



	2021 Projection	2022 Budget	2023 Budget	2024 Budget	2025 Budget	
¹ <u>Revenues</u>						
² Genesee County Contributions	\$233,513	\$233,513	\$233,513	\$233,513	\$233,513	*
³ Fees - Project Origination	\$1,237,982	\$411,500	\$422,810	\$434,459	\$446,458	*
⁴ Fees - Service	\$83,387	\$85,192	\$87,748	\$90,380	\$93,092	
⁵ Bank Interest Income	\$6,954	\$5,500	\$5,665	\$5,835	\$6,010	
⁶ Interest Income on Loans	\$3,313	\$2,744	\$2,826	\$2,911	\$2,998	
⁷ Rent Income	\$25,791	\$21,071	\$21,703	\$22,354	\$23,025	
⁸ CAM Income	\$355	\$360	\$371	\$382	\$394	
⁹ Miscellaneous	\$1,908	\$5,000	\$5,150	\$5,305	\$5,464	
¹⁰ Economic Development Grant (GGLDC / GCFC)	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	*
¹¹ PIF Grant Income	\$122,944	\$143,157	\$178,367	\$192,928	\$221,466	*
¹² CBA	\$448,553	\$448,553	\$448,553	\$448,553	\$448,553	*
¹³ BP2 Income	\$11,374	\$27,454	\$39,523	\$59,388	\$66,188	*
¹⁴ Grants	\$15,504,590	\$8,300,000	\$0	\$0	\$0	*
¹⁵ Land Sales	\$2,600,000	\$0	\$0	\$0	\$0	*
¹⁶						
¹⁷ Total Revenues	\$20,580,664	\$9,984,044	\$1,746,229	\$1,796,008	\$1,847,160	
²⁰						
²¹ <u>Expenses</u>						
²² Payroll	\$741,334	\$817,494	\$842,019	\$867,279	\$893,298	
²³ Benefits	\$280,849	\$328,508	\$337,481	\$346,724	\$356,243	*
²⁴ Insurance	\$26,868	\$29,650	\$30,540	\$31,456	\$32,399	
²⁵ Utilities	\$9,100	\$10,000	\$9,270	\$9,548	\$9,835	*
²⁶ Telecom / Internet / Phone	\$6,500	\$9,000	\$9,270	\$9,548	\$9,835	
²⁷ Rent	\$18,578	\$18,960	\$19,529	\$20,115	\$20,718	
²⁸ Postage	\$1,500	\$1,500	\$1,545	\$1,591	\$1,639	
²⁹ Dues & Subscriptions	\$95,000	\$97,000	\$99,910	\$102,907	\$105,995	
³⁰ Conferences & Meetings	\$23,500	\$34,000	\$35,020	\$36,071	\$37,153	
³¹ Professional Services	\$66,750	\$108,500	\$99,395	\$102,377	\$105,448	*
³² Travel	\$25,000	\$42,000	\$43,260	\$44,558	\$45,895	
³³ Marketing	\$96,750	\$96,000	\$98,880	\$101,846	\$104,902	
³⁴ Supplies	\$4,000	\$4,000	\$4,120	\$4,244	\$4,371	
³⁵ Maintenance & Repair	\$12,200	\$39,500	\$40,685	\$41,906	\$43,163	
³⁶ Site Development	\$4,792,848	\$0	\$0	\$0	\$0	*
³⁷ Miscellaneous	\$1,380	\$0	\$0	\$0	\$0	*
³⁸ Furniture & Equipment	\$15,000	\$15,000	\$15,450	\$15,914	\$16,391	
³⁹ CEO's Discretionary Fund	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	*
⁴⁰ Fees	\$26,215	\$0	\$0	\$0	\$0	
⁴¹ Special District Fees	\$4,597	\$2,690	\$2,771	\$2,854	\$2,939	
⁴² Interest Expense / Unused Fee	\$158,500	\$153,500	\$143,500	\$133,500	\$123,500	*
⁴³ Closing Costs / Cost of Sales	\$566,460		\$0	\$0	\$0	
⁴⁴ Development Costs STAMP	\$0	\$8,300,000	\$0	\$0	\$0	*
⁴⁵ BP2 Expense	\$0	\$0	\$17,170	\$31,344	\$31,344	*
⁴⁶ PIF Expense	\$122,944	\$143,157	\$178,367	\$192,928	\$221,466	*
⁴⁷ Total Expenses	\$7,098,873	\$10,253,459	\$2,031,181	\$2,099,708	\$2,169,532	
⁵⁰						
⁵¹ Net Loss	\$13,481,791	(\$269,415)	(\$284,952)	(\$303,700)	(\$322,372)	
⁵²						
⁵³ Cash from Prev. Yr Rev. Collected in Current Yr	\$0	\$279,645	\$0	\$0	\$0	
⁵⁴ J Rental Land Sale - Cash Carry Over Allocation	\$0	\$139,945	\$0	\$0	\$0	
⁵⁵ NET LOSS w/ Cash Adjustments	\$13,481,791	\$150,175	(\$284,952)	(\$303,700)	(\$322,372)	

Notes:

* 3% increase for most line items 2023-2025, unless shaded.