



**Called Meeting
of
Jekyll Island Authority Board of Directors**
For the full Board Consideration of the Fiscal Year 2021/2022 Proposed Budget

Board Meeting Agenda

June 30, 2020

9:30 a.m.

Digital Meeting

9:30 a.m. JIA Called Committee/ Meeting

Conference Call for Board & Staff

**Audio Streamed on YouTube
for Public**

Due to the current Covid-19 pandemic, special remote procedures will be in place for this meeting. These procedures attempt to allow for full Board and public participation using audio only. Anyone with web access should be able to hear the meeting.

Public Attendance:

- This meeting will be streamed by AUDIO ONLY to YouTube at:
<https://www.youtube.com/channel/UCuWsJpfyPMTCr66XOVFLdOA>
- Meeting documents and public comments are available at:
<https://www.jekyllisland.com/jekyll-island-authority/board-directors/>
- Comments received before Sunday, 6/28/2020 at 5:00 p.m. will be distributed to the board in advance of the meeting, posted to the website, and become part of the public record.
- Public comments received after the Sunday, 6/28/2020 5:00 p.m. deadline until the day of the meeting at 5:00 p.m., will be distributed after the meeting and will become part of the public record.

Chairman, Joseph B. Wilkinson, Jr. – Call to Order

Action Items

1. Consideration of the Fiscal Year 2021/2022 Proposed Budget – Jones Hooks, Executive Director and Marjorie Johnson, Chief Financial Officer
 - a. Incentive Plans – Jenna Johnson, Human Resource Director and Marjorie Johnson, Chief Accounting Officer

Adjournment

Jekyll Island Authority
Fiscal Year 2021 Budget



Jekyll Island Authority -Consolidated
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	29,358,568.02	Business leases \$4.9M; Lot leases \$468K; Daily parking fee \$3.2M; H/M tax \$2.2M; Concessions \$2.5M; Food \$2M; Admission fees \$2.6M; Camp site rental \$1.6M; Green fees & carts \$1M	32,415,784.10	31,701,259.43	29,899,981.59	29,343,154.15	26,681,623.35	23,148,002.11
COST OF GOODS SOLD	<u>1,812,826.48</u>	Cost of merchandise, food, beverage and fuel sold	<u>2,073,790.43</u>	<u>1,889,105.88</u>	<u>1,819,716.46</u>	<u>2,065,475.37</u>	<u>1,863,187.94</u>	<u>1,629,819.16</u>
NET REVENUE	27,545,741.54		30,341,993.66	29,812,153.55	28,080,265.13	27,277,678.78	24,818,435.41	21,518,182.95
EXPENSES								
PERSONNEL	13,767,178.03	FT labor \$7.6M; PT labor \$1.7M; staffing service labor \$260K; Health insurance \$1.6M; Retirement \$1.8M; FICA \$620K; employee development \$43K; \$300K retention & retirement fund	14,503,466.50	12,667,952.32	12,543,526.62	11,804,335.98	11,229,200.71	9,939,927.91
MOTOR VEHICLE	272,661.13	Fuel for vehicles & equipment \$171K; R&M of vehicles and ATV's \$102K	294,664.10	256,276.65	237,433.05	222,937.94	201,253.21	230,706.43
SUPPLIES & MATERIALS	1,571,819.38	Chemicals & Fertilizers \$543K; Special Event supplies \$93K; Plants & Seeds \$47K; Bathroom/cleaning supplies \$133K; Uniforms \$69K; Sand & Soil \$53K; First Aid/Medical Supplies \$70K; shop supplies \$74K	2,035,300.77	1,850,740.96	1,701,862.96	1,694,142.49	1,651,796.42	1,588,509.50
REPAIRS & MAINTENANCE	1,431,537.21	Building/Structure R&M \$481K (Historic bldgs \$174K; Summer Waves \$82K; Convention Center \$72K); Roads/Grounds R&M \$94K (road & path improvements, cart path improvements, concrete repair, etc); Equipment R&M \$262K (pumps, motors, wells, mowers, etc); Service Contracts \$595K (Water tower maint \$203K; equipment svc agreements)	1,916,428.13	1,575,951.94	1,410,583.86	1,580,381.76	1,421,108.90	1,442,491.76
UTILITIES	1,980,863.45	Electricity \$1.1M; heating/cooking fuel \$36K; water/sewer \$295K; trash \$310K; internet/cable \$126K; telephone \$124K	2,035,781.46	1,900,587.16	1,927,045.83	1,866,167.09	1,696,278.86	1,747,615.26
INSURANCE	831,882.25	Worker's comp \$254K; liability ins \$100K; property ins \$42K; vehicle ins \$7K; fire fee \$424K	824,632.81	879,553.88	807,138.76	844,487.09	821,443.86	874,461.17
ADVERTISING & PROMOTION	808,522.98	Brand & advertising \$453K; Public Relations \$70K; BGIVB \$100K; Convention Sales \$29K; Group promotions (meetings, promotional) \$61K; Event promotins \$45K; help wanted \$1.5K	1,239,114.91	1,504,226.52	1,301,632.76	1,007,841.93	1,176,771.48	857,953.57
TRAVEL	39,885.00	Sales travel; continuing education & conference travel; Board meals & lodging	111,586.00	96,828.64	73,822.77	74,032.91	70,343.48	66,012.54
LICENSES, REGISTRATIONS & SUBCRIPTIONS	281,097.25	Professional associations; training registration fees; Microsoft subscription; web hosting	265,315.21	231,693.63	201,880.04	196,315.83	149,280.07	125,736.61
CONTRACTS	3,106,814.90	SMG contract and staffing \$1.8M; Special events \$131K (entertainment, fireworks, etc); Sanitation \$306K; Golf Course Master Plan completion \$15K; GSTC concept design \$30K; Tennis Management \$76K; Summer Waves Management \$84K; Website redesign \$100K; also includes payroll processing; IT managed services	3,763,707.33	3,298,477.64	3,237,532.88	3,044,249.11	2,679,025.22	2,171,208.96
BUILDING & EQUIPMENT RENTAL	649,324.69	Golf carts and maintenance equipment leases; golf maintenance equipment lease; Event equipment rental; heavy equipment rental; manlift rental; copier rental	740,903.05	613,899.50	497,299.26	370,949.86	358,399.96	317,559.09
CREDIT CARD FEES & BANK FEES	318,298.72	Credit card processing fees, bank stop payment fees, statement fees	306,569.06	332,803.67	267,558.34	273,447.65	250,844.85	218,674.46
PRINTING & PUBLICATIONS	97,847.90	Marketing \$58K (Island Guide, maps, brand books, etc.); new gate system - no longer need AVI tags and prox cards	131,957.45	267,875.27	221,939.82	187,094.24	173,385.07	172,859.10
EQUIPMENT PURCHASES <\$5K	98,950.20	General equipment: Computers, blowers, edgers, weed eaters, pumps, controllers, small appliances, chainsaws, table saw, tool sets, bicycles	164,288.00	264,733.90	214,158.78	195,623.81	205,559.74	129,503.72
INTEREST EXPENSE	0.00	Converted to grant 06/17 - no further payments due	0.00	0.00	0.00	41,194.10	33,616.33	0.00
TOTAL OPERATING EXPENSES	<u>25,256,683.09</u>		<u>28,333,714.77</u>	<u>25,741,601.68</u>	<u>24,643,415.73</u>	<u>23,403,201.79</u>	<u>22,118,308.16</u>	<u>19,883,220.08</u>
OPERATING INCOME	<u>2,289,058.45</u>		<u>2,008,278.89</u>	<u>4,070,551.87</u>	<u>3,436,849.40</u>	<u>3,874,476.99</u>	<u>2,700,127.25</u>	<u>1,634,962.87</u>
BOARD DESIGNATED FUND CONTRIBUTIONS								

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
Tourism Development Fund	671,805.37		706,605.00	697,323.00	603,569.41	601,448.08	548,841.00	243,444.00
Water / Sewer Fund	450,223.74		557,911.03	351,836.00	305,497.09	400,646.39	261,657.00	197,498.00
Retail Village \$1.6M loan payment (fixed)	0.00	Converted to grant 06/17; no future payments due	0.00	0.00	0.00	142,792.70	150,370.47	0.00
Fire Department equipment fund	270,216.17		222,000.00	194,162.00	182,019.00	72,090.18	25,000.00	28,000.00
Public area & Utilities Improvement Fund	268,233.85		275,555.53	0.00	0.00	0.00	0.00	0.00
Beach Village Entertainment fees (carryover)	0.00		0.00	10,194.00	16,547.00	0.00	0.00	0.00
Hollybourne Lintel Project	0.00		0.00	0.00	180,663.00	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	1,660,479.13		1,762,071.56	1,553,515.00	1,438,295.50	1,366,977.35	1,135,868.47	468,942.00
AMOUNT AVAILABLE FOR CAPITAL OR CASH RESERVES	628,579.32		246,207.33	2,517,036.87	1,998,553.90	2,507,499.64	1,564,258.78	1,166,020.87

Recommended rate changes requiring Board consideration:

- Water rates – 0% increase
- Sewer rates – 0% increase
- Campground - monthly winter rates - increase \$27/month
- Campground - daily rates - increase \$1/night

Proposed Full time positions included in FY2021 budget:

- Fire department - EMT - changing 1 Part time EMT to Full time
- Eliminating 9 positions - Administration, Beach Village, Marketing, Musuem, Facility Maintenance & Golf
- Wastewater department - requesting 1 additional Operator position

Jekyll Island Authority -Administration
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	4,124,194.98	Business leases \$3.5M; Lot leases \$468K (fewer participation fees expected in FY21); Alcohol license, alcohol taxes & residential rental licenses \$135K; Reimbursement from property insurance FY20 \$19.5K	3,670,086.86	4,414,388.33	4,423,425.32	4,180,020.91	3,675,504.37	3,549,549.19
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	4,124,194.98		3,670,086.86	4,414,388.33	4,423,425.32	4,180,020.91	3,675,504.37	3,549,549.19
EXPENSES								
PERSONNEL	2,349,216.83	19 FT staff; eliminated 2 positions; no merit increase; employee benefits; \$300K retention/retirement funds; staff training & software \$20K; tuition reimbursement \$11K; employee & supervisor meetings \$10K	2,223,588.61	1,909,676.16	1,812,438.38	1,703,465.91	1,641,655.59	1,225,405.94
MOTOR VEHICLE	980.00	Fuel and misc repairs for admin vehicle	910.00	715.42	181.97	928.03	638.14	(313.67)
SUPPLIES & MATERIALS	31,401.52	Office supplies \$18K; postage \$12K; cleaning supplies \$1K; first aid supplies	40,411.28	33,738.04	39,942.20	35,748.44	57,568.63	36,980.60
REPAIRS & MAINTENANCE	102,523.03	General building R&M \$21K for admin building and leased properties; Service contracts \$80K (incl \$63K POS, water billing & accounting systems; HVAC service agreement \$14K; pest control)	97,471.82	94,275.06	73,875.45	116,800.44	95,046.28	126,304.21
UTILITIES	86,352.44	Electricity \$20K; Water/Sewer \$6.9K; Trash \$3K; internet \$19K; telephones \$37K	109,043.77	91,997.56	93,829.78	95,800.07	78,218.62	99,252.22
INSURANCE	130,157.76	Fire fee \$51K; worker's comp \$37K; liability ins \$16K; building ins \$21K; Business interruption ins \$5K	134,761.66	167,141.10	126,566.43	152,696.16	128,439.31	152,632.83
ADVERTISING & PROMOTION	14,800.00	Board and general meeting expenses and promo items \$13.8K; help wanted ads \$1K	15,300.00	12,250.15	16,086.38	14,984.75	18,465.73	15,146.06
TRAVEL	19,300.00	Board members \$9K; Auditor travel \$5K; Staff travel \$5K	22,300.00	21,120.04	24,763.79	21,504.29	18,069.37	22,593.65
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	92,931.28	Professional association fees; training & registration fees, Microsoft Office 365 subscription, web hosting, licenses; anti-virus software licensing	75,836.61	56,956.09	67,332.86	65,965.52	46,491.07	20,349.01
CONTRACTS	257,192.74	Dept of Law \$36K; completion of Golf Course Master Plan \$15K; Economic study - golf course plan \$20K; Payroll processing \$69K; IT services \$80K; Turtle Center design \$30K	526,880.00	306,311.65	407,244.93	390,957.81	319,931.76	227,490.69
BUILDING & EQUIPMENT RENTAL	10,018.80	Copier rental \$7.4K; postage meter rental \$1.5K; water coolers \$1K	9,222.37	12,237.89	10,121.76	9,353.03	9,970.99	15,995.64
CREDIT CARD FEES & BANK FEES	25,143.14	Credit card processing fees; stop payment fees; statement fees	15,843.75	23,394.37	19,311.55	14,266.10	21,554.03	21,253.29
PRINTING & PUBLICATIONS	4,937.04	Business cards, checks, letterhead	4,377.54	5,968.08	4,100.93	3,057.92	2,957.57	2,734.95
EQUIPMENT PURCHASES <\$5K	10,426.00	Replace 12 computers & 10 monitors	37,681.00	37,010.52	19,966.41	37,067.53	8,100.07	9,569.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,135,380.58		3,313,628.41	2,772,792.13	2,715,762.82	2,662,596.00	2,447,107.16	1,975,394.42
OPERATING INCOME	988,814.40		356,458.45	1,641,596.20	1,707,662.50	1,517,424.91	1,228,397.21	1,574,154.77

