

The Center
High Level Overview

2023-2024 ACTUALS - CASH BASIS

	MAR 2024 FYTD		PRIOR FY 22/23		VARIANCE From Prior FY	BUDGET FYTD		VARIANCE From Budget
	2023/2024		ACTUALS			2023/2024		
PROGRAMS								
REVENUE	\$	671,325	\$ 691,484	\$ (20,159)	-3%	\$ 705,300	\$ (33,975)	-5%
DIRECT COSTS	\$	355,570	\$ 360,467	\$ (4,897)	-1%	\$ 392,436	\$ (36,866)	-9%
PROGRAM INCOME/(LOSS)	\$	315,755	\$ 331,017	\$ (15,262)		\$ 312,864	\$ 2,891	
GENERAL/INDIRECT/ADMIN EXPENSES	\$	546,072	\$ 567,600	\$ (21,528)	-4%	\$ 551,445	\$ (5,374)	-1%
INCOME/(LOSS) FROM OPERATIONS	\$	(230,317)	\$ (236,583)	\$ 6,266	3%	\$ (238,581)	\$ 8,264	3%
FUNDRAISING								
REVENUE	\$	802,252	\$ 613,873	\$ 188,380	31%	\$ 664,150	\$ 138,102	21%
DIRECT COSTS	\$	468,865	\$ 442,675	\$ 26,190	6%	\$ 417,962	\$ 50,903	12%
FUNDRAISING INCOME/(LOSS)	\$	333,388	\$ 171,197	\$ 162,190		\$ 246,188	\$ 87,199	
NET ORDINARY INCOME/(LOSS)	\$	103,071	\$ (65,386)	\$ 168,457	0%	\$ 7,607	\$ 95,464	0%
TOTAL OPERATING REVENUES	\$	1,473,577	\$ 1,305,356	\$ 168,221	13%	\$ 1,369,450	\$ 104,127	8%
TOTAL OPERATING EXPENSES	\$	1,370,506	\$ 1,370,742	\$ (236)	0%	\$ 1,361,843	\$ 8,664	1%
CAPITAL OVERLAY								
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -		\$ -	\$ -	
CAPITAL EXPENSE	\$	76,340	\$ 151,461	\$ (75,121)		\$ 79,250	\$ (2,910)	
NET OTHER INCOME - CAPITAL	\$	(76,340)	\$ (151,461)	\$ 75,121		\$ (79,250)	\$ 2,910	
NET INCOME	\$	26,731	\$ (216,846)	\$ 243,578	112%	\$ (71,643)	\$ 98,374	137%
TOTAL REVENUE	\$	1,473,577	\$ 1,305,356	\$ 168,221	13%	\$ 1,369,450	\$ 104,127	8%
TOTAL EXPENSES	\$	1,446,846	\$ 1,522,203	\$ (75,357)	-5%	\$ 1,441,093	\$ 5,753	0%

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2023-2024 ACTUALS - CASH BASIS

