

**EDC WARREN COUNTY**  
**MONTHLY FINANCIAL REPORT**  
**Sept 2024**

**September 2024 Highlights**

**Statement of Financial Position**

Fund Balance:

- \$1,076,100

Cash Equivalents/T-bills

- Current value / yield \$265,083
- T-bill matured 9/16 w/ gains \$987. Re-invested for 4 mos @ 4.7%
- Upcoming maturity dates: 10/24 and 11/29

Cash

- \$307,148

Accounts Receivable

- \$164,968 (all service contracts)

Accounts Payable

- \$14,334

**Statement of Activities**

- Tracking to budget for FYTD (despite \$37,875 shortfall from service contracts)
- Short \$9,015 for MTD (incl. expected \$5,875 shortfall from service contracts).

Annual Luncheon

- Income \$4,260 | Expenses \$20,492

## Stmnt of Financial Position MTD vs Dec 2023

As of September 30, 2024

|                                        | Dec 31, 23          | Sep 30, 24          |
|----------------------------------------|---------------------|---------------------|
| <b>ASSETS</b>                          |                     |                     |
| <b>Current Assets</b>                  |                     |                     |
| Checking/Savings                       | 625,567.65          | 572,230.87          |
| Accounts Receivable                    | 66,038.10           | 164,968.32          |
| <b>Other Current Assets</b>            |                     |                     |
| Prepaid Expenses                       | 24,847.02           | 3,445.00            |
| Prepaid Insurance                      | 3,207.77            | 292.67              |
| Prepaid taxes                          | 4,654.75            | 1,927.20            |
| Security Deposit                       | 3,895.00            | 3,895.00            |
| <b>Total Other Current Assets</b>      | 36,604.54           | 9,559.87            |
| <b>Total Current Assets</b>            | 728,210.29          | 746,759.06          |
| <b>Fixed Assets</b>                    |                     |                     |
| Accumulated Amortization               | -34,750.00          | -36,249.94          |
| Accumulated Depreciation               | -30,435.69          | -34,185.63          |
| Furniture and Equipment                | 35,384.86           | 35,384.86           |
| Land - HRLDC merger                    | 86,145.74           | 86,145.74           |
| Land Development - QIP                 | 44,291.27           | 44,291.27           |
| Website Design                         | 48,658.74           | 48,658.74           |
| <b>Total Fixed Assets</b>              | 149,294.92          | 144,045.04          |
| <b>Other Assets</b>                    |                     |                     |
| Right of Use Asset                     | 172,051.00          | 172,051.00          |
| Software License                       | 11,250.00           | 11,250.00           |
| <b>Total Other Assets</b>              | 183,301.00          | 183,301.00          |
| <b>TOTAL ASSETS</b>                    | <b>1,060,806.21</b> | <b>1,074,105.10</b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                     |                     |
| <b>Liabilities</b>                     |                     |                     |
| <b>Current Liabilities</b>             |                     |                     |
| Accounts Payable                       | 4,250.15            | 14,333.75           |
| <b>Other Current Liabilities</b>       |                     |                     |
| ST Lease Liabilty                      | 44,011.00           | 44,011.00           |
| Deferred Income - Other                | 57,000.00           | 57,000.00           |
| Deferred Income - Membersh...          | 4,000.00            | 0.00                |
| Accrued Expense                        | 7,834.59            | -1,350.00           |
| Accrued Payroll                        | 6,992.27            | 0.00                |
| SEP/IRA Salary Deferrals               | 1,748.95            | 1,400.00            |
| <b>Total Other Current Liabilities</b> | 121,586.81          | 101,061.00          |
| <b>Total Current Liabilities</b>       | 125,836.96          | 115,394.75          |
| <b>Long Term Liabilities</b>           | 128,040.00          | 128,040.00          |
| <b>Total Liabilities</b>               | 253,876.96          | 243,434.75          |

