

The Center  
High Level Overview

2023-2024 ACTUALS - CASH BASIS

	OCT 2023 FYTD	PRIOR FY 22/23	VARIANCE		BUDGET FYTD	VARIANCE	
	2023/2024	ACTUALS	From Prior FY		2023/2024	From Budget	
<b>PROGRAMS</b>							
REVENUE	\$ 249,402	\$ 257,092	\$ (7,690)	-3%	\$ 263,775	\$ (14,373)	-5%
DIRECT COSTS	\$ 171,445	\$ 155,409	\$ 16,036	10%	\$ 153,084	\$ 18,361	12%
PROGRAM INCOME/(LOSS)	\$ 77,957	\$ 101,682	\$ (23,725)		\$ 110,691	\$ (32,734)	
<b>GENERAL/INDIRECT/ADMIN EXPENSES</b>	\$ 253,675	\$ 257,334	\$ (3,659)	-1%	\$ 242,951	\$ 10,724	4%
<b>INCOME/(LOSS) FROM OPERATIONS</b>	\$ (175,718)	\$ (155,652)	\$ (20,066)	-13%	\$ (132,260)	\$ (43,458)	-33%
<b>FUNDRAISING</b>							
REVENUE	\$ 177,857	\$ 107,636	\$ 70,221	65%	\$ 122,900	\$ 54,957	45%
DIRECT COSTS	\$ 118,208	\$ 121,281	\$ (3,073)	-3%	\$ 85,261	\$ 32,947	39%
FUNDRAISING INCOME/(LOSS)	\$ 59,650	\$ (13,645)	\$ 73,294		\$ 37,639	\$ 22,010	
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (116,069)</b>	<b>\$ (169,297)</b>	<b>\$ 53,228</b>	0%	<b>\$ (94,621)</b>	<b>\$ (21,448)</b>	0%
<b>TOTAL OPERATING REVENUES</b>	\$ 427,259	\$ 364,728	\$ 62,532	17%	\$ 386,675	\$ 40,584	10%
<b>TOTAL OPERATING EXPENSES</b>	\$ 543,328	\$ 534,024	\$ 9,304	2%	\$ 481,296	\$ 62,032	13%
<b>CAPITAL OVERLAY</b>							
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -		\$ -	\$ -	
CAPITAL EXPENSE	\$ 13,111	\$ 70,528	\$ (57,417)		\$ 42,500	\$ (29,389)	
NET OTHER INCOME - CAPITAL	\$ (13,111)	\$ (70,528)	\$ 57,417		\$ (42,500)	\$ 29,389	
<b>NET INCOME</b>	<b>\$ (129,179)</b>	<b>\$ (239,824)</b>	<b>\$ 110,645</b>	46%	<b>\$ (137,121)</b>	<b>\$ 7,942</b>	6%
<b>TOTAL REVENUE</b>	\$ 427,259	\$ 364,728	\$ 62,532	17%	\$ 386,675	\$ 40,584	10%
<b>TOTAL EXPENSES</b>	\$ 556,439	\$ 604,552	\$ (48,114)	-8%	\$ 523,796	\$ 32,643	6%

