

Center for Technology, Enterprise and Development, Inc.

401 W. Atlantic Avenue, Suite 09, Delray Beach, FL 33444

February 7, 2019

Joan Goodrich
212 NW 1st Avenue
Delray Beach, FL 33444

Dear Joan:

Below is an update for The Center for Technology, Enterprise, and Development Delray Beach CRA Grant Programs.

Our purpose is to provide business assistance for Youth and Adults in the CRA/City of Delray Beach targeted communities.

We will provide a wide range of programs and services designed to assist individuals to obtain financial independence, such as our;

- Youth Entrepreneurship Program that trains Youth in the skills of starting a business and imparts to them an entrepreneurial mindset for life;
 1. enhance the academic learning and literacy of inner-city youth.
 2. create youth businesses in the targeted area
 3. create jobs in the target area
 4. enhance the learning environment
- Government Contract Training is designed to prepare...
 1. Small business owners with the knowledge to prepare responses to proposals
 2. To guide small businesses in obtaining the necessary permits, licenses and certifications per business classifications so they are work "ready"
 3. Small business owners with the tools to search for opportunities, identify and procedures to submit responses.
- Small Business Certification...
 1. To elevate credibility for small businesses
 2. To provide identification for "business classification" within the realm of small business
 3. To insure qualified businesses are available and represented within the selection pool

Seabron A. Smith,
Executive Director

Delray Beach CRA – Program/Project Goals Outcomes

| <p>GOAL 1: To train small business owners who are registered vendors with the city of Delray Beach purchasing on the process of identifying potential contracting opportunities</p> <p>GOAL 2: To support the learning process for small business owners to develop knowledge regarding certifications for small businesses.</p> <p>GOAL 3: To support the learning process for youth in Delray Beach Communities to develop knowledge regarding business ownership and business opportunities</p> | | | |
|---|--|---|--|
| Key Activities | Outputs | 1Q FY 2019 Outcomes | Results / Impact(s) |
| <p>Local Government Contracts/Training</p> <hr/> <p>Number to be Served: 45</p> <hr/> <p>9 months 1st Q FY 19 - 3rd Q FY 19</p> | <p>Will host four workshops covering the following topics with hands on development of: Capability Statements, Definition of Terms Associated with RFP's and Proposals, How to search for opportunities, How to approach Purchasing & Contracting Officers</p> | <p>Developed and distributed social media and print advertisement (see attached)</p> <p>Preparing for workshops that will be held during the months of March, April and May with the objective of identifying shortfalls in licensing, permits and certifications relating small business owners.</p> <p>Workshop is scheduled for April 24th at the South County Civic Center.</p> | <p>Facebook & Instagram AD promotion December 15-January 11, resulting in 3241 Impressions.</p> <p>Page views (TED Center Facebook Page) increased by 877%</p> <p>35 clicks to website</p> |
| <p>Small Business Certification</p> <hr/> <p>Number to be Served: 12</p> <hr/> <p>9 months 1st Q FY 19 - 3rd Q FY 19</p> | <p>Four hands-on workshops on the following topics: Register as a vendor; Delray Beach, Palm Beach County, State of Florida. Certifications including veteran owned, minority owned, woman owned,</p> | <p>Developed and distributed social media advertisement (see attached)</p> <p>Preparing for workshops that will be held during the months of March, April and May with the objective of identifying shortfalls in licensing, permits and certifications relating small business owners.</p> <p>Workshop is scheduled for April 24th at the South County Civic Center</p> | <p>Facebook & Instagram AD promotion December 15-January 11, resulting in 3241 Impressions.</p> <p>Page views (TED Center Facebook Page) increased by 877%</p> <p>35 clicks to website</p> |
| <p>Youth Entrepreneurship Training</p> <hr/> <p>Number to be Served: 20</p> <hr/> <p>6 months 1st Q FY 19 - 3rd Q FY 19</p> | <p>Outreach to youth ages 13 -17. - Via Churches - High School - Community Youth Programs</p> | <p>Developed and distributed social media advertisement (see attached)</p> <p>Contacted local Church Groups, schools and community groups for available and willing participants.</p> <p>Orientation is scheduled for the month of February. Workshops will follow.</p> | <p>Facebook & Instagram AD promotion December 15-January 11, resulting in 3241 Impressions.</p> <p>Page views (TED Center Facebook Page) increased by 877%</p> <p>35 clicks to website</p> |

