

**BETHLEHEM IDA 2022Budget**

|   | 2015     | 2016                | 2017                | 2018                | 2019                | 2020                | 2021                | 2022                | 2023                | 2024                |
|---|----------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|   | Approved | Approved            | Approved            | Approved            | Approved            | Approved            | Approved            | PROJECTED           | PROJECTED           | PROJECTED           |
| <b>REVENUE &amp; FINANCIAL SOURCES</b>                  |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Operating Revenues</b>                               |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Charges for services                                    |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Gifts & Donations                                       |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Miscellaneous   |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Fee Income  | A        | \$22,000.00         | \$12,000.00         | \$25,000.00         | \$25,000.00         | \$25,000.00         | \$ -                | \$25,000.00         | \$25,000.00         | \$25,000.00         |
| Application Fees  |          | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            | 1,000.00            |
| Annual Fees   |          | 11,349.00           | 13,654.00           | 16,107.00           | 21,501.00           | 20,329.00           | 16,744.00           | 16,744.00           | 16,744.00           | 0.00                |
| Agency Counsel Fee                                      |          | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 0.00                | 10,000.00           | 10,000.00           | 10,000.00           |
| Energy Reimbursement Pymt                               |          | 70,000.00           | 106,000.00          | 70,000.00           | 71,000.00           | 72,000.00           | 37,000.00           | 38,000.00           | 70,000.00           | 35,000.00           |
| <b>TOTAL OPERATING REVENUES</b>                         |          | <b>\$114,349.00</b> | <b>\$142,654.00</b> | <b>\$122,107.00</b> | <b>\$128,501.00</b> | <b>\$128,329.00</b> | <b>\$54,744.00</b>  | <b>\$90,744.00</b>  | <b>\$122,744.00</b> | <b>\$71,000.00</b>  |
| Rentals & Financing Income                              |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Other Operating Revenues                                |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Nonoperating Revenues</b>                            |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Investment earnings                                     |          | \$1,200.00          | \$300.00            | \$300.00            | \$300.00            | \$300.00            | \$3,000.00          | \$1,200.00          | \$300.00            | \$300.00            |
| State subsidies/grants                                  |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Federal subsidies/grants                                |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Municipal subsidies/grants                              |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Use of Surplus  | B        | \$49,451.00         | \$23,046.00         | \$14,893.00         | \$8,451.00          | \$38,639.00         | \$49,755.00         | \$39,839.00         | \$0.00              | \$48,760.00         |
| Proceeds from the issuance of debt                      |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Total Revenue &amp; Financing Sources</b>            |          | <b>\$165,000.00</b> | <b>\$166,000.00</b> | <b>\$137,300.00</b> | <b>\$137,252.00</b> | <b>\$167,268.00</b> | <b>\$107,499.00</b> | <b>\$131,783.00</b> | <b>\$123,044.00</b> | <b>\$120,060.00</b> |
| <b>EXPENDITURES</b>                                     |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Operating Expenditures</b>                           |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Salaries and Wages                                      | C        | \$47,616.00         | \$47,616.00         | \$47,616.00         | \$48,568.00         | \$48,568.00         | \$24,284.00         | \$48,568.00         | \$0.00              | \$0.00              |
| Other Employee Benefits                                 |          | 12,284.00           | 13,284.00           | 14,584.00           | 14,584.00           | 13,600.00           | 8,115.00            | 8,115.00            | 0.00                | 0.00                |
| Professional Services Contracts                         | D        | 95,000.00           | 95,000.00           | 65,000.00           | 65,000.00           | 95,000.00           | 65,000.00           | 65,000.00           | 95,560.00           | 95,560.00           |
| Professional Services Contracts-Project Pass Through    | E        |                     |                     |                     |                     |                     |                     |                     | 10,000.00           | 10,000.00           |
| Supplies and Materials                                  |          | 100.00              | 100.00              | 100.00              | 100.00              | 100.00              | 100.00              | 100.00              | 500.00              | 500.00              |
| Other Operating Expenditures                            | F        | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 12,000.00           | 12,000.00           |
| Business and Economic Development Services              |          |                     |                     |                     |                     |                     |                     |                     | 2,000.00            | 2,000.00            |
| <b>TOTAL OPERATING EXPENDITURES</b>                     |          | <b>\$165,000.00</b> | <b>\$166,000.00</b> | <b>\$137,300.00</b> | <b>\$138,252.00</b> | <b>\$167,268.00</b> | <b>\$107,499.00</b> | <b>\$131,783.00</b> | <b>\$120,060.00</b> | <b>\$120,060.00</b> |
| Grants for Economic Dev                                 |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>TOTAL EXPENDITURES</b>                               |          |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Excess (deficiency) of revenue over expenditures</b> |          | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>-\$1,000.00</b>  | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$2,984.00</b>   | <b>\$2,984.00</b>   |
| <b>Fund Balance-End of Period</b>                       |          |                     |                     |                     |                     | <b>\$476,636.00</b> | <b>\$416,085.00</b> | <b>\$451,588.00</b> | <b>\$431,820.00</b> | <b>\$434,804.00</b> |

(A) 2022 Project \$3,333.333. x.075

(B) Proposed use of surplus

(C) 2022 Salary

(D) Town Service Fee \$34,760. Exec Director Fee \$50,000 CFO Fee \$10,800.

