RECEIVED
JAN 2
BY:

**Exhibit "A"**
**Delray Beach CRA FY 2018-19**
**Goals and Outcomes Report**

| ***EPOCH*** ***ACTIVITY # A : Museum Programming: Exhibits, Education Programs, Archives*** | *Yearly Goal* | *Qtr 1 Ending 12/31/18* | *Qtr 2 Ending 3/31/19* | *Qtr 3 Ending 6/30/19* | *Qtr 4 Ending 9/30/19* | *TOTAL* | *% Annual Goal Achieved* | *On target* | *Below expected goal* |
|---|---|---|---|---|---|---|---|---|---|
| *OUTPUTS* | | | | | | | | | |
| **1. Exhibits** | | | | | | | | | |
| Total exhibit revenue - door receipts | $6,500 | $1,470 | $0 | $0 | $0 | $1,470 | 23% | x | |
| Exhibits on Loan | 1 | 1 | 0 | 0 | 0 | 1 | 100% | x | |
| Williams Cottage Exhibit and Ancillary | 1 | 1 | 0 | 0 | 0 | 1 | 100% | x | |
| Palm Beach County residents | 2,400 | 980 | 0 | 0 | 0 | 980 | 41% | x | |
| Out-of-area visitors | 100 | 30 | 0 | 0 | 0 | 30 | 30% | x | |
| Children visiting exhibits | 215 | 75 | 0 | 0 | 0 | 75 | 35% | x | |
| **2. Educational Programs** | | | | | | | | | |
| Annual MLK breakfast with 2- 4 speakers | 200 | 0 | 0 | 0 | 0 | 0 | 0% | | |
| MLK Breakfast net income | $6,000 | $0 | $0 | $0 | $0 | $0 | 0% | | |
| Delray Speaks Community Forum | 10 | 5 | 0 | 0 | 0 | 5 | 50% | x | |
| Delray Speaks Community Forum Attendance | 150 | 95 | 0 | 0 | 0 | 95 | 63% | x | |
| Delray Speaks Community Forum revenue | $200 | $0 | $0 | $0 | $0 | $0 | 0% | | x |
| Juneteen Celebration attendees | 100 | 0 | 0 | 0 | 0 | 0 | 0% | | |
| Juneteen Celebration income | $1,600 | $0 | $0 | $0 | $0 | $0 | 0% | | |
| Ride & Remember Bus Tours | 18 | 2 | 0 | 0 | 0 | 2 | 11% | | x |
| Ride & Remember Bus Tour attendees | 330 | 29 | 0 | 0 | 0 | 29 | 9% | | x |
| Ride & Remember Bus Tour income | $ 6,200 | $818 | $0 | $0 | $0 | $818 | 13% | | x |
| Youth Cultural Camp attendees | 30 | 0 | 0 | 0 | 0 | 0 | 0% | | |
| Youth Cultural Camp income | $ 250 | $0 | $0 | $0 | $0 | $0 | 0% | | |
| **3. Archives** | | | | | | | | | |
| E-Newsletters | 4 | 2 | 0 | 0 | 0 | 2 | 50% | x | |
| Teacher Workshop | 1 | 0 | 0 | 0 | 0 | 0 | 0% | | |
| *OUTCOMES* | | | | | | | | | |
| **1. Exhibits** | | | | | | | | | |
| Museum visitors that live outside Palm Beach County | 20% | 31% | 0% | 0% | 0% | 31% | 155% | x | |
| Museum visitors will indicate how they found out about the museum(i.e., newspaper, email, social media, word of mouth, etc) | 40% | 15% | 0% | 0% | 0% | 15% | 38% | x | |
| Museum visitors spend money in Delray Beach | 50% | 61% | 0% | 0% | 0% | 61% | 122% | x | |
| **2. Educational Programs** | | | | | | | | | |
| MLK Breakfast attendees are PBC residents | 60% | 0% | 0% | 0% | 0% | 0% | 0% | | |
| Attendees will indicate how they found out about the Breakfast(i.e., newspaper, email, social media, word of mouth, etc) | 40% | 0% | 0% | 0% | 0% | 0% | 0% | | |
| Juneteenth attendees live outside of Palm Beach County | 30% | 0% | 0% | 0% | 0% | 0% | 0% | | |

