



EXPANDING, PRESERVING AND  
SHARING THE CULTURALLY  
DIVERSE HISTORY OF THE  
BLACK COMMUNITIES IN PALM  
BEACH COUNTY

**Expanding and Preserving  
Our Cultural Heritage, Inc.**  
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Charlene Farrington

*"Until the lions have their historians  
the tales of the hunt will continue to  
glorify the hunter." ...an African proverb*

To: Jeff Costello, Executive Director  
Joan Goodrich, Economic Development Director

From: Charlene Farrington, Museum Director

Re: FY17-18 3rd Quarter A-Guide Narrative

Date: July 13, 2018

During the first month (April) of the 3rd quarter EPOCH received two grant awards totaling \$75,000 from Kayne Anderson Capital Advisors at \$15,000 (Planting Pride Project) and the Community Foundation of Palm Beach and Martin Counties at \$50,000 (General Operating Support).

Curated by Khaulah Naima Nuruddin, *Share My Reel* is a new collaboration for The Spady Museum, which invited artists from South Florida to submit their work for competitive evaluation before a juried committee. The competition welcomed submissions from photographers Daisy Carter, William Bracht, Michael Dillow, Nicole Escalera, Amy Koenig, Kandy Lopez, Tania Parsons, Karleigh Ponnock, Paula Rucket, Samuel Spear, Dorothy Sutton, Heather Wood, and Walter Wordsworth. The juried committee included well-known local professional photographers, Michiko Kurisu, Marie Vickles and David I. Muir, who evaluated more than 180 submissions of which 14 were selected for the exhibition. The exhibit will close late-July 2018.

The *Youth Cultural Empowerment Program* continues to reach our Delray Beach youth through collaborative programming with other Delray nonprofits. Community Greening, The EJS Project and the Spady Museum were each awarded funding for the Planting Pride Project. This is a youth oriented community project in which Community Greening will teach tree planting and environmental care; the EJS Project will teach personal development and story collection; and, Spady Museum will teach history and tour narration to selected elementary, middle and high school students. The official start of the program was June 2018 and will continue into November 2018.

This year, the Mt Olive Baptist Church invited the museum to present Juneteenth. Event-goers enjoyed music, story-telling and speakers inside the comfort of the Church. We were thrilled to again present storyteller Margaret Newton and singer Terrion Nelson; they performed *Prayer Meeting*, the story of secret meetings of enslaved people on the underground railroad. We also recognized Father's Day by gifting plants grown by our youth in the *Youth Cultural Empowerment Program*.

The Spady Museum is equipped and happy to help train young people who are interested in volunteering and working in museums, preservation, black history and nonprofit enterprises. We are thrilled to have Ashley Lundy, Anthropology graduate student at FAU assisting us with cataloging our educational materials.

EPOCH Board and staff continue to be appreciative of the support and partnership with the Delray Beach CRA and the City of Delray Beach.

