

County of Sullivan Industrial Development Agency

2016 Annual Budget- Expenses

| | 2014 Actual | 2015 Budget | Current 9/1/15 | Estimated Final 2015 | Proposed 2016 Budget |
|---|---------------------|---------------------|---------------------|-------------------------|-------------------------|
| PROFESSIONAL SERVICES | | | | | |
| Accounting | 8,400.00 | 8,400.00 | 11,300.00 | 11,300.00 | 11,300.00 |
| CEO Consulting | 44,993.76 | 38,993.76 | 34,000.00 | 53,500.00 | 66,000.00 |
| General Consulting | 104,594.71 | 0.00 | 0.00 | 0.00 | 0.00 |
| Legal | 42,951.86 | 57,500.00 | 2,000.00 | 57,500.00 | 60,000.00 |
| TOTAL | 200,940.33 | 104,893.76 | 47,300.00 | 122,300.00 | 137,300.00 |
| SALARY & BENEFITS | | | | | |
| Executive Director (Salary- County reimbursement) | 67,087.14 | 67,000.00 | 49,580.12 | 67,000.00 | 67,000.00 |
| VP Business Devt (Salary) | 54,999.88 | 57,750.00 | 41,687.45 | 61,979.17 | 65,000.00 |
| Project Manager (Salary) | 0.00 | 0.00 | 4,000.00 | 21,666.67 | 55,000.00 |
| Payroll Expenses | 25,700.50 | 27,886.40 | 20,104.36 | 29,590.97 | 41,771.14 |
| TOTAL | 147,787.52 | 152,636.40 | 115,371.93 | 180,236.80 | 228,771.14 |
| DUES & SUBSCRIPTIONS | | | | | |
| Credit Reports | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Economic Dev. Council Dues | 1,000.00 | 750.00 | 0.00 | 750.00 | 750.00 |
| Subscriptions | 653.15 | 700.00 | 672.00 | 672.00 | 700.00 |
| TOTAL | 1,653.15 | 1,450.00 | 672.00 | 1,422.00 | 1,450.00 |
| PROMOTION | | | | | |
| Advertising | 46,440.42 | 500.00 | 6,200.00 | 6,200.00 | 500.00 |
| Travel Expenses | 1,294.38 | 1,500.00 | 1,103.13 | 1,500.00 | 1,500.00 |
| Partnership for Economic Dev. | 75,000.00 | 75,000.00 | 37,500.00 | 75,000.00 | 75,000.00 |
| Pattern for Progress | 5,000.00 | 5,000.00 | 0.00 | 5,000.00 | 5,000.00 |
| TOTAL | 127,734.80 | 82,000.00 | 44,803.13 | 87,700.00 | 82,000.00 |
| OTHER EXPENSES | | | | | |
| Rent | 16,018.41 | 16,000.00 | 10,806.56 | 16,209.84 | 17,000.00 |
| Telephone/Fax/Computer | 2,231.70 | 2,250.00 | 1,430.16 | 2,145.24 | 2,967.24 |
| Office Supplies | 3,232.56 | 2,000.00 | 1,590.91 | 2,000.00 | 2,000.00 |
| Insurance (IDA) | 9,035.25 | 8,800.00 | 0.00 | 13,360.83 | 12,000.00 |
| Health Insurance | 26,525.99 | 29,524.20 | 20,639.21 | 31,912.05 | 49,732.81 |
| Postage | 1,829.60 | 1,800.00 | 1,123.64 | 1,800.00 | 1,800.00 |
| Repairs & Maintenance | 0.00 | 250.00 | 0.00 | 0.00 | 250.00 |
| Equipment Purchase | 0.00 | 1,000.00 | 0.00 | 1,500.00 | 1,000.00 |
| Conferences, Seminars, Workshops | 2,790.20 | 2,000.00 | 1,567.32 | 2,000.00 | 2,000.00 |
| Storage | 1,788.00 | 1,788.00 | 0.00 | 1,980.00 | 1,980.00 |
| Office/Website/Misc. Expense | 331.69 | 2,000.00 | 139.24 | 2,000.00 | 2,000.00 |
| Expense Reserve | 0.00 | 3,000.00 | 0.00 | 0.00 | 3,000.00 |
| TOTAL | 63,783.40 | 70,412.20 | 37,297.04 | 74,907.96 | 95,730.05 |
| TOTAL EXPENSES | \$541,899.20 | \$411,392.36 | \$245,444.10 | \$466,566.76 | \$545,251.19 |