

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	April 2022 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE		
	2021/2022	ACTUALS	From Prior FY			2021/2022	From Budget		
PROGRAMS									
REVENUE	\$ 635,547	\$ 349,406	\$ 286,141	82%		\$ 523,976	\$ 111,571	21%	
DIRECT COSTS	\$ 266,336	\$ 204,575	\$ 61,761	30%		\$ 362,404	\$ (96,068)	-27%	
PROGRAM INCOME/(LOSS)	\$ 369,211	\$ 144,831	\$ 224,380			\$ 161,572	\$ 207,639		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 495,714	\$ 403,336	\$ 92,378	23%		\$ 455,307	\$ 40,408	9%	
INCOME/(LOSS) FROM OPERATIONS	\$ (126,503)	\$ (258,506)	\$ 132,002	51%		\$ (293,734)	\$ 167,231	57%	
FUNDRAISING									
REVENUE	\$ 942,467	\$ 374,011	\$ 568,456	152%		\$ 800,225	\$ 142,242	18%	
DIRECT COSTS	\$ 629,635	\$ 155,639	\$ 473,996	305%		\$ 394,769	\$ 234,866	59%	
FUNDRAISING INCOME/(LOSS)	\$ 312,832	\$ 218,372	\$ 94,460			\$ 405,456	\$ (92,624)		
NET ORDINARY INCOME/(LOSS)	\$ 186,328	\$ (40,133)	\$ 226,462	0%		\$ 111,722	\$ 74,606	0%	
TOTAL OPERATING REVENUES	\$ 1,578,014	\$ 723,417	\$ 854,597	118%		\$ 1,324,201	\$ 253,813	19%	
TOTAL OPERATING EXPENSES	\$ 1,391,685	\$ 763,550	\$ 628,135	82%		\$ 1,212,479	\$ 179,206	15%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 71,852	\$ 14,165	\$ 57,687			\$ 71,852	\$ -		
NET OTHER INCOME - CAPITAL	\$ (71,852)	\$ (14,165)	\$ (57,687)			\$ (71,852)	\$ -		
NET INCOME	\$ 114,477	\$ (54,298)	\$ 168,775	311%		\$ 39,870	\$ 74,606	187%	
TOTAL REVENUE	\$ 1,578,014	\$ 723,417	\$ 854,597	118%		\$ 1,324,201	\$ 253,813	19%	
TOTAL EXPENSES	\$ 1,463,537	\$ 777,715	\$ 685,822	88%		\$ 1,284,331	\$ 179,206	14%	

April The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
April 2022 FYTD 2021/2022		PRIOR FY 20/21 ACTUALS	VARIANCE From Prior FY	BUDGET FYTD 2021/2022	VARIANCE From Budget		
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$	331,513	\$ 174,717 \$ 156,796	\$ 289,765	\$ 41,748	<i>Return from COVID</i>	
SPORTS - Adult	\$	70,377	\$ 57,384 \$ 12,993	\$ 69,501	\$ 876	<i>Return from COVID</i>	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	231,122	\$ 117,255 \$ 113,867	\$ 154,710	\$ 76,412	<i>Camps</i>	
ADULT - Seniors,Culture,Specialty	\$	2,535	\$ 50 \$ 2,485	\$ 10,000	\$ (7,465)		
TOTAL PROGRAM REVENUE	\$	635,547	\$ 349,406 \$ 286,141	\$ 523,976	\$ 111,571	81.9% COVID Impact	
MEMBERSHIP REV (Fitness, Pil, Tennis)	\$	306,596	\$ 164,813 \$ 141,782	\$ 274,870	\$ 31,726		
REGISTRATION FEES (Sports,Youth,Adult)	\$	221,093	\$ 145,081 \$ 76,012	\$ 297,086	\$ 24,007		
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	107,859	\$ 39,512 \$ 68,347	\$ 52,020	\$ 55,839		
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	96,310	\$ 83,390 \$ 12,921	\$ 161,357	\$ (65,046)		
