

Columbia Economic Development Corp
Balance Sheet Prev Year Comparison
 As of November 30, 2020

	<u>Nov 30, 20</u>	<u>Nov 30, 19</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Checking and Savings			
Operating Bank Accounts			
1000-00 · Checking -Key Bank	69,337.55	50,384.89	18,952.66
1000-05 · Cash, TD Bank Checking	0.00	821.48	-821.48
1021-00 · Key Bank - Gold MM Savings	403,320.64	429,313.65	-25,993.01
1032.00 · Berkshire Bank	153,261.80	150,276.99	2,984.81
1001-00 · Key - PPP/EIDL Account	3,407.54	0.00	3,407.54
Total Operating Bank Accounts	<u>629,327.53</u>	<u>630,797.01</u>	<u>-1,469.48</u>
Loan SBA Cash Accounts			
1100-01 · SBA Key - RLF #3	75,175.20	60,058.26	15,116.94
1100-02 · SBA Key - RLF #4	18,857.82	58,733.38	-39,875.56
1100-03 · SBA Bank of Greene Cty - RLF #5	45,310.78	96,476.22	-51,165.44
1100-07 · SBA Bank of Greene Cty - RLF #6	61,726.97	35,095.72	26,631.25
1100-10 · SBA Key - RLF #7	29,682.24	100.00	29,582.24
Total Loan SBA Cash Accounts	<u>230,753.01</u>	<u>250,463.58</u>	<u>-19,710.57</u>
Loan CEDC Cash Accounts			
1000-02 · Loan Community Ckg 648	10,034.13	31,279.84	-21,245.71
1020-01 · 1003-Community Svgs DM SC	772,023.24	718,134.89	53,888.35
Total Loan CEDC Cash Accounts	<u>782,057.37</u>	<u>749,414.73</u>	<u>32,642.64</u>
Grants Cash Accounts			
Key - BTCF County Grant	15,414.47	0.00	15,414.47
Total Grants Cash Accounts	<u>15,414.47</u>	<u>0.00</u>	<u>15,414.47</u>
Reserve SBA Cash Accounts			
1100-04 · Key Bank - LLR #3	21,089.33	21,080.46	8.87
1100-05 · Key Bank - LLR #4	13,050.81	13,045.33	5.48
1100-06 · Bank of Greene County - LLR #5	40,041.86	39,904.23	137.63
1100-08 · Bank of Greene County - LLR #6	42,060.30	45,517.65	-3,457.35
1100-09 · Key Bank - LLR #7	37,600.00	100.00	37,500.00
Total Reserve SBA Cash Accounts	<u>153,842.30</u>	<u>119,647.67</u>	<u>34,194.63</u>
Reserve CEDC Cash Accounts			
1031-00 · BOGC - Reserve	212,989.96	212,257.82	732.14
Total Reserve CEDC Cash Accounts	<u>212,989.96</u>	<u>212,257.82</u>	<u>732.14</u>
Total Checking and Savings	<u>2,024,384.64</u>	<u>1,962,580.81</u>	<u>61,803.83</u>
Total Checking/Savings	2,024,384.64	1,962,580.81	61,803.83
Other Current Assets			
Accounts Receivable			
1115-09 · Hudson IDA	3,333.33	3,333.33	0.00
1115-06 · SBA T/A	20,029.97	46,867.16	-26,837.19
1115-08 · Goat Grant	4,176.00	50,000.00	-45,824.00
1203 · Columbia County IDA	4,000.00	4,000.00	0.00
Total Accounts Receivable	<u>31,539.30</u>	<u>104,200.49</u>	<u>-72,661.19</u>

