

**Orleans Economic Development Agency  
Profit & Loss Budget Performance  
July 2021**

**County of Orleans Industrial Development Agency  
2022 Proposed Operating Budget**

Updated: 9/8/2021

	<u>Jan - Jul 2021</u>	<u>Est 2021 Totals</u>	<u>2021 Annual Budget</u>	<u>2022 Annual Budget</u>	<u>Change 2022-2021</u>	<u>Comments</u>
<b>980 · Revenues</b>						
<b>2116 · Fees (specify)</b>						
2116.07 Administrative Fee	0.00	6,000.00	6,000.00	6,000.00	0.00	
2116.01 Application Fees	5,000.00			10,000.00		
2116.03 · Economic Development Fees	20,889.00	205,856.00	225,000.00	350,000.00	125000.00	
2116.05 Service Charge	-11.00					
2116.04 · Consulting	5,943.32	10,000.00	55,000.00	55,000.00	0.00	
<b>Total 2116 · Fees (specify)</b>	<u>31,821.32</u>	<u>221,856.00</u>	<u>286,000.00</u>	<u>421,000.00</u>	<u>125,000.00</u>	
2410 · Rental of Real Property	2,400.00	3,600.00	3,600.00	3,600.00	0.00	H&F
<b>2706 · Grants from Local Governments</b>						
2706.01 · Local Support	0.00	15,500.00	15,500.00	15,500.00	0.00	
2706.02 · Grants from Local Govts - Other	153,000.00	190,000.00	190,000.00	190,000.00	0.00	County
<b>Total 2706 · Grants from Local Governments</b>	<u>153,000.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>0.00</u>	
<b>2770 · Other Unclassified Revenue</b>						
2770.1 · Misc. Reimbursements	0.00	300.00	300.00	300.00	0.00	
2770.2 · Misc. Income	10,776.94	10,776.94	0.00	0.00	0.00	
<b>Total 2770 · Other Unclassified Revenue</b>	<u>10,776.94</u>	<u>11,076.94</u>	<u>300.00</u>	<u>300.00</u>	<u>0.00</u>	
<b>Total 980 · Revenues</b>	197,998.26	442,032.94	495,400.00	630,400.00	125,000.00	
<b>522 · Expenses</b>						
<b>6460 · Administration</b>						
<b>6460.1 · Salaries &amp; related expenses</b>						
6460.11 · Salaries & wages	170,596.49	289,763.63	260,590.00	271,105.24	10,515.24	5% Increase
6460.13 · Social Security Expense	10,432.38	17,724.90	14,280.00	16,590.48	2,310.48	
6460.14 · Fed Unemp Tax Exp	193.02	330.89	306.00	348.08	42.08	
6460.15 · Medicare Exp.	2,439.84	4,145.34	3,570.00	3,880.01	310.01	
6460.17 · NYS Unemploy. Ins.	367.69	630.33	510.00	580.13	70.13	

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<b>6460.18 · Disability Cnty Self-Ins</b>	13,246.34	16,000.00	6,120.00	16,500.00	10,380.00	
<b>Total 6460.1 · Salaries &amp; related expenses</b>	197,275.76	328,595.09	285,376.00	309,003.94	23,627.94	
<b>6460.3 · Depreciation &amp; amortization exp</b>						
<b>6460.31 · Deprec &amp; amort - allowable</b>	0.00	6,000.00	6,000.00	6,000.00	0.00	
<b>Total 6460.3 · Depreciation &amp; amortization exp</b>	0.00	6,000.00	6,000.00	6,000.00	0.00	
<b>6460.4 · Contractual Expenses</b>						
<b>~4.100 · Other personnel expenses</b>						
~4.101 · Legal fees	73,719.62	92,719.62	45,000.00	50,000.00	5000.00	
~4.102 · Accounting fees	640.00	1,200.00	2,500.00	1,500.00	-1000.00	
~4.103 · Consultant Services	0.00	3,000.00	10,000.00	10,000.00	0.00	
~4.105 · Payroll Services	2,352.50	4,032.86	3,100.00	3,200.00	100.00	
~4.107 · Professional fees - other	10,822.85	14,000.00	8,500.00	10,000.00	1500.00	
<b>Total ~4.100 · Other personnel expenses</b>	87,534.97	114,952.48	69,100.00	74,700.00	5,600.00	
<b>~4.200 · Non-personnel expenses</b>						
~4.201 · Supplies	3,301.42	4,000.00	1,000.00	4,000.00	3,000.00	
~4.202 · Telephone & telecommunications	4,347.69	7,000.00	5,000.00	5,000.00	-	
~4.203 · Postage, shipping, delivery	298.10	500.00	500.00	600.00	100.00	
~4.204 · Equip rental & maintenance	1,083.64	2,000.00	4,500.00	3,000.00	(1,500.00)	
~4.205 · Printing & copying	146.20	275.00	100.00	300.00	200.00	
~4.206 · Books, subscriptions, reference	0.00	50.00	50.00	50.00	-	
~4.207 · Advertising expenses	773.99	1,800.00	1,000.00	1,500.00	500.00	
~4.208 · Marketing	34,485.52	45,985.52	20,000.00	30,000.00	10,000.00	
4210 · Web Site Maintenance	0.00	500.00	1,000.00	1,000.00	-	
<b>Total ~4.200 · Non-personnel expenses</b>	44,436.56	62,110.52	33,150.00	45,450.00	12,300.00	
<b>~4.300 · Occupancy expenses</b>						
~4.301 · Rent, parking, other occupancy	14,736.00	25,291.00	25,332.00	26,400.00	1068.00	
<b>Total ~4.300 · Occupancy expenses</b>	14,736.00	25,291.00	25,332.00	26,400.00	1,068.00	
<b>~4.500 · Property Management Expense</b>						