SPORTS - Adult	\$	36,131	\$ 31,416 \$ 4,715	\$ 67,787	\$ (31,656)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	127,473	\$ 89,769 \$ 37,704	\$ 127,601	\$ (128)	<i>Camps</i>	
ADULT - Seniors,Culture,Specialty	\$	6,421	\$ - \$ 6,421	\$ 5,658	\$ 763		
TOTAL PROGRAM DIRECTS COSTS	\$	266,336	\$ 204,575 \$ 61,761	\$ 362,404	\$ (96,068)	30.2%	
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	235,202	\$ 91,327 \$ 143,875	\$ 128,408	\$ 106,794		
SPORTS - Adult	\$	34,246	\$ 25,968 \$ 8,278	\$ 1,714	\$ 32,532		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	103,649	\$ 27,486 \$ 76,163	\$ 27,109	\$ 76,540		
ADULT - Seniors,Culture,Specialty	\$	(3,886)	\$ 50 \$ (3,936)	\$ 4,342	\$ (8,228)		
TOTAL PROGRAM INCOME/(LOSS)	\$	369,211	\$ 144,831 \$ 224,380	\$ 161,572	\$ 207,639	154.9% Return from COVID	
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	365,156	\$ 294,390 \$ 70,766	\$ 296,482	\$ 68,673		
ADMINISTRATIVE	\$	130,559	\$ 108,947 \$ 21,612	\$ 158,825	\$ (28,266)		
TOTAL G&A EXPENSES	\$	495,714	\$ 403,336 \$ 92,378	\$ 455,307	\$ 40,408	22.9%	
INCOME/(LOSS) FROM OPERATIONS	\$	(126,503)	\$ (258,506) \$ 132,002	\$ (293,734)	\$ 167,231	51.1% Return from COVID	
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	740,623	\$ 286,515 \$ 454,108	\$ 633,715	\$ 106,908	<i>Concerts; Fall Fundraising Initiative</i>	
GRANTS	\$	81,599	\$ 46,779 \$ 34,820	\$ 147,000	\$ (65,401)		
GOVT (Island Cities, PPP Loans/Grant)	\$	-	\$ - \$ -	\$ -	\$ -		
INTEREST EARNINGS	\$	40	\$ 322 \$ (282)	\$ 362	\$ (323)		
OTHER INCOME - Rental, Merch Sales	\$	11,752	\$ 3,695 \$ 8,057	\$ 4,148	\$ 7,604		
FUNDRAISING UNRESTRICTED	\$	834,014	\$ 337,311 \$ 496,703	\$ 785,225	\$ 48,789		
TEMPORARILY RESTRICTED FUNDS	\$	104,220	\$ 16,500 \$ 87,720	\$ -	\$ 104,220		
RESTRICTED FUNDS	\$	4,233	\$ 20,200 \$ (15,967)	\$ 15,000	\$ (10,767)		
TOTAL FUNDRAISING REVENUE	\$	942,467	\$ 374,011 \$ 568,456	\$ 800,225	\$ 142,242	152.0%	
FUNDRAISING DIRECT COSTS	\$	629,635	\$ 155,639 \$ 473,996	\$ 394,769	\$ 234,866	304.5%	
FUNDRAISING INCOME	\$	312,832	\$ 218,372 \$ 94,460	\$ 405,456	\$ (92,624)	43.3% Concerts	
NET ORDINARY INCOME/(LOSS)	\$	186,328	\$ (40,133) \$ 226,462	\$ 111,722	\$ 74,606	564.3% Net Ordinary loss less than PY	
TOTAL OPERATING REVENUES	\$	1,578,014	\$ 723,417 \$ 854,597	\$ 1,324,201	\$ 253,813	118.1% Increases due to return from COVID	
TOTAL OPERATING EXPENSES	\$	1,391,685	\$ 763,550 \$ 628,135	\$ 1,212,479	\$ 179,206	82.3% and Concerts	
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ - \$ -	\$ -	\$ -		
CAPITAL EXPENSE	\$	71,852	\$ 14,165 \$ 57,687	\$ 71,852	\$ -		
NET OTHER INCOME - CAPITAL	\$	(71,852)	\$ (14,165) \$ (57,687)	\$ (71,852)	\$ -	-407.3%	