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1251-15 · Prepaid expense	0.00	5,543.90	-5,543.90
Loans Receivable			
SBA RLF - 03	0.00	14,974.56	-14,974.56
SBA RLF - 04	61,888.59	49,428.91	12,459.68
SBA RLF-05	145,775.64	127,402.80	18,372.84
SBA RLF - 06	184,190.55	231,816.23	-47,625.68
SBA RLF -07	222,595.41	0.00	222,595.41
Total Loans Receivable	<u>614,450.19</u>	<u>423,622.50</u>	<u>190,827.69</u>
CEDC - Loan Funds			
CEDC - 01	940,640.19	951,048.42	-10,408.23
Total CEDC - Loan Funds	<u>940,640.19</u>	<u>951,048.42</u>	<u>-10,408.23</u>
Total Other Current Assets	<u>1,586,629.68</u>	<u>1,484,415.31</u>	<u>102,214.37</u>
Total Current Assets	<u>3,611,014.32</u>	<u>3,446,996.12</u>	<u>164,018.20</u>
Fixed Assets			
Property & Capitalized Assets			
1500-01 · Furniture	8,687.28	10,358.29	-1,671.01
1500-02 · Computers & Equipment	19,027.45	15,088.46	3,938.99
1500-03 · Website	10,037.00	10,037.00	0.00
1500-04 · Equipment	2,616.00	2,616.00	0.00
1600-00 · Accumulated depreciation	-20,599.90	-21,402.90	803.00
Total Property & Capitalized Assets	<u>19,767.83</u>	<u>16,696.85</u>	<u>3,070.98</u>
Total Fixed Assets	<u>19,767.83</u>	<u>16,696.85</u>	<u>3,070.98</u>
Other Assets			
Comm. Pk Land Sale Recv.			
1265-03 · Harpis	19,409.30	19,409.30	0.00
Total Comm. Pk Land Sale Recv.	<u>19,409.30</u>	<u>19,409.30</u>	<u>0.00</u>
Grants Receivable			
1260-02 · Flanders (Grant)	200,000.00	200,000.00	0.00
1260-06 · 1247 L/R Angello's Distributing	27,051.84	27,051.84	0.00
Total Grants Receivable	<u>227,051.84</u>	<u>227,051.84</u>	<u>0.00</u>
Allowance for Bad Debt Loans			
1280-03 · SBA Bad Debt Reserve	-34,478.51	-37,532.79	3,054.28
1280-01 · Allowance for loan loss	-97,247.16	-87,835.32	-9,411.84
Total Allowance for Bad Debt Loans	<u>-131,725.67</u>	<u>-125,368.11</u>	<u>-6,357.56</u>
2300 · Security Deposit	3,200.00	3,200.00	0.00
Total Other Assets	<u>117,935.47</u>	<u>124,293.03</u>	<u>-6,357.56</u>
TOTAL ASSETS	<u><u>3,748,717.62</u></u>	<u><u>3,587,986.00</u></u>	<u><u>160,731.62</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000-01 · *Accounts Payable	21,867.75	13,103.98	8,763.77
Total Accounts Payable	<u>21,867.75</u>	<u>13,103.98</u>	<u>8,763.77</u>
Other Current Liabilities			

