

To:

Jeff Costello, Executive Director

Joan Goodrich, Economic Development Director

CRA Board of Commissioners

From: Marjorle Waldo, President & CEO

Re: Third Quarter 2017-2018 A-Guide Narrative

Date: July 16, 2018

The third quarter of FY 17-18 has been a rewarding one as we have begun to see the fruits of our labor to expand our reach in the community. Our community relationship with the Education Board, Spirit of Giving, and the Pineapple Grove Arts District continue. In addition, we have partnered with TADA (The Alliance of Delray Arts) and with the Sustainability Officer of the City of Delray Beach Public Works Department to collaborate on a Climate & Art Festival. We continue our partnership with the Spady Cultural Heritage Museum as we planned a Gospel Sunday event for July 15th, and we hosted the Greater Delray Beach Chamber of Commerce's Business Expo on May 15th. We also participated in the City's Economic Element Partner meetings.

As we work towards our big January 2019 Gala, we have started to create a Development Plan that will help us attain increased stability. This includes capitalizing on social media and crowdfunding through Mobile Cause. Putt Fore the Arts on April 29th raised nearly \$5000 and brought new people to our doors. We continue to work on the liquor license and we are currently awaiting the final architectural drawings we need to start the build out and application process for our performance based liquor license which also bring in additional revenues. We also gained two new angels for our Band of Angels campaign (\$10,000 each). We continue to apply for our recurring grants (the 18-19 A-Guide, the State of Florida Department of Cultural Affairs) as well as new ones, like the State Farm Neighborhood Assistance Grant.

We had a great third quarter of 2017-2018 with 8 sold out shows and another 6 shows nearly sold out — after prime season! Our summer programming is designed to bring a smaller production expense to the venue and appeal to locals and/or last-minute ticket purchasers. This allows us to manage the "off" season's traditional reduction of sales effectively. We also created a summer program "Garage Queen" designed to bring excitement and celebrate diversity & inclusion. This elimination style drag queen competition (a recurring monthly program June through August with the winner taking the stage in October) completely sold out in June and July and has already sold out for August. We partnered with COMPASS and offer free HIV testing and information to all who want it.

Our Arts Education programming has finally had a success! Our summer camp, Set the Stage, created significant community support. Between the Great Give, a grant from the Harvey & Virginia Kimmel Foundation & a matching grant opportunity, we raised over \$33,000 to fund student scholarships. This allowed us to say YESI to every child who wanted to participate in our theatre camp. We gave 28

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scholarships for the summer (20 of those during Quarter 3). As a result, many of our city's kids who otherwise could not have afforded the \$1000 fee will write, direct, & act in their own production. The first camp's end of session production on July 7th had over 100 attendees, mostly family & friends of our campers who were new to Arts Garage and our programming.

Our Grassroots Gallery has put nearly \$14,000 in the pockets of our emerging artists who are showcased two at a time for a month-long show with an opening reception aligned with the first Friday Art Walk. We had 2180 visitors to our gallery in the third quarter, holding steady our visitor numbers even off season. We also launched a new exhibit, "Artist's Ladder", where we showcase additional, more advanced local artists on the west wall of our main theatre, also broadening the possible revenues and increasing the exposure for our local artists.

We've worked hard to brand ourselves in the media & our community, including the following highlights:

- Discover the Palm Beaches presentation on April 12th
- Discover the Palm Beaches Attraction Tradeshow on April 17th
- Presentation to the Delray Kiwanis Club on April 18th
- Interview (April 30th) & Article in the Delray Newspaper (June edition) about Garage Queens
- Interview & article in Boca/Delray Magazine (on-line) May 10th
- Interview on Life in the Palm Beaches with Rick & Christy on June 23rd
- Interview with FLOW June 27th

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We are very grateful, as always, for the support of our CRA and our City. We are proud of our accomplishments and excited about the future.

Sincerely,

Marjorie Waldo, M.Ed.

