



# ANNUAL CASH FLOW TRENDS REPORT

## 2023-2024



*"The mission of the Authority is to provide facilities, programs, and services to promote opportunities for Agriculture and commerce in Central New York."*

## PURPOSE

The purpose of this annual cash flow statement is to provide a detailed picture of the business's cashflow throughout a typical fiscal year. For the purposes of this document, the cash flow spread will be noted by the average percentage of the overall budget for each of the income and expense accounts that the Authority has earned in spent in each quarter over the past five (5) years. Monetary values for earnings and expenditures can be found on the included spreadsheets.

## INCOME ACCOUNTS

**\*Please note that listed averages are the average of the each of the averages calculated in that account in each quarter for the past 5 fiscal years. As a result some of these spreads will not add up to 100%.**

**Commercial Leases** - This income account typically exhibits an equal spread of income across each of the four quarters of the fiscal year. The only time we tend to see any kind of a disproportionate spread in this account is in times when the Authority is experiencing vacancy within one or more of its commercial units at any point throughout the fiscal year.

**5 year average quarterly spread: Q1 - 24% Q2 - 25% Q3 - 26% Q4 - 25%**

**Land Leases** - This income account typically exhibits an equal spread of income across each of the four quarters of the fiscal year. Additionally, this account typically remains consistent year after year, as the Authority's land leases are commonly long-term. The only time we tend to see any kind of a disproportionate spread in this account is if there is execution of a new land lease at any point throughout the fiscal year.

**5 year average quarterly spread: Q1 - 28% Q2 - 25% Q3 - 24% Q4 - 23%**

**Farmer Saturday/ Wholesale License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with the majority of the income being seen within the first quarter of each year. This is because the largest and most expensive season on the retail market opens for business in the first quarter of each fiscal year. In that quarter, many vendors pay for the season in full.

**5 year average quarterly spread: Q1 - 78% Q2 - 1% Q3 - 16% Q4 - 7%**

**Farmer Saturday Daily** - The income in this account is typically more evenly spread throughout the fiscal year than what is exhibited in the license account. However, we do still see a slightly higher portion of this income within the first quarter, due peak plant season falling into this quarter annually. In this season, it is common to see vendors pick up additional daily stalls in order to fit their product into their display. Inversely, the smallest portion of income in this account is seen in the fourth quarter each fiscal year, due to the limited ability for crop production in these months resulting with a decrease in farmer vendors on the retail market. The fourth quarter also falls during the smallest season on the retail market. There are less daily vendors in this season than others throughout the year.

**5 year average quarterly spread: Q1 - 34% Q2 - 29% Q3 - 24% Q4 - 14%**

## INCOME ACCOUNTS CONTINUED...

**Commercial Saturday License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with the majority of the income being seen within the first quarter of each year. This is because the largest and most expensive season on the retail market opens for business in the first quarter of each fiscal year. In that quarter, many vendors pay for the season in full.

**5 year average quarterly spread: Q1 - 68% Q2 - 0% Q3 - 27% Q4 - 5%**

**Commercial Saturday Daily** - The income in this account is typically more evenly spread throughout the fiscal year than what is exhibited in the license account. However, we do still see a slightly higher portion of this income within the first two quarters, due the peak season on the retail market falling into these quarters annually. Inversely, the smallest portion of income in this account is seen in the fourth quarter each fiscal year. The fourth quarter also falls during the smallest season on the retail market. There are less daily vendors in this season than others throughout the year. Notably, the spread in this income account is slightly more level than the spread seen in the farmer daily account due to the fact that seasonability does not effect commercial vendors as it. does farmer vendors.

**5 year average quarterly spread: Q1 - 30% Q2 - 32% Q3 - 24% Q4 -14%**

**Dealer Saturday License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with the majority of the income being seen within the first quarter of each year. This is because the largest and most expensive season on the retail market opens for business in the first quarter of each fiscal year. In that quarter, many vendors pay for the season in full.

**5 year average quarterly spread: Q1 - 75% Q2 - 0% Q3 - 6% Q4 -9%**

**Dealer Saturday Daily** - The income in this account is typically more evenly spread throughout the fiscal year than what is exhibited in the license account. However, we do still see a slightly higher portion of this income within the first three quarters, due the peak season on the retail market falling into these quarters annually. Inversely, the smallest portion of income in this account is seen in the fourth quarter each fiscal year. The fourth quarter also falls during the smallest season on the retail market. There are less daily vendors in this season than others throughout the year.

**5 year average quarterly spread: Q1 - 39% Q2 - 24% Q3 - 35% Q4 -3%**

**Food Concession License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with the majority of the income being seen within the first quarter of each year. This is because the largest and most expensive season on the retail market opens for business in the first quarter of each fiscal year. In that quarter, many vendors pay for the season in full. Additionally, all of the food sheds are open for business in this season, while only two remain open throughout the remaining season.

**5 year average quarterly spread: Q1 - 95% Q2 - 0% Q3 - 5% Q4 -0%**

## INCOME ACCOUNTS CONTINUED...

**Dealer Thursday License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with all of the income seen in the first quarter of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As the overwhelming majority of the vendors licensed to the Thursday Farmers Market are license holders on the Saturday Farmers Market, the only income seen in this account is in the form of the reservation fees paid to reserve specific stalls for the season. Because these fees are due prior to the start of the season, all payments are received in the first quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 100% Q2 - 0% Q3 - 0% Q4 - 0%**

**Farmer Thursday License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with most of the income seen in the first quarter of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As the overwhelming majority of the vendors licensed to the Thursday Farmers Market are license holders on the Saturday Farmers Market, the majority of the income seen in this account is in the form of the reservation fees paid to reserve specific stalls for the season. Because these fees are due prior to the start of the season, these payments are received in the first quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 98% Q2 - 2% Q3 - 0% Q4 - 0%**

**Farmer Thursday Daily** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with most of the income seen in the first two quarters of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As a result of this, vendors who hold a license with the Authority do not need to pay a daily fee in order to attend this market. Additionally, this market only runs during the Growers Season, so it is open only for a small portion of the third quarter, and is not open during the fourth quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 47% Q2 - 46% Q3 - 7% Q4 - 0%**

**Commercial Thursday License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with all of the income seen in the first quarter of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As the overwhelming majority of the vendors licensed to the Thursday Farmers Market are license holders on the Saturday Farmers Market, the only income seen in this account is in the form of the reservation fees paid to reserve specific stalls for the season. Because these fees are due prior to the start of the season, all payments are received in the first quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 100% Q2 - 0% Q3 - 0% Q4 - 0%**

## INCOME ACCOUNTS CONTINUED...

**Commercial Thursday Daily** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with most of the income seen in the first two quarters of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As a result of this, vendors who hold a license with the Authority do not need to pay a daily fee in order to attend this market. Additionally, this market is only open during the Growers Season, so it is open only for a small portion of the third quarter, and is not open during the fourth quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 44% Q2 - 34% Q3 - 22% Q4 - 0%**

**Dealer Thursday Daily** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with most of the income seen in the first two quarters of each fiscal year. In the 2019-2020 fiscal year, the Authority began including free stalls on the Thursday and Sunday markets in the license for the Saturday Farmers Market in the Growers Season. As a result of this, vendors who hold a license with the Authority do not need to pay a daily fee in order to attend this market. Additionally, this market is only open during the Growers Season, so it is open only for a small portion of the third quarter, and is not open during the fourth quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 76% Q2 - 34% Q3 - 0% Q4 - 0%**

**Flea Market Semi-Annual License** - This income account typically exhibits a very disproportionate spread throughout the fiscal year, with most of the income seen in the first and third quarters. This trend is due to the Flea Market operating on a schedule of two semi-annual seasons. As a result, one license is signed with payment due in the first quarter of each fiscal year and the other is signed with payment due in the third quarter.

**5 year average quarterly spread: Q1 - 41% Q2 - 1% Q3 - 58% Q4 - 0%**

**Flea Market Daily Sunday** - This income account typically exhibits relatively even spread throughout each fiscal year. This is with a minor exception, that there is slightly higher income in the second quarter-- in the heat of the summer when the Flea Market is busiest, and slightly reduced income in the fourth quarter -- in the late winter season when the Flea Market is the slowest.

**5 year average quarterly spread: Q1 - 23% Q2 - 36% Q3 - 26% Q4 - 15%**

**Delivery Fees** - This income account typically exhibits relatively even spread throughout each fiscal year. The overall averages show a slight differences between quarters, but this difference is due to data points collected during the COVID-19 pandemic when distribution and supply chains were facing significant challenges.

**5 year average quarterly spread: Q1 - 32% Q2 - 19% Q3 - 19% Q4 - 24%**

## INCOME ACCOUNTS CONTINUED...

**Miscellaneous** - This income account has no set trends, as it cannot be predicted when income of this nature can be expected. However, the average spread experienced over the past five (5) years by the Authority is listed below.

**5 year average quarterly spread: Q1 - 16% Q2 - 36% Q3 - 21% Q4 - 32%**

**Electricity Sales** - This income account typically exhibits relatively even spread throughout each fiscal year, with a slight spike in the second quarter when the temperature spikes and air conditioners are utilized and a slight dip in the fourth quarter when the temperature drops and more tenants rely on gas powered heat.

**5 year average quarterly spread: Q1 - 23% Q2 - 31% Q3 - 25% Q4 - 22%**

**Gas Sales** - Income in this account is typically heavily focused on the first quarter of each fiscal year as the weather is finally warming up but tenants are still relying on gas powered heat, and in the fourth quarter when temperatures are low and many heat is being used very regularly.

**5 year average quarterly spread: Q1 - 26% Q2 - 9% Q3 - 17% Q4 - 48%**

**Water/ Sewer Sales** - As water and sewer usage remains pretty consistent throughout the year, income in this account is generally evenly distributed throughout the fiscal year.

**5 year average quarterly spread: Q1 - 23% Q2 - 26% Q3 - 28% Q4 - 25%**

**Interest Earned**- Historically, interest earnings have been journaled annually in the fourth quarter of each fiscal year, resulting in income in this account being earned heavily within the fourth quarter annually. Moving forward, this will begin being journaled on a month-to-month basis, which will be reflected by a more even spread in this income account.

