

Exhibit "A"
Delray Beach CRA FY 2018-19

Old School Square - ACTIVITY # <u>B</u> : Grassroots Partnerships		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										
Nonprofit & community arts partnerships			Attendance goals were decreased for FY 2018-19, based on decreased overall programming and budget cuts. Actual decrease was much smaller than anticipated, largely due to additional funding and additional programming ability.							
25	Number of attendees	200,000					267,748	134%	X	
26	Number of volunteers	500					645	129%	X	
Discounted fees										
27	Amount applied in discounts to community partners	\$175,000	Adjustments to OSS's pricing for rentals and partnerships has resulted in a 26% decrease in discounts from Q1 2017-18. Because space is contracted in advance, a further decrease is expected as contracts based on older pricing phase out.				113,305	65%	X	
Production assistance										
28	Number of activities conducted	425	These metrics are on track to meet expectations				100	24%	X	
29	Number of volunteers	400					92	23%	X	
Free community concerts (Outdoor Pavilion)										
30	Number of free community concerts	18	Total series attendance is projected to be 11,000 - 12,000, which is consistent with previous year's attendance. OSS plans to look into additional marketing options to promote future attendance.				13	72%	X	
31	Number of attendees to free community concerts	15,000					9,550	64%		X
32	Number of volunteers engaged in free community concerts	150					58	39%		X
PROGRAM B: OUTCOMES - to be reported at end of year										
33	Economic impact to local community by Free Friday Concerts	\$ 200,000					0	0%		


Signature of Chief Financial Officer

I attest that data included in document is true and accurate

Exhibit "A"
Delray Beach CRA FY 2018-19

Old School Square - ACTIVITY # <u>A</u> : Performing Arts 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										
Crest Theater Professional Shows/Concerts										
1	Number of shows	4	3				3	75%	X	
2	Attendees	1,500	643				643	43%	X	
3	Annual ticket revenue	\$70,000	\$27,748				\$27,748	40%	X	
4	Number of volunteers engaged	100	33				33	33%	X	
Cabaret shows with two performances each										
5	Number of shows (5 shows, two performances)	5	0				0	0%	X	
6	Attendees	2,500	0				0	0%	X	
7	Annual ticket revenue	\$175,000	\$0				\$0	0%	X	
8	Number of volunteers engaged	100	0				0	0%	X	
Pavilion Concerts										
9	Number of concerts	6	2				2	33%	X	
10	Attendees	3,000	885				885	30%	X	
11	Ticket revenue	\$37,400	\$27,281				\$27,281	73%	X	
12	Number of volunteers engaged	60	23				23	38%	X	
Cornell Art Museum Exhibition										
13	Attendees	3,250	2,478				2,478	76%	X	
14	Museum Revenue	\$10,000	\$14,015				\$14,015	140%	X	
15	Number of volunteers engaged	250	188				188	75%	X	

Exhibit "A"
Delray Beach CRA FY 2018-19

[illegible]

Exhibit "A"
Delray Beach CRA FY 2018-19

NARRATIVE											
Old School Square - ACTIVITY # <u>A</u> : Performing Arts 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											
Broadway shows/national tours on Main Stage											
1	Number of shows	4	OSS presented 3 shows with a total of 3 performances.				3	75%	X		
2	Attendees	1,500	Ticket sales for these shows met budget expectations.				643	43%	X		
3	Annual ticket revenue	\$70,000	Due to an increase in funding, 5 additional shows have been added to the season and total revenue is expected to be \$130,000				27,748	40%	X		
4	Number of volunteers engaged	\$100					33	33%	X		
Cabaret shows with two performances each											
5	Number of shows (5 shows, two performances)	5	Cabaret Shows will be presented in January, February and March. Current ticket sales are at \$170k and are expected to exceed expectations.				5	100%	X		
6	Attendees	2,500					0	0%	X		
7	Annual ticket revenue	\$175,000					0	0%	X		
8	Number of volunteers engaged	100					0	0%	X		
Pavilion Concerts											
9	Number of concerts	6	One of the 3 concerts scheduled for Q1 was cancelled, impacting attendance and revenue for the quarter.				2	33%	X		
10	Attendees	3,000	Due to the success of January's Pink Floyd Laser				885	30%	X		
11	Ticket revenue	\$37,400	Spectacular overall attendance and revenue is expected to exceed expectations.				27,281	73%	X		
12	Number of volunteers engaged	60					23	38%	X		
Cornell Art Museum Exhibition											
13	Attendees	3,250	Attendance is forecast to exceed expectations, and additional sponsorship donations have resulted in higher revenue than anticipated. Due to the receipt of additional donations, a second Exhibition will be added to our season, opening in April 2019.				2,478	76%	X		
14	Museum Revenue	\$10,000					14,015	140%	X		
15	Number of volunteers engaged	250					188	75%	X		

