

**JCEDC PRIORITY BASED BUDGETING  
2019 ESTIMATED PROGRAMMATIC COST BREAKOUT**

prepared 10-22-18

<u>PROGRAMS OFFERED/WHY?</u>	<u>SERVICES SUPPORTING PROGRAMS</u>	<u>COSTS TO DELIVER</u>
<b>1. Business Retention &amp; Expansion Program</b>		\$ 77,825.10
<b>WHY?</b>	Professional project management	\$ 56,360.10 labor
Maintain/increase tax base	Confidential site/building searches	\$ 16,986.00 overhead
Maintain/increase employment opportunities	Access to state, federal and local financing options	\$ 4,479.00 operating
Grow HH Income levels	Technical assistance as needed	
	Zoning & permitting assistance	
	Access to state, federal or local incentives	
	Assistance with worker recruitment	
	Existing business visits -identify oppportunities to provide assistance	
	Maintain database of existing primary employers/contacts	
	B2B relationship management as requested	
<b>2. Business Attraction Program</b>		\$ 77,825.10
<b>WHY?</b>	Identify existing business strengths and correlating target industry audience	\$ 56,360.10 labor
Increase tax base	Outreach to promote existing resources to target businesses	\$ 16,986.00 overhead
Increase employment opportunities	Maintain database of business decision-makers/influencers	\$ 4,479.00 operating
Increase HH income levels	Professional responses to RFI's/RFP's	
	Confidential site/building searches	
	Access to financing options	
	Zoning & permitting assistance	
	Access to incentives	
	Assistance with worker recruitment	
	Technical assistance as needed	
	B2B relationship management as requested	

**3. Workforce Development Program**

\$ 77,825.10

<b>WHY?</b>	Maintain relationships to ensure supply of workers, with:	
Ensure access to workers for area employers	K-12 tech ed & career counselors	\$ 56,360.10 labor
Retain existing employers	Post K-12 advisors/counselors/training providers	\$ 16,986.00 overhead
Retain residents post K-12	Temporary Staffing businesses	\$ 4,479.00 operating training
Attract new businesses	Talent acquisition/HR at area businesses	
	DWD/WDB	
	Promote local career opportunities (linking existing busiensses with supply)	
	Develop and sustain a Business Education Alliance to strengthen relationships	
	Coordinate with others to address barriers to employment (transportation/ childcare, etc.)	
	Deliver research/studies as needed to bolster hiring (Labor studies/wage studies/housing)	
	Develop & implement tactics to align workers with area employers	

**4. Promoting Jefferson County Business Assets Program**

\$ 123,346.70

<b>WHY?</b>	Develop and execute strategy to inform business investment decision makers and call them to action	\$ 101,881.70 labor
Retain existing employers		\$ 16,986.00 overhead
Attract new business investment	Gather data and maintain accurate/relevant information on all business investment related assets in the County	\$ 4,479.00 operating
Enhance County's competitiveness	Maintain the database of relevant business investment-related assets	
Grow tax base, HH incomes	Write/Design/deliver all outreach documents	
Grow existing businesses	Write/design/maintain all outreach channels; website, social media, etc.	
	Identify critical issues impeding business growth & develop solutions	
	Engage key stakeholders in efforts to improve the business-related resources available across JeffCo that improve our competitiveness (Product Improvement)	
	Build a base of public/private partners focused on improving the county's business-related resources (talent & funding) & supporting ED work	
	Track/Measure impact of promotion efforts:	
	Website Traffic counts	
	Page view county	
	Site content downloads	
	Impressions	
	Write columns/newsletters to promote ED-related efforts	

Develop business relevant events and carry these out (CEO roundtables, financing forums)

**TOTAL ED PROGRAMS costs**

**\$ 356,822.00**

2019 Revenue Projections (no reserves applied)

\$ 423,089.50

**SEPARATE PROGRAM OPERATING UNDER JCEDC AS OF 1/1/19:**

***1. Home Buyers/Owners Program***

**\$ 53,200.00**

**WHY?**

Increase home ownership	Develop relationships with area-wide mortgage lenders	\$ 36,628.00 labor
Increase home values	Maintain a database of lenders, home inspectors	\$ 10,088.00 overhead
Increase the tax base	Promote use of programs to community, lenders, Real Estate Agents	\$ 6,464.00 operating
Retain residents	Write/design and distribute promotional materials	
	Serve as a clearinghouse for all programs offered by Home Consortium & Southern Housing Council	
	Professional management of all applicants	
	Oversight and reporting of use of funds	
	Assistance with securing mortgages	
	Provide counseling to prospective home owners/home renovators	

