

October 31, 2016

	CURRENT MONTH October-16	YTD ACTUAL 4 OF 12 (33%)	YTD BUDGET 4 OF 12 (33%)	YTD % of BUDGET	YTD TOTAL ANNUAL OPERATING BUDGET-FY17
OPERATING EXPENSES					
Personnel Costs:					54%
Salaries & Taxes	\$68,850	\$273,284	\$311,733	29%	\$935,200
Benefits	18,073	72,360	87,100	28%	261,300
Staff Memberships	1,435	2,805	2,533	37%	7,600
Staff Training & Meetings	<u>2,181</u>	<u>8,773</u>	<u>8,333</u>	<u>35%</u>	<u>25,000</u>
Subtotal	\$90,540	\$357,222	\$409,700	29%	\$1,229,100
Office/Board Operations:					17%
Lease, Maintenance & Insurance	\$10,494	\$43,885	\$50,467	29%	\$151,400
Phones, Supplies, etc.	4,149	14,870	16,667	30%	50,000
Professional Services	6,053	9,855	12,000	27%	36,000
Equipment Lease/Maintenance	3,152	24,941	26,333	32%	79,000
Agency Memberships	0	730	1,667	15%	5,000
Board/Staff Meetings	3,143	4,401	6,767	22%	20,300
Auto Leases & Upkeep	<u>2,949</u>	<u>9,557</u>	<u>13,067</u>	<u>24%</u>	<u>39,200</u>
Subtotal	\$29,940	\$108,239	\$126,967	28%	\$380,900
Marketing:					19%
Domestic	\$2,646	\$8,141	\$18,333	15%	\$55,000
Community Investment Programs	238	-4,647	6,667	-23%	20,000
Collateral Materials	6,794	43,061	45,667	31%	137,000
Property Costs	3,167	3,167	26,667	4%	80,000
REDI Cincinnati	10,979	10,979	4,000	91%	12,000
Studies and Contracts	50,000	50,000	16,667	100%	50,000
Catalytic Development Fund	53,638	57,638	20,067	96%	60,200
	0	0	6,667	0%	<u>20,000</u>
Subtotal	\$127,463	\$168,340	\$144,733	39%	\$434,200
Entrepreneurship:					2%
Comm/Innovation Programs	\$799	\$6,996	\$6,667	35%	\$20,000
UpTech	0	0	8,333	0%	<u>\$25,000</u>
Subtotal	\$799	\$6,996	\$15,000	16%	\$45,000
Business Retention & Expansion:					9%
Meetings	\$497	\$2,973	\$6,667	15%	\$20,000
Publications/Software	0	-5,377	8,333	-22%	25,000
Recognition & Appreciation	733	4,783	4,333	37%	13,000
Research	481	3,731	8,333	15%	25,000
Industry Training	1,200	1,207	8,333	5%	25,000
Employee Recruit/Skill Dev.	0	4,169	20,000	7%	60,000
Workforce Development	<u>1,875</u>	<u>7,500</u>	<u>12,500</u>	<u>20%</u>	<u>37,500</u>
Subtotal	\$4,785	\$18,985	\$68,500	9%	\$205,500
TOTAL EXPENSES:	\$253,527	\$659,782	\$764,900	29%	\$2,294,700

\$1,634,918
Budget Available