# **Stmnt of Financial Position MTD vs Dec 2023**

As of September 30, 2024

|                                       | Dec 31, 23          | Sep 30, 24          |
|---------------------------------------|---------------------|---------------------|
| <b>Equity</b>                         |                     |                     |
| <b>Board Designated</b>               |                     |                     |
| Board Designated (unassigned)         | 30,000.00           | 30,000.00           |
| Operating Reserve                     | 241,472.93          | 241,472.93          |
| Property Carrying Costs               | 110,660.17          | 110,660.17          |
| Regional Loan Fund                    | 50,302.85           | 50,302.85           |
| <b>Total Board Designated</b>         | 432,435.95          | 432,435.95          |
| <b>Restricted Funds</b>               |                     |                     |
| Queensbury Projects                   | 137,433.17          | 137,433.17          |
| <b>Total Restricted Funds</b>         | 137,433.17          | 137,433.17          |
| <b>Retained Earnings</b>              | 314,600.51          | 237,060.13          |
| <b>Net Income</b>                     | -77,540.38          | 23,741.10           |
| <b>Total Equity</b>                   | 806,929.25          | 830,670.35          |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>1,060,806.21</b> | <b>1,074,105.10</b> |

**EDC**  
**Statement of Activities MTD**  
**September 2024**

|                                          | Sep 24    | Budget    | \$ Over Budget |
|------------------------------------------|-----------|-----------|----------------|
| <b>Ordinary Income/Expense</b>           |           |           |                |
| <b>Income</b>                            |           |           |                |
| Minor A/P and A/R Charge-Off             | 0.00      | 0.00      | 0.00           |
| <b>Contract Services</b>                 |           |           |                |
| City of Glens Falls                      | 2,500.00  | 5,000.00  | -2,500.00      |
| Town of Queensbury                       | 0.00      | 0.00      | 0.00           |
| Warren County                            | 35,000.00 | 38,375.00 | -3,375.00      |
| Warren County LDC                        | 4,166.66  | 4,166.66  | 0.00           |
| <b>Total Contract Services</b>           | 41,666.66 | 47,541.66 | -5,875.00      |
| <b>EDC Events</b>                        |           |           |                |
| Attendance                               | 2,200.00  | 1,000.00  | 1,200.00       |
| Sponsorship                              | 0.00      | 1,000.00  | -1,000.00      |
| <b>EDC Events - Other</b>                | 0.00      | 0.00      | 0.00           |
| <b>Total EDC Events</b>                  | 2,200.00  | 2,000.00  | 200.00         |
| <b>Grant</b>                             | 0.00      | 0.00      | 0.00           |
| <b>Member Contribution</b>               | 800.66    | 800.66    | 0.00           |
| <b>Non-Operating Income</b>              | 1,061.16  | 1,079.16  | -18.00         |
| <b>Total Income</b>                      | 45,728.48 | 51,421.48 | -5,693.00      |
| <b>Gross Profit</b>                      | 45,728.48 | 51,421.48 | -5,693.00      |
| <b>Expense</b>                           |           |           |                |
| Amortization                             | 166.66    | 166.66    | 0.00           |
| Bad Debt Expense                         | 0.00      | 0.00      | 0.00           |
| <b>BOARD &amp; ORG DEVELOPMENT</b>       |           |           |                |
| Accounting                               | 1,500.00  | 0.00      | 1,500.00       |
| EDC Events                               | 1,455.73  | 3,000.00  | -1,544.27      |
| Insurance - Business                     | -77.00    | 0.00      | -77.00         |
| Legal                                    | 312.00    | 1,079.16  | -767.16        |
| Misc                                     | 0.00      | 0.00      | 0.00           |
| Prof Development/Training                | 425.00    | 0.00      | 425.00         |
| <b>Total BOARD &amp; ORG DEVELOPM...</b> | 3,615.73  | 4,079.16  | -463.43        |
| <b>Contributions</b>                     | 0.00      | 0.00      | 0.00           |
| <b>Depreciation</b>                      | 416.66    | 416.66    | 0.00           |
| <b>Moving Expenses</b>                   | 0.00      | 0.00      | 0.00           |
| <b>PERSONNEL</b>                         |           |           |                |
| Disability/PFL                           | 13.56     | -138.51   | 152.07         |
| fsa account                              | -344.60   | 0.00      | -344.60        |
| Insurance                                | 2,970.54  | 4,223.57  | -1,253.03      |
| <b>Payroll Administration Fees</b>       | 209.86    | 154.00    | 55.86          |
| <b>Payroll Taxes</b>                     | 2,318.35  | 3,017.08  | -698.73        |

