

# Orleans Economic Development Agency Profit & Loss Budget Performance

## County of Orleans Industrial Development Agency 2024 Proposed Operating Budget

Updated: 12/1/2023

	<u>Jan - Oct 2023</u>	<u>Est 2023 Totals</u>	<u>2023 Annual Budget</u>	<u>2024 Annual Budget</u>	<u>Change 2024-2023</u>	<u>Comments</u>
<b>980 - Revenues</b>						
<b>2116 - Fees (specify)</b>						
2116.07 Administrative Fee	56,008.51	56,008.51	10,000.00	10,000.00	0.00	
2116.01 Application Fees	60.25	60.25	10,000.00	10,000.00		
2116.02 PILOT Fees & Penalties	10,000.00	10,000.00				
2116.03 - Economic Development Fees	23,670.24	23,670.24	425,000.00	385,000.00	-40000.00	
2116.05 Service Charge	-11.00	-11.00				
2116.04 - Consulting	5,867.13	9,000.00	10,000.00	15,000.00	5000.00	
<b>Total 2116 - Fees (specify)</b>	<u>95,595.13</u>	<u>98,728.00</u>	<u>455,000.00</u>	<u>420,000.00</u>	<u>-35,000.00</u>	
2410 - Rental of Real Property	2,700.00	3,600.00	3,600.00	3,600.00	0.00	H&F
2401 - Interest & Earnings	30.69					
<b>2706 - Grants from Local Governments</b>						
2706.01 - Local Support	0.00	0.00	15,500.00	15,000.00	-500.00	
2706.02 - Grants from Local Govts - Other	214,500.00	214,500.00	200,000.00	200,000.00	0.00	County
<b>Total 2706 - Grants from Local Governments</b>	<u>214,500.00</u>	<u>214,500.00</u>	<u>215,500.00</u>	<u>215,000.00</u>	<u>-500.00</u>	
<b>2770 - Other Unclassified Revenue</b>						
2770.1 - Misc. Reimbursements	3,986.52	3,986.52	300.00	300.00	0.00	
2770.2 - Misc. Income	127.07	427.07	15,000.00	15,000.00	0.00	
<b>Total 2770 - Other Unclassified Revenue</b>	<u>4,113.59</u>	<u>4,413.59</u>	<u>15,300.00</u>	<u>15,300.00</u>	<u>0.00</u>	
<b>Total 980 - Revenues</b>	316,939.41	321,241.59	689,400.00	653,900.00	-35,500.00	
<b>522 - Expenses</b>						
<b>6460 - Administration</b>						
<b>6460.1 - Salaries &amp; related expenses</b>						
6460.11 - Salaries & wages	249,746.56	287,717.34	303,075.71	292,544.00	(10,531.71)	5% Increase,
6460.12 - Other Payroll Expenses	580.16	600.00	0.00	600.00		

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<b>6460.13 · Social Security Expense</b>	15,239.73	18,287.68	18,264.85	18,594.00	329.15	
<b>6460.14 · Fed Unemp Tax Exp</b>	258.93	310.72	292.16	315.93	23.77	
<b>6460.15 · Medicare Exp.</b>	3,564.16	4,145.34	4,660.13	4,214.89	(445.24)	
<b>6460.16- NYS Re-Employment</b>	46.98	46.98		50.00		
<b>6460.17 · NYS Unemploy. Ins.</b>	796.12	955.34	1,407.67	971.37	(436.30)	
<b>6460.18 · Disability Cnty Self-Ins</b>	5,079.18	5,079.18	3,000.00	5,000.00	2,000.00	
<b>Total 6460.1 · Salaries &amp; related expenses</b>	<u>275,311.82</u>	<u>317,142.58</u>	<u>330,700.52</u>	<u>322,290.19</u>	<u>-9,060.33</u>	
<b>6460.3 · Depreciation &amp; amortization exp</b>						
<b>6460.31 · Deprec &amp; amort - allowable</b>	0.00	0.00	6,000.00	0.00	-6000.00	
<b>Total 6460.3 · Depreciation &amp; amortization exp</b>	<u>0.00</u>	<u>0.00</u>	<u>6,000.00</u>	<u>0.00</u>	<u>-6,000.00</u>	
<b>6460.4 · Contractual Expenses</b>						
<b>~4.100 · Other personnel expenses</b>						
~4.101 · Legal fees	42,988.81	57,000.00	60,000.00	60,000.00	0.00	
~4.102 · Accounting fees	765.00	1,200.00	6,600.00	10,020.00	3420.00	
~4.103 · Consultant Services	14,868.00	16,500.00	10,000.00	10,000.00	0.00	
~4.105 · Payroll Services	1,988.29	2,250.00	2,500.00	2,500.00	0.00	
~4.107 · Professional fees - other	12,282.24	12,500.00	15,000.00	15,000.00	0.00	
<b>Total ~4.100 · Other personnel expenses</b>	<u>72,892.34</u>	<u>89,450.00</u>	<u>94,100.00</u>	<u>97,520.00</u>	<u>3,420.00</u>	
<b>~4.200 · Non-personnel expenses</b>						
~4.201 · Supplies	1,604.04	2,000.00	3,500.00	2,500.00	(1,000.00)	
~4.202 · Telephone & telecommunications	8,182.79	9,000.00	8,500.00	7,000.00	(1,500.00)	
~4.203 · Postage, shipping, delivery	463.73	600.00	750.00	750.00	-	
~4.204 · Equip rental & maintenance	2,832.91	3,200.00	3,000.00	3,000.00	-	
~4.205 · Printing & copying	869.88	1,500.00	200.00	1,000.00	800.00	
~4.206 · Books, subscriptions, reference	458.00	500.00	300.00	500.00	200.00	
~4.207 · Advertising expenses	1,102.49	1,500.00	6,500.00	5,000.00	(1,500.00)	
~4.208 · Marketing	9,507.33	20,000.00	50,000.00	50,000.00	-	
<b>4210 · Web Site Maintenance</b>	0.00	0.00	1,000.00	1,000.00	-	
<b>Total ~4.200 · Non-personnel expenses</b>	<u>25,021.17</u>	<u>38,300.00</u>	<u>73,750.00</u>	<u>70,750.00</u>	<u>-3,000.00</u>	