**Oct  
The Center**

**2023-2024 ACTUALS - CASH BASIS**

	OCT 2023 FYTD		vs PRIOR YEAR		vs BUDGET	
	2023/2024		PRIOR FY 22/23	VARIANCE	BUDGET FYTD	VARIANCE
	ACTUALS	From Prior FY			2023/2024	From Budget
<b>PROGRAM REVENUE</b>						
FITNESS - Island Fitness, Personal Trng	\$ 118,442		\$ 104,618	\$ 13,825	\$ 116,600	\$ 1,842
SPORTS - Adult	\$ 14,064		\$ 17,886	\$ (3,822)	\$ 23,775	\$ (9,711)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 113,754		\$ 132,928	\$ (19,175)	\$ 121,800	\$ (8,047)
ADULT - Seniors,Culture,Specialty	\$ 3,142		\$ 1,660	\$ 1,482	\$ 1,600	\$ 1,542
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 249,402</b>		<b>\$ 257,092</b>	<b>\$ (7,690)</b>	<b>\$ 263,775</b>	<b>\$ (14,373)</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 105,070		\$ 18,983	\$ 86,087	\$ 104,475	\$ 595
REGISTRATION FEES (Sports,Youth,Adult)	\$ 120,763		\$ 52,056	\$ 68,707	\$ 115,250	\$ 5,513
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 23,569		\$ 4,120	\$ 19,449	\$ 44,050	\$ (20,481)
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>						
FITNESS - Island Fitness, Personal Trng, Crosofft	\$ 35,259		\$ 34,864	\$ 395	\$ 38,050	\$ (2,791)
SPORTS - Adult	\$ 28,889		\$ 8,854	\$ 20,034	\$ 29,276	\$ (387)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 102,699		\$ 106,545	\$ (3,845)	\$ 83,908	\$ 18,792
ADULT - Seniors,Culture,Specialty	\$ 4,597		\$ 5,145	\$ (548)	\$ 1,850	\$ 2,747
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 171,445</b>		<b>\$ 155,409</b>	<b>\$ 16,036</b>	<b>\$ 153,084</b>	<b>\$ 18,361</b>
<b>PROGRAM INCOME/(LOSS)</b>						
FITNESS - Island Fitness, Personal Trng, Crosofft	\$ 83,183		\$ 69,753	\$ 13,430	\$ 78,550	\$ 4,633
SPORTS - Adult	\$ (14,825)		\$ 9,032	\$ (23,856)	\$ (5,501)	\$ (9,324)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 11,054		\$ 26,383	\$ (15,329)	\$ 37,892	\$ (26,838)
ADULT - Seniors,Culture,Specialty	\$ (1,455)		\$ (3,485)	\$ 2,030	\$ (250)	\$ (1,205)
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 77,957</b>		<b>\$ 101,682</b>	<b>\$ (23,725)</b>	<b>\$ 110,691</b>	<b>\$ (32,734)</b>
<b>GENERAL &amp; ADMIN EXPENSES</b>						
GENERAL/INDIRECT	\$ 176,408		\$ 204,728	\$ (28,320)	\$ 184,480	\$ (8,073)
ADMINISTRATIVE	\$ 77,267		\$ 52,606	\$ 24,661	\$ 58,471	\$ 18,796
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 253,675</b>		<b>\$ 257,334</b>	<b>\$ (3,659)</b>	<b>\$ 242,951</b>	<b>\$ 10,724</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (175,718)</b>		<b>\$ (155,652)</b>	<b>\$ (20,066)</b>	<b>\$ (132,260)</b>	<b>\$ (43,458)</b>
