

Exhibit "A"
 Delray Beach Historical Society
 FY 2018/19 Goals and Outcomes Report

	DBHS - ACTIVITY # <u>A</u> : 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	0			837	76%		
2	Ticket Sales	\$38,000	\$5,920	\$0			5,920	16%		
3	New Members	26	6	0			6	23%		
	Exhibits and Education Programs									
4	Attendees	1,800	396	260			656	36%		
5	Entrance Fees	\$4,900	\$2,379	\$5,609			7,988	163%		
6	New Members	15	3	8			11	73%		
	Archive Preservation & Learning Center Services									
7	Research & Archive Resource Services	350	83	47			130	37%		
8	Image Order and Gift Sales	\$6,400	\$436	\$1,373			1,809	28%		
9	New Members	5	2	3			5	100%		
10	History Recordings	8	2	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 # <u>A</u> : 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. Our major event/ fundraiser is on May 11, 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.



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8	Research Projects & Image Orders	350	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.									
9	Image Orders Dollars	\$6,400										
10	New Members	5										
	History Recordings	8										
	OUTCOMES											
	Events and Celebrations											
12	Income Increase Year up from \$20,000 to \$38,000	90%										
	Exhibits and Education Programs											
14	Attendance increase up from 1,400 to 1,800	28%										
	Archive Preservation & Learning Center Services											
15	Fulfillment Requests (Remain Constant)	0.00%										
16	Membership increase from 3 to 5	66%										
	<i>Wendie D. Edwards</i>											
	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	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: __2__		
5											
6	INCOME		FY 2018-19 Quarter Jan. - Mar.		FY 2018-19 Oct. - Mar.		FY Budget 2018-19		Variance Favorable (Unfavorable)	Percentage	
7	Fees, Tickets, Registrations				-				-	0%	
8	Corporate Grants/Contributions		200		3,450		15,000		(11,550)	23%	
9	Individual Donations				-				-	0%	
10	Foundation Grants				-		10,700		(10,700)	0%	
11	Governmental-Federal				-				-	0%	
12	Governmental-Local/County				-		-		-	0%	
13	Governmental-State				-		-		-	0%	
14	In-Kind				-		-		-	0%	
15	Interest Income		9		18		-		18	0%	
16	Sponsorships		5,000		20,000		40,000		(20,000)	50%	
17	Memberships & Annual Appeal		12,755		31,360		50,000		(18,640)	63%	
18	CRA Grant		31,250		62,500		125,000		(62,500)	50%	
19	Other: Photo/Gift Shop Sales & Misc.		1,373		1,809		6,400		(4,591)	28%	
20	Other: Exhibits, Events & Programs		5,609		13,908		42,900		(28,992)	32%	
21	Total Income		56,196		133,045		290,000		(156,955)		
22											
23	Expense		FY 2018-19 Jan. - Mar.		FY 2018-19 Oct. - Mar.		FY Budget 2018-19		Variance Favorable (Unfavorable)	Percentage	
24	Salaries & Related Taxes		29,293		60,649		155,000		(94,351)	39%	
25	Fringe Benefits				-						
26	Professional Svcs/Consulting		7,693		13,076		12,000		1,076	109%	
27	Insurance		1,042		1,042		7,000		(5,958)	15%	
28	Licenses, Registrations, Permits		198		198						
29	Conferences and Meetings		911		1,798		5,500		(3,702)	33%	
30	Copying & Printing		164		164				164	0%	
31	Equipment Rental/Maintenance				-		-		-	0%	
32	Rent/Mortgage & Maintenance		1,466		4,841		19,000		(14,159)	25%	

DATE DUE:

	A	B	C	D	E	F	G	H	I	J	
33	Utilities		3,225		6,459		11,500		(5,041)	56%	
34	Technology		4,837		4,837		-		4,837	0%	
35	Office & Program Supplies		3,005		6,947		13,500		(6,553)	51%	
36	Postage & Delivery		497		497		-		497	0%	
37	Local Travel				-		-		-	0%	
38	Capital Expenditures		18,946		18,946		41,000		(22,054)	46%	
39	Dues & Subscriptions		125								
40	Other: Bank Fees		240								
41	Other: Advertising/Marketing		2,258		4,021		8,000		(3,979)	50%	
42	Other: Exhibits, Events & Programs		1,660		5,501		17,500				
43	Sub-Total Expenses		75,560		128,976		290,000		(149,223)		
44	Total Expense		75,560		128,976		290,000		(149,223)		
45											
46	NET INCOME		(19,364)		4,069		-		(7,732)		
47											
48											
49	CRA Budget Narrative Form										
50	ORGANIZATION NAME: Delray Beach Historical Society, Inc.				FY 2018-19 Budget			Quarter: __2__			
51	__x__ Exceeding Projection		__x__ On Target		____ Below Projection						
52	INCOME: Explanation of Variances										
53	Programs										
54	Donations										
55	CRA Grant		CRA Grant is \$75,000.								
56	Grants-Other										
57	Interest Income										
58	Membership										
59	Other: Gift Shop										
60	Other: Special Exhibit Income										
61	Other: Event Contributions										
62											
63											
64	____ Lower than Projection		__x__ On Target		__x__ Exceeding Projection						
65	EXPENSES: Explanation of Variances										
66	Salaries & Related Taxes										

