

**The Center**  
High Level Overview

**2022-2023 ACTUALS - CASH BASIS**

|   | JUNE 2023 FYTD      | PRIOR FY 21/22      |                     | VARIANCE |  | BUDGET FYTD         | VARIANCE            |       |  |
|---|---------------------|---------------------|---------------------|----------|--|---------------------|---------------------|-------|--|
|   | 2022/2023           | ACTUALS             | From Prior FY       |          |  | 2022/2023           | From Budget         |       |  |
| <b>PROGRAMS</b>                               |                     |                     |                     |          |  |                     |                     |       |  |
| REVENUE                                       | \$ 1,000,400        | \$ 769,292          | \$ 231,108          | 30%      |  | \$ 872,272          | \$ 128,128          | 15%   |  |
| DIRECT COSTS                                  | \$ 518,416          | \$ 352,722          | \$ 165,695          | 47%      |  | \$ 450,981          | \$ 67,435           | 15%   |  |
| PROGRAM INCOME/(LOSS)                         | \$ 481,984          | \$ 416,571          | \$ 65,413           |          |  | \$ 421,291          | \$ 60,693           |       |  |
| GENERAL/INDIRECT/ADMIN EXPENSES               | \$ 758,978          | \$ 610,309          | \$ 148,669          | 24%      |  | \$ 686,532          | \$ 72,446           | 11%   |  |
| INCOME/(LOSS) FROM OPERATIONS                 | \$ (276,994)        | \$ (193,738)        | \$ (83,256)         | -43%     |  | \$ (265,241)        | \$ (11,752)         | -4%   |  |
| <b>FUNDRAISING</b>                            |                     |                     |                     |          |  |                     |                     |       |  |
| REVENUE                                       | \$ 725,801          | \$ 1,209,966        | \$ (484,166)        | -40%     |  | \$ 957,618          | \$ (231,817)        | -24%  |  |
| DIRECT COSTS                                  | \$ 505,268          | \$ 661,035          | \$ (155,766)        | -24%     |  | \$ 498,768          | \$ 6,500            | 1%    |  |
| FUNDRAISING INCOME/(LOSS)                     | \$ 220,532          | \$ 548,931          | \$ (328,399)        |          |  | \$ 458,850          | \$ (238,317)        |       |  |
| <b>NET ORDINARY INCOME/(LOSS)</b>             | <b>\$ (56,461)</b>  | <b>\$ 355,193</b>   | <b>\$ (411,655)</b> | 0%       |  | <b>\$ 193,608</b>   | <b>\$ (250,069)</b> | 0%    |  |
| <b>TOTAL OPERATING REVENUES</b>               | <b>\$ 1,726,201</b> | <b>\$ 1,979,259</b> | <b>\$ (253,058)</b> | -13%     |  | <b>\$ 1,829,890</b> | <b>\$ (103,689)</b> | -6%   |  |
| <b>TOTAL OPERATING EXPENSES</b>               | <b>\$ 1,782,662</b> | <b>\$ 1,624,065</b> | <b>\$ 158,597</b>   | 10%      |  | <b>\$ 1,636,282</b> | <b>\$ 146,380</b>   | 9%    |  |
| <b>CAPITAL OVERLAY</b>                        |                     |                     |                     |          |  |                     |                     |       |  |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ -                | \$ -                | \$ -                |          |  | \$ -                | \$ -                |       |  |
| CAPITAL EXPENSE                               | \$ 207,484          | \$ 144,548          | \$ 62,936           |          |  | \$ 163,693          | \$ 43,792           |       |  |
| NET OTHER INCOME - CAPITAL                    | \$ (207,484)        | \$ (144,548)        | \$ (62,936)         |          |  | \$ (163,693)        | \$ (43,792)         |       |  |
| <b>NET INCOME</b>                             | <b>\$ (263,945)</b> | <b>\$ 210,646</b>   | <b>\$ (474,591)</b> | -225%    |  | <b>\$ 29,916</b>    | <b>\$ (293,861)</b> | -982% |  |
| <b>TOTAL REVENUE</b>                          | <b>\$ 1,726,201</b> | <b>\$ 1,979,259</b> | <b>\$ (253,058)</b> | -13%     |  | <b>\$ 1,829,890</b> | <b>\$ (103,689)</b> | -6%   |  |
| <b>TOTAL EXPENSES</b>                         | <b>\$ 1,990,146</b> | <b>\$ 1,768,613</b> | <b>\$ 221,533</b>   | 13%      |  | <b>\$ 1,799,974</b> | <b>\$ 190,172</b>   | 11%   |  |

| June  |           | 2022-2023 ACTUALS - CASH BASIS |                     |                     |           | VS PRIOR YEAR    |                     | VS BUDGET     |                                    |
|---|-----------|--------------------------------|---------------------|---------------------|-----------|------------------|---------------------|---------------|------------------------------------|