**5 year average quarterly spread: Q1 - 0% Q2 - 3% Q3 - 9% Q4 - 80%**

**Bad Debt Received**- Similar to the miscellaneous income account, income in this account is challenging to predict if or when it may be received. However, it is most common to see this kind of income received at the start of any of the seasons on the retail market, as any vendor who has been disqualified for bad debt is required to pay that debt prior to returning to the market as a vendor.

**5 year average quarterly spread: Q1 - 20% Q2 - 0% Q3 - 15% Q4 - 25%**

**Promotional Leases**- Income in this account is generated through the rental of any kind of space or equipment for event or promotional purposes. While special events are spread throughout the entirety of each fiscal year, the additional of the role of "Special Events Coordinator" to the Authority's staff is predicted to generate additional revenue in the account in the third and fourth quarters, when the F-Shed is not being used for the retail market, into the future.

**5 year average quarterly spread: Q1 - 13% Q2 - 20% Q3 - 30% Q4 - 27%**

## INCOME ACCOUNTS CONTINUED...

**Reimbursements** - This income account has no set trends, as it cannot be predicted when income of this nature can be expected. However, the average spread experienced over the past five (5) years by the Authority is listed below.

**5 year average quarterly spread: Q1 - 17% Q2 - 37% Q3 - 45% Q4 - 2%**

**Recycling Income** - This income account typically has a pretty even spread throughout the each quarter in the fiscal year.

**5 year average quarterly spread: Q1 - 29% Q2 - 31% Q3 - 22% Q4 - 18%**

**Cash Previous FYE** - This income is seen entirely in the first quarter each year, as it is reflective of the operational funds remaining in the Authority's account from the fiscal year end of the prior fiscal year.

**5 year average quarterly spread: Q1 - 100% Q2 - 0% Q3 - 0% Q4 - 0%**

**TOTAL** - When looking at the spread of the sum of all income throughout the fiscal year, It is common to see the bulk of that income generated within the first quarter of each fiscal year. This is heavily due to the income related to the retail market, as this is when the bulk of all of that revenue is generated.

**5 year average quarterly spread: Q1 - 45% Q2 - 16% Q3 - 22% Q4 - 16%**



# FIVE YEAR INCOME BY PERCENT

## FIRST QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Commercial Leases	24%	25%	24%	22%	25%	24%
Land Leases	31%	28%	27%	27%	25%	28%
Farmer Saturday/ Wholesale License	78%	77%	80%	77%	77%	78%
Farmer Saturday Daily	30%	36%	28%	41%	37%	34%
Commercial Saturday License	65%	67%	64%	74%	70%	68%
Commercial Saturday Daily	27%	34%	19%	33%	35%	30%
Dealer Saturday License	74%	74%	73%	75%	78%	75%
Dealer Saturday Daily	46%	63%	44%	11%	29%	39%
Food Concession License	93%	95%	95%	95%	95%	95%
Dealer Thursday License	100%	100%	100%	100%	100%	100%
Farmer Thursday License	98%	100%	100%	92%	100%	98%
Farmer Thursday Daily	45%	50%	51%	38%	50%	47%
Commercial Thursday License	100%	100%	100%	N/A	100%	100%
Commercial Thursday Daily	30%	0%	71%	57%	64%	44%
Dealer Thursday Daily	90%	71%	67%	N/A	N/A	76%
Flea Market Semi-Annual License	55%	57%	4%	40%	49%	41%
Flea Market Daily Sunday	25%	27%	1%	32%	29%	23%
Delivery Fees	32%	31%	30%	35%	31%	32%
Miscellaneous	36%	17%	22%	0%	6%	16%
Electricity Sales	23%	25%	22%	24%	21%	23%
Gas Sales	29%	31%	24%	23%	23%	26%
Water/ Sewer Sales	25%	25%	17%	25%	24%	23%
Interest Earned	0%	0%	0%	0%	0%	0%
Bad Debt Received	0%	0%	0%	0%	100%	20%
Promotional Leases	5%	10%	2%	1%	49%	13%
Security Deposit	7%	97%	5%	7%	4%	24%
Reimbursements	0%	59%	0%	0%	27%	17%
Sales Income Mobile Market	0%	0%	0%	0%	0%	0%
Operating Contingency Reserve FYE	0%	0%	0%	0%	0%	0%
Recycling Income	27%	34%	25%	25%	33%	29%
Cash Previous FYE	100%	100%	100%	100%	100%	100%
<b>TOTAL</b>	<b>49%</b>	<b>47%</b>	<b>43%</b>	<b>42%</b>	<b>46%</b>	<b>45%</b>



# FIVE YEAR INCOME BY PERCENT

## SECOND QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Commercial Leases	24%	25%	25%	27%	25%	25%
Land Leases	24%	24%	24%	25%	29%	25%
Farmer Saturday/ Wholesale License	0%	1%	1%	2%	2%	1%
Farmer Saturday Daily	35%	26%	35%	26%	21%	29%
Commercial Saturday License	0%	0%	0%	0%	0%	0%
Commercial Saturday Daily	31%	36%	38%	22%	32%	32%
Dealer Saturday License	0%	0%	0%	0%	0%	0%
Dealer Saturday Daily	28%	11%	30%	29%	21%	24%
Food Concession License	0%	0%	0%	0%	0%	0%
Dealer Thursday License	0%	0%	0%	0%	0%	0%
Farmer Thursday License	2%	0%	0%	8%	0%	2%
Farmer Thursday Daily	53%	31%	42%	62%	40%	46%
Commercial Thursday License	0%	0%	0%	0%	0%	0%
Commercial Thursday Daily	62%	0%	29%	43%	36%	34%
Dealer Thursday Daily	10%	29%	33%	100%	0%	34%
Flea Market Semi-Annual License	0%	0%	3%	1%	1%	1%
Flea Market Daily Sunday	37%	35%	38%	34%	34%	36%
Delivery Fees	23%	26%	3%	23%	20%	19%
Miscellaneous	9%	45%	38%	1%	87%	36%
Electricity Sales	29%	32%	34%	29%	30%	31%
Gas Sales	7%	9%	11%	12%	5%	9%
Water/ Sewer Sales	26%	25%	29%	24%	26%	26%
Interest Earned	0%	0%	15%	0%	0%	3%
Bad Debt Received	0%	0%	0%	0%	0%	0%
Promotional Leases	18%	9%	31%	3%	37%	20%
Security Deposit	86%	2%	32%	36%	4%	32%
Reimbursements	11%	11%	95%	46%	20%	37%
Operating Contingency Reserve FYE	0%	0%	0%	0%	0%	0%
Recycling Income	34%	37%	25%	25%	33%	31%
Cash Previous FYE	0%	0%	0%	0%	0%	0%
<b>TOTAL</b>	<b>15%</b>	<b>14%</b>	<b>17%</b>	<b>16%</b>	<b>16%</b>	<b>16%</b>

# FIVE YEAR INCOME BY PERCENT

## THIRD QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Commercial Leases	25%	25%	25%	27%	26%	26%
Land Leases	24%	24%	24%	24%	23%	24%
Farmer Saturday/ Wholesale License	18%	17%	14%	13%	17%	16%
Farmer Saturday Daily	25%	21%	28%	21%	23%	24%
Commercial Saturday License	33%	27%	29%	20%	25%	27%
Commercial Saturday Daily	25%	22%	37%	21%	15%	24%
Dealer Saturday License	21%	21%	13%	12%	17%	17%
Dealer Saturday Daily	24%	27%	25%	59%	38%	35%
Food Concession License	7%	9%	5%	5%	5%	6%
Dealer Thursday License	0%	0%	0%	0%	0%	0%
Farmer Thursday License	0%	0%	0%	0%	0%	0%
Farmer Thursday Daily	1%	18%	7%	0%	10%	7%
Commercial Thursday License	0%	0%	0%	0%	0%	0%
Commercial Thursday Daily	8%	100%	0%	0%	0%	22%
Dealer Thursday Daily	0%	0%	0%	0%	0%	0%
Flea Market Semi-Annual License	45%	43%	94%	59%	50%	58%
Flea Market Daily Sunday	24%	22%	37%	23%	26%	26%
Delivery Fees	19%	17%	16%	24%	20%	19%
Miscellaneous	9%	23%	59%	10%	3%	21%
Electricity Sales	25%	23%	25%	24%	26%	25%
Gas Sales	14%	18%	15%	11%	28%	17%
Water/ Sewer Sales	25%	27%	33%	25%	28%	28%
Interest Earned	18%	29%	0%	0%	0%	9%
Bad Debt Received	0%	0%	0%	73%	0%	15%
Promotional Leases	66%	13%	65%	0%	7%	30%
Security Deposit	4%	0%	33%	45%	4%	17%
Reimbursements	89%	30%	0%	55%	51%	45%
Sales Income Mobile Market	0%	0%	0%	0%	0%	0%
Operating Contingency Reserve FYE	0%	0%	0%	0%	0%	0%
Recycling Income	20%	7%	25%	25%	33%	22%
Cash Previous FYE	0%	0%	0%	0%	0%	0%
<b>TOTAL</b>	<b>24%</b>	<b>22%</b>	<b>22%</b>	<b>22%</b>	<b>22%</b>	<b>22%</b>

