



**Agenda**  
**Finance Committee Meeting**  
**Jekyll Island Authority Board of Directors**  
**June 2, 2021**  
**9:30 a.m.**  
**Administration Conference Room**  
**100 James Road, Jekyll Island, GA**

Committee meeting agenda is available at:  
<https://www.jekyllisland.com/jekyll-island-authority/board-directors/>  
Opportunities for in-person public comment will be offered at the Committee meeting.  
Written public comments will be received online as part of the regular June Board Meeting prior to budget consideration by the Board.

**I. Finance Committee**

Chairman, Mr. Bill Gross – Call to Order

A.) Review of the Fiscal Year 2022 Proposed Budget – Jones Hooks, Executive Director and Marjorie Johnson, Chief Financial Officer (Pgs. 2-35)

1. Full-Time Position Changes for FY 2022 (Pg. 36)
2. Capital Equipment and Projects Requests (Pgs. 37-40)
3. Rate Increases (Pg. 41)
4. Incentive Plans – Jenna Johnson, Human Resource Director (Pg. 42-45)

B.) Public Comments

C.) Committee Consideration of the Fiscal Year 2022 Proposed Budget – Bill Gross, Chair, Finance Committee

**Adjournment**

*Jekyll Island Authority*  
*Fiscal Year 2022 Budget*



**Jekyll Island Authority -Consolidated  
FY2022 Budget**

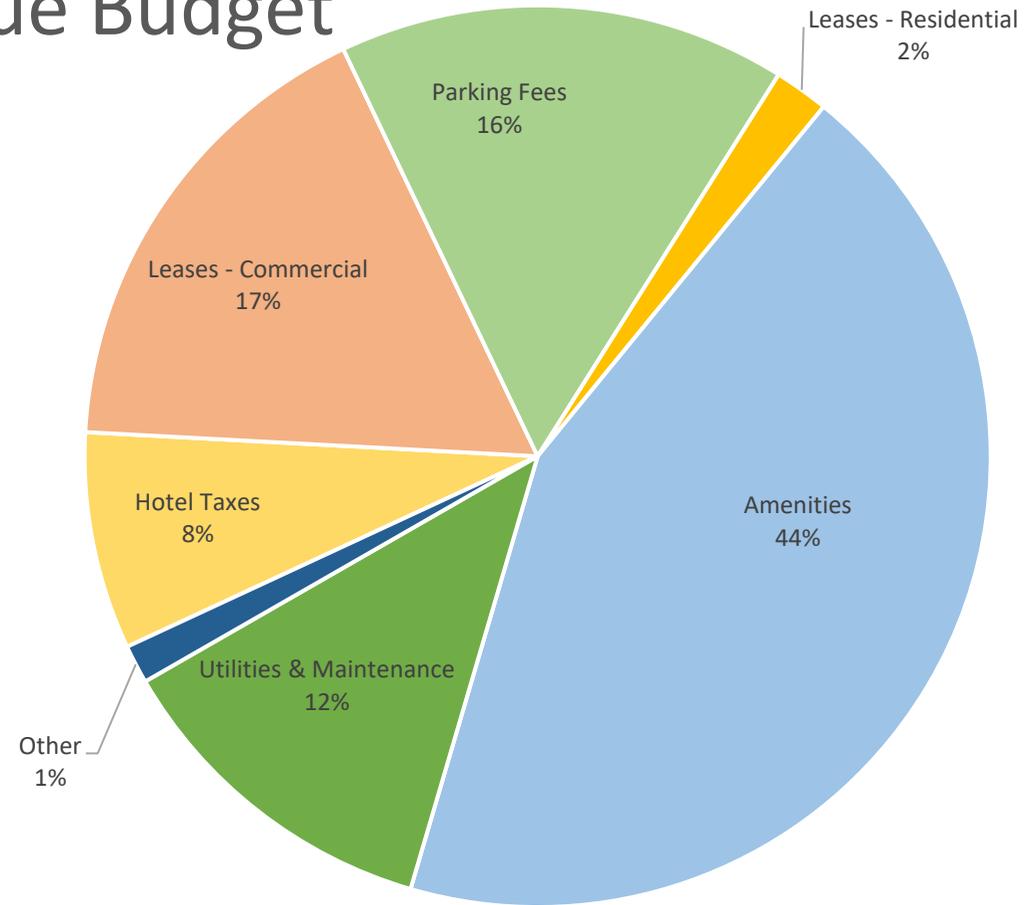
**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>32,342,701.54</b>	Business leases \$5.2M; Lot leases \$591K; Parking fees & annual passes \$4.9M; H/M tax \$2.4M; Concessions \$2.9M; Food \$2M; Admission fees \$3M; Campsite rental \$1.6M; Green fees & carts \$.21M; Fire fees \$1.3M; Water/Wastewater fees \$1.3M	30,757,937.33	28,116,024.12	29,358,568.02	28,106,608.47	31,701,259.43	29,899,981.59	29,343,154.15	26,681,623.35	23,148,002.11
COST OF GOODS SOLD	<b>1,941,214.56</b>	Cost of merchandise, food, beverage and fuel sold	1,920,255.08	1,824,039.65	1,812,826.48	1,643,418.02	1,889,105.88	1,819,716.46	2,065,475.37	1,863,187.94	1,629,819.16
NET REVENUE	<b>30,401,486.98</b>		28,837,682.25	26,291,984.47	27,545,741.54	26,463,190.45	29,812,153.55	28,080,265.13	27,277,678.78	24,818,435.41	21,518,182.95
<b>EXPENSES</b>											
PERSONNEL	<b>15,243,051.47</b>	FT labor \$8.3M; PT labor \$1.9M; staffing service labor \$374K; Health insurance \$1.9M; Retirement \$2M; FICA \$681K; employee development \$53K; includes 2% merit increase for staff	12,905,475.13	12,023,838.76	13,767,178.03	12,525,004.68	12,667,952.32	12,543,526.62	11,804,335.98	11,229,200.71	9,939,927.91
MOTOR VEHICLE	<b>246,051.93</b>	Fuel for vehicles & equipment \$145K; R&M of vehicles and ATV's \$101K	199,824.12	192,596.06	272,661.13	271,446.00	256,276.65	237,433.05	222,937.94	201,253.21	230,706.43
SUPPLIES & MATERIALS	<b>1,886,977.45</b>	Chemicals & Fertilizers \$555K; Special Event supplies \$130K; Plants & Seeds \$134K; Bathroom/cleaning supplies \$128K; Uniforms \$76K; Sand & Soil \$73K; First Aid/Medical Supplies \$62K; shop supplies \$114K	1,354,802.57	1,308,164.12	1,571,819.37	1,583,258.24	1,850,740.96	1,701,862.96	1,694,142.49	1,651,796.42	1,588,509.50
REPAIRS & MAINTENANCE	<b>1,986,905.95</b>	Building/Structure R&M \$889K (Historic bldgs, Summer Waves, Convention Center); Roads/Grounds R&M \$138K (road & path improvements, cart path improvements, concrete repair, etc); Equipment R&M \$288K (pumps, motors, wells, mowers, etc); Service Contracts \$623K (Water tower maint \$203K; equipment svc agreements)	1,168,485.19	1,262,288.73	1,431,537.21	1,647,083.47	1,575,951.94	1,410,583.86	1,580,381.76	1,421,108.90	1,442,491.76
UTILITIES	<b>1,975,088.28</b>	Electricity \$1.1M; heating/cooking fuel \$32K; water/sewer \$288K; trash \$328K; internet/cable \$1268K; telephone \$122K	1,866,846.26	1,823,420.81	1,980,863.45	1,931,185.39	1,907,796.12	1,927,045.83	1,866,167.09	1,696,278.86	1,747,615.26
INSURANCE	<b>998,669.00</b>	Worker's comp \$341K; liability ins \$91K; property ins \$51K; vehicle ins \$7K; fire fee \$441K	853,180.44	850,430.17	831,882.24	840,637.82	879,553.88	807,138.76	844,487.09	821,443.86	874,461.17
ADVERTISING & PROMOTION	<b>1,227,565.48</b>	Brand & advertising \$591K; Public Relations \$102K; 31-81 Magazine \$252K; BGIVB \$100K; Convention Sales \$10K; Group promotions (meetings, promotional) \$62K; Event promotins \$56K	478,989.03	657,170.35	808,522.98	785,625.44	1,504,226.52	1,301,632.76	1,007,841.93	1,176,771.48	857,953.57
TRAVEL	<b>56,874.00</b>	Sales travel; continuing education & conference travel; Board meals & lodging	22,312.17	15,471.28	39,885.00	80,849.90	96,432.71	73,822.77	74,032.91	70,343.48	66,012.54
LICENSES, REGISTRATIONS & SUBCRIPTIONS	<b>394,333.70</b>	Professional associations; training registration fees; Microsoft subscription; web hosting	231,705.47	221,346.81	281,097.25	247,869.72	232,089.56	201,880.04	196,315.83	149,280.07	125,736.61
CONTRACTS	<b>3,560,932.43</b>	SMG contract and staffing \$1.8M; Special events \$113K (entertainment, fireworks, etc); Sanitation \$329K; Golf Course archaeology \$130K; Misc contracts \$100K; Bike path engineering plan \$75K; Website redesign \$100K; also includes payroll processing; IT managed services; Tennis & Summer Waves management	2,249,429.51	2,088,225.80	3,106,814.90	3,010,864.34	3,292,477.64	3,237,532.88	3,044,249.11	2,679,025.22	2,171,208.96
BUILDING & EQUIPMENT RENTAL	<b>716,351.76</b>	Golf carts and maintenance equipment leases; golf maintenance equipment lease; Event equipment rental; heavy equipment rental; manlift rental; copier rental	617,785.72	593,840.07	649,324.69	810,302.49	619,899.50	497,299.26	370,949.86	358,399.96	317,559.09
CREDIT CARD FEES & BANK FEES	<b>366,134.96</b>	Credit card processing fees, bank stop payment fees, statement fees	382,897.83	349,933.37	318,298.72	297,126.72	318,627.81	267,558.34	273,447.65	250,844.85	218,674.46
PRINTING & PUBLICATIONS	<b>89,925.31</b>	Marketing \$55K (Island Guide, maps, brand books, etc.); new gate system - no longer need AVI tags and prox cards	65,396.73	69,238.47	97,847.90	130,607.53	275,440.01	221,939.82	187,094.24	173,385.07	172,859.10
EQUIPMENT PURCHASES <\$5K	<b>148,785.52</b>	General equipment: Computers, blowers, edgers, weeders, pumps, controllers, small appliances, chainsaws, table saw, tool sets, small equipment	101,108.65	109,210.79	98,950.21	139,162.97	264,136.06	214,158.78	195,623.81	205,559.74	129,503.72
INTEREST EXPENSE	<b>0.00</b>	Converted to grant 06/17 - no further payments due	0.00	0.00	0.00	0.00	0.00	0.00	41,194.10	33,616.33	0.00
TOTAL OPERATING EXPENSES	<b>28,897,647.24</b>		22,498,238.82	21,565,175.59	25,256,683.08	24,301,024.71	25,741,601.68	24,643,415.73	23,403,201.79	22,118,308.16	19,883,220.08
<b>OPERATING INCOME</b>	<b>1,503,839.74</b>		6,339,443.44	4,726,808.88	2,289,058.46	2,162,165.75	4,070,551.87	3,436,849.40	3,874,476.99	2,700,127.25	1,634,962.87
<b>BOARD DESIGNATED FUND CONTRIBUTIONS</b>											
Tourism Development Fund	<b>711,236.50</b>		752,321.86	643,601.45	671,805.37	582,567.72	697,322.85	603,569.41	601,448.08	548,841.00	243,444.00
Water / Sewer Fund	<b>188,143.12</b>		521,713.06	438,492.73	450,223.74	534,217.95	351,836.33	305,497.09	400,646.39	261,657.00	197,498.00
Retail Village \$1.6M loan payment (fixed)	<b>0.00</b>	Converted to grant 06/17; no future payments due	0.00	0.00	0.00	0.00	0.00	0.00	142,792.70	150,370.47	0.00
Fire Department equipment fund	<b>205,119.47</b>		336,937.73	305,905.70	270,216.17	294,367.43	194,162.89	182,019.11	71,572.30	25,000.00	28,000.00
Public area Improvement Fund	<b>216,896.61</b>		1,456,347.06	1,671,975.09	268,233.84	0.00	0.00	0.00	0.00	0.00	0.00
Beach Village Entertainment fees (carryover)	<b>0.00</b>		74,405.36	64,042.18	0.00	18,575.65	10,194.36	16,547.37	0.00	0.00	0.00
Hollybourne Lintel Project	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	180,662.50	0.00	0.00	0.00
Payment to JIF for Mosaic project	<b>0.00</b>		0.00	0.00	0.00	0.00	300,000.00	150,000.00	150,000.00	150,000.00	0.00

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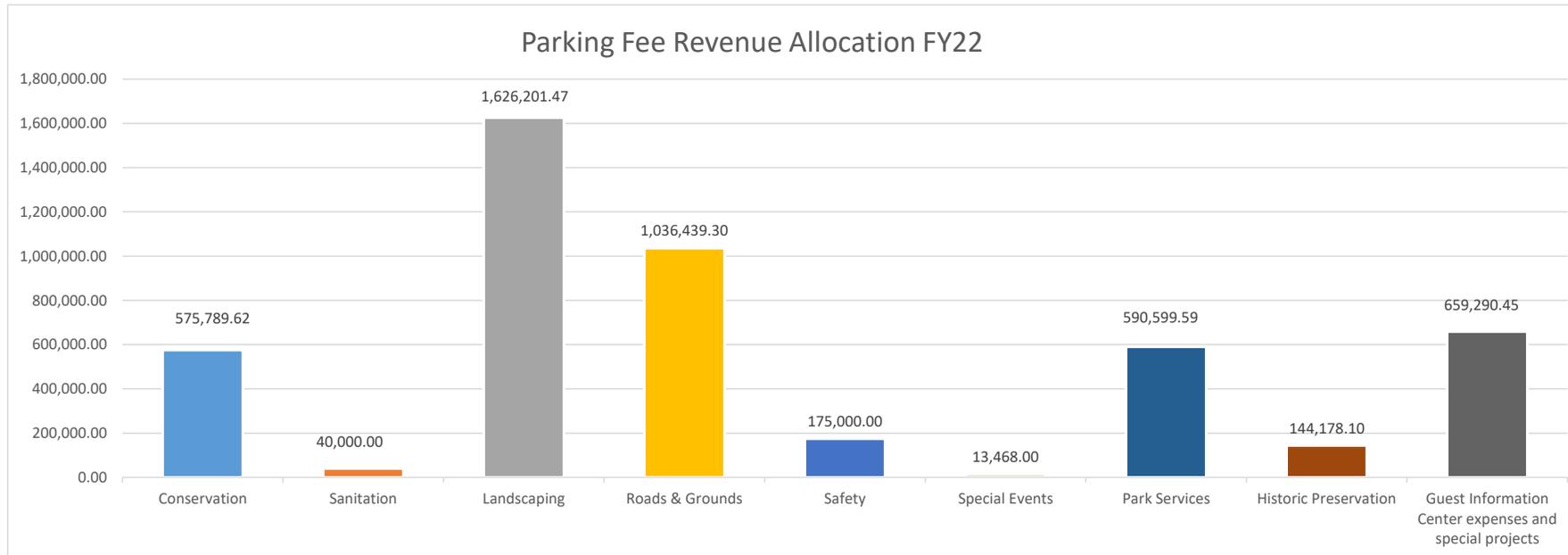
	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
Total Designated Fund Contributions	<b>1,321,395.70</b>		3,141,725.07	3,124,017.15	1,660,479.12	1,429,728.75	1,553,516.43	1,438,295.48	1,366,459.47	1,135,868.47	468,942.00
<b>AMOUNT AVAILABLE FOR CAPITAL OR CASH RESERVES</b>	<b>182,444.04</b>		3,197,718.37	1,602,791.73	628,579.34	732,437.00	2,517,035.44	1,998,553.92	2,508,017.52	1,564,258.78	1,166,020.87
<b>CAPITAL PROJECTS AND EQUIPMENT</b>			2,553,987.25			410,463.00	2,092,016.16	1,409,730.00	1,782,101.00	1,357,300.00	970,144.00
<b>CONTRIBUTION TO CASH RESERVES</b>			643,731.11			321,974.00	425,019.28	588,823.92	725,916.52	206,958.78	195,876.87

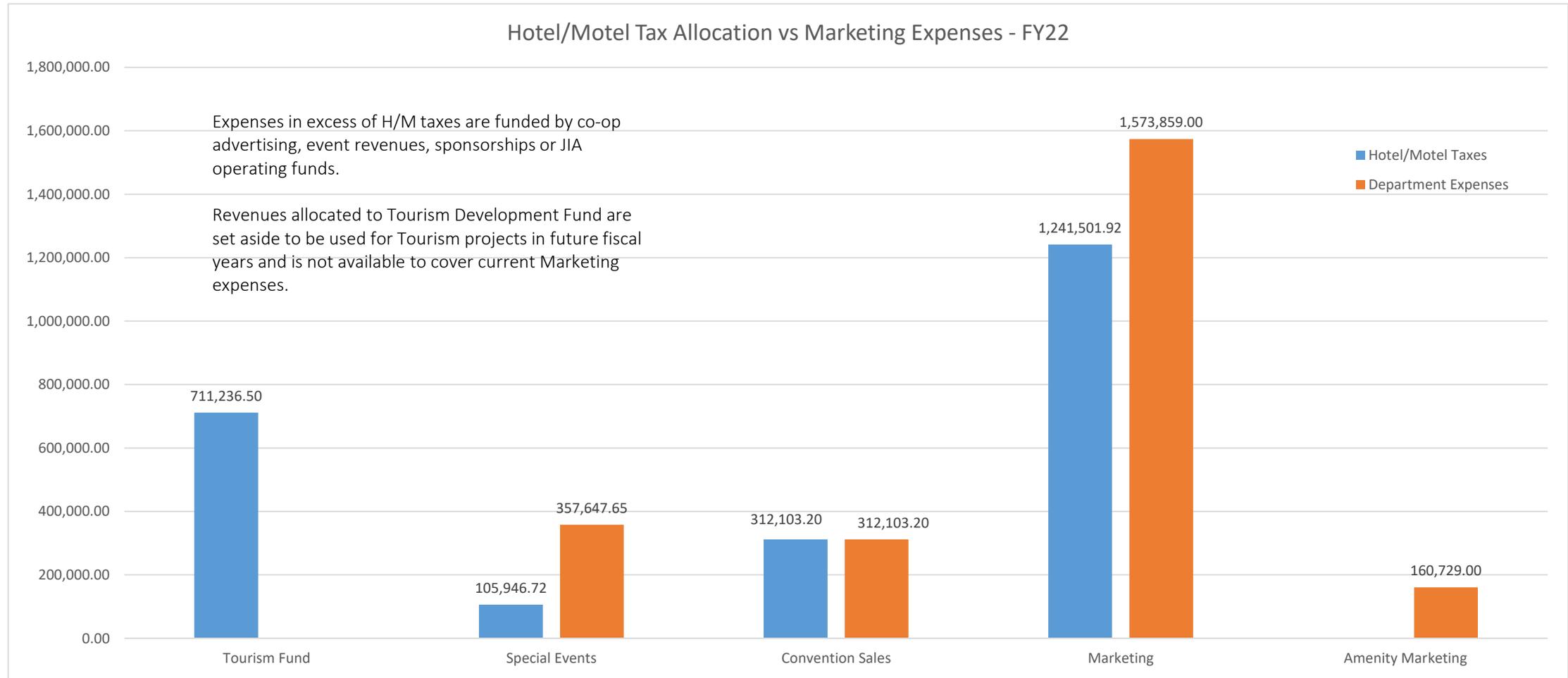
# FY22 Revenue Budget



### Allocation of Parking fees

	July	August	September	October	November	December	January	February	March	April	May	June	Total	
Parking fee revenue	\$ 613,500.00	\$ 396,135.00	\$ 382,153.00	\$ 349,192.56	\$ 262,453.00	\$ 294,870.00	\$ 287,370.00	\$ 266,334.00	\$ 451,770.91	\$ 530,343.23	\$ 456,844.83	\$ 570,000.00	\$ 4,860,966.53	
Percent of total	12.6209%	8.1493%	7.8617%	7.1836%	5.3992%	6.0661%	5.9118%	5.4790%	9.2938%	10.9102%	9.3982%	11.7261%	100.0000%	
Conservation	575,789.62	72,670.10	46,922.85	45,266.66	41,362.44	31,088.00	34,927.84	34,039.46	31,547.71	53,513.02	62,820.04	54,114.03	67,517.45	575,789.62
Sanitation	40,000.00	5,048.38	3,259.72	3,144.67	2,873.44	2,159.68	2,426.43	2,364.71	2,191.61	3,717.54	4,364.10	3,759.29	4,690.43	40,000.00
Landscaping	1,626,201.47	205,242.02	132,524.12	127,846.54	116,819.87	87,801.77	98,646.64	96,137.57	89,100.13	151,136.72	177,422.52	152,834.16	190,689.41	1,626,201.47
Roads & Grounds	1,036,439.30	130,808.45	84,462.60	81,481.41	74,453.69	55,959.37	62,871.21	61,272.09	56,786.86	96,325.11	113,078.04	97,406.95	121,533.53	1,036,439.30
Safety	175,000.00	22,086.66	14,261.28	13,757.92	12,571.31	9,448.59	10,615.64	10,345.63	9,588.31	16,264.24	19,092.92	16,446.90	20,520.61	175,000.00
Special Events	13,468.00	1,699.79	1,097.55	1,058.81	967.49	727.16	816.98	796.20	737.92	1,251.70	1,469.39	1,265.75	1,579.27	13,468.00
Park Services	590,599.59	74,539.26	48,129.76	46,430.97	42,426.33	31,887.62	35,826.23	34,914.99	32,359.15	54,889.44	64,435.85	55,505.91	69,254.08	590,599.59
Historic Preservation	144,178.10	18,196.64	11,749.51	11,334.80	10,357.18	7,784.45	8,745.96	8,523.50	7,899.57	13,399.70	15,730.18	13,550.19	16,906.41	144,178.10
														0.00
Total allocated to other departments	530,291.30	342,407.41	330,321.78	301,831.75	226,856.63	254,876.93	248,394.15	230,211.25	390,497.45	458,413.04	394,883.20	492,691.19	4,201,676.08	
Balance left to cover														
Guest Information Center expenses and sp	83,208.70	53,727.59	51,831.22	47,360.81	35,596.37	39,993.07	38,975.85	36,122.75	61,273.46	71,930.19	61,961.63	77,308.81	659,290.45	