**EDC**  
**Statement of Activities MTD**  
**September 2024**

|                               | Sep 24            | Budget            | \$ Over Budget   |
|-------------------------------|-------------------|-------------------|------------------|
| Retirement Contributions      | 2,695.10          | 2,710.00          | -14.90           |
| Salary - EDC                  | 30,274.41         | 32,763.52         | -2,489.11        |
| <b>Total PERSONNEL</b>        | <b>38,137.22</b>  | <b>42,729.66</b>  | <b>-4,592.44</b> |
| <b>PROGRAM EXPENSES</b>       |                   |                   |                  |
| Consultant (ARPA)             | 0.00              | 1,666.67          | -1,666.67        |
| Business Development          | 0.00              | 0.00              | 0.00             |
| Capacity Planning/Prod Improv | 7,284.92          | 2,083.50          | 5,201.42         |
| Dues-Subscript                | 1,150.99          | 250.00            | 900.99           |
| Hardware                      | 0.00              | 0.00              | 0.00             |
| Hosting/Meeting-Marketing     | 807.20            | 1,348.71          | -541.51          |
| Marketing-Contracted Services | 6,793.75          | 1,833.33          | 4,960.42         |
| Property Maintenance          | 0.00              | 0.00              | 0.00             |
| Property Taxes                | 1,284.79          | 2,390.00          | -1,105.21        |
| Website Maintenance           | 0.00              | 0.00              | 0.00             |
| <b>Total PROGRAM EXPENSES</b> | <b>17,321.65</b>  | <b>9,572.21</b>   | <b>7,749.44</b>  |
| Bank/CC/Service Fees          | 106.02            | 40.00             | 66.02            |
| <b>TOTAL OVERHEAD</b>         |                   |                   |                  |
| Gas & Electric                | 218.16            | 308.33            | -90.17           |
| Connectivity                  | 463.96            | 483.33            | -19.37           |
| Copier                        | 230.00            | 233.25            | -3.25            |
| Hardware/system maintenance   | 1,624.99          | 1,583.33          | 41.66            |
| Janitorial Service            | 384.00            | 384.00            | 0.00             |
| miscellaneous                 | 0.00              | 0.00              | 0.00             |
| Office Supplies               | 758.56            | 125.00            | 633.56           |
| Postage Meter                 | 0.00              | 0.00              | 0.00             |
| Rent                          | 3,445.00          | 3,445.00          | 0.00             |
| <b>Total TOTAL OVERHEAD</b>   | <b>7,124.67</b>   | <b>6,562.24</b>   | <b>562.43</b>    |
| Travel Reimburse              | 0.00              | 0.00              | 0.00             |
| <b>Total Expense</b>          | <b>66,888.61</b>  | <b>63,566.59</b>  | <b>3,322.02</b>  |
| <b>Net Ordinary Income</b>    | <b>-21,160.13</b> | <b>-12,145.11</b> | <b>-9,015.02</b> |
| <b>Other Income/Expense</b>   |                   |                   |                  |
| Other Income                  | 0.00              | 0.00              | 0.00             |
| <b>Net Other Income</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>      |
| <b>Net Income</b>             | <b>-21,160.13</b> | <b>-12,145.11</b> | <b>-9,015.02</b> |