# FIVE YEAR INCOME BY PERCENT

## FOURTH QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Commercial Leases	27%	24%	25%	25%	25%	25%
Land Leases	21%	25%	25%	23%	23%	23%
Farmer Saturday/ Wholesale License	4%	17%	4%	7%	4%	7%
Farmer Saturday Daily	11%	17%	9%	12%	19%	14%
Commercial Saturday License	2%	7%	5%	6%	5%	5%
Commercial Saturday Daily	17%	8%	5%	24%	18%	14%
Dealer Saturday License	6%	5%	15%	12%	5%	9%
Dealer Saturday Daily	3%	0%	0%	0%	13%	3%
Food Concession License	0%	0%	0%	0%	0%	0%
Dealer Thursday License	0%	0%	0%	0%	0%	0%
Farmer Thursday License	0%	0%	0%	0%	0%	0%
Farmer Thursday Daily	0%	0%	0%	0%	0%	0%
Commercial Thursday License	0%	0%	0%	0%	0%	0%
Commercial Thursday Daily	0%	0%	0%	0%	0%	0%
Dealer Thursday Daily	0%	0%	0%	0%	0%	0%
Flea Market Semi-Annual License	0%	0%	0%	1%	1%	0%
Flea Market Daily Sunday	14%	15%	23%	12%	11%	15%
Delivery Fees	26%	25%	21%	19%	30%	24%
Miscellaneous	45%	15%	9%	89%	3%	32%
Electricity Sales	22%	19%	24%	23%	23%	22%
Gas Sales	50%	42%	52%	53%	45%	48%
Water/ Sewer Sales	24%	24%	30%	26%	23%	25%
Interest Earned	82%	71%	48%	100%	100%	80%
Bad Debt Received	0%	100%	0%	27%	0%	25%
Promotional Leases	11%	67%	2%	47%	7%	27%
Security Deposit	3%	0%	30%	11%	88%	26%
Reimbursements	0%	1%	5%	0%	2%	2%
Sales Income Mobile Market	0%	0%	0%	0%	0%	0%
Operating Contingency Reserve FYE	0%	0%	0%	0%	0%	0%
Recycling Income	20%	22%	25%	25%	0%	18%
Cash Previous FYE	0%	0%	0%	0%	0%	0%
<b>TOTAL</b>	<b>14%</b>	<b>14%</b>	<b>17%</b>	<b>19%</b>	<b>16%</b>	<b>16%</b>

# FIVE YEAR INCOME BY TOTAL

## FIRST QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Commercial Leases	\$118,576.32	\$121,164.41	\$117,182.69	\$159,316.09	\$140,265.52	\$131,301.01
Land Leases	\$46,962.61	\$41,809.74	\$40,572.25	\$40,339.75	\$42,928.34	\$42,522.54
Farmer Saturday/ Wholesale License	\$188,390.00	\$186,067.00	\$202,595.00	\$211,160.00	\$222,697.00	\$202,181.80
Farmer Saturday Daily	\$9,510.00	\$12,460.00	\$11,505.00	\$13,295.00	\$11,667.75	\$11,687.55
Commercial Saturday License	\$34,780.00	\$37,800.00	\$37,425.00	\$62,940.00	\$48,409.00	\$44,270.80
Commercial Saturday Daily	\$6,155.00	\$4,745.00	\$3,850.00	\$2,740.00	\$3,370.00	\$4,172.00
Dealer Saturday License	\$132,898.00	\$133,068.00	\$127,843.00	\$131,445.00	\$148,994.50	\$134,849.70
Dealer Saturday Daily	\$2,630.00	\$840.00	\$1,125.00	\$225.00	\$1,720.00	\$1,308.00
Food Concession License	\$42,166.00	\$35,042.00	\$24,224.00	\$27,576.00	\$29,426.32	\$31,686.86
Dealer Thursday License	\$19,488.00	\$13,566.00	\$300.00	\$125.00	\$400.00	\$6,775.80
Farmer Thursday License	\$15,492.00	\$12,753.00	\$2,733.00	\$2,431.00	\$2,774.67	\$7,236.73
Farmer Thursday Daily	\$1,095.00	\$670.00	\$635.00	\$150.00	\$225.00	\$555.00
Commercial Thursday License	\$1,668.00	\$2,574.00	\$504.00	\$0.00	\$75.00	\$964.20
Commercial Thursday Daily	\$335.00	\$0.00	\$225.00	\$200.00	\$385.00	\$229.00
Dealer Thursday Daily	\$950.00	\$1,230.00	\$100.00	\$0.00	\$0.00	\$456.00
Flea Market Semi-Annual License	\$84,322.00	\$77,165.00	\$913.00	\$42,616.00	\$56,611.92	\$52,325.58
Flea Market Daily Sunday	\$25,130.00	\$27,485.00	\$1,755.00	\$26,895.00	\$25,095.00	\$21,272.00
Delivery Fees	\$4,380.00	\$6,173.00	\$4,869.00	\$4,626.00	\$3,849.00	\$4,779.40
Miscellaneous	\$100.00	\$56.00	\$50.00	\$0.00	\$50.00	\$51.20
Electricity Sales	\$19,796.98	\$19,449.32	\$15,716.92	\$17,519.04	\$10,796.45	\$16,655.74
Gas Sales	\$1,899.61	\$1,694.16	\$1,183.64	\$1,374.81	\$1,449.76	\$1,520.40
Water/ Sewer Sales	\$633.46	\$610.60	\$347.35	\$722.43	\$573.51	\$577.47
Interest Earned	\$0.00	\$1.45	\$0.00	\$0.00	\$0.00	\$0.29
Bad Debt Received	\$0.00	\$0.00	\$0.00	\$0.00	\$425.00	\$85.00
Promotional Leases	\$766.00	\$1,562.00	\$91.50	\$494.50	\$32,331.00	\$7,049.00
Security Deposit	\$568.74	\$13,545.93	\$68.37	\$376.20	\$566.37	\$3,025.12
Reimbursements	\$0.00	\$8,024.65	\$0.00	\$0.00	\$4,107.50	\$2,426.43
Operating Contingency Reserve FYE	\$31,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,200.00
Recycling Income	\$381.15	\$270.00	\$180.00	\$180.00	\$180.00	\$238.23
Cash Previous FYE	\$60,186.25	\$47,355.83	\$85,149.68	\$81,229.36	\$39,441.52	\$62,672.53
<b>TOTAL</b>	<b>\$850,260.12</b>	<b>\$807,182.09</b>	<b>\$681,143.40</b>	<b>\$827,976.18</b>	<b>\$828,815.13</b>	<b>\$799,075.38</b>

# FIVE YEAR INCOME BY TOTAL

## SECOND QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Commercial Leases</b>	\$114,676.36	\$119,689.45	\$122,361.32	\$194,582.16	\$141,002.10	<b>\$138,462.28</b>
<b>Land Leases</b>	\$36,398.08	\$36,285.57	\$36,498.09	\$37,060.58	\$49,243.08	<b>\$39,097.08</b>
<b>Farmer Saturday/ Wholesale License</b>	\$443.00	\$1,868.00	\$2,829.00	\$4,800.00	\$7,062.00	<b>\$3,400.40</b>
<b>Farmer Saturday Daily</b>	\$11,060.00	\$9,240.00	\$14,620.00	\$8,425.00	\$6,670.00	<b>\$10,003.00</b>
<b>Commercial Saturday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Commercial Saturday Daily</b>	\$7,080.00	\$4,915.00	\$7,640.00	\$1,840.00	\$3,115.00	<b>\$4,918.00</b>
<b>Dealer Saturday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Dealer Saturday Daily</b>	\$1,610.00	\$140.00	\$750.00	\$600.00	\$1,260.00	<b>\$872.00</b>
<b>Food Concession License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Dealer Thursday License</b>	-\$45.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>-\$9.00</b>
<b>Farmer Thursday License</b>	\$353.00	\$0.00	\$0.00	\$200.00	\$0.00	<b>\$110.60</b>
<b>Farmer Thursday Daily</b>	\$1,280.00	\$420.00	\$520.00	\$240.00	\$180.00	<b>\$528.00</b>
<b>Commercial Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Commercial Thursday Daily</b>	\$695.00	\$0.00	\$90.00	\$150.00	\$220.00	<b>\$231.00</b>
<b>Dealer Thursday Daily</b>	\$100.00	\$500.00	\$50.00	\$55.00	\$0.00	<b>\$141.00</b>
<b>Flea Market Semi-Annual License</b>	\$140.00	\$435.00	\$600.00	\$100.00	\$1,038.74	<b>\$462.75</b>
<b>Flea Market Daily Sunday</b>	\$36,960.00	\$35,100.00	\$46,640.00	\$29,260.00	\$28,695.00	<b>\$35,331.00</b>
<b>Delivery Fees</b>	\$3,123.00	\$5,174.00	\$5,439.00	\$3,094.00	\$2,501.00	<b>\$3,866.20</b>
<b>Miscellaneous</b>	\$25.99	\$150.00	\$25.00	\$75.00	\$690.50	<b>\$193.30</b>
<b>Electricity Sales</b>	\$24,728.63	\$24,659.66	\$20,345.19	\$21,721.55	\$15,537.39	<b>\$21,398.48</b>
<b>Gas Sales</b>	\$447.12	\$485.86	\$456.06	\$738.48	\$301.04	<b>\$485.71</b>
<b>Water/ Sewer Sales</b>	\$661.95	\$610.56	\$372.73	\$669.48	\$627.85	<b>\$588.51</b>
<b>Interest Earned</b>	\$0.00	\$0.00	\$3,357.13	\$0.00	\$0.00	<b>\$671.43</b>
<b>Bad Debt Received</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Promotional Leases</b>	\$2,709.00	\$1,408.50	\$1,574.00	\$2,439.00	\$24,151.00	<b>\$6,456.30</b>
<b>Security Deposit</b>	\$6,646.84	\$214.89	\$436.98	\$1,820.37	\$566.37	<b>\$1,937.09</b>
<b>Reimbursements</b>	\$408.00	\$1,512.00	\$7,866.14	\$3,237.00	\$3,025.00	<b>\$3,209.63</b>
<b>Operating Contingency Reserve FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Recycling Income</b>	\$465.62	\$296.10	\$180.00	\$180.00	\$180.00	<b>\$260.34</b>
<b>Cash Previous FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$135,290.23</b>	<b>\$123,415.14</b>	<b>\$150,289.32</b>	<b>\$116,705.46</b>	<b>\$145,063.97</b>	<b>\$134,152.82</b>