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Accrued Expenses			
2115-02 · Paid Family Leave	102.44	24.86	77.58
2115-03 · Pension	5,666.65	11,916.66	-6,250.01
2115-04 · Vac buy back	9,166.64	9,166.67	-0.03
2120-01 · Application Fees (Net Advance)	4,489.05	4,450.00	39.05
Total Accrued Expenses	<u>19,424.78</u>	<u>25,558.19</u>	<u>-6,133.41</u>
2009 · Loan payable - PPP	68,700.00	0.00	68,700.00
Deferred Revenue			
2400-06 · Berkshire Taconic Grant	0.00	2,999.70	-2,999.70
2400-05 · Deferred CCounty money	30,666.68	38,333.33	-7,666.65
Total Deferred Revenue	<u>30,666.68</u>	<u>41,333.03</u>	<u>-10,666.35</u>
Land Deposit			
2300-04 · Keyser Realty, LLC			
Keyser Realty, LLC Exp.	0.00	-1,200.00	1,200.00
2300-04 · Keyser Realty, LLC - Other	0.00	4,500.00	-4,500.00
Total 2300-04 · Keyser Realty, LLC	<u>0.00</u>	<u>3,300.00</u>	<u>-3,300.00</u>
Total Land Deposit	<u>0.00</u>	<u>3,300.00</u>	<u>-3,300.00</u>
Total Other Current Liabilities	<u>118,791.46</u>	<u>70,191.22</u>	<u>48,600.24</u>
Total Current Liabilities	<u>140,659.21</u>	<u>83,295.20</u>	<u>57,364.01</u>
Long Term Liabilities			
2010 · Loan payable - EIDL	105,900.00	0.00	105,900.00
Loans Payable to SBA			
2600-02 · Loan Payable - SBA #4	30,610.60	61,003.70	-30,393.10
2600-03 · Loan Payable - SBA #5	114,814.84	157,870.36	-43,055.52
2600-04 · Loan Payable - SBA #6	210,833.22	247,499.94	-36,666.72
2600-05 · Loan Payable - SBA RLF #7	250,000.00	0.00	250,000.00
Total Loans Payable to SBA	<u>606,258.66</u>	<u>466,374.00</u>	<u>139,884.66</u>
Debt Reserve			
2056 · Hudson Dev. Corp Debt Reserve	10,000.00	10,000.00	0.00
Total Debt Reserve	<u>10,000.00</u>	<u>10,000.00</u>	<u>0.00</u>
Long term Deferrd Revenue			
Deferred rev.CDBG-267ED424-02			
2400-03 · 2549 Angello's Distributing, I	27,051.84	27,051.84	0.00
Total Deferred rev.CDBG-267ED424-02	<u>27,051.84</u>	<u>27,051.84</u>	<u>0.00</u>
Total Long term Deferrd Revenue	<u>27,051.84</u>	<u>27,051.84</u>	<u>0.00</u>
Total Long Term Liabilities	<u>749,210.50</u>	<u>503,425.84</u>	<u>245,784.66</u>
Total Liabilities	<u>889,869.71</u>	<u>586,721.04</u>	<u>303,148.67</u>
Equity			
Invested in Capital Assets			
3200-01 · Invested in Capital Assets	19,767.83	16,696.85	3,070.98
Total Invested in Capital Assets	<u>19,767.83</u>	<u>16,696.85</u>	<u>3,070.98</u>
Net assets Restricted			
1110 R SBA Microloan	277,002.51	269,091.97	7,910.54
3100-01 · County Directed	48,889.00	48,889.00	0.00

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3100-03 - R- Net Assets- Comm Prk Princip	71,817.00	71,817.00	0.00
Total Net assets Restricted	397,708.51	389,797.97	7,910.54
Unrestricted Net Position	2,576,922.71	2,587,311.45	-10,388.74
Net Income	-135,551.14	7,458.69	-143,009.83
Total Equity	2,858,847.91	3,001,264.96	-142,417.05
TOTAL LIABILITIES & EQUITY	<u>3,748,717.62</u>	<u>3,587,986.00</u>	<u>160,731.62</u>