President & CEO







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770 10/1/01 9/23/18		203	12,733	497,934	\$53	45	2.147	19,093	1,700	364		sor I					42	32				ary 27/7/02	81/21/6			22	3,577	33,591		26	1310	1,142					
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Qrr 3 Ending 6/30/18		32	3,912	134,581	166	91	873	3432	200	58		25	62%	79%	700		16	66%	42%	33%	365	Qr3	Ending 6/30/13			77	77SE	33291		4	710	O			21%	768	100%
Otr 2 Ending 3/31/18		35	4,259	209,268	165	16	883	12482	0	122	***	ž.	51%	34%	25%		16	51%	649%	37%	7,527	04.2	Ending 3/31/18			6	0	ō		10	0	9			5	O	5
Qtr 1 Ending 12/31/17		32	4,562	154,085	207	25	336	3179	1500	156	22	, c	62%	9,00	42%		25	45%	46%	42%	789%		Ot 1			0	٥	Ö		27	600	1,142			33	*	\$50
Annual Goul FY 17-18	994	144	15,840	650,000	009	**	1,000	10,000	3,000	2005		***	50%	%C/	20%		24	40%	25%	32%	80%					100	30,000	15,000		200	000,25	25,000			33%	10%	%08
'seative City Coliaborative of DEs A : Music/Theater vespional music and theatre performances that engage the whale of unity.	QUIPUTS	12 Mainstage musical performances per month for a total of 144 shows annually.	1 m 15,840 Total attendees	97	600 Performers taking the stage annually	Two alternative and/or Black Box venue performances per month offering at Beat 24 toat performance annually	1,000 Total attendees	\$10,000 Total revenue from ticket sales		8 7 SOO Ethnically diverse performers	12 Mainstage musical performances per month for a total of 144 shows	annually.	SO's of attendees support local economy	15 1 50% of attendees from out of area	50% of attendees are repeat customers (attending more than one show pervean	Two alternative and for Black Boy verms national and mouth officeing at	least 24 tost performance annually	40% Of attendees support local economy	25% Performers from out of area	ad July Arterioles troth out of area	(480% Of attendees are first time Arts Garage patrons	Revisect Creative City Collaborative of US: 6: Education: Provide relevant and quality visual & performing arts education apportunities that are accessible &	desireable for all members of our community.	OUTPUTS	Summer Children's Programming offered to school aged children Include & week sessions for Striker's Drumline and Art Boot Camp and one-3 week Musical Theater Workshop	100 Total summer enrollment	27 S30,000 Total revenue from camp fees	28 515,000 toal raised for camp scholarships	Regular Children's Education Programming offered to school aged children in 8- week sessions for Strikers Drumline, Achie, Chorus, Spoken Word and Dance.	100	104	32 \$25,000 Total raised for class scholarships	OUTCOMES Summer Californic Brown and Auto Act of Auto Auto Auto Auto Auto Auto Auto Auto	where the second of the second	33% of students are from low trooms tamilies & will receive some scholarships	10% of summer students will enrol in regular children's educational programs Throughout the year	80% of students will expose a family member to the arts and programming at the Arts Garage though and of pession performance

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Regular Children's Etheration Programming offered to school aged children in 8- week sessions for Stukers Drumline, Acting, Chorus, Spoken Word and Dance.							
	75%	%69	100%	ť			3
41 20% will re-enrol in future educational sessions 20%	0	63%	100%	0			*
42 W 70% of students will expose a family member to the arts and programming at the 70% Arts Gazge though and of sussion performance.	O	\$4%	100%	O			
NARRATIVE							
Revised: Ceative City Collaborative of DB: A: Music/Theater Provide exceptional music and theatre performances that engage the whole of DB.commusky.	Qtr.1 Ending 12/31/17	Qtr 2 Ending 3/31/28	Qtr 3 Encling 6/30/12	Qtr 4 Ending 9/30/18	772 10/2/27 - 9/25/18	% Amnual 0 God tm:	On Below target expected
OUTPLITS					8 92	3 76	
12 mainstage musical performance per month for a total of 144 shows annually 144	37	25.	32	Q	103	72.8	
1. 15,840 Total attendees							•
2 \$550,000 Tutal revenue from ticket sales							4
3 600 Performers taking the stage annually							4
Two Atternative and/or Black Box verue performances per month offering at least 24 total performances annually.	35	3.6	16	O	42	196%	*
5. Lindo Total Attendees		Thanks to our ormunity partnerships (DDA & Spady), we far surpassed our goal here.	We have Implemented an art reception aligned with the First Friday Art Visil & Grassroot Gallery's eathbit schedule. This monthly. showcase brings an showcase brings an average of 700 additional attendeded				
6 (\$10,000 Total revenue from ticket spics		Thanks to our community partnerships (DOA & Spady), we far surpassed our goal here.					

	53,000 Total sponsarship revenue		Although we did not receive any sponsorchips this quarte, we are on target to reach our annual goal.	We confinue to strugge to reach our goal in this area. As a result, we have created new partnerships smooth bounce Entertainment & the New Yegan, for example to increase our visibitive & access to possible sponsors for our alternative events.		. ;		*
oo	500 Ethincally diverse performers:	This metric should have been inhuded in the maintaid performance. In both maintaide & abernative & betwinners, 156 of our performance, 156 of our performance, 1495%.	This metric should have been ircluded in the maintage performance. In both maintage & alternative & black box performances, 1.22 of our performances are ethnically diverse.	Again, this metric should have been included in the mailtage performance section. This quarter, in both maintenge & blackbox performances, 86 of our performents are ethnically diverse.				
	OUTCOMES							
	12 mainstage musical performance per month for a total of 144 shows annually							
ដ	50% of the attendees support local economy						•	
2	14 75% of Wakrotzge Performers are from out of the area							
Y)	5D% Attendees out of the area							
tt T	50% of attendees are repeat customers (attending more than one show per year)		Our ticketing system does not lead itself easily to identifying this merchifying this merche. I will look for a more accurate evaluative tool for next quarter.	With additional manula leasaich, we were able to more accurately identify repet vs. First time attendees.			•	
	Two Atternative and/or Black Box venue performances per month offering or least 28 total performances annuality							

