

**Cultural Council of Greater Jacksonville, Inc.**  
**Performance Snapshot**  
 October 2018 through July 2019

2018/2019 YTD SUMMARY					
	BUDG	JUL '19	VARIANCE	% of YTD Bud	Ann Budget
Revenues	\$2,677,719	\$2,399,475	\$278,244	89.61%	\$3,412,874
Expenses	\$2,633,107	\$2,460,891	\$172,216	93.46%	\$3,389,624
Surplus/(Deficit)	\$44,612	(\$61,416)	\$106,028	-137.67%	\$23,250

STAFF TREND		
	Budg	Act
FTE	8	7
PTE	2	2
TOTAL	10	9

NEW PROJECTS		
	Budget	Actual
DIA 2	\$82,200	\$53,103
Water	\$163,300	\$10,750
M. Cox	\$2,000	\$2,000
Board	\$7,500	\$7,000

MAJOR PROGRAMS (YTD)	
	Revenues
Arts Award	\$57,345
SOTA	\$0
VyStar	\$0
Comm First	\$20,000
FL Blue/UW	\$52,186

DONORS/SUPPORTERS		
	18/19 Goal	YTD
Campaigns	300	76
SOTA	200	
VyStar & CF	540	88
Board	15	7

CONTINUED FUNDING		
	Budget	Actual
DCA	\$9,800	\$9,814
Licens	\$13,000	\$13,222

**ANALYSIS AND COMMENTS**

	Budget	Actuals	Comments
Salaries/Ben	\$434,588	\$449,319	↑ CSIP salaries
Prof/Contr	\$217,190	\$76,167	↓ DIA & Water Street
Prof D & Trav	\$7,417	\$8,733	↑ ED hire travel
Gen Occup	\$83,396	\$82,851	— Floor repair
Grant,Events	\$38,700	\$22,523	↓ Comm First timing
APP Maint	\$6,981	\$2,885	↓ DIA & Due from COJ
Fundraise	\$30,000	\$3,342	↓ Arts Awards timing

1. YTD there is a \$61,416 deficit due primarily to the Arts Awards fundraising timing.
2. Revenues are under budget by \$278,244 due to Arts Awards fundraising timing.
3. Core programs are performing at or slightly above budget. Community First's \$20k commitment was received and deferred until spending begins in August. License Plate is expect to break even. Substantial program redesign and piloting the lecture series format/outcomes.
4. Expenses are running under budget due primarily to the ED hire timing; DIA and Water Street spending and Awards timing
5. The cash position of the CCGJ is strong with a significant amount of unspent cash for APP related projects.

FOCUS ON VITAL PROGRAMS (YTD)					
	Arts Awards	SOTA	Ann Giving	License Plate	CF
Revenues	\$57,345	\$0	\$1,105	\$14,222	\$0
Operating Exp	\$3,342	\$0	\$647	\$14,624	\$0
Surplus(Deficit)	\$54,003	\$0	\$458	(\$402)	\$0
Budgeted Surplus	\$150,400	\$5,500	\$1,000	\$5,800	\$2,200
% of Budgeted Surplus	35.91%	0.00%	45.79%	-6.92%	0.00%
Orig Probability of Success	70%	70%	80%	80%	100%

*These programs have high budget impact in that they are budgeted to contribute to the overall \$23.2k 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                                    |                                     |
| Licens - FL Division of Motor Vehicles License Plate Program |                                     |

**Cultural Council of Greater Jacksonville, Inc**  
**Profit/Loss Budget vs Actual**  
**October 2018 through July 2019**

	Budget	Actuals	Variance	% of YTD Budget	% of Ann Budget	Annual Budget
<b>Income</b>						
EARNED REVENUE	212,159	122,393	89,766	58%	48%	252,980
GOVERNMENT FUNDING	20,647	23,036	-2,389	112%	101%	22,814
BOARD OF DIRECTORS	7,500	7,000	500	93%	93%	7,500
ANNUAL GIVING	265,800	71,520	194,280	27%	25%	282,000
CITY OF JACKSONVILLE	2,170,779	2,170,779	0	100%	76%	2,846,580
INTEREST INCOME	833	4,747	-3,913	570%	475%	1,000
<b>Total Income</b>	<b>2,677,719</b>	<b>2,399,475</b>	<b>278,244</b>	<b>90%</b>	<b>70%</b>	<b>3,412,874</b>
<b>Expense</b>						
PROF AND CONTRACTED FEES	217,190	76,167	141,022	35%	29%	259,940
SALARIES & BENEFITS	434,588	449,319	-14,731	103%	87%	518,342
GENERAL OFFICE	83,396	82,851	545	99%	86%	95,864
PROF DEVELOPMENT & TRAVEL	7,417	8,733	-1,316	118%	99%	8,800
GRANTS, SPONSORHP, MKTG	38,283	22,523	15,760	59%	47%	48,250
ARTS AWARDS EXPENSE	30,000	3,342	26,658	11%	11%	30,000
GRANT ADMINISTRATION	417	593	-177	142%	119%	500
BOARD OF DIRECTORS EXPENSE	0	2,142	-2,142	100%	143%	1,500
ART IN PUBLIC PLACES	6,981	2,885	4,096	41%	41%	6,981
<b>Total Expense</b>	<b>818,271</b>	<b>648,556</b>	<b>169,716</b>	<b>79%</b>	<b>67%</b>	<b>970,177</b>
CSG-REGRANT	1,812,335	1,812,335	0	100%	75%	2,416,447
DEPRECIATION	2,500	0	2,500	0%	0%	3,000
<b>Net Surplus (Deficit)</b>	<b>44,612</b>	<b>-61,416</b>	<b>106,028</b>	<b>-138%</b>	<b>-264%</b>	<b>23,250</b>

**Balance Sheet as of July 31, 2019**

<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	-90
BB&T	110,094	Other Current Liabilities	
Community First CU	237,500	Deferred Rev CCGJ Projects	24,653
Vystar Credit Union	242,263	Deferred Rev Water St Garage	316,254
Regions Bank	51,533	Deferred Rev COJ CSG/Other	0
<b>Total Checking/Savings</b>	<u>641,391</u>	Deferred Rev DIA Grant	98,364
Receivables and Prepaid	50,130	Deferred Rev DCA Grant	0
<b>Total Current Assets</b>	<u>691,521</u>	SUTA Payable	5,435
Fixed Assets	2,469	<b>Total Other Current Liabilities</b>	<u>444,707</u>
<b>TOTAL ASSETS</b>	<u><u>693,990</u></u>	<b>Total Liabilities</b>	444,617
		Fund Balance	249,374
		<b>TOTAL LIABILITIES &amp; FUND BAL</b>	<u><u>693,990</u></u>