

	<u>2019 Actual</u>	<u>2020 Actual</u>	<u>2021 Actual</u>	<u>2022 Actual</u>	<u>2023 Actual</u>	<u>Approved 2024 Budget</u>	<u>Proposed 2025 Budget</u>	<u>Proposed 2026 Budget</u>	<u>Proposed 2027 Budget</u>
<b>INCOME</b>									
<b>Watershed Steward Fees</b>									
Auburn	179,125	187,500	312,500	216,300	225,000	250,000	262,500	275,625	289,406
Soil & Water	-	-	-	-	-	-	-	-	-
The Nature Conservancy	-	-	-	-	15,000	15,000	10,000	-	-
Owasco	28,200	26,176	27,000	29,000	30,000	32,000	33,600	35,280	37,044
Fleming	3,707	7,000	7,000	7,000	7,000	7,000	7,350	7,718	8,103
Niles	40	2,000	2,000	2,000	2,500	2,500	2,625	2,756	2,894
Town of Moravia	-	-	-	2,000	2,000	2,000	2,100	2,205	2,315
Village of Moravia	-	2,000	3,000	-	2,000	2,000	2,100	2,205	2,315
Locke	-	-	-	-	-	-	-	-	-
Village of Groton	-	-	-	-	250	250	263	276	289
Sennett	-	-	2,500	2,500	-	2,500	2,625	2,500	2,500
Scipio	1,500	2,500	2,500	3,000	3,000	3,000	3,150	3,000	3,000
Town of Dryden	-	-	-	300	-	200	210	250	250
Town of Genoa	-	-	-	200	-	200	210	250	250
Grants and Other Contributions	-	6,450	27,095	-	400	10,600	11,130	11,687	12,271
PPP Loan Forgiveness Proceeds	-	41,942	-	-	-	-	-	-	-
GLC Conservative Kick	-	-	10,000	(10,000)	-	-	-	-	-
Project Reserve	-	-	-	-	9,117	-	-	-	-
Signage Grant	-	-	-	-	790	-	-	-	-
Subcontract Revenue	-	-	5,800	500	-	-	-	-	-
Vehicle Reserve	-	-	-	16,261	(691)	-	-	-	-
Other Income - Norman Ponticella	-	-	-	50	-	-	-	-	-
Other Income (CDs)	-	670	-	84	1,220	7,500	7,875	8,269	8,682
<b>Total Income</b>	<b>212,572</b>	<b>276,238</b>	<b>399,395</b>	<b>269,195</b>	<b>297,586</b>	<b>334,750</b>	<b>345,738</b>	<b>352,020</b>	<b>369,321</b>
<b>EXPENSES</b>									
<b>Personnel &amp; Benefits Expenses</b>									
Executive Director	65,423	66,731	84,272	87,554	91,553	102,840	104,897	106,995	109,135
Lead Watershed Inspector	54,525	57,120	43,066	47,904	52,165	47,240	48,185	49,148	50,131
Watershed Inspector	-	42,000	33,581	37,596	22,804	45,240	46,145	47,068	48,009
Summer Seasonal	21,146	20,743	-	-	-	-	-	-	-
Summer Seasonal Reimbursement	(10,751)	-	-	-	-	-	-	-	-
<b>Total Personnel Expenses</b>	<b>130,344</b>	<b>186,594</b>	<b>160,919</b>	<b>173,054</b>	<b>166,522</b>	<b>195,320</b>	<b>199,226</b>	<b>203,211</b>	<b>207,275</b>
<b>Benefits</b>									
FICA	10,713	14,387	12,328	13,042	12,558	12,110	15,241	15,546	15,857
Unemployment	1,525	1,114	3,288	1,128	1,355	1,239	1,301	1,366	1,434
Health Insurance	-	-	-	8,514	6,528	9,800	10,290	10,805	11,345
Insurance Premium Stipend - Adam	-	-	-	-	-	-	-	-	-
Retirement	16,541	19,583	14,687	11,177	11,737	13,100	13,755	14,030	14,311
Disability Ins.	(294)	451	243	(477)	590	900	945	964	983
Worker's Comp.	3,910	1,740	6,420	2,165	4,858	5,400	5,508	5,618	5,731
<b>Total Benefits</b>	<b>32,395</b>	<b>37,275</b>	<b>36,966</b>	<b>35,549</b>	<b>37,626</b>	<b>42,549</b>	<b>47,040</b>	<b>48,328</b>	<b>49,660</b>
