

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	Feb 2022 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE		
	2021/2022	ACTUALS	From Prior FY			2021/2022	From Budget		
PROGRAMS									
REVENUE	\$ 492,124	\$ 256,981	\$ 235,142	92%		\$ 418,431	\$ 73,693	18%	
DIRECT COSTS	\$ 207,827	\$ 158,878	\$ 48,949	31%		\$ 280,354	\$ (72,526)	-26%	
PROGRAM INCOME/(LOSS)	\$ 284,296	\$ 98,103	\$ 186,193			\$ 138,077	\$ 146,219		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 387,615	\$ 327,544	\$ 60,071	18%		\$ 374,708	\$ 12,907	3%	
INCOME/(LOSS) FROM OPERATIONS	\$ (103,319)	\$ (229,441)	\$ 126,122	55%		\$ (236,631)	\$ 133,312	56%	
FUNDRAISING									
REVENUE	\$ 721,558	\$ 258,309	\$ 463,249	179%		\$ 523,818	\$ 197,740	38%	
DIRECT COSTS	\$ 492,120	\$ 109,786	\$ 382,334	348%		\$ 304,016	\$ 188,104	62%	
FUNDRAISING INCOME/(LOSS)	\$ 229,438	\$ 148,523	\$ 80,915			\$ 219,801	\$ 9,636		
NET ORDINARY INCOME/(LOSS)	\$ 126,119	\$ (80,918)	\$ 207,036	0%		\$ (16,830)	\$ 142,949	0%	
TOTAL OPERATING REVENUES	\$ 1,213,682	\$ 515,291	\$ 698,391	136%		\$ 942,249	\$ 271,433	29%	
TOTAL OPERATING EXPENSES	\$ 1,087,563	\$ 596,208	\$ 491,354	82%		\$ 959,078	\$ 128,485	13%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 32,646	\$ 11,591	\$ 21,055			\$ 32,646	\$ -		
NET OTHER INCOME - CAPITAL	\$ (32,646)	\$ (11,591)	\$ (21,055)			\$ (32,646)	\$ -		
NET INCOME	\$ 93,473	\$ (92,508)	\$ 185,981	201%		\$ (49,476)	\$ 142,949	289%	
TOTAL REVENUE	\$ 1,213,682	\$ 515,291	\$ 698,391	136%		\$ 942,249	\$ 271,433	29%	
TOTAL EXPENSES	\$ 1,120,209	\$ 607,799	\$ 512,410	84%		\$ 991,724	\$ 128,485	13%	