Program Snapshot: Government Contract Training

CRA Funding: \$37,500

| Select Key Program Metrics | Annual Total | 1Q Totals | Year-to-Date Totals |
|----------------------------|--------------|-----------|---------------------|
| # of Participants | 45 | 0 | 0 |
| # of Workshops | 4 | 0 | 0 |

Program Snapshot: Small Business Certification

CRA Funding: \$11,000

| Select Key Program Metrics | Annual Total | 1Q Totals | Year-to-Date Totals |
|---|--------------|-----------|---------------------|
| # of Workshops Conducted | 4 | 0 | 0 |
| # of Local Small Businesses Certified | 12 | 0 | 0 |
| # of Local Small Businesses Registered as a Government Vendor | 12 | 0 | 0 |

Program Snapshot: Youth Entrepreneurship

CRA Funding: \$ 16,500

| Select Key Program Metrics | Annual Total | 1Q Totals | Year-to-Date Totals |
|---|--------------|-----------|---------------------|
| # of Youth Entrepreneurship Workshops Conducted | 6 | 0 | 0 |
| # of Youth Participants | 20 | 0 | 0 |
| Name and Type of Small Business Created | 1 | 0 | 0 |

*1Q FY 2019 time was spent Marketing and advertising program services. Workshops/Training is scheduled for the end of February, March and April.

2019 The Best Year Ever!

"Bump It Up"

April 24th (10 am – 3 pm)

- **TUNA TANK©**
(for FLWBC & TED Center Clients – register to present)
- **Funders onsite & available**
(come prepared to discuss your requirements bring your documents)
- **Complete your applications for certification(s)**
(bring your documents)
- **How should you register your business**
(discuss options with an attorney)
- **Steps to become registered in the City of Delray Beach's Construction database for small businesses**



South County Civic Center
16700 Jog Road – Delray Beach

Registration Required
\$10 before March 1st
\$20 thereafter



YOUTH ENTREPRENEURSHIP PROGRAM (TEDYEP)



**WANT TO BE
AN ENTREPRENEUR?**

Learn the necessary skills
to create a successful
business.

Limited Spots Available

Apply Today

LIMITED SPOTS AVAILABLE
Apply today at: TEDcenter.org



YOUTH ENTREPRENEURSHIP PROGRAM (TEDYEP)

**Selected teens will learn
the necessary skills and
knowledge to start, own
and operate their
own business.**

THE TEDYEP CURRICULUM

- Identifying innovative business ideas
- How to write a winning business plan
- Time & money management tips
- Learn how to get funding
- And more...

Apply today at tedcenter.org

**JANUARY
2019**



F W B C



Funded in part
through a Cooperative
Agreement with the SBA



FREE SMALL BUSINESS CERTIFICATION HANDS-ON WORKSHOP SERIES

Learn the necessary steps to get
certified and start doing business
throughout the State of Florida

Limited Seats



What you will learn:

- How to become a vendor with Palm Beach County
- How to become a certified Minority, Woman or Veteran Owned Business
- How to obtain necessary permits, licenses and certifications
- And more...

Apply today at TEDcenter.org



**JANUARY
2019**

**FREE
GOVERNMENT
CONTRACT TRAINING
4-PART WORKSHOP SERIES**

LEARN HOW TO:

- ➡ Create your Capability Statement
- ➡ Find New Bid Opportunities
- ➡ Approach Procurement & Purchasing Officers
- ➡ And more...

Apply Today at
TEDCenter.org

Sponsored by



FWBC



Funded in part
through a Cooperative
Agreement with the SBA



The TED Center



Send Message

Home

Create

Page

Inbox

Notifications 33

Insights

Publishing To...

Ad Center

More ▾

Settings

Help ▾

Page Summary Last 28 days

Results from Jan 9, 2019 - Feb 5, 2019

Note: Does not include today's data. Insights activity is reported in the Pacific time zone. Ads activity is reported in the time zone of your ad account.

Actions on Page

January 9 - February 5

We have insufficient data to show for the selected time period.

Page Likes

January 9 - February 5

49

Page Likes 100%



Post Engagements

January 9 - February 5

480

Post Engagement 100%



Recent Promotions on The TED Center

Ads activity is reported in the time zone of your ad account.



Boosted Post

Promoted by Courtney Newell on Jan 10, 2019
Completed

4,859

People Reached

4,449

10-Second Video V...

