

# Creative City Collaborative of Delray Beach

## BALANCE SHEET

As of March 31, 2019

Wendy  
4/29/19

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

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|  | 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           |
| <b>Total 20100 Loan from Officer</b>           | <b>30,000.00</b>    |
| 20200 Note Payable Boca Theater Guild          | 0.00                |
| 20300 Accrued Expenses                         | 690.00              |
| 20400 Payroll Liabilities                      | 850.60              |
| 20600 Deferred Ticket Sales                    | 61,065.48           |
| 20700 Gift Card Payable                        | 4,739.00            |
| 20800 Deferred Individual Support              | 0.00                |
| 20900 Sales Tax Payable                        | 188.64              |
| 20950 Employee Advances                        | 0.00                |
| Settlements Payable                            | 0.00                |
| <b>Total Other Current Liabilities</b>         | <b>\$97,533.72</b>  |
| <b>Total Current Liabilities</b>               | <b>\$106,735.48</b> |
| <b>Total Liabilities</b>                       | <b>\$106,735.48</b> |
| <b>Equity</b>                                  |                     |
| 30000 Temp. Restricted Net Assets              | 0.00                |
| 30100 Unrestricted cash Account                | 0.00                |
| Opening Balance Equity                         | 0.00                |
| Retained Earnings                              | 73,301.88           |
| Net Income                                     | 115,828.55          |
| <b>Total Equity</b>                            | <b>\$189,130.43</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>            | <b>\$295,865.91</b> |

| <b>CCC of Delray CRA FY18-19 Q2</b>                              |  |   |                              |   |
|--|--|---|------------------------------|---|
| <b>CRA Combined Quarterly Budget Report</b>                      |  |   |                              |   |
| <b>ORGANIZATION: Creative City Collaborative DBA Arts Garage</b> |  |   |                              |   |
| <b>INCOME</b>  | <b>FY 2018-19<br/>Quarter 2<br/>01/01/2019 to<br/>03/31/2019</b> | <b>FY 2018-19<br/>Year to Date<br/>10/01/18 to<br/>09/30/2019</b> | <b>FY 2018-19<br/>Budget</b> | <b>Variance<br/>Favorable<br/>(Unfavorable)</b> |
| Fees, Tickets, Registration, etc.                                | 280,815  | 463,566   | 750,000                      | (286,434)                                       |
| Corporate Grants/Contributions                                   | -  | -   | 25,000                       | (25,000)  |
| Individual Donations   | 65,478   | 130,569   | 100,000                      | 30,569  |
| Foundation Grants  | 3,250  | 3,250   | 25,000                       | (21,750)  |
| Government - Federal   | -  | -   | -                            | -   |
| Government- Local/County   | -  | -   | 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  | -  | -   | 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)                                       |
| <b>Expense</b>   | <b>FY 2018-19<br/>Quarter 2<br/>01/01/2019 to</b>                | <b>FY 2018-19<br/>Year to Date<br/>10/01/18 to</b>                | <b>FY 2018-19<br/>Budget</b> | <b>Variance<br/>Favorable<br/>(Unfavorable)</b> |
| 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   |
| Equipment Rental/Maintenance                                     | 6,207  | 12,833  | 25,000                       | 12,167  |
| Rent/Mortgage & Maintenance                                      | 2,783  | 5,459   | 11,000                       | 5,541   |
| Utilities  | 4,790  | 10,279  | 23,000                       | 12,721  |
| 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   | 6,569  | 13,787  | 50,000                       | 36,213  |
| Production Expenses  | 145,439  | 255,221   | 607,000                      | 351,779   |
| Arts Garage Guild  | 636  | 936   | 5,000                        | 4,064   |
| Concessions  | 2,323  | 3,547   | 30,000                       | 26,453  |
| Total Expense  | 348,295  | 638,780   | 1,285,500                    | 646,720   |
| <b>NET INCOME</b>  | <b>80,790</b>  | <b>115,545</b>  | <b>-</b>                     | <b>-</b>  |