**TOTAL HBP PROGRAM cost**

**\$ 53,200.00**

2019 Revenue Projections (Reserves applied)

\$ 74,506.00

**Economic Development-2019 BUDGET**

Account Number	Project	Description	2017 Actual	2018 6-Month Actual	2018 Estimated	2018 Amended	2019 Admin	2019 Adopted
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<b>11901 -Economic Develop Consortium</b>
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**REVENUES**

421001		State Aid	4,860	-	5,000	5,000	-	-
458007		JCEDC Service Fees	126,319	6,450	10,650	10,000	-	-
458016		JCEDC GHDP Service Fees	-	67,500	135,000	135,000	135,000	-
472015		Consortium Allocation - Contra	-	-	-	-	(14,506)	-
474022		Dept Econ Dev Fees	126,393	126,393	126,393	125,690	127,389	-
485200		Donations Restricted	-	-	2,500	2,500	-	-
699700		Resv Applied Operating	-	-	91,962	91,962	95,964	-
<b>REVENUES TOTAL</b>			<b>257,572</b>	<b>200,343</b>	<b>371,505</b>	<b>370,152</b>	<b>343,847</b>	<b>-</b>

**EXPENDITURES**

511110		Salary-Permanent Regular	162,385	83,759	186,442	186,442	192,072	-
511210		Wages-Regular	21,138	17,310	44,611	44,611	24,070	-
511220		Wages-Overtime	403	-	-	-	-	-
511310		Wages-Sick Leave	1,131	1,412	-	-	-	-
511320		Wages-Vacation Pay	6,883	4,493	-	-	-	-
511330		Wages-Longevity Pay	85	-	163	163	89	-
511340		Wages-Holiday Pay	7,764	2,468	-	-	-	-
511350		Wages-Miscellaneous(Comp)	5,179	345	-	-	-	-
<b>SALARIES TOTAL</b>			<b>204,968</b>	<b>109,787</b>	<b>231,216</b>	<b>231,216</b>	<b>216,231</b>	<b>-</b>
512141		Social Security	15,385	8,216	17,525	17,525	16,542	-
512142		Retirement (Employer)	13,926	7,356	15,491	15,491	14,163	-
512144		Health Insurance	24,743	14,992	33,379	33,379	19,434	-
512145		Life Insurance	40	28	61	61	44	-
512150		FSA Contribution	375	375	500	500	3,000	-
512173		Dental Insurance	1,642	929	2,088	2,088	1,548	-
<b>FRINGE TOTAL</b>			<b>56,112</b>	<b>31,896</b>	<b>69,044</b>	<b>69,044</b>	<b>54,731</b>	<b>-</b>
<b>TOTAL SALARIES AND FRINGES</b>			<b>261,079</b>	<b>141,683</b>	<b>300,260</b>	<b>300,260</b>	<b>270,962</b>	<b>-</b>

521219		Other Professional Serv	198,836	3,581	60,000	60,000	20,000	-
521229		Recruitment Related	-	-	500	500	-	-
529305		Web Page Development	95	3,700	15,000	15,000	2,125	-
531301		Office Equipment	-	155	5,000	5,000	1,000	-
531303		Computer Equipmnt & Software	1,545	902	1,500	1,500	6,000	-
531311		Postage & Box Rent	108	385	385	300	300	-
531312		Office Supplies	820	644	3,000	3,000	1,400	-
531313		Printing & Duplicating	705	210	2,000	2,000	500	-
531314		Small Items Of Equipment	-	81	500	500	100	-
531321		Publication Of Legal Notice	159	-	-	-	-	-
531322		Subscriptions	3,411	1,842	7,000	7,000	2,201	-
531324		Membership Dues	1,145	420	2,500	2,500	4,000	-
531343		Food	207	802	2,000	2,000	2,000	-
531349		Other Operating Expenses	850	916	2,500	2,500	1,000	-
532325		Registration	2,102	1,667	3,500	3,500	3,500	-
532332		Mileage	5,265	1,486	3,000	3,000	3,780	-
532334		Commercial Travel	633	318	1,000	1,000	650	-
532335		Meals	448	218	500	500	470	-
532336		Lodging	950	717	1,500	1,500	1,500	-
532339		Other Travel & Tolls	233	120	400	400	270	-
532350		Training Materials	1,084	635	4,000	4,000	1,350	-
533225		Telephone & Fax	861	353	1,000	1,000	750	-
533236		Wireless Internet	2,141	1,014	3,500	3,500	1,875	-
535242		Maintain Machinery & Equip	1,286	985	1,200	1,200	5,390	-

**Economic Development-2019 BUDGET**

Account Number	Project	Description	2017 Actual	2018 6-Month Actual	2018 Estimated	2018 Amended	2019 Admin	2019 Adopted
<b>EXPENDITURES</b>			<b>508,224</b>	<b>169,045</b>	<b>536,968</b>	<b>544,341</b>	<b>519,056</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901 -Economic Develop Cons</b>			<b>250,652</b>	<b>(31,298)</b>	<b>165,463</b>	<b>174,189</b>	<b>175,209</b>	<b>-</b>