\$50.00

Spent of \$50.00

View Results



Boosted Post

Join us for a FREE Small Business Certification...
Promoted by Courtney Newell on Jan 10, 2019
Completed

3,674

People Reached

246

Post Engagement

\$50.00

Spent of \$50.00

View Results



Boosted Post

Do you know an aspiring teen entrepreneur? Ap...
Promoted by Courtney Newell on Jan 10, 2019
Completed

1,443

People Reached

105

Post Engagement

\$30.00

Spent of \$30.00

View Results

Manage All Promotions

Chat (117)

The TED Center



Search

Home

Create

Page Inbox Notifications 33 Insights Publishing To... Ad Center More ▾ Settings Help ▾

01/10/2019
11:27 PM

Overview

4.9K

6
1

View Promotion

Promotions

01/10/2019
10:25 PM

Join us for a FREE Small
Business Certification Hands-

Followers

4.5K

194
114

View Promotion

Likes

01/10/2019
10:15 PM

Do you know an aspiring teen
entrepreneur? Apply today for

Reach

2.3K

49
97

View Promotion

Page Views

01/10/2019
10:11 PM

Join us at for our upcoming 4-
part Government Contract

Page Previews

1

0
1

Go to Page

Actions on Page

01/10/2019
10:03 PM

2

0
1

Go to Page

Posts

Events

See All Posts

Videos

Pages to Watch

Compare the performance of your Page and posts with similar Pages on Facebook.

People

Pages to Watch helps you compare the performance of your Page and posts with similar Pages on Facebook.
Add Pages to get started.

Messages

Add Pages

Promote

Reactions, Comments & Shares

Page

Manage Promotions

Total Page Likes

From Last Week

Posts This Week

Engagement This Week

YOU
1



The TED Center

49

0%

0

0

About Create Ad Create Page Developers Careers Privacy Cookies Ad Choices Terms Account Security Login Help Help

Facebook © 2019

English (US) Español Français (France) 中文(简体) العربية Português (Brasil) Italiano 한국어 Deutsch हिन्दी 日本語

Chat (117)

Exhibit "B"

FY 2018 - 2019

Combined Organization Budget Report

| ORGANIZATION NAME: TED Center | | FY 2018 - 2019 Budget | | Quarter: <u>1</u> | |
|---|---|--|--|--|------------|
| INCOME | TED CENTER Organization FY 2018-19 Quarter Oct 1_2018__ to Dec 31_2018__ | TED Center Organization FY 2018-19 Y-T-D _Oct 1_2018__ to _Dec 31_2018__ | TED Center Organization FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| | | | | | |
| Fees, Tickets, Registration | 16,008 | 16,008 | 57,390 | (41,382) | 0% |
| Programs | | | 133,800 | (133,800) | 0% |
| Sponsorships | 65,000 | 65,000 | | | |
| Donations | | | | - | #DIV/0! |
| CRA Grant | 16,250 | 16,250 | 65,000 | (48,750) | 25% |
| Grants-Other | 93,999 | 93,999 | 376,000 | (282,001) | 25% |
| In-Kind | 8,925 | 8,925 | 75,000 | (66,075) | |
| Interest Income | | | | - | 0% |
| Membership | | | | - | #DIV/0! |
| Other: | | | | - | #DIV/0! |
| Other: | | | | - | 0% |
| Other: | | | | - | #DIV/0! |
| Total Income | 200,182 | 200,182 | 707,190 | (572,008) | |
| Expense | TED CENTER Organization FY 2018-19 Quarter Oct 1_2018__ to Dec 31_2018__ | TED Center Organization FY 2018-19 Y-T-D _Oct 1_2018__ to _Dec 31_2018__ | TED Center Organization FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| | | | | | |
| Salaries & Related Taxes | 79,561 | 79,561 | 452,183 | (372,622) | 18% |
| Fringe Benefits | | | | - | #DIV/0! |
| Professional Svcs/Consulting | 1,828 | 1,828 | | 1,828 | #DIV/0! |
| Insurance | | | | - | #DIV/0! |
| Licenses, Registration, Permits | | | | - | #DIV/0! |
| Conferences & Meetings | | | | - | 0% |
| Marketing, Copying & Printing | | | | - | #DIV/0! |
| Repairs & Maintenance | | | | - | #DIV/0! |
| Utilities | | | | - | #DIV/0! |
| Office & Program Supplies | 15,444 | 15,444 | 64,291 | (48,847) | 24% |
| Postage & Delivery | | | | - | #DIV/0! |
| Capital Expenditures | | | | - | #DIV/0! |
| In-Kind | 8,925 | 8,925 | 75,000 | (66,075) | 12% |
| Security & Storage | | | | - | #DIV/0! |
| Other: General (Need to allocate to respective line items) | | | 49,652 | (49,652) | 0% |
| Other: Fees Paid | 1,297 | 1,297 | | 1,297 | #DIV/0! |
| Other: Legal Fees | 2,706 | 2,706 | | 2,706 | #DIV/0! |
| Interest Expense | 3,470 | 3,470 | | 3,470 | #DIV/0! |
| Other: Travel | 1,504 | 1,504 | | 1,504 | #DIV/0! |
| Membership & Meetings | 30 | 30 | | 30 | #DIV/0! |

