

**Arts Council Napa Valley
2013-2014 Budget Projection**

2013-2014 DRAFT Budget (6/22/2013)

REVENUE

Earned

	FY 11-12 Actual	FY 12-13 Estimate	2013-2014 Budget Projection ACCRUAL	Variance	Confidence	Notes
Total estimated cash risk by confidence level in unsecured funds = \$25k or 10%						
Ticket Fees	0	4800	5,000	4%	9	This represents special event ticketing, including a split of the Napa Valley Collects Gala
Membership Dues/Fees	18150	9800	10,500	7%	9	In FY 12-13 we moved Arts in April fees to Contracted Services from Membership
Contracted Services/Performance Fees	28818	16843	12,000	-29%	7	Arts in April participation fees and \$3.5k confirmed from Celebrate! partnership
Advertising Revenue	920	3200	22,475	602%	7	NapaValleyCollection.com revenue
Sponsorship Revenue	20000	7500	15,800	111%	7	15k for Napa Valley Collection sponsorship, supported by \$5k Exp. for development contractor. Offsets, \$12k in web developments .
Total Earned Revenue	68523	35000	66,000	89%		
Contributed						
Trustee/Board Contributions	4800	2650	4,800	81%	7	The increase represents the boards commitment to an increase in CEO salary and includes associated fringe.
Individual Contributions	3300	11100	11,100	0%	9	
Corporate Contributions	16955	3500	8,500	143%	7	In past years ACNV has secured \$5k from banks for Arts Ed, however, the fund request has not yet been made. Alternatively, PG&E made a verbal \$5k commitment in FY 12-13.
Foundation Contributions	92138	75000	48,400	-35%	8	The decrease represents the closing of the CFNV \$30k general support. Have not yet confirmed \$25k from Sato Foundation, however, they have been consistent funder for many years at \$20k-\$25k level.
Government - City	93620	47380	9,500	-80%	8	\$3.5k out of total not yet secured.
Government - County	33045	94047	58,247	-38%	10	Although \$ amount is substantially lower, the actual grants were equivalent for FY 12-13 and 13-14. \$20k of FY 12-13 should not have been accounted for as revenue because it was pass through funds to the Napa
Government - State	28910	26902	27,000	0%	9	We have confirmation that we will receive funding for all grants but exact amounts are not yet confirmed
Special Events - Fundraising	4824	4500	5,500	22%	8	This assumes that the addition of significant fundraising activity at special events
Other Contributions	5607	1	500	49900%	10	
In-kind Contributions	5698	15000	40,000	167%	10	Cash revenue without inkind values = \$239,547
Total Contributed Revenue	288897	262161	213,547	-19%		
Total Revenue	357419	296000	279,547	-6%		

EXPENSES

Salaries and Fringe

Total Salaries and Fringe	196125	102005	104,996	3%		Increase due to staff raises
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Program & Admin Expenses

Accounting	0	4870	4,700	-3%		This number is stable, however, the rate of this service is significantly below industry standards
Advertising and Marketing	40749	9241	17,690	91%		Napa Valley Collection and cultural marketing general

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	FY 11-12	FY 12-13	Budget Projection		
Artists & Performers - Non-Salaried	29577	50350	8,030	-84%	Salvador Elementary Artist in Residence with Magical Moonshine
Grantmaking Expense	5013	21000	18,500	-12%	Dependent on Sato Foundation funding
Honoraria	101	1175	800	-32%	Poetry Out Loud scholarships
In-Kind Contributions	5698	15000	40,000	167%	
Internet & Website	5456	26520	22,512	-15%	Napa Valley Collection and ACNV website enhancements
Professional Fees - Other	18889	7814	21,125	170%	Napa Valley Collection & Arts in Education
Rent	11000	8220	12,006	46%	CFNV extended a significant discount in FY 12-13
Total Other Expenses	155300	190000	174,317	-8%	
Total Expenses	353421	295000	279,313	-5%	Cash expense without inkind values = \$239,313
Change in Net Assets	3998	1000	234	-77%	Bottom line DOES NOT include the 8-10% reserve goal in strategic plan.

Operating Cash Position (Est. Balance on 7/1/13= \$10k)