## Creative City Collaborative of Delray Beach 4 29 19

## **BALANCE SHEET**

As of March 31, 2019

| ASSETS  | TOTAL                 |
|---|-----------------------|
| Current Assets  |                       |
| Bank Accounts   |                       |
| 10000 City National Operational #6392                           |                       |
| 10100 City National Restricted # 2232                           | 86,652.39             |
| 10200 City National Payroll #2229                               | 7,970.55              |
| 1072 Bill.com Money Out Clearing                                | 0.74                  |
| Total Bank Accounts   | 357.67                |
| Accounts Receivable   | \$94,981.35           |
| Accounts Receivable (A/R)                                       | 050.00                |
| Total Accounts Receivable                                       | 350.00                |
| Other Current Assets  | \$350.00              |
| 10300 Pre-Paids   | 4.007.55              |
| 10400 Due to/from (CRA)   | 4,397.55<br>68,750.04 |
| 10410 Due to/from Gold Star                                     | 0.00                  |
| 10420 Due from State of Florida                                 | -1,902.17             |
| 10430 Due to/from 3rd Parties                                   | 0.00                  |
| Undeposited Funds   | 0.00                  |
| Total Other Current Assets                                      | \$71,245.42           |
| Total Current Assets  | \$166,576.77          |
| Fixed Assets  |                       |
| 10600 Capital Expenditure                                       | 9                     |
| 10700 Furniture & Fixtures                                      | 10,298.52             |
| 10800 Machinery & Equipment                                     | 11,588.00             |
| 10900 Concessions Equipment                                     | 19.98                 |
| 11100 Production Equipment                                      | 107,046.54            |
| Total 10600 Capital Expenditure                                 | 128,953.04            |
| 11200 Leasehold Improvements                                    | 112,057.64            |
| 11300 A/D - Furniture and Equipment                             | -113,221.54           |
| Total Fixed Assets  | \$127,789.14          |
| Other Assets  |                       |
| 11400 Security Deposit  | 1,500.00              |
| Total Other Assets  | \$1,500.00            |
| TOTAL ASSETS  | \$295,865.91          |
| IABILITIES AND EQUITY   |                       |
| Liabilities   |                       |
| Current Liabilities   |                       |
| Accounts Payable  |                       |
| 20000 Accounts Payable  | 9,201.76              |
| Accounts Payable 20000 Accounts Payable  Total Accounts Payable | \$9,201.76            |
| Odle and Orange at his district                                 |                       |
| 20100 Loan from Officer   | 0.00                  |

| 004041   | TOTAL                        |
|--|------------------------------|
| 20101 Loan Due to R. John Hamman Jr. (6-19-18) | 15,000.00                    |
| 20102 Loan Due to Pamela Goffman (6/28/18)     | 15,000.00                    |
| Total 20100 Loan from Officer                  | 30,000.00                    |
| 20200 Note Payable Boca Theater Guild          | 0.00                         |
| 20300 Accrued Expenses                         | 690.00                       |
| 20400 Payroli Liabilities                      | 850.60                       |
| 20600 Deferred Ticket Sales                    | 61,065.48                    |
| 20700 Gift Card Payable                        | 4,739.00                     |
| 20800 Deferred Individual Support              | 4,739.00                     |
| 20900 Sales Tax Payable                        | 188.64                       |
| 20950 Employee Advances                        | 0.00                         |
| Settlements Payable                            |                              |
| Total Other Current Liabilities                | 0.00<br><b>\$97,533.72</b>   |
| Total Current Liabilities                      | \$106,735.48                 |
| Total Liabilities                              | \$106,735.48                 |
| Equity   | Ψ100,700.40                  |
| 30000 Temp. Restricted Net Assets              | 0.00                         |
| 30100 Unrestricted cash Account                | 0.00                         |
| Opening Balance Equity                         | 0.00                         |
| Retained Earnings                              |                              |
| Net Income                                     | 73,301.88                    |
| Total Equity                                   | 115,828.55                   |
| TOTAL LIABILITIES AND EQUITY                   | \$189,130.43<br>\$295,865.91 |

