

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

As of 10-18-17

A	B	C	D	E	F	G	H	Updates
	Annual Unaudited Actual FY17	Annual Operating Actual FY17	Annual Op Budget FY18	Annual Op Forecast FY18	Bud v Forecast (D - E)	3 mos Op Actual July - Sept	9 mos Op Forecast Oct - June	
Delaware Symphony Orchestra								
Income								
1	\$217,334	\$217,334	\$288,740	\$247,655	(\$41,085)	\$44,196	\$203,459	
2	\$62,190	\$62,190	\$51,800	\$30,347	(\$21,453)	\$300	\$30,047	
Contributions								
3	\$144,700	\$144,700	\$225,000	\$130,700	(\$94,300)	\$120,700	\$10,000	
4	\$58,032	\$58,032	\$197,000	\$160,900	(\$36,100)	\$45,000	\$115,900	BofA, DuPont, Wilm Trust, PNC
5	\$397,289	\$127,289	\$425,000	\$300,500	(\$124,500)	\$155,000	\$145,500	
6	\$415,037	\$419,037	\$335,000	\$360,000	\$25,000	\$20,401	\$339,599	Stock, Chair Sponsor, other
7	\$69,800	\$54,800	\$52,000	\$52,000	\$0	\$11,550	\$40,450	
8	\$115,664	\$117,164	\$170,000	\$151,900	(\$18,100)	\$13,421	\$138,479	
9	\$14,780	\$14,780	\$40,000	\$40,000	\$0	\$0	\$40,000	
10	\$1,215,302	\$935,802	\$1,444,000	\$1,196,000	(\$248,000)	\$366,072	\$829,928	
11	\$167,195	\$167,195	\$145,000	\$159,513	\$14,513	\$159,513	\$0	
12	\$13,254	\$13,254	\$0	\$0	\$0	\$0	\$0	
13	\$64,072	\$0	\$0	\$25,075	\$25,075	\$25,075	\$0	GOH, Hotel Dupont
14	\$72,842	\$37,861	\$30,460	\$33,600	\$3,140	\$14,634	\$18,966	\$7,600 Program ads
15	\$1,812,189	\$1,433,636	\$1,960,000	\$1,692,190	(\$267,810)	\$609,790	\$1,082,400	
Expenses								
Program Expenses								
16	\$239,952	\$239,952	\$253,386	\$241,878	\$11,508	\$56,116	\$185,762	
17	\$607,438	\$607,438	\$736,917	\$606,161	\$130,756	\$69,718	\$536,443	
18	\$265,156	\$240,931	\$411,197	\$299,278	\$111,919	\$50,608	\$248,670	
19	\$1,112,546	\$1,088,321	\$1,401,500	\$1,147,317	\$254,183	\$176,442	\$970,875	
Administrative Expenses								
20	\$303,772	\$303,772	\$365,369	\$351,244	\$14,125	\$81,001	\$270,243	
21	\$16,000	\$16,000	\$16,500	\$16,600	(\$100)	\$5,000	\$11,600	
22	\$39,164	\$39,164	\$42,357	\$41,865	\$492	\$7,010	\$34,855	
23	\$29,791	\$29,791	\$31,509	\$31,509	\$0	\$7,111	\$24,398	
24	\$143,853	\$143,151	\$0	\$0	\$0	\$0	\$0	
25	\$7,348	\$7,348	\$20,000	\$20,000	\$0	\$0	\$20,000	
26	\$47,161	\$47,161	\$65,265	\$65,265	\$0	\$11,357	\$53,908	
27	\$11,685	\$11,685	\$17,500	\$17,500	\$0	\$2,842	\$14,658	
28	\$598,774	\$598,072	\$558,500	\$543,983	\$14,517	\$114,321	\$429,662	
29	\$1,711,320	\$1,686,393	\$1,960,000	\$1,691,300	\$268,700	\$290,763	\$1,400,537	
30	\$100,869	(\$252,757)	\$0	\$890	\$890	\$319,027	(\$318,137)	
31	\$816,494			\$817,384				
32	\$317,000			\$180,500				
33	\$1,133,494			\$997,884				