Total Hotel/Motel tax budget: \$2,370,788.35

**Jekyll Island Authority -Administration  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>4,295,073.64</b>	Business leases \$3.6M; Lot leases \$591K; Alcohol license, alcohol taxes & residential rental licenses \$119K; Reimbursement from property insurance FY20 \$18K; Allocation to Museum (\$75K); other \$16K	4,446,274.28	4,426,193.18	4,124,194.98	4,301,811.75	4,414,388.33	4,423,425.32	4,180,020.91	3,675,504.37	3,549,549.19
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>4,295,073.64</b>		4,446,274.28	4,426,193.18	4,124,194.98	4,301,811.75	4,414,388.33	4,423,425.32	4,180,020.91	3,675,504.37	3,549,549.19
<b>EXPENSES</b>											
PERSONNEL	<b>2,619,291.40</b>	19 FT positions; requesting 2 additional positions; retention & retirement funds \$250K; staff training & software \$15K; tuition reimbursement \$16K; employee & supervisor meetings & orientation \$15K; adding PT legal/lease assistant \$20K	2,296,177.95	1,853,560.42	2,349,216.83	1,903,382.52	1,909,676.16	1,812,438.38	1,703,465.91	1,641,655.59	1,225,405.94
MOTOR VEHICLE	<b>3,180.00</b>	Fuel and misc repairs for admin vehicle	572.68	552.56	980.00	6,811.23	715.42	181.97	928.03	638.14	(313.67)
SUPPLIES & MATERIALS	<b>43,982.09</b>	Office supplies \$18K; postage \$12K; Furniture & fixtures \$7K; Uniforms/name tags \$5.4K; other \$1.5K	31,938.34	30,799.04	31,401.52	46,356.09	33,738.04	39,942.20	35,748.44	57,568.63	36,980.60
REPAIRS & MAINTENANCE	<b>123,657.07</b>	General building R&M \$44K for admin building and leased properties; Service contracts \$75K (incl software maintenance agreements; HVAC service agreement; pest control)	92,725.73	92,346.75	102,523.03	137,614.24	94,275.06	73,875.45	116,800.44	95,046.28	126,304.21
UTILITIES	<b>85,880.33</b>	Electricity \$20K; Water/Sewer \$6.3K; Trash \$3.2K; internet \$18.5K; telephones \$37K	85,974.58	86,439.66	86,352.44	87,038.51	91,997.56	93,829.78	95,800.07	78,218.62	99,252.22
INSURANCE	<b>217,000.85</b>	Fire fee \$63K; worker's comp \$53K; liability ins \$27K; building ins \$19K; Business interruption ins \$21K; Cyber insurance \$23K	148,927.62	148,927.62	130,157.76	142,850.26	167,141.10	126,566.43	152,696.16	128,439.31	152,632.83
ADVERTISING & PROMOTION	<b>23,460.04</b>	Board and general meeting expenses and promo items \$14K; help wanted ads \$1.5K; Advertising for lease space \$8K	10,055.97	7,225.28	14,800.00	13,900.36	12,250.15	16,086.38	14,984.75	18,465.73	15,146.06
TRAVEL	<b>21,980.00</b>	Board members \$6K; Auditor travel \$5K; Staff travel \$11K	10,619.38	3,734.27	19,300.00	14,413.45	21,120.04	24,763.79	21,504.29	18,069.37	22,593.65
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>171,550.08</b>	Professional memberships, training & registration fees, Microsoft Office subscription \$50K, anti-virus, spam filters, security \$26K; cloud backup & ransomware scan \$11K; monitoring software \$35K; trademarks \$11K	114,803.24	114,729.66	92,931.28	88,431.26	56,956.09	67,332.86	65,965.52	46,491.07	20,349.01
CONTRACTS	<b>687,970.23</b>	Dept of Law \$36K; SAAG fees \$250K; new Trademarks \$17K; Payroll processing \$74K; IT services \$80K; Golf Course Archaeology \$130K; Project management \$75K	412,944.66	423,819.46	257,192.74	368,070.31	306,311.65	407,244.93	390,957.81	319,931.76	227,490.69
BUILDING & EQUIPMENT RENTAL	<b>11,234.80</b>	Copier rental \$7.4K; postage meter rental \$2.7K; water coolers \$1K	9,516.47	9,378.40	10,018.80	10,907.03	12,237.89	10,121.76	9,353.03	9,970.99	15,995.64
CREDIT CARD FEES & BANK FEES	<b>25,128.14</b>	Credit card processing fees; stop payment fees; statement fees	35,626.71	35,221.23	25,143.14	25,102.66	23,394.37	19,311.55	14,266.10	21,554.03	21,253.29
PRINTING & PUBLICATIONS	<b>5,532.94</b>	Business cards, checks, letterhead	8,754.35	6,202.91	4,937.04	2,273.85	5,968.08	4,100.93	3,057.92	2,957.57	2,734.95
EQUIPMENT PURCHASES <\$5K	<b>19,910.00</b>	Replace 20 computers; 15 monitors and 1 laptop \$3K	15,799.30	13,105.30	10,426.00	31,819.31	37,010.52	19,966.41	37,067.53	8,100.07	9,569.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>4,059,757.97</b>		3,274,436.98	2,826,042.56	3,135,380.58	2,878,971.08	2,772,792.13	2,715,762.82	2,662,596.00	2,447,107.16	1,975,394.42
<b>OPERATING INCOME</b>	<b>235,315.67</b>		<b>1,171,837.30</b>	<b>1,600,150.62</b>	<b>988,814.40</b>	<b>1,422,840.67</b>	<b>1,641,596.20</b>	<b>1,707,662.50</b>	<b>1,517,424.91</b>	<b>1,228,397.21</b>	<b>1,574,154.77</b>

Jekyll Island Authority -Conservation  
FY2022 Budget

DRAFT BUDGET

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>608,192.12</b>	Lease payments for solar farm \$5K; nature programs & tours \$20.5K; parking fees allocated for conservation expenses \$575K; grants, donations & reimbursements \$7K	395,932.69	413,416.13	420,459.34	499,153.19	408,241.43	396,127.19	343,697.35	261,259.34	227,154.65
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>608,192.12</b>		395,932.69	413,416.13	420,459.34	499,153.19	408,241.43	396,127.19	343,697.35	261,259.34	227,154.65
<b>EXPENSES</b>											
PERSONNEL	<b>486,970.07</b>	6 FT Employees & PT rangers; includes benefits; rabies vaccinations \$1.2K	395,507.37	418,333.35	440,372.98	396,920.36	424,012.47	351,888.43	312,494.68	292,995.47	231,394.41
MOTOR VEHICLE	<b>5,254.29</b>	Gas for UTVs and vehicles; misc. repair	4,831.22	4,621.98	6,074.29	4,713.70	7,412.37	3,912.90	2,236.36	1,328.96	833.19
SUPPLIES & MATERIALS	<b>21,913.69</b>	Supplies for conservation & research programs \$6K; Seeds & plants for restoration work \$4.5K; Uniforms \$2.8K; Sand fencing \$2K; office supplies, cleaning supplies; chemicals for control of invasive species	7,311.53	6,766.88	9,820.81	11,072.91	13,855.44	9,753.57	7,011.41	13,841.71	17,375.19
REPAIRS & MAINTENANCE	<b>3,437.50</b>	Equipment R&M \$2.5K; 25% of maintenance cost of Annex building	16,679.30	16,880.06	26,650.00	4,653.68	982.85	1,217.49	796.96	788.32	158.72
UTILITIES	<b>4,872.61</b>	Electricity \$566; Land lines and cell phones \$4.3K	5,172.17	5,176.52	4,413.57	4,984.35	4,037.25	3,992.37	3,889.30	1,157.17	1,265.61
INSURANCE	<b>13,280.57</b>	Worker's Comp insurance \$10.6K; Fire fee \$1.5K; Liability insurance \$849; property insurance \$103; Auto insurance \$167	9,448.51	9,448.51	9,199.28	9,587.02	11,364.71	10,818.03	8,067.75	8,365.12	5,599.28
ADVERTISING & PROMOTION	<b>2,590.00</b>	Parking passes and sponsorships for key partners; refreshments for select meetings; facebook ads	255.00	55.00	550.00	419.72	841.10	225.53	314.55	1,233.61	264.84
TRAVEL	<b>2,350.00</b>	Travel expense for Director and Managers	0.00	0.00	0.00	2,218.39	6,761.64	2,144.70	1,026.12	5,284.25	7,012.07
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>7,472.00</b>	Wildlife Society membership; GIS software; Prescribed fire recertification; boat tow insurance; meetings and workshop registrations; Environmental Leadership program \$4.8K	812.79	787.79	960.00	3,332.98	6,104.18	3,008.48	1,720.43	800.00	775.00
CONTRACTS	<b>38,061.21</b>	Pond maint \$14K; water sample testing \$3K (CIG grant); GA Sea Grant Fellowship \$17.5K; GA Forestry Commission support \$3K	22,783.83	30,382.90	38,580.00	68,015.89	57,596.43	85,002.82	71,868.79	34,210.83	17,345.70
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		2,817.83	2,443.01	5,000.00	0.00	311.04	0.00	0.00	0.00	1,620.28
CREDIT CARD FEES & BANK FEES	<b>785.36</b>	Ticket Leap fees (transactions/credit card fees)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	110.00
PRINTING & PUBLICATIONS	<b>8,354.82</b>	Jr. Ranger Field Guide \$5K; educational signage \$2.8K; scientific publications \$500	2,842.58	7,153.08	4,154.82	5,197.53	5,600.90	5,307.58	525.97	1,153.10	1,412.40
EQUIPMENT PURCHASES <\$5K	<b>12,850.00</b>	Remote ignition device \$4K; PIT tags, trail cams, soil agitation and seed planting equipment; snake trackers; rifle for injured animals \$1.3K; radio tracking receiver \$1.3K	2,930.53	6,871.05	2,700.00	5,820.00	16,507.07	5,053.60	2,003.78	5,137.81	5,316.24
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>608,192.12</b>		471,392.66	508,920.13	548,475.75	516,936.53	555,387.45	482,325.50	411,956.10	366,296.35	290,482.93
<b>OPERATING INCOME</b>	<b>0.00</b>	<i>Conservation and GSTC Research departments combined in FY22 - history reflects the combination</i>	<b>(75,459.97)</b>	<b>(95,504.00)</b>	<b>(128,016.41)</b>	<b>(17,783.34)</b>	<b>(147,146.02)</b>	<b>(86,198.31)</b>	<b>(68,258.75)</b>	<b>(105,037.01)</b>	<b>(63,328.28)</b>

**Jekyll Island Authority -Intern Housing  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>47,375.00</b>	Rental income from Americorps members and interns; FY22 does not contain reimb from GSTC for improvements to housing. FY17, FY19 and FY20 contain \$50K per year reimb to improve housing.	46,725.00	47,975.00	50,375.00	97,425.00	97,200.00	44,335.00	104,772.76	44,010.00	39,547.50
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>47,375.00</b>		46,725.00	47,975.00	50,375.00	97,425.00	97,200.00	44,335.00	104,772.76	44,010.00	39,547.50
<b>EXPENSES</b>											
PERSONNEL	<b>0.00</b>	No staff assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	<b>0.00</b>	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	<b>3,700.00</b>	Furniture for renovated houses \$3K; misc household supplies; pots, pans, dishes, small tools	807.27	795.37	3,600.60	6,884.99	4,338.07	2,751.10	6,869.25	2,172.28	1,565.22
REPAIRS & MAINTENANCE	<b>5,800.00</b>	General maint \$3K; floor repair 59 Claffin \$1.2K; pest control \$1.2K; wi-fi repair; FY17, FY19 and FY20 include housing renovations.	11,360.84	11,069.58	4,200.00	49,801.68	46,579.86	11,203.81	51,923.86	20,192.01	2,503.08
UTILITIES	<b>24,094.94</b>	Electricity \$11K; water/sewer \$6K; trash \$2.9K; internet \$4.2K	23,083.17	24,396.11	21,405.67	23,747.49	20,027.47	19,996.06	24,038.78	19,211.85	17,493.39
INSURANCE	<b>1,514.28</b>	Fire protection fee \$1.4K; property insurance \$94	1,501.05	1,501.05	1,501.15	1,501.13	1,409.91	1,474.14	1,491.48	1,491.48	1,491.48
ADVERTISING & PROMOTION	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	<b>3,000.00</b>	Cleaning of houses 2x per year	950.00	950.00	3,000.00	3,529.00	1,230.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>5,700.00</b>	Small appliance replacement \$1.7K; spare waste grinder pump \$1K; HVAC replacement \$3K	2,449.96	2,684.94	600.00	2,435.32	9,169.97	8,289.90	4,439.88	6,344.29	4,651.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>43,809.22</b>		40,152.29	41,397.05	34,307.42	87,899.61	82,755.28	43,715.01	88,763.25	49,411.91	27,704.17
<b>OPERATING INCOME</b>	<b><u>3,565.78</u></b>		<b><u>6,572.71</u></b>	<b><u>6,577.95</u></b>	<b><u>16,067.58</u></b>	<b><u>9,525.39</u></b>	<b><u>14,444.72</u></b>	<b><u>619.99</u></b>	<b><u>16,009.51</u></b>	<b><u>(5,401.91)</u></b>	<b><u>11,843.33</u></b>

**Jekyll Island Authority - Airport  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>75,440.00</b>	Red Bug Motors lease \$8.4K; Aviation fuel \$67K (began selling May 2020)	82,114.57	74,548.88	86,400.00	13,834.31	8,100.00	8,150.00	0.00	0.00	3,308.18
COST OF GOODS SOLD	<b>46,230.00</b>	Estimated cost of fuel 69%	50,293.43	45,614.68	49,998.00	3,654.25	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>29,210.00</b>		31,821.14	28,934.20	36,402.00	10,180.06	8,100.00	8,150.00	0.00	0.00	3,308.18
<b>EXPENSES</b>											
PERSONNEL	<b>0.00</b>	No employees in this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	<b>730.00</b>	Restroom supplies \$100; Wheel chocks & wind socks \$630	191.98	191.98	0.00	59.50	70.50	0.00	0.00	0.00	85.07
REPAIRS & MAINTENANCE	<b>4,778.50</b>	General Repair \$1.3K; runway lights \$700; secondary exit improvements \$500; Fuel tank support and cell service \$1.4K; fire extinguisher service \$53; fuel tank inspection \$800	5,893.12	379.52	2,963.50	4,437.75	440.50	7,221.29	0.00	0.00	0.00
UTILITIES	<b>15,609.87</b>	Electricity for runway lights & terminal lights \$10.2K; water & sewer fees \$2.3K; trash fee \$1.6K; cable TV/internet \$1.4K	15,352.81	15,264.11	16,420.40	16,267.11	14,514.71	13,489.86	0.00	0.00	0.00
INSURANCE	<b>2,224.26</b>	Fire protection \$2.1K, property insurance \$139	2,085.50	2,085.50	2,204.97	795.50	863.41	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	<b>134.00</b>	Basic listing for Jekyll Island Airport on fuel website - AirNav.com	184.00	184.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>400.00</b>	Airport license renewal \$100; GA Airports Assoc \$300	0.00	1,725.00	400.00	2,115.00	300.00	100.00	0.00	0.00	0.00
CONTRACTS	<b>300.00</b>	Pump out septic tank	270.00	270.00	0.00	0.00	0.00	0.00	0.00	0.00	3,223.11
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		939.66	939.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	<b>1,668.30</b>	Credit card fees for fuel sales	1,484.72	1,621.97	0.00	137.25	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		0.00	28.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>0.00</b>		206.70	206.70	200.00	850.00	3,489.27	0.00	0.00	0.00	0.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>25,844.93</b>		26,608.49	22,896.44	22,188.87	24,662.11	19,678.39	20,811.15	0.00	0.00	3,308.18
<b>OPERATING INCOME</b>	<b>3,365.07</b>		5,212.65	6,037.76	14,213.13	(14,482.05)	(11,578.39)	(12,661.15)	0.00	0.00	0.00