Exhibit "A"
Delray Beach CRA FY 2018-19

[illegible]

CRA Combined Quarterly Budget Report

ORGANIZATION NAME: Old School Square Center for the Arts, Inc.

FY 2018-2019 Budget

Quarter: 1

Income	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	419,201	419,201	1,577,200	(1,157,999)
Sponsorships	95,500	95,500	155,000	(59,500)
Individual Donations/Membership	102,142	102,142	195,000	(92,858)
Major Gifts	125,000	125,000	290,000	(165,000)
Government - City of Delray Beach	62,500	62,500	-	62,500
Government- Local/County	-	-	174,326	(174,326)
Government- State	-	-	9,321	(9,321)
In-Kind	14,822	14,822	25,000	(10,178)
Interest Income	-	-	-	-
CRA Actual or Requested	125,000	125,000	750,000	(625,000)
Other: Recovered Program Expenses	29,845	29,845	118,600	(88,755)
Other: Miscellaneous	136	136	1,000	(864)
Other: Discounts to Partners (In Kind)	-	-	175,000	(175,000)
Total Income	974,146	974,146	3,470,447	(2,496,301)

Expense	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget	Variance Favorable (Unfavorable)
Salaries & Related Taxes	330,599	330,599	1,382,543	1,051,944
Fringe Benefits	32,241	32,241	139,146	106,905
Professional Svcs/Consulting	12,434	12,434	49,100	36,666
Insurance	8,939	8,939	41,900	32,961
Licenses, Registration, Permits	10,825	10,825	22,000	11,175
Copying & Printing	-	-	1,000	1,000
Equipment Rental/Maintenance	30,659	30,659	84,500	53,841
Rent/Mortgage & Maintenance	24,209	24,209	99,208	74,999
Utilities	50,036	50,036	178,450	128,414
Telecommunication	12,282	12,282	46,200	33,918
Office & Program Supplies	5,556	5,556	24,500	18,944
Postage & Delivery	10,990	10,990	34,500	23,510
Local Travel	30	30	500	470
Capital Expenditures	-	-	42,000	42,000
Advertising & Fundraising	66,971	66,971	272,500	205,529
Discount Given to Partners	-	-	175,000	175,000
Performer Fees	62,125	62,125	385,000	322,875
Program Expense	157,559	157,559	335,000	177,441
Other: Cost of Goods Sold	31,148	31,148	42,500	11,352
Other: In kind expense	14,077	14,077	25,000	10,923
Sub-Total Expenses	860,679	860,679	3,380,547	2,519,868
Admin/Indirect Expense	51,139	51,139	89,900	38,761
Total Expense	911,818	911,818	3,470,447	2,558,629

NET INCOME	62,328	62,328	-	62,328
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CRA Budget Narrative Form

