

Exhibit "A"

Delray Beach Historical Society

FY 2018/19 Goals and Outcomes Report

DBHS - ACTIVITY # A : Cultural Heritage and Museum Program	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									
Events and Celebrations									
1 Attendees	1,100	837				837	76%		
2 Ticket Sales	\$38,000	\$5,920				5,920	16%		
3 New Members	26	6				6	23%		
Exhibits and Education Programs									
4 Attendees	1,800	396				396	22%		
5 Entrance Fees	\$4,900	\$2,379				2,379	49%		
6 New Members	15	3				3	20%		
Archive Preservation & Learning Center Services									
7 Research & Archive Resource Services	350	83				83	24%		
8 Image Order and Gift Sales	\$6,400	\$436				436	7%		
9 New Members	5	2				2	40%		
10 History Recordings	8	2							
OUTCOMES									
Events and Celebrations									
12 Income Increase Year Over Year (up from \$20,000)	90%						0%		
Exhibits and Education Programs									
14 Attendance increase from 1,400 to 1,800	28%						0%		
Archive Preservation & Learning Center Services									
15 Fulfillment Requests Remain Constant	0.00%						0%		
16 Membership increase from 3 to 5	66%						0%		
NARRATIVE									
DBHS - ACTIVITY # A : Cultural Heritage and Museum Program	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									
Events and Celebrations									
1 Attendees	1,100								
2 Ticket Sales	\$38,000								
4 New Members	26								
Exhibits and Education Programs									
5 Attendees	1,800								
6 Entrance Fees	\$4,900								
7 New Members	15								
Archive Preservation & Learning Center Services									

This category monitors our aggregate goals for the year for fundraising and community events. This quarter we included our Fall Fest, which we charged an entry fee for the first time. We have another event in May and are on schedule to meet our goal.

This category monitors our aggregate goals for the year for our Exhibits and House Museum Tours. We've had a good season so far and are on target to meet our goal.

Exhibit "A"

This category will monitor our aggregate goals for the year for complimentary research we offer the community historic image orders and any new members we acquire during this process. We've had a busy season so far for research requests. We're hopefully going to sell more historic photos when we enhance our website and gift shop area.

	A	B	C	D	E	F	G	H	I	J	
1	Exhibit "B"										
2	FY 2018 - 2019										
3	CRA Combined Quarterly Budget Report										
4	ORGANIZATION NAME: Delray Beach Historical Society, Inc.			FY 2018 - 2019 Budget					Quarter: __1__		
5											
6	INCOME		FY 2018-19 Quarter Oct. - Dec.		FY 2018-19 Oct. - Dec.		FY Budget 2018-19		Variance Favorable (Unfavorable)	Percentage	
7	Fees, Tickets, Registrations				-				-	0%	
8	Corporate Grants/Contributions		3,250		3,250		15,000		(11,750)	22%	
9	Individual Donations				-				-	0%	
10	Foundation Grants				-		10,700		(10,700)	0%	
11	Governmental-Federal				-				-	0%	
12	Governmental-Local/County				-		-		-	#DIV/0!	
13	Governmental-State				-		-		-	0%	
14	In-Kind				-		-		-	0%	
15	Interest Income		9		9		-		9	0%	
16	Sponsorships		15,000		15,000		40,000		(25,000)	38%	
17	Memberships & Annual Appeal		18,605		18,605		50,000		(31,395)	37%	
18	CRA Grant		31,250		31,250		125,000		(93,750)	25%	
19	Other: Photo/Gift Shop Sales & Misc.		436		436		6,400		(5,964)	7%	
20	Other: Exhibits, Events & Programs		8,299		8,299		42,900		(34,601)	19%	
21	Total Income		76,849		76,849		290,000		(213,151)		
22											
23	Expense		FY 2018-19 Oct. -Dec.		FY 2018-19 Oct. - Dec.		FY Budget 2018-19		Variance Favorable (Unfavorable)	Percentage	
24	Salaries & Related Taxes		31,356		31,356		155,000		(123,644)	20%	
25	Fringe Benefits				-						
26	Professional Svcs/Consulting		5,383		5,383		12,000		(6,617)	45%	
27	Insurance		-		-		7,000		(7,000)	0%	
28	Licenses, Registrations, Permits				-						
29	Conferences and Meetings		887		887		5,500		(4,613)	16%	
30	Copying & Printing				-				-	0%	
31	Equipment Rental/Maintenance				-		-		-	0%	
32	Rent/Mortgage & Maintenance		3,375		3,375		19,000		(15,625)	18%	
33	Utilities		3,234		3,234		11,500		(8,266)	28%	
34	Telecommunication				-		-		-	0%	
35	Office & Program Supplies		3,942		3,942		13,500		(9,558)	29%	
36	Postage & Delivery		-		-		-		-	0%	
37	Local Travel				-		-		-	0%	
38	Capital Expenditures				-		41,000		(41,000)	0%	
39	Other: Advertising/Marketing		1,763		1,763		8,000		(6,237)	22%	
40	Other: Exhibits, Events & Programs		3,841		3,841		17,500				
41	Sub-Total Expenses		53,781		53,781		290,000		(222,560)		
42	Total Expense		53,781		53,781		290,000		(222,560)		
43											
44	NET INCOME		23,068		23,068		-		9,409		
45											
46											
47	CRA Budget Narrative Form										
48	ORGANIZATION NAME: Delray Beach Historical Society, Inc.			FY 2018-19 Budget						Quarter: 1	