| CRA Combined Quarterly Budget Rep  |  | T  |   |   |
|--|--|--|---|---|
| ORGANIZATION: Creative City Collabo  | FY 2018-19<br>Quarter 2<br>01/01/2019to<br>03/31/2019                              | FY 2018-19<br>Year to Date<br>10/01/18 to<br>09/30/2019                              | FY 2018-19<br>Budget  | Variance<br>Favorable<br>(Unfavorable)  |
|  |  |  | 750,000   | (296 424)   |
| Fees, Tickets, Registration, etc.  | 280,815  | 463,566  | 750,000   | (286,434)   |
| Corporate Grants/Contributions   | 05.470   | 420 500  | 25,000  |   |
| Individual Donations   | 65,478   | 130,569  | 100,000   | 30,569  |
| Foundation Grants  | 3,250  | 3,250  | 25,000  | (21,750)  |
| Government - Federal   | -  |  | 0.500   | (0.500)   |
| Government- Local/County   | 1000   |  | 2,500   | (2,500)   |
| Government- State  | 1,902  | 3,803  | 8,000   | (4,197)   |
| CRA Actual or Requested  | 68,750   | 137,500  | 275,000   | (137,500)   |
| In-Kind  | <u> </u>   |  | 5,000   | (5,000)   |
| Interest Income  |  |  |   |   |
| Membership   | 880  |  |   |   |
| Other: Concessions   | 2,573  | 5,699  | 75,000  | (69,301)  |
| Other: Guild Fundraisers   | 540  | 3,840  | 10,000  | (6,160)   |
| Other: Rentals   | 4,897  | 6,098  | 10,000  | (3,902)   |
| Total Income   | 429,085  | 754,325  | 1,285,500   | (531,175)   |
| Expense  | FY 2018-19<br>Quarter 2<br>01/01/2019to  | FY 2018-19<br>Year to Date<br>10/01/18 to  | FY 2018-19<br>Budget  | Variance<br>Favorable<br>(Unfavorable)  |
| Salaries & Related Taxes   | 119,760  | 223,812  | 355,000   | 131,188   |
| Fringe Benefits & Taxes  | 6,045  | 12,397   | 30,000  | 17,603  |
| Professional Svcs/Consulting   | 31,321   | 60,521   | 75,000  | 14,479  |
| Insurance  | 4,555  | 9,265  | 20,000  | 10,735  |
| Licenses, Registration, Permits  | 2,419  | 3,647  | 8,000   | 4,353   |
| Conferences & Meetings   | 487  | 1,401  | 2,000   | 599   |
| Copying & Printing   | 5,630  | 10,950   | 15,000  | 4,050   |
|  | 6,207  | 12,833   | 25,000  | 12,167  |
| Equipment Rental/Maintenance   |  |  |   | 5,541   |
|  |  |  | 71.000  | 0.0411  |
| Rent/Mortgage & Maintenance  | 2,783  | 5,459  | 11,000<br>23,000  |   |
| Rent/Mortgage & Maintenance<br>Utilities   | 2,783<br>4,790   | 5,459<br>10,279  | 23,000  | 12,721  |
| Rent/Mortgage & Maintenance<br>Utilities<br>Telecommunication/Web  | 2,783<br>4,790<br>3,646  | 5,459<br>10,279<br>6,670   | 23,000<br>13,000  | 12,721<br>6,330   |
| Rent/Mortgage & Maintenance<br>Utilities<br>Telecommunication/Web<br>Office & Program Supplies   | 2,783<br>4,790<br>3,646<br>5,048   | 5,459<br>10,279<br>6,670<br>6,726  | 23,000<br>13,000<br>12,500  | 12,721<br>6,330<br>5,774  |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery   | 2,783<br>4,790<br>3,646<br>5,048   | 5,459<br>10,279<br>6,670<br>6,726<br>397   | 23,000<br>13,000<br>12,500<br>1,500   | 12,721<br>6,330<br>5,774<br>1,103   |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel  | 2,783<br>4,790<br>3,646<br>5,048   | 5,459<br>10,279<br>6,670<br>6,726  | 23,000<br>13,000<br>12,500  | 12,721<br>6,330<br>5,774  |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures   | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513                                     | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932                                      | 23,000<br>13,000<br>12,500<br>1,500<br>2,500  | 12,721<br>6,330<br>5,774<br>1,103<br>1,568  |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services  | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513                                     | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932                                      | 23,000<br>13,000<br>12,500<br>1,500<br>2,500<br>-<br>50,000                               | 12,721<br>6,330<br>5,774<br>1,103<br>1,568<br>-<br>36,213                               |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses  | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513<br>6,569<br>145,439                 | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932<br>13,787<br>255,221                 | 23,000<br>13,000<br>12,500<br>1,500<br>2,500<br>-<br>50,000<br>607,000                    | 12,721<br>6,330<br>5,774<br>1,103<br>1,568<br>-<br>36,213<br>351,779                    |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild  | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513<br>6,569<br>145,439<br>636          | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932<br>13,787<br>255,221<br>936          | 23,000<br>13,000<br>12,500<br>1,500<br>2,500<br>-<br>50,000<br>607,000<br>5,000           | 12,721<br>6,330<br>5,774<br>1,103<br>1,568<br>-<br>36,213<br>351,779<br>4,064           |
| Rent/Mortgage & Maintenance Utilities Telecommunication/Web Office & Program Supplies Postage & Delivery Local Travel Capital Expenditures Marketing Services Production Expenses Arts Garage Guild Concessions  | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513<br>6,569<br>145,439<br>636<br>2,323 | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932<br>13,787<br>255,221<br>936<br>3,547 | 23,000<br>13,000<br>12,500<br>1,500<br>2,500<br>-<br>50,000<br>607,000<br>5,000<br>30,000 | 12,721<br>6,330<br>5,774<br>1,103<br>1,568<br>-<br>36,213<br>351,779<br>4,064<br>26,453 |
| 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 Total Expense | 2,783<br>4,790<br>3,646<br>5,048<br>124<br>513<br>6,569<br>145,439<br>636          | 5,459<br>10,279<br>6,670<br>6,726<br>397<br>932<br>13,787<br>255,221<br>936          | 23,000<br>13,000<br>12,500<br>1,500<br>2,500<br>-<br>50,000<br>607,000<br>5,000           | 12,721<br>6,330<br>5,774<br>1,103<br>1,568<br>-<br>36,213<br>351,779<br>4,064           |