**Jekyll Island Authority -Foundation  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	9,285.48	Reimbursement for expenses paid by JIA (JIF reimburses all except H/R expenses)	8,299.05	8,538.56	9,587.17	9,352.06	66,090.62	63,959.29	69,747.05	63,275.76	103,999.56
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	9,285.48		8,299.05	8,538.56	9,587.17	9,352.06	66,090.62	63,959.29	69,747.05	63,275.76	103,999.56
<b>EXPENSES</b>											
PERSONNEL	225,939.90	2 FT employees; includes retirement, FICA and health insurance benefits; requesting PT Admin Assist in FY22 to help with capital campaign	167,855.09	163,911.88	186,012.63	154,878.86	212,463.60	173,454.34	185,670.19	169,900.95	143,881.86
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	393.74	1,806.70	3,465.55	3,060.31	3,273.46	3,705.28
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	70.00	140.00	1,441.60	86.25
UTILITIES	4,029.65	Electricity \$2.2K; telephone \$1.6K; water/sewer rates \$183	3,626.11	3,749.13	4,586.49	4,246.53	5,068.90	4,829.65	5,213.57	6,202.13	4,093.44
INSURANCE	3,821.27	Worker's comp \$3.5K; liability ins \$283	3,146.89	3,146.89	3,019.37	3,195.67	3,788.23	3,606.01	6,677.16	6,488.36	5,599.28
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	3,172.22	2,445.52	3,528.43	3,325.11	2,834.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	1,795.07	2,187.62	2,288.75	2,643.42	3,970.99
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	622.09	1,264.97	1,506.02	973.54	2,606.50
CONTRACTS	0.00		0.00	0.00	0.00	0.00	33,836.46	32,831.46	31,750.00	29,350.00	26,743.02
BUILDING & EQUIPMENT RENTAL	1,434.56	Copier lease; (Prior years included rent which is now invoiced directly to JIF each month)	1,526.05	1,413.06	1,981.31	1,491.17	8,286.36	7,916.04	7,802.03	7,928.18	2,304.02
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	24.95	0.00	4,203.50	3,587.08	3,862.87	6,707.90
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	474.84	1,138.97	279.99	0.00	329.95
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	235,225.38		176,154.14	172,220.96	195,599.80	164,230.92	271,314.47	237,413.63	251,503.53	235,389.62	202,897.49
<b>OPERATING INCOME</b>	<b>(225,939.90)</b>		<b>(167,855.09)</b>	<b>(163,682.40)</b>	<b>(186,012.63)</b>	<b>(154,878.86)</b>	<b>(205,223.85)</b>	<b>(173,454.34)</b>	<b>(181,756.48)</b>	<b>(172,113.86)</b>	<b>(98,897.93)</b>

*Jekyll Island Authority -Life is Good  
FY2022 Budget*

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>455,120.00</b>	Retail sales - clothing and other merchandise	478,061.47	507,663.29	339,232.13	349,445.15	342,485.95	280,508.71	244,882.79	207,886.72	0.00
COST OF GOODS SOLD	<b>227,500.00</b>	Cost of merchandise sold	242,018.72	269,158.78	169,556.07	191,164.27	170,231.73	142,710.87	120,861.72	104,070.35	0.00
NET REVENUE	<b>227,620.00</b>		236,042.75	238,504.51	169,676.06	158,280.88	172,254.22	137,797.84	124,021.07	103,816.37	0.00
<b>EXPENSES</b>											
PERSONNEL	<b>102,121.93</b>	1 FT manager and PT employees; includes benefit	93,648.41	98,060.97	81,942.59	85,540.58	80,993.30	80,391.71	95,315.80	75,531.33	4,224.40
MOTOR VEHICLE	<b>0.00</b>	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	<b>5,035.20</b>	Office supplies \$650; bathroom/cleaning supplies \$150; shop supplies \$3.2K; uniforms \$700; store fixtures \$300	5,612.79	5,333.29	2,849.70	4,025.89	3,036.34	2,860.62	3,884.05	5,741.78	12,981.91
REPAIRS & MAINTENANCE	<b>2,246.00</b>	General R&M, pest control, camera and alarm inspections and repairs	1,926.82	1,862.22	1,064.00	904.40	2,823.35	942.94	672.41	53,261.44	12,865.75
UTILITIES	<b>5,884.90</b>	Electricity \$3.6K; Water/sewer \$747; internet \$1.2K; telephone \$351	5,864.17	5,799.49	5,719.51	5,584.77	6,584.52	5,482.94	3,380.79	3,187.17	174.10
INSURANCE	<b>1,910.63</b>	Worker's comp \$1.8K; liability insurance \$141	1,572.67	1,572.67	1,509.68	1,597.86	1,894.13	1,803.00	2,001.62	2,091.28	0.00
ADVERTISING & PROMOTION	<b>0.00</b>	Life is Good ads, local publicatons, sponsored facebook ads	0.00	0.00	0.00	0.00	0.00	1,000.00	702.97	11,076.66	0.00
TRAVEL	<b>0.00</b>	Local mileage reimbursement	0.00	0.00	0.00	0.00	0.00	10.70	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	<b>395.40</b>	XM Radio	395.40	395.40	395.40	395.40	395.93	0.00	0.00	161.94	120.00
CONTRACTS	<b>0.00</b>		0.00	0.00	0.00	76.50	0.00	825.00	297.00	3,141.00	7,032.19
BUILDING & EQUIPMENT RENTAL	<b>24,957.73</b>	Rent \$24,957.73;special event fee \$2,333.96	24,101.33	22,580.77	23,980.53	22,277.17	23,440.93	22,906.08	21,148.56	19,269.38	488.20
CREDIT CARD FEES & BANK FEES	<b>7,962.50</b>	Credit card processing fees based on estimated sales	9,301.32	8,876.90	6,675.00	6,491.48	6,682.50	4,967.31	4,805.56	3,289.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		45.00	45.00	0.00	0.00	0.00	0.00	0.00	265.73	16.50
EQUIPMENT PURCHASES <\$5K	<b>0.00</b>		0.00	608.71	0.00	608.71	4,222.54	0.00	0.00	1,731.07	0.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>150,514.29</b>		142,467.91	145,135.42	124,136.41	127,502.76	130,073.54	121,190.30	132,208.76	178,747.78	37,903.05
<b>OPERATING INCOME</b>	<b>77,105.71</b>		<b>93,574.84</b>	<b>93,369.09</b>	<b>45,539.65</b>	<b>30,778.12</b>	<b>42,180.68</b>	<b>16,607.54</b>	<b>(8,187.69)</b>	<b>(74,931.41)</b>	<b>(37,903.05)</b>

**Jekyll Island Authority -Village Retail  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>573,152.08</b>	Lease revenue from retail shops, does not include lease for space upstairs	560,230.98	559,828.27	550,591.54	568,175.56	559,915.65	545,611.27	436,096.91	453,620.17	488.20
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>573,152.08</b>		560,230.98	559,828.27	550,591.54	568,175.56	559,915.65	545,611.27	436,096.91	453,620.17	488.20
<b>EXPENSES</b>											
PERSONNEL	<b>152,883.22</b>	1 FT Roads & Grounds employee; 2 FT Landscaping employees; staffing service labor \$32K; labor for upkeep of village area and surrounding parks	98,459.14	87,420.77	111,475.01	72,313.55	20,145.03	0.00	0.00	0.00	0.00
MOTOR VEHICLE	<b>0.00</b>	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	<b>35,650.00</b>	Plants/Seeds \$15K (shrub repair & replace crepe myrtle); mulch \$9.8K; colorscape for Conv Ctr entrances \$4K; bathroom & cleaning supplies \$800; Christmas wreaths \$5K; flower pots, small tools \$1K	11,024.38	11,001.88	9,690.00	8,003.40	6,157.00	2,991.40	1,386.65	7,330.30	0.00
REPAIRS & MAINTENANCE	<b>42,642.88</b>	General R&M \$3K; restroom repair \$10K; paint \$3K; HVAC R&M \$3K; Elevator service agreement \$2.7K; Fire alarm/sprinkler maint \$3.6K; HVAC maint \$12K; pest & termite \$3K; alarm service \$1.6K	30,438.52	32,650.20	33,449.90	32,872.60	34,171.83	19,976.25	15,043.11	91,215.81	0.00
UTILITIES	<b>88,445.65</b>	Electricity (public areas) \$10.3K; trash compactors \$64K; JIA trash \$8.6K; 1G internet at Convention Center - cost and service shared with village \$6K	84,557.77	83,825.84	72,584.99	76,838.41	67,657.75	56,795.35	44,818.05	28,722.52	0.00
INSURANCE	<b>42,148.77</b>	Property insurance \$2.3K; fire protection fee \$34K; workers comp \$5.3K; liability insurance \$425	40,729.96	40,729.96	40,630.11	36,062.21	32,369.60	35,286.87	956.24	0.00	0.00
ADVERTISING & PROMOTION	<b>52,876.44</b>	Beach Village entertainment fee - JIA matching funds	50,450.58	50,450.58	49,208.71	54,065.64	47,881.70	47,352.00	0.00	0.00	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	<b>97,630.00</b>	Pressure washing & painting buildings \$70K; mulch installation \$10K; trim palm trees \$15K; tree maint at Round-about \$2.6K	46,736.34	52,282.24	12,525.90	14,600.90	0.00	0.00	5,554.00	7,647.72	0.00
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>0.00</b>	FY21 = Wireless access points; CO2 detectors; added camera in recycle area	5,107.91	5,107.91	0.00	0.00	0.00	0.00	0.00	34,125.44	0.00
INTEREST EXPENSE	<b>0.00</b>	Interest expense on OneGeorgia loan; converted to grant 06/17	0.00	0.00	0.00	0.00	0.00	0.00	41,194.10	33,616.33	0.00
TOTAL OPERATING EXPENSES	<b>512,276.96</b>		367,504.60	363,469.38	329,564.62	294,756.71	208,382.91	162,401.87	108,952.15	202,658.12	0.00
<b>OPERATING INCOME</b>	<b>60,875.12</b>		<b>192,726.38</b>	<b>196,358.89</b>	<b>221,026.92</b>	<b>273,418.85</b>	<b>351,532.74</b>	<b>383,209.40</b>	<b>327,144.76</b>	<b>250,962.05</b>	<b>488.20</b>

Jekyll Island Authority - Marketing, Sales & Events  
FY2022 Budget

DRAFT BUDGET

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	1,834,572.72	H/M taxes \$1.7M; Village event assessment \$106K; event admissions \$40K (no Shrimp & Grits festival in FY21); sponsorships \$8K; Allocation from parking fee \$13K; co-op advertising \$7.8K	1,882,443.41	1,622,907.13	1,713,963.29	1,750,637.83	2,007,825.59	1,780,305.28	1,765,133.62	1,815,656.78	1,359,462.95
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,834,572.72		1,882,443.41	1,622,907.13	1,713,963.29	1,750,637.83	2,007,825.59	1,780,305.28	1,765,133.62	1,815,656.78	1,359,462.95
<b>EXPENSES</b>											
PERSONNEL	757,177.70	9 FT employees; Brand Ambassador position eliminated; requesting Marketing Coordinator; includes benefits	720,902.54	680,144.93	772,490.00	783,586.35	836,112.40	878,949.75	834,831.43	762,704.36	519,926.80
MOTOR VEHICLE	1,040.00	Gas for sales vehicle, ADA van and Electric van	779.25	593.06	1,992.78	924.74	3,676.52	3,169.49	252.90	84.67	61.06
SUPPLIES & MATERIALS	92,307.38	Office supplies \$2.1K; special events supplies & sponsorships \$84K; postage \$2.2K; lights and decorations for Holly Jolly \$3.2K	19,172.04	16,690.78	67,380.44	115,525.87	113,082.27	108,823.41	131,940.50	130,722.62	97,436.05
REPAIRS & MAINTENANCE	1,037.50	25% of maintenance, fire alarm inspection, etc at Annex building	748.21	748.21	150.00	602.10	945.84	435.11	1,096.72	1,990.24	4,798.42
UTILITIES	14,394.39	25% of utilities for Annex building \$5.1K (electric, water/sewer, trash); landlines & cell phone \$8.6K; internet reimb for offsite sales staff \$720	14,574.73	14,326.31	15,941.48	16,139.45	17,184.67	16,012.87	15,910.26	16,147.59	9,825.99
INSURANCE	17,032.27	Worker's comp \$14K; liability insurance \$1.1K; fire fee \$1.6K; property insurance \$103; auto insurance \$98	15,877.08	15,877.08	15,260.25	19,251.07	20,795.08	21,341.81	23,595.71	22,261.60	19,597.48
ADVERTISING & PROMOTION	969,600.00	Media & agency fees \$430K; public relations \$102K; BGIVB contract \$100K; Convention sales funds \$10K; group promotion (meetings, promos) \$24K; 31-81 Magazine production \$252K; event promotion \$52K	298,794.14	520,425.31	592,566.87	633,440.69	1,246,669.20	1,097,320.85	958,972.56	831,626.36	720,146.27
TRAVEL	9,250.00	Conferences, meetings, sales travel	4,539.48	3,027.18	10,000.00	21,678.01	28,173.20	18,759.04	18,644.70	18,090.46	9,979.26
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	80,507.39	Mail Chimp \$8.1K; Sprout \$6K; trademark \$10K; Cision \$13K; Sprout \$6K; registrations and association fees for sales team \$33K; adobe software \$3.4K	53,146.34	48,546.09	71,496.00	80,066.67	96,256.58	72,228.12	77,883.68	52,449.07	53,385.57
CONTRACTS	242,580.00	Website re-design \$100K, NuSpace \$9.6K; Events (fire works, production contracts, entertainment, security, etc) \$113K	111,532.38	40,063.58	256,355.00	180,081.30	165,040.01	182,655.94	317,653.46	251,552.55	122,604.35
BUILDING & EQUIPMENT RENTAL	4,183.22	Copier rental; event rentals \$2K (restrooms, lights, chairs, tents, etc)	2,019.51	1,737.89	13,761.00	75,818.37	78,421.94	20,435.02	15,305.26	52,757.86	39,144.87
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	(100.00)	0.00	0.00	1,742.12	(450.00)	0.00
PRINTING & PUBLICATIONS	54,500.00	Annual reports \$4K; Island Guides \$30K; Event guides \$12K	26,281.12	24,366.74	57,750.00	73,035.00	103,553.64	92,438.34	84,137.92	79,139.09	46,383.69
EQUIPMENT PURCHASES <\$5K	0.00		449.99	449.99	0.00	6,369.70	3,539.55	5,554.44	195.98	5,213.27	593.93
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,243,609.85		1,268,816.81	1,366,997.15	1,875,143.82	2,006,419.32	2,713,450.90	2,518,124.19	2,482,163.20	2,224,289.74	1,643,883.74
<b>OPERATING INCOME</b>	<b>(409,037.13)</b>		<b>613,626.60</b>	<b>255,909.98</b>	<b>(161,180.53)</b>	<b>(255,781.49)</b>	<b>(705,625.31)</b>	<b>(737,818.91)</b>	<b>(717,029.58)</b>	<b>(408,632.96)</b>	<b>(284,420.79)</b>

**Jekyll Island Authority -Tourism Development  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	711,236.50	30% of Hotel/Motel tax budget	752,321.86	643,601.45	671,805.37	582,567.72	697,322.85	603,569.41	601,448.08	548,840.90	243,443.46
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	711,236.50		752,321.86	643,601.45	671,805.37	582,567.72	697,322.85	603,569.41	601,448.08	548,840.90	243,443.46
<b>EXPENSES</b>											
PERSONNEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>OPERATING INCOME</b>	<b>711,236.50</b>	Amount will be set aside as Designated Fund Balance to be used in the next Fiscal Year for Tourism Development	752,321.86	643,601.45	671,805.37	582,567.72	697,322.85	603,569.41	601,448.08	548,840.90	243,443.46

**Jekyll Island Authority -Guest Information Center  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,025,256.59</b>	Annual pass \$948K; daily parking fee \$3.9M; Concession sales \$366K; Amount allocated to Conservation, Landscaping, Roads & Grounds, Safety, Park Services, Events and Historic Preservation \$4.2M	1,949,513.97	2,149,072.62	930,336.83	741,732.12	968,443.45	540,941.82	1,038,450.48	1,144,478.60	1,053,899.71
COST OF GOODS SOLD	<b>182,790.12</b>	Cost of merchandise sold	185,986.37	185,303.48	146,288.81	170,805.52	186,169.33	179,220.37	259,054.48	160,085.33	176,844.09
NET REVENUE	<b>842,466.47</b>		1,763,527.60	1,963,769.14	784,048.02	570,926.60	782,274.12	361,721.45	779,396.00	984,393.27	877,055.62
<b>EXPENSES</b>											
PERSONNEL	<b>333,576.99</b>	2 FT staff; PT staff for gate and gift shop	275,265.81	267,193.39	293,329.55	279,473.43	325,055.67	331,339.07	292,815.06	284,265.55	283,553.30
MOTOR VEHICLE	<b>320.00</b>	Vehicle fuel & repairs	146.60	126.60	320.00	0.00	0.00	219.97	0.00	0.00	0.00
SUPPLIES & MATERIALS	<b>17,720.00</b>	Shop supplies (bags, shipping supplies, register tape) \$12K; uniforms \$1.2K; postage \$2.8K; office supplies \$480; bathroom & cleaning supplies \$300	21,938.20	23,347.88	14,627.40	20,396.53	18,633.96	23,639.69	31,712.91	13,689.27	11,752.74
REPAIRS & MAINTENANCE	<b>58,858.40</b>	Gate and camera repair & maint \$11K; general building and equipment repair \$3K; Gate maintenance agreement \$41K; camera repairs; pest control; alarm maintenance	42,783.83	96,201.02	50,922.50	79,816.02	15,669.87	20,822.24	16,030.08	54,183.75	33,062.96
UTILITIES	<b>27,754.02</b>	Electricity \$9K; water/sewer \$2.7K ; trash fees \$2.6K; internet \$9.7K; and phones \$3.1K; propane for generator \$700	26,892.34	26,759.80	27,907.88	27,152.08	25,824.34	25,589.00	19,361.09	15,993.95	16,692.02
INSURANCE	<b>7,957.30</b>	Worker's comp \$3.5K; liability insurance \$283; fire fee \$3.9K; property insurance \$257; auto ins \$9	7,238.37	7,238.37	7,111.07	8,885.20	9,525.38	8,050.84	8,820.29	6,998.07	8,414.79
ADVERTISING & PROMOTION	<b>20,000.00</b>	Island Treasures program - 20th anniversary	9,506.91	9,506.91	10,000.00	10,687.05	8,925.75	14,704.15	6,324.97	17,261.59	2,133.77
TRAVEL	<b>0.00</b>	On-island mileage reimbursement	0.00	0.00	0.00	762.46	536.38	1,620.94	1,349.94	1,167.29	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	<b>120.00</b>	Authorize.net monthly fee	110.00	120.00	120.00	130.00	910.00	1,922.31	2,403.60	719.53	3,045.04
CONTRACTS	<b>6,348.33</b>	shopify fees for online retail	22,265.39	26,517.79	6,348.33	11,026.52	6,734.97	7,465.64	4,233.89	3,538.84	855.50
BUILDING & EQUIPMENT RENTAL	<b>2,183.88</b>	Copier; water cooler; will no longer rent postage machine at this location	2,480.45	2,434.10	2,795.88	4,165.54	5,973.55	2,538.18	4,407.98	5,022.30	5,337.99
CREDIT CARD FEES & BANK FEES	<b>147,730.94</b>	Credit card processing fees and per transaction fees from gate company	161,388.06	157,291.12	101,331.57	104,801.61	97,954.31	80,146.27	79,265.07	75,143.48	63,772.75
PRINTING & PUBLICATIONS	<b>3,000.00</b>	Jekyll parking pass brochure; New system does not need AVI tags, prox cards, parking application cards	1,590.00	1,789.44	1,000.00	16,616.64	114,016.56	86,112.23	60,828.88	61,793.38	90,821.16
EQUIPMENT PURCHASES <\$5K	<b>0.00</b>		0.00	2,185.65	0.00	3,801.95	6,895.00	1,580.77	10,090.00	0.00	2,419.02
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>625,569.86</b>		571,605.96	620,712.07	515,814.18	567,715.03	636,655.74	605,751.30	537,643.76	539,777.00	521,861.04
<b>OPERATING INCOME</b>	<b>216,896.61</b>		<b>1,191,921.64</b>	<b>1,343,057.07</b>	<b>268,233.84</b>	<b>3,211.57</b>	<b>145,618.38</b>	<b>(244,029.85)</b>	<b>241,752.24</b>	<b>444,616.27</b>	<b>355,194.58</b>