				Qbr 1 Qbr 2 Qbr 3 Qbr 4 Sab Tatal %Annual Goal Below capected approached	Summer Intia goal was ser higher than practice more begin until the goal was ser indicated and the following the following the following the consonable. We had charter; Quartary, Quartary, Quartary, Quartary, Quartary, Ale have begun We have begun Tequests & Tequests & Tequests & Tequests & Tequests & Tequests & Temperature goal Temperature Temp
17 40% of attendees support local economy	13 25% Performers from out of area	30% Attendees from out of the area	30% of attendees are first time Arts Garage patrons	desire	25 IDD Total summers enrollment

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	100	Summer programming	Our paid student	3	-	
	_	will not begin until	enrollment during		.,	
	not begin until	June 2018 (4th	Camp 1 was only			
	June ZUES (4th	Quarter).	12% of the			
		,	were well under the			
			targeted camp fee			
27 (330,000 Total revenue from camp fees			revenue. We made			*
			to even Mom* so			
			we focused on			
			fundralsing to			
			balance the revenue		•	
			Shortage.			
	Summer	Summer programming				
	programming will	will not begin until	We were stunned by me the graceful		·	
	not begin until	June 2018 (4th	generosity of our			
	Ouarber).	-tanner	community as we			
			raised over \$5000			
			Give Att 000		,	
ZS 225,000 Total Raised for camp atholarships			Vinciple & Harvey		•	
			Kimmel Foundation			
			Matching Grant of			
			\$15,000, and			
			another \$13,500 to			
			strpass the			
			matching goal,			
Regular Children's Education Programming offered to school aged children in 8- week sessions for Swiker's Drumline, Acting, Chorus, Spoken Word and Dance						
			We continue to			
			struggle with			
		we continue to	enrollment in our			
	We have not met	earnilment in our arts	after school arts			
	our goal of	education	education (A)			
	enrolling	programming. We	The property of the second			
	students for our	have Identified	transportation as an			
	arter school arts	Tansportsion as an	obstacle, We			
		Ten of nine and led	continue our			
	dueinparttoa	students from 01, We	marketing efforts			
Off Towns I was a facility of the second sec	staffshortage	have worked on joint	with our partners,		,	
3	ізме Мепом	marketing efforts with	but we expect this			•
	have a dedicated	the DB Public Library	trend to continue			
	Education	and the Alliance for	during the next		LI ALL	
	Coordinator &	Delray Arts as well as	school year, we are		-	
	parttine	províding Byers to	TO CONTROL OF THE		-	
	marketing	Children's Museums In			ú, m, marfé	
	assistance to	both Boca and	evaluating our		المارية	
	grow the	Boynton, We expect	curent staff &	100		
			planning an open			
		camp begins in lune.	house in the fall to			
			better reach our			
			targeted audience.			

31. S.25,000 Total Revenue from class fres	We have not met our goal of enrolling students for our after school arts education programming due in part to a staff shortage keue. We now here a dedicated Reue as dedicated Reue Reue Reue Reue Reue Reue Reue Re	We have not met our goal of enrolling students for our after school arts education programming. Our dedicated Education Coordinator & marketing team have worked dilegently to increase our expocure in the community.	We did not meet our goal of class registrations/recent at We are recalarating our staffing, our marketing & our rounse offerings. We anticiprate that the students who engaged in our stumene on my will be returning for course during the school year.		W	E
	We have not met our goal of embling students for our attraction are addents for our after school are addents for our after school are obegranning due in part to a staff sharinge issue. We now have a dedicated Education Coordinator & part time marketing assistance to grow the empliment.	We have used funds raised prior to this quarter specifically for current scholarships and have submitted a proposal for a gent to a local foundation to a local foundation to support our support our savellast transferred our Great Give funding for scholarships. I will be able to report the successor of these efforts in the third quarter.	All fundasting & grant delasts in excess of the \$19,500 used for experience of the \$7550 used in Comp 1 and the \$7550 used in Comp 2 (4th Quarter) will be used for after school scholarships for the fall.		;	*
OUTCOMES Summer Children's Programming othered to school agest children include S- week scalent Thanker Monderha			B 72.3			
57 (53% of students are form low income families & will receive some scholarship	Sunmer Sunmer programming will not begin until lune 2018 (eth Querter).	Summer programming will not begin until June 2018 (4th Quarter).	We offered 19 Full Scholentrips & one Helf Schokership duking Surmer Gamp, Session 1.		•	
1196 of summer students will enrol in regular children's educational programs thoughout the year	Summer programming will not begin until June 2008 (4th Quarter).	Surmer programming will not begin urtil June 2018 (4th Quartar).	96% of the curent students/parents have expressed an interest in additional after school programming.		**	

