

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

As of 05-15-18

A	B	C	D	E	F	G	H	
	Annual Audited Actual FY17	Annual Operating Actual FY17	Annual Op Budget FY18	Annual Op Forecast FY18	Bud v Forecast (D - E)	10 mos Op Actual July - April	2 mos Op Forecast May - June	Updates
Delaware Symphony Orchestra								
Income								
1	\$219,253	\$219,253	\$288,740	\$227,678	(\$61,062)	\$183,216	\$44,462	CL5, Explorer
2	\$62,190	\$62,190	\$51,800	\$24,270	(\$27,530)	\$24,270	\$0	
Contributions								
3	\$144,700	\$144,700	\$225,000	\$135,135	(\$89,865)	\$135,135	\$0	
4	\$58,032	\$58,032	\$197,000	\$57,500	(\$139,500)	\$52,500	\$5,000	
5	\$397,289	\$127,289	\$425,000	\$233,750	(\$191,250)	\$225,000	\$8,750	
6	\$415,037	\$419,037	\$335,000	\$525,596	\$190,596	\$340,596	\$185,000	\$150K Copeland pledge
7	\$69,800	\$54,800	\$52,000	\$54,300	\$2,300	\$48,550	\$5,750	
8	\$114,983	\$116,483	\$170,000	\$134,745	(\$35,255)	\$85,520	\$49,225	\$10K received May 1 - 15
9	\$14,780	\$14,780	\$40,000	\$6,820	(\$33,180)	\$3,520	\$3,300	
10	\$1,214,621	\$935,121	\$1,444,000	\$1,147,846	(\$296,154)	\$890,821	\$257,025	
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	\$64,072	\$0	\$37,725	\$37,725	\$37,725	\$0	GOH, Hotel Dupont
14	\$21,080	\$21,080	\$30,460	\$33,500	\$3,040	\$27,179	\$6,321	Program ads, Inv income
15	\$1,761,667	\$1,482,167	\$1,960,000	\$1,630,532	(\$329,468)	\$1,322,724	\$307,808	
Expenses								
Program Expenses								
16	\$239,952	\$239,952	\$253,386	\$243,499	\$9,887	\$200,457	\$43,042	
17	\$607,438	\$607,438	\$736,917	\$561,868	\$175,049	\$437,873	\$123,995	CL5, Explorer
18	\$397,713	\$397,713	\$411,197	\$302,292	\$108,905	\$233,679	\$68,613	
19	\$1,245,103	\$1,245,103	\$1,401,500	\$1,107,659	\$293,841	\$872,009	\$235,650	
Administrative Expenses								
20	\$303,772	\$303,772	\$365,369	\$354,758	\$10,611	\$292,788	\$61,970	
21	\$16,000	\$16,000	\$16,500	\$16,600	(\$100)	\$16,600	\$0	
22	\$39,164	\$39,164	\$42,357	\$41,707	\$650	\$33,869	\$7,838	
23	\$29,791	\$29,791	\$31,509	\$30,895	\$614	\$25,577	\$5,318	
24	\$13,201	\$13,201	\$0	\$1,725	(\$1,725)	\$1,725	\$0	
25	\$7,348	\$7,348	\$20,000	\$1,882	\$18,118	\$1,882	\$0	
26	\$47,161	\$47,161	\$65,265	\$57,806	\$7,459	\$45,225	\$12,581	
27	\$11,685	\$11,685	\$17,500	\$17,500	\$0	\$13,749	\$3,751	
28	\$468,122	\$468,122	\$558,500	\$522,873	\$35,627	\$431,415	\$91,458	
29	\$1,713,225	\$1,713,225	\$1,960,000	\$1,630,532	\$329,468	\$1,303,424	\$327,108	
30	\$48,442	(\$231,058)	\$0	\$0	\$0	\$19,300	(\$19,300)	
31	\$16,881			\$49,950		\$49,950		
32	\$34,981			(\$26,151)		(\$26,151)		
33	\$100,304							