Maijone Urldo 4/29/19

| ORGANIZATION: Creative City Collab                | 2<br>orative DBA Arts Garage | FY 2018-2019    | 9                | Quarter 1                 |                     |
|---|------------------------------|-----------------|------------------|---------------------------|---------------------|
|   | X_On Target                  |                 | Projection       |                           |                     |
| CRA COMBINED REPORT                               |                              |                 |                  |                           |                     |
| INCOME: Explanation of Va                         |                              |                 |                  |                           | allean-             |
| Fees, Tickets, Registration, etc.                 | On Target                    |                 |                  |                           |                     |
| Corporate Grants/Contributions                    | Implementing Deve            | elopment Pal    | n 1819FY to i    | nclude board / corpo      | orate sponsors      |
| Individual Donations                              | Above Target                 |                 |                  |                           |                     |
| Foundation Grants                                 | Contracting with G           | rant Writer Q   | 4 to increase    | grant revenues            |                     |
| Government - Federal                              | N/A                          |                 |                  |                           |                     |
| Government- Local/County                          | Implementing Deve            | elopment Pla    | n 1819FY to i    | nclude board / corpo      | orate sponsors      |
| Government- State                                 | On Target                    |                 |                  |                           |                     |
| In-Kind   | Anticipating addition        | nal support i   | n Q3 from bo     | ard                       |                     |
| Interest Income                                   | N/A                          |                 |                  |                           |                     |
| Membership  | Membership is ann            | ual and shov    | vs spikes bas    | ed on renewal dates       | 1                   |
| CRA Actual or Requested                           | On Target                    |                 |                  |                           |                     |
| Other: Concessions                                | Liquor license applic        |                 |                  |                           |                     |
| Other: Guild Fundraiser                           |                              | shifted as we   | develop new s    | trategies (i.e. Annual    | Gala vs Biannua     |
| Other: Rentals                                    | On Target                    |                 |                  |                           |                     |
| EXPENSES: Explanation of Salaries & Related Taxes | Exceeded projection          | n as we mad     | e marketing a    | a FT position             |                     |
| Fringe Benefits                                   | On Target                    |                 | <u> </u>         |                           |                     |
| Professional Svcs/Consulting                      | Exceeded projection          | n as we mad     | e added deve     | elopment & accounti       | ng services         |
| Insurance   | On Target                    |                 |                  |                           |                     |
| Licenses, Registration, Permits                   | On Target                    |                 |                  |                           |                     |
| Conferences & Meetings                            | On Target                    |                 |                  |                           |                     |
| Copying & Printing                                | On Target                    |                 |                  |                           |                     |
| Equipment Rental/Maintenance                      | On Target                    | 44 All Control  |                  |                           |                     |
| Rent/Mortgage & Maintenance                       | On Target                    |                 |                  |                           |                     |
| <b>J</b> tilities                                 | On Target                    |                 |                  |                           |                     |
| Felecommunication/Web                             | On Target                    |                 |                  |                           |                     |
| Office & Program Supplies                         | Over budget due to           | the purchas     | e of computer    | s and cabinets            | A 2 15              |
| Postage & Delivery                                | On Target                    |                 |                  |                           |                     |
| ocal Travel                                       | On Target                    |                 |                  |                           | POTENTIAL PROPERTY. |
| Capital Expenditure                               | Did not purchase a           | ny capital iter | ns for this Qu   | arter.                    |                     |
| Marketing Services                                | Below budget because         | Markeling Cont  | ractor was hired | full time and is represen | ited in salaries    |
| Production Expenses                               | On Target                    |                 |                  |                           |                     |
| Arts Garage Guild                                 | On Target                    |                 |                  |                           | GRAIN CESS S        |
|   |                              |                 |                  |                           |                     |
| Concessions                                       | Liquor license appli         | cation submi    | tted in April 2  | 019                       |                     |

## CCC of DB CRA FY 18-19 Q2

| Quarterly Budget Report "A"               |   | The Line Up Musi  | ic Programming       |  |
|---|---|---|----------------------|--|
| ORGANIZATION: Creative City Collaborative | DBA Arts Garag  | 0   |                      |  |
| INCOME                                    | FY 2018-19<br>Quarter 2<br>01/01/2019to<br>03/31/2019 | FY 2018-19<br>Year to Date<br>10/01/18 to<br>09/30/2019 | FY 2018-19<br>Budget | Variance<br>Favorable<br>(Unfavorable) |
| Fees, Tickets, Registration, etc.         | 269,353   | 437,816   | 720,000              | (282,184)                              |
| Corporate Grants/Contributions            | -   | n <sub>E</sub>  | 25,000               | (25,000)                               |
| Individual Donations                      | 65,321  | 130,412   | 80,000               | 50,412                                 |
| Foundation Grants                         | 3,250   | 3,250   | 25,000               | (21,750)                               |
| Government - Federal                      | -   | -   | -                    |  |
| Government- Local/County                  | 4   | -   | 2,500                | (2,500)                                |
| Government- State                         | 1,902   | 3,803   | 8,000                | (4,197)                                |
| CRA Actual or Requested                   | 66,250  | 132,500   | 265,000              | (132,500)                              |
| In-Kind                                   | -   | -   | 5,000                | (5,000)                                |
| Interest Income                           | -   | 2   | 1-                   | -                                      |
| Membership                                | 880   |   | -                    | -                                      |
| Other: Concessions                        | 2,398   | 5,524   | 74,000               | (68,476)                               |
| Other: Guild Fundraiser                   | 540   | 3,840   | 10,000               | (6,160)                                |
| Other: Rentals                            | 4,897   | 6,098   | 10,000               | (3,902)                                |
| Total Income                              | 414,791   | 723,243   | 1,224,500            | (501,257)                              |
|   |   |   |                      |  |
| ≣xpense                                   | FY 2018-19<br>Quarter 2<br>01/01/2019to<br>03/31/2019 | FY 2018-19<br>Year to Date<br>10/01/18 to<br>09/30/2019 | FY 2018-19<br>Budget | Variance<br>Favorable<br>(Unfavorable) |
| Salaries & Related Taxes                  | 118,120   | 215,103   | 337,000              | 121,897                                |
| ringe Benefits                            | 6,045   | 11,197  | 28,800               | 17,603                                 |
| Professional Svcs/Consulting              | 31,321  | 60,521  | 75,000               | 14,479                                 |
| Insurance                                 | 4,555   | 9,265   | 20,000               | 10,735                                 |
| Licenses, Registration, Permits           | 2,419   | 3,647   | 8,000                | 4,353                                  |
| Conferences & Meetings                    | 487   | 1,401   | 2,000                | 599                                    |
| Copylng & Printing                        | 5,630   | 10,950  | 15,000               | 4,050                                  |
| Equipment Rental/Maintenance              | 6,207   | 12,833  | 25,000               | 12,167                                 |
| Rent/Mortgage & Maintenance               | 2,783   | 5,459   | 11,000               | 5,541                                  |

