

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	Jan 2022 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE		
	2021/2022	ACTUALS	From Prior FY			2021/2022	From Budget		
PROGRAMS									
REVENUE	\$ 436,019	\$ 221,390	\$ 214,629	97%		\$ 353,881	\$ 82,138	23%	
DIRECT COSTS	\$ 177,847	\$ 134,666	\$ 43,181	32%		\$ 237,790	\$ (59,943)	-25%	
PROGRAM INCOME/(LOSS)	\$ 258,171	\$ 86,724	\$ 171,447			\$ 116,091	\$ 142,081		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 339,758	\$ 283,934	\$ 55,825	20%		\$ 325,003	\$ 14,756	5%	
INCOME/(LOSS) FROM OPERATIONS	\$ (81,587)	\$ (197,210)	\$ 115,623	59%		\$ (208,912)	\$ 127,325	61%	
FUNDRAISING									
REVENUE	\$ 647,281	\$ 232,121	\$ 415,160	179%		\$ 462,203	\$ 185,078	40%	
DIRECT COSTS	\$ 369,027	\$ 95,338	\$ 273,689	287%		\$ 251,348	\$ 117,680	47%	
FUNDRAISING INCOME/(LOSS)	\$ 278,254	\$ 136,783	\$ 141,471			\$ 210,855	\$ 67,399		
NET ORDINARY INCOME/(LOSS)	\$ 196,667	\$ (60,427)	\$ 257,093	0%		\$ 1,943	\$ 194,723	0%	
TOTAL OPERATING REVENUES	\$ 1,083,300	\$ 453,511	\$ 629,789	139%		\$ 816,084	\$ 267,216	33%	
TOTAL OPERATING EXPENSES	\$ 886,633	\$ 513,938	\$ 372,695	73%		\$ 814,140	\$ 72,493	9%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 31,402	\$ 9,315	\$ 22,087			\$ 31,402	\$ -		
NET OTHER INCOME - CAPITAL	\$ (31,402)	\$ (9,315)	\$ (22,087)			\$ (31,402)	\$ -		
NET INCOME	\$ 165,264	\$ (69,742)	\$ 235,006	337%		\$ (29,459)	\$ 194,723	661%	
TOTAL REVENUE	\$ 1,083,300	\$ 453,511	\$ 629,789	139%		\$ 816,084	\$ 267,216	33%	
TOTAL EXPENSES	\$ 918,035	\$ 523,253	\$ 394,782	75%		\$ 845,543	\$ 72,493	9%	

Jan The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
Jan 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	\$	209,581	\$ 105,884 \$ 103,698	\$ 181,685	\$ 27,896	<i>Return from COVID</i>	
SPORTS - Adult	\$	45,446	\$ 38,900 \$ 6,546	\$ 49,336	\$ (3,890)	<i>Return from COVID</i>	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	180,271	\$ 76,557 \$ 103,714	\$ 112,860	\$ 67,411	<i>Camps</i>	
ADULT - Seniors,Culture,Specialty	\$	720	\$ 50 \$ 670	\$ 10,000	\$ (9,280)		
TOTAL PROGRAM REVENUE	\$	436,019	\$ 221,390 \$ 214,629	\$ 353,881	\$ 82,138	96.9% COVID Impact	
MEMBERSHIP REV (Fitness, Pil, Tennis)	\$	196,220	\$ 101,674 \$ 94,546	\$ 172,925	\$ 23,295		
REGISTRATION FEES (Sports,Youth,Adult)	\$	160,090	\$ 92,325 \$ 67,765	\$ 140,686	\$ 19,404		
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	79,709	\$ 27,392 \$ 52,317	\$ 40,270	\$ 39,439		
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	61,997	\$ 53,861 \$ 8,135	\$ 101,038	\$ (39,041)		
SPORTS - Adult	\$	20,717	\$ 20,251 \$ 467	\$ 43,681	\$ (22,963)		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	92,346	\$ 60,554 \$ 31,792	\$ 90,242	\$ 2,104	<i>Camps</i>	
ADULT - Seniors,Culture,Specialty	\$	2,787	\$ - \$ 2,787	\$ 2,829	\$ (42)		
TOTAL PROGRAM DIRECTS COSTS	\$	177,847	\$ 134,666 \$ 43,181	\$ 237,790	\$ (59,943)	32.1%	
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	147,585	\$ 52,022 \$ 95,563	\$ 80,647	\$ 66,938		
