



To: Jeff Costello, Executive Director
Joan Goodrich, Economic Development Director
CRA Board of Commissioners

From: Marjorie 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 YES! to every child who wanted to participate in our theatre camp. We gave 28

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COMMUNITY REDEVELOPMENT AGENCY



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

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,

A handwritten signature in cursive script that reads "Marjorie Waldo".

Marjorie Waldo, M.Ed.
President & CEO

Revised Creative City Collaborative of DB A: Music/Theater Provide exceptional music and theatre performances that engage the whole of DB community.	Annual Goal FY 17-18	Qtr 1 Ending 12/31/17	Qtr 2 Ending 3/31/18	Qtr 3 Ending 6/30/18	Qtr 4 Ending 9/30/18	YTD 10/1/17 - 9/13/18	% Achieved Annual Goal FY 17-18	On target	Below expected goal
OUTPUTS									
12 Mainstage musical performances per month for a total of 144 shows annually.	144	37	34	32	0	103	72%	*	
1 15,840 Total attendees	15,840	4,562	4,259	3,912	0	12,733	80%	*	
2 \$550,000 Total revenue from ticket sales	550,000	154,085	209,268	134,551	0	497,904	77%	*	
3 600 Performers taking the stage annually	600	207	155	156	0	518	86%	*	
Two alternative and/or Black Box venue performances per month offering at least 24 total performance annually	24	15	16	16	0	47	196%	*	
5 1,000 Total attendees	1,000	336	983	823	0	2,142	214%	*	
6 \$10,000 Total revenue from ticket sales	10,000	3,179	12,482	3,432	0	19,093	191%	*	
7 \$3,000 Total sponsorship revenue	3,000	1500	0	200	0	1,700	57%	*	
8 500 Ethnically diverse performers	500	156	122	85	0	364	73%	*	
OUTCOMES									
12 Mainstage musical performances per month for a total of 144 shows annually.	144	37	34	32	0	103	72%	*	
50% of attendees support local economy	50%	62%	51%	62%	0%			*	
75% of Mainstage Performers are from out of the area	75%	68%	94%	73%	0%			*	
50% of attendees from out of area	50%	58%	50%	45%	0%			*	
50% of attendees are repeat customers (attending more than one show per year)	50%	42%	25%	68%	0%			*	
Two alternative and/or Black Box venue performances per month offering at least 24 total performance annually	24	15	16	16	0	47	196%	*	
40% of attendees support local economy	40%	46%	51%	66%	0%			*	
25% Performers from out of area	25%	46%	64%	41%	0%			*	
30% Attendees from out of area	30%	42%	37%	33%	0%			*	
30% of attendees are first time Arts Garage patrons	30%	78%	72%	93%	0%			*	
Revised Creative City Collaborative of DB B: Education: Provide relevant and quality visual & performing arts education opportunities that are accessible & desirable for all members of our community.									
OUTPUTS									
Summer Children's Programming offered to school aged children include 8- week sessions for Striker's Drumline and Art Boot Camp and one 3-week Musical Theater Workshop									
100 Total summer enrollment	100	0	0	22	0	22	22%	*	
\$30,000 Total revenue from camp fees	30,000	0	0	9577	0	9,577	12%	*	
\$15,000 total raised for camp scholarships	15,000	0	0	33391	0	33,391	224%	*	
Regular Children's Education Programming offered to school aged children in 8- week sessions for Strikers Drumline, Acting, Chorus, Spoken Word and Dance.									
200 total annual students	200	12	10	4	0	26	13%	*	
\$25,000 Total Revenue from chess fees	25,000	600	0	710	0	1,310	5%	*	
\$25,000 Total raised for chess scholarships	25,000	1,142	0	0	0	1,142	5%	*	
OUTCOMES									
Summer Children's Programming offered to school aged children include 8- week sessions for Striker's Drumline and Art Boot Camp and one 3-week Musical Theater Workshop									
95% of students are from low income families & will receive some scholarships	95%	0%	0	91%	0			*	
10% of summer students will enroll in regular children's educational programs throughout the year	10%	0%	0	86%	0			*	
90% of students will expose a family member to the arts and programming at the Arts Garage through and of session performance	90%	0%	0	100%	0			*	