Charlene Farrington, Museum Director

**Exhibit "A"**  
**Delray Beach CRA FY 2017-18**  
**Goals and Outcomes Report**

| EPOCH - ACTIVITY # A : Museum Programming: Exhibits, Education Programs, Archives |                                                        |  |  |  |  |  |  |  |  | Yearly Goal | Qtr 1 Ending 12/31/17 | Qtr 2 Ending 3/31/18 | Qtr 3 Ending 6/30/18 | Qtr 4 Ending 9/30/18 | TOTAL    | % Annual Goal Achieved | On target | Below expected goal |
|-----------------------------------------------------------------------------------|--------------------------------------------------------|--|--|--|--|--|--|--|--|-------------|-----------------------|----------------------|----------------------|----------------------|----------|------------------------|-----------|---------------------|
| OUTPUTS                                                                           |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 1. Exhibits                                                                       |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 1                                                                                 | Total exhibit revenue - door receipts                  |  |  |  |  |  |  |  |  | \$6,500     | \$572                 | \$3,084              | \$860                | \$0                  | \$4,516  | 69%                    |           | x                   |
| 2                                                                                 | Traveling Exhibits                                     |  |  |  |  |  |  |  |  | 1           | 1                     | 0                    | 0                    | 0                    | 1        | 100%                   | x         |                     |
| 4                                                                                 | Williams Cottage Exhibit and Ancillary                 |  |  |  |  |  |  |  |  | 1           | 1                     | 0                    | 0                    | 0                    | 1        | 100%                   | x         |                     |
| 5                                                                                 | Palm Beach County residents                            |  |  |  |  |  |  |  |  | 2,400       | 912                   | 948                  | 500                  | 0                    | 2,360    | 98%                    | x         |                     |
| 6                                                                                 | Out-of-area visitors                                   |  |  |  |  |  |  |  |  | 100         | 28                    | 31                   | 12                   | 0                    | 71       | 71%                    | x         |                     |
| 7                                                                                 | Children visiting exhibits                             |  |  |  |  |  |  |  |  | 215         | 25                    | 139                  | 96                   | 0                    | 260      | 121%                   | x         |                     |
| 2. Educational Programs                                                           |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 8                                                                                 | Annual MLK breakfast with 2-4 speakers                 |  |  |  |  |  |  |  |  | 200         | 0                     | 210                  | 0                    | 0                    | 210      | 105%                   | x         |                     |
| 9                                                                                 | MLK Breakfast net income                               |  |  |  |  |  |  |  |  | \$7,600     | \$0                   | \$7,175              | \$0                  | \$0                  | \$7,175  | 94%                    | x         |                     |
| 10                                                                                | Delray Speaks Community Forum                          |  |  |  |  |  |  |  |  | 10          | 5                     | 5                    | 6                    | 0                    | 16       | 160%                   | x         |                     |
| 11                                                                                | Delray Speaks Community Forum Attendance               |  |  |  |  |  |  |  |  | 150         | 28                    | 56                   | 30                   | 0                    | 114      | 76%                    | x         |                     |
| 12                                                                                | Delray Speaks Community Forum revenue                  |  |  |  |  |  |  |  |  | \$200       | \$60                  | \$60                 | \$60                 | \$0                  | \$180    | 90%                    | x         |                     |
| 13                                                                                | Juneteenth Celebration attendees                       |  |  |  |  |  |  |  |  | 100         | 0                     | 0                    | 60                   | 0                    | 60       | 60%                    |           | x                   |
| 14                                                                                | Juneteenth Celebration income                          |  |  |  |  |  |  |  |  | \$1,600     |                       | \$0                  | \$0                  | \$0                  | \$0      | 0%                     |           | x                   |
| 15                                                                                | Living Heritage Festival attendees                     |  |  |  |  |  |  |  |  | 400         | 0                     | 350                  | 0                    | 0                    | 350      | 88%                    | x         |                     |
| 16                                                                                | Living Heritage Festival Income from Sponsors          |  |  |  |  |  |  |  |  | \$20,800    | \$0                   | \$21,087             | \$0                  | \$0                  | \$21,087 | 101%                   | x         |                     |
| 17                                                                                | Ride & Remember Trolley Tours                          |  |  |  |  |  |  |  |  | 18          | 6                     | 5                    | 3                    | 0                    | 14       | 78%                    | x         |                     |
| 18                                                                                | Ride & Remember Trolley Tour attendees                 |  |  |  |  |  |  |  |  | 330         | 75                    | 100                  | 29                   | 0                    | 204      | 62%                    |           | x                   |
| 19                                                                                | Ride & Remember Trolley Tour income                    |  |  |  |  |  |  |  |  | \$ 6,200    | \$1,365               | \$1,870              | \$645                | \$0                  | \$3,880  | 63%                    |           | x                   |
| 20                                                                                | Youth Cultural Camp attendees                          |  |  |  |  |  |  |  |  | 30          | 0                     | 0                    | 0                    | 0                    | 0        | 0%                     |           |                     |
| 21                                                                                | Youth Cultural Camp income                             |  |  |  |  |  |  |  |  | \$ 40,000   | \$0                   | \$0                  | \$0                  | \$0                  | \$0      | 0%                     |           |                     |
| 3. Archives                                                                       |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 22                                                                                | E-Newsletters                                          |  |  |  |  |  |  |  |  | 4           | 1                     | 1                    | 1                    | 0                    | 3        | 75%                    | x         |                     |
| 23                                                                                | Teacher Workshop                                       |  |  |  |  |  |  |  |  | 1           | 0                     | 0                    | 1                    | 0                    | 1        | 100%                   |           |                     |
| OUTCOMES                                                                          |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 1. Exhibits                                                                       |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 24                                                                                | Museum visitors that live outside Palm Beach County    |  |  |  |  |  |  |  |  | 20%         | 11%                   | 25%                  | 3%                   | 0%                   | 39%      | 195%                   | x         |                     |
| 25                                                                                | Museum visitors spend money in Delray Beach            |  |  |  |  |  |  |  |  | 50%         | 8%                    | 18%                  | 15%                  | 0%                   | 41%      | 82%                    | x         |                     |
| 2. Educational Programs                                                           |                                                        |  |  |  |  |  |  |  |  |             |                       |                      |                      |                      |          |                        |           |                     |
| 26                                                                                | MLK Breakfast attendees are PBC residents              |  |  |  |  |  |  |  |  | 60%         | 0%                    | 70%                  | 0%                   | 0%                   | 70%      | 117%                   | x         |                     |
|                                                                                   | MLK Breakfast attendees are black                      |  |  |  |  |  |  |  |  | 70%         | 0%                    | 74%                  | 0%                   | 0%                   | 74%      | 106%                   | x         |                     |
|                                                                                   | MLK Breakfast attendees are white                      |  |  |  |  |  |  |  |  | 28%         | 0%                    | 25%                  | 0%                   | 0%                   | 25%      | 89%                    | x         |                     |
|                                                                                   | MLK Breakfast attendees are "other"                    |  |  |  |  |  |  |  |  | 2%          | 0%                    | 1%                   | 0%                   | 0%                   | 1%       | 50%                    | x         |                     |
| 27                                                                                | Juneteenth attendees live outside of Palm Beach County |  |  |  |  |  |  |  |  | 30%         | 0%                    | 0%                   | 1%                   | 0%                   | 1%       | 3%                     |           | x                   |
|                                                                                   | Juneteenth attendees are black                         |  |  |  |  |  |  |  |  | 70%         | 0%                    | 0%                   | 80%                  | 0%                   | 80%      | 114%                   | x         |                     |
|                                                                                   | Juneteenth attendees are white                         |  |  |  |  |  |  |  |  | 28%         | 0%                    | 0%                   | 19%                  | 0%                   | 19%      | 68%                    |           | x                   |
| 28                                                                                | Juneteenth attendees are "other"                       |  |  |  |  |  |  |  |  | 2%          | 0%                    | 0%                   | 1%                   | 0%                   | 1%       | 50%                    |           | x                   |

