

The Center
High Level Overview

2022-2023 ACTUALS - CASH BASIS

	MAR 2023 FYTD	PRIOR FY 21/22		VARIANCE		BUDGET FYTD	VARIANCE		
	2022/2023	ACTUALS	From Prior FY			2022/2023	From Budget		
PROGRAMS									
REVENUE	\$ 691,484	\$ 583,658	\$ 107,825	18%		\$ 654,646	\$ 36,838	6%	
DIRECT COSTS	\$ 360,467	\$ 229,956	\$ 130,511	57%		\$ 306,466	\$ 54,001	18%	
PROGRAM INCOME/(LOSS)	\$ 331,017	\$ 353,703	\$ (22,686)			\$ 348,180	\$ (17,163)		
GENERAL/INDIRECT/ADMIN EXPENSES	\$ 562,400	\$ 440,251	\$ 122,149	28%		\$ 494,793	\$ 67,607	14%	
INCOME/(LOSS) FROM OPERATIONS	\$ (231,383)	\$ (86,549)	\$ (144,834)	-167%		\$ (146,613)	\$ (84,770)	-58%	
FUNDRAISING									
REVENUE	\$ 613,873	\$ 830,091	\$ (216,219)	-26%		\$ 825,363	\$ (211,491)	-26%	
DIRECT COSTS	\$ 442,675	\$ 583,044	\$ (140,369)	-24%		\$ 426,170	\$ 16,505	4%	
FUNDRAISING INCOME/(LOSS)	\$ 171,197	\$ 247,047	\$ (75,850)			\$ 399,193	\$ (227,996)		
NET ORDINARY INCOME/(LOSS)	\$ (60,186)	\$ 160,498	\$ (220,684)	0%		\$ 252,580	\$ (312,766)	0%	
TOTAL OPERATING REVENUES	\$ 1,305,356	\$ 1,413,750	\$ (108,394)	-8%		\$ 1,480,009	\$ (174,653)	-12%	
TOTAL OPERATING EXPENSES	\$ 1,365,542	\$ 1,253,252	\$ 112,290	9%		\$ 1,227,429	\$ 138,113	11%	
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			\$ -	\$ -		
CAPITAL EXPENSE	\$ 151,461	\$ 71,852	\$ 79,609			\$ 97,058	\$ 54,403		
NET OTHER INCOME - CAPITAL	\$ (151,461)	\$ (71,852)	\$ (79,609)			\$ (97,058)	\$ (54,403)		
NET INCOME	\$ (211,646)	\$ 88,647	\$ (300,293)	-339%		\$ 155,523	\$ (367,169)	-236%	
TOTAL REVENUE	\$ 1,305,356	\$ 1,413,750	\$ (108,394)	-8%		\$ 1,480,009	\$ (174,653)	-12%	
TOTAL EXPENSES	\$ 1,517,003	\$ 1,325,103	\$ 191,899	14%		\$ 1,324,487	\$ 192,516	15%	