<b>FUNDRAISING REVENUE</b>						
DONATIONS/SPONS/TICKETS	\$ 156,757		\$ 98,021	\$ 58,736	\$ 107,200	\$ 49,557
GRANTS	\$ -		\$ 1,043	\$ (1,043)	\$ 10,000	\$ (10,000)
GOVT (Island Cities, PPP Loan/Grant)	\$ -		\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ 1,436		\$ 439	\$ 997	\$ 1,000	\$ 436
OTHER INCOME - Rental, Merch Sales	\$ 4,665		\$ 3,133	\$ 1,532	\$ 4,700	\$ (35)
FUNDRAISING UNRESTRICTED	\$ 162,857		\$ 102,636	\$ 60,221	\$ 122,900	\$ 39,957
TEMPORARILY RESTRICTED FUNDS	\$ 15,000		\$ 5,000	\$ 10,000	\$ -	\$ 15,000
RESTRICTED FUNDS	\$ -		\$ -	\$ -	\$ -	\$ -
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 177,857</b>		<b>\$ 107,636</b>	<b>\$ 70,221</b>	<b>\$ 122,900</b>	<b>\$ 54,957</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 118,208</b>		<b>\$ 121,281</b>	<b>\$ (3,073)</b>	<b>\$ 85,261</b>	<b>\$ 32,947</b>
<b>FUNDRAISING INCOME</b>	<b>\$ 59,650</b>		<b>\$ (13,645)</b>	<b>\$ 73,294</b>	<b>\$ 37,639</b>	<b>\$ 22,010</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (116,069)</b>		<b>\$ (169,297)</b>	<b>\$ 53,228</b>	<b>\$ (94,621)</b>	<b>\$ (21,448)</b>
<b>TOTAL OPERATING REVENUES</b>	<b>\$ 427,259</b>		<b>\$ 364,728</b>	<b>\$ 62,532</b>	<b>\$ 386,675</b>	<b>\$ 40,584</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 543,328</b>		<b>\$ 534,024</b>	<b>\$ 9,304</b>	<b>\$ 481,296</b>	<b>\$ 62,032</b>
<b>CAPITAL OVERLAY</b>						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -		\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 13,111		\$ 70,528	\$ (57,417)	\$ 42,500	\$ (29,389)
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (13,111)</b>		<b>\$ (70,528)</b>	<b>\$ 57,417</b>	<b>\$ (42,500)</b>	<b>\$ 29,389</b>
<b>NET INCOME</b>	<b>\$ (129,179)</b>		<b>\$ (239,824)</b>	<b>\$ 110,645</b>	<b>\$ (137,121)</b>	<b>\$ 7,942</b>
<b>TOTAL REVENUE</b>	<b>\$ 427,259</b>		<b>\$ 364,728</b>	<b>\$ 62,532</b>	<b>\$ 386,675</b>	<b>\$ 40,584</b>
<b>TOTAL EXPENSES</b>	<b>\$ 556,439</b>		<b>\$ 604,552</b>	<b>\$ (48,114)</b>	<b>\$ 523,796</b>	<b>\$ 32,643</b>
Cash Operating	\$ 144,548		\$ 314,553	\$ (170,005)	\$ 154,523	\$ (9,975)
Cash Restricted	\$ -		\$ 115,093	\$ (115,093)	\$ -	\$ -
Cash SBA Loan 7/23/20 (Board Designated)	\$ 127,548		\$ 150,454	\$ (22,906)	\$ 149,934	\$ (22,886)
Total Cash	\$ 272,096		\$ 580,100	\$ (308,004)	\$ 304,457	\$ (32,362)