Wayomi Waldo 7/16/18

	NARRATIVE	% Annual Goal Achieved	YTD 10/1/17 - 9/15/18	On target	Below expected goal
Regular Children's Education Programming offered to school aged children in 8-week sessions for Sitters Drumline, Acting, Chorus, Spoken Word and Dance.					
50% of students are from low income families & will receive some scholarship	50%	65%	75%	0	*
20% will re-enroll in future educational sessions	20%	65%	0	0	*
70% of students will expose a family member to the arts and programming at the Arts Garage through end of session performance.	70%	54%	0	0	*
NARRATIVE					
Rendez Creative City Collaborative of DBS A : Music/Theater Provide exceptional music and theatre performances that engage the whole of DBS community.					
OUTPUTS					
12 mainstage musical performance per month for a total of 144 shows annually	144	Qtr 2 Ending 9/31/18	Qtr 3 Ending 6/30/18	Qtr 4 Ending 9/30/18	YTD 10/1/17-9/15/18
15,940 Total attendees		34	32	0	103
\$650,000 Total revenue from ticket sales					
500 Performers taking the stage annually					
Two Alternative and/or Black Box venue performances per month offering at least 24 total performances annually	24	15	16	0	47
1,000 Total Attendees		Thanks to our community partnerships (DDA & Speedy), we far surpassed our goal here.	We have implemented an art reception aligned with the First Friday Art Walk & Grassroot Gallery's exhibit schedule. This monthly showcase brings an average of 700 additional attendees each month.		*
\$10,000 Total revenue from ticket sales		Thanks to our community partnerships (DDA & Speedy), we far surpassed our goal here.			*

[illegible]

[illegible]

36	\$25,000 Total Revenue from class fees	We have not met our goal of enrolling students for our after school arts education programming due in part to a staff shortage issue. We now have a dedicated Coordinator & Education part time marketing assistance to grow the enrollment.	We have not met our goal of enrolling students for our after-school arts education programming. Our dedicated Education Coordinator & marketing team have worked diligently to increase our exposure in the community.	We did not meet our goal of class registrations/revenues. We are reevaluating our staffing, our marketing & our course offerings. We anticipate that the students who engaged in our summer camp will be returning for courses during the school year.
37	\$25,000 Total raised for class scholarships	We have not met our goal of enrolling students for our after school arts education programming due in part to a staff shortage issue. We now have a dedicated Education Coordinator & part time marketing assistance to grow the enrollment.	We have used funds raised prior to this quarter specifically for current scholarships and have submitted a proposal for a grant to support our scholarship students as well as targeted our Great Give funding for scholarships. I will be able to report the successes of these efforts in the third quarter.	All fundraising & grant dollars in excess of the \$19,500 used for scholarships in Camp 1 and the \$7500 used in Camp 2 (4th Quarter) will be used for after school scholarships for the fall.
38	OUTCOMES Summer Children's Programming offered to school aged children include 8-week sessions for Stiker's Drumline and Art Boot Camp and one 3-week Musical Theater Workshop			
39	83% of students are from low-income families & will receive some scholarship	Summer programming will not begin until June 2018 (4th Quarter).	Summer programming will not begin until June 2018 (4th Quarter).	We offered 19 Full Scholarships & one Half Scholarship during Summer Camp, Session 1.
40	10% of summer students will enroll in regular children's educational programs throughout the year	Summer programming will not begin until June 2018 (4th Quarter).	Summer programming will not begin until June 2018 (4th Quarter).	86% of the current students/parents have expressed an interest in additional after school programming.

39	80% of students will expose a family member to the arts and programming at the Arts Garage through end of session performance	Summer programming will not begin until June 2018 (4th Quarter).	Summer programming will not begin until June 2018 (4th Quarter).	100% of our Summer Camp Session 1 students brought family members to the Arts Garage for an end of Camp experience. Those families have been invited to additional events & rehearsals, performance prep, etc.
40	Regular Children's Education Programming offered to school aged children in 8-week sessions for Striker's Drumline, Acting, Chorus, Spoken Word and Dance			
41	50% of students are from low income families & will receive some scholarship	We have successfully enrolled 7 students in Art of Sound (Middle School/All Female Chorus), & all 7 students (100%) are scholarship students from Carver Middle.	Out of the 13 students enrolled in our youth arts education programming to date, 5 (39%) of those students were provided full scholarships.	100% of the four children enrolled in our Art of Sound (the only additional offering happening during the Summer Session) are scholarship students.
42	20% will re-enroll in future educational sessions	We do not have data on this as Art of Sound launches January 22, 2018. We hope to scholarship these seven students in additional arts education programming.	9 of the 13 (69%) students have expressed an interest to continue their current programming and to participate in additional arts education programming.	100% of the four children enrolled in our Art of Sound have expressed interest in future programs & 2 of the 4 (50%) currently participate in our Summer Camp Session 1 or 2.

