

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

February 2024 Highlights

Statement of Financial Position

Fund Balance: \$1,090,742

Cash Equivalents/T-bills current value \$257,028. Next one matures in May 2024

Accounts Receivable \$92,878

- \$80,333 Service Contracts (55k paid in Feb)
- \$12,000 Pledged Memberships

Accounts Payable \$14,175

- \$9,625 for Behan for Marketing and Program Dev't
- \$3590 for CDPHP

Statement of Activities

MTD / FYTD

- To date we've collected \$72,750 memberships (plus \$10,443 GIK)
- Missed our February membership target
- March will be the last month of our membership campaign; memberships paid for after 3-31-2024 will be prorated (reduced by 25% per quarter)
- To hit our target, we need 1 Leadership and 3 Premium Memberships

Income

- Aside from membership shortfall, interest reflects a lower return on the T-Bill that matured into MM account.
- We will consistently show a monthly loss of \$3,375 (40k annually) for contracts b/c we budgeted for a higher allocation from the county. We should consider new income sources to offset this loss.

Expenses

- Personnel, under b/c we budgeted for a new f-t hire. Subsequently, program exp. are over due to outsourced Program Dev't costs
- Additional cost for ADK Techs Fortinet renewal – needs to be budgeted moving forward
- Additional office expense due to annual meeting materials (binders etc)
- Over expenses are under-budget.

Stmnt of Financial Position MTD vs Dec 2023

As of February 29, 2024

| | Dec 31, 23 | Feb 29, 24 |
|-----------------------------------|---------------------|---------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| Cash Equivalents | 254,666.33 | 257,028.21 |
| GFNB MM | 154,326.19 | 154,351.49 |
| WCEDC new Operating | 36,744.77 | 44,080.59 |
| WCEDC Debit Account | 1,459.36 | 1,028.52 |
| WCEDC new Savings - Paypal | 250.20 | 250.20 |
| WCEDC Sweep Account - Oper | 62,174.18 | 79,729.53 |
| WCEDC Sweep Acct - Savings | 115,946.62 | 115,956.09 |
| Total Checking/Savings | 625,567.65 | 652,424.63 |
| Accounts Receivable | | |
| Accounts Receivable | 66,038.10 | 92,878.06 |
| Total Accounts Receivable | 66,038.10 | 92,878.06 |
| Other Current Assets | | |
| Prepaid Expenses | 24,847.02 | 3,445.00 |
| Prepaid Insurance | 3,207.77 | 3,207.77 |
| Prepaid taxes | 4,654.75 | 2,295.96 |
| Security Deposit 11 South Str | 3,895.00 | 3,895.00 |
| Total Security Deposit | 3,895.00 | 3,895.00 |
| Total Other Current Assets | 36,604.54 | 12,843.73 |
| Total Current Assets | 728,210.29 | 758,146.42 |
| Fixed Assets | | |
| Accumulated Amortization | -34,750.00 | -34,750.00 |
| Accumulated Depreciation | -30,435.69 | -30,435.69 |
| 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 |
| Total Fixed Assets | 149,294.92 | 149,294.92 |
| Other Assets | | |
| Right of Use Asset | | |
| Operating Leases | 172,051.00 | 172,051.00 |
| Total Right of Use Asset | 172,051.00 | 172,051.00 |
| Software License | | |
| Software License | 11,250.00 | 11,250.00 |
| Total Other Assets | 183,301.00 | 183,301.00 |
| TOTAL ASSETS | 1,060,806.21 | 1,090,742.34 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |

