

Cultural Council of Greater Jacksonville, Inc.

Performance Snapshot

October 2017 through September 2018

2017/2018 YTD SUMMARY					STAFF TREND		
	BUDG	SEPT '18	VARIANCE	% of YE Bud		Budg	Act
Revenues	\$3,563,644	\$3,216,776	\$346,867	90.27%	FTE	8	8
Expenses	\$3,547,644	\$3,294,826	\$252,817	92.87%	PTE	2	2
Surplus/(Deficit)	\$16,000	(\$78,050)	\$94,050	-487.81%	TOTAL	10	10

NEW PROJECTS		
	Budget	Actual
DIA 2	\$109,057	\$30,032
Water	\$177,000	\$10,765
LaVilla	\$30,000	\$15,511
Board	\$7,500	\$7,000

MAJOR PROGRAMS (YE)	
	Revenues
Arts Award	\$106,156
SOTA	\$13,804
VyStar	\$24,070
Comm First	\$12,614
FL Blue	\$24,000

DONORS/SUPPORTERS		
	17/18 Goal	YE
Campaigns	250	55
SOTA	200	154
VyStar & CF	400	273
Board	15	7

CONTINUED FUNDING		
	Budget	Actual
DCA	\$48,707	\$75,678
Licens	\$13,000	\$14,585

ANALYSIS AND COMMENTS

	Budget	Actuals	Comments
Salaries/Ben	\$531,249	\$516,609	↓ WC audit & vaca pol
Prof/Contr	\$415,211	\$61,315	↓ DIA/Water Street
Prof D & Trav	\$13,650	\$12,582	—
Gen Occup	\$107,655	\$110,592	↑ Grant spec printing
Grant,Events	\$27,150	\$91,675	↑ VyStar, LaVilla, NEA
APP Progr	\$6,981	\$7	↓ DIA
Fundraise	\$24,800	\$85,267	↑ Arts Awards

1. YE there is a \$78,050 deficit. This is due primarily to the Arts Awards fundraising. After auditor adjustments the YE deficit is forecasted to change +/- \$5,000.
2. Expenses are running under budget due to Worker's Comp refunds and spending less than planned in health insurance costs. Also, the CCGJ saved \$11k due to a change in the vacation carry over policy.
3. The significant expense budget under spending was due primarily to lack of spending with the DIA and Water Street projects.
4. The cash position of the CCGJ is strong with a significant amount of unspent cash for APP related projects.

FOCUS ON VITAL PROGRAMS (YE)					
	Arts Awards	SOTA	Ann Giving	Arts & Drafts	VyStar
Revenues	\$106,156	\$13,804	\$6,061	\$0	\$24,070
Operating Exp	\$90,399	\$9,072	\$6,655	\$0	\$14,775
Surplus(Deficit)	\$15,757	\$4,732	(\$595)	\$0	\$9,295
Budgeted Surplus	\$105,000	\$5,500	\$9,412	\$15,000	\$4,600
% of Budgeted Surplus	15.01%	86.04%	-6.32%	0.00%	202%
Orig Probability of Success	80%	90%	80%	70%	100%

These programs have high budget impact in that they are budgeted to contribute to the overall \$16k budget surplus.

ACRONYMN LIST

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|--|-------------------------------------|
| CF - Community First | PTE - Part-time employees |
| DCA - State of Florida Division of Cultural Affairs | SOTA - State of the Arts |
| DIA 2 - Downtown Investment Authority Phase 2 Project | Water - Water Street Garage Project |
| FTE - Full-time employees | |
| LaVilla - Lavilla Jazz Fest | |
| Licens - FL Division of Motor Vehicles License Plate Program | |

Cultural Council of Greater Jacksonville, Inc
Profit/Loss Budget vs Actual
October 2017 through September 2018

	Budget	Actuals	Variance	% of Budget	Annual Budget
Income					
EARNED REVENUE	308,357	57,592	250,765	19%	308,357
GOVERNMENT FUNDING	61,707	91,463	-29,756	148%	61,707
BOARD OF DIRECTORS	7,500	7,000	500	93%	7,500
ANNUAL GIVING	338,500	210,487	128,013	62%	338,500
CITY OF JACKSONVILLE	2,846,580	2,846,580	0	100%	2,846,580
INTEREST INCOME	1,000	3,655	-2,655	365%	1,000
Total Income	3,563,644	3,216,776	346,867	90%	3,563,644
Expense					
PROF AND CONTRACTED FEES	415,211	61,315	353,896	15%	415,211
SALARIES & BENEFITS	531,249	516,609	14,640	97%	531,249
GENERAL OFFICE	107,655	110,592	-2,937	103%	107,655
PROF DEVELOPMENT & TRAVEL	13,650	12,582	1,068	92%	13,650
GRANTS, SPONSORHP, MKTG	25,250	91,675	-66,425	363%	25,250
ARTS AWARDS EXPENSE	24,800	85,267	-60,467	344%	24,800
GRANT ADMINISTRATION	1,900	333	1,567	18%	1,900
BOARD OF DIRECTORS EXPENSE	1,500	0	1,500	0%	1,500
ART IN PUBLIC PLACES	6,981	7	6,974	0%	6,981
Total Expense	1,128,197	878,379	249,817	78%	1,128,197
CSG-REGRANT	2,416,447	2,416,447	0	100%	2,416,447
DEPRECIATION	3,000	0	3,000	0%	3,000
Net Surplus (Deficit)	16,000	-78,050	94,050	-488%	16,000

Balance Sheet as of September 30, 2018

ASSETS		LIABILITIES & FUND BALANCE	
	<u>Amount</u>		<u>Amount</u>
Current Assets		Current Liabilities	
Checking/Savings		Accounts Payable	1,570
BB&T	215,078	Other Current Liabilities	
Community First CU	233,395	Deferred Rev CCGJ Projects	12,653
Vystar Credit Union	241,759	Deferred Rev Water St Garage	316,239
Regions Bank	71,926	Deferred Rev COJ CSG/Other	0
Total Checking/Savings	<u>762,159</u>	Deferred Rev DIA Grant	109,593
Receivables and Prepaid	21,054	Deferred Rev DCA Grant	4,907
Total Current Assets	<u>783,212</u>	Accrued Vacation	0
Fixed Assets	2,469	SUTA Payable	46
TOTAL ASSETS	<u><u>785,682</u></u>	Total Other Current Liabilities	<u>443,439</u>
		Total Liabilities	445,008
		Fund Balance	340,674
		TOTAL LIABILITIES & FUND BAL	<u><u>785,682</u></u>