

The Society of the Four Arts - Last Season Results (2016/2017) vs. Prior Year (2015/2016)  
Modified Basis of Reporting for Spending Rule and Capitalized Equipment

	<b>Actual % of Total Revenue or Expense</b>	<b>Operating Performance 2016/2017 Actual 6/30/17</b>	<b>6/30/17 Increase (Decrease) vs. 6/30/16</b>	<b>% Change</b>	<b>Operating 2015/2016 Actual 6/30/16</b>
<b>Membership:</b>					
Four Arts	<b>F</b>	1,428,700	31,200	2.2%	1,397,500
Four Arts-Member Reinstatement Fee		6,000	(3,375)	-36.0%	9,375
Contemporaries		55,300	(1,625)	-2.9%	56,925
Library		13,695	451	3.4%	13,244
<b>Total Membership</b>	<b>18.1%</b>	<b>1,503,695</b>	<b>26,651</b>	<b>1.8%</b>	<b>1,477,044</b>
<b>Donations:</b>					
<b>Annual Giving Donations</b>					
Chairman's Forum		1,416,580	255,562	22.0%	1,161,018
Benefactors Council		2,013,549	82,967	4.3%	1,930,582
Under \$10,000		582,842	(5,114)	-0.9%	587,956
<b>Total Annual Giving Donations</b>	<b>48.2%</b>	<b>4,012,971</b>	<b>333,415</b>	<b>9.1%</b>	<b>3,679,556</b>
<b>Other Giving Donations</b>					
Town of Palm Beach Appropriation		325,250	9,473	3.0%	315,777
Palm Beach County Cultural Grant		220,489	(3,063)	-1.4%	223,552
Corporate Development		101,500	47,850	89.2%	53,650
Other Donations		173,812	70,574	68.4%	103,238
<b>Total Other Giving Donations</b>	<b>9.9%</b>	<b>821,051</b>	<b>124,834</b>	<b>17.9%</b>	<b>696,217</b>
<b>Total Donations</b>	<b>58.1%</b>	<b>4,834,022</b>	<b>458,249</b>	<b>10.5%</b>	<b>4,375,773</b>
<b>Other Revenue:</b>					
Tickets-Programs(Tues Lecture, Concerts, COL, Fri Films)		648,157	135,784	26.5%	512,373
Tickets-International Travel - Piedmont	<b>TT</b>	0	(540,766)	-100.0%	540,766
Tickets-Screened Events (MetOpera & Screened Events)		212,046	(4,416)	-2.0%	216,462
Tickets-Art Exhibitions		33,695	(8,716)	-20.6%	42,411
Permit & Processing Fee		6,700	(2,900)	-30.2%	9,600
Small Donations/Library Fees		2,581	(775)	-23.1%	3,356
<b>Total Other Revenue</b>	<b>10.9%</b>	<b>903,179</b>	<b>(421,789)</b>	<b>-31.8%</b>	<b>1,324,968</b>
<b>Spending Rule:</b>					
Unitized Endowment Spending Rule (BUDGET ONLY) *	<b>J</b>	1,076,424	(59,697)	-5.3%	1,136,121
<b>Total Spending Rule</b>	<b>12.9%</b>	<b>1,076,424</b>	<b>(59,697)</b>	<b>-5.3%</b>	<b>1,136,121</b>
<b>* REVENUE (Modified Basis for Spending Rule)</b>	<b>100.0%</b>	<b>8,317,320</b>	<b>3,414</b>	<b>0.0%</b>	<b>8,313,906</b>

