



**RESOLUTION NO. 20190924-03**

**ADOPTING FY20 BUDGET**

**WHEREAS**, TexAmericas Center is a political subdivision of the State of Texas with the powers and authorities specified in Chapter 3503 of the Special District Local Laws Code of the State of Texas; and

**WHEREAS**, the requirement for a comprehensive budget for all activities of the Authority are prudent and lawful to fulfill the fiduciary responsibility of the Board of Directors; and

**WHEREAS**, the attached FY2020 budget has been prepared by the staff and approved by the Finance Committee;

**NOW, THEREFORE**, be it resolved by the Board of Directors of TexAmericas Center that the attached Fiscal Year 2020 budget is adopted as the budget for TexAmericas Center.

**PASSED AND APPROVED THIS 24th day of September, 2019.**

A handwritten signature in blue ink that reads "Boyd Sartin".

**Boyd Sartin, Chairman of the Board**

**ATTEST:**

A handwritten signature in blue ink that reads "Ben King".  
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**Ben King, Secretary**

Attached:  **FY20 Budget**

**GENERAL FUND**  
**Analysis of FY19 Actual Revenues Expenses,**  
**FY19 (Original Amended) Budget and**  
**FY20 Proposed Budget**

|  | <b>FY19</b>       |                    |                   | <b>FY20</b>       |
|--|-------------------|--------------------|-------------------|-------------------|
|  | <b>Actual</b>     | <b>Original</b>    | <b>Amended</b>    | <b>Proposed</b>   |
| <b>Revenues:</b>                           |                   |                    |                   |                   |
| ESCA                                       | 2,117,301         | 8,145,950          | 2,645,950         | 2,573,078         |
| Franchise Fees - AEP                       | 47,889            | 60,000             | 57,000            | 60,000            |
| Franchise Fees - Natural Gas               | 2,482             | 12,400             | 2,900             | 8,500             |
| Franchise Fees - Network USA               | 2,122             | 5,000              | 2,500             | 5,000             |
| Franchise Fees - Riverbend                 | 85,123            | 84,000             | 96,000            | 84,000            |
| Personal Property Sales                    | 1,304             | 5,000              | 5,000             | 5,000             |
| TCF Grant                                  | 665,717           | 650,000            | 670,717           | -                 |
| EDA Planning Grant                         | 438,572           | 1,400,000          | 545,000           | 643,000           |
| EDA Infrastructure Grant                   | -                 | -                  | -                 | -                 |
| Processing Fee                             | -                 | -                  | -                 | -                 |
| Leases                                     | 1,940,117         | 2,174,597          | 1,940,117         | 1,932,257         |
| REM Miscellaneous                          | -                 | -                  | -                 | -                 |
| TAC E Management Fees                      | 14,162            | 1,000              | 15,000            | 15,000            |
| TAC E Contribution                         | 106,559           | -                  | 106,559           | -                 |
| Bowie County Chapter 381                   | 2,299             | 3,000              | 2,299             | 3,000             |
| OH Miscellaneous                           | 7,426             | 5,000              | 7,500             | 5,000             |
| Interest                                   | 279,544           | 70,000             | 298,949           | 100,000           |
| Leased Employee (TAC E Holdings)           | 401,208           | 359,468            | 559,468           | 409,302           |
| Timber                                     | 385,868           | 277,309            | 388,869           | 250,000           |
| Hunting                                    | 50,666            | 45,935             | 50,667            | 51,903            |
| <b>Total Revenue</b>                       | <b>6,548,358</b>  | <b>13,298,659</b>  | <b>7,394,495</b>  | <b>6,145,040</b>  |
| <b>Expenses</b>                            |                   |                    |                   |                   |
| ESCA                                       | 2,001,492         | 8,402,339          | 3,048,884         | 2,375,902         |
| Facility Operations                        | 1,672,447         | 4,044,164          | 2,237,107         | 1,570,439         |
| Real Estate                                | 714,027           | 1,364,739          | 914,694           | 1,375,317         |
| General Government                         | 668,215           | 557,572            | 970,322           | 606,067           |
| Hunting & Timber                           | 58,190            | 153,222            | 90,322            | 154,131           |
| <b>Total Expenses</b>                      | <b>5,114,372</b>  | <b>14,522,036</b>  | <b>7,261,329</b>  | <b>6,081,856</b>  |
| <b>Total Revenue Over (Under) Expenses</b> | <b>1,433,986</b>  | <b>(1,223,377)</b> | <b>133,166</b>    | <b>63,184</b>     |
| <b>Beginning Fund Balance</b>              | <b>12,340,525</b> | <b>12,340,525</b>  | <b>12,340,525</b> | <b>12,473,691</b> |
| <b>Ending Fund Balance</b>                 | <b>13,774,511</b> | <b>11,117,148</b>  | <b>12,473,691</b> | <b>12,536,875</b> |
| <b>Fund Balance Breakdown:</b>             |                   |                    |                   |                   |
| Committed                                  | 621,912           |                    |                   |                   |
| Assigned                                   | 210,492           |                    |                   |                   |
| <b>Unassigned</b>                          | <b>11,508,121</b> |                    |                   |                   |
| <b>Total Fund Balance</b>                  | <b>12,340,525</b> |                    | <b>12,473,691</b> | <b>12,536,875</b> |

