

The Center
High Level Overview

2023-2024 ACTUALS - CASH BASIS

| | NOV 2023 FYTD | | PRIOR FY 22/23 | | VARIANCE | | BUDGET FYTD | | VARIANCE | |
|---|---------------|-----------------|----------------|---------------|----------|--------------|-------------|-------------|----------|--|
| | 2023/2024 | | ACTUALS | From Prior FY | | | 2023/2024 | From Budget | | |
| PROGRAMS | | | | | | | | | | |
| REVENUE | \$ | 312,409 | \$ 310,149 | \$ 2,259 | 1% | \$ 326,195 | \$ (13,786) | -4% | | |
| DIRECT COSTS | \$ | 204,883 | \$ 193,248 | \$ 11,635 | 6% | \$ 197,229 | \$ 7,654 | 4% | | |
| PROGRAM INCOME/(LOSS) | \$ | 107,525 | \$ 116,901 | \$ (9,376) | | \$ 128,966 | \$ (21,440) | | | |
| GENERAL/INDIRECT/ADMIN EXPENSES | \$ | 303,675 | \$ 318,137 | \$ (14,461) | -5% | \$ 302,294 | \$ 1,381 | 0% | | |
| INCOME/(LOSS) FROM OPERATIONS | \$ | (196,150) | \$ (201,235) | \$ 5,086 | 3% | \$ (173,328) | \$ (22,822) | -13% | | |
| FUNDRAISING | | | | | | | | | | |
| REVENUE | \$ | 280,342 | \$ 165,055 | \$ 115,287 | 70% | \$ 199,200 | \$ 81,142 | 41% | | |
| DIRECT COSTS | \$ | 148,247 | \$ 149,704 | \$ (1,458) | -1% | \$ 160,506 | \$ (12,260) | -8% | | |
| FUNDRAISING INCOME/(LOSS) | \$ | 132,095 | \$ 15,350 | \$ 116,745 | | \$ 38,694 | \$ 93,402 | | | |
| NET ORDINARY INCOME/(LOSS) | \$ | (64,054) | \$ (185,885) | \$ 121,831 | 0% | \$ (134,634) | \$ 70,580 | 0% | | |
| TOTAL OPERATING REVENUES | \$ | 592,751 | \$ 475,204 | \$ 117,547 | 25% | \$ 525,395 | \$ 67,356 | 13% | | |
| TOTAL OPERATING EXPENSES | \$ | 656,805 | \$ 661,089 | \$ (4,284) | -1% | \$ 660,029 | \$ (3,224) | 0% | | |
| CAPITAL OVERLAY | | | | | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ | - | \$ - | \$ - | | \$ - | \$ - | | | |
| CAPITAL EXPENSE | \$ | 14,354 | \$ 78,343 | \$ (63,989) | | \$ 65,500 | \$ (51,146) | | | |
| NET OTHER INCOME - CAPITAL | \$ | (14,354) | \$ (78,343) | \$ 63,989 | | \$ (65,500) | \$ 51,146 | | | |
| NET INCOME | \$ | (78,409) | \$ (264,228) | \$ 185,819 | 70% | \$ (200,134) | \$ 121,726 | 61% | | |
| TOTAL REVENUE | \$ | 592,751 | \$ 475,204 | \$ 117,547 | 25% | \$ 525,395 | \$ 67,356 | 13% | | |
| TOTAL EXPENSES | \$ | 671,159 | \$ 739,432 | \$ (68,273) | -9% | \$ 725,529 | \$ (54,370) | -7% | | |