Stmt of Financial Position MTD vs Dec 2023

As of February 29, 2024

| | Dec 31, 23 | Feb 29, 24 |
|--|---------------------|---------------------|
| Accounts Payable | 4,250.15 | 14,175.04 |
| Total Accounts Payable | 4,250.15 | 14,175.04 |
| Other Current Liabilities | | |
| ST Lease Liability | 44,011.00 | 44,011.00 |
| Deferred Income - Other | 57,000.00 | 0.00 |
| Deferred Income - Membersh... | 4,000.00 | 0.00 |
| Accrued Expense | 7,834.59 | 0.00 |
| Accrued Payroll | 6,992.27 | 0.34 |
| SEP/IRA Salary Deferrals | 1,748.95 | 1,400.00 |
| Total Other Current Liabilities | 121,586.81 | 45,411.34 |
| Total Current Liabilities | 125,836.96 | 59,586.38 |
| Long Term Liabilities | | |
| LT Lease Liability | 128,040.00 | 128,040.00 |
| Total Long Term Liabilities | 128,040.00 | 128,040.00 |
| Total Liabilities | 253,876.96 | 187,626.38 |
| Equity | | |
| Board Designated | | |
| 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 |
| Total Board Designated | 432,435.95 | 432,435.95 |
| Restricted Funds | | |
| Queensbury Projects | 137,433.17 | 137,433.17 |
| Total Restricted Funds | 137,433.17 | 137,433.17 |
| Retained Earnings | 314,600.51 | 237,060.13 |
| Net Income | -77,540.38 | 96,186.71 |
| Total Equity | 806,929.25 | 903,115.96 |
| TOTAL LIABILITIES & EQUITY | 1,060,806.21 | 1,090,742.34 |

EDC
Statement of Activities MTD
February 2024

| | Feb 24 | Budget | \$ Over Budget |
|--|-----------|-----------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Contract Services | 39,166.74 | 42,541.66 | -3,374.92 |
| Member Contribution | | | |
| Reciprocal | 0.00 | 100.00 | -100.00 |
| Members - In-kind Contributions | 800.66 | 800.66 | 0.00 |
| Leadership Circle (lg employer) | 5,000.00 | 15,000.00 | -10,000.00 |
| Premium (more than 25 emp) | 3,500.00 | 7,000.00 | -3,500.00 |
| Patron (under 25 employees) | 1,000.00 | 4,000.00 | -3,000.00 |
| Supporter (1-2 employees) | 250.00 | 2,250.00 | -2,000.00 |
| Total Member Contribution | 10,550.66 | 29,150.66 | -18,600.00 |
| Non-Operating Income | | | |
| Interest Income | 578.65 | 1,079.16 | -500.51 |
| Total Non-Operating Income | 578.65 | 1,079.16 | -500.51 |
| Total Income | 50,296.05 | 72,771.48 | -22,475.43 |
| Gross Profit | 50,296.05 | 72,771.48 | -22,475.43 |
| Expense | | | |
| Amortization | 0.00 | 291.67 | -291.67 |
| BOARD & ORG DEVELOPMENT | | | |
| Accounting | 38.61 | 25.00 | 13.61 |
| EDC Events | 0.00 | 2,500.00 | -2,500.00 |
| Legal | 0.00 | 1,079.16 | -1,079.16 |
| Total BOARD & ORG DEVELOPMENT | 38.61 | 3,604.16 | -3,565.55 |
| Depreciation | 0.00 | 291.67 | -291.67 |
| PERSONNEL | | | |
| Disability/PFL | -120.35 | -144.22 | 23.87 |
| fsa account | 892.05 | 1,036.04 | -143.99 |
| Insurance | 2,970.54 | 4,223.55 | -1,253.01 |
| Payroll Administration Fees | 145.04 | 188.00 | -42.96 |
| Payroll Taxes | 2,430.23 | 3,017.08 | -586.85 |
| Retirement Contributions | 2,140.38 | 3,387.50 | -1,247.12 |
| Salary - EDC | 28,299.15 | 40,954.40 | -12,655.25 |
| Total PERSONNEL | 36,757.04 | 52,662.35 | -15,905.31 |
| PROGRAM EXPENSES | | | |
| Consultant (ARPA) | 607.50 | 1,666.67 | -1,059.17 |
| Capacity Planning/Prod Improv | 7,493.34 | 2,083.50 | 5,409.84 |
| Dues-Subscrpt | 119.70 | 250.00 | -130.30 |
| Hosting/Meeting-Marketing | 42.20 | 1,348.71 | -1,306.51 |
| Marketing-Contracted Services | 2,337.50 | 1,833.33 | 504.17 |
| Property Taxes | 330.00 | 330.00 | 0.00 |
| Website Maintenance | 25.00 | 0.00 | 25.00 |