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<b>~4.300 · Occupancy expenses</b>						
~4.301 · Rent, parking, other occupancy	19,736.35	25,764.00	26,536.00	26,536.00	0.00	
<b>Total ~4.300 · Occupancy expenses</b>	<u>19,736.35</u>	<u>25,764.00</u>	<u>26,536.00</u>	<u>26,536.00</u>	<u>0.00</u>	
<b>~4.500 · Property Management Expense</b>						
4.505 · 121 N Main St	0.00	0.00	200.00	200.00	-	
<b>Total ~4.500 · Property Management Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>200.00</u>	<u>200.00</u>	<u>0.00</u>	
<b>~4.700 · Travel &amp; training</b>						
~4.701 · Travel	3,711.84	4,000.00	3,000.00	4,000.00	1000.00	
~4.702 · Conference,convention,meeting	0.00	0.00	1,500.00	1,500.00	0.00	
~4.703 · Staff development	0.00	0.00	5,000.00	2,000.00	-3000.00	
~4.700 · Travel & Training - Other	555.00	1,000.00	0.00	1,000.00	1000.00	
~4.704 · Meals	1,354.49	1,500.00	2,500.00	2,000.00	-500.00	
<b>Total ~4.700 · Travel &amp; training</b>	<u>5,621.33</u>	<u>6,500.00</u>	<u>12,000.00</u>	<u>10,500.00</u>	<u>-1,500.00</u>	
<b>~4.800 · Misc expenses</b>						
~4.802 · Insurance - non-employee	2,837.20	4,106.00	2,500.00	2,500.00	0.00	
~4.803 · Membership dues - organization	25.00	125.00	11,000.00	11,000.00	0.00	
~4.805 · Outside computer services	1,420.95	1,500.00	1,100.00	1,100.00	0.00	
~4.807 · Other expenses	0.00	0.00	500.00	250.00	-250.00	
~4.808 · Other Reimbursements	0.00	200.00	250.00	250.00	0.00	
~ · Interest Expense	0.00	0.00	0.00	22,500.00	22500.00	
~4.800 · Misc expenses - Other	3,503.89	3,600.00	30,000.00	20,000.00	-10000.00	
<b>Total ~4.800 · Misc expenses</b>	<u>7,787.04</u>	<u>9,531.00</u>	<u>45,350.00</u>	<u>57,600.00</u>	<u>12,250.00</u>	
<b>6460.8 · Employee Benefits</b>						
6460.81 · Health Insurance	43,228.24	53,692.00	59,128.98	32,093.28	(27,035.70)	Plan Change
6460.82 · Pension plan contributions	0.00	32,430.00	32,430.00	27,498.00	(4,932.00)	
<b>Total 6460.8 · Employee Benefits</b>	<u>43,228.24</u>	<u>86,122.00</u>	<u>91,558.98</u>	<u>59,591.28</u>	<u>-31,967.70</u>	
<b>Total 522 · Expenses</b>	449,598.29	572,809.58	680,195.50	644,987.47	-35,858.03	

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<b>Net Income</b>	<u><b>-132,658.88</b></u>	<u><b>-251,567.99</b></u>	<u><b>9,204.50</b></u>	<u><b>8,912.53</b></u>	<u><b>358.03</b></u>	
<b>Depreciation Add Back</b>	<u>0.00</u>	<u>0.00</u>	<u>6,000.00</u>	<u>0.00</u>	<u>(6,000.00)</u>	
<b>Cash flow</b>	<u>-132,658.88</u>	<u>-251,567.99</u>	<u>15,204.50</u>	<u>8,912.53</u>	<u>-5,641.97</u>	