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	<u><u>% Change</u></u>
ASSETS	
Current Assets	
Checking/Savings	
Checking and Savings	
Operating Bank Accounts	
1000-00 · Checking -Key Bank	37.62%
1000-05 · Cash, TD Bank Checking	-100.0%
1021-00 · Key Bank - Gold MM Savings	-6.06%
1032.00 · Berkshire Bank	1.99%
1001-00 · Key - PPP/EIDL Account	100.0%
Total Operating Bank Accounts	<u>-0.23%</u>
Loan SBA Cash Accounts	
1100-01 · SBA Key - RLF #3	25.17%
1100-02 · SBA Key - RLF #4	-67.89%
1100-03 · SBA Bank of Greene Cty - RLF #5	-53.03%
1100-07 · SBA Bank of Greene Cty - RLF #6	75.88%
1100-10 · SBA Key - RLF #7	29,582.24%
Total Loan SBA Cash Accounts	<u>-7.87%</u>
Loan CEDC Cash Accounts	
1000-02 · Loan Community Ckg 648	-67.92%
1020-01 · 1003-Community Svgs DM SC	7.5%
Total Loan CEDC Cash Accounts	<u>4.36%</u>
Grants Cash Accounts	
Key - BTCF County Grant	100.0%
Total Grants Cash Accounts	<u>100.0%</u>
Reserve SBA Cash Accounts	
1100-04 · Key Bank - LLR #3	0.04%
1100-05 · Key Bank - LLR #4	0.04%
1100-06 · Bank of Greene County - LLR #5	0.35%
1100-08 · Bank of Greene County - LLR #6	-7.6%
1100-09 · Key Bank - LLR #7	37,500.0%
Total Reserve SBA Cash Accounts	<u>28.58%</u>
Reserve CEDC Cash Accounts	
1031-00 · BOGC - Reserve	0.35%
Total Reserve CEDC Cash Accounts	<u>0.35%</u>
Total Checking and Savings	<u>3.15%</u>
Total Checking/Savings	<u>3.15%</u>
Other Current Assets	
Accounts Receivable	
1115-09 · Hudson IDA	0.0%
1115-06 · SBA T/A	-57.26%
1115-08 · Goat Grant	-91.65%
1203 · Columbia County IDA	0.0%
Total Accounts Receivable	<u>-69.73%</u>

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	% Change
1251-15 · Prepaid expense	-100.0%
Loans Receivable	
SBA RLF - 03	-100.0%
SBA RLF - 04	25.21%
SBA RLF-05	14.42%
SBA RLF - 06	-20.55%
SBA RLF -07	100.0%
Total Loans Receivable	45.05%
CEDC - Loan Funds	
CEDC - 01	-1.09%
Total CEDC - Loan Funds	-1.09%
Total Other Current Assets	6.89%
Total Current Assets	4.76%
Fixed Assets	
Property & Capitalized Assets	
1500-01 · Furniture	-16.13%
1500-02 · Computers & Equipment	26.11%
1500-03 · Website	0.0%
1500-04 · Equipment	0.0%
1600-00 · Accumulated depreciation	3.75%
Total Property & Capitalized Assets	18.39%
Total Fixed Assets	18.39%
Other Assets	
Comm. Pk Land Sale Recv.	
1265-03 · Harpis	0.0%
Total Comm. Pk Land Sale Recv.	0.0%
Grants Receivable	
1260-02 · Flanders (Grant)	0.0%
1260-06 · 1247 L/R Angello's Distributing	0.0%
Total Grants Receivable	0.0%
Allowance for Bad Debt Loans	
1280-03 · SBA Bad Debt Reserve	8.14%
1280-01 · Allowance for loan loss	-10.72%
Total Allowance for Bad Debt Loans	-5.07%
2300 · Security Deposit	0.0%
Total Other Assets	-5.12%
TOTAL ASSETS	4.48%
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-01 · *Accounts Payable	66.88%
Total Accounts Payable	66.88%
Other Current Liabilities	

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	<u><u>% Change</u></u>
Accrued Expenses	
2115-02 · Paid Family Leave	312.07%
2115-03 · Pension	-52.45%
2115-04 · Vac buy back	0.0%
2120-01 · Application Fees (Net Advance)	0.88%
Total Accrued Expenses	<u>-24.0%</u>
2009 · Loan payable - PPP	100.0%
Deferred Revenue	
2400-06 · Berkshire Taconic Grant	-100.0%
2400-05 · Deferred CCounty money	-20.0%
Total Deferred Revenue	<u>-25.81%</u>
Land Deposit	
2300-04 · Keyser Realty, LLC	
Keyser Realty, LLC Exp.	100.0%
2300-04 · Keyser Realty, LLC - Other	-100.0%
Total 2300-04 · Keyser Realty, LLC	<u>-100.0%</u>
Total Land Deposit	<u>-100.0%</u>
Total Other Current Liabilities	<u>69.24%</u>
Total Current Liabilities	<u>68.87%</u>
Long Term Liabilities	
2010 · Loan payable - EIDL	100.0%
Loans Payable to SBA	
2600-02 · Loan Payable - SBA #4	-49.82%
2600-03 · Loan Payable - SBA #5	-27.27%
2600-04 · Loan Payable - SBA #6	-14.82%
2600-05 · Loan Payable - SBA RLF #7	100.0%
Total Loans Payable to SBA	<u>29.99%</u>
Debt Reserve	
2056 · Hudson Dev. Corp Debt Reserve	0.0%
Total Debt Reserve	<u>0.0%</u>
Long term Deferrd Revenue	
Deferred rev.CDBG-267ED424-02	
2400-03 · 2549 Angello's Distributing, I	0.0%
Total Deferred rev.CDBG-267ED424-02	<u>0.0%</u>
Total Long term Deferrd Revenue	<u>0.0%</u>
Total Long Term Liabilities	<u>48.82%</u>
Total Liabilities	<u>51.67%</u>
Equity	
Invested in Capital Assets	
3200-01 · Invested in Capital Assets	18.39%
Total Invested in Capital Assets	<u>18.39%</u>
Net assets Restricted	
1110 R SBA Microloan	2.94%
3100-01 · County Directed	0.0%

