

2013 Final & Approved	2013 Approved
INCOME	
County	\$170,000
IDA	\$200,000
Private Investors	\$195,000
ABG Investors (Membership)	\$15,000
Total Private Investors (Lines 3-4)	\$210,000
Events	\$173,000
Broker Tour	\$50,000
Interest	\$2,800
Advertising (newsletter & website, national print)	\$15,000
Alliance for Balanced Growth (Events/Marketing)	\$6,500
Misc (income to be determined)	\$0
TOTAL INCOME	\$827,300
EXPENSES	
Benefits (medical & pension)	\$40,000
Gross Payroll	\$364,570
Bonus Pool	\$69,000
Insurance (Worker's Comp & Disability)	\$3,000
Taxes (FICA, FUTA, SUTA)	\$38,000
Personnel (Lines 14-18)	\$514,570
Depreciation	\$23,355
Auto	\$12,000
Trade Shows & Memberships	\$22,500
Int Mktg & Comm. Func - Special Projects	\$4,000
External Mktg (Website, Design, Printing, Newsletter)	\$13,270
Special External Marketing (New Marketing Campaign)	\$0
Training	\$2,000
Travel & Entertainment	\$2,500
Mileage & Tolls	\$3,900
Office Supplies (General)	\$8,000
Postage	\$3,000
Telephone (cell & office)	\$15,000
Subscriptions	\$700
Public Relations	\$3,500
Business Development (Att & BR&E) (Lines 21-33)	\$90,370
Events	\$90,000
Broker Tour	\$30,000
Alliance for Balanced Growth (Events/Marketing)	\$6,000
Miscellaneous (recognition awards)	\$2,200
Investor Campaign Expenses & 1099 Consultant	\$18,000
Attorney Fees & HR Consultant	\$4,000
Audit	\$10,000
Bank Charges	\$750
1099 Office Help	\$750
Computers (Maintenance/Upgrades&Purchases)	\$9,000
Payroll Fees	\$5,500
Insurance (D&O, Office)	\$2,500
Office Equipment: Leases & Purchases (Non-computers)	\$8,500
Office Cleaning	\$2,400
Rent	\$32,760
General Administration (Lines 40-49)	\$76,160
TOTAL EXPENSES	\$850,655
Non Cash Expenses	\$23,355
NET INCOME OVER EXPENSES	\$0
Special External Marketing Initiative	\$21,730

	2014	2014
	INCOME	
1	County	\$170,000
2	IDA	\$200,000
3	Private Investors	\$195,000
4	ABG Investors (Membership)	\$19,000
5	Total Private Investors (Lines 3-4)	\$214,000
6	Events	\$173,000
7	Broker Tour	\$0
8	Interest	\$2,200
9	Advertising (newsletter & website, national print)	\$15,000
10	Alliance for Balanced Growth (Events/Marketing)	\$6,500
11	Special External Marketing Initiative	\$0
12	TOTAL INCOME	\$780,700
13	EXPENSES	
14	Benefits (medical & pension)	\$28,500
15	Gross Payroll	\$369,000
16	Bonus Pool	\$65,000
17	Insurance (Worker's Comp & Disability)	\$3,000
18	Taxes (FICA, FUTA, SUTA)	\$35,500
19	Personnel (Lines 14-18)	\$501,000
20	Depreciation	\$7,000
21	Auto	\$12,000
22	Trade Shows & Memberships	\$9,000
23	Int Mktg & Comm. Func - Special Projects	\$4,000
24	External Mktg (Website, Design, Printing, Newsletter)	\$15,000
24A	Special External Marketing (New Marketing Campaign)	\$0
25	Personal Search	\$0
26	Training	\$1,000
27	Travel & Entertainment	\$2,000
28	Mileage & Tolls	\$6,000
29	Office Supplies (General)	\$7,000
