

**Orleans Economic Development Agency
Profit & Loss Budget Performance**

July 2021

**County of Orleans Industrial Development Agency
2023 Proposed Operating Budget**

Updated: 12/6/2022

	<u>Jan - Nov 2022</u>	<u>Est 2022 Totals</u>	<u>2022 Annual Budget</u>	<u>2023 Annual Budget</u>	<u>Change 2023-2022</u>	<u>Comments</u>
980 - Revenues						
2116 - Fees (specify)						
2116.07 Administrative Fee	2,508.14	2,600.00	6,000.00	10,000.00	4000.00	
2116.01 Application Fees	0.00	5,000.00	10,000.00	10,000.00		
2116.03 - Economic Development Fees	172,681.00	173,000.00	350,000.00	425,000.00	75000.00	
2116.05 Service Charge	0.00	0.00				
2116.04 - Consulting	5,710.00	10,000.00	55,000.00	10,000.00	-45000.00	
Total 2116 - Fees (specify)	<u>180,899.14</u>	<u>190,600.00</u>	<u>421,000.00</u>	<u>455,000.00</u>	<u>34,000.00</u>	
2410 - Rental of Real Property	2,100.00	3,600.00	3,600.00	3,600.00	0.00	H&F
2706 - Grants from Local Governments						
2706.01 - Local Support	0.00	15,500.00	15,500.00	15,500.00	0.00	
2706.02 - Grants from Local Govts - Other	204,000.00	190,000.00	190,000.00	200,000.00	10000.00	County
Total 2706 - Grants from Local Governments	<u>204,000.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>215,500.00</u>	<u>10,000.00</u>	
2770 - Other Unclassified Revenue						
2770.1 - Misc. Reimbursements	815.50	1,000.00	300.00	300.00	0.00	
2770.2 - Misc. Income	27,500.03	27,500.00	0.00	15,000.00	15000.00	
Total 2770 - Other Unclassified Revenue	<u>28,315.53</u>	<u>28,500.00</u>	<u>300.00</u>	<u>15,300.00</u>	<u>15,000.00</u>	
Total 980 - Revenues	415,314.67	428,200.00	630,400.00	689,400.00	59,000.00	
522 - Expenses						
6460 - Administration						
6460.1 - Salaries & related expenses						
6460.11 - Salaries & wages	248,839.85	271,461.65	271,105.24	303,075.71	31,970.47	5% Increase
6460.13 - Social Security Expense	15,050.08	16,418.27	16,590.48	18,264.85	1,674.37	
6460.14 - Fed Unemp Tax Exp	151.60	165.38	348.08	292.16	(55.92)	
6460.15 - Medicare Exp.	3,519.76	4,145.34	3,880.01	4,660.13	780.12	
6460.17 - NYS Unemploy. Ins.	730.43	796.83	580.13	1,407.67	827.54	