Jekyll Island Authority -Conservation
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	415,159.34	Lease payments for solar farm \$5K; nature programs & tours \$4.5K; parking fees allocated for conservation expenses \$373K; CIG Fortson Pond reimbursable expenses (Federal) \$32.5K	483,419.34	389,392.43	369,258.78	315,210.26	235,298.61	190,555.95
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	415,159.34		483,419.34	389,392.43	369,258.78	315,210.26	235,298.61	190,555.95
EXPENSES								
PERSONNEL	313,834.96	4 FT Employees & PT rangers; includes benefits; rabies vaccinations \$2.8K	316,065.35	289,857.68	270,709.34	206,794.35	194,057.67	137,900.72
MOTOR VEHICLE	6,074.29	Gas for UTVs and vehicles; misc. repair	5,460.00	6,263.25	3,695.84	2,182.45	761.94	833.19
SUPPLIES & MATERIALS	7,420.81	Gloves, trashbags, first aid supplies, jellyfish sting ointment, uniforms \$1.4K; office supplies \$1.5K; supplies for conservation programs \$1.4K; landscape materials \$1.5K	18,907.15	9,615.93	4,200.38	3,270.05	7,443.19	7,222.03
REPAIRS & MAINTENANCE	26,550.00	Equipment R&M \$2.4K; materials for CIG grant project \$24K	20,200.00	902.91	1,217.49	796.96	650.97	158.72
UTILITIES	3,809.37	Electricity \$626; Land lines and cell phones \$3.2K	4,620.00	3,439.41	3,848.00	3,661.30	1,125.25	881.20
INSURANCE	6,179.91	Amounts set by state; allocated based on # FT employees in dept.	5,765.63	7,576.48	7,212.02	5,820.87	4,182.56	2,799.64
ADVERTISING & PROMOTION	350.00	Parking passes and sponsorships for key partners; refreshments for select meetings	580.00	458.97	163.66	319.24	144.00	64.48
TRAVEL	0.00	Travel expense for Director and Managers	3,000.00	2,929.21	614.52	0.00	8.00	1,716.51
LICENSES, REGISTRATIONS & SUBCRIPTIONS	860.00	Wildlife Society membership; GIS software; Prescribed fire recertification; boat tow insurance; meetings and workshop registrations	4,160.00	4,545.18	1,839.00	458.71	60.00	570.00
CONTRACTS	38,580.00	Pond maint \$14K; Living shoreline construction \$7.3K; Conservation Plan \$2.5K; Waste study \$2.5K	86,986.21	57,569.34	78,621.82	70,866.81	32,318.74	14,998.00
BUILDING & EQUIPMENT RENTAL	5,000.00	Excavator rental - Fortson Pond CIG project matching expense	5,000.00	0.00	0.00	0.00	0.00	402.28
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	3,800.00	Promo signs for ranger walks and gatorology (\$600), beach rules signs (\$3.2K), other misc. signs (\$400)	5,400.00	4,750.99	4,693.55	450.97	69.99	509.40
EQUIPMENT PURCHASES <\$5K	2,700.00	Wildlife response equipment; snake transmitters; wildlife cameras	7,275.00	16,507.07	2,894.35	1,908.79	5,137.81	2,716.24
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	415,159.34		483,419.34	404,416.42	379,709.97	296,530.50	245,960.12	170,772.41
OPERATING INCOME	0.00		0.00	(15,023.99)	(10,451.19)	18,679.76	(10,661.51)	19,783.54

Jekyll Island Authority -Intern Housing
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	50,375.00	Rental income from Americorps members and interns; Prior year income contains reimb from GSTC for improvements to intern housing \$50K	100,975.00	97,200.00	44,335.00	104,772.76	44,010.00	39,547.50
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	50,375.00		100,975.00	97,200.00	44,335.00	104,772.76	44,010.00	39,547.50
EXPENSES								
PERSONNEL	0.00	No staff assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	3,600.60	Furniture for renovated houses \$3K; misc household supplies; pots, pans, dishes, small tools	4,050.00	4,338.07	2,751.10	6,869.25	2,172.28	1,565.22
REPAIRS & MAINTENANCE	4,200.00	General maint \$3K; pest control \$1.2K	54,200.00	46,579.86	11,203.81	51,923.86	20,192.01	2,503.08
UTILITIES	21,405.67	Electricity \$11K; water/sewer \$3.5K (no change FY21 in water/sewer rates); trash \$2.9K; internet \$4.2K	20,889.11	20,027.47	19,996.06	24,038.78	19,211.85	17,493.39
INSURANCE	1,501.14	Fire protection fee \$1.4K; property insurance \$81	1,501.15	1,409.91	1,474.14	1,491.48	1,491.48	1,491.48
ADVERTISING & PROMOTION	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
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	3,000.00	Cleaning of houses 2x per year	3,000.00	1,230.00	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
CREDIT CARD FEES & BANK FEES	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
EQUIPMENT PURCHASES <\$5K	600.00	Small appliance replacement	5,000.00	9,169.97	8,289.90	4,439.88	6,344.29	4,651.00
INTEREST EXPENSE	0.00	No HVAC replacement needed in FY21	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	34,307.41		88,640.26	82,755.28	43,715.01	88,763.25	49,411.91	27,704.17
OPERATING INCOME	16,067.59		12,334.74	14,444.72	619.99	16,009.51	(5,401.91)	11,843.33

Jekyll Island Authority - Airport
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	86,400.00	Red Bug Motors lease \$8.4K; Aviation fuel (began selling May 2020) \$78K	105,869.00	8,100.00	8,150.00	0.00	0.00	3,308.18
COST OF GOODS SOLD	49,998.00	Estimated cost of fuel 75%	71,264.25	0.00	0.00	0.00	0.00	0.00
NET REVENUE	36,402.00		34,604.75	8,100.00	8,150.00	0.00	0.00	3,308.18
EXPENSES								
PERSONNEL	0.00	No employees in this department	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
SUPPLIES & MATERIALS	0.00	Restroom supplies - Red Bug Motors is providing supplies	0.00	70.50	0.00	0.00	0.00	85.07
REPAIRS & MAINTENANCE	2,963.50	General Repair \$1.1K; install fire extinguishers at fuel tanks \$350; secondary exit improvements \$500; Fuel cell service \$960; fire extinguisher service \$53	4,600.00	440.50	7,221.29	0.00	0.00	0.00
UTILITIES	16,420.40	Electricity for runway lights & terminal lights \$10.2K; water & sewer fees \$3.3K; trash fee \$1.6K; cable TV/internet \$1.3K	16,337.78	14,514.71	13,489.86	0.00	0.00	0.00
INSURANCE	2,204.97	Fire protection \$2.1K, property insurance \$119	0.00	863.41	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	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
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	400.00	Airport license renewal \$100; GA Airports Assoc \$300	400.00	300.00	100.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	3,223.11
BUILDING & EQUIPMENT RENTAL	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
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	200.00	Wheel chocks, tie downs, wind socks	0.00	3,489.27	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	22,188.87		21,337.78	19,678.39	20,811.15	0.00	0.00	3,308.18
OPERATING INCOME	14,213.13		13,266.97	(11,578.39)	(12,661.15)	0.00	0.00	0.00

Jekyll Island Authority -Foundation
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	9,587.17	Reimbursement for expenses paid by JIA (JIF reimburses all except H/R expenses)	10,024.09	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
NET REVENUE	9,587.17		10,024.09	66,090.62	63,959.29	69,747.05	63,275.76	103,999.56
EXPENSES								
PERSONNEL	186,012.63	2 FT employees; includes retirement, FICA and health insurance benefits	188,891.52	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
SUPPLIES & MATERIALS	0.00	Foundation will purchase directly in FY21	0.00	1,806.70	3,465.55	3,060.31	3,273.46	3,705.28
REPAIRS & MAINTENANCE	0.00	Pest control coded to Museum budget	140.00	0.00	70.00	140.00	1,441.60	86.25
UTILITIES	4,586.49	Electricity \$2.2K; telephone \$2.2K; water/sewer rates \$164	4,781.28	2,774.73	4,829.65	5,213.57	6,202.13	4,093.44
INSURANCE	3,019.37	Worker's comp \$2.6K; liability ins \$339	2,882.81	3,788.23	3,606.01	6,677.16	6,488.36	5,599.28
ADVERTISING & PROMOTION	0.00	Foundation will purchase directly in FY21	0.00	3,172.22	2,445.52	3,528.43	3,325.11	2,834.00
TRAVEL	0.00	Foundation will purchase directly in FY21	0.00	1,795.07	2,187.62	2,288.75	2,643.42	3,970.99
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00	Foundation will purchase directly in FY21	0.00	622.09	1,264.97	1,506.02	973.54	2,606.50
CONTRACTS	0.00	Foundation will purchase directly in FY21	0.00	39,836.46	32,831.46	31,750.00	29,350.00	26,743.02
BUILDING & EQUIPMENT RENTAL	1,981.31	Copier lease; (Prior years included rent which is now invoiced directly to JIF each month)	2,220.00	2,286.36	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	35.00
PRINTING & PUBLICATIONS	0.00	Foundation will purchase directly in FY21	0.00	2,294.17	4,203.50	3,587.08	3,862.87	6,707.90
EQUIPMENT PURCHASES <\$5K	0.00	Foundation will purchase directly in FY21	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
TOTAL OPERATING EXPENSES	195,599.80		198,915.61	271,314.47	237,413.63	251,503.53	235,389.62	202,897.49
OPERATING INCOME	(186,012.63)		(188,891.52)	(205,223.85)	(173,454.34)	(181,756.48)	(172,113.86)	(98,897.93)

Jekyll Island Authority -Life is Good
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	339,232.13	Retail sales - clothing and other merchandise	339,000.00	342,485.95	280,508.71	244,882.79	207,886.72	0.00
COST OF GOODS SOLD	169,556.07	Cost of merchandise sold	169,500.00	170,231.73	142,710.87	120,861.72	104,070.35	0.00
NET REVENUE	169,676.06		169,500.00	172,254.22	137,797.84	124,021.07	103,816.37	0.00
EXPENSES								
PERSONNEL	81,942.59	1 FT manager and PT employees	84,507.02	80,993.30	80,391.71	95,315.80	75,531.33	4,224.40
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	2,849.70	Office supplies \$450; bathroom/cleaning supplies \$100; shop supplies \$1.3K; uniforms \$700; store fixtures \$300	1,774.01	3,036.34	2,860.62	3,884.05	5,741.78	12,981.91
REPAIRS & MAINTENANCE	1,064.00	General R&M, pest control	660.00	2,823.35	942.94	672.41	53,261.44	12,865.75
UTILITIES	5,719.51	Electricity \$3.7K; Water/sewer \$517; internet \$1.2K; telephone \$351	7,287.09	6,584.52	5,482.94	3,380.79	3,187.17	174.10
INSURANCE	1,509.68	Worker's comp \$1.3K; liability insurance \$170	1,441.41	1,894.13	1,803.00	2,001.62	2,091.28	0.00
ADVERTISING & PROMOTION	0.00	Life is Good ads, local publicatons, sponsored facebook ads	600.00	0.00	1,000.00	702.97	11,076.66	0.00
TRAVEL	0.00	Local mileage reimbursement	0.00	395.93	10.70	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	395.40	XM Radio	395.40	0.00	0.00	0.00	161.94	120.00
CONTRACTS	0.00		0.00	0.00	825.00	297.00	3,141.00	7,032.19
BUILDING & EQUIPMENT RENTAL	23,980.53	Rent \$21,773.11;special event fee \$2,207.42	23,688.05	23,440.93	22,906.08	21,148.56	19,269.38	488.20
CREDIT CARD FEES & BANK FEES	6,675.00	Credit card processing fees based on estimated sales	6,199.99	6,682.50	4,967.31	4,805.56	3,289.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	265.73	16.50
EQUIPMENT PURCHASES <\$5K	0.00		0.00	4,222.54	0.00	0.00	1,731.07	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	124,136.41		126,552.97	130,073.54	121,190.30	132,208.76	178,747.78	37,903.05
OPERATING INCOME	45,539.65		42,947.03	42,180.68	16,607.54	(8,187.69)	(74,931.41)	(37,903.05)

Jekyll Island Authority -Village Retail
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	550,591.54	Lease revenue from retail shops, does not include lease for space upstairs	591,408.90	559,915.65	545,611.27	436,096.91	453,620.17	488.20
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	550,591.54		591,408.90	559,915.65	545,611.27	436,096.91	453,620.17	488.20
EXPENSES								
PERSONNEL	111,475.01	1 FT Roads & Grounds employee; 2 FT Landscaping employees; eliminated 1 landscaping position; employees cover village area and surrounding parks	157,710.42	20,145.03	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	9,690.00	Plants/Seeds \$1K; mulch \$7.8K; bathroom & cleaning supplies \$800; small tools \$50	28,300.00	6,157.00	2,991.40	1,386.65	7,330.30	0.00
REPAIRS & MAINTENANCE	33,449.90	Building R&M, improvements & restroom refresh \$14K; Roads & Grounds R&M \$3.1K; Equipment R&M \$1.1K; Elevator service agreement \$2.6K; Fire alarm recert \$2.1K; HVAC maint \$3K; pest control \$3K	54,292.32	34,171.83	19,976.25	15,043.11	91,215.81	0.00
UTILITIES	72,584.99	Electricity (public areas) \$10.2K; trash compactors \$48K; JIA trash \$8.4K; 1G internet at Convention Center - cost and service shared with village \$6K	102,779.56	67,657.75	56,795.35	44,818.05	28,722.52	0.00
INSURANCE	40,630.11	Property insurance \$2K; fire protection fee \$34K; workers comp \$4K; liability insurance \$509	40,230.01	32,369.60	35,286.87	956.24	0.00	0.00
ADVERTISING & PROMOTION	49,208.71	Beach Village entertainment fee - JIA matching funds	53,992.10	47,881.70	47,352.00	0.00	0.00	0.00
TRAVEL	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
CONTRACTS	12,525.90	Pressure washing \$4.2K; mulch installation \$8.3K	4,200.00	0.00	0.00	5,554.00	7,647.72	0.00
BUILDING & EQUIPMENT RENTAL	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
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00	FY16 = security cameras & wi-fi install for public areas	0.00	0.00	0.00	0.00	34,125.44	0.00
INTEREST EXPENSE	0.00	Interest expense on OneGeorgia loan; converted to grant 06/17	0.00	0.00	0.00	41,194.10	33,616.33	0.00
TOTAL OPERATING EXPENSES	329,564.62		441,504.41	208,382.91	162,401.87	108,952.15	202,658.12	0.00
OPERATING INCOME	221,026.92		149,904.49	351,532.74	383,209.40	327,144.76	250,962.05	488.20