30	Postage	\$1,200
31	Telephone (cell & office)	\$15,000
32	Subscriptions	\$2,500
33	Public Relations	\$3,500
34	Business Development (Att & BR&E) (Lines 21-33)	\$78,200
35	Events	\$90,000
36	Broker Tour	\$0
37	Alliance for Balanced Growth (Events/Marketing)	\$6,000
38	Miscellaneous	\$2,000
39	Investor Campaign Expenses & 1099 Consultant	\$5,000
40	Attorney Fees & HR Consultant	\$15,000
41	Audit	\$10,000
42	Bank Charges	\$1,600
43	1099 Office Help	\$6,000
44	Computers (Maintenance/Upgrades&Purchases)	\$7,000
45	Payroll Fees	\$4,500
46	Insurance (D&O, Office)	\$3,000
47	Office Equipment: Leases & Purchases (Non-computers)	\$8,000
48	Office Cleaning	\$2,400
49	Rent	\$33,075
50	General Administration (Lines 40-49)	\$90,575
51	TOTAL EXPENSES	\$779,775
52	Non Cash Expenses	
53	NET INCOME OVER EXPENSES	\$925
54	Special External Marketing Initiative	\$0

	2014	2015
		FINAL
	INCOME	
1	County	\$153,000
2	IDA	\$217,000
3	Private Investors	\$210,000
4	ABG Investors (Membership)	\$22,550
5	Total Private Investors (Lines 3-4)	\$232,550
6	Events	\$185,000
7	Broker Tour	\$30,000
8	Interest	\$1,900
9	Advertising (newsletter & website, national print)	\$27,000
10	Alliance for Balanced Growth (Events/Marketing)	\$5,000
11	Special External Marketing Initiative	\$0
12	TOTAL INCOME	\$851,450
	EXPENSES	
14	Benefits (medical & pension)	\$34,600
15	Gross Payroll	\$400,000
16	Bonus Pool	\$65,000
17	Insurance (Worker's Comp & Disability)	\$3,200
18	Taxes (FICA, FUTA, SUTA)	\$39,000
19	Personnel (Lines 14-18)	\$541,800
20	Depreciation	\$6,000
21	Auto	\$16,000
22	Trade Shows & Memberships	\$10,000
23	Int Mktg & Comm. Func	\$3,000
24	External Mktg (Website, Design, Printing, Newsletter)	\$21,000
24A	Special External Marketing (New Marketing Campaign)	\$0
25	Personal Search	\$500
26	Training	\$5,000
27	Travel & Entertainment	\$3,000
28	Mileage & Tolls	\$6,500
29	Office Supplies (General)	\$9,000
30	Postage	\$1,200
31	Telephone (cell & office)	\$15,000
32	Subscriptions	\$1,000
33	Public Relations	\$8,500
34	Business Development (Att & BR&E) (Lines 21-33)	\$99,700
35	Events (Marketing)	\$80,000
36	Broker Tour (Marketing)	\$20,000
37	Alliance for Balanced Growth (Events/Marketing)	\$6,000
38	Miscellaneous	\$1,000
39	Investor Campaign Expenses & 1099 Consultant	\$500
40	Attorney Fees & HR Consultant	\$15,000
41	Audit	\$11,000
42	Bank Charges	\$1,600
43	1099 Office Help	\$4,500
44	Computers (Maintenance/Upgrades&Purchases)	\$10,500
45	Payroll Fees	\$4,500
46	Insurance (D&O, Office)	\$3,000
47	Office Equipment: Leases & Purchases (Non-computers)	\$7,000
48	Office Cleaning	\$2,400
49	Rent	\$33,390
50	General Administration (Lines 40-49)	\$92,890
51	TOTAL EXPENSES	\$847,890
52	Non Cash Expenses	
53	NET INCOME OVER EXPENSES	\$3,560
54	Special External Marketing Initiative	

	2016	2016
		FINAL
	INCOME	
1	County	\$153,000
