

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	SEPT 2021 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE	
	2020/2021	ACTUALS	From Prior FY			2020/2021	From Budget	
PROGRAMS								
REVENUE	\$ 146,696	\$ 70,205	\$ 76,491	109%		\$ 64,966	\$ 81,730	126%
DIRECT COSTS	\$ 86,448	\$ 52,109	\$ 34,339	66%		\$ 46,396	\$ 40,052	86%
PROGRAM INCOME/(LOSS)	\$ 60,248	\$ 18,096	\$ 42,152			\$ 18,570	\$ 41,678	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 150,124	\$ 124,443	\$ 25,682	21%		\$ 142,458	\$ 7,666	5%
INCOME/(LOSS) FROM OPERATIONS	\$ (89,876)	\$ (106,346)	\$ 16,470	15%		\$ (123,888)	\$ 34,012	27%
FUNDRAISING								
REVENUE	\$ 205,585	\$ 61,632	\$ 143,953	234%		\$ 72,220	\$ 133,365	185%
DIRECT COSTS	\$ 61,716	\$ 40,927	\$ 20,789	51%		\$ 38,425	\$ 23,291	61%
FUNDRAISING INCOME/(LOSS)	\$ 143,869	\$ 20,704	\$ 123,164			\$ 33,795	\$ 110,074	
NET ORDINARY INCOME/(LOSS)	\$ 53,993	\$ (85,642)	\$ 139,635	0%		\$ (90,092)	\$ 144,085	0%
TOTAL OPERATING REVENUES	\$ 352,281	\$ 131,837	\$ 220,444	167%		\$ 137,187	\$ 215,095	157%
TOTAL OPERATING EXPENSES	\$ 298,288	\$ 217,479	\$ 80,809	37%		\$ 227,279	\$ 71,009	31%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -	
CAPITAL EXPENSE	\$ 3,731	\$ 3,992	\$ (261)			\$ 3,992	\$ (261)	
NET OTHER INCOME - CAPITAL	\$ (3,731)	\$ (3,992)	\$ 261			\$ (3,992)	\$ 261	
NET INCOME	\$ 50,262	\$ (89,634)	\$ 139,896	156%		\$ (94,085)	\$ 144,346	153%
TOTAL REVENUE	\$ 352,281	\$ 131,837	\$ 220,444	167%		\$ 137,187	\$ 215,095	157%
TOTAL EXPENSES	\$ 302,019	\$ 221,471	\$ 80,548	36%		\$ 231,271	\$ 70,748	31%

