

**INCOME STATEMENT**

Reduced FY24 Stmt

**REVENUES:**

Sales Tax		
Quarter 1	2,064,937.00	
Quarters 2-4	1,000,000.00	
Cell Tower Lease	18,050.00	
Interest Income	250,000.00	
Grant Receipts	<u>20,000.00</u>	
<b>TOTAL REVENUES</b>		<b>3,352,987.00</b>

**EXPENSES:****OPERATING EXPENSES**

Marketing Travel	1,800.00	
Business Development	2,500.00	
Training Travel	5,000.00	
Auto Allowance - Staff	-	
Dues, Subscriptions, & Publications	10,000.00	
Bonds for BEDC Officers	1,000.00	
Local/Misc Adv & Sponsorships	5,000.00	
National/Reg Adv & Marketing	5,000.00	
Digital Adv & Marketing	5,000.00	
Special Advertising & Marketing	2,500.00	
Special Education & Workforce Development	50,000.00	
Special Retail Recruiting	15,000.00	
Special Project Bus Retention & Expansion	75,000.00	
Opportunity Austin	-	
Closing Costs	25,000.00	
<b>TOTAL OPERATING EXPENSES</b>		<b>202,800.00</b>

**PERSONNEL & OVERHEAD**

Office Lease	-	
Utilities (combined)	10,000.00	
Personnel	275,600.00	
Bonds for Staff/Officers	500.00	
Audit	4,500.00	
Property Insurance	2,500.00	
Legal Fees (est.)	50,000.00	
<b>TOTAL PERSONNEL &amp; OVERHEAD</b>		<b>343,100.00</b>

**ANNUAL SERVICE AGREEMENTS**

Main Street	50,000.00	
Admin Support	25,000.00	
Shared Services	10,000.00	
<b>TOTOAL ANNUAL SERVICE AGREEMENTS</b>		<b>85,000.00</b>

<b>CAPITAL OUTLAY - Doucet Contract</b>		<b>700,000.00</b>
OTHER CONTRACTS/AGREEMENTS - FiberLight		82,560.00
<b>DEBT SERVICE</b>		<b>274,227.00</b>

<b>TOTAL EXPENSES</b>		<b>1,687,687.00</b>
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<b>NET INCOME/LOSS</b>		<b>1,665,300.00</b>
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