**Exhibit "A"**
**Delray Beach CRA FY 2018-19**
**Goals and Outcomes Report**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Ride and Remember Tour riders live outside of Delray Beach. | 60% | 10% | 0% | 0% | 0% | 10% | 17% | | x |
| Ride and Remember Tour riders will indicate how they found out about the Breakfast(i.e., newspaper, email, social media, word of mouth, etc) | 40% | 5% | 0% | 0% | 0% | 5% | 13% | | x |
| Ride and Remember Tour riders will spend additional money in Delray Beach on the day of their tour. | 30% | 10% | 0% | 0% | 0% | 10% | 33% | x | |
| Ride and Remember Tour riders will visit (during their tour) at least one other historical venue in Delray Beach on the day of their tour. | 95% | 100% | 0% | 0% | 0% | 100% | 105% | x | |
| Ride and Remember Tour riders will be first time visitor to the Spady Museum | 50% | 10% | 0% | 0% | 0% | 10% | 20% | x | |
| Cultural Empowerment Camp youth will demonstrate a better understanding of the black history in Florida by scoring 60% or better on the post-test. | 90% | 0% | 0% | 0% | 0% | 0% | 0% | | |
| 3. **Archives** | | | | | | | | | |
| Course Curriculum will be created based on archive materials | 100% | 0% | 0% | 0% | 0% | 0% | 0% | | |

# NARRATIVE

***EPOCH - ACTIVITY # _A_ : Museum Programming: Exhibits, Education Programs, Archives***

| *OUTPUTS* | ***Yearly Goal*** | ***Qtr 1 Ending 12/31/18*** | ***Qtr 2 Ending 3/31/19*** | ***Qtr 3 Ending 6/30/19*** | ***Qtr 4 Ending 9/30/19*** | ***TOTAL*** | ***% Annual Goal Achieved*** | ***On target*** | ***Below expected goal*** |
|---|---|---|---|---|---|---|---|---|---|
| 1. **Exhibits** | | | | | | | | | |
| Total exhibit revenue - door receipts | The Harlem Renaissance Virtual Reality Exhibition increased our visition for 1st quarter. | | | | | | | | |
| Exhibitions on Loan | The Harlem Renaissance Virtual Reality Exhibition was on loan from The African American Resource Library and Cultural Center in Fort Lauderdale. | | | | | | | | |
| Williams Cottage Exhibit and Ancillary | The Youth Cultural Empowerment Program's exhibition is displayed in the cottage. | | | | | | | | |
| Palm Beach County residents | The Harlem Renaissance was incredible popular and brought several visitors each day. Our contracted curator for the Decolonizing Refinement Exhibition has brought FAU students on group tours to the museum. | | | | | | | | |
| Out-of-area visitors | Again the Harlem Renaissance Virtual Reality Exhibition brought in people from outside the county. | | | | | | | | |
| Children visiting exhibits | Many schools in the area, such as Space of Mind, set up field trips to show their students the Harlem Renaissance Exhibition. | | | | | | | | |
| 2. **Educational Programs** | | | | | | | | | |
| Annual MLK breakfast with 2- 4 speakers | 2nd qtr activity | | | | | | | | |
| MLK Breakfast net income | 2nd qtr activity | | | | | | | | |