| | | | | | |
|-------------------------------------|----------------|----------------|----------------|------------------|---------|
| Other: Dues & Subscriptions | 510 | 510 | | 510 | #DIV/0! |
| Other: Contracting Training | 9,375 | 9,375 | 37,500 | (28,125) | 25% |
| Other: Small Business Certification | 2,750 | 2,750 | 11,000 | (8,250) | 25% |
| Other: Youth Entrepreneurship | 4,125 | 4,125 | 16,500 | (12,375) | 25% |
| Sub-Total Expenses | | | 706,126 | (574,601) | |
| Total Expense | 131,524 | 131,525 | 706,126 | (574,601) | |

| | | | | | |
|-------------------|---------------|---------------|--------------|--------------|--|
| NET INCOME | 68,658 | 68,657 | 1,064 | 2,593 | |
| | 0 | | | | |

CRA Budget Narrative Form

| | | |
|--------------------------------------|-------------------|-----------------------|
| ORGANIZATION NAME: TED Center | FY 2018-19 Budget | Quarter: _____ |
| ____ Exceeding Projection | __X__ On Target | ____ Below Projection |

| INCOME: | Explanation of Variances |
|-----------------------------|--------------------------|
| Fees, Tickets, Registration | |
| Programs | |
| Sponsorships | |
| Donations | |
| CRA Grant | CRA Grant is \$65,000. |
| Grants-Other | |
| In-Kind | |
| Interest Income | |
| Membership | |

| | | |
|----------------------------|-----------------|---------------------------|
| ____ Lower than Projection | __X__ On Target | ____ Exceeding Projection |
|----------------------------|-----------------|---------------------------|

| EXPENSES: | Explanation of Variances |
|--|--------------------------|
| Salaries & Related Taxes | |
| Fringe Benefits | |
| Professional Svcs/Consulting | |
| Insurance | |
| Licenses, Registration, Permits | |
| Conferences & Meetings | |
| Marketing, Copying & Printing | |
| Repairs & Maintenance | |
| Utilities | |
| Office & Program Supplies | |
| Postage & Delivery | |
| Capital Expenditures | |
| In-Kind | |
| Security & Storage | |
| Other: General (Need to allocate to respective line items) | |
| Other: Bank fees | |

Exhibit "B"

FY 2018 - 2019

Quarterly Budget Report - "Program A" - Contracting Training

| ORGANIZATION NAME: TED Center | | FY 2018 - 2019 Budget | | Quarter: <u> 1 </u> | |
|---|---|--|---|--|------------|
| INCOME | TED CENTER Program A FY 2018-19 Quarter _Oct 2018 to _Dec | TED Center Program A FY 2018-19 Y-T-D _Oct 2018 to _Dec 2018 | TED Center Program A FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Fees, Tickets, Registration | | | | - | 0% |
| Programs | | | | - | 0% |
| Sponsorships | | | | | |
| Donations | | | | - | #DIV/0! |
| CRA Grant | 9,375 | 9,375 | 37,500 | (28,125) | 25% |
| Grants-Other | | | | - | #DIV/0! |
| In-Kind | | | | - | |
| Interest Income | | | | - | 0% |
| Membership | | | | - | #DIV/0! |
| Other: | | | | - | #DIV/0! |
| Other: | | | | - | 0% |
| Other: | | | | - | #DIV/0! |
| Total Income | 9,375 | 9,375 | 37,500 | (28,125) | |
| Expense | TED CENTER Program A FY 2018-19 Quarter _Oct 2018 to | TED Center Program A FY 2018-19 Y-T-D _Oct 2018 to Dec 2018 | TED Center Program A FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Salaries & Related Taxes | | | | - | #DIV/0! |
| Fringe Benefits | | | | - | #DIV/0! |
| Professional Svcs/Consulting | | | | - | #DIV/0! |
| Insurance | | | | - | #DIV/0! |
| Licenses, Registration, Permits | | | | - | #DIV/0! |
| Conferences & Meetings | | | | - | 0% |
| Marketing, Copying & Printing | | | | - | #DIV/0! |
| Repairs & Maintenance | | | | - | #DIV/0! |
| Utilities | | | | - | #DIV/0! |
| Office & Program Supplies | | | | - | #DIV/0! |
| Postage & Delivery | | | | - | #DIV/0! |
| Capital Expenditures | | | | - | #DIV/0! |
| In-Kind | | | | - | #DIV/0! |
| Security & Storage | | | | - | #DIV/0! |
| Other: General (Need to allocate to respective line items) | | | | - | #DIV/0! |
| Other: Bank fees | | | | - | #DIV/0! |
| Other: Event Expenses | | | | - | #DIV/0! |
| Other: Website Computers & Software | | | | - | #DIV/0! |
| Programs | | | | - | #DIV/0! |
| Membership & Meetings | | | | - | #DIV/0! |
| Dues & Subscriptions | | | | - | #DIV/0! |
| Other: Contracting Training | 9,375 | 9,375 | 37,500 | (28,125) | 25% |
| Other: Small Business Certification | | | | - | #DIV/0! |