# FIVE YEAR INCOME BY TOTAL

## THIRD QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Commercial Leases</b>	\$121,212.45	\$118,057.78	\$122,392.31	\$196,643.04	\$145,820.07	<b>\$140,825.13</b>
<b>Land Leases</b>	\$36,073.08	\$36,285.57	\$36,800.71	\$36,743.08	\$38,893.08	<b>\$36,959.10</b>
<b>Farmer Saturday/ Wholesale License</b>	\$42,847.00	\$41,438.00	\$36,000.00	\$36,691.00	\$48,088.36	<b>\$41,012.87</b>
<b>Farmer Saturday Daily</b>	\$7,924.00	\$7,455.00	\$11,355.00	\$6,720.00	\$7,265.00	<b>\$8,143.80</b>
<b>Commercial Saturday License</b>	\$17,800.00	\$14,962.00	\$16,568.00	\$17,037.00	\$17,624.22	<b>\$16,798.24</b>
<b>Commercial Saturday Daily</b>	\$5,655.00	\$3,095.00	\$7,420.00	\$1,795.00	\$1,480.00	<b>\$3,889.00</b>
<b>Dealer Saturday License</b>	\$37,317.00	\$37,447.00	\$22,088.00	\$21,538.00	\$33,151.90	<b>\$30,308.38</b>
<b>Dealer Saturday Daily</b>	\$1,350.00	\$360.00	\$635.00	\$1,210.00	\$2,270.00	<b>\$1,165.00</b>
<b>Food Concession License</b>	\$3,342.00	\$3,442.00	\$1,344.00	\$1,372.00	\$1,468.00	<b>\$2,193.60</b>
<b>Dealer Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Farmer Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Farmer Thursday Daily</b>	\$35.00	\$245.00	\$80.00	\$0.00	\$45.00	<b>\$81.00</b>
<b>Commercial Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Commercial Thursday Daily</b>	\$90.00	\$45.00	\$0.00	\$0.00	\$0.00	<b>\$27.00</b>
<b>Dealer Thursday Daily</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Flea Market Semi-Annual License</b>	\$69,520.00	\$58,932.00	\$22,201.00	\$63,017.00	\$57,377.90	<b>\$54,209.58</b>
<b>Flea Market Daily Sunday</b>	\$24,140.00	\$22,200.00	\$44,900.00	\$19,215.00	\$22,285.00	<b>\$26,548.00</b>
<b>Delivery Fees</b>	\$2,540.00	\$3,419.00	\$2,507.00	\$3,157.00	\$2,527.00	<b>\$2,830.00</b>
<b>Miscellaneous</b>	\$25.00	\$78.00	\$135.12	\$845.00	\$25.00	<b>\$221.62</b>
<b>Electricity Sales</b>	\$20,659.59	\$18,019.61	\$17,776.49	\$17,819.82	\$13,299.09	<b>\$17,514.92</b>
<b>Gas Sales</b>	\$939.93	\$951.53	\$716.80	\$682.09	\$1,796.17	<b>\$1,017.30</b>
<b>Water/ Sewer Sales</b>	\$629.72	\$656.08	\$662.93	\$719.11	\$672.66	<b>\$668.10</b>
<b>Interest Earned</b>	\$2,059.44	\$3,745.12	\$0.00	\$0.00	\$0.00	<b>\$1,160.91</b>
<b>Bad Debt Received</b>	\$0.00	\$0.00	\$0.00	\$929.00	\$0.00	<b>\$185.80</b>
<b>Promotional Leases</b>	\$9,803.02	\$1,954.00	\$3,339.00	\$0.00	\$4,595.00	<b>\$3,938.20</b>
<b>Security Deposit</b>	\$294.78	\$68.37	\$444.57	\$2,308.71	\$566.37	<b>\$736.56</b>
<b>Reimbursements</b>	\$3,323.66	\$4,080.12	\$0.00	\$3,876.15	\$7,678.76	<b>\$3,791.74</b>
<b>Operating Contingency Reserve FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Recycling Income</b>	\$270.00	\$57.80	\$180.00	\$180.00	\$180.00	<b>\$173.56</b>
<b>Cash Previous FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$407,850.67</b>	<b>\$376,993.98</b>	<b>\$347,545.93</b>	<b>\$432,498.00</b>	<b>\$407,108.58</b>	<b>\$394,399.43</b>

# FIVE YEAR INCOME BY TOTAL

## FOURTH QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Commercial Leases</b>	\$132,357.11	\$118,203.65	\$123,257.86	\$182,884.76	\$142,817.73	<b>\$139,904.22</b>
<b>Land Leases</b>	\$30,703.08	\$36,285.57	\$37,770.85	\$36,759.33	\$38,893.08	<b>\$36,082.38</b>
<b>Farmer Saturday/ Wholesale License</b>	\$10,101.00	\$12,536.00	\$10,878.00	\$20,001.00	\$11,933.58	<b>\$13,089.92</b>
<b>Farmer Saturday Daily</b>	\$3,480.00	\$5,814.00	\$3,782.00	\$3,855.00	\$6,130.00	<b>\$4,612.20</b>
<b>Commercial Saturday License</b>	\$1,028.00	\$3,708.00	\$2,934.00	\$5,061.00	\$3,505.32	<b>\$3,247.26</b>
<b>Commercial Saturday Daily</b>	\$3,970.00	\$1,080.00	\$1,085.00	\$2,030.00	\$1,715.00	<b>\$1,976.00</b>
<b>Dealer Saturday License</b>	\$10,434.00	\$9,180.00	\$26,272.00	\$21,285.00	\$8,596.50	<b>\$15,153.50</b>
<b>Dealer Saturday Daily</b>	\$150.00	\$0.00	\$20.00	\$0.00	\$765.00	<b>\$187.00</b>
<b>Food Concession License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Dealer Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Farmer Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Farmer Thursday Daily</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Commercial Thursday License</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Commercial Thursday Daily</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Dealer Thursday Daily</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Flea Market Semi-Annual License</b>	\$0.00	\$0.00	\$0.00	\$687.00	\$892.38	<b>\$315.88</b>
<b>Flea Market Daily Sunday</b>	\$14,255.00	\$15,500.00	\$28,610.00	\$9,835.00	\$9,525.00	<b>\$15,545.00</b>
<b>Delivery Fees</b>	\$3,470.00	\$5,018.00	\$3,349.00	\$2,534.00	\$3,728.00	<b>\$3,619.80</b>
<b>Miscellaneous</b>	\$124.73	\$50.00	\$20.00	\$7,525.00	\$25.00	<b>\$1,548.95</b>
<b>Electricity Sales</b>	\$18,685.39	\$14,831.73	\$17,306.12	\$16,859.89	\$12,059.13	<b>\$15,948.45</b>
<b>Gas Sales</b>	\$3,341.51	\$2,261.07	\$2,516.10	\$3,190.23	\$2,873.46	<b>\$2,836.47</b>
<b>Water/ Sewer Sales</b>	\$595.89	\$597.30	\$603.07	\$737.51	\$562.62	<b>\$619.28</b>
<b>Interest Earned</b>	\$9,223.35	\$9,327.72	\$10,752.04	\$29,091.36	\$37,068.86	<b>\$19,092.67</b>
<b>Bad Debt Received</b>	\$0.00	\$175.00	\$0.00	\$336.00	\$0.00	<b>\$102.20</b>
<b>Promotional Leases</b>	\$1,684.50	\$10,112.50	\$115.00	\$34,286.00	\$4,736.00	<b>\$10,186.80</b>
<b>Security Deposit</b>	\$219.78	\$68.37	\$398.99	\$566.37	\$12,604.21	<b>\$2,771.54</b>
<b>Reimbursements</b>	\$0.00	\$101.21	\$372.00	\$0.00	\$293.80	<b>\$153.40</b>
<b>Operating Contingency Reserve FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Recycling Income</b>	\$270.00	\$180.00	\$180.00	\$180.00	\$0.00	<b>\$162.00</b>
<b>Cash Previous FYE</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$244,093.34</b>	<b>\$245,030.12</b>	<b>\$270,222.03</b>	<b>\$377,704.45</b>	<b>\$298,724.67</b>	<b>\$287,154.92</b>

# EXPENSE ACCOUNTS

**Payroll** - The expenses in this account tend to be pretty evenly spread throughout the fiscal year. However, it is common to see a bit of a spike in the fourth quarter annually. The spike in the fourth quarter is typically due to overtime expenses associated with snow removal.

**5 year average quarterly spread: Q1 -22% Q2 - 24% Q3 - 23% Q4 - 30%**

**Payroll Taxes Employer** - The expenses in this account are spread throughout each fiscal year with the fees associated with each pay period. However, the bulk of the expenses are experienced in the third quarter annually, as this is when annual fees are assessed.

**5 year average quarterly spread: Q1 -13% Q2 - 15% Q3 - 63% Q4 - 17%**

**Repairs to Buildings** - The expenses in this account have the ability to vary greatly from year to year, as these expenses often times arise unexpectedly. It is common to see spending in this account lower in the fourth quarter due to the challenges the weather imposes on completing this kind of work, but that is not always the case.

**5 year average quarterly spread: Q1 -21% Q2 - 28% Q3 - 61% Q4 - 17%**

**Repairs to Grounds** - The expenses in this account have the ability to vary greatly from year to year, as these expenses often times arise unexpectedly. It is common to see spending in this account lower in the fourth quarter due to the challenges the weather imposes on completing this kind of work, but that is not always the case.

**5 year average quarterly spread: Q1 -19% Q2 - 30% Q3 - 27% Q4 - 22%**

**Repairs to Equipment** - The expenses in this account have the ability to vary greatly from year to year, as these expenses often times arise unexpectedly. It is, however, common to see spending in this account spike in the third quarter and fourth quarter annually. This spike is typically due to equipment repairs required during preparation for and execution of snow removal.

**5 year average quarterly spread: Q1 -9% Q2 - 16% Q3 - 48% Q4 - 30%**

**Fuel & Oil Expenses** - The expenses in this account are often times seen to spike the first quarter and fourth quarter annually. These spikes are associated with operating the trolley on the retail market and increased mowing in the first quarter, followed by snow removal in the fourth quarter.