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4.505 · 121 N Main St	0.00	200.00	200.00	200.00	-	
<b>Total ~4.500 · Property Management Expense</b>	<b>0.00</b>	<b>200.00</b>	<b>200.00</b>	<b>200.00</b>	<b>0.00</b>	
<b>~4.700 · Travel &amp; training</b>						
~4.701 · Travel	2,138.64	3,000.00	3,000.00	4,000.00	1000.00	
~4.702 · Conference,convention,meeting	0.00	750.00	500.00	750.00	250.00	
~4.703 · Staff development	0.00	2,000.00	20,000.00	10,000.00	-10000.00	
~4.704 · Meals	661.45	1,500.00	2,500.00	2,500.00	0.00	
<b>Total ~4.700 · Travel &amp; training</b>	<b>2,800.09</b>	<b>7,250.00</b>	<b>26,000.00</b>	<b>17,250.00</b>	<b>-8,750.00</b>	
<b>~4.800 · Misc expenses</b>						
~4.802 · Insurance - non-employee	0.00	0.00	0.00	0.00	0.00	
~4.803 · Membership dues - organization	1,400.00	2,000.00	2,000.00	2,000.00	0.00	
~4.805 · Outside computer services	82.50	250.00	500.00	500.00	0.00	
~4.807 · Other expenses	666.64	1,100.00	0.00	1,500.00	1500.00	
~4.808 · Other Reimbursements	5.38	100.00	100.00	100.00	0.00	
~4.800 · Misc expenses - Other	44,160.25	64,725.61	0.00	50,000.00	50000.00	
<b>Total ~4.800 · Misc expenses</b>	<b>46,314.77</b>	<b>68,175.61</b>	<b>2,600.00</b>	<b>54,100.00</b>	<b>51,500.00</b>	
<b>6460.8 · Employee Benefits</b>						
6460.81 · Health Insurance	41,889.33	59,024.00	36,000.00	41,946.00	5,946.00	Estimate
6460.82 · Pension plan contributions	0.00	36,652.00	36,652.00	38,484.00	1,832.00	
<b>Total 6460.8 · Employee Benefits</b>	<b>41,889.33</b>	<b>95,676.00</b>	<b>72,652.00</b>	<b>80,430.00</b>	<b>7,778.00</b>	
<b>Total 522 · Expenses</b>	<b>434,987.48</b>	<b>708,250.69</b>	<b>520,410.00</b>	<b>613,533.94</b>	<b>93,123.94</b>	
<b>Net Income</b>	<b>-236,989.22</b>	<b>-266,217.75</b>	<b>-25,010.00</b>	<b>16,866.06</b>	<b>31,876.06</b>	
<b>Depreciation Add Back</b>	<b>0.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>-</b>	
<b>Cash flow</b>	<b>-236,989.22</b>	<b>-260,217.75</b>	<b>-19,010.00</b>	<b>22,866.06</b>	<b>31,876.06</b>	