



**Finance Committee Meeting- FY 2025 Budget
Jekyll Island Authority Board of Directors**

**Agenda
Tuesday, June 4, 2024
9:30 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 Monday, June 3rd 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/authority/board-directors/>

Chairman, Dale Atkins - Call to Order

I. Finance Committee

Mr. Bill Gross, Chair

- A. Review of the Fiscal Year 2025 Proposed Budget – Mark Williams, Executive Director and Marjorie Johnson, Chief Financial Officer
 - 1. Operating Expenses
 - 2. Capital Equipment and Projects Requests
 - 3. Incentive Plans – Jenna Johnson, Human Resource Director

- B. Committee Consideration of the Fiscal Year 2025 Proposed Budget – Bill Gross, Chair, Finance Committee

IV. Committee of the Whole

Dale Atkins, Chair

Adjournment

PROPOSED BUDGET

Jekyll Island Authority *Proposed Fiscal Year 2025 Budget Summary*



PROPOSED BUDGET

**Jekyll Island Authority -Consolidated
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|----------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 47,741,156.32 | Business leases \$6.5M; Parking fees & Annual passes \$7M; H/M tax \$3.7M; Concessions \$5M; Food & beverage \$3.4M; Admission fees \$4.3M; Campsite rental \$2.7M; Green fees & carts \$1.4M | 47,290,736.30 | 47,658,683.85 | 44,282,064.48 | 44,789,747.00 | 41,200,067.01 | 32,458,103.96 | 28,106,608.47 | 31,701,259.43 |
| COST OF GOODS SOLD | 3,233,988.73 | Cost of merchandise, food, beverage and fuel sold | 2,758,233.98 | 2,684,620.52 | 2,849,489.60 | 2,875,840.66 | 2,492,046.81 | 2,000,631.00 | 1,643,418.02 | 1,889,105.88 |
| NET REVENUE | 44,507,167.59 | | 44,532,502.32 | 44,974,063.33 | 41,432,574.88 | 41,913,906.34 | 38,708,020.20 | 30,457,472.96 | 26,463,190.45 | 29,812,153.55 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 22,676,519.00 | FT labor \$12M; PT labor \$2.5M; staffing service labor \$316K; Health insurance \$3.2M; Retirement \$3.6M; FICA \$953K; Employee development \$93K; Unemployment insurance \$22K | 19,752,210.93 | 18,913,400.16 | 20,786,943.63 | 17,263,685.83 | 14,806,786.75 | 12,445,581.01 | 12,525,004.68 | 12,667,952.32 |
| MOTOR VEHICLE | 334,894.71 | Fuel for vehicles & equipment \$231K; R&M of vehicles and ATV's \$104K | 329,374.55 | 308,493.06 | 355,231.59 | 310,633.82 | 280,358.20 | 195,191.86 | 271,446.00 | 256,276.65 |
| SUPPLIES & MATERIALS | 2,418,820.85 | Chemicals & Fertilizers \$610K; Special Event supplies \$228K; Plants & Seeds \$157K; Bathroom/cleaning supplies \$186K; decorations \$141K; shop supplies \$150K; Sand & Soil \$114K | 2,476,336.34 | 2,248,513.07 | 2,622,605.34 | 2,303,366.76 | 1,961,292.41 | 1,426,580.90 | 1,583,258.23 | 1,850,740.96 |
| REPAIRS & MAINTENANCE | 2,149,009.62 | Building/Structure R&M \$875K; Roads/Grounds R&M \$163K; Equipment R&M \$476K; Service Contracts \$635K (Water tower maint; equipment svc agreements) | 2,344,495.28 | 2,833,661.78 | 2,272,447.74 | 2,438,286.35 | 2,082,278.63 | 1,401,330.25 | 1,647,083.47 | 1,575,951.94 |
| UTILITIES | 2,254,211.06 | Electricity \$1.4M; heating/cooking fuel \$32K; water/sewer \$303K; trash \$319K; internet/cable \$114K; telephone \$112K | 2,236,945.32 | 2,193,636.24 | 2,116,948.41 | 1,994,325.89 | 1,960,652.69 | 1,847,839.05 | 1,931,185.39 | 1,907,796.12 |
| INSURANCE | 1,436,455.67 | Worker's comp \$267K; liability ins \$228K; property ins \$237K; vehicle ins \$4K; fire fee \$642K; other insurance \$57K (Cyber ins, business interruption, All-Risk insurance) | 1,385,270.83 | 1,380,430.39 | 1,405,718.60 | 1,023,602.79 | 933,780.23 | 851,416.04 | 840,637.79 | 879,553.88 |
| ADVERTISING & PROMOTION | 1,456,733.58 | Brand & advertising \$773K; Public Relations \$131K; 31-81 Magazine \$330K; BGIVB \$100K; Group promotions & meetings \$57K; Event promotions \$58K | 1,395,691.40 | 1,335,863.91 | 1,406,423.53 | 1,381,955.70 | 993,936.58 | 461,173.65 | 785,625.44 | 1,504,226.52 |
| TRAVEL | 88,675.00 | Staff travel for meetings and conferences; includes travel expense for Board. | 57,291.86 | 47,086.50 | 83,540.00 | 68,026.04 | 37,317.70 | 18,948.68 | 80,849.90 | 96,432.71 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 673,451.14 | Professional associations; training registration fees; software subscriptions; web hosting | 671,953.27 | 553,135.50 | 671,331.43 | 458,917.76 | 320,359.73 | 234,891.56 | 247,869.72 | 232,089.56 |
| CONTRACTS | 4,584,605.80 | SMG contract and staffing \$2M; Special events \$175K (entertainment, fireworks, etc.); Sanitation \$412K; Legal services \$286K; Hollybourne exhibit fabrication \$125K; other (payroll processing, IT services, etc). | 4,743,614.91 | 4,264,212.65 | 4,721,996.44 | 4,329,769.81 | 3,223,226.91 | 2,178,409.10 | 3,010,864.34 | 3,292,477.64 |
| BUILDING & EQUIPMENT RENTAL | 853,058.55 | Golf cart lease; equipment leases; equipment rental for maintenance and events; copiers; compactors | 884,890.11 | 873,319.46 | 860,465.89 | 835,192.30 | 704,852.58 | 610,449.15 | 810,302.49 | 619,899.50 |
| CREDIT CARD FEES & BANK FEES | 711,708.92 | Credit card processing fees; transaction fees for entry gate and campground reservations. | 690,149.72 | 698,443.71 | 664,574.30 | 696,558.73 | 551,587.97 | 417,307.05 | 297,126.72 | 318,627.81 |
| PRINTING & PUBLICATIONS | 202,468.30 | Island Guides \$150K, annual reports \$3K, maps, event guides, tickets banners, etc. | 205,203.83 | 136,505.37 | 224,785.90 | 183,744.25 | 116,675.76 | 91,373.58 | 130,607.54 | 275,440.01 |
| EQUIPMENT PURCHASES <\$5K | 218,699.00 | General equipment replacements: Computers, maintenance equipment; vacuum cleaners, etc. | 173,506.33 | 166,709.77 | 158,295.94 | 212,019.45 | 216,597.83 | 114,175.16 | 139,162.97 | 264,136.06 |
| INTEREST EXPENSE | 0.00 | | 1,406.90 | 1,406.90 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 40,059,311.20 | | 37,348,341.58 | 35,954,818.47 | 38,351,308.74 | 33,500,085.48 | 28,189,703.97 | 22,294,667.04 | 24,301,024.68 | 25,741,601.68 |
| OPERATING INCOME | 4,447,856.39 | | 7,184,160.74 | 9,019,244.86 | 3,081,266.14 | 8,413,820.86 | 10,518,316.23 | 8,162,805.92 | 2,162,165.78 | 4,070,551.87 |

PROPOSED BUDGET

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|--|---------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| BOARD DESIGNATED FUND CONTRIBUTIONS | | Reserve amounts set aside for improvements and equipment | | | | | | | | |
| Tourism Development Fund | 1,125,060.00 | Westin payment, bond payment and other Tourism Development projects | 1,104,367.53 | | 1,080,664.50 | 1,152,917.21 | 1,136,953.16 | 871,516.38 | 582,567.72 | 697,322.85 |
| Water / Sewer Fund | 36,673.40 | Water and Sewer projects and equipment | 105,609.88 | | 75,363.21 | 311,560.44 | 424,595.91 | 570,198.88 | 534,217.95 | 351,836.33 |
| Fire Department Equipment Fund | 253,283.81 | Fire Department equipment | 367,238.08 | | 246,533.48 | 175,000.00 | 233,028.85 | 323,625.30 | 294,367.43 | 194,162.89 |
| Public area Improvement Fund | 481,872.40 | Improvements to Public Areas and equipment to maintain public areas | 884,234.11 | | 817,924.57 | 568,570.36 | 1,252,159.86 | 1,647,341.64 | 0.00 | 0.00 |
| Beach Village Entertainment fees (carryover) | 0.00 | | 0.00 | | 0.00 | 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 |
| Contributions to JIF for Capital Projects | 350,000.00 | GSTC expansion project - set aside from operating funds for payment to JIF | 350,000.00 | | 350,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300,000.00 |
| Golf Improvements | 0.00 | Ecological and outdoor recreation concept design for golf course | 0.00 | | 0.00 | 100,000.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Beach Village Improvement Fund | 100,000.00 | Set aside from Beach Village income for future repairs to Beach Village | 200,000.00 | | 100,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Designated Fund Contributions | 2,346,889.61 | | 3,011,449.60 | | 2,670,485.76 | 2,308,048.01 | 3,083,885.30 | 3,470,798.18 | 1,429,728.75 | 1,553,516.43 |
| AMOUNT AVAILABLE FOR CAPITAL OR CASH RESERVES | 2,100,966.78 | | 4,172,711.14 | | 410,780.38 | 6,105,772.85 | 7,434,430.93 | 4,692,007.74 | 732,437.03 | 2,517,035.44 |
| CAPITAL PROJECTS AND EQUIPMENT | | Previously approved by the Board | 434,596.33 | | | 5,001,807.93 | 5,431,905.00 | 3,617,528.48 | 410,463.00 | 2,092,016.16 |
| | | Current capital equipment and project requests | 1,962,512.00 | | | | | | | |
| CONTRIBUTION TO CASH RESERVES | | Estimated additional amount available for capital or cash reserves for FY2024 | 1,775,602.81 | | | 1,103,964.92 | 2,002,525.93 | 1,074,479.26 | 321,974.03 | 425,019.28 |

Proposed

Non-Amenity Rate Changes for FY2025

All rates effective 7/1/2024 unless otherwise noted

Water/Wastewater -

Water base fees and usage fees

No increase at this time, will re-evaluate during the fiscal year

Wastewater base fees and usage fees

No increase at this time, will re-evaluate during the fiscal year

Sanitation - (Amounts in correlation with Waste Management Contract)

