

The Center
High Level Overview

2022-2023 ACTUALS - CASH BASIS

| | APRIL 2023 FYTD | PRIOR FY 21/22 | | VARIANCE | | BUDGET FYTD | VARIANCE | | |
|---|---------------------|-------------------|---------------------|----------|--|-------------------|---------------------|-------|--|
| | 2022/2023 | ACTUALS | From Prior FY | | | 2022/2023 | From Budget | | |
| PROGRAMS | | | | | | | | | |
| REVENUE | \$ 749,003 | \$ 635,547 | \$ 113,456 | 18% | | \$ 718,296 | \$ 30,707 | 4% | |
| DIRECT COSTS | \$ 403,945 | \$ 266,336 | \$ 137,609 | 52% | | \$ 340,604 | \$ 63,341 | 19% | |
| PROGRAM INCOME/(LOSS) | \$ 345,058 | \$ 369,211 | \$ (24,153) | | | \$ 377,692 | \$ (32,634) | | |
| GENERAL/INDIRECT/ADMIN EXPENSES | \$ 626,416 | \$ 495,714 | \$ 130,702 | 26% | | \$ 539,408 | \$ 87,008 | 16% | |
| INCOME/(LOSS) FROM OPERATIONS | \$ (281,358) | \$ (126,503) | \$ (154,855) | -122% | | \$ (161,717) | \$ (119,641) | -74% | |
| FUNDRAISING | | | | | | | | | |
| REVENUE | \$ 649,099 | \$ 942,467 | \$ (293,367) | -31% | | \$ 837,013 | \$ (187,914) | -22% | |
| DIRECT COSTS | \$ 473,107 | \$ 629,635 | \$ (156,528) | -25% | | \$ 439,445 | \$ 33,663 | 8% | |
| FUNDRAISING INCOME/(LOSS) | \$ 175,992 | \$ 312,832 | \$ (136,840) | | | \$ 397,569 | \$ (221,577) | | |
| NET ORDINARY INCOME/(LOSS) | \$ (105,366) | \$ 186,328 | \$ (291,694) | 0% | | \$ 235,852 | \$ (341,218) | 0% | |
| TOTAL OPERATING REVENUES | \$ 1,398,102 | \$ 1,578,014 | \$ (179,911) | -11% | | \$ 1,555,309 | \$ (157,207) | -10% | |
| TOTAL OPERATING EXPENSES | \$ 1,503,468 | \$ 1,391,685 | \$ 111,783 | 8% | | \$ 1,319,457 | \$ 184,011 | 14% | |
| CAPITAL OVERLAY | | | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ - | \$ - | | | \$ - | \$ - | | |
| CAPITAL EXPENSE | \$ 163,777 | \$ 73,095 | \$ 90,681 | | | \$ 109,373 | \$ 54,403 | | |
| NET OTHER INCOME - CAPITAL | \$ (163,777) | \$ (73,095) | \$ (90,681) | | | \$ (109,373) | \$ (54,403) | | |
| NET INCOME | \$ (269,143) | \$ 113,233 | \$ (382,375) | -338% | | \$ 126,479 | \$ (395,621) | -313% | |
| TOTAL REVENUE | \$ 1,398,102 | \$ 1,578,014 | \$ (179,911) | -11% | | \$ 1,555,309 | \$ (157,207) | -10% | |
| TOTAL EXPENSES | \$ 1,667,245 | \$ 1,464,781 | \$ 202,464 | 14% | | \$ 1,428,830 | \$ 238,415 | 17% | |