80% of students will expose a family member to the arts and programming at the Arts Gangge through end of session performance	Summer Summore programming will not begin until June 2015 (4th Quarter).	100% of our Summer Camp Session 1 students brought family members to the Arts Garage for an end of Camp experience. These families have been hivined to additional events & participated in reheavarils, performance prep,	
Regular Children's Education Programming offered to school aged children in 8- week sessions for Striker's Drumline, Acting. Chorus, Spoken Word and Dance			
40 STOS of students are from low income families & will receive some scholarship.	We have successfully cardens in Article in our youth source (Viridate programming to date, Chous), & all 7 students from cardens from cardens from cardens from cardens from cardens from carden fiddle.	100% of the four thicken enrolled in our Art of Sound (the only additional chering the Symmer during the Symmer Seasion) are scholarship students.	•
41 20% will re-enroll in future educational sessions	We do not have data on this as structured and of the 13 (59%). At of Sound structures have copressed an interest 22, 2018. We to condition their hope and thouse structures have additional arts additional a	100% of the four children enrolled in out Aft of Sound have expressed interest in fitture ng programs & 2 of the in 4 (30%) currently participate in our Summer Camp Session 1 or 2.	

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	ve ir family hear bund orm and orm and tudents tudents he camp
	100% of the students have brought their family meanters to hear the Art of Sound chorus perform and 50% of the students have brought their families to the camp activities as well.
	S4% of our current students brought family members to their recent Guild performance showcaste in their arts education programming.
	Our and of secsion preformance for Act of Sourd will studied brought family members to thair recent Guild family members to their recent Guild semily (100%) at performance Arts Gange during audicions from they will return family members to their cand of their recent Guild performance are considered to their season programming, factoria med of season performance.
	Our end of session inerformance for the footnot will have met each amain (100%) at Aris Garage Links, and shorten fresh will return footnot met on footnot will return footnot footnof footnot footnot footnot footnot footnot footnot footnot footnot
	Our end of accision prefromance for Art of Sound will not occur until April 2nd. We have met each family (100%) at Arts Garage during authlicins & are confident they will return for the end of crass end of performance.
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	70% of students will expose a family member to the arts and programming at the Arts Garage through end of session performance
	pose a far. rd of session
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CCC of Delray CRA FY17-18 Q3				
CRA Combined Quarterly Budget Repo	ort		<u> </u>	1
ORGANIZATION: Creative City Collabo	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	аде		
INCOME	FY 2017-18 Quarter 3 04/1/18 to 06/30/2018	FY 2017-18 Year to Date 10/01/17 to 08/30/2018	FY 2017-18 Budget	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	142,112	518,863	675,000	(156,137
Corporate Grants/Contributions	100	7,443	25,000	(17,557
Individual Donations	51,356	91,739	75,000	16,739
Foundation Grants	15,200	17,200	50,000	(32,800
Government - Federal		*		*
Government- Local/County	70-9-1111 (N. 12-90), (P. 12-9	***************************************	2,500	(2,500
Government- State	10,995	32,981	43,974	(10,993
in-Kind	*	2,200	10,000	(7,800
Interest Income	-	-	*	
Membership	960	5,378	11,000	(5,622
CRA Actual or Requested	68,751	206,251	275,000	(68,749
Other: Concessions	2,332	15,253	79,026	(63,773
Other: Guild Fundraisers	7	29,443	75,000	(45,557
Other: Rentals	200	2,725	25,000	(22,275
Total Income	292,006	929,476	1,346,500	(417,024
Expense	FY 2017-18 Quarter 3	FY 2017-18 Year to Date	FY 2017-18	Variance Favorable
	04/1/18 to	10/01/17 to	Budget	(Unfavorable)
Salaries & Related Taxes	06/30/2018	06/30/2018		(Unfavorable)
	06/30/2018 93,316	06/30/2018 282,644	306,640	(Unfavorable) 23,996
Fringe Benefits & Taxes	06/30/2018 93,316 6,949	06/30/2018 282,644 15,545	306,640 38,000	(Unfavorable) 23,996 22,455
Fringe Benefits & Taxes Professional Svcs/Consulting	06/30/2018 93,316 6,949 49,718	06/30/2018 282,644 15,545 105,353	306,640 38,000 115,000	(Unfavorable) 23,996 22,455 9,647