**Exhibit "A"**

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Exhibit "A"  
Delray Beach CRA FY 2017-18  
Goals and Outcomes Report

|    |                                               |                                                                                                                                                                         |
|----|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8  | Annual MLK breakfast with 2-4 speakers        | We are exceeding our participant count since the breakfast can be considered the 1st event people attend on MLK Day                                                     |
| 9  | MLK Breakfast net income                      | We were slightly under our goal, however we still did quite well.                                                                                                       |
| 10 | Delray Speaks Community Forum                 | We continue our partnership with Sankofa, ASALH and other organizations that hold lectures and study groups at the museum. This keeps it consistent to build audiences. |
| 11 | Delray Speaks Community Forum Attendance      | We are on track with attendee participation                                                                                                                             |
| 12 | Delray Speaks Community Forum revenue         | We are on track with revenue.                                                                                                                                           |
| 13 | June/teen Celebration attendees               | We were below in attendance due to last minute change in venue.                                                                                                         |
| 14 | June/teen Celebration income                  | The event was held at Mt Olive Church, which is free and open to the public so we did not earn income this year.                                                        |
| 15 | Living Heritage Festival attendees            | We were slightly under our goal, however we still did quite well.                                                                                                       |
| 16 | Living Heritage Festival Income from Sponsors | We received an NEA Grant and allocated support from our State and County Funders                                                                                        |
| 17 | Ride & Remember Trolley Tours                 | We are on target in 2nd qtr due to the combination of privately booked and public trolley tours.                                                                        |
| 18 | Ride & Remember Trolley Tour attendees        | We are below target in 3rd qtr due to reduction in seasonal visitation.                                                                                                 |
| 19 | Ride & Remember Trolley Tour income           | We are below target in 3rd qtr due to reduction in seasonal visitation.                                                                                                 |
| 20 | Youth Cultural Camp attendees                 | 4th qtr activity                                                                                                                                                        |
| 21 | Youth Cultural Camp income                    | 4th qtr activity                                                                                                                                                        |

## Exhibits

Yellow Highlights indicated

Charlene Farrington

Signature of Executive Director

I attest that data included in document is true and accurate

|    | A                                                                             | B                                                       | C                                                               | D                            | E                                               | F                 | G | H | I | J |
|----|-------------------------------------------------------------------------------|---------------------------------------------------------|-----------------------------------------------------------------|------------------------------|-------------------------------------------------|-------------------|---|---|---|---|
| 1  | <b>Exhibit "B"</b>                                                            |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 2  | <b>FY 2017-2018</b>                                                           |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 3  | <b>CRA Combined Quarterly Budget Report</b>                                   |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
|    | ORGANIZATION NAME: Expanding and Preserving Our Cultural Heritage, Inc. _____ |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 4  | FY 2017-2018 Budget                                                           |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 5  | Quarter: 3                                                                    |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 6  | <b>INCOME</b>                                                                 | <b>FY 2017-18<br/>Quarter<br/>4/1/18 to<br/>6/30/18</b> | <b>FY 2017-2018<br/>Year-to-Date<br/>10/1/17 to<br/>9/30/18</b> | <b>FY<br/>Budget 2017-18</b> | <b>Variance<br/>Favorable<br/>(Unfavorable)</b> | <b>Percentage</b> |   |   |   |   |
| 7  | Fees, Tickets, Registration, etc.                                             | 920                                                     | 4,636                                                           | 6,500                        | (1,864)                                         | 71%               |   |   |   |   |
| 8  | Corporate Grants/Contributions                                                | 1,525                                                   | 9,623                                                           | 6,500                        | 3,123                                           | 148%              |   |   |   |   |
| 9  | Individual Donations                                                          | 3,295                                                   | 13,950                                                          | 11,000                       | 2,950                                           | 127%              |   |   |   |   |
| 10 | Foundation Grants                                                             | 65,000                                                  | 94,250                                                          | 45,000                       | 49,250                                          | 209%              |   |   |   |   |
| 11 | Government - Federal                                                          | -                                                       | 10,000                                                          | 10,000                       | -                                               | 100%              |   |   |   |   |
| 12 | Government- Local/County                                                      | 7,586                                                   | 13,450                                                          | 35,300                       | (21,850)                                        | 38%               |   |   |   |   |
| 13 | Government- State                                                             | 1,802                                                   | 7,205                                                           | 7,205                        | -                                               | 100%              |   |   |   |   |
| 14 | In-Kind                                                                       | -                                                       | 1,593                                                           |                              | 1,593                                           |                   |   |   |   |   |
| 15 | Membership                                                                    | 2,467                                                   | 5,947                                                           | 7,500                        | (1,553)                                         | 79%               |   |   |   |   |
| 16 | CRA Actual or Requested                                                       | 27,750                                                  | 83,250                                                          | 111,000                      | (27,750)                                        | 75%               |   |   |   |   |
| 17 | Other: City of Delray Beach                                                   | -                                                       | -                                                               | -                            | -                                               | #DIV/0!           |   |   |   |   |
| 18 | Other: Education Programs                                                     | 755                                                     | 10,596                                                          | 19,500                       | (8,904)                                         | 54%               |   |   |   |   |
| 19 | Other: Florida African American Heritage Preservation Network (FAAHPN)        | 3,050                                                   | 6,050                                                           | 10,500                       | (4,450)                                         | 58%               |   |   |   |   |
| 20 | Other: Great Give Day and FL Classic Raffle                                   | 5,755                                                   | 7,010                                                           | 5,500                        | 1,510                                           | 127%              |   |   |   |   |
| 21 | <b>Total Income</b>                                                           | <b>119,904</b>                                          | <b>267,560</b>                                                  | <b>275,505</b>               | <b>(7,945)</b>                                  | <b>97%</b>        |   |   |   |   |
| 22 |                                                                               |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
|    | <b>Expense</b>                                                                | <b>FY 2017-18<br/>Quarter<br/>4/1/18 to<br/>6/30/18</b> | <b>FY 2017-2018<br/>Year-to-Date<br/>10/1/17 to<br/>9/30/18</b> | <b>FY<br/>Budget 2017-18</b> | <b>Variance<br/>Favorable<br/>(Unfavorable)</b> | <b>Percentage</b> |   |   |   |   |
| 23 | Marketing/Advertising                                                         | 10,046                                                  | 25,827                                                          | 17,500                       | 8,327                                           | 148%              |   |   |   |   |
| 24 | Conferences/Meetings /Trainings/Travel                                        | 651                                                     | 2,534                                                           | 2,500                        | 34                                              | 101%              |   |   |   |   |
| 25 | Dues & Subscriptions                                                          | 200                                                     | 2,630                                                           | 2,600                        | 30                                              | 101%              |   |   |   |   |
| 26 | Insurance                                                                     | 755                                                     | 4,714                                                           | 3,800                        | 914                                             | 124%              |   |   |   |   |
| 27 | Expanding and Preserving Our Cultural Heritage, Inc., Combined                |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |
| 28 | DATE DUE: JULY 31, 2018                                                       |                                                         |                                                                 |                              |                                                 |                   |   |   |   |   |