Feb The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
		Feb 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	\$	250,468	\$ 127,544	\$ 122,924	Return from COVID	\$ 229,685	\$ 20,783
SPORTS - Adult	\$	53,015	\$ 45,714	\$ 7,301	Return from COVID	\$ 55,386	\$ (2,371)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	187,601	\$ 83,674	\$ 103,927	Camps	\$ 123,360	\$ 64,241
ADULT - Seniors,Culture,Specialty	\$	1,040	\$ 50	\$ 990		\$ 10,000	\$ (8,960)
TOTAL PROGRAM REVENUE	\$	492,124	\$ 256,981	\$ 235,142	91.5% COVID Impact	\$ 418,431	\$ 73,693
MEMBERSHIP REV (Fitness, Pil, Tennis)	\$	233,808	\$ 122,855	\$ 110,953		\$ 220,225	\$ 13,583
REGISTRATION FEES (Sports,Youth,Adult)	\$	175,852	\$ 104,235	\$ 71,617		\$ 155,186	\$ 20,266
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	82,464	\$ 29,892	\$ 52,572		\$ 42,620	\$ 39,844
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	75,247	\$ 64,792	\$ 10,456		\$ 122,759	\$ (47,511)
SPORTS - Adult	\$	24,934	\$ 24,377	\$ 557		\$ 51,880	\$ (26,945)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	102,105	\$ 69,709	\$ 32,396	Camps	\$ 101,943	\$ 162
ADULT - Seniors,Culture,Specialty	\$	5,540	\$ -	\$ 5,540		\$ 3,772	\$ 1,768
TOTAL PROGRAM DIRECTS COSTS	\$	207,827	\$ 158,878	\$ 48,949	30.8%	\$ 280,354	\$ (72,526)
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	175,220	\$ 62,752	\$ 112,468		\$ 106,926	\$ 68,294
SPORTS - Adult	\$	28,081	\$ 21,337	\$ 6,744		\$ 3,506	\$ 24,574
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	85,496	\$ 13,965	\$ 71,531		\$ 21,417	\$ 64,079
ADULT - Seniors,Culture,Specialty	\$	(4,500)	\$ 50	\$ (4,550)		\$ 6,228	\$ (10,728)
TOTAL PROGRAM INCOME/(LOSS)	\$	284,296	\$ 98,103	\$ 186,193	189.8% Return from COVID	\$ 138,077	\$ 146,219
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	280,036	\$ 238,954	\$ 41,082		\$ 235,959	\$ 44,077
ADMINISTRATIVE	\$	107,579	\$ 88,590	\$ 18,989		\$ 138,749	\$ (31,170)
TOTAL G&A EXPENSES	\$	387,615	\$ 327,544	\$ 60,071	18.3%	\$ 374,708	\$ 12,907
INCOME/(LOSS) FROM OPERATIONS	\$	(103,319)	\$ (229,441)	\$ 126,122	55.0% Return from COVID	\$ (236,631)	\$ 133,312
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	547,828	\$ 203,556	\$ 344,272	Concerts; Fall Fundraising Initiative	\$ 427,365	\$ 120,463
GRANTS	\$	56,599	\$ 32,271	\$ 24,328		\$ 93,000	\$ (36,401)
GOVT (Island Cities, PPP Loans/Grant)	\$	-	\$ -	\$ -		\$ -	\$ -
INTEREST EARNINGS	\$	39	\$ 249	\$ (210)		\$ 253	\$ (213)
OTHER INCOME - Rental, Merch Sales	\$	9,639	\$ 2,033	\$ 7,605		\$ 3,200	\$ 6,439
FUNDRAISING UNRESTRICTED	\$	614,105	\$ 238,109	\$ 375,996		\$ 523,818	\$ 90,288
TEMPORARILY RESTRICTED FUNDS	\$	104,220	\$ -	\$ 104,220		\$ -	\$ 104,220
RESTRICTED FUNDS	\$	3,233	\$ 20,200	\$ (16,967)		\$ -	\$ 3,233
TOTAL FUNDRAISING REVENUE	\$	721,558	\$ 258,309	\$ 463,249	179.3%	\$ 523,818	\$ 197,740
FUNDRAISING DIRECT COSTS	\$	492,120	\$ 109,786	\$ 382,334	348.3%	\$ 304,016	\$ 188,104
FUNDRAISING INCOME	\$	229,438	\$ 148,523	\$ 80,915	54.5% Concerts	\$ 219,801	\$ 9,636
NET ORDINARY INCOME/(LOSS)	\$	126,119	\$ (80,918)	\$ 207,036	255.9% Net Ordinary loss less than PY	\$ (16,830)	\$ 142,949
TOTAL OPERATING REVENUES	\$	1,213,682	\$ 515,291	\$ 698,391	135.5% Increases due to return from COVID	\$ 942,249	\$ 271,433
TOTAL OPERATING EXPENSES	\$	1,087,563	\$ 596,208	\$ 491,354	82.4% and Concerts	\$ 959,078	\$ 128,485
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -		\$ -	\$ -
CAPITAL EXPENSE	\$	32,646	\$ 11,591	\$ 21,055		\$ 32,646	\$ -
NET OTHER INCOME - CAPITAL	\$	(32,646)	\$ (11,591)	\$ (21,055)	-181.7%	\$ (32,646)	\$ -
NET INCOME	\$	93,473	\$ (92,508)	\$ 185,981	201.0%	\$ (49,476)	\$ 142,949
TOTAL REVENUE	\$	1,213,682	\$ 515,291	\$ 698,391	135.5%	\$ 942,249	\$ 271,433
TOTAL EXPENSES	\$	1,120,209	\$ 607,799	\$ 512,410	84.3%	\$ 991,724	\$ 128,485
Cash Operating	\$	264,173	\$ 89,315	\$ 174,858		\$ 131,575	\$ 132,598
Cash Restricted	\$	115,093	\$ -	\$ 115,093	Selby & Intuitive	\$ -	\$ 115,093
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,381	\$ -	\$ 150,381	To begin repayment 7/1/22	\$ 149,934	\$ 447
Total Cash	\$	529,647	\$ 89,315	\$ 440,332		\$ 281,509	\$ 248,138

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	Actuals Jan 2022	Actuals Feb 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
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
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
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -	\$ -	\$ 30.00	\$ 840.00	\$ 320.00
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
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 18,982.50	\$ 17,124.25	\$ 17,227.50	\$ 26,467.00	\$ 21,768.00	\$ 38,951.25	\$ 55,699.50	\$ 37,587.50
REGISTRATION FEES (Sports,Youth,Adult)	\$ 52,055.50	\$ 20,523.90	\$ 9,112.33	\$ 17,434.00	\$ 21,789.00	\$ 19,604.00	\$ 19,571.00	\$ 15,762.50
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00	\$ 2,780.00	\$ 52,869.00	\$ 5,140.00	\$ 2,755.00
	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25	\$ 80,410.50	\$ 56,105.00
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
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
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
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74	\$ 162.50	\$ 722.92	\$ 77.08	\$ 2,752.98
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
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
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
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)
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)	\$ (162.50)	\$ (692.92)	\$ 762.92	\$ (2,432.98)
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
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
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
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
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)
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
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -	\$ -	\$ -	\$ 1,599.00	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 12.77	\$ -	\$ 12.77	\$ -	\$ 8.03	\$ -	\$ 5.77
OTHER INCOME - Rental, Merch Sales	\$ 562.27	\$ 1,140.00	\$ 2,273.60	\$ 862.00	\$ 724.86	\$ 917.50	\$ 1,026.39	\$ 2,132.00
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
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	\$ 53,236.59	\$ 74,277.02
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
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)
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)
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
CAPITAL OVERLAY								
CAPITAL INCOME (Monatee 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
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)
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)
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
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
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
	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18	\$ (28,687.32)	\$ (71,791.36)
Cash Flow - Without Restriction	\$ 222,898	\$ 203,912	\$ 317,232	\$ 333,283	\$ 285,044	\$ 187,251	\$ 381,276	\$ 350,739
Cash Flow - With Restriction	\$ 115,000	\$ 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	\$ 150,381
Cash Available	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485	\$ 452,420	\$ 646,738	\$ 616,208	\$ 529,647