

2011 Budget

	2009 Actual	2010 Budget	2010 Year to Date (Thru 9/30)	2011 Budget	2010 Detail	2011 Detail/Changes
INCOME						
Administration Fees	\$505,000.00	\$10,000.00	\$44,506.75	\$100,000.00	\$40,000 - LEA; 1% of \$1 million in projects	Lockport Energy Associates \$40,000 payment; \$50,000 Yahoo Phase II fee
Application Fees	\$2,250.00	\$5,000.00	\$1,000.00	\$5,000.00	\$1,000 - Basil Toyota;	5 projects @ \$1,000
Business Showcase Sponsorship	\$6,350.00	\$5,000.00	\$5,600.00	\$5,000.00	20 sponsors	
Easement for Yahoo		\$0.00	\$30,000.00	\$0.00	NYSEG power line	<i>one-time only in 2010</i>
Gain on Sale of Property	\$305,708.00	\$93,000.00	\$20,301.00	\$8,300.00		
Interest	\$3,007.48	\$6,000.00	\$4,024.48	\$5,000.00		
Rental Miscellaneous	\$0.00	\$1,000.00	\$5,000.00	\$0.00	\$5,000 - Met Tower Rental;	<i>one-time only in 2010</i>
TOTAL	\$822,315.48	\$120,000.00	\$110,432.23	\$123,300.00		
EXPENSES						
Administrative Equipment	\$249.99	\$2,500.00	\$0.00	\$2,500.00	Printer replacement	
Administrative Personal Services	\$11,600.00	\$10,000.00	\$5,450.00	\$15,000.00	Per diem Board meeting expenses	<i>increase of \$50 per meeting</i>
Advertising & Promotion	\$2,582.90	\$16,000.00	\$15,971.73	\$10,000.00	\$2,795 - Jan Business First; \$1,100 - Presentation Folders; - IDA Brochures; \$2,540 - Essentials Design; \$2,795 - March Bus First ad; \$219 - Yahoo Pride ad/US&J; \$242.40 - Essentials Design; \$75 - Essentials Design;	<i>\$3,000 - BNE Signature Section; \$1,000 - Industrial Park Brochure; \$400 - Constant Contact Newsletter; \$2,000 - Website Update; \$2,000 Exhibit Photos; \$100 - Business First Subscription; \$1,500 - misc</i>
Attorney Fees	\$15,000.00	\$20,000.00	\$13,262.00	\$20,000.00	per contract	
Business Showcase Expense	\$4,075.27	\$5,000.00	\$491.07	\$5,000.00	\$2,500 - food & beverages; \$700 - bus transport; \$500 - printing; \$200 - postage; \$800 - promotional items; \$200 - rentals; \$100 - signage	
Central Print/Mail	\$0.00	\$200.00	\$0.00	\$200.00	closing documents	
Construction & Development of Land	\$5,062.50	\$0.00	\$0.00	\$2,500.00		land acquisition
Dues & Memberships	\$950.00	\$1,500.00	\$950.00	\$1,200.00	\$750 - Dues; \$200 - Chamber; \$95 - NYSCAR;	
Engineer Fees	\$6,899.35	\$7,500.00	\$1,200.00	\$5,000.00	\$675 - March;	infrastructure design
Financial Personal Services	\$1,750.00	\$1,750.00	\$1,312.50	\$1,900.00	per contract	<i>stipend increase</i>
Independent Auditing	\$3,800.00	\$4,000.00	\$4,000.00	\$4,000.00	fee to Lumsden & McCormick	
Insurance	\$323.00	\$2,500.00	\$323.00	\$2,500.00	pro rate share of liability ins and O&D ins	
Management Fee	\$39,249.96	\$40,000.00	\$29,437.47	\$42,000.00	\$3,270.83 monthly fee for contract w. Town of Lockport for Administrative Director & Secretary	<i>pro rata share of compensation increase</i>
Meeting Expense	\$3,444.96	\$3,750.00	\$6,416.43	\$5,000.00	\$95 - NYSEDC Reg; \$1,159.92 - Feb; \$1,210 - Chamber Meeting; \$900 - NYSEDC Summer Meeting; \$373.75 - Kinyon Exp Reimburse; \$706 - NYSEDC Summer Meeting;	<i>Admin Dir attendance at NYSEDC Annual Meeting</i>
Miscellaneous Expenses	\$2,230.00	\$500.00	\$200.00	\$500.00	\$100 - Orleans Hospice;	
Office Supplies	\$1,306.84	\$800.00	\$1,237.65	\$1,000.00	\$63.78 - Jan; \$234.05 - March; \$184 - April;	
Operation - Building/Utilities/Rent	\$2,355.17	\$2,000.00	\$1,383.26	\$2,000.00	\$150 - National Grid; \$700 - Empire Landscape	
Real Property Taxes	\$2,191.32	\$2,000.00	\$2,247.37	\$3,000.00	\$2,298.03 (less \$50.66 in August) - Special Dist fees for IDA-owned property	land acquisition
TOTAL	\$103,071.26	\$120,000.00	\$83,882.48	\$123,300.00		