NET INCOME	\$	114,477	\$ (54,298) \$ 168,775	\$ 39,870	\$ 74,606	310.8%	
TOTAL REVENUE	\$	1,578,014	\$ 723,417 \$ 854,597	\$ 1,324,201	\$ 253,813	118.1%	
TOTAL EXPENSES	\$	1,463,537	\$ 777,715 \$ 685,822	\$ 1,284,331	\$ 179,206	88.2%	
Cash Operating	\$	300,908	\$ 127,525 \$ 173,384	\$ 202,921	\$ 79,988		
Cash Restricted	\$	115,093	\$ - \$ 115,093	\$ -	\$ 115,093	<i>Selby & Intuitive</i>	
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,394	\$ - \$ 150,394	\$ 149,934	\$ 460	<i>To begin repayment 7/1/22</i>	
Total Cash	\$	566,395	\$ 127,525 \$ 438,870	\$ 370,855	\$ 195,540		

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals		Actuals		Actuals		Actuals		Actuals		Actuals		Actuals	
	July 2021	Aug 2021	Sept 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	April 2022				
PROGRAM REVENUE														
FITNESS - Island Fitness, Personal Trng	\$ 22,027.50	\$ 18,824.25	\$ 18,280.83	\$ 28,237.00	\$ 24,338.00	\$ 40,290.25	\$ 57,583.50	\$ 40,886.50	\$ 47,526.75	\$ 33,518.00				
SPORTS - Adult	\$ 8,097.00	\$ 9,121.00	\$ 4,591.00	\$ 5,246.00	\$ 3,764.00	\$ 4,167.00	\$ 10,460.00	\$ 7,569.00	\$ 9,656.00	\$ 7,706.00				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 45,183.50	\$ 14,302.90	\$ 6,418.00	\$ 17,668.00	\$ 18,235.00	\$ 66,937.00	\$ 11,527.00	\$ 7,329.50	\$ 33,067.00	\$ 10,454.50				
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -	\$ -	\$ 30.00	\$ 840.00	\$ 320.00	\$ 1,285.00	\$ 210.00				
TOTAL PROGRAM REVENUE	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25	\$ 80,410.50	\$ 56,105.00	\$ 91,534.75	\$ 51,888.50				
MEMBERSHIP REV (Fitness, #B, Terms)	\$ 18,982.50	\$ 17,124.25	\$ 17,227.50	\$ 26,467.00	\$ 21,788.00	\$ 38,911.25	\$ 55,695.50	\$ 37,587.50	\$ 42,204.00	\$ 29,884.00				
REGISTRATION FEES (Sports,Youth,Adult)	\$ 52,055.50	\$ 20,533.90	\$ 9,113.33	\$ 17,434.00	\$ 21,789.00	\$ 19,604.00	\$ 18,571.00	\$ 15,762.50	\$ 26,661.00	\$ 16,579.50				
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00	\$ 2,760.00	\$ 5,289.00	\$ 5,140.00	\$ 2,755.00	\$ 19,669.75	\$ 5,725.00				
	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25	\$ 80,410.50	\$ 56,105.00	\$ 91,534.75	\$ 51,888.50				
PROGRAM DIRECT COSTS (Variable Costs)														
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 6,263.64	\$ 7,760.00	\$ 10,764.14	\$ 7,316.95	\$ 9,151.99	\$ 11,809.07	\$ 8,930.91	\$ 13,250.73	\$ 8,172.28	\$ 12,890.76				
SPORTS - Adult	\$ 4,026.11	\$ 4,032.15	\$ 2,029.56	\$ 3,035.25	\$ 2,008.24	\$ 2,671.24	\$ 2,914.87	\$ 4,217.00	\$ 3,802.65	\$ 7,394.02				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 30,322.39	\$ 11,881.55	\$ 7,762.20	\$ 8,471.34	\$ 11,161.96	\$ 11,123.03	\$ 11,623.42	\$ 9,759.43	\$ 10,706.62	\$ 14,661.50				