|   |  | 40.070  | 23,000  | 12,721   |
|---|--|---|---|--|
| Utilities   | 4,790  | 10,279  | 25,000  |  |
| Telecommunication/Web   | 3,646  | 6,670   | 13,000  | 6,330  |
| Office & Program Supplies   | 5,048  | 6,726   | 12,500  | 5,774  |
| Postage & Delivery  | 124  | 397   | 1,500   | 1,103  |
| Local Travel  | 513  | 932   | 2,500   | 1,568  |
| Capital Expenditures  | -  | -   | -   | -  |
| Marketing Services  | 6,489  | 13,348  | 49,000  | 35,652   |
| Production Expenses   | 138,359  | 252,195   | 587,000   | 334,805  |
| Arts Garage Guild   | 636  | 836   | 5,000   | 4,164  |
| Concessions   | 2,181  | 3,263   | 29,500  | 26,237   |
| Total Expenses  | 339,353  | 625,023   | 1,244,800   | 619,777  |
|   |  |   |   |  |
| NET INCOME  | 75,438   | 98,220  |   | <b>1</b>   |
|   |  |   |   | The second secon |
| CRA Budget Narrative Report "A" Th  | ne Line Up Music Programs  | ming  |   | L  |
| CRA Budget Narrative Report "A" Th  |  |   |   | Quarter 2  |
| ORGANIZATION: Creative City Collabor  |  |   | tion  | Quarter 2  |
| ORGANIZATION: Creative City Collabor  | rative DBA Arts Garage FY On Target  | 2018-2019   | tion  | Quarter 2  |
| ORGANIZATION: Creative City CollaborExceeding ProjectionX_  | rative DBA Arts Garage FY On Target  | 2018-2019   | tion  | Quarter 2  |
| ORGANIZATION: Creative City CollaborExceeding ProjectionX_ INCOME: Explanation of Variar  | rative DBA Arts Garage FY On Target  | ′ 2018-2019<br>Below Projec   |   |  |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc.   | On TargetOn Target On Target   | ′ 2018-2019<br>Below Projec   |   |  |
| ORGANIZATION: Creative City Collabor  Exceeding Projection _X_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc.  Corporate Grants/Contributions  | On Target On Target Implementing Developr  | 2018-2019Below Project  | to include board  | / corporate sponsors   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Varian Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations   | On Target On Target Implementing Developr AboveTarget  | 2018-2019Below Project  | to include board  | / corporate sponsors   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations Foundation Grants   | On TargetOn TargetOn TargetOn TargetOn TargetOn TargetOn TargetOn Target   | 2018-2019 Below Project ment Pain 1819FY  | to include board<br>crease grant re                     | / corporate sponsors<br>venues   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations Foundation Grants Government - Federal  | On TargetOn TargetOn Target  On Target  Implementing Developr AboveTarget Contracting with Grar N/A                    | 2018-2019 Below Project ment Pain 1819FY  | to include board<br>crease grant re                     | / corporate sponsors<br>venues   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations Foundation Grants Government - Federal Government- Local/County   | On Target  On Target  Implementing Developr AboveTarget  Contracting with Grar N/A  Implementing Developr              | 2018-2019 Below Project ment Paln 1819FY ht Writer Q4 to in-  | to include board<br>crease grant re<br>to include board | / corporate sponsors<br>venues   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations Foundation Grants Government - Federal Government- Local/County Government- State                         | On Target  On Target  Implementing Developr  AboveTarget  Contracting with Grar  N/A  Implementing Developr  On Target | 2018-2019 Below Project ment Paln 1819FY ht Writer Q4 to in-  | to include board<br>crease grant re<br>to include board | / corporate sponsors<br>venues   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc.  Corporate Grants/Contributions Individual Donations Foundation Grants Government - Federal Government- Local/County Government- State                        | Anticipating additiona   | Below Project  Below Project  Ment Pain 1819FY  It Writer Q4 to income Plan 1819FY  It support in Q3 fr | to include board<br>crease grant re<br>to include board | venues // corporate sponsors   |
| ORGANIZATION: Creative City Collabor Exceeding ProjectionX_ INCOME: Explanation of Variar Fees, Tickets, Registration, etc. Corporate Grants/Contributions Individual Donations Foundation Grants Government - Federal Government- Local/County Government- State In-Kind Interest Income | On TargetOn TargetOn Target  | Below Project  Below Project  Ment Pain 1819FY  It Writer Q4 to income Plan 1819FY  It support in Q3 fr | to include board<br>crease grant re<br>to include board | venues // corporate sponsors   |

| Other: Guild Fundraiser         | Funding plans have shifted to develop new strategies (Ann Gala vs Biannual)               |
|---------------------------------|---|
| Other: Rentals                  | On Target   |
|                                 |   |
|                                 | On TargetExceeding Projection   |
| EXPENSES: Explanation of Va     | ariances  |
| Salaries & Related Taxes        | Exceeded projection as we made marketing a FT position                                    |
| Fringe Benefits                 | On Target   |
| Professional Svcs/Consulting    | Exceeded projection as we made added development & accounting service                     |
| Insurance                       | On Target   |
| Licenses, Registration, Permits | On Target   |
| Conferences & Meetings          | On Target   |
| Copying & Printing              | On Target   |
| Equipment Rental/Maintenance    | On Target   |
| 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 salar |
| Production Expenses             | On Target   |
| Arts Garage Guild               | On Target   |
| Concessions                     | Liquor license application submitted in April 2019  |

