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President – Howard Ellingsworth
Vice President – Michelle Donahue
Vice President – Laura Simon
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Winnie Diggans Edwards

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A non-profit 501(c)3 organization
3 NE 1st Street, Delray Beach, FL 33444
561.274.9578 • www.delraybeachhistory.org

"A knowledge of our history is an absolute necessity if we are to be sensitive and constructive artisans of our future."

July 31st, 2018

Dear CRA Partners,

Thank you once again for your support and believing in our mission, as aligned with the CRA's, and for the opportunity to work with your team. Pleased find attached our Third Quarter Report and Balance Sheet.

The Quarter started out with our participation in the Delray Affair, which included our exhibit of the Gladiolas Festival and Delray Affair history, our historic image sales and sale of Gladiolas Bulbs.

We continued to welcome individuals, schools and groups to tour our three history exhibits on display four days per week, including Saturdays. The exhibits are "La Florida," "Delray Beach: The Last Frontier," and "Sunny Greetings from Delray Beach." All three have been popular and will stay up for another year. We are creating classes and curriculum around several of the key areas of focus in the exhibits.

Our 5th Annual Harvest Celebration, honoring Delray's farming past, took place in May to a sold-out crowd. With ticket sales and sponsorships, we raised nearly \$34,000. It continues to be a wonderful event in Delray Beach and we continue to believe in the importance of supporting and raising awareness for the local farming community and local conservation groups during this event.

We also welcomed our membership to our 54th Annual Meeting. We introduced 3 new board members, reviewed our financials and shared highlights from the past year. Our Keynote Speaker was Eliot Kleinberg, who wowed the crowd with historical perspectives on why we should all love South Florida.

We are on target to meet our goals with challenges in two areas: Exhibit Entrance Fees and Image Orders. We plan to advertise our image ordering process and provide better entrance boxes at our front doors.

This summer has been busy with two workshops, two sessions of summer camp and a book discussion and lecture by Charles Hofman. We are looking forward to preparing for the Fall season and welcoming back all of northern friends.

Until next quarter,

Winnie Edwards

Exhibit "A"
Delray Beach Historical Society
FY 2017/18 Goals and Outcomes Report

DBHS - ACTIVITY # A : Cultural Heritage and Museum Program	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									
Events and Celebrations									
<i>(Halloween Fall Fest Exhibit & Event, Christmas at Cason Cottage, Annual Harvest Dinner, Exhibit Kick-Off Event, Neighborhood Series, Lecture 1 and Lecture 2)</i>									
1 Attendees	1,400	675	322	228		1,225	88%		
2 Ticket Sales	\$20,000	\$185	\$2,630	\$22,600		25,415	127%		
3 Sponsor Dollars	\$49,000	7,500	7,090	18,830		33,420	68%		
4 New Members	12	5	6	6		17	142%		
Exhibits and Museum Tours									
5 Attendees	1,400	505	472	810		1,787	128%		
6 Entrance Fees	\$5,000	2	\$1,706	\$335		2,041	41%		
7 New Members	8	2	5	3		10	125%		
Archive Preservation & Learning Center Services									
8 Research Projects & Image Orders	350	39	47	27		113	32%		
9 Image Orders Dollars	\$5,575	\$127	\$1,215	\$970		2,312	41%		
10 New Members	3	1	2	1		4	133%		
OUTCOMES									
Events and Celebrations									
<i>(Halloween Fall Fest Exhibit & Event, Christmas at Cason Cottage, Annual Harvest Dinner, Exhibit Kick-Off Event, Neighborhood Series, Lecture 1 and Lecture 2)</i>									
11 Attendance Increase Year Over Year (up from \$1,260)	10%						0%		
12 Ticket Sales Increase Year Over Year (up from \$6,400)	68%						0%		
13 Sponsor Dollars Increase Year Over Year (up from \$22,540)	54%						0%		
Exhibits and Museum Tours									
14 Entrance Fees Increase Year Over Year (up from \$2,800)	150%						0%		
Archive Preservation & Learning Center Services									
15 Fulfillment Requests Remain Constant	0.00%						0%		
16 Image Order Revenue Increase Year Over Year (from \$4,100)	56%						0%		
NARRATIVE									
DBHS - ACTIVITY # A : Cultural Heritage and Museum Program	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									
Events and Celebrations									
<i>(Halloween Fall Fest Exhibit & Event, Christmas at Cason Cottage, Annual Harvest Dinner, Exhibit Kick-Off Event, Neighborhood Series, Lecture 1 and Lecture 2)</i>									
1 Attendees	1,400								
2 Ticket Sales	\$20,000								
3 Sponsor Dollars	\$49,000								
4 New Members	12								
Exhibits and Museum Tours									
5 Attendees	1,400								