**Exhibit "A"**
**Delray Beach CRA FY 2018-19**
**Goals and Outcomes Report**

| | | | |
|---|---|---|---|
| | Delray Speaks Community Forum | | The Delray Speaks Community Forum attendance was a combination of On the Table (Community Foundation), Addie Greene Book Signing, and the monthly Sankofa Study Group. There were no fees to attend these programs. |
| | Delray Speaks Community Forum Attendance | | The Addie Green book signing was well attended as are the monthly Sankofa Study Group. |
| | Delray Speaks Community Forum revenue | | As stated before these were free community programs. |
| | Juneteen Celebration attendees | | 3rd qtr activity |
| | Juneteen Celebration income | | 3rd qtr activity |
| | Ride & Remember Trolley Tours | | 1st quarter is typically slow. It should increase during season and be reflected in 2nd and 3rd qtr. |
| | Ride & Remember Trolley Tour attendees | | 1st quarter is typically slow. It should increase during season and be reflected in 2nd and 3rd qtr. |
| | Ride & Remember Trolley Tour income | | 1st quarter is typically slow. It should increase during season and be reflected in 2nd and 3rd qtr. |
| | Youth Cultural Camp attendees | | 4th qtr activity |
| | Youth Cultural Camp income | | 4th qtr activity |
| | **3. Archives** | | |
| | E-Newsletters | | We are on track with our e-newsletters |
| | Teacher Workshop | | 4th qtr activity |
| | *OUTCOMES* | | |
| | **1. Exhibits** | | |
| | Museum visitors that live outside Palm Beach County | | According to our 1st quarter Cultural Council survey data 31% of visitors were from outside the county. Harlem Renaissance was extremely popular. |
| | Museum visitors will indicate how they found out about the museum(i.e., newspaper, email, social media, word of mouth, etc) | | According to our 1st quarter Cultural Council survey data 15% indicated how they found out about the museum. Others left that question unanswered. |
| | Museum visitors spend money in Delray Beach | | According to our 1st quarter Cultural Council survey data 61% of the respondents indicated that they spend money Delray Beach. Many go out to lunch on Atlantic Ave after the Ride and Remember Tour. |
| | **2. Educational Programs** | | |
| | MLK Breakfast attendees are PBC residents | | 2nd qtr activity |
| | Attendees will indicate how they found out about the Breakfast(i.e., newspaper, email, social media, word of mouth, etc) | | 2nd qtr activity |
| | Juneteenth attendees live outside of Palm Beach County | | 3rd qtr activity |
| | Ride and Remember Tour riders live outside of Delray Beach. | | 1st quarter is slow for the Ride and Remember Tour. This will increase during 2nd and 3rd quarters due to season and a Visit Florida marketing grant that we will use to contract with CTM Media Group. |
| | Ride and Remember Tour riders will indicate how they found out about the Breakfast(i.e., newspaper, email, social media, word of mouth, etc) | | 1st quarter is slow for the Ride and Remember Tour. This will increase during 2nd and 3rd quarters due to season and a Visit Florida marketing grant that we will use to contract with CTM Media Group. |
| | Ride and Remember Tour riders will spend additional money in Delray Beach on the day of their tour. | | We are on target. |
| | Ride and Remember Tour riders will visit (during their tour) at least one other historical venue in Delray Beach on the day of their tour. | | The Ride and Remember Tour stops at 2 or more historical sites for riders to tour the facility (i.e. Delray Beach Historical Society, Old School Square, Sandoway House, etc.) |

**Exhibit "A"**
**Delray Beach CRA FY 2018-19**
**Goals and Outcomes Report**

| | | | |
|---|---|---|---|
| | Ride and Remember Tour riders will be first time visitor to the Spady Museum | | 1st quarter is slow for the Ride and Remember Tour. This will increase during 2nd and 3rd quarters. |
| | Cultural Empowerment Camp youth will demonstrate a better understanding of the black history in Florida by scoring 60% or better on the post-test. | | 4th qtr activity |
| | 3. **Archives** | | |
| | Course Curriculum will be created based on archive materials | | 4th qtr activity |

Yellow Highlights indicates the quarter in which the activity occurs

Charlene Farrington 1/29/19
Signature of Executive Director
I attest that data included in document is true and accurate

