

| IDA 2019 BUDGET                                      |                     | 2015 Actual         | 2016 Actual         | 2017 Actual         | 2018 Budget        | 2018 Year to Date (Thru 6/30/18) | 2019 Budget         | Detail for 2019 Estimates  |
|--|---------------------|---------------------|---------------------|---------------------|--------------------|----------------------------------|---------------------|--|
| <b>INCOME</b>  |                     |                     |                     |                     |                    |                                  |                     |  |
| Administration Fees                                  | \$50,092.62         | \$231,233.01        | \$0.00              | \$10,000.00         | \$15,100.00        | \$10,000.00                      | \$10,000.00         | 1% of \$1 Million in Projects  |
| Application Fees                                     | \$4,000.00          | \$1,000.00          | \$1,000.00          | \$3,000.00          | \$1,000.00         | \$3,000.00                       | \$3,000.00          | 3 projects @ \$1,000   |
| Gain on Sale of Property                             | \$119,113.96        | -\$3,140.00         | \$0.00              | \$173,650.00        | \$0.00             | \$156,853.97                     | \$156,853.97        | sale of 6.25 acres @ \$25,000  |
| Interest   | \$1,177.14          | \$1,705.65          | \$3,095.84          | \$2,000.00          | \$3,134.41         | \$7,200.00                       | \$7,200.00          | Drone Energy @ \$500 per month   |
| Rental Miscellaneous                                 | \$19.54             | \$0.00              | \$0.00              | \$0.00              | \$0.00             | \$6,000.00                       | \$6,000.00          |  |
| Refund of Prior Yr Exp.                              |                     |                     |                     |                     |                    |                                  |                     |  |
| <b>TOTAL</b>   | <b>\$174,403.26</b> | <b>\$230,798.66</b> | <b>\$18,095.84</b>  | <b>\$188,650.00</b> | <b>\$19,234.41</b> | <b>\$183,053.97</b>              | <b>\$183,053.97</b> |  |
| <b>EXPENDITURES</b>                                  |                     |                     |                     |                     |                    |                                  |                     |  |
| Administrative Equipment                             | \$3,650.00          | \$0.00              | \$0.00              | \$1,500.00          | \$0.00             | \$1,500.00                       | \$1,500.00          | Misc equipment   |
| Administrative Fees                                  |                     | \$571.55            | \$566.78            | \$600.00            | \$154.95           | \$600.00                         | \$600.00            | \$500 - Inform Analytics; \$100 - DEC pond permit  |
| Advertising & Promotion                              | \$7,709.59          | \$9,289.10          | \$6,126.56          | \$10,000.00         | \$6,224.50         | \$10,000.00                      | \$10,000.00         | \$400 - Constant Contact Newsletter; \$2,000 - Website Update; \$270 - Web Hosting;  |
| Attorney Fees  | \$21,417.50         | \$26,666.60         | \$26,572.56         | \$27,183.00         | \$6,795.75         | \$27,862.57                      | \$27,862.57         | \$5,000 - Invest Buffalo Niagara; \$1,300 - misc.  |
| Bank Charges   | \$0.00              | \$0.00              | \$0.00              | \$100.00            |                    | \$100.00                         | \$100.00            | per contract + 2.5%per contract + 2.5%   |
| Bond Interest  | \$1,020.00          | \$810.00            | \$600.00            | \$1,400.00          |                    | \$300.00                         | \$300.00            | check printing, etc.   |
| Bond Principal                                       | \$14,000.00         | \$14,000.00         | \$10,000.00         | \$14,000.00         |                    | \$10,000.00                      | \$10,000.00         | interest expense on debt   |
| Construction & Development of Land                   | \$6,750.00          | \$350.00            | \$1,777.05          | \$36,301.00         |                    | \$6,000.00                       | \$6,000.00          | principal payment on debt  |
| Dues & Memberships                                   | \$1,645.00          | \$1,230.00          | \$1,230.00          | \$1,300.00          | \$1,230.00         | \$1,300.00                       | \$1,300.00          | IDA Park South; SHIPPO Phase 1B \$25,463; Endangered Species Study \$6,000   |
| Engineer Fees  | \$17,152.60         | \$41,575.00         | \$24,700.00         | \$3,000.00          | \$0.00             | \$3,000.00                       | \$3,000.00          | \$200 - Dues; \$200 - Chamber; \$95 - NYSCAR; \$250 - Business First Subscription  |
| Financial Personal Services                          | \$2,100.00          | \$2,200.00          | \$2,244.00          | \$2,300.00          | \$575.00           | \$2,357.50                       | \$2,357.50          | Infrastructure design  |
| Independent Auditing                                 | \$4,500.00          | \$4,500.00          | \$4,750.00          | \$4,750.00          | \$4,800.00         | \$4,800.00                       | \$4,800.00          | per contract 2.5% increaseper contract 2.5% increase   |
| Insurance  | \$323.00            | \$323.00            | \$323.00            | \$500.00            |                    | \$500.00                         | \$500.00            | 5 year rate from RFP 5/2017  |
| Management Fee                                       | \$43,115.88         | \$43,029.36         | \$44,829.03         | \$46,316.00         | \$19,127.05        | \$47,473.90                      | \$47,473.90         | pro rata share of liability ins and O&D ins  |
| Meeting Expense                                      | \$2,411.07          | \$2,083.06          | \$2,836.26          | \$3,000.00          | \$1,396.39         | \$3,000.00                       | \$3,000.00          | \$3,841.00 monthly fee (includes 2.5% increase for contract w. Town of Lockport for Administrative Director & Secretary)\$3,841.00 monthly fee (includes 2.5% increase for contract w. Town of Lockport for Administrative Director & Secretary) |
| Miscellaneous Expenses                               | \$0.00              | \$0.00              | \$0.00              | \$100.00            |                    | \$100.00                         | \$100.00            | Attendance at NYSECD IDA Section Conference (Jan), Attendance at NYSEDC Summer Meeting, Mileage Reimbursement  |
| Office Supplies                                      | \$171.30            | \$150.99            | \$0.00              | \$500.00            |                    | \$500.00                         | \$500.00            | Meeting, Mileage Reimbursement   |
| Operation - Building/Utilities/Rent Printing/Mailing | \$1,832.02          | \$5,750.00          | \$6,839.00          | \$5,800.00          | \$4,520.00         | \$4,660.00                       | \$4,660.00          | paper, envelopes, stationery, business cards, toner  |
| Purchase of Land and ROW                             | \$15,545.89         | \$0.00              | \$10,537.81         | \$21,000.00         | \$17,955.63        | \$50,000.00                      | \$50,000.00         | \$150 - National Grid; \$150 - NYSEG, \$1,000 - Lawnsmith Landscape; \$3,360 - bush hog  |
| Real Property Taxes                                  | \$13,788.55         | \$9,041.95          | \$7,742.44          | \$9,000.00          | \$6,161.43         | \$9,000.00                       | \$9,000.00          | professional services (GM legal, etc.) for land acquisition  |
| <b>TOTAL</b>   | <b>\$157,132.40</b> | <b>\$161,570.61</b> | <b>\$151,674.49</b> | <b>\$188,650.00</b> | <b>\$68,940.70</b> | <b>\$183,053.97</b>              | <b>\$183,053.97</b> | \$1,500 - Special Dist. fees for IDA-owned property; \$7,500 - taxes on additional 90 acres  |