This category will monitor our aggregate goals for the year for fundraising events and community events. We are very close to meeting our goal for the year and expect to hit it by the end of Quarter

This category will monitor our aggregate goals for the year for main Exhibit and pop up Exhibit entrance fees. We have exceeded our goals except entrance fees, which we are working on.

Exhibit "A"
 Delray Beach Historical Society
 FY 2017/18 Goals and Outcomes Report

6	Entrance Fees	\$5,000							
7	New Members	8							
<p>Archive Preservation & Learning Center Services</p>									
8	Research Projects & Image Orders	350							
9	Image Orders Dollars	\$5,575							
10	New Members	3							
<p>OUTCOMES</p>									
<p>Events and Celebrations (Halloween Fall Fest Exhibit & Event, Christmas at Cason Cottage, Annual Harvest Dinner, Exhibit Kick-Off Event, Neighborhood Series, Lecture 1 and Lecture 2)</p>									
11	Attendance Increase Year Over Year	10%							
12	Ticket Sales Increase Year Over Year	68%							
13	Sponsor Dollars Increase Year Over Year	54%							
<p>Exhibits and Museum Tours</p>									
14	Entrance Fees Increase Year Over Year	89%							
<p>Archive Preservation & Learning Center Services</p>									
15	Fulfillment Requests (remain constant)								
16	Image Order Revenue Increase Year Over Year	53%							
<p><i>Wendell R. Edwards</i></p>									
<p>Signature of Executive Director</p>									
<p>I attest that data included in document is true and accurate</p>									

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 are behind in image orders, so we are making changes to ensure we collect entrance fees consistently.

We raised nearly \$34,000 during our Harvest celebration and have exceeded expectations for new members. We are on target to meet our goals.

We are working on plans to increase traffic and collect entrance fees more consistently.

	A	B	C	D	E	F	G	H	I	J
1	Exhibit "B"									
2	FY 2017 - 2018									
3	CRA Combined Quarterly Budget Report									
4	ORGANIZATION NAME: Delray Beach Historical Society, Inc. FY 2017 - 2018 Budget Quarter: 3									
5										
6	INCOME									
7	Programs	FY 2017-18 Quarter Apr - Jun	FY 2017-18 Oct - Jun	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage				
8	Donations	560	1,104	2,425	(1,321)	0%				
9	CRA Grant	40,663	61,728	15,000	46,728	412%				
10	Grants-Other	31,250	93,750	125,000	(31,250)	75%				
11	Interest Income	-	-	8,000	(8,000)	0%				
12	Membership	9	22	75	(53)	0%				
13	Other: Gift Shop	9,900	31,260	55,000	(23,740)	57%				
14	Other: Special Exhibit Income	1,314	2,775	5,500	(2,725)	50%				
15	Other: Event Contributions	335	1,497	5,000	(3,503)	0%				
16	Total Income	115,153	242,905	285,000	(42,095)	74%				
17										
18	Expense									
19	Salaries & Related Taxes	FY 2017-18 Apr - Jun	FY 2017-18 Oct - Jun	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage				
20	Fringe Benefits	32,101	101,129	136,200	(35,071)	74%				
21	Professional Svcs/Consulting	1,161	3,483	9,600	(6,117)	36%				
22	Insurance	8,325	10,035	15,000	(4,965)	67%				
23	Licenses, Registration, Permits	2,558	3,945	6,500	(2,555)	61%				
24	Conferences & Meetings	62	348	400	(52)	87%				
25	Marketing, Copying & Printing	1,430	2,505	1,200	1,305	0%				
26	Repairs & Maintenance	1,798	4,134	6,000	(1,866)	69%				
27	Utilities	2,078	7,148	21,000	(13,852)	34%				
28	Office & Program Supplies	2,636	8,569	12,000	(3,431)	71%				
29	Postage & Delivery	1,928	4,985	4,000	985	125%				
30	Exhibits	316	1,045	1,300	(255)	80%				
31	Capital Expenditures	54	7,347	2,500	4,847	294%				
32	Security & Storage	85	344	24,600	(24,256)	1%				
		610	3,822	2,500	1,322	153%				