	MAR 2024 FYTD		vs PRIOR YEAR		vs BUDGET	
	2023/2024		PRIOR FY 22/23	VARIANCE	BUDGET FYTD	VARIANCE
	2023/2024		ACTUALS	From Prior FY	2023/2024	From Budget
PROGRAM REVENUE						
FITNESS - Island Fitness, Personal Trng	\$	381,823	\$ 351,463	\$ 30,360	\$ 382,475	\$ (652)
SPORTS - Adult	\$	51,328	\$ 47,275	\$ 4,052	\$ 65,845	\$ (14,518)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	227,322	\$ 282,697	\$ (55,375)	\$ 244,780	\$ (17,459)
ADULT - Seniors,Culture,Specialty	\$	10,853	\$ 10,049	\$ 804	\$ 12,200	\$ (1,348)
TOTAL PROGRAM REVENUE	\$	671,325	\$ 691,484	\$ (20,159)	\$ 705,300	\$ (33,975)
MEMBERSHIP REV (Fitness, PB, Tennis)	\$	349,547	\$ 18,983	\$ 330,564	\$ 351,115	\$ (1,568)
REGISTRATION FEES (Sports,Youth,Adult)	\$	252,629	\$ 52,056	\$ 200,573	\$ 251,035	\$ 1,594
OTHER (PT,Sponsorships,Donations,Merch Sales)	\$	69,149	\$ 4,120	\$ 65,029	\$ 103,150	\$ (34,001)
PROGRAM DIRECT COSTS (Variable Costs)						
FITNESS - Island Fitness, Personal Trng, Crosoft	\$	86,186	\$ 104,062	\$ (17,876)	\$ 134,290	\$ (48,104)
SPORTS - Adult	\$	68,707	\$ 35,862	\$ 32,845	\$ 76,313	\$ (7,606)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	192,099	\$ 201,643	\$ (9,544)	\$ 173,011	\$ 19,088
ADULT - Seniors,Culture,Specialty	\$	8,577	\$ 18,900	\$ (10,322)	\$ 8,822	\$ (245)
TOTAL PROGRAM DIRECTS COSTS	\$	355,570	\$ 360,467	\$ (4,897)	\$ 392,436	\$ (36,866)
PROGRAM INCOME/(LOSS)						
FITNESS - Island Fitness, Personal Trng, Crosoft	\$	295,637	\$ 247,401	\$ 48,236	\$ 248,185	\$ 47,452
SPORTS - Adult	\$	(17,380)	\$ 11,413	\$ (28,793)	\$ (10,468)	\$ (6,912)
YOUTH - Sports,BTC,Camps,Specialty Prog	\$	35,222	\$ 81,054	\$ (45,831)	\$ 71,769	\$ (36,547)
ADULT - Seniors,Culture,Specialty	\$	2,275	\$ (8,851)	\$ 11,126	\$ 3,378	\$ (1,102)
TOTAL PROGRAM INCOME/(LOSS)	\$	315,755	\$ 331,017	\$ (15,262)	\$ 312,864	\$ 2,891
GENERAL & ADMIN EXPENSES						
GENERAL/INDIRECT	\$	371,844	\$ 438,232	\$ (66,388)	\$ 401,724	\$ (29,880)
ADMINISTRATIVE	\$	174,228	\$ 129,368	\$ 44,860	\$ 149,721	\$ 24,507
TOTAL G&A EXPENSES	\$	546,072	\$ 567,600	\$ (21,528)	\$ 551,445	\$ (5,374)
INCOME/(LOSS) FROM OPERATIONS	\$	(230,317)	\$ (236,583)	\$ 6,266	\$ (238,581)	\$ 8,264
FUNDRAISING REVENUE						
DONATIONS/SPONS/TICKETS	\$	759,066	\$ 558,481	\$ 200,586	\$ 599,000	\$ 160,066
GRANTS	\$	1,400	\$ 12,904	\$ (11,504)	\$ 32,200	\$ (30,800)
GOVT (Island Cities, PPP Loan/Grant)	\$	-	\$ 25,000	\$ (25,000)	\$ -	\$ -
INTEREST EARNINGS	\$	3,151	\$ 1,687	\$ 1,464	\$ 2,250	\$ 901
OTHER INCOME - Rental, Merch Sales	\$	13,766	\$ 10,801	\$ 2,964	\$ 10,700	\$ 3,066
FUNDRAISING UNRESTRICTED	\$	777,383	\$ 608,873	\$ 168,510	\$ 644,150	\$ 133,233
TEMPORARILY RESTRICTED FUNDS	\$	40,570	\$ 5,000	\$ 35,570	\$ 5,000	\$ 35,570
RESTRICTED FUNDS	\$	(15,700)	\$ -	\$ (15,700)	\$ 15,000	\$ (30,700)
TOTAL FUNDRAISING REVENUE	\$	802,252	\$ 613,873	\$ 188,380	\$ 664,150	\$ 138,102
FUNDRAISING DIRECT COSTS	\$	468,865	\$ 442,675	\$ 26,190	\$ 417,962	\$ 50,903
FUNDRAISING INCOME	\$	333,388	\$ 171,197	\$ 162,190	\$ 246,188	\$ 87,199
NET ORDINARY INCOME/(LOSS)	\$	103,071	\$ (65,386)	\$ 168,457	\$ 7,607	\$ 95,464
TOTAL OPERATING REVENUES	\$	1,473,577	\$ 1,305,356	\$ 168,221	\$ 1,369,450	\$ 104,127
TOTAL OPERATING EXPENSES	\$	1,370,506	\$ 1,370,742	\$ (236)	\$ 1,361,843	\$ 8,664
CAPITAL OVERLAY						
CAPITAL INCOME (Manatee Co. Concession Funds)	\$	-	\$ -	\$ -	\$ -	\$ -
CAPITAL EXPENSE	\$	76,340	\$ 151,461	\$ (75,121)	\$ 79,250	\$ (2,910)
NET OTHER INCOME - CAPITAL	\$	(76,340)	\$ (151,461)	\$ 75,121	\$ (79,250)	\$ 2,910
NET INCOME	\$	26,731	\$ (216,846)	\$ 243,578	\$ (71,643)	\$ 98,374
TOTAL REVENUE	\$	1,473,577	\$ 1,305,356	\$ 168,221	\$ 1,369,450	\$ 104,127
TOTAL EXPENSES	\$	1,446,846	\$ 1,522,203	\$ (75,357)	\$ 1,441,093	\$ 5,753
Cash Operating	\$	296,796	\$ 368,177	\$ (71,381)	\$ 220,002	\$ 76,794
Cash Restricted	\$	-	\$ -	\$ -	\$ -	\$ -
Cash SBA Loan 7/23/20 (Board Designated)	\$	129,946	\$ 151,385	\$ (21,439)	\$ 149,934	\$ (19,988)
Total Cash	\$	426,742	\$ 519,562	\$ (92,820)	\$ 369,936	\$ 56,806

