

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	NOV 2021 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE		
	2020/2021	ACTUALS	From Prior FY			2020/2021	From Budget		
PROGRAMS									
REVENUE	\$ 197,847	\$ 98,720	\$ 99,127	100%		\$ 90,886	\$ 106,961	118%	
DIRECT COSTS	\$ 105,490	\$ 70,837	\$ 34,653	49%		\$ 63,734	\$ 41,756	66%	
PROGRAM INCOME/(LOSS)	\$ 92,357	\$ 27,882	\$ 64,475			\$ 27,152	\$ 65,205		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 194,293	\$ 160,782	\$ 33,511	21%		\$ 183,598	\$ 10,695	6%	
INCOME/(LOSS) FROM OPERATIONS	\$ (101,936)	\$ (132,899)	\$ 30,963	23%		\$ (156,446)	\$ 54,510	35%	
FUNDRAISING									
REVENUE	\$ 284,652	\$ 73,338	\$ 211,314	288%		\$ 78,745	\$ 205,907	261%	
DIRECT COSTS	\$ 121,066	\$ 53,537	\$ 67,530	126%		\$ 54,515	\$ 66,551	122%	
FUNDRAISING INCOME/(LOSS)	\$ 163,586	\$ 19,801	\$ 143,785			\$ 24,230	\$ 139,356		
NET ORDINARY INCOME/(LOSS)	\$ 61,650	\$ (113,098)	\$ 174,748	0%		\$ (132,216)	\$ 193,865	0%	
TOTAL OPERATING REVENUES	\$ 482,499	\$ 172,057	\$ 310,442	180%		\$ 169,631	\$ 312,868	184%	
TOTAL OPERATING EXPENSES	\$ 420,849	\$ 285,156	\$ 135,694	48%		\$ 301,847	\$ 119,002	39%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 4,975	\$ 5,323	\$ (348)			\$ 4,975	\$ -		
NET OTHER INCOME - CAPITAL	\$ (4,975)	\$ (5,323)	\$ 348			\$ (4,975)	\$ -		
NET INCOME	\$ 56,675	\$ (118,421)	\$ 175,096	148%		\$ (137,190)	\$ 193,865	141%	
TOTAL REVENUE	\$ 482,499	\$ 172,057	\$ 310,442	180%		\$ 169,631	\$ 312,868	184%	
TOTAL EXPENSES	\$ 425,824	\$ 290,478	\$ 135,346	47%		\$ 306,822	\$ 119,002	39%	

