

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	DEC 2021 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE	
	2021/2022	ACTUALS	From Prior FY			2021/2022	From Budget	
PROGRAMS								
REVENUE	\$ 355,608	\$ 174,486	\$ 181,122	104%		\$ 275,821	\$ 79,787	29%
DIRECT COSTS	\$ 154,301	\$ 111,516	\$ 42,785	38%		\$ 195,653	\$ (41,352)	-21%
PROGRAM INCOME/(LOSS)	\$ 201,307	\$ 62,970	\$ 138,337			\$ 80,168	\$ 121,140	
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 292,359	\$ 247,559	\$ 44,800	18%		\$ 281,460	\$ 10,900	4%
INCOME/(LOSS) FROM OPERATIONS	\$ (91,052)	\$ (184,589)	\$ 93,537	51%		\$ (201,292)	\$ 110,240	55%
FUNDRAISING								
REVENUE	\$ 594,044	\$ 226,367	\$ 367,677	162%		\$ 375,569	\$ 218,475	58%
DIRECT COSTS	\$ 283,288	\$ 84,000	\$ 199,288	237%		\$ 187,186	\$ 96,102	51%
FUNDRAISING INCOME/(LOSS)	\$ 310,757	\$ 142,367	\$ 168,389			\$ 188,384	\$ 122,373	
NET ORDINARY INCOME/(LOSS)	\$ 219,705	\$ (42,222)	\$ 261,926	0%		\$ (12,908)	\$ 232,613	0%
TOTAL OPERATING REVENUES	\$ 949,653	\$ 400,853	\$ 548,800	137%		\$ 651,390	\$ 298,262	46%
TOTAL OPERATING EXPENSES	\$ 729,948	\$ 443,075	\$ 286,873	65%		\$ 664,299	\$ 65,649	10%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -	
CAPITAL EXPENSE	\$ 25,753	\$ 7,984	\$ 17,769			\$ 25,753	\$ -	
NET OTHER INCOME - CAPITAL	\$ (25,753)	\$ (7,984)	\$ (17,769)			\$ (25,753)	\$ -	
NET INCOME	\$ 193,952	\$ (50,206)	\$ 244,158	486%		\$ (38,661)	\$ 232,613	602%
TOTAL REVENUE	\$ 949,653	\$ 400,853	\$ 548,800	137%		\$ 651,390	\$ 298,262	46%
TOTAL EXPENSES	\$ 755,701	\$ 451,059	\$ 304,642	68%		\$ 690,051	\$ 65,649	10%

Dec The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
		DEC 2021 FYTD	PRIOR FY 20/21	VARIANCE	BUDGET FYTD	VARIANCE	
		2021/2022	ACTUALS	From Prior FY	2021/2022	From Budget	
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$	151,998	\$ 79,823	\$ 72,175	\$ 127,385	\$ 24,613	
SPORTS - Adult	\$	34,986	\$ 24,684	\$ 10,302	\$ 32,886	\$ 2,100	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	168,744	\$ 69,929	\$ 98,815	\$ 105,550	\$ 63,194	
ADULT - Seniors,Culture,Specialty	\$	(120)	\$ 50	\$ (170)	\$ 10,000	\$ (10,120)	
TOTAL PROGRAM REVENUE	\$	355,608	\$ 174,486	\$ 181,122	\$ 275,821	\$ 79,787	
MEMBERSHIP REV (Fitness, PB, Tennis)	\$	140,521	\$ 77,017	\$ 63,504	\$ 120,925	\$ 19,596	
REGISTRATION FEES (Sports,Youth,Adult)	\$	140,519	\$ 73,977	\$ 66,542	\$ 119,926	\$ 20,593	
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	74,568	\$ 23,492	\$ 51,077	\$ 34,970	\$ 39,599	
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	53,066	\$ 46,417	\$ 6,649	\$ 84,610	\$ (31,544)	
SPORTS - Adult	\$	17,803	\$ 14,991	\$ 2,811	\$ 32,167	\$ (14,365)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	80,722	\$ 50,108	\$ 30,615	\$ 76,990	\$ 3,732	
ADULT - Seniors,Culture,Specialty	\$	2,710	\$ -	\$ 2,710	\$ 1,886	\$ 824	
TOTAL PROGRAM DIRECTS COSTS	\$	154,301	\$ 111,516	\$ 42,785	\$ 195,653	\$ (41,352)	
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	98,932	\$ 33,406	\$ 65,526	\$ 42,775	\$ 56,157	
SPORTS - Adult	\$	17,183	\$ 9,693	\$ 7,491	\$ 719	\$ 16,465	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	88,022	\$ 19,822	\$ 68,200	\$ 28,560	\$ 59,462	