**Jekyll Island Authority - Camp Jekyll  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	153,692.93	Reimbursement by 4-H for Camp Jekyll	139,845.94	133,370.44	157,884.67	144,276.62	165,467.28	149,522.61	115,142.08	28,597.89	28,354.20
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	153,692.93		139,845.94	133,370.44	157,884.67	144,276.62	165,467.28	149,522.61	115,142.08	28,597.89	28,354.20
<b>EXPENSES</b>											
PERSONNEL	81,608.21	2 FT positions plus allocations for other landscaping staff to handle landscaping & maintenance	92,769.44	90,638.21	104,888.24	103,802.80	106,033.75	99,684.03	57,030.46	4,837.40	6,285.56
MOTOR VEHICLE	3,832.42	Gas & diesel for mowers and equipment	1,388.63	939.59	4,876.16	3,432.45	3,536.58	2,398.86	1,989.91	38.06	155.45
SUPPLIES & MATERIALS	37,200.00	Fertilizer \$15K; Grass seed & plants \$6K; small tools \$3K; uniforms \$750; irrigation supplies \$3.8K; sand & soil \$6K (mulch & top dressing); landscape materials (fence railing \$3K)	14,497.38	10,464.38	24,500.00	14,273.94	28,894.49	20,651.60	18,503.23	6,375.59	5,033.19
REPAIRS & MAINTENANCE	6,150.00	General building repair \$1.8K; maint of mowing equipment \$3.6K; sprinkler inspection \$750	12,989.19	12,896.15	6,150.00	4,194.24	4,550.42	3,752.12	7,129.93	320.52	3,955.28
UTILITIES	10,665.49	Electricity \$1.8K; water/sewer for irrigation \$1.3K; trash fees \$7.6K	10,380.52	10,611.36	10,474.35	12,364.08	11,712.21	12,091.32	13,601.08	5,499.23	5,810.71
INSURANCE	10,236.81	Worker's comp \$3.5K; liability insurance \$283; vehicle insurance \$25; Fire fee (soccer) \$305 ; Property insurance \$6K	7,500.72	7,500.75	3,395.92	5,028.43	6,052.83	5,676.46	7,670.35	263.05	263.05
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	2,000.00	Tree trimming of live oaks at soccer complex and Camp Jekyll	0.00	0.00	1,600.00	0.00	3,450.00	3,200.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	2,000.00	Chainsaws, power pole pruner & hedge trimmers	320.00	320.00	2,000.00	1,180.68	1,237.00	2,020.48	3,975.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	153,692.93		139,845.88	133,370.44	157,884.67	144,276.62	165,467.28	149,474.87	109,899.96	17,333.85	21,503.24
<b>OPERATING INCOME</b>	<b>0.00</b>	<i>All expenses reimbursed by 4-H</i>	<i>0.06</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>	<i>47.74</i>	<i>5,242.12</i>	<i>11,264.04</i>	<i>6,850.96</i>

**Jekyll Island Authority -Museum  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,897,734.82</b>	Lease revenue \$771K; concession sales \$343K; district tours \$358K; motorcoach tours \$92K; historic building rental \$35K; Admission fees for Mosaic \$45K; allocation for Records mgmt \$75K; parking fees for historic preservation \$144K	1,604,265.61	1,321,144.64	1,679,643.32	1,304,210.07	1,765,055.82	1,600,500.98	1,467,599.24	1,355,171.08	969,040.19
COST OF GOODS SOLD	<b>171,666.45</b>	Cost of merchandise sold	151,276.57	157,909.40	166,511.49	141,438.72	148,292.04	147,279.28	129,744.86	134,591.18	122,737.60
NET REVENUE	<b>1,726,068.37</b>		1,452,989.04	1,163,235.24	1,513,131.83	1,162,771.35	1,616,763.78	1,453,221.70	1,337,854.38	1,220,579.90	846,302.59
<b>EXPENSES</b>											
PERSONNEL	<b>871,813.06</b>	12 FT staff; PT staff for tours and gift shop \$151K; GSP security for Holly Jolly \$4K; Benefits for FT staff	646,244.52	562,268.35	812,490.20	700,727.96	696,215.95	621,787.59	540,069.29	535,744.11	467,425.28
MOTOR VEHICLE	<b>2,700.00</b>	Fuel for trams and 6 passenger cart; general repairs & maintenance	1,587.75	1,533.25	3,732.65	2,547.45	10,366.32	4,718.41	3,773.03	7,203.19	5,736.59
SUPPLIES & MATERIALS	<b>60,398.80</b>	Archival & curatorial supplies \$6K; special event supplies \$7K; exhibits \$11K; Christmas décor \$10K; bathroom supplies \$4.5K; Uniforms \$3.6K; small tools \$2.4K; Shop supplies \$3.1K; fixtures \$6K	30,187.63	25,323.61	41,917.20	83,131.18	169,032.23	97,426.74	86,035.39	40,400.98	43,343.66
REPAIRS & MAINTENANCE	<b>371,125.04</b>	General Maint \$36K; Tiffany window conservation & shutters \$53K; exterior painting \$150K; porches \$20K; Small Dorm roof \$15K; gate repairs \$6.9K; fire/security \$10K; HVAC; gate maint; pest control; elevator	113,870.25	124,254.39	219,338.08	281,410.59	239,124.59	179,319.60	320,166.26	158,818.94	339,336.41
UTILITIES	<b>176,751.94</b>	Electricity \$90K; water/sewer \$53K; trash fees \$23K; telephone \$9.5K	174,924.60	174,310.69	189,556.75	186,611.40	150,661.27	177,976.27	170,703.26	147,290.06	147,673.92
INSURANCE	<b>93,946.61</b>	Worker's comp \$21K; liability insurance \$1.7K; Fire fee \$66K; property insurance \$4.6K; Motor Vehicle insurance \$31	84,968.57	84,968.57	84,014.72	88,007.39	79,986.52	78,241.99	79,200.72	80,004.61	81,927.02
ADVERTISING & PROMOTION	<b>18,000.00</b>	Sustaining marketing support for Mosaic	7,202.95	5,787.75	12,000.00	(2,288.40)	68,034.56	0.00	978.90	14,570.65	66.35
TRAVEL	<b>200.00</b>	Mileage reimbursement to pick up artifacts or attend meetings	100.00	0.00	500.00	2,284.75	11,310.26	5,461.99	3,054.18	1,743.46	458.48
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>48,366.24</b>	Records software maintenance \$35.5K; Data hosting software \$7.5K; Association memberships	15,570.23	8,586.03	47,210.80	3,942.96	7,992.00	4,453.13	5,046.63	3,589.44	1,812.89
CONTRACTS	<b>48,000.00</b>	Digitize blueprints and other documents \$43K; archive contract staff \$5K	90,934.38	115,378.48	121,000.00	52,959.49	33,346.08	11,818.00	22,807.67	156.40	5,856.99
BUILDING & EQUIPMENT RENTAL	<b>13,319.28</b>	Copier, manlift, 6-passenger cart; Rent for Remember gift shop \$5.8K	10,418.05	10,413.47	12,867.84	12,712.25	6,883.80	6,069.56	1,450.16	11,549.35	5,941.10
CREDIT CARD FEES & BANK FEES	<b>15,606.20</b>	Credit card processing fees	17,823.49	13,283.02	19,999.22	16,033.90	19,431.54	16,903.47	17,425.35	16,696.95	13,466.19
PRINTING & PUBLICATIONS	<b>3,841.20</b>	Printing - graphics and oversize printing	4,995.54	5,576.55	2,150.00	3,674.37	1,227.86	1,058.65	1,786.55	251.80	0.00
EQUIPMENT PURCHASES <\$5K	<b>2,000.00</b>	Small equipment replacements	12,415.30	12,401.25	2,000.00	16,954.19	16,271.45	43,929.39	5,902.87	1,470.68	3,800.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,726,068.37</b>		1,211,243.26	1,144,085.41	1,568,777.46	1,448,709.48	1,509,884.43	1,249,164.79	1,258,400.26	1,019,490.62	1,116,844.88
<b>OPERATING INCOME</b>	<b>0.00</b>		<b>241,745.78</b>	<b>19,149.83</b>	<b>(55,645.63)</b>	<b>(285,938.13)</b>	<b>106,879.35</b>	<b>204,056.91</b>	<b>79,454.12</b>	<b>201,089.28</b>	<b>(270,542.29)</b>

Jekyll Island Authority -Turtle Center  
FY2022 Budget

DRAFT BUDGET

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	2,730,926.45	Adopt-a-turtle program & donations \$94K; Turtle Tag license plates \$36K; Memberships \$19K; Concession Sales \$1.1M; School & Education programs \$115K; Admission fees \$983K; Americorp grant \$343K; increased admission rates \$1 in FY2022	2,623,755.32	2,441,124.76	2,428,050.97	2,196,358.98	2,643,266.53	2,429,726.59	2,337,559.23	2,239,222.72	2,074,879.64
COST OF GOODS SOLD	554,409.90	Cost of goods sold in gift shop	595,081.88	548,200.36	525,933.78	440,123.52	480,721.30	443,569.52	584,454.82	497,772.78	470,537.13
NET REVENUE	2,176,516.55		2,028,673.44	1,892,924.40	1,902,117.19	1,756,235.46	2,162,545.23	1,986,157.07	1,753,104.41	1,741,449.94	1,604,342.51
<b>EXPENSES</b>											
PERSONNEL	1,494,501.92	18 FT staff; requesting 1 FT Hospital Tech \$32K; Americorps member stipends \$276K; PT staff for camps and gift shop \$64K; includes benefits for FT staff	1,314,867.36	1,240,003.76	1,367,985.73	1,317,347.18	1,186,837.03	1,225,227.29	1,219,768.97	1,111,622.35	1,037,584.23
MOTOR VEHICLE	5,110.27	Gas for van, ATVs; van repair & ATV repair	3,787.35	3,145.61	5,110.27	4,249.04	6,351.64	6,270.91	7,529.19	3,645.80	7,241.02
SUPPLIES & MATERIALS	144,391.43	Drugs and supplies for treating sick turtles \$52K; uniforms for staff and Americorps members \$4.8K; exhibit maint \$4K; camp supplies \$5K; shop supplies \$11K; Turtle supplies \$38K; Education supplies \$7.1K	168,390.34	148,704.98	152,092.21	146,468.21	188,266.20	161,963.71	157,232.14	178,442.44	139,403.31
REPAIRS & MAINTENANCE	57,544.73	General Repairs & Maint. \$32K; Repair & paint windows \$10K; maintenance & service agreements \$15K	51,431.53	50,344.01	36,162.28	97,741.63	96,782.16	54,824.95	86,358.66	102,314.59	56,048.66
UTILITIES	77,099.94	Electricity \$48K; propane to heat pavillion \$570; water/sewer \$10K; trash fees \$3.8K; land lines & cell phones \$15K	77,226.31	76,316.44	78,061.79	75,368.37	76,544.48	75,923.13	70,645.73	74,038.71	70,849.40
INSURANCE	41,070.88	Worker's Comp \$28K; Liability Insurance \$2K Fire fees \$9.5K Property insurance \$635; auto insurance \$323	35,489.54	35,489.54	34,615.87	34,359.56	39,674.04	33,432.96	38,264.38	34,018.44	45,172.93
ADVERTISING & PROMOTION	7,010.00	Advertising expenses and Facebook advertising for programs; welcome baskets for Americorps members; member completion awards	621.03	581.03	1,010.00	2,891.97	1,844.77	1,045.74	989.31	29,853.70	1,564.50
TRAVEL	7,384.00	Conferences and training for staff; Required travel for Americorps members training	3,493.00	2,101.72	2,375.00	19,667.05	17,553.00	8,245.41	12,008.51	9,366.27	8,306.58
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	16,526.52	Registrations for conferences; association dues; & training courses; survey monkey; Adobe subscription	8,548.64	8,173.64	10,033.88	13,388.56	12,979.21	9,344.72	9,818.78	12,435.55	8,271.00
CONTRACTS	33,046.00	FBI background checks \$2K; diagnostic testing \$31K	8,793.60	10,069.49	21,289.92	39,906.13	34,535.55	23,721.55	23,959.07	19,677.02	16,285.19
BUILDING & EQUIPMENT RENTAL	5,769.72	Copier & water cooler rental	3,827.48	5,409.84	5,290.32	5,974.96	6,884.42	4,371.17	4,244.16	6,744.02	7,956.50
CREDIT CARD FEES & BANK FEES	43,440.40	Credit card processing fees	37,295.62	28,878.73	40,000.00	37,125.38	44,737.42	35,798.21	34,488.87	33,311.47	28,434.28
PRINTING & PUBLICATIONS	5,073.52	Signs; photos; brick engraving fees; summer program brochures; misc printing	5,540.17	3,548.00	10,189.52	7,098.10	19,090.66	5,582.59	7,620.07	7,225.82	11,596.14
EQUIPMENT PURCHASES <\$5K	8,609.00	Pumps, controllers, probes, check valves, filter blower, etc.; replacement microphones, laptop, speakers, etc for educational programs	9,742.39	12,143.11	9,884.00	16,211.05	28,528.66	18,780.35	2,625.41	23,007.49	6,719.25
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,946,578.33		1,729,054.36	1,624,909.90	1,774,100.79	1,817,797.19	1,760,609.24	1,664,532.69	1,675,553.25	1,645,703.67	1,445,432.99
<b>OPERATING INCOME</b>	<b>229,938.22</b>	<i>Research department moved under Conservation in FY2022; historical expenses moved also</i>	<b>299,619.08</b>	<b>268,014.50</b>	<b>128,016.40</b>	<b>(61,561.73)</b>	<b>401,935.99</b>	<b>321,624.38</b>	<b>77,551.16</b>	<b>95,746.27</b>	<b>158,909.52</b>

**Jekyll Island Authority -Fire Department  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,601,700.00</b>	Fire fees \$1.3M; ambulance service \$45K; permit fees \$7.2K; contribution from Admin for Code Compliance Officer \$66K; allocation from parking fees for fire equipment fund \$175K	1,555,464.66	1,535,435.85	1,528,000.00	1,409,721.22	1,141,495.69	1,125,229.80	964,783.41	929,409.05	929,744.56
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>1,601,700.00</b>		1,555,464.66	1,535,435.85	1,528,000.00	1,409,721.22	1,141,495.69	1,125,229.80	964,783.41	929,409.05	929,744.56
<b>EXPENSES</b>											
PERSONNEL	<b>1,228,674.54</b>	10 FT employees; requesting addition of 1 FT EMT; and 1 FT Paramedic; balance of staffing is covered by PT employees (\$270K); includes benefits for FT staff	1,064,499.90	1,056,089.30	1,112,725.91	958,786.51	826,599.52	813,975.74	797,259.29	830,776.85	801,753.66
MOTOR VEHICLE	<b>22,137.82</b>	Gas, diesel and repairs for ambulance, fire trucks, pickup truck and ATV	24,562.58	38,325.32	23,490.10	36,814.31	25,833.03	22,224.17	12,951.91	22,171.63	21,901.87
SUPPLIES & MATERIALS	<b>31,439.87</b>	Firefighter supplies \$13K; uniforms \$4.7K; first aid supplies \$7.7K; bathroom & cleaning \$2.2K; office supplies \$1.3K; small tools, postage	32,444.78	31,396.84	27,677.93	33,244.73	21,686.92	30,620.33	16,777.25	17,344.67	21,647.61
REPAIRS & MAINTENANCE	<b>20,772.40</b>	General R&M for station and grounds \$3K; service contracts \$14K (software maint agreements, pest control, etc); equipment R&M \$3.7K	26,565.52	29,866.13	24,832.00	20,637.42	15,999.74	21,196.87	15,596.07	12,588.45	23,130.95
UTILITIES	<b>22,004.37</b>	Electricity \$7.9K; water/sewer \$3.6K; trash fees \$1.9K; cable \$534; telephone \$8K	21,553.00	23,012.57	17,046.38	19,320.69	15,709.96	18,609.18	18,973.12	18,896.58	18,311.37
INSURANCE	<b>26,729.54</b>	Worker's comp \$21K; liability insurance \$1.7K; property insurance \$171; vehicle insurance \$1K; fire fees \$2.6K	20,392.85	20,392.85	21,278.62	14,829.36	16,463.08	14,571.00	18,384.02	17,497.36	22,133.44
ADVERTISING & PROMOTION	<b>1,000.00</b>	Hosting local courses (instructor rooms,etc); lunch meetings	1,001.20	601.20	1,000.00	857.02	368.36	1,300.46	510.09	2,672.50	125.29
TRAVEL	<b>4,510.00</b>	Travel for conferences & training for FT staff	2,021.70	1,759.15	3,510.00	2,492.83	1,972.84	1,995.29	3,636.36	2,945.44	848.31
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>21,582.68</b>	Ambulance licenses (2) \$5.3K; conference fees, Nixel system \$4.5K, Education conferences	14,478.63	14,358.63	14,070.00	13,463.90	12,594.02	11,925.00	6,113.25	6,570.00	4,775.00
CONTRACTS	<b>4,083.76</b>	EMS billing fees	3,891.61	3,919.21	6,108.95	5,992.44	929.70	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	<b>1,800.00</b>	Copier rental & oxygen tank rental; FY21 includes UTV rental \$3K	4,599.61	4,939.74	2,273.23	2,862.06	1,750.36	1,326.98	1,164.92	1,240.94	1,886.12
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>2,174.55</b>	Misc printing needs & CPR cards for certification classes	1,577.80	1,915.94	2,620.71	2,126.84	1,913.39	2,578.69	1,545.83	442.00	623.08
EQUIPMENT PURCHASES <\$5K	<b>9,671.00</b>	Miscellaneous equipment replacement; Training equipment; Defibrillator training device \$2K; ice maker \$3.7K	937.75	2,953.27	1,150.00	3,925.68	5,511.88	2,886.98	299.00	1,409.93	1,902.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,396,580.53</b>		1,218,526.93	1,229,530.15	1,257,783.83	1,115,353.79	947,332.80	943,210.69	893,211.11	934,556.35	919,038.70
<b>OPERATING INCOME</b>	<b>205,119.47</b>	<i>Amount to be set aside in Fire equipment fund (\$175K from parking; \$30K from Fire fees; balance from operations)</i>	336,937.73	305,905.70	270,216.17	294,367.43	194,162.89	182,019.11	71,572.30	(5,147.30)	10,705.86