**11901111-ED Consortium-Cambridge**

<b>REVENUES</b>								
472010		ED Consortium-Cambridge	162	162	162	162	161	-
<b>REVENUES TOTAL</b>			<b>162</b>	<b>162</b>	<b>162</b>	<b>162</b>	<b>161</b>	<b>-</b>
<b>REVENUES</b>			<b>162</b>	<b>162</b>	<b>162</b>	<b>162</b>	<b>161</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901111-ED Consortium-Cambri</b>			<b>162</b>	<b>162</b>	<b>162</b>	<b>162</b>	<b>161</b>	<b>-</b>

**11901141-ED Consortium-Johnson Creek**

<b>REVENUES</b>								
472010		ED Consortium-Johnson Creek	4,400	4,400	4,400	4,400	4,458	-
<b>REVENUES TOTAL</b>			<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,458</b>	<b>-</b>
<b>REVENUES</b>			<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,458</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901141-ED Consortium-Johnso</b>			<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,400</b>	<b>4,458</b>	<b>-</b>

**11901226-ED Consortium-Fort Atkinson**

<b>REVENUES</b>								
472010		ED Consortium-Fort Atkinson	18,662	18,662	18,662	18,662	18,614	-
<b>REVENUES TOTAL</b>			<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,614</b>	<b>-</b>
<b>REVENUES</b>			<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,614</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901226-ED Consortium-Fort Atk</b>			<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,662</b>	<b>18,614</b>	<b>-</b>

**11901241-ED Consortium-Jefferson**

<b>REVENUES</b>								
472010		ED Consortium-Jefferson	11,978	11,978	11,978	11,978	12,165	-
<b>REVENUES TOTAL</b>			<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>12,165</b>	<b>-</b>
<b>REVENUES</b>			<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>12,165</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901241-ED Consortium-Jeffers</b>			<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>11,978</b>	<b>12,165</b>	<b>-</b>

**11901246-ED Consortium-Lake Mills**

<b>REVENUES</b>								
472010		ED Consortium-Lake Mills	8,825	8,825	8,825	8,825	9,131	-
<b>REVENUES TOTAL</b>			<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>9,131</b>	<b>-</b>
<b>REVENUES</b>			<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>9,131</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901246-ED Consortium-Lake Mi</b>			<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>8,825</b>	<b>9,131</b>	<b>-</b>

**11901290-ED Consortium-Waterloo**

<b>REVENUES</b>								
472010		ED Consortium-Waterloo	5,057	5,057	5,057	5,057	4,940	-
<b>REVENUES TOTAL</b>			<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>4,940</b>	<b>-</b>

**Economic Development-2019 BUDGET**

Account Number	Project	Description	2017 Actual	2018 6-Month Actual	2018 Estimated	2018 Amended	2019 Admin	2019 Adopted
<b>REVENUES</b>			<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>4,940</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901290-ED Consortium-Waterlo</b>			<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>5,057</b>	<b>4,940</b>	<b>-</b>
<b>11901291-ED Consortium-Watertown</b>								
<b>REVENUES</b>								
472010		ED Consortium-Watertown	35,792	35,792	35,792	35,792	36,339	-
<b>REVENUES TOTAL</b>			<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>36,339</b>	<b>-</b>
<b>REVENUES</b>			<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>36,339</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901291-ED Consortium-Waterlo</b>			<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>35,792</b>	<b>36,339</b>	<b>-</b>
<b>11901292-ED Consortium-Whitewater</b>								
<b>REVENUES</b>								
472010		ED Consortium-Whitewater	4,413	4,413	4,413	4,413	4,401	-
<b>REVENUES TOTAL</b>			<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,401</b>	<b>-</b>
<b>REVENUES</b>			<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,401</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901292-ED Consortium-Whitew</b>			<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,413</b>	<b>4,401</b>	<b>-</b>
<b>11901351-ED Consortium-Dodge County</b>								
<b>REVENUES</b>								
472010		Consortium Revenue	85,000	85,000	85,000	85,000	85,000	-
<b>REVENUES TOTAL</b>			<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>-</b>
<b>REVENUES</b>			<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>-</b>
<b>TOTAL BUSINESS UNIT-11901351-ED Consortium-Dodge C</b>			<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>85,000</b>	<b>-</b>
<b>11902 -Homebuyers</b>								
<b>REVENUES</b>								
458007		JCEDC Service Fees	-	-	-	-	10,000	-
472010		Consortium Revenue	-	-	-	-	14,506	-
485200		Donations Restricted	-	50,000	54,500	50,000	-	-
699700		Resv Applied Operating	-	-	-	-	50,000	-
<b>REVENUES TOTAL</b>			<b>-</b>	<b>50,000</b>	<b>54,500</b>	<b>50,000</b>	<b>74,506</b>	<b>-</b>
<b>EXPENDITURES</b>								
511210		Wages-Regular	-	-	-	-	24,070	-
511330		Wages-Longevity Pay	-	-	-	-	89	-
<b>SALARIES TOTAL</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>24,159</b>	<b>-</b>
512141		Social Security	-	-	-	-	1,848	-
512142		Retirement (Employer)	-	-	-	-	1,582	-
512144		Health Insurance	-	-	-	-	7,474	-
512145		Life Insurance	-	-	-	-	25	-
512150		FSA Contribution	-	-	-	-	1,000	-
512173		Dental Insurance	-	-	-	-	540	-
<b>FRINGE TOTAL</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>12,469</b>	<b>-</b>
<b>TOTAL SALARIES AND FRINGES</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>36,628</b>	<b>-</b>
529305		Web Page Development	-	-	-	-	125	-
531312		Office Supplies	-	-	-	-	600	-
531322		Subscriptions	-	-	-	-	799	-
531324		Membership Dues	-	-	-	-	200	-
532325		Registration	-	-	-	-	1,500	-