| | | | | | |
|--|---|------------------------|---------------|--------------------------------|---------|
| Other: Youth Entrepreneurship | | | | - | #DIV/0! |
| Sub-Total Expenses | | | 37,500 | (28,125) | |
| Total Expense | 9,375 | 9,375 | 37,500 | (28,125) | |
| NET INCOME | - | - | - | - | |
| | | | | | |
| CRA Budget Narrative Form | | | | | |
| ORGANIZATION NAME: TED Center | | FY 2018-19 Budget | | Quarter: <u> 1 </u> | |
| <u> </u> Exceeding Projection | | <u> X </u> On Target | | <u> </u> Below Projection | |
| INCOME: | | | | | |
| Explanation of Variances | | | | | |
| Fees, Tickets, Registration | | | | | |
| Programs | | | | | |
| Sponsorships | | | | | |
| Donations | | | | | |
| CRA Grant | CRA Grant is \$35,000 for the Contracting Training Program. | | | | |
| Grants-Other | | | | | |
| In-Kind | | | | | |
| Interest Income | | | | | |
| Membership | | | | | |
| | | | | | |
| <u> </u> Lower than Projection <u> </u> On Target <u> </u> Exceeding Projection | | | | | |
| EXPENSES: | | | | | |
| Explanation of Variances | | | | | |
| Salaries & Related Taxes | | | | | |
| Fringe Benefits | | | | | |
| Professional Svcs/Consulting | | | | | |
| Insurance | | | | | |
| Licenses, Registration, Permits | | | | | |
| Conferences & Meetings | | | | | |
| Marketing, Copying & Printing | | | | | |
| Repairs & Maintenance | | | | | |
| Utilities | | | | | |
| Office & Program Supplies | | | | | |
| Postage & Delivery | | | | | |
| Capital Expenditures | | | | | |
| In-Kind | | | | | |
| Security & Storage | | | | | |
| Other: General (Need to allocate to respective line items) | | | | | |
| Other: Bank fees | | | | | |
| Other: Event Expenses | | | | | |
| Other: Website Computers & Software | | | | | |
| Programs | | | | | |
| Membership & Meetings | | | | | |
| Dues & Subscriptions | | | | | |
| Other: Contracting Training | | | | | |
| Other: Small Business Certification | | | | | |
| Other: Youth Entrepreneurship | | | | | |