Jekyll Island Authority - Marketing, Sales & Events
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,713,963.29	H/M taxes \$2.2M; Village event assessment \$98K; event admissions \$40K (no Shrimp & Grits festival in FY21); sponsorships \$8K	2,134,353.20	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
NET REVENUE	1,713,963.29		2,134,353.20	2,007,825.59	1,780,305.28	1,765,133.62	1,815,656.78	1,359,462.95
EXPENSES								
PERSONNEL	772,490.00	9 FT employees; 2 positions eliminated; includes benefits	932,895.74	836,112.40	878,949.75	834,831.43	762,704.36	519,926.80
MOTOR VEHICLE	1,992.78	Gas for sales vehicle, ADA van and Electric van	2,230.59	3,676.52	3,169.49	252.90	84.67	61.06
SUPPLIES & MATERIALS	67,380.44	Office supplies \$2K; special events supplies \$59K; postage \$3K; program materials \$3.2K	158,466.10	113,082.27	108,823.41	131,940.50	130,722.62	97,436.05
REPAIRS & MAINTENANCE	150.00	Annual fire alarm recertification	150.00	945.84	435.11	1,096.72	1,990.24	4,798.42
UTILITIES	15,941.48	25% of utilities for Annex building \$5.4K (electric, water/sewer, trash); landlines & cell phone \$9.8K; internet reimb for offsite sales staff \$720	16,258.45	17,184.67	16,012.87	15,910.26	16,147.59	9,825.99
INSURANCE	15,260.25	Worker's comp \$12K; liability insurance \$1.5K; fire fee \$1.6K; property insurance \$88	17,528.56	20,795.08	21,341.81	23,595.71	22,261.60	19,597.48
ADVERTISING & PROMOTION	592,566.87	Media & agency fees \$324K; public relations \$70K; BGIVB contract \$100K; Convention sales funds \$29K; group promotion (meetings, promo items) \$24K; Promotion of events \$45K	997,760.04	1,246,669.20	1,097,320.85	958,972.56	831,626.36	720,146.27
TRAVEL	10,000.00	Conferences, meetings, sales travel	32,600.00	28,173.20	18,759.04	18,644.70	18,090.46	9,979.26
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	71,496.00	Mail Chimp \$10K; Sprout \$6K; trademark \$10K; Cision \$13K; Sprout \$6K; registrations and association fees for sales team \$27K	107,561.00	96,256.58	72,228.12	77,883.68	52,449.07	53,385.57
CONTRACTS	256,355.00	Website re-design \$100K, NuSpace \$9.6K; Events (fire works, production contracts, entertainment, security, etc) \$131K	272,482.14	165,040.01	182,655.94	317,653.46	251,552.55	122,604.35
BUILDING & EQUIPMENT RENTAL	13,761.00	Copier rental; event rentals \$11K (restrooms, lights, chairs, tents, etc)	82,314.85	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	1,742.12	(450.00)	0.00
PRINTING & PUBLICATIONS	57,750.00	Island Guide \$30K, maps \$5.3K; annual reports \$2.2K; signs, banners, etc for events \$14.7K	90,347.07	103,553.64	92,438.34	84,137.92	79,139.09	46,383.69
EQUIPMENT PURCHASES <\$5K	0.00		3,600.00	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
TOTAL OPERATING EXPENSES	1,875,143.82		2,714,194.54	2,713,450.90	2,518,124.19	2,482,163.20	2,224,289.74	1,643,883.74
OPERATING INCOME	(161,180.53)		(579,841.34)	(705,625.31)	(737,818.91)	(717,029.58)	(408,632.96)	(284,420.79)

Jekyll Island Authority -Tourism Development
 FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	671,805.37	30% of Hotel/Motel tax budget	706,605.00	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
NET REVENUE	671,805.37		706,605.00	697,322.85	603,569.41	601,448.08	548,840.90	243,443.46
EXPENSES								
PERSONNEL	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
SUPPLIES & MATERIALS	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
UTILITIES	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
ADVERTISING & PROMOTION	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
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	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
BUILDING & EQUIPMENT RENTAL	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
PRINTING & PUBLICATIONS	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
INTEREST EXPENSE	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
OPERATING INCOME	671,805.37	<i>Amount will be set aside as Designated Fund Balance to be used in the next Fiscal Year for Tourism Development</i>	706,605.00	697,322.85	603,569.41	601,448.08	548,840.90	243,443.46

Jekyll Island Authority -Guest Information Center
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	930,336.83	Decrease in annual pass sales, daily parking fees & concession sales due to COVID -19 impact; Annual pass \$711K; daily parking fee \$3.2M; Concession sales \$293K; Amount allocated to Conservation, Landscaping, Roads & Grounds, Safety and Water/Wastewater \$3.3M	976,283.94	968,443.45	540,941.82	1,038,450.48	1,144,478.60	1,053,899.71
COST OF GOODS SOLD	146,288.81	Cost of merchandise sold	177,738.93	186,169.33	179,220.37	259,054.48	160,085.33	176,844.09
NET REVENUE	784,048.02		798,545.01	782,274.12	361,721.45	779,396.00	984,393.27	877,055.62
EXPENSES								
PERSONNEL	293,329.55	2 FT staff; PT staff for gate and gift shop	297,592.19	325,055.67	331,339.07	292,815.06	284,265.55	283,553.30
MOTOR VEHICLE	320.00	Vehicle fuel & repairs	0.00	0.00	219.97	0.00	0.00	0.00
SUPPLIES & MATERIALS	14,627.40	Shop supplies (bags, shipping supplies, register tape) \$8.6K; uniforms \$1.2K; postage \$3.3K; office supplies \$480; bathroom & cleaning supplies \$300	17,980.00	18,633.96	23,639.69	31,712.91	13,689.27	11,752.74
REPAIRS & MAINTENANCE	50,922.50	Gate Repair & Maint \$5K (lower due to new gate operating system); general building and equipment repair \$3K; Gate maintenance agreement \$41K; camera repairs; pest control; alarm maintenance	53,722.50	15,669.87	20,822.24	16,030.08	54,183.75	33,062.96
UTILITIES	27,907.88	Electricity \$9K; water/sewer \$2.5K ; trash fees \$2.5K; internet \$9.6K; and phones \$3.1K; propane for generator \$1K	26,360.27	25,824.34	25,589.00	19,361.09	15,993.95	16,692.02
INSURANCE	7,111.07	Worker's comp \$2.5K; liability insurance \$319; fire fee \$3.9K; property insurance \$222	6,974.51	9,525.38	8,050.84	8,820.29	6,998.07	8,414.79
ADVERTISING & PROMOTION	10,000.00	Island Treasures program	10,200.00	8,925.75	14,704.15	6,324.97	17,261.59	2,133.77
TRAVEL	0.00	On-Island mileage reimbursement	1,560.00	536.38	1,620.94	1,349.94	1,167.29	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	120.00	Authorize.net monthly fee	0.00	910.00	1,922.31	2,403.60	719.53	3,045.04
CONTRACTS	6,348.33	shopify fees for online retail	6,000.00	6,734.97	7,465.64	4,233.89	3,538.84	855.50
BUILDING & EQUIPMENT RENTAL	2,795.88	Copier; water cooler	4,200.00	5,973.55	2,538.18	4,407.98	5,022.30	5,337.99
CREDIT CARD FEES & BANK FEES	101,331.57	Credit card processing fees; higher usage of cards; gate is 66% credits cards & 34% cash transactions	96,000.00	114,016.56	80,146.27	79,265.07	75,143.48	63,772.75
PRINTING & PUBLICATIONS	1,000.00	New system does not need AVI tags, prox cards, parking application cards	2,400.00	97,954.31	86,112.23	60,828.88	61,793.38	90,821.16
EQUIPMENT PURCHASES <\$5K	0.00		0.00	6,895.00	1,580.77	10,090.00	0.00	2,419.02
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	515,814.18		522,989.47	636,655.74	605,751.30	537,643.76	539,777.00	521,861.04
OPERATING INCOME	268,233.84		275,555.54	145,618.38	(244,029.85)	241,752.24	444,616.27	355,194.58

Jekyll Island Authority - Camp Jekyll
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	157,884.67	Reimbursement by 4-H for Camp Jekyll	172,376.11	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
NET REVENUE	157,884.67		172,376.11	165,467.28	149,522.61	115,142.08	28,597.89	28,354.20
EXPENSES								
PERSONNEL	104,888.24	2 FT positions plus allocations for other landscaping staff to handle landscaping & maintenance	103,281.94	106,033.75	99,684.03	57,030.46	4,837.40	6,285.56
MOTOR VEHICLE	4,876.16	Gas & diesel for mowers and equipment	3,850.00	3,536.58	2,398.86	1,989.91	38.06	155.45
SUPPLIES & MATERIALS	24,500.00	Fertilizer \$12K; Grass seed & plants \$1K; small tools \$4K; uniforms \$750; irrigation supplies \$4.2K; sand & soil \$2K (mulch & top dressing)	38,200.00	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	6,150.00	4,550.42	3,752.12	7,129.93	320.52	3,955.28
UTILITIES	10,474.35	Electricity \$1.7K; water/sewer for irrigation \$1.3K; trash fees \$7.5K	12,434.80	11,712.21	12,091.32	13,601.08	5,499.23	5,810.71
INSURANCE	3,395.92	Worker's comp \$2.7K; liability insurance \$340; vehicle insurance \$71; Fire fee (soccer) \$305	3,259.37	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
TRAVEL	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
CONTRACTS	1,600.00	Tree trimming of live oaks at soccer complex and Camp Jekyll	3,200.00	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
CREDIT CARD FEES & BANK FEES	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
EQUIPMENT PURCHASES <\$5K	2,000.00	Chainsaws, power pole pruner & hedge trimmers	2,000.00	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
TOTAL OPERATING EXPENSES	157,884.67		172,376.11	165,467.28	149,474.87	109,899.96	17,333.85	21,503.24
OPERATING INCOME	0.00	<i>All expenses reimbursed by 4-H</i>	0.00	0.00	47.74	5,242.12	11,264.04	6,850.96

Jekyll Island Authority -Museum
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,679,643.32	Lease revenue \$773K; concession sales \$333K; district tours \$312K; motorcoach tours \$146K; historic building rental \$44K; Admission fees for Mosaic \$51K	2,099,867.76	1,765,055.82	1,600,500.98	1,467,599.24	1,355,171.08	969,040.19
COST OF GOODS SOLD	166,511.50	Cost of merchandise sold	203,000.00	148,292.04	147,279.28	129,744.86	134,591.18	122,737.60
NET REVENUE	1,513,131.82		1,896,867.76	1,616,763.78	1,453,221.70	1,337,854.38	1,220,579.90	846,302.59
EXPENSES								
PERSONNEL	812,490.20	12 FT staff; eliminating 1 FT Asst Mgr in Tours and 1 FT Asst Mgr in Gift Shop	976,405.43	696,215.95	621,787.59	540,069.29	535,744.11	467,425.28
MOTOR VEHICLE	3,732.65	Fuel for trams and 6 passenger cart \$2.5K; general repairs & maintenance \$1.3K	11,160.99	10,366.32	4,718.41	3,773.03	7,203.19	5,736.59
SUPPLIES & MATERIALS	41,917.20	Archival boxes and supplies \$13K; special event supplies \$7.7K; office supplies \$4.3K; bathroom supplies \$6.5K; Linens \$1.3K; Uniforms \$3.3K; small tools \$2.4K; Shop supplies \$3.1K	143,132.84	169,032.23	97,426.74	86,035.39	40,400.98	43,343.66
REPAIRS & MAINTENANCE	219,338.08	General Maint \$36K; Mistletoe sunroom \$5K; window treatments \$10K; shutters \$10K; porches \$40K; foundations \$60K; Small Dorm roof \$12.5K; gate maint \$4K; fire/security \$7.3K; HVAC \$13K	292,850.16	239,124.59	179,319.60	320,166.26	158,818.94	339,336.41
UTILITIES	189,556.75	Electricity \$94K; water/sewer \$64K; trash fees \$23K; telephone \$9.5K	188,963.07	146,344.32	177,976.27	170,703.26	147,290.06	147,673.92
INSURANCE	84,014.72	Worker's comp \$16K; liability insurance \$2K; Fire fee \$62K; property insurance \$3.7K; Motor Vehicle insurance \$93	90,625.86	79,986.52	78,241.99	79,200.72	80,004.61	81,927.02
ADVERTISING & PROMOTION	12,000.00	Sustaining marketing support for Mosaic	25,000.00	68,034.56	0.00	978.90	14,570.65	66.35
TRAVEL	500.00	Mileage reimbursement to pick up artifacts or attend meetings	9,600.00	11,310.26	5,461.99	3,054.18	1,743.46	458.48
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	47,210.80	Records software maintenance \$35.5K; Data hosting software \$7.5K; Association memberships	3,540.80	7,992.00	4,453.13	5,046.63	3,589.44	1,812.89
CONTRACTS	121,000.00	Digitize blueprints and other documents \$43K; Hollybourne concept design \$65K; archive contract staff \$13K	115,000.00	33,346.08	11,818.00	22,807.67	156.40	5,856.99
BUILDING & EQUIPMENT RENTAL	12,867.84	Copier, manlift, 6-passenger cart; Rent for Remember gift shop \$5.7K	8,865.10	6,883.80	6,069.56	1,450.16	11,549.35	5,941.10
CREDIT CARD FEES & BANK FEES	19,999.22	Credit card processing fees	21,932.07	17,545.15	16,903.47	17,425.35	16,696.95	13,466.19
PRINTING & PUBLICATIONS	2,150.00	Printing - graphics and oversize printing	2,000.00	7,431.20	1,058.65	1,786.55	251.80	0.00
EQUIPMENT PURCHASES <\$5K	2,000.00	Small equipment replacements	6,000.00	16,271.45	43,929.39	5,902.87	1,470.68	3,800.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,568,777.46		1,895,076.32	1,509,884.43	1,249,164.79	1,258,400.26	1,019,490.62	1,116,844.88
OPERATING INCOME	(55,645.64)		1,791.44	106,879.35	204,056.91	79,454.12	201,089.28	(270,542.29)