| The Center  |           | JUNE 2023 FYTD                 |                     | PRIOR FY 21/22      |           | BUDGET FYTD      |                     | VARIANCE      |                                    |
|   |           | 2022/2023                      |                     | ACTUALS             |           | 2022/2023        |                     | From Budget   |                                    |
|   |           |                                |                     | From Prior FY       |           |                  |                     | From Budget   |                                    |
| <b>PROGRAM REVENUE</b>                            |           |                                |                     |                     |           |                  |                     |               |                                    |
| FITNESS - Island Fitness, Personal Trng           | \$        | 523,638                        | \$ 388,700          | \$ 134,938          | \$        | 417,675          | \$ 105,963          |               |                                    |
| SPORTS - Adult                                    | \$        | 60,134                         | \$ 77,218           | \$ (17,084)         | \$        | 77,394           | \$ (17,260)         |               |                                    |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$        | 403,079                        | \$ 300,839          | \$ 102,240          | \$        | 374,008          | \$ 29,071           |               |                                    |
| ADULT - Senior,Culture,Specialty                  | \$        | 13,549                         | \$ 2,535            | \$ 11,014           | \$        | 3,195            | \$ 10,354           |               |                                    |
| <b>TOTAL PROGRAM REVENUE</b>                      | <b>\$</b> | <b>1,000,400</b>               | <b>\$ 769,292</b>   | <b>\$ 231,108</b>   | <b>\$</b> | <b>872,272</b>   | <b>\$ 128,128</b>   | <b>14.7%</b>  |                                    |
| MEMBERSHIP FEES (Fitness, R, Tennis)              | \$        | 482,210                        | \$ 352,812          | \$ 129,398          | \$        | 385,469          | \$ 66,841           |               |                                    |
| REGISTRATION FEES (Sports, Youth, Adult)          | \$        | 348,630                        | \$ 294,206          | \$ 54,424           | \$        | 312,955          | \$ 35,675           |               |                                    |
| OTHER (PT,Sponsorships,Donations,Merch Sales)     | \$        | 269,560                        | \$ 172,274          | \$ 97,286           | \$        | 173,848          | \$ 95,613           |               |                                    |
| <b>PROGRAM DIRECT COSTS (Variable Costs)</b>      |           |                                |                     |                     |           |                  |                     |               |                                    |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$        | 140,385                        | \$ 118,985          | \$ 21,399           | \$        | 129,150          | \$ 11,235           |               |                                    |
| SPORTS - Adult                                    | \$        | 65,142                         | \$ 41,322           | \$ 23,820           | \$        | 85,063           | \$ (19,920)         |               |                                    |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$        | 287,886                        | \$ 184,092          | \$ 103,794          | \$        | 216,525          | \$ 71,362           |               |                                    |
| ADULT - Senior,Culture,Specialty                  | \$        | 25,003                         | \$ 8,322            | \$ 16,681           | \$        | 20,244           | \$ 4,759            |               |                                    |
| <b>TOTAL PROGRAM DIRECTS COSTS</b>                | <b>\$</b> | <b>518,416</b>                 | <b>\$ 352,722</b>   | <b>\$ 165,699</b>   | <b>\$</b> | <b>450,981</b>   | <b>\$ 67,435</b>    | <b>15.0%</b>  |                                    |
| <b>PROGRAM INCOME/(LOSS)</b>                      |           |                                |                     |                     |           |                  |                     |               |                                    |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$        | 383,254                        | \$ 269,715          | \$ 113,539          | \$        | 288,525          | \$ 94,729           |               |                                    |