	A	B	C	D	E	F	G	H	I	J
33	Other: Bank fees		809		1,341		1,800		(459)	75%
34	Other: Event Expenses		11,417		15,859		24,000		(8,141)	66%
35	Other: Website Computers & Software		767		3,730		1,000		2,730	373%
36	Other: Programs		212		2,170		6,850		(4,680)	32%
37	Other: Membership & Meetings				-		2,800		(2,800)	0%
38	Other: Dues & Subscriptions		450		849		750		99	113%
39	Sub-Total Expenses		68,797		182,788		280,000		(97,212)	
40	Total Expense		68,797		182,788		280,000		(97,212)	
41										
42	NET INCOME		46,356		60,117		5,000		55,117	
43										
44										
45	CRA Budget Narrative Form									
46	ORGANIZATION NAME: Delray Beach Historical Society, Inc. FY 2017-18 Budget Quarter: 3									
47	X Exceeding Projection X On Target Below Projection									
48	INCOME: Explanation of Variances									
49	Programs									
50	Donations									
51	CRA Grant									
52	Grants-Other									
53	Interest Income									
54	Membership									
55	Other: Gift Shop									
56	Other: Special Exhibit Income									
57	Other: Event Contributions									
58										
59										
60	Lower than Projection									
61	EXPENSES: Explanation of Variances									
62	Salaries & Related Taxes									
63	Fringe Benefits									
64	Professional Svcs/Consulting									
65	Insurance									
66	Licenses, Registration, Permits									

	A	B	C	D	E	F	G	H	I	J
67	Conferences & Meetings									
68	Marketing, Copying & Printing									
69	Repairs & Maintenance									
70	Rent/Mortgage & Maintenance									
71	Utilities									
72	Telecommunication									
73	Office & Program Supplies									
74	Postage & Delivery									
75	Exhibits									
76	Capital Expenditures									
77	Security & Storage									
78	Other: Bank fees									

	A	B	C	D	E	F	G	H	I	J
Quarterly Budget Report "Program A"										
2	ORGANIZATION NAME: Delray Beach Historical Society									
3	FY 2017-18 Budget									
4	Quarter: 3									
5	INCOME		FY 2017-18 Date	Quarter: Apr - Jun	FY 2017-18 Year-to- Date Oct - Jun	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage of Budget		
6	Programs				-	-	-			
7	Donations				-	-	-			
8	CRA Grant		31,250		93,750	125,000	(31,250)	75%		
9	Grants-Other				-	-	-			
10	Interest Income				-	-	-			
11	Membership				-	-	-			
12	Other: Gift Shop		1,314		2,775	5,500	(2,725)	50%		
13	Other: Special Exhibit Income		335		1,497	5,000	(3,503)	30%		
14	Other: Event Contributions		31,122		38,269	69,000	(30,731)	55%		
15	Total Income		64,021		136,291	204,500	(68,209)			
16										
17	Expense		FY 2017-18 Date	Quarter Apr - Jun	FY 2017-18 Year-to- Date Oct - Jun	FY Budget 2017-18	Variance Favorable (Unfavorable)	Percentage of Budget		
18	Salaries & Related Taxes		12,840		27,224	54,480	(27,256)	50%		
19	Fringe Benefits		464		928	3,840	(2,912)	24%		
20	Professional Svcs/Consulting		3,330		3,770	6,000	(2,230)	63%		
21	Insurance		1,023		1,023	2,600	(1,577)	39%		
22	Licenses, Registration, Permits		25		105	160	(55)	66%		
23	Conferences & Meetings		572		923	480	443	192%		
24	Marketing, Copying & Printing		719		930	2,400	(1,470)	39%		
25	Repairs & Maintenance		831		1,941	8,400	(6,459)	23%		
26	Utilities		1,054		1,952	4,800	(2,848)	41%		
27	Office & Program Supplies		771		1,542	1,600	(58)	96%		
28	Postage & Delivery		126		333	520	(187)	64%		
29	Exhibits		22		1,326	1,000	326	133%		
30	Capital Expenditures		34		34	9,840	(9,806)	0%		
31	Security & Storage		244		626	1,000	(374)	63%		
32	Other: Bank fees		324		398	720	(322)	55%		
33	Other: Event Expenses		11,417		15,859	24,000	(8,141)	66%		
DATE DUE:										