Jekyll Island Authority -Turtle Center
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2019	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	2,433,350.97	Adopt-a-turtle program & donations \$49.5K; Turtle Tag license plates \$32K; Memberships \$20K; Concession Sales \$1M; School & Education programs \$120K; Admission fees \$816K; Americorp grant \$310K; Revenues decreased due to expected lingering impact of COVID-19 virus	2,665,993.60	2,662,115.53	2,456,595.00	2,366,046.32	2,265,183.45	2,111,478.34
COST OF GOODS SOLD	525,933.76	Cost of goods sold in gift shop	544,500.00	480,721.30	443,569.52	584,454.82	497,772.78	470,537.13
NET REVENUE	1,907,417.21		2,121,493.60	2,181,394.23	2,013,025.48	1,781,591.50	1,767,410.67	1,640,941.21
EXPENSES								
PERSONNEL	1,494,523.75	18 FT staff; Americorps member stipends \$259K; PT staff for camps and gift shop \$66K	1,528,687.28	1,320,991.82	1,306,406.38	1,325,469.30	1,210,560.15	1,131,077.92
MOTOR VEHICLE	5,110.27	Gas for van, ATVs; van repair & ATV repair	7,114.38	7,500.76	6,487.97	7,583.10	4,212.82	7,241.02
SUPPLIES & MATERIALS	154,492.22	Drugs and supplies for treating sick turtles \$60K; uniforms for staff and Americorps members \$5.8K; exhibit maint \$4K; camp supplies \$5K; shop supplies \$11K; Turtle supplies \$38K; Education supplies \$12.8K	212,323.37	192,505.71	167,516.90	160,973.50	184,840.96	149,556.47
REPAIRS & MAINTENANCE	36,262.28	General Repairs & Maint. \$23K; maintenance & service agreements \$13K	106,030.00	96,862.10	54,824.95	86,358.66	102,451.94	56,048.66
UTILITIES	78,665.99	Electricity \$50K; propane to heat pavillion \$570; water/sewer \$8.9K; trash fees \$3.8K; land lines & cell phones \$15K	79,953.81	77,142.32	76,067.50	70,873.73	74,070.63	71,233.81
INSURANCE	37,635.24	Worker's Comp \$24K; Liability Insurance \$3K Fire fees \$9.5K Property insurance \$547; auto insurance \$371	36,406.25	43,462.27	37,038.97	40,511.26	38,201.00	47,972.57
ADVERTISING & PROMOTION	1,210.00	Advertising expenses and Facebook advertising for programs; welcome baskets for Americorps members; member completion awards	4,434.00	2,226.90	1,107.61	984.62	30,943.31	1,764.86
TRAVEL	2,375.00	Required travel for Americorps members training	23,091.00	21,385.43	9,775.59	13,034.63	14,642.52	13,602.14
LICENSES, REGISTRATIONS & SUBCRIPTIONS	10,133.88	Registrations for conferences; association dues; & training courses	18,431.00	14,538.21	10,514.20	11,080.50	13,175.55	8,476.00
CONTRACTS	21,289.92	FBI background checks \$2K; diagnostic testing \$19K	84,550.00	34,562.64	30,102.55	24,961.05	21,569.11	18,632.89
BUILDING & EQUIPMENT RENTAL	5,290.32	Copier & water cooler rental	4,783.43	7,195.46	4,371.17	4,244.16	6,744.02	9,174.50
CREDIT CARD FEES & BANK FEES	40,000.00	Credit card processing fees	43,700.00	44,737.42	35,798.21	34,488.87	33,311.47	28,544.28
PRINTING & PUBLICATIONS	10,544.34	Turtle stamp cards \$9K; signs; photos	7,985.44	19,940.57	6,196.62	7,695.07	8,308.93	12,499.14
EQUIPMENT PURCHASES <\$5K	9,884.00	Pumps, controllers, probes, check valves, filter blower, etc.; replacement microphones, laptop, speakers, etc for educational programs	13,934.00	28,528.66	20,939.60	2,720.40	23,007.49	9,319.25
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,907,417.21		2,171,423.96	1,911,580.27	1,767,148.22	1,790,978.85	1,766,039.90	1,565,143.51
OPERATING INCOME	0.00		(49,930.36)	269,813.96	245,877.26	(9,387.35)	1,370.77	75,797.70

Jekyll Island Authority -Fire Department
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,528,000.00	Fire fees \$1.2M; ambulance service \$60K; permit fees \$2.9K; CPR classes, contribution from Admin for Code Compliance Officer \$65K; allocation from parking fees for fire equipment fund \$175K	1,447,993.00	1,141,495.69	1,125,229.80	964,783.41	929,409.05	929,744.56
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,528,000.00		1,447,993.00	1,141,495.69	1,125,229.80	964,783.41	929,409.05	929,744.56
EXPENSES								
PERSONNEL	1,112,725.91	9 FT employees; requesting addition of 1 FT EMT; balance of staffing is covered by PT employees (\$322K)	1,099,328.74	826,599.52	813,975.74	797,259.29	830,776.85	801,753.66
MOTOR VEHICLE	23,490.10	Gas, diesel and repairs for ambulance, fire trucks, pickup truck and ATV; 2 new tires for E1 \$500 each	20,158.12	25,833.03	22,224.17	12,951.91	22,171.63	21,901.87
SUPPLIES & MATERIALS	27,677.93	Firefighter supplies \$7.1K; uniforms \$6.9K; first aid supplies \$8.9K; bathroom & cleaning \$1.3K; office supplies \$1K; small tools, postage	21,582.59	21,686.92	30,620.33	16,777.25	17,344.67	21,647.61
REPAIRS & MAINTENANCE	24,832.00	General R&M for station and grounds \$3.6K; service contracts \$18K (software maint agreements, pest control, etc); equipment R&M \$3K	21,852.66	15,999.74	21,196.87	15,596.07	12,588.45	23,130.95
UTILITIES	17,046.38	Electricity \$7.5K; water/sewer \$1.5K; trash fees \$1.9K; cable \$535; telephone \$5.6K	16,850.68	15,709.96	18,609.18	18,973.12	18,896.58	18,311.37
INSURANCE	21,278.62	Worker's comp \$13K; liability insurance \$1.6K; property insurance \$147; vehicle insurance \$3.5K; fire fees \$2.6K	19,154.44	16,463.08	14,571.00	18,384.02	17,497.36	22,133.44
ADVERTISING & PROMOTION	1,000.00	Hosting local courses (instructor rooms,etc); lunch meetings	1,253.77	368.36	1,300.46	510.09	2,672.50	125.29
TRAVEL	3,510.00	Travel for conferences & training for FT staff	3,660.00	1,972.84	1,995.29	3,636.36	2,945.44	848.31
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	14,070.00	Ambulance licenses (2) \$5.3K; conference fees, Nixel system \$4.5K, Education conferences	11,920.00	12,594.02	11,925.00	6,113.25	6,570.00	4,775.00
CONTRACTS	6,108.95	EMS billing fees	0.00	929.70	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	2,273.23	Copier rental	1,276.96	1,750.36	1,326.98	1,164.92	1,240.94	1,886.12
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	2,620.71	Misc printing needs & CPR cards for certification classes	2,482.47	1,913.39	2,578.69	1,545.83	442.00	623.08
EQUIPMENT PURCHASES <\$5K	1,150.00	Miscellaneous equipment replacement	1,150.00	5,511.88	2,886.98	299.00	1,409.93	1,902.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,257,783.83		1,220,670.43	947,332.80	943,210.69	893,211.11	934,556.35	919,038.70
OPERATING INCOME	270,216.17	<i>Amount to be set aside in Fire equipment fund (\$175K from parking; \$25K from Fire fees; balance from operations)</i>	227,322.57	194,162.89	182,019.11	71,572.30	(5,147.30)	10,705.86

Jekyll Island Authority -Roads & Grounds
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,189,869.79	Amount allocated from Parking fees to pay for Roads & Grounds expenses	1,414,770.93	1,226,670.86	1,201,351.51	1,242,863.11	984,692.96	800,000.00
COST OF GOODS SOLD	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
NET REVENUE	1,189,869.79		1,414,770.93	1,226,670.86	1,201,351.51	1,242,863.11	984,692.96	800,000.00
EXPENSES								
PERSONNEL	804,778.55	19 FT staff; includes \$30K in temp service labor for causeway clearing/projects and Christmas lights	895,101.70	613,574.52	766,265.75	653,819.52	566,391.54	499,601.02
MOTOR VEHICLE	60,648.44	Gas and diesel for equipment and vehicles \$34K; vehicle repairs \$27K	62,198.15	58,200.13	66,036.96	55,098.03	46,545.42	51,840.26
SUPPLIES & MATERIALS	68,182.02	Bathroom supplies for public areas \$61K; uniforms \$3K; small tools \$3.3K; shop supplies \$1.5K	177,414.63	104,533.80	88,429.04	99,430.66	111,099.53	44,095.54
REPAIRS & MAINTENANCE	15,664.04	General building R&M \$6.6K; Roads & bikr path repairs \$2.6K; general equipment R&M \$6.5K	64,475.75	139,659.90	94,422.28	111,537.69	78,752.27	79,673.00
UTILITIES	150,904.40	Electricity \$31.7K incr due to added parks and restrooms; water/sewer \$26K; trash fees \$93K (public areas)	123,834.58	116,040.69	111,358.84	106,632.29	97,998.43	115,974.63
INSURANCE	47,205.07	Worker's comp \$25K; liability insurance \$3.2K; vehicle & property insurance \$1.8K; fire fee \$17K	32,446.12	36,827.03	35,033.86	41,131.71	34,029.81	35,113.37
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	756.28	456.54	248.28
TRAVEL	0.00		0.00	0.00	0.00	108.65	0.00	450.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	0.00		0.00	9.00	(1,050.72)	0.00	0.00	0.00
CONTRACTS	0.00		5,000.00	70.08	0.00	(350.00)	1,398.21	5,429.95
BUILDING & EQUIPMENT RENTAL	32,250.00	4 Manlifts for christmas lights \$19K; Drum roller for trail work \$2.5K; Excavator & Shredder w/ screen \$10,750 (FEMA match for cart path)	42,200.00	55,765.93	0.00	12,494.62	16,226.96	10,648.90
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	16.98	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	10,237.27	Vacuums, grills, chainsaws, 12 picnic tables, small equipment \$6.2K; Misc equipment replacement \$4K	12,100.00	2,592.84	7,874.69	5,164.41	16,104.17	14,987.49
INTEREST EXPENSE	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL OPERATING EXPENSES	<u>1,189,869.79</u>		<u>1,414,770.93</u>	<u>1,127,273.92</u>	<u>1,168,387.68</u>	<u>1,085,823.86</u>	<u>969,002.88</u>	<u>858,062.44</u>
OPERATING INCOME	<u><u>0.00</u></u>		<u><u>0.00</u></u>	<u><u>99,396.94</u></u>	<u><u>32,963.83</u></u>	<u><u>157,039.25</u></u>	<u><u>15,690.08</u></u>	<u><u>(58,062.44)</u></u>

Jekyll Island Authority -Landscaping
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,332,281.91	Wright Tree Service (rental space for equipment) \$3K; Plant sales \$20K; Tree fund contributions \$1K; Allocation from parking fees \$1.3M	1,590,721.95	1,448,283.36	1,572,865.87	1,445,523.55	1,405,861.95	1,353,095.43
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,332,281.91		1,590,721.95	1,448,283.36	1,572,865.87	1,445,523.55	1,405,861.95	1,353,095.43
EXPENSES								
PERSONNEL	956,974.22	20 FT employees; cost allocations to Camp Jekyll \$21.5K; 2 college interns; Temp service staffing \$49K	1,024,283.27	1,011,283.96	1,031,575.86	912,173.62	925,893.27	934,814.85
MOTOR VEHICLE	41,558.73	Gas & diesel for vehicles & equipment \$29.5K; vehicle repairs \$12K	52,005.63	52,042.45	37,029.65	26,134.26	29,588.26	35,178.01
SUPPLIES & MATERIALS	157,381.12	Plants/seeds \$40.5K; sand/soil \$23.6K; chemicals/fertilizer \$43K; irrigation supplies \$16K; landscape & greenhouse materials \$15.5K; uniforms \$7K; small tools \$9K	189,474.29	181,320.40	175,234.29	161,101.23	150,149.88	148,061.91
REPAIRS & MAINTENANCE	23,400.00	General bldg R&M \$9K; General equipment R&M \$14K	83,900.00	17,628.55	28,074.92	34,092.73	17,881.38	30,247.77
UTILITIES	86,112.94	Electricity \$37K; Propane \$1.2K; Water/sewer \$36.4K; trash fees \$9K; telephone \$2K	152,344.40	138,583.48	138,002.40	146,311.39	123,039.42	140,566.57
INSURANCE	32,594.90	Worker's comp \$27K; liability insurance \$3.4K; vehicle insurance \$810; fire fee \$1.5K	31,229.36	45,902.42	43,180.35	46,028.56	48,209.60	61,317.18
ADVERTISING & PROMOTION	500.00	Advertisements for plant sales	500.00	0.00	448.54	848.51	285.62	369.30
TRAVEL	0.00		2,500.00	1,560.08	2,817.46	1,449.26	1,423.53	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	960.00	ASLA conference and membership; ISA membership	1,985.00	680.00	1,305.00	791.74	1,655.00	930.00
CONTRACTS	20,000.00	Tree maintenance & stump grinding \$19K; Tree maint at Village round-a-bout \$7.5K	26,700.00	19,725.00	18,550.00	4,685.00	15,845.46	14,481.47
BUILDING & EQUIPMENT RENTAL	4,000.00	Hydraulic lift for trimming palm trees \$4K	17,000.00	7,795.37	4,606.08	2,105.38	0.00	0.00
CREDIT CARD FEES & BANK FEES	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
EQUIPMENT PURCHASES <\$5K	8,800.00	Trimmers,edgers,pruners,chainsaws,blowers \$3.7K; airborjet palm tree injector system (\$5.1K)	8,800.00	9,533.53	4,801.97	3,875.95	5,203.50	11,944.37
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,332,281.91		1,590,721.95	1,486,055.24	1,485,626.52	1,339,597.63	1,319,174.92	1,377,911.43
OPERATING INCOME	0.00		0.00	(37,771.88)	87,239.35	105,925.92	86,687.03	(24,816.00)