**Jekyll Island Authority -Roads & Grounds  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,037,389.30</b>	Amount allocated from Parking fees to pay for Roads & Grounds expenses	1,230,802.66	1,230,802.66	1,189,869.79	1,415,720.95	1,226,670.86	1,201,351.51	1,242,863.11	984,692.96	800,000.00
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>1,037,389.30</b>		1,230,802.66	1,230,802.66	1,189,869.79	1,415,720.95	1,226,670.86	1,201,351.51	1,242,863.11	984,692.96	800,000.00
<b>EXPENSES</b>											
PERSONNEL	<b>521,210.18</b>	9 FT staff; includes \$30K in temp service labor for causeway clearing/projects and Christmas lights	673,838.62	650,317.79	804,778.55	726,373.23	613,574.52	766,265.75	653,819.52	566,391.54	499,601.02
MOTOR VEHICLE	<b>42,753.97</b>	Gas and diesel for equipment and vehicles \$25K; vehicle repairs \$18K	48,219.63	46,227.13	60,648.44	61,009.49	58,200.13	66,036.96	55,098.03	46,545.42	51,840.26
SUPPLIES & MATERIALS	<b>76,527.74</b>	Christmas lights \$60K; uniforms \$1.5K; small tools \$3.2K; shop supplies \$5K; limerock for road repairs \$6K	86,357.21	77,688.60	68,182.02	134,208.57	104,533.80	88,429.04	99,430.66	111,099.53	44,095.54
REPAIRS & MAINTENANCE	<b>48,514.04</b>	General building R&M \$16K; Roads & bike path repairs \$18.6K; general equipment R&M \$14K	64,585.81	65,514.57	15,664.04	54,435.87	139,659.90	94,422.28	111,537.69	78,752.27	79,673.00
UTILITIES	<b>157,545.00</b>	Electricity \$42K (street lights, parks, restrooms); water/sewer \$21K; trash fees \$95K (public areas)	157,271.70	154,886.14	150,904.40	154,812.09	116,638.53	111,358.84	106,632.29	97,998.43	115,974.63
INSURANCE	<b>38,655.66</b>	Worker's comp \$16K; liability insurance \$1.2K; vehicle insurance \$3.6K; property insurance \$1.1K; fire fee \$17K	47,397.15	47,397.15	47,205.07	31,970.23	36,827.03	35,033.86	41,131.71	34,029.81	35,113.37
ADVERTISING & PROMOTION	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	756.28	456.54	248.28
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	108.65	0.00	450.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	9.00	(1,050.72)	0.00	0.00	0.00
CONTRACTS	<b>75,000.00</b>	Bike Path Engineering plan	0.00	0.00	0.00	1,126.85	70.08	0.00	(350.00)	1,398.21	5,429.95
BUILDING & EQUIPMENT RENTAL	<b>59,916.00</b>	4 Manlifts for christmas lights \$20K; Drum roller for trail work \$2.5K; Excavator lease \$37K	26,360.88	21,710.88	32,250.00	85,489.63	55,765.93	0.00	12,494.62	16,226.96	10,648.90
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		3,461.58	3,461.58	0.00	0.00	0.00	16.98	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>17,266.71</b>	Grills, chainsaws, 12 picnic tables, small equipment; misc equipment replacement \$4K	4,049.72	2,199.72	10,237.28	7,152.87	1,995.00	7,874.69	5,164.41	16,104.17	14,987.49
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,037,389.30</b>		1,111,542.30	1,069,403.56	1,189,869.80	1,256,578.83	1,127,273.92	1,168,387.68	1,085,823.86	969,002.88	858,062.44
<b>OPERATING INCOME</b>	<b>0.00</b>	Park Services was broken out into a separate department in FY2022	119,260.36	161,399.10	(0.01)	159,142.12	99,396.94	32,963.83	157,039.25	15,690.08	(58,062.44)

**Jekyll Island Authority -Park Services  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	590,599.59	Amount allocated from Parking fees to pay for Park Services expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	590,599.59		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EXPENSES</b>											
PERSONNEL	490,165.87	10 FT staff currently; adding Park Services Manager; includes benefits for FT staff	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	15,504.00	Gas for equipment and vehicles \$9.5K; vehicle repairs \$6K	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	61,675.00	Bathroom supplies for public areas \$61K; uniforms \$1.5K; small tools, shop supplies, first aid supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	604.02	Cell phone for Park Services supervisor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	21,400.70	Worker's comp \$19K; liability insurance \$1.6K; vehicle insurance \$384	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	1,250.00	Vacuum cleaners	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	590,599.59		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>OPERATING INCOME</b>	<b>0.00</b>	<i>Park Services was separated into its own department in FY2022 (was part of Roads &amp; Grounds dept)</i>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**Jekyll Island Authority -Landscaping  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,651,158.27</b>	Wright Tree Service (rental space for equipment) \$3K; Plant sales \$20K; Tree fund contributions \$2K; Allocation from parking fees \$1.6M	1,418,466.54	1,416,381.82	1,332,281.91	1,582,356.64	1,448,283.36	1,572,865.87	1,445,523.55	1,405,861.95	1,353,095.43
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>1,651,158.27</b>		1,418,466.54	1,416,381.82	1,332,281.91	1,582,356.64	1,448,283.36	1,572,865.87	1,445,523.55	1,405,861.95	1,353,095.43
<b>EXPENSES</b>											
PERSONNEL	<b>1,138,289.20</b>	20 FT employees; cost allocations to Camp Jekyll \$22K; 2 college interns \$8K; Temp service staffing \$97K; benefits for FT staff	973,369.73	932,529.65	956,974.22	895,035.00	1,011,283.96	1,031,575.86	912,173.62	925,893.27	934,814.85
MOTOR VEHICLE	<b>33,407.78</b>	Gas & diesel for vehicles & equipment \$25K; vehicle repairs \$11K	30,397.63	25,654.71	41,558.73	33,041.27	52,042.45	37,029.65	26,134.26	29,588.26	35,178.01
SUPPLIES & MATERIALS	<b>213,924.12</b>	Plants/seeds \$88K (incl \$15K reforestation; \$10K Great Dunes plants); sand/soil \$30K; chemicals/fertilizer \$45K; irrigation supplies \$16K; landscape & greenhouse materials \$16K; uniforms \$7.5K; small tools \$7.5K	162,966.09	148,841.96	157,381.12	141,826.28	181,320.40	175,234.29	161,101.23	150,149.88	148,061.91
REPAIRS & MAINTENANCE	<b>26,694.00</b>	General bldg R&M \$9.5K; Roads & Grounds R&M \$3K; General equipment R&M \$14K	17,781.80	15,181.24	23,400.00	17,801.71	17,628.55	28,074.92	34,092.73	17,881.38	30,247.77
UTILITIES	<b>104,418.19</b>	Electricity \$54K; Propane \$3.7K; Water/sewer \$35K; trash fees \$9.4K; telephone \$2K	98,024.02	99,553.75	86,112.94	105,833.21	138,583.48	138,002.40	146,311.39	123,039.42	140,566.57
INSURANCE	<b>40,067.97</b>	Worker's comp \$35K; liability insurance \$2.8K; vehicle insurance \$250; fire fee \$1.5K	33,527.46	33,527.46	32,594.90	38,911.92	45,902.42	43,180.35	46,028.56	48,209.60	61,317.18
ADVERTISING & PROMOTION	<b>500.00</b>	Advertisements for plant sales	0.00	0.00	500.00	0.00	0.00	448.54	848.51	285.62	369.30
TRAVEL	<b>2,000.00</b>	ASLA conference	0.00	1,701.60	0.00	1,701.60	1,560.08	2,817.46	1,449.26	1,423.53	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>2,360.00</b>	Conference registrations and association memberships	90.00	90.00	960.00	514.50	680.00	1,305.00	791.74	1,655.00	930.00
CONTRACTS	<b>17,000.00</b>	Tree maintenance & stump grinding \$16K; yearly professional tree consultations \$1K	9,720.00	7,620.00	20,000.00	12,640.00	19,725.00	18,550.00	4,685.00	15,845.46	14,481.47
BUILDING & EQUIPMENT RENTAL	<b>48,833.20</b>	Hydraulic lift for trimming palm trees \$4K; mowing equipment lease and tractor lease \$44K	718.25	718.25	4,000.00	10,709.98	7,795.37	4,606.08	2,105.38	0.00	0.00
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		20.00	20.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>23,663.81</b>	Trimmers,edgers,pruners,chainsaws,blowers \$5.9K; Push mower \$1.3K; 84" double spike roller \$3.8K; Cellular irrigation controllers (6) \$13K	6,062.59	6,144.59	8,800.00	2,991.46	9,533.53	4,801.97	3,875.95	5,203.50	11,944.37
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,651,158.27</b>		1,332,677.57	1,271,583.21	1,332,281.91	1,261,006.93	1,486,055.24	1,485,626.52	1,339,597.63	1,319,174.92	1,377,911.43
<b>OPERATING INCOME</b>	<b>0.00</b>		85,788.97	144,798.61	0.00	321,349.71	(37,771.88)	87,239.35	105,925.92	86,687.03	(24,816.00)

**Jekyll Island Authority - Facility Maintenance  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	0.00	Reimbursement for building trash containers	1,565.00	1,565.00	0.00	0.00	787.25	2,455.09	1,045.78	1,555.87	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	0.00		1,565.00	1,565.00	0.00	0.00	787.25	2,455.09	1,045.78	1,555.87	0.00
<b>EXPENSES</b>											
PERSONNEL	707,531.48	11 FT employees; PT labor for Christmas lights and Summer Waves start up work \$16K; includes benefits for FT employees	599,558.79	575,898.53	648,851.43	652,831.87	714,356.05	642,056.10	674,913.75	604,913.54	498,362.50
MOTOR VEHICLE	12,500.00	Fuel for vehicles & equipment \$8K; vehicle R&M \$4.9K	13,621.90	12,135.19	13,221.44	10,430.37	15,263.75	14,773.82	13,611.12	11,181.26	12,717.33
SUPPLIES & MATERIALS	8,342.82	Uniforms \$3.2K; replacement hand tools \$3K; office supplies \$1.3K, shop supplies, first aid supplies, bathroom & cleaning supplies	6,813.68	6,098.94	8,695.32	10,005.59	7,958.90	10,934.00	12,821.09	7,690.76	10,168.52
REPAIRS & MAINTENANCE	40,082.50	General building R&M \$18K; Beach access repair \$5K; Great Dunes sand pump out \$2K; parking lot paint \$5K; Equipment R&M \$2K; Maintenance agreements \$6.9K	34,556.34	33,733.24	35,848.72	27,442.94	50,116.64	35,485.92	22,691.60	21,397.61	47,534.57
UTILITIES	24,166.48	Electricity \$11K; water/sewer \$3.9K ; trash fees \$3.6K; telephone \$5K	23,814.11	23,754.09	24,481.76	23,836.54	24,246.39	25,502.08	31,258.34	23,592.97	23,328.70
INSURANCE	29,310.97	Worker's comp \$19K; liability insurance \$1.6K; vehicle insurance \$76; property insurance \$512; fire fee \$7.7K	25,566.57	25,566.57	24,870.30	27,481.76	30,487.57	28,859.67	25,949.06	28,580.58	31,128.26
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	73.73	95.55	453.32	54.85
TRAVEL	100.00	Travel to pick up pumps	200.68	240.68	100.00	1,471.95	66.49	209.60	158.56	107.01	129.08
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,510.00	Inventory software license	0.00	1,000.00	1,510.00	4,017.32	4.50	0.00	3.08	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	825.00	0.00	1,000.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	12.66	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	1,800.00	Ladders, batteries and tool replacements	2,341.28	2,041.28	3,300.00	5,530.34	21,388.21	9,444.84	16,470.91	2,051.00	3,364.66
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	825,344.34		706,473.35	680,468.52	760,878.97	763,048.68	864,776.16	767,339.76	798,973.06	699,968.05	626,788.47
<b>OPERATING INCOME</b>	<b>(825,344.34)</b>		<b>(704,908.35)</b>	<b>(678,903.52)</b>	<b>(760,878.97)</b>	<b>(763,048.68)</b>	<b>(863,988.91)</b>	<b>(764,884.67)</b>	<b>(797,927.28)</b>	<b>(698,412.18)</b>	<b>(626,788.47)</b>

**Jekyll Island Authority -Vehicle & Equipment Maintenance  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	1,000.00	Sale of scrap metal and equipment	2,759.50	3,693.65	500.00	10,293.77	287.00	4,030.85	0.00	0.00	10,011.05
COST OF GOODS SOLD	0.00		0.00	0.00	0.00			0.00	0.00	0.00	0.00
NET REVENUE	1,000.00		2,759.50	3,693.65	500.00	10,293.77	287.00	4,030.85	0.00	0.00	10,011.05
<b>EXPENSES</b>											
PERSONNEL	383,678.94	7 FT employees; includes increase for 1 CDL certification \$1K; includes benefits for FT staff	365,092.36	366,760.30	399,717.53	397,322.89	368,584.36	400,008.21	374,619.52	379,533.42	334,278.21
MOTOR VEHICLE	14,400.00	Fuel and R&M for general fleet vehicles; also includes adjustment for inventory variances	6,709.62	3,697.20	14,400.00	6,732.12	(22,300.23)	3,514.80	15,806.58	12,294.94	2,227.00
SUPPLIES & MATERIALS	17,250.00	Shop supplies (lubricants ,fittings, oil) \$8.6K; Uniforms \$4.5K; small tools \$3.6K	9,658.64	8,257.03	13,663.80	13,310.83	21,838.26	16,090.71	15,259.23	21,488.37	12,087.58
REPAIRS & MAINTENANCE	31,941.07	General building & equipment R&M \$13.5K; fuel tank inspection \$7K; garage management system \$7.5K; vehicle diagnostic service \$1.5K	25,983.77	28,568.68	32,826.20	28,653.00	23,014.31	41,832.15	32,406.80	25,196.72	31,195.83
UTILITIES	13,320.24	Electricity \$3.4K; water/sewer \$5K; trash fees \$3.6K; telephone \$1.2K;	14,022.29	13,812.44	14,928.82	14,505.19	15,597.78	15,302.70	13,574.12	15,510.88	13,584.93
INSURANCE	14,518.27	Worker's comp \$11K; liability insurance \$849; vehicle insurance \$514; property insurance \$158; fire fee \$2.4K	13,992.80	13,965.80	13,809.30	14,286.90	16,279.54	14,560.53	16,225.64	16,233.22	21,141.78
ADVERTISING & PROMOTION	0.00	Help wanted ads	0.00	0.00	0.00	0.00	0.00	0.00	155.77	47.81	55.57
TRAVEL	1,000.00	Travel for training classes for staff - none planned in FY21	30.62	30.62	0.00	1,406.66	358.16	660.92	476.86	0.00	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	1,772.00	Tag registration for vehicles; highway impact fees \$1.7K	1,258.50	1,246.50	1,772.00	1,286.00	5,277.19	1,512.00	503.02	224.08	0.00
CONTRACTS	0.00		240.50	240.50	0.00	3,040.25	500.00	0.00	0.00	0.00	700.00
BUILDING & EQUIPMENT RENTAL	0.00	Rental of car hauler, small equipment or tool rental	878.40	878.40	0.00	0.00	163.00	0.00	43.24	109.90	375.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	237.32	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	62.32	Manuals & publications	0.00	22.99	12.32	22.99	1,619.56	39.99	311.56	217.70	0.00
EQUIPMENT PURCHASES <\$5K	3,075.00	Battery operated tool upgrades; tool set for service truck; sandblaster	827.35	827.35	1,200.00	5,329.09	8,345.79	12,699.21	19,455.82	8,029.62	9,644.71
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	481,017.84		438,694.85	438,307.81	492,329.97	485,895.92	439,515.04	506,221.22	488,838.16	478,886.66	425,290.61
<b>OPERATING INCOME</b>	<b>(480,017.84)</b>		<b>(435,935.35)</b>	<b>(434,614.16)</b>	<b>(491,829.97)</b>	<b>(475,602.15)</b>	<b>(439,228.04)</b>	<b>(502,190.37)</b>	<b>(488,838.16)</b>	<b>(478,886.66)</b>	<b>(415,279.56)</b>

**Jekyll Island Authority -Water/Wastewater  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,584,755.97</b>	Rate increase in sewer/water rates in FY22; water \$591K, sewer \$690K; water test fees \$11K, JIA water/sewer usage \$288K; No allocation from parking fees in FY2022	1,694,857.93	1,648,229.27	1,733,521.76	1,678,116.59	1,335,751.14	1,384,606.05	1,388,486.98	1,207,134.28	1,169,087.79
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>1,584,755.97</b>		1,694,857.93	1,648,229.27	1,733,521.76	1,678,116.59	1,335,751.14	1,384,606.05	1,388,486.98	1,207,134.28	1,169,087.79
<b>EXPENSES</b>											
PERSONNEL	<b>725,631.06</b>	9 FT employees; requesting 1 FT Assistant Superintendent position \$56K; includes \$16.6K for pay increases for certifications; includes benefits for FT staff	585,938.04	568,058.78	628,542.91	521,910.46	487,047.64	568,066.30	505,794.38	481,593.91	466,428.10
MOTOR VEHICLE	<b>16,410.65</b>	Fuel for vehicles, generator & equipment \$9K; vehicle R&M \$7.4K	15,972.71	15,258.74	16,675.61	32,598.97	13,687.46	11,817.92	12,322.59	11,776.27	19,137.12
SUPPLIES & MATERIALS	<b>108,328.15</b>	Shop supplies \$56K (includes \$30K for residential merter replacements); Chemicals \$21K; lab supplies \$21K; uniforms \$4.5K.	80,472.91	78,766.49	76,037.69	74,915.50	56,465.96	67,081.96	59,204.77	56,089.21	54,125.23
REPAIRS & MAINTENANCE	<b>311,386.82</b>	Building R&M \$11K; equipment R&M for motors, control systems, etc \$49K; service contracts \$250K (includes water tank maint \$203K, required EPD testing, fuel tank testing, etc)	269,313.88	331,353.16	321,595.00	305,349.47	166,029.05	156,612.25	151,847.12	162,737.02	183,596.80
UTILITIES	<b>118,338.64</b>	Electricity \$93K; Water/sewer \$15K; fuel \$4.2K; telephone \$4.1K; trash fees \$1.9K	119,478.29	115,197.90	122,414.86	110,545.58	144,041.98	184,492.28	155,209.46	144,715.46	164,422.67
INSURANCE	<b>82,661.79</b>	Worker's comp \$18K; liability insurance \$1.4K; property insurance \$4K; fire fee \$59K; motor vehicle \$202	75,447.07	75,447.07	74,940.03	75,431.83	74,231.24	64,217.82	68,600.84	71,370.48	68,459.81
ADVERTISING & PROMOTION	<b>0.00</b>		0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	0.00
TRAVEL	<b>3,100.00</b>	On call mileage; travel for lab school and conference	1,307.31	1,065.96	4,100.00	2,242.10	1,521.16	2,786.61	1,770.48	1,650.71	1,179.04
LICENSES, REGISTRATIONS & SUBCRIPTIONS	<b>5,976.86</b>	Conferences, schools, memberships	953.86	953.86	6,315.00	6,150.89	6,425.00	4,998.00	3,190.00	4,726.00	4,484.88
CONTRACTS	<b>15,680.00</b>	Republic/Broadhurst \$8K (sludge & grit removal and disposal); Water/sewer study \$8K	11,951.32	11,015.22	13,980.00	6,190.01	10,731.16	5,664.71	1,637.96	0.00	5,363.00
BUILDING & EQUIPMENT RENTAL	<b>1,898.88</b>	Copier rental and copy fees	1,803.50	1,914.44	624.00	1,414.84	0.00	0.00	0.00	63.00	501.20
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		0.00	198.94	0.00	198.94	0.00	60.00	50.00	0.00	375.38
EQUIPMENT PURCHASES <\$5K	<b>7,200.00</b>	Chainsaws \$1.2K; Chlorinators ST3 \$3K; SCBA air pack \$3K	10,505.98	10,505.98	18,072.93	6,950.06	23,684.16	13,311.11	28,212.99	10,755.11	3,516.09
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,396,612.85</b>		1,173,144.87	1,209,736.54	1,283,298.03	1,143,898.65	983,914.81	1,079,108.96	987,840.59	945,477.17	971,589.32
<b>OPERATING INCOME</b>	<b>188,143.12</b>	Amount set aside for Water/Wastewater reserve funds to be used for future facility & equipment upgrades	521,713.06	438,492.73	450,223.73	534,217.94	351,836.33	305,497.09	400,646.39	261,657.11	197,498.47

