



**Special Called Board Meeting
Jekyll Island Authority Board of Directors**

**Agenda
Friday, July 14, 2023
9:00 a.m.
JIA Administration Conference Room
100 James Road, Jekyll Island, GA**

JIA Board Members Will Participate Remotely

Public Comment

Written public comments can be submitted online until 12:00 noon on Thursday, July 13th at the JIA Board of Directors [website](#). The name of the person and the topic of the comment will be read into the record. The full public comment will become part of the permanent record. There will also be an opportunity for in-person public comments.

Meeting documents and public comments are available at:
<https://www.jekyllisland.com/jekyll-island-authority/board-directors/>

Chairman, Dale Atkins - Call to Order

I. Committee of the Whole

Dale Atkins, Chair

- A. Consideration of Correction to FY24 Budget– Zach Harris, General Counsel

Board Meeting Agenda

Chairman, Dale Atkins – Call to Order

Action Items

1. Consideration of Correction to FY24 Budget

Adjournment

MEMORANDUM

TO: COMMITTEE OF THE WHOLE
FROM: ZACHARY B. HARRIS, GENERAL COUNSEL
SUBJECT: CORRECTION TO FISCAL YEAR 2024 BUDGET
DATE: JULY 14, 2023

Background.

This Board approved the Jekyll Island Authority's ("JIA") Fiscal Year 2024 Budget (the "Budget") at its regular meeting on June 20, 2023, to take effect July 1, 2023 and to end June 30, 2024, as required by the JIA By-laws, Section III(IX). This period also runs contemporaneously with the State of Georgia's Fiscal Year 2024.

The Budget contained a typographical error in the explanatory summary of Non-Amenity Rate Changes for FY2024 (i.e., page 16 of the Agenda & Board Materials). This page reads in part, "All rates effective 7/1/2024 unless otherwise noted". As stated above, June 30, 2024, is the end date for Fiscal Year 2024, and July 1, 2024 is the start date for Fiscal Year 2025. Instead, that page of the Budget should have stated, "All rates effective 7/1/2023 unless otherwise noted" to reflect the upcoming July 1, 2023, start date for Fiscal Year 2024.

Request.

Before you is a corrected copy of the same Budget with the explanatory summary of Non-Amenity Rate Changes for FY2024 corrected to read, "All rates effective 7/1/2023 unless otherwise noted". Staff recommends approval of the corrected Budget, effective July 1, 2023, to remove any potential for confusion or ambiguity created by the typographical error described above.

Jekyll Island Authority
Proposed Fiscal Year 2024 Budget Summary



Jekyll Island Authority -Consolidated
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	44,282,064.47	Business leases \$6M; Parking fees & Annual passes \$7.2M; H/M tax \$3.6M; Concessions \$4.3M; Food & beverage \$3M; Admission fees \$4.3M; Campsite rental \$2.6M; Green fees & carts \$1.1M	42,009,293.15	43,732,418.19	38,081,918.27	41,200,067.01	32,458,103.96	28,106,608.47	31,701,259.43
COST OF GOODS SOLD	2,849,489.60	Cost of merchandise, food, beverage and fuel sold	2,647,800.18	2,649,863.60	2,615,197.81	2,492,046.81	2,000,631.00	1,643,418.02	1,889,105.88
NET REVENUE	41,432,574.87		39,361,492.97	41,082,554.59	35,466,720.46	38,708,020.20	30,457,472.96	26,463,190.45	29,812,153.55
EXPENSES									
PERSONNEL	20,786,943.63	FT labor \$11M; PT labor \$2.4M; staffing service labor \$253K; Health insurance \$2.9M; Retirement \$3.3M; FICA \$875K; Employee development \$72K; Unemployment insurance \$22K	17,817,871.00	16,256,850.92	18,288,662.70	14,806,786.77	12,445,581.01	12,525,004.68	12,667,952.32
MOTOR VEHICLE	355,231.59	Fuel for vehicles & equipment \$244K; R&M of vehicles and ATV's \$111K	305,978.51	319,126.25	280,519.92	280,358.20	195,191.86	271,446.00	256,276.65
SUPPLIES & MATERIALS	2,622,605.34	Chemicals & Fertilizers \$658K; Special Event supplies \$261K; Plants & Seeds \$237K; Bathroom/cleaning supplies \$155K; decorations \$147K; shop supplies \$131K	2,302,347.27	2,328,259.72	2,429,869.86	1,961,292.41	1,426,580.90	1,583,258.23	1,850,740.96
REPAIRS & MAINTENANCE	2,272,447.74	Building/Structure R&M \$1.1M; Roads/Grounds R&M \$175K; Equipment R&M \$407K; Service Contracts \$620K (Water tower maint; equipment svc agreements)	2,131,656.92	2,188,507.80	2,160,922.15	2,082,278.63	1,401,330.25	1,647,083.47	1,575,951.94
UTILITIES	2,116,948.41	Electricity \$1.2M; heating/cooking fuel \$33K; water/sewer \$313K; trash \$314K; internet/cable \$117K; telephone \$109K	2,019,131.34	2,021,726.16	1,954,348.51	1,960,652.69	1,847,839.05	1,931,185.39	1,907,796.12
INSURANCE	1,405,718.55	Worker's comp \$301K; liability ins \$241K; property ins \$190K; vehicle ins \$2.9K; fire fee \$612K; other insurance \$59K (Cyber ins, business interruption, All-Risk insurance)	1,039,220.07	1,023,541.79	1,013,431.15	933,780.23	851,416.04	840,637.79	879,553.88
ADVERTISING & PROMOTION	1,406,423.53	Brand & advertising \$665K; Public Relations \$112K; 31-81 Magazine \$252K; BGIVB \$100K; Group promotions (meetings, promotional) \$57K; Event promotions \$75K	1,270,000.49	1,250,715.86	1,254,329.17	993,936.58	461,173.65	785,625.44	1,504,226.52
TRAVEL	83,540.00	Staff travel for meetings and conferences; includes travel expense for Board and auditors	78,909.09	58,766.51	85,830.00	37,317.70	18,948.68	80,849.90	96,432.71
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	671,331.43	Professional associations; training registration fees; software subscriptions; web hosting	437,406.28	387,716.01	409,490.03	320,359.73	234,891.56	247,869.72	232,089.56
CONTRACTS	4,721,996.44	SMG contract and staffing \$2M; Special events \$178K (entertainment, fireworks, etc.); Sanitation \$396K; Historical Preservation projects \$329K; other smaller contracts and consulting agreements.	4,395,821.92	3,994,421.44	4,468,753.83	3,223,226.91	2,178,409.10	3,010,864.34	3,292,477.64
BUILDING & EQUIPMENT RENTAL	860,465.89	Golf cart lease; equipment leases; equipment rental for maintenance and events; copiers;	813,785.31	816,045.73	818,958.25	704,852.58	610,449.15	810,302.49	619,899.50
CREDIT CARD FEES & BANK FEES	664,574.30	Credit card processing fees; transaction fees for entry gate and campground reservations.	647,797.30	673,224.77	477,544.26	551,587.97	417,307.05	297,126.72	318,627.81
PRINTING & PUBLICATIONS	224,785.90	Marketing \$162K (Island Guide, annual reports, maps, event guides, tickets banners, etc.)	177,265.67	143,991.84	153,824.37	116,675.76	91,373.58	130,607.54	275,440.01
EQUIPMENT PURCHASES <\$5K	158,295.94	General equipment replacements: Computers, maintenance equipment; vacuum cleaners, etc.	185,854.71	196,974.16	172,772.00	216,597.83	114,175.16	139,162.97	264,136.06
TOTAL OPERATING EXPENSES	38,351,308.69		33,623,045.88	31,659,868.96	33,969,256.20	28,189,703.99	22,294,667.04	24,301,024.68	25,741,601.68
OPERATING INCOME	3,081,266.18		5,738,447.09	9,422,685.63	1,497,464.26	10,518,316.21	8,162,805.92	2,162,165.78	4,070,551.87

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
BOARD DESIGNATED FUND CONTRIBUTIONS									
Tourism Development Fund	1,080,664.50		907,974.50	1,126,841.76	711,236.50	1,136,953.16	871,516.38	582,567.72	697,322.85
Water / Sewer Fund	75,363.21		215,765.13	341,971.75	49,052.33	424,595.91	570,198.88	534,217.95	351,836.33
Fire Department Equipment Fund	246,533.48		155,146.60	148,049.21	176,104.44	233,028.85	323,625.30	294,367.43	194,162.89
Public area Improvement Fund	817,924.57		734,024.89	985,587.65	321,653.35	1,252,159.86	1,647,341.64	0.00	0.00
Beach Village Entertainment fees (carryover)	0.00		11,608.27	9,328.22	0.00	37,147.52	58,115.98	18,575.65	10,194.36
Hollybourne Lintel Project	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Payment to JIF for Mosaic project	0.00		0.00	0.00	0.00	0.00	0.00	0.00	300,000.00
Retail Village Improvement Fund	100,000.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Designated Fund Contributions	2,320,485.76		2,024,519.39	2,611,778.59	1,258,046.62	3,083,885.30	3,470,798.18	1,429,728.75	1,553,516.43
AMOUNT AVAILABLE FOR CAPITAL OR CASH RESERVES	760,780.42		3,713,927.70	6,810,907.04	239,417.64	7,434,430.91	4,692,007.74	732,437.03	2,517,035.44
CAPITAL PROJECTS AND EQUIPMENT		Previously approved by the Board in FY2023 Current capital equipment and project requests	1,761,931.40 0.00			5,431,905.00	3,617,528.48	410,463.00	2,092,016.16
CONTRIBUTION TO CASH RESERVES		Estimated additional amount available for capital or cash reserves for FY2023	1,951,996.30			2,002,525.91	1,074,479.26	321,974.03	425,019.28

Non-Amenity Rate Changes for FY2024

All rates effective 7/1/2023 unless otherwise noted

Parking -

Daily passes	Increase from \$8 to \$10 per day
Daily passes - oversized vehicles	Increase from \$12 to \$15 per day
Annual passes	Increase from \$75 to \$100
Annual passes - oversized vehicles	Increase from \$120 to \$150
Jekyll Island Residential Owner Discount	2 - \$25.00 coupons will be mailed to Jekyll Island residential property owners as of June 2023. Glynn County GIS information will be used as the basis for this determination. Coupons can be used to purchase or renew annual passes between 7/1/2023 and 6/30/2024
<i>Additional fees for Event Days:</i>	
July 4th	Additional \$5 charged for regular and oversized vehicles
Shrimp & Grits 11/3/2023 - 11/4/2023 (Fri & Sat)	Additional \$5 charged for regular and oversized vehicles
Holly Jolly season 11/24/2023 - 1/7/2024 (Fri & Sat) (5pm - 12am)	Additional \$5 charged for regular and oversized vehicles

Fire Department -

BLS Emergency transports	Increase from \$350.00 to \$450.00 (Comparable to other area rates)
Specialty Care transports	Increase from \$600.00 to \$850.00 (Comparable to other area rates)
Other EMS rates	No change

Administration -

Residential Rental License	Increase from \$30.00 to \$75.00 (due January 1) - increases to \$100.00 if paid after 3/1
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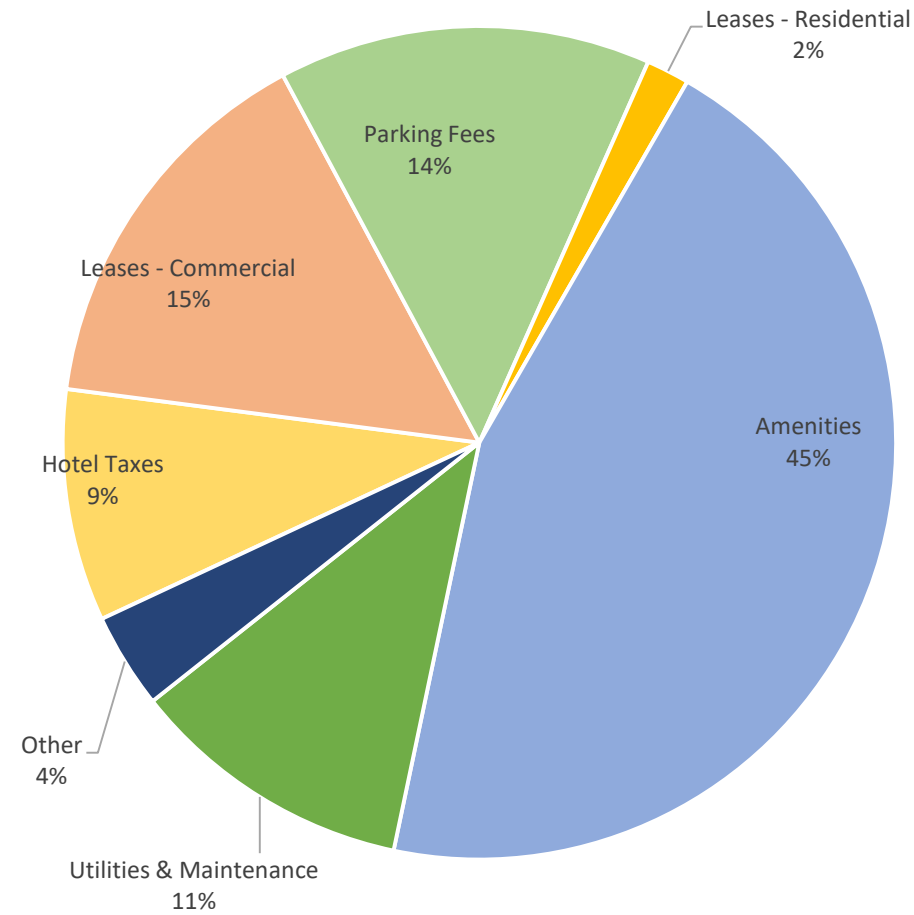
Water/Wastewater -

Water base fees and usage fees	No increase
Wastewater base fees and usage fees	7% increase (Begins 1/1/2024)

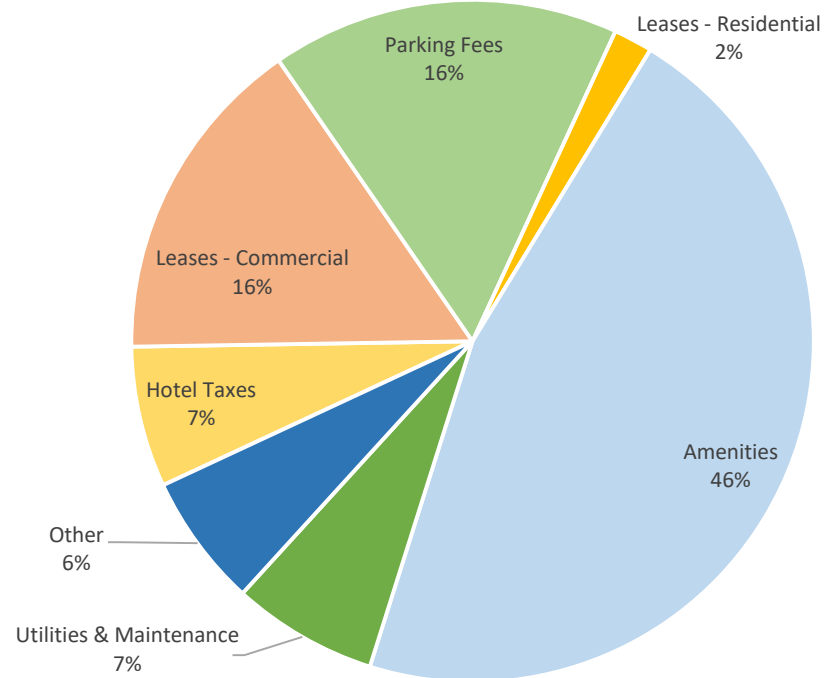
Sanitation - (Amounts in correlation with Waste Management Contract)