	A	B	C	D	E	F	G	H	I	J
34	Other: Website Computers & Software		307		665		400		265	166%
35	Other: Programs		85		85		2,740		(2,655)	3%
36	Other: Membership & Meetings		-		-		1,120		(1,120)	0%
37	Other: Dues & Subscriptions		180		340		300		40	113%
38	Sub-Total Expenses		34,369		60,005		126,400		(66,395)	
39	Total Expense		34,369		60,005		126,400		(66,395)	
40										
41	NET INCOME		29,652		76,286		78,100		(1,814)	
42										
43										
44	CRA Budget Narrative Report "A"									
45	ORGANIZATION NAME: Delray Beach Historical Society									Quarter: <u>3</u>
46	<u> </u> <input type="checkbox"/> Exceeding Projection		<u> </u> <input type="checkbox"/> On Target							<u> </u> <input type="checkbox"/> Below Projection
47	INCOME:	Explanation of Variances								
48	Programs									
49	Donations									
50	CRA Grant									
51	City Grant									
52	Grants-Other									
53	Interest Income									
54	Membership									
55	Other: Gift Shop									
56	Other: Special Exhibit Income									
57	Other: Event Contributions									
58										
59										
60	<u> </u> <input type="checkbox"/> Lower than Projection		<u> </u> <input type="checkbox"/> On Target						<u> </u> <input type="checkbox"/> Exceeding Projection	
61	EXPENSES:	Explanation of Variances								
62	Salaries & Related Taxes									
63	Fringe Benefits									
64	Professional Svcs/Consulting									
65	Insurance									
66	Licenses, Registration, Permits									
67	Conferences & Meetings									

	A	B	C	D	E	F	G	H	I	J
68	Marketing, Copying & Printing									
69	Repairs & Maintenance									
70	Utilities									
71	Office & Program Supplies									
72	Postage & Delivery									
73	Exhibits									
74	Capital Expenditures									
75	Security & Storage									
76	Other: Bank fees									
77	Other: Event Expenses									
78	Other: Website Computers & Software									
79	Other: Programs									

DATE DUE:

10:07 AM
07/31/18
Accrual Basis

Delray Beach Historical Society, Inc.
Balance Sheet
As of June 30, 2018

	Jun 30, 18
ASSETS	
Current Assets	
Checking/Savings	
1000 · Northern Trust Anchor Acct	222,599.29
1001 · PAYPAL	2,362.14
1040 · Petty Cash	200.00
Total Checking/Savings	225,161.43
Other Current Assets	
1215 · Linton Book	3,728.12
1499 · Undeposited Funds	6,197.84
Total Other Current Assets	9,925.96
Total Current Assets	235,087.39
Fixed Assets	
1500 · Depot	
1501 · F.E.C. Depot	117,739.51
1510 · Accumulated Depreciation	-44,861.00
Total 1500 · Depot	72,878.51
1530 · Office Furniture & Equipment	
1536 · Cason Cottage	5,419.69
1537 · Depot	649.99
1538 · Office Furnishings	2,231.97
1539 · Accumulated Depreciation	-9,591.43
1530 · Office Furniture & Equipment - Other	1,289.78
Total 1530 · Office Furniture & Equipment	0.00
Total Fixed Assets	72,878.51
Other Assets	
1216 · Book Inventory	2,144.49
Total Other Assets	2,144.49
TOTAL ASSETS	310,110.39
LIABILITIES & EQUITY	
Equity	
3000 · Opening Bal Equity	288,348.05
3900 · Retained Earnings	-37,604.01
Net Income	59,366.35
Total Equity	310,110.39
TOTAL LIABILITIES & EQUITY	310,110.39