The Center

ACTUALS CASH BASIS BY MONTH

	Actuals July 2023	Actuals Aug 2023	Actuals Sept 2023	Actuals Oct 2023	Actuals Nov 2023	Actuals Dec 2023	Actuals Jan 2024	Actuals Feb 2024	Actuals Mar 2024
PROGRAM REVENUE									
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	\$ 59,306.62	\$ 61,840.87
SPORTS - Adult	\$ 5,270.00	\$ 5,643.00	\$ 1,576.00	\$ 1,575.00	\$ 4,132.00	\$ 4,566.00	\$ 7,195.00	\$ 8,827.50	\$ 12,543.00
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	\$ 17,189.00	\$ 31,910.25
ADULT - Seniors,Culture,Specialty	\$ 295.00	\$ 1,022.00	\$ 550.00	\$ 1,275.00	\$ 1,485.50	\$ 330.00	\$ 1,200.00	\$ 3,135.00	\$ 1,560.00
TOTAL PROGRAM REVENUE	\$ 95,092.37	\$ 52,276.37	\$ 43,884.37	\$ 58,148.87	\$ 63,006.62	\$ 77,871.12	\$ 84,732.87	\$ 88,458.12	\$ 107,854.12
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	\$ 57,764.62	\$ 57,372.87
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	\$ 23,726.50	\$ 32,778.25
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	\$ 6,967.00	\$ 17,703.00
	\$ 95,092.37	\$ 52,276.37	\$ 43,884.37	\$ 58,148.87	\$ 63,006.62	\$ 77,871.12	\$ 84,732.87	\$ 88,458.12	\$ 107,854.12
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	\$ 9,195.87	\$ 9,279.52	\$ 11,667.06	\$ 11,300.99
SPORTS - Adult	\$ 10,938.54	\$ 4,035.84	\$ 8,289.25	\$ 5,625.32	\$ 6,969.74	\$ 7,117.38	\$ 4,585.50	\$ 10,945.23	\$ 10,200.35
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	\$ 15,414.84	\$ 19,474.70
ADULT - Seniors,Culture,Specialty	\$ 1,388.25	\$ 1,173.90	\$ 733.50	\$ 1,301.50	\$ 1,350.07	\$ 609.50	\$ 472.50	\$ 428.00	\$ 1,120.00
TOTAL PROGRAM DIRECTS COSTS	\$ 70,790.20	\$ 37,900.10	\$ 28,045.86	\$ 34,708.58	\$ 33,438.37	\$ 32,339.07	\$ 37,796.33	\$ 38,455.13	\$ 42,096.04
PROGRAM INCOME/(LOSS)									
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	\$ 47,639.56	\$ 50,539.88
SPORTS - Adult	\$ (5,668.54)	\$ 1,607.16	\$ (6,713.25)	\$ (4,050.32)	\$ (2,837.74)	\$ (2,551.38)	\$ 2,609.50	\$ (2,117.73)	\$ 2,342.65
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)	\$ 1,774.16	\$ 12,435.55
ADULT - Seniors,Culture,Specialty	\$ (1,093.25)	\$ (151.90)	\$ (183.50)	\$ (26.50)	\$ 135.43	\$ (279.50)	\$ 727.50	\$ 2,707.00	\$ 440.00
TOTAL PROGRAM INCOME/(LOSS)	\$ 24,302.17	\$ 14,376.27	\$ 15,838.51	\$ 23,440.29	\$ 29,568.25	\$ 45,532.05	\$ 46,936.54	\$ 50,002.99	\$ 65,758.08
GENERAL & ADMIN EXPENSES (Fixed costs)									
GENERAL/INDIRECT	\$ 48,441.08	\$ 49,212.46	\$ 24,241.15	\$ 54,513.22	\$ 33,475.46	\$ 37,262.43	\$ 45,891.77	\$ 38,817.76	\$ 39,988.67
ADMINISTRATIVE	\$ 17,029.83	\$ 21,457.76	\$ 19,480.06	\$ 19,299.80	\$ 16,524.44	\$ 17,145.57	\$ 21,018.21	\$ 24,331.70	\$ 17,940.45
TOTAL G&A EXPENSES	\$ 65,470.91	\$ 70,670.22	\$ 43,721.21	\$ 73,813.02	\$ 49,999.90	\$ 54,408.00	\$ 66,909.98	\$ 63,149.46	\$ 57,929.12