**5 year average quarterly spread: Q1 -31% Q2 - 12% Q3 - 14% Q4 - 33%**

**Operating Expenses** - The expenses in this account have the ability to vary greatly from year to year, as these expenses often times arise unexpectedly. However, they are typically slightly higher in the second half of the fiscal year as opposed to the first half. This is due to many of the operational expenses being associated with meetings and other tasks that are less common in the first quarter when the staff and members of the Board of Directors are already over capacity with Growers Season activities.

**5 year average quarterly spread: Q1 -18% Q2 - 19% Q3 - 28% Q4 - 31%**



## EXPENSE ACCOUNTS CONTINUED...

**Maintenance Supplies** - The bulk of expenses in this account are typically incurred in the third quarter annually. This is when the Authority orders salt for the winter months, which is the largest expense in this account. Supply expenses associated with the remaining spending in this account are incurred relatively evenly throughout the year, as these supply orders are placed on a bi-weekly basis. This is with the exception of the fourth quarter, as less cleaning and restroom supplies are needed in this (much slower) season on the retail market.

**5 year average quarterly spread: Q1 - 18% Q2 - 20% Q3 - 54% Q4 - 15%**

**Office Expenses** - Expenses in this account are typically pretty evenly spread throughout the fiscal year, as orders are placed only on an as-needed basis.

**5 year average quarterly spread: Q1 - 28% Q2 - 25% Q3 - 28% Q4 - 21%**

**Telephone** - Expenses in this account are typically pretty evenly spread throughout the fiscal year, as service is paid on a monthly bill at a set rate. This can vary slightly, as repairs are sometimes necessary and plans sometimes change.

**5 year average quarterly spread: Q1 - 25% Q2 - 22% Q3 - 30% Q4 - 21%**

**Association and Licensing Fees** - Expenses in this account are paid out based on the billing cycles for the different associations -- as most bill annually. However, these expenses do tend to be highest in the first quarter. This is associated with membership fees for the National Association of Produce Market Managers, which is the only organization for which the Authority pays individual memberships for, and it is common for the Authority to have to pay membership fees for board members wishing to attend the annual conference in this quarter. (However, this can still vary year to year based on when the annual conference is held.)

**5 year average quarterly spread: Q1 - 32% Q2 - 17% Q3 - 18% Q4 - 22%**

**Miscellaneous** - The spread of expenses in this account has no set trends, as it cannot be predicted when expenses of this nature can be expected. However, the average spread experienced over the past five (5) years by the Authority is listed below.

**5 year average quarterly spread: Q1 - 13% Q2 - 21% Q3 - 20% Q4 - 40%**

**Interest Expense (Loan)** - The spread of expenses in this account is usually spread very evenly throughout the fiscal year. However, this has varied within the past five (5) years, as the Authority has refinanced and acquired new loans and interest has changed. The Authority also typically carries a variable rate on its loans, which can lead to some additional variation.

**5 year average quarterly spread: Q1 - 34% Q2 - 22% Q3 - 28% Q4 - 27%**

## EXPENSE ACCOUNTS CONTINUED...

**Security** - As this is essentially a payroll account, expenses in this account are typically evenly spread throughout the year. Work schedules in this department remain consistent throughout the year, so this does not lead to a great amount of variance.

**5 year average quarterly spread: Q1 - 25% Q2 - 25% Q3 - 24% Q4 - 25%**

**Trash Removal and Recycling** - These expenses are typically spread evenly throughout the year. Since the Authority does not permit its vendors and tenants to dispose of trash in the Authority's receptacles, busy seasons on the retail market do not create a large effect on the trash load the Authority is responsible for disposing of.

**5 year average quarterly spread: Q1 - 25% Q2 - 28% Q3 - 23% Q4 - 21%**

**Operating Insurance** - The majority of the expense in this account is paid out in the first quarter of each fiscal year. This is because the Authority pays insurance in one annual payment, and this is when the operating insurance policy for the Authority renews.

**5 year average quarterly spread: Q1 - 77% Q2 - 5% Q3 - 8% Q4 - 14%**

**Health Plan** - While expenses in this account are generally pretty evenly spread throughout the fiscal year-- as the bills are paid on a monthly basis and based on a set rate, this can vary from time to time based on new hires, terminations, an employee electing to drop their policy, or an employee electing to add or upgrade their policy (based on a change in family status).

**5 year average quarterly spread: Q1 - 31% Q2 - 22% Q3 - 21% Q4 - 19%**

**Dental Plan** - While expenses in this account are generally pretty evenly spread throughout the fiscal year-- as the bills are paid on a monthly basis and based on a set rate, this can vary from time to time based on new hires, terminations, an employee electing to drop their policy, or an employee electing to add or upgrade their policy (based on a change in family status).

**5 year average quarterly spread: Q1 - 26% Q2 - 24% Q3 - 25% Q4 - 24%**

**Advertising and Promotions** - Expenses in this account are generally pretty evenly spread throughout the fiscal year-- as the Authority aims to evenly advertise throughout the year. However, since the additional of the "Marketing and Special Events Coordinator" position, there will likely be some variance as this individual explores different options for advertising in order to determine the most effective methods.

**5 year average quarterly spread: Q1 - 30% Q2 - 27% Q3 - 26% Q4 - 17%**

**Travel Expenses** - Expenses in this account vary based on the dates and necessity of conferences and other opportunities from year to year. However, it is common for employees and board members to travel to the annual NAPMM conference within the first quarter annually, which typically leads to a bulk of these expenses falling within the first quarter.

**5 year average quarterly spread: Q1 - 56% Q2 - 11% Q3 - 26% Q4 - 10%**

## EXPENSE ACCOUNTS CONTINUED...

**Legal and Professional** - Expenses in this account can often vary greatly, as they can often arise unexpectedly. However, it is common to see higher expenses in this account within the first two quarters of the fiscal year. As these two quarters fall during the warmest months and busiest season on the retail market, this is commonly when the Authority requires increased work in the areas of legal assistance, risk management, and engineering.

**5 year average quarterly spread: Q1 - 56% Q2 - 11% Q3 - 26% Q4 - 10%**

**Payroll Processing** - Expenses in this account are typically evenly spread throughout the fiscal year. These fees are assessed by-weekly when paychecks are cut and processed.

**5 year average quarterly spread: Q1 - 29% Q2 - 22% Q3 - 22% Q4 - 26%**

**Electricity Expenses** - Expenses in this account are typically evenly spread throughout the fiscal year. However, variances can be caused from time to time by changes in tenant activities.

**5 year average quarterly spread: Q1 - 20% Q2 - 25% Q3 - 23% Q4 - 30%**

**Gas Expenses** - The bulk of expenses in this account are typically incurred in the fourth quarter of the fiscal year when the use of gas powered heating is most common. Expenses in this account are at their absolute lowest in the second quarter of the fiscal year when air conditioner use is most common.

**5 year average quarterly spread: Q1 - 19% Q2 - 2% Q3 - 26% Q4 - 58%**

**Water & Sewer Expenses** - These expenses are typically pretty evenly spread throughout the fiscal year, with the exception of the annual taxes and fees associated with the sewer. These fees are typically paid in the third or fourth quarter annually. Water usage in the first quarter is also slightly higher than the other quarters throughout the year. This is due to it being peak plant season on the retail market. As such, vendors must use extra water to water their plants throughout the day on the retail market.

**5 year average quarterly spread: Q1 - 21% Q2 - 16% Q3 - 29% Q4 - 36%**

**Bad Debt Expenses** - These expenses themselves are pretty unpredictable. However, it is common that these debts are written off one time annually. This is typically done in the third or fourth quarter of the fiscal year.

**5 year average quarterly spread: Q1 - 0% Q2 - 0% Q3 - 40% Q4 - 32%**

**Reimbursable Expenses** - The spread of expenses in this account has no set trends, as it cannot be predicted when expenses of this nature can be expected. However, the average spread experienced over the past five (5) years by the Authority is listed below.

**5 year average quarterly spread: Q1 - 13% Q2 - 27% Q3 - 30% Q4 - 26%**

## EXPENSE ACCOUNTS CONTINUED...

**New Equipment** - The bulk of the spending in this account is often done all at one. However, this can happen at any point throughout the year. As this is typically dependent on supply chain, availability, and sometimes bid, this timing is unpredictable year to year.

**5 year average quarterly spread: Q1 - 13% Q2 - 27% Q3 - 30% Q4 - 26%**

**Credit/Debit Fees** - The expenses incurred in this account are associated with the sale of tokens for use on the retail market. As such, these fees are higher in the periods of time in which use of this program is greatest. This is typically in the first three quarters of the fiscal year, and minimal in the fourth quarter of the fiscal year when the retail market --and in turn this program-- usage is lowest.

**5 year average quarterly spread: Q1 - 13% Q2 - 27% Q3 - 30% Q4 - 26%**

**Capital Reserve** - The expenses incurred in this account are associated with the investment of access funds for later use for capital improvements. This investment typically occurs in the first or second quarter of the fiscal year, when the Authority has the means to do so.

**5 year average quarterly spread: Q1 - 20% Q2 - 40% Q3 - 0% Q4 - 0%**

**TOTAL** - When looking at the spread of the sum of all expenses throughout the fiscal year, It is common to see the those expenses incurred rather evenly amongst each quarter of each fiscal year, with a slightly increased expenditure within the first two quarters of the fiscal year when the retail market is busiest.