Backdoor pickup service

Increase \$2.50 per month for all accounts using backdoor service

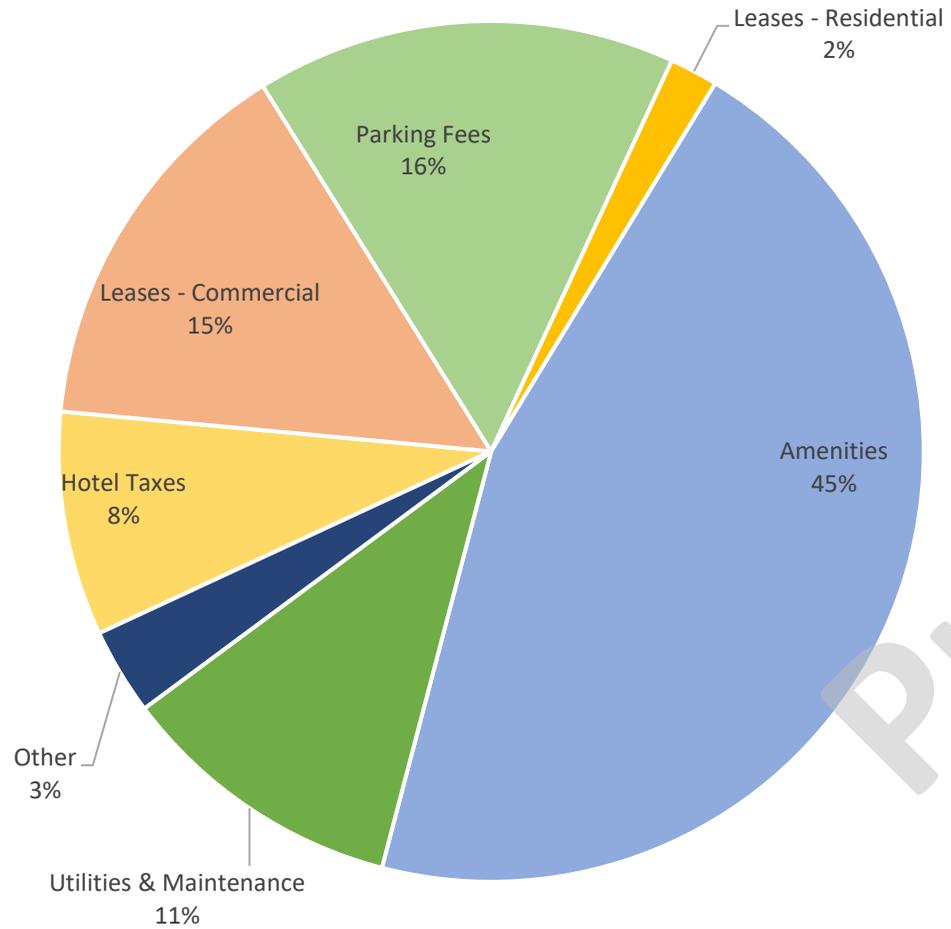
Curbside service

Increase of 3.7% over current rates

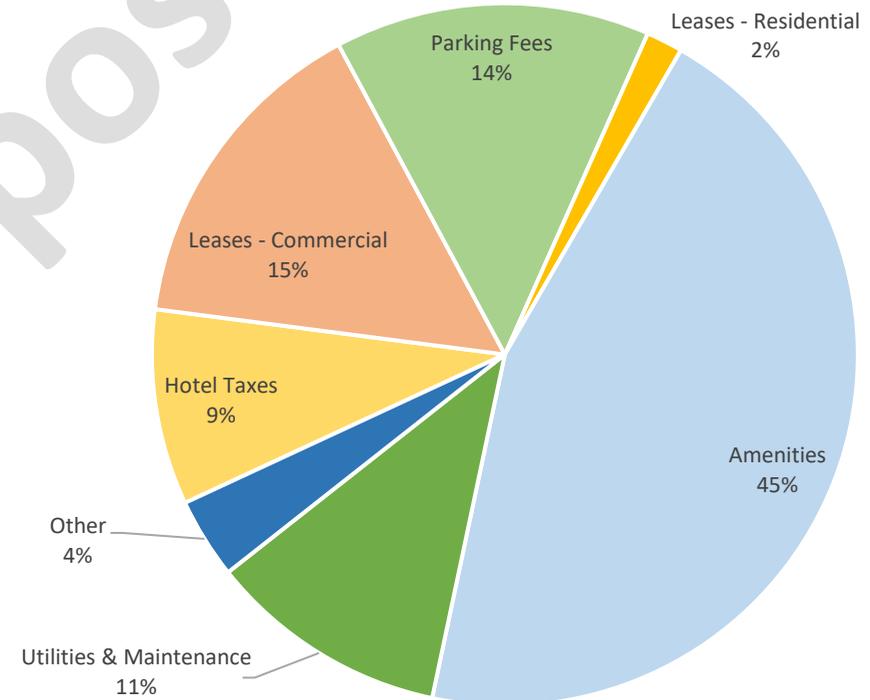
Proposed

PROPOSED BUDGET

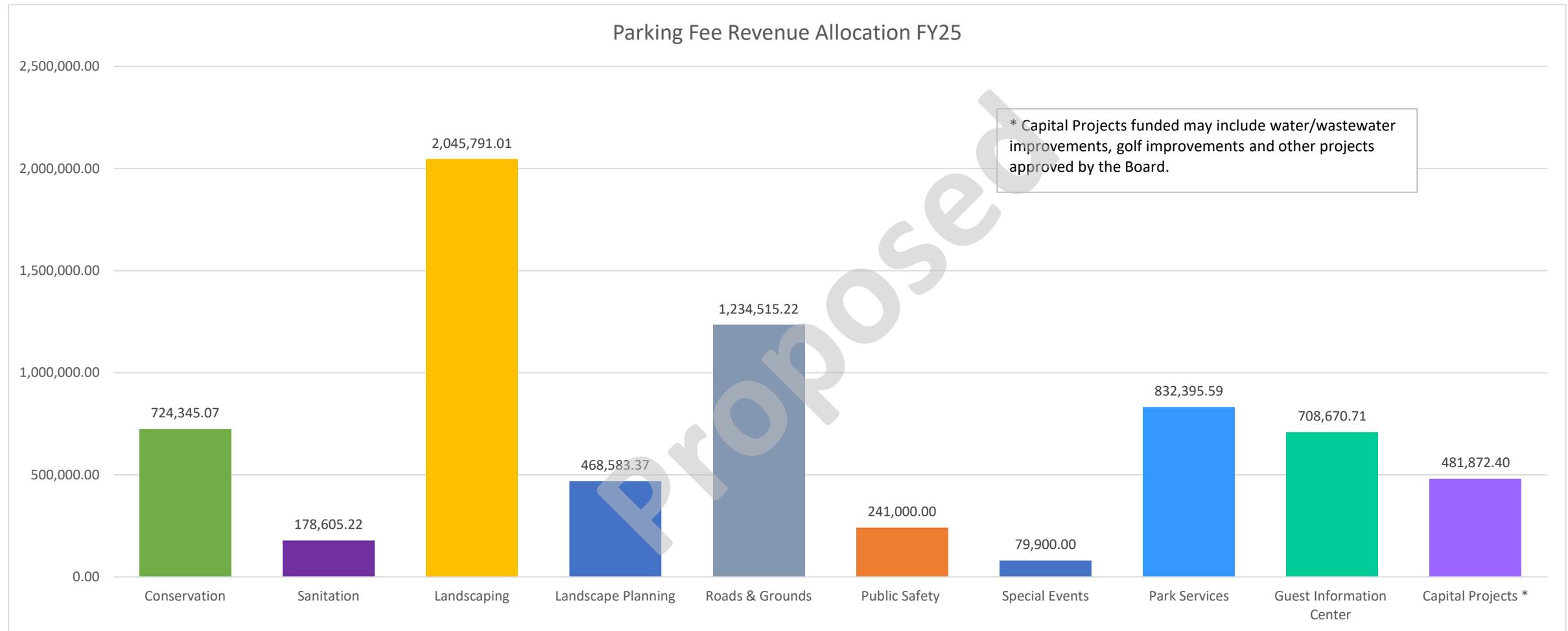
Proposed FY25 Revenue Budget



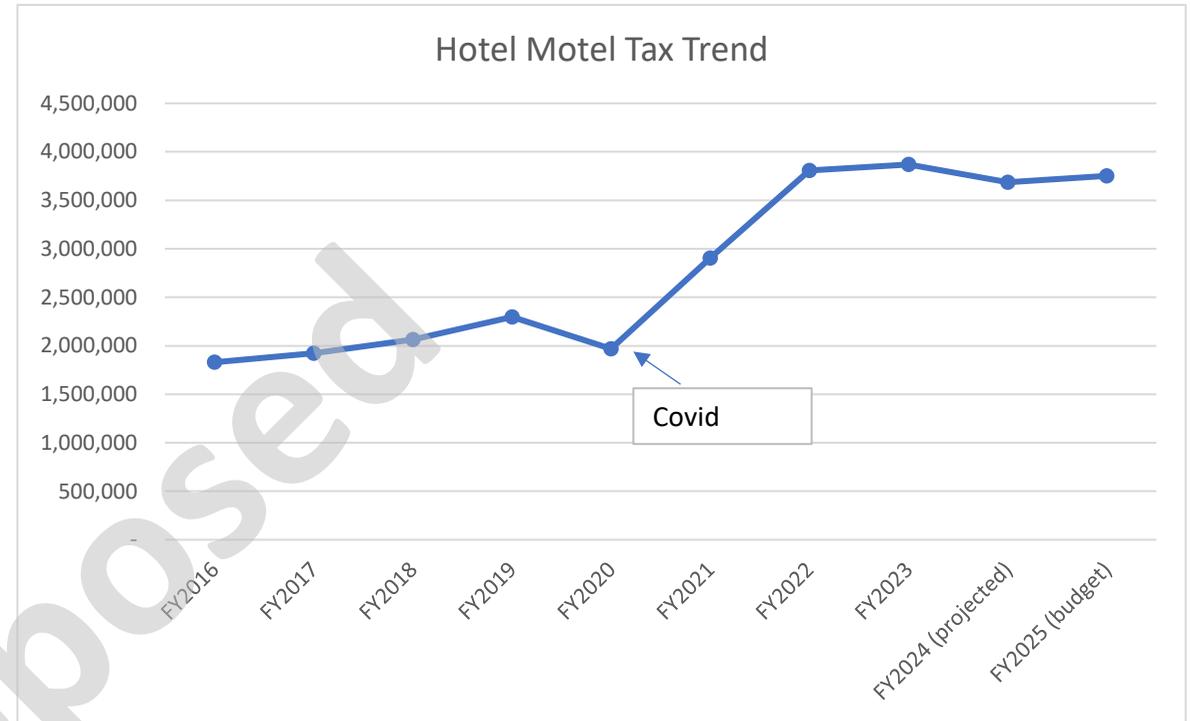
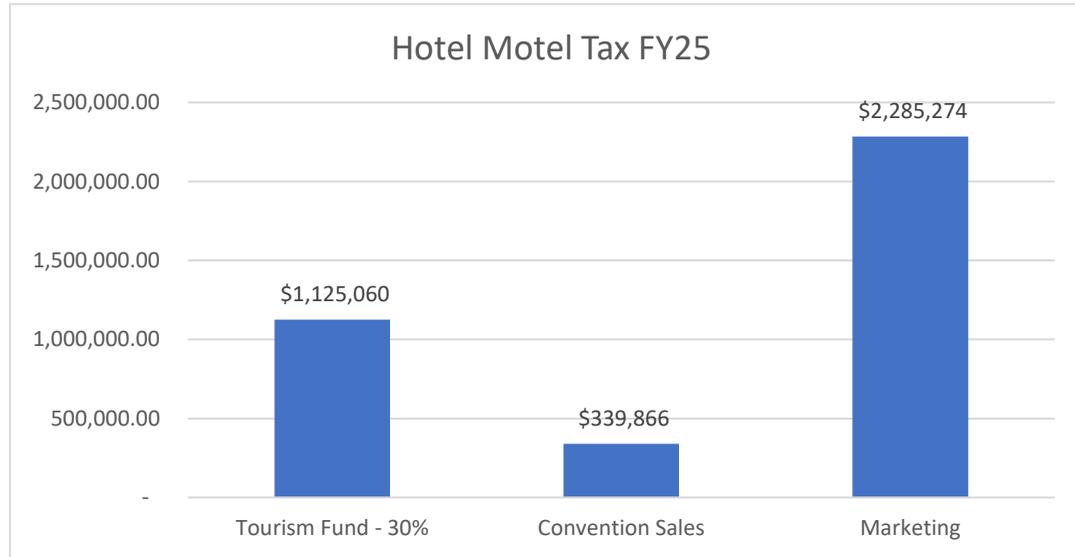
FY24 Revenue Budget



PROPOSED BUDGET



PROPOSED BUDGET



Proposed

PROPOSED BUDGET

**Jekyll Island Authority -Administration
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 6,119,232.00 | Business lease \$4.5M; Lot leases \$685K; Alcohol license, alcohol taxes & residential rental licenses \$184K; Interest \$600K; Transfer fees \$120K; Allocation to Museum (\$75K); other \$85K | 6,763,760.34 | 6,815,507.34 | 5,186,117.00 | 5,671,705.75 | 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 | 0.00 |
| NET REVENUE | 6,119,232.00 | | 6,763,760.34 | 6,815,507.34 | 5,186,117.00 | 5,671,705.75 | 5,731,524.75 | 4,709,248.38 | 4,301,811.75 | 4,414,388.33 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 3,747,339.91 | 27 FT positions; retention funds \$150K; Retirement \$666K; Health insurance \$524K; Employee development \$93K (training software, orientation, employee recognition, etc) | 3,423,470.87 | 3,113,554.49 | 3,536,243.71 | 2,735,937.73 | 3,065,256.41 | 1,966,148.65 | 1,903,382.52 | 1,909,676.16 |
| MOTOR VEHICLE | 960.51 | Fuel and misc. repairs for admin vehicle | 648.05 | 464.51 | 1,380.00 | 1,246.32 | 408.50 | 444.75 | 6,811.23 | 715.42 |
| SUPPLIES & MATERIALS | 45,314.14 | Office supplies \$18K; postage \$10K; Uniforms & nametags \$11K; Furniture & fixtures \$3.9K; other \$2.8K | 44,044.94 | 46,141.08 | 29,773.09 | 37,876.36 | 34,715.27 | 32,985.92 | 46,356.09 | 33,738.04 |
| REPAIRS & MAINTENANCE | 143,110.51 | General building R&M \$38K for admin building and leased properties; Equipment R&M \$11K; Service contracts \$94K (incl software maintenance agreements; pest control) | 148,394.24 | 111,226.17 | 137,480.48 | 120,909.17 | 92,515.40 | 92,253.03 | 137,614.24 | 94,275.06 |
| UTILITIES | 75,987.29 | Electricity \$25K; Water/Sewer \$9K; Trash \$2.9K; internet \$10K; telephones \$30K | 76,539.86 | 76,434.26 | 76,771.52 | 78,734.03 | 82,183.38 | 83,970.22 | 87,038.51 | 91,997.56 |
| INSURANCE | 255,462.12 | Fire fee \$70K; worker's comp \$42K; liability ins \$20K; building ins \$82K; Business interruption ins \$22K; Cyber insurance \$9K; All-risk insurance \$10K | 267,886.85 | 267,886.85 | 303,266.91 | 214,361.84 | 187,630.60 | 148,927.62 | 142,850.26 | 167,141.10 |
| ADVERTISING & PROMOTION | 22,752.36 | Meeting expenses (including board meetings) and promo items \$19K; help wanted ads \$3K; Marketing support for advertising spaces for lease \$1K | 35,461.85 | 42,448.40 | 31,400.00 | 43,419.64 | 17,578.52 | 10,441.15 | 13,900.36 | 12,250.15 |
| TRAVEL | 31,980.00 | Board members \$10K; Auditor travel \$5K; Staff travel \$15K | 25,687.01 | 15,275.67 | 32,180.00 | 26,330.72 | 19,402.86 | 7,149.71 | 14,413.45 | 21,120.04 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 376,567.04 | Microsoft \$72K; software subscriptions \$140K; anti-virus, spam, email security & monitoring \$98K; Cloud back-up & ransomware scan \$26K; Trademark registrations \$20K; Memberships & Licenses \$6K; Registration Fees \$5K | 368,394.61 | 303,226.47 | 352,209.64 | 238,134.48 | 171,683.87 | 120,793.49 | 88,431.26 | 56,956.09 |
| CONTRACTS | 727,194.16 | Dept of Law \$36K; SAAG fees \$250K; IT Services \$83K; Payroll processing \$90K; Misc consultants \$200K; Project management \$45K; other \$23K | 859,000.87 | 676,476.94 | 780,864.48 | 845,879.87 | 473,932.89 | 453,099.39 | 368,070.31 | 306,311.65 |
| BUILDING & EQUIPMENT RENTAL | 9,872.47 | Copier rental \$6.2K; postage meter rental \$2.7K; water coolers \$1K | 9,386.18 | 9,995.18 | 10,461.70 | 10,967.63 | 10,036.15 | 9,487.53 | 10,907.03 | 12,237.89 |
| CREDIT CARD FEES & BANK FEES | 104,508.08 | Credit card processing fees; stop payment fees; statement fees; transaction fees | 95,578.59 | 104,655.56 | 80,521.29 | 93,328.14 | 49,708.32 | 36,698.74 | 25,102.66 | 23,394.37 |
| PRINTING & PUBLICATIONS | 4,183.42 | Business cards, checks, letterhead | 3,538.32 | 3,227.29 | 5,532.94 | 5,609.11 | 5,596.31 | 6,859.89 | 2,273.85 | 5,968.08 |
| EQUIPMENT PURCHASES <\$5K | 16,500.00 | Small equipment, computers, monitors, printers, etc. | 15,112.36 | 29,842.52 | 16,500.00 | 38,109.58 | 47,680.51 | 24,209.21 | 31,819.31 | 37,010.52 |
| INTEREST EXPENSE | 0.00 | | 1,406.90 | 1,406.90 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 5,561,732.01 | | 5,374,551.50 | 4,802,262.29 | 5,394,585.76 | 4,490,844.62 | 4,258,328.99 | 2,993,469.30 | 2,878,971.08 | 2,772,792.13 |
| OPERATING INCOME | 557,499.99 | | 1,389,208.84 | 2,013,245.05 | (208,468.76) | 1,180,861.13 | 1,473,195.76 | 1,715,779.08 | 1,422,840.67 | 1,641,596.20 |

PROPOSED BUDGET

Jekyll Island Authority -Conservation FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|--|---------------------|----------------------|------------------|-------------------|--------------------|------------------|------------------|--------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 764,799.95 | Lease payments for solar farm \$5K; nature programs & tours \$40K; parking fees allocated for conservation expenses \$724K. | 768,672.35 | 772,340.50 | 768,638.58 | 672,869.40 | 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 | 0.00 |
| NET REVENUE | 764,799.95 | | 768,672.35 | 772,340.50 | 768,638.58 | 672,869.40 | 432,219.44 | 400,637.71 | 464,801.18 | 389,392.43 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 578,104.08 | 6 FT Employees; requesting 1 additional Wildlife Technician; PT rangers and seasonal staff \$49K; health insurance \$73K; retirement \$100K | 552,268.60 | 528,935.15 | 560,290.32 | 430,643.97 | 379,576.67 | 313,740.94 | 311,177.70 | 289,857.68 |
| MOTOR VEHICLE | 5,980.00 | Gas and diesel for UTVs and vehicles; misc. repair | 5,422.28 | 5,457.61 | 6,753.37 | 6,402.11 | 4,800.10 | 4,590.63 | 4,575.82 | 6,263.25 |
| SUPPLIES & MATERIALS | 30,256.53 | Supplies for conservation & research programs \$14.7K; Wildflower seeds \$3K; Uniforms \$2.9K; Firefighting supplies \$2.7K; office supplies, cleaning supplies; chemicals for control of invasive species | 14,428.92 | 11,644.92 | 23,544.67 | 25,281.22 | 9,184.37 | 6,922.06 | 10,694.08 | 9,615.93 |
| REPAIRS & MAINTENANCE | 3,904.28 | Equipment R&M \$2.9K; 20% of maintenance cost of Annex building | 6,288.92 | 6,978.87 | 3,991.78 | 10,538.31 | 8,680.55 | 20,074.03 | 4,620.00 | 902.91 |
| UTILITIES | 6,519.04 | Electricity \$919; Trash \$274; Land lines and cell phones \$5.3K | 8,359.94 | 8,450.57 | 5,720.28 | 5,706.65 | 5,380.79 | 4,751.51 | 4,282.29 | 3,439.41 |
| INSURANCE | 15,319.27 | Worker's Comp insurance \$8.2K; Fire fee \$2.5K; Liability insurance \$3.9K; property insurance \$578; Auto insurance \$110 | 29,328.65 | 29,328.65 | 13,278.24 | 10,024.92 | 7,194.70 | 6,301.62 | 6,391.35 | 7,576.48 |
| ADVERTISING & PROMOTION | 7,708.00 | Sponsorships & meeting expenses \$2.2K; advertising/social media for educational programs \$5.5K | 2,104.00 | 2,104.00 | 4,000.00 | 1,724.00 | 2,000.00 | 437.69 | 366.56 | 458.97 |
| TRAVEL | 3,650.00 | Travel expense for Director and Managers - meetings, workshops, etc. | 1,600.63 | 1,604.38 | 3,450.00 | 2,783.49 | 350.87 | 0.00 | 1,865.80 | 2,929.21 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 9,145.48 | Wildlife Society membership; GIS software; Prescribed fire recertification; boat tow insurance; meetings and workshop registrations | 2,818.46 | 2,668.46 | 4,681.68 | 2,213.98 | 7,114.24 | 1,107.79 | 3,035.98 | 4,545.18 |
| CONTRACTS | 78,068.24 | Pond maint \$19K; GA Sea Grant Fellowship \$29K; GA Forestry Commission support \$5K; Partnership with Georiga Botanical Garden \$20K | 88,538.89 | 36,709.61 | 112,128.24 | 51,481.51 | 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. | 2,738.71 | 2,507.13 | 1,800.00 | 575.91 | 228.71 | 2,482.96 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | (13.38) | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 8,145.03 | Jr. Ranger Field Guide; replacement signage ; scientific publications. | 1,364.79 | 7,068.42 | 7,500.00 | 8,765.63 | 6,846.72 | 3,616.58 | 4,648.33 | 4,750.99 |
| EQUIPMENT PURCHASES <\$5K | 16,200.00 | Laptop \$1K; 2 e-bikes \$5.2K; wildife collars \$5K; water loggers \$5K | 14,832.10 | 17,581.10 | 21,500.00 | 16,081.75 | 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 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 764,799.95 | | 730,094.89 | 661,038.87 | 768,638.58 | 572,223.45 | 476,065.18 | 396,192.57 | 424,145.84 | 404,416.42 |
| OPERATING INCOME | 0.00 | <i>Expenses paid by parking fees, educational programs and solar farm lease</i> | 38,577.46 | 111,301.63 | 0.00 | 100,645.95 | (43,845.74) | 4,445.14 | 40,655.34 | (15,023.99) |

PROPOSED BUDGET

*Jekyll Island Authority -Intern Housing
FY2025 Budget*

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|--------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 38,700.00 | JIA usage for interns, vet students, seasonal help \$300/mo. per person or \$75/wk; no rentals from Jekyll Club Resort in FY 25 | 52,390.00 | 55,910.00 | 77,800.00 | 45,415.00 | 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 | 0.00 |
| NET REVENUE | 38,700.00 | | 52,390.00 | 55,910.00 | 77,800.00 | 45,415.00 | 49,260.00 | 48,175.00 | 97,425.00 | 97,200.00 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 3,894.52 | 1 PT employees to clean houses; previously paid through Park Services | 0.00 | 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 | 0.00 |
| SUPPLIES & MATERIALS | 5,760.00 | General cleaning and maintenance supplies; Furniture replacements \$3.5K | 7,957.46 | 8,689.18 | 7,405.00 | 2,800.00 | 2,985.36 | 871.77 | 6,884.99 | 4,338.07 |
| REPAIRS & MAINTENANCE | 19,900.00 | General maint \$3K; roof -59 Claflin \$5.5K; Bathroom Renovation - 508 Maurice \$7.8K | 18,179.59 | 14,832.04 | 16,800.00 | 12,983.32 | 19,531.70 | 12,774.34 | 49,801.68 | 46,579.86 |
| UTILITIES | 24,173.67 | Electricity \$12K; water/sewer \$4.5K; trash \$3.4K; internet \$4.6K | 26,461.54 | 24,933.61 | 25,029.65 | 19,309.03 | 23,985.58 | 23,223.48 | 23,747.49 | 20,027.47 |
| INSURANCE | 9,736.08 | Fire protection fee \$8K; property insurance \$1.7K | 8,351.04 | 8,351.04 | 9,389.21 | 1,510.13 | 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 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 0.00 | | 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 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 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 | 6,282.60 | 6,282.60 | 1,700.00 | 1,129.99 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 65,164.27 | | 67,232.23 | 63,088.47 | 60,323.86 | 37,732.47 | 49,791.92 | 42,450.59 | 87,899.61 | 82,755.28 |
| OPERATING INCOME | (26,464.27) | | (14,842.23) | (7,178.47) | 17,476.14 | 7,682.53 | (531.92) | 5,724.41 | 9,525.39 | 14,444.72 |

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PROPOSED BUDGET

**Jekyll Island Authority -Volunteer Program
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|--|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 88,501.16 | Allocations from GSTC, Conservation and Museum to cover costs \$87K; reimbursement from Volunteers for administrative fee \$1.4K. | 94,605.74 | 93,905.73 | 95,195.21 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| COST OF GOODS SOLD | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NET REVENUE | 88,501.16 | | 94,605.74 | 93,905.73 | 95,195.21 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 74,596.01 | 1 FT Volunteer Program Manager | 73,815.44 | 71,428.52 | 82,082.22 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| MOTOR VEHICLE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 3,840.00 | Shirts/Scrub tops for volunteers \$3.3K; General office supplies, safety supplies (gloves, safety glasses, masks, etc.); program Materials | 1,069.49 | 1,034.66 | 4,640.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| REPAIRS & MAINTENANCE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| UTILITIES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INSURANCE | 2,979.67 | Liability Insurance \$561; Workmen's Comp Insurance \$1.2K; VIS Accident, Volunteer liability, excess auto liability, etc. (\$1.3K). | 2,821.94 | 1,571.94 | 2,950.99 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ADVERTISING & PROMOTION | 3,420.00 | Volunteer appreciation; Presidential pins; Lanyards, orientation supplies | 1,851.17 | 1,851.17 | 2,900.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 2,145.48 | Volgistics Software; CPR Training for Volunteer Manager; AZA Membership for Volunteer Manager. | 1,245.48 | 1,245.48 | 1,272.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 1,520.00 | Background Check Fees for volunteers. | 200.00 | 0.00 | 1,350.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 88,501.16 | | 81,003.52 | 77,131.77 | 95,195.21 | 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). | 13,602.22 | 16,773.96 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