Nov
The Center

2023-2024 ACTUALS - CASH BASIS

| | NOV 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 |
| PROGRAM REVENUE | | | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ | 154,918 | \$ 136,328 | \$ 18,590 | \$ 154,425 | \$ 493 |
| SPORTS - Adult | \$ | 18,196 | \$ 20,844 | \$ (2,648) | \$ 29,890 | \$ (11,694) |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 134,667 | \$ 150,147 | \$ (15,480) | \$ 139,080 | \$ (4,413) |
| ADULT - Seniors,Culture,Specialty | \$ | 4,628 | \$ 2,830 | \$ 1,798 | \$ 2,800 | \$ 1,828 |
| TOTAL PROGRAM REVENUE | \$ | 312,409 | \$ 310,149 | \$ 2,259 | \$ 326,195 | \$ (13,786) -4.2% |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ | 137,179 | \$ 18,983 | \$ 118,196 | \$ 138,615 | \$ (2,436) |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ | 144,261 | \$ 52,056 | \$ 92,205 | \$ 138,130 | \$ 6,131 |
| OTHER (PT,Sponsorships,Donations,Merch Sales) | \$ | 30,969 | \$ 4,120 | \$ 26,849 | \$ 48,450 | \$ (17,481) |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crosfit | \$ | 44,743 | \$ 49,235 | \$ (4,492) | \$ 55,673 | \$ (10,930) |
| SPORTS - Adult | \$ | 35,859 | \$ 11,323 | \$ 24,536 | \$ 36,907 | \$ (1,048) |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 118,335 | \$ 124,479 | \$ (6,145) | \$ 102,600 | \$ 15,735 |
| ADULT - Seniors,Culture,Specialty | \$ | 5,947 | \$ 8,211 | \$ (2,264) | \$ 2,050 | \$ 3,897 |
| TOTAL PROGRAM DIRECTS COSTS | \$ | 204,883 | \$ 193,248 | \$ 11,635 | \$ 197,229 | \$ 7,654 3.9% |
| PROGRAM INCOME/(LOSS) | | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crosfit | \$ | 110,175 | \$ 87,093 | \$ 23,082 | \$ 98,752 | \$ 11,423 |
| SPORTS - Adult | \$ | (17,663) | \$ 9,521 | \$ (27,184) | \$ (7,017) | \$ (10,646) |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ | 16,332 | \$ 25,668 | \$ (9,336) | \$ 36,480 | \$ (20,148) |
| ADULT - Seniors,Culture,Specialty | \$ | (1,320) | \$ (5,381) | \$ 4,062 | \$ 750 | \$ (2,070) |
| TOTAL PROGRAM INCOME/(LOSS) | \$ | 107,525 | \$ 116,901 | \$ (9,376) -8.0% | \$ 128,966 | \$ (21,440) -16.6% |
| GENERAL & ADMIN EXPENSES | | | | | | |
| GENERAL/INDIRECT | \$ | 209,883 | \$ 252,077 | \$ (42,194) | \$ 228,646 | \$ (18,762) |
| ADMINISTRATIVE | \$ | 93,792 | \$ 66,059 | \$ 27,732 | \$ 73,649 | \$ 20,143 |
| TOTAL G&A EXPENSES | \$ | 303,675 | \$ 318,137 | \$ (14,461) -4.5% | \$ 302,294 | \$ 1,381 0.5% |