**5 year average quarterly spread: Q1 - 34% Q2 - 32% Q3 - 28% Q4 - 25%**



# FIVE YEAR EXPENSES BY PERCENT

## FIRST QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Payroll	23%	25%	20%	21%	22%	22%
Payroll Taxes to Employer	12%	13%	20%	10%	11%	13%
Repairs to Buildings	16%	10%	71%	7%	2%	21%
Repairs to Grounds	23%	10%	14%	44%	3%	19%
Repairs to Equipment	7%	15%	4%	8%	9%	9%
Fuel & Oil Expense	0%	58%	56%	3%	37%	31%
Operating Expenses	23%	16%	6%	12%	31%	18%
Maintenance Supplies	21%	15%	22%	13%	17%	18%
Office Expenses	24%	24%	36%	40%	16%	28%
Telephone	29%	20%	27%	27%	21%	25%
Association & License Fees	29%	37%	49%	27%	19%	32%
Miscellaneous	0%	0%	0%	0%	64%	13%
Interest Expense (Loan, etc.)	34%	40%	28%	33%	N/A	34%
Security	31%	24%	24%	21%	27%	25%
Trash Removal & Recycling	16%	28%	18%	23%	38%	25%
Operating Insurance	64%	83%	70%	86%	83%	77%
Health Plan	31%	25%	31%	31%	36%	31%
Dental Plan	28%	16%	42%	21%	22%	26%
Advertising & Promotions	25%	23%	37%	38%	25%	30%
Travel Expenses	60%	28%	76%	46%	69%	56%
Legal & Professional	21%	16%	11%	42%	27%	23%
Payroll Processing	25%	26%	29%	40%	25%	29%
Electricity Expenses	20%	27%	23%	15%	15%	20%
Gas Expenses	31%	22%	11%	28%	4%	19%
Water & Sewer Expenses	0%	5%	10%	28%	60%	21%
Bad Debt Expense	0%	0%	0%	0%	0%	0%
Reimbursable Expenses	0%	33%	9%	0%	23%	13%
New Equipment	0%	1%	0%	0%	0%	0%
Credit/ Debit Fees	0%	33%	29%	22%	23%	21%
Operating Contingency	0%	0%	0%	0%	0%	0%
Capital Reserve	0%	100%	0%	0%	0%	20%
<b>TOTAL</b>	<b>24%</b>	<b>26%</b>	<b>26%</b>	<b>25%</b>	<b>68%</b>	<b>34%</b>

# FIVE YEAR EXPENSES BY PERCENT

## SECOND QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Payroll</b>	22%	21%	26%	25%	27%	<b>24%</b>
<b>Payroll Taxes to Employer</b>	11%	10%	25%	12%	15%	<b>15%</b>
<b>Repairs to Buildings</b>	83%	15%	6%	35%	1%	<b>28%</b>
<b>Repairs to Grounds</b>	15%	79%	6%	44%	6%	<b>30%</b>
<b>Repairs to Equipment</b>	54%	21%	0%	2%	4%	<b>16%</b>
<b>Fuel &amp; Oil Expense</b>	17%	0%	10%	0%	31%	<b>12%</b>
<b>Operating Expenses</b>	5%	29%	20%	22%	17%	<b>19%</b>
<b>Maintenance Supplies</b>	18%	16%	24%	15%	28%	<b>20%</b>
<b>Office Expenses</b>	21%	25%	7%	15%	55%	<b>25%</b>
<b>Telephone</b>	18%	26%	16%	21%	28%	<b>22%</b>
<b>Association &amp; License Fees</b>	0%	8%	0%	40%	36%	<b>17%</b>
<b>Miscellaneous</b>	4%	0%	0%	100%	0%	<b>21%</b>
<b>Interest Expense (Loan, etc.)</b>	28%	39%	18%	25%	0%	<b>22%</b>
<b>Security</b>	26%	22%	26%	25%	27%	<b>25%</b>
<b>Trash Removal &amp; Recycling</b>	30%	29%	24%	31%	24%	<b>28%</b>
<b>Operating Insurance</b>	10%	0%	4%	2%	7%	<b>5%</b>
<b>Health Plan</b>	22%	24%	17%	24%	22%	<b>22%</b>
<b>Dental Plan</b>	28%	33%	8%	19%	30%	<b>24%</b>
<b>Advertising &amp; Promotions</b>	31%	34%	22%	17%	29%	<b>27%</b>
<b>Travel Expenses</b>	6%	10%	15%	17%	6%	<b>11%</b>
<b>Legal &amp; Professional</b>	63%	36%	32%	24%	41%	<b>39%</b>
<b>Payroll Processing</b>	22%	22%	21%	18%	25%	<b>22%</b>
<b>Electricity Expenses</b>	28%	28%	25%	12%	32%	<b>25%</b>
<b>Gas Expenses</b>	1%	2%	2%	3%	3%	<b>2%</b>
<b>Water &amp; Sewer Expenses</b>	15%	25%	4%	21%	17%	<b>16%</b>
<b>Bad Debt Expense</b>	42%	0%	0%	0%	0%	<b>8%</b>
<b>Reimbursable Expenses</b>	9%	0%	93%	28%	4%	<b>27%</b>
<b>New Equipment</b>	6%	0%	0%	0%	0%	<b>1%</b>
<b>Credit/ Debit Fees</b>	67%	39%	36%	28%	28%	<b>40%</b>
<b>Operating Contingency</b>	0%	0%	0%	0%	0%	<b>0%</b>
<b>Capital Reserve</b>	100%	0%	100%	0%	0%	<b>40%</b>
<b>TOTAL</b>	<b>31%</b>	<b>20%</b>	<b>24%</b>	<b>23%</b>	<b>60%</b>	<b>32%</b>

# FIVE YEAR EXPENSES BY PERCENT

## THIRD QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Payroll	24%	26%	22%	22%	23%	23%
Payroll Taxes to Employer	75%	62%	60%	60%	56%	63%
Repairs to Buildings	94%	72%	55%	55%	31%	61%
Repairs to Grounds	30%	9%	2%	2%	90%	27%
Repairs to Equipment	21%	21%	86%	86%	24%	48%
Fuel & Oil Expense	24%	12%	0%	0%	32%	14%
Operating Expenses	21%	13%	37%	37%	32%	28%
Maintenance Supplies	46%	58%	59%	59%	47%	54%
Office Expenses	22%	32%	34%	34%	19%	28%
Telephone	29%	26%	30%	30%	34%	30%
Association & License Fees	34%	9%	0%	0%	45%	18%
Miscellaneous	0%	99%	0%	0%	3%	20%
Interest Expense (Loan, etc.)	28%	37%	25%	25%	27%	28%
Security	29%	27%	23%	23%	19%	24%
Trash Removal & Recycling	21%	14%	28%	28%	26%	23%
Operating Insurance	8%	10%	7%	7%	6%	8%
Health Plan	22%	25%	7%	27%	24%	21%
Dental Plan	28%	25%	27%	38%	7%	25%
Advertising & Promotions	36%	7%	38%	26%	25%	26%
Travel Expenses	11%	49%	26%	29%	15%	26%
Legal & Professional	25%	29%	9%	9%	26%	20%
Payroll Processing	25%	25%	20%	20%	21%	22%
Electricity Expenses	26%	24%	20%	20%	26%	23%
Gas Expenses	21%	22%	34%	34%	17%	26%
Water & Sewer Expenses	15%	19%	50%	49%	12%	29%
Bad Debt Expense	0%	0%	100%	100%	0%	40%
Reimbursable Expenses	100%	2%	23%	23%	0%	30%
New Equipment	94%	99%	0%	0%	0%	39%
Credit/ Debit Fees	58%	38%	28%	28%	30%	36%
Operating Contingency	0%	0%	0%	0%	0%	0%
Capital Reserve	0%	0%	0%	0%	0%	0%
<b>TOTAL</b>	<b>32%</b>	<b>23%</b>	<b>27%</b>	<b>27%</b>	<b>31%</b>	<b>28%</b>

# FIVE YEAR EXPENSES BY PERCENT

## FOURTH QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
Payroll	30%	28%	30%	32%	28%	30%
Payroll Taxes to Employer	2%	15%	32%	18%	18%	17%
Repairs to Buildings	4%	3%	6%	3%	67%	17%
Repairs to Grounds	46%	2%	54%	10%	0%	22%
Repairs to Equipment	15%	59%	10%	4%	63%	30%
Fuel & Oil Expense	7%	30%	28%	97%	1%	33%
Operating Expenses	52%	42%	12%	29%	21%	31%
Maintenance Supplies	16%	10%	28%	12%	8%	15%
Office Expenses	34%	19%	30%	11%	10%	21%
Telephone	24%	29%	12%	22%	18%	21%
Association & License Fees	4%	46%	28%	33%	0%	22%
Miscellaneous	68%	1%	100%	0%	33%	40%
Interest Expense (Loan, etc.)	29%	38%	18%	17%	34%	27%
Security	15%	27%	27%	30%	26%	25%
Trash Removal & Recycling	26%	29%	22%	18%	11%	21%
Operating Insurance	19%	36%	6%	5%	4%	14%
Health Plan	22%	13%	24%	18%	18%	19%
Dental Plan	16%	18%	25%	22%	41%	24%
Advertising & Promotions	8%	27%	8%	19%	21%	17%
Travel Expenses	10%	21%	0%	8%	11%	10%
Legal & Professional	9%	18%	24%	25%	6%	16%
Payroll Processing	27%	27%	26%	22%	29%	26%
Electricity Expenses	24%	21%	27%	53%	27%	30%
Gas Expenses	54%	54%	67%	36%	77%	58%
Water & Sewer Expenses	58%	51%	57%	2%	11%	36%
Bad Debt Expense	58%	0%	0%	0%	100%	32%
Reimbursable Expenses	0%	61%	0%	64%	4%	26%
New Equipment	51%	0%	0%	100%	0%	30%
Credit/ Debit Fees	0%	0%	0%	23%	18%	8%
Operating Contingency	0%	0%	0%	0%	0%	0%
Capital Reserve	0%	0%	0%	0%	0%	0%
<b>TOTAL</b>	<b>23%</b>	<b>22%</b>	<b>25%</b>	<b>25%</b>	<b>31%</b>	<b>25%</b>