Jekyll Island Authority - Facility Maintenance
 FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	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
NET REVENUE	0.00		0.00	787.25	2,455.09	1,045.78	1,555.87	0.00
EXPENSES								
PERSONNEL	648,851.43	11 FT employees; 1 position eliminated FY 21; PT labor Christmas lights and Summer Waves start up work \$15K	700,935.92	714,356.05	642,056.10	674,913.75	604,913.54	498,362.50
MOTOR VEHICLE	13,221.44	Fuel for vehicles & equipment \$8K; vehicle R&M \$4.9K	15,739.58	15,263.75	14,773.82	13,611.12	11,181.26	12,717.33
SUPPLIES & MATERIALS	8,695.32	Uniforms \$1.5K; replacement hand tools \$1.8K; office supplies \$1.3K, shop supplies \$ 3.9K	9,355.53	7,958.90	10,934.00	12,821.09	7,690.76	10,168.52
REPAIRS & MAINTENANCE	35,848.72	General building R&M \$15K; Beach access repair \$5K; Great Dunes sand pump out \$2K; parking lot paint \$5K; Equipment R&M \$2K; Maintenance agreements \$5.6K	48,948.72	50,116.64	35,485.92	22,691.60	21,397.61	47,534.57
UTILITIES	24,481.76	Electricity \$11K; water/sewer \$3.9K ; trash fees \$3.5K; telephone \$5.3K	25,620.19	24,246.39	25,502.08	31,258.34	23,592.97	23,328.70
INSURANCE	24,870.30	Worker's comp \$15K; liability insurance \$1.9K; vehicle insurance \$117; property insurance \$441; fire fee \$7.7K	24,164.82	30,487.57	28,859.67	25,949.06	28,580.58	31,128.26
ADVERTISING & PROMOTION	0.00		0.00	0.00	73.73	95.55	453.32	54.85
TRAVEL	100.00	Travel to pick up pumps	200.00	66.49	209.60	158.56	107.01	129.08
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,510.00	Inventory software license	0.00	4.50	0.00	3.08	0.00	0.00
CONTRACTS	0.00		0.00	50.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	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
PRINTING & PUBLICATIONS	0.00		0.00	12.66	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	3,300.00	Pressure washer \$1.5k; Ladders & tool replacements \$1.8K	5,500.00	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
TOTAL OPERATING EXPENSES	760,878.97		830,464.76	864,776.16	767,339.76	798,973.06	699,968.05	626,788.47
OPERATING INCOME	(760,878.97)		(830,464.76)	(863,988.91)	(764,884.67)	(797,927.28)	(698,412.18)	(626,788.47)

Jekyll Island Authority -Vehicle & Equipment Maintenance
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	500.00	Sale of scrap metal and equipment	500.00	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
NET REVENUE	500.00		500.00	287.00	4,030.85	0.00	0.00	10,011.05
EXPENSES								
PERSONNEL	399,717.53	7 FT employees; includes increase for 1 CDL certification \$1K	419,354.98	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	15,600.00	(22,300.23)	3,514.80	15,806.58	12,294.94	2,227.00
SUPPLIES & MATERIALS	13,663.80	Shop supplies (lubricants ,fittings, oil) \$6K; Uniforms \$3.6K; small tools \$3.6K	19,676.96	21,838.26	16,090.71	15,259.23	21,488.37	12,087.58
REPAIRS & MAINTENANCE	32,826.20	General building & equipment R&M \$13.5K; fuel tank inspection \$7.5K; garage management system \$7.2K; vehicle diagnostic service \$1.5K; welding equipment/ tank \$1.5K	40,826.20	23,014.31	41,832.15	32,406.80	25,196.72	31,195.83
UTILITIES	14,928.82	Electricity \$3.6K; water/sewer \$6K; trash fees \$3.5K; telephone \$1.8K;	19,017.54	15,597.78	15,302.70	13,574.12	15,510.88	13,584.93
INSURANCE	13,809.30	Worker's comp \$9K; liability insurance \$1.2K; vehicle insurance \$723; property insurance \$136; fire fee \$2.4K	13,331.36	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	155.77	47.81	55.57
TRAVEL	0.00	Travel for training classes for staff - none planned in FY21	475.00	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	3,382.00	5,277.19	1,512.00	503.02	224.08	0.00
CONTRACTS	0.00		0.00	500.00	0.00	0.00	0.00	700.00
BUILDING & EQUIPMENT RENTAL	0.00	Rental of car hauler, small equipment or tool rental	150.00	163.00	0.00	43.24	109.90	375.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	237.32	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	12.32	Manuals & publications	300.00	1,619.56	39.99	311.56	217.70	0.00
EQUIPMENT PURCHASES <\$5K	1,200.00	Battery operated tool upgrades; tool set for service truck; pneumatic impact for service truck	2,400.00	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
TOTAL OPERATING EXPENSES	492,329.97		534,514.04	439,515.04	506,221.22	488,838.16	478,886.66	425,290.61
OPERATING INCOME	(491,829.97)		(534,014.04)	(439,228.04)	(502,190.37)	(488,838.16)	(478,886.66)	(415,279.56)

Jekyll Island Authority -Water/Wastewater
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,733,521.76	No rate increase in sewer/water rates in FY21; water \$555K, sewer \$620K; water test fees \$11K, JIA water/sewer usage \$295K; Allocation from parking fees \$250K (will be put into capital projects fund for improvements)	1,794,943.02	1,335,751.14	1,384,606.05	1,388,486.98	1,207,134.28	1,169,087.79
COST OF GOODS SOLD	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
NET REVENUE	1,733,521.76		1,794,943.02	1,335,751.14	1,384,606.05	1,388,486.98	1,207,134.28	1,169,087.79
EXPENSES								
PERSONNEL	628,542.91	8 FT employees; requesting 1 additional Operator position; includes \$16.6K for pay increases for certifications	571,408.76	487,047.64	568,066.30	505,794.38	481,593.91	466,428.10
MOTOR VEHICLE	16,675.61	Fuel for vehicles, generator & equipment \$11K; vehicle R&M \$5.6	16,876.40	13,687.46	11,817.92	12,322.59	11,776.27	19,137.12
SUPPLIES & MATERIALS	76,037.69	Shop supplies (hydrants, meters, etc) \$25K; Chemicals \$20K; lab supplies \$21K; uniforms \$4.5K.	75,471.04	56,465.96	67,081.96	59,204.77	56,089.21	54,125.23
REPAIRS & MAINTENANCE	321,595.00	Building R&M \$15K; equipment R&M for motors, control systems, etc \$54K; service contracts \$251K (includes water tank maint \$203K, required EPD testing, fuel tank testing, etc)	319,596.00	166,029.05	156,612.25	151,847.12	162,737.02	183,596.80
UTILITIES	122,414.86	Electricity \$94K; Water/sewer \$18.2K (large decrease due to switching to chlorine bleach); fuel \$4.2K; telephone \$4.2K; trash fees \$1.9K	120,392.98	144,041.98	184,492.28	155,209.46	144,715.46	164,422.67
INSURANCE	74,940.03	Worker's comp \$11K; liability insurance \$1.4K; property insurance \$3.4K; fire fee \$59K; motor vehicle \$59	74,393.81	74,231.24	64,217.82	68,600.84	71,370.48	68,459.81
ADVERTISING & PROMOTION	0.00		0.00	50.00	0.00	0.00	0.00	0.00
TRAVEL	4,100.00	On call mileage; travel for lab school and conference	4,600.00	1,521.16	2,786.61	1,770.48	1,650.71	1,179.04
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	6,315.00	Conferences, schools, memberships	6,315.00	6,425.00	4,998.00	3,190.00	4,726.00	4,484.88
CONTRACTS	13,980.00	Republic/Broadhurst \$8K (sludge & grit removal and disposal); Water/sewer study \$6K	37,980.00	10,731.16	5,664.71	1,637.96	0.00	5,363.00
BUILDING & EQUIPMENT RENTAL	624.00		0.00	0.00	0.00	0.00	63.00	501.20
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	60.00	50.00	0.00	375.38
EQUIPMENT PURCHASES <\$5K	18,072.93	Chlorinators WT3 \$3K; meter testing equip \$5.6K; thermal imaging camera \$1.5K; chemical storage cabinets \$4.9K; other \$3K	9,998.00	23,684.16	13,311.11	28,212.99	10,755.11	3,516.09
INTEREST EXPENSE	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL OPERATING EXPENSES	<u>1,283,298.03</u>		<u>1,237,031.99</u>	<u>983,914.81</u>	<u>1,079,108.96</u>	<u>987,840.59</u>	<u>945,477.17</u>	<u>971,589.32</u>
OPERATING INCOME	<u>450,223.73</u>	<i>Amount set aside for Water/Wastewater reserve funds to be used for future facility & equipment upgrades</i>	<u>557,911.03</u>	<u>351,836.33</u>	<u>305,497.09</u>	<u>400,646.39</u>	<u>261,657.11</u>	<u>197,498.47</u>

Jekyll Island Authority -Sanitation
 FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	562,034.91	Residential and commercial trash fees \$326K; JIA trash fees \$236K	556,168.00	543,115.51	526,701.00	536,335.76	498,506.89	475,244.50
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	562,034.91		556,168.00	543,115.51	526,701.00	536,335.76	498,506.89	475,244.50
EXPENSES								
PERSONNEL	199,383.75	3 FT staff	199,403.58	196,258.47	182,765.68	172,709.82	134,263.88	146,070.86
MOTOR VEHICLE	35,527.77	Fuel for vehicles and equipment \$18.5K; Routine vehicle maintenance and repairs \$17K	32,888.42	31,702.28	25,194.03	32,965.20	19,327.64	23,750.60
SUPPLIES & MATERIALS	4,467.80	Bathroom/cleaning supplies; small tools. 30 or 96 gallon recycle bins replacement (\$3K)	4,202.10	1,761.67	974.30	1,478.00	665.00	988.15
REPAIRS & MAINTENANCE	11,800.00	General equipment R&M \$1.8K; garbage truck improvements \$10K	11,800.00	613.87	131.53	1,013.06	170.22	1,067.57
UTILITIES	297.60	Water/sewer	335.50	291.42	337.00	311.28	242.15	295.99
INSURANCE	4,835.60	Worker's comp \$4K; liability insurance \$509; vehicle insurance \$307	4,630.77	5,957.38	5,675.05	6,583.26	6,773.72	9,203.44
ADVERTISING & PROMOTION	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
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	300.00	303.00	0.00
CONTRACTS	305,603.05	Waste Management, hauling/dumping fees	301,424.98	381,671.16	273,005.29	313,747.68	282,924.01	250,311.49
BUILDING & EQUIPMENT RENTAL	10,000.00	Misc equipment rental if needed	55,132.00	8,684.98	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
PRINTING & PUBLICATIONS	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	175.40	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	571,915.57		609,817.35	626,941.23	488,082.88	529,283.70	444,669.62	431,688.10
OPERATING INCOME	(9,880.66)		(53,649.35)	(83,825.72)	38,618.12	7,052.06	53,837.27	43,556.40

Jekyll Island Authority -McCormick's Grill
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	407,073.70	Food/alcohol sales expected to be less due to lingering impact of COVID-19 restrictions	459,912.37	475,951.48	453,624.28	522,734.43	541,083.30	583,495.01
COST OF GOODS SOLD	140,945.07	Cost of food and alcohol sold	159,314.66	197,724.97	200,871.85	211,039.83	233,626.47	230,048.70
NET REVENUE	266,128.63		300,597.71	278,226.51	252,752.43	311,694.60	307,456.83	353,446.31
EXPENSES								
PERSONNEL	227,769.87	3 FT staff; PT wait staff and kitchen staff	239,016.37	251,109.19	208,395.33	229,641.30	257,481.19	258,687.02
MOTOR VEHICLE	0.00	Fuel for beverage cart	240.00	0.00	0.00	138.10	291.04	302.33
SUPPLIES & MATERIALS	37,358.47	Restroom & cleaning supplies \$6.7K; linens \$12K; staff uniforms \$1K; food service supplies \$16.8K (carryout supplies, eco-friendly supplies, food prep supplies)	42,635.74	39,558.70	31,489.33	48,269.59	41,306.41	32,794.37
REPAIRS & MAINTENANCE	26,198.64	General building and equipment R&M \$7.6K; elevator service \$4.5K; carpet cleaning \$2.6K; hood cleaning; HVAC	24,398.64	17,674.32	31,031.75	36,166.26	26,158.23	30,449.94
UTILITIES	39,678.99	Electricity \$24K; fuel for cooking \$6.3K; trash fees \$7.7K; telephone \$1.7K	41,638.99	41,559.74	42,440.96	40,553.17	44,804.31	46,475.54
INSURANCE	4,529.05	Workers comp \$4K; liability insurance \$509	4,324.22	5,682.38	5,409.01	6,004.78	8,365.08	11,198.56
ADVERTISING & PROMOTION	3,000.00	Advertising & promotional ads; facebook ads	1,200.00	3,000.00	0.00	301.25	12,318.78	237.56
TRAVEL	0.00		0.00	149.02	0.00	603.97	0.00	0.00
LICENSES, REGISTRATIONS & SUBCRIPTIONS	2,820.40	Alcohol licenses; health inspections; XM radio	2,820.40	2,400.00	2,075.00	573.68	229.99	571.86
CONTRACTS	0.00		0.00	0.00	43,066.45	1,175.00	1,399.00	2,961.11
BUILDING & EQUIPMENT RENTAL	2,130.12	Beverage cart lease \$110/mo; CO2 rental \$67/mo; Bev cart rental lowered from \$700/mo to \$110/mo	8,882.64	9,094.94	11,362.59	4,637.94	1,982.89	0.00
CREDIT CARD FEES & BANK FEES	8,942.82	Credit card processing fees	9,376.18	4,873.14	8,981.56	10,011.85	10,505.22	8,771.77
PRINTING & PUBLICATIONS	0.00		0.00	1,270.66	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	450.00	Vacuum cleaners	450.00	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
TOTAL OPERATING EXPENSES	352,878.36		374,983.18	379,826.33	392,340.64	378,076.89	405,328.13	392,917.66
OPERATING INCOME	(86,749.73)		(74,385.47)	(101,599.82)	(139,588.21)	(66,382.29)	(97,871.30)	(39,471.35)