	A	B	C	D	E	F	G	H	I	J
49	☒ Exceeding Projection		☒ On Target		☐ Below Projection					
50	INCOME: Explanation of Variances									
51	Programs									
52	Donations									
53	CRA Grant	CRA Grant is \$75,000.								
54	Grants-Other									
55	Interest Income									
56	Membership									
57	Other: Gift Shop									
58	Other: Special Exhibit Income									
59	Other: Event Contributions									
60										
61										
62	☐ Lower than Projection		☒ On Target		☒ Exceeding Projection					
63	EXPENSES: Explanation of Variances									
64	Salaries & Related Taxes									
65	Fringe Benefits									
66	Professional Svcs/Consulting									
67	Insurance									
68	Licenses, Registration, Permits									
69	Conferences & Meetings									
70	Marketing, Copying & Printing									
71	Repairs & Maintenance									
72	Rent/Mortgage & Maintenance									
73	Utilities									
74	Telecommunication									
75	Office & Program Supplies									
76	Postage & Delivery									
77	Exhibits									
78	Capital Expenditures									
79	Security & Storage									
80	Other: Bank fees									

CRA Quarterly Budget Report "Program A"					
ORGANIZATION NAME: Delray Beach Historical Society, Inc.		FY 2018 - 2019 Budget		Quarter: <u>1</u>	
INCOME	FY 2018-19 Quarter Oct. - Dec.	FY 2018-19 Oct. - Dec.	FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Fees, Tickets, Registrations		-		-	0%
Corporate Grants/Contributions		-	-	-	0%
Individual Donations		-		-	0%
Foundation Grants		-	-	-	0%
Governmental-Federal		-		-	0%
Governmental-Local/County		-	-	-	0%
Governmental-State		-	-	-	0%
In-Kind		-	-	-	0%
Interest Income	9	9	-	9	0%
Sponsorships	15,000	15,000	40,000	(25,000)	38%
Memberships & Annual Appeal		-	-	-	0%
CRA Grant	31,250	31,250	125,000	(93,750)	25%
Other: Photo/Gift Shop Sales & Misc.	436	436	6,400	(5,964)	7%
Other: Exhibits, Events & Programs	8,299	8,299	42,900	(34,601)	19%
Total Income	54,994	54,994	214,300	(159,306)	
Expense	FY 2018-19 Oct. - Dec.	FY 2018-19 Oct. - Dec.	FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Salaries & Related Taxes	21,949	21,949	144,800	(122,851)	15%
Fringe Benefits		-			
Professional Svcs/Consulting	2,692	2,692	6,000	(3,309)	45%
Insurance	-	-	4,900	(4,900)	0%
Licenses, Registrations, Permits		-			
Conferences and Meetings	444	444	2,750	(2,307)	16%
Copying & Printing		-		-	0%
Equipment Rental/Maintenance		-	-	-	0%
Rent/Mortgage & Maintenance	1,688	1,688	9,500	(7,813)	18%
Utilities	1,617	1,617	5,750	(4,133)	28%
Telecommunication		-	-	-	0%
Office & Program Supplies	1,971	1,971	6,750	(4,779)	29%
Postage & Delivery	-	-	-	-	0%
