

**Danville Boyle County Economic Development Partnership Inc**  
**Profit & Loss Budget Performance**  
January 2018

	Jul '17 - Jan 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>Community Investments</b>					
<b>Chairman's Circle</b>					
Platinum Partners	43,750.00	43,750.05	-31,250.00	58.33%	75,000.00
Silver Partner	13,750.00	10,208.35	-3,750.00	78.57%	17,500.00
<b>Total Chairman's Circle</b>	57,500.00	53,958.40	-35,000.00	62.16%	92,500.00
Prospective Investments	5,000.00	17,500.00	-25,000.00	16.67%	30,000.00
<b>Total Community Investments</b>	62,500.00	71,458.40	-60,000.00	51.02%	122,500.00
Local Government Appropriations	218,000.00	221,250.00	-77,000.00	73.9%	295,000.00
Other Revenues	757.19	437.50	7.19	100.96%	750.00
Partner Disbursements/Revenues	191,525.75	215,380.65	-177,698.25	51.87%	369,224.00
<b>Total Income</b>	472,782.94	508,526.55	-314,691.06	60.04%	787,474.00
<b>Gross Profit</b>	472,782.94	508,526.55	-314,691.06	60.04%	787,474.00
<b>Expense</b>					
<b>Administration</b>					
500 - Audit & Accounting	8,535.00	10,500.00	-9,465.00	47.42%	18,000.00
510 - CSQ Office Lease	11,550.00	11,550.00	-8,250.00	58.33%	19,800.00
520 - D&O/Liability Insurance	2,657.70	1,458.35	157.70	106.31%	2,500.00
530 - Fees	495.11	306.65	-19.89	96.14%	515.00
Office Support	4,588.50	4,011.55	-2,288.50	66.72%	6,877.00
575 - Repairs & Maintenance	220.00		220.00	100.0%	
580 - Board/Executive Activities	380.64	0.00	380.64	100.0%	0.00
581 - Community Engagement Activities	553.06	1,016.75	-1,189.94	31.73%	1,743.00
<b>Total Administration</b>	28,980.01	28,843.30	-20,454.99	58.62%	49,435.00
EDP Partner/Affiliate Support	201,505.72	214,596.65	-166,374.28	54.78%	367,880.00
<b>700 - Marketing</b>					
<b>Business Development</b>					
705 - Research/Subscriptions	638.00	875.00	-862.00	42.53%	1,500.00
710 - Kentucky United	0.00	1,620.50	-2,778.00	0.0%	2,778.00
715 - Business Recruitment	17,851.56	20,416.65	-17,148.44	51.0%	35,000.00
716 - Consultant/Client Familiarizati	0.00	875.00	-1,500.00	0.0%	1,500.00
Business Development - Other	671.56		671.56	100.0%	
<b>Total Business Development</b>	19,161.12	23,787.15	-21,616.88	46.99%	40,778.00
<b>Communications/ Promotion</b>					
721 - Branding Study Implementation	10,267.39	8,750.00	-4,732.61	68.45%	15,000.00
723 - Advertising/Design	2,350.00	4,229.15	-4,900.00	32.41%	7,250.00
726 - Service Subscriptions	687.50	875.00	-812.50	45.83%	1,500.00
<b>Total Communications/ Promotion</b>	13,304.89	13,854.15	-10,445.11	56.02%	23,750.00
<b>Media</b>					
<b>731 - Website</b>					
735 - Domain Names Registration	72.85	87.50	-77.15	48.57%	150.00
738 - Maintenance of Website	2,134.00	1,358.00	-194.00	91.67%	2,328.00
<b>Total 731 - Website</b>	2,206.85	1,445.50	-271.15	89.06%	2,478.00

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740 - Social Media Subscriptions	143.37	0.00	143.37	100.0%	0.00
<b>Total Media</b>	<b>2,350.22</b>	<b>1,445.50</b>	<b>-127.78</b>	<b>94.84%</b>	<b>2,478.00</b>
<b>Total 700 - Marketing</b>	<b>34,816.23</b>	<b>39,086.80</b>	<b>-32,189.77</b>	<b>51.96%</b>	<b>67,006.00</b>
<b>800 - Personnel</b>					
Salaries & Wages	115,652.50	128,152.50	-104,037.50	52.64%	219,690.00
Payroll Taxes	21,950.65	10,455.10	4,027.65	122.47%	17,923.00
Benefits	9,654.84	10,690.15	-8,671.16	52.68%	18,326.00
Group Health Insurance	17,717.30	24,624.85	-24,496.70	41.97%	42,214.00
800 - Personnel - Other	362.25	0.00	362.25	100.0%	0.00
<b>Total 800 - Personnel</b>	<b>165,337.54</b>	<b>173,922.60</b>	<b>-132,815.46</b>	<b>55.45%</b>	<b>298,153.00</b>
<b>888 - Professional Development</b>	<b>1,041.35</b>	<b>2,916.65</b>	<b>-3,958.65</b>	<b>20.83%</b>	<b>5,000.00</b>
<b>Total Expense</b>	<b>431,680.85</b>	<b>459,366.00</b>	<b>-355,793.15</b>	<b>54.82%</b>	<b>787,474.00</b>
<b>Net Ordinary Income</b>	<b>41,102.09</b>	<b>49,160.55</b>	<b>41,102.09</b>	<b>100.0%</b>	<b>0.00</b>
<b>Net Income</b>	<b>41,102.09</b>	<b>49,160.55</b>	<b>41,102.09</b>	<b>100.0%</b>	<b>0.00</b>