ADULT - Seniors,Culture,Specialty	\$	(2,830)	\$ 50	\$ (2,880)	\$ 8,114	\$ (10,944)	
TOTAL PROGRAM INCOME/(LOSS)	\$	201,307	\$ 62,970	\$ 138,337	\$ 80,168	\$ 121,140	
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	207,961	\$ 180,716	\$ 27,245	\$ 164,974	\$ 42,986	
ADMINISTRATIVE	\$	84,399	\$ 66,844	\$ 17,555	\$ 116,485	\$ (32,086)	
TOTAL G&A EXPENSES	\$	292,359	\$ 247,559	\$ 44,800	\$ 281,460	\$ 10,900	
INCOME/(LOSS) FROM OPERATIONS	\$	(91,052)	\$ (184,589)	\$ 93,537	\$ (201,292)	\$ 110,240	
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	425,078	\$ 176,306	\$ 248,772	\$ 309,365	\$ 115,713	
GRANTS	\$	55,000	\$ 29,134	\$ 25,866	\$ 64,000	\$ (9,000)	
GOVT (Island Cities, PPP Loans/Grants)	\$	-	\$ -	\$ -	\$ -	\$ -	
INTEREST EARNINGS	\$	34	\$ 214	\$ (181)	\$ 214	\$ (181)	
OTHER INCOME - Rental, Merch Sales	\$	6,480	\$ 513	\$ 5,967	\$ 1,990	\$ 4,490	
FUNDRAISING UNRESTRICTED	\$	486,592	\$ 206,167	\$ 280,425	\$ 375,569	\$ 111,022	
TEMPORARILY RESTRICTED FUNDS	\$	104,220	\$ -	\$ 104,220	\$ -	\$ 104,220	
RESTRICTED FUNDS	\$	3,233	\$ 20,200	\$ (16,967)	\$ -	\$ 3,233	
TOTAL FUNDRAISING REVENUE	\$	594,044	\$ 226,367	\$ 367,677	\$ 375,569	\$ 218,475	
FUNDRAISING DIRECT COSTS	\$	283,288	\$ 84,000	\$ 199,288	\$ 187,186	\$ 96,102	
FUNDRAISING INCOME	\$	310,757	\$ 142,367	\$ 168,389	\$ 188,384	\$ 122,373	
NET ORDINARY INCOME/(LOSS)	\$	219,705	\$ (42,222)	\$ 261,926	\$ (12,908)	\$ 232,613	
TOTAL OPERATING REVENUES	\$	949,653	\$ 400,853	\$ 548,800	\$ 651,390	\$ 298,262	
TOTAL OPERATING EXPENSES	\$	729,948	\$ 443,075	\$ 286,873	\$ 664,299	\$ 65,649	
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -	\$ -	\$ -	
CAPITAL EXPENSE	\$	25,753	\$ 7,984	\$ 17,769	\$ 25,753	\$ -	
NET OTHER INCOME - CAPITAL	\$	(25,753)	\$ (7,984)	\$ (17,769)	\$ (25,753)	\$ -	
NET INCOME	\$	193,952	\$ (50,206)	\$ 244,158	\$ (38,661)	\$ 232,613	
TOTAL REVENUE	\$	949,653	\$ 400,853	\$ 548,800	\$ 651,390	\$ 298,262	
TOTAL EXPENSES	\$	755,701	\$ 451,059	\$ 304,642	\$ 690,051	\$ 65,649	
Cash Operating	\$	381,276	\$ 131,617	\$ 249,660	\$ 142,389	\$ 238,887	
Cash Restricted	\$	115,093	\$ -	\$ 115,093	\$ -	\$ 115,093	
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,369	\$ -	\$ 150,369	\$ 149,934	\$ 435	
Total Cash	\$	646,738	\$ 131,617	\$ 515,122	\$ 292,323	\$ 354,415	

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2021	Actuals Aug 2021	Actuals Sept 2021	Actuals Oct 2021	Actuals Nov 2021	Actuals Dec 2021
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
SPORTS - Adult	\$ 8,097.00	\$ 9,121.00	\$ 4,591.00	\$ 5,246.00	\$ 3,764.00	\$ 4,167.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 45,183.50	\$ 14,302.90	\$ 6,418.00	\$ 17,668.00	\$ 18,235.00	\$ 66,937.00
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -	\$ -	\$ 30.00
TOTAL PROGRAM REVENUE	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 18,982.50	\$ 17,124.25	\$ 17,227.50	\$ 26,467.00	\$ 21,768.00	\$ 38,951.25
REGISTRATION FEES (Sports,Youth,Adult)	\$ 52,055.50	\$ 20,523.90	\$ 9,112.33	\$ 17,434.00	\$ 21,789.00	\$ 19,604.00
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00	\$ 2,780.00	\$ 52,869.00
	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25
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