**EDC**  
**Statement of Activities FYTD**  
January through September 2024

|                                            | Jan - Sep 24 | Budget     | \$ Over Budget |
|--------------------------------------------|--------------|------------|----------------|
| <b>Ordinary Income/Expense</b>             |              |            |                |
| <b>Income</b>                              |              |            |                |
| <b>Contract Services</b>                   |              |            |                |
| City of Glens Falls                        | 7,500.00     | 15,000.00  | -7,500.00      |
| Town of Queensbury                         | 114,000.00   | 114,000.00 | 0.00           |
| Warren County                              | 315,000.00   | 345,375.00 | -30,375.00     |
| Warren County LDC                          | 37,499.94    | 37,499.94  | 0.00           |
| <b>Total Contract Services</b>             | 473,999.94   | 511,874.94 | -37,875.00     |
| <b>EDC Events</b>                          |              |            |                |
| Attendance                                 | 3,520.00     | 3,000.00   | 520.00         |
| Sponsorship                                | 306.75       | 3,000.00   | -2,693.25      |
| <b>Total EDC Events</b>                    | 3,826.75     | 6,000.00   | -2,173.25      |
| <b>Grant</b>                               | 5,564.01     | 12,500.00  | -6,935.99      |
| <b>Member Contribution</b>                 | 97,115.94    | 97,597.94  | -482.00        |
| <b>Non-Operating Income</b>                | 11,076.84    | 9,712.44   | 1,364.40       |
| <b>Total Income</b>                        | 591,583.48   | 637,685.32 | -46,101.84     |
| <b>Gross Profit</b>                        | 591,583.48   | 637,685.32 | -46,101.84     |
| <b>Expense</b>                             |              |            |                |
| <b>Amortization</b>                        | 1,499.94     | 1,499.94   | 0.00           |
| <b>BOARD &amp; ORG DEVELOPMENT</b>         |              |            |                |
| Accounting                                 | 16,163.61    | 12,360.00  | 3,803.61       |
| <b>EDC Events</b>                          |              |            |                |
| Facility Rental                            | 9,210.00     | 0.00       | 9,210.00       |
| Catering                                   | 1,500.00     | 0.00       | 1,500.00       |
| Advertising & Promotion                    | 779.19       | 0.00       | 779.19         |
| Miscellaneous                              | 3,825.46     | 0.00       | 3,825.46       |
| EDC Events - Other                         | 1,806.75     | 13,000.00  | -11,193.25     |
| <b>Total EDC Events</b>                    | 17,121.40    | 13,000.00  | 4,121.40       |
| <b>Insurance - Business</b>                | 7,551.69     | 7,000.00   | 551.69         |
| <b>Legal</b>                               | 3,405.50     | 9,712.44   | -6,306.94      |
| Prof Development/Training                  | 425.00       | 0.00       | 425.00         |
| <b>BOARD &amp; ORG DEVELOPMENT - Ot...</b> | 5,503.73     |            |                |
| <b>Total BOARD &amp; ORG DEVELOPMENT</b>   | 50,170.93    | 42,072.44  | 8,098.49       |
| <b>Depreciation</b>                        | 3,749.94     | 3,749.94   | 0.00           |
| <b>PERSONNEL</b>                           |              |            |                |
| Disability/PFL                             | -247.08      | 476.24     | -723.32        |
| fsa account                                | 1,093.42     | 0.00       | 1,093.42       |
| Insurance                                  | 29,717.50    | 38,012.07  | -8,294.57      |
| Payroll Administration Fees                | 1,815.23     | 1,588.00   | 227.23         |
| Payroll Taxes                              | 21,049.83    | 27,153.76  | -6,103.93      |
| Retirement Contributions                   | 18,850.00    | 26,422.50  | -7,572.50      |
| Salary - EDC                               | 265,358.08   | 319,444.32 | -54,086.24     |
| <b>PERSONNEL - Other</b>                   | -0.34        |            |                |
| <b>Total PERSONNEL</b>                     | 337,636.64   | 413,096.89 | -75,460.25     |
| <b>PROGRAM EXPENSES</b>                    |              |            |                |

**EDC**  
**Statement of Activities FYTD**  
**January through September 2024**

|                               | Jan - Sep 24      | Budget            | \$ Over Budget    |
|-------------------------------|-------------------|-------------------|-------------------|
| Consultant (ARPA)             | 5,416.25          | 15,000.03         | -9,583.78         |
| Capacity Planning/Prod Improv | 16,118.98         | 18,751.50         | -2,632.52         |
| Dues-Subscript                | 15,810.98         | 12,250.00         | 3,560.98          |
| Hosting/Meeting-Marketing     | 1,612.62          | 12,138.39         | -10,525.77        |
| Marketing-Contracted Services | 38,167.75         | 16,499.97         | 21,667.78         |
| Property Maintenance          | 2,047.00          | 2,500.00          | -453.00           |
| Property Taxes                | 7,893.70          | 9,000.00          | -1,106.30         |
| Website Maintenance           | 22,333.98         | 8,500.00          | 13,833.98         |
| <b>Total PROGRAM EXPENSES</b> | <b>109,401.26</b> | <b>94,639.89</b>  | <b>14,761.37</b>  |
| Bank/CC/Service Fees          | 903.25            | 360.00            | 543.25            |
| <b>TOTAL OVERHEAD</b>         |                   |                   |                   |
| Gas & Electric                | 1,928.75          | 2,774.97          | -846.22           |
| Connectivity                  | 4,507.23          | 4,349.97          | 157.26            |
| Copier                        | 2,116.00          | 2,099.25          | 16.75             |
| FF&E                          | 1,519.04          |                   |                   |
| Hardware/system maintenance   | 15,207.31         | 14,249.97         | 957.34            |
| Janitorial Service            | 3,456.00          | 3,456.00          | 0.00              |
| miscellaneous                 | 2.00              | 0.00              | 2.00              |
| Office Supplies               | 4,658.07          | 1,125.00          | 3,533.07          |
| Rent                          | 31,005.00         | 31,005.00         | 0.00              |
| <b>Total TOTAL OVERHEAD</b>   | <b>64,399.40</b>  | <b>59,060.16</b>  | <b>5,339.24</b>   |
| Travel Reimburse              | 81.02             | 0.00              | 81.02             |
| <b>Total Expense</b>          | <b>567,842.38</b> | <b>614,479.26</b> | <b>-46,636.88</b> |
| <b>Net Ordinary Income</b>    | <b>23,741.10</b>  | <b>23,206.06</b>  | <b>535.04</b>     |
| <b>Net Income</b>             | <b>23,741.10</b>  | <b>23,206.06</b>  | <b>535.04</b>     |

