

The Center
High Level Overview

2021-2022 ACTUALS - CASH BASIS

	Mar 2022 FYTD	PRIOR FY 20/21		VARIANCE		BUDGET FYTD	VARIANCE		
	2021/2022	ACTUALS	From Prior FY			2021/2022	From Budget		
PROGRAMS									
REVENUE	\$ 583,658	\$ 311,999	\$ 271,660	87%		\$ 478,881	\$ 104,777	22%	
DIRECT COSTS	\$ 229,956	\$ 182,873	\$ 47,083	26%		\$ 321,525	\$ (91,569)	-28%	
PROGRAM INCOME/(LOSS)	\$ 353,703	\$ 129,125	\$ 224,577			\$ 157,356	\$ 196,346		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 440,251	\$ 365,191	\$ 75,060	21%		\$ 414,385	\$ 25,867	6%	
INCOME/(LOSS) FROM OPERATIONS	\$ (86,549)	\$ (236,066)	\$ 149,517	63%		\$ (257,029)	\$ 170,480	66%	
FUNDRAISING									
REVENUE	\$ 830,091	\$ 293,525	\$ 536,566	183%		\$ 654,080	\$ 176,011	27%	
DIRECT COSTS	\$ 583,044	\$ 140,250	\$ 442,794	316%		\$ 336,319	\$ 246,726	73%	
FUNDRAISING INCOME/(LOSS)	\$ 247,047	\$ 153,275	\$ 93,772			\$ 317,762	\$ (70,715)		
NET ORDINARY INCOME/(LOSS)	\$ 160,498	\$ (82,790)	\$ 243,289	0%		\$ 60,733	\$ 99,765	0%	
TOTAL OPERATING REVENUES	\$ 1,413,750	\$ 605,524	\$ 808,226	133%		\$ 1,132,961	\$ 280,788	25%	
TOTAL OPERATING EXPENSES	\$ 1,253,252	\$ 688,314	\$ 564,937	82%		\$ 1,072,228	\$ 181,023	17%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 70,608	\$ 12,921	\$ 57,687			\$ 70,608	\$ -		
NET OTHER INCOME - CAPITAL	\$ (70,608)	\$ (12,921)	\$ (57,687)			\$ (70,608)	\$ -		
NET INCOME	\$ 89,890	\$ (95,711)	\$ 185,602	194%		\$ (9,875)	\$ 99,765	1010%	
TOTAL REVENUE	\$ 1,413,750	\$ 605,524	\$ 808,226	133%		\$ 1,132,961	\$ 280,788	25%	
TOTAL EXPENSES	\$ 1,323,860	\$ 701,235	\$ 622,624	89%		\$ 1,142,836	\$ 181,023	16%	