	A	B	C	D	E	F	G	H	I	J
67	Fringe Benefits									
68	Professional Svcs/Consulting									
69	Insurance									
70	Licenses, Registration, Permits									
71	Conferences & Meetings									
72	Marketing, Copying & Printing									
73	Repairs & Maintenance									
74	Rent/Mortgage & Maintenance									
75	Utilities									
76	Telecommunication									
77	Office & Program Supplies									
78	Postage & Delivery									
79	Exhibits									
80	Capital Expenditures									
81	Security & Storage									
82	Other: Bank fees									

CRA Quarterly Budget Report				"Program A"		
ORGANIZATION NAME: Delray Beach Historical Society, Inc.		FY 2018 - 2019 Budget			Quarter: 2	
INCOME	FY 2018-19 Quarter Jan. - Mar.	FY 2018-19 Oct. - Mar.	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	18	-	18	0%	
Sponsorships	5,000	20,000	40,000	(20,000)	50%	
Memberships & Annual Appeal		-	-	-	0%	
CRA Grant	31,250	62,500	125,000	(62,500)	50%	
Other: Photo/Gift Shop Sales & Misc.	1,373	1,809	6,400	(4,591)	28%	
Other: Exhibits, Events & Programs	5,159	13,458	42,900	(29,442)	31%	
Total Income	42,791	97,785	214,300	(116,515)		
Expense	FY 2018-19 Jan. - Mar.	FY 2018-19 Oct. - Mar.	FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage	
Salaries & Related Taxes	20,505	42,454	144,800	(102,346)	29%	
Fringe Benefits		-				
Professional Svcs/Consulting	3,847	6,539	6,000	539	109%	
Insurance	-	-	4,900	(4,900)	0%	
Licenses, Registrations, Permits		-				
Conferences and Meetings	456	900	2,750	(1,851)	33%	
Copying & Printing		-		-	0%	
Equipment Rental/Maintenance		-	-	-	0%	
Rent/Mortgage & Maintenance	733	2,421	9,500	(7,079)	25%	

Utilities	1,613	3,230	5,750	(2,521)	56%
Telecommunication		-	-	-	0%
Office & Program Supplies	1,503	3,474	6,750	(3,277)	51%
Postage & Delivery	-	-	-	-	0%
Local Travel		-	-	-	0%
Capital Expenditures		-	10,350	(10,350)	0%
Other: Advertising/Marketing	1,694	3,016	6,000	(2,985)	50%
Other: Exhibits, Events & Programs	1,660	5,501	17,500		
Sub-Total Expenses	32,009	67,533	214,300	(134,768)	
Total Expense	32,009	67,533	214,300	(134,768)	
NET INCOME	10,782	30,252	-	18,253	

CRA Budget Narrative Form

ORGANIZATION NAME: Delray Beach Historical Society, Inc. FY 2018-19 Budget Quarter: 2
☒ 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	
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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.

Balance Sheet

As of March 31, 2019

	Mar 31, 19
ASSETS	
Current Assets	
Checking/Savings	
1000 · Northern Trust Anchor Acct	213,681.17
1001 · PAYPAL	8,206.23
1002 · History Project Account	24,976.47
1040 · Petty Cash	200.00
Total Checking/Savings	247,063.87
Accounts Receivable	
1200 · Accounts Receivable	2,526.00
Total Accounts Receivable	2,526.00
Other Current Assets	
1215 · Linton Book	3,728.12
1499 · Undeposited Funds	3,635.50
Total Other Current Assets	7,363.62
Total Current Assets	256,953.49
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	4,272.67
Total Other Assets	4,272.67
TOTAL ASSETS	334,104.67
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
2001 · Northern Trust Credit Card	1,045.83
Total Credit Cards	1,045.83
Other Current Liabilities	
2200 · Sales Tax Paya	3.60
Total Other Current Liabilities	3.60
Total Current Liabilities	1,049.43
Total Liabilities	1,049.43

12:28 PM

04/30/19

Accrual Basis

Delray Beach Historical Society, Inc.

Balance Sheet

As of March 31, 2019

	Mar 31, 19
Equity	
3000 - Opening Bal Equity	288,348.05
3900 - Retained Earnings	41,229.89
Net Income	3,477.30
Total Equity	333,055.24
TOTAL LIABILITIES & EQUITY	334,104.67