## CCC of DB CRA FY18-19 Q2

| Quarterly Budget Report "B"       |   | Discover Diversity Co                                   | ncert Series         |   |
|-----------------------------------|---|---|----------------------|---|
| ORGANIZATION: Creative City Coll  | aborative DBA Art                                     | s Garage  |                      |   |
| INCOME                            | FY 2018-19<br>Quarter 2<br>01/01/2019to<br>03/31/2019 | FY 2018-19<br>Year to Date<br>10/01/18 to 09/30/2019    | FY 2018-19<br>Budget | Variance<br>Favorable<br>(Unfavorable)  |
| Fees, Tickets, Registration, etc. | 11,462  | 25,750  | 30,000               | (4,250                                  |
| Corporate Grants/Contributions    | -   |   | -                    | -                                       |
| Individual Donations              | 157   | 157   | 20,000               | (19,843                                 |
| Foundation Grants                 |   | -   | и                    | -                                       |
| Government - Federal              |   | -   | -                    | -                                       |
| Government- Local/County          | -   | -   |                      |   |
| Government- State                 | -   | -   |                      | -                                       |
| CRA Actual or Requested           | 2,500   | 5,000   | 10,000               | (5,000                                  |
| In-Kind                           |   | 1 - 1   |                      |   |
| Interest Income                   |   | -   |                      | <u> </u>                                |
| Membership -                      | <u> </u>  | - 1   |                      | -                                       |
| Other: Concessions                | 175   | 175   | 1,000                | (825                                    |
| Other: Guild Fundraiser           |   |   |                      | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| Other: Rentals                    |   |   |                      | -                                       |
| Total Income                      | 14,294  | 31,082  | 61,000               | (29,918                                 |
|                                   |   |   |                      | <b>'</b>                                |
| Expense                           | FY 2018-19<br>Quarter 2<br>01/01/2019to<br>03/31/2019 | FY 2018-19<br>Year to Date<br>10/01/18 to<br>09/30/2019 | FY 2018-19<br>Budget | Variance<br>Favorable<br>(Unfavorable)  |
| Salaries & Related Taxes          | 1,640   | 8,708   | 18,000               | 9,292                                   |
| Fringe Benefits                   | -   | 1,200   | 1,200                | 0                                       |
| Professional Svcs/Consulting      | -   | -   | -                    | -                                       |
| Insurance                         | -   |   | - 1                  | MONOTOR CONTRACTOR                      |
| Licenses, Registration, Permits   | -   |   |                      |   |
| Conferences & Meetings            | -   | -   | - 1                  | ~                                       |
| Copying & Printing                |   | -   | -                    |   |
| Equipment Rental/Maintenance      |   | _   | -                    | -                                       |
| Rent/Mortgage & Maintenance       | _   |   | - 1                  | -                                       |
| Utilities                         | -   | **************************************                  | _                    | _                                       |
| Telecommunication/Web             | <u> </u>  | -   |                      | _                                       |
| Office & Program Supplies         | ·   |   | _ "                  | -                                       |
| Postage & Delivery                | _   |   |                      | -                                       |
| ocal Travel                       |   |   | _                    | _                                       |
| Capital Expenditures              |   |   |                      | _                                       |
| Marketing Services                | 80  | 439   | 1,000                | 561                                     |
| Production Expenses               | 7,080   | 3,026   | 20,000               | 16,974                                  |
| Arts Garage Guild                 | - 7,000   | 100   | 20,000               | (100                                    |
| Concessions                       | 142   | 284   | 500                  | 216                                     |
| Total Expense                     | 8,942   | 13,757  | 40,700               | 26,943                                  |
|                                   |   |   |                      |   |

| NET INCOME   | 5,352   17,325   |   |
|--|--|---|
| CRA Budget Narrative Report "B" D                        |  |   |
| ORGANIZATION: Creative City Collaborat                   |  | 2 |
| Exceeding Projection _XO<br>INCOME: Explanation of Varia | On Target Below Projection                                       |   |
| INCOME: Explanation of Varia                             | arces  |   |
|  |  |   |
| Fees, Tickets, Registration, etc.                        | On Target  |   |
| Corporate Grants/Contributions                           | N/A  |   |
| Individual Donations                                     | On Target overall although less than anticipated for the series. |   |
| Foundation Grants Government - Federal                   | N/A  |   |
| Government - rederal Government- Local/County            | N/A  |   |
| Government- State  | N/A  |   |
| In-Kind  | N/A  |   |
| Interest Income  | N/A  |   |
| Membership   | N/A  |   |
| CRA Actual or Requested                                  | On Target  |   |
| Other: Concessions                                       | Liquor license application submitted in April 2019.              |   |
| Other: Guild Fundraisers                                 | N/A  |   |
| Other: Rentals   | N/A  | _ |
| Lower than ProjectionX                                   | Exceeding Projection   |   |
| EXPENSES: Explanation of V                               |  | _ |
|  | arrances   |   |
| Salaries & Related Taxes                                 | On Target  |   |
| Fringe Benefits  | On Target  |   |
| Professional Svcs/Consulting                             | N/A  |   |
| Insurance  | N/A  |   |
| Licenses, Registration, Permits                          | N/A  |   |
| Conferences & Meetings                                   | N/A  |   |
| Copying & Printing                                       |  |   |
|  | N/A  |   |
| Equipment Rental/Maintenance                             | N/A  |   |
| Rent/Mortgage & Maintenance                              | N/A  |   |
| Utilities  | N/A  |   |
| Telecommunication/Web                                    | N/A  |   |
| Office & Program Supplies                                | N/A  |   |
| Postage & Delivery                                       | N/A  |   |
| Local Travel   | N/A  |   |
| Capital Expenditures                                     | N/A  |   |
| Marketing Services                                       | On Target  |   |
| Production Expenses                                      | On Target  | - |
| Arts Garage Guild  | N/A  |   |
| Concessions  |  |   |
| DONCESSIONS  | On Target  |   |