(E) Professional Service pass through of Counsel Fee

(F) Audit fee \$3,600., Dues 3,545. Web site related \$1,455, Other \$3,400.

**BETHLEHEM IDA 2022 Budget  
2021 Overview**

|   | 2021<br>Through 9/30 | 2021<br>Oct-Dec    | 2021<br>Expected    | 2021<br>Budget      |
|---|----------------------|--------------------|---------------------|---------------------|
| <b><u>REVENUE &amp; FINANCIAL SOURCES</u></b>               |                      |                    |                     |                     |
| <b>Operating Revenues</b>                                   |                      |                    |                     |                     |
| Charges for services  |                      |                    |                     |                     |
| Gifts & Donations   |                      |                    |                     |                     |
| Miscellaneous   |                      |                    |                     |                     |
| Fee Income  | \$0.00               | \$0.00             | \$0.00              | \$25,000.00         |
| Application Fees  | 500.00               | 0.00               | 500.00              | 1,000.00            |
| Annual Fees   | 16,743.35            | 0.00               | 16,743.35           | 16,744.00           |
| Agency Counsel Fee  | 0.00                 | 0.00               | 0.00                | 10,000.00           |
| Energy Reimbursement Pymt                                   | 67,838.64            | 39,000.00          | 106,838.64          | 38,000.00           |
| <b>TOTAL OPERATING REVENUES</b>                             | <b>\$85,081.99</b>   | <b>\$39,000.00</b> | <b>\$124,081.99</b> | <b>\$90,744.00</b>  |
| Rentals & Financing Income                                  |                      |                    |                     |                     |
| Other Operating Revenues                                    |                      |                    |                     |                     |
| <b>Nonoperating Revenues</b>                                |                      |                    |                     |                     |
| Investment earnings   | \$65.20              | \$13.50            | \$78.70             | \$1,200.00          |
| State subsidies/grants                                      |                      |                    |                     |                     |
| Federal subsidies/grants                                    |                      |                    |                     |                     |
| Municipal subsidies/grants                                  |                      |                    |                     |                     |
| Vista Bond Payments   |                      |                    |                     |                     |
| Use of Surplus  | 0.00                 | 0.00               | 0.00                | 59,339.00           |
| Proceeds from the issuance of debt                          |                      |                    |                     |                     |
| <b>Total Revenue &amp; Financing Sources</b>                | <b>\$85,147.19</b>   | <b>\$39,013.50</b> | <b>\$124,160.69</b> | <b>\$151,283.00</b> |
| <b><u>EXPENDITURES</u></b>                                  |                      |                    |                     |                     |
| <b>Operating Expenditures</b>                               |                      |                    |                     |                     |
| Salaries and Wages  | \$36,426.06          | \$12,141.96        | \$48,568.02         | \$48,568.00         |
| Other Employee Benefits                                     | \$6,086.25           | \$2,661.96         | \$8,748.21          | \$8,115.00          |
| Professional Services Contracts                             | \$49,399.94          | \$15,199.98        | \$64,599.92         | \$65,000.00         |
| Supplies and Materials                                      | \$0.00               | \$0.00             | \$0.00              | \$100.00            |
| Other Operating Expenditures                                | \$3,705.49           | \$1,467.11         | \$5,172.60          | \$10,000.00         |
| <b>TOTAL OPERATING EXPENDITURES</b>                         | <b>\$95,617.74</b>   | <b>\$31,471.01</b> | <b>\$127,088.75</b> | <b>\$131,783.00</b> |
| Grants for Economic Dev                                     | \$500.00             | \$0.00             | \$500.00            | \$19,500.00         |
| <b>TOTAL EXPENDITURES</b>                                   | <b>\$96,117.74</b>   | <b>\$31,471.01</b> | <b>\$127,588.75</b> | <b>\$151,283.00</b> |
| <b>Excess (deficiency) of revenue<br/>over expenditures</b> | <b>-\$10,970.55</b>  | <b>\$7,542.49</b>  | <b>-\$3,428.06</b>  | <b>\$0.00</b>       |

