

**Delaware Symphony Orchestra Board Financial Review
FY 2018 Budget vs FY 2018 Operations Forecast**

As of 02-12-18

A	B	C	D	E	F	G	H	Updates
	Annual Audited Actual FY17	Annual Operating Actual FY17	Annual Op Budget FY18	Annual Op Forecast FY18	Bud v Forecast (D - E)	7 mos Op Actual July - January	5 mos Op Forecast February - June	
Delaware Symphony Orchestra								
Income								
1	\$219,253	\$219,253	\$288,740	\$229,730	(\$59,010)	\$134,537	\$95,193	
2	\$62,190	\$62,190	\$51,800	\$25,570	(\$26,230)	\$23,070	\$2,500	
Contributions								
3	\$144,700	\$144,700	\$225,000	\$130,700	(\$94,300)	\$123,200	\$7,500	
4	\$58,032	\$58,032	\$197,000	\$120,000	(\$77,000)	\$50,000	\$70,000	
5	\$397,289	\$127,289	\$425,000	\$300,500	(\$124,500)	\$205,000	\$95,500	BofA, DuPont, WTrust, PNC, YCST
6	\$415,037	\$419,037	\$335,000	\$425,000	\$90,000	\$200,596	\$224,404	Includes Crystal & Marmot Fdn
7	\$69,800	\$54,800	\$52,000	\$52,000	\$0	\$32,550	\$19,450	Stock, Chair Sponsor, other
8	\$114,983	\$116,483	\$170,000	\$131,600	(\$38,400)	\$58,613	\$72,987	
9	\$14,780	\$14,780	\$40,000	\$40,000	\$0	\$1,320	\$38,680	
10	\$1,214,621	\$935,121	\$1,444,000	\$1,199,800	(\$244,200)	\$671,279	\$528,521	
11	\$167,196	\$167,196	\$145,000	\$159,513	\$14,513	\$159,513	\$0	
12	\$13,255	\$13,255	\$0	\$0	\$0	\$0	\$0	
13	\$64,072	\$0	\$0	\$34,075	\$34,075	\$34,075	\$0	GOH, Hotel Dupont
14	\$72,942	\$37,861	\$30,460	\$39,525	\$9,065	\$33,502	\$6,023	\$8,800 Program ads
15	\$1,813,529	\$1,434,876	\$1,960,000	\$1,688,213	(\$271,787)	\$1,055,976	\$632,237	
Expenses								
Program Expenses								
16	\$239,952	\$239,952	\$253,386	\$244,999	\$8,387	\$137,847	\$107,152	
17	\$607,438	\$607,438	\$736,917	\$594,561	\$142,356	\$323,289	\$271,272	
18	\$397,713	\$370,881	\$411,197	\$301,890	\$109,307	\$149,206	\$152,684	
19	\$1,245,103	\$1,218,271	\$1,401,500	\$1,141,450	\$260,050	\$610,342	\$531,108	
Administrative Expenses								
20	\$303,772	\$303,772	\$365,369	\$354,758	\$10,611	\$200,663	\$154,095	
21	\$16,000	\$16,000	\$16,500	\$16,600	(\$100)	\$16,600	\$0	
22	\$39,164	\$39,164	\$42,357	\$41,707	\$650	\$22,234	\$19,473	
23	\$29,791	\$29,791	\$31,509	\$30,895	\$614	\$16,591	\$14,304	
24	\$13,201	\$13,201	\$0	\$0	\$0	\$0	\$0	
25	\$7,348	\$7,348	\$20,000	\$20,000	\$0	\$1,557	\$18,443	
26	\$47,161	\$47,161	\$65,265	\$65,265	\$0	\$38,040	\$27,225	
27	\$11,685	\$11,685	\$17,500	\$17,500	\$0	\$6,822	\$10,678	
28	\$468,122	\$468,122	\$558,500	\$546,725	\$11,775	\$302,507	\$244,218	
29	\$1,713,225	\$1,686,393	\$1,960,000	\$1,688,175	\$271,825	\$912,849	\$775,326	
30	\$100,304	(\$251,517)	\$0	\$38	\$38	\$143,127	(\$143,089)	
31	\$815,929			\$815,967				
32	\$317,000			\$217,500				
33	\$1,132,929			\$1,033,467				

NOTE: The Delaware Symphony Orchestra's fiscal year runs from July 1 through June 30.

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Delaware Symphony Orchestra Board Financial Review Cash Projection Report as of February 12, 2018

