

BUDGET REPORT FOR LAND BANK SOURCES/USES 2018-2019 FISCAL YEAR

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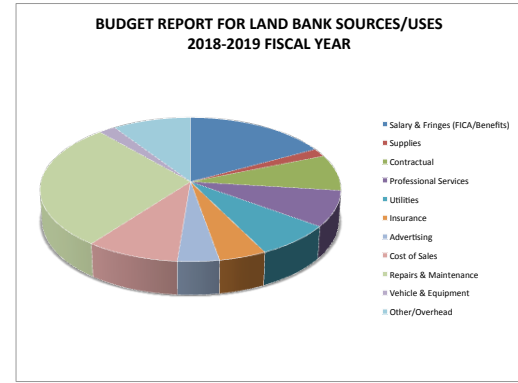
**Revenues:**

Government Appropriation	634,182.97	38.67%
Sales	551,503.81	33.63%
Rent	454,313.22	27.70%

	Hourly Rate	
	Low	Hi
Executive Director - 70k-75k	\$13.65	\$36.06 PT
Project Manager - 60k-65k	\$28.85	\$31.25 FT
Admin Assistant - 28k-33k	\$13.46	\$15.87 FT
Planner - 40k-50k	\$19.23	\$24.04 FT

<b>Total Revenues</b>	AG Grant Remaining	1,640,000.00	FICA Tax Rate	15.30%
	Community Foundation Grant	100,000.00		
	Bank Payment	25,000.00		
		1,765,000.00		

Expenditures:	5 YEAR GOALS AND PROJECTION		2017 Actual Projections		
	%	Amount	%	Amount	
Salary & Fringes (FICA/Benefits)	17.67%	289,832.62	16.86%	276,481.00	Based on all FTE
Training & Education	0.28%	4,595.87	1.00%	16,400.00	
Supplies	1.81%	29,643.33	1.81%	29,643.33	
Contractual	8.01%	131,333.85	8.00%	131,200.00	LOWERED TO ACCOMMODATE PLANNER
Professional Services	8.91%	146,148.51	8.00%	131,200.00	
Utilities	8.19%	134,382.64	7.50%	123,000.00	
Insurance	3.50%	57,400.00	4.57%	75,000.00	Based on Actuals
Advertising	0.14%	2,297.93	4.00%	65,600.00	
Cost of Sales	16.67%	273,453.97	9.00%	147,600.00	
Repairs & Maintenance	21.58%	353,909.23	28.00%	459,200.00	
Vehicle & Equipment	3.57%	58,597.28	2.00%	32,800.00	
Other/Overhead	8.25%	135,377.18	9.26%	151,864.00	
<b>Total Expenditures</b>	100.00%	1,640,000.05	100.00%	1,639,988.33	



\*\*\* COMERCIAL PROPERTIES TO HAVE A DEDICATED REVOLVING FUND TO BE NO LESS THAN \$200,000.00 ANNUALLY

Total Actual Revenues Receivable	AG Grant Remaining	Community Foundation Grant	Bank Payment	2017 Actuals			2018 Budget		
					Deviation % from '17 Budget				
	\$1,640,000.00	\$100,000.00	\$25,000.00						
			\$1,765,000.00						
Salary & Fringes (FICA/Benefits)				15.43%	-1.43%	\$43,541.67	Salary & Fringes (FICA/Benefits)	15.43%	\$228,853.39
Training & Education				0.00%	-1.00%	\$0.00	Training & Education	0.00%	\$0.00
Supplies				1.89%	0.09%	\$5,341.05	Supplies	1.89%	\$28,072.36
Contractual				37.02%	29.02%	\$104,449.73	Contractual	37.02%	\$548,983.88
Professional Services				10.73%	2.73%	\$30,272.84	Professional Services	10.73%	\$159,112.92
Utilities				0.61%	-6.89%	\$1,711.80	Utilities	0.61%	\$8,997.16
Insurance				18.21%	13.64%	\$51,386.28	Insurance	18.21%	\$270,084.37
Advertising				0.11%	-3.89%	\$314.86	Advertising	0.11%	\$1,654.89
Cost of Sales							Cost of Sales		
Demo				10.62%	3.01%	\$29,952.26	Demo	10.62%	\$157,427.96
Property Services				1.40%		\$3,939.75	Property Services	1.40%	\$20,707.18
Repairs & Maintenance				0.00%	-28.00%	\$0.00	Repairs & Maintenance	0.00%	\$0.00
Vehicle & Equipment				0.00%	-2.00%	\$0.00	Vehicle & Equipment	0.00%	\$0.00
Other/Overhead/Rent				1.00%	-8.26%	\$2,812.41	Other/Overhead/Rent	1.00%	\$14,781.92
Travel & Reimbursements				2.98%	2.98%	\$8,408.19	Travel & Reimbursements	2.98%	\$44,193.13
<b>Total Expenditures</b>				100.00%		282,130.84	Remaining Revenue Anticipated	100.00%	1,482,869.16

**BUDGET Possibility**  
**2018-2019 FISCAL YEAR**

	Budgeted 2017	Actual 2017	Budgeted 2018	% Suggested for Each Division	
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<b><u>Administration</u></b>					
Revenue:	\$429,674.58				
Expense:	\$685,897.55	-\$256,222.97		26.17%	429,674.58
<b><u>Property Maintenance</u></b>					
Revenue:	\$296,208.51				
Expense:	\$296,208.51			18.04%	296,208.51
<b><u>Planning &amp; Development</u></b>					
Revenue:	\$79,934.17				
Expense:	\$79,934.17			4.87%	79,934.17
<b><u>Sales</u></b>					
Revenue:	\$533,321.76				
Expense:	\$789,544.76	\$256,222.97		32.48%	533,321.76
<b><u>Rentals</u></b>					
Revenue:	\$198,116.19				
Expense:	\$198,116.19			12.07%	198,116.19
<b><u>Demolitions</u></b>					
Revenue:	\$104,744.78				
Expense:	\$104,744.78			6.38%	104,744.78
				100.00%	1,642,000.00

## BUDGET Possibility