**Jekyll Island Authority -Sanitation  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>609,626.16</b>	Residential and commercial trash fees \$336K; JIA trash fees \$233K; Allocation from parking fee \$40K; Rate increase in trash fees 2% in FY2022	572,021.52	567,669.57	562,034.91	562,196.28	543,115.51	526,701.00	536,335.76	498,506.89	475,244.50
COST OF GOODS SOLD	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	<b>609,626.16</b>		572,021.52	567,669.57	562,034.91	562,196.28	543,115.51	526,701.00	536,335.76	498,506.89	475,244.50
<b>EXPENSES</b>											
PERSONNEL	<b>211,026.63</b>	3 FT staff; includes benefits for FT staff	214,210.13	216,363.86	199,383.75	211,933.91	196,258.47	182,765.68	172,709.82	134,263.88	146,070.86
MOTOR VEHICLE	<b>25,448.36</b>	Fuel for vehicles and equipment \$8.4K; Routine vehicle maintenance and repairs \$17K	12,375.48	10,670.78	35,527.77	30,560.58	31,702.28	25,194.03	32,965.20	19,327.64	23,750.60
SUPPLIES & MATERIALS	<b>4,123.79</b>	Bathroom/cleaning supplies; small tools. 30 or 96 gallon recycle bins replacement (\$3K)	1,014.30	635.30	4,467.80	958.80	1,761.67	974.30	1,478.00	665.00	988.15
REPAIRS & MAINTENANCE	<b>1,650.00</b>	General equipment R&M \$1.6K	300.00	0.00	11,800.00	221.49	613.87	131.53	1,013.06	170.22	1,067.57
UTILITIES	<b>2,400.00</b>	Water/sewer	1,754.44	1,748.50	297.60	268.26	291.42	337.00	311.28	242.15	295.99
INSURANCE	<b>6,081.56</b>	Worker's comp \$5.3K; liability insurance \$425; vehicle insurance \$350	4,902.43	4,902.43	4,835.60	5,101.16	5,957.38	5,675.05	6,583.26	6,773.72	9,203.44
ADVERTISING & PROMOTION	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	300.00	303.00	0.00
CONTRACTS	<b>329,275.57</b>	Waste Management, hauling/dumping fees; increase in Waste Management fees 2%	287,426.74	284,906.83	305,603.05	248,486.68	381,671.16	273,005.29	313,747.68	282,924.01	250,311.49
BUILDING & EQUIPMENT RENTAL	<b>10,000.00</b>	Equipment rental for landfill grinding project - if needed	14,690.00	7,065.80	10,000.00	90,824.40	8,684.98	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	175.40	0.00	0.00
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>590,005.91</b>		536,673.52	526,293.50	571,915.57	588,355.28	626,941.23	488,082.88	529,283.70	444,669.62	431,688.10
<b>OPERATING INCOME</b>	<b>19,620.25</b>	Allocation of \$40K from parking fees to cover landfill grinding & equipment rental	<b>35,348.00</b>	<b>41,376.07</b>	<b>(9,880.66)</b>	<b>(26,159.00)</b>	<b>(83,825.72)</b>	<b>38,618.12</b>	<b>7,052.06</b>	<b>53,837.27</b>	<b>43,556.40</b>

**Jekyll Island Authority -McCormick's Grill  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	0.00	Food/alcohol sales	226,324.69	277,381.03	407,073.70	404,710.49	475,951.48	453,624.28	522,734.43	541,083.30	583,495.01
COST OF GOODS SOLD	0.00	Cost of food and alcohol sold	118,872.29	145,121.83	140,945.07	174,351.33	197,724.97	200,871.85	211,039.83	233,626.47	230,048.70
NET REVENUE	0.00		107,452.40	132,259.20	266,128.63	230,359.16	278,226.51	252,752.43	311,694.60	307,456.83	353,446.31
<b>EXPENSES</b>											
PERSONNEL	0.00	Labor and benefits	131,618.76	162,853.15	227,769.87	232,719.35	251,109.19	208,395.33	229,641.30	257,481.19	258,687.02
MOTOR VEHICLE	0.00	Fuel for beverage cart	0.00	0.00	0.00	0.00	0.00	0.00	138.10	291.04	302.33
SUPPLIES & MATERIALS	0.00	Restroom & cleaning supplies; linens; staff uniforms; food service supplies (carryout supplies, eco-friendly supplies, food prep supplies)	24,303.36	28,574.40	37,358.47	30,862.32	39,558.70	31,489.33	48,269.59	41,306.41	32,794.37
REPAIRS & MAINTENANCE	0.00	Building repair & maintenance; equipment repair & maintenance; service contracts	17,272.75	18,379.81	26,198.64	19,762.81	17,674.32	31,031.75	36,166.26	26,158.23	30,449.94
UTILITIES	0.00	Electricity; fuel for cooking; trash fees; telephone	29,706.16	35,041.19	39,678.99	37,164.50	41,559.74	42,440.96	40,553.17	44,804.31	46,475.54
INSURANCE	0.00	Workers comp; liability insurance	4,626.59	4,626.59	4,529.05	4,793.52	5,682.38	5,409.01	6,004.78	8,365.08	11,198.56
ADVERTISING & PROMOTION	0.00	Advertising & promotional ads; facebook ads	0.00	0.00	3,000.00	0.00	3,000.00	0.00	301.25	12,318.78	237.56
TRAVEL	0.00		0.00	0.00	0.00	0.00	149.02	0.00	603.97	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00	Alcohol licenses; health inspections; XM radio	899.55	965.45	2,820.40	2,545.40	2,400.00	2,075.00	573.68	229.99	571.86
CONTRACTS	0.00		830.00	830.00	0.00	215.95	0.00	43,066.45	1,175.00	1,399.00	2,961.11
BUILDING & EQUIPMENT RENTAL	0.00	Beverage cart lease; CO2 rental	1,514.36	2,243.89	2,130.12	5,274.30	9,094.94	11,362.59	4,637.94	1,982.89	0.00
CREDIT CARD FEES & BANK FEES	0.00	Credit card processing fees	6,202.10	7,244.10	8,942.82	8,100.06	4,873.14	8,981.56	10,011.85	10,505.22	8,771.77
PRINTING & PUBLICATIONS	0.00		160.00	160.00	0.00	319.88	1,270.66	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00	Vacuum cleaners and small equipment	0.00	0.00	450.00	1,181.31	3,454.24	8,088.66	0.00	485.99	467.60
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		217,133.63	260,918.58	352,878.36	342,939.40	379,826.33	392,340.64	378,076.89	405,328.13	392,917.66
<b>OPERATING INCOME</b>	<b>0.00</b>		<b>(109,681.23)</b>	<b>(128,659.38)</b>	<b>(86,749.73)</b>	<b>(112,580.24)</b>	<b>(101,599.82)</b>	<b>(139,588.21)</b>	<b>(66,382.29)</b>	<b>(97,871.30)</b>	<b>(39,471.35)</b>

**Jekyll Island Authority - Convention Center  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>3,534,387.00</b>	Based on actual bookings plus estimated pickup business of \$317K; Sales were significantly impacted by COVID-19 restrictions but business is returning to normal levels	1,668,550.13	593,067.43	3,034,508.00	2,947,038.51	4,510,465.79	4,281,554.33	3,958,637.82	3,473,863.68	2,585,101.04
COST OF GOODS SOLD	<b>400,049.73</b>	Cost of food and alcohol sold	184,643.45	73,857.02	294,602.27	237,706.11	386,583.61	388,773.82	395,610.87	364,794.77	282,813.02
NET REVENUE	<b>3,134,337.27</b>		1,483,906.68	519,210.41	2,739,905.73	2,709,332.40	4,123,882.18	3,892,780.51	3,563,026.95	3,109,068.91	2,302,288.02
<b>EXPENSES</b>											
PERSONNEL	<b>91,607.00</b>	Temp staffing service labor and contract security services - all other labor is under contract expenses	35,767.54	16,425.54	52,607.00	78,991.62	163,696.88	208,936.45	146,736.48	127,998.03	121,598.38
MOTOR VEHICLE	<b>370.00</b>	Fuel & repair for vehicle	337.08	337.08	143.00	141.31	692.52	325.36	866.70	933.59	995.60
SUPPLIES & MATERIALS	<b>129,160.00</b>	Food supplies \$43K; linens \$25K; bathroom/cleaning supplies \$24K; uniforms \$3K; furniture replacement \$30K; office supplies, flags, postage, small tools	45,223.14	23,572.36	79,170.00	58,562.04	100,516.29	116,333.64	109,068.52	100,900.35	76,374.48
REPAIRS & MAINTENANCE	<b>224,810.00</b>	General bldg R&M \$52K; building supplies \$34.4K; door maint \$2K; Repair/upgrades \$25K; general equipment R&M \$27K; window cleaning \$13K; A/C maint \$38K; water softener treatment \$14K	121,541.95	82,263.33	166,804.00	136,903.03	143,465.83	137,967.14	121,379.31	113,064.69	99,957.26
UTILITIES	<b>331,703.00</b>	Electricity \$251K; fuel \$18K; water/sewer \$9.4K; trash \$23K; internet \$22K; telephone \$8.9K	236,647.69	217,342.02	333,073.15	320,812.33	321,933.71	310,726.71	311,992.02	311,996.10	290,885.00
INSURANCE	<b>192,038.75</b>	General liability insurance \$41K; fire fee \$142K; property insurance \$9.4K	186,962.33	184,239.03	195,726.31	194,317.45	187,059.10	194,231.24	207,507.02	205,443.42	184,583.78
ADVERTISING & PROMOTION	<b>0.00</b>	Help wanted ads	0.00	59.29	0.00	59.29	0.00	898.78	163.93	47,246.41	167.84
TRAVEL	<b>0.00</b>	SMG travel is included in contract expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>25,587.00</b>	Software licensing; health inspections; alcohol license; organizational memberships; includes Eventbooking.com \$6.5K	11,258.40	11,258.40	16,587.00	15,273.45	14,253.77	11,491.31	11,271.00	11,282.00	11,406.00
CONTRACTS	<b>1,779,918.00</b>	Contract fee \$128K; SMG staff and benefits \$1.6M	1,004,079.07	873,622.89	1,823,519.01	1,790,410.95	2,023,092.62	1,942,668.86	1,702,846.59	1,526,466.34	1,268,936.29
BUILDING & EQUIPMENT RENTAL	<b>7,823.00</b>	Copier, manlift, Ecolab (dishwasher) rental	8,543.43	8,570.04	10,228.00	11,696.25	9,097.16	9,012.25	9,301.37	8,505.05	6,755.04
CREDIT CARD FEES & BANK FEES	<b>7,300.00</b>	Credit card processing fees	3,847.26	2,966.52	7,300.00	5,172.54	7,812.61	8,696.40	10,358.36	9,405.14	7,675.55
PRINTING & PUBLICATIONS	<b>40.00</b>	Business cards	23.00	23.00	40.00	12.48	281.29	479.49	1,109.45	93.21	449.60
EQUIPMENT PURCHASES <\$5K	<b>1,590.00</b>	General small equipment replacement	744.62	987.52	2,000.00	1,452.79	1,588.35	10,226.64	3,573.10	16,403.17	8,782.60
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>2,791,946.75</b>		1,654,975.51	1,421,667.02	2,687,197.47	2,613,805.53	2,973,490.13	2,951,994.27	2,636,173.85	2,479,737.50	2,078,567.42
<b>OPERATING INCOME</b>	<b>342,390.52</b>		<b>(171,068.83)</b>	<b>(902,456.61)</b>	<b>52,708.26</b>	<b>95,526.87</b>	<b>1,150,392.05</b>	<b>940,786.24</b>	<b>926,853.10</b>	<b>629,331.41</b>	<b>223,720.60</b>

**Jekyll Island Authority - Tennis  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>138,452.70</b>	Memberships \$33K; tennis fees \$10K; Concession Sales \$10K; lessons \$35K; tournaments \$48K; summer camp 1.5K	138,404.31	134,699.22	129,558.93	110,120.69	124,768.30	92,396.71	62,783.39	71,648.10	71,615.04
COST OF GOODS SOLD	<b>6,018.01</b>	Cost of goods sold in tennis shop	6,515.57	5,439.54	7,399.13	5,696.16	9,273.06	8,483.12	9,556.17	9,566.85	11,073.29
NET REVENUE	<b>132,434.69</b>		131,888.74	129,259.68	122,159.80	104,424.53	115,495.24	83,913.59	53,227.22	62,081.25	60,541.75
<b>EXPENSES</b>											
PERSONNEL	<b>43,773.17</b>	No FT staff - Tennis Pro is contracted to manage facility; shop staff and court maintenance staff are part time	36,566.16	26,120.47	29,194.75	38,634.73	41,921.29	41,164.62	46,436.16	95,618.15	92,780.58
MOTOR VEHICLE	<b>318.78</b>	Fuel for court equipment	602.27	619.43	217.61	307.98	179.47	144.74	109.63	34.15	8.34
SUPPLIES & MATERIALS	<b>29,458.20</b>	Tournament expenses \$23K (referees, shirts, trophies, etc); Court materials \$2.5K; Camp expenses, irrigation supplies, office supplies, nets, balls, postage	30,068.60	32,665.52	32,405.38	24,637.12	18,410.05	6,877.85	14,198.12	12,918.65	8,383.92
REPAIRS & MAINTENANCE	<b>22,258.50</b>	Building M&R \$9.8K; Landsape improvements \$10K; Service contracts \$2K (pest control; fire extinguisher service; camera inspection and service)	3,399.85	2,325.35	6,138.50	2,525.95	8,347.78	4,431.72	9,013.13	1,991.75	2,950.88
UTILITIES	<b>25,664.83</b>	Electricity \$3.9K; water/sewer \$15K; trash fees \$2.3K; cable/internet \$2.6K; telephone \$2K	23,413.11	23,278.24	27,618.42	27,634.87	26,401.28	21,002.44	23,441.76	15,174.86	15,547.70
INSURANCE	<b>1,567.35</b>	Property insurance \$98; fire fees \$1.5K	1,553.65	1,553.65	1,553.75	1,553.77	1,459.32	1,504.51	3,572.04	3,661.73	4,344.47
ADVERTISING & PROMOTION	<b>9,000.00</b>	Marketing expense	17,200.00	9,000.00	12,600.00	12,184.14	3,814.00	875.00	0.00	1,652.67	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	<b>621.00</b>	Tournament sanction fees	107.89	107.89	522.00	99.00	0.00	0.00	476.00	534.00	522.00
CONTRACTS	<b>75,690.33</b>	Tennis pro \$45K; lessons paid to Pro \$28K; Active network fees	103,532.33	99,384.33	103,412.00	70,389.01	77,247.62	73,196.80	50,817.00	144.40	0.00
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	280.00	280.00
CREDIT CARD FEES & BANK FEES	<b>2,595.99</b>	Credit card processing fees	1,932.88	1,658.16	1,960.03	1,656.41	1,793.78	1,380.94	1,119.56	1,212.43	795.64
PRINTING & PUBLICATIONS	<b>0.00</b>		12.66	0.00	12.66	0.00	12.66	0.00	327.25	59.20	0.00
EQUIPMENT PURCHASES <\$5K	<b>500.00</b>	Miscellaneous small equipment replacements	1,176.83	1,176.83	500.00	0.00	199.89	64.98	1,372.70	1,900.90	1,382.27
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>211,448.15</b>		219,566.23	197,889.87	216,135.10	179,622.98	179,787.14	150,643.60	150,883.35	135,182.89	126,995.80
<b>OPERATING INCOME</b>	<b>(79,013.46)</b>		<b>(87,677.49)</b>	<b>(68,630.19)</b>	<b>(93,975.30)</b>	<b>(75,198.45)</b>	<b>(64,291.90)</b>	<b>(66,730.01)</b>	<b>(97,656.13)</b>	<b>(73,101.64)</b>	<b>(66,454.05)</b>

Jekyll Island Authority - Mini-Golf, Bikes, Playground & Skating Rink  
FY2022 Budget

DRAFT BUDGET

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>415,183.20</b>	Concession sales \$27K; bicycle rentals \$170K; Mini-golf admission fees \$217K; no skating rink in FY21; Rate increase on bikes in FY22	440,204.48	399,633.22	334,490.05	285,634.60	375,624.04	353,090.10	374,309.22	358,777.98	288,746.11
COST OF GOODS SOLD	<b>12,438.09</b>	Cost of concessions sold	12,197.67	11,072.05	11,485.38	11,224.45	12,948.00	11,845.96	11,133.76	6,393.31	9,499.07
NET REVENUE	<b>402,745.11</b>		428,006.81	388,561.17	323,004.67	274,410.15	362,676.04	341,244.14	363,175.46	352,384.67	279,247.04
<b>EXPENSES</b>											
PERSONNEL	<b>81,235.74</b>	Managed by Golf Dept; allocation of 20% of Golf Pro's salary; Guest service staff is all PT \$68K	70,827.91	61,769.04	71,975.79	65,897.41	80,231.71	96,885.42	82,054.59	65,842.61	50,554.11
MOTOR VEHICLE	<b>0.00</b>		122.72	122.72	0.00	10.49	274.35	194.69	551.54	189.17	157.90
SUPPLIES & MATERIALS	<b>11,236.32</b>	Decorations for Peppermint Land \$5K; Putters, balls, helmets, bells for bikes; uniforms; small tools	4,349.73	3,456.98	3,964.22	7,220.00	10,366.89	7,747.55	5,220.98	5,953.16	3,257.93
REPAIRS & MAINTENANCE	<b>93,745.50</b>	Replace (2) minigolf obstacles \$28K; replace carpet on courses \$50K; landscaping & benches \$7K; General R&M \$5K	3,780.76	2,780.76	7,825.50	3,987.31	8,839.97	24,005.44	26,066.38	9,903.57	47,272.58
UTILITIES	<b>10,730.82</b>	Electricity \$2.4K; water/sewer \$2.4; trash \$3.3K; internet \$1.3K; telephone \$580	9,425.16	9,300.95	8,417.88	8,720.25	9,434.02	11,153.03	10,443.57	7,291.69	8,006.68
INSURANCE	<b>933.30</b>	Fire fees \$860; property insurance \$57; Vehicle insurance \$16	909.20	909.20	909.27	909.28	854.00	836.17	874.77	874.77	874.77
ADVERTISING & PROMOTION	<b>6,000.00</b>	Advertising and social media expenses	2,500.00	0.00	4,000.00	128.07	2,893.01	10,732.21	100.00	9,827.93	0.00
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>0.00</b>		0.00	250.00	0.00	250.00	(250.00)	250.00	0.00	0.00	0.00
CONTRACTS	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	192.31	12,763.25	0.00
BUILDING & EQUIPMENT RENTAL	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	371.00	841.52
CREDIT CARD FEES & BANK FEES	<b>7,784.69</b>	Credit card processing fees	9,430.74	7,825.64	7,299.26	6,374.09	7,693.40	6,335.93	6,712.48	6,559.91	5,061.23
PRINTING & PUBLICATIONS	<b>715.31</b>	Bike forms, score cards	771.36	712.36	715.31	656.31	2,853.98	864.00	1,675.36	2,606.29	546.00
EQUIPMENT PURCHASES <\$5K	<b>14,000.00</b>	Surreys (single bench and double bench)	11,380.00	12,638.00	12,730.00	(689.30)	13,991.89	6,913.00	5,108.77	12,656.52	5,048.75
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>226,381.68</b>		113,497.58	99,765.65	117,837.23	93,463.91	137,183.22	165,917.44	139,000.75	134,839.87	121,621.47
<b>OPERATING INCOME</b>	<b>176,363.43</b>		314,509.24	288,795.52	205,167.44	180,946.24	225,492.82	175,326.70	224,174.71	217,544.80	157,625.57