| April | | 2022-2023 ACTUALS - CASH BASIS | | | | vs PRIOR YEAR | | | | vs BUDGET | | | |
|--|-----------|--------------------------------|-----------|------------------|-----------|------------------|----------------|-------------|------------------|-------------|------------------|----------------|--|
| The Center | | APRIL 2023 FYTD | | PRIOR FY 21/22 | | VARIANCE | | BUDGET FYTD | | VARIANCE | | From Budget | |
| | | 2022/2023 | | ACTUALS | | From Prior FY | | 2022/2023 | | From Budget | | | |
| PROGRAM REVENUE | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ | 390,322 | \$ | 331,513 | \$ | 58,809 | | \$ | 353,389 | \$ | 36,932 | | |
| SPORTS - Adult | \$ | 50,775 | \$ | 70,377 | \$ | (19,602) | | \$ | 77,120 | \$ | (26,345) | | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 296,428 | \$ | 231,122 | \$ | 65,305 | | \$ | 286,236 | \$ | 10,191 | | |
| ADULT - Senior,Culture,Specialty | \$ | 11,479 | \$ | 2,535 | \$ | 8,944 | | \$ | 1,550 | \$ | 9,929 | | |
| TOTAL PROGRAM REVENUE | \$ | 749,003 | \$ | 635,547 | \$ | 113,456 | 17.9% | \$ | 718,296 | \$ | 30,707 | 4.3% | |
| MEMBERSHIP REV (Fitness, Pk, Tennis) | | | | | | | | | | | | | |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ | 45,599 | \$ | 306,596 | \$ | (260,997) | | \$ | 328,483 | \$ | (72,884) | | |
| OTHER (PT,Sponsorship,Donations,Merch Sales) | \$ | 240,580 | \$ | 223,093 | \$ | 17,487 | | \$ | 234,818 | \$ | 5,762 | | |
| | \$ | 182,424 | \$ | 107,859 | \$ | 74,565 | | \$ | 154,994 | \$ | 27,430 | | |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Circuit | \$ | 120,676 | \$ | 96,310 | \$ | 24,365 | | \$ | 102,810 | \$ | 17,866 | | |
| SPORTS - Adult | \$ | 44,909 | \$ | 36,131 | \$ | 8,778 | | \$ | 71,040 | \$ | (26,131) | | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 217,079 | \$ | 127,473 | \$ | 89,606 | | \$ | 154,144 | \$ | 62,935 | | |
| ADULT - Senior,Culture,Specialty | \$ | 21,281 | \$ | 6,421 | \$ | 14,860 | | \$ | 12,610 | \$ | 8,671 | | |
| TOTAL PROGRAM DIRECTS COSTS | \$ | 403,945 | \$ | 266,336 | \$ | 137,609 | 51.7% | \$ | 340,604 | \$ | 63,341 | 18.6% | |
| PROGRAM INCOME/(LOSS) | | | | | | | | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Circuit | \$ | 269,646 | \$ | 235,202 | \$ | 34,444 | | \$ | 250,579 | \$ | 19,066 | | |
| SPORTS - Adult | \$ | 5,866 | \$ | 34,246 | \$ | (28,380) | | \$ | 6,080 | \$ | (1,213) | | |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 79,348 | \$ | 103,649 | \$ | (24,301) | | \$ | 132,092 | \$ | (52,744) | | |
| ADULT - Senior,Culture,Specialty | \$ | (9,802) | \$ | (3,886) | \$ | (5,916) | | \$ | (11,060) | \$ | 1,258 | | |
| TOTAL PROGRAM INCOME/(LOSS) | \$ | 345,058 | \$ | 369,211 | \$ | (24,153) | -6.5% | \$ | 377,692 | \$ | (32,634) | -8.6% | |
| GENERAL & ADMIN EXPENSES | | | | | | | | | | | | | |
| GENERAL/INDIRECT | \$ | 475,609 | \$ | 365,156 | \$ | 110,453 | | \$ | 400,633 | \$ | 74,976 | | |
| ADMINISTRATIVE | \$ | 150,807 | \$ | 130,559 | \$ | 20,248 | | \$ | 138,776 | \$ | 12,032 | | |