**Economic Development-2019 BUDGET**

Account Number	Project	Description	2017 Actual	2018 6-Month Actual	2018 Estimated	2018 Amended	2019 Admin	2019 Adopted
532332		Mileage	-	-	-	-	420	-
532334		Commercial Travel	-	-	-	-	650	-
532335		Meals	-	-	-	-	294	-
532336		Lodging	-	-	-	-	1,450	-
532339		Other Travel & Tolls	-	-	-	-	130	-
532350		Training Materials	-	-	-	-	3,150	-
533225		Telephone & Fax	-	-	-	-	250	-
533236		Wireless Internet	-	-	-	-	625	-
535242		Maintain Machinery & Equip	-	-	-	-	2,310	-
536533		Equipment Rent & Lease	-	-	-	-	770	-
571004		IP Telephony Allocation	-	-	-	-	70	-
571009		MIS PC Group Allocation	-	-	-	-	2,130	-
571010		MIS Systems Grp Alloc(ISIS)	-	-	-	-	753	-
591519		Other Insurance	-	-	-	-	346	-
594950		Operating Reserve	-	-	50,000	50,000	21,306	-
		<b>OPERATING EXPENDITURES</b>	-	-	<b>50,000</b>	<b>50,000</b>	<b>37,878</b>	-
		<b>EXPENDITURES TOTAL</b>	-	-	<b>50,000</b>	<b>50,000</b>	<b>74,506</b>	-
		<b>REVENUES</b>	-	<b>50,000</b>	<b>54,500</b>	<b>50,000</b>	<b>74,506</b>	-
		<b>EXPENDITURES</b>	-	-	<b>50,000</b>	<b>50,000</b>	<b>74,506</b>	-
		<b>TOTAL BUSINESS UNIT-11902 -Homebuyers</b>	-	<b>(50,000)</b>	<b>(4,500)</b>	-	-	-
<b>11905 -Brownsfield</b>								
		<b>REVENUES</b>						
421001		State Aid	26,943	-	-	-	-	-
		<b>REVENUES TOTAL</b>	<b>26,943</b>	-	-	-	-	-
		<b>EXPENDITURES</b>						
521219		Other Professional Serv	26,923	2,288	13,326	-	-	-
		<b>OPERATING EXPENDITURES</b>	<b>26,923</b>	<b>2,288</b>	<b>13,326</b>	-	-	-
		<b>EXPENDITURES TOTAL</b>	<b>26,923</b>	<b>2,288</b>	<b>13,326</b>	-	-	-
		<b>REVENUES</b>	<b>26,943</b>	-	-	-	-	-
		<b>EXPENDITURES</b>	<b>26,923</b>	<b>2,288</b>	<b>13,326</b>	-	-	-
		<b>TOTAL BUSINESS UNIT-11905 -Brownsfield</b>	<b>(20)</b>	<b>2,288</b>	<b>13,326</b>	-	-	-
		<b>REVENUES</b>	<b>458,804</b>	<b>424,632</b>	<b>600,294</b>	<b>594,441</b>	<b>593,562</b>	-
		<b>EXPENDITURES</b>	<b>535,147</b>	<b>171,333</b>	<b>600,294</b>	<b>594,341</b>	<b>593,562</b>	-
		<b>TOTAL Economic Development DEPARTMENT</b>	<b>76,343</b>	<b>(253,299)</b>	-	<b>(100)</b>	-	-