## ESCA

### FY19 Original & Amended Budget & FY20 Budget

|  | 10/1-8/21<br>Oct '17 - Sep 17 | FY19<br>Budget | FY19<br>Increase/Decrease | FY19<br>Amendment | FY20<br>Budget |
|--|-------------------------------|----------------|---------------------------|-------------------|----------------|
| <b>Ordinary Income/Expense</b>                     |                               |                |                           |                   |                |
| <b>Income</b>                                      |                               |                |                           |                   |                |
| <b>46000 · ESCA</b>                                | 2,117,300.59                  | 8,145,950.49   | -5,500,000.00             | 2,645,950.49      | 2,573,078.00   |
| <b>Total Income</b>                                |                               | 0.00           | -5,500,000.00             | 2,645,950.49      | 2,573,078.00   |
| <b>Gross Profit</b>                                | 2,117,300.59                  | 8,145,950.49   | -5,500,000.00             | 2,645,950.49      | 2,573,078.00   |
| <b>Expense</b>                                     |                               | 0.00           |                           |                   |                |
| <b>65240 · TCEQ Regulatory Support CLIN 6</b>      | 4,349.86                      | 69,565.00      | 0.00                      | 69,565.00         | 0.00           |
| <b>65250 · GM, PM, RM, &amp; QM CLIN 4,5</b>       |                               |                |                           |                   |                |
| 65250.0 · Legal                                    | 76,784.06                     | 100,000.00     | 20,000.00                 | 120,000.00        | 100,000.00     |
| 65250.1 · Salaries & Wages                         | 50,380.86                     | 53,501.94      | 20,000.00                 | 73,501.94         | 60,777.07      |
| 65250.2 · Health Insurance                         | 6,498.30                      | 7,899.51       | 3,000.00                  | 10,899.51         | 9,022.25       |
| 65250.3 · Pension                                  | 5,469.93                      | 6,687.74       | 2,000.00                  | 8,687.74          | 7,640.52       |
| 65250.4 · Payroll Taxes                            | 3,879.46                      | 4,717.55       | 2,000.00                  | 6,717.55          | 5,342.49       |
| 65250.5 · Cell Phone                               | 65.78                         | 360.00         | 0.00                      | 360.00            | 360.00         |
| 65250.6 · Workers Compensation                     | 215.07                        | 177.45         | 200.00                    | 377.45            | 248.20         |
| 65250.7 · Training & Education                     | 0.00                          | 500.00         | -500.00                   | 0.00              | 500.00         |
| 65250.8 · Uniforms                                 | 0.00                          | 155.00         | -155.00                   | 0.00              | 155.00         |
| 65250.9 · Other Employment Costs                   |                               | 0.00           | 0.00                      | 0.00              | 0.00           |
| 65250 · GM, PM, RM, & QM CLIN 4,5 - Other          | 75,556.48                     | 41,543.00      | 100,000.00                | 141,543.00        | 150,000.00     |
| <b>Total 65250 · GM, PM, RM, &amp; QM CLIN 4,5</b> | 218,849.94                    | 215,542.19     | 146,545.00                | 362,087.19        | 334,045.53     |
| <b>65280 · Technical Programs CLIN 1,2,3</b>       |                               |                |                           |                   |                |
| 65290 · Matrix Activities                          | 121,660.60                    |                |                           |                   |                |