| INCOME/(LOSS) FROM OPERATIONS | \$ | (196,150) | \$ (201,235) | \$ 5,086 2.5% | \$ (173,328) | \$ (22,822) -13.2% |
| FUNDRAISING REVENUE | | | | | | |
| DONATIONS/SPONS/TICKETS | \$ | 257,834 | \$ 153,945 | \$ 103,889 | \$ 182,200 | \$ 75,634 |
| GRANTS | \$ | - | \$ 1,553 | \$ (1,553) | \$ 10,000 | \$ (10,000) |
| GOVT (Island Cities, PPP Loan/Grant) | \$ | - | \$ - | \$ - | \$ - | \$ - |
| INTEREST EARNINGS | \$ | 1,773 | \$ 624 | \$ 1,149 | \$ 1,250 | \$ 523 |
| OTHER INCOME - Rental, Merch Sales | \$ | 5,735 | \$ 3,933 | \$ 1,802 | \$ 5,750 | \$ (15) |
| FUNDRAISING UNRESTRICTED | \$ | 265,342 | \$ 160,055 | \$ 105,287 | \$ 199,200 | \$ 66,142 |
| TEMPORARILY RESTRICTED FUNDS | \$ | 15,000 | \$ 5,000 | \$ 10,000 | \$ - | \$ 15,000 |
| RESTRICTED FUNDS | \$ | - | \$ - | \$ - | \$ - | \$ - |
| TOTAL FUNDRAISING REVENUE | \$ | 280,342 | \$ 165,055 | \$ 115,287 69.8% | \$ 199,200 | \$ 81,142 40.7% |
| FUNDRAISING DIRECT COSTS | \$ | 148,247 | \$ 149,704 | \$ (1,458) -1.0% | \$ 160,506 | \$ (12,260) -7.6% |
| FUNDRAISING INCOME | \$ | 132,095 | \$ 15,350 | \$ 116,745 760.5% | \$ 38,694 | \$ 93,402 241.4% |
| NET ORDINARY INCOME/(LOSS) | \$ | (64,054) | \$ (185,885) | \$ 121,831 65.5% | \$ (134,634) | \$ 70,580 52.4% |
| TOTAL OPERATING REVENUES | \$ | 592,751 | \$ 475,204 | \$ 117,547 24.7% | \$ 525,395 | \$ 67,356 12.8% |
| TOTAL OPERATING EXPENSES | \$ | 656,805 | \$ 661,089 | \$ (4,284) -0.6% | \$ 660,029 | \$ (3,224) -0.5% |
| CAPITAL OVERLAY | | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ | - | \$ - | \$ - | \$ - | \$ - |
| CAPITAL EXPENSE | \$ | 14,354 | \$ 78,343 | \$ (63,989) | \$ 65,500 | \$ (51,146) |
| NET OTHER INCOME - CAPITAL | \$ | (14,354) | \$ (78,343) | \$ 63,989 81.7% | \$ (65,500) | \$ 51,146 78.1% |
| NET INCOME | \$ | (78,409) | \$ (264,228) | \$ 185,819 70.3% | \$ (200,134) | \$ 121,726 60.8% |
| TOTAL REVENUE | \$ | 592,751 | \$ 475,204 | \$ 117,547 24.7% | \$ 525,395 | \$ 67,356 12.8% |
| TOTAL EXPENSES | \$ | 671,159 | \$ 739,432 | \$ (68,273) -9.2% | \$ 725,529 | \$ (54,370) -7.5% |
| Cash Operating | \$ | 144,548 | \$ 314,553 | \$ (170,005) | \$ 91,510 | \$ 53,038 |
| Cash Restricted | \$ | - | \$ 115,093 | \$ (115,093) | \$ - | \$ - |
| Cash SBA Loan 7/23/20 (Board Designated) | \$ | 127,548 | \$ 150,454 | \$ (22,906) | \$ 149,934 | \$ (22,386) |
| Total Cash | \$ | 272,096 | \$ 580,100 | \$ (308,004) | \$ 241,444 | \$ 30,652 |