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| Creative City Collaborative of DB: A : The Line Up Music Program To appeal to people of different cultures and interests bringing everyone together to share a common love of music, performance art and visual arts.  | Annual Goal FY<br>18-19         | Qtr 1<br>Ending 12/31/18 | Qtr 2<br>Ending 3/31/19        | Qtr 3<br>Ending 6/30/19 | Qtr 4<br>Ending 9/30/19 | YTD<br>10/1/18 -<br>9/30/19                     | % Achieved<br>Annual Goal<br>FY 18-19         | On turget  | Below<br>expected<br>goal |
|--|---------------------------------|--------------------------|--------------------------------|-------------------------|-------------------------|---|---|--|---------------------------|
| OUTPUTS  |                                 |                          |                                |                         |                         |   |   |  |                           |
| 12 Mainstage musical performances per month for a total of 144 shows annually.   | 144                             | 34                       | 33                             |                         |                         | 67  | 47%   | •  |                           |
| 27,000 Total attendees   | 17,000                          | 5,092                    | 6,008                          |                         |                         | 11,100  | 65%   |  |                           |
| \$650,000 Total revenue from ticket sales  | 650,000                         | 204,231                  | 230,811                        | 8                       | 微                       | 435,042   | 57%   |  |                           |
| 600 Performers taking the stage annually   | 600                             | 191                      | 164                            | (A                      |                         | 355   | 59%   | •  |                           |
| Two alternative venue performances per month offering at least 24 toal   | 24                              | 11                       | 12                             |                         |                         | 23  | 96%   |  |                           |
| 1,200 total attendees  | 1,200                           | 408                      | 818                            | OH .                    |                         | 1,226   | 102%  | •  |                           |
| \$10,000 Total revenue from ticket sales   | 10,000                          | 1684                     | 3130                           |                         |                         | 4,814   | 48%   | •  |                           |
| \$2,000 Total sponsorship revenue  | 2,000                           | 0 000                    | 0                              |                         |                         | 0   | 0%  |  | •                         |
| 500 diverse performers   | 500                             | 116                      | 89                             | 脳                       | - I                     | 205   | 41%   |  |                           |
| OUTCOMES   |                                 | in in                    |                                |                         | in a                    |   |   |  |                           |
| 12 Mainstage musical performances per month for a total of 144 shows annually.   | 144                             | 34                       | 33                             |                         |                         | 67  | 47%   |  |                           |
| 50% of attendees support local economy   | 50%                             | 69%                      | 72%                            | 80.                     |                         | 71%   | 14286   |  |                           |
| 75% of Mainstage Performers are from out of the area   | 75%                             | 73%                      | 92%                            |                         |                         | 83%   | 111%  | •  | 1                         |
| 50% of attendees from out of area  | 50%                             | 47%                      | 52%                            |                         |                         | 50%   | 100%  |  |                           |
| Two alternative venue performances per month offering at least 24 toal performances annually   | 24                              | 11                       | 12                             |                         |                         | 23  | 96%   | •  |                           |
| 30% Of attendees support local economy   | 30%                             | 89%                      | 42%                            |                         |                         | 66%   | 220%  | •  |                           |
| 25% Performers from out of area  | 25%                             | 68%                      | 75%                            | 200                     |                         | 72%   | 288%  |  | -                         |
| 30% Attendees from out of area   | 30%                             | 25%                      | 42%                            |                         |                         | 34%   | 113%  |  | _                         |
| Creative City Collaborative of DB; B: Discover Diversity Concert Series: To include entire community in our programming by growing our musical genres  |                                 | Qtr1                     | Qtr 2                          | Qtr 3                   | Qtr 4                   | утр   | % Annual                                      | 200000000000000000000000000000000000000  |                           |
|  |                                 | Qtr 1<br>Ending 12/31/18 | Qtr 2<br>Ending 3/31/19        | Qtr 3<br>Ending 6/30/19 | Qtr 4<br>Ending 9/30/19 | YTD<br>10/1/18-<br>9/30/19                      | % Annual<br>Goal<br>Achieved                  | On target  |                           |
| include entire community in our programming by growing our musical genres<br>such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase   |                                 | 308                      |                                | 1960                    | 920                     | 10/1/18-  | Goal  | On target  | Below<br>expecte<br>goal  |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase access to the arts.  | 6-8                             | 308                      |                                | 1960                    | 920                     | 10/1/18-  | Goal  | On target  | expecte                   |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and Increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical   | 6-8<br><b>1000</b>              | Ending 12/31/18          | Ending 3/31/19                 | 1960                    | 920                     | 10/1/18 -<br>9/30/19                            | Goal<br>Achieved                              | IN IN SUCCESSION OF THE PARTY O | expecti                   |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.   |                                 | Ending 12/31/18          | Ending 3/31/19                 | 1960                    | 920                     | 10/1/18 -<br>9/30/19                            | Goal<br>Achieved                              | <u>*</u>   | expecti                   |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  | 1000                            | 4<br>383                 | Ending 3/31/19<br>3<br>3       | 1960                    | 920                     | 10/1/18 -<br>9/30/19<br>7<br>687                | Goal<br>Achieved                              | •  | expecti                   |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  | 1000<br>30,000                  | 4<br>383<br>13,320       | Ending 3/31/19  3  304  10,854 | 1960                    | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174       | Goal Achieved  100%  69%  81%                 | •  | expecte                   |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.   | 1000<br>30,000                  | 4<br>383<br>13,320       | Ending 3/31/19  3  304  10,854 | 1960                    | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174       | Goal Achieved  100%  69%  81%                 | •  | expect                    |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.  Engage Teen Guild Volunteer group to help with marketing   | 1000<br>30,000<br>20            | 4<br>383<br>13,320<br>31 | 3<br>3<br>304<br>10,854<br>26  | 100                     | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174<br>57 | Goal Achieved  100%  59%  51%  285%           | •  | expects<br>goal           |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.   | 3000<br>30,000<br>20<br>\$2,500 | 4 383 13,320 31          | 3<br>3<br>304<br>10,854<br>26  | 100                     | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174<br>57 | Goal Achteved  100%  69%  81%  285%           | •  | goal                      |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.  Engage Teen Guild Volunteer group to help with marketing   | 3000<br>30,000<br>20<br>\$2,500 | 4 383 13,320 31          | 3<br>3<br>304<br>10,854<br>26  | 100                     | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174<br>57 | Goal Achteved  100%  69%  81%  285%           | •  | expect                    |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.  Engage Teen Guild Volunteer group to help with marketing  OUTCOMES  Offering a concert series with 6-8 shows, each focusing on a different musical   | 3000<br>30,000<br>20<br>\$2,500 | 4 383 13,320 31          | 3<br>3<br>304<br>10,854<br>26  | 100                     | 920                     | 10/1/18-<br>9/30/19<br>7<br>687<br>24,174<br>57 | Goal Achteved  100%  69%  81%  285%           | •  | expect                    |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.  Engage Teen Gulid Volunteer group to help with marketing  OUTCOMES  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.   | 3000<br>30,000<br>20<br>\$2,500 | 4 383 13,320 31 0 20     | 3 304 10,854 26 0 35           | 100                     | 920                     | 7<br>687<br>24,174<br>57<br>0<br>55             | Goal Achteved  100%  69%  81%  285%  0%  500% | •  | expect                    |
| include entire community in our programming by growing our musical genres such as Country, Rap Gospel, Reggoe, Swing, Pop, Funk A Capella, and increase access to the arts.  OUTPUTS  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  1,000 total attendees  \$30,000 Total revenue from ticket sales  20 Performers taking the stage annually  Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups.  \$2,500 In New Sponsorships to connect businesses with specific target markets.  Engage Teen Gulid Volunteer group to help with marketing  OUTCOMES  Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.  30% of attendees support local economy | \$2,500<br>11                   | 4 383 13,320 31 0 20 73% | 3 3 304 10,854 26 0 35         | 100                     | 920                     | 7<br>687<br>24,174<br>57<br>0<br>55             | Goal Achteved  100%  69%  81%  285%  0%  500% | •  | goal                      |