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	<u>% Change</u>
3100-03 · R- Net Assets- Comm Prk Princip	0.0%
Total Net assets Restricted	2.03%
Unrestricted Net Position	-0.4%
Net Income	-1,917.36%
Total Equity	-4.75%
TOTAL LIABILITIES & EQUITY	4.48%

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through November 2020

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Administrative Revenue			
4050-07 · Galvin Minority Grant	3,440.00		
4050-03 · Columbia County IDA	22,000.00	22,000.00	0.00
4050-06 · Hudson IDA	9,166.67	10,083.33	-916.66
Total Administrative Revenue	<u>34,606.67</u>	<u>32,083.33</u>	<u>2,523.34</u>
Columbia County			
4000-01 · Columbia County Income	360,333.32	421,666.66	-61,333.34
Total Columbia County	<u>360,333.32</u>	<u>421,666.66</u>	<u>-61,333.34</u>
Grant Income **	2,625.00	15,000.00	-12,375.00
Membership/Sponsorship			
4030-01 · Sustaining Membership	12,500.00		
4030-02 · Full Membership	8,200.00		
4030-03 · Associate Membership	3,300.00		
4030-04 · MicroBiz Membership	125.00		
4030-05 · Member Deferral	11,710.50		
4030-06 · Sponsorship Inc.	4,950.00		
Membership/Sponsorship - Other	0.00	75,000.00	-75,000.00
Total Membership/Sponsorship	<u>40,785.50</u>	<u>75,000.00</u>	<u>-34,214.50</u>
5900 · Interest Income	52,818.61	73,333.33	-20,514.72
Other Income			
Bank Interest - SBA RLF			
4040-08 · Bank Interest - SBA RLF 3	24.95	24.95	0.00
4040-11 · Bank Interest - SBA RLF 4	14.17	14.17	0.00
4040-14 · Bank Interest - SBA RLF 5	159.35	159.25	0.10
4040-18 · Bank Interest - SBA RLF 6	101.69	101.89	-0.20
Total Bank Interest - SBA RLF	<u>300.16</u>	<u>300.26</u>	<u>-0.10</u>
Bank Interest SBA LLR			
4040-06 · Bank Interest SBA LLR 3	7.08	7.08	0.00
4040-09 · Bank Interest SBA LLR 4	4.37	4.37	0.00
4040-12 · Bank Interest SBA LLR 5	117.35	117.35	0.00
4040-20 · Bank Interest SBA LLR #6	123.80	123.80	0.00
Total Bank Interest SBA LLR	<u>252.60</u>	<u>252.60</u>	<u>0.00</u>
Grant Income *			
Col Cnty Student Connect grant	13,237.45		
Galvan Grants Minority	100,000.00		
Warren St. For All	3,000.00		
Germantown Grant Inc.	31,000.01		
BTCF County Grant Inc.	208,284.00		
Total Grant Income *	<u>355,521.46</u>		
4040-02 · Bank/Miscellaneous Income			
4091 · Land Sale Admin Inc.(Interest)	0.00	874.00	-874.00
4040-02 · Bank/Miscellaneous Income - Other	9,957.17	21,560.24	-11,603.07