| | A | C | E | G | I | J |
|---|---|---|---|---|---|---|
| 1 | **Exhibit "B"** | | | | | |
| 2 | **FY 2018-2019** | | | | | |
| 3 | **CRA Combined Quarterly Budget Report** | | | | | |
| 4 | ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.____________________ | | FY 2018-2019 Budget | | Quarter: __1_ | |
| 5 | | | | | | |
| 6 | INCOME | **FY 2018-19 Quarter __10/1/18_to _12/31/18** | **FY 2017-2018 Year-to-Date _10/1/18____to 9/30/19____** | **FY Budget 2018-19** | **Variance Favorable (Unfavorable)** | **Percentage** |
| 7 | Fees, Tickets, Registration, etc. | 1,471 | 1,471 | 6,500 | (5,029) | 23% |
| 8 | Corporate Grants/Contributions | 1,950 | 1,950 | 7,000 | (5,050) | 28% |
| 9 | Individual Donations | 5,489 | 5,489 | 12,000 | (6,511) | 46% |
| 10 | Foundation Grants | 60,129 | 60,129 | 70,000 | (9,871) | 86% |
| 11 | Government - Federal | - | - | - | - | #DIV/0! |
| 12 | Government- Local/County | - | - | 28,500 | (28,500) | 0% |
| 13 | Government- State | - | - | 3,785 | (3,785) | 0% |
| 14 | In-Kind | | | | - | |
| 15 | Membership | 2,495 | 2,495 | 8,000 | (5,505) | 31% |
| 16 | **CRA Actual or Requested** | 27,750 | 27,750 | **111,000** | (83,250) | 25% |
| 17 | Other: City of Delray Beach | - | - | - | - | #DIV/0! |
| 18 | Other: Education Programs | 847 | 847 | 14,000 | (13,153) | 6% |
| 19 | Other: Florida African American Heritage Preservation Network (FAAHPN) | 250 | 250 | 10,500 | (10,250) | 2% |
| 20 | Other: Great Give Day and FL Classic Raffle | 1,925 | 1,925 | 5,500 | (3,575) | 35% |
| 21 | **Total Income** | **102,306** | **102,306** | **276,785** | **(174,479)** | **37%** |
| 22 | | | | | | |
| 23 | Expense | **FY 2018-19 Quarter __10/1/18_to 12/31/18** | **FY 2017-2018 Year-to-Date _10/1/18____to 9/30/19** | **FY Budget 2018-19** | **Variance Favorable (Unfavorable)** | **Percentage** |
| 24 | Marketing/Advertising | 13,653 | 13,653 | 44,700 | (31,047) | 31% |
| 25 | Conferences/Meetings /Trainings/Travel | 947 | 947 | 2,500 | (1,553) | 38% |
| 26 | Dues & Subscriptions | 149 | 149 | 3,000 | (2,851) | 5% |

| | A | B | C | D | E | F | G | H | I | J |
|---|---|---|---|---|---|---|---|---|---|---|
| 27 | Insurance | | 1,456 | | 1,456 | | 5,500 | | (4,044) | 26% |
| 28 | Bank Fees | | - | | - | | 50 | | (50) | 0% |
| 29 | Interest | | 145 | | 145 | | 1,750 | | (1,605) | 8% |
| 30 | Licenses, Registration, Permits | | - | | - | | 600 | | (600) | 0% |
| 31 | Office Supplies | | 400 | | 400 | | 3,000 | | (2,600) | 13% |
| 32 | Paypal Charges/EventBrite | | 92 | | 92 | | 200 | | (108) | 46% |
| 33 | Postage & Delivery | | 352 | | 352 | | 1,500 | | (1,148) | 23% |
| 34 | Professional Svcs/Consulting | | | | | | | | | |
| 35 | Accounting | | 825 | | 825 | | 9,500 | | (8,675) | 9% |
| 36 | Other (Consultant through CCPBC Grant) | | - | | - | | | | - | #DIV/0! |
| 37 | Education Programs Expense | | 14,943 | | 14,943 | | 14,000 | | 943 | 107% |
| 38 | Exhibit Rental, Fabrications, Installation | | 8,811 | | 8,811 | | 33,000 | | (24,189) | 27% |
| 39 | Artists/Performers/Speakers | | 7,700 | | 7,700 | | 10,321 | | (2,621) | 75% |
| 40 | Printing | | 352 | | 352 | | 500 | | (148) | 70% |
| 41 | Repairs/Maintenance | | 1,436 | | 1,436 | | 5,500 | | (4,064) | 26% |
| 42 | Salaries/Taxes/Benefits | | 32,145 | | 32,145 | | 125,164 | | (93,019) | 26% |
| 43 | Storage | | 605 | | 605 | | 5,000 | | (4,395) | 12% |
| 44 | Telecommunication | | 932 | | 932 | | 5,500 | | (4,568) | 17% |
| 45 | Utilities | | 1,935 | | 1,935 | | 5,500 | | (3,565) | 35% |
| 46 | Other: | | 400 | | 400 | | - | | 400 | #DIV/0! |
| 47 | **Sub-Total Expenses** | | **87,277** | | **87,277** | | **276,785** | | **(189,507)** | 32% |
| 48 | **Total Expense** | | **87,277** | | **87,277** | | **276,785** | | **(189,507)** | 32% |
| 49 | | | | | | | | | | |
| 50 | **NET INCOME** | | **15,028** | | **15,029** | | **1** | | | |
| 51 | | | | | | | | | | |

