

Operations Budget	2019	2020	Change YOY
Income			
Occupancy Tax Funding	170,000	170,000	0
ILNY Grant	92359	82161	-10198
Finger Lakes Wine Country Payment	60000	60000	0
Cooperative Partner Marketing Program	32000	32000	0
Other income	6060	6060	0
Total Income	360,419	350221	-10198
Expenses			
Personnel	92000	95728	3728
Rent	10868	11094	226
Utilities	3000	3000	0
Office Supplies	2000	2000	0
Programs	18000	18000	0
Equipment and Furniture	1000	1000	0
Insurance	4800	5100	300
Telephone and Internet	3000	2000	-1000
Professional Services	9600	9600	0
Finger Lakes Wine Country Payment	60000	60000	0
Cooperative Partner Marketing Grant	60000	54992	-5008
ILNY Marketing	3728	3728	0
ILNY Regional Marketing (Restricted - NYS Grant)	60990	54666	-6324
Unrestricted Tourism Marketing	31000	28000	-3000
Total Expenditures	359986	348908	-11078

	Income	Expense	Net Revenue
2019	360419	359986	433
2020	350221	348908	1313

Breakdown of Personnel Expenses

Lori: 33,308 (3% Raise)

Becca: 46,020 (Minimum salary to be exempt from overtime pay per NYS Labor Laws)

Health Insurance: 5,000

Taxes and IRA: 11,400

12%