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance	06/30/2018 93,316 6,949 49,718 5,313	06/30/2018 282,644 15,545 105,353 10,891	306,640 38,000 115,000 14,000	(Unfavorable) 23,996 22,455 9,647 3,109
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits	06/30/2018 93,316 6,949 49,718 5,313 1,477	08/30/2018 282,644 15,545 105,353 10,891 4,797	306,640 38,000 115,000 14,000 4,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings	06/30/2018 93,316 6,949 49,718 5,313 1,477 648	08/30/2018 282,644 15,545 105,353 10,891 4,797 708	308,640 38,000 115,000 14,000 4,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing	06/30/2018 93,316 6,949 49,718 5,313 1,477	08/30/2018 282,644 15,545 105,353 10,891 4,797	306,640 38,000 115,000 14,000 4,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928	306,640 38,000 115,000 14,000 4,000 1,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181 - 6,380	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928	306,640 38,000 115,000 14,000 4,000 1,000 15,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983	306,640 38,000 115,000 14,000 4,000 1,000 15,000 - 50,000 20,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 25,644 4,017
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636	308,640 38,000 115,000 14,000 4,000 1,000 15,000 	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 - 25,644 4,017 1,364
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081	308,640 38,000 115,000 14,000 4,000 1,000 15,000 	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 25,644 4,017 1,364 (1,081
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,963 9,636 8,081 706	306,640 38,000 115,000 14,000 4,000 1,000 15,000 50,000 20,000 11,000 7,000 1,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 - 25,644 4,017 1,364 (1,081) 294
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081	306,640 38,000 115,000 14,000 4,000 1,000 15,000 20,000 11,000 7,000 1,000 5,000	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 25,644 4,017 1,364 (1,081) 294 3,813
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194 396	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081 706 1,187	306,640 38,000 115,000 14,000 4,000 1,000 50,000 20,000 11,000 7,000 1,000 5,000 20,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797 292 7,072 25,644 4,017 1,364 (1,081) 294 3,813
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services	06/30/2018 93,316 6,949 49,718 6,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194 396 - 10,402	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081 706 1,187 - 18,475	306,640 38,000 115,000 14,000 4,000 15,000 50,000 20,000 11,000 7,000 1,000 5,000 20,000 91,860	(Unfavorable) 23,996 22,456 9,647 3,109 (797 292 7,072 25,644 4,017 1,364 (1,081 294 3,813 20,000 73,385
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181 - 6,380 4,666 3,183 1,973 194 396 - 10,402 68,962	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 16,983 9,636 8,081 706 1,187 - 18,475 336,316	306,640 38,000 115,000 14,000 4,000 1,000 50,000 20,000 11,000 7,000 1,000 5,000 20,000 91,860 600,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797 292 7,072
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194 396 - 10,402 68,962 32	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081 706 1,187 - 18,475 336,316 3,220	306,640 38,000 115,000 14,000 4,000 1,000 15,000 20,000 11,000 7,000 1,000 5,000 20,000 91,860 600,000 27,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797) 292 7,072 25,644 4,017 1,364 (1,081) 294 3,813 20,000 73,385 263,684 23,780
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild Concessions	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194 396 - 10,402 68,962 32	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081 706 1,187 - 18,475 336,316 3,220 11,053	306,640 38,000 115,000 14,000 4,000 1,000 15,000 20,000 11,000 7,000 1,000 5,000 20,000 91,860 600,000 27,000 20,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797) 292 7,072 25,644 4,017 1,364 (1,081) 294 3,813 20,000 73,385 263,684 23,780 8,947
Fringe Benefits & Taxes Professional Svcs/Consulting Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild	06/30/2018 93,316 6,949 49,718 5,313 1,477 648 2,181 - 6,380 4,866 3,183 1,973 194 396 - 10,402 68,962 32	08/30/2018 282,644 15,545 105,353 10,891 4,797 708 7,928 - 24,356 15,983 9,636 8,081 706 1,187 - 18,475 336,316 3,220	306,640 38,000 115,000 14,000 4,000 1,000 15,000 20,000 11,000 7,000 1,000 5,000 20,000 91,860 600,000 27,000	(Unfavorable) 23,996 22,455 9,647 3,109 (797) 292 7,072 25,644 4,017 1,364 (1,081) 294 3,813 20,000 73,385 263,684 23,780