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**CRA Combined Budget Narrative Report****CCC of Delray CRA FY18-19 Q2**

|   |  |                          |           |                      |
|---|--|--------------------------|-----------|----------------------|
| ORGANIZATION: Creative City Collaborative DBA Arts Garage |  | FY 2018-2019             | Quarter 1 |                      |
| Exceeding Projection                                      |  | X                        | On Target |                      |
|   |  | Below Projection         |           |                      |
| CRA COMBINED REPORT                                       |  |                          |           |                      |
| INCOME:   |  | Explanation of Variances |           |                      |
| Fees, Tickets, Registration, etc.                         | On Target  |                          |           |                      |
| Corporate Grants/Contributions                            | Implementing Development Plan 1819FY to include board / corporate sponsors                   |                          |           |                      |
| Individual Donations                                      | Above Target   |                          |           |                      |
| Foundation Grants   | Contracting with Grant Writer Q4 to increase grant revenues                                  |                          |           |                      |
| Government - Federal                                      | N/A  |                          |           |                      |
| Government- Local/County                                  | Implementing Development Plan 1819FY to include board / corporate sponsors                   |                          |           |                      |
| Government- State   | On Target  |                          |           |                      |
| In-Kind   | Anticipating additional support in Q3 from board   |                          |           |                      |
| Interest Income   | N/A  |                          |           |                      |
| Membership  | Membership is annual and shows spikes based on renewal dates                                 |                          |           |                      |
| CRA Actual or Requested                                   | On Target  |                          |           |                      |
| Other: Concessions  | Liquor license application submitted in April 2019.  |                          |           |                      |
| Other: Guild Fundraiser                                   | Funding plans have shifted as we develop new strategies (i.e. Annual Gala vs Biannual        |                          |           |                      |
| Other: Rentals  | On Target  |                          |           |                      |
|   |  |                          |           |                      |
|   |  |                          |           |                      |
| Lower than Projection                                     | x  | On Target                |           | Exceeding Projection |
| EXPENSES:   |  | Explanation of Variances |           |                      |
| Salaries & Related Taxes                                  | Exceeded projection as we made marketing a FT position                                       |                          |           |                      |
| Fringe Benefits   | On Target  |                          |           |                      |
| Professional Svcs/Consulting                              | Exceeded projection as we made added development & accounting services                       |                          |           |                      |
| 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 computers and cabinets                                    |                          |           |                      |
| Postage & Delivery  | On Target  |                          |           |                      |
| Local Travel  | On Target  |                          |           |                      |
| Capital Expenditure                                       | Did not purchase any capital items for this Quarter.   |                          |           |                      |
| Marketing Services  | Below budget because Marketing Contractor was hired full time and is represented in salaries |                          |           |                      |
| Production Expenses                                       | On Target  |                          |           |                      |
| Arts Garage Guild   | On Target  |                          |           |                      |
| Concessions   | Liquor license application submitted in April 2019   |                          |           |                      |



CCC of DB CRA FY 18-19 Q2

| Quarterly Budget Report "A"                               |   | The Line Up Music Programming                           |                      |  |
|---|---|---|----------------------|--|
| ORGANIZATION: Creative City Collaborative DBA Arts 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<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                            | -   | -   | 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                                  | -   | -   | 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   | -   | -   | -                    | -                                      |
| 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)                              |
|   |   |   |                      |  |
| 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                                  | 118,120   | 215,103   | 337,000              | 121,897                                |
| Fringe 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                                  |

|                           |                |                |                  |                |
|---------------------------|----------------|----------------|------------------|----------------|
| Utilities                 | 4,790          | 10,279         | 23,000           | 12,721         |
| 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         |
| <b>Total Expenses</b>     | <b>339,353</b> | <b>625,023</b> | <b>1,244,800</b> | <b>619,777</b> |
|                           |                |                |                  |                |

|                   |               |               |  |          |
|-------------------|---------------|---------------|--|----------|
| <b>NET INCOME</b> | <b>75,438</b> | <b>98,220</b> |  | <b>-</b> |
|                   |               |               |  |          |