Mar		2022-2023 ACTUALS - CASH BASIS				VS PRIOR YEAR		VS BUDGET				
The Center		MAR 2023 FYTD		PRIOR FY 21/22		VARIANCE		BUDGET FYTD				
2022/2023		2022/2023		ACTUALS		From Prior FY		2022/2023				
								From Budget				
PROGRAM REVENUE												
FITNESS - Island Fitness, Personal Trng	\$	351,463	\$	297,995	\$	53,468		\$	317,989	\$	33,474	
SPORTS - Adult	\$	47,275	\$	62,671	\$	(15,396)		\$	66,280	\$	(19,005)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	282,697	\$	220,668	\$	62,029		\$	268,827	\$	13,870	
ADULT - Senior,Culture,Specialty	\$	10,049	\$	2,325	\$	7,724		\$	1,550	\$	8,499	
TOTAL PROGRAM REVENUE	\$	691,484	\$	583,658	\$	107,826	18.5%	\$	654,646	\$	36,838	5.6%
MEMBERSHIP REV (Fitness, Pk, Tennis)	\$	42,794	\$	27,022	\$	15,772		\$	29,943	\$	12,851	
REGISTRATION FEES (Sports, Youth, Adult)	\$	23,135	\$	204,513	\$	(201,378)		\$	209,459	\$	(16,776)	
OTHER (PT,Sponsorship,Donations,Merch Sales)	\$	146,584	\$	102,134	\$	44,451		\$	148,244	\$	(1,660)	
PROGRAM DIRECT COSTS (Variable Costs)												
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	104,062	\$	83,420	\$	20,642		\$	89,610	\$	14,452	
SPORTS - Adult	\$	35,862	\$	28,737	\$	7,125		\$	60,814	\$	(24,952)	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	201,643	\$	112,812	\$	88,831		\$	143,432	\$	58,211	
ADULT - Senior,Culture,Specialty	\$	18,900	\$	4,987	\$	13,913		\$	12,610	\$	6,290	
TOTAL PROGRAM DIRECTS COSTS	\$	360,467	\$	229,956	\$	130,511	56.8%	\$	306,466	\$	54,001	17.6%
PROGRAM INCOME/(LOSS)												
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	247,401	\$	214,575	\$	32,826		\$	228,379	\$	19,022	
SPORTS - Adult	\$	11,413	\$	33,934	\$	(22,521)		\$	5,466	\$	5,947	
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	81,054	\$	107,856	\$	(26,802)		\$	125,394	\$	(44,341)	
ADULT - Senior,Culture,Specialty	\$	(8,851)	\$	(2,662)	\$	(6,189)		\$	(11,060)	\$	2,209	
TOTAL PROGRAM INCOME/(LOSS)	\$	331,017	\$	353,703	\$	(22,686)	-6.4%	\$	348,180	\$	(17,163)	-4.9%
GENERAL & ADMIN EXPENSES												
GENERAL/INDIRECT	\$	433,032	\$	321,892	\$	111,140		\$	366,554	\$	66,478	
ADMINISTRATIVE	\$	129,368	\$	118,360	\$	11,009		\$	128,240	\$	1,129	
TOTAL G&A EXPENSES	\$	562,400	\$	440,251	\$	122,149	27.7%	\$	494,793	\$	67,607	13.7%
INCOME/(LOSS) FROM OPERATIONS	\$	(231,383)	\$	(86,549)	\$	(144,834)	-167.3%	\$	(146,613)	\$	(84,770)	-57.8%
FUNDRAISING REVENUE												
DONATIONS/SPONS/TICKETS	\$	558,481	\$	653,934	\$	(95,454)		\$	613,588	\$	(55,108)	
GRANTS	\$	12,904	\$	56,599	\$	(43,695)		\$	153,000	\$	(140,096)	
GOVT (Island Cities, PPP Loan/Grant)	\$	25,000	\$	-	\$	25,000		\$	-	\$	25,000	
INTEREST EARNINGS	\$	1,687	\$	34	\$	1,654		\$	118	\$	1,569	
OTHER INCOME - Rental, Merch Sales	\$	10,803	\$	11,072	\$	(271)		\$	8,690	\$	2,112	
FUNDRAISING UNRESTRICTED	\$	608,873	\$	721,638	\$	(112,766)		\$	775,396	\$	(166,523)	
TEMPORARILY RESTRICTED FUNDS	\$	5,000	\$	104,220	\$	(99,220)		\$	49,967	\$	(44,967)	
RESTRICTED FUNDS	\$	-	\$	4,233	\$	(4,233)		\$	-	\$	-	
TOTAL FUNDRAISING REVENUE	\$	613,873	\$	830,091	\$	(216,219)	-26.0%	\$	825,363	\$	(211,491)	-25.6%
FUNDRAISING DIRECT COSTS	\$	442,675	\$	583,044	\$	(140,369)	-24.1%	\$	426,170	\$	16,505	3.9%
FUNDRAISING INCOME	\$	171,197	\$	247,047	\$	(75,850)	-30.7%	\$	399,193	\$	(227,996)	-57.1%
NET ORDINARY INCOME/(LOSS)	\$	(60,186)	\$	160,498	\$	(220,684)	-137.5%	\$	252,580	\$	(312,766)	-123.8%
TOTAL OPERATING REVENUES	\$	1,305,356	\$	1,413,750	\$	(108,394)	-7.7%	\$	1,480,009	\$	(174,653)	-11.8%
TOTAL OPERATING EXPENSES	\$	1,365,542	\$	1,253,252	\$	112,290	9.0%	\$	1,227,429	\$	138,113	11.3%
CAPITAL OVERLAY												
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$	-	\$	-		\$	-	\$	-	
CAPITAL EXPENSE	\$	151,461	\$	71,852	\$	79,609		\$	97,058	\$	54,403	
NET OTHER INCOME - CAPITAL	\$	(151,461)	\$	(71,852)	\$	(79,609)	-110.8%	\$	(97,058)	\$	(54,403)	-56.1%
NET INCOME	\$	(211,646)	\$	88,647	\$	(300,293)	-338.8%	\$	155,523	\$	(367,169)	-236.1%
TOTAL REVENUE	\$	1,305,356	\$	1,413,750	\$	(108,394)	-7.7%	\$	1,480,009	\$	(174,653)	-11.8%
TOTAL EXPENSES	\$	1,517,003	\$	1,325,103	\$	191,899	14.5%	\$	1,324,487	\$	192,516	14.5%
Cash Operating	\$	259,770	\$	279,521	\$	(19,751)		\$	302,161	\$	(42,391)	
Cash Restricted	\$	-	\$	115,094	\$	(115,094)		\$	-	\$	-	
Cash SBA Loan 7/23/20 (Board Designated)	\$	150,247	\$	150,388	\$	(141)		\$	149,934	\$	454	
Total Cash	\$	410,017	\$	535,002	\$	(124,985)		\$	452,095	\$	(41,978)	