|  | <b>10/1-8/21</b>        | <b>FY19</b>         | <b>FY19</b>              | <b>FY19</b>         | <b>FY20</b>         |
|--|-------------------------|---------------------|--------------------------|---------------------|---------------------|
|  | <b>Oct '17 - Sep 17</b> | <b>Budget</b>       | <b>Increase/Decrease</b> | <b>Amendment</b>    | <b>Budget</b>       |
| 65295 · TAC  | 764.00                  |                     |                          |                     | 50,000.00           |
| 65280 · Technical Programs CLIN 1,2,3 - Other      | 1,655,867.37            | 8,117,231.49        | -5,500,000.00            | 2,617,231.49        | 1,991,856.00        |
| <b>Total 65280 · Technical Programs CLIN 1,2,3</b> | <b>1,778,291.97</b>     | <b>8,117,231.49</b> | <b>-5,500,000.00</b>     | <b>2,617,231.49</b> | <b>2,041,856.00</b> |
| <b>Total Expense</b>                               | <b>2,001,491.77</b>     | <b>8,402,338.68</b> | <b>-5,353,455.00</b>     | <b>3,048,883.68</b> | <b>2,375,901.53</b> |
| <b>Net Ordinary Income</b>                         | <b>115,808.82</b>       | <b>-256,388.19</b>  | <b>-146,545.00</b>       | <b>-402,933.19</b>  | <b>197,176.47</b>   |
| <b>Net Income</b>                                  | <b>115,808.82</b>       | <b>-256,388.19</b>  | <b>-146,545.00</b>       | <b>-402,933.19</b>  | <b>197,176.47</b>   |

## FACILITY OPS

### FY19 Original & Amended Budget & FY20 Budget

|  | 10/1 - 9/12<br>Actual | FY19<br>Budget | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget |
|--|-----------------------|----------------|---------------------------|------------------------|----------------|
| <b>Ordinary Income/Expense</b>             |                       |                |                           |                        |                |
| <b>Income</b>                              |                       |                |                           |                        |                |
| <b>43015 · Franchise Fees</b>              |                       |                |                           |                        |                |
| 43020 · Franchise Fees - AEP               | 47,889.23             | 60,000.00      | -3,000.00                 | 57,000.00              | 60,000.00      |
| 44021 · Franchise Fees - Natural Gas       | 2,481.66              | 12,400.00      | -9,500.00                 | 2,900.00               | 8,500.00       |
| 44022 · Franchise Fees - IT Conterra       | 2,122.18              | 5,000.00       | -2,500.00                 | 2,500.00               | 5,000.00       |
| 44035 · Franchise Fees - Riverbend         | 85,123.31             | 84,000.00      | 12,000.00                 | 96,000.00              | 84,000.00      |
| <b>Total 43015 · Franchise Fees</b>        | 137,616.38            | 161,400.00     | -3,000.00                 | 158,400.00             | 157,500.00     |
| <b>44010 · Personal Property Sales</b>     | 1,304.25              | 5,000.00       |                           | 5,000.00               | 5,000.00       |
| <b>45000 · Grant Income</b>                |                       |                |                           |                        |                |
| 45020 · TCF Grant                          | 665,716.51            | 650,000.00     | 20,717.00                 | 670,717.00             | 0.00           |
| 45040 · EDA Infrastructure Grant           | 438,571.64            | 1,400,000.00   | -855,000.00               | 545,000.00             | 643,000.00     |
| <b>Total 45000 · Grant Income</b>          | 1,104,288.15          | 2,050,000.00   | -834,283.00               | 1,215,717.00           | 643,000.00     |
| <b>44070 · Miscellaneous Revenue</b>       |                       |                |                           |                        |                |
| 47006 · Tenant Reimbursement               | 0.00                  | 0.00           | 0.00                      | 0.00                   | 0.00           |
| <b>Total 44070 · Miscellaneous Revenue</b> | 0.00                  |                | 0.00                      | 0.00                   | 0.00           |
| <b>Total Income</b>                        | 1,243,208.78          | 2,216,400.00   | -837,283.00               | 1,379,117.00           | 805,500.00     |
| <b>Gross Profit</b>                        | 1,243,208.78          | 2,216,400.00   | -837,283.00               | 1,379,117.00           | 805,500.00     |
| <b>Expense</b>                             |                       |                |                           |                        |                |
| <b>60110 · Salaries &amp; Wages</b>        | 128,296.54            | 200,521.85     | 0.00                      | 200,521.85             | 253,897.63     |
| <b>60120 · Health Insurance</b>            | 28,976.09             | 76,403.87      | -30,000.00                | 46,403.87              | 76,107.83      |
| <b>60130 · Pension</b>                     | 10,288.05             | 25,065.24      | -5,000.00                 | 20,065.24              | 31,777.83      |
| <b>60140 · Payroll Taxes</b>               | 12,157.35             | 18,046.64      | 0.00                      | 18,046.64              | 22,728.52      |