Jekyll Island Authority - Convention Center
 FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	3,034,508.00	Based on actual bookings plus estimated pickup business of \$181K; Sales were significantly cut due to cancellations or expected cancellations of events due to COVID-19 restrictions	3,920,245.00	4,510,465.79	4,281,554.33	3,958,637.82	3,473,863.68	2,585,101.04
COST OF GOODS SOLD	294,602.27	Cost of food and alcohol sold	407,531.70	386,583.61	388,773.82	395,610.87	364,794.77	282,813.02
NET REVENUE	2,739,905.73		3,512,713.30	4,123,882.18	3,892,780.51	3,563,026.95	3,109,068.91	2,302,288.02
EXPENSES								
PERSONNEL	52,607.00	Temp staffing service labor and contract security services - all other labor is under contract expenses	155,240.00	163,696.88	208,936.45	146,736.48	127,998.03	121,598.38
MOTOR VEHICLE	143.00	Fuel & repair for vehicle	920.00	692.52	325.36	866.70	933.59	995.60
SUPPLIES & MATERIALS	79,170.00	Food supplies \$32K; linens \$15K; bathroom/cleaning supplies \$26K; uniforms \$3K; flags \$1.2K; office supplies & postage \$2.4K	92,400.00	100,516.29	116,333.64	109,068.52	100,900.35	76,374.48
REPAIRS & MAINTENANCE	166,804.00	General bldg R&M \$19K; building supplies \$25.4K; door maint \$2.3K; general equipment R&M \$27K; window cleaning \$13K; A/C maint \$38K; maintenance and service contracts; Repair/upgrades \$25K	137,918.00	143,465.83	137,967.14	121,379.31	113,064.69	99,957.26
UTILITIES	333,073.15	Electricity \$260K; fuel \$18K; water/sewer \$8K; trash \$17K; internet \$22K; telephone \$8.7K	326,203.56	321,933.71	310,726.71	311,992.02	311,996.10	290,885.00
INSURANCE	195,726.32	General liability insurance \$46K; fire fee \$142K; property insurance \$8K	196,861.32	187,059.10	194,231.24	207,507.02	205,443.42	184,583.78
ADVERTISING & PROMOTION	0.00	Help wanted ads	0.00	0.00	898.78	163.93	47,246.41	167.84
TRAVEL	0.00	SMG travel is included in contract expenses	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	16,587.00	Software licensing; health inspections; alcohol license; organizational memberships; includes Eventbooking.com \$6.5K	15,332.00	14,253.77	11,491.31	11,271.00	11,282.00	11,406.00
CONTRACTS	1,823,519.01	Contract fee \$128K; SMG staff and benefits \$1.7M (lower expense in FY21 is due to furloughs in July and elimination of SMG bonus)	2,082,264.00	2,023,092.62	1,942,668.86	1,702,846.59	1,526,466.34	1,268,936.29
BUILDING & EQUIPMENT RENTAL	10,228.00	Copier, manlift, Ecolab (dishwasher) rental	9,940.00	9,097.16	9,012.25	9,301.37	8,505.05	6,755.04
CREDIT CARD FEES & BANK FEES	7,300.00	Credit card processing fees	9,000.00	7,812.61	8,696.40	10,358.36	9,405.14	7,675.55
PRINTING & PUBLICATIONS	40.00	Misc printing	250.00	281.29	479.49	1,109.45	93.21	449.60
EQUIPMENT PURCHASES <\$5K	2,000.00	General small equipment replacement	4,000.00	1,588.35	10,226.64	3,573.10	16,403.17	8,782.60
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,687,197.48		3,030,328.88	2,973,490.13	2,951,994.27	2,636,173.85	2,479,737.50	2,078,567.42
OPERATING INCOME	52,708.25		482,384.42	1,150,392.05	940,786.24	926,853.10	629,331.41	223,720.60

Jekyll Island Authority - Tennis
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	129,558.93	Memberships \$26K; tennis fees \$13.6K; Concession Sales \$12.3K; lessons \$39K; tournaments \$35K; summer camp 1.5K, sponsorship \$1K	121,409.67	124,768.30	92,396.71	62,783.39	71,648.10	71,615.04
COST OF GOODS SOLD	7,399.13	Cost of goods sold in tennis shop	9,480.00	9,273.06	8,483.12	9,556.17	9,566.85	11,073.29
NET REVENUE	122,159.80		111,929.67	115,495.24	83,913.59	53,227.22	62,081.25	60,541.75
EXPENSES								
PERSONNEL	29,194.75	No FT staff - Tennis Pro is contracted to manage facility; shop staff and court maintenance staff have reduced hours through Dec to reduce costs	43,371.48	41,921.29	41,164.62	46,436.16	95,618.15	92,780.58
MOTOR VEHICLE	217.61	Fuel for court equipment	148.53	179.47	144.74	109.63	34.15	8.34
SUPPLIES & MATERIALS	32,405.37	Tournament expenses \$26K (referees, shirts, trophies, etc); Court materials \$2.5K; Camp expenses, irrigation supplies, office supplies, nets, balls, postage	17,932.11	18,410.05	6,877.85	14,198.12	12,918.65	8,383.92
REPAIRS & MAINTENANCE	6,138.50	General maintenance and repairs; pest control; fire extinguisher service	6,138.50	8,347.78	4,431.72	9,013.13	1,991.75	2,950.88
UTILITIES	27,618.42	Electricity \$3.9K; water/sewer \$17K; trash fees \$2.3K; cable TV/internet \$2K; telephone \$2K	27,561.01	26,401.28	21,002.44	23,441.76	15,174.86	15,547.70
INSURANCE	1,553.76	Property insurance \$84; fire fees \$1.5K	1,553.75	1,459.32	1,504.51	3,572.04	3,661.73	4,344.47
ADVERTISING & PROMOTION	12,600.00	Marketing expense; not doing Alta advertising this year	16,200.00	3,814.00	875.00	0.00	1,652.67	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	522.00	Tournament sanction fees	522.00	0.00	0.00	476.00	534.00	522.00
CONTRACTS	103,412.00	Tennis pro \$45K; lessons paid to Pro \$31K; Court resurfacing \$27K	76,240.00	77,247.62	73,196.80	50,817.00	144.40	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	280.00	280.00
CREDIT CARD FEES & BANK FEES	1,960.03	Credit card processing fees	1,737.00	1,793.78	1,380.94	1,119.56	1,212.43	795.64
PRINTING & PUBLICATIONS	12.66		327.25	12.66	0.00	327.25	59.20	0.00
EQUIPMENT PURCHASES <\$5K	500.00	Miscellaneous small equipment replacements	500.00	199.89	64.98	1,372.70	1,900.90	1,382.27
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	216,135.10		192,231.64	179,787.14	150,643.60	150,883.35	135,182.89	126,995.80
OPERATING INCOME	(93,975.30)		(80,301.97)	(64,291.90)	(66,730.01)	(97,656.13)	(73,101.64)	(66,454.05)

Jekyll Island Authority - Mini-Golf, Bikes, Playground & Skating Rink
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	334,490.05	Concession sales \$25K; bicycle rentals \$123K; Mini-golf admission fees \$187K; no skating rink in FY21	416,529.54	375,624.04	353,090.10	374,309.22	358,777.98	288,746.11
COST OF GOODS SOLD	11,485.37	Cost of concessions sold	12,078.06	12,948.00	11,845.96	11,133.76	6,393.31	9,499.07
NET REVENUE	323,004.68		404,451.48	362,676.04	341,244.14	363,175.46	352,384.67	279,247.04
EXPENSES								
PERSONNEL	71,975.79	Managed by Golf Dept; allocation of 20% of Kevin's salary; Guest service staff is all PT \$63K	94,827.48	80,231.71	96,885.42	82,054.59	65,842.61	50,554.11
MOTOR VEHICLE	0.00		354.27	274.35	194.69	551.54	189.17	157.90
SUPPLIES & MATERIALS	3,964.23	Putters, balls, helmets, bells for bikes; uniforms; small tools	5,171.93	10,366.89	7,747.55	5,220.98	5,953.16	3,257.93
REPAIRS & MAINTENANCE	7,825.50	General maintenance \$5K; mulch for playground \$2.4K; pest control; fire extinguisher maint.	4,980.50	8,839.97	24,005.44	26,066.38	9,903.57	47,272.58
UTILITIES	8,417.88	Electricity \$3K; water/sewer \$317; trash \$3.2K; internet \$1.3K	11,720.95	9,434.02	11,153.03	10,443.57	7,291.69	8,006.68
INSURANCE	909.27	Fire fees \$860; property insurance \$49	909.27	854.00	836.17	874.77	874.77	874.77
ADVERTISING & PROMOTION	4,000.00	Advertising and social media expenses	1,000.00	2,893.01	10,732.21	100.00	9,827.93	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	(250.00)	250.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	192.31	12,763.25	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	371.00	841.52
CREDIT CARD FEES & BANK FEES	7,299.26	Credit card processing fees	7,400.00	7,693.40	6,335.93	6,712.48	6,559.91	5,061.23
PRINTING & PUBLICATIONS	715.31	Bike forms, score cards	953.36	2,853.98	864.00	1,675.36	2,606.29	546.00
EQUIPMENT PURCHASES <\$5K	12,730.00	Adult bikes & kids bikes \$8K; Surreys \$4.7K	15,000.00	13,991.89	6,913.00	5,108.77	12,656.52	5,048.75
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	117,837.24		142,317.76	137,183.22	165,917.44	139,000.75	134,839.87	121,621.47
OPERATING INCOME	205,167.44		262,133.72	225,492.82	175,326.70	224,174.71	217,544.80	157,625.57

Jekyll Island Authority - Summer Waves
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	2,037,007.87	Admission fees \$1.46M; Annual passes \$58K; Concession sales \$94K; cabana rentals \$92K; locker rental \$105K; group sales \$134K; Lease revenue \$63K; Consignment ticket sales \$24K; revenues reduced based on estimated impact from COVID-19 restrictions	2,558,050.00	2,666,042.20	2,458,008.50	2,501,173.12	2,183,799.97	2,070,555.19
COST OF GOODS SOLD	46,091.33	Cost of merchandise sold	63,904.50	49,481.61	55,776.97	81,587.02	81,513.88	51,162.81
NET REVENUE	1,990,916.54		2,494,145.50	2,616,560.59	2,402,231.53	2,419,586.10	2,102,286.09	2,019,392.38
EXPENSES								
PERSONNEL	553,393.25	3 FT staff; Seasonal staff \$329K; bonus program for seasonal staff \$18.5K; GSP (security) and temp service labor \$21.6K	577,936.89	525,125.69	514,703.23	490,706.27	476,330.35	455,745.23
MOTOR VEHICLE	1,445.00	Fuel for pumps and equipment	1,785.77	453.67	1,259.97	1,648.90	1,386.91	1,668.43
SUPPLIES & MATERIALS	148,190.00	Chemicals for pools \$57K; bathroom/cleaning supplies \$9K; waterpark supplies (life jackets, tubes, rescue tubes) \$18K; uniforms \$12K; lounge chairs for new slide area, cabana furniture, tables \$27K	138,400.00	123,834.41	120,254.52	97,586.44	106,971.20	112,380.40
REPAIRS & MAINTENANCE	150,916.28	General park/slide maint \$51K; sandblast Force 3 tower \$30K; Concrete repair \$20K; park lighting \$13K; equip, pump and motor repair \$30K	298,714.28	319,700.33	339,731.82	237,942.52	176,972.69	131,654.09
UTILITIES	251,371.29	Electricity \$180K; water/sewer \$38K; trash fees \$19K; internet \$10.9K; telephone \$3.2K	232,340.61	231,470.76	218,785.89	210,561.39	188,026.84	196,671.26
INSURANCE	10,321.08	Worker's comp \$4K; liability insurance \$509; property insurance \$313; fire fee \$5.5K	10,116.25	11,122.36	10,134.35	10,975.92	11,244.94	10,570.42
ADVERTISING & PROMOTION	100,000.00	Summer Waves specific advertising	100,000.00	100,901.95	96,745.89	5,918.93	96,598.91	86,886.67
TRAVEL	0.00		2,000.00	681.44	600.09	563.02	907.69	290.36
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	4,064.49	Health & ride inspections	3,885.00	2,028.00	1,995.00	724.90	1,012.00	918.48
CONTRACTS	89,800.00	General Manager contract; aerobics instructor; soil survey for new slide	86,300.00	91,284.25	96,396.60	79,300.00	75,606.69	70,957.19
BUILDING & EQUIPMENT RENTAL	18,980.00	Copier \$250/mo; CO2 tank rental \$1.2K; Allied Chemical tank rentals; heavy equipment for repairs	19,850.00	5,573.95	12,434.14	22,521.16	18,959.17	16,387.71
CREDIT CARD FEES & BANK FEES	22,987.65	Credit card processing fees	27,800.00	28,435.90	19,784.76	26,608.44	19,356.58	18,862.63
PRINTING & PUBLICATIONS	3,345.06	Tickets; handouts	3,000.00	3,614.06	3,027.95	2,505.80	2,653.61	5,434.10
EQUIPMENT PURCHASES <\$5K	7,700.00	Aquatic wheel chair \$2.6K; chlorine pump \$1.6K; flow meters \$3.5K	12,700.00	22,230.20	14,584.02	7,777.92	9,365.08	19,620.54
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,362,514.10		1,514,828.80	1,466,456.97	1,450,438.23	1,195,341.61	1,185,392.66	1,128,047.51
OPERATING INCOME	628,402.44		979,316.70	1,150,103.62	951,793.30	1,224,244.49	916,893.43	891,344.87

