73				\$ -	\$ 205,118.73	\$ 136,977.08	\$ 68,141.65	49.7%
Employee	\$ 32,400.00	\$ 37,361.00	\$ 130,033.86	\$ 7,544.64	\$ 207,339.50	\$ 138,941.90	\$ 203,131.60	\$ 69,145.06	\$ 272,276.66	\$ 618,558.06	\$ 484,531.23	\$ 134,026.83	27.7%
Direct Program Exp	\$ 2,779.90	\$ 9,115.98	\$ 26,514.86		\$ 38,410.74	\$ 287,059.50			\$ -	\$ 325,470.24	\$ 181,372.50	\$ 144,097.74	79.4%
Advertising					\$ -	\$ 4,116.42		\$ 14,078.60	\$ 14,078.60	\$ 18,195.02	\$ 12,901.90	\$ 5,293.12	41.0%
Facilities/R&M/Auto Vans					\$ -		\$ 102,831.20	\$ 145.89	\$ 102,977.09	\$ 102,977.09	\$ 90,237.83	\$ 12,739.26	14.1%
Insurances					\$ -		\$ 47,200.00		\$ 47,200.00	\$ 47,200.00	\$ 49,026.88	\$ (1,826.88)	-3.7%
Professional					\$ -			\$ 47,800.00	\$ 47,800.00	\$ 47,800.00	\$ 46,878.00	\$ 922.00	2.0%
Office/Other			\$ -		\$ -	\$ 2,637.92	\$ 21,253.04	\$ 17,643.00	\$ 38,896.04	\$ 41,533.96	\$ 36,616.12	\$ 4,917.84	13.4%
<b>Total Expenses</b>	<b>\$ 195,254.63</b>	<b>\$ 80,270.98</b>	<b>\$ 167,798.72</b>	<b>\$ 7,544.64</b>	<b>\$ 450,868.97</b>	<b>\$ 432,755.74</b>	<b>\$ 374,415.84</b>	<b>\$ 148,812.55</b>	<b>\$ 523,228.39</b>	<b>\$ 1,406,853.10</b>	<b>\$ 1,038,541.54</b>	<b>\$ 368,311.56</b>	<b>35.5%</b>
<b>Net Ordinary Income</b>	<b>\$ 139,610.37</b>	<b>\$ (7,669.98)</b>	<b>\$ 23,606.28</b>	<b>\$ (7,544.64)</b>	<b>\$ 148,002.03</b>	<b>\$ 552,057.66</b>	<b>\$ (374,415.84)</b>	<b>\$ (148,812.55)</b>	<b>\$ (523,228.39)</b>	<b>\$ 176,831.30</b>	<b>\$ 33,300.76</b>	<b>\$ 143,530.54</b>	<b>431.0%</b>
<b>Capital Budget (see Capital Budget detail)</b>													
Capital Income					\$ -	\$ -			\$ -	\$ -	\$ 36,843.54	\$ (36,843.54)	-100.0%
Capital Expenses					\$ -	\$ -	\$ 176,739.28		\$ 176,739.28	\$ 176,739.28	\$ 16,652.22	\$ 160,087.06	961.4%
<b>Net Capital</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (176,739.28)</b>	<b>\$ -</b>	<b>\$ (176,739.28)</b>	<b>\$ (176,739.28)</b>	<b>\$ 20,191.32</b>	<b>\$ (196,930.60)</b>	<b>-975.3%</b>
<b>Net Income</b>	<b>\$ 139,610.37</b>	<b>\$ (7,669.98)</b>	<b>\$ 23,606.28</b>	<b>\$ (7,544.64)</b>	<b>\$ 148,002.03</b>	<b>\$ 552,057.66</b>	<b>\$ (551,155.12)</b>	<b>\$ (148,812.55)</b>	<b>\$ (699,967.67)</b>	<b>\$ 92.02</b>	<b>\$ 53,492.08</b>	<b>\$ (53,400.06)</b>	<b>-99.8%</b>