PROPOSED BUDGET

Jekyll Island Authority - Airport FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 107,918.45 | Red Bug Motors lease \$10K; Aviation fuel \$98K (began selling May 2020) | 98,540.72 | 104,233.67 | 119,309.60 | 110,456.81 | 106,966.94 | 85,671.92 | 13,834.31 | 8,100.00 |
| COST OF GOODS SOLD | 74,444.17 | Estimated cost of fuel 76% | 63,001.69 | 66,588.87 | 83,144.00 | 78,273.35 | 75,192.42 | 54,257.73 | 3,654.25 | 0.00 |
| NET REVENUE | 33,474.28 | | 35,539.03 | 37,644.80 | 36,165.60 | 32,183.46 | 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 | 0.00 |
| MOTOR VEHICLE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 1,114.67 | Restroom supplies \$620; Wind socks \$300; small tools \$190 | 1,182.95 | 1,316.55 | 780.00 | 414.75 | 162.58 | 191.98 | 59.50 | 70.50 |
| REPAIRS & MAINTENANCE | 7,760.34 | Building Repair & maint \$400; General grounds repair \$1.2K; lighting repair \$800; Equipment repairs \$2K; Fuel tank support and cell service \$1.4K; fire extinguisher service \$53; fuel tank inspection \$1.2K | 22,288.07 | 20,976.55 | 11,878.50 | 6,069.18 | 7,411.48 | 573.04 | 4,437.75 | 440.50 |
| UTILITIES | 14,643.48 | Electricity for runway lights & terminal lights \$8.7K; water & sewer fees \$2.4K; trash fee \$1.7K; cable TV/internet \$1.8K | 15,858.38 | 15,783.11 | 13,729.42 | 12,524.15 | 13,043.80 | 14,672.93 | 16,267.11 | 14,514.71 |
| INSURANCE | 2,309.31 | Fire protection \$1.9K, property insurance \$458 | 2,380.27 | 2,380.27 | 2,218.25 | 2,218.14 | 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 | 140.00 | 140.00 | 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 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 400.00 | Airport license renewal \$100; GA Airports Assoc \$300 | 100.00 | 100.00 | 400.00 | 950.00 | 400.00 | 1,402.00 | 2,115.00 | 300.00 |
| CONTRACTS | 300.00 | Pump out septic tank | 300.00 | 300.00 | 300.00 | 0.00 | 0.00 | 270.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,314.66 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 2,057.01 | Based on current average rate of 2.1% of fuel sales | 2,208.54 | 2,455.86 | 2,297.40 | 2,075.42 | 2,492.04 | 1,909.63 | 137.25 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 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 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 28,724.81 | | 44,458.21 | 43,452.34 | 31,743.57 | 24,391.64 | 25,858.47 | 22,838.44 | 24,662.11 | 19,678.39 |
| OPERATING INCOME | 4,749.47 | | (8,919.18) | (5,807.54) | 4,422.03 | 7,791.82 | 5,916.05 | 8,575.75 | (14,482.05) | (11,578.39) |

PROPOSED BUDGET

**Jekyll Island Authority -Foundation
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|---|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 28,104.16 | Reimbursement for expenses paid by JIA (JIF reimburses all except H/R expenses). JIF to reimburse \$19.5K of Admin Assistant salary in FY25 | 6,928.99 | 7,006.35 | 8,602.94 | 8,496.97 | 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 | 0.00 |
| NET REVENUE | 28,104.16 | | 6,928.99 | 7,006.35 | 8,602.94 | 8,496.97 | 8,287.83 | 8,056.36 | 9,352.06 | 66,090.62 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 238,527.12 | 2 FT employees | 222,026.98 | 212,732.78 | 216,392.73 | 221,597.46 | 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 | 0.00 |
| SUPPLIES & MATERIALS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 267.20 | 0.00 | 393.74 | 1,806.70 |
| REPAIRS & MAINTENANCE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 617.52 | 0.00 | 0.00 | 0.00 |
| UTILITIES | 3,495.74 | Electricity \$2.2K; telephone \$1.1K; water/sewer rates \$201 | 3,458.13 | 3,464.57 | 3,510.47 | 3,525.33 | 3,499.15 | 3,471.20 | 4,246.53 | 5,068.90 |
| INSURANCE | 3,459.34 | Worker's comp \$2.3K; liability ins \$1.1K | 3,143.82 | 3,143.82 | 3,401.99 | 3,328.02 | 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 | 0.00 | 3,172.22 |
| TRAVEL | 0.00 | | 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 | 0.00 | 622.09 |
| CONTRACTS | 0.00 | | 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 | 1,645.98 | 1,735.55 | 1,690.49 | 1,737.15 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 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 | 0.00 | 474.84 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 247,172.69 | | 230,274.91 | 221,076.72 | 224,995.68 | 230,187.96 | 209,159.69 | 163,726.27 | 164,230.92 | 271,314.47 |
| OPERATING INCOME | (219,068.53) | Represents payroll costs paid by JIA which are treated as in-kind donation to Jekyll Island Foundation | (223,345.92) | (214,070.37) | (216,392.74) | (221,690.99) | (200,871.86) | (155,669.91) | (154,878.86) | (205,223.85) |

PROPOSED BUDGET

Jekyll Island Authority -Life is Good
FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|--|---------------------|----------------------|------------------|-------------------|-------------------|-------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 560,535.41 | Retail sales - clothing and other merchandise | 572,317.30 | 568,695.42 | 597,520.62 | 595,034.10 | 663,365.88 | 540,867.44 | 349,445.15 | 342,485.95 |
| COST OF GOODS SOLD | 268,960.98 | Cost of merchandise sold | 270,498.98 | 264,821.69 | 292,638.10 | 282,677.79 | 308,562.05 | 268,761.69 | 191,164.27 | 170,231.73 |
| NET REVENUE | 291,574.43 | | 301,818.32 | 303,873.73 | 304,882.52 | 312,356.31 | 354,803.83 | 272,105.75 | 158,280.88 | 172,254.22 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 155,266.14 | 1 FT manager; PT crew leader and staff; eliminating FT Asst Manager position | 144,200.93 | 129,857.80 | 177,947.56 | 116,885.04 | 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 | 0.00 |
| SUPPLIES & MATERIALS | 8,300.00 | Office supplies \$500; bathroom/cleaning supplies \$250; shop supplies \$6k; uniforms \$1K; store fixtures \$400; Special Events \$100; first aid supplies \$50. | 9,616.52 | 10,573.58 | 7,773.02 | 10,586.02 | 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. | 2,435.69 | 1,851.13 | 2,186.00 | 735.44 | 2,660.88 | 1,949.82 | 904.40 | 2,823.35 |
| UTILITIES | 5,643.29 | Electricity \$3.7K; Water/sewer \$676; internet \$948; telephone \$339. | 5,976.73 | 5,986.22 | 5,333.62 | 5,208.19 | 5,433.61 | 5,839.81 | 5,584.77 | 6,584.52 |
| INSURANCE | 1,729.67 | Worker's comp \$1.2K; liability insurance \$561 | 3,143.82 | 3,143.82 | 3,401.99 | 1,664.02 | 1,792.90 | 1,572.67 | 1,597.83 | 1,894.13 |
| ADVERTISING & PROMOTION | 0.00 | | 1,000.00 | 1,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 419.40 | XM Radio | 419.40 | 419.40 | 419.40 | 419.40 | 409.40 | 395.40 | 395.40 | 395.93 |
| CONTRACTS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 76.50 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 28,942.83 | Rent \$26K; Special event fee \$2.8K. | 28,508.18 | 28,348.70 | 28,388.08 | 27,246.62 | 23,651.72 | 22,042.01 | 22,277.17 | 23,440.93 |
| CREDIT CARD FEES & BANK FEES | 11,907.13 | Credit card processing fees based on estimated sales (85% of sales x 2.5% fee) | 13,251.89 | 13,110.70 | 12,690.94 | 13,433.28 | 13,621.83 | 10,574.93 | 6,491.48 | 6,682.50 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 45.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 73.06 | 73.06 | 0.00 | 1,712.12 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 214,394.46 | | 208,626.22 | 194,364.41 | 238,140.61 | 177,890.13 | 167,111.91 | 147,889.89 | 127,502.73 | 130,073.54 |
| OPERATING INCOME | 77,179.97 | | 93,192.10 | 109,509.32 | 66,741.91 | 134,466.18 | 187,691.92 | 124,215.86 | 30,778.15 | 42,180.68 |

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PROPOSED BUDGET

**Jekyll Island Authority -Village Retail
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 702,879.91 | Lease revenue and percentage rent from retail shops; reimbursement for trash compactor | 657,641.88 | 647,603.53 | 684,859.26 | 611,613.72 | 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 | 0.00 |
| NET REVENUE | 702,879.91 | | 657,641.88 | 647,603.53 | 684,859.26 | 611,613.72 | 584,479.71 | 562,844.25 | 568,175.56 | 559,915.65 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 0.00 | Employees moved back to home departments in FY24. | 2,301.35 | 11,961.56 | 0.00 | 139,334.18 | 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 | 0.00 |
| SUPPLIES & MATERIALS | 39,191.20 | Plants/Seeds \$10K (shrub repair & round-a-bout redesign); sand & soil \$12K (bark/mulch); bathroom & cleaning supplies \$15.3K; Splash Pad chemicals \$1.2K; misc supplies \$446 | 41,617.45 | 28,255.25 | 44,753.53 | 24,138.07 | 19,254.67 | 12,062.98 | 8,003.40 | 6,157.00 |
| REPAIRS & MAINTENANCE | 118,895.60 | General R&M - building & grounds; restroom repair \$10K; paint buildings \$80K; A/C repair \$10K; service agreements \$11K (elevator, sprinklers, pest control, alarms) | 58,236.94 | 81,181.28 | 38,407.36 | 72,187.15 | 36,489.62 | 19,749.10 | 32,872.60 | 34,171.83 |
| UTILITIES | 100,304.31 | Electricity (public areas) \$15K; trash compactors & JIA trash pickup \$80K; 1G internet at Convention Center - cost and service shared with village \$2.7K; water/sewer \$3.3K | 71,611.83 | 64,506.89 | 98,534.61 | 57,894.98 | 80,806.20 | 89,256.34 | 76,838.41 | 67,657.75 |
| INSURANCE | 67,355.34 | Property insurance \$12K; fire protection fee \$55K. | 64,102.55 | 64,102.55 | 64,987.07 | 42,972.83 | 41,795.63 | 40,729.96 | 36,062.21 | 32,369.60 |
| ADVERTISING & PROMOTION | 0.00 | Beach Village entertainment fee - No matching expense this year | 49,996.92 | 49,996.92 | 59,698.56 | 51,987.45 | 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 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 500.00 | Splash pad annual inspection | 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 | 119,902.98 | 79,712.74 | 76,800.00 | 29,509.76 | 75,633.80 | 47,900.23 | 14,600.90 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 12,568.10 | Rental of lifts for maintenance | 10,966.22 | 16,803.08 | 0.00 | 6,727.04 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 542.10 | 87.50 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 4,290.00 | 4,290.00 | 0.00 | 789.98 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 415,614.55 | | 423,026.24 | 400,810.27 | 383,181.13 | 426,083.54 | 465,728.74 | 360,095.38 | 294,756.71 | 208,382.91 |
| OPERATING INCOME | 287,265.36 | \$100K of this amount is to be set aside for maintenance and improvements in the beach village. | 234,615.64 | 246,793.26 | 301,678.13 | 185,530.18 | 118,750.97 | 202,748.87 | 273,418.85 | 351,532.74 |

PROPOSED BUDGET

**Jekyll Island Authority - Marketing, Sales & Events
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|---------------------|-------------------|---------------------|-------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 3,166,562.86 | \$2.6M H/M taxes of the \$3.7M H/M tax total ; Event Vendor Booth Fees \$52K; Shrimp & Grits Beer Sales \$64K; Digital co-op advertising \$100K; Event registrations/admission Fees \$69K; Sponsorships \$114K; Beach Village Events Assessment \$60K; \$80K Parking fee allocation. | 3,004,799.28 | 3,205,207.93 | 2,997,681.56 | 3,301,634.60 | 2,986,860.32 | 2,170,006.36 | 1,750,637.83 | 2,007,825.59 |
| COST OF GOODS SOLD | 34,560.00 | Cost of Beer/wine for Shrimp & Grits festival | 17,800.38 | 17,800.38 | 38,445.52 | 56,858.27 | 0.00 | 0.00 | 0.00 | 0.00 |
| NET REVENUE | 3,132,002.86 | | 2,986,998.90 | 3,187,407.55 | 2,959,236.04 | 3,244,776.33 | 2,986,860.32 | 2,170,006.36 | 1,750,637.83 | 2,007,825.59 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 1,158,501.73 | 11 FT Staff; eliminated 1 FT position for FY25 - Marketing Specialist; retirement \$231K; Health Insurance \$113K | 1,050,020.04 | 1,008,109.43 | 1,123,875.96 | 911,458.66 | 708,131.07 | 698,690.74 | 783,586.35 | 836,112.40 |
| MOTOR VEHICLE | 1,275.00 | Gas for sales vehicle, ADA van and Electric van | 933.28 | 882.74 | 1,565.00 | 918.36 | 941.14 | 637.67 | 924.74 | 3,676.52 |
| SUPPLIES & MATERIALS | 213,464.86 | Office supplies \$1.3K; special events supplies & sponsorships \$185K; postage \$6.2K; lights and decorations for Holly Jolly \$19K; other supplies \$980 | 205,662.06 | 136,293.63 | 259,345.66 | 172,002.93 | 76,905.25 | 39,339.49 | 115,525.87 | 113,082.27 |
| REPAIRS & MAINTENANCE | 1,279.28 | 30% of maintenance, fire alarm inspection, etc. at Annex building. | 11,839.31 | 11,540.24 | 1,341.78 | 2,108.13 | 1,671.81 | 943.96 | 602.10 | 945.84 |
| UTILITIES | 16,776.60 | 30% of utilities for Annex building \$6.9K (electric, water/sewer, trash); landlines & cell phone \$9.2K; Internet \$720 | 15,187.64 | 15,077.50 | 13,538.14 | 13,625.01 | 12,846.75 | 13,912.48 | 16,139.45 | 17,184.67 |
| INSURANCE | 29,181.90 | Worker's comp \$13K; liability insurance \$6K; fire fee \$2.5K; property insurance \$578; auto insurance \$54; rain insurance for Shrimp & Grits festival \$6K. | 21,840.52 | 21,840.52 | 30,074.49 | 25,042.44 | 14,815.08 | 15,877.08 | 19,251.07 | 20,795.08 |
| ADVERTISING & PROMOTION | 1,176,050.00 | Media & agency fees \$535K; public relations \$131K; BGIVB contract \$100K; Convention sales funds \$6K; group promotion (meetings, promos) \$17K; 31-81 Magazine production \$330K; event promotion \$58K. | 1,154,651.48 | 1,070,593.75 | 1,122,800.00 | 1,090,560.63 | 801,588.84 | 297,940.88 | 633,440.69 | 1,246,669.20 |
| TRAVEL | 19,270.00 | Travel for Marketing, Sales and Event staff. | 9,620.62 | 11,391.35 | 12,100.00 | 15,598.40 | 9,182.05 | 4,838.71 | 21,678.01 | 28,173.20 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 110,521.95 | Conference registration and memberships; sales meetings; sponsorships; software subscriptions | 121,209.71 | 85,513.73 | 125,542.19 | 95,683.23 | 57,356.43 | 53,508.18 | 80,066.67 | 96,256.58 |
| CONTRACTS | 184,595.00 | Events Contracts (fire works, production contracts, entertainment, security) | 312,977.51 | 208,735.77 | 297,843.00 | 207,254.44 | 168,872.70 | 50,214.21 | 180,081.30 | 165,040.01 |
| BUILDING & EQUIPMENT RENTAL | 50,181.53 | Copier rental; event rentals (restrooms, lights, stages, chairs, tents, etc.) | 47,625.53 | 48,427.40 | 52,390.00 | 92,081.55 | 5,641.52 | 2,954.38 | 75,818.37 | 78,421.94 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 1,171.74 | 1,152.14 | 0.00 | 0.00 | 0.00 | 1,080.74 | (100.00) | 0.00 |
| PRINTING & PUBLICATIONS | 163,050.00 | Island Guides \$130K; Annual reports \$3K; Events \$25K (Event guides, maps, tickets, signs, banners, etc.) | 187,725.83 | 107,761.71 | 189,300.00 | 129,315.19 | 67,902.48 | 48,928.45 | 73,035.00 | 103,553.64 |
| EQUIPMENT PURCHASES <\$5K | 8,500.00 | iPad & macbook pro computers \$3K; 2 shipping containers for event storage \$5.5K | 10,270.04 | 10,270.04 | 10,144.94 | 4,522.17 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 3,132,647.85 | | 3,150,735.31 | 2,737,589.95 | 3,239,861.16 | 2,760,171.14 | 1,931,236.40 | 1,231,104.77 | 2,006,419.32 | 2,713,450.90 |
| OPERATING INCOME | (644.99) | | (163,736.41) | 449,817.60 | (280,625.12) | 484,605.19 | 1,055,623.92 | 938,901.59 | (255,781.49) | (705,625.31) |

PROPOSED BUDGET

**Jekyll Island Authority -Tourism Development
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|---|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------|-------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 1,125,060.00 | 30% of Hotel/Motel tax budget | 1,104,367.53 | 1,158,001.46 | 1,080,664.50 | 1,152,917.21 | 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 | 0.00 |
| NET REVENUE | 1,125,060.00 | | 1,104,367.53 | 1,158,001.46 | 1,080,664.50 | 1,152,917.21 | 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 | 0.00 |
| MOTOR VEHICLE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| REPAIRS & MAINTENANCE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| UTILITIES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INSURANCE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ADVERTISING & PROMOTION | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| OPERATING INCOME | 1,125,060.00 | <i>Amount will be set aside as Designated Fund Balance to be used in the next Fiscal Year for Tourism Development</i> | 1,104,367.53 | 1,158,001.46 | 1,080,664.50 | 1,152,917.21 | 1,136,953.16 | 871,516.38 | 582,567.72 | 697,322.85 |