ORGANIZATION NAME: Old School Square Center for the Arts

FY 2018-2019 Budget

Quarter: 1

☐ Exceeding Projection

☒ On Target

☐ Below Projection

INCOME: Explanation of Variances

Fees, Tickets, Registration, etc.	No variance. Revenue is on track to meet expectations.
Sponsorships	Includes \$50k Free Friday Concert Sponsorship.
Individual Donations/Membership	Individual donations are on track to exceed budget expectations due to \$250k matching grant and increased in-kind donations.
Major Gifts	No variance. Revenue is on track to meet expectations.
Government - City of Delray Beach	No variance. Revenue is on track to meet expectations.
Government- Local/County	No variance. Revenue is on track to meet expectations.
Government- State	No variance. Revenue is on track to meet expectations.
In-Kind	Month-to-month variance is expected. Revenue is on track to meet expectations.
Interest Income	N/A
CRA Actual or Requested	No variance. Revenue is on track to meet expectations.
Other: Recovered Program Expenses	No variance. Revenue is on track to meet expectations.
Other: Miscellaneous	No variance. Revenue is on track to meet expectations.
Other: Discounts to Partners (In Kind)	Partnerships are contracted in advance. Discounts expected to decrease as year progresses and new pricing goes into effect.

☐ Exceeding Projection

☒ On Target

☐ Below Projection

EXPENSES: Explanation of Variances

Salaries & Related Taxes	No variation, expenses are on track to meet budget
Fringe Benefits	No variation, expenses are on track to meet budget
Professional Svcs/Consulting	No variation, expenses are on track to meet budget
Insurance	No variation, expenses are on track to meet budget
Licenses, Registration, Permits	Month to month variances are expected, expenses are on track to meet budget
Copying & Printing	Month to month variances are expected, expenses are on track to meet budget
Equipment Rental/Maintenance	Month to month variances are expected, expenses are on track to meet budget
Rent/Mortgage & Maintenance	No variation, expenses are on track to meet budget
Utilities	No variation, expenses are on track to meet budget
Telecommunication	No variation, expenses are on track to meet budget
Office & Program Supplies	No variation, expenses are on track to meet budget
Postage & Delivery	No variation, expenses are on track to meet budget
Local Travel	Month to month variances are expected, expenses are on track to meet budget
Capital Expenditures	N/A
Advertising & Fundraising	No variation, expenses are on track to meet budget
Discount Given to Partners (In kind)	Partnerships are contracted in advance. Discounts expected to decrease as year progresses and new pricing goes into effect.
Performer Fees	Month to month variances are expected, expenses are on track to meet budget
Program Expense	Month to month variances are expected, expenses are on track to meet budget
Other: Cost of Goods Sold	No variation, expenses are on track to meet budget
Other: In kind expense	Month to month variances are expected, expenses are on track to meet budget
Admin/Indirect Expense	Month to month variances are expected, expenses are on track to meet budget

Quarterly Budget Report "A"

ORGANIZATION NAME: Old School Square Center for the Arts

FY 2018-2019 Budget

Quarter: 1

Income	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget Program A	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	262,169	262,169	858,075	(595,906)
Sponsorships	40,500	40,500	155,000	(114,500)
Individual Donations/Membership	79,776	79,776	195,000	(115,224)
Major Gifts	80,000	80,000	160,000	(80,000)
Government - City of Delray Beach	-	-	-	-
Government- Local/County	-	-	174,326	(174,326)
Government- State	-	-	9,321	(9,321)
In-Kind	14,822	14,822	15,000	(178)
Interest Income	-	-	-	-
CRA Actual or Requested	143,750	143,750	575,000	(431,250)
Other: Recovered Program Expenses	11,964	11,964	75,200	(63,236)
Other: Miscellaneous	-	-	-	-
Other: Discounts to Partners (In Kind)	-	-	-	-
Total Income	632,982	632,982	2,216,922	(1,583,940)