|    | A                                                                       | B | C      | D         | E                                                                                                      | F | G                | H | I          | J       |
|----|-------------------------------------------------------------------------|---|--------|-----------|--------------------------------------------------------------------------------------------------------|---|------------------|---|------------|---------|
| 28 | Bank Fees                                                               |   |        | (2)       | 23                                                                                                     |   | 100              |   | (77)       | 23%     |
| 29 | Interest                                                                |   | 202    |           | 681                                                                                                    |   | 1,750            |   | (1,069)    | 39%     |
| 30 | Licenses, Registration, Permits                                         |   |        |           | -                                                                                                      |   | 600              |   | (600)      | 0%      |
| 31 | Office Supplies                                                         |   | 1,338  |           | 3,378                                                                                                  |   | 3,000            |   | 378        | 113%    |
| 32 | Paypal Charges/EventBrite                                               |   | 39     |           | 212                                                                                                    |   | 150              |   | 62         | 141%    |
| 33 | Postage & Delivery                                                      |   | 451    |           | 947                                                                                                    |   | 1,500            |   | (553)      | 63%     |
| 34 | Professional Svcs/Consulting                                            |   |        |           |                                                                                                        |   |                  |   |            |         |
| 35 | Accounting                                                              |   | 825    |           | 8,383                                                                                                  |   | 9,500            |   |            | 88%     |
| 36 | Other (Consultant through CCPBC Grant)                                  |   | 3,000  |           | 3,100                                                                                                  |   | 8,350            |   | (5,250)    | 37%     |
| 37 | Programs Expense                                                        |   | 4,962  |           | 40,579                                                                                                 |   | 29,405           |   | 11,174     | 138%    |
| 38 | Exhibit Rental, Fabrications, Installation                              |   | 3,595  |           | 23,701                                                                                                 |   | 33,000           |   | (9,299)    | 72%     |
| 39 | Artists/Performers/Speakers                                             |   | 700    |           | 12,218                                                                                                 |   | 16,000           |   | (3,782)    | 76%     |
| 40 | Printing                                                                |   | 225    |           | 225                                                                                                    |   | 732              |   | (507)      | 31%     |
| 41 | Repairs/Maintenance                                                     |   | 2,912  |           | 5,720                                                                                                  |   | 4,700            |   | 1,020      | 122%    |
| 42 | Salaries/Taxes/Benefits                                                 |   | 32,294 |           | 90,075                                                                                                 |   | 121,518          |   | (31,443)   | 74%     |
| 43 | Storage                                                                 |   | 1,965  |           | 5,096                                                                                                  |   | 5,000            |   | 96         | 102%    |
| 44 | Telecommunication                                                       |   | 1,575  |           | 4,642                                                                                                  |   | 6,000            |   | (1,358)    | 77%     |
| 45 | Utilities                                                               |   | 1,740  |           | 4,609                                                                                                  |   | 7,800            |   | (3,191)    | 59%     |
| 46 | Misc Expense per Joan's Approval                                        |   | 1491   |           | 1913                                                                                                   |   | 0                |   | 1912.89    | #DIV/0! |
| 47 | Sub-Total Expenses                                                      |   | 68,965 |           | 241,205                                                                                                |   | 275,505          |   | (33,183)   | 88%     |
| 48 | Total Expense                                                           |   | 68,965 |           | 241,205                                                                                                |   | 275,505          |   | (33,183)   | 88%     |
| 49 |                                                                         |   |        |           |                                                                                                        |   |                  |   |            |         |
| 50 | NET INCOME                                                              |   | 50,939 |           | 26,355                                                                                                 |   | -                |   |            |         |
| 51 |                                                                         |   |        |           |                                                                                                        |   |                  |   |            |         |
| 52 | CRA Budget Narrative Form                                               |   |        |           |                                                                                                        |   |                  |   |            |         |
| 53 | ORGANIZATION NAME: Expanding and Preserving Our Cultural Heritage, Inc. |   |        |           | FY 2017-2018 Budget                                                                                    |   |                  |   | Quarter: 3 |         |
| 54 | Exceeding Projection                                                    |   | x      | On Target |                                                                                                        |   | Below Projection |   |            |         |
| 55 | INCOME: Explanation of Variances                                        |   |        |           |                                                                                                        |   |                  |   |            |         |
|    | Fees, Tickets, Registration, etc.                                       |   |        |           | We are on target with our projections due to cottage rental payments and museum visitation in 3rd qtr. |   |                  |   |            |         |
| 56 |                                                                         |   |        |           |                                                                                                        |   |                  |   |            |         |