PROPOSED BUDGET

**Jekyll Island Authority -Guest Information Center
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|-------------------|-------------------|-------------------|---------------------|------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 1,652,283.52 | Annual pass \$1.5M; Daily parking fee \$5.5M; Concession sales \$450K; Amount allocated to other departments \$5.8M; traffic has decreased slightly since rate was increased | 1,860,676.07 | 1,696,524.26 | 1,978,468.43 | 1,624,867.81 | 1,928,846.45 | 2,469,216.95 | 741,732.12 | 968,443.45 |
| COST OF GOODS SOLD | 229,870.21 | Cost of merchandise sold | 264,981.51 | 266,528.64 | 268,075.03 | 311,807.37 | 225,367.30 | 187,623.72 | 170,805.52 | 186,169.33 |
| NET REVENUE | 1,422,413.31 | | 1,595,694.56 | 1,429,995.62 | 1,710,393.40 | 1,313,060.44 | 1,703,479.15 | 2,281,593.23 | 570,926.60 | 782,274.12 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 524,545.50 | 4 FT staff; PT staff for gate and gift shop | 482,857.65 | 485,411.49 | 487,855.93 | 435,243.31 | 317,860.07 | 266,119.49 | 279,473.43 | 325,055.67 |
| MOTOR VEHICLE | 60.00 | Vehicle fuel & repairs | 24.44 | 24.44 | 300.00 | 104.52 | 57.68 | 188.76 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 31,674.29 | Shop supplies (bags, shipping supplies, register tape) \$23K; Uniforms \$3K; Postage \$4K; Office supplies; Bathroom & cleaning supplies; Store fixtures. | 33,263.82 | 34,370.58 | 28,270.00 | 30,498.68 | 30,247.47 | 26,403.02 | 20,396.53 | 18,633.96 |
| REPAIRS & MAINTENANCE | 89,398.41 | Gate and camera repair & maint \$29K; General building and equipment repair \$4K; Cabinets \$6K; Ventek maintenance agreement \$41K; Foyer Remodel \$5K | 80,056.98 | 102,897.42 | 77,008.40 | 99,844.18 | 81,212.99 | 78,657.64 | 79,816.02 | 15,669.87 |
| UTILITIES | 26,301.00 | Electricity \$10.6K; Water/sewer \$2K ; Trash fees \$2.8K; Internet \$7.8K; Phones \$3K | 22,574.78 | 22,832.56 | 24,655.85 | 25,702.77 | 25,194.71 | 26,722.70 | 27,152.08 | 25,824.34 |
| INSURANCE | 15,957.63 | Worker's comp \$4.7K; Liability insurance \$2.2K; Fire fee \$7.2K; Property insurance \$1.9K; Auto insurance \$15. | 14,447.88 | 14,447.88 | 15,470.40 | 9,108.20 | 7,721.86 | 7,238.37 | 8,885.20 | 9,525.38 |
| ADVERTISING & PROMOTION | 10,000.00 | Island Treasures program | 6,077.22 | 6,077.22 | 10,000.00 | 10,965.93 | 21,137.78 | 9,794.91 | 10,687.05 | 8,925.75 |
| TRAVEL | 0.00 | | 346.15 | 346.15 | 0.00 | 0.00 | 0.00 | 0.00 | 762.46 | 536.38 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 120.00 | Authorize.net monthly fee | 1,683.13 | 1,683.13 | 120.00 | 120.00 | 320.00 | 110.00 | 130.00 | 910.00 |
| CONTRACTS | 8,280.00 | Shopify fees for online retail | 3,463.49 | 2,573.74 | 8,280.00 | 4,212.33 | 6,703.18 | 21,994.96 | 11,026.52 | 6,734.97 |
| BUILDING & EQUIPMENT RENTAL | 1,937.88 | Copier rental and copy fees | 1,766.25 | 1,858.27 | 1,100.52 | 1,630.73 | 1,994.53 | 2,363.87 | 4,165.54 | 5,973.55 |
| CREDIT CARD FEES & BANK FEES | 232,266.20 | Credit card processing fees and per transaction fees from gate company | 254,648.10 | 256,726.65 | 239,407.74 | 249,056.69 | 237,558.24 | 193,277.88 | 104,801.61 | 97,954.31 |
| PRINTING & PUBLICATIONS | 0.00 | | 17.06 | 2,188.64 | 0.00 | 2,239.58 | 1,132.00 | 1,379.99 | 16,616.64 | 114,016.56 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 3,203.82 | 5,034.00 | 0.00 | 6,782.17 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 940,540.91 | | 904,430.77 | 936,472.17 | 892,468.84 | 875,509.09 | 733,999.65 | 634,251.59 | 567,715.03 | 636,655.74 |
| OPERATING INCOME | 481,872.40 | <i>Balance will be put in reserves for Public Improvements</i> | 691,263.79 | 493,523.45 | 817,924.56 | 437,551.35 | 969,479.50 | 1,647,341.64 | 3,211.57 | 145,618.38 |

PROPOSED BUDGET

*Jekyll Island Authority - Camp Jekyll
FY2025 Budget*

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|--|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 243,921.34 | Reimbursement by 4-H for Camp Jekyll | 249,005.72 | 253,855.52 | 229,725.20 | 204,498.63 | 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 | 0.00 |
| NET REVENUE | 243,921.34 | | 249,005.72 | 253,855.52 | 229,725.20 | 204,498.63 | 175,065.31 | 140,827.16 | 144,276.62 | 165,467.28 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 153,415.78 | 2 FT positions plus allocations for landscaping supervision of Camp Jekyll. | 158,364.12 | 158,575.82 | 147,122.28 | 149,020.44 | 104,263.66 | 89,613.26 | 103,802.80 | 106,033.75 |
| MOTOR VEHICLE | 2,311.06 | Gas & diesel for mowers and equipment | 2,142.96 | 1,971.60 | 3,800.00 | 2,728.48 | 2,602.10 | 1,136.98 | 3,432.45 | 3,536.58 |
| SUPPLIES & MATERIALS | 38,826.24 | Fertilizer \$13K; Grass seed & plants \$3K; Small tools \$2K; Irrigation supplies \$6.7K; Sand & soil \$5K (mulch & top dressing); Landscape materials (fence railing \$8K). | 29,081.08 | 33,883.14 | 33,250.00 | 24,634.91 | 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. | 15,154.72 | 14,051.80 | 8,967.16 | 5,049.89 | 14,105.58 | 13,126.69 | 4,194.24 | 4,550.42 |
| UTILITIES | 13,482.83 | Electricity \$1.9K; Water/sewer for irrigation \$3K; Trash fees \$8.2K. | 12,434.55 | 12,590.58 | 11,747.26 | 12,452.54 | 10,942.64 | 10,446.73 | 12,364.08 | 11,712.21 |
| INSURANCE | 24,418.27 | Worker's comp \$2.3K; Liability insurance \$1K; Property insurance \$21K. | 26,349.94 | 26,349.94 | 19,938.50 | 9,480.48 | 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 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 0.00 | Tree trimming of live oaks at soccer complex and Camp Jekyll. | 2,400.00 | 0.00 | 2,400.00 | 0.00 | 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 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 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. | 8,296.99 | 6,896.99 | 2,500.00 | 1,131.89 | 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 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 243,921.34 | | 254,224.36 | 254,319.87 | 229,725.20 | 204,498.63 | 175,065.31 | 140,827.16 | 144,276.62 | 165,467.28 |
| OPERATING INCOME | 0.00 | <i>All expenses reimbursed by 4-H</i> | (5,218.64) | (464.35) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

PROPOSED BUDGET

Jekyll Island Authority -Museum FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|------------------|-------------------|-------------------|-------------------|---------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 2,857,753.83 | Lease revenue \$1M; Concession sales \$516K; District tours \$500K; Motorcoach tours \$223K; Historic building rental \$71K; Admission fees \$58K; Allocation for Records mgmt. \$66K; Holly Jolly Tours \$217K; reimbursements from JIF and FOHJI \$12K | 2,979,535.23 | 3,085,584.69 | 2,747,961.55 | 2,866,868.96 | 2,573,309.05 | 1,585,166.00 | 1,246,084.16 | 1,736,502.49 |
| COST OF GOODS SOLD | 252,610.67 | Cost of merchandise sold | 238,913.23 | 260,378.18 | 215,110.00 | 279,788.66 | 169,475.40 | 116,020.45 | 117,849.50 | 138,484.28 |
| NET REVENUE | 2,605,143.16 | Lease income from Pier Road shops and Remember When moved to separate dept in FY25 | 2,740,622.00 | 2,825,206.51 | 2,532,851.55 | 2,587,080.30 | 2,403,833.65 | 1,469,145.55 | 1,128,234.66 | 1,598,018.21 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 1,352,941.50 | 14 FT staff; PT staff for tours and gift shop | 1,121,046.46 | 1,118,967.38 | 1,176,479.30 | 1,060,437.49 | 766,997.50 | 600,758.82 | 680,176.43 | 691,709.73 |
| MOTOR VEHICLE | 19,842.20 | Fuel for trams and 6 passenger cart; General repairs & maintenance; sound system upgrade for trams \$6K | 7,804.42 | 8,048.14 | 5,225.00 | 6,873.03 | 3,841.30 | 2,035.95 | 2,547.45 | 10,366.32 |
| SUPPLIES & MATERIALS | 161,508.42 | Archival & curatorial supplies \$6K; Special event supplies \$11K; Exhibits \$35K; Christmas décor \$70K; Bathroom supplies \$5.8K; Shop supplies \$6.3K; furniture \$13K; uniforms \$3K; other supplies \$12K | 164,399.00 | 145,797.96 | 159,045.57 | 143,862.45 | 64,795.76 | 29,903.22 | 82,220.94 | 162,965.20 |
| REPAIRS & MAINTENANCE | 302,799.70 | General Maint \$36K; Exterior painting (Moss) \$90K; Bathroom repairs \$10K; Foundations - Ospe & Moss \$30K; Historic structure assessment \$10K; Hollybourne \$10K; Gate & Camera Repairs \$35K; Maintenance/Service Contracts \$20K. | 442,524.65 | 582,952.99 | 362,637.48 | 391,563.11 | 364,784.81 | 132,623.61 | 280,999.93 | 233,290.56 |
| UTILITIES | 206,624.19 | Electricity \$101K; Water/sewer \$72K; Trash fees \$24K; Telephone \$10K. | 204,795.71 | 201,220.00 | 188,296.98 | 189,907.91 | 179,450.78 | 169,909.11 | 184,520.42 | 150,107.71 |
| INSURANCE | 158,164.71 | Worker's comp \$16K; Liability insurance \$7.8K; Fire fee \$109K; Property insurance \$25K, Motor Vehicle insurance \$31. | 149,564.51 | 149,564.51 | 152,990.10 | 97,874.93 | 92,583.92 | 84,968.57 | 88,007.39 | 79,986.52 |
| ADVERTISING & PROMOTION | 23,000.00 | Sustaining marketing support for Mosaic. | 6,191.60 | 7,758.34 | 18,000.00 | 12,960.24 | 14,331.60 | 6,625.81 | (2,288.40) | 68,034.56 |
| TRAVEL | 2,500.00 | Mileage reimbursement to pick up artifacts or attend meetings or conferences. | 1,758.31 | 708.31 | 1,200.00 | 0.00 | 0.00 | 0.00 | 2,284.75 | 11,310.26 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 48,193.96 | Records software maintenance \$35.5K; Data hosting software \$5.2K; Association memberships. | 50,462.98 | 50,472.98 | 48,821.32 | 48,298.64 | 11,574.23 | 8,068.35 | 3,619.07 | 7,992.00 |
| CONTRACTS | 231,800.00 | Digitization project \$45K; contract archivist \$30K; Hollybourne Fabrication \$125K; Holiday Lighting \$60K | 361,548.05 | 356,924.18 | 329,000.00 | 264,277.78 | 54,476.24 | 103,140.93 | 52,959.49 | 33,346.08 |
| BUILDING & EQUIPMENT RENTAL | 4,940.00 | Copier, manlift | 9,379.75 | 11,568.78 | 11,640.00 | 10,433.84 | 5,958.51 | 4,455.12 | 6,950.27 | 5,302.25 |
| CREDIT CARD FEES & BANK FEES | 25,380.07 | Credit card processing fees | 19,590.50 | 18,650.49 | 22,402.65 | 17,204.49 | 20,126.10 | 14,591.33 | 14,636.91 | 19,107.92 |
| PRINTING & PUBLICATIONS | 5,153.89 | Printing of over-sized graphics | 3,492.33 | 4,855.33 | 8,750.00 | 8,792.12 | 9,905.49 | 5,098.50 | 3,674.37 | 1,227.86 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | Small equipment replacements | 17,894.98 | 16,633.98 | 2,000.00 | 5,468.77 | 19,003.70 | 8,265.82 | 13,021.02 | 12,447.06 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 2,542,848.64 | | 2,560,453.25 | 2,674,123.37 | 2,486,488.40 | 2,257,954.80 | 1,607,829.94 | 1,170,445.14 | 1,413,330.04 | 1,487,194.03 |
| OPERATING INCOME | 62,294.52 | | 180,168.75 | 151,083.14 | 46,363.15 | 329,125.50 | 796,003.71 | 298,700.41 | (285,095.38) | 110,824.18 |

PROPOSED BUDGET

**Jekyll Island Authority - Pier Road
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 872,617.74 | Current leases on Pier Road end September 2024; new leases and JIA shops estimated to open January 2025. Includes concession sales for JIA operated stores \$753K | 172,821.51 | 168,003.45 | 175,000.00 | 170,069.04 | 154,829.83 | 82,045.27 | 58,125.91 | 28,553.33 |
| COST OF GOODS SOLD | 374,987.27 | Cost of merchandise sold | 84,949.70 | 39,968.09 | 85,750.00 | 77,085.74 | 68,537.02 | 32,489.99 | 23,589.22 | 9,807.76 |
| NET REVENUE | 497,630.47 | Income from leased properties and revenue from JIA operated shops | 87,871.81 | 128,035.36 | 89,250.00 | 92,983.30 | 86,292.81 | 49,555.28 | 34,536.69 | 18,745.57 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 359,399.74 | 1 FT Shop Manager for all shops; PT labor for JIA operated shops | 45,073.52 | 44,700.56 | 46,378.80 | 45,558.25 | 34,245.04 | 25,497.30 | 20,551.53 | 4,506.22 |
| MOTOR VEHICLE | 0.00 | No vehicle for this department | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 19,688.42 | Shop supplies (bags, boxes, paper, etc) \$14K; uniforms \$2.3K; bathroom & cleaning supplies \$1.7K; office supplies \$1.9K | 1,803.24 | 1,254.64 | 3,475.00 | 4,228.36 | 3,837.50 | 717.18 | 910.24 | 6,067.03 |
| REPAIRS & MAINTENANCE | 8,180.00 | General building repair & maintenance \$3K; equipment repair & maintenance \$750; service contracts (CCTV & alarm service, pest control) \$5K | 2,277.26 | 2,262.26 | 1,382.00 | 472.00 | 1,203.96 | 1,557.16 | 410.66 | 5,834.03 |
| UTILITIES | 18,441.96 | Electricity \$12K; Water/sewer \$3K; Trash fees \$1.6K; Telephone \$1.3K. | 4,136.39 | 4,087.72 | 4,236.81 | 3,846.28 | 3,954.84 | 3,910.29 | 2,090.98 | 553.56 |
| INSURANCE | 4,092.75 | Worker's comp \$1.2K; Liability insurance \$561K; Property insurance \$2.4K | 142.57 | 142.57 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ADVERTISING & PROMOTION | 7,000.00 | Advertising for shop openings \$5K; facebook ads & billboards \$2K | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 1,572.75 | XM radio in JIA operated shops | 413.48 | 419.40 | 383.88 | 401.64 | 335.89 | 335.88 | 323.89 | 0.00 |
| CONTRACTS | 12,000.00 | Entertainment | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | None anticipated | 6,999.22 | 6,921.84 | 7,192.67 | 6,673.08 | 5,979.82 | 5,894.28 | 5,761.98 | 1,581.55 |
| CREDIT CARD FEES & BANK FEES | 15,057.40 | Credit card processing fees | 3,414.59 | 3,413.63 | 3,500.00 | 3,508.07 | 2,944.78 | 2,078.19 | 1,396.99 | 323.62 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 597.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 155.44 | 0.00 | 3,933.17 | 3,824.39 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 445,433.02 | | 64,260.27 | 63,202.62 | 66,549.16 | 65,284.68 | 52,657.27 | 39,990.28 | 35,379.44 | 22,690.40 |
| OPERATING INCOME | 52,197.45 | <i>Most shops only open 1/2 year fro FY25</i> | 23,611.54 | 64,832.74 | 22,700.84 | 27,698.62 | 33,635.54 | 9,565.00 | (842.75) | (3,944.83) |