SPORTS - Adult	\$ 4,026.11	\$ 4,032.15	\$ 2,029.56	\$ 3,035.25	\$ 2,008.24	\$ 2,671.24
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 30,322.39	\$ 11,881.55	\$ 7,762.20	\$ 8,471.34	\$ 11,161.96	\$ 11,123.03
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74	\$ 162.50	\$ 722.92
TOTAL PROGRAM DIRECTS COSTS	\$ 41,239.19	\$ 24,154.96	\$ 21,053.59	\$ 19,042.28	\$ 22,484.69	\$ 26,326.26
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
SPORTS - Adult	\$ 4,070.89	\$ 5,088.85	\$ 2,561.44	\$ 2,210.75	\$ 1,755.76	\$ 1,495.76
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 14,861.11	\$ 2,421.35	\$ (1,344.20)	\$ 9,196.66	\$ 7,073.04	\$ 55,813.97
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)	\$ (162.50)	\$ (692.92)
TOTAL PROGRAM INCOME/(LOSS)	\$ 33,918.81	\$ 18,093.19	\$ 8,236.24	\$ 32,108.72	\$ 23,852.31	\$ 85,097.99
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
ADMINISTRATIVE	\$ 11,094.54	\$ 17,747.03	\$ 14,988.26	\$ 10,263.19	\$ 15,012.79	\$ 15,292.85
TOTAL G&A EXPENSES	\$ 49,401.62	\$ 52,211.41	\$ 48,511.12	\$ 44,169.05	\$ 47,318.18	\$ 50,747.97
INCOME/(LOSS) FROM OPERATIONS	\$ (15,482.81)	\$ (34,118.22)	\$ (40,274.88)	\$ (12,060.33)	\$ (23,465.87)	\$ 34,350.02
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$ 27,346.65	\$ 51,993.25	\$ 13,235.31	\$ 24,989.94	\$ 76,259.26	\$ 231,253.29
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 12.77	\$ -	\$ 12.77	\$ -	\$ 8.03
OTHER INCOME - Rental, Merch Sales	\$ 562.27	\$ 1,140.00	\$ 2,273.60	\$ 862.00	\$ 724.86	\$ 917.50
FUNDRAISING UNRESTRICTED	\$ 27,908.92	\$ 108,146.02	\$ 15,508.91	\$ 25,864.71	\$ 76,984.12	\$ 232,178.82
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 49,967.27	\$ 1,050.00	\$ 53,202.27	\$ -	\$ -
RESTRICTED FUNDS	\$ 3,004.00	\$ -	\$ -	\$ -	\$ 229.34	\$ -
TOTAL FUNDRAISING REVENUE	\$ 30,912.92	\$ 158,113.29	\$ 16,558.91	\$ 79,066.98	\$ 77,213.46	\$ 232,178.82
FUNDRAISING DIRECT COSTS	\$ 29,605.23	\$ 19,643.74	\$ 12,467.39	\$ 59,349.82	\$ 39,195.54	\$ 123,026.00
FUNDRAISING INCOME	\$ 1,307.69	\$ 138,469.55	\$ 4,091.52	\$ 19,717.16	\$ 38,017.92	\$ 109,152.82
NET ORDINARY INCOME/(LOSS)	\$ (14,175.12)	\$ 104,351.33	\$ (36,183.36)	\$ 7,656.83	\$ 14,552.05	\$ 143,502.84
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (14,175.12)	\$ 90,176.21	\$ 53,992.85	\$ 61,649.68	\$ 76,201.73	\$ 219,704.57
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
NET OTHER INCOME - CAPITAL	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (17,034.55)	\$ (3,743.66)
NET INCOME	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18
NET INCOME/(LOSS) CUMULATIVE	\$ (15,418.78)	\$ 87,688.89	\$ 50,261.87	\$ 56,675.04	\$ 54,192.54	\$ 193,951.72
Total Revenue	\$ 106,070.92	\$ 200,361.44	\$ 45,848.74	\$ 130,217.98	\$ 123,550.46	\$ 343,603.07
Total Expenses	\$ 121,489.70	\$ 97,253.77	\$ 83,275.76	\$ 123,804.81	\$ 126,032.96	\$ 203,843.89
	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18
Cash Flow - Without Restriction	\$ 222,898	\$ 203,912	\$ 317,232	\$ 333,283	\$ 285,044	\$ 187,251
Cash Flow - With Restriction	\$ 115,000	\$ 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	\$ 150,369
Cash Available	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485	\$ 452,420	\$ 646,738