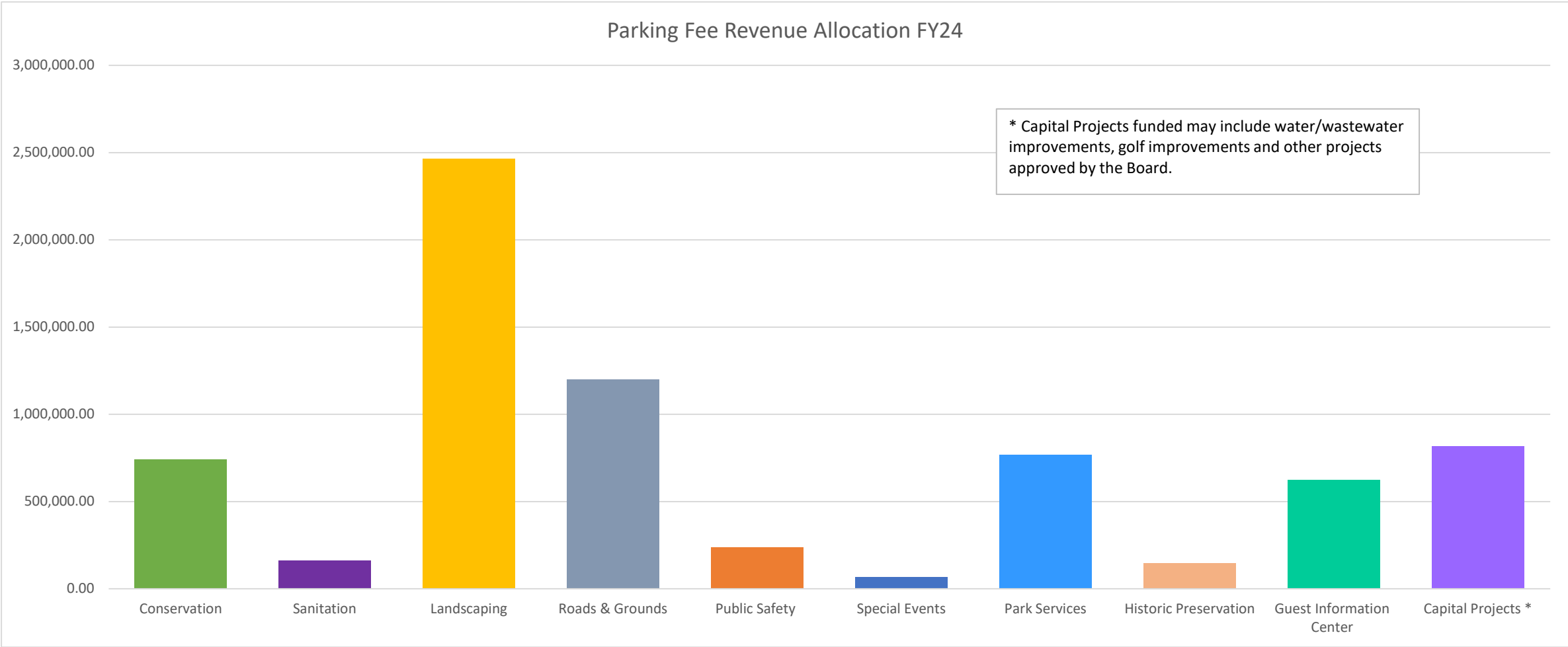
Base rate for regular trash pickup (1 can 1 recycle)	Increase from \$32.16 to \$33.76 (\$1.60 increase per month)
Base rate for backyard pickup (1 can 1 recycle)	Increase from \$42.69 to \$48.22 (\$5.53 increase per month)

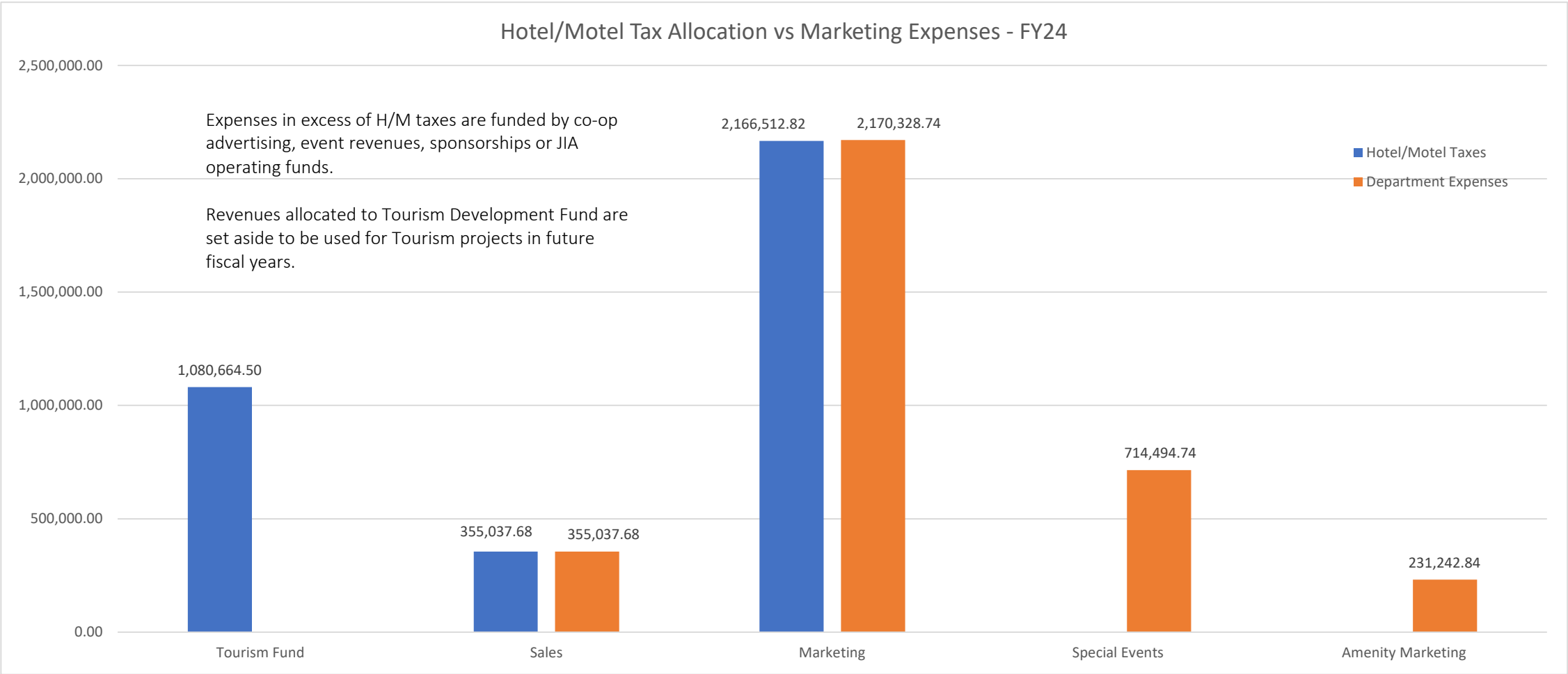
Proposed FY24 Revenue Budget



FY23 Revenue Budget







Total Hotel/Motel tax budget: \$3,602,215.00

Jekyll Island Authority -Administration
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	5,186,117.00	Business leases \$4M; Lot leases \$669K; Alcohol license, alcohol taxes & residential rental licenses \$211K; Interest \$187K; Transfer fees \$120K; Allocation to Museum (\$75K); other \$69K	5,337,093.74	5,496,963.91	4,637,378.28	5,731,524.75	4,709,248.38	4,301,811.75	4,414,388.33
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	5,186,117.00		5,337,093.74	5,496,963.91	4,637,378.28	5,731,524.75	4,709,248.38	4,301,811.75	4,414,388.33
EXPENSES									
PERSONNEL	3,536,243.71	24 FT positions; requesting 3 new FT positions; retention funds \$200K; staff training & software \$25K; tuition reimbursement \$20K; employee recognition \$14K; meetings & orientation \$13K	3,060,017.48	2,646,684.20	3,137,832.31	3,065,256.42	1,966,148.65	1,903,382.52	1,909,676.16
MOTOR VEHICLE	1,380.00	Fuel and misc. repairs for admin vehicle	1,604.86	1,149.86	1,225.00	408.50	444.75	6,811.23	715.42
SUPPLIES & MATERIALS	29,773.09	Office supplies \$16K; postage \$10K; Furniture & fixtures \$1.8K	40,160.44	37,799.39	37,736.09	34,715.27	32,985.92	46,356.09	33,738.04
REPAIRS & MAINTENANCE	137,480.48	General building R&M \$39K for admin building and leased properties; Equipment R&M \$11K; Service contracts \$88K (incl software maintenance agreements; pest control)	138,567.39	94,425.48	135,129.94	92,515.40	92,253.03	137,614.24	94,275.06
UTILITIES	76,771.52	Electricity \$25K; Water/Sewer \$6K; Trash \$2.6K; internet \$14K; telephones \$30K	79,389.26	78,832.22	79,195.28	82,183.38	83,970.22	87,038.51	91,997.56
INSURANCE	303,266.91	Fire fee \$40K; worker's comp \$60K; liability ins \$97K; building ins \$65K; Business interruption ins \$22K; Cyber insurance \$9K; All-risk insurance \$10K	231,157.33	208,660.69	246,781.16	187,630.60	148,927.62	142,850.26	167,141.10
ADVERTISING & PROMOTION	31,400.00	Meeting expenses (including board meetings) and promo items \$16K; help wanted ads \$12K; Marketing support for advertising spaces for lease \$3K	23,554.09	25,380.53	17,000.00	17,578.52	10,441.15	13,900.36	12,250.15
TRAVEL	32,180.00	Board members \$10K; Auditor travel \$5K; Staff travel \$17K	32,489.31	26,825.71	29,680.00	19,402.86	7,149.71	14,413.45	21,120.04
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	352,209.64	Microsoft \$69K; software subscriptions \$120K; anti-virus, spam, email security & monitoring \$89K; Cloud back-up & ransomware scan \$26K; Trademark registrations \$11K; Memberships & Licenses \$6K; Registration Fees \$5K	219,730.98	172,348.44	192,188.83	171,683.87	120,793.49	88,431.26	56,956.09
CONTRACTS	780,864.48	Dept of Law \$36K; SAAG fees \$300K; IT Services \$71K; Payroll processing \$78K; Misc consultants \$200K; Project management \$75K	733,932.06	673,199.68	676,552.48	473,932.89	453,099.39	368,070.31	306,311.65
BUILDING & EQUIPMENT RENTAL	10,461.70	Copier rental \$7.4K; postage meter rental \$2.7K; water coolers \$1K	10,924.32	10,461.70	11,234.80	10,036.15	9,487.53	10,907.03	12,237.89
CREDIT CARD FEES & BANK FEES	80,521.29	Credit card processing fees; stop payment fees; statement fees; transaction fees	73,610.68	81,083.01	38,529.95	49,708.32	36,698.74	25,102.66	23,394.37
PRINTING & PUBLICATIONS	5,532.94	Business cards, checks, letterhead	5,898.30	4,789.46	5,532.94	5,596.31	6,859.89	2,273.85	5,968.08
EQUIPMENT PURCHASES <\$5K	16,500.00	Small equipment, computers, monitors, printers, etc.	24,234.42	21,725.73	24,000.00	47,680.51	24,209.21	31,819.31	37,010.52
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	5,394,585.76		4,675,270.92	4,083,366.10	4,632,618.78	4,258,329.00	2,993,469.30	2,878,971.08	2,772,792.13
OPERATING INCOME	(208,468.76)		661,822.82	1,413,597.81	4,759.50	1,473,195.75	1,715,779.08	1,422,840.67	1,641,596.20

Jekyll Island Authority -Conservation
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	768,638.58	Lease payments for solar farm \$5K; nature programs & tours \$29K; parking fees allocated for conservation expenses \$739K.	664,361.66	539,051.54	707,246.98	432,219.44	400,637.71	464,801.18	389,392.43
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	768,638.58		664,361.66	539,051.54	707,246.98	432,219.44	400,637.71	464,801.18	389,392.43
EXPENSES									
PERSONNEL	560,290.32	5 FT Employees; requesting 1 additional Interpretive Ranger/Naturalist; also includes 3 PT rangers and 1 seasonal ranger; includes benefits	459,724.28	421,925.38	470,109.82	379,576.67	313,740.94	311,177.70	289,857.68
MOTOR VEHICLE	6,753.37	Gas and diesel for UTVs and vehicles; misc. repair	6,228.39	6,611.92	4,954.29	4,800.10	4,590.63	4,575.82	6,263.25
SUPPLIES & MATERIALS	23,544.67	Supplies for conservation & research programs \$10K; Wildflower seeds \$2.5K; Uniforms \$1.5K; Sand fencing \$3K; office supplies, cleaning supplies; chemicals for control of invasive species	19,064.60	19,142.26	19,524.69	9,184.37	6,922.06	10,694.08	9,615.93
REPAIRS & MAINTENANCE	3,991.78	Equipment R&M \$2.9K; 25% of maintenance cost of Annex building	4,318.12	8,139.76	3,337.50	8,680.55	20,074.03	4,620.00	902.91
UTILITIES	5,720.28	Electricity \$989; Land lines and cell phones \$4.7K	5,634.16	5,531.84	5,604.12	5,380.79	4,751.51	4,282.29	3,439.41
INSURANCE	13,278.24	Worker's Comp insurance \$7.7K; Fire fee \$2.5K; Liability insurance \$2.5K; property insurance \$463; Auto insurance \$86	10,063.37	8,609.81	10,101.80	7,194.70	6,301.62	6,391.35	7,576.48
ADVERTISING & PROMOTION	4,000.00	Sponsorships for key partners; refreshments for select meetings; Facebook ads	2,220.00	1,620.00	2,200.00	2,000.00	437.69	366.56	458.97
TRAVEL	3,450.00	Travel expense for Director and Managers - meetings, workshops, etc.	3,025.55	1,664.03	2,600.00	350.87	0.00	1,865.80	2,929.21
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	4,681.68	Wildlife Society membership; GIS software; Prescribed fire recertification; boat tow insurance; meetings and workshop registrations	1,784.00	7,994.24	2,908.00	7,114.24	1,107.79	3,035.98	4,545.18
CONTRACTS	112,128.24	Pond maint \$19K; GA Sea Grant Fellowship \$21K; GA Forestry Commission support \$5K; Revetment survey evaluation \$41K; Consultant to manage FEMA funding of revetment repairs \$25K.	153,456.12	30,842.21	163,081.40	27,430.44	29,426.23	66,667.93	57,569.34
BUILDING & EQUIPMENT RENTAL	1,800.00	Copier Rental; Other equipment rental for projects.	562.33	591.13	240.00	228.71	2,482.96	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		465.61	(13.38)	785.36	(13.38)	0.00	0.00	0.00
PRINTING & PUBLICATIONS	7,500.00	Jr. Ranger Field Guide v2 \$5.5K; replacement signage and scientific publications \$2K.	6,947.00	1,927.00	8,000.00	6,846.72	3,616.58	4,648.33	4,750.99
EQUIPMENT PURCHASES <\$5K	21,500.00	Water Data Loggers \$3.9K; E-Bike Batteries \$2.1K; Wildlife Control Equipment \$3.5K; Wildlife Collars \$5K; Surface Tablet \$1.5K; Computer for Photogrammetry Software \$2.3K; other \$3K	5,134.59	10,395.72	13,800.00	17,290.40	2,740.53	5,820.00	16,507.07
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	768,638.58		678,628.12	524,981.92	707,246.98	476,065.18	396,192.57	424,145.84	404,416.42
OPERATING INCOME	0.00	Expenses paid by parking fees, educational programs and solar farm lease	(14,266.46)	14,069.62	0.00	(43,845.74)	4,445.14	40,655.34	(15,023.99)