|   | 10/1 - 9/12<br>Actual | FY19<br>Budget | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget |
|---|-----------------------|----------------|---------------------------|------------------------|----------------|
| 60210 · Cell Phone                            | 1,427.36              | 1,599.13       | 300.00                    | 1,899.13               | 1,794.16       |
| 60220 · Workers Compensation                  | 3,670.20              | 8,068.74       | -2,000.00                 | 6,068.74               | 5,005.00       |
| 60230 · Training & Education                  | 1,593.95              | 1,300.00       | 500.00                    | 1,800.00               | 1,950.00       |
| 60240 · Uniforms                              | 3,210.39              | 2,437.50       | 2,000.00                  | 4,437.50               | 2,697.50       |
| 60250 · Other Employment Costs                | 189.00                | 1,365.00       | 0.00                      | 1,365.00               | 1,560.00       |
| 60300 · Temporary Labor                       | 0.00                  | 25,000.00      | -25,000.00                | 0.00                   | 25,000.00      |
| 61120 · Dues & Memberships                    | 40.00                 | 600.00         | -500.00                   | 100.00                 | 300.00         |
| 61200 · Conferences & Travel                  | 122.00                | 1,000.00       | -500.00                   | 500.00                 | 1,000.00       |
| 62110 · Small Tools & Equipment               | 899.77                | 15,000.00      | -10,000.00                | 5,000.00               | 7,000.00       |
| 62115 · Materials & Supplies                  | 3,588.46              | 10,000.00      | -3,000.00                 | 7,000.00               | 7,000.00       |
| 62120 · Equipment Maintenance                 | 17,059.94             | 20,000.00      | 0.00                      | 20,000.00              | 20,000.00      |
| 62130 · Vehicle Repairs & Maintenance         | 2,700.94              | 5,000.00       | 0.00                      | 5,000.00               | 5,000.00       |
| 62200 · Fuel                                  | 14,464.59             | 14,000.00      | 3,000.00                  | 17,000.00              | 14,000.00      |
| <b>63115 · Preventative Maintenance</b>       |                       |                |                           |                        |                |
| 190001 - AREA V Gregg Connect 67              | 17,175.25             | 37,350.00      | -20,174.00                | 17,176.00              | 0.00           |
| 63115 · Preventative Maintenance - Other      | 3,536.85              | 180,109.70     | -100,000.00               | 80,109.70              | 193,225.70     |
| <b>Total 63115 · Preventative Maintenance</b> | 20,712.10             | 217,459.70     |                           | 97,285.70              | 193,225.70     |

|   | <b>10/1 - 9/12<br/>Actual</b> | <b>FY19<br/>Budget</b> | <b>FY19<br/>Increase/Decrease</b> | <b>FY19<br/>Amended Budget</b> | <b>FY20<br/>Budget</b> |
|---|-------------------------------|------------------------|-----------------------------------|--------------------------------|------------------------|
| <b>63300 · Building &amp; Infrastruct Repairs</b>       |                               |                        |                                   |                                |                        |
| 1830004 - Area D 556 D                                  | 114,466.74                    | 270,000.00             |                                   | 270,000.00                     |                        |
| 63300 · Building & Infrastruct Repairs - Other          | 32,596.64                     | 102,000.00             | -40,000.00                        | 62,000.00                      | 372,000.00             |
| <b>Total 63300 · Building &amp; Infrastruct Repairs</b> | 147,063.38                    | 372,000.00             | -40,000.00                        | 332,000.00                     | 372,000.00             |
| <b>63410 · Lawn &amp; Property Maintenance</b>          | 72,077.79                     | 85,000.00              | 0.00                              | 85,000.00                      | 85,000.00              |
| <b>65110 · Consulting</b>                               | 17,037.00                     | 25,000.00              | 5,000.00                          | 30,000.00                      | 20,000.00              |
| <b>65310 · Custodial</b>                                | 7,700.00                      | 8,400.00               | 0.00                              | 8,400.00                       | 8,400.00               |
| <b>66010 · Computer, Reproduct &amp; Maint</b>          | 2,771.24                      | 3,000.00               | 0.00                              | 3,000.00                       | 3,000.00               |
| <b>66120 · Utilities</b>                                | 2,635.19                      | 6,000.00               | 0.00                              | 6,000.00                       | 6,000.00               |
| <b>66130 · Waste Management</b>                         | 4,704.74                      | 4,500.00               | 675.00                            | 5,175.00                       | 4,500.00               |
| <b>66800 · Miscellaneous</b>                            | 87.48                         | 2,000.00               | 0.00                              | 2,000.00                       | 2,000.00               |
| <b>Total Expense Excluding Capital Outlay</b>           | 503,473.55                    | 1,148,767.67           | -104,525.00                       | 924,068.67                     | 1,170,944.16           |
| <b>67000 · Capital Outlay</b>                           |                               |                        |                                   |                                |                        |