Oct

2021-2022 ACTUALS - CASH BASIS

The Center

	NOV 2021 FYTD		vs PRIOR YEAR			vs BUDGET	
	2020/2021		PRIOR FY 20/21	VARIANCE		BUDGET FYTD	VARIANCE
	ACTUALS	From Prior FY	ACTUALS	From Prior FY		2020/2021	From Budget
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$ 87,370		\$ 47,500	\$ 39,870	<i>Return from COVID</i>	\$ 39,294	\$ 48,075
SPORTS - Adult	\$ 27,055		\$ 15,289	\$ 11,766	<i>Return from COVID</i>	\$ 12,714	\$ 14,341
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 83,572		\$ 35,930	\$ 47,642	<i>Camps</i>	\$ 38,878	\$ 44,694
ADULT - Seniors,Culture,Specialty	\$ (150)		\$ -	\$ (150)		\$ -	\$ (150)
TOTAL PROGRAM REVENUE	\$ 197,847		\$ 98,720	\$ 99,127	100.4% COVID Impact	\$ 90,886	\$ 106,961
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 79,801		\$ 46,256	\$ 33,545		\$ 37,320	\$ 42,481
REGISTRATION FEES (Sports,Youth,Adult)	\$ 99,126		\$ 42,176	\$ 56,949		\$ 42,584	\$ 56,542
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 18,920		\$ 10,287	\$ 8,633		\$ 10,982	\$ 7,938
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, CrossFit	\$ 32,105		\$ 29,094	\$ 3,010		\$ 31,833	\$ 272
SPORTS - Adult	\$ 13,123		\$ 8,505	\$ 4,618		\$ 7,869	\$ 5,254
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 58,437		\$ 33,238	\$ 25,199	<i>Camps</i>	\$ 24,032	\$ 34,405
ADULT - Seniors,Culture,Specialty	\$ 1,825		\$ -	\$ 1,825		\$ -	\$ 1,825
TOTAL PROGRAM DIRECTS COSTS	\$ 105,490		\$ 70,837	\$ 34,653	48.9%	\$ 63,734	\$ 41,756
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, CrossFit	\$ 55,265		\$ 18,406	\$ 36,859		\$ 7,461	\$ 47,804
SPORTS - Adult	\$ 13,932		\$ 6,785	\$ 7,147		\$ 4,845	\$ 9,087
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 25,135		\$ 2,692	\$ 22,443		\$ 14,846	\$ 10,289
ADULT - Seniors,Culture,Specialty	\$ (1,975)		\$ -	\$ (1,975)		\$ -	\$ (1,975)
TOTAL PROGRAM INCOME/(LOSS)	\$ 92,357		\$ 27,882	\$ 64,475	231.2% Full Camp in 2021	\$ 27,152	\$ 65,205
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$ 140,200		\$ 118,258	\$ 21,942		\$ 141,264	\$ (1,064)
ADMINISTRATIVE	\$ 54,093		\$ 42,524	\$ 11,569		\$ 42,334	\$ 11,759
TOTAL G&A EXPENSES	\$ 194,293		\$ 160,782	\$ 33,511	20.8%	\$ 183,598	\$ 10,695
INCOME/(LOSS) FROM OPERATIONS	\$ (101,936)		\$ (132,899)	\$ 30,963	23.3% Return from COVID	\$ (156,446)	\$ 54,510
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$ 117,565		\$ 58,145	\$ 59,420	<i>Concerts; Green Initiative</i>	\$ 68,756	\$ 48,809
GRANTS	\$ 55,000		\$ 14,800	\$ 40,200	<i>Bishop Parker</i>	\$ 9,800	\$ 45,200
GOVT (Island Cities, PPP Loan/Grant)	\$ -		\$ -	\$ -		\$ -	\$ -
INTEREST EARNINGS	\$ 26		\$ 134	\$ (109)		\$ 34	\$ (9)
OTHER INCOME - Rental, Merch Sales	\$ 4,838		\$ 258	\$ 4,580		\$ 155	\$ 4,683
FUNDRAISING UNRESTRICTED	\$ 177,429		\$ 73,338	\$ 104,091		\$ 78,745	\$ 98,683
TEMPORARILY RESTRICTED FUNDS	\$ 104,220		\$ -	\$ 104,220		\$ -	\$ 104,220
RESTRICTED FUNDS	\$ 3,004		\$ -	\$ 3,004		\$ -	\$ 3,004
TOTAL FUNDRAISING REVENUE	\$ 284,652		\$ 73,338	\$ 211,314	288.1%	\$ 78,745	\$ 205,907
FUNDRAISING DIRECT COSTS	\$ 121,066		\$ 53,537	\$ 67,530	126.1% Lowman Family	\$ 54,515	\$ 66,551
FUNDRAISING INCOME	\$ 163,586		\$ 19,801	\$ 143,785	726.1%	\$ 24,230	\$ 139,356
NET ORDINARY INCOME/(LOSS)	\$ 61,650		\$ (113,098)	\$ 174,748	154.5% Net Ordinary loss less than PY	\$ (132,216)	\$ 193,865
TOTAL OPERATING REVENUES	\$ 482,499		\$ 172,057	\$ 310,442	180.4% Increases due to return from COVID	\$ 169,631	\$ 312,868
TOTAL OPERATING EXPENSES	\$ 420,849		\$ 285,156	\$ 135,694	47.6% and Concerts	\$ 301,847	\$ 119,002
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -		\$ -	\$ -		\$ -	\$ -
CAPITAL EXPENSE	\$ 4,975		\$ 5,323	\$ (348)		\$ 4,975	\$ -
NET OTHER INCOME - CAPITAL	\$ (4,975)		\$ (5,323)	\$ 348	6.5%	\$ (4,975)	\$ -
NET INCOME	\$ 56,675		\$ (118,421)	\$ 175,096	147.9%	\$ (137,190)	\$ 193,865
TOTAL REVENUE	\$ 482,499		\$ 172,057	\$ 310,442	180.4%	\$ 169,631	\$ 312,868
TOTAL EXPENSES	\$ 425,824		\$ 290,478	\$ 135,346	46.6%	\$ 306,822	\$ 119,002
Cash Operating	\$ 285,044		\$ 63,402	\$ 221,642	<i>Another 550k is Restricted</i>	\$ 124,294	\$ 160,750
Cash Restricted	\$ 115,093		\$ -	\$ 115,093	<i>Selby & Intuitive</i>	\$ -	\$ 115,093
Cash SBA Loan 7/23/20 (Board Designated)	\$ 150,349		\$ -	\$ 150,349	<i>To begin repayment 7/1/22</i>	\$ 149,934	\$ 415
Total Cash	\$ 550,485		\$ 63,402	\$ 487,084		\$ 274,228	\$ 276,258