INCOME/(LOSS) FROM OPERATIONS	\$ (41,168.74)	\$ (56,293.95)	\$ (27,882.70)	\$ (50,372.73)	\$ (20,431.65)	\$ (8,875.95)	\$ (19,973.44)	\$ (13,146.47)	\$ 7,828.96
FUNDRAISING REVENUE									
DONATIONS/SPONS/TICKETS	\$ 8,173.70	\$ 17,400.00	\$ 30,160.51	\$ 101,022.39	\$ 101,077.34	\$ 245,585.90	\$ 91,904.63	\$ 92,080.38	\$ 71,661.61
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	\$ 327.76	\$ 351.25
OTHER INCOME - Rental, Merch Sales	\$ 781.50	\$ 1,420.50	\$ 915.00	\$ 1,548.00	\$ 1,070.00	\$ 1,545.50	\$ 1,771.00	\$ 2,235.00	\$ 2,479.00
FUNDRAISING UNRESTRICTED	\$ 9,362.28	\$ 19,166.21	\$ 31,410.98	\$ 102,917.95	\$ 102,484.60	\$ 247,480.82	\$ 95,425.05	\$ 94,643.14	\$ 74,491.86
TEMPORARILY RESTRICTED FUNDS	\$ -	\$ -	\$ 15,000.00	\$ -	\$ -	\$ 9,754.50	\$ 15,565.00	\$ 250.00	\$ -
RESTRICTED FUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (15,700.00)	\$ -	\$ -
TOTAL FUNDRAISING REVENUE	\$ 9,362.28	\$ 19,166.21	\$ 46,410.98	\$ 102,917.95	\$ 102,484.60	\$ 257,235.32	\$ 95,290.05	\$ 94,893.14	\$ 74,491.86
FUNDRAISING DIRECT COSTS	\$ 22,042.73	\$ 49,563.96	\$ 30,875.66	\$ 15,725.45	\$ 30,038.91	\$ 97,546.65	\$ 97,549.85	\$ 56,098.06	\$ 69,423.52
FUNDRAISING INCOME	\$ (12,680.45)	\$ (30,397.75)	\$ 15,535.32	\$ 87,192.50	\$ 72,445.69	\$ 159,688.67	\$ (2,259.80)	\$ 38,795.08	\$ 5,068.34
NET ORDINARY INCOME/(LOSS)	\$ (53,849.19)	\$ (86,691.70)	\$ (12,347.38)	\$ 36,819.77	\$ 52,014.04	\$ 150,812.72	\$ (22,233.24)	\$ 25,648.61	\$ 12,897.30
NET ORDINARY INCOME/(LOSS) CUMULATIVE	\$ (53,849.19)	\$ (140,540.89)	\$ (152,888.27)	\$ (116,068.50)	\$ (64,054.46)	\$ 86,758.26	\$ 64,525.02	\$ 90,173.63	\$ 103,070.93
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	\$ 1,243.66	\$ 50,633.27	\$ 7,338.66	\$ 2,769.92
NET OTHER INCOME - CAPITAL	\$ (1,243.66)	\$ (1,243.66)	\$ (9,379.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (1,243.66)	\$ (50,633.27)	\$ (7,338.66)	\$ (2,769.92)
NET INCOME	\$ (55,092.85)	\$ (87,935.36)	\$ (21,727.04)	\$ 35,576.11	\$ 50,770.38	\$ 149,569.06	\$ (72,866.51)	\$ 18,309.95	\$ 10,127.38
NET INCOME/(LOSS) CUMULATIVE	\$ (55,092.85)	\$ (143,028.21)	\$ (164,755.25)	\$ (129,179.14)	\$ (78,408.76)	\$ 71,160.30	\$ (1,706.21)	\$ 16,603.74	\$ 26,731.12
Total Revenue	\$ 104,454.65	\$ 71,442.58	\$ 90,295.35	\$ 161,066.82	\$ 165,491.22	\$ 335,106.44	\$ 180,022.92	\$ 183,351.26	\$ 182,345.98
Total Expenses	\$ 159,547.50	\$ 159,377.94	\$ 112,022.39	\$ 125,490.71	\$ 114,720.84	\$ 185,537.38	\$ 252,889.43	\$ 165,041.31	\$ 172,218.60
	\$ (55,092.85)	\$ (87,935.36)	\$ (21,727.04)	\$ 35,576.11	\$ 50,770.38	\$ 149,569.06	\$ (72,866.51)	\$ 18,309.95	\$ 10,127.38
Cash Flow - Without Restriction	\$ 251,473	\$ 218,303	\$ 144,548	\$ 113,334	\$ 160,816	\$ 203,770	\$ 346,498	\$ 278,078	\$ 277,137
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	\$ 129,267	\$ 129,595
Cash Available	\$ 345,505	\$ 272,096	\$ 241,217	\$ 289,047	\$ 332,338	\$ 475,415	\$ 407,345	\$ 406,732	\$ 426,742