SPADY
CULTURAL HERITAGE MUSEUM

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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"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

Charlene Farrington

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	Juneteen Celebration attendees	100	0	0	60	0	60	60%		x
14	Juneteen 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"
Delray Beach CRA FY 2017-18
Goals and Outcomes Report

29	Spady Living Heritage Festival attendees live in Delray Beach.	50%	0%	75%	0%	0%	75%	150%	x	
	Spady Living Heritage Festival attendees are black	70%	0%	75%	0%	0%	75%	107%	x	
	Spady Living Heritage Festival attendees are white	28%	0%	23%	0%	0%	23%	82%	x	
	Spady Living Heritage Festival attendees are "other"	2%	0%	2%		0%	2%	100%	x	
30	Trolley Tour riders live outside of Delray Beach.	60%	45%	50%	20%	0%	115%	192%	x	
	Trolley Tour riders are black	25%	15%	5%	10%	0%	30%	120%	x	
	Trolley Tour riders are white	70%	83%	92%	90%	0%	265%	379%	x	
	Trolley Tour riders are "other"	5%	2%	3%	0%	0%	5%	100%	x	
31	Trolley Tour riders will spend additional money in Delray Beach on the day of their tour.	30%	15%	25%	15%	0%	55%	183%	x	
32	Trolley Tour riders will visit (during their tour) at least one other historical venue in Delray Beach on the day of their tour.	95%	100%	100%	100%	0%	300%	316%	x	
33	Trolley Tour riders will be first time visitor to the Spady Museum	50%	65%	45%	25%	0%	135%	270%	x	
34	Cultural Empowerment Camp youth will demonstrate a better understanding of the black history in Florida by scoring 60% or better on the post-test.	90%	0%	0%	0%	0%	0%	0%		
	3. Archives									
36	Course Curriculum will be created based on archive materials	1	0	0	1	0	1	100%		

NARRATIVE

	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	Door receipts decreased due decreased visitation.								
2	Traveling Exhibits	During 1st qtr we partnered with Artists for Black Lives Matter to exhibit a collage installation on loan in the Williams Cottage.								
4	Williams Cottage Exhibit and Ancillary	During 1st qtr we partnered with Artists for Black Lives Matter to exhibit a collage installation on loan in the Williams Cottage.								
5	Palm Beach County residents	~~We are on target with our in-county~~ visitors due to increased collaborations at the Museum with local partners such as Sankofa, Inc, "The Reel," Exhibit, etc								
6	Out-of-area visitors	The same can be said for out-of area visitors such as the exhibit opening of "The Reel" which brought in people from Broward and Miami-Dade Counties.								
7	Children visiting exhibits	We continue to book youth tours throughout the year.								
	2. Educational Programs									

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	Juneteen Celebration attendees		We were below in attendence due to last minute change in venue.
14	Juneteen 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

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

	3. Archives	
22	E-Newsletters	On target with one per quarter
23	Teacher Workshop	we held our Teach Workshop in June.
	OUTCOMES	
	1. Exhibits	
24	Museum visitors that live outside Palm Beach County	We still get visitors from outside of Palm Beach County; however, 3rd quarter is at end of season so the visitation has decreased.
25	Museum visitors spend money in Delray Beach	Our exhibit openings and other programs such as the Ride and Remember Bus Tour were scheduled so that attendees could spend time and money in Delray before and after the events.
	2. Educational Programs	
26	MLK Breakfast attendees are PBC residents	On target
27	MLK Breakfast attendees are black	On target
28	MLK Breakfast attendees are white	On target
29	MLK Breakfast attendees are "other"	On target
30	Juneteenth attendees live outside of Palm Beach County	The program was primarily marketed to the local community since it was held at Mt. Olive Church
31	Juneteenth attendees are black	Juneteenth (Emancipation Day) primarily attracts the black community
32	Juneteenth attendees are white	Juneteenth (Emancipation Day) does not get a large crowd from this community
33	Juneteenth attendees are "other"	Juneteenth (Emancipation Day) does not get a large crowd from this community
34	Spady Living Heritage Festival attendees live in Delray Beach.	On target
	Spady Living Heritage Festival attendees are black	On target
36	Spady Living Heritage Festival attendees are white	On target
37	Spady Living Heritage Festival attendees are "other"	On target
	Trolley Tour riders live outside of Delray Beach.	We had an increase in out of county/state visitors during season
	Trolley Tour riders are black	3rd qtr data is in line with anticipated outcome
	Trolley Tour riders are white	3rd qtr data is in line with anticipated outcome
	Trolley Tour riders are "other"	3rd qtr data is in line with anticipated outcome
	Trolley Tour riders will spend additional money in Delray Beach on the day of their tour.	3rd qtr data is in line with anticipated outcome
	Trolley Tour riders will visit (during their tour) at least one other historical venue in Delray Beach on the day of their tour.	3rd qtr data is in line with anticipated outcome
	Trolley Tour riders will be first time visitor to the Spady Museum	This percentage is in line with anticipated outcome
	Cultural Empowerment Camp youth will demonstrate a better understanding of the black history in Florida by scoring 60% or better on the post-test.	4th qtr activity
	3. Archives	
	Course Curriculum will be created based on archive materials	4th qtr activity