2	IDA	\$217,000
3	Private Investors	\$230,000
4	ABG Investors (Membership)	\$23,650
5	Total Private Investors (Lines 3-4)	\$253,650
6	Events	\$200,000
7	Broker Tour	\$0
8	Interest	\$1,500
9	Advertising (newsletter & website, national print)	\$8,000
10	Alliance for Balanced Growth (Events/Marketing)	\$4,000
11	Special External Marketing Initiative	\$50,000
12	TOTAL INCOME	\$887,150
13	EXPENSES	
14	Benefits (medical & pension)	\$52,000
15	Gross Payroll	\$410,000
16	Bonus Pool	\$70,000
17	Insurance (Worker's Comp & Disability)	\$3,300
18	Taxes (FICA, FUTA, SUTA)	\$40,000
19	Personnel (Lines 14-18)	\$575,300
20	Depreciation	\$0
21	Auto	\$11,000
22	Trade Shows & Memberships	\$12,000
23	Int Mktg & Comm. Func	\$3,500
24	External Mktg (Website, Design, Printing, Newsletter)	\$22,000
24A	Special External Marketing (New Marketing Campaign)	\$35,000
25	Personnel Search	\$200
26	Training	\$5,000
27	Travel & Entertainment	\$3,000
28	Mileage & Tolls	\$6,000
29	Office Supplies (General)	\$10,000
30	Postage	\$1,200
31	Telephone (cell & office)	\$15,000
32	Subscriptions	\$1,000
33	Public Relations	\$8,000
34	Business Development (Att & BR&E) (Lines 21-33)	\$132,900
35	Events (Marketing)	\$80,000
36	Broker Tour (Marketing)	\$0
37	Alliance for Balanced Growth (Events/Marketing)	\$6,000
38	Miscellaneous	\$1,500
39	Investor Campaign Expenses & 1099 Consultant	\$1,000
40	Attorney Fees & HR Consultant	\$8,000
41	Audit	\$11,000
42	Bank Charges	\$1,600
43	1099 Office Help	\$8,000
44	Computers (Maintenance/Upgrades&Purchases)	\$10,500
45	Payroll Fees	\$5,500
46	Insurance (D&O, Office)	\$2,500
47	Office Equipment: Leases & Purchases (Non-computers)	\$6,000
48	Office Cleaning	\$2,400
49	Rent	\$34,000
50	General Administration (Lines 40-49)	\$89,500
51	TOTAL EXPENSES	\$886,200
52	Non Cash Expenses	
53	NET INCOME OVER EXPENSES	\$950
54	Special External Marketing Initiative	

		2017
		FINAL
	INCOME	
1	County	\$153,000
2	IDA	\$217,000
3	Private Investors	\$250,000
4	ABG Investors (Membership)	\$31,000
5	Total Private Investors (Lines 3-4)	\$281,000
6	Events	\$250,000
7	Broker Tour	\$47,000
8	Interest	\$1,900
9	Advertising (newsletter & website, national print)	\$13,000
10	Alliance for Balanced Growth (Events/Marketing)	\$4,000
11	Special External Marketing Initiative	\$0
12	TOTAL INCOME	\$966,900
	EXPENSES	
14	Benefits (medical & pension)	\$55,000
15	Gross Payroll	\$450,000
16	Bonus Pool	\$93,700
17	Insurance (Worker's Comp & Disability)	\$3,400
18	Taxes (FICA, FUTA, SUTA)	\$38,000
19	Personnel (Lines 14-18)	\$640,100
20	Depreciation	\$0
21	Auto	\$12,000
22	Trade Shows & Memberships	\$13,000
23	Int Mktg & Comm. Func	\$3,000
24	External Mktg (Website, Design, Printing, Newsletter)	\$25,000
24A	Special External Marketing (New Marketing Campaign)	\$0
25	Personnel Search	\$200
26	Training	\$5,000
27	Travel & Entertainment	\$5,500