| SPORTS - Adult                                    | \$        | (5,008)                        | \$ 35,896           | \$ (40,904)         | \$        | (7,669)          | \$ 2,661            |               |                                    |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$        | 115,193                        | \$ 116,747          | \$ (1,554)          | \$        | 157,483          | \$ (42,291)         |               |                                    |
| ADULT - Senior,Culture,Specialty                  | \$        | (11,454)                       | \$ (5,787)          | \$ (5,668)          | \$        | (17,049)         | \$ 5,595            |               |                                    |
| <b>TOTAL PROGRAM INCOME/(LOSS)</b>                | <b>\$</b> | <b>481,985</b>                 | <b>\$ 416,571</b>   | <b>\$ 65,413</b>    | <b>\$</b> | <b>421,291</b>   | <b>\$ 60,693</b>    | <b>14.4%</b>  |                                    |
| <b>GENERAL &amp; ADMIN EXPENSES</b>               |           |                                |                     |                     |           |                  |                     |               |                                    |
| GENERAL/INDIRECT                                  | \$        | 570,947                        | \$ 446,818          | \$ 124,129          | \$        | 512,683          | \$ 58,264           |               |                                    |
| ADMINISTRATIVE                                    | \$        | 188,030                        | \$ 163,491          | \$ 24,540           | \$        | 173,849          | \$ 14,181           |               |                                    |
| <b>TOTAL G&amp;A EXPENSES</b>                     | <b>\$</b> | <b>758,978</b>                 | <b>\$ 610,309</b>   | <b>\$ 148,669</b>   | <b>\$</b> | <b>686,532</b>   | <b>\$ 72,446</b>    | <b>10.6%</b>  |                                    |
| <b>INCOME/(LOSS) FROM OPERATIONS</b>              | <b>\$</b> | <b>(276,994)</b>               | <b>\$ (193,738)</b> | <b>\$ (83,256)</b>  | <b>\$</b> | <b>(265,241)</b> | <b>\$ (11,752)</b>  | <b>4.4%</b>   |                                    |
| <b>FUNDRAISING REVENUE</b>                        |           |                                |                     |                     |           |                  |                     |               |                                    |
| DONATIONS/SPONS/TICKETS                           | \$        | 665,765                        | \$ 963,695          | \$ (297,930)        | \$        | 789,038          | \$ (123,273)        |               |                                    |
| GRANTS  | \$        | 12,904                         | \$ 113,349          | \$ (100,445)        | \$        | 93,000           | \$ (80,096)         |               |                                    |
| GOVT (Island Cities, PPP Loan/Grant)              | \$        | 25,000                         | \$ -                | \$ 25,000           | \$        | 65,000           | \$ (40,000)         |               |                                    |
| INTEREST EARNINGS                                 | \$        | 2,772                          | \$ 40               | \$ 2,732            | \$        | 180              | \$ 2,592            |               |                                    |
| OTHER INCOME - Rental, Merch Sales                | \$        | 14,360                         | \$ 13,243           | \$ 1,117            | \$        | 9,400            | \$ 4,960            |               |                                    |
| FUNDRAISING UNRESTRICTED                          | \$        | 720,801                        | \$ 1,090,327        | \$ (369,526)        | \$        | 956,618          | \$ (235,817)        |               |                                    |
| TEMPORARILY RESTRICTED FUNDS                      | \$        | 5,000                          | \$ 115,406          | \$ (110,406)        | \$        | 1,000            | \$ 4,000            |               |                                    |
| RESTRICTED FUNDS                                  | \$        | -                              | \$ 4,233            | \$ (4,233)          | \$        | -                | \$ -                |               |                                    |
| <b>TOTAL FUNDRAISING REVENUE</b>                  | <b>\$</b> | <b>725,801</b>                 | <b>\$ 1,209,966</b> | <b>\$ (484,166)</b> | <b>\$</b> | <b>957,618</b>   | <b>\$ (231,817)</b> | <b>24.2%</b>  |                                    |