**CRA Budget Narrative Report "A" The Line Up Music Programming**

|  |                     |  |                  |
|--|---------------------|--|------------------|
| <b>ORGANIZATION: Creative City Collaborative DBA Arts Garage</b> | <b>FY 2018-2019</b> |  | <b>Quarter 2</b> |
|--|---------------------|--|------------------|

Exceeding Projection        X   On Target      \_\_\_\_\_ Below Projection

|                                   |   |
|-----------------------------------|---|
| <b>INCOME:</b>                    | <b>Explanation of Variances</b>   |
| Fees, Tickets, Registration, etc. | On Target   |
| Corporate Grants/Contributions    | Implementing Development Plan 1819FY to include board / corporate sponsors    |
| Individual Donations              | AboveTarget   |
| Foundation Grants                 | Contracting with Grant Writer Q4 to increase grant revenues                   |
| Government - Federal              | N/A   |
| Government- Local/County          | Implementing Development Plan 1819FY to include board / corporate sponsors    |
| Government- State                 | On Target   |
| In-Kind                           | Anticipating additional support in Q3 from board                              |
| Interest Income                   | N/A   |
| Guild Membership                  | Membership is annual and shows spikes based on renewal dates                  |
| <b>CRA Actual or Requested</b>    | <b>On Target</b>  |
| Other: Concessions                | Attaining the liquor license has taken significantly longer than anticipated. |

|  |  |  |  |  |
|--|--|--|--|--|
| Other: Guild Fundraiser  | Funding plans have shifted to develop new strategies (Ann Gala vs Biannual)                  |  |  |  |
| Other: Rentals   | On Target  |  |  |  |
| <input type="checkbox"/> Lower than Projection <input checked="" type="checkbox"/> On Target <input type="checkbox"/> Exceeding Projection |  |  |  |  |
| EXPENSES:      Explanation of Variances  |  |  |  |  |
| Salaries & Related Taxes   | Exceeded projection as we made marketing a FT position                                       |  |  |  |
| Fringe Benefits  | On Target  |  |  |  |
| Professional Svcs/Consulting   | Exceeded projection as we made added development & accounting services                       |  |  |  |
| 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 salaries |  |  |  |
| 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 Concert Series                       |                      |  |
|---|---|---|----------------------|--|
| ORGANIZATION: Creative City Collaborative DBA Arts 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   | -   | -   | -                    | -                                      |
| Government - Federal                                      | -   | -   | -                    | -                                      |
| Government- Local/County                                  | -   | -   | -                    | -                                      |
| Government- State   | -   | -   | -                    | -                                      |
| CRA Actual or Requested                                   | 2,500   | 5,000   | 10,000               | (5,000)                                |
| In-Kind   | -   | -   | -                    | -                                      |
| Interest Income   | -   | -   | -                    | -                                      |
| Membership  | -   | -   | -                    | -                                      |
| Other: Concessions  | 175   | 175   | 1,000                | (825)                                  |
| Other: Guild Fundraiser                                   | -   | -   | -                    | -                                      |
| Other: Rentals  | -   | -   | -                    | -                                      |
| Total Income  | 14,294  | 31,082  | 61,000               | (29,918)                               |
|   |   |   |                      |  |
| 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   | -   | -   | -                    | -                                      |
| Licenses, Registration, Permits                           | -   | -   | -                    | -                                      |
| Conferences & Meetings                                    | -   | -   | -                    | -                                      |
| Copying & Printing  | -   | -   | -                    | -                                      |
| Equipment Rental/Maintenance                              | -   | -   | -                    | -                                      |
| Rent/Mortgage & Maintenance                               | -   | -   | -                    | -                                      |
| Utilities   | -   | -   | -                    | -                                      |
| Telecommunication/Web                                     | -   | -   | -                    | -                                      |
| Office & Program Supplies                                 | -   | -   | -                    | -                                      |
| Postage & Delivery  | -   | -   | -                    | -                                      |
| Local Travel  | -   | -   | -                    | -                                      |
| Capital Expenditures                                      | -   | -   | -                    | -                                      |
| Marketing Services  | 80  | 439   | 1,000                | 561                                    |
| Production Expenses                                       | 7,080   | 3,026   | 20,000               | 16,974                                 |
| Arts Garage Guild   | -   | 100   | -                    | (100)                                  |
| Concessions   | 142   | 284   | 500                  | 216                                    |
| Total Expense   | 8,942   | 13,757  | 40,700               | 26,943                                 |