Exhibit "B"
FY 2018 - 2019

Quarterly Budget Report - "Program B" - Small Business Certification

| | | | | | |
|---|--|---|---|---|-------------------|
| ORGANIZATION NAME: TED Center | | FY 2018 - 2019 Budget | | Quarter: <u> 1 </u> | |
| INCOME | TED CENTER Program B FY 2018-19 Quarter _Oct 2018_ to | TED Center Program B FY 2018-19 Y-T-D _Oct_2018_ to _Dec_2018_ | TED Center Program B FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Fees, Tickets, Registration | | | | #VALUE! | 0% |
| Programs | | | | - | 0% |
| Sponsorships | | | | | |
| Donations | | | | - | #DIV/0! |
| CRA Grant | 2,750 | 2,750 | 11,000 | (8,250) | 25% |
| Grants-Other | | | | - | #DIV/0! |
| In-Kind | | | | - | |
| Interest Income | | | | - | 0% |
| Membership | | | | - | #DIV/0! |
| Other: | | | | - | #DIV/0! |
| Other: | | | | - | 0% |
| Other: | | | | - | #DIV/0! |
| Total Income | 2,750 | 2,750 | 11,000 | #VALUE! | |
| Expense | TED CENTER Program B FY 2018-19 Quarter _Oct_2018_ to | TED Center Program B FY 2018-19 Y-T-D _Oct_2018_ to _Dec_2018_ | TED Center Program B FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Salaries & Related Taxes | | | | - | #DIV/0! |
| Fringe Benefits | | | | - | #DIV/0! |
| Professional Svcs/Consulting | | | | - | #DIV/0! |
| Insurance | | | | - | #DIV/0! |
| Licenses, Registration, Permits | | | | - | #DIV/0! |
| Conferences & Meetings | | | | - | 0% |
| Marketing, Copying & Printing | | | | - | #DIV/0! |
| Repairs & Maintenance | | | | - | #DIV/0! |
| Utilities | | | | - | #DIV/0! |
| Office & Program Supplies | | | | - | #DIV/0! |
| Postage & Delivery | | | | - | #DIV/0! |
| Capital Expenditures | | | | - | #DIV/0! |
| In-Kind | | | | - | #DIV/0! |
| Security & Storage | | | | - | #DIV/0! |
| Other: General (Need to allocate to respective line items) | | | | - | #DIV/0! |
| Other: Bank fees | | | | - | #DIV/0! |
| Other: Event Expenses | | | | - | #DIV/0! |
| Other: Website Computers & Software | | | | - | #DIV/0! |
| Programs | | | | - | #DIV/0! |
| Membership & Meetings | | | | - | #DIV/0! |
| Dues & Subscriptions | | | | - | #DIV/0! |
| Other: Contracting Training | | | | - | #DIV/0! |
| Other: Small Business Certification | 2,750 | 2,750 | 11,000 | (8,250) | 25% |

| | | | | | |
|-------------------------------|---|---|---------------|----------------|---------|
| Other: Youth Entrepreneurship | | | | - | #DIV/0! |
| Sub-Total Expenses | | | 11,000 | (8,250) | |
| Total Expense | - | - | 11,000 | (8,250) | |

| | | | | | |
|-------------------|--------------|--------------|----------|----------------|--|
| NET INCOME | 2,750 | 2,750 | - | #VALUE! | |
| | | | | | |
| | | | | | |

CRA Budget Narrative Form

| | | |
|--------------------------------------|-------------------|-----------------------|
| ORGANIZATION NAME: TED Center | FY 2018-19 Budget | Quarter: _____ |
| ____ Exceeding Projection | __X__ On Target | ____ Below Projection |

| | |
|--------------------------------------|---|
| INCOME: | Explanation of Variances |
| Fees, Tickets, Registration Programs | |
| Sponsorships | |
| Donations | |
| CRA Grant | CRA Grant is \$10,000 for the Small Business Certification Program. |
| Grants-Other | |
| In-Kind | |
| Interest Income | |
| Membership | |

| | | |
|----------------------------|----------------|---------------------------|
| ____ Lower than Projection | ____ On Target | ____ Exceeding Projection |
|----------------------------|----------------|---------------------------|

| | |
|--|---------------------------------|
| EXPENSES: | Explanation of Variances |
| Salaries & Related Taxes | |
| Fringe Benefits | |
| Professional Svcs/Consulting | |
| Insurance | |
| Licenses, Registration, Permits | |
| Conferences & Meetings | |
| Marketing, Copying & Printing | |
| Repairs & Maintenance | |
| Utilities | |
| Office & Program Supplies | |
| Postage & Delivery | |
| Capital Expenditures | |
| In-Kind | |
| Security & Storage | |
| Other: General (Need to allocate to respective line items) | |
| Other: Bank fees | |
| Other: Event Expenses | |
| Other: Website Computers & Software Programs | |
| Membership & Meetings | |
| Dues & Subscriptions | |
| Other: Contracting Training | |
| Other: Small Business Certification | |
| Other: Youth Entrepreneurship | |