To begin repayment 7/1/22

We can request to extend repayment start date

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2022	Actuals Aug 2022	Actuals Sept 2022	Actuals Oct 2022	Actuals Nov 2022	Actuals Dec 2022	Actuals Jan 2023	Actuals Feb 2023	Actuals Mar 2023
PROGRAM REVENUE									
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
SPORTS - Adult	\$ 5,112.00	\$ 3,776.00	\$ 5,131.00	\$ 3,867.00	\$ 2,958.00	\$ 5,349.60	\$ 5,417.50	\$ 5,547.00	\$ 10,117.00
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
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
TOTAL PROGRAM REVENUE	\$ 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
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 22,496.50	\$ 23,140.50	\$ 18,901.50	\$ 29,893.00	\$ 28,039.51	\$ 41,233.50	\$ 58,221.50	\$ 49,312.50	\$ 50,525.50
REGISTRATION FEES (Sports,Youth,Adult)	\$ 55,823.60	\$ 20,122.50	\$ 13,973.00	\$ 16,162.00	\$ 18,228.30	\$ 24,516.10	\$ 23,635.50	\$ 19,402.00	\$ 31,272.20
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 27,297.00	\$ 2,200.00	\$ 5,900.00	\$ 21,182.00	\$ 6,790.00	\$ 32,465.00	\$ 28,146.11	\$ 3,770.00	\$ 18,834.36
	\$ 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
PROGRAM DIRECT COSTS (Variable Costs)									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 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
SPORTS - Adult	\$ 3,264.00	\$ 1,647.27	\$ 1,840.50	\$ 2,102.70	\$ 2,468.09	\$ 1,725.19	\$ 8,203.22	\$ 6,755.37	\$ 7,855.40
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
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	\$ 3,143.17
TOTAL PROGRAM DIRECTS COSTS	\$ 65,695.64	\$ 30,949.92	\$ 27,424.38	\$ 31,339.23	\$ 37,838.79	\$ 31,891.23	\$ 43,229.48	\$ 38,925.89	\$ 53,172.26
PROGRAM INCOME/(LOSS)									
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 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
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
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
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)
TOTAL PROGRAM INCOME/(LOSS)	\$ 39,921.46	\$ 14,513.08	\$ 11,350.12	\$ 35,897.77	\$ 15,219.02	\$ 66,323.37	\$ 66,773.63	\$ 33,558.61	\$ 47,459.80
GENERAL & ADMIN EXPENSES (Fixed costs)									
GENERAL/INDIRECT	\$ 52,752.19	\$ 52,508.19	\$ 56,457.65	\$ 43,010.14	\$ 47,349.08	\$ 45,334.57	\$ 41,611.42	\$ 43,890.21	\$ 50,118.26
ADMINISTRATIVE	\$ 9,890.20	\$ 13,437.08	\$ 14,550.18	\$ 14,728.64	\$ 13,453.38	\$ 11,531.81	\$ 21,677.07	\$ 14,692.14	\$ 15,407.71
TOTAL G&A EXPENSES	\$ 62,642.39	\$ 65,945.27	\$ 71,007.83	\$ 57,738.78	\$ 60,802.46	\$ 56,866.38	\$ 63,288.49	\$ 58,582.35	\$ 65,525.97
INCOME/(LOSS) FROM OPERATIONS	\$ (22,720.93)	\$ (51,432.19)	\$ (59,657.71)	\$ (21,841.01)	\$ (45,583.44)	\$ 9,456.99	\$ 3,485.14	\$ (25,023.74)	\$ (18,066.17)