|  |  |   |                  |  |
|--|--|---|------------------|--|
| <b>NET INCOME</b>  | <b>5,352</b>   | <b>17,325</b>                             |                  |  |
| <b>CRA Budget Narrative Report "B" Discover Diversity Concert Series</b>   |  |   |                  |  |
| <b>ORGANIZATION: Creative City Collaborative DBA Arts Garage</b>   |  | <b>FY 2018-2019</b>                       | <b>Quarter 2</b> |  |
| Exceeding Projection <input type="checkbox"/> On Target <input checked="" type="checkbox"/>  |  | Below Projection <input type="checkbox"/> |                  |  |
| <b>INCOME: Explanation of Variances</b>  |  |   |                  |  |
| 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  | N/A  |   |                  |  |
| Government - Federal   | N/A  |   |                  |  |
| Government- Local/County   | N/A  |   |                  |  |
| Government- State  | N/A  |   |                  |  |
| In-Kind  | N/A  |   |                  |  |
| Interest Income  | N/A  |   |                  |  |
| Membership   | N/A  |   |                  |  |
| <b>CRA Actual or Requested</b>   | On Target  |   |                  |  |
| Other: Concessions   | Liquor license application submitted in April 2019.              |   |                  |  |
| Other: Guild Fundraisers   | N/A  |   |                  |  |
| Other: Rentals   | N/A  |   |                  |  |
| Lower than Projection <input type="checkbox"/> On Target <input checked="" type="checkbox"/> Exceeding Projection <input type="checkbox"/> |  |   |                  |  |
| <b>EXPENSES: Explanation of Variances</b>  |  |   |                  |  |
| 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  | On Target  |   |                  |  |