Jekyll Island Authority -Intern Housing
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	77,800.00	JIA usage for interns, vet students, seasonal help \$240/mo. per person or \$60/wk.; Other rentals \$400/wk.; Claflin JICH - \$1,800/mo. (8 months) \$43.2K	35,415.00	36,180.00	49,800.00	49,260.00	48,175.00	97,425.00	97,200.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	77,800.00		35,415.00	36,180.00	49,800.00	49,260.00	48,175.00	97,425.00	97,200.00
EXPENSES									
PERSONNEL	0.00	No staff assigned to this department	0.00	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	0.00
SUPPLIES & MATERIALS	7,405.00	General cleaning and maintenance supplies; Furniture replacements \$6.5K	2,187.46	2,735.86	4,600.00	2,985.36	871.77	6,884.99	4,338.07
REPAIRS & MAINTENANCE	16,800.00	General maint \$3K; floor repair 59 Claflin \$1.2K; Porch Replacement - 504 Maurice \$3K; Bathroom Renovation - 508 Maurice \$6K	9,885.34	17,198.43	5,800.00	19,531.70	12,774.34	49,801.68	46,579.86
UTILITIES	25,029.65	Electricity \$13.6K; water/sewer \$3.6K; trash \$3K; internet \$4.5K	19,631.89	20,593.38	25,102.43	23,985.58	23,223.48	23,747.49	20,027.47
INSURANCE	9,389.21	Fire protection fee \$8K; property insurance \$1.4K	1,510.05	1,512.21	1,509.95	1,514.29	1,501.05	1,501.13	1,409.91
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	975.00	950.00	3,529.00	1,230.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	1,700.00	Small appliance replacement \$1.7K	2,829.99	1,129.99	1,700.00	799.99	3,129.95	2,435.32	9,169.97
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	60,323.86		36,044.73	43,169.87	38,712.38	49,791.92	42,450.59	87,899.61	82,755.28
OPERATING INCOME	17,476.14		(629.73)	(6,989.87)	11,087.62	(531.92)	5,724.41	9,525.39	14,444.72

Jekyll Island Authority -Volunteer Program
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	95,195.21	Allocations from GSTC, Conservation and Museum to cover costs (\$92K); reimbursement from Volunteers for administrative fee \$2.8K.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	95,195.21		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EXPENSES									
PERSONNEL	82,082.22	1 FT Volunteer Program Manager	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	4,640.00	Shirts/Scrub tops for volunteers (\$3K); General office supplies, safety supplies (gloves, safety glasses, masks, etc.); program 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	0.00
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	2,950.99	Liability Insurance (\$414); Workmen's Comp Insurance (\$1.3K); VIS Accident, Volunteer liability, excess auto liability, etc. (\$1.3K).	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	2,900.00	Volunteer appreciation; Presidential pins; Lanyards, etc.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,272.00	Volgistics Software; CPR Training for Volunteer Manager; AZA Membership for Volunteer Manager.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	1,350.00	Background Check Fees for volunteers.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	95,195.21		0.00	0.00	0.00	0.00	0.00	0.00	0.00
OPERATING INCOME	0.00	Cost of volunteer program is expensed to other departments based on the usage of the program. (Previously included in Turtle Center budget).	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Jekyll Island Authority - Airport
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	119,309.60	Red Bug Motors lease \$9.9K; Aviation fuel \$109K (began selling May 2020)	110,276.41	118,745.63	94,025.07	106,966.94	85,671.92	13,834.31	8,100.00
COST OF GOODS SOLD	83,144.00	Estimated cost of fuel 76%	79,044.18	90,121.50	63,903.80	75,192.42	54,257.73	3,654.25	0.00
NET REVENUE	36,165.60		31,232.23	28,624.13	30,121.27	31,774.52	31,414.19	10,180.06	8,100.00
EXPENSES									
PERSONNEL	0.00	No employees in this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	780.00	Restroom supplies \$150; Wheel chocks & wind socks \$630	232.65	249.70	730.00	162.58	191.98	59.50	70.50
REPAIRS & MAINTENANCE	11,878.50	General Building Repair & maint \$3.2K; General Repair \$700; runway lights \$700; fence repairs \$500; Fuel tank support and cell service \$1.4K; fire extinguisher service \$53; fuel tank inspection \$1.2K	7,474.10	8,915.06	4,778.50	7,411.48	573.04	4,437.75	440.50
UTILITIES	13,729.42	Electricity for runway lights & terminal lights \$8.4K; water & sewer fees \$1.8K; trash fee \$1.7K; cable TV/internet \$1.8K	13,261.34	12,906.16	15,138.91	13,043.80	14,672.93	16,267.11	14,514.71
INSURANCE	2,218.25	Fire protection \$1.8K, property insurance \$367.10	2,218.02	2,221.20	2,217.91	2,189.57	2,085.50	795.50	863.41
ADVERTISING & PROMOTION	140.00	Basic listing for Jekyll Island Airport on fuel website - AirNav.com	140.00	140.00	134.00	134.00	184.00	0.00	0.00
TRAVEL	0.00		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	950.00	950.00	400.00	400.00	1,402.00	2,115.00	300.00
CONTRACTS	300.00	Pump out septic tank	0.00	0.00	300.00	0.00	270.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	1,314.66	0.00	0.00
CREDIT CARD FEES & BANK FEES	2,297.40	Based on current average rate of 2.1% of fuel sales	2,051.08	2,296.59	2,121.61	2,492.04	1,909.63	137.25	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	25.00	28.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	206.70	850.00	3,489.27
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	31,743.57		26,327.19	27,678.71	25,820.93	25,858.47	22,838.44	24,662.11	19,678.39
OPERATING INCOME	4,422.03		4,905.04	945.42	4,300.34	5,916.05	8,575.75	(14,482.05)	(11,578.39)

Jekyll Island Authority -Foundation
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	8,602.94	Reimbursement for expenses paid by JIA (JIF reimburses all except H/R expenses)	8,439.33	8,688.74	8,285.14	8,287.83	8,056.36	9,352.06	66,090.62
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	8,602.94		8,439.33	8,688.74	8,285.14	8,287.83	8,056.36	9,352.06	66,090.62
EXPENSES									
PERSONNEL	216,392.73	2 FT employees; changing 1 FT position from Development Mgr. to Admin Assistant	256,785.11	238,336.97	246,382.83	199,640.02	155,683.70	154,878.86	212,463.60
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	267.20	0.00	393.74	1,806.70
REPAIRS & MAINTENANCE	0.00		0.00	42.00	0.00	617.52	0.00	0.00	0.00
UTILITIES	3,510.47	Electricity \$2.2K; telephone \$1.1K; water/sewer rates \$216	3,502.45	3,503.46	3,496.21	3,499.15	3,471.20	4,246.53	5,068.90
INSURANCE	3,401.98	Worker's comp \$3K; liability ins \$828	3,333.91	3,456.94	3,339.81	3,585.86	3,146.89	3,195.67	3,788.23
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	3,172.22
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	1,795.07
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	622.09
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	33,836.46
BUILDING & EQUIPMENT RENTAL	1,690.49	Copier lease plus copy fees; building rent is now billed directly to Jekyll Foundation	1,554.21	1,676.71	1,449.12	1,549.94	1,424.48	1,491.17	8,286.36
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	24.95	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	474.84
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	224,995.67		265,175.68	247,016.08	254,667.97	209,159.69	163,726.27	164,230.92	271,314.47
OPERATING INCOME	(216,392.73)	Represents payroll costs paid by JIA which are treated as in-kind donation to Jekyll Island Foundation	(256,736.35)	(238,327.34)	(246,382.83)	(200,871.86)	(155,669.91)	(154,878.86)	(205,223.85)

Jekyll Island Authority -Life is Good
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	597,520.62	Retail sales - clothing and other merchandise	592,883.45	604,434.19	584,449.97	663,365.88	540,867.44	349,445.15	342,485.95
COST OF GOODS SOLD	292,638.10	Cost of merchandise sold	268,812.91	279,896.15	292,179.99	308,562.05	268,761.69	191,164.27	170,231.73
NET REVENUE	304,882.52		324,070.54	324,538.04	292,269.98	354,803.83	272,105.75	158,280.88	172,254.22
EXPENSES									
PERSONNEL	177,947.56	1 FT manager; requesting FT Assistant Manager; PT crew leader and staff	124,115.01	131,305.02	114,195.94	111,003.11	98,805.72	85,540.58	80,993.30
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	7,773.02	Office supplies \$600; bathroom/cleaning supplies \$203; shop supplies \$5.5K; uniforms \$825; store fixtures \$420; Special Events \$225.	7,301.26	8,574.33	6,786.00	7,723.83	6,121.73	4,025.89	3,036.34
REPAIRS & MAINTENANCE	2,186.00	General R&M \$600; Camera Repairs \$150; floor and duct cleaning, pest control, window cleaning, alarm and camera inspections \$1.4K.	3,360.00	1,324.49	5,118.00	2,660.88	1,949.82	904.40	2,823.35
UTILITIES	5,333.62	Electricity \$3.4K; Water/sewer \$654; internet \$1K; telephone \$339.	5,257.93	5,288.62	5,641.90	5,433.61	5,839.81	5,584.77	6,584.52
INSURANCE	3,401.98	Worker's comp \$2.6K; liability insurance \$828	1,666.96	1,728.46	1,669.90	1,792.90	1,572.67	1,597.83	1,894.13
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	419.40	XM Radio	407.40	419.40	395.40	409.40	395.40	395.40	395.93
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	76.50	0.00
BUILDING & EQUIPMENT RENTAL	28,388.08	Rent \$25,899.46; Special event fee \$2,488.62.	26,310.92	26,539.81	25,332.26	23,651.72	22,042.01	22,277.17	23,440.93
CREDIT CARD FEES & BANK FEES	12,690.94	Credit card processing fees based on estimated sales (85% of sales x 2.5% fee)	12,962.37	13,571.89	10,956.75	13,621.83	10,574.93	6,491.48	6,682.50
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	45.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	700.00	814.63	542.80	608.71	4,222.54
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	238,140.60		181,381.85	188,752.02	170,796.15	167,111.91	147,889.89	127,502.73	130,073.54
OPERATING INCOME	66,741.92		142,688.69	135,786.02	121,473.83	187,691.92	124,215.86	30,778.15	42,180.68

Jekyll Island Authority -Village Retail
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	684,859.26	Lease revenue from retail shops; reimbursement for trash compactor	599,531.67	605,004.07	576,432.37	584,479.71	562,844.25	568,175.56	559,915.65
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	684,859.26		599,531.67	605,004.07	576,432.37	584,479.71	562,844.25	568,175.56	559,915.65
EXPENSES									
PERSONNEL	0.00	Employees moved back to home departments in FY24.	182,198.97	152,742.37	207,420.50	157,976.26	94,838.28	72,313.55	20,145.03
MOTOR VEHICLE	0.00	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	44,753.54	Plants/Seeds \$20K (shrub repair & round-a-bout redesign); sand & soil \$16K (bark/mulch for village area and shell for fire pit); Cleaning Supplies \$8.8K.	37,536.47	23,626.34	45,650.00	19,254.67	12,062.98	8,003.40	6,157.00
REPAIRS & MAINTENANCE	38,407.36	General R&M \$3K; restroom repair \$10K; paint \$3K; Elevator service agreement \$2.7K; Fire alarm/sprinkler maint \$3.6K; pest & termite \$2.8K; alarm service \$1.6K	46,707.63	42,010.18	42,642.88	36,489.62	19,749.10	32,872.60	34,171.83
UTILITIES	98,534.61	Electricity (public areas) \$12K; trash compactors & JIA trash pickup \$81K; 1G internet at Convention Center - cost and service shared with village \$3K.	73,447.56	62,935.16	85,910.41	80,806.20	89,256.34	76,838.41	67,657.75
INSURANCE	64,987.07	Property insurance \$9.5K; fire protection fee \$55K.	42,982.64	42,384.23	42,992.45	41,795.63	40,729.96	36,062.21	32,369.60
ADVERTISING & PROMOTION	59,698.56	Beach Village entertainment fee - JIA matching funds	51,987.45	51,987.45	54,549.17	53,685.06	50,450.58	54,065.64	47,881.70
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	76,800.00	Pressure Washing \$35K; Trim Palm Trees \$24K; Spread Mulch \$15K; Round-a-bout Tree Maintenance \$2.8K	95,700.00	20,600.00	96,700.00	75,633.80	47,900.23	14,600.90	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	87.50	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		542.10	542.10	0.00	87.50	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	(1,219.68)	0.00	0.00	5,107.91	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	383,181.14		531,102.82	395,695.65	575,865.41	465,728.74	360,095.38	294,756.71	208,382.91
OPERATING INCOME	301,678.12	\$100K of this amount is to be set aside for maintenance and improvements in the beach village.	68,428.85	209,308.42	566.96	118,750.97	202,748.87	273,418.85	351,532.74