PROPOSED BUDGET

**Jekyll Island Authority -Turtle Center
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|------------------|-------------------|-------------------|-------------------|---------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 3,498,623.70 | Adoptions & donations \$74K; Turtle Tag license plates \$54K; Memberships \$38K; Concession Sales \$1.8M; School & Education programs \$245K; Admission fees \$1.4M | 3,426,031.03 | 3,298,135.39 | 3,466,170.35 | 3,343,453.49 | 3,605,771.13 | 2,817,348.13 | 2,230,710.99 | 2,662,115.53 |
| COST OF GOODS SOLD | 858,376.69 | Cost of goods sold in gift shop | 797,384.55 | 767,521.60 | 852,772.00 | 823,116.70 | 818,927.32 | 657,392.18 | 440,123.52 | 480,721.30 |
| NET REVENUE | 2,640,247.01 | | 2,628,646.48 | 2,530,613.79 | 2,613,398.35 | 2,520,336.79 | 2,786,843.81 | 2,159,955.95 | 1,790,587.47 | 2,181,394.23 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 2,195,081.11 | 23 FT staff; PT and seasonal staff for educational programs and gift shop \$294K; health insurance \$251K; retirement \$358K | 1,935,789.07 | 1,854,749.50 | 2,140,290.44 | 1,781,382.31 | 1,438,273.24 | 1,411,410.36 | 1,403,089.84 | 1,320,991.82 |
| MOTOR VEHICLE | 6,004.00 | Gas for van, ATVs; van repair & ATV repair | 4,819.73 | 4,621.83 | 8,446.66 | 6,400.04 | 7,135.96 | 3,903.80 | 4,386.92 | 7,500.76 |
| SUPPLIES & MATERIALS | 127,591.32 | Medications and supplies for treating sick turtles \$38K; Shop supplies \$20.3K; Turtle supplies \$39K; Education supplies; Office supplies; Uniforms; lab supplies; Postage; furniture & fixtures | 137,500.99 | 116,171.62 | 149,009.56 | 137,142.59 | 164,345.51 | 152,389.66 | 146,847.03 | 192,505.71 |
| REPAIRS & MAINTENANCE | 29,540.75 | General building R&M \$4K; equipment R&M \$12K; Maintenance agreements \$13K. | 34,977.84 | 47,227.42 | 50,088.07 | 55,918.50 | 42,967.40 | 62,877.36 | 97,775.31 | 96,862.10 |
| UTILITIES | 82,254.53 | Electricity \$57K; Propane to heat pavilion \$800; Water/Sewer \$9K; Trash fees \$3.7K; Land lines & cell phones \$11.6K. | 83,445.32 | 82,708.64 | 77,994.82 | 77,493.92 | 80,169.84 | 77,600.35 | 76,070.43 | 77,142.32 |
| INSURANCE | 51,839.56 | Worker's Comp \$27K; Liability Insurance \$13K; Fire fees \$9.3K; Property insurance \$2.5K; Auto insurance | 49,561.57 | 49,561.57 | 52,255.68 | 46,891.95 | 44,564.57 | 38,636.43 | 37,555.23 | 43,462.27 |
| ADVERTISING & PROMOTION | 30,300.00 | GSTC specific marketing & advertising | 5,286.00 | 5,362.75 | 2,100.00 | 17,166.95 | 1,189.71 | 637.03 | 2,945.13 | 2,226.90 |
| TRAVEL | 6,400.00 | Travel for staff for conferences and training | 4,655.01 | 5,545.13 | 9,660.00 | 9,418.24 | 853.65 | 2,068.00 | 20,019.64 | 21,385.43 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 10,352.00 | Registrations for conferences; Association dues; Training courses; Survey monkey; Adobe subscription; ZIMS medical records subscription. | 13,997.72 | 10,722.64 | 17,671.04 | 11,846.39 | 7,197.58 | 8,819.64 | 13,685.56 | 14,538.21 |
| CONTRACTS | 5,900.00 | Diagnostic testing and miscellaneous labs | 5,612.22 | 7,339.59 | 5,930.00 | 19,981.29 | 18,755.66 | 6,783.47 | 41,254.09 | 34,562.64 |
| BUILDING & EQUIPMENT RENTAL | 4,322.48 | Copier & water cooler rental | 4,817.60 | 5,167.07 | 4,299.40 | 4,600.53 | 3,799.06 | 3,603.29 | 5,974.96 | 7,195.46 |
| CREDIT CARD FEES & BANK FEES | 67,003.89 | Credit card processing fees | 57,427.83 | 53,625.78 | 66,526.27 | 65,126.48 | 66,131.35 | 38,305.83 | 37,125.38 | 44,737.42 |
| PRINTING & PUBLICATIONS | 2,750.00 | Signs; summer program brochures; misc | 1,129.33 | 1,415.36 | 2,000.00 | 5,438.44 | 9,228.88 | 3,638.00 | 7,647.31 | 19,940.57 |
| EQUIPMENT PURCHASES <\$5K | 1,830.00 | Small equipment for hospital, research, education and gift shop | 10,807.23 | 7,900.88 | 10,540.00 | 9,928.23 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 2,621,169.64 | | 2,349,827.46 | 2,252,119.78 | 2,596,811.94 | 2,248,735.86 | 1,898,631.93 | 1,822,930.14 | 1,910,587.88 | 1,911,580.27 |
| OPERATING INCOME | 19,077.37 | | 278,819.02 | 278,494.01 | 16,586.41 | 271,600.93 | 888,211.88 | 337,025.81 | (120,000.41) | 269,813.96 |

PROPOSED BUDGET

Jekyll Island Authority -Fire Department FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 2,308,754.00 | Fire fees \$2M; ambulance service \$36K; contribution from Admin for Code Compliance Officer \$42K; allocation from parking fees for fire equipment fund \$175K and 911 dispatch fee \$66K; permit fees \$5K; misc \$3K | 2,074,640.80 | 2,094,430.31 | 2,067,834.00 | 1,764,067.65 | 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 | 0.00 |
| NET REVENUE | 2,308,754.00 | | 2,074,640.80 | 2,094,430.31 | 2,067,834.00 | 1,764,067.65 | 1,625,286.21 | 1,541,556.40 | 1,409,721.22 | 1,141,495.69 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 1,774,321.91 | 12 FT employees; requesting 3 additional PT staff to move to FT; balance of staffing is covered by PT employees (\$204K) | 1,434,948.65 | 1,401,694.71 | 1,532,198.00 | 1,359,666.39 | 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 | 37,752.88 | 36,138.24 | 35,796.31 | 41,429.87 | 37,299.69 | 26,606.66 | 36,814.31 | 25,833.03 |
| SUPPLIES & MATERIALS | 38,084.24 | Firefighter supplies \$16.3K; uniforms \$7.2K; first aid supplies \$8.3K; bathroom & cleaning supplies \$2.2K; office supplies, small tools, other misc supplies. | 42,916.10 | 34,967.41 | 39,073.42 | 29,994.05 | 32,648.33 | 25,943.02 | 33,244.73 | 21,686.92 |
| REPAIRS & MAINTENANCE | 26,073.40 | General R&M for station and grounds \$1.9K; service contracts \$19.7K (software maint agreements, pest control, etc.); equipment R&M \$4.5K | 25,066.67 | 24,343.43 | 25,948.40 | 23,369.90 | 25,930.51 | 28,438.71 | 20,637.42 | 15,999.74 |
| UTILITIES | 24,494.07 | Electricity \$10K; water/sewer \$2.1K; trash fees \$2K; cable \$539; telephone \$8.7K | 23,239.67 | 22,342.96 | 24,120.81 | 22,236.59 | 18,719.28 | 22,026.60 | 19,320.69 | 15,709.96 |
| INSURANCE | 30,161.95 | Worker's comp \$18K; liability insurance \$8.4K; property insurance \$672; vehicle insurance \$686; fire fees \$2.9K | 22,864.62 | 22,864.62 | 24,345.07 | 23,693.07 | 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 | 811.00 | 411.00 | 2,940.69 | 3,151.41 | 551.22 | 683.35 | 857.02 | 368.36 |
| TRAVEL | 7,975.00 | Travel for conferences & training for FT staff | 4,607.48 | 3,938.86 | 7,350.00 | 7,109.43 | 3,735.43 | 2,359.26 | 2,492.83 | 1,972.84 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 34,098.48 | Course registrations; Nixel alert system \$4.5K; Training and reporting software \$13K; membership dues; Emergency planning software \$8K | 44,469.47 | 35,690.66 | 51,603.68 | 23,690.28 | 24,307.42 | 14,451.63 | 13,463.90 | 12,594.02 |
| CONTRACTS | 70,828.75 | EMS billing fees \$4.4K; Glynn County Dispatch agreement \$66K; Fire break maintenance | 64,012.74 | 27,783.75 | 68,828.75 | 78,185.66 | 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 | 1,985.82 | 2,287.59 | 2,543.26 | 2,754.61 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 2,252.13 | Misc. printing needs & CPR cards for certification classes | 1,015.87 | 669.72 | 2,252.13 | 2,513.11 | 655.95 | 1,523.12 | 2,126.84 | 1,913.39 |
| EQUIPMENT PURCHASES <\$5K | 5,900.00 | Misc small equipment replacement \$3.4K; Starlink hardware \$2.5K | 3,711.75 | (1,268.25) | 4,300.00 | 849.99 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 2,055,470.19 | | 1,707,402.72 | 1,611,864.70 | 1,821,300.52 | 1,618,644.36 | 1,392,257.36 | 1,217,931.10 | 1,115,353.79 | 947,332.80 |
| OPERATING INCOME | 253,283.81 | <i>Amount to be set aside in Fire equipment fund (\$175K from parking for ladder truck; balance from operations)</i> | 367,238.08 | 482,565.61 | 246,533.48 | 145,423.29 | 233,028.85 | 323,625.30 | 294,367.43 | 194,162.89 |

PROPOSED BUDGET

**Jekyll Island Authority -Roads & Grounds
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|---|---------------------|----------------------|------------------|---------------------|------------------|------------------|-------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 1,234,515.22 | Amount allocated from Parking fees to pay for Roads & Grounds expenses | 1,200,865.45 | 1,233,474.84 | 1,200,865.45 | 1,097,995.92 | 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 | 0.00 |
| NET REVENUE | 1,234,515.22 | | 1,200,865.45 | 1,233,474.84 | 1,200,865.45 | 1,097,995.92 | 1,036,467.12 | 1,188,919.80 | 1,415,720.95 | 1,226,670.86 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 712,034.47 | 9 FT staff and benefits (health ins, retirement, FICA, unemployment ins) | 736,681.05 | 750,464.60 | 679,683.72 | 636,232.64 | 490,312.10 | 659,002.20 | 726,373.23 | 613,574.52 |
| MOTOR VEHICLE | 68,247.43 | Gas and diesel for equipment and vehicles \$55K; vehicle repairs \$13K | 68,471.84 | 60,732.13 | 70,773.79 | 70,431.90 | 54,942.95 | 48,189.37 | 61,009.49 | 58,200.13 |
| SUPPLIES & MATERIALS | 72,632.03 | Christmas lights \$45K; shop supplies \$2K; bathroom & cleaning supplies \$16K; small tools \$6.6K; office supplies, uniforms & misc supplies | 80,563.36 | 74,393.12 | 95,617.82 | 103,890.96 | 102,990.01 | 95,373.86 | 134,208.57 | 104,533.80 |
| REPAIRS & MAINTENANCE | 65,752.12 | General building R&M \$19K; Roads & bike path repairs \$27K; general equipment R&M \$19K; termite inspection | 99,487.23 | 103,421.29 | 72,902.04 | 123,695.24 | 109,552.07 | 75,970.30 | 54,435.87 | 139,659.90 |
| UTILITIES | 181,019.41 | Electricity \$47K (street lights, parks, restrooms); water/sewer \$24K; trash fees \$110K (public areas) | 182,699.59 | 180,687.30 | 173,836.56 | 165,672.57 | 158,597.78 | 156,755.30 | 154,812.09 | 116,638.53 |
| INSURANCE | 34,779.58 | Worker's comp \$10.5K; liability insurance \$5K; property insurance \$3.4K; fire fee \$15.3K | 34,050.02 | 34,262.38 | 33,644.20 | 33,454.11 | 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 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 104.00 | 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 | 9.00 |
| CONTRACTS | 0.00 | | 500.00 | 500.00 | 0.00 | 1,895.00 | 1,050.00 | 0.00 | 1,126.85 | 70.08 |
| BUILDING & EQUIPMENT RENTAL | 77,952.18 | Manlifts for Christmas lights \$20K; Excavator lease \$37.4K; equipment rentals for projects | 117,485.48 | 118,407.98 | 60,607.32 | 71,400.98 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 175.00 | 0.00 | 3,461.58 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 22,098.00 | Grills, chainsaws, picnic tables, small equipment; misc. equipment replacement \$4K | 12,919.69 | 2,843.29 | 13,800.00 | 6,667.67 | 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 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 1,234,515.22 | | 1,332,858.26 | 1,325,712.09 | 1,200,865.45 | 1,213,620.07 | 1,015,346.25 | 1,109,960.36 | 1,256,578.83 | 1,127,273.92 |
| OPERATING INCOME | 0.00 | <i>All expenses for this department are paid by Parking Fees</i> | (131,992.81) | (92,237.25) | 0.00 | (115,624.15) | 21,120.87 | 78,959.44 | 159,142.12 | 99,396.94 |

PROPOSED BUDGET

*Jekyll Island Authority -Park Services
FY2025 Budget*

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|--|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 832,395.59 | Amount allocated from Parking fees to pay for Park Services expenses | 768,756.16 | 766,519.34 | 768,756.15 | 665,059.62 | 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 | 0.00 |
| NET REVENUE | 832,395.59 | | 768,756.16 | 766,519.34 | 768,756.15 | 665,059.62 | 554,773.36 | 0.00 | 0.00 | 0.00 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 722,150.56 | 12 FT staff; includes benefits for FT staff | 653,941.60 | 632,288.84 | 665,971.05 | 549,729.39 | 371,032.68 | 0.00 | 0.00 | 0.00 |
| MOTOR VEHICLE | 14,709.31 | Gas for vehicles & equipment \$9.3K; vehicle repairs \$5.4K | 14,352.19 | 13,483.62 | 20,483.28 | 15,903.15 | 18,317.89 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 66,284.74 | Bathroom supplies for public areas \$59K; uniforms \$4.5K; misc supplies | 41,269.24 | 54,000.34 | 54,881.07 | 58,899.26 | 54,503.47 | 0.00 | 0.00 | 0.00 |
| REPAIRS & MAINTENANCE | 1,200.00 | General equipment repairs and maintenance | 685.83 | 352.99 | 1,200.00 | 1,068.28 | 1,671.81 | 0.00 | 0.00 | 0.00 |
| UTILITIES | 1,167.12 | Cell phones for Managers | 1,166.20 | 1,166.00 | 1,165.20 | 1,109.99 | 242.92 | 0.00 | 0.00 | 0.00 |
| INSURANCE | 20,833.86 | Worker's comp \$14K; liability insurance \$6.7K; vehicle insurance \$78 | 18,862.95 | 18,862.95 | 20,476.32 | 18,304.12 | 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 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 0.00 | | 1,960.00 | 1,960.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 557.86 | 98.00 | 2,529.23 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 6,050.00 | Vacuum cleaners, blowers \$2K; vapor steam cleaner \$4K | 4,695.00 | 3,795.00 | 2,050.00 | 4,738.98 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 832,395.59 | | 737,490.87 | 726,007.74 | 768,756.15 | 649,753.17 | 468,098.79 | 0.00 | 0.00 | 0.00 |
| OPERATING INCOME | 0.00 | <i>All expenses for this department are paid by Parking fees.</i> | 31,265.29 | 40,511.60 | 0.00 | 15,306.45 | 86,674.57 | 0.00 | 0.00 | 0.00 |

PROPOSED BUDGET

Jekyll Island Authority -Landscaping FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 2,118,747.81 | Wright Tree Service lease \$3K; Plant sales \$70K; Allocation from parking fees \$2M | 2,057,087.25 | 2,152,738.16 | 2,032,176.99 | 2,127,303.31 | 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 | 0.00 |
| NET REVENUE | 2,118,747.81 | | 2,057,087.25 | 2,152,738.16 | 2,032,176.99 | 2,127,303.31 | 1,671,451.57 | 1,374,741.43 | 1,582,356.64 | 1,448,283.36 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 1,539,030.05 | 23 FT employees; cost allocations to Camp Jekyll \$21K; PT staffing \$19K; benefits | 1,293,366.19 | 1,212,568.96 | 1,398,580.51 | 1,006,193.13 | 947,726.71 | 957,821.75 | 895,035.00 | 1,011,283.96 |
| MOTOR VEHICLE | 33,203.24 | Gas & diesel for vehicles & equipment \$27K; vehicle repairs \$6.3K | 31,864.33 | 30,923.72 | 39,767.14 | 37,976.09 | 33,570.77 | 26,241.50 | 33,041.27 | 52,042.45 |
| SUPPLIES & MATERIALS | 257,260.00 | Plants/seeds \$97K; sand/soil \$37K; chemicals/fertilizer \$40K; irrigation supplies \$27K; landscape & greenhouse materials \$23K; uniforms \$11K; small tools \$9.8K; other | 273,622.61 | 259,660.72 | 286,372.06 | 263,646.45 | 246,177.73 | 178,567.65 | 141,826.28 | 181,320.40 |
| REPAIRS & MAINTENANCE | 27,302.50 | General bldg. R&M \$4.5K; remodel greenhouse bathroom \$3K; maint building buildout \$3K; General equipment R&M \$16.5K | 34,727.21 | 42,265.98 | 48,302.50 | 65,643.02 | 31,744.82 | 18,817.57 | 17,801.71 | 17,628.55 |
| UTILITIES | 125,985.71 | Electricity \$69K; Propane \$3K; Water/sewer \$41K; trash fees \$11K; telephone \$1.5K | 120,164.15 | 123,783.08 | 113,671.32 | 114,695.00 | 100,953.16 | 97,032.42 | 105,833.21 | 138,583.48 |
| INSURANCE | 43,796.19 | Worker's comp \$27K; liability insurance \$13K; fire fee \$2.8K; vehicle insurance; property insurance | 39,623.06 | 39,723.06 | 42,832.34 | 40,392.48 | 37,809.91 | 33,527.46 | 38,911.92 | 45,902.42 |
| ADVERTISING & PROMOTION | 1,000.00 | Advertisements for plant sales | 400.00 | 499.83 | 1,000.00 | 500.00 | 400.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 1,000.00 | Orlando Landscape trade show | 0.00 | 0.00 | 2,000.00 | 2,405.72 | 100.28 | 0.00 | 1,701.60 | 1,560.08 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 880.00 | Conference registrations and association memberships | 605.00 | 605.00 | 480.00 | (2,920.00) | 1,315.00 | 920.00 | 514.50 | 680.00 |
| CONTRACTS | 26,000.00 | Coastal Greenery palm tree pruning | 15,164.13 | 45,360.87 | 35,500.00 | 56,420.74 | 16,800.00 | 8,870.00 | 12,640.00 | 19,725.00 |
| BUILDING & EQUIPMENT RENTAL | 47,390.12 | Mowing equipment lease and tractor lease \$42K; telescoping forklift for planting large palm trees \$4K | 17,417.96 | 12,751.92 | 47,390.12 | 15,925.94 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 28.99 | 57.99 | 0.00 | 151.60 | 0.00 | 20.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 15,900.00 | Misc. small equipment, edgers, trimmers, blowers, chainsaws, etc. \$5.9K; telehandler Skid steer adapter \$2.5K; air compressor \$2.5K; plate tamp \$3K; fuel storage cabinet \$2K | 13,804.77 | 18,126.64 | 16,281.00 | 14,108.37 | 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 | 2,118,747.81 | | 1,840,788.40 | 1,786,327.77 | 2,032,176.99 | 1,615,138.54 | 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. | 216,298.85 | 366,410.39 | 0.00 | 512,164.77 | 218,730.66 | 48,892.22 | 321,349.71 | (37,771.88) |