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2023	Actuals Aug 2023	Actuals Sept 2023	Actuals Oct 2023
<b>PROGRAM REVENUE</b>				
FITNESS - Island Fitness, Personal Trng	\$ 32,592.37	\$ 24,122.37	\$ 24,022.12	\$ 37,705.62
SPORTS - Adult	\$ 5,270.00	\$ 5,643.00	\$ 1,576.00	\$ 1,575.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 56,935.00	\$ 21,489.00	\$ 17,736.25	\$ 17,593.25
ADULT - Seniors,Culture,Specialty	\$ 295.00	\$ 1,022.00	\$ 550.00	\$ 1,275.00
<b>TOTAL PROGRAM REVENUE</b>	<b>\$ 95,092.37</b>	<b>\$ 52,276.37</b>	<b>\$ 43,884.37</b>	<b>\$ 58,148.87</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 29,300.37	\$ 21,664.37	\$ 21,254.12	\$ 32,851.62
REGISTRATION FEES (Sports,Youth,Adult)	\$ 60,222.00	\$ 27,907.00	\$ 13,901.25	\$ 18,732.25
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 5,570.00	\$ 2,705.00	\$ 8,729.00	\$ 6,565.00
	\$ 95,092.37	\$ 52,276.37	\$ 43,884.37	\$ 58,148.87
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 7,962.21	\$ 7,191.25	\$ 7,386.20	\$ 12,719.62
SPORTS - Adult	\$ 10,938.54	\$ 4,035.84	\$ 8,289.25	\$ 5,625.32
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 50,501.20	\$ 25,499.11	\$ 11,636.91	\$ 15,062.14
ADULT - Seniors,Culture,Specialty	\$ 1,388.25	\$ 1,173.90	\$ 733.50	\$ 1,301.50
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$ 70,790.20</b>	<b>\$ 37,900.10</b>	<b>\$ 28,045.86</b>	<b>\$ 34,708.58</b>
<b>PROGRAM INCOME/(LOSS)</b>				
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 24,630.16	\$ 16,931.12	\$ 16,635.92	\$ 24,986.00
SPORTS - Adult	\$ (5,668.54)	\$ 1,607.16	\$ (6,713.25)	\$ (4,050.32)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,433.80	\$ (4,010.11)	\$ 6,099.34	\$ 2,531.11
ADULT - Seniors,Culture,Specialty	\$ (1,093.25)	\$ (151.90)	\$ (183.50)	\$ (26.50)
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$ 24,302.17</b>	<b>\$ 14,376.27</b>	<b>\$ 15,838.51</b>	<b>\$ 23,440.29</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>				
GENERAL/INDIRECT	\$ 48,441.08	\$ 49,212.46	\$ 24,241.15	\$ 54,513.22
ADMINISTRATIVE	\$ 17,029.83	\$ 21,457.76	\$ 19,480.06	\$ 19,299.80
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$ 65,470.91</b>	<b>\$ 70,670.22</b>	<b>\$ 43,721.21</b>	<b>\$ 73,813.02</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$ (41,168.74)</b>	<b>\$ (56,293.95)</b>	<b>\$ (27,882.70)</b>	<b>\$ (50,372.73)</b>
<b>FUNDRAISING REVENUE</b>				
DONATIONS/SPONS/TICKETS	\$ 8,173.70	\$ 17,400.00	\$ 30,160.51	\$ 101,022.39
GRANTS	\$ -	\$ -	\$ -	\$ -
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ 407.08	\$ 345.71	\$ 335.47	\$ 347.56
OTHER INCOME - Rental, Merch Sales	\$ 781.50	\$ 1,420.50	\$ 915.00	\$ 1,548.00
FUNDRAISING UNRESTRICTED	\$ 9,362.28	\$ 19,166.21	\$ 31,410.98	\$ 102,917.95
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ 15,000.00	\$ -
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$ 9,362.28</b>	<b>\$ 19,166.21</b>	<b>\$ 46,410.98</b>	<b>\$ 102,917.95</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$ 22,042.73</b>	<b>\$ 49,563.96</b>	<b>\$ 30,875.66</b>	<b>\$ 15,725.45</b>
<b>FUNDRAISING INCOME</b>	<b>\$ (12,680.45)</b>	<b>\$ (30,397.75)</b>	<b>\$ 15,535.32</b>	<b>\$ 87,192.50</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$ (53,849.19)</b>	<b>\$ (86,691.70)</b>	<b>\$ (12,347.38)</b>	<b>\$ 36,819.77</b>
<b>NET ORDINARY INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (53,849.19)</b>	<b>\$ (140,540.89)</b>	<b>\$ (152,888.27)</b>	<b>\$ (116,068.50)</b>
<b>CAPITAL OVERLAY</b>				
CAPITAL INCOME (Manatee Co. Concession Funds)	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$ 1,243.66	\$ 1,243.66	\$ 9,379.66	\$ 1,243.66
NET OTHER INCOME - CAPITAL	\$ (1,243.66)	\$ (1,243.66)	\$ (9,379.66)	\$ (1,243.66)
<b>NET INCOME</b>	<b>\$ (55,092.85)</b>	<b>\$ (87,935.36)</b>	<b>\$ (21,727.04)</b>	<b>\$ 35,576.11</b>
<b>NET INCOME/(LOSS) CUMULATIVE</b>	<b>\$ (55,092.85)</b>	<b>\$ (143,028.21)</b>	<b>\$ (164,755.25)</b>	<b>\$ (129,179.14)</b>
Total Revenue	\$ 104,454.65	\$ 71,442.58	\$ 90,295.35	\$ 161,066.82
Total Expenses	\$ 159,547.50	\$ 159,377.94	\$ 112,022.39	\$ 125,490.71
	\$ (55,092.85)	\$ (87,935.36)	\$ (21,727.04)	\$ 35,576.11
Cash Flow - Without Restriction	\$ 251,473	\$ 218,303	\$ 144,548	\$ 113,334
Cash Flow - With Restriction	\$ -	\$ -	\$ -	\$ -
SBA Loan 7/23/20 (Board Designated)	\$ 153,188	\$ 127,202	\$ 127,548	\$ 127,883
Cash Available	\$ 345,505	\$ 272,096	\$ 241,217	\$ 289,047