A	CL1/Runout CH1 CL2/Familyx2 CH2/Runout CL3/VGL CH3 Explx2 /CL4 CH4 CL5/Outreach													N	O
	B	C	D	E	F	G	H	I	J	K	L	M			
	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018		
1 Total Cash Available at Beginning of Month	\$81,282	\$33,332	\$39,740	\$19,896	\$4,665	\$16,047	\$15,388	\$21,916	(\$212)	(\$76,023)	(\$167,281)	(\$263,416)	(\$215,499)	(\$288,323)	
Cash In															
2 Subscription Sales/Performance Fees	\$0	\$0	\$23,663	\$6,535	\$24,913	\$5,885	\$21,000	\$30,997	\$23,927	\$5,885	\$23,927	\$0	\$0	\$0	
3 Ticket Sales / Program ads	\$0	\$950	\$22,683	\$2,714	\$12,912	\$4,631	\$1,161	\$16,790	\$18,806	\$3,280	\$8,797	\$0	\$0	\$0	
4 Grants (government/corporate/foundation)	\$2,000	\$5,000	\$78,350	\$38,450	\$12,000	\$32,500	\$25,000	\$42,245	\$0	\$0	\$0	\$0	\$0	\$0	
5 Contributions (major gifts)	\$5,602	\$0	\$10,000	\$1,000	\$100,000	\$40,500	\$46,733	\$10,000	\$100,000	\$0	\$5,000	\$100,000	\$0	\$0	
6 Contributions (individual)	\$7,525	\$5,000	\$4,911	\$2,000	\$10,078	\$39,557	\$5,699	\$2,900	\$0	\$0	\$3,500	\$0	\$0	\$0	
7 Special Events Fundraising	\$0	\$0	\$0	\$0	\$0	\$110	\$0	\$1,375	\$0	\$0	\$0	\$0	\$0	\$0	
8 Other (ARTCO, Board Restricted Fund)	\$379	\$159,513	\$268	\$0	\$1,000	\$0	\$42,299	\$0	\$0	\$0	\$0	\$0	\$0	\$75,000	
9 Restricted Gifts	\$150,000	\$0	(\$15,000)	(\$17,500)	\$500	(\$38,750)	(\$35,000)	\$6,250	\$15,000	\$6,250	\$35,000	\$3,750	\$0	\$0	
10 Operating Reserve Use	(\$150,000)	(\$80,000)	\$25,000	\$25,000	\$80,000	\$25,000	\$60,000	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	
11 Total Cash In (sum of rows 2 - 10)	\$15,506	\$90,463	\$149,875	\$58,199	\$241,403	\$109,433	\$166,892	\$110,557	\$172,733	\$15,415	\$76,224	\$103,750	\$0	\$75,000	
Cash Out															
Program															
12 Program Staff Compensation	\$16,871	\$26,051	\$18,193	\$19,193	\$18,729	\$27,391	\$18,832	\$19,832	\$20,534	\$19,773	\$18,773	\$18,773	\$27,114	\$18,886	
13 Musicians and Soloists	\$0	\$0	\$70,063	\$8,016	\$129,477	\$17,186	\$92,723	\$23,512	\$123,018	\$38,256	\$77,731	\$3,750	\$0	\$0	
14 Other Production Expense	\$13,607	\$2,783	\$23,310	\$7,801	\$17,484	\$5,559	\$1,858	\$35,173	\$58,655	\$3,525	\$24,596	\$0	\$0	\$852	
15 Marketing	\$1,150	\$3,959	\$4,513	\$4,151	\$13,051	\$2,960	\$3,195	\$7,925	\$7,150	\$4,925	\$9,000	\$0	\$0	\$5,000	
16 Total Program Cash Needs	\$31,628	\$32,793	\$116,079	\$39,161	\$178,741	\$53,096	\$116,608	\$86,442	\$209,357	\$66,479	\$130,100	\$22,523	\$27,114	\$24,738	
Administrative															
17 Administrative Staff Compensation	\$26,180	\$37,660	\$26,460	\$27,092	\$27,073	\$38,987	\$27,224	\$27,224	\$31,152	\$27,376	\$27,376	\$27,376	\$39,691	\$27,594	
18 Audit and Legal	\$0	\$0	\$5,000	\$0	\$9,000	\$0	\$2,600	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
19 Consultants	\$1,550	\$0	\$12,895	\$0	\$0	\$0	\$6,375	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
20 Insurance	\$0	\$6,517	\$0	\$479	\$6,794	\$2,396	\$0	\$8,385	\$0	\$0	\$6,900	\$0	\$0	\$6,900	
21 Office and Equipment Rental/Support	\$3,100	\$6,085	\$2,613	\$2,697	\$3,238	\$3,288	\$3,876	\$6,945	\$2,695	\$2,779	\$4,445	\$2,695	\$2,779	\$3,820	
22 Fundraising/Solicitaion	\$0	\$0	\$4,085	\$0	\$643	\$6,149	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	
23 Other Administrative Expense	\$998	\$1,000	\$2,587	\$2,639	\$4,533	\$5,526	\$3,681	\$3,689	\$5,339	\$5,039	\$3,539	\$3,239	\$3,239	\$3,239	
24 Equipment Purchases	\$0	\$0	\$0	\$1,362	\$0	\$650	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
25 Total Administrative Cash Needs	\$31,828	\$51,262	\$53,640	\$34,269	\$51,281	\$56,996	\$43,756	\$46,243	\$39,186	\$40,194	\$42,260	\$33,310	\$45,709	\$41,553	
26 Total Cash Out (sum of rows 16 and 25)	\$63,456	\$84,055	\$169,719	\$73,430	\$230,022	\$110,092	\$160,364	\$132,685	\$248,544	\$106,673	\$172,360	\$55,833	\$72,824	\$66,291	
27 Total Cash Available/(Needed) at Month End	\$33,332	\$39,740	\$19,896	\$4,665	\$16,047	\$15,388	\$21,916	(\$212)	(\$76,023)	(\$167,281)	(\$263,416)	(\$215,499)	(\$288,323)	(\$279,614)	
28 Total Operating Reserve Available for Emergency Cashflow	\$150,000	\$230,000	\$205,000	\$180,000	\$100,000	\$75,000	\$15,000	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	

Delaware Symphony Orchestra FY18 Expense Module Budget (Re-Forecast 9/18/17) vs. Income

