

The Center  
High Level Overview

2023-2024 ACTUALS - CASH BASIS

	JAN 2024 FYTD		PRIOR FY 22/23		VARIANCE	BUDGET FYTD		VARIANCE
	2023/2024		ACTUALS	From Prior FY		2023/2024	From Budget	
<b>PROGRAMS</b>								
REVENUE	\$	475,013	\$ 518,367	\$ (43,355)	-8%	\$ 528,370	\$ (53,357)	-10%
DIRECT COSTS	\$	275,019	\$ 268,369	\$ 6,650	2%	\$ 297,293	\$ (22,274)	-7%
PROGRAM INCOME/(LOSS)	\$	199,994	\$ 249,998	\$ (50,004)		\$ 231,077	\$ (31,083)	
<b>GENERAL/INDIRECT/ADMIN EXPENSES</b>	\$	424,993	\$ 443,492	\$ (18,498)	-4%	\$ 429,151	\$ (4,158)	-1%
<b>INCOME/(LOSS) FROM OPERATIONS</b>	\$	(224,999)	\$ (193,493)	\$ (31,506)	-16%	\$ (198,074)	\$ (26,925)	-14%
<b>FUNDRAISING</b>								
REVENUE	\$	632,867	\$ 420,999	\$ 211,869	50%	\$ 456,050	\$ 176,817	39%
DIRECT COSTS	\$	343,343	\$ 279,316	\$ 64,027	23%	\$ 301,627	\$ 41,716	14%
FUNDRAISING INCOME/(LOSS)	\$	289,524	\$ 141,683	\$ 147,841		\$ 154,423	\$ 135,101	
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$</b>	<b>64,525</b>	<b>\$ (51,810)</b>	<b>\$ 116,335</b>	<b>0%</b>	<b>\$ (43,651)</b>	<b>\$ 108,176</b>	<b>0%</b>
<b>TOTAL OPERATING REVENUES</b>	\$	1,107,880	\$ 939,366	\$ 168,514	18%	\$ 984,420	\$ 123,460	13%
<b>TOTAL OPERATING EXPENSES</b>	\$	1,043,355	\$ 991,176	\$ 52,179	5%	\$ 1,028,071	\$ 15,284	1%
<b>CAPITAL OVERLAY</b>								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -		\$ -	\$ -	
CAPITAL EXPENSE	\$	66,231	\$ 94,108	\$ (27,877)		\$ 76,750	\$ (10,519)	
NET OTHER INCOME - CAPITAL	\$	(66,231)	\$ (94,108)	\$ 27,877		\$ (76,750)	\$ 10,519	
<b>NET INCOME</b>	<b>\$</b>	<b>(1,706)</b>	<b>\$ (145,918)</b>	<b>\$ 144,212</b>	<b>99%</b>	<b>\$ (120,401)</b>	<b>\$ 118,694</b>	<b>99%</b>
<b>TOTAL REVENUE</b>	\$	1,107,880	\$ 939,366	\$ 168,514	18%	\$ 984,420	\$ 123,460	13%
<b>TOTAL EXPENSES</b>	\$	1,109,586	\$ 1,085,284	\$ 24,302	2%	\$ 1,104,821	\$ 4,765	0%