|                                     | 10/1 - 9/12<br>Actual | FY19<br>Budget       | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget     |
|-------------------------------------|-----------------------|----------------------|---------------------------|------------------------|--------------------|
| <b>65115 · Grants</b>               |                       |                      |                           |                        |                    |
| <b>EDA GRANT</b>                    |                       |                      |                           |                        |                    |
| 9917003 - OAK STREET SEWER IMP      | 451,850.99            | 585,000.00           |                           | 585,000.00             | 0.00               |
| 9917004 - EXPAL SEWER IMP           | 9,050.00              | 65,000.00            | -55,950.00                | 9,050.00               | 0.00               |
| EDA GRANT - Other                   | 5,000.00              | 245,396.14           | -235,396.00               | 10,000.14              | 329,495.00         |
| <b>Total EDA GRANT</b>              | 465,900.99            | 895,396.14           | -291,346.00               | 604,050.14             | 329,495.00         |
| <b>TAC Headquarters</b>             | 0.00                  | 1,200,000.00         | -1,200,000.00             | 0.00                   | 0.00               |
| <b>TCF GRANT</b>                    |                       |                      |                           |                        |                    |
| 9919001 - Area D Power              | 18,988.35             |                      | 18,988.35                 | 18,988.35              |                    |
| 9918001 - Area V Roadway Imp        | 174,084.29            | 167,695.50           | 0.00                      | 167,695.50             |                    |
| 9917002 - AREA D IMPROVEMENTS       | 387,417.25            | 425,473.51           | 0.00                      | 425,473.51             | 0.00               |
| TCF GRANT - Other                   | 83,037.99             | 136,830.99           | -80,000.00                | 56,830.99              | 0.00               |
| <b>Total TCF GRANT</b>              | 663,527.88            | 730,000.00           | -61,011.65                | 668,988.35             | 0.00               |
| <b>Tractor</b>                      | 39,544.87             | 70,000.00            | -30,000.00                | 40,000.00              | 70,000.00          |
| <b>Total 67000 · Capital Outlay</b> | 1,168,973.74          | 2,895,396.14         | -1,582,357.65             | 1,313,038.49           | 399,495.00         |
| <b>Total Expense</b>                | 1,672,447.29          | 4,044,163.81         | -1,686,882.65             | 2,237,107.16           | 1,570,439.16       |
| <b>Net Ordinary Income</b>          | -429,238.51           | -1,827,763.81        | 849,599.65                | -857,990.16            | -764,939.16        |
| <b>Net Income</b>                   | <b>-429,238.51</b>    | <b>-1,827,763.81</b> | <b>849,599.65</b>         | <b>-857,990.16</b>     | <b>-764,939.16</b> |



## HUNTING & TIMBER

### FY19 Original & Amended Budget & FY20 Budget

|                                | 10/1-7/30<br>Actual | FY19<br>Budget    | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget    |
|--------------------------------|---------------------|-------------------|---------------------------|------------------------|-------------------|
| <b>Ordinary Income/Expense</b> |                     |                   |                           |                        |                   |
| <b>Income</b>                  |                     |                   |                           |                        |                   |
| <b>44020 · Timber Revenue</b>  | 385,868.02          | 277,309.00        | 111,560.00                | 388,869.00             | 250,000.00        |
| <b>44025 · Hunting Revenue</b> | 50,666.31           | 45,935.00         | 4,732.00                  | 50,667.00              | 51,903.00         |
| <b>Total Income</b>            | 436,534.33          | 323,244.00        | 116,292.00                | 439,536.00             | 301,903.00        |
| <b>Gross Profit</b>            | 436,534.33          | 323,244.00        | 116,292.00                | 439,536.00             | 301,903.00        |
| <b>Expense</b>                 |                     |                   |                           |                        |                   |
| <b>64100 · Forestry</b>        |                     |                   |                           |                        |                   |
| Reforestation                  | 8,906.00            | 11,773.00         | 0.00                      | 11,773.00              | 54,718.00         |
| Site Prep                      | 13,972.32           | 29,900.00         | -10,900.00                | 19,000.00              | 20,895.00         |
| Understory Burning             | 12,560.00           | 66,150.00         | -49,000.00                | 17,150.00              | 5,000.00          |
| Herbicide                      | 1,720.88            | 21,044.00         | -3,000.00                 | 18,044.00              | 0.00              |
| Release                        |                     |                   |                           |                        | 6,350.00          |
| Management Plan                | 0.00                | 0.00              | 0.00                      | 0.00                   | 42,750.00         |
| <b>Total 64100 · Forestry</b>  | 37,159.20           | 128,867.00        | -62,900.00                | 65,967.00              | 129,713.00        |
| <b>65110 · Consulting</b>      | 21,031.11           | 24,355.13         | 0.00                      | 24,355.13              | 22,690.30         |
| <b>64200 · Hunting</b>         | 0.00                | 0.00              | 0.00                      | 0.00                   | 1,728.00          |
| <b>Total Expense</b>           | 58,190.31           | 153,222.13        | -62,900.00                | 90,322.13              | 154,131.30        |
| <b>Net Ordinary Income</b>     | 378,344.02          | 170,021.87        | 179,192.00                | 349,213.87             | 147,771.70        |
| <b>Net Income</b>              | <b>378,344.02</b>   | <b>170,021.87</b> | <b>179,192.00</b>         | <b>349,213.87</b>      | <b>147,771.70</b> |