42	70% of students will expose a family member to the arts and programming at the Arts Garage through end of session performance		Our end of session performance for Act of Sound will not occur until April 2nd. We have met each family (100%) at Arts Garage during auditions & are confident they will return for the end of session performance.	50% of our current students brought family members to their recent Guild performance showcasing what they have learned in their arts education programming.	100% of the students have brought their family members to hear the Art of Sound chorus perform and 50% of the students have brought their families to the camp activities as well.					*	
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CCC of Delray CRA FY17-18 Q3				
CRA Combined Quarterly Budget Report				
ORGANIZATION: Creative City Collaborative DBA Arts Garage				
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.	142,112	518,863	675,000	(156,137)
Corporate Grants/Contributions	100	7,443	25,000	(17,557)
Individual Donations	61,356	91,739	75,000	16,739
Foundation Grants	15,200	17,200	50,000	(32,800)
Government - Federal	-	-	-	-
Government- Local/County	-	-	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	79,028	(63,773)
Other: Guild Fundraisers	-	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 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	93,316	282,644	306,640	23,996
Fringe Benefits & Taxes	6,949	15,545	38,000	22,455
Professional Svcs/Consulting	49,718	105,353	115,000	9,647
Insurance	5,313	10,891	14,000	3,109
Licenses, Registration, Permits	1,477	4,797	4,000	(797)
Conferences & Meetings	648	708	1,000	292
Copying & Printing	2,181	7,928	15,000	7,072
Equipment Rental/Maintenance	-	-	-	-
Rent/Mortgage & Maintenance	6,380	24,356	50,000	25,644
Utilities	4,866	15,983	20,000	4,017
Telecommunication/Web	3,183	9,636	11,000	1,364
Office & Program Supplies	1,973	8,081	7,000	(1,081)
Postage & Delivery	194	706	1,000	294
Local Travel	396	1,187	5,000	3,813
Capital Expenditures	-	-	20,000	20,000
Marketing Services	10,402	18,475	91,860	73,385
Production Expenses	88,962	336,316	600,000	263,684
Arts Garage Guild	32	3,220	27,000	23,780
Concessions	694	11,063	20,000	8,947
Total Expense	276,587	866,881	1,346,500	489,619
NET INCOME	15,418	72,596	-	-

CRA Combined Budget Narrative Report**CCC of Delray CRA FY17-18 Q2****ORGANIZATION:** Creative City Collaborative DBA Arts Garage FY 2017-2018 Quarter 3Exceeding Projection ☒ On Target ☐ Below Projection ☐**CRA COMBINED REPORT****INCOME:** Explanation of Variances

Fees, Tickets, Registration, etc.	On Target
Corporate Grants/Contributions	Implementing Development Pain 1819FY to include board / corporate sponsors
Individual Donations	On Target
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 sponsors
Government- State	On Target
In-Kind	Anticipating additional support in Q4 from board
Interest Income	N/A
Membership	Membership is annual and shows spikes based on renewal dates
CRA Actual or Requested	On Target
Other: Concessions	Attaining the liquor license has taken significantly longer than anticipated.
Other: Guild Fundraiser	Funding plans have shifted as we develop new strategies (i.e. Annual Gala vs Bli
Other: Rentals	Below target as we navigate lease restrictions.