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 October 18, 2017

A														
		CL1/Runout	CH1	CL2/Familyx2	CH2/Runout	CL3/VGL	CH3	Explx2 /CL4	CH4	CL5/Outreach				
	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	\$2,008	(\$202,798)	(\$269,585)	(\$397,190)	(\$483,926)	(\$655,177)	(\$721,688)	(\$875,647)	(\$997,422)	(\$1,049,046)
Cash In														
2 Subscription Sales/Performance Fees	\$0	\$0	\$23,663	\$5,830	\$23,353	\$5,830	\$42,705	\$5,830	\$23,363	\$5,830	\$23,363	\$0	\$0	\$0
3 Ticket Sales / Program ads	\$0	\$950	\$22,683	\$2,507	\$22,262	\$8,110	\$12,297	\$2,910	\$22,806	\$3,280	\$12,297	\$0	\$0	\$0
4 Grants (government/corporate/foundation)	\$2,000	\$5,000	\$78,350	\$45,945	\$0	\$0	\$15,000	\$0	\$42,245	\$0	\$0	\$0	\$0	\$0
5 Contributions (major gifts)	\$5,602	\$0	\$10,000	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6 Contributions (individual)	\$7,525	\$5,000	\$4,911	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$5,000	\$0	\$0	\$0
7 Special Events Fundraising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8 Other (ARTCO, Board Restricted Fund)	\$379	\$159,513	\$268	\$0	\$0	\$0	\$0	\$0	\$0	\$30,000	\$0	\$0	\$0	\$75,000
9 Restricted Gifts	\$150,000	\$0	(\$15,000)	(\$17,500)	(\$1,250)	\$2,500	\$8,750	\$2,500	\$5,000	\$6,250	\$5,000	\$3,750	\$0	\$0
10 Operating Reserve Use	(\$150,000)	(\$80,000)	\$25,000	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$70,000)	\$0	\$0
11 Total Cash In (sum of rows 2 - 10)	\$15,506	\$90,463	\$149,875	\$61,782	\$59,365	\$16,440	\$78,752	\$11,240	\$103,414	\$45,360	\$45,660	(\$66,250)	\$0	\$75,000
Cash Out														
Program														
12 Program Staff Compensation	\$16,871	\$26,051	\$18,193	\$19,381	\$17,857	\$17,933	\$18,560	\$19,560	\$26,856	\$19,501	\$18,501	\$18,501	\$18,583	\$26,890
13 Musicians and Soloists	\$0	\$0	\$70,063	\$8,016	\$143,476	\$9,254	\$118,518	\$21,558	\$122,720	\$38,256	\$84,236	\$3,750	\$0	\$0
14 Other Production Expense	\$13,607	\$2,783	\$23,310	\$16,194	\$39,293	\$12,085	\$24,042	\$11,599	\$70,425	\$8,525	\$24,596	\$0	\$0	\$852
15 Marketing	\$1,150	\$3,959	\$4,513	\$2,925	\$14,000	\$3,075	\$7,000	\$925	\$7,150	\$5,925	\$10,000	\$0	\$0	\$5,000
16 Total Program Cash Needs	\$31,628	\$32,793	\$116,079	\$46,516	\$214,625	\$42,347	\$168,120	\$53,642	\$227,151	\$72,207	\$137,333	\$22,251	\$18,583	\$32,742
Administrative														
17 Administrative Staff Compensation	\$26,180	\$37,660	\$26,460	\$26,438	\$25,937	\$26,042	\$26,694	\$26,694	\$38,986	\$26,846	\$26,846	\$26,846	\$27,023	\$39,167
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	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20 Insurance	\$0	\$6,517	\$0	\$479	\$6,706	\$987	\$0	\$7,456	\$493	\$0	\$7,456	\$493	\$0	\$6,706
21 Office and Equipment Rental/Support	\$3,100	\$6,085	\$2,613	\$2,697	\$4,363	\$2,613	\$3,904	\$6,945	\$2,695	\$2,779	\$4,445	\$2,695	\$2,779	\$3,820
22 Fundraising/Solicitaion	\$0	\$0	\$4,085	\$0	\$0	\$5,000	\$0	\$0	\$0	\$5,000	\$20,000	\$0	\$0	\$0
23 Other Administrative Expense	\$998	\$1,000	\$2,587	\$3,539	\$3,539	\$6,239	\$5,039	\$3,239	\$5,339	\$5,039	\$3,539	\$3,239	\$3,239	\$3,239
24 Equipment Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
25 Total Administrative Cash Needs	\$31,828	\$51,262	\$53,640	\$33,153	\$49,546	\$40,881	\$38,237	\$44,334	\$47,514	\$39,664	\$62,286	\$33,273	\$33,041	\$52,933
26 Total Cash Out (sum of rows 16 and 25)	\$63,456	\$84,055	\$169,719	\$79,669	\$264,171	\$83,228	\$206,357	\$97,976	\$274,665	\$111,871	\$199,619	\$55,524	\$51,624	\$85,675
27 Total Cash Available/(Needed) at Month End	\$33,332	\$39,740	\$19,896	\$2,008	(\$202,798)	(\$269,585)	(\$397,190)	(\$483,926)	(\$655,177)	(\$721,688)	(\$875,647)	(\$997,422)	(\$1,049,046)	(\$1,059,720)
28 Total Operating Reserve Available for Emergency Cashflow	\$150,000	\$230,000	\$205,000	\$180,000	\$180,000	\$180,000	\$180,000	\$180,000	\$180,000	\$180,000	\$180,000	\$250,000	\$250,000	\$250,000