Jekyll Island Authority - Marketing, Sales & Events
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	2,997,681.56	H/M taxes \$2.5M; Vendor Booth Fees from events \$40K; Beer Sales from Shrimp & Grits \$70K; Digital co-op advertising \$41K; Event registrations/admission Fees \$46K; Sponsorships \$94K; Beach Village Special Events Assessment \$119K.	2,710,577.16	3,213,123.23	2,316,713.18	2,986,860.32	2,170,006.36	1,750,637.83	2,007,825.59
COST OF GOODS SOLD	38,445.52	Cost of Beer/wine for Shrimp & Grits festival	56,858.27	56,858.27	30,000.00	0.00	0.00	0.00	0.00
NET REVENUE	2,959,236.04		2,653,718.89	3,156,264.96	2,286,713.18	2,986,860.32	2,170,006.36	1,750,637.83	2,007,825.59
EXPENSES									
PERSONNEL	1,123,875.96	10 FT Staff; requesting 2 new positions - Graphic Designer and Communications Manager	909,203.68	890,690.23	889,764.29	708,131.08	698,690.74	783,586.35	836,112.40
MOTOR VEHICLE	1,565.00	Gas for sales vehicle, ADA van and Electric van	780.45	922.41	1,040.00	941.14	637.67	924.74	3,676.52
SUPPLIES & MATERIALS	259,345.66	Office supplies \$2.1K; special events supplies & sponsorships \$213K; postage \$3.2K; lights and decorations for Holly Jolly \$22K; Staff Shirts & Event Shirts \$8K.	158,603.91	145,145.12	282,339.16	76,905.25	39,339.49	115,525.87	113,082.27
REPAIRS & MAINTENANCE	1,341.78	25% of maintenance, fire alarm inspection, etc. at Annex building.	2,215.28	2,569.76	36,037.50	1,671.81	943.96	602.10	945.84
UTILITIES	13,538.14	25% of utilities for Annex building \$6.6K (electric, water/sewer, trash); landlines & cell phone \$6.9K	14,809.56	13,629.02	15,899.15	12,846.75	13,912.48	16,139.45	17,184.67
INSURANCE	30,074.49	Worker's comp \$15K; liability insurance \$5K; fire fee \$2.5K; property insurance \$463; auto insurance \$40; rain insurance for Shrimp & Grits festival \$6.6K.	25,042.52	23,884.26	18,406.59	14,815.08	15,877.08	19,251.07	20,795.08
ADVERTISING & PROMOTION	1,122,800.00	Media & agency fees \$535K; public relations \$130K; BGIVB contract \$100K; Convention sales funds \$10K; group promotion (meetings, promos) \$21K; 31-81 Magazine production \$252K; event promotion \$75K.	1,012,504.10	1,039,773.64	1,007,100.00	801,588.84	297,940.88	633,440.69	1,246,669.20
TRAVEL	12,100.00	Travel for Marketing, Sales and Event staff.	14,924.12	12,927.88	17,825.00	9,182.05	4,838.71	21,678.01	28,173.20
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	125,542.19	Sprout \$15.5K; Dropbox \$2.5K, Adobe \$4.7K; Shutterstock \$1.6K, Mailchimp \$16.2K; Kinsta \$3.4K; Rove iQ software for kiosks \$12K; Placer.io software \$15K; Conference Registrations & memberships for Marketing and Sales teams \$5.8K.	91,893.31	80,687.58	82,022.90	57,356.43	53,508.18	80,066.67	96,256.58
CONTRACTS	297,843.00	Events Contracts (fire works, production contracts, entertainment, security) \$178K; Digital/Website improvements \$120K	274,479.18	295,912.88	351,224.60	168,872.70	50,214.21	180,081.30	165,040.01
BUILDING & EQUIPMENT RENTAL	52,390.00	Copier rental; event rentals (restrooms, lights, stages, chairs, tents, etc.)	91,781.68	94,370.52	75,883.22	5,641.52	2,954.38	75,818.37	78,421.94
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	1,080.74	(100.00)	0.00
PRINTING & PUBLICATIONS	189,300.00	Island Guides \$150K; Annual reports \$5K; Events \$25K (Event guides, maps, tickets, signs, banners, etc.)	129,841.46	98,258.12	112,400.00	67,902.48	48,928.45	73,035.00	103,553.64
EQUIPMENT PURCHASES <\$5K	10,144.94	Camera equipment for ecommerce and brand asset needs; New iPad and Apple computers for new positions; Refrigerator; Projector.	3,711.99	4,065.43	1,458.00	5,381.28	2,237.80	6,369.70	3,539.55
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,239,861.16		2,729,791.24	2,702,836.85	2,891,400.41	1,931,236.41	1,231,104.77	2,006,419.32	2,713,450.90
OPERATING INCOME	(280,625.12)		(76,072.35)	453,428.11	(604,687.23)	1,055,623.91	938,901.59	(255,781.49)	(705,625.31)

Jekyll Island Authority -Tourism Development
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	1,080,664.50	30% of Hotel/Motel tax budget	907,974.50	1,126,841.76	711,236.50	1,136,953.16	871,516.38	582,567.72	697,322.85
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,080,664.50		907,974.50	1,126,841.76	711,236.50	1,136,953.16	871,516.38	582,567.72	697,322.85
EXPENSES									
PERSONNEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
OPERATING INCOME	1,080,664.50	Amount will be set aside as Designated Fund Balance to be used in the next Fiscal Year for Tourism Development	907,974.50	1,126,841.76	711,236.50	1,136,953.16	871,516.38	582,567.72	697,322.85

Jekyll Island Authority -Guest Information Center
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	1,978,468.43	Annual pass \$1.7M; Daily parking fee \$5.6M; Concession sales \$536K; Amount allocated to other departments \$5.8M; Proposed increase in Annual pass rate from \$75 to \$100 and proposed increase in Daily Parking rate from \$8 to \$10.	1,698,405.73	1,955,202.68	1,365,849.30	1,928,846.45	2,469,216.95	741,732.12	968,443.45
COST OF GOODS SOLD	268,075.03	Cost of merchandise sold	278,701.01	280,748.21	254,028.76	225,367.30	187,623.72	170,805.52	186,169.33
NET REVENUE	1,710,393.40		1,419,704.72	1,674,454.47	1,111,820.54	1,703,479.15	2,281,593.23	570,926.60	782,274.12
EXPENSES									
PERSONNEL	487,855.93	4 FT staff; PT staff for gate and gift shop	423,216.05	389,473.57	426,947.51	317,860.07	266,119.49	279,473.43	325,055.67
MOTOR VEHICLE	300.00	Vehicle fuel & repairs	234.52	142.53	320.00	57.68	188.76	0.00	0.00
SUPPLIES & MATERIALS	28,270.00	Shop supplies (bags, shipping supplies, register tape) \$19K; Uniforms \$3.2K; Postage \$4.1K; Office supplies \$450; Bathroom & cleaning supplies \$800; Store fixtures \$600.	30,132.66	32,527.49	24,940.00	30,247.47	26,403.02	20,396.53	18,633.96
REPAIRS & MAINTENANCE	77,008.40	Gate and camera repair & maint \$17K; General building and equipment repair \$4K; Cabinets \$6K; Ventek maintenance agreement \$41K; Foyer Remodel \$6K; Pest control and misc. service contracts.	73,468.80	84,036.24	72,508.40	81,212.99	78,657.64	79,816.02	15,669.87
UTILITIES	24,655.85	Electricity \$8.7K; Water/sewer \$2.2K ; Trash fees \$2.7K; Internet \$7.3K; Phones \$3K; Propane for generator \$700.	27,090.82	26,958.58	26,086.71	25,194.71	26,722.70	27,152.08	25,824.34
INSURANCE	15,470.40	Worker's comp \$5.1K; Liability insurance \$1.7K; Fire fee \$7.2K; Property insurance \$1.5K; Auto insurance \$11.	9,119.55	8,415.03	9,130.90	7,721.86	7,238.37	8,885.20	9,525.38
ADVERTISING & PROMOTION	10,000.00	Island Treasures program	10,965.93	10,965.93	10,000.00	21,137.78	9,794.91	10,687.05	8,925.75
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	762.46	536.38
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	120.00	Authorize.net monthly fee	120.00	320.00	120.00	320.00	110.00	130.00	910.00
CONTRACTS	8,280.00	Shopify fees for online retail	6,655.91	6,686.20	8,280.00	6,703.18	21,994.96	11,026.52	6,734.97
BUILDING & EQUIPMENT RENTAL	1,100.52	Copier; Removing water cooler.	1,577.95	1,704.64	1,561.84	1,994.53	2,363.87	4,165.54	5,973.55
CREDIT CARD FEES & BANK FEES	239,407.74	Credit card processing fees and per transaction fees from gate company (\$55K).	226,853.18	240,562.60	206,271.82	237,558.24	193,277.88	104,801.61	97,954.31
PRINTING & PUBLICATIONS	0.00		0.00	80.00	0.00	1,132.00	1,379.99	16,616.64	114,016.56
EQUIPMENT PURCHASES <\$5K	0.00		251.99	2,878.03	4,000.00	2,859.14	0.00	3,801.95	6,895.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	892,468.84		809,687.36	804,750.84	790,167.18	733,999.65	634,251.59	567,715.03	636,655.74
OPERATING INCOME	817,924.56		610,017.36	869,703.63	321,653.36	969,479.50	1,647,341.64	3,211.57	145,618.38

Jekyll Island Authority - Camp Jekyll
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	229,725.20	Reimbursement by 4-H for Camp Jekyll	198,813.10	193,290.06	222,277.54	175,065.31	140,827.16	144,276.62	165,467.28
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	229,725.20		198,813.10	193,290.06	222,277.54	175,065.31	140,827.16	144,276.62	165,467.28
EXPENSES									
PERSONNEL	147,122.28	2 FT positions plus allocations for landscaping supervision of Camp Jekyll.	146,504.46	131,865.86	143,191.13	104,263.66	89,613.26	103,802.80	106,033.75
MOTOR VEHICLE	3,800.00	Gas & diesel for mowers and equipment	3,341.92	2,963.95	3,800.00	2,602.10	1,136.98	3,432.45	3,536.58
SUPPLIES & MATERIALS	33,250.00	Fertilizer \$12K; Grass seed & plants \$3K; Small tools \$1.9K; Uniforms \$950; Irrigation supplies \$4.5K; Sand & soil \$7.8K (mulch & top dressing); Landscape materials (fence railing \$3K).	22,093.86	26,293.21	41,300.00	28,051.18	16,723.78	14,273.94	28,894.49
REPAIRS & MAINTENANCE	8,967.16	General building repair \$4K; Maintenance of mowing equipment \$3.6K; Sprinkler inspection and lift maintenance \$1.4K.	4,965.46	7,800.04	8,350.00	14,105.58	13,126.69	4,194.24	4,550.42
UTILITIES	11,747.26	Electricity \$1.8K; Water/sewer for irrigation \$2K; Trash fees \$7.9K.	11,832.59	11,510.76	11,284.32	10,942.64	10,446.73	12,364.08	11,712.21
INSURANCE	19,938.50	Worker's comp \$2.6K; Liability insurance \$828; Property insurance \$16.5K.	9,466.28	9,740.88	9,452.09	10,001.28	7,500.72	5,028.43	6,052.83
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	2,400.00	Tree trimming of live oaks at soccer complex and Camp Jekyll.	0.00	0.00	2,400.00	0.00	1,600.00	0.00	3,450.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	2,500.00	Chainsaws, power pole pruner, blower & hedge trimmers.	1,531.89	4,038.75	2,500.00	5,098.87	679.00	1,180.68	1,237.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	229,725.20		199,736.46	194,213.45	222,277.54	175,065.31	140,827.16	144,276.62	165,467.28
OPERATING INCOME	0.00	All expenses reimbursed by 4-H	(923.36)	(923.39)	0.00	0.00	0.00	0.00	0.00

Jekyll Island Authority -Museum
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	2,922,961.55	Lease revenue \$1.1M; Concession sales \$614K; District tours \$500K; Motorcoach tours \$171K; Historic building rental \$74K; Admission fees for Mosaic \$57K; Allocation for Records mgmt. \$75K; Parking fees for historic preservation \$145K ; Holly Jolly Tours \$87.5K.	2,721,096.65	3,033,086.37	2,345,635.92	2,728,138.88	1,667,211.27	1,304,210.07	1,765,055.82
COST OF GOODS SOLD	300,860.00	Cost of merchandise sold	248,004.30	287,177.36	205,298.40	238,012.42	148,510.44	141,438.72	148,292.04
NET REVENUE	2,622,101.55		2,473,092.35	2,745,909.01	2,140,337.52	2,490,126.46	1,518,700.83	1,162,771.35	1,616,763.78
EXPENSES									
PERSONNEL	1,222,858.10	12 FT staff; requesting 1 Assistant Manager for gift shop; PT staff for tours and gift shop	1,050,324.48	994,470.59	1,025,736.70	801,242.54	626,256.12	700,727.96	696,215.95
MOTOR VEHICLE	5,225.00	Fuel for trams and 6 passenger cart; General repairs & maintenance.	3,811.99	4,611.21	2,866.45	3,841.30	2,035.95	2,547.45	10,366.32
SUPPLIES & MATERIALS	162,520.57	Archival & curatorial supplies \$5.8K; Special event supplies \$16.3K; Exhibits \$45K; Christmas décor \$57.5K; Bathroom supplies \$5.8K; Shop supplies \$8.5K; furniture \$11K; Office Supplies \$4.3K.	158,000.48	137,926.20	147,355.00	68,633.26	30,620.40	83,131.18	169,032.23
REPAIRS & MAINTENANCE	364,019.48	General Maint \$36K; Tiffany window conservation \$20K; Exterior painting \$102K; Indian Mound Porch \$40K; Gutters & Downspouts \$30K; Foundation - Ospo & Moss \$30K; Tabby Paving \$50K; Gate & Camera Repairs \$16.2K; Maintenance/Service Contracts \$39.2K.	404,374.88	391,814.58	393,305.04	365,988.77	134,180.77	281,410.59	239,124.59
UTILITIES	192,533.79	Electricity \$92K; Water/sewer \$66K; Trash fees \$24.6K; Telephone \$9.7K.	186,585.61	190,765.56	175,360.02	183,405.62	173,819.40	186,611.40	150,661.27
INSURANCE	152,990.09	Worker's comp \$17K; Liability insurance \$5.3K; Fire fee \$109K; Property insurance \$21.9K, Motor Vehicle insurance \$25.	102,454.17	102,951.39	102,603.33	92,583.92	84,968.57	88,007.39	79,986.52
ADVERTISING & PROMOTION	18,000.00	Sustaining marketing support for Mosaic.	17,176.63	16,569.04	18,000.00	14,331.60	6,625.81	(2,288.40)	68,034.56
TRAVEL	1,200.00	Mileage reimbursement to pick up artifacts or attend meetings or conferences.	2,500.00	0.00	2,200.00	0.00	0.00	2,284.75	11,310.26
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	49,205.20	Records software maintenance \$35.5K; Data hosting software \$5.2K; Association memberships.	48,419.08	48,362.02	48,723.24	11,910.12	8,404.23	3,942.96	7,992.00
CONTRACTS	329,000.00	Hollybourne Design Continuation \$44K; Hollybourne Fabrication \$125K; Holiday Lighting \$60K; Golf Course Consultant \$30K; Cottage Refurbishment \$25K.	222,654.65	114,088.33	268,000.00	54,476.24	103,140.93	52,959.49	33,346.08
BUILDING & EQUIPMENT RENTAL	18,832.67	Copier, manlift, 6-passenger cart; Rent for Remember When Gift Shop \$7.2K.	13,481.36	13,099.76	17,030.69	11,938.33	10,349.40	12,712.25	6,883.80
CREDIT CARD FEES & BANK FEES	25,902.65	Credit card processing fees	20,349.15	23,666.90	19,811.52	23,070.88	16,669.52	16,033.90	19,431.54
PRINTING & PUBLICATIONS	8,750.00	Graphics for Cottage Refurbishment \$5K; Miscellaneous Graphics \$2.5K.	9,778.43	12,391.73	8,841.20	9,905.49	5,098.50	3,674.37	1,227.86
EQUIPMENT PURCHASES <\$5K	2,000.00	Small equipment replacements	5,149.79	9,962.12	2,000.00	19,159.14	8,265.82	16,954.19	16,271.45
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,553,037.55		2,245,060.70	2,060,679.43	2,231,833.19	1,660,487.21	1,210,435.42	1,448,709.48	1,509,884.43
OPERATING INCOME	69,064.00		228,031.65	685,229.58	(91,495.67)	829,639.25	308,265.41	(285,938.13)	106,879.35