EDC
Statement of Activities MTD
February 2024

| | <u>Feb 24</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|------------------------------------|-------------------------|------------------------|-------------------------|
| Total PROGRAM EXPENSES | 10,955.24 | 7,512.21 | 3,443.03 |
| Bank/CC/Service Fees | 84.13 | 40.00 | 44.13 |
| TOTAL OVERHEAD | | | |
| Gas & Electric | 246.81 | 308.33 | -61.52 |
| Connectivity | 443.96 | 483.33 | -39.37 |
| Copier | 230.00 | 233.25 | -3.25 |
| Hardware/system maintenance | 2,257.39 | 1,583.33 | 674.06 |
| Janitorial Service | 384.00 | 384.00 | 0.00 |
| miscellaneous | 2.00 | 0.00 | 2.00 |
| Office Supplies | 527.86 | 125.00 | 402.86 |
| Rent | 3,445.00 | 3,445.00 | 0.00 |
| Total TOTAL OVERHEAD | <u>7,537.02</u> | <u>6,562.24</u> | <u>974.78</u> |
| Total Expense | <u>55,372.04</u> | <u>70,964.30</u> | <u>-15,592.26</u> |
| Net Ordinary Income | <u>-5,075.99</u> | <u>1,807.18</u> | <u>-6,883.17</u> |
| Net Income | <u>-5,075.99</u> | <u>1,807.18</u> | <u>-6,883.17</u> |

EDC
Statement of Activities FYTD
 January through February 2024

| | Jan - Feb 24 | Budget | \$ Over Budget |
|--|--------------|------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Contract Services | 135,333.48 | 142,083.32 | -6,749.84 |
| Member Contribution | | | |
| Reciprocal | 835.00 | 1,100.00 | -265.00 |
| Members - In-kind Contributions | 1,601.32 | 1,601.32 | 0.00 |
| Leadership Circle (lg employer) | 30,000.00 | 40,000.00 | -10,000.00 |
| Premium (more than 25 emp) | 31,500.00 | 31,500.00 | 0.00 |
| Patron (under 25 employees) | 9,000.00 | 10,000.00 | -1,000.00 |
| Supporter (1-2 employees) | 2,250.00 | 6,250.00 | -4,000.00 |
| Total Member Contribution | 75,186.32 | 90,451.32 | -15,265.00 |
| Non-Operating Income | | | |
| Interest Income | 2,527.34 | 2,158.32 | 369.02 |
| Total Non-Operating Income | 2,527.34 | 2,158.32 | 369.02 |
| Total Income | 213,047.14 | 234,692.96 | -21,645.82 |
| Gross Profit | 213,047.14 | 234,692.96 | -21,645.82 |
| Expense | | | |
| Amortization | 0.00 | 583.34 | -583.34 |
| BOARD & ORG DEVELOPMENT | | | |
| Accounting | 38.61 | 25.00 | 13.61 |
| EDC Events | 0.00 | 2,500.00 | -2,500.00 |
| Legal | 0.00 | 2,158.32 | -2,158.32 |
| Total BOARD & ORG DEVELOPMENT | 38.61 | 4,683.32 | -4,644.71 |
| Depreciation | 0.00 | 583.34 | -583.34 |
| PERSONNEL | | | |
| Disability/PFL | -235.77 | -305.59 | 69.82 |
| fsa account | 633.60 | 531.82 | 101.78 |
| Insurance | 9,552.19 | 8,447.10 | 1,105.09 |
| Payroll Administration Fees | 571.43 | 442.00 | 129.43 |
| Payroll Taxes | 4,407.02 | 6,034.20 | -1,627.18 |
| Retirement Contributions | 2,140.38 | 6,097.50 | -3,957.12 |
| Salary - EDC | 49,269.92 | 73,717.92 | -24,448.00 |
| Total PERSONNEL | 66,338.77 | 94,964.95 | -28,626.18 |
| PROGRAM EXPENSES | | | |
| Consultant (ARPA) | 607.50 | 3,333.34 | -2,725.84 |
| Capacity Planning/Prod Improv | 7,953.14 | 4,167.00 | 3,786.14 |
| Dues-Subscript | 11,099.13 | 11,113.00 | -13.87 |
| Hosting/Meeting-Marketing | 54.40 | 2,697.42 | -2,643.02 |
| Marketing-Contracted Services | 2,337.50 | 3,666.66 | -1,329.16 |
| Property Taxes | 6,608.91 | 6,610.00 | -1.09 |
| Website Maintenance | 7,833.98 | 8,500.00 | -666.02 |

