|  | $2023$ <br> Through 8/30 | $\begin{gathered} 2023 \\ \text { Sept-Dec } \\ \hline \end{gathered}$ | 2023 <br> Expected | 2024 <br> Recommendation to Board |
| :---: | :---: | :---: | :---: | :---: |
| REVENUE \& FINANCIAL SOURCES |  |  |  |  |
| Operating Revenues |  |  |  |  |
| Charges for services |  |  |  |  |
| Gifts \& Donations |  |  |  |  |
| Miscellaneous |  |  |  |  |
| Fee Income from Project Closings | \$212,500.00 | \$0.00 | \$212,500.00 | \$25,000.00 |
| Application Fees | 750.00 | 0.00 | 750.00 | 11,500.00 |
| Annual Fees, Projects Prior to 2022 | 136,958.35 | 0.00 | 19,352.00 | 56,619.00 |
| Annual Fees, 2022-2023 Projects |  |  | 117,607.00 | 117,607.00 |
| Energy Reimbursement Pmt | 94,857.78 | 36,000.00 | 130,857.78 | 40,000.00 |
| TOTAL OPERATING REVENUES | \$445,066.13 | \$36,000.00 | \$481,066.78 | \$250,726.00 |
| Nonoperating Revenues |  |  |  |  |
| Investment earnings | \$7,916.76 | \$50.58 | \$7,967.34 | \$40,000.00 |
| State subsidies/grants |  |  |  |  |
| Federal subsidies/grants |  |  |  |  |
| Municipal subsidies/grants |  |  |  |  |
| Bond Payments |  |  |  |  |
| Proceeds from the issuance of debt |  |  |  |  |
| Total Revenue \& Financing Sources | \$452,982.89 | \$36,050.58 | \$489,034.12 | \$290,726.00 |
| EXPENDITURES |  |  |  |  |
| Operating Expenditures |  |  |  |  |
| Salaries and Wages, Direct Staff | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Other Employee Benefits | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Services Contract - Town of Bethlehem |  |  | \$40,000.00 | \$45,000.00 |
| Insurance |  |  |  | \$2,000.00 |
| Professional Services Contract - Executive Director and Counsel <br> Professional Services Contract - CFO <br> Professional Services - Special Counsel <br> Professional Services Fee - Annual Audit <br> Professional Services Contract - Other <br> PARIS Line Item: Aggregate Prof Services | \$76,609.54 | \$34,333.32 | $\$ 50,000.00$ $\$ 15,000.00$ $\$ 16,614.33$ $\$ 121,614.33$ | $\begin{array}{r} \hline \$ 70,000.00 \\ \$ 15,000.00 \\ \$ 5,000.00 \\ \$ 4,500.00 \\ \$ 94,500.00 \\ \hline \end{array}$ |
| Supplies and Materials |  |  |  | \$2,500.00 |
| Marketing and Promotion of IDA |  |  |  | \$5,000.00 |
| Conference Fees |  |  |  | \$3,000.00 |
| Travel |  |  |  | \$2,500.00 |
| NYSEDC Membership |  |  |  | \$1,300.00 |
| CEG Membership |  |  |  | \$2,850.00 |
| Bethlehem Chamber Membership |  |  |  | \$350.00 |
| Sizeup |  |  |  | \$0.00 |
| IMPLAN |  |  |  | \$1,500.00 |
| Bellesboard |  |  |  | \$1,800.00 |
| Other Operating Expenditures | \$4,951.77 | \$3,964.00 | \$8,915.77 | \$2,500.00 |
| Business and Economic Development Services | \$0.00 | \$100,000.00 | \$100,000.00 | \$125,000.00 |
| TOTAL OPERATING EXPENDITURES | \$81,561.31 | \$138,297.32 | \$352,144.43 | \$289,800.00 |
| TOTAL EXPENDITURES | \$81,561.31 | \$138,297.32 | \$352,144.43 | \$289,800.00 |
| Excess (deficiency) of revenue over expenditures | \$371,421.58 | -\$102,246.74 | \$136,889.69 | \$926.00 |
| Contribution to Fund Balance (use of surplus) | \$0.00 | \$0.00 | \$0.00 | \$926.00 |