# FIVE YEAR EXPENSES BY TOTAL

## FIRST QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Payroll</b>	\$102,116.75	\$123,786.28	\$119,211.85	\$152,643.51	\$200,939.82	<b>\$139,739.64</b>
<b>Payroll Taxes to Employer</b>	\$7,717.44	\$9,869.28	\$9,713.89	\$12,657.22	\$14,544.43	<b>\$10,900.45</b>
<b>Repairs to Buildings</b>	\$11,632.92	\$8,966.92	\$61,021.87	\$7,152.02	\$12,263.79	<b>\$20,207.50</b>
<b>Repairs to Grounds</b>	\$22,968.23	\$1,711.00	\$5,670.00	\$20,844.09	\$6,874.00	<b>\$11,613.46</b>
<b>Repairs to Equipment</b>	\$518.76	\$1,270.62	\$344.79	\$1,085.04	\$328.16	<b>\$709.47</b>
<b>Fuel &amp; Oil Expense</b>	\$30.01	\$2,900.33	\$767.05	\$85.21	\$1,177.45	<b>\$992.01</b>
<b>Operating Expenses</b>	\$2,537.59	\$1,406.94	\$448.71	\$2,570.16	\$7,982.37	<b>\$2,989.15</b>
<b>Maintenance Supplies</b>	\$3,942.19	\$3,544.00	\$3,197.30	\$3,394.88	\$6,416.44	<b>\$4,098.96</b>
<b>Office Expenses</b>	\$2,426.55	\$3,130.95	\$6,293.95	\$6,726.50	\$2,490.07	<b>\$4,213.60</b>
<b>Telephone</b>	\$2,155.68	\$1,342.54	\$2,226.66	\$2,526.85	\$948.95	<b>\$1,840.14</b>
<b>Association &amp; License Fees</b>	\$1,149.00	\$2,889.00	\$614.00	\$530.00	\$420.00	<b>\$1,120.40</b>
<b>Miscellaneous</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$1,420.00	<b>\$284.00</b>
<b>Interest Expense (Loan, etc.)</b>	\$24,967.27	\$19,729.62	\$17,228.10	\$72,320.10	\$76,531.41	<b>\$42,155.30</b>
<b>Security</b>	\$57,988.64	\$30,735.25	\$31,191.13	\$27,995.38	\$34,426.59	<b>\$36,467.40</b>
<b>Trash Removal &amp; Recycling</b>	\$1,337.71	\$2,181.73	\$959.16	\$1,749.54	\$2,542.70	<b>\$1,754.17</b>
<b>Operating Insurance</b>	\$44,708.38	\$49,236.96	\$52,013.02	\$69,372.59	\$84,065.73	<b>\$59,879.34</b>
<b>Health Plan</b>	\$39,485.05	\$27,162.19	\$37,189.86	\$46,520.50	\$57,336.67	<b>\$41,538.85</b>
<b>Dental Plan</b>	\$1,618.86	\$940.32	\$2,521.60	\$978.92	\$1,695.05	<b>\$1,550.95</b>
<b>Advertising &amp; Promotions</b>	\$13,655.65	\$11,258.30	\$20,901.80	\$18,742.00	\$14,935.00	<b>\$15,898.55</b>
<b>Travel Expenses</b>	\$6,840.56	\$3,968.09	\$2,760.40	\$817.80	\$7,157.63	<b>\$4,308.90</b>
<b>Legal &amp; Professional</b>	\$17,310.00	\$13,443.00	\$7,792.50	\$18,428.90	\$16,383.19	<b>\$14,671.52</b>
<b>Payroll Processing</b>	\$1,600.67	\$1,784.21	\$2,132.64	\$3,576.90	\$1,991.74	<b>\$2,217.23</b>
<b>Electricity Expenses</b>	\$20,457.17	\$23,114.17	\$18,445.31	\$22,555.40	\$16,615.72	<b>\$20,237.55</b>
<b>Gas Expenses</b>	\$9,763.26	\$4,689.49	\$2,463.15	\$4,856.98	\$637.91	<b>\$4,482.16</b>
<b>Water &amp; Sewer Expenses</b>	\$6,050.54	\$1,895.21	\$3,237.41	\$11,921.57	\$45,499.20	<b>\$13,720.79</b>
<b>Bad Debt Expense</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Reimbursable Expenses</b>	-\$1,177.78	\$470.86	\$521.87	\$0.00	\$4,480.88	<b>\$859.17</b>
<b>New Equipment</b>	\$0.00	\$539.95	\$0.00	\$0.00	\$0.00	<b>\$107.99</b>
<b>Credit/ Debit Fees</b>	-\$47.98	\$1,364.82	\$1,283.56	\$1,453.65	\$1,657.84	<b>\$1,142.38</b>
<b>Operating Contingency</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Capital Reserve</b>	\$0.00	\$65,000.00	\$0.00	\$0.00	\$0.00	<b>\$13,000.00</b>
<b>TOTAL</b>	\$291,918.93	\$284,676.47	\$281,225.84	\$346,204.98	\$406,278.49	<b>\$322,060.94</b>

# FIVE YEAR EXPENSES BY TOTAL

## SECOND QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Payroll</b>	\$95,268.59	\$106,061.45	\$155,019.47	\$186,646.83	\$245,783.10	<b>\$157,755.89</b>
<b>Payroll Taxes to Employer</b>	\$7,391.32	\$8,218.67	\$12,351.30	\$14,484.01	\$19,325.57	<b>\$12,354.17</b>
<b>Repairs to Buildings</b>	\$103,835.92	\$13,399.33	\$5,436.35	\$37,291.26	\$3,657.74	<b>\$32,724.12</b>
<b>Repairs to Grounds</b>	\$15,543.65	\$13,540.00	\$2,306.80	\$21,051.82	\$13,562.99	<b>\$13,201.05</b>
<b>Repairs to Equipment</b>	\$2,602.89	\$1,725.64	\$0.00	\$266.96	\$156.42	<b>\$950.38</b>
<b>Fuel &amp; Oil Expense</b>	\$694.91	\$0.00	\$141.33	\$0.00	\$978.67	<b>\$362.98</b>
<b>Operating Expenses</b>	\$773.49	\$2,446.44	\$1,519.23	\$4,694.09	\$4,323.35	<b>\$2,751.32</b>
<b>Maintenance Supplies</b>	\$3,366.83	\$3,817.05	\$3,466.79	\$3,880.44	\$10,145.19	<b>\$4,935.26</b>
<b>Office Expenses</b>	\$2,189.30	\$3,256.27	\$1,129.30	\$2,535.53	\$8,616.79	<b>\$3,545.44</b>
<b>Telephone</b>	\$1,308.56	\$1,805.40	\$1,348.17	\$1,929.57	\$1,249.76	<b>\$1,528.29</b>
<b>Association &amp; License Fees</b>	\$0.00	\$600.00	\$0.00	\$800.00	\$800.00	<b>\$440.00</b>
<b>Miscellaneous</b>	\$20.00	\$0.00	\$0.00	\$18,867.50	\$0.00	<b>\$3,777.50</b>
<b>Interest Expense (Loan, etc.)</b>	\$19,113.99	\$19,631.33	\$11,312.00	\$54,305.36	\$65,443.28	<b>\$33,961.19</b>
<b>Security</b>	\$48,982.41	\$28,310.00	\$33,034.25	\$32,611.00	\$33,806.27	<b>\$35,348.79</b>
<b>Trash Removal &amp; Recycling</b>	\$1,708.08	\$2,214.93	\$1,280.10	\$2,291.44	\$1,635.52	<b>\$1,826.01</b>
<b>Operating Insurance</b>	\$6,702.87	\$279.38	\$2,719.10	\$1,542.79	\$6,821.59	<b>\$3,613.15</b>
<b>Health Plan</b>	\$26,265.62	\$25,922.58	\$20,781.97	\$36,620.87	\$35,883.41	<b>\$29,094.89</b>
<b>Dental Plan</b>	\$1,618.86	\$1,880.64	\$504.32	\$882.37	\$2,319.95	<b>\$1,441.23</b>
<b>Advertising &amp; Promotions</b>	\$16,052.50	\$16,298.66	\$12,317.66	\$8,402.50	\$17,189.00	<b>\$14,052.06</b>
<b>Travel Expenses</b>	\$670.90	\$1,415.84	\$526.06	\$292.32	\$616.78	<b>\$704.38</b>
<b>Legal &amp; Professional</b>	\$43,434.93	\$29,565.00	\$21,772.27	\$10,520.20	\$24,682.75	<b>\$25,995.03</b>
<b>Payroll Processing</b>	\$1,458.94	\$1,529.64	\$1,541.86	\$1,598.62	\$1,950.73	<b>\$1,615.96</b>
<b>Electricity Expenses</b>	\$26,460.89	\$23,385.82	\$20,485.08	\$17,869.93	\$35,212.50	<b>\$24,682.84</b>
<b>Gas Expenses</b>	\$420.20	\$432.08	\$406.36	\$522.22	\$520.80	<b>\$460.33</b>
<b>Water &amp; Sewer Expenses</b>	\$7,287.91	\$9,648.38	\$1,384.78	\$8,789.28	\$13,336.72	<b>\$8,089.41</b>
<b>Bad Debt Expense</b>	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$600.00</b>
<b>Reimbursable Expenses</b>	\$119.00	\$0.00	\$5,430.14	\$98.96	\$178.55	<b>\$1,165.33</b>
<b>New Equipment</b>	\$1,395.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$279.00</b>
<b>Credit/ Debit Fees</b>	\$1,575.83	\$1,614.87	\$1,601.95	\$1,797.22	\$1,975.01	<b>\$1,712.98</b>
<b>Operating Contingency</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Capital Reserve</b>	\$85,000.00	\$0.00	\$65,000.00	\$0.00	\$0.00	<b>\$30,000.00</b>
<b>TOTAL</b>	<b>\$524,263.39</b>	<b>\$316,999.40</b>	<b>\$382,816.64</b>	<b>\$470,593.09</b>	<b>\$550,172.44</b>	<b>\$448,968.99</b>