PROPOSED BUDGET

**Jekyll Island Authority -Landscape Planning
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|--|---------------------|----------------------|------------------|---------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 495,623.37 | Tree Fund money to be applied against purchase of trees (\$27K); Parking fees allocated (\$469K) | 493,070.89 | 378,737.14 | 493,070.89 | 4,142.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| COST OF GOODS SOLD | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NET REVENUE | 495,623.37 | | 493,070.89 | 378,737.14 | 493,070.89 | 4,142.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 347,115.80 | 3 FT Staff; 1 College Intern; Temporary Staffing Labor | 291,589.98 | 312,105.35 | 311,105.31 | 240,927.38 | 0.00 | 0.00 | 0.00 | 0.00 |
| MOTOR VEHICLE | 4,830.00 | Fuel and Repairs for vehicles and small equipment | 2,996.31 | 2,599.35 | 4,830.00 | 1,660.25 | 0.00 | 0.00 | 0.00 | 0.00 |
| SUPPLIES & MATERIALS | 71,835.00 | Oyster shell, bulk soil & potting soil \$12K; Reforestation \$20K; Goodyear landscape \$15K; Purchase/repair of teak benches \$3K; landscape materials \$6K; uniforms, other | 91,134.46 | 49,291.97 | 115,310.00 | 27,578.53 | 0.00 | 0.00 | 0.00 | 0.00 |
| REPAIRS & MAINTENANCE | 5,130.00 | DOT shed renovations \$5K; Fire extinguisher maintenance | 2,372.84 | 2,307.84 | 130.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| UTILITIES | 583.56 | Telephone expense | 583.10 | 583.00 | 582.60 | 548.31 | 0.00 | 0.00 | 0.00 | 0.00 |
| INSURANCE | 5,189.01 | Liability insurance \$1.7K; Workmen's Comp Insurance \$3.5K | 4,715.76 | 4,715.76 | 5,102.97 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| ADVERTISING & PROMOTION | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TRAVEL | 2,000.00 | ASLA Conference - Cliff | 1,664.92 | 1,664.92 | 2,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 1,440.00 | Conference and memberships | 1,440.00 | 1,190.00 | 1,610.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 46,000.00 | Hazardous tree removal \$26.4K; Historic District Tree trimming \$16K; Soil treatment of signature oaks \$3.6K | 55,090.00 | 48,799.00 | 43,300.00 | 14,809.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 4,000.00 | Miscellaneous equipment for special projects | 142.03 | 142.03 | 4,000.00 | 92.97 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 7,500.00 | Miscellaneous small equipment replacements \$3.8K; air spade kit \$2.5K; battery operated concrete mixer \$1.3K | 2,519.96 | 2,519.96 | 5,100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 495,623.37 | | 454,249.36 | 425,919.18 | 493,070.88 | 285,616.44 | 0.00 | 0.00 | 0.00 | 0.00 |
| OPERATING INCOME | 0.00 | <i>Expenses for this department are paid by Parking fees and reimbursement from Tree Fund</i> | 38,821.53 | (47,182.04) | 0.01 | (281,474.01) | 0.00 | 0.00 | 0.00 | 0.00 |

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PROPOSED BUDGET

**Jekyll Island Authority - Facility Maintenance
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-----------------------|--|-----------------------|-----------------------|-----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 0.00 | | 6,090.42 | 6,582.39 | 0.00 | 10,100.67 | 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 | 0.00 |
| NET REVENUE | 0.00 | | 6,090.42 | 6,582.39 | 0.00 | 10,100.67 | 4,147.29 | 1,565.00 | 0.00 | 787.25 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 1,185,360.27 | 12 FT employees; requesting 1 new position - Maintenance Technician | 1,064,069.36 | 1,036,125.64 | 1,054,920.84 | 866,680.56 | 726,208.50 | 601,195.55 | 652,831.87 | 714,356.05 |
| MOTOR VEHICLE | 19,091.63 | Fuel for vehicles & equipment \$12.9K; vehicle R&M \$6K | 17,978.55 | 17,270.90 | 18,224.87 | 18,188.19 | 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 | 29,828.12 | 30,997.80 | 15,320.01 | 20,493.16 | 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 | 39,173.21 | 18,825.97 | 46,342.50 | 19,798.94 | 61,239.25 | 42,291.87 | 27,442.94 | 50,116.64 |
| UTILITIES | 26,426.17 | Electricity \$13K; water/sewer \$3.5K ; trash fees \$5.5K; telephone \$5K | 28,422.91 | 28,154.82 | 26,230.81 | 24,859.35 | 24,914.74 | 23,828.65 | 23,836.54 | 24,246.39 |
| INSURANCE | 37,939.01 | Worker's comp \$15K; liability insurance \$7.3K; vehicle insurance \$198; property insurance \$3K; fire fee \$12K | 33,020.90 | 33,020.90 | 35,142.28 | 26,544.96 | 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 | 0.00 |
| TRAVEL | 100.00 | Travel to pick up pumps | 597.38 | 657.38 | 100.00 | 236.43 | 117.82 | 200.68 | 1,471.95 | 66.49 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 6,385.46 | Work order software subscription See-Click-Fix | 4,315.50 | 0.00 | 4,315.50 | 6,877.65 | 5,181.52 | 0.00 | 4,017.32 | 4.50 |
| CONTRACTS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 | 0.00 | 50.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 120.39 | 120.39 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 35.94 | 83.94 | 0.00 | 48.00 | 0.00 | 0.00 | 0.00 | 12.66 |
| EQUIPMENT PURCHASES <\$5K | 7,700.00 | Misc small tools and power tools - replacements, as needed | 5,935.60 | 7,025.03 | 5,700.00 | 8,810.48 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 1,344,665.05 | | 1,223,497.86 | 1,172,282.77 | 1,206,296.81 | 992,537.72 | 879,111.26 | 720,442.28 | 763,048.68 | 864,776.16 |
| OPERATING INCOME | (1,344,665.05) | | (1,217,407.44) | (1,165,700.38) | (1,206,296.81) | (982,437.05) | (874,963.97) | (718,877.28) | (763,048.68) | (863,988.91) |

PROPOSED BUDGET

**Jekyll Island Authority -Vehicle & Equipment Maintenance
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 2,000.00 | Sale of scrap metal and equipment | 1,443.93 | 711.93 | 1,500.00 | 3,332.98 | 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 | 0.00 |
| NET REVENUE | 2,000.00 | | 1,443.93 | 711.93 | 1,500.00 | 3,332.98 | 10,024.28 | 3,816.70 | 10,293.77 | 287.00 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 507,972.01 | 6 FT employees; includes benefit costs (retirement and health insurance) | 501,492.08 | 485,392.36 | 508,086.72 | 460,258.79 | 392,232.17 | 360,156.57 | 397,322.89 | 368,584.36 |
| MOTOR VEHICLE | 20,400.00 | Gas & diesel for general fleet vehicles \$2.4K; General fleet repairs \$18K | 36,260.18 | 32,676.64 | 24,400.00 | (7,155.61) | 2,352.73 | 6,926.70 | 6,732.12 | (22,300.23) |
| SUPPLIES & MATERIALS | 16,507.02 | Shop supplies (lubricants ,fittings, oil) \$9K; Uniforms \$2.9K; small tools \$3.6K | 15,433.85 | 15,068.83 | 18,353.69 | 12,721.77 | 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 | 38,762.33 | 32,591.19 | 37,816.08 | 25,538.79 | 29,138.75 | 31,414.43 | 28,653.00 | 23,014.31 |
| UTILITIES | 17,943.97 | Electricity \$5.4K; water/sewer \$5.9K; trash fees \$5.5K; telephone \$1.2K | 18,581.56 | 18,599.17 | 17,046.21 | 15,294.03 | 15,519.73 | 14,046.47 | 14,505.19 | 15,597.78 |
| INSURANCE | 13,823.23 | Worker's comp \$7K; liability insurance \$3.4K; property insurance \$792; fire fee \$2.5K; vehicle insurance \$130 | 12,661.24 | 12,661.24 | 13,487.49 | 12,662.60 | 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 | 0.00 |
| TRAVEL | 1,400.00 | Travel for staff training and pickup or delivery of vehicles and equipment | 958.06 | 458.06 | 1,400.00 | 413.62 | 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 | 3,770.00 | 3,758.00 | 1,772.00 | 1,311.10 | 208.00 | 1,246.50 | 1,286.00 | 5,277.19 |
| CONTRACTS | 0.00 | | 0.00 | 0.00 | 0.00 | 161.00 | 0.00 | 240.50 | 3,040.25 | 500.00 |
| BUILDING & EQUIPMENT RENTAL | 1,132.08 | Lease for gas tank for welding machine | 683.52 | 832.08 | 0.00 | 918.41 | 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 | 0.00 | 237.32 |
| PRINTING & PUBLICATIONS | 62.32 | Manuals & publications | 0.00 | 0.00 | 62.32 | 0.00 | 0.00 | 0.00 | 22.99 | 1,619.56 |
| EQUIPMENT PURCHASES <\$5K | 1,800.00 | Battery operated tool upgrades; tool set for service truck | 1,818.98 | 4,315.61 | 1,800.00 | 6,066.58 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 620,628.71 | | 630,421.80 | 606,353.18 | 624,224.51 | 528,191.08 | 478,990.98 | 443,775.45 | 485,895.92 | 439,515.04 |
| OPERATING INCOME | (618,628.71) | | (628,977.87) | (605,641.25) | (622,724.51) | (524,858.10) | (468,966.70) | (439,958.75) | (475,602.15) | (439,228.04) |

PROPOSED BUDGET

Jekyll Island Authority -Water/Wastewater FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 | |
|---|---------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|--|
| REVENUES | | | | | | | | | | | |
| GROSS REVENUES | 1,820,438.22 | No increase in water or wastewater fees for FY25 at this time; water \$710K, sewer \$801K; JIA water/sewer usage \$304K | 1,834,561.45 | 1,813,875.40 | 1,782,528.70 | 1,767,907.17 | 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 | 0.00 | |
| NET REVENUE | 1,820,438.22 | | 1,834,561.45 | 1,813,875.40 | 1,782,528.70 | 1,767,907.17 | 1,796,033.19 | 1,813,166.43 | 1,678,116.59 | 1,335,751.14 | |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | 994,624.73 | 10 FT employees; includes benefits (retirement & health insurance) | 894,240.39 | 890,319.53 | 875,484.18 | 822,864.11 | 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 | 22,023.32 | 21,212.41 | 25,491.80 | 21,509.40 | 19,090.82 | 16,520.54 | 32,598.97 | 13,687.46 | |
| SUPPLIES & MATERIALS | 104,752.99 | Shop supplies \$39K; Chemicals \$29K; lab supplies \$24K; uniforms \$4.5K; other supplies | 110,675.45 | 112,802.97 | 106,094.96 | 76,857.14 | 115,786.07 | 76,223.24 | 74,915.50 | 56,465.96 | |
| REPAIRS & MAINTENANCE | 316,951.15 | Building R&M \$11K; equipment R&M for motors, control systems, etc. \$49K; service contracts \$255K (includes water tank maint \$203K, required EPD testing, fuel tank testing, etc.); Roads & Grounds R&M \$1.2K | 311,518.15 | 315,612.49 | 309,282.31 | 280,676.43 | 372,717.45 | 339,629.18 | 305,349.47 | 166,029.05 | |
| UTILITIES | 146,235.54 | Electricity \$124K; Water/sewer \$12K; fuel \$4K; telephone \$3.5K; trash fees \$2K | 142,007.66 | 137,969.64 | 136,023.63 | 129,729.20 | 134,315.70 | 115,512.54 | 110,545.58 | 144,041.98 | |
| INSURANCE | 168,102.95 | Worker's comp \$12K; liability insurance \$5.6K; property insurance \$29K; fire fee \$121K; vehicle insurance \$1.2K | 152,798.48 | 152,798.48 | 161,847.30 | 79,932.13 | 81,483.58 | 75,447.07 | 75,431.83 | 74,231.24 | |
| ADVERTISING & PROMOTION | 0.00 | | 0.00 | 0.00 | 0.00 | 104.00 | 0.00 | 0.00 | 0.00 | 50.00 | |
| TRAVEL | 3,100.00 | On call mileage; travel for lab school and conference | 1,997.48 | 1,697.48 | 3,100.00 | 1,578.95 | 1,498.59 | 2,301.70 | 2,242.10 | 1,521.16 | |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 6,876.86 | Conferences, schools, memberships | 7,638.36 | 7,908.36 | 6,876.86 | 5,483.23 | 5,810.81 | 4,198.86 | 6,150.89 | 6,425.00 | |
| CONTRACTS | 11,300.00 | USGS Salt water infiltration study \$7.7K; sludge & grit removal \$3.6K | 77,673.87 | 29,671.87 | 73,800.00 | 21,941.43 | 15,183.39 | 12,555.24 | 6,190.01 | 10,731.16 | |
| BUILDING & EQUIPMENT RENTAL | 3,829.80 | Copier rental and copy fees | 4,228.62 | 3,632.06 | 5,464.45 | 3,525.52 | 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 | 0.00 | |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 261.99 | 0.00 | 348.43 | 0.00 | 0.00 | 198.94 | 0.00 | |
| EQUIPMENT PURCHASES <\$5K | 2,499.00 | Small equipment replacements \$1K; Emergency cut off saw \$1.5K | 4,149.79 | 1,739.37 | 3,700.00 | 11,796.76 | 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 | 0.00 | |
| TOTAL OPERATING EXPENSES | 1,783,764.82 | | 1,728,951.57 | 1,675,626.65 | 1,707,165.49 | 1,456,346.73 | 1,371,437.29 | 1,242,967.55 | 1,143,898.65 | 983,914.81 | |
| OPERATING INCOME | 36,673.40 | Amount set aside for Water/Wastewater reserve funds to be used for future facility & equipment upgrades | 105,609.88 | 138,248.75 | 75,363.21 | 311,560.44 | 424,595.90 | 570,198.88 | 534,217.94 | 351,836.33 | |

PROPOSED BUDGET

**Jekyll Island Authority -Sanitation
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|---|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 770,505.52 | Residential and commercial trash fees \$372K (3.7% rate increase in curbside service and \$2.50 rate increase in backdoor service); JIA trash fees \$220K; Allocation from parking fee \$179K | 745,394.21 | 721,947.32 | 721,605.45 | 604,427.35 | 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 | 0.00 |
| NET REVENUE | 770,505.52 | | 745,394.21 | 721,947.32 | 721,605.45 | 604,427.35 | 618,252.42 | 570,704.92 | 562,196.28 | 543,115.51 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 296,813.20 | 3 FT staff; includes benefits | 305,603.79 | 308,453.65 | 279,932.91 | 292,346.24 | 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) | 22,152.65 | 24,778.92 | 18,093.93 | 23,479.31 | 19,761.98 | 12,075.72 | 30,560.58 | 31,702.28 |
| SUPPLIES & MATERIALS | 13,737.80 | Cleaning Supplies, uniforms and small tools \$700; replacement 30 or 96 gallon trash cans \$13K | 5,003.60 | 379.60 | 5,237.80 | 166.00 | 651.48 | 674.80 | 958.80 | 1,761.67 |
| REPAIRS & MAINTENANCE | 7,531.84 | General equipment R&M; tracks for skid steer \$6K; gate maintenance | 450.00 | 0.00 | 1,000.00 | 271.90 | 2,296.73 | 661.01 | 221.49 | 613.87 |
| UTILITIES | 311.42 | Water/sewer fees | 356.94 | 462.36 | 311.42 | 631.98 | 298.92 | 1,749.98 | 268.26 | 291.42 |
| INSURANCE | 5,553.78 | Worker's comp \$3.5K; liability insurance \$2K; vehicle insurance \$365 | 5,093.64 | 5,093.64 | 5,401.17 | 5,115.48 | 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 | 0.00 |
| TRAVEL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 103.00 | 0.00 | 0.00 | 0.00 |
| CONTRACTS | 412,422.38 | Waste Management (3.7% increase in curbside service, \$2.50 increase in backdoor service), hauling/dumping fees; Includes \$20K for grinding fees | 383,443.53 | 344,867.87 | 395,587.05 | 407,170.55 | 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 | 8,480.63 | 5,080.63 | 16,041.17 | 12,641.17 | 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 | 0.00 |
| PRINTING & PUBLICATIONS | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EQUIPMENT PURCHASES <\$5K | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| INTEREST EXPENSE | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL OPERATING EXPENSES | 770,505.52 | | 730,584.78 | 689,116.67 | 721,605.45 | 741,822.63 | 656,100.09 | 533,526.99 | 588,355.28 | 626,941.23 |
| OPERATING INCOME | 0.00 | <i>Includes allocation of \$179K from Parking fees to cover cost of landfill grinding and trash pickup in public areas</i> | 14,809.43 | 32,830.65 | 0.00 | (137,395.28) | (37,847.67) | 37,177.93 | (26,159.00) | (83,825.72) |

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PROPOSED BUDGET

Jekyll Island Authority -McCormick's Grill
FY2025 Budget

Location Leased out since FY2021

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|------------------|----------|---------------------|----------------------|------------------|------------------|------------------|---------------------|---------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 0.00 | | 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 | 0.00 | 122,162.57 | 174,351.33 | 197,724.97 |
| NET REVENUE | 0.00 | | 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 | 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 | 0.00 |
| SUPPLIES & MATERIALS | 0.00 | | 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 | 0.00 | 17,272.75 | 19,762.81 | 17,674.32 |
| UTILITIES | 0.00 | | 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 | 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 | 0.00 | 3,000.00 |
| TRAVEL | 0.00 | | 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 | 0.00 | 899.55 | 2,545.40 | 2,400.00 |
| CONTRACTS | 0.00 | | 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 | 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 | 0.00 | 6,831.15 | 8,100.06 | 4,873.14 |
| PRINTING & PUBLICATIONS | 0.00 | | 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 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 0.00 | | 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 | 0.00 | (116,265.10) | (112,580.24) | (101,599.82) |