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through November 2020

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Total 4040-02 · Bank/Miscellaneous Income	9,957.17	22,434.24	-12,477.07
Total Other Income	366,031.39	22,987.10	343,044.29
SBA Microloan T/A			
4040.15 · SBA - T/A	101,821.95	110,000.00	-8,178.05
Total SBA Microloan T/A	101,821.95	110,000.00	-8,178.05
Total Income	959,022.44	750,070.42	208,952.02
Gross Profit	959,022.44	750,070.42	208,952.02
Expense			
Grants Expense*			
Galvin Minority grant exp	100,000.00		
Germantown Grant Exp	31,900.00		
BTCF County Grant Exp	207,869.53		
Total Grants Expense*	339,769.53		
Conferences and Training			
5090-01 · Conference & Training	512.00	6,875.00	-6,363.00
Total Conferences and Training	512.00	6,875.00	-6,363.00
Consulting -TSI			
5040-03 · 5002 Consulting TSI	119,002.00	117,337.00	1,665.00
Total Consulting -TSI	119,002.00	117,337.00	1,665.00
Consulting Fees			
5040-02 · Consulting Other	66,721.97	27,500.00	39,221.97
Total Consulting Fees	66,721.97	27,500.00	39,221.97
Direct Program Expenses			
5070-03 · Meetings / Events	3,020.00	17,500.00	-14,480.00
Total Direct Program Expenses	3,020.00	17,500.00	-14,480.00
Facility			
5050-01 · Rent	35,440.00	35,440.00	0.00
Total Facility	35,440.00	35,440.00	0.00
5051 · Grant Exp.to CRC	5,000.00		
Insurance			
5065-01 · Insurance	3,000.55	3,500.00	-499.45
Total Insurance	3,000.55	3,500.00	-499.45
SBA Interest Expense			
5101-02 · Interest on Loans from SBA 4	173.08		
Total SBA Interest Expense	173.08		
MicroBiz Expenses			
5150-01 · Technical Assistance	22,846.77	27,958.33	-5,111.56
5150-02 · Marketing	1,707.58	1,500.00	207.58
5150-03 · Seminars/Workshops	1,100.00	2,900.00	-1,800.00
Total MicroBiz Expenses	25,654.35	32,358.33	-6,703.98
New Initiatives			
5200 · New Initiatives	9,000.00	68,750.00	-59,750.00
5200-A · Workforce & Education	18,491.83		
5200-B · COVID-19	23,196.56		

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Profit & Loss Budget vs. Actual
January through November 2020