## OVERHEAD

### FY19 Original & Amended Budget & FY20 Budget

| Ordinary Income/Expense           | 10/1-9/16<br>Actual | FY19<br>Budget    | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget    |
|-----------------------------------|---------------------|-------------------|---------------------------|------------------------|-------------------|
| <b>Income</b>                     |                     |                   |                           |                        |                   |
| 46500 · TAC E Management Fees     | 14,162.24           | 1,000.00          | 14,000.00                 | 15,000.00              | 15,000.00         |
| 49001 · TAC E Contribution        | 106,558.99          | 0.00              | 106,559.00                | 106,559.00             | 0.00              |
| 48200 · Bowie County Chapter 381  | 2,298.83            | 3,000.00          | -701.00                   | 2,299.00               | 3,000.00          |
| 47000 · Miscellaneous Revenue     | 7,426.00            | 5,000.00          | 2,500.00                  | 7,500.00               | 5,000.00          |
| 48000 · Interest                  | 279,543.84          | 70,000.00         | 228,949.00                | 298,949.00             | 100,000.00        |
| 49000 · Leased Employee Revenue   | 401,207.94          | 359,467.61        | 200,000.00                | 559,467.61             | 409,301.51        |
| <b>Total Income</b>               | <b>811,197.84</b>   | <b>438,467.61</b> | <b>551,307.00</b>         | <b>989,774.61</b>      | <b>532,301.51</b> |
| <b>Gross Profit</b>               | <b>811,197.84</b>   | <b>438,467.61</b> | <b>551,307.00</b>         | <b>989,774.61</b>      | <b>532,301.51</b> |
| <b>Expense</b>                    |                     |                   |                           |                        |                   |
| 60110 · Salaries & Wages          | 365,412.57          | 227,239.99        | 350,000.00                | 577,239.99             | 245,934.40        |
| 60120 · Health Insurance          | 25,336.93           | 36,219.99         | 0.00                      | 36,219.99              | 41,216.86         |
| 60130 · Pension                   | 17,150.44           | 28,404.99         | 0.00                      | 28,404.99              | 30,871.96         |
| 60140 · Payroll Taxes             | 14,458.20           | 20,136.67         | 0.00                      | 20,136.67              | 21,731.68         |
| 60210 · Cell Phone                | 1,752.64            | 1,656.03          | 1,000.00                  | 2,656.03               | 1,656.03          |
| 60220 · Workers Compensation      | 716.52              | 632.92            | 400.00                    | 1,032.92               | 852.70            |
| 60230 · Training & Education      | 453.20              | 1,100.00          | -600.00                   | 500.00                 | 1,100.00          |
| 60240 · Uniforms                  | 307.00              | 1,052.50          | -700.00                   | 352.50                 | 1,052.50          |
| 61120 · Dues & Memberships        | 1,584.00            | 1,000.00          | 600.00                    | 1,600.00               | 1,000.00          |
| 61200 · Conferences & Travel      | 0.00                | 1,500.00          | -1,500.00                 | 0.00                   | 1,500.00          |
| 61300 · Board Mtgs Spec Evts Comm | 16,338.03           | 17,500.00         | 1,000.00                  | 18,500.00              | 17,500.00         |
| 63200 · Insurance                 | 200.00              | 0.00              | 200.00                    | 200.00                 | 200.00            |
| 65010 · Auditing                  | 12,679.00           | 13,129.00         | -450.00                   | 12,679.00              | 13,451.00         |
| 65020 · Accounting                | 19,305.25           | 40,000.00         | -15,000.00                | 25,000.00              | 40,000.00         |
| 65110 · Consulting                | 48,333.29           | 50,000.00         | 0.00                      | 50,000.00              | 50,000.00         |
| 65210 · Legal                     |                     |                   | 0.00                      |                        |                   |
| 65211 · 401(a) Legal              | 302.00              | 0.00              | 0.00                      | 0.00                   |                   |