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PROPOSED BUDGET

**Jekyll Island Authority - Convention Center
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|-------------------|---------------------|---------------------|---------------------|------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 5,746,147.00 | Based on actual bookings plus estimated pickup business of \$407K | 6,010,410.95 | 6,249,604.12 | 5,234,538.00 | 6,196,506.67 | 4,604,916.20 | 1,622,624.73 | 2,947,038.51 | 4,510,465.79 |
| COST OF GOODS SOLD | 580,413.08 | Cost of food and alcohol sold | 513,148.36 | 501,753.14 | 551,700.29 | 477,011.28 | 376,293.80 | 150,359.46 | 237,706.11 | 386,583.61 |
| NET REVENUE | 5,165,733.92 | | 5,497,262.59 | 5,747,850.98 | 4,682,837.71 | 5,719,495.39 | 4,228,622.40 | 1,472,265.27 | 2,709,332.40 | 4,123,882.18 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 246,857.50 | Temp staffing service labor and contract security services - wages higher; higher event volume | 170,422.19 | 170,698.15 | 182,925.00 | 202,793.45 | 140,258.92 | 53,979.67 | 78,991.62 | 163,696.88 |
| MOTOR VEHICLE | 625.00 | Gas for pressure washer and diesel for generator - no vehicle | 598.87 | 598.87 | 220.00 | 0.00 | 0.00 | 337.08 | 141.31 | 692.52 |
| SUPPLIES & MATERIALS | 156,510.00 | Food service supplies \$89K; linens \$20K; bathroom/cleaning supplies \$31K; uniforms \$2.9K; decorations \$7K; office supplies, flags, postage, small tools | 127,418.98 | 153,944.94 | 148,885.00 | 170,869.66 | 161,272.20 | 44,388.72 | 58,562.04 | 100,516.29 |
| REPAIRS & MAINTENANCE | 333,828.29 | General Building R&M \$26K; Exterior lights \$45K; Door repairs \$15K; HVAC repairs \$63K; upgrade vent and exhaust for generator \$17K; maintenance service contracts \$90K | 378,218.11 | 507,871.31 | 526,393.79 | 440,238.72 | 207,996.08 | 108,583.54 | 136,903.03 | 143,465.83 |
| UTILITIES | 431,702.68 | Electricity \$359K; fuel \$19K; water/sewer \$2K; trash \$29K; internet \$16K; telephone \$7K | 446,573.32 | 432,199.54 | 406,526.50 | 385,969.03 | 336,311.83 | 224,828.85 | 320,812.33 | 321,933.71 |
| INSURANCE | 309,828.16 | General liability insurance \$100K; fire fee \$172K; property insurance \$38K | 307,892.54 | 303,989.74 | 269,172.33 | 232,055.89 | 181,994.87 | 185,224.93 | 194,317.45 | 187,059.10 |
| ADVERTISING & PROMOTION | 1,500.00 | Employee appreciation program | 0.00 | 659.00 | 0.00 | 4,889.00 | 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 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 32,166.00 | Health inspections; alcohol license; organizational memberships; software programs for event booking, accounting, training, etc | 32,981.14 | 32,226.96 | 39,588.00 | 14,979.81 | 18,514.35 | 11,258.40 | 15,273.45 | 14,253.77 |
| CONTRACTS | 2,406,550.92 | Contract fee \$140K; SMG staff and benefits \$2M; incentive \$135K; Payroll processing \$26K | 2,153,978.20 | 2,174,024.54 | 2,241,231.86 | 2,101,159.71 | 1,776,286.81 | 933,497.04 | 1,790,410.95 | 2,023,092.62 |
| BUILDING & EQUIPMENT RENTAL | 7,595.00 | Copier, chair cleaner, Ecolab (dishwasher) rental | 11,322.90 | 11,698.59 | 5,750.00 | 7,854.80 | 9,873.78 | 8,778.91 | 11,696.25 | 9,097.16 |
| CREDIT CARD FEES & BANK FEES | 7,022.00 | Credit card processing fees | 5,150.48 | 6,015.36 | 8,000.00 | 7,512.80 | 5,973.70 | 3,633.96 | 5,172.54 | 7,812.61 |
| PRINTING & PUBLICATIONS | 300.00 | Business cards, drink tickets, etc. | 343.32 | 93.32 | 550.00 | 1,101.05 | 26.00 | 813.01 | 12.48 | 281.29 |
| EQUIPMENT PURCHASES <\$5K | 50,542.00 | General small equipment replacement (coffee urns, tables, beverage carts, internet equipment, radios, etc) | 8,036.99 | 8,068.47 | 13,000.00 | 18,535.70 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 3,985,027.55 | | 3,642,937.04 | 3,802,088.79 | 3,842,242.48 | 3,587,959.62 | 2,853,281.77 | 1,576,068.73 | 2,613,805.53 | 2,973,490.13 |
| OPERATING INCOME | 1,180,706.37 | | 1,854,325.55 | 1,945,762.19 | 840,595.23 | 2,131,535.77 | 1,375,340.63 | (103,803.46) | 95,526.87 | 1,150,392.05 |

PROPOSED BUDGET

**Jekyll Island Authority - Tennis
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|---|---------------------|----------------------|---------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 197,635.91 | Memberships \$39K; tennis fees \$14K; Concession Sales \$42K; lessons \$37K; tournaments \$62K; repair income; equipment rental | 167,650.27 | 176,364.30 | 168,107.50 | 160,977.77 | 142,873.17 | 154,180.32 | 110,120.69 | 124,768.30 |
| COST OF GOODS SOLD | 25,644.64 | Cost of goods sold | 9,581.61 | 9,955.24 | 14,379.79 | 12,999.86 | 9,000.79 | 7,132.74 | 5,696.16 | 9,273.06 |
| NET REVENUE | 171,991.27 | | 158,068.66 | 166,409.06 | 153,727.71 | 147,977.91 | 133,872.38 | 147,047.58 | 104,424.53 | 115,495.24 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 64,603.38 | Part time shop staff and court maintenance staff; Allocation from Admin for cost of Sr. Director of Amenities | 57,777.54 | 51,651.19 | 69,449.76 | 73,306.14 | 65,688.00 | 41,184.46 | 38,634.73 | 41,921.29 |
| MOTOR VEHICLE | 600.00 | Fuel for court equipment | 255.04 | 180.86 | 600.00 | 401.49 | 668.64 | 818.25 | 307.98 | 179.47 |
| SUPPLIES & MATERIALS | 37,804.13 | Tournament expenses \$30K (referees, shirts, trophies, etc.); Court materials, irrigation supplies, office supplies, nets, balls, postage | 43,109.92 | 39,817.72 | 43,538.27 | 48,966.04 | 36,390.43 | 37,868.83 | 24,637.12 | 18,410.05 |
| REPAIRS & MAINTENANCE | 7,258.50 | Building R&M \$4.8K; Service contracts \$2K (pest control; fire extinguisher service; camera inspection and service); Equipment R&M \$500 | 18,491.53 | 31,912.58 | 12,258.50 | 17,126.31 | 1,143.41 | 2,511.66 | 2,525.95 | 8,347.78 |
| UTILITIES | 24,452.05 | Electricity \$3.8K; water/sewer \$11K; trash fees \$4K; cable/internet \$3K; telephone \$2K | 28,068.41 | 26,605.73 | 23,989.99 | 20,468.67 | 24,449.05 | 22,473.11 | 27,634.87 | 26,401.28 |
| INSURANCE | 2,184.29 | Property insurance \$397; fire fees \$1.8K | 2,160.55 | 2,160.55 | 2,105.47 | 1,563.05 | 1,567.33 | 1,553.65 | 1,553.77 | 1,459.32 |
| ADVERTISING & PROMOTION | 10,000.00 | Marketing expense | 0.00 | 0.00 | 5,000.00 | 0.00 | 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 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 621.00 | Tournament sanction fees | 99.00 | 0.00 | 621.00 | 0.00 | 0.00 | 107.89 | 99.00 | 0.00 |
| CONTRACTS | 126,932.98 | Tennis pro \$94K; Active network fees \$2.4 K; Lessons paid to Tennis Pros \$30K. | 94,329.66 | 98,780.27 | 93,968.98 | 93,494.71 | 74,615.75 | 103,018.87 | 70,389.01 | 77,247.62 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 1,531.34 | 1,531.34 | 0.00 | 0.00 | 0.00 | 472.23 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 3,705.67 | Credit card processing fees; estimated at 75% of sales at 2.5% rate | 3,087.75 | 3,586.62 | 3,152.02 | 2,675.22 | 2,059.74 | 2,000.95 | 1,656.41 | 1,793.78 |
| PRINTING & PUBLICATIONS | 0.00 | | 190.00 | 190.00 | 0.00 | 290.19 | 0.00 | 0.00 | 0.00 | 12.66 |
| EQUIPMENT PURCHASES <\$5K | 1,000.00 | Miscellaneous small equipment replacements | 1,164.56 | 864.56 | 500.00 | 1,911.63 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 279,162.00 | | 250,265.30 | 257,281.42 | 255,183.99 | 260,203.45 | 206,582.35 | 219,186.73 | 179,622.98 | 179,787.14 |
| OPERATING INCOME | (107,170.73) | | (92,196.64) | (90,872.36) | (101,456.28) | (112,225.54) | (72,709.97) | (72,139.15) | (75,198.45) | (64,291.90) |

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PROPOSED BUDGET

**Jekyll Island Authority - Mini-Golf, Bikes & Playground
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|-------------------|--|---------------------|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 488,961.24 | Concession sales \$35K; bicycle rentals \$149K; Mini-golf admission fees \$306K | 457,069.66 | 446,987.48 | 506,448.90 | 469,040.17 | 514,296.22 | 489,600.07 | 285,634.60 | 375,624.04 |
| COST OF GOODS SOLD | 14,479.17 | Cost of concessions sold | 18,066.93 | 17,107.57 | 16,744.00 | 13,864.20 | 15,207.66 | 10,690.96 | 11,224.45 | 12,948.00 |
| NET REVENUE | 474,482.07 | | 439,002.73 | 429,879.91 | 489,704.90 | 455,175.97 | 499,088.56 | 478,909.11 | 274,410.15 | 362,676.04 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 188,397.80 | Requesting 1 FT Manager in FY25; 5% of Director of Amenities salary; Guest service staff is all PT \$90K | 123,354.15 | 119,301.29 | 120,443.54 | 111,922.83 | 94,094.44 | 72,118.81 | 65,897.41 | 80,231.71 |
| MOTOR VEHICLE | 379.00 | Gas and general repairs and maintenance for truck at bike barn | 160.67 | 94.67 | 470.00 | 292.81 | 207.05 | 122.72 | 10.49 | 274.35 |
| SUPPLIES & MATERIALS | 10,787.09 | Putters, balls, helmets, bells for bikes; uniforms; small tools | 8,835.18 | 9,678.26 | 6,666.06 | 7,674.16 | 4,324.49 | 4,695.62 | 7,220.00 | 10,366.89 |
| REPAIRS & MAINTENANCE | 32,850.50 | General maintenance \$5K; Lighthouse repair \$2K; mulch for playground \$5K; repair turf and pressure wash courses \$14K; equipment repairs \$1K; service contracts \$1.4K | 48,950.71 | 91,440.09 | 12,450.50 | 46,421.09 | 61,564.54 | 4,144.80 | 3,987.31 | 8,839.97 |
| UTILITIES | 8,260.46 | Electricity \$2.4K; water/sewer \$393; trash \$3.6K; internet \$1.3K; telephone \$580 | 8,579.38 | 8,536.60 | 7,745.93 | 7,632.18 | 7,720.79 | 9,231.37 | 8,720.25 | 9,434.02 |
| INSURANCE | 2,510.80 | Workers comp insurance \$1.1K; liability insurance \$561; fire fees & property insurance | 844.66 | 844.66 | 750.40 | 5,356.15 | 933.24 | 909.20 | 909.28 | 854.00 |
| ADVERTISING & PROMOTION | 10,000.00 | Advertising and social media expenses | 4,800.00 | 300.00 | 6,000.00 | 0.00 | 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 | 0.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 250.00 | Bicycle license | 0.00 | 0.00 | 250.00 | 250.00 | 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 | 0.00 |
| BUILDING & EQUIPMENT RENTAL | 0.00 | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| CREDIT CARD FEES & BANK FEES | 11,001.63 | Credit card processing fees; based on 90% of revenues at 2.5% rate | 11,762.16 | 12,038.53 | 9,495.92 | 12,373.19 | 13,230.90 | 10,376.15 | 6,374.09 | 7,693.40 |
| PRINTING & PUBLICATIONS | 0.00 | Bike forms, score cards | 36.50 | 36.50 | 1,210.83 | 1,638.42 | 1,541.94 | 1,037.42 | 656.31 | 2,853.98 |
| EQUIPMENT PURCHASES <\$5K | 20,000.00 | Adult bikes & kids bikes; plan to add bikes at Mosaic and 31-81 | 11,760.70 | 1,760.70 | 11,000.00 | 10,352.48 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 284,437.28 | | 219,084.11 | 244,031.30 | 176,483.18 | 203,913.31 | 197,252.39 | 114,465.98 | 93,463.91 | 137,183.22 |
| OPERATING INCOME | 190,044.79 | | 219,918.62 | 185,848.61 | 313,221.72 | 251,262.66 | 301,836.17 | 364,443.13 | 180,946.24 | 225,492.82 |

PROPOSED BUDGET

Jekyll Island Authority - Summer Waves FY2025 Budget

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|---------------------|--|---------------------|----------------------|---------------------|---------------------|---------------------|-------------------|-------------------|---------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 3,533,064.17 | Admission fees \$2.5M; Season passes \$225K; Concession sales \$192K; cabana rentals \$248K; locker rental \$101K; group sales \$154K; Lease revenue \$100K | 3,702,572.94 | 3,540,501.20 | 3,526,075.20 | 3,396,316.47 | 2,962,144.34 | 2,254,496.55 | 1,627,568.49 | 2,666,042.20 |
| COST OF GOODS SOLD | 93,973.95 | Cost of merchandise sold budgeted at 49% of Concession Sales based on history | 101,661.44 | 87,842.29 | 96,747.85 | 93,066.76 | 91,780.12 | 69,576.99 | 54,621.00 | 49,481.61 |
| NET REVENUE | 3,439,090.22 | | 3,600,911.50 | 3,452,658.91 | 3,429,327.35 | 3,303,249.71 | 2,870,364.22 | 2,184,919.56 | 1,572,947.49 | 2,616,560.59 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 964,839.88 | 4 FT staff; Seasonal staff \$585K; GSP (security) and temp service labor \$17.8K; allocation for Sr. Director of Amenities; benefits for FT staff | 878,067.61 | 772,348.61 | 1,005,675.81 | 701,551.39 | 537,123.56 | 477,417.10 | 432,034.06 | 525,125.69 |
| MOTOR VEHICLE | 900.00 | Fuel for pumps and equipment | 927.56 | 882.18 | 955.00 | 901.70 | 735.58 | 767.23 | 1,285.31 | 453.67 |
| SUPPLIES & MATERIALS | 269,150.00 | Chemicals for pools \$98K; bathroom/cleaning supplies \$11K; waterpark supplies (life jackets, tubes, rescue tubes) \$32K; uniforms \$17K; Replacement cabana furniture, lounge chairs, tables, trash cans \$54.5K; office supplies; tools, etc. | 241,327.35 | 241,939.28 | 256,000.00 | 243,817.13 | 184,699.72 | 130,794.05 | 118,952.77 | 123,834.41 |
| REPAIRS & MAINTENANCE | 381,426.41 | Repaint & gel coat slides \$50K; sandblast F-3 tower \$43K; Pirates Tower roof \$20K; repair Wave Pool plumbing \$40K; concrete repairs \$40K; Equipment repair & Maintenance \$73K; general slide and building maintenance \$67K | 355,798.75 | 510,387.83 | 342,686.41 | 474,559.27 | 366,347.28 | 128,313.80 | 250,310.47 | 319,700.33 |
| UTILITIES | 275,207.98 | Electricity \$230K; water/sewer \$36K; internet \$7.3K; telephone \$2K | 280,474.11 | 277,882.99 | 253,867.47 | 254,826.50 | 240,419.31 | 235,727.87 | 223,803.69 | 231,470.76 |
| INSURANCE | 27,740.35 | Worker's comp \$4.7K; liability insurance \$2.2K; property insurance \$3.8K; fire fee \$17K | 24,669.53 | 24,669.53 | 26,864.49 | 10,818.68 | 11,221.44 | 10,511.23 | 10,585.56 | 11,122.36 |
| ADVERTISING & PROMOTION | 120,895.33 | Summer Waves specific advertising & media expenses | 109,772.96 | 133,634.33 | 100,000.00 | 130,994.17 | 69,607.53 | 53,475.00 | 58,526.32 | 100,901.95 |
| TRAVEL | 3,000.00 | IAAPA Show in Orlando; Assoc of Aquatic Professionals membership | 278.67 | 278.67 | 4,000.00 | 0.00 | 237.72 | 0.00 | 4,632.61 | 681.44 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 17,046.24 | Health & ride inspections; Splash Radio; BMI fees; Lifeguard trainer certification; adding CAC Autism certification \$12K in FY25 | 6,297.33 | 6,297.33 | 4,066.24 | 3,219.66 | 2,189.99 | 1,070.00 | 4,059.43 | 2,028.00 |
| CONTRACTS | 127,240.00 | General Manager contract & incentive; Trash compactor svc; Palm tree trimming & spreading mulch. | 115,319.08 | 114,524.08 | 117,508.00 | 114,649.16 | 110,001.01 | 102,654.54 | 88,892.64 | 91,284.25 |
| BUILDING & EQUIPMENT RENTAL | 11,481.74 | Copier rental; heavy equipment rental; CO2 tank rental; Allied Chemical tank rental | 15,828.53 | 13,110.92 | 27,475.00 | 18,706.94 | 54,066.34 | 30,126.88 | 25,270.21 | 5,573.95 |
| CREDIT CARD FEES & BANK FEES | 37,494.00 | Credit card processing fees; Based on 45% of sales (excluding lease fees & uniforms) at 2.5% rate | 34,484.59 | 22,505.22 | 37,346.63 | 24,042.27 | 17,388.49 | 9,681.95 | 22,850.97 | 28,435.90 |
| PRINTING & PUBLICATIONS | 3,800.00 | Tickets; handouts; new signs | 1,110.69 | 193.69 | 4,807.68 | 2,709.04 | 4,765.68 | 8,862.46 | 5,539.78 | 3,614.06 |
| EQUIPMENT PURCHASES <\$5K | 10,500.00 | Chlorine pump \$3.2K; Aquatic wheel chairs (2) \$4.8K; pool vacuum \$2.5K | 5,582.97 | 6,817.97 | 4,900.00 | 6,953.73 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 2,250,721.93 | | 2,069,939.73 | 2,125,472.63 | 2,186,152.73 | 1,987,749.64 | 1,603,286.37 | 1,198,495.09 | 1,251,995.63 | 1,466,456.97 |
| OPERATING INCOME | 1,188,368.29 | | 1,530,971.77 | 1,327,186.28 | 1,243,174.62 | 1,315,500.07 | 1,267,077.85 | 986,424.47 | 320,951.86 | 1,150,103.62 |

