

**The Center**  
High Level Overview

**2023-2024 ACTUALS - CASH BASIS**

	JULY 2023 FYTD	PRIOR FY 22/23	VARIANCE	
	2023/2024	ACTUALS	From Prior FY	
<b>PROGRAMS</b>				
REVENUE	\$ 95,092	\$ 105,617	\$ (10,525)	-10%
DIRECT COSTS	\$ 70,790	\$ 65,696	\$ 5,095	8%
PROGRAM INCOME/(LOSS)	\$ 24,302	\$ 39,921	\$ (15,619)	
<b>GENERAL/INDIRECT/ADMIN EXPENSES</b>	\$ 65,471	\$ 62,642	\$ 2,829	5%
<b>INCOME/(LOSS) FROM OPERATIONS</b>	\$ (41,169)	\$ (22,721)	\$ (18,448)	-81%
<b>FUNDRAISING</b>				
REVENUE	\$ 9,362	\$ 22,855	\$ (13,493)	-59%
DIRECT COSTS	\$ 22,043	\$ 44,385	\$ (22,343)	-50%
FUNDRAISING INCOME/(LOSS)	\$ (12,680)	\$ (21,531)	\$ 8,850	
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (53,849)</b>	<b>\$ (44,252)</b>	<b>\$ (9,598)</b>	0%
<b>TOTAL OPERATING REVENUES</b>	\$ 104,455	\$ 128,472	\$ (24,017)	-19%
<b>TOTAL OPERATING EXPENSES</b>	\$ 158,304	\$ 172,723	\$ (14,420)	-8%
<b>CAPITAL OVERLAY</b>				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	
CAPITAL EXPENSE	\$ 1,244	\$ 32,465	\$ (31,221)	
NET OTHER INCOME - CAPITAL	\$ (1,244)	\$ (32,465)	\$ 31,221	
<b>NET INCOME</b>	<b>\$ (55,093)</b>	<b>\$ (76,716)</b>	<b>\$ 21,624</b>	28%
<b>TOTAL REVENUE</b>	\$ 104,455	\$ 128,472	\$ (24,017)	-19%
<b>TOTAL EXPENSES</b>	\$ 159,548	\$ 205,188	\$ (45,641)	-22%

July The Center		2023-2024 ACTUALS - CASH BASIS		vs PRIOR YEAR		
	JULY 2023 FYTD 2023/2024	PRIOR FY 22/23 ACTUALS	VARIANCE From Prior FY			
<b>PROGRAM REVENUE</b>						
FITNESS - Island Fitness, Personal Trng	\$ 32,592	\$ 25,069	\$ 7,524			
SPORTS - Adult	\$ 5,270	\$ 5,112	\$ 158			Timing of Sports Programs Starting
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 56,935	\$ 75,437	\$ (18,502)			Camps
ADULT - Seniors,Culture,Specialty	\$ 295	\$ -	\$ 295			
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 95,092</b>	<b>\$ 105,617</b>	<b>\$ (10,525)</b>			-10.0% COVID Impact
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 29,300	\$ 18,983	\$ 10,317			
REGISTRATION FEES (Sports,Youth,Adult)	\$ 60,222	\$ 52,056	\$ 8,166			
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 5,570	\$ 4,120	\$ 1,450			
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 7,962	\$ 9,135	\$ (1,172)			Timing
SPORTS - Adult	\$ 10,939	\$ 3,264	\$ 7,675			Timing of Sports Programs Starting
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 50,501	\$ 52,251	\$ (1,750)			Camps
ADULT - Seniors,Culture,Specialty	\$ 1,388	\$ 1,046	\$ 342			
<b>TOTAL PROGRAM DIRECT COSTS</b>	<b>\$ 70,790</b>	<b>\$ 65,696</b>	<b>\$ 5,095</b>			7.8% Full Camp in 2021
<b>PROGRAM INCOME/(LOSS)</b>						
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 24,630	\$ 15,934	\$ 8,696			
SPORTS - Adult	\$ (5,669)	\$ 1,848	\$ (7,517)			
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,434	\$ 23,185	\$ (16,752)			
ADULT - Seniors,Culture,Specialty	\$ (1,093)	\$ (1,046)	\$ (47)			
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 24,302</b>	<b>\$ 39,921</b>	<b>\$ (15,619)</b>			-39.1%
<b>GENERAL &amp; ADMIN EXPENSES</b>						
GENERAL/INDIRECT	\$ 48,441	\$ 52,752	\$ (4,311)			Insurance (SSk Health, \$4k Auto)
ADMINISTRATIVE	\$ 17,030	\$ 9,890	\$ 7,140			
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 65,471</b>	<b>\$ 62,642</b>	<b>\$ 2,829</b>			4.5%
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (41,169)</b>	<b>\$ (22,721)</b>	<b>\$ (18,448)</b>			-81.2% Primarily Payroll & Insurance
<b>FUNDRAISING REVENUE</b>						
DONATIONS/SPONS/TICKETS	\$ 8,174	\$ 22,107	\$ (13,933)			
GRANTS	\$ -	\$ -	\$ -			
GOVT (Island Cities, PPP Loans/Grants)	\$ -	\$ -	\$ -			
INTEREST EARNINGS	\$ 407	\$ 38	\$ 369			
OTHER INCOME - Rental, Merch Sales	\$ 782	\$ 709	\$ 72			
FUNDRAISING UNRESTRICTED	\$ 9,362	\$ 22,855	\$ (13,493)			
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ -			
RESTRICTED FUNDS	\$ -	\$ -	\$ -			
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 9,362</b>	<b>\$ 22,855</b>	<b>\$ (13,493)</b>			-59.0%
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 22,043</b>	<b>\$ 44,385</b>	<b>\$ (22,343)</b>			-50.3% Timing of Van Zandt Scholarship
<b>FUNDRAISING INCOME</b>	<b>\$ (12,680)</b>	<b>\$ (21,531)</b>	<b>\$ 8,850</b>			41.1%
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (53,849)</b>	<b>\$ (44,252)</b>	<b>\$ (9,598)</b>			-21.7% Payroll & Van Zandt
<b>TOTAL OPERATING REVENUES</b>	<b>\$ 104,455</b>	<b>\$ 128,472</b>	<b>\$ (24,017)</b>			-18.7%
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 158,304</b>	<b>\$ 172,723</b>	<b>\$ (14,420)</b>			-8.3%
<b>CAPITAL OVERLAY</b>						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -			
CAPITAL EXPENSE	\$ 1,244	\$ 32,465	\$ (31,221)			Foyer & Bathrooms
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (1,244)</b>	<b>\$ (32,465)</b>	<b>\$ 31,221</b>			96.2%
<b>NET INCOME</b>	<b>\$ (55,093)</b>	<b>\$ (76,716)</b>	<b>\$ 21,624</b>			28.2%
<b>TOTAL REVENUE</b>	<b>\$ 104,455</b>	<b>\$ 128,472</b>	<b>\$ (24,017)</b>			-18.7%
<b>TOTAL EXPENSES</b>	<b>\$ 159,548</b>	<b>\$ 205,188</b>	<b>\$ (45,641)</b>			-22.2%
Cash Operating	\$ 218,303	\$ 314,553	\$ (96,251)			
Cash Restricted	\$ -	\$ 115,093	\$ (115,093)			
Cash SBA Loan 7/23/20 (Board Designated)	\$ 127,202	\$ 150,454	\$ (23,252)			To begin repayment 7/1/22
Total Cash	\$ 345,505	\$ 580,100	\$ (234,595)			