28	Mileage & Tolls	\$6,000
29	Office Supplies (General)	\$11,000
30	Postage	\$1,200
31	Telephone (cell & office)	\$10,000
32	Subscriptions	\$1,000
33	Public Relations	\$7,000
34	Business Development (Att & BR&E) (Lines 21-33)	\$99,900
35	Events (Marketing)	\$95,000
36	Broker Tour (Marketing)	\$20,000
37	Alliance for Balanced Growth (Events/Marketing)	\$6,000
38	Miscellaneous	\$1,600
39	Investor Campaign Expenses & 1099 Consultant	\$1,000
40	Attorney Fees & HR Consultant	\$9,000
41	Audit	\$11,000
42	Bank Charges	\$2,000
43	1099 Office Help	\$13,000
44	Computers (Maintenance/Upgrades&Purchases)	\$12,500
45	Payroll Fees	\$5,500
46	Insurance (D&O, Office)	\$2,500
47	Office Equipment: Leases & Purchases (Non-computers)	\$6,000
48	Office Cleaning	\$2,400
49	Rent	\$34,000
50	General Administration (Lines 40-49)	\$97,900
51	TOTAL EXPENSES	\$961,500
52	Non Cash Expenses	
53	NET INCOME OVER EXPENSES	\$5,400
54	Special External Marketing Initiative	

	2018
	FINAL
INCOME	
1 County	\$0
2 IDA	\$0
3 Private Investors	\$361,775
4 ABG Investors (Membership)	\$33,000
5 Total Private Investors (Lines 3-4)	\$394,775
6 Events	\$441,775
7 Broker Tour	\$0
8 Interest	\$1,900
9 Advertising (newsletter & website, national print)	\$4,000
10 Alliance for Balanced Growth (Events/Marketing)	\$4,000
11 Special External Marketing Initiative	\$0
12 TOTAL INCOME	\$846,450
EXPENSES	
14 Benefits (medical & pension)	\$69,000
15 Gross Payroll	\$443,000
16 Bonus Pool	\$55,900
17 Insurance (Worker's Comp & Disability)	\$2,600
18 Taxes (FICA, FUTA, SUTA)	\$38,000
19 Personnel (Lines 14-18)	\$608,500
20 Depreciation	\$0
21 Auto	\$13,500
22 Trade Shows & Memberships	\$4,000
23 Internal Marketing	\$2,000
24 External Mktg (Website, Design, Printing, Newsletter)	\$0
24A Special External Marketing (New Marketing Campaign)	\$0
25 Personnel Search	\$200
26 Training	\$0
27 Travel & Entertainment	\$6,500
28 Mileage & Tolls	\$6,000
29 Office Supplies (General)	\$11,000
30 Postage	\$1,200
31 Telephone (cell & office)	\$11,500
32 Subscriptions	\$1,000
33 Public Relations	\$6,000
34 Business Development (Att & BR&E) (Lines 21-33)	\$62,900
35 Events (Marketing)	\$95,000
36 Broker Tour (Marketing)	\$0
37 Alliance for Balanced Growth (Events/Marketing)	\$6,500
38 Miscellaneous	\$2,400
39 Investor Campaign Expenses & 1099 Consultant	\$500
40 Attorney Fees & HR Consultant	\$9,000
41 Audit	\$11,000
42 Bank Charges	\$2,500
43 1099 Office Help	\$6,500
44 Computers (Maintenance/Upgrades & Purchases)	\$12,500
45 Payroll Fees	\$5,500
46 Insurance (D&O, Office)	\$3,200
47 Office Equipment: Leases & Purchases (Non-computers)	\$6,000
48 Office Cleaning	\$0
49 Rent	\$34,100
50 General Administration (Lines 40-49)	\$90,300
51 TOTAL EXPENSES	\$866,100
52 Non-Cash Expenses	
53 NET INCOME OVER EXPENSES	-\$19,650
54 Special External Marketing Initiative	