Sept The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
		SEPT 2021 FYTD 2020/2021	PRIOR FY 20/21 ACTUALS	VARIANCE From Prior FY	BUDGET FYTD 2020/2021	VARIANCE From Budget	
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$	59,133	\$ 29,279	\$ 29,854		\$ 28,064	\$ 31,068
SPORTS - Adult	\$	21,809	\$ 11,681	\$ 10,128		\$ 4,524	\$ 17,285
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	65,904	\$ 29,245	\$ 36,659		\$ 32,378	\$ 33,526
ADULT - Seniors,Culture,Specialty	\$	(150)	\$ -	\$ (150)		\$ -	\$ (150)
TOTAL PROGRAM REVENUE	\$	146,696	\$ 70,205	\$ 76,491	109.0%	\$ 64,966	\$ 81,730
MEMBERSHIP REV (Fitness, Pil, Tennis)	\$	53,334	\$ 29,005	\$ 24,330		\$ 26,205	\$ 27,129
REGISTRATION FEES (Sports,Youth,Adult)	\$	81,692	\$ 34,918	\$ 46,773		\$ 31,929	\$ 49,763
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	11,670	\$ 6,282	\$ 5,388		\$ 6,832	\$ 4,838
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Circuit	\$	24,788	\$ 23,098	\$ 1,690		\$ 24,519	\$ 269
SPORTS - Adult	\$	10,088	\$ 6,442	\$ 3,646		\$ 5,270	\$ 4,818
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	49,966	\$ 22,569	\$ 27,398		\$ 16,607	\$ 33,359
ADULT - Seniors,Culture,Specialty	\$	1,606	\$ -	\$ 1,606		\$ -	\$ 1,606
TOTAL PROGRAM DIRECTS COSTS	\$	86,448	\$ 52,109	\$ 34,339	65.9%	\$ 46,396	\$ 40,052
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Circuit	\$	34,345	\$ 6,180	\$ 28,164		\$ 3,545	\$ 30,799
SPORTS - Adult	\$	11,721	\$ 5,239	\$ 6,482		\$ (746)	\$ 12,467
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	15,938	\$ 6,676	\$ 9,262		\$ 15,771	\$ 167
ADULT - Seniors,Culture,Specialty	\$	(1,756)	\$ -	\$ (1,756)		\$ -	\$ (1,756)
TOTAL PROGRAM INCOME/(LOSS)	\$	60,248	\$ 18,096	\$ 42,152	232.9%	\$ 18,570	\$ 41,678
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	106,294	\$ 92,126	\$ 14,168		\$ 110,459	\$ (4,165)
ADMINISTRATIVE	\$	43,830	\$ 32,317	\$ 11,513		\$ 31,999	\$ 11,831
TOTAL G&A EXPENSES	\$	150,124	\$ 124,443	\$ 25,682	20.6%	\$ 142,458	\$ 7,666
INCOME/(LOSS) FROM OPERATIONS	\$	(89,876)	\$ (106,346)	\$ 16,470	15.5%	\$ (123,888)	\$ 34,012
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	92,575	\$ 51,667	\$ 40,908		\$ 51,256	\$ 41,319
GRANTS	\$	55,000	\$ 9,800	\$ 45,200		\$ 9,800	\$ 45,200
GOVT (Island Cities, PPP Loan/Grant)	\$	-	\$ -	\$ -		\$ -	\$ -
INTEREST EARNINGS	\$	13	\$ 34	\$ (22)		\$ 34	\$ (22)
OTHER INCOME - Rental, Merch Sales	\$	3,976	\$ 130	\$ 3,846		\$ 130	\$ 3,846
FUNDRAISING UNRESTRICTED	\$	151,564	\$ 61,632	\$ 89,932		\$ 61,220	\$ 90,343
TEMPORARILY RESTRICTED FUNDS	\$	51,017	\$ -	\$ 51,017		\$ 11,000	\$ 40,017
RESTRICTED FUNDS	\$	3,004	\$ -	\$ 3,004		\$ -	\$ 3,004
TOTAL FUNDRAISING REVENUE	\$	205,585	\$ 61,632	\$ 143,953	233.6%	\$ 72,220	\$ 133,365
FUNDRAISING DIRECT COSTS	\$	61,716	\$ 40,927	\$ 20,789	50.8%	\$ 38,425	\$ 23,291
FUNDRAISING INCOME	\$	143,869	\$ 20,704	\$ 123,164	594.9%	\$ 33,795	\$ 110,074
NET ORDINARY INCOME/(LOSS)	\$	53,993	\$ (85,642)	\$ 139,635	163.0%	\$ (90,092)	\$ 144,085
TOTAL OPERATING REVENUES	\$	352,281	\$ 131,837	\$ 220,444	167.2%	\$ 137,187	\$ 215,095
TOTAL OPERATING EXPENSES	\$	298,288	\$ 217,479	\$ 80,809	37.2%	\$ 227,279	\$ 71,009
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -		\$ -	\$ -
CAPITAL EXPENSE	\$	3,731	\$ 3,992	\$ (261)		\$ 3,992	\$ (261)
NET OTHER INCOME - CAPITAL	\$	(3,731)	\$ (3,992)	\$ 261	6.5%	\$ (3,992)	\$ 261
NET INCOME	\$	50,262	\$ (89,634)	\$ 139,896	156.1%	\$ (94,085)	\$ 144,346
TOTAL REVENUE	\$	352,281	\$ 131,837	\$ 220,444	167.2%	\$ 137,187	\$ 215,095
TOTAL EXPENSES	\$	302,019	\$ 221,471	\$ 80,548	36.4%	\$ 231,271	\$ 70,748
Cash Operating	\$	333,283	\$ 92,189	\$ 241,094		\$ 167,574	\$ 165,710
Cash Restricted	\$	115,093	\$ -	\$ 115,093		\$ -	\$ 115,093
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,336	\$ -	\$ 150,336		\$ 149,934	\$ 402
Total Cash	\$	598,712	\$ 92,189	\$ 506,523		\$ 317,508	\$ 281,204

The Center

ACTUALS CASH BASIS BY MONTH

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