|    | A                                                                      | B | C                                                                                                                                                                                                                                                                               | D | E | F | G | H | I                    | J |
|----|------------------------------------------------------------------------|---|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|----------------------|---|
|    | Corporate Grants/Contributions                                         |   | We have exceeded our projections for Corporate Contributions. Gifts in 3rd quarter are from Colony Hotel and Daughter of Zion Academy.                                                                                                                                          |   |   |   |   |   |                      |   |
| 57 | Individual Donations                                                   |   | We have exceeded our projections for individual donations due to a \$3,000 gift from a board member's relative.                                                                                                                                                                 |   |   |   |   |   |                      |   |
| 58 | Foundation Grants                                                      |   | We have exceeded our projections due to grants from Kayne Anderson at \$15,000 for the Planting Pride project with EJS Project and Community Greening. We also received \$50,000 from the Community Foundation of Palm Beach and Martin Counties for general operating support. |   |   |   |   |   |                      |   |
| 59 | Government - Federal                                                   |   | No federal grants were received in 3rd qtr.                                                                                                                                                                                                                                     |   |   |   |   |   |                      |   |
| 60 | Government- Local/County                                               |   | Cultural Council of Palm Beach County (CCPBC) 2nd qtr reimbursement received.                                                                                                                                                                                                   |   |   |   |   |   |                      |   |
| 61 |                                                                        |   | Final reimbursement will be reflected in 4th qtr report.                                                                                                                                                                                                                        |   |   |   |   |   |                      |   |
| 62 | Government- State                                                      |   | Full payment of FY17-18 Gen Op grant                                                                                                                                                                                                                                            |   |   |   |   |   |                      |   |
|    | In-Kind                                                                |   | We decided to put into practice recording inkind from professional consultants and service providers (i.e. Accountant--Gracelyn Stuart, Youth Program contractor--Nerd Alert, Kalliah Communications, etc)                                                                      |   |   |   |   |   |                      |   |
| 63 | Membership                                                             |   | We are on target with membership dues.                                                                                                                                                                                                                                          |   |   |   |   |   |                      |   |
| 64 |                                                                        |   | 75% of total award                                                                                                                                                                                                                                                              |   |   |   |   |   |                      |   |
| 65 | CRA Actual or Requested                                                |   | Funding is coming through the Delray Beach CRA--not the City of Delray Beach                                                                                                                                                                                                    |   |   |   |   |   |                      |   |
| 66 | Other: City of Delray Beach                                            |   | Earned income for our education programs are lower than anticipated; however, the majority of our programs are fully underwritten with foundation support (i.e. Children Services Council, Kayne Anderson, etc)                                                                 |   |   |   |   |   |                      |   |
| 67 | Other: Education Programs                                              |   | FAAHPN is undwritng our paid intern as well as the researcher for our archives projects (Norris Collection, etc.) 2ndt qtr reimbursement received.                                                                                                                              |   |   |   |   |   |                      |   |
|    | Other: Florida African American Heritage Preservation Network (FAAHPN) |   | Contributions through the Great Give has allowed us to exceed our projections.                                                                                                                                                                                                  |   |   |   |   |   |                      |   |
| 68 | Other: Great Give Day                                                  |   |                                                                                                                                                                                                                                                                                 |   |   |   |   |   |                      |   |
| 69 |                                                                        |   |                                                                                                                                                                                                                                                                                 |   |   |   |   |   |                      |   |
| 70 |                                                                        |   |                                                                                                                                                                                                                                                                                 |   |   |   |   |   |                      |   |
| 71 |                                                                        |   |                                                                                                                                                                                                                                                                                 |   |   |   |   |   |                      |   |
| 72 | Lower than Projection                                                  | x | On Target                                                                                                                                                                                                                                                                       |   |   |   |   |   | Exceeding Projection |   |