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| THE STATE OF THE S |           | NSH   |   |                           | 90 E                    | u - 1                       |                              |                    |                           |
|--|-----------|---|---|---------------------------|-------------------------|-----------------------------|------------------------------|--------------------|---------------------------|
| 50% of new sponsors will commit to engage a specific demographic desirable to their individual business model.   | 50%       | 0%  | 0%  |                           |                         | 0%                          | 0%                           |                    |                           |
| Teen Guild Membership will grow by 40% as a result of engagement in this concert series.   | 40%       | 45%   | 75%   |                           |                         | 60%                         | bg                           | (( <b>€</b> )      |                           |
|  |           | NO SERVED TO THE  |   | Music Statisma, 1930s     |                         | BALL OF THE                 | W. T.                        | NAME OF THE OWNER. | 2000                      |
| NARRATIVE  |           |   |   |                           |                         |                             |                              |                    |                           |
| Creative City Callaborative of DB: Project A: The Line Up Music Program To appeal to people of different cultures and interests bringing everyone together to share a common love of music, performance art and visual arts.   |           | Qtr 1<br>Ending 12/31/18  | Qtr 2<br>Ending 3/31/19   | Qtr 3 -<br>Ending 6/30/19 | Qtr 4<br>Ending 9/30/19 | YTD<br>10/1/18 -<br>9/30/19 | % Annual<br>Goal<br>Achieved | On target          | Below<br>expected<br>goal |
| OUTPUTS  |           | M   |   |                           |                         |                             |                              |                    |                           |
| 12 Mainstage musical performances per month for a total of 144 shows annually.   | 144       | 34  | 33  |                           |                         |                             |                              | •                  |                           |
| 17,000 Total attendees   | 17,000    |   |   |                           |                         |                             |                              | •                  |                           |
| \$650,000 Total revenue from ticket sales  | \$650,000 |   |   |                           |                         |                             |                              | •                  |                           |
| 500 Performers taking the stage annually   | 600       |   |   |                           |                         |                             | Â                            | •                  |                           |
| Two alternative venue performances per month offering at least 24 to al  | 24        | 11  | 12  |                           |                         |                             |                              |                    |                           |
| performances annually  |           |   |   |                           |                         |                             |                              | 227                |                           |
| 1,200 Total Attendees  | 1,200     |   | 178 attendees at our alternative events took the stage and performed during the open mic nights (Poetry, All Arts, Jam Session & Art Meets Music. We are very pleased with the success of these events in attracting local, emerging artists. |                           |                         |                             |                              | •                  |                           |
| \$10,000 Total revenue from ticket sales   | \$10,000  | Under budget<br>due to decrease<br>in ticket prices<br>intended to<br>make<br>programing more<br>accessible to the<br>broader<br>community;<br>attendance is<br>increasing. |   |                           |                         |                             |                              | *                  |                           |