Yellow Highlights indicates the quarter in which the activity occurs

Charlene Farrington

Signature of Executive Director
I attest that data included in document is true and accurate

Exhibit "B"

FY 2017-2018

CRA Combined Quarterly Budget Report

ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.____________________ | FY 2017-2018 Budget | Quarter: __3_

INCOME	FY 2017-18 Quarter __4/1/18_to 6/30/18	FY 2017-2018 Year-to-Date _10/1/17____to 9/30/18	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage
Fees, Tickets, Registration, etc.	920	4,636	6,500	(1,864)	71%
Corporate Grants/Contributions	1,525	9,623	6,500	3,123	148%
Individual Donations	3,295	13,950	11,000	2,950	127%
Foundation Grants	65,000	94,250	45,000	49,250	209%
Government - Federal	-	10,000	10,000	-	100%
Government- Local/County	7,586	13,450	35,300	(21,850)	38%
Government- State	1,802	7,205	7,205	-	100%
In-Kind	-	1,593		1,593	
Membership	2,467	5,947	7,500	(1,553)	79%
CRA Actual or Requested	27,750	83,250	111,000	(27,750)	75%
Other: City of Delray Beach	-	-	-	-	#DIV/0!
Other: Education Programs	755	10,596	19,500	(8,904)	54%
Other: Florida African American Heritage Preservation Network (FAAHPN)	3,050	6,050	10,500	(4,450)	58%
Other: Great Give Day and FL Classic Raffle	5,755	7,010	5,500	1,510	127%
Total Income	**119,904**	**267,560**	**275,505**	**(7,945)**	**97%**

Expense	FY 2017-18 Quarter __4/1/18_to 6/30/18	FY 2017-2018 Year-to-Date _10/1/17____to 9/30/18	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage
Marketing/Advertising	10,046	25,827	17,500	8,327	148%
Conferences/Meetings /Trainings/Travel	651	2,534	2,500	34	101%
Dues & Subscriptions	200	2,630	2,600	30	101%
Insurance	755	4,714	3,800	914	124%

	A	C	E	G	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**

56	Fees, Tickets, Registration, etc.	We are on target with our projections due to cottage rental payments and museum visitation in 3rd qtr.

	A	C–I	J
57	Corporate Grants/Contributions	We have exceeded our projections for Corporate Contributions. Gifts in 3rd quarter are from Colony Hotel and Daughter of Zion Academy.	
58	Individual Donations	We have exceeded our projections for individual donations due to a $3,000 gift from a board member's relative.	
59	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.	
60	Government - Federal	No federal grants were received in 3rd qtr.	
61	Government- Local/County	Cultural Council of Palm Beach County (CCPBC) 2nd qtr reimbursement received. Final reimbursement will be reflected in 4th qtr report.	
62	Government- State	Full payment of FY17-18 Gen Op grant	
63	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, Kaliah Communications, etc)	
64	Membership	We are on target with membership dues.	
65	CRA Actual or Requested	75% of total award	
66	Other: City of Delray Beach	Funding is coming through the Delray Beach CRA--not the City of Delray Beach	
67	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)	
68	Other: Florida African American Heritage Preservation Network (FAAHPN)	FAAHPN is undwriting our paid intern as well as the researcher for our archives projects (Norris Collection, etc.) 2ndt qtr reimbursement received.	
69	Other: Great Give Day	Contributions through the Great Give has allowed us to exceeed our projections.	
70			
71			
72	____Lower than Projection	__x__On Target ____Exceeding Projection	