Exhibit "B"
FY 2018 - 2019

Quarterly Budget Report - "Program C" - Youth Entrepreneurship

| | | | | | |
|---|---|---|---|---|-------------------|
| ORGANIZATION NAME: TED Center | | FY 2018 - 2019 Budget | | Quarter: <u> 1 </u> | |
| INCOME | TED CENTER Program C FY 2018-19 Quarter <u> Oct 2018 </u> to | TED Center Program C FY 2018-19 Y-T-D <u> Oct 2018 </u> to <u> Dec 2018 </u> | TED Center Program C FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Fees, Tickets, Registration | | | | - | 0% |
| Programs | | | | - | 0% |
| Sponsorships | | | | | |
| Donations | | | | - | #DIV/0! |
| CRA Grant | 4,125 | 4,125 | 16,500 | (12,375) | 25% |
| Grants-Other | | | | - | #DIV/0! |
| In-Kind | | | | - | |
| Interest Income | | | | - | 0% |
| Membership | | | | - | #DIV/0! |
| Other: | | | | - | #DIV/0! |
| Other: | | | | - | 0% |
| Other: | | | | - | #DIV/0! |
| Total Income | 4,125 | 4,125 | 16,500 | (12,375) | |
| Expense | TED CENTER Program C FY 2018-19 Quarter <u> Oct 2018 </u> to | TED Center Program C FY 2018-19 Y-T-D <u> Oct 2018 </u> to <u> Dec 2018 </u> | TED Center Program C FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Salaries & Related Taxes | | | | - | #DIV/0! |
| Fringe Benefits | | | | - | #DIV/0! |
| Professional Svcs/Consulting | | | | - | #DIV/0! |
| Insurance | | | | - | #DIV/0! |
| Licenses, Registration, Permits | | | | - | #DIV/0! |
| Conferences & Meetings | | | | - | 0% |
| Marketing, Copying & Printing | | | | - | #DIV/0! |
| Repairs & Maintenance | | | | - | #DIV/0! |
| Utilities | | | | - | #DIV/0! |
| Office & Program Supplies | | | | - | #DIV/0! |
| Postage & Delivery | | | | - | #DIV/0! |
| Capital Expenditures | | | | - | #DIV/0! |
| In-Kind | | | | - | #DIV/0! |
| Security & Storage | | | | - | #DIV/0! |
| Other: General (Need to allocate to respective line items) | | | | - | #DIV/0! |
| Other: Bank fees | | | | - | #DIV/0! |
| Other: Event Expenses | | | | - | #DIV/0! |
| Other: Website Computers & Software | | | | - | #DIV/0! |
| Programs | | | | - | #DIV/0! |
| Membership & Meetings | | | | - | #DIV/0! |
| Dues & Subscriptions | | | | - | #DIV/0! |
| Other: Contracting Training | | | | - | #DIV/0! |
| Other: Small Business Certification | | | | - | #DIV/0! |

| | | | | | |
|-------------------------------|--------------|--------------|---------------|-----------------|-----|
| Other: Youth Entrepreneurship | 4,125 | 4,125 | 16,500 | (12,375) | 25% |
| Sub-Total Expenses | | | 16,500 | (12,375) | |
| Total Expense | 4,125 | 4,125 | 16,500 | (12,375) | |

NET INCOME

-

-

-

-

CRA Budget Narrative Form

ORGANIZATION NAME: TED Center

FY 2018-19 Budget

Quarter: _____

____ Exceeding Projection

__X__ On Target

____ Below Projection

INCOME: Explanation of Variances

Fees, Tickets, Registration

Programs

Sponsorships

Donations

CRA Grant

CRA Grant is \$15,000 for the Youth Entrepreneurship Program

Grants-Other

In-Kind

Interest Income

Membership

____ Lower than Projection

__X__ On Target

____ Exceeding Projection

EXPENSES: Explanation of Variances

Salaries & Related Taxes

Fringe Benefits

Professional Svcs/Consulting

Insurance

Licenses, Registration, Permits

Conferences & Meetings

Marketing, Copying & Printing

Repairs & Maintenance

Utilities

Office & Program Supplies

Postage & Delivery

Capital Expenditures

In-Kind

Security & Storage

Other: General (Need to allocate to respective line items)

Other: Bank fees

Other: Event Expenses

Other: Website Computers & Software

Programs

Membership & Meetings

Dues & Subscriptions

Other: Contracting Training

Other: Small Business Certification

Other: Youth Entrepreneurship

Exhibit "B"