|    | A                                          | B                                                                                                                                                                                                                                                     | C | D | E | F | G | H | I | J |
|----|--------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|---|
|    | <b>EXPENSES: Explanation of Variances</b>  |                                                                                                                                                                                                                                                       |   |   |   |   |   |   |   |   |
| 73 | Marketing/Advertising                      | We increased our marketing/advertising budget due to reallocating Cultural Council funds from program support to marketing/advertising which has paid for 3 months of ad space in the Delray Forum and 3 months in various Sun Sentinel publications. |   |   |   |   |   |   |   |   |
| 74 | Conferences/Meetings/Trainings/Travel      | Staff participation in professional development activities scheduled for the year.                                                                                                                                                                    |   |   |   |   |   |   |   |   |
| 75 | Dues & Subscriptions                       | We have renewed all of our dues and subscriptions for the year. We are on target.                                                                                                                                                                     |   |   |   |   |   |   |   |   |
| 76 | Insurance                                  | \$755 reflects 2 payments to our Fine Arts Insurance. We have exceed our projections and will adjust our FY18-19 accordingly.                                                                                                                         |   |   |   |   |   |   |   |   |
| 77 | Bank Fees                                  | below projection                                                                                                                                                                                                                                      |   |   |   |   |   |   |   |   |
| 78 | Interest                                   | we are under budget                                                                                                                                                                                                                                   |   |   |   |   |   |   |   |   |
| 79 | Licenses, Registration, Permits            | expenditures will occur during 4th quarter                                                                                                                                                                                                            |   |   |   |   |   |   |   |   |
| 80 | Office Supplies                            | We have exceeded our projections due to increased activities at the museum                                                                                                                                                                            |   |   |   |   |   |   |   |   |
| 81 | Paypal Charges/EventBrite                  | Increased Paypal fees due to increased usage                                                                                                                                                                                                          |   |   |   |   |   |   |   |   |
| 82 | Postage & Delivery                         | We are below our projections due to increase in digital communications and decrease in direct mailings.                                                                                                                                               |   |   |   |   |   |   |   |   |
| 83 | Professional Svcs/Consulting               | We are on target                                                                                                                                                                                                                                      |   |   |   |   |   |   |   |   |
| 84 | Accounting                                 | We are on target                                                                                                                                                                                                                                      |   |   |   |   |   |   |   |   |
| 85 | Other (Consultant)                         | We have begun to make payments to our Capacity Building consultant, C. Noe Limits. This is underwritten by the Cultural Council of PBC.                                                                                                               |   |   |   |   |   |   |   |   |
| 86 | Programs Expense                           | Program expenses reflect the Youth Program funded in part by the Community Foundation, Kayne Anderson and Children Services Council.                                                                                                                  |   |   |   |   |   |   |   |   |
| 87 | Exhibit Rental, Fabrications, Installation | We are on target                                                                                                                                                                                                                                      |   |   |   |   |   |   |   |   |
| 88 | Artists/Performers/Speakers                | We are on target                                                                                                                                                                                                                                      |   |   |   |   |   |   |   |   |
| 89 |                                            |                                                                                                                                                                                                                                                       |   |   |   |   |   |   |   |   |
| 90 | Printing                                   | We are below our projections due to our in-house printing capacity.                                                                                                                                                                                   |   |   |   |   |   |   |   |   |

DATE DUE: July 31, 2018

|    | A                       | B | C                                                                                 | D | E | F | G | H | I | J |
|----|-------------------------|---|-----------------------------------------------------------------------------------|---|---|---|---|---|---|---|
|    | Repairs/Maintenance     |   | we have exceeded our projections due to increase in maintenance and repair costs. |   |   |   |   |   |   |   |
| 91 |                         |   |                                                                                   |   |   |   |   |   |   |   |
| 92 | Salaries/Taxes/Benefits |   | We are on target                                                                  |   |   |   |   |   |   |   |
| 93 | Storage                 |   | Storage fees increased after budget was submitted to CRA                          |   |   |   |   |   |   |   |
| 94 | Telecommunication       |   | We are on target                                                                  |   |   |   |   |   |   |   |
| 95 | Utilities               |   | We are on target                                                                  |   |   |   |   |   |   |   |

