

| INCOME | 2021 Budget | 2022 Budget | 2022 Actual | 2023 Budget | 2023 Actual | 2024 Budget | 2025 budget proposed | Detail for 2025 estimates |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|--|
| Administration Fees | \$109,000.00 | \$120,000.00 | \$109,700.00 | \$230,000.00 | \$256,387.00 | \$197,000.00 | \$55,000.00 | SIVA Wind fee, CV Plastics fee, |
| Application Fees | \$3,000.00 | \$3,000.00 | \$2,000.00 | \$3,000.00 | \$1,000.00 | \$3,000.00 | \$2,000.00 | 2 projects @ \$1,000 |
| Gain on Sale of Property | \$70,571.62 | \$57,678.00 | \$0.00 | \$62,600.00 | | \$240,000.00 | \$80,000.00 | 2 acres to CV Plastics and 1.4 acre sale |
| Interest | \$4,200.00 | \$4,000.00 | \$2,927.00 | \$4,500.00 | \$47,969.00 | \$50,000.00 | \$36,000.00 | slightly lower interest being paid by banks - approx 3k/mtt |
| Rental Miscellaneous | \$0.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 | \$0.00 | | |
| FAST Grant | | | | | | \$63,750.00 | \$30,000.00 | grant awarded in 2023 but reimbursement spread over 2024 and 2025 |
| Refund of Prior Yr. Exp. | | | | | | | | |
| TOTAL | \$186,771.62 | \$185,178.00 | \$115,127.00 | \$300,600.00 | \$305,857.00 | \$553,750.00 | \$203,000.00 | |
| EXPENDITURES | | | | | | | | |
| Administrative Equipment | \$1,800.00 | | | \$1,000.00 | | \$1,000.00 | \$500.00 | Misc. equipment |
| Administrative Fees | \$1,350.00 | \$1,000.00 | | \$1,000.00 | \$540.00 | \$1,000.00 | \$0.00 | |
| Advertising & Promotion | \$10,000.00 | \$12,000.00 | \$7,527.00 | \$20,000.00 | \$6,513.00 | \$25,000.00 | \$10,000.00 | \$600 - Constant Contact Newsletter; \$1500 - Web Hosting; \$5,000 - Invest Buffalo Niagara; and \$3000 NYSEDC sponsorship |
| Attorney Fees | \$29,130.00 | \$29,713.00 | \$30,359.00 | \$30,500.00 | \$39,436.00 | \$31,263.00 | \$31,888.00 | proposed 2.0% increase |
| Bank Charges | \$100.00 | \$100.00 | \$100.00 | \$100.00 | | \$300.00 | \$100.00 | check printing, etc. |
| Bond Interest | \$1,000.00 | \$900.00 | \$832.00 | \$900.00 | \$739.00 | \$900.00 | \$900.00 | interest expense for yr. 1 on debt - 1.5% interest on \$60,000 bond |
| Bond Principal | \$10,000.00 | \$7,000.00 | \$6,160.00 | \$7,000.00 | \$6,160.00 | \$7,000.00 | \$7,000.00 | principal payment on debt |
| Construction & Development of Land | \$5,000.00 | \$5,000.00 | | \$10,000.00 | | \$98,420.00 | \$10,000.00 | IDA Park South; parcel layout and utility estimates - FAST grant |
| Dues & Memberships | \$1,300.00 | \$1,500.00 | \$1,390.00 | \$2,000.00 | \$1,300.00 | \$3,000.00 | \$2,500.00 | Dues; \$200 - Chamber; \$95 - NYSCAR; \$250 - LBA \$60 Business First Subscription |
| Engineer Fees | \$2,500.00 | \$2,500.00 | | \$50,000.00 | | \$100,000.00 | \$38,769.00 | IDA Park South - infrastructure design and cost estimate - FAST grant projects |
| Financial Personal Services | \$2,464.76 | \$2,515.00 | \$2,515.00 | \$2,600.00 | \$2,600.00 | \$2,717.00 | \$2,839.00 | proposed 4.5% increase |
| Independent Auditing | \$4,750.00 | \$4,800.00 | \$4,800.00 | \$4,800.00 | \$5,268.00 | \$5,000.00 | \$5,000.00 | estimated rate from External Auditor |
| Insurance | \$600.00 | \$600.00 | \$339.00 | \$700.00 | \$374.00 | \$1,000.00 | \$1,000.00 | pro rata share of liability ins and O&D ins |
| Management Fee | \$49,470.00 | \$52,000.00 | \$50,720.00 | \$54,000.00 | \$51,020.00 | \$56,450.00 | \$58,990.00 | set at 4.5% increase |
| Meeting Expense | \$3,456.86 | \$3,800.00 | \$2,397.00 | \$4,000.00 | \$4,273.00 | \$4,200.00 | \$4,200.00 | Attendance at NYSEDC IDA Winter Conference (Jan), Attendance at NYSEDC Summer Meeting; Mileage Reimbursement |
| Miscellaneous Expenses | \$250.00 | \$250.00 | | \$250.00 | | \$1,000.00 | \$250.00 | |
| Office Supplies | \$500.00 | \$500.00 | | \$750.00 | \$8.00 | \$1,000.00 | \$1,000.00 | paper, envelopes, stationery, business cards, Toshiba maintenance |
| Operation - Building/Utilities/Rent | \$5,100.00 | \$4,500.00 | \$7,742.00 | \$5,000.00 | \$7,932.00 | \$6,500.00 | \$7,000.00 | \$150 - National Grid; \$150 - NYSEG, park entrance landscape x2 and biannual bush hog of open acreage - increased |
| Printing/Mailing | | | | | | \$2.00 | | |
| Purchase of Land and ROW | \$50,000.00 | \$50,000.00 | | \$100,000.00 | \$300.00 | \$200,000.00 | \$13,064.00 | professional services (habitat taking etc.) for GM land, development Yahoo 15 acres |
| Real Property Taxes | \$8,000.00 | \$6,500.00 | \$5,267.00 | \$6,000.00 | \$5,237.00 | \$8,000.00 | \$8,000.00 | - Special Dist. fees and property tax for IDA-owned property |
| TOTAL | \$186,771.62 | \$185,178.00 | \$120,148.00 | \$300,600.00 | \$131,700.00 | \$553,752.00 | \$203,000.00 | |
| Profit/Loss | \$0.00 | \$0.00 | -\$5,021.00 | \$0.00 | \$174,157.00 | \$0.00 | \$0.00 | |

Final - Board Approved