| <b>FUNDRAISING DIRECT COSTS</b>                   | <b>\$</b> | <b>505,268</b>                 | <b>\$ 661,035</b>   | <b>\$ (155,766)</b> | <b>\$</b> | <b>498,768</b>   | <b>\$ 6,500</b>     | <b>1.3%</b>   |                                    |
| <b>FUNDRAISING INCOME</b>                         | <b>\$</b> | <b>220,532</b>                 | <b>\$ 548,931</b>   | <b>\$ (328,399)</b> | <b>\$</b> | <b>458,850</b>   | <b>\$ (238,317)</b> | <b>51.9%</b>  |                                    |
| <b>NET ORDINARY INCOME/(LOSS)</b>                 | <b>\$</b> | <b>(56,461)</b>                | <b>\$ 355,193</b>   | <b>\$ (411,655)</b> | <b>\$</b> | <b>193,608</b>   | <b>\$ (250,069)</b> | <b>129.2%</b> |                                    |
| <b>TOTAL OPERATING REVENUES</b>                   | <b>\$</b> | <b>1,726,201</b>               | <b>\$ 1,979,259</b> | <b>\$ (253,058)</b> | <b>\$</b> | <b>1,829,890</b> | <b>\$ (103,689)</b> | <b>5.7%</b>   |                                    |
| <b>TOTAL OPERATING EXPENSES</b>                   | <b>\$</b> | <b>1,782,662</b>               | <b>\$ 1,624,065</b> | <b>\$ 158,597</b>   | <b>\$</b> | <b>1,636,282</b> | <b>\$ 146,380</b>   | <b>8.9%</b>   |                                    |
| <b>CAPITAL OVERLAY</b>                            |           |                                |                     |                     |           |                  |                     |               |                                    |
| CAPITAL INCOME (Manatee Co. Concession Funds)     | \$        | -                              | \$ -                | \$ -                | \$        | -                | \$ -                |               |                                    |
| CAPITAL EXPENSE                                   | \$        | 207,484                        | \$ 144,548          | \$ 62,936           | \$        | 163,693          | \$ 43,792           |               |                                    |
| <b>NET OTHER INCOME - CAPITAL</b>                 | <b>\$</b> | <b>(207,484)</b>               | <b>\$ (144,548)</b> | <b>\$ (62,936)</b>  | <b>\$</b> | <b>(163,693)</b> | <b>\$ (43,792)</b>  | <b>26.8%</b>  |                                    |
| <b>NET INCOME</b>                                 | <b>\$</b> | <b>(263,945)</b>               | <b>\$ 210,646</b>   | <b>\$ (472,591)</b> | <b>\$</b> | <b>29,916</b>    | <b>\$ (293,861)</b> | <b>982.3%</b> |                                    |
| <b>TOTAL REVENUE</b>                              | <b>\$</b> | <b>1,726,201</b>               | <b>\$ 1,979,259</b> | <b>\$ (253,058)</b> | <b>\$</b> | <b>1,829,890</b> | <b>\$ (103,689)</b> | <b>5.7%</b>   |                                    |
| <b>TOTAL EXPENSES</b>                             | <b>\$</b> | <b>1,990,146</b>               | <b>\$ 1,768,613</b> | <b>\$ 221,533</b>   | <b>\$</b> | <b>1,799,974</b> | <b>\$ 190,172</b>   | <b>10.6%</b>  |                                    |
| Cash Operating                                    | \$        | 259,770                        | \$ 398,557          | \$ (138,787)        | \$        | 176,554          | \$ 83,216           |               |                                    |
| Cash Restricted                                   | \$        | -                              | \$ 115,093          | \$ (115,093)        | \$        | -                | \$ -                |               |                                    |
| Cash SBA Loan 7/23/20 (Board Designated)          | \$        | 150,947                        | \$ 150,416          | \$ 531              | \$        | 149,034          | \$ 1,013            |               | We can request to extend repayment |
| Total Cash  | \$        | 410,717                        | \$ 664,066          | \$ (253,348)        | \$        | 325,588          | \$ 88,228           |               | start date                         |

The Center

ACTUALS CASH BASIS BY MONTH

|   | Actuals<br>July<br>2022 | Actuals<br>Aug<br>2022 | Actuals<br>Sept<br>2022 | Actuals<br>Oct<br>2022 | Actuals<br>Nov<br>2022 | Actuals<br>Dec<br>2022 | Actuals<br>Jan<br>2023 | Actuals<br>Feb<br>2023 | Actuals<br>Mar<br>2023 | Actuals<br>April<br>2023 | Actuals<br>May<br>2023 | Actuals<br>June<br>2023 | Total<br>FY22-23       |
|---|-------------------------|------------------------|-------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|--------------------------|------------------------|-------------------------|------------------------|