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## Statement of Cash Flows MTD

September 2024

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10/07/2024

|                                                                            | Sep 24     |
|----------------------------------------------------------------------------|------------|
| <b>OPERATING ACTIVITIES</b>                                                |            |
| Net Income                                                                 | -21,160.13 |
| Adjustments to reconcile Net Income<br>to net cash provided by operations: |            |
| Accounts Receivable                                                        | 30,684.26  |
| Prepaid Insurance                                                          | 97.54      |
| Prepaid taxes                                                              | -1,927.20  |
| Accounts Payable                                                           | 2,539.46   |
| Accrued Expense                                                            | -1,350.00  |
| SEP/IRA Salary Deferrals                                                   | -350.00    |
| Net cash provided by Operating Activities                                  | 8,533.93   |
| <b>INVESTING ACTIVITIES</b>                                                |            |
| Accumulated Amortization                                                   | 166.66     |
| Accumulated Depreciation                                                   | 416.66     |
| Net cash provided by Investing Activities                                  | 583.32     |
| Net cash increase for period                                               | 9,117.25   |
| Cash at beginning of period                                                | 563,113.62 |
| Cash at end of period                                                      | 572,230.87 |
| Cash Equivalents                                                           | 265,083.32 |
|                                                                            | 307,147.55 |



**Statement of Cash Flows FYTD****10/07/2024**

January through September 2024

|                                                                            | <b><u>Jan - Sep 24</u></b> |
|----------------------------------------------------------------------------|----------------------------|
| <b>OPERATING ACTIVITIES</b>                                                |                            |
| Net Income                                                                 | 23,741.10                  |
| Adjustments to reconcile Net Income<br>to net cash provided by operations: |                            |
| Accounts Receivable                                                        | -98,930.22                 |
| Prepaid Expenses                                                           | 21,402.02                  |
| Prepaid Insurance                                                          | 2,915.10                   |
| Prepaid taxes                                                              | 2,727.55                   |
| Accounts Payable                                                           | 10,083.60                  |
| Deferred Income - Membership                                               | -4,000.00                  |
| Accrued Expense                                                            | -9,184.59                  |
| Accrued Payroll                                                            | -6,992.27                  |
| SEP/IRA Salary Deferrals                                                   | -348.95                    |
| Net cash provided by Operating Activities                                  | <u>-58,586.66</u>          |
| <b>INVESTING ACTIVITIES</b>                                                |                            |
| Accumulated Amortization                                                   | 1,499.94                   |
| Accumulated Depreciation                                                   | 3,749.94                   |
| Net cash provided by Investing Activities                                  | <u>5,249.88</u>            |
| Net cash increase for period                                               | <u>-53,336.78</u>          |
| Cash at beginning of period                                                | 625,567.65                 |
| Cash at end of period                                                      | <u><b>572,230.87</b></u>   |
| Cash Equivalents                                                           | 265,083.32                 |
|                                                                            | 307,147.55                 |

EDC  
**A/R Aging Summary**  
As of September 30, 2024

|                                           | Current          | 1 - 30          | 31 - 60           | 61 - 90     | > 90            | TOTAL             |
|-------------------------------------------|------------------|-----------------|-------------------|-------------|-----------------|-------------------|
| Adirondack Regional Business Incubator    | 0.00             | 0.00            | 0.00              | 0.00        | 0.00            | 0.00              |
| City of Glens Falls                       | 2,500.00         | 0.00            | 0.00              | 0.00        | 5,000.00        | 7,500.00          |
| Queensbury UFSD                           | 0.00             | 135.00          | 0.00              | 0.00        | 0.00            | 135.00            |
| Town of Queensbury                        | 0.00             | 0.00            | 114,000.00        | 0.00        | 0.00            | 114,000.00        |
| Warren County                             | 35,000.00        | 0.00            | 0.00              | 0.00        | 0.00            | 35,000.00         |
| Warren County Local Development Corporati | 4,166.66         | 4,166.66        | 0.00              | 0.00        | 0.00            | 8,333.32          |
| <b>TOTAL</b>                              | <b>41,666.66</b> | <b>4,301.66</b> | <b>114,000.00</b> | <b>0.00</b> | <b>5,000.00</b> | <b>164,968.32</b> |