Expense	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget Program A	Variance Favorable (Unfavorable)
Salaries & Related Taxes	227,934	227,934	971,947	744,013
Fringe Benefits	22,648	22,648	96,855	74,207
Professional Svcs/Consulting	7,976	7,976	29,460	21,484
Insurance	5,363	5,363	25,140	19,777
Licenses, Registration, Permits	1,735	1,735	9,400	7,665
Conferences & Meetings	-	-	-	-
Copying & Printing	-	-	750	750
Equipment Rental/Maintenance	22,216	22,216	67,900	45,684
Rent/Mortgage & Maintenance	14,525	14,525	59,525	45,000
Utilities	32,340	32,340	110,530	78,190
Telecommunication	7,480	7,480	28,200	20,720
Office & Program Supplies	2,696	2,696	14,700	12,004
Postage & Delivery	10,956	10,956	32,900	21,944
Local Travel	18	18	500	482
Capital Expenditures	-	-	-	-
Other: Advertising & Marketing	45,266	45,266	195,100	149,834
Other: Discounts to Partners (In Kind)	-	-	-	-
Other: Performer Fees	43,875	43,875	357,000	313,125
Other: Program Expenses	78,365	78,365	124,638	46,272
Other: Cost of Goods Sold	23,361	23,361	31,875	8,514
Other: In kind Expense	14,077	14,077	10,000	(4,077)
Sub-Total Expenses	560,831	560,831	2,166,419	1,605,589
Admin/Indirect Expense	28,360	28,360	50,503	22,143
Total Expense	589,191	589,191	2,216,922	1,627,732

NET INCOME	43,791	43,791	(0)	43,791
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CRA Budget Narrative Report "A"

ORGANIZATION NAME: Old School Square Center for the Arts

FY 2018-2019 Budget

Quarter: 1

 Exceeding Projection

 X On Target

 Below Projection

INCOME: Explanation of Variances

Fees, Tickets, Registration, etc.	No variance. Revenue is on track to meet expectations.
Sponsorships	No variance. Revenue is on track to meet expectations.
Individual Donations/Membership	Individual donations are on track to exceed budget expectations due to \$250k matching grant and increased in-kind donations.
Major Gifts	Month-to-month variance is expected. Revenue is on track to meet expectations.
Government - City of Delray Beach	No variance. Revenue is on track to meet expectations.
Government- Local/County	Revenue will be recognized Q2; no actual variance
Government- State	Revenue will be recognized Q2; no actual variance
In-Kind	Month-to-month variance is expected. Revenue is on track to meet expectations.
Interest Income	N/A
CRA Actual or Requested	No variance.
Other: Recovered Program Expenses	Month-to-month variance is expected. Revenue is on track to meet expectations.
Other: Miscellaneous	N/A
Other: Discounts to Partners (In Kind)	N/A

☐ Exceeding Projection

☒ On Target

☐ Below Projection

EXPENSES:

Explanation of Variances

Salaries & Related Taxes	No variation, expenses are on track to meet budget
Fringe Benefits	No variation, expenses are on track to meet budget
Professional Svcs/Consulting	No variation, expenses are on track to meet budget
Insurance	No variation, expenses are on track to meet budget
Licenses, Registration, Permits	Month to month variances are expected, expenses are on track to meet budget
Conferences & Meetings	N/A
Copying & Printing	Month to month variances are expected, expenses are on track to meet budget
Equipment Rental/Maintenance	Month to month variances are expected, expenses are on track to meet budget
Rent/Mortgage & Maintenance	No variation, expenses are on track to meet budget
Utilities	Month to month variances are expected, expenses are on track to meet budget
Telecommunication	Month to month variances are expected, expenses are on track to meet budget
Office & Program Supplies	Month to month variances are expected, expenses are on track to meet budget
Postage & Delivery	Month to month variances are expected, expenses are on track to meet budget
Local Travel	Month to month variances are expected, expenses are on track to meet budget
Capital Expenditures	N/A
Other: Advertising & Marketing	No variation, expenses are on track to meet budget
Other: Discounts to Partners (In Kind)	N/
Other: Performer Fees	Month to month variances are expected, expenses are on track to meet budget
Other: Program Expenses	Month to month variances are expected, expenses are on track to meet budget
Other: Cost of Goods Sold	Month to month variances are expected, expenses are on track to meet budget
Other: In kind Expense	Year-to-date in-kind donations have exceeded budget due to effective
Admin/Indirect Expense	Month to month variances are expected, expenses are on track to meet budget