Jekyll Island Authority -Turtle Center
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	3,466,170.34	Adopt-a-turtle program & donations \$70K; Turtle Tag license plates \$44K; Memberships \$38K; Concession Sales \$1.7M; School & Education programs \$254K; Admission fees \$1.4M; Summer Camp Programs \$20K	3,197,482.56	3,199,924.05	3,033,031.25	3,605,771.13	2,817,348.13	2,230,710.99	2,662,115.53
COST OF GOODS SOLD	852,772.00	Cost of goods sold in gift shop	772,194.96	741,585.21	764,418.60	818,927.32	657,392.18	440,123.52	480,721.30
NET REVENUE	2,613,398.34		2,425,287.60	2,458,338.84	2,268,612.65	2,786,843.81	2,159,955.95	1,790,587.47	2,181,394.23
EXPENSES									
PERSONNEL	2,140,290.44	23 FT staff; requesting 1 FT Research Technician \$1.1M; PT and seasonal staff for educational programs and gift shop \$348K	1,790,879.04	1,611,679.58	1,873,765.93	1,438,273.24	1,411,410.36	1,403,089.84	1,320,991.82
MOTOR VEHICLE	8,446.66	Gas for van, ATVs; van repair & ATV repair	7,084.17	8,608.41	8,696.23	7,135.96	3,903.80	4,386.92	7,500.76
SUPPLIES & MATERIALS	149,009.56	Medications and supplies for treating sick turtles \$44K; Exhibit maintenance \$5K; Shop supplies \$22.3K; Turtle supplies \$40.3K; Education supplies \$14K ; Office supplies; Uniforms; lab supplies; Postage	148,173.53	174,981.92	153,937.81	164,345.51	152,389.66	146,847.03	192,505.71
REPAIRS & MAINTENANCE	50,088.07	General Repairs & Maintenance \$31K; Maintenance & service agreements \$18.8K.	48,550.00	54,008.00	65,009.10	42,967.40	62,877.36	97,775.31	96,862.10
UTILITIES	77,994.82	Electricity \$49.5K; Propane to heat pavilion \$800; Water/Sewer \$12K; Trash fees \$3.7K; Land lines & cell phones \$11.8K.	77,405.03	77,600.75	82,582.50	80,169.84	77,600.35	76,070.43	77,142.32
INSURANCE	52,255.67	Worker's Comp \$31K; Liability Insurance \$10K; Fire fees \$9.3K; Property insurance \$2K; Auto insurance	46,993.09	45,728.26	47,094.25	44,564.57	38,636.43	37,555.23	43,462.27
ADVERTISING & PROMOTION	2,100.00	Staff meetings, holiday giving campaign, summer programming ads, Events ads - Cold-Stunned Plunge; Turtles @ Twilight; Shell-a-brate/Turtle Crawl.	15,603.74	15,135.75	10,526.00	1,189.71	637.03	2,945.13	2,226.90
TRAVEL	9,660.00	Travel for staff for conferences and training; reimbursement for parking fees for people dropping off injured turtles	11,088.65	6,168.42	14,615.00	853.65	2,068.00	20,019.64	21,385.43
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	17,671.04	Registrations for conferences; Association dues; Training courses; Survey monkey; Mail Chimp; Adobe subscription; ISIS medical records subscription.	13,078.43	12,566.94	19,283.88	7,197.58	8,819.64	13,685.56	14,538.21
CONTRACTS	5,930.00	Diagnostic testing and miscellaneous labs; Decrease diagnostic need with new vet.	20,773.92	24,274.76	19,000.00	18,755.66	6,783.47	41,254.09	34,562.64
BUILDING & EQUIPMENT RENTAL	4,299.40	Copier & water cooler rental	4,938.13	3,833.39	5,769.72	3,799.06	3,603.29	5,974.96	7,195.46
CREDIT CARD FEES & BANK FEES	66,526.27	Credit card processing fees	65,708.84	67,288.48	54,492.38	66,131.35	38,305.83	37,125.38	44,737.42
PRINTING & PUBLICATIONS	2,000.00	Signs; photos; Summer program brochures; Miscellaneous printing.	5,130.69	7,589.69	6,069.82	9,228.88	3,638.00	7,647.31	19,940.57
EQUIPMENT PURCHASES <\$5K	10,540.00	Small equipment for hospital, research, education and gift shop \$6K; Salt water basin pump \$1K; Remote access monitors for education \$3.5K.	12,354.58	9,327.95	16,434.00	14,019.52	12,256.92	16,211.05	28,528.66
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,596,811.93		2,267,761.84	2,118,792.30	2,377,276.62	1,898,631.93	1,822,930.14	1,910,587.88	1,911,580.27
OPERATING INCOME	16,586.41		157,525.76	339,546.54	(108,663.97)	888,211.88	337,025.81	(120,000.41)	269,813.96

Jekyll Island Authority -Fire Department
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	2,067,834.00	Fire fees \$1.7M; ambulance service \$36K; contribution from Admin for Code Compliance Officer \$48K; allocation from parking fees for fire equipment fund \$175K and 911 dispatch fee \$62K	1,746,184.99	1,699,656.59	1,766,946.00	1,625,286.21	1,541,556.40	1,409,721.22	1,141,495.69
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	2,067,834.00		1,746,184.99	1,699,656.59	1,766,946.00	1,625,286.21	1,541,556.40	1,409,721.22	1,141,495.69
EXPENSES									
PERSONNEL	1,532,198.00	12 FT employees; balance of staffing is covered by PT employees (\$320K)	1,374,443.55	1,311,979.99	1,373,244.86	1,179,141.03	1,063,322.27	958,786.51	826,599.52
MOTOR VEHICLE	35,796.31	Gas, diesel and repairs for ambulance, fire trucks, pickup truck and ATV	25,634.00	32,904.98	28,037.82	37,299.69	26,606.66	36,814.31	25,833.03
SUPPLIES & MATERIALS	39,073.42	Firefighter supplies \$16K; uniforms \$7K; first aid supplies \$9.3K; bathroom & cleaning \$2.2K; office supplies, small tools, postage, office and bunk room furnishings.	32,938.50	32,780.46	33,677.52	32,648.33	25,943.02	33,244.73	21,686.92
REPAIRS & MAINTENANCE	25,948.40	General R&M for station and grounds \$1.9K; service contracts \$19.5K (software maint agreements, pest control, etc.); equipment R&M \$4.5K	19,522.45	27,461.90	23,472.40	25,930.51	28,438.71	20,637.42	15,999.74
UTILITIES	24,120.81	Electricity \$10K; water/sewer \$2.1K; trash fees \$2K; cable \$539; telephone \$8.4K	22,558.22	21,440.23	20,848.89	18,719.28	22,026.60	19,320.69	15,709.96
INSURANCE	24,345.07	Worker's comp \$15K; liability insurance \$5K; property insurance \$539; vehicle insurance \$536; fire fees \$2.9K	23,584.59	24,502.11	23,476.09	25,311.15	20,392.85	14,829.36	16,463.08
ADVERTISING & PROMOTION	2,940.69	Hosting local courses (instructor rooms, etc.); lunch meetings	3,189.47	2,940.69	1,000.00	551.22	683.35	857.02	368.36
TRAVEL	7,350.00	Travel for conferences & training for FT staff	5,101.24	4,142.19	5,310.00	3,735.43	2,359.26	2,492.83	1,972.84
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	51,603.68	Course registrations; 2 ambulance licenses \$3.9K; Everbridge system \$17.5K; scheduling & training software \$5.6K; membership dues; Planning & Inventory software \$12.5K	20,602.12	23,263.21	21,600.68	24,307.42	14,451.63	13,463.90	12,594.02
CONTRACTS	68,828.75	EMS billing fees \$4.4K; Glynn County Dispatch agreement \$62K; Grant writing service for equipment & staff \$2K; Fire break maintenance	50,928.99	51,008.38	52,398.75	27,037.37	3,715.62	5,992.44	929.70
BUILDING & EQUIPMENT RENTAL	2,543.26	Copier rental \$1.6K & oxygen tank rental \$960	2,168.16	2,543.26	1,800.00	2,512.52	4,630.27	2,862.06	1,750.36
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	2,252.13	Misc. printing needs & CPR cards for certification classes	3,087.11	2,252.13	2,174.55	655.95	1,523.12	2,126.84	1,913.39
EQUIPMENT PURCHASES <\$5K	4,300.00	Miscellaneous equipment replacement; Laptop for Billy Lartz	7,279.99	14,387.85	3,800.00	14,407.46	3,837.74	3,925.68	5,511.88
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,821,300.52		1,591,038.39	1,551,607.38	1,590,841.56	1,392,257.36	1,217,931.10	1,115,353.79	947,332.80
OPERATING INCOME	246,533.48	Amount to be set aside in Fire equipment fund (\$175K from parking for ladder truck; balance from operations)	155,146.60	148,049.21	176,104.44	233,028.85	323,625.30	294,367.43	194,162.89

Jekyll Island Authority -Roads & Grounds
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	1,200,865.45	Amount allocated from Parking fees to pay for Roads & Grounds expenses	1,069,049.93	1,058,738.47	1,086,322.76	1,036,467.12	1,188,919.80	1,415,720.95	1,226,670.86
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,200,865.45		1,069,049.93	1,058,738.47	1,086,322.76	1,036,467.12	1,188,919.80	1,415,720.95	1,226,670.86
EXPENSES									
PERSONNEL	679,683.72	9 FT staff and benefits	611,301.94	560,060.55	606,266.20	490,312.10	659,002.20	726,373.23	613,574.52
MOTOR VEHICLE	70,773.79	Gas and diesel for equipment and vehicles \$58K; vehicle repairs \$13K	66,352.75	70,617.15	54,876.73	54,942.95	48,189.37	61,009.49	58,200.13
SUPPLIES & MATERIALS	95,617.82	Christmas lights \$60K; uniforms \$1.5K; small tools \$6.3K; shop supplies \$5K; Cleaning Supplies \$20.8K	95,698.34	101,122.75	81,903.64	102,990.01	95,373.86	134,208.57	104,533.80
REPAIRS & MAINTENANCE	72,902.04	General building R&M \$21K; Roads & bike path repairs \$37.5K; general equipment R&M \$14K	78,262.02	102,662.67	72,902.04	109,552.07	75,970.30	54,435.87	139,659.90
UTILITIES	173,836.56	Electricity \$46.5K (street lights, parks, restrooms); water/sewer \$21.6K; trash fees \$105.8K (public areas)	166,512.51	164,041.57	163,236.67	158,597.78	156,755.30	154,812.09	116,638.53
INSURANCE	33,644.20	Worker's comp \$11.6K; liability insurance \$3.7K; vehicle insurance \$235; property insurance \$2.7K; fire fee \$15.3K	33,331.62	34,128.46	33,421.48	35,015.17	47,397.15	31,970.23	36,827.03
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		104.00	104.00	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	9.00
CONTRACTS	0.00		1,150.00	1,150.00	0.00	1,050.00	0.00	1,126.85	70.08
BUILDING & EQUIPMENT RENTAL	60,607.32	4 Manlifts for Christmas lights \$20K; Drum roller for trail work \$2.5K; Excavator lease \$37.4K	55,607.08	60,689.72	59,916.00	56,958.76	21,610.88	85,489.63	55,765.93
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	3,461.58	0.00	0.00
EQUIPMENT PURCHASES <\$5K	13,800.00	Grills, chainsaws, 12 picnic tables, small equipment; misc. equipment replacement \$4K	22,054.07	10,087.84	13,800.00	5,927.41	2,199.72	7,152.87	1,995.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	1,200,865.45		1,130,374.33	1,104,664.71	1,086,322.76	1,015,346.25	1,109,960.36	1,256,578.83	1,127,273.92
OPERATING INCOME	0.00	All expenses for this department are paid by Parking Fees	(61,324.40)	(45,926.24)	0.00	21,120.87	78,959.44	159,142.12	99,396.94

Jekyll Island Authority -Park Services
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	768,756.15	Amount allocated from Parking fees to pay for Park Services expenses	665,059.63	630,085.34	675,805.12	554,773.36	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	768,756.15		665,059.63	630,085.34	675,805.12	554,773.36	0.00	0.00	0.00
EXPENSES									
PERSONNEL	665,971.05	12 FT staff; includes benefits for FT staff	548,823.22	490,731.30	545,980.37	371,032.68	0.00	0.00	0.00
MOTOR VEHICLE	20,483.28	Gas for vehicles & equipment \$10K; vehicle repairs \$10K	18,089.48	19,931.41	19,065.12	18,317.89	0.00	0.00	0.00
SUPPLIES & MATERIALS	54,881.07	Bathroom supplies for public areas \$46.6K; uniforms \$5K; Furniture for new office \$2K	47,755.97	42,949.13	89,675.00	54,503.47	0.00	0.00	0.00
REPAIRS & MAINTENANCE	1,200.00	General equipment repairs and maintenance	932.84	1,295.75	0.00	1,671.81	0.00	0.00	0.00
UTILITIES	1,165.20	Cell phones for Managers	829.85	770.67	604.02	242.92	0.00	0.00	0.00
INSURANCE	20,476.32	Worker's comp \$15K; liability insurance \$5K; vehicle insurance \$64	18,367.36	19,013.10	18,430.61	19,722.08	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	2,529.23	Cushman Lease - Starts August 2023	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	2,050.00	Vacuum cleaners, blowers	1,339.99	2,797.93	2,050.00	2,607.94	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	768,756.15		636,138.71	577,489.29	675,805.12	468,098.79	0.00	0.00	0.00
OPERATING INCOME	0.00	All expenses for this department are paid by Parking fees.	28,920.92	52,596.05	0.00	86,674.57	0.00	0.00	0.00

