

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	OCT 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		vs PRIOR YEAR		vs BUDGET	
The Center		OCT 2021 FYTD	PRIOR FY 20/21	VARIANCE	BUDGET FYTD	VARIANCE	
		2020/2021	ACTUALS	From Prior FY	2020/2021	From Budget	
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$	87,370	\$ 47,500	\$ 39,870	\$ 39,294	\$ 48,075	Return from COVID
SPORTS - Adult	\$	27,055	\$ 15,289	\$ 11,766	\$ 12,714	\$ 14,341	Return from COVID
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	83,572	\$ 35,930	\$ 47,642	\$ 38,878	\$ 44,694	Camps
ADULT - Seniors,Culture,Specialty	\$	(150)	\$ -	\$ (150)	\$ -	\$ (150)	
TOTAL PROGRAM REVENUE	\$	197,847	\$ 98,720	\$ 99,127	\$ 90,886	\$ 106,961	100.4% COVID Impact
MEMBERSHIP REV (Fitness, PB, Tennis)	\$	79,801	\$ 46,256	\$ 33,545	\$ 37,320	\$ 42,483	
REGISTRATION FEES (Sports,Youth,Adult)	\$	89,126	\$ 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	\$ 24,032	\$ 34,405	Camps
ADULT - Seniors,Culture,Specialty	\$	1,825	\$ -	\$ 1,825	\$ -	\$ 1,825	
TOTAL PROGRAM DIRECTS COSTS	\$	105,490	\$ 70,837	\$ 34,653	\$ 63,734	\$ 41,756	48.9%
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	\$ 27,152	\$ 65,205	231.2% Full Camp in 2021
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	\$ 183,598	\$ 10,695	20.8%
INCOME/(LOSS) FROM OPERATIONS	\$	(101,936)	\$ (132,899)	\$ 30,963	\$ (156,446)	\$ 54,510	23.3% Return from COVID
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	117,565	\$ 58,145	\$ 59,420	\$ 68,756	\$ 48,809	Concerts; Green Initiative
GRANTS	\$	55,000	\$ 14,800	\$ 40,200	\$ 9,800	\$ 45,200	Bishop Parker
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	\$ 78,745	\$ 205,907	288.1%
FUNDRAISING DIRECT COSTS	\$	121,066	\$ 53,537	\$ 67,530	\$ 54,515	\$ 66,551	126.1% Lowman Family
FUNDRAISING INCOME	\$	163,586	\$ 19,801	\$ 143,785	\$ 24,230	\$ 139,356	726.1%
NET ORDINARY INCOME/(LOSS)	\$	61,650	\$ (113,098)	\$ 174,748	\$ (132,216)	\$ 193,865	154.5% Net Ordinary loss less than PY
TOTAL OPERATING REVENUES	\$	482,499	\$ 172,057	\$ 310,442	\$ 169,631	\$ 312,868	180.4% Increases due to return from COVID
TOTAL OPERATING EXPENSES	\$	420,849	\$ 285,156	\$ 135,694	\$ 301,847	\$ 119,002	47.6% and Concerts
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)	\$ -	6.5%
NET INCOME	\$	56,675	\$ (118,421)	\$ 175,096	\$ (137,190)	\$ 193,865	147.9%
TOTAL REVENUE	\$	482,499	\$ 172,057	\$ 310,442	\$ 169,631	\$ 312,868	180.4%
TOTAL EXPENSES	\$	425,824	\$ 290,478	\$ 135,346	\$ 306,822	\$ 119,002	46.6%
Cash Operating	\$	285,044	\$ 63,402	\$ 221,642	\$ 124,294	\$ 160,750	Another \$50k is Restricted
Cash Restricted	\$	115,093	\$ -	\$ 115,093	\$ -	\$ 115,093	Selby & Intuitive
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,349	\$ -	\$ 150,349	\$ 149,934	\$ 415	To begin repayment 7/1/22
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	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485