

**Cultural Council of Greater Jacksonville, Inc.**  
**Performance Snapshot**  
 October 2017 through July 2018

2017/2018 YTD SUMMARY						STAFF TREND	
	BUDG	JULY '18	VARIANCE	% of YTD Bud	'18 BUDGET	Budg	Act
Revenues	\$2,753,250	\$2,502,356	\$250,895	90.89%	\$3,563,644	FTE 8	8
Expenses	\$2,751,226	\$2,559,889	\$191,337	93.05%	\$3,547,650	PTE 2	1
Surplus/(Deficit)	\$2,024	(\$57,533)	\$59,557	-2842.50%	\$15,994	TOTAL 10	9

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 YTD	
	Revenues
Arts Award	\$106,156
SOTA	\$5,459
VyStar	\$24,070
Comm First	\$21,472
FL Blue	\$24,000

DONORS/SUPPORTERS		
	17/18 Goal	YTD
Campaigns	250	55
SOTA	200	54
VyStar & CF	400	273
Board	15	7

CONTINUED FUNDING		
	Budget	Actual
DCA	\$48,707	\$75,678
Licens	\$13,000	\$11,625

**ANALYSIS AND COMMENTS**

OPERATING EXPENSES (YTD)			
	Budget	Actuals	Comments
Salaries/Ben	\$447,388	\$432,803	↓ Worker's comp audit
Prof/Contr	\$329,986	\$58,240	↓ DIA/Water Street
Prof Dev	\$12,092	\$11,328	—
Gen Occup	\$93,971	\$96,513	↑ Grant spec printing
Grant,Events	\$22,173	\$64,198	↑ VyStar, LaVilla, NEA
APP Progr	\$6,981	\$7	↓ DIA
Fundraise	\$24,800	\$84,188	↑ Arts Awards

1. YTD there is a \$57,533 deficit. This is due primarily to the Arts Awards fundraising.
2. Expenses are running under budget due to Worker's Comp refunds and spending less than planned in health insurance costs; and slow spending in the DIA and Water Street projects.
3. The cash position of the CCGJ is strong with a significant amount of cash deferred for APP related projects.
4. It is important that the CCGJ remain focused on minimizing discretionary spending and maximizing the profitability of the remaining programs (State of the Arts, Community First and the Annual Giving Campaign) along with considering profitable operations fundraising activities.

FOCUS ON VITAL PROGRAMS (YTD)					
	Arts Awards	SOTA	Ann Giving	Arts & Drafts	VyStar
Revenues	\$106,156	\$5,459	\$5,831	\$0	\$24,070
Operating Exp	\$89,320	\$387	\$6,914	\$0	\$14,435
Surplus(Deficit)	\$16,836	\$5,072	(\$1,083)	\$0	\$9,634
Budgeted Surplus	\$105,000	\$5,500	\$9,412	\$15,000	\$4,600
% of Budgeted Surplus	16.03%	92.23%	-11.51%	0.00%	209%
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.*

**ACRONYM LIST**

- |  |                                     |
|--|-------------------------------------|
| 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 July 2018**

	Budget	Actuals	Variance	% of Budget	Annual Budget
<b>Income</b>					
EARNED REVENUE	223,180	50,225	172,956	23%	308,357
GOVERNMENT FUNDING	59,707	88,503	-28,796	148%	61,707
BOARD OF DIRECTORS	6,000	7,000	-1,000	117%	7,500
ANNUAL GIVING	328,500	218,790	109,710	67%	338,500
CITY OF JACKSONVILLE	2,135,023	2,134,935	88	100%	2,846,580
INTEREST INCOME	840	2,903	-2,063	346%	1,000
<b>Total Income</b>	<b>2,753,250</b>	<b>2,502,356</b>	<b>250,895</b>	<b>91%</b>	<b>3,563,644</b>
<b>Expense</b>					
PROF AND CONTRACTED FEES	329,986	58,240	271,746	18%	415,211
SALARIES & BENEFITS	447,388	432,803	14,585	97%	531,249
GENERAL OFFICE	93,971	96,513	-2,543	103%	107,655
PROF DEVELOPMENT & TRAVEL	12,092	11,328	764	94%	13,650
GRANTS, SPONSORHP, MKTG	20,590	64,198	-43,608	312%	25,250
ARTS AWARDS EXPENSE	24,800	84,188	-59,388	339%	24,800
GRANT ADMINISTRATION	1,583	238	1,346	15%	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
<b>Total Expense</b>	<b>938,891</b>	<b>747,514</b>	<b>191,377</b>	<b>80%</b>	<b>1,128,197</b>
CSG-REGRANT	1,812,335	1,812,375	-40	100%	2,416,447
DEPRECIATION	0	0	0	0%	3,000
<b>Net Surplus (Deficit)</b>	<b>2,024</b>	<b>-57,533</b>	<b>59,557</b>	<b>-2,842%</b>	<b>16,000</b>

**Balance Sheet as of July 31, 2018**

<b>ASSETS</b>		<b>LIABILITIES &amp; FUND BALANCE</b>	
	<u>Amount</u>		<u>Amount</u>
<b>Current Assets</b>		<b>Current Liabilities</b>	
Checking/Savings		Accounts Payable	0
BB&T	215,073	Credit Cards	1,634
Community First CU	232,774	<b>Other Current Liabilities</b>	
Vystar Credit Union Checking	100	Deferred Rev CCGJ Projects	0
Vystar Credit Union Savings	241,558	Deferred Rev Water St Garage	316,239
Regions - Checking	12,899	Deferred Rev COJ CSG/Other	0
Regions - Money Market	81,149	Deferred Rev DIA Grant	109,593
<b>Total Checking/Savings</b>	<u>783,553</u>	Deferred Rev DCA Grant	0
Receivables and Prepaid	14,130	Accrued Vacation	11,519
<b>Total Current Assets</b>	<u>797,684</u>	SUTA Payable	26
Fixed Assets	2,469	<b>Total Other Current Liabilities</b>	<u>437,378</u>
<b>TOTAL ASSETS</b>	<u><u>800,153</u></u>	<b>Total Liabilities</b>	439,012
		<b>Fund Balance</b>	361,141
		<b>TOTAL LIABILITIES &amp; FUND BAL</b>	<u><u>800,153</u></u>