The Center

ACTUALS CASH BASIS BY MONTH

| | Actuals July 2023 | Actuals Aug 2023 | Actuals Sept 2023 | Actuals Oct 2023 | Actuals Nov 2023 |
|---|-------------------------|------------------------|-------------------------|------------------------|------------------------|
| PROGRAM REVENUE | | | | | |
| FITNESS - Island Fitness, Personal Trng | \$ 32,592.37 | \$ 24,122.37 | \$ 24,022.12 | \$ 37,705.62 | \$ 36,475.62 |
| SPORTS - Adult | \$ 5,270.00 | \$ 5,643.00 | \$ 1,576.00 | \$ 1,575.00 | \$ 4,132.00 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 56,935.00 | \$ 21,489.00 | \$ 17,736.25 | \$ 17,593.25 | \$ 20,913.50 |
| ADULT - Seniors,Culture,Specialty | \$ 295.00 | \$ 1,022.00 | \$ 550.00 | \$ 1,275.00 | \$ 1,485.50 |
| TOTAL PROGRAM REVENUE | \$ 95,092.37 | \$ 52,276.37 | \$ 43,884.37 | \$ 58,148.87 | \$ 63,006.62 |
| MEMBERSHIP REV (Fitness, PB, Tennis) | \$ 29,300.37 | \$ 21,664.37 | \$ 21,254.12 | \$ 32,851.62 | \$ 32,108.62 |
| REGISTRATION FEES (Sports,Youth,Adult) | \$ 60,222.00 | \$ 27,907.00 | \$ 13,901.25 | \$ 18,732.25 | \$ 23,498.00 |
| OTHER (PT,Sponsorships,Donations,Merch Sales) | \$ 5,570.00 | \$ 2,705.00 | \$ 8,729.00 | \$ 6,565.00 | \$ 7,400.00 |
| | \$ 95,092.37 | \$ 52,276.37 | \$ 43,884.37 | \$ 58,148.87 | \$ 63,006.62 |
| PROGRAM DIRECT COSTS (Variable Costs) | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 7,962.21 | \$ 7,191.25 | \$ 7,386.20 | \$ 12,719.62 | \$ 9,483.36 |
| SPORTS - Adult | \$ 10,938.54 | \$ 4,035.84 | \$ 8,289.25 | \$ 5,625.32 | \$ 6,969.74 |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 50,501.20 | \$ 25,499.11 | \$ 11,636.91 | \$ 15,062.14 | \$ 15,635.20 |
| ADULT - Seniors,Culture,Specialty | \$ 1,388.25 | \$ 1,173.90 | \$ 733.50 | \$ 1,301.50 | \$ 1,350.07 |
| TOTAL PROGRAM DIRECTS COSTS | \$ 70,790.20 | \$ 37,900.10 | \$ 28,045.86 | \$ 34,708.58 | \$ 33,438.37 |
| PROGRAM INCOME/(LOSS) | | | | | |
| FITNESS - Island Fitness, Personal Trng, Crossfit | \$ 24,630.16 | \$ 16,931.12 | \$ 16,635.92 | \$ 24,986.00 | \$ 26,992.26 |
| SPORTS - Adult | \$ (5,668.54) | \$ 1,607.16 | \$ (6,713.25) | \$ (4,050.32) | \$ (2,837.74) |
| YOUTH - Sports,BTC,Camps,Specialty Prog | \$ 6,433.80 | \$ (4,010.11) | \$ 6,099.34 | \$ 2,531.11 | \$ 5,278.30 |
| ADULT - Seniors,Culture,Specialty | \$ (1,093.25) | \$ (151.90) | \$ (183.50) | \$ (26.50) | \$ 135.43 |
| TOTAL PROGRAM INCOME/(LOSS) | \$ 24,302.17 | \$ 14,376.27 | \$ 15,838.51 | \$ 23,440.29 | \$ 29,568.25 |
| GENERAL & ADMIN EXPENSES (Fixed costs) | | | | | |
| GENERAL/INDIRECT | \$ 48,441.08 | \$ 49,212.46 | \$ 24,241.15 | \$ 54,513.22 | \$ 33,475.46 |
| ADMINISTRATIVE | \$ 17,029.83 | \$ 21,457.76 | \$ 19,480.06 | \$ 19,299.80 | \$ 16,524.44 |