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CCC of Delray CRA FY17-18 Q2 ORGANIZATION: Creative City Collabor		FY 2017-2018	T .	Quarter 3
	X On Target	Below Pro	jection	
CRA COMBINED REPORT				
INCOME: Explanation of Va	riances			
Fees, Tickets, Registration, etc.	On Target	, . , . ,	· · · · · · · · · · · · · · · · · · ·	
Corporate Grants/Contributions	Implementing Deve	elopment Pain 1	819FY to includ	le board / corporate sponsoi
Individual Donations	On Target		.;	
Foundation Grants	Contracting with G	rant Writer Q4 to	increase grant	revenues
Government - Federal	N/A			
Government- Local/County	Implementing Deve	elopment Plan 1	819FY to includ	le board / corporate sponsoi
Government- State	On Target			
In-Kind	Anticipating additio	nal support in Q	4 from board	
Interest Income	N/A		:	
Membership	Membership is ann	ual and shows s	pikes based on	renewal dates
CRA Actual or Requested	On Target			70.00 A.A.
Other: Concessions	Attaining the liquor lic			
Other: Gulld Fundraiser Other: Rentals	Below target as we		******	s (i.e. Annual Gala vs Bi
Onjer, Rentals	Delow larger as we	navigate lease	Benichons.	
ar the property and the first party and	and orange of the second			
Lower than Projection	xOn Target	Exceedin	g Projection	
EXPENSES: Explanation of	Variances		·	,
Salaries & Related Taxes	Exceeded projection	n as we made n	narketing a FT p	position
Fringe Benefits	On Target		•	· \
Professional Svcs/Consulting	On Target			
insurance	On Target			
Licenses, Registration, Permits	Neglected to budge	et for music licer	sing fees	
Conferences & Meetings	On Target			
Copying & Printing	On Target			
Equipment Rental/Maintenance	N/A			
Rent/Mortgage & Maintenance	On Target			1
Jülities .	On Target			<u></u>
relecommunication/Web	On Target			1
Office & Program Supplies	Over budget due to	the purchase o	computers and	i cabinets
Postage & Delivery	On Target			
ocal Travel	On Target			
Capital Expenditure	Did not purchase a	ny capital items	for this Quarter	
Varketing Services	Below budget because	Marketing Contract	or was hired full tim	e and is represented in salaries
Production Expenses	On Target			
Arts Garage Guild	On Target			
Arts Garage Guild Concessions	On Target On Target			

CCC of DB CRA FY 17-18 Q3 Music/Theatre

Quarterly Budget Report "A"	,	Music/Theater		
ORGANIZATION: Creative City Collabo	rative DBA Arts Garag	le		
INCOME	FY 2017-18 Quarter 3 04/1/18 to 06/30/2018	FY 2017-18 Year to Date 10/01/17 to 06/30/2018	FY 2017-18 Budget	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	135,435	508,327	615,000	(106,673)
Corporate Grants/Contributions	100	7,443	25,000	(17,557)
Individual Donations	32,765	72,148	65,000	7,148
Foundation Grants	200	2,200	25,000	(22,800)
Government - Federal	ter .		*	-
Government- Local/County		-	-	-
Government- State	10,995	32,981	43,974	(10,993)
In-Kind	.	2,200	10,000	(7,800)
Interest Income	-	¥	-	7
Membership	960	5,378	11,000	(5,622)
CRA Actual or Requested	62,563	187,689	250,250	(62,561)
Other: Concessions	2,332	15,175	79,026	(63,851)
Other: Gulld Fundralser	•	27,443	70,500	(43,057)
Other: Rentals	200	2,725	25,000	(22,275)
Total Income	245,549	863,709	1,219,750	(356,041)
Expense	FY 2017-18 Quarter 3 04/1/18 to 06/30/2018	FY 2017-18 Year to Date 10/01/17 to 06/30/2018	FY 2017-18 Budget	Variance Favorable (Unfavorable)
Salaries & Related Taxes	88,996	268,516	283,208	14,692
Fringe Benefits	6,918	15,445	35,948	20,503
Professional Svcs/Consulting	49,718	121,087	110,000	(11,087)
Insurance	5,313	10,891	14,000	3,109
Licenses, Registration, Permits	1,477	4,896	4,000	(896)
Conferences & Meetings	588	604	1,000	396
Copying & Printing	2,072	7,532	14,000	6,468
Equipment Rental/Maintenance	,,	-	**	
Rent/Mortgage & Maintenance	6,380	23,982	50,000	26,018
Utilities	4,866	15,982	20,000	4,018

Telecommunication/Web	3,183	9,735	11,000	1,265
Office & Program Supplies	1,875	7,710	6,000	(1,710
Postage & Delivery	194	705	1,000	295
Local Travel	382	1,095	4,250	3,155
Capital Expenditures		#	20,000	20,000
Marketing Services	9,472	16,896	85,000	68,104
Production Expenses	74,659	317,620	550,000	232,380
Arts Garage Guild	32	3,220	27,000	23,780
Concessions	444	11,203	19,000	7,797
Total Expenses	256,571	837,121	1,255,406	418,285
NET INCOME	(11,021)	26,588		-
CRA Budget Narrative Report "A" Music	:/Theatre	A A A A A A A A A A A A A A A A A A A		
ORGANIZATION: Creative City Collaborativ	e DBA Arts Garage	FY 2017-2018		Quarter 3
Exceeding ProjectionXO	n Target	Below Proj	ection	
INCOME: Explanation of Variances		:		
Fees, Tickets, Registration, etc.	On Target	ı		
Corporate Grants/Contributions	Implementing Develo	pment Pain 1819F	Y to include boar	rd / corporate sponsors
Individual Donations	On Target	The second Continuous		
Foundation Grants	Contracting with G	rant Writer Q4 to	increase grant	revenues
Government - Federal	N/A			
Government- Local/County	Implementing Develo	pment Plan 1819F	Y to include boar	rd / corporate sponsors
Government- State	On Target	**************************************		
in-Kind	Anticipating additio	nal support in Q4	from board	
Interest Income	N/A			
Gulld Membership	Membership is ann	ual and shows sp	ikes based on	renewal dates
CRA Actual or Requested	On Target	:		
Other: Concessions	Attaining the liquor lid	cense has taken sig	nificantly longer	than anticipated.
Other: Gulid Fundraiser	Funding plans have s	shifted to develop n	ew strategies (Ai	nn Gala vs Biannual)
Other: Rentals	Below target as we	navigate lease re	estrictions.	