| | | | | |
|---|---|---|---|---|
| 52 | **CRA Budget Narrative Form** | | | |
| 53 | ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.____________ | FY 2018-2019 Budget | Quarter: ____1__ | |
| 54 | ____Exceeding Projection __x__On Target | _____Below Projection | | |
| 55 | INCOME: Explanation of Variances | | | |
| 56 | Fees, Tickets, Registration, etc. | At the end of 1st quarter we are on target. This is due to increased marketing of our exhibition program, which now under the guidance of our contracted gallery manager also included planned group tours and educational components such as book clubs, gallery talks and artist talks. | | |

| | A | B | C–I | J |
|---|---|---|---|---|
| 57 | Corporate Grants/Contributions | | We are on target with corporate contributions. We received a $1,000 sponsorship from IBMSECU for our Make a Gift Holiday Village in Nov. The remaining $950 is from smaller donations through our Year End Appeal. | |
| 58 | Individual Donations | | We have exceeded our 1st quarter projection due to a successful Year End Appeal campaign. | |
| 59 | Foundation Grants | | We are almost at goal with our foundation grants due in large part from our auditor releasing funds from time and program related restrictions. | |
| 60 | Government - Federal | | We did not budget for federal funds this year; however, after the budget was approved, we had an opportunity to submit an application to the NEA. | |
| 61 | Government- Local/County | | We are working on submitting our 1st quarter reimbursement from the Cultural Council, which should be reflected in our 2nd quarter report. | |
| 62 | Government- State | | We are waiting for the State to release our 1st quarter reimbursement--the request was submitted in Sept. 2018 | |
| 63 | In-Kind | | We plan to track in-kind through our partnership programs, which will start appearing in 2nd quarter report. | |
| 64 | Membership | | we are on target with membership due to our monthly membership mailings. | |
| 65 | **CRA Actual or Requested** | | We have received our 1st quarter disbursement. | |
| 66 | Other: City of Delray Beach | | We have received our 1st quarter disbursement. | |
| 67 | Other: Education Programs | | The majority of our educational programs are underwritten by foundations. For instance we received $20,000 from the Jim Moran Foundation to support the Make a Gift Holiday Village in November 2018. The 2nd quarter report will show an increase due to our earned income programs such as MLK Breakfast, Ride and Remember Tour, etc. | |
| 68 | Other: Florida African American Heritage Preservation Network (FAAHPN) | | We submitted our 1st quarter reimbursement request, which will be reflected in 2nd quarter. | |

| | A | C | J |
|---|---|---|---|
| 69 | Other: Great Give Day | 1st quarter activities reflect ticket sales from the Soul of Langston play and middle school workshop we produced with California actor Daron Stewart. There are also smaller activities included in the total income for 1st quarter. | |
| 70 | | | |
| 71 | | | |
| 72 | ____Lower than Projection | __x__On Target ____Exceeding Projection | |
| 73 | EXPENSES: | Explanation of Variances | |
| 74 | Marketing/Advertising | We are a little over in 1st quarter marketing expenses. We initiated several marketing campaigns that are underwritten by Visit FL and Cultural Council, which will be reflected in the income as soon as the reimbursements are disbursed. | |
| 75 | Conferences/Meetings /Trainings/Travel | We hosted the African American Task Force Meeting and attended FAAPHN, which is more activity than usual for 1st quarter. | |
| 76 | Dues & Subscriptions | Renewals usually take place in the Spring. | |
| 77 | Insurance | We're on track with insurance. | |
| 78 | Bank Fees | no fees for 1st quarter | |
| 79 | Interest | interest expense is under projection. | |
| 80 | Licenses, Registration, Permits | Renewals usually take place in the Spring. | |
| 81 | Office Supplies | We are under projection with office supplies | |
| 82 | Paypal Charges/EventBrite | Our 1st quarter education programs that are fee-based has generated more activity on Paypal and Eventbrite. | |
| 83 | Postage & Delivery | We are on track. | |
| 84 | Professional Svcs/Consulting | | |
| 85 | Accounting | Payment for the audit is still pending, which makes us under our 1st quarter projection. | |
| 86 | Other (Consultant) | n/a | |