Lower than Projection ☐ On Target ☒ Exceeding Projection ☐**EXPENSES:** Explanation of Variances

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 computers and cabinets
Postage & Delivery	On Target
Local Travel	On Target
Capital Expenditure	Did not purchase any capital items for this Quarter.
Marketing Services	Below budget because Marketing Contractor was hired full time and is represented in salaries
Production Expenses	On Target
Arts Garage Guild	On Target
Concessions	On Target

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

Quarterly Budget Report "A"		Music/Theater		
ORGANIZATION: Creative City Collaborative DBA Arts Garage				
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	-	-	-	-
Government- Local/County	-	-	-	-
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	62,563	187,689	250,250	(62,561)
Other: Concessions	2,332	15,175	79,026	(63,851)
Other: Guild Fundraiser	-	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

ORGANIZATION: Creative City Collaborative DBA Arts Garage	FY 2017-2018	Quarter 3
<input type="checkbox"/> Exceeding Projection <input checked="" type="checkbox"/> On Target <input type="checkbox"/> Below Projection		
INCOME:	Explanation of Variances	
Fees, Tickets, Registration, etc.	On Target	
Corporate Grants/Contributions	Implementing Development Plan 1819FY to include board / corporate sponsors	
Individual Donations	On Target	
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 sponsors	
Government- State	On Target	
In-Kind	Anticipating additional support in Q4 from board	
Interest Income	N/A	
Guild Membership	Membership is annual and shows spikes based on renewal dates	
CRA Actual or Requested	On Target	
Other: Concessions	Attaining the liquor license has taken significantly longer than anticipated.	
Other: Guild Fundraiser	Funding plans have shifted to develop new strategies (Ann Gala vs Biannual)	
Other: Rentals	Below target as we navigate lease restrictions.	

<input type="checkbox"/> Lower than Projection <input checked="" type="checkbox"/> On Target <input type="checkbox"/> Exceeding Projection	
EXPENSES:	Explanation of Variances
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 salaries
Production Expenses	On Target
Arts Garage Guild	On Target
Concessions	On Target

CCC of DB CRA FY17-18 Q3

Quarterly Budget Report "B"		Education			
ORGANIZATION: Creative City Collaborative DBA Arts Garage					
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	-	-	-	-	
Individual Donations	18,591	18,591	10,000	8,591	
Foundation Grants	15,000	15,000	25,000	(10,000)	
Government - Federal	-	-	-	-	
Government- Local/County	-	-	2,500	(2,500)	
Government- State	-	-	-	-	
In-Kind	-	-	-	-	
Interest Income	-	-	-	-	
Membership	-	-	-	-	
CRA Actual or Requested	6,188	18,564	24,750	(6,186)	
Other: Concessions	-	-		-	
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 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	4,320	14,128	23,432	9,304	
Fringe Benefits	31	98	2,052	1,954	
Professional Svcs/Consulting	-	167	5,000	4,833	
Insurance	-	-	-	-	
Licenses, Registration, Permits	-	-		-	
Conferences & Meetings	60	60	-	(60)	
Copying & Printing	109	396	1,000	604	
Equipment Rental/Maintenance	-	-	-	-	
Rent/Mortgage & Maintenance	-	-	-	-	
Utilities	-	-	-	-	
Telecommunication/Web	-	-	-	-	
Office & Program Supplies	99	222	1,000	778	
Postage & Delivery	-	-	-	-	
Local Travel	14	40	750	710	
Capital Expenditures	-	-	-	-	
Marketing Services	930	1,230	6,860	5,630	
Production Expenses	14,304	18,697	50,000	31,303	
Arts Garage Guild	-	-	-	-	
Concessions	151	151	1,000	849	
Total Expense	20,017	35,188	91,094	55,906	
NET INCOME	26,439	29,503			

CRA Budget Narrative Report "B" EDUCATION**ORGANIZATION:** Creative City Collaborative DBA Arts Garage

FY 2017-2018

Quarter 3

Exceeding Projection ☐ On Target ☒Below Projection ☐**INCOME: Explanation of Variances**

Fees, Tickets, Registration, etc.	Below budget because most of our students received scholarships
Corporate Grants/Contributions	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 sponsors
Government- State	N/A
In-Kind	N/A
Interest Income	N/A
Membership	N/A
CRA Actual or Requested	On Target
Other: Concessions	N/A
Other: Guild Fundraisers	Funding plans have shifted as we develop new strategies (i.e. Annual Gala vs
Other: Rentals	N/A

Lower than Projection ☐ On Target ☒Exceeding Projection ☐**EXPENSES: Explanation of Variances**

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-Paid	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