Mar The Center		2021-2022 ACTUALS - CASH BASIS		vs PRIOR YEAR		vs BUDGET	
Mar 2022 FYTD 2021/2022		PRIOR FY 20/21	VARIANCE From Prior FY	BUDGET FYTD 2021/2022	VARIANCE From Budget		
PROGRAM REVENUE							
FITNESS - Island Fitness, Personal Trng	\$	297,995	\$ 155,170	\$ 142,825	<i>Return from COVID</i>	\$ 264,785	\$ 33,210
SPORTS - Adult	\$	62,671	\$ 50,156	\$ 12,515	<i>Return from COVID</i>	\$ 60,286	\$ 2,385
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	220,668	\$ 106,623	\$ 114,045	<i>Camps</i>	\$ 143,810	\$ 76,858
ADULT - Seniors,Culture,Specialty	\$	2,325	\$ 50	\$ 2,275		\$ 10,000	\$ (7,675)
TOTAL PROGRAM REVENUE	\$	583,658	\$ 311,999	\$ 271,660	87.1% COVID Impact	\$ 478,881	\$ 104,777
MEMBERSHIP REV (Fitness, Pil, Tennis)	\$	277,012	\$ 148,201	\$ 128,810		\$ 252,725	\$ 24,287
REGISTRATION FEES (Sports,Youth,Adult)	\$	204,513	\$ 129,550	\$ 74,963		\$ 178,836	\$ 25,677
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	102,134	\$ 34,247	\$ 67,887		\$ 47,320	\$ 54,814
PROGRAM DIRECT COSTS (Variable Costs)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	83,420	\$ 73,742	\$ 9,678		\$ 141,709	\$ (58,289)
SPORTS - Adult	\$	28,737	\$ 28,518	\$ 219		\$ 60,209	\$ (31,471)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	112,812	\$ 80,613	\$ 32,199	<i>Camps</i>	\$ 114,892	\$ (2,080)
ADULT - Seniors,Culture,Specialty	\$	4,987	\$ -	\$ 4,987		\$ 4,715	\$ 272
TOTAL PROGRAM DIRECTS COSTS	\$	229,956	\$ 182,873	\$ 47,083	25.7%	\$ 321,525	\$ (91,569)
PROGRAM INCOME/(LOSS)							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	214,575	\$ 81,428	\$ 133,147		\$ 123,076	\$ 91,499
SPORTS - Adult	\$	33,934	\$ 21,638	\$ 12,296		\$ 77	\$ 33,856
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	107,856	\$ 26,010	\$ 81,846		\$ 28,918	\$ 78,938
ADULT - Seniors,Culture,Specialty	\$	(2,662)	\$ 50	\$ (2,712)		\$ 5,285	\$ (7,947)
TOTAL PROGRAM INCOME/(LOSS)	\$	353,703	\$ 129,125	\$ 224,577	173.9% Return from COVID	\$ 157,356	\$ 196,346
GENERAL & ADMIN EXPENSES							
GENERAL/INDIRECT	\$	321,892	\$ 266,694	\$ 55,198		\$ 266,359	\$ 55,533
ADMINISTRATIVE	\$	118,360	\$ 98,497	\$ 19,862		\$ 148,026	\$ (29,666)
TOTAL G&A EXPENSES	\$	440,251	\$ 365,191	\$ 75,060	20.6%	\$ 414,385	\$ 25,867
INCOME/(LOSS) FROM OPERATIONS	\$	(86,549)	\$ (236,066)	\$ 149,517	63.3% Return from COVID	\$ (257,029)	\$ 170,480
FUNDRAISING REVENUE							
DONATIONS/SPONS/TICKETS	\$	653,934	\$ 222,879	\$ 431,055	<i>Concerts; Fall Fundraising Initiative</i>	\$ 502,965	\$ 150,969
GRANTS	\$	56,599	\$ 46,779	\$ 9,820		\$ 147,000	\$ (90,401)
GOVT (Island Cities, PPP Loans/Grant)	\$	-	\$ -	\$ -		\$ -	\$ -
INTEREST EARNINGS	\$	34	\$ 322	\$ (288)		\$ 325	\$ (292)
OTHER INCOME - Rental, Merch Sales	\$	11,072	\$ 3,345	\$ 7,727		\$ 3,790	\$ 7,282
FUNDRAISING UNRESTRICTED	\$	721,638	\$ 273,325	\$ 448,313		\$ 654,080	\$ 67,558
TEMPORARILY RESTRICTED FUNDS	\$	104,220	\$ -	\$ 104,220		\$ -	\$ 104,220
RESTRICTED FUNDS	\$	4,233	\$ 20,200	\$ (15,967)		\$ -	\$ 4,233
TOTAL FUNDRAISING REVENUE	\$	830,091	\$ 293,525	\$ 536,566	182.8%	\$ 654,080	\$ 176,011
FUNDRAISING DIRECT COSTS	\$	583,044	\$ 140,250	\$ 442,794	315.7%	\$ 336,319	\$ 246,726
FUNDRAISING INCOME	\$	247,047	\$ 153,275	\$ 93,772	61.2% Concerts	\$ 317,762	\$ (70,715)
NET ORDINARY INCOME/(LOSS)	\$	160,498	\$ (82,790)	\$ 243,289	293.9% Net Ordinary loss less than PY	\$ 60,733	\$ 99,765
TOTAL OPERATING REVENUES	\$	1,413,750	\$ 605,524	\$ 808,226	133.5% Increases due to return from COVID	\$ 1,132,961	\$ 280,788
TOTAL OPERATING EXPENSES	\$	1,253,252	\$ 688,314	\$ 564,937	82.1% and Concerts	\$ 1,072,228	\$ 181,023
CAPITAL OVERLAY							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -		\$ -	\$ -
CAPITAL EXPENSE	\$	70,608	\$ 12,921	\$ 57,687		\$ 70,608	\$ -
NET OTHER INCOME - CAPITAL	\$	(70,608)	\$ (12,921)	\$ (57,687)	-446.4%	\$ (70,608)	\$ -
NET INCOME	\$	89,890	\$ (95,711)	\$ 185,602	193.9%	\$ (9,875)	\$ 99,765
TOTAL REVENUE	\$	1,413,750	\$ 605,524	\$ 808,226	133.5%	\$ 1,132,961	\$ 280,788
TOTAL EXPENSES	\$	1,323,860	\$ 701,235	\$ 622,624	88.8%	\$ 1,142,836	\$ 181,023
Cash Operating	\$	273,521	\$ 86,111	\$ 187,409		\$ 171,176	\$ 102,345
Cash Restricted	\$	115,094	\$ -	\$ 115,094	<i>Selby & Intuitive</i>	\$ -	\$ 115,094
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,388	\$ -	\$ 150,388	<i>To begin repayment 7/1/22</i>	\$ 149,934	\$ 454
Total Cash	\$	539,002	\$ 86,111	\$ 452,891		\$ 321,110	\$ 217,893