Quarterly Budget Report "B"

ORGANIZATION NAME: Old School Square Center for the Arts

FY 2018-2019 Budget

Quarter: 1

Income	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	87,115	87,115	312,440	(225,325)
Sponsorships	55,000	55,000	-	55,000
Major Gifts	45,000	45,000	46,000	(1,000)
CRA Actual or Requested	43,750	43,750	175,000	(131,250)
Other: Recovered Program Expenses	17,906	17,906	41,800	(23,894)
Other: Discounts to Partners (In Kind)	113,305	113,305	175,000	(61,695)
Total Income	362,076	362,076	750,240	(388,164)

Expense	FY 2018-19 Quarter-to-Date 12/31/2018	FY 2018-19 Year-to-Date 12/31/2018	FY 2018-19 Budget	Variance Favorable (Unfavorable)
Salaries & Related Taxes	68,235	68,235	254,510	186,275
Fringe Benefits	5,853	5,853	22,958	17,105
Professional Svcs/Consulting	3,108	3,108	12,275	9,167
Insurance	2,235	2,235	10,475	8,240
Licenses, Registration, Permits	9,056	9,056	12,375	3,319
Conferences & Meetings	-	-	-	-
Copying & Printing	-	-	250	250
Equipment Rental/Maintenance	11,025	11,025	12,875	1,850
Rent/Mortgage & Maintenance	6,052	6,052	24,802	18,750
Utilities	11,678	11,678	43,940	32,262
Telecommunication	3,001	3,001	11,250	8,249
Office & Program Supplies	2,381	2,381	7,750	5,369
Postage & Delivery	34	34	1,000	966
Local Travel	8	8	-	(8)
Capital Expenditures	-	-	-	-
Other: Advertising & Marketing	16,464	16,464	41,800	25,336
Other: Discounts to Partners (In Kind)	113,305	113,305	175,000	61,695
Other: Performer Fees	18,250	18,250	28,000	28,000
Other: Program Expenses	45,044	45,044	59,800	14,756
Other: Cost of Goods Sold	7,787	7,787	10,625	2,838
Sub-Total Expenses	323,515	323,515	729,685	406,170
15% Admin/Indirect Expense	12,733	12,733	20,555	7,822
Total Expense	336,248	336,248	750,240	413,992
NET INCOME	25,828	25,828	-	25,828

CRA Budget Narrative Report "B"

ORGANIZATION NAME: Old School Square Center for the Arts

FY 2018-2019 Budget

Quarter: 1

☐ Exceeding Projection

☒ On Target

☐ Below Projection

INCOME:

Explanation of Variances

Fees, Tickets, Registration, etc.	No significant variance, on track to meet expectations.
Sponsorship	Includes \$50,000 Title Sponsorship for Free Friday Concerts
CRA Actual or Requested	No Variance
Other: Recovered Program Expenses	These revenues offset un-budgeted program expenses for rentals and partnerships. Month to month variances are expected and additional revenue is offset by additional program expenses.
Other: Discounts to Partners (In Kind)	Partnerships are contracted in advance. Discounts expected to decrease as year progresses and new pricing goes into effect.