FUNDRAISING REVENUE									
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
GRANTS	\$ -	\$ -	\$ -	\$ 1,042.50	\$ 510.00	\$ -	\$ 2,178.67	\$ 4,172.50	\$ 5,000.00
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00
INTEREST EARNINGS	\$ 38.33	\$ 76.67	\$ 92.42	\$ 231.86	\$ 184.63	\$ 214.39	\$ 223.39	\$ 202.07	\$ 423.40
OTHER INCOME - Rental, Merch Sales	\$ 709.47	\$ 360.00	\$ 965.00	\$ 1,099.00	\$ 800.00	\$ 1,149.26	\$ 1,940.00	\$ 2,595.00	\$ 1,183.50
FUNDRAISING UNRESTRICTED	\$ 22,854.80	\$ 22,556.67	\$ 23,516.17	\$ 33,708.46	\$ 57,418.43	\$ 138,836.94	\$ 117,107.26	\$ 100,548.87	\$ 92,325.00
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ 5,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 22,854.80	\$ 27,556.67	\$ 23,516.17	\$ 33,708.46	\$ 57,418.43	\$ 138,836.94	\$ 117,107.26	\$ 100,548.87	\$ 92,325.00
FUNDRAISING DIRECT COSTS	\$ 44,385.46	\$ 19,497.37	\$ 29,137.19	\$ 28,260.82	\$ 28,423.53	\$ 56,186.84	\$ 73,424.72	\$ 104,879.42	\$ 58,479.76
FUNDRAISING INCOME	\$ (21,530.66)	\$ 8,059.30	\$ (5,621.02)	\$ 5,447.64	\$ 28,994.90	\$ 82,650.10	\$ 43,682.54	\$ (4,330.55)	\$ 33,845.24
NET ORDINARY INCOME/(LOSS)	\$ (44,251.59)	\$ (43,372.89)	\$ (65,278.73)	\$ (16,393.37)	\$ (16,588.54)	\$ 92,107.09	\$ 47,167.68	\$ (29,354.29)	\$ 15,779.07
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (44,251.59)	\$ (87,624.48)	\$ (152,903.21)	\$ (169,296.58)	\$ (185,885.12)	\$ (93,778.03)	\$ (46,610.35)	\$ (75,964.64)	\$ (60,185.57)
CAPITAL OVERLAY									
CAPITAL INCOME (Manatee 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
NET OTHER INCOME - CAPITAL	\$ (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)
NET INCOME	\$ (76,716.46)	\$ (49,578.47)	\$ (95,892.39)	\$ (17,637.03)	\$ (24,403.78)	\$ 90,863.43	\$ 32,646.56	\$ (81,579.40)	\$ 10,651.09
NET INCOME/(LOSS) CUMULATIVE	\$ (76,716.46)	\$ (126,294.93)	\$ (222,187.32)	\$ (239,824.35)	\$ (264,228.13)	\$ (173,364.70)	\$ (140,718.14)	\$ (222,297.54)	\$ (211,646.45)
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
Total Expenses	\$ 205,188.36	\$ 122,598.14	\$ 158,183.06	\$ 118,582.49	\$ 134,880.02	\$ 146,188.11	\$ 194,463.81	\$ 254,612.77	\$ 182,305.97
	\$ (76,716.46)	\$ (49,578.47)	\$ (95,892.39)	\$ (17,637.03)	\$ (24,403.78)	\$ 90,863.43	\$ 32,646.56	\$ (81,579.40)	\$ 10,651.09
Cash Flow - Without Restriction	\$ 513,650	\$ 429,647	\$ 385,469	\$ 295,654	\$ 261,477	\$ 259,770	\$ 345,728	\$ 368,177	\$ 280,044
Cash Flow - With Restriction	\$ -	\$ -	\$ -	\$ 93	\$ -	\$ -	\$ -	\$ -	\$ -
SBA Loan 7/23/20 (Board Designated)	150416	\$ 150,454	\$ 150,531	\$ 150,623	\$ 150,763	\$ 150,947	\$ 151,162	\$ 151,385	\$ 151,587
Cash Available	\$ 580,101	\$ 536,000	\$ 446,369	\$ 412,240	\$ 410,717	\$ 496,889	\$ 519,562	\$ 431,631	\$ 451,647