| <b>PROGRAM REVENUE</b>                            |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| FITNESS - Island Fitness, Personal Trng           | \$ 25,068.50            | \$ 25,280.50           | \$ 22,017.50            | \$ 32,251.00           | \$ 31,710.51           | \$ 45,289.50           | \$ 65,867.50           | \$ 49,515.50           | \$ 54,462.50           | \$ 38,858.50             | \$ 34,154.37           | \$ 99,162.37            | \$ 523,638.25          |
| SPORTS - Adult                                    | \$ 5,112.00             | \$ 3,376.00            | \$ 5,131.00             | \$ 3,887.00            | \$ 2,958.00            | \$ 5,349.60            | \$ 5,417.50            | \$ 5,547.00            | \$ 10,117.00           | \$ 3,500.00              | \$ 3,255.00            | \$ 6,104.00             | \$ 60,134.10           |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$ 75,436.60            | \$ 16,386.50           | \$ 11,391.00            | \$ 29,714.00           | \$ 17,219.30           | \$ 47,290.50           | \$ 34,752.11           | \$ 15,792.00           | \$ 34,714.86           | \$ 13,730.75             | \$ 17,274.50           | \$ 89,377.00            | \$ 403,079.12          |
| ADULT - Seniors,Culture,Specialty                 | \$ -                    | \$ 20.00               | \$ 235.00               | \$ 1,405.00            | \$ 1,170.00            | \$ 285.00              | \$ 3,966.00            | \$ 1,630.00            | \$ 1,337.70            | \$ 1,430.00              | \$ 1,580.00            | \$ 490.00               | \$ 13,548.70           |
| <b>TOTAL PROGRAM REVENUE</b>                      | <b>\$ 105,617.10</b>    | <b>\$ 45,463.00</b>    | <b>\$ 38,774.50</b>     | <b>\$ 67,237.00</b>    | <b>\$ 53,057.81</b>    | <b>\$ 98,214.60</b>    | <b>\$ 110,003.11</b>   | <b>\$ 72,484.50</b>    | <b>\$ 100,632.06</b>   | <b>\$ 57,519.25</b>      | <b>\$ 56,263.87</b>    | <b>\$ 195,133.37</b>    | <b>\$ 1,000,400.17</b> |
| MEMBERSHIP FEE (Fitness, PA, Tennis)              | \$ 22,496.50            | \$ 21,140.50           | \$ 18,901.50            | \$ 28,831.00           | \$ 28,031.50           | \$ 42,231.50           | \$ 62,211.50           | \$ 49,312.50           | \$ 50,325.50           | \$ 34,234.50             | \$ 29,937.37           | \$ 94,274.37            | \$ 480,270.25          |
| REGISTRATION FEE (Sports, Youth, Adult)           | \$ 58,031.60            | \$ 20,222.50           | \$ 11,973.00            | \$ 16,620.00           | \$ 18,238.80           | \$ 24,561.10           | \$ 23,651.50           | \$ 19,400.00           | \$ 31,272.50           | \$ 12,444.75             | \$ 21,645.50           | \$ 57,886.60            | \$ 318,552.45          |
| OTHER (PT Sponsorship,Donation,Month Sale)        | \$ 2,289.00             | \$ 2,300.00            | \$ 5,900.00             | \$ 21,882.00           | \$ 6,790.00            | \$ 32,465.00           | \$ 28,146.11           | \$ 3,790.00            | \$ 18,814.26           | \$ 1,840.00              | \$ 4,283.00            | \$ 43,953.00            | \$ 201,587.47          |
|   | \$ 105,617.10           | \$ 45,463.00           | \$ 38,774.50            | \$ 67,237.00           | \$ 53,057.81           | \$ 98,214.60           | \$ 110,003.11          | \$ 72,484.50           | \$ 100,632.06          | \$ 57,519.25             | \$ 56,263.87           | \$ 195,133.37           | \$ 1,000,400.17        |
| <b>PROGRAM DIRECT COSTS (Variable Costs)</b>      |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| FITNESS - Island Fitness, Personal Trng, Circuit  | \$ 9,134.55             | \$ 6,860.73            | \$ 8,242.00             | \$ 10,627.20           | \$ 14,370.28           | \$ 15,820.09           | \$ 10,348.98           | \$ 15,396.05           | \$ 13,262.19           | \$ 16,613.71             | \$ 13,683.71           | \$ 6,025.14             | \$ 140,384.63          |
| SPORTS - Adult                                    | \$ 3,264.00             | \$ 1,647.27            | \$ 1,840.50             | \$ 2,102.70            | \$ 2,465.09            | \$ 1,725.19            | \$ 8,203.22            | \$ 6,755.37            | \$ 7,855.40            | \$ 9,047.02              | \$ 10,372.21           | \$ 9,861.33             | \$ 65,142.30           |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$ 52,251.26            | \$ 20,879.78           | \$ 16,204.38            | \$ 17,209.33           | \$ 17,934.44           | \$ 11,892.39           | \$ 22,596.82           | \$ 13,763.40           | \$ 28,911.50           | \$ 15,436.13             | \$ 21,751.63           | \$ 49,055.24            | \$ 287,886.30          |