Lower than ProjectionX_	On TargetExceeding Projection	
EXPENSES: Explanation of \		
Salaries & Related Taxes	Exceeded projection as we made marketing a FT position	
Fringe Benefits	On Target	
Professional Svcs/Consulting	On Target	
Insurance	On Target	
Licenses, Registration, Permits	Neglected to budget for music licensing fees	
Conferences & Meetings	On Target	
Copying & Printing	On Target	
Equipment Rental/Maintenance	N/A	
Rent/Mortgage & Maintenance	On Target	
Utilities	On Target	
Telecommunication/Web	On Target	
Office & Program Supplies	Over budget due to the purchase of new office computers and cabinets	
Postage & Delivery	On Target	
Local Travel	On Target	
Capital Expenditures	Did not purchase any capital items for this Quarter.	
Marketing Services	Below budget because Marketing Contractor was hired full time and is represented in sale	
Production Expenses	On Target	
Arts Garage Guild	On Target	
Concessions	On Target	

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CCC of DB CRA FY17-18 Q3

Quarterly Budget Report "B"		Education		
ORGANIZATION: Creative City Collabo	rative DRA Art			
INCOME	FY 2017-18 Quarter 3 04/01/18 to 06/30/2018	FY 2017-18 Year to Date 10/01/17 to 06/30/2018	FY 2017-18 Budget	Variance Favorable (Unfavorable)
Fees, Tickets, Registration, etc.	6,677	10,536	60,000	(49,464)
Corporate Grants/Contributions	-		-	L
Individual Donations	18,591	18,591	10,000	8,591
Foundation Grants	15,000	15,000	25,000	(10,000)
Government - Federal		* 1	- ,	-
Government- Local/County	-	,	2,500	(2,500)
Government- State	1	;	-	· -
In-Kind		-	-	-
Interest Income	-	-	••	
Membership	hd.		-	-
CRA Actual or Requested	6,188	18,564	24,750	(6,186)
Other: Concessions	-	<u>-</u>		-
Other: Guild Fundraiser	-	2,000	4,500	(2,500)
Other: Rentals	-	+	#	-
Total Income	46,456	64,691	126,750	(62,059)
Expense	FY 2017-18 Quarter 3 04/01/18 to 08/30/2018	FY 2017-18 Year to Date 10/01/17 to 06/30/2018	FY 2017-18 Budget	Variance Favorable (Unfavorable)
Salaries & Related Taxes	4,320	14,128	23,432	9,304
Fringe Benefits	0.4	98		
D-411010	31	90	2,052	1,954
Professional Sycs/Consulting	- 31	167	2,052 5,000	1,954 4,833
Professional Svcs/Consulting Insurance		The state of the s		
Insurance		The state of the s		
Insurance Licenses, Registration, Permits		167		
Insurance Licenses, Registration, Permits Conferences & Meetings	- - - 60	167	5,000	4,833 - -
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing		167 - - 60		4,833 - - (60)
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance	- - - 60 109	167 - - 60 396	5,000	4,833 - - (60)
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance	- - - 60 109	167 - - 60 396	5,000	4,833 - - (60)
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities	- - 60 109	167 - - 60 396	5,000 - 1,000 	4,833 - - (60)
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web	- 60 109	167 - 60 396 	5,000 - 1,000 - -	4,833 (60) 604
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies	- - 60 109 - - - - - - 99	167 - - 60 396 - -	5,000 - 1,000 	4,833 (60) 604 -
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery	- - 60 109 - - - - - 99	167 - - 60 396 - - - - 222	5,000 1,000 1,000	4,833 - (60) 604 - - - 778
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel	- - 60 109 - - - - - - 99	167 - 60 396 	5,000 - 1,000 - -	4,833 (60) 604
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures	- 60 109 - - - - 99 - 14	167 60 396 	5,000 1,000 1,000 750	4,833
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services	- 60 109 - - - - 99 - 14	167 	5,000 1,000 1,000 1,000 750 6,860	4,833 - (60) 604 - - 778 - 710 - 5,630
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses	- 60 109 - - - - 99 - 14	167 60 396 	5,000 1,000 1,000 750	4,833
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild	- 60 109 - - - - - 99 - 14 - 930 14,304	167	5,000 1,000 1,000 1,000 750 6,860 50,000	4,833 - (60) 604 - - 778 - 710 - 5,630 31,303
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild Concessions	- 60 109 - - - - 99 - 14 - 930 14,304 - 151	167 	5,000 1,000 1,000 1,000 750 6,860 50,000 1,000	4,833
Insurance Licenses, Registration, Permits Conferences & Meetings Copying & Printing Equipment Rental/Maintenance Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild	- 60 109 - - - - - 99 - 14 - 930 14,304	167	5,000 1,000 1,000 1,000 750 6,860 50,000	4,833 - (60) 604 - - 778 - 710 - 5,630 31,303