|    | A                                                                       | B                                             | C                                                     | D                    | E                                      | F          | G       | H | I | J |
|----|-------------------------------------------------------------------------|-----------------------------------------------|-------------------------------------------------------|----------------------|----------------------------------------|------------|---------|---|---|---|
| 2  | Quarterly Budget Report "Program A"                                     |                                               |                                                       |                      |                                        |            |         |   |   |   |
| 3  | ORGANIZATION NAME: Expanding and Preserving Our Cultural Heritage, Inc. |                                               |                                                       |                      |                                        |            |         |   |   |   |
| 4  | FY 2017-2018 Budget                                                     |                                               |                                                       |                      |                                        |            |         |   |   |   |
| 5  | Quarter: 3                                                              |                                               |                                                       |                      |                                        |            |         |   |   |   |
|    | INCOME                                                                  | FY 2017-18<br>Quarter<br>4/1/18 to<br>6/30/18 | FY 2017-2018<br>Year-to-Date<br>10/1/17 to<br>9/30/18 | FY<br>Budget 2017-18 | Variance<br>Favorable<br>(Unfavorable) | Percentage |         |   |   |   |
| 6  | Fees, Tickets, Registration, etc.                                       | 920                                           | 4,636                                                 | 3,500                | 1,136                                  | 132%       |         |   |   |   |
| 7  | Corporate Grants/Contributions                                          | 1,525                                         | 9,623                                                 | 1,200                | 8,423                                  | 802%       |         |   |   |   |
| 8  | Individual Donations                                                    | 3,295                                         | 13,950                                                | 1,500                | 12,450                                 | 930%       |         |   |   |   |
| 9  | Foundation Grants                                                       | 65,000                                        | 94,250                                                | 12,000               | 82,250                                 | 785%       |         |   |   |   |
| 10 | Government- Local/County                                                | 7,586                                         | 13,450                                                | 26,950               | (13,500)                               | 50%        |         |   |   |   |
| 11 | Government-State                                                        | 1,802                                         | 7,205                                                 | 7,205                | -                                      | 100%       |         |   |   |   |
| 12 | Membership                                                              | 2,467                                         | 5,947                                                 | 3,000                | 2,947                                  | 198%       |         |   |   |   |
| 13 | CRA Actual or Requested                                                 | 27,750                                        | 83,250                                                | 99,000               | (15,750)                               | 84%        | #DIV/0! |   |   |   |
| 14 | Other: City of Delray Beach                                             | -                                             | -                                                     | -                    | -                                      |            |         |   |   |   |
| 15 | Other: Education Programs                                               | 755                                           | 10,596                                                | 19,500               | (8,904)                                | 54%        |         |   |   |   |
| 16 | Total Income                                                            | 111,100                                       | 242,908                                               | 173,855              | 69,053                                 | 140%       |         |   |   |   |
| 17 |                                                                         |                                               |                                                       |                      |                                        |            |         |   |   |   |
|    | Expense                                                                 | FY 2017-18<br>Quarter<br>4/1/18 to<br>6/30/18 | FY 2017-2018<br>Year-to-Date<br>10/1/17 to<br>9/30/18 | FY<br>Budget 2017-18 | Variance<br>Favorable<br>(Unfavorable) | Percentage |         |   |   |   |
| 18 | Advertising                                                             | 10,046                                        | 25,827                                                | 8,000                | 17,827                                 | 323%       |         |   |   |   |
| 19 | Insurance                                                               | 755                                           | 4,714                                                 | 3,800                | 914                                    | 124%       |         |   |   |   |
| 20 | Office Supplies                                                         | 1,338                                         | 3,378                                                 | 3,000                | 378                                    | 113%       |         |   |   |   |
| 21 | Postage & Delivery                                                      | 451                                           | 947                                                   | 1,500                | (553)                                  | 63%        |         |   |   |   |
| 22 | Programs Expense                                                        | 4,962                                         | 40,579                                                | 13,323               | 27,256                                 | 305%       |         |   |   |   |
| 23 | Exhibit Rental, Fabrications, Installation                              | 3,595                                         | 23,701                                                | 15,000               | 8,701                                  | 158%       |         |   |   |   |
| 24 | Artists/Performers/Speakers                                             | 700                                           | 12,218                                                | 10,000               | 2,218                                  | 122%       |         |   |   |   |
| 25 | Printing                                                                | 225                                           | 225                                                   | 732                  | (507)                                  | 31%        |         |   |   |   |
| 26 | Repairs/Maintenance                                                     | 2,912                                         | 5,720                                                 | 4,700                | 1,020                                  | 122%       |         |   |   |   |
| 27 | Salaries/Taxes/Benefits                                                 | 32,294                                        | 90,075                                                | 95,000               | (4,925)                                | 95%        |         |   |   |   |
| 28 | Storage                                                                 | 1,965                                         | 5,096                                                 | 5,000                | 96                                     | 102%       |         |   |   |   |
| 29 | Telecommunication                                                       | 1,575                                         | 4,642                                                 | 6,000                | (1,358)                                | 77%        |         |   |   |   |
| 30 |                                                                         |                                               |                                                       |                      |                                        |            |         |   |   |   |

|    | A                                                                       | B                    | C                                                                                                                                                                                                                                                     | D | E                    | F | G       | H | I          | J    |
|----|-------------------------------------------------------------------------|----------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|----------------------|---|---------|---|------------|------|
| 31 | Utilities                                                               |                      | 1,740                                                                                                                                                                                                                                                 |   | 4,609                |   | 7,800   |   | (3,191)    | 59%  |
| 32 | Sub-Total Expenses                                                      |                      | 62,559                                                                                                                                                                                                                                                |   | 221,729              |   | 173,855 |   | 47,874     | 128% |
| 33 | Total Expense                                                           |                      | 62,559                                                                                                                                                                                                                                                |   | 221,729              |   | 173,855 |   | 47,874     | 128% |
| 34 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 35 | NET INCOME                                                              |                      | 48,540                                                                                                                                                                                                                                                |   | 21,178               |   | -       |   | 21,178     |      |
| 36 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 37 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 38 | CRA Budget Narrative Report "A"                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
|    | ORGANIZATION NAME: Expanding and Preserving Our Cultural Heritage, Inc. |                      |                                                                                                                                                                                                                                                       |   | FY 2017-2018 Budget  |   |         |   | Quarter: 3 |      |
| 40 | x                                                                       | Exceeding Projection | On Target                                                                                                                                                                                                                                             |   | Below Projection     |   |         |   |            |      |
| 41 | INCOME: Explanation of Variances:                                       |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
|    | Fees, Tickets, Registration, etc.                                       |                      | We have exceeded our goal                                                                                                                                                                                                                             |   |                      |   |         |   |            |      |
| 42 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 43 | Corporate Grants/Contributions                                          |                      | We have exceeded our goal                                                                                                                                                                                                                             |   |                      |   |         |   |            |      |
| 44 | Foundation Grants                                                       |                      | We have exceeded our goal                                                                                                                                                                                                                             |   |                      |   |         |   |            |      |
|    | Government- Local/County                                                |                      | Cultural Council of Palm Beach County (CCPBC) 2nd qtr reimbursement received.                                                                                                                                                                         |   |                      |   |         |   |            |      |
| 45 |                                                                         |                      | Final reimbursement will be reflected in 4th qtr report.                                                                                                                                                                                              |   |                      |   |         |   |            |      |
|    | Membership                                                              |                      | We have exceeded our goal                                                                                                                                                                                                                             |   |                      |   |         |   |            |      |
| 46 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 47 | CRA Actual or Requested                                                 |                      | We are on target                                                                                                                                                                                                                                      |   |                      |   |         |   |            |      |
| 48 | Other: City of Delray Beach                                             |                      | Funding is coming through the Delray Beach CRA--not the City of Delray Beach                                                                                                                                                                          |   |                      |   |         |   |            |      |
|    | Other: Education Programs                                               |                      | Earned income for our education programs are lower than anticipated; however, the majority of our programs are fully underwritten with foundation support (i.e. Children Services Council, Kayne Anderson, etc)                                       |   |                      |   |         |   |            |      |
| 49 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 50 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 51 |                                                                         |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
| 52 | Lower than Projection                                                   | x                    | On Target                                                                                                                                                                                                                                             |   | Exceeding Projection |   |         |   |            |      |
| 53 | EXPENSES: Explanation of Variances                                      |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |
|    |                                                                         |                      | We increased our marketing/advertising budget due to reallocating Cultural Council funds from program support to marketing/advertising which has paid for 3 months of ad space in the Delray Forum and 3 months in various Sun Sentinel publications. |   |                      |   |         |   |            |      |
| 54 | Marketing/Advertising                                                   |                      |                                                                                                                                                                                                                                                       |   |                      |   |         |   |            |      |