| ADULT - Seniors,Culture,Specialty                 | \$ 1,045.83             | \$ 1,562.14            | \$ 1,137.50             | \$ 1,400.00            | \$ 3,065.98            | \$ 2,453.56            | \$ 2,080.46            | \$ 3,011.07            | \$ 1,343.17            | \$ 2,381.28              | \$ 2,473.62            | \$ 1,248.24             | \$ 25,002.85           |
| <b>TOTAL PROGRAM DIRECTS COSTS</b>                | <b>\$ 65,695.64</b>     | <b>\$ 30,949.92</b>    | <b>\$ 27,424.38</b>     | <b>\$ 31,339.23</b>    | <b>\$ 37,838.79</b>    | <b>\$ 31,891.23</b>    | <b>\$ 43,229.48</b>    | <b>\$ 38,925.89</b>    | <b>\$ 53,172.26</b>    | <b>\$ 43,478.14</b>      | <b>\$ 48,281.17</b>    | <b>\$ 66,189.95</b>     | <b>\$ 518,416.08</b>   |
| <b>PROGRAM INCOME/(LOSS)</b>                      |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| FITNESS - Island Fitness, Personal Trng, Circuit  | \$ 15,933.95            | \$ 18,419.77           | \$ 13,775.50            | \$ 21,623.80           | \$ 17,340.23           | \$ 29,469.41           | \$ 55,518.52           | \$ 34,119.45           | \$ 41,200.31           | \$ 22,244.79             | \$ 20,470.66           | \$ 93,137.23            | \$ 383,253.62          |
| SPORTS - Adult                                    | \$ 1,848.00             | \$ 2,128.73            | \$ 3,290.50             | \$ 1,764.30            | \$ 489.91              | \$ 3,624.41            | \$ (2,785.72)          | \$ (1,208.37)          | \$ 2,261.60            | \$ (5,547.02)            | \$ (7,117.21)          | \$ (6,375.33)           | \$ (5,008.20)          |
| YOUTH - Sports,BTC,Camps,Specialty Prog           | \$ 23,185.34            | \$ (4,493.28)          | \$ (4,813.38)           | \$ 12,504.67           | \$ (715.14)            | \$ 35,398.11           | \$ 12,155.29           | \$ 2,028.60            | \$ 5,803.36            | \$ (1,705.38)            | \$ (4,477.13)          | \$ 40,321.76            | \$ 115,192.82          |
| ADULT - Seniors,Culture,Specialty                 | \$ (1,045.83)           | \$ (1,542.14)          | \$ (902.50)             | \$ 5.00                | \$ (1,895.98)          | \$ (2,168.56)          | \$ 1,885.54            | \$ (1,381.07)          | \$ (1,805.47)          | \$ (951.28)              | \$ (893.62)            | \$ (758.24)             | \$ (11,454.15)         |
| <b>TOTAL PROGRAM INCOME/(LOSS)</b>                | <b>\$ 39,921.46</b>     | <b>\$ 14,513.08</b>    | <b>\$ 11,350.12</b>     | <b>\$ 35,897.77</b>    | <b>\$ 15,219.02</b>    | <b>\$ 66,323.37</b>    | <b>\$ 66,773.63</b>    | <b>\$ 33,558.61</b>    | <b>\$ 47,459.80</b>    | <b>\$ 14,041.11</b>      | <b>\$ 7,982.70</b>     | <b>\$ 128,943.42</b>    | <b>\$ 481,984.09</b>   |
| <b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b> |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| GENERAL/INDIRECT                                  | \$ 52,752.19            | \$ 52,508.19           | \$ 56,457.65            | \$ 43,010.14           | \$ 47,349.08           | \$ 45,334.57           | \$ 46,811.42           | \$ 43,890.21           | \$ 50,118.26           | \$ 42,577.13             | \$ 50,033.83           | \$ 40,104.57            | \$ 570,947.24          |
| ADMINISTRATIVE                                    | \$ 9,890.20             | \$ 13,437.58           | \$ 14,550.18            | \$ 14,728.64           | \$ 13,453.38           | \$ 11,531.81           | \$ 21,677.07           | \$ 14,692.14           | \$ 15,407.71           | \$ 21,438.96             | \$ 18,160.76           | \$ 19,062.53            | \$ 188,030.46          |
| <b>TOTAL G&amp;A EXPENSES</b>                     | <b>\$ 62,642.39</b>     | <b>\$ 65,945.77</b>    | <b>\$ 71,007.83</b>     | <b>\$ 57,738.78</b>    | <b>\$ 60,802.46</b>    | <b>\$ 56,866.38</b>    | <b>\$ 68,488.49</b>    | <b>\$ 58,582.35</b>    | <b>\$ 65,525.97</b>    | <b>\$ 64,016.09</b>      | <b>\$ 68,194.59</b>    | <b>\$ 59,167.10</b>     | <b>\$ 758,977.70</b>   |
| <b>INCOME/(LOSS) FROM OPERATIONS</b>              | <b>\$ (22,720.93)</b>   | <b>\$ (51,432.19)</b>  | <b>\$ (59,657.71)</b>   | <b>\$ (21,841.01)</b>  | <b>\$ (45,583.44)</b>  | <b>\$ 9,456.99</b>     | <b>\$ (1,714.86)</b>   | <b>\$ (25,023.74)</b>  | <b>\$ (18,066.17)</b>  | <b>\$ (49,974.98)</b>    | <b>\$ (60,211.89)</b>  | <b>\$ 69,776.32</b>     | <b>\$ (276,993.61)</b> |