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	Actuals Mar 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
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
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
ADULT - Seniors,Culture,Specialty	\$ (150.00)	\$ -	\$ -	\$ -	\$ -	\$ 30.00	\$ 840.00	\$ 320.00	\$ 1,285.00
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
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	\$ 43,204.00
REGISTRATION FEES (Sports,Youth,Adult)	\$ 52,055.50	\$ 20,523.90	\$ 9,112.33	\$ 17,434.00	\$ 21,788.00	\$ 19,604.00	\$ 19,571.00	\$ 15,762.50	\$ 28,661.00
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 4,120.00	\$ 4,600.00	\$ 2,950.00	\$ 7,250.00	\$ 2,780.00	\$ 2,869.00	\$ 5,140.00	\$ 2,755.00	\$ 19,669.75
	\$ 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
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
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
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
ADULT - Seniors,Culture,Specialty	\$ 627.05	\$ 481.26	\$ 497.69	\$ 218.74	\$ 162.50	\$ 722.92	\$ 77.08	\$ 2,752.98	\$ (552.97)
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
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
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
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
ADULT - Seniors,Culture,Specialty	\$ (777.05)	\$ (481.26)	\$ (497.69)	\$ (218.74)	\$ (162.50)	\$ (692.92)	\$ 762.92	\$ (2,432.98)	\$ 1,837.97
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
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
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
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
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
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
GRANTS	\$ -	\$ 55,000.00	\$ -	\$ -	\$ -	\$ -	\$ 1,599.00	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ -	\$ 12.77	\$ -	\$ 12.77	\$ -	\$ 8.03	\$ -	\$ 5.77	\$ (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	\$ 1,433.16
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
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
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
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
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
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
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
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)
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)
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
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
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
	\$ (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)
Cash Flow - Without Restriction	\$ 222,898	\$ 203,912	\$ 317,232	\$ 333,283	\$ 285,044	\$ 187,251	\$ 381,276	\$ 350,739	\$ 264,173
Cash Flow - With Restriction	\$ 115,000	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,093	\$ 115,094
SBA Loan 7/23/20 (Board Designated)	\$ 150,298	\$ 150,311	\$ 150,324	\$ 150,336	\$ 150,349	\$ 150,362	\$ 150,375	\$ 150,388	\$ 150,288
Cash Available	\$ 469,316	\$ 582,648	\$ 598,712	\$ 550,485	\$ 452,420	\$ 646,738	\$ 616,208	\$ 529,647	\$ 539,002