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| 7. \$2,000 Total sponsorship revenue   | \$2,000 | Under budget, and Director of Alternative Programming Is targetting local business and organizations that cater to the demographic targetted in our aiternative programming to increase sponsorship commitments. | Under budget, but we have begun conversations with the Braman Club and believe it will result in a sponsorship in the 3rd or early 4th Quarter. The Director of Alternative Programming continues to work towards this goal, |                         |                         |           |                              |           | •                        |
|--|---------|--|--|-------------------------|-------------------------|-----------|------------------------------|-----------|--------------------------|
| 8: 500 diverse performers  | 500     | Including our main stage performances, 116 out of 219 performers represent a broadly diverse group. (53% of our performers)  |  |                         |                         |           |                              | •         |                          |
| OUTCOMES   |         |  |  |                         |                         |           |                              |           |                          |
| 12 Mainstage musical performances per month for a total of 144 shows annually.   |         |  |  |                         |                         |           |                              |           |                          |
| 13 50% of the attendees support local economy  | 50%     |  |  |                         |                         |           |                              | *         |                          |
| 14 75% of Mainstage Performers are from out of the area  | 75%     |  |  |                         |                         |           |                              | •         |                          |
| 15 50% Attendees out of the area   | 50%     |  |  |                         |                         |           |                              | •         |                          |
| Two alternative venue performances per month offering at least 24 toal performances annually   |         |  |  |                         |                         |           |                              |           |                          |
| 17 30% of attendees support local economy  | 30%     | )))<br>(1  |  |                         |                         |           |                              | •         |                          |
| 18 25% Performers from out of area   | 25%     | *  |  |                         |                         |           | ž.                           | •         |                          |
| 19 30% Attendees from out of the area  | 30%     |  |  |                         |                         |           |                              | •         |                          |
|  |         |  |  |                         |                         |           |                              |           |                          |
| Creative City Collaborative of DB: B: Discover Diversity Concert Series: To<br>Include entire community in our programming by growing our musical geares<br>such as Country, Rap Gospel, Reggae, Swing, Pop, Funk A Capella, and increase<br>access to the crts. | L.      | Qtr 1<br>Ending 12/31/18   | Otr 2<br>Ending 3/31/19  | Qtr 3<br>Ending 6/30/19 | Qtr 4<br>Ending 9/30/19 | Sub Total | % Annual<br>Goal<br>Achieved | On target | goal<br>expected<br>goal |
| оитритѕ  |         |  |  |                         |                         |           |                              |           |                          |

| 4 40 - 10 - 10 - 10 - 10 - 10 - 10 - 10   |          |   |   |  |               |                |   |
|---|----------|---|---|--|---------------|----------------|---|
| Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.    | 6-8      | 4   | 3   |  | 9             |                |   |
| 26 1,000 Total Attendees  | 1,000    |   |   |  |               | ( <b>*</b>     |   |
| 27 \$30,000 Total revenue from ticket sales   | \$30,000 |   |   |  |               | •              |   |
| 28 20 Performers taking the stage annually  | 20       |   |   |  |               | •<br>*=*****== |   |
| Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups. |          |   |   |  |               |                |   |
| 30 \$2,500 in New Sponsorships to connect businesses with specific target markets   |          | We are struggling to engage sponsors for our new Discover Diversity Concert Series. Our new development consultant begins in February, and we will address this need in the development plan we create to increase sponsorship dollars. | We continue to struggle to engage sponsors for this series. We are very effective in finding sponsorships for Arts Education program scholarships, as well as for fundraising events. We are three months into our development work and have created a Case for Giving with a brochure and video that will be finalized by the end of May. We will use these tools and others still in development to improve our attainment of sponsorships. |  |               |                | • |
| 31 Engage Teen Guild Volunteer group to help with marketing.  |          |   |   |  |               |                |   |
| OUTCOMES  |          | M   |   |  | Marie Control |                |   |
| Offering a concert series with 6-8 shows, each focusing on a different musical genre that is currently underrepresented in our community as featured acts.    | 6-8      | 4   | 3   |  |               |                |   |
| 37 30% of attendees support local economy   | 30%      |   | 90  |  |               | •              |   |
| 40% Performers from out of area   | 40%      |   |   |  |               | •              |   |
| 39 30% of attendees from out of area  | 30%      |   |   |  |               | +              | = |
| Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups. |          |   |   |  |               |                |   |

| 50% of new sponsors will commit to engage a specific demographic desirable to their individual business model | 50% | We are struggling to engage sponsors for our new Discover Diversity Concert Series. Our new development consultant begins in February, and we will address this need in the development plan we create to increase sponsorship dollars. | We continue to struggle to engage sponsors for this series. We are very effective in finding sponsorships for Arts Education program scholarships, as well as for fundraising events. We are three months into our development work and have created a Case for Giving with a brochure and video that will be finalized by the end of May. We will use these tools and others still in development to improve our attainment of sponsorships. |  |  |   |  |
|---|-----|---|---|--|--|---|--|
| Teen Guild membership will grow by 40% as a result of engagement in this concert series                       |     | We grew from 11 participants to 20 and have created a "WOW intern" position. This PT employee works with the volunteers to create interactive art exhibits, attend the Green Market, etc.   | We grew from 20 participents to 35 since December of 2018. The participants design & create interactive art exhibits for the gallery and volunteer at events throughout the year.   |  |  | • |  |