Fund Raising Budget 2021/2022	Budget 21/22 Totals	2020/2021	Variance from PY		Comments
		Prior Year Actuals	\$	%	
Income - Fund Raising					
Grants - Trolly	\$ 4,000.00	\$ 3,137.00	\$ 863.00	27.51%	
Grants - Manatee Co. Cares	\$ 15,000.00	\$ 19,334.00	\$ (4,334.00)	-22.42%	Manatee County CARES grant
Grants - Green Initiative	\$ 5,500.00	\$ 15,594.00	\$ (10,094.00)	-64.73%	Less emphasis on reef installation than PY
Grants - Misc & Other	\$ 64,000.00	\$ -	\$ 64,000.00		Parker Bishop \$50k, \$10 BTC Bishop, \$4k Sarasota Bay.
Grants/Govt - AM/HB	\$ 60,000.00	\$ 47,500.00	\$ 12,500.00	26.32%	Anna Maria & Holmes Beach - slight increase over PY in city funding anticipated
Restricted - Selby	\$ -	\$ 40,000.00	\$ (40,000.00)	-100.00%	Received in PY, will be used for capital bathroom improvements in current year
Restricted - Intuitive Fndtn	\$ -	\$ 75,000.00	\$ (75,000.00)	-100.00%	Received in PY, \$50k for capital fitness improvements, \$25k marketing in current year
Restricted - Eisenbarth	\$ -	\$ -	\$ -		\$15k annual donation restricted for endowment. In/out of operating account to MCF
Restricted Fund - Other	\$ -	\$ 1,950.00	\$ (1,950.00)	-100.00%	Intuitive flag project PY
Special Events	\$ 473,250.00	\$ 127,073.86	\$ 346,176.14	272.42%	Concerts including \$100k owed Center for PY expenses to be receive this year, MM, TOH
Unrestricted Funds	\$ 357,865.00	\$ 270,895.44	\$ 86,969.56	32.10%	PY includes \$30k Eisenbarth unrestricted donation during COVID
Rental Income	\$ 3,900.00	\$ 6,789.00	\$ (2,889.00)	-42.55%	
Other - Interest Income	\$ 385.90	\$ 398.25	\$ (12.35)	-3.10%	
Merch Sales, Income Svc Fee	\$ 912.50	\$ 1,006.25	\$ (93.75)	-9.32%	
<b>Total Income w/o City Funds</b>	<b>\$ 984,813.40</b>	<b>\$ 608,677.80</b>	<b>\$ 376,135.60</b>	<b>61.80%</b>	
Expenses - Fund Raising	\$ 432,755.74	\$ 273,200.52	\$ 159,555.22	58.40%	Concerts, TOH, MM expenses, overall increases in operating expenses
<b>Net Income - Fund Raising</b>	<b>\$ 552,057.66</b>	<b>\$ 335,477.28</b>	<b>\$ 216,580.38</b>	<b>64.56%</b>	

Fund Raising Budget 2021/2022	Grants	Restricted Donations	Green Initiative	Spec Events Concerts	Spec Events MM	Spec Events TOH	Spec Events Misc Events	Fund Raising Unrestricted	Fund Raising Other	Budget 21/22 Totals	2020/2021		
											Prior Year Actuals	Variance from PY \$ %	
Income - Fund Raising													
Grants - Trolley	\$ 4,000.00									\$ 4,000.00	\$ 3,137.00	\$ 863.00	27.51%
Grants - Manatee Co. Cares	\$ 15,000.00									\$ 15,000.00	\$ 19,334.00	\$ (4,334.00)	-22.42%
Grants - Green Initiative			\$ 5,500.00							\$ 5,500.00	\$ 15,594.00	\$ (10,094.00)	-64.73%
Grants - Misc & Other	\$ 64,000.00									\$ 64,000.00	\$ -	\$ 64,000.00	
Grants/Govt - AM/HB	\$ 60,000.00									\$ 60,000.00	\$ 47,500.00	\$ 12,500.00	26.32%
Restricted - Selby										\$ -	\$ 40,000.00	\$ (40,000.00)	-100.00%
Restricted - Intuitive Fndtn										\$ -	\$ 75,000.00	\$ (75,000.00)	-100.00%
Restricted - Eisenbarth		\$ -								\$ -	\$ -	\$ -	
Restricted Fund - Other										\$ -	\$ 1,950.00	\$ (1,950.00)	-100.00%
Special Events				\$ 403,000.00	\$ 49,250.00	\$ 21,000.00				\$ 473,250.00	\$ 127,073.86	\$ 346,176.14	272.42%
Unrestricted Funds			\$ 18,365.00					\$ 339,500.00		\$ 357,865.00	\$ 270,895.44	\$ 86,969.56	32.10%
Rental Income								\$ 3,900.00		\$ 3,900.00	\$ 6,789.00	\$ (2,889.00)	-42.55%
Other - Interest Income								\$ 385.90		\$ 385.90	\$ 398.25	\$ (12.35)	-3.10%
Merch Sales, Income Svc Fee								\$ 912.50		\$ 912.50	\$ 1,006.25	\$ (93.75)	-9.32%
Total Income w/o City Funds	\$ 143,000.00	\$ -	\$ 23,865.00	\$ 403,000.00	\$ 49,250.00	\$ 21,000.00	\$ -	\$ 344,698.40	\$ -	\$ 984,813.40	\$ 608,677.80	\$ 376,135.60	61.80%
Expenses - Fund Raising		\$ -	\$ 17,222.50	\$ 210,132.06	\$ 9,300.00	\$ 3,500.00	\$ -	\$ 33,689.66	\$ 158,911.52	\$ 432,755.74	\$ 273,200.52	\$ 159,555.22	58.40%
Net Income - Fund Raising	\$ 143,000.00	\$ -	\$ 6,642.50	\$ 192,867.94	\$ 39,950.00	\$ 17,500.00	\$ -	\$ 311,008.74	\$ (158,911.52)	\$ 552,057.66	\$ 335,477.28	\$ 216,580.38	64.56%

Capital Budget 2021/2022

<u>Expense Items</u>	<u>Total 2022</u>
Light Lease	\$ 16,739.28
Fitness - Intuitive Foundation	\$ 50,000.00
Bathrooms - Selby	\$ 40,000.00
Bathrooms	\$ 45,000.00
Foyer Remodel	\$ 15,000.00
Phone System or Security Cameras	\$ 5,000.00
Air Conditioning	\$ 5,000.00
Total Capital Expenses	\$ 176,739.28