| | A | B | C | D | E | F | G | H | I | J |
|---|---|---|---|---|---|---|---|---|---|---|
| 87 | Programs Expense | | Education expense is over budget due to Make a Gift Village, which was underwritten by Jim Moran Foundation and sponsored by IBMSECU. No budgeted monies were used for this program. | | | | | | | |
| 88 | Exhibit Rental, Fabrications, Installation | | W are on track. | | | | | | | |
| 89 | Artists/Performers/Speakers | | We are close to our project goal due Make a Gift Village, which was underwritten by Jim Moran Foundation and sponsored by IBMSECU. No budgeted monies were used for this program. | | | | | | | |
| 90 | Printing | | We've done more off site printing this year to enhance our marketing materials. | | | | | | | |
| 91 | Repairs/Maintenance | | We are on track. | | | | | | | |
| 92 | Salaries/Taxes/Benefits | | We are on track. | | | | | | | |
| 93 | Storage | | We reduced our storage units from 3 to 1, which has lowered our costs. | | | | | | | |
| 94 | Telecommunication | | We are on track. | | | | | | | |
| 95 | Utilities | | We are a little over on utilities due to increase in water bill for our sprinkler system | | | | | | | |
| 96 | Other | | board of directors withdrawal | | | | | | | |

| | A | C | E | G | I | J |
|---|---|---|---|---|---|---|
| 1 | | **Exhibit "B"** | | | | |
| 2 | | **Quarterly Budget Report "Program A"** | | | | |
| 3 | **ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.________________________** | | FY 2018-2019 Budget | | Quarter: ____1__ | |
| 4 | | | | | | |
| 5 | **INCOME** | **FY 2018-19 Quarter 1 __10/1/18_to 12/31/18** | **FY 2017-2018 Year-to-Date _10/1/18____to 9/30/19** | **FY Budget 2018-19** | **Variance Favorable (Unfavorable)** | **Percentage** |
| 6 | Fees, Tickets, Registration, etc. | 1,471 | 1,471 | 3,500 | (2,029) | 42% |
| 7 | Corporate Grants/Contributions | 1,950 | 1,950 | 1,200 | 750 | 163% |
| 8 | Individual Donations | 5,489 | 5,489 | 3,000 | 2,489 | 183% |
| 9 | Foundation Grants | 60,129 | 60,129 | 17,200 | 42,929 | 350% |
| 10 | Government- Local/County | - | - | 28,500 | (28,500) | 0% |
| 11 | Government-State | - | - | 3,785 | (3,785) | 0% |
| 12 | Membership | 2,495 | 2,495 | 3,000 | (505) | 83% |
| 13 | CRA Actual or Requested | 27,750 | 27,750 | 111,000 | (83,250) | 25% |
| 14 | Other: City of Delray Beach | - | - | - | - | #DIV/0! |
| 15 | Other: Education Programs | 847 | 847 | 14,000 | (13,153) | 6% |
| 16 | **Total Income** | **100,131** | **100,131** | **185,185** | **(85,054)** | **54%** |
| 17 | | | | | | |
| 18 | **Expense** | **FY 2018-19 Quarter 1 __10/1/18_to 12/31/18** | **FY 2017-2018 Year-to-Date _10/1/18____to 9/30/19** | **FY Budget 2018-19** | **Variance Favorable (Unfavorable)** | **Percentage** |
| 19 | Advertising | 13,653 | 13,653 | 12,130 | 1,523 | 113% |
| 20 | Insurance | 1,456 | 1,456 | 3,800 | (2,344) | 38% |
| 21 | Office Supplies | 400 | 400 | 3,000 | (2,600) | 13% |
| 22 | Postage & Delivery | 352 | 352 | 1,500 | (1,148) | 23% |
| 23 | Programs Expense | 14,943 | 14,943 | 13,555 | 1,388 | 110% |
| 24 | Exhibit Rental, Fabrications, Installation | 8,811 | 8,811 | 27,000 | (18,189) | 33% |
| 25 | Artists/Performers/Speakers | 7,700 | 7,700 | 8,000 | (300) | 96% |
| 26 | Printing | 352 | 352 | 500 | (148) | 70% |
| 27 | Repairs/Maintenance | 1,436 | 1,436 | 4,700 | (3,264) | 31% |
| 28 | Salaries/Taxes/Benefits | 32,145 | 32,145 | 95,000 | (62,855) | 34% |
| 29 | Storage | 605 | 605 | 5,000 | (4,395) | 12% |

