6:50 AM
09/27/13
Accrual Basis

FLVC
Profit & Loss Budget Overview
October 2013 through September 2014

		Oct '13 - Sep 14
Ordinary Income/Expense		
Income		
41000 · Government Contracts		950,678.00
42000 · Government Grants		
42100 · NYS Matching Funds	45,000.00	
42200 · Other Grants	37,500.00	
Total 42000 · Government Grants		82,500.00
43000 · Private Sector		
43200 · Program Service Fees	20,700.00	
43400 · In Kind Donated Goods Services	16,500.00	
Total 43000 · Private Sector		37,200.00
44000 · Other Income - Interest		735.00
Total Income		1,071,113.00
Expense		
51000 · Communications/Public Relations		
51050 · Industry Partner, Govt Relation	14,000.00	
51100 · Adv. Online Content Dev/Distr	14,000.00	
51200 · Brochures/Collateral PR Comm.	1,000.00	
51300 · 800# and Postage PR	3,100.00	
51400 · Shows/Info Ctrs/Niche Campaign	17,500.00	
51510 · Research, Reports, Dev. Oppty	4,200.00	
51600 · Photo/Video/Text PR	7,200.00	
51700 · Dues/Subs/Prof Dev PR	11,500.00	
51800 · PR/Media/Trade Leisure	22,000.00	
51900 · Loc Mtgs/Site Visits Leisure	1,200.00	
Total 51000 · Communications/Public Relations		95,700.00
52000 · Groups Meetings Marketing		
52100 · Advertising/Online Groups	1,500.00	
52200 · Brochures/Collateral Groups	3,400.00	
52300 · Postage/Phone Groups	1,450.00	
52400 · Sales, Trade Shows Groups	18,325.00	
52500 · Research, Reports, Dev. Oppty.	1,800.00	
52600 · Text/Photo/Video Groups	5,000.00	
52700 · Dues/Subs/Prof Dev Groups	4,750.00	
52800 · PR/Media/Trade Groups	9,400.00	
52900 · Loc Mtgs/Site Visits Groups	1,200.00	
Total 52000 · Groups Meetings Marketing		46,825.00
53000 · Integrated Marketing		
53100 · Adv/SEO/Design	37,750.00	
53200 · Brochures and Collateral	74,000.00	
53400 · Campaigns - Integrated	32,500.00	
53500 · Research/Reports/Dev. Oppty	1,000.00	
53530 · Web Development/Mtce	14,000.00	
53600 · Photo/Video/Text - Electronic	16,500.00	
53700 · Dues/Subs/Prof Dev Electronic	2,650.00	
53800 · PR/Media/Trade Electronic	1,200.00	
53900 · Loc Mtgs/Site Visits Electronic	1,200.00	
Total 53000 · Integrated Marketing		180,800.00
54000 · Coop Mktg and Product Develop		
54200 · Regional Promotions	19,000.00	
54400 · Product Incubator/Sm. Biz Fund	0.00	
54500 · Research, Reports, Dev. Oppty.	6,000.00	
54600 · NYS Coop Oppty Fund	47,500.00	
54800 · Chambers of Commerce Contract	22,000.00	
Total 54000 · Coop Mktg and Product Develop		94,500.00
55000 · Marketing General		
55050 · Personnel Marketing	244,000.00	
55100 · Branding/Strategic Plan General	5,000.00	
55300 · Industry Training/Communication	5,000.00	

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55500 · Research, Reports, Dev. Oppty.	10,000.00
55600 · Text/Photo/Video General	2,700.00
55700 · Dues/Subs/Prof Dev General	9,950.00
55800 · PR/Media/Trade General	4,800.00
55900 · Loc Mtgs/Site Visits General	1,200.00
55910 · Automobile Expense	10,800.00
55950 · Donated Inkind Expense	16,000.00
Total 55000 · Marketing General	309,450.00
56000 · Visitor Services	
56100 · Advertising/Online	4,000.00
56200 · Brochures/Collateral	12,370.00
56300 · Fulfillment Expenses	18,500.00
56400 · Displays/Shows/Info Centers	13,200.00
56500 · Research, Reports, Dev. Oppty.	1,700.00
56600 · Text/Photo/Video Leisure	1,200.00
56700 · Dues/Subscriptions/Prof. Dev.	3,400.00
56800 · PR, Trade, Industry Train	8,000.00
56900 · Loc. Mtgs/Site Visits/	1,200.00
Total 56000 · Visitor Services	63,570.00
61000 · Technology/Information Systems	
61100 · Hardware and Electronics	7,350.00
61200 · Licenses and Software	2,800.00
61300 · Computer and Copier Service	3,550.00
61400 · Computer Supplies and Gadgets	1,300.00
61700 · Dues/Subs/Prof Dev Tech Researc	3,500.00
61900 · Loc Mtgs/Site Visits Tech	720.00
Total 61000 · Technology/Information Systems	19,220.00
62000 · Operations and Administration	
62100 · Stationery/Copying Supplies	2,600.00
62200 · Board Communications	2,400.00
62300 · Telephone and Postage	8,000.00
62400 · Insurance	5,000.00
62600 · Accounting, Audit, Legal Fees	13,600.00
62700 · Dues/Subs/Prof Dev Admin	2,250.00
62800 · Misc. and Reserve Accounts	1,878.00
62900 · Loc Mtgs/Site Visits Admin	720.00
Total 62000 · Operations and Administration	36,448.00
63000 · 25 Gorham Street	
63100 · Repairs/Mtce/Cleaning	12,700.00
63200 · Utilities	5,500.00
63300 · Furnishings	2,200.00
63400 · House Insurance	2,800.00
63500 · Property Taxes	6,000.00
Total 63000 · 25 Gorham Street	29,200.00
66000 · Payroll Expenses	
5010 · Personnel Expenses Payroll Tax	135,000.00
66001 · Benefits	52,000.00
66002 · Employer Retirement	8,400.00
Total 66000 · Payroll Expenses	195,400.00
Total Expense	1,071,113.00
Net Ordinary Income	0.00
Net Income	**0.00**