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74	\$ 162.50	\$ 722.92	\$ 77.08	\$ 2,752.98	\$ (552.97)	\$ 1,433.79				
TOTAL PROGRAM DIRECTS COSTS	\$ 41,239.19	\$ 24,154.96	\$ 21,053.59	\$ 19,042.28	\$ 22,484.69	\$ 26,326.26	\$ 23,546.28	\$ 29,980.14	\$ 22,128.58	\$ 36,380.07				
PROGRAM INCOME/(LOSS)														
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 15,763.86	\$ 11,064.25	\$ 7,516.69	\$ 20,920.05	\$ 15,186.01	\$ 28,481.18	\$ 48,652.59	\$ 27,635.77	\$ 39,354.47	\$ 20,627.24				
SPORTS - Adult	\$ 4,070.89	\$ 5,088.85	\$ 2,561.44	\$ 2,210.75	\$ 1,755.76	\$ 1,495.76	\$ 7,545.13	\$ 3,352.00	\$ 5,853.35	\$ 311.98				
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 14,861.11	\$ 2,421.35	\$ (1,344.20)	\$ 9,196.66	\$ 7,073.04	\$ 55,813.97	\$ (96.42)	\$ (2,429.93)	\$ 22,360.38	\$ (4,207.00)				
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)	\$ (162.50)	\$ (692.92)	\$ 762.92	\$ (2,432.98)	\$ 1,837.97	\$ (1,223.79)				
TOTAL PROGRAM INCOME/(LOSS)	\$ 33,918.81	\$ 18,093.19	\$ 8,236.24	\$ 32,108.72	\$ 23,852.31	\$ 85,097.99	\$ 56,864.22	\$ 26,124.86	\$ 69,406.17	\$ 15,508.43				
GENERAL & ADMIN EXPENSES (Fixed costs)														
GENERAL/INDIRECT	\$ 38,307.08	\$ 34,464.38	\$ 33,522.86	\$ 33,905.86	\$ 32,305.39	\$ 35,455.12	\$ 36,575.30	\$ 35,500.28	\$ 41,855.48	\$ 43,263.80				
ADMINISTRATIVE	\$ 11,094.54	\$ 17,747.03	\$ 14,988.26	\$ 10,263.19	\$ 15,012.79	\$ 15,292.85	\$ 10,823.84	\$ 12,356.37	\$ 10,780.77	\$ 12,199.08				
TOTAL G&A EXPENSES	\$ 49,401.62	\$ 52,211.41	\$ 48,511.12	\$ 44,169.05	\$ 47,318.18	\$ 50,747.97	\$ 47,399.14	\$ 47,856.65	\$ 52,636.25	\$ 55,462.88				
INCOME/(LOSS) FROM OPERATIONS	\$ (15,482.81)	\$ (34,118.22)	\$ (40,274.88)	\$ (12,060.33)	\$ (23,465.87)	\$ 34,350.02	\$ 9,465.08	\$ (21,731.79)	\$ 16,769.92	\$ (39,954.45)				
FUNDRAISING REVENUE														
DONATIONS/SPONS/TICKETS	\$ 27,346.65	\$ 51,993.25	\$ 13,235.31	\$ 24,989.94	\$ 76,259.26	\$ 231,253.29	\$ 50,611.20	\$ 72,139.25	\$ 106,105.99	\$ 86,689.07				
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -	\$ -	\$ -	\$ 1,599.00	\$ -	\$ -	\$ 25,000.00				
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
INTEREST EARNINGS	\$ -	\$ 12.77	\$ -	\$ 12.77	\$ -	\$ 8.03	\$ -	\$ 5.77	\$ (5.77)	\$ 6.18				
OTHER INCOME - Rental, Merch Sales	\$ 562.27	\$ 1,140.00	\$ 2,273.60	\$ 862.00	\$ 724.86	\$ 917.50	\$ 1,036.39	\$ 2,132.00	\$ 1,433.16	\$ 680.00				
FUNDRAISING UNRESTRICTED	\$ 27,908.92	\$ 108,146.02	\$ 15,508.91	\$ 25,864.71	\$ 76,984.12	\$ 232,178.82	\$ 53,236.59	\$ 74,277.02	\$ 107,533.38	\$ 112,375.25				