|  | <b>10/1-9/16</b>  | <b>FY19</b>        | <b>FY19</b>              | <b>FY19</b>           | <b>FY20</b>       |
|--|-------------------|--------------------|--------------------------|-----------------------|-------------------|
|  | <b>Actual</b>     | <b>Budget</b>      | <b>Increase/Decrease</b> | <b>Amended Budget</b> | <b>Budget</b>     |
| 65210 · Legal - Other                          | 78,968.90         | 30,000.00          | 80,000.00                | 110,000.00            | 50,000.00         |
| <b>Total 65210 · Legal</b>                     | <b>79,270.90</b>  | <b>30,000.00</b>   | <b>80,000.00</b>         | <b>110,000.00</b>     | <b>50,000.00</b>  |
| <b>65315 · Janitorial</b>                      | <b>417.61</b>     | <b>3,000.00</b>    | <b>-2,000.00</b>         | <b>1,000.00</b>       | <b>3,000.00</b>   |
| <b>66010 · Computer, Reproduct &amp; Maint</b> | <b>24,063.24</b>  | <b>35,000.00</b>   | <b>0.00</b>              | <b>35,000.00</b>      | <b>35,000.00</b>  |
| <b>66020 · Office Supplies</b>                 | <b>8,096.13</b>   | <b>10,000.00</b>   | <b>0.00</b>              | <b>10,000.00</b>      | <b>10,000.00</b>  |
| <b>66030 · Postage</b>                         | <b>1,356.11</b>   | <b>4,000.00</b>    | <b>-1,500.00</b>         | <b>2,500.00</b>       | <b>4,000.00</b>   |
| <b>66110 · Telephone &amp; Internet</b>        | <b>15,002.69</b>  | <b>16,000.00</b>   | <b>500.00</b>            | <b>16,500.00</b>      | <b>16,000.00</b>  |
| <b>66120 · Utilities</b>                       | <b>11,895.78</b>  | <b>13,500.00</b>   | <b>2,000.00</b>          | <b>15,500.00</b>      | <b>13,500.00</b>  |
| <b>66130 · Waste Management</b>                | <b>3,337.73</b>   | <b>3,500.00</b>    | <b>800.00</b>            | <b>4,300.00</b>       | <b>3,500.00</b>   |
| <b>66310 · Advertising</b>                     | <b>0.00</b>       | <b>500.00</b>      | <b>-500.00</b>           | <b>0.00</b>           | <b>500.00</b>     |
| <b>66800 · Miscellaneous</b>                   | <b>747.86</b>     | <b>2,500.00</b>    | <b>-1,500.00</b>         | <b>1,000.00</b>       | <b>2,500.00</b>   |
| <b>Total Expense</b>                           | <b>668,215.12</b> | <b>557,572.10</b>  | <b>412,750.00</b>        | <b>970,322.10</b>     | <b>606,067.13</b> |
| <b>Net Ordinary Income</b>                     | <b>142,982.72</b> | <b>-119,104.49</b> | <b>138,557.00</b>        | <b>19,452.51</b>      | <b>-73,765.62</b> |
| <b>Net Income</b>                              | <b>142,982.72</b> | <b>-119,104.49</b> | <b>138,557.00</b>        | <b>19,452.51</b>      | <b>-73,765.62</b> |