Jan  
The Center

2023-2024 ACTUALS - CASH BASIS

	JAN 2024 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	\$	260,676	\$ 247,485	\$ 13,191	\$ 271,550	\$ (10,874)
SPORTS - Adult	\$	29,957	\$ 31,611	\$ (1,654)	\$ 47,340	\$ (17,383)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	178,222	\$ 232,190	\$ (53,968)	\$ 201,130	\$ (22,908)
ADULT - Seniors,Culture,Specialty	\$	6,158	\$ 7,081	\$ (924)	\$ 8,350	\$ (2,193)
<b>TOTAL PROGRAM REVENUE</b>	<b>\$</b>	<b>475,013</b>	<b>\$ 518,367</b>	<b>\$ (43,355)</b>	<b>\$ 528,370</b>	<b>\$ (53,357)</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$	234,410	\$ 18,983	\$ 215,427	\$ 250,490	\$ (16,080)
REGISTRATION FEES (Sports,Youth,Adult)	\$	196,124	\$ 52,056	\$ 144,068	\$ 192,280	\$ 3,844
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	44,479	\$ 4,120	\$ 40,359	\$ 85,600	\$ (41,121)
<b>PROGRAM DIRECT COSTS (Variable Costs)</b>						
FITNESS - Island Fitness, Personal Trng, Crosfit	\$	63,218	\$ 75,404	\$ (12,186)	\$ 96,594	\$ (33,376)
SPORTS - Adult	\$	47,562	\$ 21,251	\$ 26,311	\$ 55,373	\$ (7,811)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	157,210	\$ 158,968	\$ (1,759)	\$ 139,390	\$ 17,820
ADULT - Seniors,Culture,Specialty	\$	7,029	\$ 12,745	\$ (5,716)	\$ 5,936	\$ 1,093
<b>TOTAL PROGRAM DIRECTS COSTS</b>	<b>\$</b>	<b>275,019</b>	<b>\$ 268,369</b>	<b>\$ 6,650</b>	<b>\$ 297,293</b>	<b>\$ (22,274)</b>
<b>PROGRAM INCOME/(LOSS)</b>						
FITNESS - Island Fitness, Personal Trng, Crosfit	\$	197,458	\$ 172,081	\$ 25,377	\$ 174,956	\$ 22,502
SPORTS - Adult	\$	(17,605)	\$ 10,360	\$ (27,965)	\$ (8,033)	\$ (9,572)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	21,013	\$ 73,222	\$ (52,209)	\$ 61,740	\$ (40,727)
ADULT - Seniors,Culture,Specialty	\$	(872)	\$ (5,664)	\$ 4,793	\$ 2,414	\$ (3,286)
<b>TOTAL PROGRAM INCOME/(LOSS)</b>	<b>\$</b>	<b>199,994</b>	<b>\$ 249,998</b>	<b>\$ (50,004)</b>	<b>\$ 231,077</b>	<b>\$ (31,083)</b>
<b>GENERAL &amp; ADMIN EXPENSES</b>						
GENERAL/INDIRECT	\$	293,038	\$ 344,223	\$ (51,186)	\$ 316,608	\$ (23,570)
ADMINISTRATIVE	\$	131,956	\$ 99,268	\$ 32,687	\$ 112,543	\$ 19,413
<b>TOTAL G&amp;A EXPENSES</b>	<b>\$</b>	<b>424,993</b>	<b>\$ 443,492</b>	<b>\$ (18,498)</b>	<b>\$ 429,151</b>	<b>\$ (4,158)</b>
<b>INCOME/(LOSS) FROM OPERATIONS</b>	<b>\$</b>	<b>(224,999)</b>	<b>\$ (193,493)</b>	<b>\$ (31,506)</b>	<b>\$ (198,074)</b>	<b>\$ (26,925)</b>
<b>FUNDRAISING REVENUE</b>						
DONATIONS/SPONS/TICKETS	\$	595,324	\$ 404,183	\$ 191,141	\$ 414,000	\$ 181,324
GRANTS	\$	1,400	\$ 3,731	\$ (2,331)	\$ 32,200	\$ (30,800)
GOVT (Island Cities, PPP Loan/Grant)	\$	-	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$	2,472	\$ 1,062	\$ 1,410	\$ 1,750	\$ 722
OTHER INCOME - Rental, Merch Sales	\$	9,052	\$ 7,023	\$ 2,029	\$ 8,100	\$ 952
FUNDRAISING UNRESTRICTED	\$	608,248	\$ 415,999	\$ 192,249	\$ 456,050	\$ 152,198
TEMPORARILY RESTRICTED FUNDS	\$	40,320	\$ 5,000	\$ 35,320	\$ -	\$ 40,320
RESTRICTED FUNDS	\$	(15,700)	\$ -	\$ (15,700)	\$ -	\$ (15,700)
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$</b>	<b>632,867</b>	<b>\$ 420,999</b>	<b>\$ 211,869</b>	<b>\$ 456,050</b>	<b>\$ 176,817</b>
<b>FUNDRAISING DIRECT COSTS</b>	<b>\$</b>	<b>343,343</b>	<b>\$ 279,316</b>	<b>\$ 64,027</b>	<b>\$ 301,627</b>	<b>\$ 41,716</b>
<b>FUNDRAISING INCOME</b>	<b>\$</b>	<b>289,524</b>	<b>\$ 141,683</b>	<b>\$ 147,841</b>	<b>\$ 154,423</b>	<b>\$ 135,101</b>
<b>NET ORDINARY INCOME/(LOSS)</b>	<b>\$</b>	<b>64,525</b>	<b>\$ (51,810)</b>	<b>\$ 116,335</b>	<b>\$ (43,651)</b>	<b>\$ 108,176</b>
<b>TOTAL OPERATING REVENUES</b>	<b>\$</b>	<b>1,107,880</b>	<b>\$ 939,366</b>	<b>\$ 168,514</b>	<b>\$ 984,420</b>	<b>\$ 123,460</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$</b>	<b>1,043,355</b>	<b>\$ 991,176</b>	<b>\$ 52,179</b>	<b>\$ 1,028,071</b>	<b>\$ 15,284</b>
<b>CAPITAL OVERLAY</b>						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$	66,231	\$ 94,108	\$ (27,877)	\$ 76,750	\$ (10,519)
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$</b>	<b>(66,231)</b>	<b>\$ (94,108)</b>	<b>\$ 27,877</b>	<b>\$ (76,750)</b>	<b>\$ 10,519</b>
<b>NET INCOME</b>	<b>\$</b>	<b>(1,706)</b>	<b>\$ (145,918)</b>	<b>\$ 144,212</b>	<b>\$ (120,401)</b>	<b>\$ 118,694</b>
<b>TOTAL REVENUE</b>	<b>\$</b>	<b>1,107,880</b>	<b>\$ 939,366</b>	<b>\$ 168,514</b>	<b>\$ 984,420</b>	<b>\$ 123,460</b>
<b>TOTAL EXPENSES</b>	<b>\$</b>	<b>1,109,586</b>	<b>\$ 1,085,284</b>	<b>\$ 24,302</b>	<b>\$ 1,104,821</b>	<b>\$ 4,765</b>
Cash Operating	\$	278,078	\$ 368,177	\$ (90,099)	\$ 171,244	\$ 106,835
Cash Restricted	\$	-	\$ -	\$ -	\$ -	\$ -
Cash SBA Loan 7/23/20 (Board Designated)	\$	129,267	\$ 151,385	\$ (22,118)	\$ 149,934	\$ (20,667)
Total Cash	\$	407,345	\$ 519,562	\$ (112,217)	\$ 321,178	\$ 86,168