**Jekyll Island Authority - Summer Waves  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>2,443,061.20</b>	Admission fees \$1.72M; Annual passes \$127K; Concession sales \$119K; cabana rentals \$120K; locker rental \$122K; group sales \$137K; Lease revenue \$73K; Consignment ticket sales \$16K	2,295,351.03	1,486,970.70	2,037,007.87	1,627,568.49	2,666,042.20	2,458,008.50	2,501,173.12	2,183,799.97	2,070,555.19
COST OF GOODS SOLD	<b>58,310.00</b>	Cost of merchandise sold	58,424.72	64,111.59	46,091.32	54,621.00	49,481.61	55,776.97	81,587.02	81,513.88	51,162.81
NET REVENUE	<b>2,384,751.20</b>		2,236,926.31	1,422,859.11	1,990,916.55	1,572,947.49	2,616,560.59	2,402,231.53	2,419,586.10	2,102,286.09	2,019,392.38
<b>EXPENSES</b>											
PERSONNEL	<b>668,927.93</b>	3 FT staff; Seasonal staff \$443K; bonus program for seasonal staff \$18.5K; GSP (security) and temp service labor \$23.6K	538,747.21	439,297.82	553,393.25	432,034.06	525,125.69	514,703.23	490,706.27	476,330.35	455,745.23
MOTOR VEHICLE	<b>911.41</b>	Fuel for pumps and equipment	620.00	670.84	1,445.00	1,285.31	453.67	1,259.97	1,648.90	1,386.91	1,668.43
SUPPLIES & MATERIALS	<b>145,265.00</b>	Chemicals for pools \$61K; bathroom/cleaning supplies \$10K; waterpark supplies (life jackets, tubes, rescue tubes) \$7.5K; uniforms \$12K; lounge chairs & park tables \$30K; recreation supplies \$5K	96,981.27	98,656.71	148,190.00	118,952.77	123,834.41	120,254.52	97,586.44	106,971.20	112,380.40
REPAIRS & MAINTENANCE	<b>307,815.00</b>	General park/slide maint \$50K; sandblast Nature's tower \$30K; remodel bathrooms \$35K; Liner for F-3 catch pool \$30K; repair flat roofs \$25K; park lighting \$13K; pump & equipment R&M \$34K	87,777.97	118,435.01	150,916.28	250,310.47	319,700.33	339,731.82	237,942.52	176,972.69	131,654.09
UTILITIES	<b>254,812.15</b>	Electricity \$183K; water/sewer \$39K; trash fees \$19K; internet \$10.9K; telephone \$3.2K	238,625.66	221,679.68	251,371.29	223,803.69	231,470.76	218,785.89	210,561.39	188,026.84	196,671.26
INSURANCE	<b>11,574.59</b>	Worker's comp \$5K; liability insurance \$424; property insurance \$364; fire fee \$5.5K	10,511.23	10,511.23	10,321.08	10,585.56	11,122.36	10,134.35	10,975.92	11,244.94	10,570.42
ADVERTISING & PROMOTION	<b>100,000.00</b>	Summer Waves specific advertising	55,094.00	49,844.00	100,000.00	58,526.32	100,901.95	96,745.89	5,918.93	96,598.91	86,886.67
TRAVEL	<b>2,000.00</b>	IAAPA Show in Orlando	0.00	1,810.10	0.00	4,632.61	681.44	600.09	563.02	907.69	290.36
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>4,099.53</b>	Health & ride inspections; Splash Radio; ASCAP fees	1,070.00	3,034.47	4,064.49	4,059.43	2,028.00	1,995.00	724.90	1,012.00	918.48
CONTRACTS	<b>88,749.00</b>	General Manager contract; aerobics instructor; FY21 included soil survey for new slide \$6K	100,297.36	98,702.88	89,800.00	88,892.64	91,284.25	96,396.60	79,300.00	75,606.69	70,957.19
BUILDING & EQUIPMENT RENTAL	<b>14,630.00</b>	Copier \$250/mo; CO2 tank rental \$1.2K; Allied Chemical tank rentals; heavy equipment for repairs	25,833.94	22,102.06	18,980.00	25,270.21	5,573.95	12,434.14	22,521.16	18,959.17	16,387.71
CREDIT CARD FEES & BANK FEES	<b>28,070.26</b>	Credit card processing fees	12,899.69	8,444.35	22,987.65	22,850.97	28,435.90	19,784.76	26,608.44	19,356.58	18,862.63
PRINTING & PUBLICATIONS	<b>3,550.00</b>	Tickets; handouts	3,218.99	8,174.36	3,345.06	5,539.78	3,614.06	3,027.95	2,505.80	2,653.61	5,434.10
EQUIPMENT PURCHASES <\$5K	<b>6,700.00</b>	Chlorine pump \$3.2K; flow meters \$3.5K	6,699.20	6,672.67	7,700.00	5,251.81	22,230.20	14,584.02	7,777.92	9,365.08	19,620.54
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>1,637,104.87</b>		1,178,376.52	1,088,036.18	1,362,514.10	1,251,995.63	1,466,456.97	1,450,438.23	1,195,341.61	1,185,392.66	1,128,047.51
<b>OPERATING INCOME</b>	<b>747,646.33</b>		1,058,549.79	334,822.93	628,402.45	320,951.86	1,150,103.62	951,793.30	1,224,244.49	916,893.43	891,344.87

**Jekyll Island Authority - Campground  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>1,761,803.56</b>	Site rental \$1.6M; Concession sales \$141K; Propane sales \$16K; Bike Rentals \$11K; washing machines \$12K; camping fees (pet fee, late check out fees, etc) \$12K	2,156,293.11	2,205,025.63	1,735,927.32	1,707,327.35	1,611,348.01	1,348,678.95	1,307,479.33	1,143,875.27	1,205,895.55
COST OF GOODS SOLD	<b>79,324.93</b>	Cost of merchandise and propane sold	84,341.54	87,171.38	69,383.02	75,142.28	67,867.25	60,725.66	67,263.92	67,384.99	55,854.61
NET REVENUE	<b>1,682,478.63</b>		2,071,951.57	2,117,854.25	1,666,544.30	1,632,185.07	1,543,480.76	1,287,953.29	1,240,215.41	1,076,490.28	1,150,040.94
<b>EXPENSES</b>											
PERSONNEL	<b>273,581.69</b>	4 FT employees; PT guest services staff; includes benefits for FT positions	251,970.43	254,292.46	240,184.97	261,101.85	252,135.79	236,736.56	233,261.54	211,168.98	203,593.59
MOTOR VEHICLE	<b>2,188.36</b>	Fuel and general R&M	1,382.45	1,151.00	2,188.36	1,676.43	4,209.50	2,457.15	1,776.16	1,710.83	2,548.29
SUPPLIES & MATERIALS	<b>27,967.38</b>	Bathroom/cleaning supplies \$10K; office supplies \$8K; shop supplies \$7K; uniforms \$2.3K; small tools, bird seed	24,237.00	24,752.84	28,771.48	33,550.57	32,105.99	25,013.64	32,281.49	44,248.86	29,277.71
REPAIRS & MAINTENANCE	<b>16,431.50</b>	General building R&M \$6K; Road repairs \$6K; general equipment R&M \$3K; pest control; A/C maint	22,398.16	15,205.80	24,330.20	17,217.43	34,782.52	45,144.73	63,561.54	22,635.87	26,383.95
UTILITIES	<b>273,134.86</b>	Electricity \$147K; water/sewer \$37K; trash fees \$36K; internet & cable \$44K; telephone \$3.5K; propane \$4K	264,372.69	259,218.28	262,211.79	242,151.47	230,966.80	215,977.41	207,684.23	197,218.78	205,145.53
INSURANCE	<b>9,116.52</b>	Worker's comp \$7K; liability insurance \$566; property insurance \$89; fire fee \$1.3K; vehicle ins \$40	7,713.43	7,713.43	7,460.03	7,812.64	7,149.41	6,626.68	6,772.80	7,060.02	9,166.90
ADVERTISING & PROMOTION	<b>9,075.00</b>	Good Sam Publication advertising	9,103.25	0.00	0.00	86.17	153.19	1,069.20	(543.17)	30,426.97	4,851.14
TRAVEL	<b>0.00</b>		0.00	0.00	0.00	1,425.10	1,091.93	500.20	3,009.22	5,852.95	8,002.75
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>535.00</b>	Health inspection fee	535.00	535.00	435.00	1,500.00	1,620.00	2,112.00	1,820.42	2,438.86	7,024.22
CONTRACTS	<b>12,600.00</b>	Tree trimming & stump grinding	8,300.00	6,300.00	12,000.00	23,423.97	25,790.83	11,536.64	12,262.50	26,729.37	14,720.21
BUILDING & EQUIPMENT RENTAL	<b>8,099.83</b>	Liberty rolloff dumpster	7,315.00	8,613.23	700.00	8,598.93	3,851.01	2,647.34	5,300.55	3,945.94	4,746.24
CREDIT CARD FEES & BANK FEES	<b>32,152.91</b>	Credit card processing fees	40,477.87	39,299.93	33,888.74	30,658.34	33,562.94	28,616.12	28,293.25	23,386.28	21,156.17
PRINTING & PUBLICATIONS	<b>2,312.42</b>	Car hang tags; misc printing	3,110.64	3,147.64	10,552.23	10,482.67	12,638.23	11,161.29	10,974.45	1,741.57	1,221.82
EQUIPMENT PURCHASES <\$5K	<b>1,000.00</b>	Fire rings	519.79	1,287.51	0.00	6,782.44	16,176.08	6,352.51	15,725.98	8,817.47	3,568.05
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>668,195.47</b>		641,435.71	621,517.12	622,722.80	646,468.01	656,234.22	595,951.47	622,180.96	587,382.75	541,406.57
<b>OPERATING INCOME</b>	<b>1,014,283.16</b>		<b>1,430,515.86</b>	<b>1,496,337.13</b>	<b>1,043,821.50</b>	<b>985,717.06</b>	<b>887,246.54</b>	<b>692,001.82</b>	<b>618,034.45</b>	<b>489,107.53</b>	<b>608,634.37</b>

**Jekyll Island Authority - Golf  
FY2022 Budget**

**DRAFT BUDGET**

	Budget FY2022	Comments	Projected FY2021	Rolling 12 months	Budget FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>											
GROSS REVENUES	<b>2,556,526.26</b>	Memberships \$501K; greens fees \$730K; golf cart rentals \$469; golf card sales \$134K; concession sales \$337K; tournament \$182K; Trackman system rentals 418K; Driving range \$44K; Lease income \$92K	2,387,087.62	2,266,084.72	2,171,269.17	1,806,822.53	2,096,865.30	2,228,705.08	2,332,447.75	2,043,889.72	1,952,283.41
COST OF GOODS SOLD	<b>202,477.33</b>	Cost of merchandise sold	230,602.87	231,079.54	184,632.14	137,490.41	179,812.98	180,459.04	195,167.92	203,388.03	219,248.84
NET REVENUE	<b>2,354,048.93</b>		2,156,484.75	2,035,005.18	1,986,637.03	1,669,332.12	1,917,052.32	2,048,246.04	2,137,279.83	1,840,501.69	1,733,034.57
<b>EXPENSES</b>											
PERSONNEL	<b>1,551,833.64</b>	Golf has 4 FT staff; GCM has 17 FT staff; temp service staffing \$95K; includes benefits for FT staff	1,261,771.92	1,235,526.04	1,320,874.34	1,253,458.20	1,338,481.89	1,256,830.78	1,242,747.95	1,192,137.88	1,155,978.02
MOTOR VEHICLE	<b>38,263.73</b>	Gas and diesel for equipment and vehicles \$38K; general vehicle R&M \$300	31,806.57	26,213.27	40,058.92	34,158.76	43,979.42	31,587.28	32,247.80	30,883.28	44,559.71
SUPPLIES & MATERIALS	<b>559,250.47</b>	Chemicals/fertilizers \$411K; irrigation supplies \$15.5K; uniforms \$10.7K; overseeding \$30K; sand/soil \$17.1K; golf course supplies \$16K; Special events supplies - Paulk Cup tournament \$38K	438,839.98	465,380.08	527,974.26	444,410.87	549,471.48	530,512.21	538,060.84	515,411.31	665,203.93
REPAIRS & MAINTENANCE	<b>163,527.00</b>	General R&M \$10.2K; renovate gazebo \$10K; renovate starter shack \$8K; restroom renovations (2) \$50K; cart path repairs & bench repair kits \$3K; General equipment R&M \$63K; Service contracts \$19K (A/C maint; pest control; Waste2Water; Trackman system)	92,379.29	79,049.54	99,784.84	67,785.64	93,732.80	76,854.09	100,909.12	172,084.93	128,256.83
UTILITIES	<b>100,761.95</b>	Electricity \$65K; water/sewer \$16K; trash fees \$12K; internet \$3.5K; telephone \$3K	101,108.66	98,619.60	108,879.85	105,434.17	99,105.14	107,346.31	121,858.97	112,101.39	135,267.89
INSURANCE	<b>71,867.53</b>	General liability insurance on carts and equipment \$12K; Liability insurance \$3K; Workers comp \$39K; fire fees \$16K; property insurance \$1K	61,191.20	61,191.20	59,228.78	61,531.14	65,214.11	55,999.98	56,434.81	71,677.81	84,526.85
ADVERTISING & PROMOTION	<b>8,320.00</b>	Golf-specific advertising and facebook ads	17,020.00	3,450.00	7,287.40	667.40	3,426.56	9,308.78	12,738.35	47,370.61	22,801.28
TRAVEL	<b>3,000.00</b>	PGA show; meeting travel	0.00	0.00	0.00	4,452.94	1,782.00	1,058.41	2,380.04	1,091.63	2,791.97
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	<b>4,952.00</b>	PGA dues; US Golf Assoc; Walter Travis Society; new VIPER tournament software	7,667.00	4,483.00	8,494.00	6,907.00	4,532.00	5,612.86	6,204.08	2,685.00	4,739.16
CONTRACTS	<b>4,000.00</b>	Tree/stump work \$4K	1,950.00	1,950.00	14,500.00	21,789.55	19,304.07	18,682.19	8,853.38	66,542.37	109,911.51
BUILDING & EQUIPMENT RENTAL	<b>500,267.66</b>	Copier rental \$1.7K; golf cart lease with GPS feature \$278K; Golf cart utility vehicles, equipment leases, and rentals for path maint \$212K	467,881.52	458,333.14	492,443.66	434,815.40	374,857.87	381,552.07	248,669.50	193,473.03	196,348.76
CREDIT CARD FEES & BANK FEES	<b>45,909.27</b>	Credit card processing fees	45,187.37	37,321.70	42,771.29	32,722.03	42,018.58	36,635.82	38,350.64	30,874.36	29,279.96
PRINTING & PUBLICATIONS	<b>768.23</b>	Printing tickets, registration, program course signs, golf tickets, etc	2,991.94	2,691.94	368.23	3,327.20	1,765.82	4,907.61	7,050.15	8,922.13	4,536.38
EQUIPMENT PURCHASES <\$5K	<b>10,000.00</b>	General Small equipment replacement - Golf Course Maint \$5K; rental clubs \$5K	6,441.46	5,691.46	5,000.00	7,253.51	8,690.97	10,595.86	21,830.42	27,247.16	11,876.20
INTEREST EXPENSE	<b>0.00</b>		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	<b>3,062,721.48</b>		2,536,236.91	2,479,900.97	2,727,665.57	2,478,713.81	2,646,362.71	2,527,484.25	2,438,336.05	2,472,502.89	2,596,078.45
<b>OPERATING INCOME</b>	<b>(708,672.55)</b>		<b>(379,752.16)</b>	<b>(444,895.79)</b>	<b>(741,028.54)</b>	<b>(809,381.69)</b>	<b>(729,310.39)</b>	<b>(479,238.21)</b>	<b>(301,056.22)</b>	<b>(632,001.20)</b>	<b>(863,043.88)</b>

## Jekyll Island – State Park Authority FY 2022 Budget Information

### Full-time position changes for FY 2022:

- Add Accounting Director (*Succession planning & assistance with higher level accounting functions*)
- Add Water/Wastewater Assistant Superintendent (*succession planning*)
- Promote Chief Operations Officer to Deputy Executive Director (*Succession planning & increased executive duties*)
  
- Add Firefighter/Paramedic (*change position from PT to FT for better coverage*)
- Add Firefighter/EMT II (*change position from PT to FT for better coverage*)
- Add Marketing Coordinator (*Social media & public relations*)
- Add H/R Recruiter (*Additional staff needed to assist with recruiting and retention of staff*)
- Add Museum Collections Specialist (*position needed to assist with care and tracking of Museum Collections*)
- Add Park Services Manager (*breaking out Park Services into a separate department*)
- Add GSTC Hospital Technician (*additional staff needed to treat turtles*)
  
- Eliminate Museum Interpreter/Tour Guide (*will fill with Part time staffing*)
- Eliminate Brand Ambassador position (*Position currently vacant*)

*Jekyll Island Authority -Consolidated  
Fiscal Year Budgetary & Capital Comparison*

	Projected FY2021	Actual FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
<b>REVENUES</b>							
GROSS REVENUES	30,757,937.33	28,106,608.47	31,701,259.43	29,899,981.59	29,343,154.15	26,681,623.35	23,148,002.11
COST OF GOODS SOLD	1,920,255.08	1,643,418.02	1,889,105.88	1,819,716.46	2,065,475.37	1,863,187.94	1,629,819.16
NET REVENUE	28,837,682.25	26,463,190.45	29,812,153.55	28,080,265.13	27,277,678.78	24,818,435.41	21,518,182.95
<b>EXPENSES</b>							
PERSONNEL	12,905,475.13	12,525,004.68	12,667,952.32	12,543,526.62	11,804,335.98	11,229,200.71	9,939,927.91
MOTOR VEHICLE	199,824.12	271,446.00	256,276.65	237,433.05	222,937.94	201,253.21	230,706.43
SUPPLIES & MATERIALS	1,354,802.57	1,583,258.24	1,850,740.96	1,701,862.96	1,694,142.49	1,651,796.42	1,588,509.50
REPAIRS & MAINTENANCE	1,168,485.19	1,647,083.47	1,575,951.94	1,410,583.86	1,580,381.76	1,421,108.90	1,442,491.76
UTILITIES	1,866,846.26	1,931,185.39	1,907,796.12	1,927,045.83	1,866,167.09	1,696,278.86	1,747,615.26
INSURANCE	853,180.44	840,637.82	879,553.88	807,138.76	844,487.09	821,443.86	874,461.17
ADVERTISING & PROMOTION	478,989.03	785,625.44	1,504,226.52	1,301,632.76	1,007,841.93	1,176,771.48	857,953.57
TRAVEL	22,312.17	80,849.90	96,432.71	73,822.77	73,924.26	70,343.48	66,012.54
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	231,705.47	247,869.72	232,089.56	201,880.04	196,424.48	149,280.07	125,736.61
CONTRACTS	2,249,429.51	3,010,864.34	3,292,477.64	3,237,532.88	3,044,249.11	2,679,025.22	2,171,208.96
BUILDING & EQUIPMENT RENTAL	617,785.72	810,302.49	619,899.50	497,299.26	370,949.86	358,399.96	317,559.09
CREDIT CARD FEES & BANK FEES	382,897.83	297,126.72	318,627.81	267,558.34	273,447.65	250,844.85	218,674.46
PRINTING & PUBLICATIONS	65,396.73	130,607.53	275,440.01	221,939.82	187,094.24	173,385.07	172,859.10
EQUIPMENT PURCHASES <\$5K	101,108.65	139,162.97	264,136.06	214,158.78	195,623.81	205,559.74	129,503.72
INTEREST EXPENSE	0.00	0.00	0.00	0.00	41,194.10	33,616.33	0.00
TOTAL OPERATING EXPENSES	22,498,238.82	24,301,024.71	25,741,601.68	24,643,415.73	23,403,201.79	22,118,308.16	19,883,220.08
<b>OPERATING INCOME</b>	<b>6,339,443.44</b>	<b>2,162,165.75</b>	<b>4,070,551.87</b>	<b>3,436,849.40</b>	<b>3,874,476.99</b>	<b>2,700,127.25</b>	<b>1,634,962.87</b>
<b>BOARD DESIGNATED FUND CONTRIBUTIONS</b>							
TOURISM DEVELOPMENT FUND	752,321.86	582,567.72	697,322.85	603,569.41	601,448.08	548,841.00	243,444.00
WATER / WASTEWATER FUND	521,713.06	534,217.95	351,836.33	305,497.09	400,646.39	261,657.00	197,498.00
RETAIL VILLAGE - LOAN PAYMENT (\$1.6M LOAN)	0.00	0.00	0.00	0.00	142,792.70	150,370.47	0.00
FIRE DEPARTMENT EQUIPMENT FUND	336,937.73	294,367.43	194,162.89	182,019.11	71,572.30	25,000.00	28,000.00
PUBLIC AREA IMPROVEMENT FUND	1,456,347.06	0.00	0.00	0.00	0.00	0.00	0.00
BEACH VILLAGE ENTERTAINMENT FEES - CARRYOVER	74,405.36	18,575.65	10,194.36	16,547.37	0.00	0.00	0.00
HOLLYBOURNE LINTEL PROJECT	0.00	0.00	0.00	180,662.50	0.00	0.00	0.00
PAYMENT TO JIF FOR MOSAIC PROJECT	0.00	0.00	300,000.00	150,000.00	150,000.00	150,000.00	0.00
TOTAL DESIGNATED FUND CONTRIBUTIONS	3,141,725.07	1,429,728.75	1,553,516.43	1,438,295.48	1,366,459.47	1,135,868.47	468,942.00
<b>AMOUNT AVAILABLE FOR CAPITAL OR RESERVES</b>	<b>3,197,718.37</b>	<b>732,437.00</b>	<b>2,517,035.44</b>	<b>1,998,553.92</b>	<b>2,508,017.52</b>	<b>1,564,258.78</b>	<b>1,166,020.87</b>
<b>CAPITAL PROJECTS AND EQUIPMENT</b>	<b>2,553,987.25</b>	<b>410,463.00</b>	<b>2,092,016.16</b>	<b>1,409,730.00</b>	<b>1,782,101.00</b>	<b>1,357,300.00</b>	<b>970,144.00</b>
<b>CONTRIBUTION TO CASH RESERVES</b>	<b>643,731.11</b>	<b>321,974.00</b>	<b>425,019.28</b>	<b>588,823.92</b>	<b>725,916.52</b>	<b>206,958.78</b>	<b>195,876.87</b>