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5200-C · Warren St.For All	5,000.00		
Total New Initiatives	55,688.39	68,750.00	-13,061.61
Office Expense			
5060-01 · Comp./Equip & Leasing & Maint.	20,957.45	14,758.33	6,199.12
5060-02 · Telephone & Fax	5,985.36	3,666.67	2,318.69
5060-03 · Internet	1,261.89	1,283.33	-21.44
5060-04 · Office Supplies & Printing	3,857.88	9,166.67	-5,308.79
5060-05 · Dues & Subscriptions	8,201.50	5,450.00	2,751.50
5060-06 · Postage	696.40	458.34	238.06
5060-07 · Misc. Office Expenses	51.81	0.00	51.81
5060-08 · Web Site	4,099.25	4,583.33	-484.08
Total Office Expense	45,111.54	39,366.67	5,744.87
Other Expenses			
5100-01 · Miscellaneous Expense	11,028.93	11,458.33	-429.40
Total Other Expenses	11,028.93	11,458.33	-429.40
Employer Expenses			
Payroll			
5000-01 · Marketing Manager	62,765.44	62,516.66	248.78
5000-02 · Business Dev Spec.	52,869.30	52,937.50	-68.20
5000-04 · Bookkeeper	51,645.44	51,562.50	82.94
5000-05 · Office Manager	54,230.24	54,083.34	146.90
5000-06 · Economic Developer	25,555.12	27,958.34	-2,403.22
5000-07 · Intern	9,652.25	11,916.66	-2,264.41
5000-08 · Project Manager	0.00	38,958.34	-38,958.34
Total Payroll	256,717.79	299,933.34	-43,215.55
Fringe Benefits			
5020-04 · Life Insurance	2,978.25	3,208.33	-230.08
5020-01 · Health Insurance	20,834.00	26,125.00	-5,291.00
5020-03 · Pension	11,615.37	12,466.67	-851.30
5020-02 · Vacation Buy Back	12,196.89	9,166.67	3,030.22
Total Fringe Benefits	47,624.51	50,966.67	-3,342.16
Employer Payroll Taxes			
5010-07 · Workers Comp.	1,252.00	1,375.00	-123.00
5010-05 · State Unemployment	2,230.79	3,277.08	-1,046.29
5010-01 · Disability	42.14	529.68	-487.54
5010-04 · Social Security	17,717.51	18,608.33	-890.82
5010-03 · Medicare	4,143.61	4,354.63	-211.02
Total Employer Payroll Taxes	25,386.05	28,144.72	-2,758.67
Total Employer Expenses	329,728.35	379,044.73	-49,316.38
Professional Fees			
5030-01 · Legal and accounting Fees	11,770.50	11,458.33	312.17
5030-03 · Accounting and Audit Fees	21,277.69	17,900.00	3,377.69
5030-04 · Payroll Services	1,675.00	1,833.33	-158.33
Total Professional Fees	34,723.19	31,191.66	3,531.53

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through November 2020

	<u>Jan - Nov 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Public Relations/Marketing			
5080-01 · Travel & Entertainment	166.87	2,750.00	-2,583.13
5080-02 · Marketing	19,832.83	20,676.10	-843.27
Total Public Relations/Marketing	19,999.70	23,426.10	-3,426.40
Total Expense	1,094,573.58	793,747.82	300,825.76
Net Ordinary Income	-135,551.14	-43,677.40	-91,873.74
Net Income	<u>-135,551.14</u>	<u>-43,677.40</u>	<u>-91,873.74</u>

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through November 2020

	<u>% of Budget</u>
Ordinary Income/Expense	
Income	
Administrative Revenue	
4050-07 · Galvin Minority Grant	
4050-03 · Columbia County IDA	100.0%
4050-06 · Hudson IDA	90.91%
Total Administrative Revenue	<u>107.87%</u>
Columbia County	
4000-01 · Columbia County Income	85.46%
Total Columbia County	<u>85.46%</u>
Grant Income **	17.5%
Membership/Sponsorship	
4030-01 · Sustaining Membership	
4030-02 · Full Membership	
4030-03 · Associate Membership	
4030-04 · MicroBiz Membership	
4030-05 · Member Deferral	
4030-06 · Sponsorship Inc.	
Membership/Sponsorship - Other	0.0%
Total Membership/Sponsorship	<u>54.38%</u>
5900 · Interest Income	72.03%
Other Income	
Bank Interest - SBA RLF	
4040-08 · Bank Interest - SBA RLF 3	100.0%
4040-11 · Bank Interest - SBA RLF 4	100.0%
4040-14 · Bank Interest - SBA RLF 5	100.06%
4040-18 · Bank Interest - SBA RLF 6	99.8%
Total Bank Interest - SBA RLF	<u>99.97%</u>
Bank Interest SBA LLR	
4040-06 · Bank Interest SBA LLR 3	100.0%
4040-09 · Bank Interest SBA LLR 4	100.0%
4040-12 · Bank Interest SBA LLR 5	100.0%
4040-20 · Bank Interest SBA LLR #6	100.0%
Total Bank Interest SBA LLR	<u>100.0%</u>
Grant Income *	
Col Cnty Student Connect grant	
Galvan Grants Minority	
Warren St. For All	
Germantown Grant Inc.	
BTCF County Grant Inc.	
Total Grant Income *	
4040-02 · Bank/Miscellaneous Income	
4091 · Land Sale Admin Inc.(Interest)	0.0%
4040-02 · Bank/Miscellaneous Income - Other	46.18%