Jekyll Island Authority - Campground
FY2021 Budget

Proposed Budget

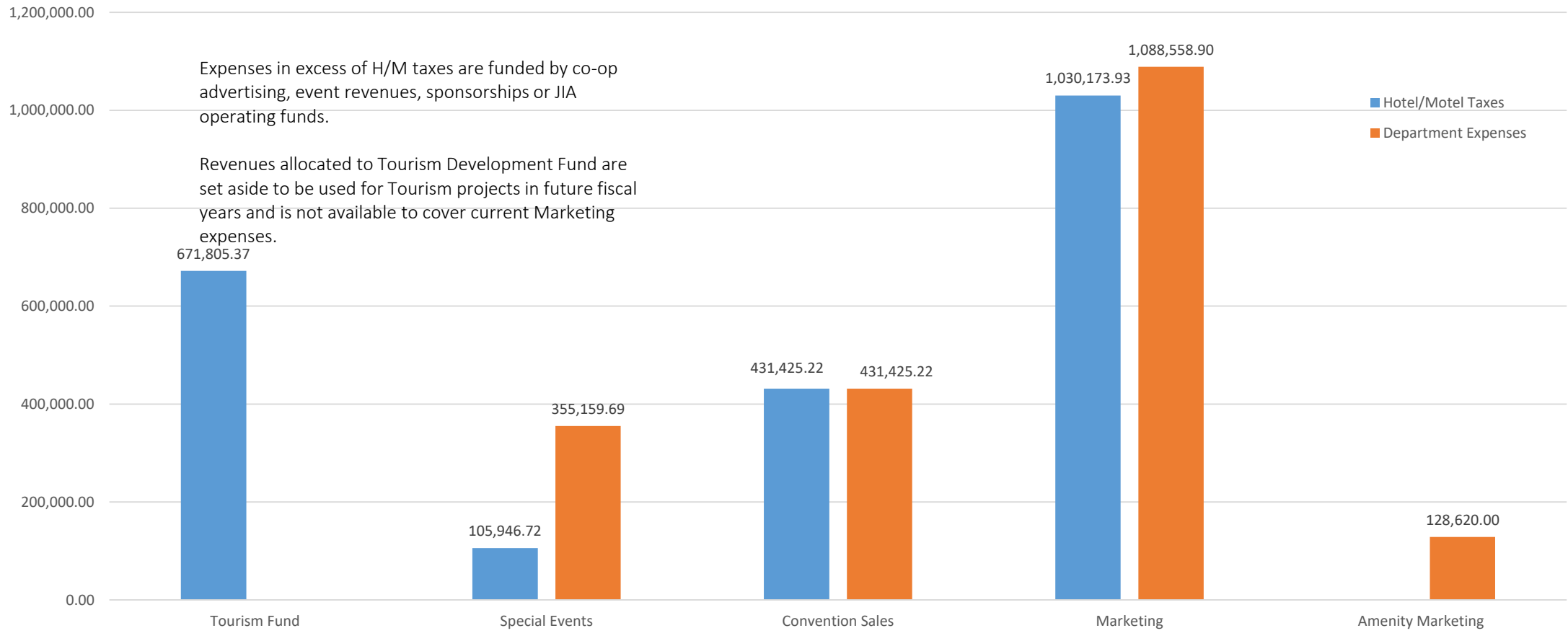
	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	1,735,927.32	Site rental \$1.6M; Concession sales \$123K; Propane sales \$16K; Bike Rentals \$10K; washing machines \$13K; camping fees (pet fee, late check out fees, etc) \$13K; Winter Rate increase \$27/mo, daily rate increase \$1/night starting Jan 1	1,613,166.86	1,611,348.01	1,348,678.95	1,307,479.33	1,143,875.27	1,205,895.55
COST OF GOODS SOLD	69,383.03	Cost of merchandise and propane sold	64,766.07	67,867.25	60,725.66	67,263.92	67,384.99	55,854.61
NET REVENUE	1,666,544.29		1,548,400.79	1,543,480.76	1,287,953.29	1,240,215.41	1,076,490.28	1,150,040.94
EXPENSES								
PERSONNEL	240,184.97	4 FT employees; PT guest services staff	256,854.35	252,135.79	236,736.56	233,261.54	211,168.98	203,593.59
MOTOR VEHICLE	2,188.36	Fuel and general R&M	2,455.80	4,209.50	2,457.15	1,776.16	1,710.83	2,548.29
SUPPLIES & MATERIALS	28,771.48	Bathroom/cleaning supplies \$11K; office supplies \$5.7K; shop supplies \$7K; uniforms \$2.3K; small tools \$1.8K	32,863.46	32,105.99	25,013.64	32,281.49	44,248.86	29,277.71
REPAIRS & MAINTENANCE	24,330.20	General R&M & bathroom partions 15K; Road repairs \$6K; pest control; A/C maint	52,630.20	34,782.52	45,144.73	63,561.54	22,635.87	26,383.95
UTILITIES	262,211.79	Electricity \$143K; water/sewer \$32K; trash fees \$35K; internet & cable \$44K; telephone \$3.6K; propane \$4K	240,862.14	230,966.80	215,977.41	207,684.23	197,218.78	205,145.53
INSURANCE	7,460.03	Worker's comp \$5.4K; liability insurance \$678; property insurance \$77; fire fee \$1.3K	7,186.92	7,149.41	6,626.68	6,772.80	7,060.02	9,166.90
ADVERTISING & PROMOTION	0.00		0.00	153.19	1,069.20	(543.17)	30,426.97	4,851.14
TRAVEL	0.00		1,000.00	1,091.93	500.20	3,009.22	5,852.95	8,002.75
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	435.00	Health inspection fee	1,435.00	1,620.00	2,112.00	1,820.42	2,438.86	7,024.22
CONTRACTS	12,000.00	Tree trimming & stump grinding; JIA crews will do more of it this year	24,000.00	25,790.83	11,536.64	12,262.50	26,729.37	14,720.21
BUILDING & EQUIPMENT RENTAL	700.00	Liberty rolloff dumpster; No longer have golf cart rental	2,914.00	3,851.01	2,647.34	5,300.55	3,945.94	4,746.24
CREDIT CARD FEES & BANK FEES	33,888.74	Credit card processing fees	27,580.07	33,562.94	28,616.12	28,293.25	23,386.28	21,156.17
PRINTING & PUBLICATIONS	10,552.23	Good Sam publication \$9K; general printing needs	11,834.32	12,638.23	11,161.29	10,974.45	1,741.57	1,221.82
EQUIPMENT PURCHASES <\$5K	0.00		7,000.00	16,176.08	6,352.51	15,725.98	8,817.47	3,568.05
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	622,722.80		668,616.26	656,234.22	595,951.47	622,180.96	587,382.75	541,406.57
OPERATING INCOME	1,043,821.49		879,784.53	887,246.54	692,001.82	618,034.45	489,107.53	608,634.37

Jekyll Island Authority - Golf
FY2021 Budget

Proposed Budget

	Budget FY2021	Comments	Budget FY2020	Actual FY2019	Actual FY2018	Actual FY2017	Actual FY2016	Actual FY2015
REVENUES								
GROSS REVENUES	2,171,269.17	Memberships \$417K; greens fees \$593K; golf cart rentals \$409; golf card sales \$108K; concession sales \$308K; tournament \$231K; Trackman system rentals \$38K; Driving range \$45K	2,465,110.96	2,096,865.30	2,228,705.08	2,332,447.75	2,043,889.72	1,952,283.41
COST OF GOODS SOLD	184,632.14	Cost of merchandise sold	190,712.27	179,812.98	180,459.04	195,167.92	203,388.03	219,248.84
NET REVENUE	1,986,637.03		2,274,398.69	1,917,052.32	2,048,246.04	2,137,279.83	1,840,501.69	1,733,034.57
EXPENSES								
PERSONNEL	1,320,874.34	Golf has 4 FT staff; eliminated 1 FT golf pro in FY21; GCM has 17 FT staff; temp service staffing \$95K	1,416,777.47	1,338,481.89	1,256,830.78	1,242,747.95	1,192,137.88	1,155,978.02
MOTOR VEHICLE	40,058.92	Gas and diesel for equipment and vehicles \$39.8K; general vehicle R&M \$300	42,567.47	43,979.42	31,587.28	32,247.80	30,883.28	44,559.71
SUPPLIES & MATERIALS	527,974.26	Chemicals/fertilizers \$411K; irrigation supplies \$15.5K; uniforms \$10.5K; plants/seeds \$4K; sand/soil \$17.1K; golf course supplies \$26K; Special events supplies - GA/FL tournament \$26K	545,175.64	549,471.48	530,512.21	538,060.84	515,411.31	665,203.93
REPAIRS & MAINTENANCE	99,784.84	General R&M \$10.2K; renovate range building \$5K; cart path repairs & bench repair kits \$5.5K; General equipment R&M \$63K; Service contracts \$16K (A/C maint; pest control; Waste2Water; Trackman system)	109,781.88	93,732.80	76,854.09	100,909.12	172,084.93	128,256.83
UTILITIES	108,879.85	Electricity \$74K; water/sewer \$16K; trash fees \$12K; internet \$3.5K; telephone \$3.6K	107,349.34	99,105.14	107,346.31	121,858.97	112,101.39	135,267.89
INSURANCE	59,228.78	General liability insurance on carts and equipment \$10K; Liability insurance \$4K; Workers comp \$28K; fire fees \$16K; property insurance \$945	62,953.18	65,214.11	55,999.98	56,434.81	71,677.81	84,526.85
ADVERTISING & PROMOTION	7,287.40	Golf-specific advertising and facebook ads; hoptel rooms for entertainers at GA/FL tournament	11,095.00	3,426.56	9,308.78	12,738.35	47,370.61	22,801.28
TRAVEL	0.00		5,000.00	1,782.00	1,058.41	2,380.04	1,091.63	2,791.97
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	8,494.00	PGA dues; US Golf Assoc; Walter Travis Society; new Golf Genius tournament software (start in Dec '20)	7,394.00	4,532.00	5,612.86	6,204.08	2,685.00	4,739.16
CONTRACTS	14,500.00	Tree/stump work \$4K; GA/FL entertaining & catering expenses \$10.5K	21,500.00	19,304.07	18,682.19	8,853.38	66,542.37	109,911.51
BUILDING & EQUIPMENT RENTAL	492,443.66	Copier rental \$1.7K; golf cart lease with GPS feature \$278K; Golf cart utility vehicles, equipment leases, and rentals for path maint \$212K	443,263.65	374,857.87	381,552.07	248,669.50	193,473.03	196,348.76
CREDIT CARD FEES & BANK FEES	42,771.29	Credit card processing fees	40,000.00	42,018.58	36,635.82	38,350.64	30,874.36	29,279.96
PRINTING & PUBLICATIONS	368.23	Printing tickets, registration, program course signs, golf tickets, etc	300.00	1,765.82	4,907.61	7,050.15	8,922.13	4,536.38
EQUIPMENT PURCHASES <\$5K	5,000.00	General Small equipment replacement - Golf Course Maint	9,200.00	8,690.97	10,595.86	21,830.42	27,247.16	11,876.20
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,727,665.57		2,822,357.63	2,646,362.71	2,527,484.25	2,438,336.05	2,472,502.89	2,596,078.45
OPERATING INCOME	(741,028.54)		(547,958.94)	(729,310.39)	(479,238.21)	(301,056.22)	(632,001.20)	(863,043.88)