EDC
Statement of Activities FYTD
 January through February 2024

| | <u>Jan - Feb 24</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|------------------------------------|-------------------------|-------------------------|-------------------------|
| Total PROGRAM EXPENSES | 36,494.56 | 40,087.42 | -3,592.86 |
| Bank/CC/Service Fees | 167.80 | 80.00 | 87.80 |
| TOTAL OVERHEAD | | | |
| Gas & Electric | 246.81 | 616.66 | -369.85 |
| Connectivity | 1,033.15 | 966.66 | 66.49 |
| Copier | 460.00 | 466.50 | -6.50 |
| Hardware/system maintenance | 3,869.88 | 3,166.66 | 703.22 |
| Janitorial Service | 768.00 | 768.00 | 0.00 |
| miscellaneous | 2.00 | 0.00 | 2.00 |
| Office Supplies | 550.85 | 250.00 | 300.85 |
| Rent | 6,890.00 | 6,890.00 | 0.00 |
| Total TOTAL OVERHEAD | <u>13,820.69</u> | <u>13,124.48</u> | <u>696.21</u> |
| Total Expense | <u>116,860.43</u> | <u>154,106.85</u> | <u>-37,246.42</u> |
| Net Ordinary Income | <u>96,186.71</u> | <u>80,586.11</u> | <u>15,600.60</u> |
| Net Income | <u>96,186.71</u> | <u>80,586.11</u> | <u>15,600.60</u> |

EDC
Statement of Cash Flows MTD
February 2024

| | <u>Feb 24</u> |
|--|--------------------------|
| OPERATING ACTIVITIES | |
| Net Income | -5,075.99 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| Accounts Receivable | 30,576.78 |
| Accounts Payable | 13,997.49 |
| Accrued Expense | -3,591.10 |
| SEP/IRA Salary Deferrals | 0.21 |
| | <hr/> |
| Net cash provided by Operating Activities | 35,907.39 |
| Net cash increase for period | 35,907.39 |
| Cash at beginning of period | 616,517.24 |
| Cash at end of period | <u><u>652,424.63</u></u> |

EDC
Statement of Cash Flows FYTD
January through February 2024

| | <u>Jan - Feb 24</u> |
|--|--------------------------|
| OPERATING ACTIVITIES | |
| Net Income | 96,186.71 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| Accounts Receivable | -26,839.96 |
| Prepaid Expenses | 21,402.02 |
| Prepaid taxes | 2,358.79 |
| Accounts Payable | 9,924.89 |
| Deferred Income - Other | -57,000.00 |
| Deferred Income - Membership | -4,000.00 |
| Accrued Expense | -7,834.59 |
| Accrued Payroll | -6,991.93 |
| SEP/IRA Salary Deferrals | -348.95 |
| | <hr/> |
| Net cash provided by Operating Activities | 26,856.98 |
| Net cash increase for period | 26,856.98 |
| Cash at beginning of period | 625,567.65 |
| | <hr/> |
| Cash at end of period | <u>652,424.63</u> |