Jekyll Island Authority -Landscaping
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	2,032,176.99	Wright Tree Service lease \$3K; Plant sales \$39.5K; Allocation from parking fees \$2M	2,063,631.07	1,865,750.63	2,088,515.82	1,671,451.57	1,374,741.43	1,582,356.64	1,448,283.36
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	2,032,176.99		2,063,631.07	1,865,750.63	2,088,515.82	1,671,451.57	1,374,741.43	1,582,356.64	1,448,283.36
EXPENSES									
PERSONNEL	1,398,580.52	23 FT employees; cost allocations to Camp Jekyll \$21K; PT staffing \$65K	1,184,625.04	1,074,337.11	1,447,115.05	947,726.71	957,821.75	895,035.00	1,011,283.96
MOTOR VEHICLE	39,767.14	Gas & diesel for vehicles & equipment \$30K; vehicle repairs \$10K	40,024.77	38,071.27	38,601.08	33,570.77	26,241.50	33,041.27	52,042.45
SUPPLIES & MATERIALS	286,372.05	Plants/seeds \$103K; sand/soil \$55K; chemicals/fertilizer \$45K; irrigation supplies \$27K; landscape & greenhouse materials \$34K; uniforms \$11K; small tools \$10K; shop supplies	303,542.96	305,123.86	296,523.72	246,177.73	178,567.65	141,826.28	181,320.40
REPAIRS & MAINTENANCE	48,302.50	General bldg. R&M \$7.5K; remodel greenhouse #5 \$18.5K; General equipment R&M \$15K	46,132.35	53,641.84	35,694.00	31,744.82	18,817.57	17,801.71	17,628.55
UTILITIES	113,671.32	Electricity \$60K; Propane \$4K; Water/sewer \$38K; trash fees \$11K; telephone \$1K	110,656.67	109,880.47	107,487.38	100,953.16	97,032.42	105,833.21	138,583.48
INSURANCE	42,832.34	Worker's comp \$30K; liability insurance \$10K; fire fee \$3K; vehicle insurance; property insurance	40,179.18	39,839.97	40,201.39	37,809.91	33,527.46	38,911.92	45,902.42
ADVERTISING & PROMOTION	1,000.00	Advertisements for plant sales	0.00	0.00	500.00	400.00	0.00	0.00	0.00
TRAVEL	2,000.00	ASLA conference	2,405.72	2,506.00	2,000.00	100.28	0.00	1,701.60	1,560.08
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	480.00	Conference registrations and association memberships	0.00	0.00	2,360.00	1,315.00	920.00	514.50	680.00
CONTRACTS	35,500.00	Coastal Greenery palm tree pruning	39,424.00	26,360.00	51,700.00	16,800.00	8,870.00	12,640.00	19,725.00
BUILDING & EQUIPMENT RENTAL	47,390.12	Hydraulic lift for trimming palm trees \$4K; mowing equipment lease and tractor lease \$42K	23,535.77	20,163.47	49,833.20	9,192.14	718.25	10,709.98	7,795.37
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	20.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	16,281.00	Misc. small equipment, edgers, trimmers, blowers, chainsaws, etc. \$6.5K; Brush grapple, Auger Head, Mower \$10K	7,708.16	10,050.75	16,500.00	26,930.39	3,312.61	2,991.46	9,533.53
INTEREST EXPENSE	0.00		0.00	0.00	0.00			0.00	0.00
TOTAL OPERATING EXPENSES	2,032,176.99		1,798,234.62	1,679,974.74	2,088,515.82	1,452,720.91	1,325,849.21	1,261,006.93	1,486,055.24
OPERATING INCOME	0.00	All expenses for this department are paid by Parking fees, plant sales and lease income.	265,396.45	185,775.89	0.00	218,730.66	48,892.22	321,349.71	(37,771.88)

Jekyll Island Authority -Landscape Planning
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	493,070.89	Tree Fund money to be applied against purchase of trees (\$20K); Parking fees allocated (\$473K)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	493,070.89		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EXPENSES									
PERSONNEL	311,105.32	3 FT Staff; 1 College Intern; Temporary Staffing Labor	91,942.39	87,854.71	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	4,830.00	Fuel and Repairs for vehicles and small equipment	248.36	248.36	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	115,310.00	Oyster shell, bulk soil & potting soil \$26K; Reforestation \$20K, Indian Mound landscape \$20K; Goodyear landscape \$15K; Purchase of teak benches \$9K; landscape materials \$9K	961.03	961.03	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	130.00	Fire extinguisher maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	582.60	Telephone expense	222.20	222.20	0.00	0.00	0.00	0.00	0.00
INSURANCE	5,102.97	Liability insurance (\$1.2K); Workmen's Comp Insurance (\$3.9K)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	2,000.00	ASLA Conference in Minneapolis - Cliff	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,610.00	ASLA Conference & Membership; ISA Membership; etc.	1,345.00	1,345.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	43,300.00	Tree Maintenance and Stump Grinding (\$24K); Removal of large oak at 9 Hayes (\$16K); Soil treatment of signature oaks (\$3.3K)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	4,000.00	Miscellaneous equipment for special projects	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	5,100.00	Chainsaw; Blower; Saws all with batteries; Heavy duty shelves to store equipment; Tool boxes for truck; Emergency saw.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	493,070.89		94,718.98	90,631.30	0.00	0.00	0.00	0.00	0.00
OPERATING INCOME	0.00	Expenses for this department are paid by Parking fees and reimbursement from Tree Fund	(94,718.98)	(90,631.30)	0.00	0.00	0.00	0.00	0.00

Jekyll Island Authority - Facility Maintenance
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	0.00		1,584.78	5,208.14	0.00	4,147.29	1,565.00	0.00	787.25
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	0.00		1,584.78	5,208.14	0.00	4,147.29	1,565.00	0.00	787.25
EXPENSES									
PERSONNEL	1,054,920.84	10 FT employees; requesting 2 new positions	879,416.19	807,612.73	906,723.60	726,208.50	601,195.55	652,831.87	714,356.05
MOTOR VEHICLE	18,224.87	Fuel for vehicles & equipment \$11K; vehicle R&M \$6K	16,767.73	18,224.87	12,500.09	16,617.92	12,371.37	10,430.37	15,263.75
SUPPLIES & MATERIALS	15,320.01	Uniforms \$3K; replacement hand tools \$9K; office supplies \$1K, shop supplies, first aid supplies, bathroom & cleaning supplies	12,807.65	16,443.95	8,342.81	14,773.48	9,627.36	10,005.59	7,958.90
REPAIRS & MAINTENANCE	46,342.50	General building R&M \$18K; Beach access repair \$10K; parking lot paint \$10K; Wharf repair \$3K; Equipment R&M \$2K; Maintenance agreements \$2K	27,534.47	26,443.80	48,082.50	61,239.25	42,291.87	27,442.94	50,116.64
UTILITIES	26,230.81	Electricity \$13K; water/sewer \$4K ; trash fees \$5K; telephone \$5K	24,632.73	24,918.18	24,439.72	24,914.74	23,828.65	23,836.54	24,246.39
INSURANCE	35,142.28	Worker's comp \$15K; liability insurance \$5K; vehicle insurance \$96; property insurance \$3K; fire fee \$12K	26,578.68	27,279.38	26,612.42	28,014.80	25,566.57	27,481.76	30,487.57
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	100.00	Travel to pick up pumps	148.63	216.45	100.00	117.82	200.68	1,471.95	66.49
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	4,315.50	Work order software subscription See-Click-Fix	3,102.50	6,774.02	1,510.00	5,181.52	0.00	4,017.32	4.50
CONTRACTS	0.00		0.00	0.00	0.00	0.00	250.00	0.00	50.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	825.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	12.66
EQUIPMENT PURCHASES <\$5K	5,700.00	Ladders, batteries and tool replacements	5,145.31	7,064.28	4,800.00	2,043.23	5,110.23	5,530.34	21,388.21
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,206,296.81		996,133.89	934,977.66	1,033,111.14	879,111.26	720,442.28	763,048.68	864,776.16
OPERATING INCOME	(1,206,296.81)		(994,549.11)	(929,769.52)	(1,033,111.14)	(874,963.97)	(718,877.28)	(763,048.68)	(863,988.91)

Jekyll Island Authority -Vehicle & Equipment Maintenance
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	1,500.00	Sale of scrap metal and equipment	2,534.14	10,132.42	1,000.00	10,024.28	3,816.70	10,293.77	287.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,500.00		2,534.14	10,132.42	1,000.00	10,024.28	3,816.70	10,293.77	287.00
EXPENSES									
PERSONNEL	508,086.71	7 FT employees; includes increases for possible certifications \$4.7K	454,797.17	442,596.61	435,540.26	392,232.17	360,156.57	397,322.89	368,584.36
MOTOR VEHICLE	24,400.00	Fuel and R&M for general fleet vehicles \$2K; General fleet repairs and inventory adjustments and pump for the wrecker \$22K	14,211.61	6,136.17	18,000.00	2,352.73	6,926.70	6,732.12	(22,300.23)
SUPPLIES & MATERIALS	18,353.69	Shop supplies (lubricants ,fittings, oil) \$10K; Uniforms \$4K; small tools \$4K	13,626.20	15,724.22	17,250.00	14,997.73	14,039.66	13,310.83	21,838.26
REPAIRS & MAINTENANCE	37,816.08	General building & equipment R&M \$15K; fuel tank inspection \$11K; garage management system \$8K; vehicle diagnostic service \$2K	30,903.01	27,543.18	33,741.08	29,138.75	31,414.43	28,653.00	23,014.31
UTILITIES	17,046.21	Electricity \$4K; water/sewer \$6K; trash fees \$5K; telephone \$1K;	15,836.62	15,441.76	16,301.16	15,519.73	14,046.47	14,505.19	15,597.78
INSURANCE	13,487.49	Worker's comp \$8K; liability insurance \$2K; property insurance \$634; fire fee \$3K; vehicle insurance	12,772.83	13,235.90	12,883.08	13,809.25	13,965.80	14,286.90	16,279.54
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	1,400.00	Travel for staff training and pickup or delivery of vehicles and equipment	1,113.62	1,265.11	1,400.00	1,138.21	30.62	1,406.66	358.16
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,772.00	Tag registration for vehicles; highway impact fees \$1.7K	3,047.10	1,495.10	1,772.00	208.00	1,246.50	1,286.00	5,277.19
CONTRACTS	0.00		36.00	36.00	0.00	0.00	240.50	3,040.25	500.00
BUILDING & EQUIPMENT RENTAL	0.00		232.25	232.25	0.00	933.10	880.85	0.00	163.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	237.32
PRINTING & PUBLICATIONS	62.32	Manuals & publications	37.32	0.00	62.32	0.00	0.00	22.99	1,619.56
EQUIPMENT PURCHASES <\$5K	1,800.00	Battery operated tool upgrades; tool set for service truck	3,092.41	9,671.40	3,600.00	8,661.31	827.35	5,329.09	8,345.79
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	624,224.50		549,706.14	533,377.70	540,549.90	478,990.98	443,775.45	485,895.92	439,515.04
OPERATING INCOME	(622,724.50)		(547,172.00)	(523,245.28)	(539,549.90)	(468,966.70)	(439,958.75)	(475,602.15)	(439,228.04)

Jekyll Island Authority -Water/Wastewater
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	1,782,528.70	7% increase in sewer fees (starting 1/1/24); water \$652K, sewer \$812K; water test fees \$1K, JIA water/sewer usage \$314K	1,728,580.11	1,815,518.75	1,655,808.30	1,796,033.19	1,813,166.43	1,678,116.59	1,335,751.14
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,782,528.70		1,728,580.11	1,815,518.75	1,655,808.30	1,796,033.19	1,813,166.43	1,678,116.59	1,335,751.14
EXPENSES									
PERSONNEL	875,484.17	10 FT employees	836,030.60	729,351.96	883,789.17	618,829.44	590,192.45	521,910.46	487,047.64
MOTOR VEHICLE	25,491.80	Fuel for vehicles, generator & equipment \$17K; Vehicle R&M \$8K	23,779.39	23,166.72	18,191.99	19,090.82	16,520.54	32,598.97	13,687.46
SUPPLIES & MATERIALS	106,094.96	Shop supplies \$40K; Chemicals \$29K; lab supplies \$24K; uniforms \$4.5K; office supplies, etc.	79,096.89	98,841.48	97,094.65	115,786.07	76,223.24	74,915.50	56,465.96
REPAIRS & MAINTENANCE	309,282.31	Building R&M \$11K; equipment R&M for motors, control systems, etc. \$49K; service contracts \$248K (includes water tank maint \$203K, required EPD testing, fuel tank testing, etc.); Roads & Grounds R&M \$1.2K	289,677.65	365,102.75	314,685.27	372,717.45	339,629.18	305,349.47	166,029.05
UTILITIES	136,023.63	Electricity \$96K; Water/sewer \$29K; fuel \$5K; telephone \$4K; trash fees \$2K	124,522.77	138,680.15	119,067.88	134,315.70	115,512.54	110,545.58	144,041.98
INSURANCE	161,847.30	Worker's comp \$13K; liability insurance \$4K; property insurance \$23K; fire fee \$121K; vehicle insurance \$907	74,044.36	80,707.85	80,001.28	81,483.58	75,447.07	75,431.83	74,231.24
ADVERTISING & PROMOTION	0.00		104.00	104.00	0.00	0.00	0.00	0.00	50.00
TRAVEL	3,100.00	On call mileage; travel for lab school and conference	1,008.25	771.00	3,100.00	1,498.59	2,301.70	2,242.10	1,521.16
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	6,876.86	Conferences, schools, memberships	4,916.86	4,480.81	6,876.86	5,810.81	4,198.86	6,150.89	6,425.00
CONTRACTS	73,800.00	Water master plan \$25K; Lead and copper study \$12.5K; USGS Salt water infiltration study \$7.7K; water & wastewater rate study \$25K	71,143.43	27,411.40	76,200.00	15,183.39	12,555.24	6,190.01	10,731.16
BUILDING & EQUIPMENT RENTAL	5,464.45	Copier rental and copy fees	2,500.29	4,296.78	1,898.88	4,036.17	2,218.76	1,414.84	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	198.94	0.00
EQUIPMENT PURCHASES <\$5K	3,700.00	(2) battery operated transfer pumps; Electric mud hog to replace current unit (\$3K)	5,990.49	632.10	5,850.00	2,685.27	8,167.97	6,950.06	23,684.16
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,707,165.48		1,512,814.98	1,473,547.00	1,606,755.98	1,371,437.29	1,242,967.55	1,143,898.65	983,914.81
OPERATING INCOME	75,363.22	Amount set aside for Water/Wastewater reserve funds to be used for future facility & equipment upgrades	215,765.13	341,971.75	49,052.32	424,595.90	570,198.88	534,217.94	351,836.33