## The Center

## ACTUALS CASH BASIS

	Actuals	
	July	
	2023	
<b>PROGRAM REVENUE</b>		
FITNESS - Island Fitness, Personal Trng	\$	32,592.37
SPORTS - Adult	\$	5,270.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	56,935.00
ADULT - Seniors,Culture,Specialty	\$	295.00
<b>TOTAL PROGRAM REVENUE</b>	<b>\$</b>	<b>95,092.37</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$	29,300.37
REGISTRATION FEES (Sports,Youth,Adult)	\$	60,222.00
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	5,570.00
	\$	95,092.37
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>		
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	7,962.21
SPORTS - Adult	\$	10,938.54
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	50,501.20
ADULT - Seniors,Culture,Specialty	\$	1,388.25
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$</b>	<b>70,790.20</b>
<b>PROGRAM INCOME/(LOSS)</b>		
FITNESS - Island Fitness, Personal Trng, Crossfit	\$	24,630.16
SPORTS - Adult	\$	(5,668.54)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	6,433.80
ADULT - Seniors,Culture,Specialty	\$	(1,093.25)
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$</b>	<b>24,302.17</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>		
GENERAL/INDIRECT	\$	48,441.08
ADMINISTRATIVE	\$	17,029.83
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$</b>	<b>65,470.91</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$</b>	<b>(41,168.74)</b>
<b>FUNDRAISING REVENUE</b>		
DONATIONS/SPONS/TICKETS	\$	8,173.70
GRANTS	\$	-
GOVT (Island Cities, PPP Loan/Grant)	\$	-
INTEREST EARNINGS	\$	407.08
OTHER INCOME - Rental, Merch Sales	\$	781.50
FUNDRAISING UNRESTRICTED	\$	9,362.28
TEMPORARILY RESTRICTED FUNDS		
RESTRICTED FUNDS	\$	-
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$</b>	<b>9,362.28</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$</b>	<b>22,042.73</b>
<b>FUNDRAISING INCOME</b>	<b>\$</b>	<b>(12,680.45)</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$</b>	<b>(53,849.19)</b>
<b>NET ORDINARY INCOME/(LOSS) CUMULATIVE</b>	<b>\$</b>	<b>(53,849.19)</b>
<b>CAPITAL OVERLAY</b>		
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-
CAPITAL EXPENSE	\$	1,243.66
NET OTHER INCOME - CAPITAL	\$	(1,243.66)
<b>NET INCOME</b>	<b>\$</b>	<b>(55,092.85)</b>
<b>NET INCOME/(LOSS) CUMULATIVE</b>	<b>\$</b>	<b>(55,092.85)</b>
Total Revenue	\$	104,454.65
Total Expenses	\$	159,547.50
	\$	(55,092.85)
Cash Flow - Without Restriction	\$ 251,473	\$ 218,303
Cash Flow - With Restriction	\$ -	\$ -
SBA Loan 7/23/20 (Board Designated)	\$ 153,188	\$ 127,202
Cash Available	\$	\$ 345,505