| <b>FUNDRAISING REVENUE</b>                        |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| DONATIONS/SPONS/TICKETS                           | \$ 22,107.00            | \$ 22,120.00           | \$ 22,458.75            | \$ 31,335.10           | \$ 55,923.80           | \$ 137,473.29          | \$ 112,765.20          | \$ 93,579.30           | \$ 60,718.10           | \$ 34,074.92             | \$ 56,448.72           | \$ 16,760.41            | \$ 665,764.59          |
| GRANTS  | \$ -                    | \$ -                   | \$ -                    | \$ 1,042.50            | \$ 510.00              | \$ -                   | \$ 2,178.67            | \$ 4,172.50            | \$ 5,000.00            | \$ -                     | \$ -                   | \$ -                    | \$ 12,903.67           |
| GOVT (Island Clinic, PPP Loan/Grant)              | \$ 38.33                | \$ 76.67               | \$ 92.42                | \$ 233.86              | \$ 184.63              | \$ 214.39              | \$ 223.39              | \$ 202.07              | \$ 423.40              | \$ 399.71                | \$ 414.12              | \$ 271.10               | \$ 2,772.09            |
| INTEREST EARNINGS                                 | \$ 709.47               | \$ 360.00              | \$ 965.00               | \$ 1,099.00            | \$ 800.00              | \$ 1,149.26            | \$ 1,940.00            | \$ 2,595.00            | \$ 1,183.50            | \$ 752.00                | \$ 1,552.55            | \$ 1,254.50             | \$ 14,369.38           |
| OTHER INCOME - Rental, Merch Sales                | \$ 22,854.80            | \$ 22,566.67           | \$ 23,516.17            | \$ 33,708.46           | \$ 57,418.43           | \$ 138,836.94          | \$ 117,107.26          | \$ 100,548.87          | \$ 92,325.00           | \$ 35,226.63             | \$ 58,415.39           | \$ 18,286.01            | \$ 720,800.63          |
| FUNDRAISING UNRESTRICTED                          | \$ -                    | \$ 5,000.00            | \$ -                    | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                     | \$ -                   | \$ -                    | \$ 5,000.00            |
| TEMPORARILY RESTRICTED FUNDS                      | \$ -                    | \$ -                   | \$ -                    | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                     | \$ -                   | \$ -                    | \$ -                   |
| RESTRICTED FUNDS                                  | \$ -                    | \$ -                   | \$ -                    | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                     | \$ -                   | \$ -                    | \$ -                   |
| <b>TOTAL FUNDRAISING REVENUE</b>                  | <b>\$ 22,854.80</b>     | <b>\$ 27,556.67</b>    | <b>\$ 23,516.17</b>     | <b>\$ 33,708.46</b>    | <b>\$ 57,418.43</b>    | <b>\$ 138,836.94</b>   | <b>\$ 117,107.26</b>   | <b>\$ 100,548.87</b>   | <b>\$ 92,325.00</b>    | <b>\$ 35,226.63</b>      | <b>\$ 58,415.39</b>    | <b>\$ 18,286.01</b>     | <b>\$ 725,800.63</b>   |
| <b>FUNDRAISING DIRECT COSTS</b>                   | <b>\$ 44,385.46</b>     | <b>\$ 19,497.37</b>    | <b>\$ 29,137.19</b>     | <b>\$ 28,260.82</b>    | <b>\$ 28,423.53</b>    | <b>\$ 56,186.84</b>    | <b>\$ 73,424.72</b>    | <b>\$ 104,879.42</b>   | <b>\$ 58,479.76</b>    | <b>\$ 30,432.13</b>      | <b>\$ 19,828.66</b>    | <b>\$ 12,332.50</b>     | <b>\$ 505,268.40</b>   |
| <b>FUNDRAISING INCOME</b>                         | <b>\$ (21,530.66)</b>   | <b>\$ 8,059.30</b>     | <b>\$ (5,621.02)</b>    | <b>\$ 5,447.64</b>     | <b>\$ 28,994.90</b>    | <b>\$ 82,650.10</b>    | <b>\$ 43,682.54</b>    | <b>\$ (4,330.55)</b>   | <b>\$ 33,845.24</b>    | <b>\$ 4,794.50</b>       | <b>\$ 38,586.73</b>    | <b>\$ 5,953.51</b>      | <b>\$ 220,532.23</b>   |
| <b>NET ORDINARY INCOME/(LOSS)</b>                 | <b>\$ (44,251.59)</b>   | <b>\$ (43,372.89)</b>  | <b>\$ (65,278.73)</b>   | <b>\$ (16,393.37)</b>  | <b>\$ (16,588.54)</b>  | <b>\$ 92,107.09</b>    | <b>\$ 41,967.68</b>    | <b>\$ (29,354.29)</b>  | <b>\$ 15,779.07</b>    | <b>\$ (45,180.48)</b>    | <b>\$ (21,625.16)</b>  | <b>\$ 75,729.83</b>     | <b>\$ (56,461.38)</b>  |
| <b>NET ORDINARY INCOME/(LOSS) CUMULATIVE</b>      | <b>\$ (44,251.59)</b>   | <b>\$ (87,624.48)</b>  | <b>\$ (152,903.21)</b>  | <b>\$ (169,296.58)</b> | <b>\$ (185,885.12)</b> | <b>\$ (93,778.03)</b>  | <b>\$ (51,810.35)</b>  | <b>\$ (81,164.64)</b>  | <b>\$ (65,385.57)</b>  | <b>\$ (110,566.05)</b>   | <b>\$ (132,191.21)</b> | <b>\$ (56,461.38)</b>   |                        |