| | A | B | C | D | E | F | G | H | I | J | K |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 30 | Telecommunication | | 932 | | 932 | | 5,500 | | (4,568) | 17% | |
| 31 | Utilities | | 1,935 | | 1,935 | | 5,500 | | (3,565) | 35% | |
| 32 | **Sub-Total Expenses** | | **84,720** | | **84,720** | | **185,185** | | **(100,465)** | **46%** | |
| 33 | **Total Expense** | | **84,720** | | **84,720** | | **185,185** | | **(100,465)** | **46%** | |
| 34 | | | | | | | | | | | |
| 35 | **NET INCOME** | | **15,411** | | **15,411** | | **-** | | **15,411** | | |
| 36 | | | | | | | | | | | |
| 37 | | | | | | | | | | | |

## CRA Budget Narrative Report "A"

| | | | |
|---|---|---|---|
| 39 | ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.________________________ | FY 2018-2019 Budget | Quarter: ___1 |
| 40 | __x__Exceeding Projection ____On Target | _____Below Projection | |
| 41 | **INCOME:** | **Explanation of Variances:** | |
| 42 | Fees, Tickets, Registration, etc. | At the end of 1st quarter we are almost halfway to our projection. This is due to increased marketing of our exhibition program, which now under the guidance of our contracted gallery manager also included planned group tours and educational components such as book clubs, gallery talks and artist talks. | |
| 43 | Corporate Grants/Contributions | We have exceed our projection. | |
| 44 | Foundation Grants | We have exceed our projection. | |
| 45 | Government- Local/County | We are working on submitting our 1st quarter reimbursement from the Cultural Council, which should be reflected in our 2nd quarter report. | |
| 46 | Membership | We are almost at projection. | |
| 47 | **CRA Actual or Requested** | We have received our 1st quarter disbursement. | |
| 48 | Other: City of Delray Beach | We have received our 1st quarter disbursement. | |
| 49 | Other: Education Programs | The majority of our educational programs are underwritten by foundations. For instance we received $20,000 from the Jim Moran Foundation to support the Make a Gift Holiday Village in November 2018. The 2nd quarter report will show an increase due to our earned income programs such as MLK Breakfast, Ride and Remember Tour, etc. | |
| 50 | | | |
| 51 | | | |
| 52 | ____Lower than Projection _x___On Target | _____Exceeding Projection | |