|    | A                                          | B | C                                                                                                                                    | D | E | F | G | H | I | J |
|----|--------------------------------------------|---|--------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|---|---|
| 55 | Insurance                                  |   | \$755 reflects 2 payments to our Fine Arts Insurance. We have exceed our projections and will adjust our FY18-19 accordingly.        |   |   |   |   |   |   |   |
| 56 | Office Supplies                            |   | We have exceeded our projections due to increased activities at the museum                                                           |   |   |   |   |   |   |   |
| 57 | Postage & Delivery                         |   | We are below our projections due to increase in digital communications and decrease in direct mailings.                              |   |   |   |   |   |   |   |
| 58 | Programs Expense                           |   | Program expenses reflect the Youth Program funded in part by the Community Foundation, Kayne Anderson and Children Services Council. |   |   |   |   |   |   |   |
| 59 | Exhibit Rental, Fabrications, Installation |   | We have exceeded our Program A goal but on target in our Combined Budget                                                             |   |   |   |   |   |   |   |
| 60 | Artists/Performers/Speakers                |   | We have exceeded our Program A goal but on target in our Combined Budget                                                             |   |   |   |   |   |   |   |

11:41 AM  
07/06/18  
Accrual Basis

# Expanding and Preserving Our Cultural Heritage, Inc.

## Balance Sheet

As of June 30, 2018

|                                        | <u>Jun 30, 18</u>        |
|----------------------------------------|--------------------------|
| <b>ASSETS</b>                          |                          |
| Current Assets                         |                          |
| Checking/Savings                       |                          |
| 1006 · TD Bank Operating 0744          | 68,870.26                |
| 1007 · TD Bank Discretionary 5681      | 1,998.80                 |
| 1010 · Petty Cash                      | 200.00                   |
| Total Checking/Savings                 | <u>71,069.06</u>         |
| Other Current Assets                   |                          |
| 1265 · Prepaid Expenses                | 191.00                   |
| 1230 · Inventory - Gift Shop Merch.    | 625.00                   |
| 1273 · Prepaid Insurance - Liability   | 1,299.40                 |
| 1274 · Prepaid Insurance - Officers    | -109.75                  |
| Total Other Current Assets             | <u>2,005.65</u>          |
| Total Current Assets                   | <u>73,074.71</u>         |
| Fixed Assets                           |                          |
| 1500 · Equipment                       | 33,247.67                |
| 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                |
| 1670 · Leasehold Improvements-Spady    | 72,000.00                |
| 1600 · Accum. Depreciation             | -170,049.60              |
| Total Fixed Assets                     | <u>191,001.81</u>        |
| Other Assets                           |                          |
| 1520 · Museum Artifacts                | 126,311.15               |
| 1800 · Deposits                        | 758.00                   |
| Total Other Assets                     | <u>127,069.15</u>        |
| <b>TOTAL ASSETS</b>                    | <u><b>391,145.67</b></u> |
| <b>LIABILITIES &amp; EQUITY</b>        |                          |
| Liabilities                            |                          |
| Current Liabilities                    |                          |
| Other Current Liabilities              |                          |
| Accounts Payable Other                 | 197.82                   |
| 2010 · Salaries Payable                | 9,327.91                 |
| 2350 · Federal W/H Tax Payable         | 3,131.67                 |
| 2360 · Social Security Tax Payable     | 3,692.41                 |
| 2370 · Medicare Tax Payable            | 868.76                   |
| 2400 · Payroll Tax Deposits            | -7,674.99                |
| Total Other Current Liabilities        | <u>9,543.58</u>          |
| Total Current Liabilities              | <u>9,543.58</u>          |
| Long Term Liabilities                  |                          |
| 2450 · Due To Board of Directors       | 4,000.00                 |
| 2525 · Loan Payable - Wachovia/TD Bank | 13,071.63                |
| Total Long Term Liabilities            | <u>17,071.63</u>         |
| Total Liabilities                      | <u>26,615.21</u>         |
| Equity                                 |                          |
| Temporarily Restr Net Assets           | 41,913.60                |
| 3010 · Beg. Fund Balance               | 296,263.19               |
| Net Income                             | 26,353.67                |
| Total Equity                           | <u>364,530.46</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <u><b>391,145.67</b></u> |