Local Travel		-	-	-	0%
Capital Expenditures		-	10,350	(10,350)	0%
Other: Advertising/Marketing	1,322	1,322	6,000	(4,678)	22%
Other: Exhibits, Events & Programs	3,841	3,841	17,500		
Sub-Total Expenses	35,523	35,523	214,300	(165,118)	
Total Expense	35,523	35,523	214,300	(165,118)	
NET INCOME	19,471	19,471	-	5,812	
CRA Budget Narrative Form					
ORGANIZATION NAME: Delray Beach Historical Society, Inc.		FY 2018-19 Budget		Quarter: <u>1</u>	
☒ Exceeding Projection		☒ On Target		☐ Below Projection	
INCOME: Explanation of Variances					
Programs					
Donations					
CRA Grant	CRA Grant is \$75,000.				
Grants-Other					
Interest Income					
Membership					
Other: Gift Shop					
Other: Special Exhibit Income					

Other: Event Contributions		
Lower than Projection	☒ On Target	☐ Exceeding Projection
EXPENSES:	Explanation of Variances	
Salaries & Related Taxes		
Fringe Benefits		
Professional Svcs/Consulting		
Insurance		
Licenses, Registration, Permits		
Conferences & Meetings		
Marketing, Copying & Printing		
Repairs & Maintenance		
Rent/Mortgage & Maintenance		
Utilities		
Telecommunication		
Office & Program Supplies		
Postage & Delivery		
Exhibits		
Capital Expenditures		
Security & Storage		
Other: Bank fees		
Other: Event Expenses		
Other: Website Computers & Software		
Other: Programs		
Other: Membership & Meetings		
Other: Dues & Subscriptions		

Delray Beach Historical Society, Inc.

01/29/19

Balance Sheet

Accrual Basis

As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	
1000 · Northern Trust Anchor Acct	237,777.61
1001 · PAYPAL	731.26
1002 · History Project Account	24,976.16
1040 · Petty Cash	200.00
Total Checking/Savings	263,685.03
Accounts Receivable	
1200 · Accounts Receivable	2,726.00
Total Accounts Receivable	2,726.00
Other Current Assets	
1215 · Linton Book	3,728.12
1499 · Undeposited Funds	7,218.00
Total Other Current Assets	10,946.12
Total Current Assets	277,357.15
Fixed Assets	
1500 · Depot	
1501 · F.E.C. Depot	117,739.51
1510 · Accumulated Depreciation	-44,861.00
Total 1500 · Depot	72,878.51
1530 · Office Furniture & Equipment	
1536 · Cason Cottage	5,419.69
1537 · Depot	649.99
1538 · Office Furnishings	2,231.97
1539 · Accumulated Depreciation	-9,591.43
1530 · Office Furniture & Equipment - Other	1,289.78
Total 1530 · Office Furniture & Equipment	0.00
Total Fixed Assets	72,878.51
Other Assets	
1216 · Book Inventory	2,249.59
Total Other Assets	2,249.59
TOTAL ASSETS	352,485.25
LIABILITIES & EQUITY	
Equity	
3000 · Opening Bal Equity	288,348.05
3900 · Retained Earnings	41,229.89
Net Income	22,907.31
Total Equity	352,485.25
TOTAL LIABILITIES & EQUITY	352,485.25