Jekyll Island Authority -Sanitation
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	721,605.45	Residential and commercial trash fees \$349K (\$1.60 rate increase in curbside service and \$5.53 rate increase in backdoor service); JIA trash fees \$212K; Allocation from parking fee \$160K	599,196.69	611,776.53	596,055.87	618,252.42	570,704.92	562,196.28	543,115.51
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	721,605.45		599,196.69	611,776.53	596,055.87	618,252.42	570,704.92	562,196.28	543,115.51
EXPENSES									
PERSONNEL	279,932.91	3 FT staff; includes benefits	273,011.24	282,735.63	263,117.50	254,423.36	221,162.89	211,933.91	196,258.47
MOTOR VEHICLE	18,093.93	Fuel for vehicles and equipment \$7K; Routine vehicle maintenance and repairs \$11K (includes garbage truck repair)	17,697.54	16,381.13	15,000.00	19,761.98	12,075.72	30,560.58	31,702.28
SUPPLIES & MATERIALS	5,237.80	Cleaning Supplies and small tools. 30 or 96 gallon recycle bins replacement (\$4.5K)	4,961.00	165.50	5,548.80	651.48	674.80	958.80	1,761.67
REPAIRS & MAINTENANCE	1,000.00	General equipment R&M	600.00	2,296.73	1,000.00	2,296.73	661.01	221.49	613.87
UTILITIES	311.42	Water/sewer 7% increase in sewer base fees; no increase in water base or usage fees	1,391.54	311.42	2,455.00	298.92	1,749.98	268.26	291.42
INSURANCE	5,401.17	Worker's comp \$4K; liability insurance \$1K; vehicle insurance \$298	5,166.75	5,421.02	5,218.04	5,726.56	4,902.43	5,101.16	5,957.38
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	103.00	0.00	0.00	0.00
CONTRACTS	395,587.05	Waste Management, hauling/dumping fees (6.4% increase in Waste Management fees); Includes \$40K for grinding fees	405,021.40	410,200.93	358,925.00	355,056.56	287,610.16	248,486.68	381,671.16
BUILDING & EQUIPMENT RENTAL	16,041.17	Roll-off rental, screen rental for grinding project	12,086.17	16,358.09	10,000.00	17,781.50	4,690.00	90,824.40	8,684.98
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	721,605.45		719,935.64	733,870.45	661,264.34	656,100.09	533,526.99	588,355.28	626,941.23
OPERATING INCOME	0.00	Includes allocation of \$160K from Parking fees to cover cost of landfill grinding and trash pickup in public areas	(120,738.95)	(122,093.92)	(65,208.47)	(37,847.67)	37,177.93	(26,159.00)	(83,825.72)

Jekyll Island Authority -McCormick's Grill
FY2024 Budget

Location Leased out since FY2021

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	0.00		0.00	0.00	0.00	0.00	223,281.83	404,710.49	475,951.48
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	122,162.57	174,351.33	197,724.97
NET REVENUE	0.00		0.00	0.00	0.00	0.00	101,119.26	230,359.16	278,226.51
EXPENSES									
PERSONNEL	0.00		0.00	0.00	0.00	0.00	128,664.44	232,719.35	251,109.19
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	24,303.36	30,862.32	39,558.70
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	17,272.75	19,762.81	17,674.32
UTILITIES	0.00		0.00	0.00	0.00	0.00	31,188.10	37,164.50	41,559.74
INSURANCE	0.00		0.00	0.00	0.00	0.00	4,626.59	4,793.52	5,682.38
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	149.02
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	899.55	2,545.40	2,400.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	830.00	215.95	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	1,514.36	5,274.30	9,094.94
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	6,831.15	8,100.06	4,873.14
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	160.00	319.88	1,270.66
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	1,094.06	1,181.31	3,454.24
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		0.00	0.00	0.00	0.00	217,384.36	342,939.40	379,826.33
OPERATING INCOME	0.00		0.00	0.00	0.00	0.00	(116,265.10)	(112,580.24)	(101,599.82)

Jekyll Island Authority - Convention Center
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	5,234,538.00	Based on actual bookings plus estimated pickup business of \$666K; Sales are now exceeding Pre-COVID levels.	5,735,835.52	5,914,374.41	4,869,610.00	4,604,916.20	1,622,624.73	2,947,038.51	4,510,465.79
COST OF GOODS SOLD	551,700.29	Cost of food and alcohol sold	489,447.03	457,094.97	598,178.79	376,293.80	150,359.46	237,706.11	386,583.61
NET REVENUE	4,682,837.71		5,246,388.49	5,457,279.44	4,271,431.21	4,228,622.40	1,472,265.27	2,709,332.40	4,123,882.18
EXPENSES									
PERSONNEL	182,925.00	Temp staffing service labor and contract security services - wages higher; higher event volume	190,929.85	192,762.36	163,015.00	140,258.92	53,979.67	78,991.62	163,696.88
MOTOR VEHICLE	220.00	Gas for pressure washer and diesel for generator - no vehicle	15.00	0.00	230.00	0.00	337.08	141.31	692.52
SUPPLIES & MATERIALS	148,885.00	Food service supplies \$80K; linens \$25K; bathroom/cleaning supplies \$26K; uniforms \$6.5K; decorations \$7.5K; office supplies, flags, postage, small tools	133,058.73	163,790.54	117,554.00	161,272.20	44,388.72	58,562.04	100,516.29
REPAIRS & MAINTENANCE	526,393.79	Bldg. wash/paint \$245K; Bldg. supplies \$29.5K; Bldg. improvements \$40K; Door maintenance \$7K; Other general R&M \$49K; General equipment R&M \$81K; Service Contracts \$84K	370,217.51	324,026.00	320,629.96	207,996.08	108,583.54	136,903.03	143,465.83
UTILITIES	406,526.50	Electricity \$329K; fuel \$17K; water/sewer \$7.5K; trash \$30K; internet \$16K; telephone \$6.7K	403,858.24	384,087.62	335,129.20	336,311.83	224,828.85	320,812.33	321,933.71
INSURANCE	269,172.33	General liability insurance \$67K; fire fee \$172K; property insurance \$30.6K	233,172.45	232,275.61	191,606.41	181,994.87	185,224.93	194,317.45	187,059.10
ADVERTISING & PROMOTION	0.00	Help wanted ads	4,230.00	4,230.00	0.00	0.00	0.00	59.29	0.00
TRAVEL	0.00	SMG travel is included in contract expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	39,588.00	Software licensing; health inspections; alcohol license; organizational memberships; includes Event booking software, training & migration \$18K	15,545.99	15,545.99	17,104.00	18,514.35	11,258.40	15,273.45	14,253.77
CONTRACTS	2,241,231.86	Contract fee \$136K; SMG staff and benefits \$1.9M; incentive \$133K; Payroll processing \$37K	2,100,000.00	2,092,362.90	2,110,859.34	1,776,286.81	933,497.04	1,790,410.95	2,023,092.62
BUILDING & EQUIPMENT RENTAL	5,750.00	Copier, chair cleaner, Ecolab (dishwasher) rental	8,546.99	8,917.02	9,496.00	9,873.78	8,778.91	11,696.25	9,097.16
CREDIT CARD FEES & BANK FEES	8,000.00	Credit card processing fees	5,008.98	6,297.71	5,281.00	5,973.70	3,633.96	5,172.54	7,812.61
PRINTING & PUBLICATIONS	550.00	Business cards, drink tickets, etc.	1,121.05	1,101.05	60.00	26.00	813.01	12.48	281.29
EQUIPMENT PURCHASES <\$5K	13,000.00	General small equipment replacement	18,504.22	22,446.65	11,100.00	14,773.23	744.62	1,452.79	1,588.35
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,842,242.48		3,484,209.01	3,447,843.45	3,282,064.91	2,853,281.77	1,576,068.73	2,613,805.53	2,973,490.13
OPERATING INCOME	840,595.23		1,762,179.48	2,009,435.99	989,366.30	1,375,340.63	(103,803.46)	95,526.87	1,150,392.05

Jekyll Island Authority - Tennis
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	168,107.50	Memberships \$37K; tennis fees \$14K; Concession Sales \$24K; lessons \$37K; tournaments \$55K; repair income; equipment rental	157,757.33	153,793.58	150,858.85	142,873.17	154,180.32	110,120.69	124,768.30
COST OF GOODS SOLD	14,379.79	Cost of goods sold in tennis shop, estimated at 60% of sales based on history	13,026.07	13,026.07	8,496.22	9,000.79	7,132.74	5,696.16	9,273.06
NET REVENUE	153,727.71		144,731.26	140,767.51	142,362.63	133,872.38	147,047.58	104,424.53	115,495.24
EXPENSES									
PERSONNEL	69,449.76	Part time shop staff and court maintenance staff; Allocation from Admin for cost of Sr. Director of Amenities	71,646.71	78,450.30	57,478.93	65,688.00	41,184.46	38,634.73	41,921.29
MOTOR VEHICLE	600.00	Fuel for court equipment	560.66	168.07	900.00	668.64	818.25	307.98	179.47
SUPPLIES & MATERIALS	43,538.27	Tournament expenses \$39K (referees, shirts, trophies, etc.); Court materials \$2.5K; irrigation supplies, office supplies, nets, balls, postage	35,536.40	53,452.51	27,255.09	36,390.43	37,868.83	24,637.12	18,410.05
REPAIRS & MAINTENANCE	12,258.50	Building R&M \$9.8K; Service contracts \$2K (pest control; fire extinguisher service; camera inspection and service); Equipment R&M \$500	5,283.50	2,260.26	22,258.50	1,143.41	2,511.66	2,525.95	8,347.78
UTILITIES	23,989.99	Electricity \$4K; water/sewer \$11K; trash fees \$4K; cable/internet \$3K; telephone \$2K	23,594.16	22,655.02	25,368.99	24,449.05	22,473.11	27,634.87	26,401.28
INSURANCE	2,105.47	Property insurance \$318; fire fees \$1.8K	1,562.97	1,565.19	1,562.87	1,567.33	1,553.65	1,553.77	1,459.32
ADVERTISING & PROMOTION	5,000.00	Marketing expense	3,000.00	0.00	9,000.00	0.00	6,000.00	12,184.14	3,814.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	621.00	Tournament sanction fees	99.00	0.00	621.00	0.00	107.89	99.00	0.00
CONTRACTS	93,968.98	Tennis pro \$45K; Active network fees \$2.4 K; Tournament Director \$17K; Lessons paid to Tennis Pros \$30K.	80,538.43	82,865.17	77,369.14	74,615.75	103,018.87	70,389.01	77,247.62
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	472.23	0.00	0.00
CREDIT CARD FEES & BANK FEES	3,152.02	Credit card processing fees; estimated at 75% of sales at 2.5% rate	2,518.01	2,107.58	2,828.60	2,059.74	2,000.95	1,656.41	1,793.78
PRINTING & PUBLICATIONS	0.00		100.19	100.19	0.00	0.00	0.00	0.00	12.66
EQUIPMENT PURCHASES <\$5K	500.00	Miscellaneous small equipment replacements	0.00	0.00	500.00	0.00	1,176.83	0.00	199.89
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	255,183.99		224,440.03	243,624.29	225,143.12	206,582.35	219,186.73	179,622.98	179,787.14
OPERATING INCOME	(101,456.28)		(79,708.77)	(102,856.78)	(82,780.49)	(72,709.97)	(72,139.15)	(75,198.45)	(64,291.90)

Jekyll Island Authority - Mini-Golf, Bikes & Playground
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	506,448.90	Concession sales \$36K; bicycle rentals \$149K; Mini-golf admission fees \$322K; Proposed 12% price increase for mini-golf in FY24	471,935.87	471,854.58	415,158.63	514,296.22	489,600.07	285,634.60	375,624.04
COST OF GOODS SOLD	16,744.00	Cost of concessions sold	14,063.74	15,181.63	13,872.97	15,207.66	10,690.96	11,224.45	12,948.00
NET REVENUE	489,704.90		457,872.13	456,672.95	401,285.66	499,088.56	478,909.11	274,410.15	362,676.04
EXPENSES									
PERSONNEL	120,443.54	Managed by Golf Dept; allocation of 20% of Golf Pro's salary and 5% of Director of Amenities salary; Guest service staff is all PT \$98.5K	109,701.77	106,434.69	105,259.28	94,094.44	72,118.81	65,897.41	80,231.71
MOTOR VEHICLE	470.00	Gas and general repairs and maintenance for truck at bike barn	236.84	385.05	0.00	207.05	122.72	10.49	274.35
SUPPLIES & MATERIALS	6,666.06	Putters, balls, helmets, bells for bikes; uniforms; small tools	6,101.14	4,847.65	6,656.32	4,324.49	4,695.62	7,220.00	10,366.89
REPAIRS & MAINTENANCE	12,450.50	General maintenance \$5K; mulch for playground \$5K; Bicycle repairs \$1K; service contracts \$1.4K (pest control, camera inspections)	6,916.11	55,912.75	16,685.50	61,564.54	4,144.80	3,987.31	8,839.97
UTILITIES	7,745.93	Electricity \$2K; water/sewer \$347; trash \$3.5K; internet \$1.3K; telephone \$580	8,286.06	7,554.73	8,783.74	7,720.79	9,231.37	8,720.25	9,434.02
INSURANCE	750.39	Fire fees \$626; property insurance \$124	922.24	931.56	914.60	933.24	909.20	909.28	854.00
ADVERTISING & PROMOTION	6,000.00	Advertising and social media expenses	5,000.00	0.00	6,000.00	1,250.00	0.00	128.07	2,893.01
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	250.00	Bicycle license	250.00	250.00	0.00	0.00	250.00	250.00	(250.00)
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	9,495.92	Credit card processing fees; based on 75% of revenues at 2.5% rate	10,872.90	12,820.23	7,784.22	13,230.90	10,376.15	6,374.09	7,693.40
PRINTING & PUBLICATIONS	1,210.83	Bike forms, score cards	59.00	1,210.83	715.31	1,541.94	1,037.42	656.31	2,853.98
EQUIPMENT PURCHASES <\$5K	11,000.00	Adult bikes & kids bikes	10,000.00	12,385.00	10,000.00	12,385.00	11,579.89	(689.30)	13,991.89
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	176,483.17		158,346.06	202,732.49	162,798.97	197,252.39	114,465.98	93,463.91	137,183.22
OPERATING INCOME	313,221.73		299,526.07	253,940.46	238,486.69	301,836.17	364,443.13	180,946.24	225,492.82