FY 2018 - 2019

Quarterly Budget Report - "Program C" - Youth Entrepreneurship

| ORGANIZATION NAME: TED Center | | FY 2018 - 2019 Budget | | Quarter: <u> 1 </u> | |
|---|---|--|---|--|------------|
| | | | | | |
| INCOME | TED CENTER Program C FY 2018-19 Quarter _Oct_2018_ to _Dec_2018_ | TED Center Program C FY 2018-19 Y-T-D _Oct_2018_ to _Dec_2018_ | TED Center Program C FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Fees, Tickets, Registration | | | | - | 0% |
| Programs | | | | - | 0% |
| Sponsorships | | | | | |
| Donations | | | | - | #DIV/0! |
| CRA Grant | 4,125 | 4,125 | 16,500 | (12,375) | 25% |
| Grants-Other | | | | - | #DIV/0! |
| In-Kind | | | | - | |
| Interest Income | | | | - | 0% |
| Membership | | | | - | #DIV/0! |
| Other: | | | | - | #DIV/0! |
| Other: | | | | - | 0% |
| Other: | | | | - | #DIV/0! |
| Total Income | 4,125 | 4,125 | 16,500 | (12,375) | |
| | | | | | |
| Expense | TED CENTER Program C FY 2018-19 Quarter _Oct_2018_ to _Dec_2018_ | TED Center Program C FY 2018-19 Y-T-D _Oct_2018_ to _Dec_2018_ | TED Center Program C FY Budget 2018-19 | Variance Favorable (Unfavorable) | Percentage |
| Salaries & Related Taxes | | | | - | #DIV/0! |
| Fringe Benefits | | | | - | #DIV/0! |
| Professional Svcs/Consulting | | | | - | #DIV/0! |
| Insurance | | | | - | #DIV/0! |
| Licenses, Registration, Permits | | | | - | #DIV/0! |
| Conferences & Meetings | | | | - | 0% |
| Marketing, Copying & Printing | | | | - | #DIV/0! |
| Repairs & Maintenance | | | | - | #DIV/0! |
| Utilities | | | | - | #DIV/0! |
| Office & Program Supplies | | | | - | #DIV/0! |
| Postage & Delivery | | | | - | #DIV/0! |
| Capital Expenditures | | | | - | #DIV/0! |
| In-Kind | | | | - | #DIV/0! |
| Security & Storage | | | | - | #DIV/0! |
| Other: General (Need to allocate to respective line items) | | | | - | #DIV/0! |
| Other: Bank fees | | | | - | #DIV/0! |
| Other: Event Expenses | | | | - | #DIV/0! |
| Other: Website Computers & Software | | | | - | #DIV/0! |
| Programs | | | | - | #DIV/0! |
| Membership & Meetings | | | | - | #DIV/0! |
| Dues & Subscriptions | | | | - | #DIV/0! |

| | | | | | |
|-------------------------------------|--------------|--------------|---------------|-----------------|---------|
| Other: Contracting Training | | | | - | #DIV/0! |
| Other: Small Business Certification | | | | - | #DIV/0! |
| Other: Youth Entrepreneurship | 4,125 | 4,125 | 16,500 | (12,375) | 25% |
| Sub-Total Expenses | | | 16,500 | (12,375) | |
| Total Expense | 4,125 | 4,125 | 16,500 | (12,375) | |

| | | | | | |
|-------------------|---|---|---|---|--|
| NET INCOME | - | - | - | - | |
| | | | | | |
| | | | | | |

CRA Budget Narrative Form

| | | |
|--------------------------------------|-------------------|-----------------------|
| ORGANIZATION NAME: TED Center | FY 2018-19 Budget | Quarter: _____ |
| ____ Exceeding Projection | __X__ On Target | ____ Below Projection |

| | |
|--------------------------------------|--|
| INCOME: | Explanation of Variances |
| Fees, Tickets, Registration Programs | |
| Sponsorships | |
| Donations | |
| CRA Grant | CRA Grant is \$15,000 for the Youth Entrepreneurship Program |
| Grants-Other | |
| In-Kind | |
| Interest Income | |
| Membership | |

| | | |
|----------------------------|-----------------|---------------------------|
| ____ Lower than Projection | __X__ On Target | ____ Exceeding Projection |
|----------------------------|-----------------|---------------------------|

| | |
|--|---------------------------------|
| EXPENSES: | Explanation of Variances |
| Salaries & Related Taxes | |
| Fringe Benefits | |
| Professional Svcs/Consulting | |
| Insurance | |
| Licenses, Registration, Permits | |
| Conferences & Meetings | |
| Marketing, Copying & Printing | |
| Repairs & Maintenance | |
| Utilities | |
| Office & Program Supplies | |
| Postage & Delivery | |
| Capital Expenditures | |
| In-Kind | |
| Security & Storage | |
| Other: General (Need to allocate to respective line items) | |
| Other: Bank fees | |
| Other: Event Expenses | |
| Other: Website Computers & Software | |
| Programs | |
| Membership & Meetings | |
| Dues & Subscriptions | |
| Other: Contracting Training | |
| Other: Small Business Certification | |
| Other: Youth Entrepreneurship | |