

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

June 2019

| | Jun 19 | Budget | Jul '18 - Jun 19 | YTD Budget | Annual Budget |
|--|------------------|------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| Community Investments | | | | | |
| Industrial Foundation | 22,500.00 | 7,500.00 | 90,000.00 | 90,000.00 | 90,000.00 |
| Chairman's Circle | | | | | |
| Platinum Partners | 0.00 | 6,250.00 | 81,250.00 | 75,000.00 | 75,000.00 |
| Gold Partner | 0.00 | 1,250.00 | 0.00 | 15,000.00 | 15,000.00 |
| Silver Partner | 5,000.00 | 1,875.00 | 18,750.00 | 22,500.00 | 22,500.00 |
| Bronze Partners | 2,500.00 | 2,125.00 | 7,500.00 | 25,500.00 | 25,500.00 |
| Total Chairman's Circle | 7,500.00 | 11,500.00 | 107,500.00 | 138,000.00 | 138,000.00 |
| Total Community Investments | 30,000.00 | 19,000.00 | 197,500.00 | 228,000.00 | 228,000.00 |
| Local Government Appropriations | 0.00 | 0.00 | 144,501.47 | 144,500.00 | 144,500.00 |
| Other Revenues | 9.67 | | 292.29 | 0.00 | 0.00 |
| Partner Disbursements/Revenues | 1,942.77 | 1,734.17 | 11,685.23 | 20,810.00 | 20,810.00 |
| Total Income | 31,952.44 | 20,734.17 | 353,978.99 | 393,310.00 | 393,310.00 |
| Gross Profit | 31,952.44 | 20,734.17 | 353,978.99 | 393,310.00 | 393,310.00 |
| Expense | | | | | |
| Administration | | | | | |
| 500 · Audit & Accounting | 1,075.00 | 1,500.00 | 19,315.00 | 18,000.00 | 18,000.00 |
| 505 · Board/Executive Activities & Ev | 0.00 | | -23.18 | | |
| 510 · CSQ Office Lease | 1,666.67 | 1,666.67 | 20,000.04 | 20,000.00 | 20,000.00 |
| 611 · Visitor Center Rec/Support Svcs | 1,000.00 | 1,000.00 | 12,000.00 | 12,000.00 | 12,000.00 |
| Vehicle Use Reimbursements | 167.86 | 700.00 | 2,169.69 | 8,400.00 | 8,400.00 |
| 520 · D&O/Liability Insurance | 14.96 | 208.33 | 2,732.48 | 2,500.00 | 2,500.00 |
| 530 · Fees | 500.00 | 50.00 | 2,333.04 | 600.00 | 600.00 |
| 543 · Independent Contractors | | | | | |
| 543.1 · Organizational Support | 3,313.50 | | 6,942.50 | | |
| 543.2 · Workforce Development | 450.00 | | 850.00 | | |
| Total 543 · Independent Contractors | 3,763.50 | | 7,792.50 | | |
| Office Support | 298.17 | 983.33 | 10,218.61 | 11,800.00 | 11,800.00 |
| 581 · Community Engagement Activities | 0.00 | | 696.50 | 0.00 | 0.00 |
| Total Administration | 8,486.16 | 6,108.33 | 77,234.68 | 73,300.00 | 73,300.00 |
| EDP Partner/Affiliate Support | | | | | |
| Reimbursements | 1,618.00 | 1,791.66 | 21,877.00 | 21,500.00 | 21,500.00 |
| Total EDP Partner/Affiliate Support | 1,618.00 | 1,791.66 | 21,877.00 | 21,500.00 | 21,500.00 |
| 700 · Marketing | | | | | |
| Business Development | | | | | |
| 705 · Research/Subscriptions | 0.00 | 83.33 | 340.55 | 1,000.00 | 1,000.00 |
| 706 · Kentucky Crossroads | 0.00 | 416.67 | 13,163.17 | 5,000.00 | 5,000.00 |
| 707 · State Incentive Application Fee | 0.00 | 416.67 | 0.00 | 5,000.00 | 5,000.00 |
| 708 · Site Selector Event/Hosting | 0.00 | 83.33 | 0.00 | 1,000.00 | 1,000.00 |
| 710 · Kentucky United | 0.00 | 500.00 | 120.53 | 6,000.00 | 6,000.00 |
| 715 · Business Recruitment | 1,472.63 | 2,005.00 | 22,800.62 | 24,060.00 | 24,060.00 |
| Total Business Development | 1,472.63 | 3,505.00 | 36,424.87 | 42,060.00 | 42,060.00 |

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| Communications/ Promotion | | | | | |
| 723 · Marketing Materials/Design | 0.00 | 416.67 | 6,677.76 | 5,000.00 | 5,000.00 |
| 726 · Service Subscriptions | 194.00 | 83.33 | 1,817.34 | 1,000.00 | 1,000.00 |
| 720 · Website Upgrades/Maintenance | 0.00 | 325.00 | 3,619.00 | 3,900.00 | 3,900.00 |
| 724 · Site Redesign | 0.00 | 416.67 | 2,015.00 | 5,000.00 | 5,000.00 |
| Total Communications/ Promotion | 194.00 | 1,241.67 | 14,129.10 | 14,900.00 | 14,900.00 |
| Media | | | | | |
| 731 · Website | | | | | |
| 735 · Domain Names Registration | 0.00 | 41.67 | 267.55 | 500.00 | 500.00 |
| Total 731 · Website | 0.00 | 41.67 | 267.55 | 500.00 | 500.00 |
| Total Media | 0.00 | 41.67 | 267.55 | 500.00 | 500.00 |
| Community/Board/Investor Engage | | | | | |
| 727 · Access EDP Events | 0.00 | 166.67 | 0.00 | 2,000.00 | 2,000.00 |
| 728 · Outreach Events | 365.43 | 83.33 | 927.76 | 1,000.00 | 1,000.00 |
| 739 · BCTC Investment | 0.00 | | 10,000.00 | | |
| Total Community/Board/Investor Engage | 365.43 | 250.00 | 10,927.76 | 3,000.00 | 3,000.00 |
| Total 700 · Marketing | 2,032.06 | 5,038.34 | 61,749.28 | 60,460.00 | 60,460.00 |
| 800 · Personnel | | | | | |
| Salaries & Wages | 6,384.95 | 15,383.34 | 127,836.60 | 184,600.00 | 184,600.00 |
| Payroll Taxes | 326.38 | 1,254.16 | 10,353.47 | 15,050.00 | 15,050.00 |
| Benefits | -140.38 | 466.67 | 5,896.44 | 5,600.00 | 5,600.00 |
| Group Health Insurance | 1,754.70 | 2,316.66 | 22,955.65 | 27,800.00 | 27,800.00 |
| 800 · Personnel - Other | 43.75 | | 490.00 | | |
| Total 800 · Personnel | 8,369.40 | 19,420.83 | 167,532.16 | 233,050.00 | 233,050.00 |
| 888 · Professional Development | 574.51 | 416.67 | 1,805.64 | 5,000.00 | 5,000.00 |
| Total Expense | 21,080.13 | 32,775.83 | 330,198.76 | 393,310.00 | 393,310.00 |
| Net Ordinary Income | 10,872.31 | -12,041.66 | 23,780.23 | 0.00 | 0.00 |
| Net Income | 10,872.31 | -12,041.66 | 23,780.23 | 0.00 | 0.00 |