| <b>CAPITAL OVERLAY</b>                            |                         |                        |                         |                        |                        |                        |                        |                        |                        |                          |                        |                         |                        |
| CAPITAL INCOME (Monroe Co. Concession Funds)      | \$ -                    | \$ -                   | \$ -                    | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                     | \$ -                   | \$ -                    | \$ -                   |
| CAPITAL EXPENSE                                   | \$ 32,464.87            | \$ 6,205.58            | \$ 30,613.66            | \$ 1,243.66            | \$ 7,815.24            | \$ 1,243.66            | \$ 14,521.12           | \$ 52,225.11           | \$ 5,127.98            | \$ 12,315.63             | \$ 42,463.93           | \$ 1,243.66             | \$ 207,484.10          |
| <b>NET OTHER INCOME - CAPITAL</b>                 | <b>\$ (32,464.87)</b>   | <b>\$ (6,205.58)</b>   | <b>\$ (30,613.66)</b>   | <b>\$ (1,243.66)</b>   | <b>\$ (7,815.24)</b>   | <b>\$ (1,243.66)</b>   | <b>\$ (14,521.12)</b>  | <b>\$ (52,225.11)</b>  | <b>\$ (5,127.98)</b>   | <b>\$ (12,315.63)</b>    | <b>\$ (42,463.93)</b>  | <b>\$ (1,243.66)</b>    | <b>\$ (207,484.10)</b> |
| <b>NET INCOME</b>                                 | <b>\$ (76,716.46)</b>   | <b>\$ (49,578.47)</b>  | <b>\$ (95,892.39)</b>   | <b>\$ (17,637.03)</b>  | <b>\$ (24,403.78)</b>  | <b>\$ 90,863.43</b>    | <b>\$ 27,446.56</b>    | <b>\$ (81,579.40)</b>  | <b>\$ 10,651.09</b>    | <b>\$ (57,496.11)</b>    | <b>\$ (64,089.09)</b>  | <b>\$ 74,486.17</b>     | <b>\$ (263,945.48)</b> |
| <b>NET INCOME/(LOSS) CUMULATIVE</b>               | <b>\$ (76,716.46)</b>   | <b>\$ (126,294.93)</b> | <b>\$ (222,187.32)</b>  | <b>\$ (239,824.35)</b> | <b>\$ (264,228.13)</b> | <b>\$ (173,364.70)</b> | <b>\$ (145,918.14)</b> | <b>\$ (227,497.54)</b> | <b>\$ (216,846.45)</b> | <b>\$ (274,342.56)</b>   | <b>\$ (338,431.65)</b> | <b>\$ (263,945.48)</b>  |                        |
| Total Revenue                                     | \$ 128,471.90           | \$ 73,019.67           | \$ 62,290.67            | \$ 100,945.46          | \$ 110,476.24          | \$ 237,051.54          | \$ 227,110.37          | \$ 173,033.37          | \$ 192,957.06          | \$ 92,745.88             | \$ 114,679.26          | \$ 213,419.38           | \$ 1,726,200.80        |
| Total Expenses                                    | \$ 205,188.36           | \$ 122,598.14          | \$ 158,183.06           | \$ 118,582.49          | \$ 134,880.02          | \$ 146,188.11          | \$ 199,663.81          | \$ 254,612.77          | \$ 182,305.97          | \$ 150,241.99            | \$ 178,768.35          | \$ 138,933.21           | \$ 1,990,146.28        |
|   | \$ (76,716.46)          | \$ (49,578.47)         | \$ (95,892.39)          | \$ (17,637.03)         | \$ (24,403.78)         | \$ 90,863.43           | \$ 27,446.56           | \$ (81,579.40)         | \$ 10,651.09           | \$ (57,496.11)           | \$ (64,089.09)         | \$ 74,486.17            | \$ (263,945.48)        |
| Cash Flow - Without Restriction                   | \$ 513,650              | \$ 429,647             | \$ 385,469              | \$ 295,654             | \$ 261,477             | \$ 259,770             | \$ 345,728             | \$ 368,177             | \$ 280,044             | \$ 299,675               | \$ 237,826             | \$ 189,163              | \$ 251,473             |
| Cash Flow - With Restriction                      | \$ -                    | \$ -                   | \$ -                    | \$ 93                  | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                   | \$ -                     | \$ -                   | \$ -                    | \$ -                   |
| SBA Loan 7/23/20 (Board Designated)               | \$ 150,416              | \$ 150,454             | \$ 150,531              | \$ 150,623             | \$ 150,783             | \$ 150,947             | \$ 151,102             | \$ 151,285             | \$ 151,587             | \$ 151,972               | \$ 152,372             | \$ 152,786              | \$ 153,188             |
| Cash Available                                    | \$ 580,101              | \$ 530,000             | \$ 446,369              | \$ 412,340             | \$ 410,717             | \$ 406,889             | \$ 519,562             | \$ 419,633             | \$ 431,647             | \$ 390,188               | \$ 341,949             | \$ 406,661              |                        |