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

**Delaware Symphony Orchestra Board Financial Review
Cash Projection Report as of May 15, 2018**

A	CL1/Runout		CH1	CL2/Familyx2	CH2/Runout	CL3/VGL	CH3	CL4	CH4/CL5	Expl x 2	Longwood			
	B	C	D	E	F	G	H	I	J	K	L	M	N	O
	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	Aug 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	\$38,665	\$67,568	\$36,816	\$36,753	(\$44,280)	(\$123,127)
Cash In														
2 Subscription Sales/Performance Fees	\$0	\$0	\$23,663	\$6,535	\$24,913	\$5,885	\$21,000	\$30,997	\$0	\$30,116	\$23,927	\$0	\$44,000	\$0
3 Ticket Sales / Program ads	\$0	\$950	\$22,683	\$2,714	\$12,912	\$4,631	\$1,161	\$15,704	\$0	\$11,236	\$7,297	\$8,051	\$0	\$0
4 Grants (government/corporate/foundation)	\$2,000	\$5,000	\$78,350	\$38,450	\$12,000	\$32,500	\$25,000	\$42,250	\$41,500	\$700	\$0	\$10,000	\$0	\$0
5 Contributions (major gifts)	\$5,602	\$0	\$10,000	\$1,000	\$100,000	\$40,500	\$46,733	\$10,000	\$140,000	\$0	\$15,000	\$100,000	\$0	\$0
6 Contributions (individual)	\$7,525	\$5,000	\$4,911	\$2,000	\$10,078	\$39,557	\$5,699	\$16,145	\$6,105	\$5,822	\$13,500	\$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	\$125	\$0	\$0	\$100,000	\$0	\$0	\$175,400
9 Restricted Gifts	\$150,000	\$0	(\$15,000)	(\$17,500)	\$500	(\$38,750)	(\$35,000)	\$6,250	(\$7,000)	\$6,250	\$36,300	\$10,500	\$0	\$0
10 Operating Reserve Use	(\$150,000)	(\$80,000)	\$25,000	\$25,000	\$80,000	\$25,000	\$60,000	\$0	\$0	\$0	\$15,000	(\$100,000)	\$0	(\$87,700)
11 Total Cash In (sum of rows 2 - 10)	\$15,506	\$90,463	\$149,875	\$58,199	\$241,403	\$109,433	\$166,892	\$122,846	\$180,605	\$54,124	\$211,024	\$28,551	\$44,000	\$87,700
Cash Out														
Program														
12 Program Staff Compensation	\$16,871	\$26,051	\$18,193	\$19,193	\$18,729	\$27,391	\$18,832	\$18,802	\$20,892	\$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	\$18,686	\$62,306	\$7,567	\$107,561	\$45,602	\$39,985	\$0
14 Other Production Expense	\$13,607	\$2,783	\$23,310	\$7,801	\$17,484	\$5,559	\$1,858	\$20,680	\$13,322	\$9,143	\$31,044	\$0	\$6,515	\$852
15 Marketing	\$1,150	\$3,959	\$4,513	\$4,151	\$13,051	\$2,960	\$3,195	\$6,681	\$6,426	\$7,435	\$5,000	\$4,000	\$0	\$5,000
16 Total Program Cash Needs	\$31,628	\$32,793	\$116,079	\$39,161	\$178,741	\$53,096	\$116,608	\$64,849	\$102,946	\$43,918	\$162,378	\$68,375	\$73,614	\$24,738
Administrative														
17 Administrative Staff Compensation	\$26,180	\$37,660	\$26,460	\$27,092	\$27,073	\$38,987	\$27,224	\$27,196	\$31,150	\$27,430	\$27,430	\$27,430	\$39,745	\$27,648
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	\$6,000	\$0	\$8,300	\$6,700	\$2,300	\$3,500	\$3,500	\$0
20 Insurance	\$0	\$6,517	\$0	\$479	\$6,794	\$2,396	\$0	\$8,194	\$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	\$2,665	\$4,432	\$3,880	\$3,790	\$5,040	\$2,749	\$3,790
22 Fundraising/Solicitaion	\$0	\$0	\$4,085	\$0	\$643	\$6,149	\$0	\$0	\$0	\$0	\$2,000	\$2,000	\$0	\$0
23 Other Administrative Expense	\$998	\$1,000	\$2,587	\$2,639	\$4,533	\$5,526	\$4,056	\$3,192	\$2,375	\$2,948	\$4,989	\$3,239	\$3,239	\$3,239
24 Equipment Purchases	\$0	\$0	\$0	\$1,362	\$0	\$650	\$0	\$0	\$2,500	\$0	\$1,300	\$0	\$0	\$0
25 Total Administrative Cash Needs	\$31,828	\$51,262	\$53,640	\$34,269	\$51,281	\$56,996	\$43,756	\$41,247	\$48,757	\$40,958	\$48,709	\$41,209	\$49,233	\$41,577
26 Total Cash Out (sum of rows 16 and 25)	\$63,456	\$84,055	\$169,719	\$73,430	\$230,022	\$110,092	\$160,364	\$106,096	\$151,703	\$84,876	\$211,087	\$109,584	\$122,848	\$66,315
27 Total Cash Available/(Needed) at Month End	\$33,332	\$39,740	\$19,896	\$4,665	\$16,047	\$15,388	\$21,916	\$38,665	\$67,568	\$36,816	\$36,753	(\$44,280)	(\$123,127)	(\$101,743)
28 Total Operating Reserve Available for Emergency Cashflow	\$150,000	\$230,000	\$205,000	\$180,000	\$100,000	\$75,000	\$15,000	\$15,000	\$15,000	\$15,000	\$0	\$100,000	\$100,000	\$187,700