| <b>Creative City Collaborative of DB: A : The Line Up Music Program</b><br><i>To appeal to people of different cultures and interests bringing everyone together to share a common love of music, performance art and visual arts.</i>                          |   | <b>Annual Goal FY 18-19</b> | <b>Qtr 1<br/>Ending 12/31/18</b> | <b>Qtr 2<br/>Ending 3/31/19</b> | <b>Qtr 3<br/>Ending 6/30/19</b> | <b>Qtr 4<br/>Ending 9/30/19</b> | <b>YTD<br/>10/1/18 -<br/>9/30/19</b> | <b>% Achieved<br/>Annual Goal<br/>FY 18-19</b> | <b>On target</b> | <b>Below<br/>expected<br/>goal</b> |
|---|---|-----------------------------|----------------------------------|---------------------------------|---------------------------------|---------------------------------|--------------------------------------|--|------------------|------------------------------------|
| <b>OUTPUTS</b>  |   |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |
|   | 12 Mainstage musical performances per month for a total of 144 shows annually.  | 144                         | 34                               | 33                              |                                 |                                 | 67                                   | 47%  | *                |                                    |
| 1   | 17,000 Total attendees  | 17,000                      | 5,092                            | 6,008                           |                                 |                                 | 11,100                               | 65%  | *                |                                    |
| 2   | \$650,000 Total revenue from ticket sales   | 650,000                     | 204,231                          | 230,811                         |                                 |                                 | 435,042                              | 67%  | *                |                                    |
| 3   | 600 Performers taking the stage annually  | 600                         | 191                              | 164                             |                                 |                                 | 355                                  | 59%  | *                |                                    |
|   | Two alternative venue performances per month offering at least 24 total performances annually   | 24                          | 11                               | 12                              |                                 |                                 | 23                                   | 96%  | *                |                                    |
| 5   | 1,200 total attendees   | 1,200                       | 408                              | 818                             |                                 |                                 | 1,226                                | 102%   | *                |                                    |
| 6   | \$10,000 Total revenue from ticket sales  | 10,000                      | 1684                             | 3130                            |                                 |                                 | 4,814                                | 48%  | *                |                                    |
| 7   | \$2,000 Total sponsorship revenue   | 2,000                       | 0                                | 0                               |                                 |                                 | 0                                    | 0%   |                  | *                                  |
| 8   | 500 diverse performers  | 500                         | 116                              | 89                              |                                 |                                 | 205                                  | 41%  | *                |                                    |
| <b>OUTCOMES</b>   |   |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |
|   | 12 Mainstage musical performances per month for a total of 144 shows annually.  | 144                         | 34                               | 33                              |                                 |                                 | 67                                   | 47%  | *                |                                    |
| 13  | 50% of attendees support local economy  | 50%                         | 69%                              | 72%                             |                                 |                                 | 71%                                  | 142%   | *                |                                    |
| 14  | 75% of Mainstage Performers are from out of the area  | 75%                         | 73%                              | 92%                             |                                 |                                 | 83%                                  | 111%   | *                |                                    |
| 15  | 50% of attendees from out of area   | 50%                         | 47%                              | 52%                             |                                 |                                 | 50%                                  | 100%   | *                |                                    |
|   | Two alternative venue performances per month offering at least 24 total performances annually   | 24                          | 11                               | 12                              |                                 |                                 | 23                                   | 96%  | *                |                                    |
| 17  | 30% Of attendees support local economy  | 30%                         | 89%                              | 42%                             |                                 |                                 | 66%                                  | 220%   | *                |                                    |
| 18  | 25% Performers from out of area   | 25%                         | 68%                              | 75%                             |                                 |                                 | 72%                                  | 288%   | *                |                                    |
| 19  | 30% Attendees from out of area  | 30%                         | 25%                              | 42%                             |                                 |                                 | 34%                                  | 113%   | *                |                                    |
| <b>Creative City Collaborative of DB: B : Discover Diversity Concert Series: To 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.</b> |   |                             | <b>Qtr 1<br/>Ending 12/31/18</b> | <b>Qtr 2<br/>Ending 3/31/19</b> | <b>Qtr 3<br/>Ending 6/30/19</b> | <b>Qtr 4<br/>Ending 9/30/19</b> | <b>YTD<br/>10/1/18 -<br/>9/30/19</b> | <b>% Annual<br/>Goal<br/>Achieved</b>          | <b>On target</b> | <b>Below<br/>expected<br/>goal</b> |
| <b>OUTPUTS</b>  |   |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |
|   | 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                               |                                 |                                 | 7                                    | 100%   | *                |                                    |
| 26  | 1,000 total attendees   | 1000                        | 383                              | 304                             |                                 |                                 | 687                                  | 69%  | *                |                                    |
| 27  | \$30,000 Total revenue from ticket sales  | 30,000                      | 13,320                           | 10,854                          |                                 |                                 | 24,174                               | 81%  | *                |                                    |
| 28  | 20 Performers taking the stage annually   | 20                          | 31                               | 26                              |                                 |                                 | 57                                   | 285%   | *                |                                    |
|   | 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.   | \$2,500                     | 0                                | 0                               |                                 |                                 | 0                                    | 0%   |                  | *                                  |
| 31  | Engage Teen Guild Volunteer group to help with marketing  | 11                          | 20                               | 35                              |                                 |                                 | 55                                   | 500%   | *                |                                    |
| <b>OUTCOMES</b>   |   |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |
|   | 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.    |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |
| 37  | 30% of attendees support local economy  | 30%                         | 73%                              | 82%                             |                                 |                                 | 78%                                  | 260%   | *                |                                    |
| 38  | 40% of performers from out of area  | 40%                         | 55%                              | 42%                             |                                 |                                 | 49%                                  | 123%   | *                |                                    |
| 39  | 30% of attendees from out of area   | 30%                         | 44%                              | 37%                             |                                 |                                 | 41%                                  | 137%   | *                |                                    |
|   | Encourage innovations in the way artists and audiences create, experience, and share artistic work through access to a variety of specific population groups. |                             |                                  |                                 |                                 |                                 |                                      |  |                  |                                    |