Jekyll Island Authority - Summer Waves
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	3,526,075.20	Admission fees \$2.5M; Annual passes \$233K; Concession sales \$197K; cabana rentals \$220K (added 2 in FY24); locker rental \$113.5K; group sales \$140.5K; Lease revenue \$93K	3,395,025.35	3,554,626.87	2,969,286.33	2,962,144.34	2,254,496.55	1,627,568.49	2,666,042.20
COST OF GOODS SOLD	96,747.85	Cost of merchandise sold budgeted at 49% of Concession Sales based on history	92,963.17	109,486.81	73,772.31	91,780.12	69,576.99	54,621.00	49,481.61
NET REVENUE	3,429,327.35		3,302,062.18	3,445,140.06	2,895,514.02	2,870,364.22	2,184,919.56	1,572,947.49	2,616,560.59
EXPENSES									
PERSONNEL	1,005,675.81	3 FT staff; requesting 1 FT Aquatics Manager; Seasonal staff \$602K; bonus program for seasonal staff \$18.5K; GSP (security) and temp service labor \$18K	749,387.96	630,953.79	823,786.74	537,123.56	477,417.10	432,034.06	525,125.69
MOTOR VEHICLE	955.00	Fuel for pumps and equipment	1,074.68	891.28	911.41	735.58	767.23	1,285.31	453.67
SUPPLIES & MATERIALS	256,000.00	Chemicals for pools \$96K; bathroom/cleaning supplies \$11K; waterpark supplies (life jackets, tubes, rescue tubes) \$46K; uniforms \$16K; Replacement park table and chairs \$55K; office supplies; tools, etc.	224,667.52	246,337.15	192,565.00	184,699.72	130,794.05	118,952.77	123,834.41
REPAIRS & MAINTENANCE	342,686.41	General park/slide maint \$132K; sandblast Nature's tower \$30K; Paint park buildings \$30K; Roof on Natures tower \$20K; Rec-dec \$10K; Equipment R&M \$60K; concrete & lighting repair \$38K	381,828.82	344,728.14	378,120.54	366,347.28	128,313.80	250,310.47	319,700.33
UTILITIES	253,867.47	Electricity \$204K; water/sewer \$39K; internet \$7.3K; telephone \$3K	245,808.83	264,295.84	232,441.88	240,419.31	235,727.87	223,803.69	231,470.76
INSURANCE	26,864.49	Worker's comp \$5K; liability insurance \$1.7K; property insurance \$3K; fire fee \$16.9K	10,827.19	11,020.06	10,835.71	11,221.44	10,511.23	10,585.56	11,122.36
ADVERTISING & PROMOTION	100,000.00	Summer Waves specific advertising	102,612.80	70,226.79	100,000.00	69,607.53	53,475.00	58,526.32	100,901.95
TRAVEL	4,000.00	IAAPA Show in Orlando; World Water Park Show	0.00	(571.54)	2,000.00	237.72	0.00	4,632.61	681.44
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	4,066.24	Health & ride inspections; Splash Radio; ASCAP fees; BMI fees; Lifeguard trainer certification	3,546.24	2,689.99	3,166.24	2,189.99	1,070.00	4,059.43	2,028.00
CONTRACTS	117,508.00	General Manager contract & incentive; Trash compactor svc \$11K	115,984.46	117,967.45	118,387.04	110,001.01	102,654.54	88,892.64	91,284.25
BUILDING & EQUIPMENT RENTAL	27,475.00	Copier \$3K; CO2 tank rental \$1.2K; chemical tank rentals; heavy equipment for repairs; trash compactor rental \$3.3K	22,815.09	27,840.75	19,275.88	54,066.34	30,126.88	25,270.21	5,573.95
CREDIT CARD FEES & BANK FEES	37,346.63	Credit card processing fees; Based on 45% of sales (excluding lease fees & uniforms) at 2.5% rate	36,383.89	24,564.38	34,060.75	17,388.49	9,681.95	22,850.97	28,435.90
PRINTING & PUBLICATIONS	4,807.68	Tickets; handouts; new signs	7,584.00	4,807.68	8,000.00	4,765.68	8,862.46	5,539.78	3,614.06
EQUIPMENT PURCHASES <\$5K	4,900.00	Chlorine pump \$3.2K; Card printer for membership cards \$1.7K	14,985.15	14,534.40	9,900.00	4,482.72	9,092.98	5,251.81	22,230.20
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,186,152.73		1,917,506.63	1,760,286.16	1,933,451.19	1,603,286.37	1,198,495.09	1,251,995.63	1,466,456.97
OPERATING INCOME	1,243,174.62		1,384,555.55	1,684,853.90	962,062.83	1,267,077.85	986,424.47	320,951.86	1,150,103.62

Jekyll Island Authority - Campground
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	3,007,725.46	Site rental \$2.6M; Concession sales \$199K; Propane sales \$22.8K; Bike Rentals \$15K; washing machines \$12K; camping fees (pet fee, late check out fees, etc.) \$180K; new section expected to open in January.	2,676,352.13	2,786,900.06	2,294,937.00	2,399,520.23	2,202,598.66	1,707,327.35	1,611,348.01
COST OF GOODS SOLD	113,055.18	Cost of merchandise and propane sold	98,583.21	87,169.17	93,473.20	82,674.59	86,879.71	75,142.28	67,867.25
NET REVENUE	2,894,670.28		2,577,768.92	2,699,730.89	2,201,463.80	2,316,845.64	2,115,718.95	1,632,185.07	1,543,480.76
EXPENSES									
PERSONNEL	407,490.77	4 FT employees; Requesting 1 additional grounds keeper for new campsites opening in January; PT guest services staff	350,656.08	342,103.08	345,478.44	278,180.48	235,252.50	261,101.85	252,135.79
MOTOR VEHICLE	1,998.33	Fuel and general R&M	2,481.18	1,874.18	2,585.97	1,690.31	1,229.88	1,676.43	4,209.50
SUPPLIES & MATERIALS	29,366.34	Bathroom/cleaning supplies \$12K; office supplies \$6K; shop supplies \$7K; uniforms \$3K; small tools, bird seed	23,959.98	22,472.67	31,397.23	26,898.66	22,257.93	33,550.57	32,105.99
REPAIRS & MAINTENANCE	16,431.50	General building R&M \$6K; Road repairs \$6K; general equipment R&M \$3K; maintenance contracts \$1.4K	13,005.40	8,367.67	16,431.50	13,561.82	15,911.85	17,217.43	34,782.52
UTILITIES	269,303.30	Electricity \$167K; water/sewer \$43K; internet & cable \$52K; telephone \$2.5K; propane \$4.7K. Expenses are expected to be higher due to adding 50 new campsites in January.	247,349.47	248,904.88	258,972.95	262,837.44	265,485.75	242,151.47	230,966.80
INSURANCE	14,118.14	Worker's comp \$6.4K; liability insurance \$2K; property insurance \$857; fire fee \$4.7K; vehicle ins \$32	8,118.54	8,365.66	8,151.21	8,645.47	7,713.43	7,812.64	7,149.41
ADVERTISING & PROMOTION	30,000.00	Good Sam Publication advertising \$10K; Advertising for new sites \$20K	9,768.00	9,817.76	10,000.00	9,482.32	9,103.25	86.17	153.19
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	1,425.10	1,091.93
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	535.00	Health inspection fee	970.00	535.00	535.00	535.00	535.00	1,500.00	1,620.00
CONTRACTS	33,376.08	Tree trimming & stump grinding \$14K; trash compactor svc \$19K	19,943.37	14,460.15	33,376.08	15,421.11	7,000.00	23,423.97	25,790.83
BUILDING & EQUIPMENT RENTAL	22,268.94	Liberty roll off dumpster \$9.4K; Trash compactor rental \$6.6K; UTV rental \$3K	5,599.29	2,989.72	17,376.92	5,772.49	9,169.85	8,598.93	3,851.01
CREDIT CARD FEES & BANK FEES	132,000.00	Credit card processing fees	124,955.04	124,649.51	41,882.60	55,378.64	40,193.92	30,658.34	33,562.94
PRINTING & PUBLICATIONS	700.00	Miscellaneous printing	352.65	52.65	1,200.00	337.13	3,209.64	10,482.67	12,638.23
EQUIPMENT PURCHASES <\$5K	1,000.00	Fire rings	4,477.16	4,959.16	1,000.00	1,993.13	519.79	6,782.44	16,176.08
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	958,588.40		811,636.16	789,552.09	768,387.90	680,734.00	617,582.79	646,468.01	656,234.22
OPERATING INCOME	1,936,081.88		1,766,132.76	1,910,178.80	1,433,075.90	1,636,111.64	1,498,136.16	985,717.06	887,246.54

Jekyll Island Authority - Golf
FY2024 Budget

	Budget FY2024	Comments	Projected FY2023	Rolling 12 months	Budget FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES									
GROSS REVENUES	2,557,116.99	Memberships \$621K; greens fees \$663K; golf cart rentals \$434K; golf card sales \$76K; concession sales \$368K; tournament \$225K; Driving range \$64K; Lease income \$82K (Estimated 10% reduction in revenues due to the closure of 1 course in FY24)	2,914,214.65	3,023,465.59	2,859,252.09	3,122,141.61	2,525,223.81	1,806,822.53	2,096,865.30
COST OF GOODS SOLD	220,927.84	Cost of merchandise sold; estimated at 60% based on history	236,101.33	231,518.25	217,574.77	251,028.34	237,282.81	137,490.41	179,812.98
NET REVENUE	2,336,189.15		2,678,113.32	2,791,947.34	2,641,677.32	2,871,113.27	2,287,941.00	1,669,332.12	1,917,052.32
EXPENSES									
PERSONNEL	2,000,036.26	Golf has 4 FT staff; GCM has 18 FT staff; temp service staffing \$27.6K	1,688,188.73	1,509,712.34	1,796,520.34	1,428,312.31	1,262,803.09	1,253,458.20	1,338,481.89
MOTOR VEHICLE	65,657.11	Gas and diesel for equipment and vehicles \$65K; general vehicle R&M \$300	55,718.22	65,115.32	48,717.74	55,315.09	30,046.30	34,158.76	43,979.42
SUPPLIES & MATERIALS	650,823.74	Chemicals/fertilizers \$471K; irrigation supplies \$22K; uniforms \$6.7K; overseeding \$45K; sand/soil \$22.6K; golf course supplies \$24.8K; Special events supplies - Paulk Cup tournament \$29.4K	664,147.64	614,245.00	659,527.33	522,702.66	437,190.01	444,410.87	549,471.48
REPAIRS & MAINTENANCE	107,134.20	General R&M \$10.2K; cart path repairs & bench repair kits \$9K; General equipment R&M \$72K; Service contracts \$16K (A/C maint; pest control; Waste2Water; Trackman system)	116,953.79	134,480.34	105,202.00	123,520.41	150,209.00	67,785.64	93,732.80
UTILITIES	113,427.23	Electricity \$74K; water/sewer \$13K; trash fees \$17.5K; internet \$4K; telephone \$4.8K	105,223.27	108,465.91	107,909.07	108,459.97	100,264.89	105,434.17	99,105.14
INSURANCE	76,804.81	General liability insurance on carts and equipment \$10K; Liability insurance \$9K; Workers comp \$28K; fire fees \$23.5K; property insurance \$5.7K	64,583.42	65,962.56	64,815.82	67,135.12	61,191.20	61,531.14	65,214.11
ADVERTISING & PROMOTION	10,444.28	Golf-specific advertising and Facebook ads	7,944.28	1,824.28	8,320.00	1,000.00	15,400.00	667.40	3,426.56
TRAVEL	5,000.00	PGA show; National conference; chapter meetings, travel for training	5,000.00	2,747.26	5,000.00	700.22	0.00	4,452.94	1,782.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	8,092.00	PGA dues; US Golf Assoc; Walter Travis Society; Audubon certification	7,598.27	7,688.27	7,902.00	5,803.00	5,413.00	6,907.00	4,532.00
CONTRACTS	4,000.00	Tree/stump work	4,000.00	4,995.00	4,000.00	4,995.00	2,787.71	21,789.55	19,304.07
BUILDING & EQUIPMENT RENTAL	547,433.54	Copier rental; golf cart lease with GPS feature \$278K; Golf cart utility vehicles, equipment leases, and rentals for path maintenance	529,563.32	519,649.51	510,859.72	484,885.82	469,615.33	434,815.40	374,857.87
CREDIT CARD FEES & BANK FEES	47,233.44	Credit card processing fees (75% of sales at 2.5% fee)	66,057.57	74,329.27	52,737.70	64,987.22	46,071.70	32,722.03	42,018.58
PRINTING & PUBLICATIONS	2,120.00	Printing tickets, registration, program course signs, golf tickets, etc.	6,786.37	8,889.21	768.23	8,624.68	2,691.94	3,327.20	1,765.82
EQUIPMENT PURCHASES <\$5K	10,280.00	General Small equipment replacement - Golf Course Maint \$5.6K; rental clubs \$5K	30,078.52	25,652.76	23,280.00	6,597.26	7,134.73	7,253.51	8,690.97
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,648,486.61		3,351,843.40	3,143,757.03	3,395,559.95	2,883,038.76	2,590,818.90	2,478,713.81	2,646,362.71
OPERATING INCOME	(1,312,297.46)		(673,730.08)	(351,809.69)	(753,882.63)	(11,925.49)	(302,877.90)	(809,381.69)	(729,310.39)



Jekyll Island Authority Hiring Incentive Plan

Effective: 7/1/2023

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 FY24:

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

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

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

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

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

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

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

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



Jekyll Island Authority Goal Based Incentive Plan

Effective: 7/1/2023

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 FY24

The goal-based plan is developed to encourage the department Managers, Assistant Managers and Directors to manage multiple aspects of their budget including revenue, cost of goods sold %, labor % and total expenses.

Manager and Assistant Manager positions are eligible for the goal-based incentive plan as listed below:

- Guest Information Center Manager & Assistant Manager
- GSTC Gift Shop Manager
- Life is Good Manager
- Museum Gift Shop Manager
- Remember When Manager
- Museum Tours Manager
- Summer Waves Sales & Operations Managers
- Campground Manager & Assistant Manager
- Assistant Golf Pro
- Mini-golf Manager

Director positions eligible for the goal-based incentive plan:

- Director of Retail Operations
- Director of Golf
- Director of Historic Resources

This incentive is available to salaried Managers, Assistant Managers and Directors for the retail shops or amenity locations listed above. The incentive is not available to hourly or part time Managers or Assistant Managers.

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

- The Manager, Assistant Manager and Director positions will be eligible for an incentive payment as noted below. Potential incentive amounts available are as follows: 100%=\$5,000.00; 50% = \$2,500.00; 25% = \$1,250.00.
 - Guest Information Center – Manager 100%; Assistant Manager 50%; Director of Retail 25%
 - GSTC Gift Shop – Manager 100%; Director of Retail 25%
 - Life is Good – Manager 100%; Director of Retail 25%

CORRECTED 7/14/2023

- Museum Gift Shop – Manager 100%; Director of Retail 25%
 - Remember When Gift Shop – Manager 100%; Director of Retail 25%
 - Museum Tours – Manager 100%; Director of Historic Resources 25%
 - Summer Waves Gift Shop – Director of Retail 100%
 - Summer Waves Operations – Operations Manager 100%; Revenue Manager 100%
 - Campground – Manager 100%; Assistant Manager 50%; Director of Retail 25%
 - Golf – Assistant Golf Pro 100%; Director of Golf 25%
 - Mini-golf Manager 100%
- To be eligible for the incentive amounts noted above, Actual Net Income must reflect a favorable variance from the Budgeted Net Income of at least 5% for the fiscal year.
 - For departments with retail sales, the goals are broken down into 4 sections each worth 25% of the eligible incentive amount. For departments without retail sales, the allocation for the 3 applicable sections are worth 33% each of the eligible bonus amount.
 - 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: The maximum incentive payment allowed for each employee is \$5,000.00 per year. The incentive shall be awarded in the fall of each year between August and November for the prior fiscal year. Payments will be included as bonus pay in the pay period issued and will be taxed accordingly. Bonus pay shall not be included as earnable compensation for determining retirement benefits.

Eligibility:

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

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

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



Jekyll Island Authority Performance Incentive Plan

Effective: 7/1/2023

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 FY24

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

- Accomplishing and exceeding expectations on major projects or initiatives established by division director and/or immediate supervisor.
- Participation in or completion of a project with significant impact to one or more JIA operation processes.
- Significant cost saving or cost avoidance realized beyond normally expected or established standards.
- 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.
- Contribution that clearly and significantly impacts the accomplishment of important or critical business operational goals, deliverables and/or timeline.

Eligibility:

- Employees recommended for performance incentive pay must be in active employment.
- Employees must have had at least "met expectations" on their last performance review and/or there are no current or ongoing performance issues.
- 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.