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 49,967.27	\$ 1,050.00	\$ 53,202.27	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
RESTRICTED FUNDS	\$ 3,004.00	\$ -	\$ -	\$ -	\$ 229.34	\$ -	\$ -	\$ -	\$ 1,000.00	\$ -				
TOTAL FUNDRAISING REVENUE	\$ 30,912.92	\$ 158,113.29	\$ 16,558.91	\$ 79,066.98	\$ 77,213.46	\$ 232,178.82	\$ 53,236.59	\$ 74,277.02	\$ 108,533.38	\$ 112,375.25				
FUNDRAISING DIRECT COSTS	\$ 29,605.23	\$ 19,643.74	\$ 12,467.39	\$ 59,349.82	\$ 39,195.54	\$ 123,026.00	\$ 85,739.71	\$ 123,092.93	\$ 90,923.79	\$ 46,590.81				
FUNDRAISING INCOME	\$ 1,307.69	\$ 138,469.55	\$ 4,091.52	\$ 19,717.16	\$ 38,017.92	\$ 109,152.82	\$ (32,503.12)	\$ (48,815.91)	\$ 17,609.59	\$ 65,784.44				
NET ORDINARY INCOME/(LOSS)	\$ (14,175.12)	\$ 104,351.33	\$ (36,183.36)	\$ 7,656.83	\$ 14,552.05	\$ 143,502.84	\$ (23,038.04)	\$ (70,547.70)	\$ 34,379.51	\$ 25,829.99				
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (14,175.12)	\$ 90,176.21	\$ 53,992.85	\$ 61,649.68	\$ 76,201.73	\$ 219,704.57	\$ 196,666.53	\$ 126,118.83	\$ 160,498.34	\$ 186,328.33				
CAPITAL OVERLAY														
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
CAPITAL EXPENSE	\$ 1,243.66	\$ 1,243.66	\$ 1,243.66	\$ 1,243.66	\$ 17,034.55	\$ 3,743.66	\$ 5,649.28	\$ 1,243.66	\$ 37,962.29	\$ 1,243.66				
NET OTHER INCOME - CAPITAL	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (17,034.55)	\$ (3,743.66)	\$ (5,649.28)	\$ (1,243.66)	\$ (37,962.29)	\$ (1,243.66)				
NET INCOME	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18	\$ (28,687.32)	\$ (71,791.36)	\$ (3,582.78)	\$ 24,586.33				
NET INCOME/(LOSS) CUMULATIVE	\$ (15,418.78)	\$ 87,688.89	\$ 50,261.87	\$ 56,675.04	\$ 54,192.54	\$ 193,951.72	\$ 165,264.40	\$ 93,473.04	\$ 89,890.26	\$ 114,476.59				
Total Revenue	\$ 106,070.92	\$ 200,361.44	\$ 45,848.74	\$ 130,217.98	\$ 123,550.46	\$ 343,603.07	\$ 133,647.09	\$ 130,382.02	\$ 200,068.13	\$ 164,263.75				
Total Expenses	\$ 121,489.70	\$ 97,253.77	\$ 83,275.76	\$ 123,804.81	\$ 126,032.96	\$ 203,843.89	\$ 162,334.41	\$ 202,173.38	\$ 203,650.91	\$ 139,677.42				
	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18	\$ (28,687.32)	\$ (71,791.36)	\$ (3,582.78)	\$ 24,586.33				
Cash Flow - Without Restriction	\$ 222,898	\$ 203,912	\$ 317,232	\$ 333,283	\$ 285,044	\$ 187,251	\$ 381,276	\$ 350,739	\$ 264,173	\$ 273,521				
Cash Flow - With Restriction	\$ 115,000	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093				
SBA Loan 7/23/20 (Board Designated)	\$ 150,298	\$ 150,311	\$ 150,324	\$ 150,336	\$ 150,349	\$ 150,076	\$ 150,369	\$ 150,376	\$ 150,381	\$ 150,394				
Cash Available	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485	\$ 452,420	\$ 646,738	\$ 616,208	\$ 529,647	\$ 539,002	\$ 566,395				