Uvaldo

4/29/19

|                  |  |           |  |   |                                 |                                 |                                      |                                       |                  |                                    |
|------------------|--|-----------|--|---|---------------------------------|---------------------------------|--------------------------------------|---------------------------------------|------------------|------------------------------------|
| 40               | 50% of new sponsors will commit to engage a specific demographic desirable to their individual business model.   | 50%       | 0%   | 0%  |                                 |                                 | 0%                                   | 0%                                    |                  | *                                  |
| 41               | Teen Guild Membership will grow by 40% as a result of engagement in this concert series.   | 40%       | 45%  | 75%   |                                 |                                 | 60%                                  | bg                                    | *                |                                    |
| <b>NARRATIVE</b> |  |           |  |   |                                 |                                 |                                      |                                       |                  |                                    |
|                  | <i>Creative City Collaborative of DB: Project A : The Line Up Music Program<br/>To appeal to people of different cultures and interests bringing everyone together to share a common love of music, performance art and visual arts.</i> |           | <i>Qtr 1<br/>Ending 12/31/18</i>   | <i>Qtr 2<br/>Ending 3/31/19</i>   | <i>Qtr 3<br/>Ending 6/30/19</i> | <i>Qtr 4<br/>Ending 9/30/19</i> | <i>YTD<br/>10/1/18 -<br/>9/30/19</i> | <i>% Annual<br/>Goal<br/>Achieved</i> | <i>On target</i> | <i>Below<br/>expected<br/>goal</i> |
|                  | <b>OUTPUTS</b>   |           |  |   |                                 |                                 |                                      |                                       |                  |                                    |
|                  | 12 Mainstage musical performances per month for a total of 144 shows annually.   | 144       | 34   | 33  |                                 |                                 |                                      |                                       | *                |                                    |
| 1                | 17,000 Total attendees   | 17,000    |  |   |                                 |                                 |                                      |                                       | *                |                                    |
| 2                | \$650,000 Total revenue from ticket sales  | \$650,000 |  |   |                                 |                                 |                                      |                                       | *                |                                    |
| 3                | 600 Performers taking the stage annually   | 600       |  |   |                                 |                                 |                                      |                                       | *                |                                    |
|                  | Two alternative venue performances per month offering at least 24 total performances annually  | 24        | 11   | 12  |                                 |                                 |                                      |                                       | *                |                                    |
| 5                | 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. |                                 |                                 |                                      |                                       | *                |                                    |
| 6                | \$10,000 Total revenue from ticket sales   | \$10,000  | Under budget due to decrease in ticket prices intended to make programming more accessible to the broader community; attendance is increasing. |   |                                 |                                 |                                      |                                       | *                |                                    |









|    |   |     |   |   |  |  |  |  |  |  |
|----|---|-----|---|---|--|--|--|--|--|--|
| 40 | 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. |  |  |  |  |  |  |
| 41 | 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 participants to 35 since December of 2018. The participants design & create interactive art exhibits for the gallery and volunteer at events throughout the year.   |  |  |  |  |  |  |