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## FY 2021 Income available for Capital Projects and Reserves:

Description	Amount
<b>Estimated amount available for capital projects and reserves as of 06/30/2021</b>	<b>3,197,718.37</b>
Beach Village Fire alarm panel replacement	44,577.80
Summer Waves Slide & Splash Pad extension - Engineering	67,775.00
Summer Waves Slide - civil engineering	231,000.00
Summer Waves Slide - vertical construction	198,837.00
Airport Matching funds - Electrical rehab, pavement & remarking	7,095.10
Bike path rehabilitation	311,330.00
Public Safety Center design	157,500.00
Bicycles (50)	27,000.00
Master Plan Update	65,000.00
GDOT indermodal funding for fuel station - repayment	179,372.35
RFP #361 - revision of code of ordinances	125,000.00
<b>Subtotal - projects previously approved by Board</b>	<b>1,414,487.25</b>
Vehicle replacements	120,000.00
GSTC gift shop HVAC replacement	20,000.00
GSTC Sub-low freezer for specimens - replacement	10,000.00
GSTC Commissary counter tops/cabinetry (safety issue)	10,000.00
Gas Sterilizer - GSTC	10,000.00
Blood Gas Analyzer machine - GSTC	10,000.00
Endoscopy Equipment - GSTC	45,500.00
HVAC system replacements (Moss Cottage or other, as needed)	100,000.00
Range machine - replacement - Golf	8,000.00
Range picker - replacement - Golf	6,000.00
Airport Hangar - Public/Private partnership (total cost \$500K)	250,000.00
Mini-golf & Bikes - reconfiguration of building and restrooms	200,000.00
Golf course improvements	250,000.00
Software - Permitting, Licensing, lease management and contract management	100,000.00
<b>Subtotal - staff recommendations for additional consideration</b>	<b>1,139,500.00</b>
<b>Estimated balance of FY 2021 funds remaining for reserves or additional capital</b>	<b>643,731.12</b>

### Public Improvement Fund:

Description	Amount
<b>Estimated amount available in Public Area Improvement Fund of 06/30/2021</b>	<b>1,456,347.06</b>
Toro Workman HD with canopy & bedliner (2) - landscaping (\$22K each)	44,000.00
Dingo TX-1000 Wide track with bucket and trencher - landscaping	42,000.00
Greenhouse - sliding door, pad system, cloth, hardware for shade system	55,000.00
Playground equipment - replacement	250,000.00
Beach Village restroom	260,000.00
South Dunes restrooms remodel	400,000.00
Bike path rehab and construction - section F	160,000.00
Bike path rehab and construction - section H	150,000.00
Gate cameras - additional	5,000.00
<b>Subtotal - staff recommendations for consideration</b>	<b>1,366,000.00</b>
<b>Estimated balance remaining for future projects</b>	<b>90,347.06</b>

### Water/Wastewater Fund:

<b>Estimated amount available in Water/Wastewater Fund as of 6/30/2021</b>	<b>1,496,350.37</b>
Manhole liners	4,000.00
Incubator for water testing	5,755.95
Fire Hydrants (4)	6,336.12

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Pump at Lift Station #14 - replace	14,000.00
East Raw Sludge Pump WPCP - replace	12,000.00
Lawn mower - replace	12,500.00
Dishwasher in water lab - replace	10,000.00
Bar Screen at WPCP - replace	130,000.00
Commercial water meters - replace	30,000.00
Control Panel at Lift Station #8 - replace	8,000.00
Control Panel at Lift Station #20 - replace	5,500.00
Pump at Lift Station #18 - replace	4,500.00
Pump at Lift Station #3 - replace	4,500.00
Pump at Lift Station #10 - replace	4,500.00
Pump at Lift Station #6 - replace	4,500.00
Pump at Lift Station #9 - replace	4,500.00
West Intermediate pump at WPCP	16,000.00
Pump at Lift Station #5	15,000.00
Pump at Lift Station #15	14,000.00
Contingency fund for above projects	10,500.00
Sewer cleaning and mapping project (pending)	369,000.00
<b>Subtotal - projects previously approved by Board</b>	<b>685,092.07</b>
Sewer Vac truck (Estimate of \$380K total - \$84K was approved in FY19 Capital)	300,000.00
<b>Subtotal - staff recommendations for additional consideration</b>	<b>300,000.00</b>
<b>Estimated balance remaining for future projects</b>	<b>511,258.30</b>

## *Fire Equipment Fund:*

<b>Estimated amount available in Fire Equipment Fund as of 6/30/2021</b>	<b>300,941.26</b>
Turnout Gear (3)	8,125.50
Enforcer 30 Firefighting SKID - Firewise grant matching funds	6,800.00
<b>Subtotal - projects previously approved by Board</b>	<b>14,925.50</b>
Turnout Gear (3)	7,000.00
4x4 Pickup truck for off road firefighting with foam	15,000.00
Truck bed slide out tray with bed cover	7,500.00
UTV for beach for rescue and code enforcement staff	20,000.00
Ambulance chassis for remount project	150,000.00
<b>Subtotal - staff recommendations for additional consideration</b>	<b>199,500.00</b>
<b>Estimated balance remaining for future projects</b>	<b>86,515.76</b>

## *Tourism Development Fund:*

<b>Estimated amount available in Tourism Development Fund as of 6/30/2021</b>	<b>1,371,860.28</b>
Bike path improvements - section B2	160,000.00
Bike path improvements - section E	170,000.00
<b>Subtotal - staff recommendations for consideration</b>	<b>330,000.00</b>
<b>Estimated balance</b>	<b>1,041,860.28</b>

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**\$396,450**

**D**

6,900 LF  
1.31 mi

**\$158,747.71**

**B2**

4,370 LF  
0.83 mi

**\$71,900**

**B1**

1,730 LF  
0.33 mi

**\$259,500**

**A**

5,500 LF  
1.04 mi

**\$94,100**

**C**

2,100 LF  
0.40 mi

**G \$102,600**

1,800 LF  
0.34 mi

**H \$145,600**

2,800 LF  
0.53 mi

**\$164,000**

**E**

3,000 LF  
0.57 mi

**\$391,500**

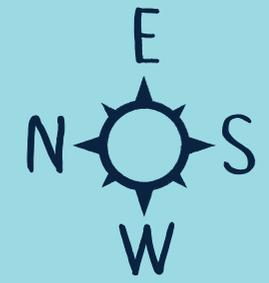
**I**

8,500 LF  
1.61 mi

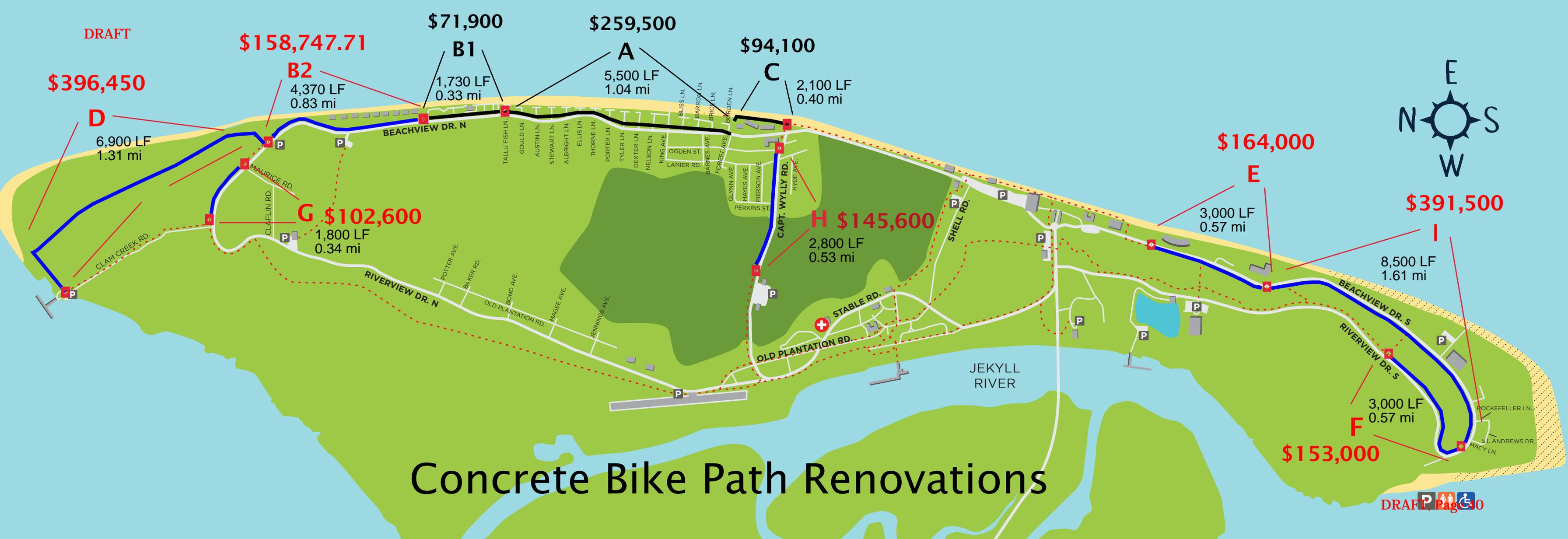
**\$153,000**

**F**

3,000 LF  
0.57 mi



# Concrete Bike Path Renovations



## Jekyll Island – State Park Authority FY 2022 Budget Information

### Recommended Rate changes FY2022:

#### Golf Memberships:

- Single membership increases from \$2,220.00 to \$2,580.00.
- Family memberships increase from \$3,120.00 to \$3,600.00.
- Seasonal single membership increased from \$850.00 to \$1,100.00 for six-month plan; increase from \$600.00 to \$900.00 for three-month plan; one month membership option eliminated.
- Seasonal family membership increased from \$1,700.00 to \$2,200.00 for six-month plan; increase from \$1,200.00 to \$1,700.00 for three-month plan; one month membership option eliminated.

#### Golf Round rates:

- Regular golf rate increase from \$59 per round to \$69 per round
- 12 noon – 2:00pm increase from \$45 to \$50 per round
- Twilight rates increase from \$40 to \$45 per round
- Walking twilight rate increase from \$20 to \$25 per round

#### Bike rental rates:

- 4-hour rental rate increase from \$11 to \$15
- Daily rate increase from \$15 to \$20
- Weekly rate increase from \$57 to \$70.

GSTC admission rate increase \$1.00; new rate is: Adult \$10, Senior \$9, Child \$8

Water rates – no increase in residential rate; 13.6% increase in commercial and hotels rates

Sewer rates – 7% increase in residential rate; 13.6% increase in commercial and hotel rates

Trash fees – Waste Management 2% increase in rate due to increased cost



Jekyll Island Authority Hiring Incentive Plan

Effective:

Purpose: The purpose of **the Jekyll Island Authority's** hiring incentive pay is to induce the employment of a prospective employee with particularly desirable qualifications and/or for a position that is difficult to fill. Positions identified are critical positions that present recruiting challenges due to skill level, area of expertise and/or geographic location.

Hiring Incentive Plan Guidelines for FY22:

Positions: The following positions, if vacated, may include a hiring incentive to induce employment:

- o Chief Accounting Officer
- o Chief Operations Officer
- o Director of Accounting
- o Director of Conservation
- o Director/Veterinarian of Georgia Sea Turtle Center
- o Director of Historic Resources
- o Director of Landscape and Planning
- o Director of Marketing
- o Director of Retail Operations
- o General Counsel (Legal)
- o Golf Course Maintenance Superintendent
- o Golf Course Maintenance Assistant Superintendent
- o Facilities Superintendent
- o Water/Wastewater Superintendent
- o Water/Wastewater Assistant Superintendent

Incentive amount: Hiring incentive pay of up to 5% of base salary, not to exceed maximum of \$5,000, may be provided for hard to fill, critical positions which involves relocation of the selectee for the position.

Agreement: Employees receiving hiring incentive pay are required to sign repayment agreement terms prior to payment request approval.

Repayment Terms: In the event of a voluntary resignation by the employee during the initial twelve months of employment, the employee will be required to repay the full incentive amount.

Approval: Hiring incentive pay is subject to fund availability and approval by the Executive Director.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all payments made in accordance within this plan for compliance with the Jekyll Island Authority Incentive Pay policy.

Review: Hiring incentive plans are reviewed prior to each fiscal year during budget development and may vary depending on budget each fiscal year.

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Jekyll Island Authority Performance Incentive Plan

Effective:

Purpose: **The purpose of the Jekyll Island Authority's performance incentive pay is to reward employees for extraordinary performance, significant contributions and/or substantial accomplishments well beyond normal or regular work responsibilities impacting JIA operations.**

Performance Incentive Plan Guidelines for FY22

Recommendation: Managers may recommend individual employees for performance incentive pay within the following;

- o Accomplishing and exceeding expectations on major projects or initiatives established by division director and/or immediate supervisor.
- o Participation in or completion of a project with significant impact to one or more JIA operation processes.
- o Significant cost saving or cost avoidance realized beyond normally expected or established standards.
- o Extraordinary effort during times of critical department need such as meeting critical deadline that could otherwise have an adverse impact on critical business operations or major project.
- o Contribution that clearly and significantly impacts the accomplishment of important or critical business operational goals, deliverables and/or time line.

Eligibility:

- o Employees recommended for performance incentive pay must be in active employment.
- o **Employees must have had at least "met expectations" on their last performance review and/or** there are no current or ongoing performance issues.
- o Employees may not be awarded more than once for the same achievement.

Documentation: Managers must submit appropriate documentation including specific reason employee should receive performance incentive pay, including date or timeframe of contribution event and recommended bonus amount.

Incentive amount: Performance incentive pay may not exceed \$5,000 per employee per fiscal year.

Approval: Performance incentive pay is subject to fund availability and approval by the Executive director.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all recommendations and payments made in accordance with this plan for compliance with the Jekyll Island Authority Incentive pay policy.

Review: Performance incentive pay plan is reviewed prior to each fiscal year during budget development and may vary depending on budget each fiscal year.

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Jekyll Island Authority Goal Based Incentive Plan

Effective:

Purpose: The purpose of the Jekyll Island Authority's goal-based incentive pay is to reward Managers and Directors of Retail and Amenity departments that are responsible for bringing in revenue to the organization. Payments under this plan will be based on the goal criteria listed in the plan and will be reviewed, validated and confirmed by the Chief Accounting Officer and Executive Director as a realized goal.

Goal Based Incentive Plan Guidelines for FY22

The goal-based plan is developed to encourage the department Managers and Directors to manage multiple aspects of their budget including revenue, cost of goods sold %, labor % and total expenses. Managers and Directors that are successful in managing these items should reflect Net Income which exceeds budget for their department.

Manager positions eligible for the goal-based incentive plan:

- o Guest Information Center Manager
- o GSTC Gift Shop Manager
- o Life is Good Manager
- o Museum Gift Shop Manager
- o Summer Waves Sales & Operations Managers
- o Campground Manager
- o Assistant Campground Manager
- o Golf Pro Shop Manager
- o Head Golf Professional

Director positions eligible for the goal-based incentive plan:

- o Director of Retail Operations
- o Director of Golf

Allocation: This Goal-based incentive plan is structured on an allocation approach as follows:

- The available incentive pool for each Manager/Director is determined as a percentage of Actual Net income in excess of Budgeted Net Income. The available incentive amount is set on an increasing scale as noted below.
  - o 5%-10% = \$2,000.00
  - o 11%-15% = \$2,500.00
  - o 16%-20% = \$3,000.00
  - o 21%-25% = \$3,500.00
  - o 26%-30% = \$4,000.00
  - o 31%+ = \$5,000.00
- For departments with cost of goods, the goals are broken down into 4 sections each worth 25% of the eligible incentive amount determined above. For departments without cost of goods sold, the

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allocation for the 3 applicable sections are each worth 33% of the eligible bonus amount determined above.

- Revenues – must be in excess of budget for the fiscal year
  - Cost of goods sold % - must be less than budget or no more than 1.5% higher than budget for the year.
  - Labor as a % of revenue – must be less than budget or no more than 1.5% higher than budget for the year.
  - Expenses – must be equal to or less than budget for the year (expenses increased in proportion to revenue increases will be considered)
- Payment of the incentive will be allocated between the Manager and Director as follows:
    - Guest Information Center – 75% to Manager; 25% to Director of Retail
    - GSTC Gift Shop – 75% to Manager; 25% to Director of Retail
    - Life is Good – 75% to Manager; 25% to Director of Retail
    - Museum Gift Shop – 75% to Manager; 25% to Director of Retail
    - Mini-golf & bikes – 75% to Manager; 25% to Director of Golf
    - Summer Waves Gift Shop – 100% to Director of Retail
    - Summer Waves Operations – 50% to Operations Manager; 50% to Revenue Manager
    - Campground – 45% to Manager; 30% Asst. Manager 25% to Director of Retail
    - Golf – 30% to Pro Shop Manager; 25% Head Golf Pro; 45% to Director of Golf

Payment: The incentive shall be awarded in the fall of each year between August and November for the prior fiscal year. Payments will be included as bonus pay in the pay period issued and will be taxed accordingly. Bonus pay shall not be included as earnable compensation for determining retirement benefits.

Eligibility:

- Payment will only be made to employees who have at least “met expectations” on their last performance review, and/or there are no current or ongoing performance issues.
- Employees must be in an active employment status to receive the incentive.
- Employees who terminate either voluntarily or involuntarily prior to payment will not receive incentive pay.
- Payments may only be made for accomplished goals and may not be made in advance.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all payments made in accordance with this plan for compliance with the Jekyll Island Authority Incentive pay policy.

Review: Goal-based incentive plans are reviewed prior to each fiscal year during budget development and may vary depending upon budget each fiscal year.

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