EDC
2. A/R Aging Summary
As of February 29, 2024

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|--|-------------------------|-------------------------|------------------------|------------------------|---------------------|-------------------------|
| Adirondack Regional Business Incubator | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| City of Glens Falls | 0.00 | 0.00 | 0.00 | 2,500.00 | 0.00 | 2,500.00 |
| Fort William Henry | 0.00 | 3,500.00 | 0.00 | 0.00 | 0.00 | 3,500.00 |
| Glens Falls Hospital | 0.00 | 0.00 | 5,000.00 | 0.00 | 0.00 | 5,000.00 |
| Olympic Regional Dev. Authority | 0.00 | 0.00 | 3,500.00 | 0.00 | 0.00 | 3,500.00 |
| Travis Whitehead | 0.00 | 0.00 | 0.00 | 0.00 | 44.50 | 44.50 |
| Warren County | 35,000.08 | 35,000.08 | 0.00 | 0.00 | 0.00 | 70,000.16 |
| Warren County Local Development Corpor... | 4,166.66 | 4,166.66 | 0.08 | 0.00 | 0.00 | 8,333.40 |
| TOTAL | <u>39,166.74</u> | <u>42,666.74</u> | <u>8,500.08</u> | <u>2,500.00</u> | <u>44.50</u> | <u>92,878.06</u> |

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EDC
A/P Aging Summary
As of February 29, 2024

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|---------------------------------|-------------------------|----------------------|--------------------|--------------------|--------------------|-------------------------|
| Adirondack Technical Solutio... | 0.00 | 644.90 | 0.00 | 0.00 | 0.00 | 644.90 |
| AT & T Mobility | 59.04 | 0.00 | 0.00 | 0.00 | 0.00 | 59.04 |
| Behan Communications. Inc. | 9,625.00 | 0.00 | 0.00 | 0.00 | 0.00 | 9,625.00 |
| CDPHP | 3,591.10 | 0.00 | 0.00 | 0.00 | 0.00 | 3,591.10 |
| De Lage Landen | 230.00 | 0.00 | 0.00 | 0.00 | 0.00 | 230.00 |
| Mannix Marketing | 25.00 | 0.00 | 0.00 | 0.00 | 0.00 | 25.00 |
| TOTAL | <u>13,530.14</u> | <u>644.90</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>14,175.04</u> |

EDC
Find Report
February 2024

| Type | Date | Num | Name | Amount |
|-----------------|------------|-----|---------------------------------------|-------------------|
| Feb 24 | | | | |
| Check | 02/14/2024 | d | Staples | -91.20 |
| Check | 02/12/2024 | d | Adirondack Regional Business Incu... | -2.00 |
| Check | 02/17/2024 | dd | Adirondack Daily Enterprise | -19.00 |
| Check | 02/02/2024 | eft | ARCC | -15.00 |
| Check | 02/05/2024 | eft | Apple.com | -2.99 |
| Check | 02/06/2024 | eft | Marshall & Sterling | -226.00 |
| Check | 02/06/2024 | eft | Marshall & Sterling | -30.00 |
| Check | 02/05/2024 | eft | Marshall & Sterling | -50.00 |
| Check | 02/26/2024 | eft | Albany Times Union | -27.72 |
| Check | 02/20/2024 | eft | adobe | -19.99 |
| Check | 02/22/2024 | eft | Constant Contact | -12.20 |
| Check | 02/29/2024 | eft | Glens Falls National Bank and Trus... | -20.00 |
| Check | 02/29/2024 | eft | Glens Falls National Bank and Trus... | -20.00 |
| Check | 02/13/2024 | eft | Marshall & Sterling | -175.21 |
| Check | 02/14/2024 | eft | Marshall & Sterling | -200.00 |
| Check | 02/29/2024 | eft | Marshall & Sterling | -500.00 |
| Check | 02/26/2024 | eft | Marshall & Sterling | -105.44 |
| Bill Pmt -Check | 02/08/2024 | EFT | American Funds | -3,540.17 |
| Check | 02/07/2024 | 349 | Jim Siplon () | -220.84 |
| Bill Pmt -Check | 02/07/2024 | 350 | CDPHP | -3,591.10 |
| Bill Pmt -Check | 02/07/2024 | 351 | Mutual Of Omaha | -177.55 |
| Bill Pmt -Check | 02/07/2024 | 352 | Nat'l Grid | -246.81 |
| Bill Pmt -Check | 02/07/2024 | 353 | Feldman Consulting LLC | -607.50 |
| Check | 02/07/2024 | 354 | Dumouchel, Diane () | -38.61 |
| Bill Pmt -Check | 02/07/2024 | 355 | NYS DEC | -110.00 |
| Bill Pmt -Check | 02/08/2024 | 356 | Anthem Blue Cross | -39.85 |
| Bill Pmt -Check | 02/08/2024 | 357 | NYS DEC | -220.00 |
| Bill Pmt -Check | 02/13/2024 | 357 | Empire Theatre Plaza, LLC | -3,445.00 |
| Bill Pmt -Check | 02/13/2024 | 358 | Adirondack Technical Solutions | -1,612.49 |
| Bill Pmt -Check | 02/13/2024 | 360 | Mutual Of Omaha | -177.55 |
| Bill Pmt -Check | 02/13/2024 | 360 | Spectrum | -384.92 |
| Feb 24 | | | | -15,929.14 |

