

**County of Orleans Industrial Development Agency
2021 Proposed Operating Budget**

Updated: 9/10/2020

	<u>Jan - Jul 2020</u>	<u>Est 2020 Totals</u>	<u>2020 Annual Budget</u>	<u>2021 Annual Budget</u>	<u>Change 2021-2020</u>	<u>Comments</u>
980 · Revenues						
2116 · Fees (specify)						
2116.07 Administrative Fee	0.00	0.00	6,000.00	6,000.00	0.00	
2116.03 · Economic Development Fees	41,438.00	200,000.00	225,000.00	225,000.00	0.00	
2116.04 · Consulting	40,679.29	55,000.00	55,000.00	55,000.00	0.00	
Total 2116 · Fees (specify)	<u>82,117.29</u>	<u>255,000.00</u>	<u>286,000.00</u>	<u>286,000.00</u>	<u>0.00</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	150,500.00	190,000.00	190,000.00	190,000.00	0.00	County
Total 2706 · Grants from Local Governments	<u>150,500.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>205,500.00</u>	<u>0.00</u>	
2770 · Other Unclassified Revenue						
2770.1 · Misc. Reimbursements	0.00	300.00	300.00	300.00	0.00	
2770.2 · Misc. Income	72.41	45.00	0.00	0.00	0.00	
Total 2770 · Other Unclassified Revenue	<u>72.41</u>	<u>345.00</u>	<u>300.00</u>	<u>300.00</u>	<u>0.00</u>	
Total 980 · Revenues	234,789.70	464,445.00	495,400.00	495,400.00	0.00	
522 · Expenses						
6460 · Administration						
6460.1 · Salaries & related expenses						
6460.11 · Salaries & wages	145,692.09	253,000.00	253,000.00	260,590.00	7,590.00	3% Increase
6460.13 · Social Security Expense	8,909.12	15,272.78	14,000.00	14,280.00	280.00	
6460.14 · Fed Unemp Tax Exp	150.32	257.69	300.00	306.00	6.00	
6460.15 · Medicare Exp.	2,083.71	3,572.07	3,500.00	3,570.00	70.00	
6460.17 · NYS Unemploy. Ins.	184.44	316.18	500.00	510.00	10.00	
6460.18 · Disability Cnty Self-Ins	581.40	5,000.00	6,000.00	6,120.00	120.00	
Total 6460.1 · Salaries & related expenses	<u>157,601.08</u>	<u>277,418.73</u>	<u>277,300.00</u>	<u>285,376.00</u>	<u>8,076.00</u>	
6460.3 · Depreciation & amortization exp						
6460.31 · Deprec & amort - allowable	0.00	6,000.00	6,000.00	6,000.00	0.00	