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
	July	Aug	Sept	Oct	Nov	Dec	Jan
	2023	2023	2023	2023	2023	2023	2024
<b>PROGRAM REVENUE</b>							
FITNESS - Island Fitness, Personal Trng	\$ 32,592.37	\$ 24,122.37	\$ 24,022.12	\$ 37,705.62	\$ 36,475.62	\$ 47,583.62	\$ 58,174.12
SPORTS - Adult	\$ 5,270.00	\$ 5,643.00	\$ 1,576.00	\$ 1,575.00	\$ 4,132.00	\$ 4,566.00	\$ 7,195.00
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 56,935.00	\$ 21,489.00	\$ 17,736.25	\$ 17,593.25	\$ 20,913.50	\$ 25,391.50	\$ 18,163.75
ADULT - Seniors,Culture,Specialty	\$ 295.00	\$ 1,022.00	\$ 550.00	\$ 1,275.00	\$ 1,485.50	\$ 330.00	\$ 1,200.00
<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>	<b>\$ 63,006.62</b>	<b>\$ 77,871.12</b>	<b>\$ 84,732.87</b>
MEMBERSHIP REV (Fitness, PB, Tennis)	\$ 29,300.37	\$ 21,664.37	\$ 21,254.12	\$ 32,851.62	\$ 32,108.62	\$ 42,196.62	\$ 55,034.12
REGISTRATION FEES (Sports,Youth,Adult)	\$ 60,222.00	\$ 27,907.00	\$ 13,901.25	\$ 18,732.25	\$ 23,498.00	\$ 28,219.50	\$ 23,643.75
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$ 5,570.00	\$ 2,705.00	\$ 8,729.00	\$ 6,565.00	\$ 7,400.00	\$ 7,455.00	\$ 6,055.00
	\$ 95,092.37	\$ 52,276.37	\$ 43,884.37	\$ 58,148.87	\$ 63,006.62	\$ 77,871.12	\$ 84,732.87
<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	\$ 9,483.36	\$ 9,195.87	\$ 9,279.52
SPORTS - Adult	\$ 10,938.54	\$ 4,035.84	\$ 8,289.25	\$ 5,625.32	\$ 6,969.74	\$ 7,117.38	\$ 4,585.50
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 50,501.20	\$ 25,499.11	\$ 11,636.91	\$ 15,062.14	\$ 15,635.20	\$ 15,416.32	\$ 23,458.81
ADULT - Seniors,Culture,Specialty	\$ 1,388.25	\$ 1,173.90	\$ 733.50	\$ 1,301.50	\$ 1,350.07	\$ 609.50	\$ 472.50
<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>\$ 33,438.37</b>	<b>\$ 32,339.07</b>	<b>\$ 37,796.33</b>
<b>PROGRAM INCOME/(LOSS)</b>							
FITNESS - Island Fitness, Personal Trng, Crossfit	\$ 24,630.16	\$ 16,931.12	\$ 16,635.92	\$ 24,986.00	\$ 26,992.26	\$ 38,387.75	\$ 48,894.60
SPORTS - Adult	\$ (5,668.54)	\$ 1,607.16	\$ (6,713.25)	\$ (4,050.32)	\$ (2,837.74)	\$ (2,551.38)	\$ 2,609.50
YOUTH - Sports,BTC,Camps,Specialty Prog	\$ 6,433.80	\$ (4,010.11)	\$ 6,099.34	\$ 2,531.11	\$ 5,278.30	\$ 9,975.18	\$ (5,295.06)
ADULT - Seniors,Culture,Specialty	\$ (1,093.25)	\$ (151.90)	\$ (183.50)	\$ (26.50)	\$ 135.43	\$ (279.50)	\$ 727.50
<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>\$ 29,568.25</b>	<b>\$ 45,532.05</b>	<b>\$ 46,936.54</b>
<b>GENERAL &amp; ADMIN EXPENSES (Fixed costs)</b>							
GENERAL/INDIRECT	\$ 48,441.08	\$ 49,212.46	\$ 24,241.15	\$ 54,513.22	\$ 33,475.46	\$ 37,262.43	\$ 45,891.77
ADMINISTRATIVE	\$ 17,029.83	\$ 21,457.76	\$ 19,480.06	\$ 19,299.80	\$ 16,524.44	\$ 17,145.57	\$ 21,018.21