PROPOSED BUDGET

**Jekyll Island Authority - Campground
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|----------------------------|--|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|-------------------|-------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 3,195,920.79 | Site rental \$2.7M; Concession sales \$163K; Propane sales \$24.8K; Bike Rentals \$14.7K; washing machines \$11.4K; camping fees (pet fee, late check out fees, transaction fees, etc.) \$240K; new section expected to open in January. | 2,971,949.09 | 2,873,610.93 | 3,007,725.46 | 2,766,426.33 | 2,399,520.23 | 2,202,598.66 | 1,707,327.35 | 1,611,348.01 |
| COST OF GOODS SOLD | 116,633.76 | Cost of merchandise and propane sold | 111,128.71 | 109,472.13 | 113,055.18 | 104,505.10 | 82,674.59 | 86,879.71 | 75,142.28 | 67,867.25 |
| NET REVENUE | 3,079,287.03 | | 2,860,820.38 | 2,764,138.80 | 2,894,670.28 | 2,661,921.23 | 2,316,845.64 | 2,115,718.95 | 1,632,185.07 | 1,543,480.76 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 547,619.22 | 5 FT employees; Requesting 1 additional park service position for new campsites opening in January; PT guest services staff | 367,153.88 | 332,935.97 | 407,490.77 | 329,802.12 | 278,180.48 | 235,252.50 | 261,101.85 | 252,135.79 |
| MOTOR VEHICLE | 1,867.86 | Fuel and general R&M | 1,615.98 | 1,267.37 | 1,998.33 | 1,267.97 | 1,690.31 | 1,229.88 | 1,676.43 | 4,209.50 |
| SUPPLIES & MATERIALS | 24,616.89 | Bathroom/cleaning supplies \$13K; office supplies \$3.6K; shop supplies \$2.4K; uniforms \$1K; small tools, bird seed | 24,464.61 | 23,270.41 | 29,366.34 | 24,263.74 | 26,898.66 | 22,257.93 | 33,550.57 | 32,105.99 |
| REPAIRS & MAINTENANCE | 18,431.50 | General building R&M \$7K; Road repairs \$7K; general equipment R&M \$3K; maintenance contracts \$1.4K | 15,160.95 | 9,523.70 | 16,431.50 | 7,535.10 | 13,561.82 | 15,911.85 | 17,217.43 | 34,782.52 |
| UTILITIES | 272,824.95 | Electricity \$176K; water/sewer \$36K; internet & cable \$54K; telephone \$2.5K; propane \$4.5K. Expenses are expected to be higher due to adding 50 new campsites in January. | 278,126.11 | 269,993.77 | 269,303.30 | 236,844.01 | 262,837.44 | 265,485.75 | 242,151.47 | 230,966.80 |
| INSURANCE | 16,182.26 | Worker's comp \$7K; liability insurance \$3.4K; property insurance \$1K; fire fee \$4.7K | 12,932.91 | 12,932.91 | 14,118.14 | 8,085.85 | 8,645.47 | 7,713.43 | 7,812.64 | 7,149.41 |
| ADVERTISING & PROMOTION | 15,027.20 | Good Sam Publication advertising \$10K; Advertising for new sites \$5K | 12,527.20 | 10,027.20 | 30,000.00 | 9,768.00 | 9,482.32 | 9,103.25 | 86.17 | 153.19 |
| TRAVEL | 1,300.00 | NASPD Conference | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,425.10 | 1,091.93 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 4,135.00 | Health inspection fee; alcohol license for JIA and GA | 435.00 | 435.00 | 535.00 | 535.00 | 535.00 | 535.00 | 1,500.00 | 1,620.00 |
| CONTRACTS | 26,873.37 | Tree trimming & stump grinding \$14K; trash compactor svc \$13K | 26,039.69 | 11,007.83 | 33,376.08 | 14,786.87 | 15,421.11 | 7,000.00 | 23,423.97 | 25,790.83 |
| BUILDING & EQUIPMENT RENTAL | 8,013.00 | Trash compactor rental \$3.4K; UTV rental \$4.6K | 8,341.74 | 5,325.91 | 22,268.94 | 3,091.10 | 5,772.49 | 9,169.85 | 8,598.93 | 3,851.01 |
| CREDIT CARD FEES & BANK FEES | 127,836.83 | Credit card processing fees | 114,316.49 | 115,033.64 | 132,000.00 | 123,672.19 | 55,378.64 | 40,193.92 | 30,658.34 | 33,562.94 |
| PRINTING & PUBLICATIONS | 71.51 | Miscellaneous printing | 221.07 | 21.07 | 700.00 | 74.09 | 337.13 | 3,209.64 | 10,482.67 | 12,638.23 |
| EQUIPMENT PURCHASES <\$5K | 11,000.00 | Fire rings | 679.66 | 679.66 | 1,000.00 | 4,477.16 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 1,075,799.59 | | 862,015.29 | 792,454.44 | 958,588.40 | 764,203.20 | 680,734.00 | 617,582.79 | 646,468.01 | 656,234.22 |
| OPERATING INCOME | <u>2,003,487.44</u> | | <u>1,998,805.09</u> | <u>1,971,684.36</u> | <u>1,936,081.88</u> | <u>1,897,718.03</u> | <u>1,636,111.64</u> | <u>1,498,136.16</u> | <u>985,717.06</u> | <u>887,246.54</u> |

PROPOSED BUDGET

**Jekyll Island Authority - Golf
FY2025 Budget**

| | Budget FY2025 | Comments | Projected FY2024 | Rolling 12 months | Budget FY2024 | Actual FY2023 | Actual FY2022 | Actual FY2021 | Actual FY2020 | Actual FY2019 |
|---|----------------------------|--|----------------------------|----------------------------|------------------------------|----------------------------|---------------------------|----------------------------|----------------------------|----------------------------|
| REVENUES | | | | | | | | | | |
| GROSS REVENUES | 3,168,953.45 | Memberships \$621K; greens fees \$956K; golf cart rentals \$467K; golf card sales \$112K; concession sales \$504K; tournament \$259K; Driving range \$53K; Lease income \$84K | 2,987,079.14 | 3,272,083.75 | 2,557,116.99 | 3,376,241.00 | 3,122,141.61 | 2,525,223.81 | 1,806,822.53 | 2,096,865.30 |
| COST OF GOODS SOLD | 309,034.14 | Cost of merchandise sold; estimated at 60% based on history | 267,116.89 | 274,882.70 | 220,927.84 | 264,785.58 | 251,028.34 | 237,282.81 | 137,490.41 | 179,812.98 |
| NET REVENUE | 2,859,919.31 | | 2,719,962.25 | 2,997,201.05 | 2,336,189.15 | 3,111,455.42 | 2,871,113.27 | 2,287,941.00 | 1,669,332.12 | 1,917,052.32 |
| EXPENSES | | | | | | | | | | |
| PERSONNEL | 2,043,165.08 | Golf has 4 FT staff; GCM has 18 FT staff; PT labor \$272K; temp service staffing \$27.6K | 1,768,267.44 | 1,698,066.83 | 2,000,036.26 | 1,581,912.43 | 1,428,312.31 | 1,262,803.09 | 1,253,458.20 | 1,338,481.89 |
| MOTOR VEHICLE | 54,226.43 | Gas and diesel for equipment and vehicles \$53K; general vehicle R&M \$285 | 50,169.02 | 44,182.31 | 65,657.11 | 59,674.44 | 55,315.09 | 30,046.30 | 34,158.76 | 43,979.42 |
| SUPPLIES & MATERIALS | 537,008.82 | Chemicals/fertilizers \$424K; irrigation supplies \$8.3K; uniforms \$7.9K; sand/soil \$15K; golf course supplies \$19K; Special events supplies - Paulk Cup tournament \$29.4K | 649,105.59 | 572,872.91 | 650,823.74 | 600,062.37 | 522,702.66 | 437,190.01 | 444,410.87 | 549,471.48 |
| REPAIRS & MAINTENANCE | 105,192.80 | General R&M \$10.2K; cart path repairs & bench repair kits \$9K; General equipment R&M \$72K; Service contracts \$15K (A/C maint; pest control; Waste2Water; Trackman system) | 132,977.55 | 144,826.92 | 107,134.20 | 133,964.98 | 123,520.41 | 150,209.00 | 67,785.64 | 93,732.80 |
| UTILITIES | 122,948.04 | Electricity \$79K; water/sewer \$18K; trash fees \$18K; internet \$3.3K; telephone \$4.8K | 127,061.41 | 126,593.05 | 113,427.23 | 107,877.69 | 108,459.97 | 100,264.89 | 105,434.17 | 99,105.14 |
| INSURANCE | 75,824.63 | General liability insurance on carts and equipment \$7K; Liability insurance \$12K; Workers comp \$26K; fire fees \$23.5K; property insurance \$7.1K | 70,014.04 | 70,014.04 | 76,804.81 | 61,146.32 | 67,135.12 | 61,191.20 | 61,531.14 | 65,214.11 |
| ADVERTISING & PROMOTION | 15,000.00 | Golf-specific advertising and Facebook ads; Jekyll Jr Invitational \$5K, new membership drive \$5K, Paulk Cup advertising \$5K | 4,620.00 | 3,000.00 | 10,444.28 | 3,624.28 | 1,000.00 | 15,400.00 | 667.40 | 3,426.56 |
| TRAVEL | 5,000.00 | PGA show; National conference; chapter meetings, travel for training | 3,520.14 | 3,520.14 | 5,000.00 | 2,047.04 | 700.22 | 0.00 | 4,452.94 | 1,782.00 |
| LICENSES, REGISTRATIONS & SUBSCRIPTIONS | 7,842.00 | PGA dues; US Golf Assoc; Walter Travis Society; Audubon certification; National meeting | 7,197.50 | 6,592.50 | 8,092.00 | 7,423.27 | 5,803.00 | 5,413.00 | 6,907.00 | 4,532.00 |
| CONTRACTS | 4,000.00 | Tree/stump work | 4,120.00 | 120.00 | 4,000.00 | 2,499.00 | 4,995.00 | 2,787.71 | 21,789.55 | 19,304.07 |
| BUILDING & EQUIPMENT RENTAL | 556,824.42 | Copier rental; golf cart lease with GPS feature; Golf cart utility vehicles, equipment leases, and rentals for path maintenance | 572,929.67 | 564,967.02 | 547,433.54 | 535,605.78 | 484,885.82 | 469,615.33 | 434,815.40 | 374,857.87 |
| CREDIT CARD FEES & BANK FEES | 66,469.01 | Credit card processing fees (85% of sales at 2.5% fee) | 74,056.47 | 85,473.53 | 47,233.44 | 82,550.49 | 64,987.22 | 46,071.70 | 32,722.03 | 42,018.58 |
| PRINTING & PUBLICATIONS | 12,700.00 | Printing tickets, registration, program course signs, golf tickets, etc; printing scorecards with new logos for each course. | 4,953.79 | 8,380.40 | 2,120.00 | 13,396.15 | 8,624.68 | 2,691.94 | 3,327.20 | 1,765.82 |
| EQUIPMENT PURCHASES <\$5K | 8,980.00 | General Small equipment replacement - Golf Course Maint \$5.8K; pull carts \$3.2K | 5,662.73 | 4,616.59 | 10,280.00 | 31,093.27 | 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 | 0.00 |
| TOTAL OPERATING EXPENSES | 3,615,181.23 | | 3,474,655.35 | 3,333,226.24 | 3,648,486.61 | 3,222,877.51 | 2,883,038.76 | 2,590,818.90 | 2,478,713.81 | 2,646,362.71 |
| OPERATING INCOME | <u>(755,261.92)</u> | | <u>(754,693.10)</u> | <u>(336,025.19)</u> | <u>(1,312,297.46)</u> | <u>(111,422.09)</u> | <u>(11,925.49)</u> | <u>(302,877.90)</u> | <u>(809,381.69)</u> | <u>(729,310.39)</u> |

Capital Equipment and Projects Requests

June 18, 2024

| Project | Amount | Department | Funding | Comments |
|---|---------------------|--------------------|--------------------------------|--|
| Equipment: | | | | |
| HVAC replacement | 50,000.00 | Beach Village | Beach Village Improvement Fund | General replacement of original equipment as they expire |
| Used Golf Carts - Purchase from Great Dunes (4) | 20,000.00 | JIA-wide | Current year funds | Purchase of four gently used golf carts from Great Dunes for departments |
| Public Safety/Convention Center DAS | 400,000.00 | JIA-wide | Current year funds | Radio and LTE signal boosters. Need Dark fiber installed prior to this addition |
| Vehicle replacements | 80,000.00 | JIA-wide | Current year funds | Park Services, Landscaping, Roads & Grounds, Campground |
| Indoor & outdoor furniture & fixtures - Campground | 55,000.00 | Campground | Current year funds | FF&E for new Campground Store |
| Security gate for old entrance | 10,000.00 | Campground | Current year funds | This will be a passive gate similar to the airport for emergency exit only |
| Toro Workman for (Landscape/Greenhouse) | 31,000.00 | Landscaping | Public Improvement Fund | Replacement - current workman is no longer repairable |
| Big John 40" tree spade | 22,000.00 | Landscaping | Public Improvement Fund | Will be used on golf course project; transplanting trees, etc. |
| Mini excavator for Roads and Gounds | 108,000.00 | Roads & Grounds | Current year funds | Existing 6 yr old mini-excavator will be available for other departments |
| Scag Mowers (2) | 35,000.00 | Roads & Grounds | Public Improvement Fund | Replace one and send other older one to the Campground |
| Upgrade Fire system sensors/smoke detection | 60,000.00 | Convention Center | Current year funds | Life safety issue; adding detectors in back service hall |
| Dance floor 40x40 lockable with racking kart | 57,000.00 | Convention Center | Current year funds | Current dance floor needs replacing |
| Kitchen Cooler/Freezer Floors replacement | 36,000.00 | Convention Center | Current year funds | Diamond Plate Floors in 1 Freezer and 3 Coolers |
| 6'x12' Dump trailer | 9,000.00 | Landscape Planning | Public Improvement Fund | Trailer to haul materials for special projects |
| Dump Trailer | 13,500.00 | Water/Wastewater | Water/Wastewater Fund | Would eliminate need for current rental and hauling fees. |
| Motor Control Center @WT 4 | 150,000.00 | Water/Wastewater | Water/Wastewater Fund | Current MCC installed in 1975 and parts are unavailable now |
| Replacement of service lines (phase 1) | 50,000.00 | Water/Wastewater | Water/Wastewater Fund | Possible lead lines will be first phase of replacement |
| Replacement of galvanized lines (phase 1) | 50,000.00 | Water/Wastewater | Water/Wastewater Fund | Beachview side streets |
| Floor scrubber | 6,800.00 | Convention Center | Current year funds | Scrubber for cleaning tiles |
| Total Equipment requests | 1,243,300.00 | | | |
| Projects: | | | | |
| Engineering for Pirates Passage slide renovation | 56,000.00 | Summer Waves | Current year funds | Engineering/design for future slide renovation |
| Paint park buildings | 40,000.00 | Summer Waves | Current year funds | Includes color change from yellow |
| Park lighting in parking lot (remaining section) | 25,000.00 | Summer Waves | Current year funds | Will use light poles we have, need the bases, lights, etc for project |
| North End Monopole (Remove Cell Antennas from WT 5) | 310,000.00 | JIA-wide | Current year funds | Monopole will provide better revenue with less overall cost YTY |
| Fan Terminal for HVAC | 13,000.00 | Convention Center | Current year funds | Current fan terminal is faulty |
| Ben Porter floor - replacement | 78,000.00 | Convention Center | Current year funds | replace wooden floor, current one needs replacement |
| Ben Porter Shades - fabric and motor | 77,000.00 | Convention Center | Current year funds | Current shades are very worn and not working properly |
| Village Green Turf | 122,000.00 | Beach Village | Public Area Improvements | Replace grass with Artificial turf for less maintenance at Splash Pad |
| Internet Upgrade | 100,000.00 | Administration | Current year funds | New switches, cabling & IT support needed for new Fiber installation |
| Accounting Software | 200,000.00 | Administration | Current year funds | New system will allow for increased efficiency and customer service |
| Lost Building Tabby trail | 155,000.00 | Pier Road | Current year funds | Final grading, form, place and finish of trail between 31-81 and Pier Road trail |
| Lighting for Pier Road area | 51,500.00 | Pier Road | Current year funds | 30 additional decorative lights in Pier Road area |
| 31-81 Signage | 17,212.00 | Pier Road | Current year funds | Photo opportunity sign for 31-81 Store (matches Jekyll Mosaic sign) |
| Interpretive Signage and Rails for new Trail | 7,000.00 | Pier Road | Current year funds | New Lost Building Tabby trail - signage and rails |
| Gutters at Beach Village | 86,000.00 | Beach Village | Beach Village Improvement Fund | Current gutters have been in place since they opened; need replacing |
| Spot Repairs & Painting at Beach Village | 13,000.00 | Beach Village | Beach Village Improvement Fund | Repairs & painting needed relating to the Gutter replacement project |
| Total Project requests | 1,350,712.00 | | | |
| Total | 2,594,012.00 | | | |
| Current Year Funds | | | | |
| Beach Village Improvement Fund | 149,000.00 | | | |
| Fire Department Equipment Fund | | | | |
| Water/Wastewater Improvement Fund | 263,500.00 | | | |
| Public Area Improvement Fund | 219,000.00 | | | |
| | 2,594,012.00 | | | |



Jekyll Island Authority Hiring Incentive Plan

Effective: 7/1/2024

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 FY25

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 Performance Incentive Plan

Effective: 7/1/2024

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 FY25

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.



Jekyll Island Authority Goal Based Incentive Plan

Effective: 7/1/2024

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 FY25

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:

- District Shops Manager & Assistant Manager
- Guest Information Center Manager & Assistant Manager
- GSTC Gift Shop Manager & Assistant Manager
- GSTC Program Managers
- Amenity Group Sales Manager
- Life is Good Manager & Assistant Manager
- Museum Gift Shop Manager & Assistant Manager
- Museum Tours Manager & Assistant Manager
- Summer Waves Sales & Operations Managers
- Campground Manager & Assistant Manager
- Head Golf Professional
- Mini-golf Manager

Director positions eligible for the goal-based incentive plan:

- Director of Retail Operations
- Director of Golf
- Director of Historic Resources
- Director of Georgia Sea Turtle Center
- Sr. Director of Amenities

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; 15% = \$750.00
 - District Shops – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Guest Information Center – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - GSTC Gift Shop – Manager 100%; Asst Manager 50%; Director of Retail 25%

- GSTC (All) – Director of GSTC 100%; Group Sales Manager 50%; Education Manager 25%; Rehab Manager 25%; Research Manager 25%; Sr Dir of Amenities 25%
 - Life is Good – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Museum Gift Shop – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Museum Tours – Manager 100%; Asst Manager – 50%; Group Sales Manager 50%; Director of Historic Resources 25%; Sr Dir of Amenities 25%
 - Summer Waves Gift Shop – Director of Retail 100%
 - Summer Waves Operations – Operations Manager 100%; Revenue Manager 100%; Sr Dir of Amenities 25%
 - Campground – Manager 100%; Assistant Manager 50%; Sr Dir of Amenities 25%; Director of Retail 15%
 - Golf –Director of Golf 100%; Head Golf Pro 50%; Sr Dir of Amenities 25%; Director of Retail 15%
 - Mini-golf - Manager 100%; Sr Dir of Amenities 25%
- 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 four (4) sections each worth 25% of the eligible incentive amount. For departments without retail sales, the allocation for the three (3) applicable sections are worth 33% each of the eligible bonus amount.
 - Revenues – must be in excess of budget for the fiscal 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)
 - Cost of goods sold % - must be less than budget or no more than 1.5% higher than budget for the year.

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. Bonus pay is non-pensionable earnings and shall not be included as 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.