<b>Total Personnel &amp; Benefits Expenses</b>	<b>162,739</b>	<b>223,869</b>	<b>197,885</b>	<b>208,603</b>	<b>204,148</b>	<b>237,869</b>	<b>246,266</b>	<b>251,539</b>	<b>256,935</b>
<b>Vehicle Expenses</b>									
Auto and Trailer Insurance	3,875	3,642	5,101	6,907	5,342	5,500	5,610	5,722	5,837
Mileage	137	827	229	81	58	200	204	214	225
Travel	-	-	-	-	4	-	-	-	-
Fuel	2,369	1,429	2,260	3,717	2,762	5,000	5,100	5,355	5,623
Vehicle Replacement	-	-	-	-	-	10,000	10,200	10,710	11,246
Repairs & Maintenance	3,234	2,247	991	2,795	1,449	2,000	2,100	2,205	2,315
<b>Total Vehicle Expenses</b>	<b>9,615</b>	<b>8,145</b>	<b>8,581</b>	<b>13,500</b>	<b>9,615</b>	<b>22,700</b>	<b>23,214</b>	<b>24,206</b>	<b>25,245</b>
<b>Field Expenses</b>									
Lab testing	-	-	-	-	-	500	525	551	579
Field Supplies	8,458	7,451	1,428	678	553	1,500	1,575	1,654	1,736
<b>Total Field Expenses</b>	<b>8,458</b>	<b>7,451</b>	<b>1,428</b>	<b>678</b>	<b>553</b>	<b>2,000</b>	<b>2,100</b>	<b>2,205</b>	<b>2,315</b>
<b>Office Expenses</b>									
Postage	83	183	154	46	141	100	102	104	106
Banking Fees	60	489	224	80	134	200	204	208	212

Advertising	200	975	2,297	965	310	500	510	520	531
Printing/Copying	323	577	696	692	618	1,000	1,020	1,040	1,061
Payroll Processing Fees	1,190	1,205	1,237	1,333	1,332	1,400	1,428	1,457	1,486
Telecommunications	3,996	4,348	5,320	4,092	3,335	3,600	3,672	3,745	3,820
Website Development	-	-	828	143	376	450	459	468	478
Depreciation Expense	-	-	852	5,114	7,994	7,995	8,155	8,318	8,484
Staff Development	595	1,115	660	792	1,332	2,000	2,040	2,081	2,122
Office Supplies	2,079	2,655	2,866	1,012	1,311	1,250	1,275	1,301	1,327
Books, Subscriptions, Reference	-	-	11	180	158	100	102	104	106
Liability & Director's Insurance	6,824	4,671	5,324	4,930	6,167	5,300	5,406	5,514	5,624
Property Insurance						4,000	4,080	4,162	4,245
Property Maintenance						2,000	2,040	2,081	2,122
Drone Insurane		747	732	734	-	750	765	780	796
Donations	-	-	-	350	-	-	-	-	-
Rent	-	6,000	10,495	10,469	10,200	10,200	10,404	10,612	10,824
Utilities				1,115	1,238	2,500	2,550	2,601	2,653
Business Registration fees		40	-	303	125	200	204	208	212
Nature Conservatory Expense	-	-	-	-	3,917	15,000	15,300	15,606	15,918
Outside Contract Services	1,375	1,250	1,770	2,327	2,603	2,500	2,550	2,601	2,653
Professional fees	14,050	-	2,205	1,015	1,275	1,500	1,530	-	-
Audit/Accounting fees		-	8,045	4,050	4,065	4,200	4,350	4,500	4,650
<b>Total Office Expenses</b>	<b>30,776</b>	<b>24,255</b>	<b>43,716</b>	<b>39,742</b>	<b>46,631</b>	<b>66,745</b>	<b>68,146</b>	<b>68,011</b>	<b>69,431</b>
<b>Total Expenses</b>	<b>211,587</b>	<b>263,720</b>	<b>251,610</b>	<b>262,523</b>	<b>260,947</b>	<b>329,314</b>	<b>339,726</b>	<b>345,962</b>	<b>353,927</b>
<b>Net Income/(Loss)</b>	<b>984</b>	<b>12,518</b>	<b>147,785</b>	<b>6,672</b>	<b>36,639</b>	<b>5,436</b>	<b>6,011</b>	<b>6,058</b>	<b>15,394</b>