	A	C
73	**EXPENSES:**	**Explanation of Variances**
74	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.
75	Conferences/Meetings /Trainings/Travel	Staff participation in professional development activities scheduled for the year.
76	Dues & Subscriptions	We have renewed all of our dues and subscriptions for the year. We are on target.
77	Insurance	$755 reflects 2 payments to our Fine Arts Insurance. We have exceed our projections and will adjust our FY18-19 accordingly.
78	Bank Fees	below projection
79	Interest	we are under budget
80	Licenses, Registration, Permits	expenditures will occur during 4th quarter
81	Office Supplies	We have exceeded our projections due to increased activities at the museum
82	Paypal Charges/EventBrite	Increased Paypal fees due to increased usage
83	Postage & Delivery	We are below our projections due to increase in digital communications and decrease in direct mailings.
84	Professional Svcs/Consulting	
85	Accounting	We are on target
86	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.
87	Programs Expense	Program expenses reflect the Youth Program funded in part by the Community Foundation, Kayne Anderson and Children Services Council.
88	Exhibit Rental, Fabrications, Installation	We are on target
89	Artists/Performers/Speakers	We are on target
90	Printing	We are below our projections due to our in-house printing capacity.

	A	B	C	D	E	F	G	H	I	J
91	Repairs/Maintenance		we have exceeded our projections due to increase in maintenance and repair costs.							
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							

Quarterly Budget Report "Program A"

ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.____________________

FY 2017-2018 Budget

Quarter: ____3__

	A	C	E	G	I	J
5	**INCOME**	FY 2017-18 Quarter __4/1/18_to 6/30/18	FY 2017-2018 Year-to-Date _10/1/17____to 9/30/18	FY Budget 2017-18	Variance Favorable (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%
14	Other: City of Delray Beach	-	-	-	-	#DIV/0!
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						
18	**Expense**	FY 2017-18 Quarter __4/1/18_to 6/30/18	FY 2017-2018 Year-to-Date _10/1/17____to 9/30/18	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage
19	Advertising	10,046	25,827	8,000	17,827	323%
20	Insurance	755	4,714	3,800	914	124%
21	Office Supplies	1,338	3,378	3,000	378	113%
22	Postage & Delivery	451	947	1,500	(553)	63%
23	Programs Expense	4,962	40,579	13,323	27,256	305%
24	Exhibit Rental, Fabrications, Installation	3,595	23,701	15,000	8,701	158%
25	Artists/Performers/Speakers	700	12,218	10,000	2,218	122%
26	Printing	225	225	732	(507)	31%
27	Repairs/Maintenance	2,912	5,720	4,700	1,020	122%
28	Salaries/Taxes/Benefits	32,294	90,075	95,000	(4,925)	95%
29	Storage	1,965	5,096	5,000	96	102%
30	Telecommunication	1,575	4,642	6,000	(1,358)	77%

DATE DUE: July 31, 2018

	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										

CRA Budget Narrative Report "A"

ORGANIZATION NAME:_Expanding and Preserving Our Cultural Heritage, Inc.____________________ FY 2017-2018 Budget Quarter: ____3

__x__Exceeding Projection ____On Target _____Below Projection

INCOME: Explanation of Variances:

Fees, Tickets, Registration, etc.	We have exceeded our goal
Corporate Grants/Contributions	We have exceeded our goal
Foundation Grants	We have exceeded our goal
Government- Local/County	Cultural Council of Palm Beach County (CCPBC) 2nd qtr reimbursement received. Final reimbursement will be reflected in 4th qtr report.
Membership	We have exceeded our goal
CRA Actual or Requested	We are on target
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)

____Lower than Projection _x___On Target _____Exceeding Projection

EXPENSES: Explanation of Variances

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.

	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

	Jun 30, 18
ASSETS	
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	71,069.06
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	2,005.65
Total Current Assets	73,074.71
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
1570 · Leasehold Improvements-Spady	72,000.00
1600 · Accum. Depreciation	-170,049.60
Total Fixed Assets	191,001.81
Other Assets	
1520 · Museum Artifacts	126,311.15
1800 · Deposits	758.00
Total Other Assets	127,069.15
TOTAL ASSETS	**391,145.67**
LIABILITIES & EQUITY	
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	9,543.58
Total Current Liabilities	9,543.58
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	17,071.63
Total Liabilities	26,615.21
Equity	
Temporarily Restr Net Assets	41,913.60
3010 · Beg. Fund Balance	296,263.19
Net Income	26,353.67
Total Equity	364,530.46
TOTAL LIABILITIES & EQUITY	**391,145.67**