EDC  
A/P Aging Summary  
As of September 30, 2024

|                            | Current | 1 - 30    | 31 - 60 | 61 - 90 | > 90 | TOTAL     |
|----------------------------|---------|-----------|---------|---------|------|-----------|
| Albany Business Review     | 0.00    | 7,000.00  | 0.00    | 0.00    | 0.00 | 7,000.00  |
| Behan Communications. I... | 0.00    | 6,793.75  | 0.00    | 0.00    | 0.00 | 6,793.75  |
| Feldman Consulting LLC     | 540.00  | 0.00      | 0.00    | 0.00    | 0.00 | 540.00    |
| TOTAL                      | 540.00  | 13,793.75 | 0.00    | 0.00    | 0.00 | 14,333.75 |

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10/07/24

Accrual Basis

**EDC**  
**Last Month Checks**  
**September 2024**

| Type            | Date       | Num | Name                                  | Amount            |
|-----------------|------------|-----|---------------------------------------|-------------------|
| <b>Sep 24</b>   |            |     |                                       |                   |
| Check           | 09/10/2024 | d   | Wall Street Journal                   | -2.14             |
| Check           | 09/26/2024 | d   | M&M Digital Printing LLC              | -779.19           |
| Check           | 09/05/2024 | dd  | Adirondack Daily Enterprise           | -19.00            |
| Check           | 09/16/2024 | dd  | Staples                               | -69.69            |
| Check           | 09/12/2024 | dd  | Staples                               | -302.96           |
| Check           | 09/18/2024 | dd  | U.S. Postmaster                       | -43.80            |
| Check           | 09/19/2024 | dd  | Rural Housing Coalition               | -425.00           |
| Check           | 09/04/2024 | DD  | LG/LC Regional Planning Board         | -25.00            |
| Check           | 09/01/2024 | eft | Apple.com                             | -2.99             |
| Check           | 09/03/2024 | eft | Marshall & Sterling                   | -50.00            |
| Check           | 09/09/2024 | eft | Albany Times Union                    | -27.72            |
| Check           | 09/19/2024 | eft | The Post Star                         | -20.99            |
| Check           | 09/17/2024 | eft | Constant Contact                      | -12.20            |
| Check           | 09/30/2024 | eft | Glens Falls National Bank and Trus... | -20.00            |
| Check           | 09/30/2024 | eft | Glens Falls National Bank and Trus... | -20.00            |
| Check           | 09/06/2024 | eft | Marshall & Sterling                   | -30.00            |
| Bill Pmt -Check | 09/09/2024 | EFT | American Funds                        | -4,445.10         |
| Check           | 09/06/2024 | JW  | BioInnovation                         | -34.92            |
| Check           | 09/23/2024 | JW  | Mail Chimp                            | -48.15            |
| Check           | 09/24/2024 | ph  | Amazon                                | -29.48            |
| Check           | 09/16/2024 | PH  | Amazon                                | -35.96            |
| Bill Pmt -Check | 09/05/2024 | TH  | Etched in Valor                       | -26.80            |
| Bill Pmt -Check | 09/03/2024 | 475 | M&M Digital Printing LLC              | 0.00              |
| Check           | 09/09/2024 | 477 | Discenza, Emily M.                    | -763.52           |
| Bill Pmt -Check | 09/09/2024 | 478 | Behan Communications. Inc.            | -1,512.50         |
| Bill Pmt -Check | 09/09/2024 | 479 | Etched in Valor                       | 0.00              |
| Bill Pmt -Check | 09/09/2024 | 480 | Feldman Consulting LLC                | -810.00           |
| Bill Pmt -Check | 09/09/2024 | 481 | The Queensbury Hotel                  | -8,610.00         |
| Bill Pmt -Check | 09/09/2024 | 482 | Town of Queensbury, Receiver of T...  | -3,211.99         |
| Bill Pmt -Check | 09/17/2024 | 483 | Anthem Blue Cross                     | -39.85            |
| Bill Pmt -Check | 09/17/2024 | 484 | AT & T Mobility                       | -59.04            |
| Bill Pmt -Check | 09/17/2024 | 485 | De Lage Landen                        | -230.00           |
| Bill Pmt -Check | 09/17/2024 | 486 | Empire Theatre Plaza, LLC             | -3,445.00         |
| Bill Pmt -Check | 09/17/2024 | 487 | Harris Beach PLLC                     | -312.00           |
| Bill Pmt -Check | 09/17/2024 | 488 | MMB & Company                         | -1,500.00         |
| Bill Pmt -Check | 09/17/2024 | 489 | Nat'l Grid                            | -218.16           |
| Bill Pmt -Check | 09/17/2024 | 490 | The Business Council of NY State, ... | -950.00           |
| Bill Pmt -Check | 09/17/2024 | 491 | Mutual Of Omaha                       | -177.55           |
| Bill Pmt -Check | 09/17/2024 | 492 | Spectrum                              | -404.92           |
| Bill Pmt -Check | 09/18/2024 | 493 | Adirondack Technical Solutions        | -1,644.99         |
| Bill Pmt -Check | 09/20/2024 | 494 | The Chronicle                         | -315.00           |
| Bill Pmt -Check | 09/20/2024 | 495 | The Chronicle                         | -315.00           |
| Bill Pmt -Check | 09/26/2024 | 496 | Adirondack Technical Solutions        | -1,624.99         |
| Bill Pmt -Check | 09/26/2024 | 497 | CDPHP                                 | -3,591.10         |
| Bill Pmt -Check | 09/26/2024 | 498 | IntegraHR                             | -225.00           |
| Bill Pmt -Check | 09/26/2024 | 499 | On Site Audio Visual                  | -573.75           |
| Bill Pmt -Check | 09/26/2024 | 500 | The Chronicle                         | -165.00           |
| <b>Sep 24</b>   |            |     |                                       | <b>-37,170.45</b> |