<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>\$ 49,999.90</b>	<b>\$ 54,408.00</b>	<b>\$ 66,909.98</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>\$ (20,431.65)</b>	<b>\$ (8,875.95)</b>	<b>\$ (19,973.44)</b>
<b>FUNDRAISING REVENUE</b>							
DONATIONS/SPONS/TICKETS	\$ 8,173.70	\$ 17,400.00	\$ 30,160.51	\$ 101,022.39	\$ 101,077.34	\$ 245,585.90	\$ 91,904.63
GRANTS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,400.00
GOVT (Island Cities, PPP Loan/Grant)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
INTEREST EARNINGS	\$ 407.08	\$ 345.71	\$ 335.47	\$ 347.56	\$ 337.26	\$ 349.42	\$ 349.42
OTHER INCOME - Rental, Merch Sales	\$ 781.50	\$ 1,420.50	\$ 915.00	\$ 1,548.00	\$ 1,070.00	\$ 1,545.50	\$ 1,771.00
FUNDRAISING UNRESTRICTED	\$ 9,362.28	\$ 19,166.21	\$ 31,410.98	\$ 102,917.95	\$ 102,484.60	\$ 247,480.82	\$ 95,425.05
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ 15,000.00	\$ -	\$ -	\$ 9,754.50	\$ 15,565.00
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (15,700.00)
<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>\$ 102,484.60</b>	<b>\$ 257,235.32</b>	<b>\$ 95,290.05</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>\$ 30,038.91</b>	<b>\$ 97,546.65</b>	<b>\$ 97,549.85</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>\$ 72,445.69</b>	<b>\$ 159,688.67</b>	<b>\$ (2,259.80)</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>\$ 52,014.04</b>	<b>\$ 150,812.72</b>	<b>\$ (22,233.24)</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>\$ (64,054.46)</b>	<b>\$ 86,758.26</b>	<b>\$ 64,525.02</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	\$ 1,243.66	\$ 1,243.66	\$ 50,633.27
<b>NET OTHER INCOME - CAPITAL</b>	<b>\$ (1,243.66)</b>	<b>\$ (1,243.66)</b>	<b>\$ (9,379.66)</b>	<b>\$ (1,243.66)</b>	<b>\$ (1,243.66)</b>	<b>\$ (1,243.66)</b>	<b>\$ (50,633.27)</b>
<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>\$ 50,770.38</b>	<b>\$ 149,569.06</b>	<b>\$ (72,866.51)</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>	<b>\$ (78,408.76)</b>	<b>\$ 71,160.30</b>	<b>\$ (1,706.21)</b>
Total Revenue	\$ 104,454.65	\$ 71,442.58	\$ 90,295.35	\$ 161,066.82	\$ 165,491.22	\$ 335,106.44	\$ 180,022.92
Total Expenses	\$ 159,547.50	\$ 159,377.94	\$ 112,022.39	\$ 125,490.71	\$ 114,720.84	\$ 185,537.38	\$ 252,889.43
	\$ (55,092.85)	\$ (87,935.36)	\$ (21,727.04)	\$ 35,576.11	\$ 50,770.38	\$ 149,569.06	\$ (72,866.51)
Cash Flow - Without Restriction	\$ 251,473	\$ 218,303	\$ 144,548	\$ 113,334	\$ 160,816	\$ 203,770	\$ 346,498
Cash Flow - With Restriction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SBA Loan 7/23/20 (Board Designated)	\$ 153,188	\$ 127,202	\$ 127,548	\$ 127,883	\$ 128,231	\$ 128,568	\$ 128,917
Cash Available	\$ 345,505	\$ 272,096	\$ 241,217	\$ 289,047	\$ 332,338	\$ 475,415	\$ 407,345