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2021	Actuals Aug 2021	Actuals Sept 2021	Actuals Oct 2021
PROGRAM REVENUE				
FITNESS - Island Fitness, Personal Trng	\$ 22,027.50	\$ 18,824.25	\$ 18,280.83	\$ 28,237.00
SPORTS - Adult	\$ 8,097.00	\$ 9,121.00	\$ 4,591.00	\$ 5,246.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 45,183.50	\$ 14,302.90	\$ 6,418.00	\$ 17,668.00
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -
TOTAL PROGRAM REVENUE	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 18,982.50	\$ 17,124.25	\$ 17,227.50	\$ 26,467.00
REGISTRATION FEES (Sports, Youth, Adult)	\$ 52,055.50	\$ 20,523.90	\$ 9,112.33	\$ 17,434.00
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00
	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00
PROGRAM DIRECT COSTS (Variable Costs)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,263.64	\$ 7,760.00	\$ 10,764.14	\$ 7,316.95
SPORTS - Adult	\$ 4,026.11	\$ 4,032.15	\$ 2,029.56	\$ 3,035.25
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 30,322.39	\$ 11,881.55	\$ 7,762.20	\$ 8,471.34
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74
TOTAL PROGRAM DIRECTS COSTS	\$ 41,239.19	\$ 24,154.96	\$ 21,053.59	\$ 19,042.28
PROGRAM INCOME/(LOSS)				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 15,763.86	\$ 11,064.25	\$ 7,516.69	\$ 20,920.05
SPORTS - Adult	\$ 4,070.89	\$ 5,088.85	\$ 2,561.44	\$ 2,210.75
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 14,861.11	\$ 2,421.35	\$ (1,344.20)	\$ 9,196.66
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)
TOTAL PROGRAM INCOME/(LOSS)	\$ 33,918.81	\$ 18,093.19	\$ 8,236.24	\$ 32,108.72
GENERAL & ADMIN EXPENSES (Fixed costs)				
GENERAL/INDIRECT	\$ 38,307.08	\$ 34,464.38	\$ 33,522.86	\$ 33,905.86
ADMINISTRATIVE	\$ 11,094.54	\$ 17,747.03	\$ 14,988.26	\$ 10,263.19
TOTAL G&A EXPENSES	\$ 49,401.62	\$ 52,211.41	\$ 48,511.12	\$ 44,169.05
INCOME/(LOSS) FROM OPERATIONS	\$ (15,482.81)	\$ (34,118.22)	\$ (40,274.88)	\$ (12,060.33)
FUNDRAISING REVENUE				
DONATIONS/SPONS/TICKETS	\$ 27,346.65	\$ 51,993.25	\$ 13,235.31	\$ 24,989.94
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 12.77	\$ -	\$ 12.77
OTHER INCOME - Rental, Merch Sales	\$ 562.27	\$ 1,140.00	\$ 2,273.60	\$ 862.00
FUNDRAISING UNRESTRICTED	\$ 27,908.92	\$ 108,146.02	\$ 15,508.91	\$ 25,864.71
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 49,967.27	\$ 1,050.00	\$ 53,202.27
RESTRICTED FUNDS	\$ 3,004.00	\$ -	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 30,912.92	\$ 158,113.29	\$ 16,558.91	\$ 79,066.98
FUNDRAISING DIRECT COSTS	\$ 29,605.23	\$ 19,643.74	\$ 12,467.39	\$ 59,349.82
FUNDRAISING INCOME	\$ 1,307.69	\$ 138,469.55	\$ 4,091.52	\$ 19,717.16
NET ORDINARY INCOME/(LOSS)	\$ (14,175.12)	\$ 104,351.33	\$ (36,183.36)	\$ 7,656.83
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (14,175.12)	\$ 90,176.21	\$ 53,992.85	\$ 61,649.68
CAPITAL OVERLAY				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 1,243.66	\$ 1,243.66	\$ 1,243.66	\$ 1,243.66
NET OTHER INCOME - CAPITAL	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)
NET INCOME	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17
NET INCOME/(LOSS) CUMULATIVE	\$ (15,418.78)	\$ 87,688.89	\$ 50,261.87	\$ 56,675.04
Total Revenue	\$ 106,070.92	\$ 200,361.44	\$ 45,848.74	\$ 130,217.98
Total Expenses	\$ 121,489.70	\$ 97,253.77	\$ 83,275.76	\$ 123,804.81
	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17
Cash Flow - Without Restriction	\$ 222,991	\$ 203,912	\$ 317,232	\$ 333,283
Cash Flow - With Restriction	\$ 115,000	\$ 115,093	\$ 115,093	\$ 115,093
SBA Loan 7/23/20 (Board Designated)	\$ -	\$ 150,311	\$ 150,324	\$ 150,336
Cash Available	\$ 337,991	\$ 469,316	\$ 582,648	\$ 598,712
				\$ 550,485