| TOTAL G&A EXPENSES | \$ 65,470.91 | \$ 70,670.22 | \$ 43,721.21 | \$ 73,813.02 | \$ 49,999.90 |
| INCOME/(LOSS) FROM OPERATIONS | \$ (41,168.74) | \$ (56,293.95) | \$ (27,882.70) | \$ (50,372.73) | \$ (20,431.65) |
| FUNDRAISING REVENUE | | | | | |
| DONATIONS/SPONS/TICKETS | \$ 8,173.70 | \$ 17,400.00 | \$ 30,160.51 | \$ 101,022.39 | \$ 101,077.34 |
| GRANTS | \$ - | \$ - | \$ - | \$ - | \$ - |
| GOVT (Island Cities, PPP Loan/Grant) | \$ - | \$ - | \$ - | \$ - | \$ - |
| INTEREST EARNINGS | \$ 407.08 | \$ 345.71 | \$ 335.47 | \$ 347.56 | \$ 337.26 |
| OTHER INCOME - Rental, Merch Sales | \$ 781.50 | \$ 1,420.50 | \$ 915.00 | \$ 1,548.00 | \$ 1,070.00 |
| FUNDRAISING UNRESTRICTED | \$ 9,362.28 | \$ 19,166.21 | \$ 31,410.98 | \$ 102,917.95 | \$ 102,484.60 |
| TEMPORARILY RESTRICTED FUNDS | \$ - | \$ - | \$ 15,000.00 | \$ - | \$ - |
| RESTRICTED FUNDS | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL FUNDRAISING REVENUE | \$ 9,362.28 | \$ 19,166.21 | \$ 46,410.98 | \$ 102,917.95 | \$ 102,484.60 |
| FUNDRAISING DIRECT COSTS | \$ 22,042.73 | \$ 49,563.96 | \$ 30,875.66 | \$ 15,725.45 | \$ 30,038.91 |
| FUNDRAISING INCOME | \$ (12,680.45) | \$ (30,397.75) | \$ 15,535.32 | \$ 87,192.50 | \$ 72,445.69 |
| NET ORDINARY INCOME/(LOSS) | \$ (53,849.19) | \$ (86,691.70) | \$ (12,347.38) | \$ 36,819.77 | \$ 52,014.04 |
| NET ORDINARY INCOME/(LOSS) CUMULATIVE | \$ (53,849.19) | \$ (140,540.89) | \$ (152,888.27) | \$ (116,068.50) | \$ (64,054.46) |
| CAPITAL OVERLAY | | | | | |
| CAPITAL INCOME (Manatee Co. Concession Funds) | \$ - | \$ - | \$ - | \$ - | \$ - |
| CAPITAL EXPENSE | \$ 1,243.66 | \$ 1,243.66 | \$ 9,379.66 | \$ 1,243.66 | \$ 1,243.66 |
| NET OTHER INCOME - CAPITAL | \$ (1,243.66) | \$ (1,243.66) | \$ (9,379.66) | \$ (1,243.66) | \$ (1,243.66) |
| NET INCOME | \$ (55,092.85) | \$ (87,935.36) | \$ (21,727.04) | \$ 35,576.11 | \$ 50,770.38 |
| NET INCOME/(LOSS) CUMULATIVE | \$ (55,092.85) | \$ (143,028.21) | \$ (164,755.25) | \$ (129,179.14) | \$ (78,408.76) |
| Total Revenue | \$ 104,454.65 | \$ 71,442.58 | \$ 90,295.35 | \$ 161,066.82 | \$ 165,491.22 |
| Total Expenses | \$ 159,547.50 | \$ 159,377.94 | \$ 112,022.39 | \$ 125,490.71 | \$ 114,720.84 |
| | \$ (55,092.85) | \$ (87,935.36) | \$ (21,727.04) | \$ 35,576.11 | \$ 50,770.38 |
| Cash Flow - Without Restriction | \$ 251,473 | \$ 218,303 | \$ 144,548 | \$ 113,334 | \$ 160,816 |
| Cash Flow - With Restriction | \$ - | \$ - | \$ - | \$ - | \$ - |
| SBA Loan 7/23/20 (Board Designated) | \$ 153,188 | \$ 127,202 | \$ 127,548 | \$ 127,883 | \$ 128,231 |
| Cash Available | \$ 345,505 | \$ 272,096 | \$ 241,217 | \$ 289,047 | \$ 332,338 |