**EDC**  
**2024 Annual Luncheon**  
January 1 through October 7, 2024

|                               | Annual Luncheon<br>(PROGRAM EXPENSES) | Total PROGRAM EXPENSES | TOTAL             |
|-------------------------------|---------------------------------------|------------------------|-------------------|
| Ordinary Income/Expense       |                                       |                        |                   |
| Income                        |                                       |                        |                   |
| EDC Events                    |                                       |                        |                   |
| Sponsorship                   |                                       |                        |                   |
| Event Sponsor                 | 306.75                                | 306.75                 | 306.75            |
| Total Sponsorship             | 306.75                                | 306.75                 | 306.75            |
| Attendance                    | 3,955.00                              | 3,955.00               | 3,955.00          |
| Total EDC Events              | 4,261.75                              | 4,261.75               | 4,261.75          |
| Total Income                  | 4,261.75                              | 4,261.75               | 4,261.75          |
| Gross Profit                  | 4,261.75                              | 4,261.75               | 4,261.75          |
| Expense                       |                                       |                        |                   |
| PROGRAM EXPENSES              |                                       |                        |                   |
| Marketing-Contracted Services | 6,793.75                              | 6,793.75               | 6,793.75          |
| Total PROGRAM EXPENSES        | 6,793.75                              | 6,793.75               | 6,793.75          |
| BOARD & ORG DEVELOPMENT       |                                       |                        |                   |
| EDC Events                    |                                       |                        |                   |
| EDC Events - Other            | 306.75                                | 306.75                 | 306.75            |
| Advertising & Promotion       | 779.19                                | 779.19                 | 779.19            |
| Miscellaneous                 | 3,702.41                              | 3,702.41               | 3,702.41          |
| Facility Rental               | 8,910.00                              | 8,910.00               | 8,910.00          |
| Total EDC Events              | 13,698.35                             | 13,698.35              | 13,698.35         |
| Total BOARD & ORG DEVELOPM... | 13,698.35                             | 13,698.35              | 13,698.35         |
| Total Expense                 | 20,492.10                             | 20,492.10              | 20,492.10         |
| Net Ordinary Income           | -16,230.35                            | -16,230.35             | -16,230.35        |
| Net Income                    | <b>-16,230.35</b>                     | <b>-16,230.35</b>      | <b>-16,230.35</b> |