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<b>Employee Costs:</b>					
Salaries & Vacation Accrual		K 2,254,841	(4,547)	-0.2%	2,259,388
Discretionary Bonus		L 0	(119,450)		119,450
Payroll Taxes		M 166,904	(10,481)	-5.9%	177,385
Insurance - Dental		30,813	1,868	6.5%	28,945
Insurance - Health & H.S.A.		148,840	(2,721)	-1.8%	151,561
Workers Comp		17,738	(6,427)	-26.6%	24,165
Pension 401(k) Match		N 215,256	86,618	67.3%	128,638
Pension 457(b) Contribution		O 58,688	11,738	25.0%	46,950
<b>Total Employee Costs</b>	<b>38.7%</b>	<b>2,893,080</b>	<b>(43,402)</b>	<b>-1.5%</b>	<b>2,936,482</b>
<b>Maintenance:</b>					
Buildings & Grounds		P 254,193	(50,535)	-16.6%	304,728
Lawn & Gardens		Q 164,446	(39,402)	-19.3%	203,848
Art Conservation		64,873	15,085	30.3%	49,788
Operating Improvements(to be capitalized-BUDGET ONLY)*		E 525,156	488,828	1345.6%	36,328
<b>Total Maintenance</b>	<b>13.5%</b>	<b>1,008,669</b>	<b>413,977</b>	<b>69.6%</b>	<b>594,692</b>
<b>Utilities:</b>					
Electric & Natural Gas		R 191,496	33,356	21.1%	158,140
Water		S 93,288	8,486	10.0%	84,802
Phone		73,115	(3,289)	-4.3%	76,404
PBC Waste Assessment		20,060	731	3.8%	19,329
<b>Total Utilities</b>	<b>5.1%</b>	<b>377,959</b>	<b>39,284</b>	<b>11.6%</b>	<b>338,675</b>
<b>Insurance (not health):</b>					
Building, Contents, Liability, Umbrella, Auto		89,632	1,925	2.2%	87,707
D&O, ERISA, Dishonesty, EPLI, Fiduciary (Excluding Windstorm)					
Flood		17,373	1,100	6.8%	16,273
Fine Arts		12,012	0	0.0%	12,012
<b>Total Insurance (not health)</b>	<b>1.6%</b>	<b>119,017</b>	<b>3,025</b>	<b>2.6%</b>	<b>115,992</b>

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<b>Printing, Signs, Photography:</b>					
General Printing-Administration	U	59,808	36,563	157.3%	23,245
Schedules/Calendar/Folio		128,575	(112)	-0.1%	128,687
Program Printing-Art, Music, Education		35,086	1,423	4.2%	33,663
Program Printing-International Travel - Piedmont			(3,391)	-100.0%	3,391
Membership/Contemporaries/BC & CF	V	12,692	5,965	88.7%	6,727
Development-Capital Campaign	W	15,058	15,058		0
Signs		17,286	765	4.6%	16,521
Photography	X	8,280	(4,805)	-36.7%	13,085
<b>Total Printing, Signs, Photography</b>	<b>3.7%</b>	<b>276,784</b>	<b>51,465</b>	<b>22.8%</b>	<b>225,319</b>
<b>Office, Supplies &amp; Advertising:</b>					
Supplies-Office	Y	37,931	(12,674)	-25.0%	50,605
Supplies-Computer/Software		43,453	200	0.5%	43,253
Supplies-Audio/Visual/Maintenance	Z	14,797	(5,625)	-27.5%	20,422
Leased Equipment Maint & Supplies/Rental Space	AA	41,046	9,793	31.3%	31,253
Postage/Mailing Service	BB	77,367	5,527	7.7%	71,840
Dues & Subscriptions		21,689	1,099	5.3%	20,590
Advertising	CC	240,924	(59,716)	-19.9%	300,640
Miscellaneous		6,016	43	0.7%	5,973
<b>Total Office, Supplies &amp; Advertising</b>	<b>6.5%</b>	<b>483,224</b>	<b>(61,352)</b>	<b>-11.3%</b>	<b>544,576</b>
<b>Employee-Travel, Study, Meals &amp; Entertainment:</b>					
Travel & Study	DD	23,296	(1,963)	-7.8%	25,259
Travel & Study - Piedmont			(3,705)	-100.0%	3,705
Meals & Entertainment		6,969	(2,086)	-23.0%	9,055
Auto Expenses & Mileage Reimbursement		2,248	(1,273)	-36.1%	3,521
<b>Total Employee Travel, Study, Meals &amp; Entertainment</b>	<b>0.4%</b>	<b>32,513</b>	<b>(9,027)</b>	<b>-21.7%</b>	<b>41,540</b>
<b>Events-Catering, Meals &amp; Décor:</b>					
Programs/Administration	EE	132,225	14,175	12.0%	118,050
Programs/Administration-International Travel - Piedmont	UU	0	(139,603)	-100.0%	139,603
Benefactor & Chairman Dinners	FF	53,657	8,103	17.8%	45,554

