

**April 30, 2017**

	<b>CURRENT MONTH April-17</b>	<b>YTD ACTUAL 10 OF 12 (83%)</b>	<b>YTD BUDGET 10 OF 12 (83%)</b>	<b>YTD % of BUDGET</b>	<b>TOTAL ANNUAL OPERATING BUDGET-FY17</b>
<b>OPERATING EXPENSES</b>					
<b>Personnel Costs:</b>					<b>55%</b>
Salaries & Taxes	\$75,817	\$767,477	\$862,667	74%	\$1,035,200 *
Benefits	21,249	223,249	259,417	72%	311,300 *
Staff Memberships	75	5,680	6,333	75%	7,600
Staff Training & Meetings	<u>2,392</u>	<u>21,129</u>	<u>20,833</u>	<u>85%</u>	<u>25,000</u>
<b>Subtotal</b>	<b>\$99,533</b>	<b>\$1,017,535</b>	<b>\$1,149,250</b>	<b>74%</b>	<b>\$1,379,100</b>
<b>Office/Board Operations:</b>					<b>15%</b>
Lease, Maintenance & Insurance	\$10,119	\$117,835	\$126,167	78%	\$151,400
Phones, Supplies, etc.	3,546	35,891	41,667	72%	50,000
Professional Services	489	21,797	30,000	61%	36,000
Equipment Lease/Maintenance	5,826	53,602	65,833	68%	79,000
Agency Memberships	510	3,450	4,167	69%	5,000
Board/Staff Meetings	171	17,968	16,917	89%	20,300
Auto Leases & Upkeep	<u>2,197</u>	<u>26,773</u>	<u>32,667</u>	<u>68%</u>	<u>39,200</u>
	<b>\$22,859</b>	<b>\$277,317</b>	<b>\$317,417</b>	<b>73%</b>	<b>\$380,900</b>
<b>Marketing:</b>					<b>20%</b>
Domestic	\$3,898	\$36,474	\$45,833	66%	\$55,000
Community Investment	575	11,196	16,667	56%	20,000
Programs	14,967	125,436	114,167	92%	137,000
Collateral Materials	4,725	34,154	66,667	43%	80,000
Property Costs	0	10,979	10,000	91%	12,000
REDI Cincinnati	0	50,000	41,667	100%	50,000
Studies and Contracts	0	76,229	96,000	66%	115,200 *
Catalytic Development Fund	<u>0</u>	<u>20,000</u>	<u>16,667</u>	<u>100%</u>	<u>20,000</u>
<b>Subtotal</b>	<b>\$24,165</b>	<b>\$364,468</b>	<b>\$407,667</b>	<b>75%</b>	<b>\$489,200</b>
<b>Entrepreneurship:</b>					<b>2%</b>
Comm/Innovation Programs	\$500	\$19,014	\$16,667	95%	\$20,000
UpTech	<u>1,250</u>	<u>0</u>	<u>20,833</u>	<u>0%</u>	<u>\$25,000</u>
<b>Subtotal</b>	<b>\$1,750</b>	<b>\$19,014</b>	<b>\$37,500</b>	<b>42%</b>	<b>\$45,000</b>
<b>Business Retention &amp; Expansion:</b>					<b>8%</b>
Meetings	\$543	\$6,552	\$16,667	33%	\$20,000
Publications/Software	0	-857	20,833	-3%	25,000
Recognition & Appreciation	0	12,292	10,833	95%	13,000
Research	1,331	23,817	20,833	95%	25,000
Industry Training	0	7,807	20,833	31%	25,000
Employee Recruit/Skill Dev.	183	12,241	50,000	20%	60,000
Workforce Development	<u>1,875</u>	<u>18,750</u>	<u>31,250</u>	<u>50%</u>	<u>37,500</u>
<b>Subtotal</b>	<b>\$3,932</b>	<b>\$80,602</b>	<b>\$171,249</b>	<b>39%</b>	<b>\$205,500</b>
<b>TOTAL EXPENSES:</b>	<b>\$152,239</b>	<b>\$1,758,936</b>	<b>\$2,083,083</b>	<b>70%</b>	<b>\$2,499,700</b>

**Restricted Cash Reserve:**

Deal Closing Fund	\$0	\$200,000		61%	\$330,000
-------------------	-----	-----------	--	-----	-----------

\*FY2017 Budget amended 11/14/16 by Tri-ED Board of Directors.

**\$740,764**  
Budget Available