**BETHLEHEM IDA ACTUAL RESULTS**

|   | 2014                | 2015                | 2016                | 2017                | 2018                | 2019                 | 2020                |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|---------------------|
| <b>REVENUE &amp; FINANCIAL SOURCES</b>                  |                     |                     |                     |                     |                     |                      |                     |
| <b>Operating Revenues</b>                               |                     |                     |                     |                     |                     |                      |                     |
| Charges for services                                    |                     |                     |                     |                     |                     |                      |                     |
| Gifts & Donations                                       |                     |                     |                     |                     |                     |                      |                     |
| Miscellaneous   |                     |                     |                     |                     |                     |                      |                     |
| Fee Income  | \$5,000.00          | \$0.00              | \$39,787.00         | \$3,000.00          | \$143,977.00        | \$0.00               | \$0.00              |
| Application Fees  | 1,000.00            | 0.00                | 1,500.00            | 1,000.00            | 0.00                | 0.00                 | 1,500.00            |
| Annual Fees   | 11,349.00           | 11,349.00           | 11,349.00           | 13,802.00           | 12,146.00           | 19,295.00            | 16,743.00           |
| Agency Counsel Fee                                      | 5,000.00            | 1,000.00            | 7,000.00            | 2,000.00            | 27,000.00           | 0.00                 | 3,500.00            |
| Energy Reimbursement Pymt                               | 72,421.00           | 59,577.00           | 51,981.00           | 68,682.00           | 87,030.00           | 49,446.00            | 46,201.00           |
| <b>TOTAL OPERATING REVENUES</b>                         | <b>\$94,770.00</b>  | <b>\$71,926.00</b>  | <b>\$111,617.00</b> | <b>\$88,484.00</b>  | <b>\$270,153.00</b> | <b>\$68,741.00</b>   | <b>\$67,944.00</b>  |
| Rentals & Financing Income                              |                     |                     |                     |                     |                     |                      |                     |
| Other Operating Revenues                                |                     |                     |                     |                     |                     |                      |                     |
| <b>Nonoperating Revenues</b>                            |                     |                     |                     |                     |                     |                      |                     |
| Investment earnings                                     | \$304.00            | \$349.00            | \$314.00            | \$ 283.00           | \$339.00            | \$307.00             | \$2,828.00          |
| State subsidies/grants                                  |                     |                     |                     |                     |                     |                      |                     |
| Federal subsidies/grants                                |                     |                     |                     |                     |                     |                      |                     |
| Municipal subsidies/grants                              |                     |                     |                     |                     |                     |                      |                     |
| Vista Bond Payments                                     |                     |                     |                     |                     |                     |                      |                     |
| Use of Surplus  |                     |                     |                     |                     |                     |                      |                     |
| Proceeds from the issuance of debt                      |                     |                     |                     |                     |                     |                      |                     |
| <b>Total Revenue &amp; Financing Sources</b>            | <b>\$95,074.00</b>  | <b>\$72,275.00</b>  | <b>\$111,931.00</b> | <b>\$88,767.00</b>  | <b>\$270,492.00</b> | <b>\$69,048.00</b>   | <b>\$70,772.00</b>  |
| <b>EXPENDITURES</b>                                     |                     |                     |                     |                     |                     |                      |                     |
| <b>Operating Expenditures</b>                           |                     |                     |                     |                     |                     |                      |                     |
| Salaries and Wages                                      | \$46,682.00         | \$47,616.00         | \$47,616.00         | \$47,616.00         | \$48,568.00         | \$48,568.00          | \$24,284.00         |
| Other Employee Benefits                                 | 13,144.00           | 14,337.00           | 14,342.00           | 11,435.00           | 11,522.00           | 11,115.00            | 6,518.00            |
| Professional Services Contracts                         | 91,050.00           | 91,050.00           | 97,750.00           | 60,800.00           | 60,800.00           | 90,800.00            | 60,800.00           |
| Supplies and Materials                                  | 13.00               | 0.00                | 0.00                | 0.00                | 0.00                | 14.00                | 0.00                |
| Other Operating Expenditures                            | 7,759.00            | 11,387.00           | 8,403.00            | 6,730.00            | 8,738.00            | 21,367.00            | 9,656.00            |
| <b>TOTAL OPERATING EXPENDITURES</b>                     | <b>\$158,648.00</b> | <b>\$164,390.00</b> | <b>\$168,111.00</b> | <b>\$126,581.00</b> | <b>\$129,628.00</b> | <b>\$171,864.00</b>  | <b>\$101,258.00</b> |
| Grants for Economic Dev                                 | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                 | 6,529.00            |
| <b>TOTAL EXPENDITURES</b>                               | <b>\$158,648.00</b> | <b>\$164,390.00</b> | <b>\$168,111.00</b> | <b>\$126,581.00</b> | <b>\$129,628.00</b> | <b>\$171,864.00</b>  | <b>\$107,787.00</b> |
| <b>Excess (deficiency) of revenue over expenditures</b> | <b>-\$63,574.00</b> | <b>-\$92,115.00</b> | <b>-\$56,180.00</b> | <b>-\$37,814.00</b> | <b>\$140,864.00</b> | <b>-\$102,816.00</b> | <b>-\$30,486.00</b> |