# FIVE YEAR EXPENSES BY TOTAL

## THIRD QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Payroll</b>	\$105,615.04	\$133,178.86	\$142,558.38	\$162,132.98	\$212,665.64	<b>\$151,230.18</b>
<b>Payroll Taxes to Employer</b>	\$48,977.62	\$49,357.79	\$56,465.82	\$75,537.69	\$72,481.94	<b>\$60,564.17</b>
<b>Repairs to Buildings</b>	\$117,111.14	\$66,448.89	\$13,968.08	\$58,607.08	\$177,224.86	<b>\$86,672.01</b>
<b>Repairs to Grounds</b>	\$29,501.00	\$1,483.99	\$10,625.60	\$871.80	\$202,936.60	<b>\$49,083.80</b>
<b>Repairs to Equipment</b>	\$996.81	\$1,746.39	\$8,014.04	\$11,448.37	\$859.12	<b>\$4,612.95</b>
<b>Fuel &amp; Oil Expense</b>	\$998.27	\$601.37	\$260.11	\$0.00	\$1,025.36	<b>\$577.02</b>
<b>Operating Expenses</b>	\$3,049.49	\$1,086.33	\$3,462.85	\$7,849.27	\$8,306.24	<b>\$4,750.84</b>
<b>Maintenance Supplies</b>	\$8,777.51	\$13,758.70	\$6,061.49	\$15,258.64	\$17,454.67	<b>\$12,262.20</b>
<b>Office Expenses</b>	\$2,277.49	\$4,207.82	\$4,846.06	\$5,754.51	\$2,990.42	<b>\$4,015.26</b>
<b>Telephone</b>	\$2,123.31	\$1,798.88	\$2,165.42	\$2,820.52	\$1,549.09	<b>\$2,091.44</b>
<b>Association &amp; License Fees</b>	\$630.00	\$725.00	\$0.00	\$0.00	\$994.00	<b>\$469.80</b>
<b>Miscellaneous</b>	\$0.00	\$25,002.00	\$0.00	\$15.00	\$75.00	<b>\$5,018.40</b>
<b>Interest Expense (Loan, etc.)</b>	\$19,422.72	\$18,666.03	\$22,706.07	\$54,237.16	\$45,400.02	<b>\$32,086.40</b>
<b>Security</b>	\$54,169.66	\$34,463.75	\$28,824.25	\$30,319.43	\$24,410.51	<b>\$34,437.52</b>
<b>Trash Removal &amp; Recycling</b>	\$1,192.18	\$1,100.80	\$1,896.04	\$2,074.84	\$1,774.67	<b>\$1,607.71</b>
<b>Operating Insurance</b>	\$5,885.92	\$5,670.41	\$14,941.33	\$5,980.54	\$6,188.91	<b>\$7,733.42</b>
<b>Health Plan</b>	\$26,442.06	\$27,226.94	\$32,567.29	\$40,149.20	\$38,766.31	<b>\$33,030.36</b>
<b>Dental Plan</b>	\$1,602.40	\$1,444.64	\$1,498.10	\$1,792.78	\$578.00	<b>\$1,383.18</b>
<b>Advertising &amp; Promotions</b>	\$18,772.00	\$3,326.03	\$19,433.05	\$12,490.00	\$14,527.45	<b>\$13,709.71</b>
<b>Travel Expenses</b>	\$1,197.61	\$6,821.55	\$336.98	\$512.20	\$1,544.91	<b>\$2,082.65</b>
<b>Legal &amp; Professional</b>	\$17,400.82	\$24,239.90	\$21,871.02	\$3,885.52	\$15,791.22	<b>\$16,637.70</b>
<b>Payroll Processing</b>	\$1,654.11	\$1,767.71	\$1,763.14	\$1,797.88	\$1,660.09	<b>\$1,728.59</b>
<b>Electricity Expenses</b>	\$24,671.99	\$20,233.87	\$21,214.67	\$30,625.21	\$29,265.36	<b>\$25,202.22</b>
<b>Gas Expenses</b>	\$6,472.23	\$4,797.22	\$4,484.98	\$5,910.48	\$2,848.31	<b>\$4,902.64</b>
<b>Water &amp; Sewer Expenses</b>	\$7,187.39	\$7,046.37	\$8,759.29	\$20,899.25	\$9,401.63	<b>\$10,658.79</b>
<b>Bad Debt Expense</b>	\$0.00	\$0.00	\$0.00	\$5,287.98	\$0.00	<b>\$1,057.60</b>
<b>Reimbursable Expenses</b>	\$2,347.32	\$19.63	\$0.00	\$174.26	\$0.00	<b>\$508.24</b>
<b>New Equipment</b>	\$20,907.54	\$50,000.00	\$0.00	\$0.00	\$0.00	<b>\$14,181.51</b>
<b>Credit/ Debit Fees</b>	\$1,363.03	\$1,609.85	\$1,589.35	\$1,790.45	\$2,142.40	<b>\$1,699.02</b>
<b>Operating Contingency</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Capital Reserve</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$530,746.66</b>	<b>\$507,830.72</b>	<b>\$430,313.41</b>	<b>\$558,223.04</b>	<b>\$892,862.73</b>	<b>\$583,995.31</b>

# FIVE YEAR EXPENSES BY TOTAL

## FOURTH QUARTER

Account Description	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	AVERAGE
<b>Payroll</b>	\$132,342.37	\$137,708.06	\$175,081.61	\$234,323.15	\$257,802.12	<b>\$187,451.46</b>
<b>Payroll Taxes to Employer</b>	\$1,086.93	\$11,843.06	\$15,816.52	\$23,104.61	\$23,835.06	<b>\$15,137.24</b>
<b>Repairs to Buildings</b>	\$5,190.06	\$2,972.61	\$5,513.69	\$2,789.13	\$385,363.84	<b>\$80,365.87</b>
<b>Repairs to Grounds</b>	\$47,045.37	\$338.00	\$21,879.17	\$4,882.36	\$1,034.00	<b>\$15,035.78</b>
<b>Repairs to Equipment</b>	\$743.22	\$4,880.03	\$892.90	\$478.24	\$2,239.03	<b>\$1,846.68</b>
<b>Fuel &amp; Oil Expense</b>	\$294.76	\$1,532.11	\$198.55	\$2,814.68	\$25.00	<b>\$973.02</b>
<b>Operating Expenses</b>	\$7,472.90	\$3,596.82	\$2,130.15	\$6,217.73	\$5,469.36	<b>\$4,977.39</b>
<b>Maintenance Supplies</b>	\$3,129.64	\$2,417.27	\$1,804.18	\$3,142.69	\$2,816.30	<b>\$2,662.02</b>
<b>Office Expenses</b>	\$3,599.05	\$2,446.11	\$4,919.03	\$1,813.75	\$1,487.52	<b>\$2,853.09</b>
<b>Telephone</b>	\$1,760.09	\$1,935.09	\$2,442.88	\$2,085.00	\$797.90	<b>\$1,804.19</b>
<b>Association &amp; License Fees</b>	\$75.00	\$3,555.00	\$650.00	\$665.00	\$0.00	<b>\$989.00</b>
<b>Miscellaneous</b>	\$355.73	\$250.00	\$564.42	-\$1,150.00	\$741.18	<b>\$152.27</b>
<b>Interest Expense (Loan, etc.)</b>	\$19,729.62	\$18,646.29	\$11,312.00	\$36,197.58	\$57,800.30	<b>\$28,737.16</b>
<b>Security</b>	\$28,430.00	\$34,479.75	\$34,289.25	\$39,334.74	\$33,007.03	<b>\$33,908.15</b>
<b>Trash Removal &amp; Recycling</b>	\$1,462.43	\$2,213.87	\$1,161.34	\$1,362.80	\$756.72	<b>\$1,391.43</b>
<b>Operating Insurance</b>	\$13,050.75	\$4,093.65	\$4,231.74	\$4,223.49	\$4,247.91	<b>\$5,969.51</b>
<b>Health Plan</b>	\$26,670.44	\$29,295.36	\$28,562.22	\$26,536.73	\$28,606.22	<b>\$27,934.19</b>
<b>Dental Plan</b>	\$940.32	\$1,512.96	\$1,468.38	\$1,053.70	\$3,188.75	<b>\$1,632.82</b>
<b>Advertising &amp; Promotions</b>	\$4,028.00	\$17,289.00	\$4,556.00	\$9,344.00	\$12,196.54	<b>\$9,482.71</b>
<b>Travel Expenses</b>	\$1,182.83	\$1,775.98	\$0.00	\$147.68	\$1,105.01	<b>\$842.30</b>
<b>Legal &amp; Professional</b>	\$5,933.75	\$15,011.60	\$16,544.75	\$10,925.00	\$3,435.28	<b>\$10,370.08</b>
<b>Payroll Processing</b>	\$1,781.31	\$1,908.71	\$1,948.79	\$2,004.56	\$2,304.56	<b>\$1,989.59</b>
<b>Electricity Expenses</b>	\$22,265.79	\$17,698.97	\$21,835.27	\$80,916.36	\$30,560.14	<b>\$34,655.31</b>
<b>Gas Expenses</b>	\$16,972.65	\$11,576.76	\$14,606.85	\$6,236.54	\$13,062.39	<b>\$12,491.04</b>
<b>Water &amp; Sewer Expenses</b>	\$28,773.91	\$19,554.19	\$17,818.82	\$1,027.63	\$8,104.82	<b>\$15,055.87</b>
<b>Bad Debt Expense</b>	\$4,148.00	\$0.00	\$0.00	\$0.00	\$7,893.02	<b>\$2,408.20</b>
<b>Reimbursable Expenses</b>	\$0.00	\$782.98	\$0.00	\$492.45	\$203.58	<b>\$295.80</b>
<b>New Equipment</b>	\$11,303.54	\$0.00	\$0.00	\$20,839.21	\$0.00	<b>\$6,428.55</b>
<b>Credit/ Debit Fees</b>	-\$535.15	-\$407.38	-\$37.67	\$1,464.89	\$1,291.59	<b>\$355.26</b>
<b>Operating Contingency</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>Capital Reserve</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
<b>TOTAL</b>	<b>\$389,233.31</b>	<b>\$348,906.85</b>	<b>\$390,190.84</b>	<b>\$523,273.70</b>	<b>\$889,375.17</b>	<b>\$508,195.97</b>

# THANK YOU



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