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6460.18 · Disability Cnty Self-Ins	2,508.24	2,700.00	16,500.00	3,000.00	(13,500.00)	
Total 6460.1 · Salaries & related expenses	270,799.96	295,687.48	309,003.94	330,700.52	21,696.58	
6460.3 · Depreciation & amortization exp						
6460.31 · Deprec & amort - allowable	0.00	6,000.00	6,000.00	6,000.00	0.00	
Total 6460.3 · Depreciation & amortization exp	0.00	6,000.00	6,000.00	6,000.00	0.00	
6460.4 · Contractual Expenses						
~4.100 · Other personnel expenses						
~4.101 · Legal fees	55,232.76	57,000.00	50,000.00	60,000.00	10000.00	
~4.102 · Accounting fees	1,010.00	1,200.00	1,500.00	6,600.00	5100.00	
~4.103 · Consultant Services	11,189.27	12,000.00	10,000.00	10,000.00	0.00	
~4.105 · Payroll Services	2,212.70	2,413.85	3,200.00	2,500.00	-700.00	
~4.107 · Professional fees - other	10,424.51	11,000.00	10,000.00	15,000.00	5000.00	
Total ~4.100 · Other personnel expenses	80,069.24	83,613.85	74,700.00	94,100.00	19,400.00	
~4.200 · Non-personnel expenses						
~4.201 · Supplies	2,452.05	2,600.00	4,000.00	3,500.00	(500.00)	
~4.202 · Telephone & telecommunications	8,295.01	8,500.00	5,000.00	8,500.00	3,500.00	
~4.203 · Postage, shipping, delivery	686.54	700.00	600.00	750.00	150.00	
~4.204 · Equip rental & maintenance	2,636.66	3,000.00	3,000.00	3,000.00	-	
~4.205 · Printing & copying	69.39	100.00	300.00	200.00	(100.00)	
~4.206 · Books, subscriptions, reference	218.34	250.00	50.00	300.00	250.00	
~4.207 · Advertising expenses	368.36	400.00	1,500.00	6,500.00	5,000.00	
~4.208 · Marketing	5,050.70	10,000.00	30,000.00	50,000.00	20,000.00	
4210 · Web Site Maintenance	0.00	500.00	1,000.00	1,000.00	-	
Total ~4.200 · Non-personnel expenses	19,777.05	26,050.00	45,450.00	73,750.00	28,300.00	
~4.300 · Occupancy expenses						
~4.301 · Rent, parking, other occupancy	23,641.00	25,764.00	26,400.00	26,536.00	136.00	
Total ~4.300 · Occupancy expenses	23,641.00	25,764.00	26,400.00	26,536.00	136.00	
~4.500 · Property Management Expense						

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4.505 · 121 N Main St	0.00	200.00	200.00	200.00	-	
Total ~4.500 · Property Management Expense	0.00	200.00	200.00	200.00	0.00	
~4.700 · Travel & training						
~4.701 · Travel	1,039.42	1,200.00	4,000.00	3,000.00	-1000.00	
~4.702 · Conference,convention,meeting	400.00	400.00	750.00	1,500.00	750.00	
~4.703 · Staff development	0.00	0.00	10,000.00	5,000.00	-5000.00	
~4.704 · Meals	1,440.27	1,500.00	2,500.00	2,500.00	0.00	
Total ~4.700 · Travel & training	2,879.69	3,100.00	17,250.00	12,000.00	-5,250.00	
~4.800 · Misc expenses						
~4.802 · Insurance - non-employee	2,214.73	2,250.00	0.00	2,500.00	2500.00	
~4.803 · Membership dues - organization	125.00	125.00	2,000.00	11,000.00	9000.00	
~4.805 · Outside computer services	1,067.00	1,100.00	500.00	1,100.00	600.00	
~4.807 · Other expenses	0.00	0.00	1,500.00	500.00	-1000.00	
~4.808 · Other Reimbursements	170.10	200.00	100.00	250.00	150.00	
~4.800 · Misc expenses - Other	1,083.03	1,100.00	50,000.00	30,000.00	-20000.00	
Total ~4.800 · Misc expenses	4,659.86	4,775.00	54,100.00	45,350.00	-8,750.00	
6460.8 · Employee Benefits						
6460.81 · Health Insurance	42,610.05	46,483.69	41,946.00	59,128.98	17,182.98	5% Estimate
6460.82 · Pension plan contributions	46,983.00	46,983.00	38,484.00	32,430.00	(6,054.00)	
Total 6460.8 · Employee Benefits	89,593.05	93,466.69	80,430.00	91,558.98	11,128.98	
Total 522 · Expenses	491,419.85	538,657.02	613,533.94	680,195.50	66,661.56	
Net Income	-76,105.18	-110,457.02	16,866.06	9,204.50	-7,661.56	
Depreciation Add Back	0.00	6,000.00	6,000.00	6,000.00	-	
Cash flow	-76,105.18	-104,457.02	22,866.06	15,204.50	-7,661.56	