☐ Exceeding Projection

☒ On Target

☐ Below Projection

EXPENSES:

Explanation of Variances

Salaries & Related Taxes	No variance
Fringe Benefits	No variance
Professional Svcs/Consulting	No variance
Insurance	No variance
Licenses, Registration, Permits	No variance; all expenses will be incurred in Q1 & Q2. Expected to meet budget.
Conferences & Meetings	N/A
Copying & Printing	No significant variance
Equipment Rental/Maintenance	Additional expenses incurred as a result of damaged equipment. Expenses fall within overall (Combined) OSS Budget.
Rent/Mortgage & Maintenance	No variance
Utilities	No variance
Telecommunication	No variance
Office & Program Supplies	Month-to month variances are expected. Projected to meet budget.
Postage & Delivery	Month-to month variances are expected. Projected to meet budget.
Local Travel	N/A
Capital Expenditures	N/A
Other: Advertising & Marketing	Month-to month variances are expected. Projected to meet budget.
Other: Discounts to Partners (In Kind)	Partnerships are contracted in advance. Discounts expected to decrease as year progresses and new pricing goes into effect.
Other: Performer Fees	No variance; all expenses will be incurred in Q1 & Q2. Expected to meet budget.
Other: Program Expenses	No variance; all expenses will be incurred in Q1 & Q2. Expected to meet budget.
Other: Cost of Goods Sold	Month-to month variances are expected. Projected to meet budget.
15% Admin/Indirect Expense	Month to month variances are expected, expenses are on track to meet budget

Old School Square Center for the Arts, Inc.
Balance Sheet
As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	
101000 · Cash Accounts	349,020.04
111000 · Investments	56,764.09
Total Checking/Savings	405,784.13
Accounts Receivable	
121000 · Accounts Receivable	122,221.59
Total Accounts Receivable	122,221.59
Other Current Assets	
131100 · Pledge Receivable - Ch...	52,940.11
131300 · Pledges Receivable - M...	48,468.08
131500 · Sponsorships Receivable	1,000.00
131600 · Inventory	10,680.96
132000 · Undeposited Funds/ In T...	-12,534.61
Total Other Current Assets	100,554.54
Total Current Assets	628,560.26
Fixed Assets	
151000 · Fixed Assets	1,859,876.27
Total Fixed Assets	1,859,876.27
Other Assets	
101220 · 401k Trust - Acct 426702	39,530.21
134100 · Prepaid Expenses	44,528.81
134200 · Prepaid Program Cost	112,675.00
134400 · Bulk Mail Postage Account	691.60
160000 · Other Assets	
161000 · Accrued Interest	3,816.70
162000 · Art Collection	24,546.00
163000 · Deposits (OSS Paid)	2,700.00
165100 · Remainder Trust Rec - L...	24,203.00
165200 · Remainder Trust Rec - J...	201,998.00
160000 · Other Assets - Other	573.00
Total 160000 · Other Assets	257,836.70
Total Other Assets	455,262.32
TOTAL ASSETS	2,943,698.85
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	

Old School Square Center for the Arts, Inc.
Balance Sheet
As of December 31, 2018

	Dec 31, 18
200000 · Accounts Payable	40,101.97
Total Accounts Payable	40,101.97
Credit Cards	28,622.98
Other Current Liabilities	
220000 · Deferred Revenues	332,149.81
225000 · Rental Show Pre-Sales	121,804.02
230000 · Accrued Payroll Vacati...	140,435.88
241000 · Capital Leases	1,208.65
242000 · AFLAC Payable	-1,356.17
243100 · FSA Liability	-780.46
243200 · Dependent Care Liability	-144.83
243300 · 401k Liability	39,540.02
244000 · Payroll Taxes Payable	509.30
245000 · Sales Tax Payable	4,131.14
246000 · Gift Certificates	2,669.00
247000 · Registration Art Class	30,534.09
251000 · Security Deposits - Re...	48,483.80
253000 · Art Work Deposits	740.00
254000 · Artist Consignment Lia...	4,410.62
255000 · Accrued Expenses	22,937.00
260000 · Other Liabilities	577.96
Total Other Current Liabilities	747,849.83
Total Current Liabilities	816,574.78
Total Liabilities	816,574.78
Equity	
300000 · Unrestricted Fund Balance	1,751,942.01
310000 · Temp. Restricted Fund Bal...	493,178.90
Net Income	-117,996.84
Total Equity	2,127,124.07
TOTAL LIABILITIES & EQUITY	2,943,698.85