SPORTS - Adult	\$	24,729	\$ 18,649 \$ 6,080	\$ 5,655	\$ 19,073		
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	87,926	\$ 16,003 \$ 71,922	\$ 22,618	\$ 65,307		
ADULT - Seniors,Culture,Specialty	\$	(2,067)	\$ 50 \$ (2,117)	\$ 7,171	\$ (9,238)		
TOTAL PROGRAM INCOME/(LOSS)	\$	258,171	\$ 86,724 \$ 171,447	\$ 116,091	\$ 142,081	197.7% Return from COVID	
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	244,536	\$ 206,898 \$ 37,638	\$ 198,340	\$ 46,196		
ADMINISTRATIVE	\$	95,223	\$ 77,035 \$ 18,187	\$ 126,662	\$ (31,440)		
TOTAL G&A EXPENSES	\$	339,758	\$ 283,934 \$ 55,825	\$ 325,003	\$ 14,756	19.7%	
INCOME/(LOSS) FROM OPERATIONS	\$	(81,587)	\$ (197,210) \$ 115,623	\$ (208,912)	\$ 127,325	58.6% Return from COVID	
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	475,689	\$ 178,297 \$ 297,392	\$ 366,365	\$ 109,324	<i>Concerts; Fall Fundraising Initiative</i>	
GRANTS	\$	56,599	\$ 32,271 \$ 24,328	\$ 93,000	\$ (36,401)		
GOVT (Island Cities, PPP Loans/Grant)	\$	-	\$ - \$ -	\$ -	\$ -		
INTEREST EARNINGS	\$	34	\$ 214 \$ (181)	\$ 253	\$ (219)		
OTHER INCOME - Rental, Merch Sales	\$	7,507	\$ 1,138 \$ 6,368	\$ 2,585	\$ 4,922		
FUNDRAISING UNRESTRICTED	\$	539,828	\$ 211,921 \$ 327,907	\$ 462,203	\$ 77,626		
TEMPORARILY RESTRICTED FUNDS	\$	104,220	\$ - \$ 104,220	\$ -	\$ 104,220		
RESTRICTED FUNDS	\$	3,233	\$ 20,200 \$ (16,967)	\$ -	\$ 3,233		
TOTAL FUNDRAISING REVENUE	\$	647,281	\$ 232,121 \$ 415,160	\$ 462,203	\$ 185,078	178.9%	
FUNDRAISING DIRECT COSTS	\$	369,027	\$ 95,338 \$ 273,689	\$ 251,348	\$ 117,680	287.1%	
FUNDRAISING INCOME	\$	278,254	\$ 136,783 \$ 141,471	\$ 210,855	\$ 67,399	103.4%	
NET ORDINARY INCOME/(LOSS)	\$	196,667	\$ (60,427) \$ 257,093	\$ 1,943	\$ 194,723	425.5% Net Ordinary loss less than PY	
TOTAL OPERATING REVENUES	\$	1,083,300	\$ 453,511 \$ 629,789	\$ 816,084	\$ 267,216	138.9% Increases due to return from COVID	
TOTAL OPERATING EXPENSES	\$	886,633	\$ 513,938 \$ 372,695	\$ 814,140	\$ 72,493	72.5% and Concerts	
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ - \$ -	\$ -	\$ -		
CAPITAL EXPENSE	\$	31,402	\$ 9,315 \$ 22,087	\$ 31,402	\$ -		
NET OTHER INCOME - CAPITAL	\$	(31,402)	\$ (9,315) \$ (22,087)	\$ (31,402)	\$ -	-237.1%	
NET INCOME	\$	165,264	\$ (69,742) \$ 235,006	\$ (29,459)	\$ 194,723	337.0%	
TOTAL REVENUE	\$	1,083,300	\$ 453,511 \$ 629,789	\$ 816,084	\$ 267,216	138.9%	
TOTAL EXPENSES	\$	918,035	\$ 523,253 \$ 394,782	\$ 845,543	\$ 72,493	75.4%	
Cash Operating	\$	350,739	\$ 112,081 \$ 238,658	\$ 151,592	\$ 199,148		
Cash Restricted	\$	115,093	\$ - \$ 115,093	\$ -	\$ 115,093	<i>Selby & Intuitive</i>	
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,376	\$ - \$ 150,376	\$ 149,934	\$ 442	<i>To begin repayment 7/1/22</i>	
Total Cash	\$	616,208	\$ 112,081 \$ 504,127	\$ 301,526	\$ 314,682		

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
	July	Aug	Sept	Oct	Nov	Dec	Jan
	2021	2021	2021	2021	2021	2021	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
SPORTS - Adult	\$ 8,097.00	\$ 9,121.00	\$ 4,591.00	\$ 5,246.00	\$ 3,764.00	\$ 4,167.00	\$ 10,460.00
