

# The New York State Olympic Regional Development Authority

## Historical Operational Budgets

Reporting Book:  
As of Date:

ACCRUAL  
03/31/2018

|                                  | Year Ending<br>03/31/2018   |
|----------------------------------|-----------------------------|
|                                  | <u>Operational Budget</u>   |
| <b>Total Operational Revenue</b> |                             |
| Snowsports Admissions            | 22,747,188.95               |
| Snowsports Lessons               | 2,499,439.35                |
| Ice Sport Admissions             | 100,559.41                  |
| Attractions and Activities       | 3,936,689.50                |
| Venue Rentals                    | 698,798.15                  |
| Food and Beverage Rev            | 36,682.47                   |
| Retail Revenue                   | 679,423.84                  |
| Concession Commission            | 2,003,887.46                |
| Event Revenue                    | 1,924,887.02                |
| Sponsorship                      | 908,322.99                  |
| Media Ad Sales                   | 73,653.99                   |
| Misc Revenue                     | 494,464.88                  |
| <b>Total Operational Revenue</b> | <b><u>36,103,998.01</u></b> |
| <b>Other Revenue</b>             |                             |
| Town of North Elba               | 749,999.00                  |
| <b>Total Other Revenue</b>       | <b><u>749,999.00</u></b>    |
| <b>Total Revenue</b>             | <b><u>36,853,997.01</u></b> |
| <b>Personal Services</b>         |                             |
| Personal Services Expenses       |                             |
| Management/Confidential          | 3,779,665.96                |
| Hourly Employees                 | 10,560,757.95               |
| Overtime                         | 814,645.14                  |
| Vac, Sick, Personal & Other      | 1,703,449.10                |
| Total Personal Services Expenses | 16,858,518.15               |
| Payroll Added Costs              |                             |
| Payroll Taxes                    | 1,707,023.05                |
| Retirement Expense               | 2,764,940.00                |
| Worker's Comp Expense            | 1,586,343.85                |
| Health Insurance Expense         | 4,334,011.04                |
| Total Payroll Added Costs        | 10,392,317.94               |
| <b>Total Personal Services</b>   | <b><u>27,250,836.09</u></b> |
| <b>Capitalized Labor</b>         | <b><u>(600,000.02)</u></b>  |
| <b>Net Personal Services</b>     | <b><u>26,650,836.07</u></b> |
| <b>Non-Personal Services</b>     |                             |
| Supplies & Materials             | 2,145,976.34                |
| Cost of Goods Sold               | 322,231.96                  |
| Utilities & Fuel                 | 5,026,250.60                |
| Travel & Communications          | 408,732.41                  |
| Contractual Services             | 3,105,718.82                |
| Event Expense                    | 1,590,337.99                |

|                                         |                                     |
|-----------------------------------------|-------------------------------------|
| Marketing Expense                       | 980,345.51                          |
| Interest Expense Operations             | <u>325,999.99</u>                   |
| <b>Total Non-Personal Services</b>      | <b><u><u>13,905,593.62</u></u></b>  |
| <b>Total Expenses</b>                   | <b><u><u>40,556,429.69</u></u></b>  |
| <b>ORDA Net Operating Income (Loss)</b> | <b><u><u>(3,702,432.68)</u></u></b> |
| <b>Other Revenue and Expenses</b>       |                                     |
| NYS Appropriations                      | <u>4,043,000.00</u>                 |
| Other NYS Operational Funding           | <u>500,000.00</u>                   |
| Interest Revenue                        | <u>12,200.03</u>                    |
| <b>ORDA Other Revenue and Expenses</b>  | <b><u><u>4,555,200.03</u></u></b>   |
| <b>Net Income (Loss)</b>                | <b><u><u>852,767.35</u></u></b>     |