EDC
2024 Membership
 January 1 through March 14, 2024

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 03/14/2024
 Accrual Basis

| | <u>Date</u> | <u>Name</u> | <u>Memo</u> | <u>Amount</u> |
|--|-------------|--|--|------------------|
| Member Contribution | | | | |
| Reciprocal | | | | |
| | 01/11/2024 | Lake George Regional Chamber of Comn | Record LGRCC reciprocal Membership | 410.00 |
| | 01/11/2024 | ARCC | Record ARCC reciprocal Membership | 425.00 |
| Total Reciprocal | | | | <u>835.00</u> |
| Members - In-kind Contributions | | | | |
| | 12/31/2024 | North Country Janitorial | Record Feb 2023 janitorial in-kind service | 4,608.00 |
| | 12/31/2024 | JUST Goods, Inc. | Record Feb 2024 water in-kind services | 5,000.00 |
| Total Members - In-kind Contributions | | | | <u>9,608.00</u> |
| Leadership Circle (lg employer) | | | | |
| | 01/08/2024 | SUNY Adirondack | 2024 Annual Contribution | 5,000.00 |
| | 01/08/2024 | Finch Paper LLC | 2024 Annual Contribution | 5,000.00 |
| | 01/10/2024 | Charter Communications | 2024 Annual Contribution | 5,000.00 |
| | 01/17/2024 | Hudson Headwaters Health Network | 2024 Annual Contribution | 5,000.00 |
| | 01/29/2024 | Glens Falls Hospital | 2024 Annual Contribution | 5,000.00 |
| | 02/29/2024 | Glens Falls National Bank | 2024 Annual Contribution | 5,000.00 |
| Total Leadership Circle (lg employer) | | | | <u>30,000.00</u> |
| Premium (more than 25 emp) | | | | |
| | 01/01/2024 | Burch Bottle | 2024 Annual Contribution | 3,500.00 |
| | 01/08/2024 | Olympic Regional Dev. Authority | 2024 Annual Contribution | 3,500.00 |
| | 01/16/2024 | Qby Hotel | 2024 Annual Contribution | 3,500.00 |
| | 01/16/2024 | Nemer CJDR of Queensbury | 2024 Annual Contribution | 3,500.00 |
| | 01/16/2024 | Nemer Ford | 2024 Annual Contribution | 3,500.00 |
| | 01/17/2024 | Six Flags Great Escape Theme Park LLC | 2024 Annual Contribution | 3,500.00 |
| | 01/23/2024 | Barton & Loguidice, P.C. | 2024 Annual Contribution | 3,500.00 |
| | 01/29/2024 | Barton International | 2024 Annual Contribution | 3,500.00 |
| | 02/14/2024 | Fort William Henry | Invoiced | 3,500.00 |
| | 03/11/2024 | Stewart's Shops | to tie-in with pledged amount | <u>3,000.00</u> |
| Total Premium (more than 25 emp) | | | | <u>34,500.00</u> |
| Patron (under 25 employees) | | | | |
| | 01/01/2024 | JMZ Architects | 2024 Annual Contribution | 1,000.00 |
| | 01/01/2024 | Borgos & Delsignore, P.C. | 2024 Memberships paid in 2023 | 1,000.00 |
| | 01/01/2024 | Lake George RV Park | 2024 Memberships paid in 2023 | 1,000.00 |
| | 01/01/2024 | M.J. Engineering and Land Surveying P.C | 2024 Memberships paid in 2023 | 1,000.00 |
| | 01/03/2024 | Davies Davies & Associates Real Estate I | 2024 Annual Contribution | 1,000.00 |
| | 01/03/2024 | Munter Enterprises, Inc. | 2024 Annual Contribution | 1,000.00 |
| | 01/11/2024 | Lake George Regional Chamber of Comn | 2024 Reciprocal Agreement | 1,000.00 |
| | 01/11/2024 | Lake George Regional Chamber of Comn | 2024 Reciprocal Agreement | -1,000.00 |
| | 01/11/2024 | ARCC | 2024 Reciprocal Agreement | 1,000.00 |
| | 01/11/2024 | ARCC | 2024 Reciprocal Agreement | -1,000.00 |