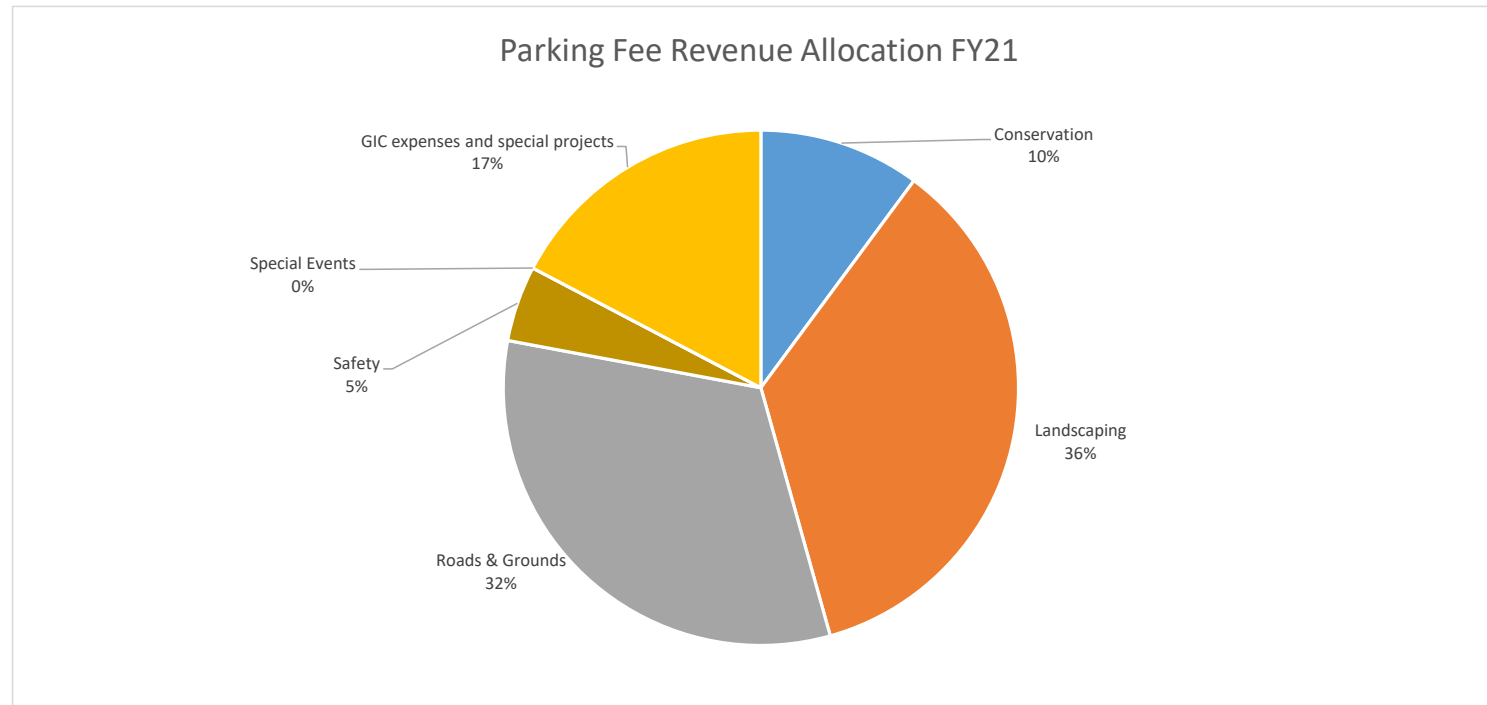
Hotel/Motel Tax Allocation vs Marketing Expenses - FY21



Total Hotel/Motel tax budget: \$2,239,351.24

Allocation of Parking fees

	July	August	September	October	November	December	January	February	March	April	May	June	Total	
Parking fee revenue	\$ 461,848.90	\$ 299,889.60	\$ 236,722.40	\$ 270,697.60	\$ 267,603.14	\$ 279,668.00	\$ 271,837.83	\$ 292,090.00	\$ 329,636.80	\$ 342,973.40	\$ 407,986.02	\$ 471,832.18	\$ 3,932,785.87	
Percent of total	11.7436%	7.6254%	6.0192%	6.8831%	6.8044%	7.1112%	6.9121%	7.4271%	8.3818%	8.7209%	10.3740%	11.9974%	100.0000%	
Conservation	373,167.65	43,823.15	28,455.43	22,461.72	25,685.50	25,391.88	26,536.67	25,793.70	27,715.35	31,278.03	32,543.49	38,712.30	44,770.43	373,167.65
Landscaping	1,308,325.11	153,643.89	99,764.67	78,750.76	90,053.33	89,023.89	93,037.53	90,432.65	97,169.97	109,660.71	114,097.42	135,725.25	156,965.04	1,308,325.11
Roads & Grounds	1,188,919.79	139,621.46	90,659.57	71,563.51	81,834.54	80,899.06	84,546.38	82,179.25	88,301.68	99,652.44	103,684.23	123,338.18	142,639.50	1,188,919.79
Safety	175,000.00	20,551.22	13,344.40	10,533.61	12,045.43	11,907.73	12,444.59	12,096.16	12,997.34	14,668.09	15,261.53	18,154.45	20,995.46	175,000.00
Special Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Water/Sewer projects	250,000.00	29,358.89	19,063.43	15,048.01	17,207.75	17,011.04	17,777.98	17,280.23	18,567.63	20,954.41	21,802.19	25,934.92	29,993.51	250,000.00
														0.00
Total allocated to other departments	386,998.61	251,287.51	198,357.60	226,826.55	224,233.60	234,343.15	227,781.99	244,751.96	276,213.68	287,388.86	341,865.10	395,363.93	3,295,412.55	
Balance left to cover														
GIC expenses and special projects	\$ 74,850.29	\$ 48,602.09	\$ 38,364.80	\$ 43,871.05	\$ 43,369.54	\$ 45,324.85	\$ 44,055.84	\$ 47,338.04	\$ 53,423.12	\$ 55,584.54	\$ 66,120.92	\$ 76,468.25	\$ 637,373.32	





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 FY21

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 **McCormick's Grill Manager**
- o Museum Gift Shop Manager
- o Summer Waves Gift Shop Manager
- o Mini-golf & bikes Manager
- o Summer Waves Sales & Operations Managers
- o Campground Manager
- o Golf Club House Manager

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

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
 - **McCormick's Grill** – 75% to Manager; 25% to Director of Golf
 - Museum Gift Shop – 75% to Manager; 25% to Director of Retail
 - Summer Waves Gift Shop – 75% to Manager; 25% to Director of Retail
 - Mini-golf & bikes – 75% to Manager; 25% to Director of Golf
 - Summer Waves Operations – 50% to Operations Manager; 50% to Revenue Manager
 - Campground – 90% to Manager; 10% to Director of Retail
 - Golf Club House – 75% to Manager; 25% 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 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.



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 FY21:

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 Conservation
- o Director/Veterinarian of Georgia Sea Turtle Center
- o Director of Historic Resources
- o Director of Landscape and Planning
- o Sr. Director of Marketing
- o General Counsel (Legal)
- o Superintendent of Water/Wastewater
- o Golf Course Superintendent
- o Golf Course Assistant Superintendent
- o Facilities 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.



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 FY21

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 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.

FY21-22 Proposed Budget Overview/Highlights

Jones Hooks, Executive Director

- Due to Covid 19, looking at significant decreases in revenue projections and holding the line on expenditures to a great degree. Consequently, if you look back at our FY2016 / FY2017 budgets, the proposed budget mirrors those. Last year's operating budget was almost \$30.5 million. This year's proposed budget would be \$27.5 million. Keep in mind that with these cuts in revenues and expenses, our facilities footprint has grown since FY17 including two new public parks with restrooms, and the new Mosaic Museum and historic district restrooms. Additionally, significant sanitization expenses – labor, materials and supplies – must now be incurred.
- Even though the JIA operational budget does not receive funding through the State of Georgia, we feel it is important to be in sync with guidance from the Governor's Office regarding budget cuts. We anticipate a reduction of 9.2% in Revenues and a decrease of 11.0% in Expenses. The proposed budget would include a contribution into our reserve account of \$628,579 which appears critical at this point. The Revenues are highlighted on a pie chart prepared by Marjorie Johnson and supplied to you earlier. (attached)
- Beyond actions taken by the State, you are aware that over the past three months we have aggressively cut our present budget, as well as furloughing 43% of staff, including senior staff, in response to the pandemic. Our strategy was to avoid dipping into reserves if possible, since we must be prepared for hurricane season and the potential of a Covid19 second wave. As noted, we have accomplished this goal through May with a cushion of over \$300,000 as we approached the month of June.
- In light of the uncertainties of Covid19, in FY21-22, I am proposing a postponement of the scheduled fee increases for water and sewer services, no amenity rate increases – with some discounts – other than a relatively small rate increase for the campground (basically \$1 per night) which is less than was announced last year and would not take effect until January 1, 2021, no millage rate increases are anticipated in the proposed budget. Some of these fees can be postponed because as a result of the redirects over the past three months, we were not able to move forward with planned projects such as our water/sewer line assessment.
- Waste Management will increase their fees to Island residents and the JIA, but only by the allowed CPI factor of 1.1%.
- I am proposing revamped positions, reassessed programs and activities, and departmental reorganizations, including our Marketing and Historic Resources Departments. These assessments result in the elimination of 9 (nine) positions and the addition of 2 (two) new positions, including a full time EMT rather than a PT at the Fire Department and an additional Operator at our Wastewater Department.
- No salary increases.
- Because of Covid19 social distancing requirements and financial considerations, there will be no fireworks on July 4th and no Shrimp & Grits Festival during this calendar year. (see attached Shrimp & Grits issue sheet) Shrimp & Grits will return in November 2021.

- At the same time, we are not closing shop, but plan to move forward in completing several projects that were interrupted by Covid19 and others that are important as we look to the future. For instance, we have budgeted for the completion of the Golf Master Plan, including a final public input session and an economic feasibility assessment, the concept design for the beginning of an expansion of the Georgia Sea Turtle Center, Holly Jolley Season on the Island from Thanksgiving through New Year's Day, web site redesign, tennis court resurfacing, golf cart path paving, top of mind Convention Sales efforts, airport improvements, completion of the Conservation Plan update, entertainment in the Beach Village, AmeriCorps program, landscaping improvements, plans for a new attraction at Summer Waves, and the US Kids Golf Tournament that was cancelled in March will be held in September.
- Two departments that historically generate significant summer revenues for JIA operations have been hit the hardest by Covid19. These are the Convention Center and Summer Waves. Summer Waves was just allowed to open Friday, June 12, with significant restrictions, and the Convention Center has been dark since mid-March. Summer Waves does offer several improvements this year, including shade structures and a newly tiled and lined Lazy River. Regarding the Convention Center, we are excited, to announce the Georgia Association of Education Leaders (GAEL) which has been coming to Jekyll for many years has confirmed they will hold their summer conference at the Center in July! While we anticipate the attendance will be smaller than usual, it is significant to have a group with members from throughout the State return.

**Recommendation of Cancellation of Shrimp and Grits
June 16, 2020
From C. Jones Hooks, Executive Director**

After much consideration and internal discussion, I have recommended the Shrimp & Grits Festival be cancelled for this year, November 2020. From a present financial standpoint, this should be an easy conclusion. However, I want to make you aware of all of the issues involved and why senior staff members, including the Director of Events, recommend this year's festival be cancelled.

- **First the relatively good news: For May our projections were that revenues would be down 65%, and they were only down 53%. We projected 28.5% expense savings and we were able to reach 34% savings. Bottom line is that we thought we would be off budget by \$1,254,653.41 at the end of May, but we were only off by \$775K. Translated, this means that as a result of employee layoffs and furloughs and holding tightly on all expenses, we have approximately \$313K of the cash flow cushion we had built up from earlier this year remaining to help offset anticipated June revenue shortages before we must dip into rainy day funds. We had feared we would have to utilize reserves as early as May. Fortunately, this has not been the case. I have attached our most recent revenue report from the first seven days of June, and you will note that Pacing Target would have been 23%, and our Total Revenues were at 12%. As noted at the bottom of this report, several of our amenities are still operating at less than full throttle, and we are hoping the present Executive Order will expire on June 15, and Summer Waves will then open on June 12. Of course, Summer Waves and the Campground are usually significant revenue sources for the JIA during this time of year.**
- **As you know, but many people do not realize, the annual Shrimp & Grits Festival is not a money maker for the island. Historically this festival has been conducted to draw attention to Jekyll Island from leisure travelers and the media, while certainly putting "heads in beds" for the weekend. Beyond that, the JIA expenditures are significant for this event. We estimate the total Shrimp & Grits costs for the 2019 festival, including labor were \$592,000. Of that amount only \$121,000 in sponsorships were received. For FY20, we experienced a loss of \$337,000. Over time, Shrimp & Grits net losses, excluding labor supplies, have ranged from a low in 2015 of \$16,592 to a high of \$127,375 in 2018 when the festival was cancelled.**
- **Information from the SE Association of Events and Festivals indicates that many festivals throughout the Southeast are being cancelled this year due to the lack of available corporate sponsorships. Additionally, discussions with other tourism/hospitality related associations in Atlanta have confirmed the lack of available corporate sponsorships. Locally, before Covid19 hit, and we were forced to furlough our events staff, we had secured only \$1700 in corporate sponsorships for this year's festival, 2020. Beyond corporate considerations, Georgia Grown, one of our lead sponsors over the past few years, has already informed us they will be unable to participate this year at all. Additionally, the Georgia Lottery is uncertainty regarding their sponsorship, and that organization also has been a significant**

sponsor for the past two years. One of the distinguishing features of the festival is the number of restaurants that compete and are invited to serve Shrimp & Grits each year. Unfortunately, COVID 19 has hit the restaurant industry hard, and we are extremely doubtful that more than one or two restaurants would be interested in competing at this year's festival. There are many costs borne by the individual restaurants that participate in the festival, and it is unlikely they would be willing to encounter those costs this year when they are still trying to rebound from COVID 19.

- By this time each year, all of the bands, tents, and other entertainment are always booked. At this point, due to COVID 19 staff furloughs, none of these arrangements have been made.
- Of particular concern this year – even if all Executive Orders expire, and there is no second wave of COVID 19 - is how comfortable the public will be in large crowds and on buses. We feel there is ample and valid concern over loading thousands of persons on buses at the airport. We usually have some complaints about how crowded the buses are, and if a festival were held this year, we feel those complaints would be increased.
- Locally, the hotels on Jekyll are scrambling to backfill dates for weddings and other activities that were postponed from the spring. The Jekyll Island Club Resort is a major player in Shrimp & Grits, and they have indicated they need to book weddings that weekend rather than participating in the festival.
- And, finally, we are always dependent upon good weather for our events and revenues. Unfortunately, if a hurricane were to impact Jekyll Island this fall, it would be next to impossible to recover with schedule another event such as “Merry Shrimpmas” a few years ago. We are just too far behind in festival preparation and with our overall budgetary position to consider such an undertaking.

Considering all of the factors outlined that we know of, much less the uncertainties, it appears if we were to move forward with the Shrimp & Grits Festival this year, the Jekyll Island Authority would be moving forward without any safety net at all. The Authority would assume 100% of the financial and associated risks. Therefore, I am sharing this information with you and request your support for the cancellation of the 2020 Shrimp and Grits Festival.