**REAL ESTATE**  
**FY19 Original & Amended Budget & FY20 Budget**

|  | 10/1-9/16<br>Actual | FY19<br>Budget | FY19<br>Increase/Decrease | FY19<br>Amended Budget | FY20<br>Budget |
|--|---------------------|----------------|---------------------------|------------------------|----------------|
| <b>Ordinary Income/Expense</b>                   |                     |                |                           |                        |                |
| <b>Income</b>                                    |                     |                |                           |                        |                |
| <b>43010 · Leases</b>                            |                     |                |                           |                        |                |
| 43010 · Leases - Other                           | 1,940,116.59        | 2,174,597.00   | -234,480.00               | 1,940,117.00           | 1,932,257.00   |
| <b>Total 43010 · Leases</b>                      | 1,940,116.59        | 2,174,597.00   | -234,480.00               | 1,940,117.00           | 1,932,257.00   |
| <b>Total Income</b>                              | 1,940,116.59        | 2,174,597.00   | -234,480.00               | 1,940,117.00           | 1,932,257.00   |
| <b>Gross Profit</b>                              | 1,940,116.59        | 2,174,597.00   | -234,480.00               | 1,940,117.00           | 1,932,257.00   |
| <b>Expense</b>                                   |                     |                |                           |                        |                |
| <b>60110 · Salaries &amp; Wages</b>              | 102,732.49          | 175,661.60     | 0.00                      | 175,661.60             | 172,241.36     |
| <b>60120 · Health Insurance</b>                  | 13,306.68           | 23,129.76      | -5,000.00                 | 18,129.76              | 36,633.58      |
| <b>60130 · Pension</b>                           | 10,332.21           | 21,957.70      | 0.00                      | 21,957.70              | 21,530.18      |
| <b>60140 · Payroll Taxes</b>                     | 8,492.78            | 15,587.09      | 0.00                      | 15,587.09              | 15,272.49      |
| <b>60210 · Cell Phone</b>                        | 1,075.59            | 1,104.06       | 200.00                    | 1,304.06               | 1,104.06       |
| <b>60220 · Workers Compensation</b>              | 432.73              | 572.25         | 100.00                    | 672.25                 | 285.45         |
| <b>60230 · Training &amp; Education</b>          | 1,209.93            | 4,162.50       | 0.00                      | 4,162.50               | 4,162.50       |
| <b>60240 · Uniforms</b>                          | 933.00              | 660.00         | 300.00                    | 960.00                 | 660.00         |
| <b>60300 · Temporary Labor</b>                   | 21,492.36           | 30,000.00      | -8,500.00                 | 21,500.00              | 30,000.00      |
| <b>61120 · Dues &amp; Memberships</b>            | 11,299.00           | 25,195.00      | -10,000.00                | 15,195.00              | 25,195.00      |
| <b>61200 · Conferences &amp; Travel</b>          | 31,644.04           | 108,285.00     | -70,000.00                | 38,285.00              | 108,285.00     |
| <b>62130 · Vehicle Repairs &amp; Maintenance</b> | 369.80              | 700.00         | -300.00                   | 400.00                 | 700.00         |
| <b>62200 · Fuel</b>                              | 607.36              | 3,000.00       | -1,500.00                 | 1,500.00               | 3,000.00       |
| <b>63110 · Cost of Sales &amp; Leases</b>        | 13,073.88           | 250,000.00     | -225,000.00               | 25,000.00              | 250,000.00     |
| <b>63200 · Insurance</b>                         | 265,787.00          | 265,724.33     | 100.00                    | 265,824.33             | 292,247.00     |
| <b>65110 · Consulting</b>                        | 7,479.00            | 100,000.00     | -50,000.00                | 50,000.00              | 100,000.00     |

|  | <b>10/1-9/16<br/>Actual</b> | <b>FY19<br/>Budget</b> | <b>FY19<br/>Increase/Decrease</b> | <b>FY19<br/>Amended Budget</b> | <b>FY20<br/>Budget</b> |
|--|-----------------------------|------------------------|-----------------------------------|--------------------------------|------------------------|
| <b>65115 · Grants</b>                          | 0.00                        | 10,000.00              | -10,000.00                        | 0.00                           | 35,000.00              |
| <b>65120 · Marketing</b>                       |                             |                        |                                   |                                |                        |
| Advertising                                    | 300.00                      | 10,000.00              | -7,000.00                         | 3,000.00                       | 10,000.00              |
| Community Events/Spec Events                   | 23.37                       | 50,000.00              | -45,000.00                        | 5,000.00                       | 50,000.00              |
| Meals & Entertainment                          | 449.52                      | 10,000.00              | -8,000.00                         | 2,000.00                       | 10,000.00              |
| Promotional Items                              | 0.00                        | 5,000.00               | -5,000.00                         | 0.00                           | 5,000.00               |
| 65120 · Marketing - Other                      | 91,361.90                   | 85,000.00              | 15,000.00                         | 100,000.00                     | 85,000.00              |
| <b>Total 65120 · Marketing</b>                 | 92,134.79                   | 160,000.00             | -50,000.00                        | 110,000.00                     | 160,000.00             |
| <b>65210 · Legal</b>                           | 77,149.30                   | 90,000.00              | 0.00                              | 90,000.00                      | 100,000.00             |
| <b>66010 · Computer, Reproduct &amp; Maint</b> | 9,069.75                    | 15,000.00              | -5,000.00                         | 10,000.00                      | 15,000.00              |
| <b>66120 · Utilities</b>                       | 744.58                      | 3,000.00               | 0.00                              | 3,000.00                       | 3,000.00               |
| <b>66800 · Miscellaneous</b>                   | 111.20                      | 1,000.00               | 0.00                              | 1,000.00                       | 1,000.00               |
| <b>67000 · Capital Outlay (Vehicle)</b>        | 44,549.75                   | 60,000.00              | -15,445.00                        | 44,555.00                      | 0.00                   |
| <b>Total Expense</b>                           | 714,027.22                  | 1,364,739.29           | -450,045.00                       | 914,694.29                     | 1,375,316.62           |
| <b>Net Ordinary Income</b>                     | 1,226,089.37                | 809,857.71             | 215,565.00                        | 1,025,422.71                   | 556,940.38             |
| <b>Net Income</b>                              | <b>1,226,089.37</b>         | <b>809,857.71</b>      | <b>215,565.00</b>                 | <b>1,025,422.71</b>            | <b>556,940.38</b>      |