CRA Budget Narrative Report "B" EDU	CATION		
ORGANIZATION: Creative City Collaborative			
	arget Below Projection		
INCOME: Explanation of Variance	38 8 '		
·			
Fees, Tickets, Registration, etc.	Relow hudget hecouse most of our students received scholarshins		
Corporate Grants/Contributions	Below budget because most of our students received scholarships N/A		
Individual Donations	Great Give and Private Donations surpassed expectation in 3rd Q		
Foundation Grants	Contracting with Grant Writer Q4 to Increase grant revenues		
Government - Federal	N/A		
Government- Local/County	Implementing Development Plan 1819FY to include board / corporate sponsor		
Government- State	N/A .		
In-Kind	N/A		
Interest Income	N/A		
Membership	N/A		
CRA Actual or Requested	On Target		
Other: Concessions Other: Guild Fundraisers	N/A Finding place have shifted as we develop your sheets sheet to Americal Colorest		
Other: Rentals	Funding plans have shifted as we develop new strategies (i.e. Annual Gala vs N/A		
Onlor, Nerigio	1 11/15		
Lower than Projection X C	Dn TargetExceeding Projection		
EXPENSES: Explanation of Varia			
Salaries & Related Taxes	On Target		
Fringe Benefits	On Target		
Professional Svcs/Consulting	N/A		
Insurance	N/A		
Licenses, Registration, Permits	N/A		
Conferences & Meetings	Neglected to plan for summer instructor meetings		
Copying & Printing	On Target		
Equipment Rental/Maintenance	N/A		
Rent/Mortgage & Maintenance	N/A		
Utilities	N/A		
Telecommunication/Web	N/A		
Office & Program Supplies	On Target		
Postage & Delivery	N/A		
Local Travel	On Target		
Capital Expenditures	N/A		
Marketing Services	On Target		
Production Expenses	On Target		
Arts Garage Guild	N/A		
Concessions	On Target		

Creative City Collaborative of Delray Beach

BALANCE SHEET

As of June 30, 2018

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10000 City National Operational #6392	42,236.10
10100 City National Restricted # 2232	44,703.00
10200 City National Payroll #2229	1,981.82
Total Bank Accounts	\$88,920.92
Accounts Receivable	
Accounts Receivable (A/R)	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
10300 Pre-Paids	2,724.18
10400 Due to/from (CRA)	68,750.02
10410 Due to/from Gold Star	0.00
10420 Due from State of Florida	0.00
10430 Due to/from 3rd Parties	0.00
Undeposited Funds	1,992.00
Total Other Current Assets	\$73,466.20
Total Current Assets	\$162,387.12
Fixed Assets	
10600 Capital Expenditure	
10700 Furniture & Fixtures	10,298.52
11100 Production Equipment	107,046.54
Total 10600 Capital Expenditure	117,345.06
11200 Leasehold Improvements	112,057.64
11300 A/D - Furniture and Equipment	-113,221.54
Total Fixed Assets	\$116,181.16
Other Assets	
11400 Security Deposit	1,500.00
Total Other Assets	\$1,500.00
TOTAL ASSETS	\$280,068.28
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 Accounts Payable	. 41,853.74
Total Accounts Payable	\$41,853.74
Other Current Liabilities	
20100 Loan from Officer	0.00
20101 Loan Due to R. John Hamman Jr. (6-19-18)	30,000.00
20102 Loan Due to Pamela Goffman (6/28/18)	30,000.00
Total 20100 Loan from Officer	60,000.00

	TOTAL
20200 Note Payable Boca Theater Guild	0.00
20300 Accrued Expenses	690.00
20400 Payroll Liabilities	141.64
20600 Deferred Ticket Sales	20,078.00
20700 Gift Card Payable	2,930.00
20800 Deferred Individual Support	0.00
20900 Sales Tax Payable	0.00
20950 Employee Advances	0.00
Settlements Payable	65,000.00
Total Other Current Liabilities	\$148,839.64
Total Current Liabilities	\$190,693.38
Total Liabilities	\$190,693.38
Equity	
30000 Temp. Restricted Net Assets	0.00
30100 Unrestricted cash Account	0.00
Opening Balance Equity	0.00
Retained Earnings	81,775.30
Net Income	7,599.60
Total Equity	\$89,374.90
TOTAL LIABILITIES AND EQUITY	\$280,068.28