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Capital Campaign		GG 5,520	5,520		0
Contemporaries		36,797	637	1.8%	36,160
<b>Total Catering, Meals, &amp; Décor</b>	<b>3.1%</b>	<b>228,199</b>	<b>(111,168)</b>	<b>-32.8%</b>	<b>339,367</b>
<b>Professional Fees:</b>					
Unitized Endowment Fees (paid from Unitized Endowment)		181,718	5,014	2.8%	176,704
Credit Card Transaction & Bank Fees		HH 93,363	27,387	41.5%	65,976
Audit/Tax Return		28,550	25	0.1%	28,525
Pension Fees & Consulting		19,521	1,411	7.8%	18,110
Payroll/Cobra/H.S.A. fees		14,018	278	2.0%	13,740
Computer Consulting		126,978	936	0.7%	126,042
Legal		II 58,043	14,724	34.0%	43,319
Consultant - Other		0	0		0
<b>Total Professional Fees</b>	<b>7.0%</b>	<b>522,192</b>	<b>49,776</b>	<b>10.5%</b>	<b>472,416</b>
<b>Sponsored Activities:</b>					
Programs & Shippings Fees		JJ 999,344	183,355	22.5%	815,989
Production & Staging On-Site		KK 67,305	(27,764)	-29.2%	95,069
Production & Staging Off-Site		LL 37,416	31,515	534.1%	5,901
Production & Staging Off-Site-International Travel - Piedmont		V V (108,965)	(108,965)	-100.0%	108,965
License Fee-MetOpera/Other HD Live		106,344	(2,309)	-2.1%	108,653
Transportation-Artist/Vendor/Groups		MM 41,215	(1,519)	-3.6%	42,734
Transportation-Artist/Vendor/Groups-International Travel - Piedmont		WW (36,986)	(36,986)	-100.0%	36,986
Hotels-Artist/Vendor/Groups		NN 28,822	(4,782)	-14.2%	33,604
Hotels-Artist/Vendor/Groups-International Travel - Piedmont		XX (147,242)	(147,242)	-100.0%	147,242
Art Packing Fees		11,440	(2,890)	-20.2%	14,330
Security Guards		OO 95,824	16,817	21.3%	79,007
Police & Paramedics		9,450	385	4.2%	9,065
Parking		PP 36,936	6,118	19.9%	30,818
Library Programs & Program Supplies		QQ 11,929	(6,487)	-35.2%	18,416
Library Books, CDs, DVDs		RR 70,685	(13,418)	-16.0%	84,103
Library Supplies & Electronic Equip		SS 8,985	4,143	85.6%	4,842
<b>Total Sponsored Activities</b>	<b>20.4%</b>	<b>1,525,694</b>	<b>(110,030)</b>	<b>-6.7%</b>	<b>1,635,723</b>

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<b>* EXPENSES (Modified Basis for Capitalized Equip)</b>	<b>100.00%</b>	<b>D</b>	<b>7,467,330</b>	<b>222,547</b>	<b>3.1%</b>	<b>7,244,782</b>
<b>Other Activities (net):</b>						
Income: Gift Shop, Catalog, Rental Income, Processing Fee			44,526	6,298	16.5%	38,228
Less: Gift Shop Consignment Expenses & COGS			26,092	2,568	10.9%	23,524
<b>Total Other Activities (net)</b>			<b>18,434</b>	<b>3,730</b>	<b>25.4%</b>	<b>14,704</b>
<b>SURPLUS (DEFICIT) Modified Basis</b>		<b>A</b>	<b>868,424</b>	<b>(215,403)</b>	<b>-19.9%</b>	<b>1,083,828</b>