Columbia Economic Development Corp
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 January through November 2020

	% of Budget
Total 4040-02 · Bank/Miscellaneous Income	44.38%
Total Other Income	1,592.33%
SBA Microloan T/A	
4040.15 · SBA - T/A	92.57%
Total SBA Microloan T/A	92.57%
Total Income	127.86%
Gross Profit	127.86%
Expense	
Grants Expense*	
Galvin Minority grant exp	
Germantown Grant Exp	
BTCF County Grant Exp	
Total Grants Expense*	
Conferences and Training	
5090-01 · Conference & Training	7.45%
Total Conferences and Training	7.45%
Consulting -TSI	
5040-03 · 5002 Consulting TSI	101.42%
Total Consulting -TSI	101.42%
Consulting Fees	
5040-02 · Consulting Other	242.63%
Total Consulting Fees	242.63%
Direct Program Expenses	
5070-03 · Meetings / Events	17.26%
Total Direct Program Expenses	17.26%
Facility	
5050-01 · Rent	100.0%
Total Facility	100.0%
5051 · Grant Exp.to CRC	
Insurance	
5065-01 · Insurance	85.73%
Total Insurance	85.73%
SBA Interest Expense	
5101-02 · Interest on Loans from SBA 4	
Total SBA Interest Expense	
MicroBiz Expenses	
5150-01 · Technical Assistance	81.72%
5150-02 · Marketing	113.84%
5150-03 · Seminars/Workshops	37.93%
Total MicroBiz Expenses	79.28%
New Initiatives	
5200 · New Initiatives	13.09%
5200-A · Workforce & Education	
5200-B · COVID-19	

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
 January through November 2020

	<u>% of Budget</u>
5200-C · Warren St.For All	
Total New Initiatives	81.0%
Office Expense	
5060-01 · Comp./Equip & Leasing & Maint.	142.0%
5060-02 · Telephone & Fax	163.24%
5060-03 · Internet	98.33%
5060-04 · Office Supplies & Printing	42.09%
5060-05 · Dues & Subscriptions	150.49%
5060-06 · Postage	151.94%
5060-07 · Misc. Office Expenses	100.0%
5060-08 · Web Site	89.44%
Total Office Expense	114.59%
Other Expenses	
5100-01 · Miscellaneous Expense	96.25%
Total Other Expenses	96.25%
Employer Expenses	
Payroll	
5000-01 · Marketing Manager	100.4%
5000-02 · Business Dev Spec.	99.87%
5000-04 · Bookkeeper	100.16%
5000-05 · Office Manager	100.27%
5000-06 · Economic Developer	91.4%
5000-07 · Intern	81.0%
5000-08 · Project Manager	0.0%
Total Payroll	85.59%
Fringe Benefits	
5020-04 · Life Insurance	92.83%
5020-01 · Health Insurance	79.75%
5020-03 · Pension	93.17%
5020-02 · Vacation Buy Back	133.06%
Total Fringe Benefits	93.44%
Employer Payroll Taxes	
5010-07 · Workers Comp.	91.06%
5010-05 · State Unemployment	68.07%
5010-01 · Disability	7.96%
5010-04 · Social Security	95.21%
5010-03 · Medicare	95.15%
Total Employer Payroll Taxes	90.2%
Total Employer Expenses	86.99%
Professional Fees	
5030-01 · Legal and accounting Fees	102.72%
5030-03 · Accounting and Audit Fees	118.87%
5030-04 · Payroll Services	91.36%
Total Professional Fees	111.32%

Columbia Economic Development Corp
Profit & Loss Budget vs. Actual
January through November 2020

	<u>% of Budget</u>
Public Relations/Marketing	
5080-01 · Travel & Entertainment	6.07%
5080-02 · Marketing	95.92%
Total Public Relations/Marketing	85.37%
Total Expense	137.9%
Net Ordinary Income	310.35%
Net Income	310.35%