EDC
2024 Membership
 January 1 through March 14, 2024

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03/14/2024

Accrual Basis

| | <u>Date</u> | <u>Name</u> | <u>Memo</u> | <u>Amount</u> |
|-----------------------------------|-------------|---|-------------------------------|-------------------------|
| Member Contribution | | | | |
| | 01/18/2024 | The LA Group | 2024 Annual Contribution | 1,000.00 |
| | 01/23/2024 | Behan Communications | 2024 Annual Contribution | 1,000.00 |
| | 02/29/2024 | Whittemore, Downen, & Ricciardelli LLP | 2024 Annual Contribution | 1,000.00 |
| | 03/11/2024 | Harris Beach | 2024 Annual Contribution | 1,000.00 |
| | 03/11/2024 | Capital Bank | 2024 Annual Contribution | 1,000.00 |
| | 03/11/2024 | The Michaels Group, L.L.C. | 2024 Annual Contribution | 1,000.00 |
| Total Patron (under 25 employees) | | | | <u>12,000.00</u> |
| Supporter (1-2 employees) | | | | |
| | 01/01/2024 | Anderson Advisory | 2024 Memberships paid in 2023 | 250.00 |
| | 01/01/2024 | Mathes Public Affiars | 2024 Memberships paid in 2023 | 250.00 |
| | 01/01/2024 | Glens Falls Television Productions Inc. | 2024 Memberships paid in 2023 | 250.00 |
| | 01/01/2024 | FrontStreet Mountain Dev't LLC | 2024 Memberships paid in 2023 | 250.00 |
| | 01/03/2024 | Adirondack Trust Company | 2024 Annual Contribution | 250.00 |
| | 01/08/2024 | Meyer, Fuller & Stockwell, PLLC | 2024 Annual Contribution | 250.00 |
| | 01/11/2024 | ANCA () | 2024 Reciprocal Agreement | 250.00 |
| | 01/11/2024 | ANCA () | 2024 Reciprocal Agreement | -250.00 |
| | 01/16/2024 | Bread Loaf Corporation | 2024 Annual Contribution | 250.00 |
| | 01/29/2024 | Labella Associates, DPC | 2024 Annual Contribution | 250.00 |
| | 02/29/2024 | CT Male Associates | 2024 Annual Contribution | 250.00 |
| Total Supporter (1-2 employees) | | | | <u>2,250.00</u> |
| Total Member Contribution | | | | <u>89,193.00</u> |
| TOTAL | | | | <u>89,193.00</u> |