| | A | B | C | D | E | F | G | H | I | J | K |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 53 | **EXPENSES:** | | **Explanation of Variances** | | | | | | | | |
| 54 | Marketing/Advertising | | We are over in 1st quarter marketing expenses. We initiated several marketing campaigns that are underwritten by Visit FL and Cultural Council, which will be reflected in the income as soon as the reimbursements are disbursed. | | | | | | | | |
| 55 | Insurance | | we are on track. | | | | | | | | |
| 56 | Office Supplies | | We are under projection with office supplies | | | | | | | | |
| 57 | Postage & Delivery | | we are on track. | | | | | | | | |
| 58 | Programs Expense | | Education expense is over budget due to Make a Gift Village, which was underwritten by Jim Moran Foundation and sponsored by IBMSECU. No budgeted monies were used for this program. | | | | | | | | |
| 59 | Exhibit Rental, Fabrications, Installation | | We are 1/3 to goal with exhibition expenses; however, our next two installations will come in at a lower cost. | | | | | | | | |
| 60 | Artists/Performers/Speakers | | We are close to our project goal due Make a Gift Village, which was underwritten by Jim Moran Foundation and sponsored by IBMSECU. No budgeted monies were used for this program. | | | | | | | | |
| 61 | Printing | | We've done more off site printing this year to enhance our marketing materials. | | | | | | | | |
| 62 | Repairs/Maintenance | | we are on track. | | | | | | | | |
| 63 | Salaries/Taxes/Benefits | | we are on track. | | | | | | | | |
| 64 | Storage | | We reduced our storage units from 3 to 1, which has lowered our costs. | | | | | | | | |
| 65 | Telecommunication | | we are on track | | | | | | | | |
| 66 | Utilities | | we are on track | | | | | | | | |

2:20 PM

01/23/19

Accrual Basis

# Expanding and Preserving Our Cultural Heritage, Inc.
## Balance Sheet
### As of December 31, 2018

| | Dec 31, 18 |
|---|---|
| **ASSETS** | |
| **Current Assets** | |
| **Checking/Savings** | |
| 1006 · TD Bank Operating 0744 | 31,401.99 |
| 1007 · TD Bank Discretionary 5681 | 1,538.97 |
| 1010 · Petty Cash | 200.00 |
| **Total Checking/Savings** | 33,140.96 |
| **Other Current Assets** | |
| 1265 · Prepaid Expenses | 57.00 |
| 1230 · Inventory - Gift Shop Merch. | 625.00 |
| 1273 · Prepaid Insurance - Liability | 1,399.00 |
| 1274 · Prepaid Insurance - Officers | 55.07 |
| 1300 · Grants Receivable | 5,000.00 |
| 1499 · Undeposited Funds | -100.00 |
| **Total Other Current Assets** | 7,036.07 |
| **Total Current Assets** | 40,177.03 |
| **Fixed Assets** | |
| 1500 · Equipment | 39,859.97 |
| 1510 · Furniture & Fixtures | 9,709.45 |
| 1400 · Munnings Cottage | 218,349.29 |
| 1525 · Land Improvements | 1,930.00 |
| 1560 · Education Video Series | 25,815.00 |
| 1570 · Leasehold Improvements-Spady | 72,000.00 |
| 1600 · Accum. Depreciation | -186,201.05 |
| **Total Fixed Assets** | 181,462.66 |
| **Other Assets** | |
| 1520 · Museum Artifacts | 126,311.15 |
| 1800 · Deposits | 757.00 |
| **Total Other Assets** | 127,068.15 |
| **TOTAL ASSETS** | **348,707.84** |
| **LIABILITIES & EQUITY** | |
| **Liabilities** | |
| **Current Liabilities** | |
| **Other Current Liabilities** | |
| 2010 · Salaries Payable | 4,265.79 |
| 2350 · Federal W/H Tax Payable | 3,056.67 |
| 2360 · Social Security Tax Payable | 3,675.15 |
| 2370 · Medicare Tax Payable | 864.62 |
| 2400 · Payroll Tax Deposits | -7,423.99 |
| **Total Other Current Liabilities** | 4,438.24 |
| **Total Current Liabilities** | 4,438.24 |
| **Long Term Liabilities** | |
| 2450 · Due To Board of Directors | 4,000.00 |
| 2525 · Loan Payable - Wachovia/TD Bank | 9,069.33 |
| **Total Long Term Liabilities** | 13,069.33 |
| **Total Liabilities** | 17,507.57 |
| **Equity** | |
| Temporarily Restr Net Assets | 16,872.68 |
| 3010 · Beg. Fund Balance | 299,299.16 |
| Net Income | 15,028.43 |
| **Total Equity** | 331,200.27 |
| **TOTAL LIABILITIES & EQUITY** | **348,707.84** |