| TOTAL G&A EXPENSES | \$ | 626,416 | \$ | 495,714 | \$ | 130,702 | 26.4% | \$ | 539,408 | \$ | 87,008 | 16.1% | |
| INCOME/(LOSS) FROM OPERATIONS | \$ | (281,358) | \$ | (126,503) | \$ | (154,855) | -122.4% | \$ | (161,717) | \$ | (119,641) | -74.0% | |
| FUNDRAISING REVENUE | | | | | | | | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ | 592,555 | \$ | 740,623 | \$ | (148,068) | | \$ | 625,088 | \$ | (32,533) | | |
| GRANTS | \$ | 12,904 | \$ | 81,599 | \$ | (68,695) | | \$ | 153,000 | \$ | (140,096) | | |
| GOVT (Island Clinic, PPP Loan/Grant) | \$ | 25,000 | \$ | - | \$ | 25,000 | | \$ | - | \$ | 25,000 | | |
| INTEREST EARNINGS | \$ | 2,087 | \$ | 40 | \$ | 2,047 | | \$ | 118 | \$ | 1,969 | | |
| OTHER INCOME - Award, Merch Sales | \$ | 11,553 | \$ | 11,752 | \$ | (199) | | \$ | 8,840 | \$ | 2,713 | | |
| FUNDRAISING UNRESTRICTED | \$ | 644,059 | \$ | 834,014 | \$ | (189,955) | | \$ | 787,046 | \$ | (142,947) | | |
| TEMPORARILY RESTRICTED FUNDS | \$ | 5,000 | \$ | 104,220 | \$ | (99,220) | | \$ | 49,967 | \$ | (44,967) | | |
| RESTRICTED FUNDS | \$ | - | \$ | 4,233 | \$ | (4,233) | | \$ | - | \$ | - | | |
| TOTAL FUNDRAISING REVENUE | \$ | 649,059 | \$ | 942,467 | \$ | (293,407) | -31.1% | \$ | 837,013 | \$ | (187,914) | -22.5% | |
| FUNDRAISING DIRECT COSTS | \$ | 473,107 | \$ | 629,635 | \$ | (156,528) | -24.9% | \$ | 439,445 | \$ | 33,663 | 7.3% | |
| FUNDRAISING INCOME | \$ | 175,952 | \$ | 312,832 | \$ | (136,840) | -43.7% | \$ | 397,569 | \$ | (221,577) | -55.7% | |
| NET ORDINARY INCOME/(LOSS) | \$ | (105,366) | \$ | 186,328 | \$ | (291,694) | -156.5% | \$ | 235,852 | \$ | (341,218) | -144.7% | |
| TOTAL OPERATING REVENUES | \$ | 1,398,102 | \$ | 1,578,014 | \$ | (179,911) | -11.4% | \$ | 1,555,309 | \$ | (157,207) | -10.1% | |
| TOTAL OPERATING EXPENSES | \$ | 1,503,468 | \$ | 1,391,685 | \$ | 111,783 | 8.0% | \$ | 1,319,457 | \$ | 184,011 | 13.9% | |
| CAPITAL OVERLAY | | | | | | | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ | - | \$ | - | \$ | - | | \$ | - | \$ | - | | |
| CAPITAL EXPENSE | \$ | 163,777 | \$ | 73,095 | \$ | 90,681 | | \$ | 109,373 | \$ | 54,403 | | |
| NET OTHER INCOME - CAPITAL | \$ | (163,777) | \$ | (73,095) | \$ | (90,681) | -124.1% | \$ | (109,373) | \$ | (54,403) | -49.7% | |
| NET INCOME | \$ | (269,143) | \$ | 113,233 | \$ | (382,375) | -337.7% | \$ | 126,479 | \$ | (395,621) | -312.8% | |
| TOTAL REVENUE | \$ | 1,398,102 | \$ | 1,578,014 | \$ | (179,911) | -11.4% | \$ | 1,555,309 | \$ | (157,207) | -10.1% | |
| TOTAL EXPENSES | \$ | 1,667,245 | \$ | 1,464,781 | \$ | 202,464 | 13.8% | \$ | 1,428,830 | \$ | 238,415 | 16.7% | |
| Cash Operating | \$ | 258,770 | \$ | 300,908 | \$ | (41,139) | | \$ | 273,117 | \$ | (13,347) | | |
| Cash Restricted | \$ | - | \$ | 115,093 | \$ | (115,093) | | \$ | - | \$ | - | | |
| Cash SBA Loan 7/23/20 (Board Designated) | \$ | 150,947 | \$ | 150,294 | \$ | 653 | | \$ | 149,934 | \$ | 1,013 | | |
| Total Cash | \$ | 410,717 | \$ | 566,295 | \$ | (155,578) | | \$ | 423,051 | \$ | (12,338) | | |

To begin repayment 7/1/22

We can request to extend repayment

