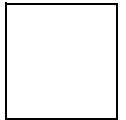


OCIDA Four Year Financial Plan

| I. Expenses | | | | | | | | |
|--|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|------------------|
| A. Operational Expenses | 2016 Actual | 2017 Actual | 2018 Budget | 2018 YTD | 2019 | 2020 | 2021 | 2022 |
| Onondaga County Office | \$266,884 | \$452,016 | \$750,000 | \$5,971 | \$750,000 | \$750,000 | \$750,000 | \$750,000 |
| Marketing | \$11,333 | \$2,733 | \$30,000 | \$0 | \$30,000 | \$30,000 | \$30,000 | \$30,000 |
| Legal Services | \$14,663 | \$11,318 | \$20,000 | \$6,393 | \$20,000 | \$20,000 | \$20,000 | \$20,000 |
| Accounting Services | \$1,599 | \$1,191 | \$2,000 | \$1,499 | \$2,000 | \$2,000 | \$2,000 | \$2,000 |
| Annual Audit | \$14,000 | \$14,000 | \$14,000 | \$13,000 | \$13,000 | \$13,000 | \$13,000 | \$13,000 |
| Other Prof Serv | \$6,210 | \$18,283 | \$10,000 | \$0 | \$20,000 | \$20,000 | \$20,000 | \$20,000 |
| Insurance - Public Officials, General Business | \$5,664 | \$5,664 | \$6,000 | \$5,877 | \$6,000 | \$6,000 | \$6,000 | \$6,000 |
| Office Expenses (Inc Public Hearing Notice) | \$1,271 | \$2,654 | \$2,000 | \$1,435 | \$3,000 | \$3,000 | \$3,000 | \$3,000 |
| Meetings | \$13,285 | \$20,972 | \$15,000 | \$9,933 | \$20,000 | \$20,000 | \$20,000 | \$20,000 |
| Rent | \$59,277 | \$59,231 | \$61,000 | \$14,468 | \$61,000 | \$61,000 | \$61,000 | \$61,000 |
| Other Op Exp | \$1,464 | \$22,985 | \$5,000 | \$16,925 | \$25,000 | \$25,000 | \$25,000 | \$25,000 |
| Sub-Total Operational Expenses | \$395,650 | \$611,047 | \$915,000 | \$75,501 | \$950,000 | \$950,000 | \$950,000 | \$950,000 |
| B. Agency Program Expenses | | | | | | | | |
| Property Reserve | \$0 | \$0 | \$300,000 | \$0 | \$300,000 | \$300,000 | \$300,000 | \$300,000 |
| White Pine Commerce Park Marketing | \$0 | \$9,605 | \$25,000 | \$7,088 | \$25,000 | \$25,000 | \$25,000 | \$25,000 |
| White Pine Commerce Park Development | \$167,917 | \$17,575 | \$200,000 | \$30,270 | \$200,000 | \$200,000 | \$200,000 | \$200,000 |



| | | | | | | | | |
|---|--------------------|------------------|--------------------|------------------|--------------------|--------------------|--------------------|--------------------|
| North Salina Acquisition | \$200,532 | \$5,646 | \$50,000 | \$28,092 | \$10,000 | \$10,000 | \$10,000 | \$10,000 |
| 800 Hiawatha Acquisition | \$234,338 | \$18,990 | \$100,000 | \$129,628 | \$50,000 | \$50,000 | \$50,000 | \$50,000 |
| Sub-Total Program Expenses | \$602,787 | \$51,816 | \$675,000 | \$195,078 | \$585,000 | \$585,000 | \$585,000 | \$585,000 |
| Total Operational and Program Expenses | \$998,437 | \$662,863 | \$1,590,000 | \$270,579 | \$1,535,000 | \$1,535,000 | \$1,535,000 | \$1,535,000 |
| II. Revenue | | | | | | | | |
| Agency Revenues | \$2,299,362 | \$504,773 | \$1,500,000 | \$831,606 | \$1,418,000 | \$1,418,000 | \$1,418,000 | \$1,418,000 |
| National Grid Shovel Ready 1 Grant | \$0 | \$125,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| National Grid Shovel Ready 2 Grant | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| National Grid Marketing Grant Reimbursment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NYS Grant Reimbursement (CFA 1) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Interest Income | \$7,412 | \$4,710 | \$2,500 | \$1,653 | \$5,000 | \$5,000 | \$5,000 | \$5,000 |
| Lease Payments | \$8,500 | \$10,000 | \$10,000 | \$9,250 | \$12,000 | \$12,000 | \$12,000 | \$12,000 |
| Other Op Rev | \$220,058 | \$28,233 | \$100,000 | \$15,102 | \$100,000 | \$100,000 | \$100,000 | \$100,000 |
| Total Revenue | \$2,535,332 | \$672,716 | \$1,612,500 | \$857,611 | \$1,535,000 | \$1,535,000 | \$1,535,000 | \$1,535,000 |
| Projected Gain or Loss | \$1,536,895 | \$9,853 | \$22,500 | \$587,032 | \$0 | \$0 | \$0 | \$0 |