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
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -	\$ -	\$ 30.00	\$ 840.00
TOTAL PROGRAM REVENUE	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25	\$ 80,410.50
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
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
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00	\$ 2,780.00	\$ 5,286.00	\$ 5,140.00
	\$ 75,158.00	\$ 42,248.15	\$ 29,289.83	\$ 51,151.00	\$ 46,337.00	\$ 111,424.25	\$ 80,410.50
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
SPORTS - Adult	\$ 4,026.11	\$ 4,032.15	\$ 2,029.56	\$ 3,035.25	\$ 2,008.24	\$ 2,671.24	\$ 2,914.87
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
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74	\$ 162.50	\$ 722.92	\$ 77.08
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
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
SPORTS - Adult	\$ 4,070.89	\$ 5,088.85	\$ 2,561.44	\$ 2,210.75	\$ 1,755.76	\$ 1,495.76	\$ 7,545.13
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)
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)	\$ (162.50)	\$ (692.92)	\$ 762.92
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
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
ADMINISTRATIVE	\$ 11,094.54	\$ 17,747.03	\$ 14,988.26	\$ 10,263.19	\$ 15,012.79	\$ 15,292.85	\$ 10,823.84
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
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
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
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -	\$ -	\$ -	\$ 1,599.00
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	\$ 1,026.39
FUNDRAISING UNRESTRICTED	\$ 27,908.92	\$ 108,146.02	\$ 15,508.91	\$ 25,864.71	\$ 76,984.12	\$ 232,178.82	\$ 53,236.59
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
FUNDRAISING DIRECT COSTS	\$ 29,605.23	\$ 19,643.74	\$ 12,467.39	\$ 59,349.82	\$ 39,195.54	\$ 123,026.00	\$ 85,739.71
FUNDRAISING INCOME	\$ 1,307.69	\$ 138,469.55	\$ 4,091.52	\$ 19,717.16	\$ 38,017.92	\$ 109,152.82	\$ (32,503.12)
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)
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
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
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)
NET INCOME	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18	\$ (28,687.32)
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
Total Revenue	\$ 106,070.92	\$ 200,361.44	\$ 45,848.74	\$ 130,217.98	\$ 123,550.46	\$ 343,603.07	\$ 133,647.09
Total Expenses	\$ 121,489.70	\$ 97,253.77	\$ 83,275.76	\$ 123,804.81	\$ 126,032.96	\$ 203,843.89	\$ 162,334.41
	\$ (15,418.78)	\$ 103,107.67	\$ (37,427.02)	\$ 6,413.17	\$ (2,482.50)	\$ 139,759.18	\$ (28,687.32)
Cash Flow - Without Restriction	\$ 222,898	\$ 203,912	\$ 317,232	\$ 333,283	\$ 285,044	\$ 187,251	\$ 381,276
Cash Flow - With Restriction	\$ 115,000	\$ 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
Cash Available	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485	\$ 452,420	\$ 646,738	\$ 616,208