**County of Orleans Industrial Development Agency
2021 Proposed Operating Budget**

Updated: 9/10/2020

	<u>Jan - Jul 2020</u>	<u>Est 2020 Totals</u>	<u>2020 Annual Budget</u>	<u>2021 Annual Budget</u>	<u>Change 2021-2020</u>	<u>Comments</u>
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	20,563.30	45,000.00	45,000.00	45,000.00	0.00	
~4.102 · Accounting fees	560.00	1,000.00	1,000.00	2,500.00	1500.00	
~4.103 · Consultant Services	-221.62	1,000.00	20,000.00	10,000.00	-10000.00	
~4.105 · Payroll Services	1,832.30	3,141.09	2,300.00	3,100.00	800.00	
~4.107 · Professional fees - other	8,365.00	8,500.00	5,000.00	8,500.00	3500.00	
Total ~4.100 · Other personnel expenses	<u>31,098.98</u>	<u>58,641.09</u>	<u>73,300.00</u>	<u>69,100.00</u>	<u>-4,200.00</u>	
~4.200 · Non-personnel expenses						
~4.201 · Supplies	435.48	1,000.00	2,000.00	1,000.00	(1,000.00)	
~4.202 · Telephone & telecommunications	3,414.59	5,000.00	5,000.00	5,000.00	-	
~4.203 · Postage, shipping, delivery	222.75	500.00	500.00	500.00	-	
~4.204 · Equip rental & maintenance	2,115.62	4,500.00	5,000.00	4,500.00	(500.00)	
~4.205 · Printing & copying	91.77	150.00	100.00	100.00	-	
~4.206 · Books, subscriptions, reference	0.00	50.00	400.00	50.00	(350.00)	
~4.207 · Advertising expenses	1,555.04	2,000.00	500.00	1,000.00	500.00	
~4.208 · Marketing	11,310.48	20,000.00	20,000.00	20,000.00	-	
4210 · Web Site Maintenance	0.00	500.00	1,000.00	1,000.00	-	
Total ~4.200 · Non-personnel expenses	<u>19,145.73</u>	<u>33,700.00</u>	<u>34,500.00</u>	<u>33,150.00</u>	<u>-1,350.00</u>	
~4.300 · Occupancy expenses						
~4.301 · Rent, parking, other occupancy	14,449.00	24,840.00	24,840.00	25,332.00	492.00	
Total ~4.300 · Occupancy expenses	<u>14,449.00</u>	<u>24,840.00</u>	<u>24,840.00</u>	<u>25,332.00</u>	<u>492.00</u>	
~4.500 · Property Management Expense						
4.505 · 121 N Main St	0.00	200.00	200.00	200.00	-	
Total ~4.500 · Property Management Expense	<u>0.00</u>	<u>200.00</u>	<u>200.00</u>	<u>200.00</u>	<u>0.00</u>	
~4.700 · Travel & training						
~4.701 · Travel	385.21	700.00	3,000.00	3,000.00	0.00	

**County of Orleans Industrial Development Agency
2021 Proposed Operating Budget**

Updated: 9/10/2020

	<u>Jan - Jul 2020</u>	<u>Est 2020 Totals</u>	<u>2020 Annual Budget</u>	<u>2021 Annual Budget</u>	<u>Change 2021-2020</u>	<u>Comments</u>
~4.702 · Conference, convention, meeting	1,990.00	750.00	500.00	500.00	0.00	
~4.703 · Staff development	0.00	10,000.00	2,500.00	20,000.00	17500.00	
~4.704 · Meals	92.62	1,000.00	2,500.00	2,500.00	0.00	
Total ~4.700 · Travel & training	2,467.83	12,450.00	8,500.00	26,000.00	17,500.00	
~4.800 · Misc expenses						
~4.802 · Insurance - non-employee	0.00	0.00	0.00	0.00	0.00	
~4.803 · Membership dues - organization	1,375.00	2,000.00	2,000.00	2,000.00	0.00	
~4.805 · Outside computer services	40.00	250.00	500.00	500.00	0.00	
~4.807 · Other expenses	30.00	50.00	0.00	0.00	0.00	
~4.808 · Other Reimbursements	296.45	300.00	100.00	100.00	0.00	
~4.800 · Misc expenses - Other	4,410.73	4,500.00	0.00	0.00	0.00	
Total ~4.800 · Misc expenses	6,152.18	7,100.00	2,600.00	2,600.00	0.00	
6460.8 · Employee Benefits						
6460.81 · Health Insurance	17,177.37	29,446.92	35,000.00	36,000.00	1,000.00	Estimate
6460.82 · Pension plan contributions	36,699.00	36,699.00	36,699.00	36,652.00	(47.00)	
Total 6460.8 · Employee Benefits	53,876.37	66,145.92	71,699.00	72,652.00	953.00	
Total 522 · Expenses	284,791.17	486,495.73	498,939.00	520,410.00	21,471.00	
Net Income	-50,001.47	-22,050.73	-3,539.00	-25,010.00	-21,471.00	
Depreciation Add Back	0.00	6,000.00	6,000.00	6,000.00	-	
Cash flow	-50,001.47	-16,050.73	2,461.00	-19,010.00	-21,471.00	