

SEDA-Council of Governments' FY 2024-2025 Consolidated Budget



TO: SEDA-Council of Governments Board of Directors

FROM: Kim Wheeler, AICP, Executive Director
Jamie Carnes, Fiscal Controller

DATE: June 26, 2024

SUBJECT: SEDA-Council of Governments FY 2024-2025 Consolidated Budget

OUTLOOK – FISCAL YEAR 2024-2025

As we approach the new fiscal year, we anticipate stable funding for our core SEDA-COG services. Core SEDA-COG services include those that are annually funded through federal and state funds such as the Appalachian Regional Commission (ARC), the Economic Development Administration (EDA), the Department of Defense (DOD), Department of Energy (DOE), and the Office of International Business Development (OIBD), including Export Development, Procurement Technical Assistance, Business Finance, and Economic Development Programs. The Transportation Services Program, which includes the Joint Rail Authority (JRA), the Metropolitan Planning Organization (MPO), Transportation Planning, and Geographic Information Services (GIS), is also anticipating stable funding through the JRA business contracts and the PennDOT Unified Planning Work Program (UPWP) agreement. Currently, the projected revenues from state and utility contracts that support the Weatherization Services program are expected to cover the expenses needed to run the program for the upcoming year.

SEDA-COG programs that operate on a mostly fee-for-service model have the most challenging budgets on a year-to-year basis. However, throughout the year, management meets frequently with all program directors to explore new business opportunities and particularly for generating fees for needed services in the region. In this upcoming fiscal year, the Community Development and Flood Resiliency programs are anticipated to break even and/or end the fiscal year with a slight surplus; and the highly sought-after Community Revitalization and Community Capacity programs have secured funding for this upcoming year's operations while continuing to seek funds for future years. Of note, these programs run on the administrative dollars allowable by the funding sources secured for projects around the region. Although this is one of the most promising growth areas of the organization from an impact to the region perspective, these limited funds do not always cover the operating costs for these programs. By improving financial controls and reporting, we are securing an improved footing for many programs through fiscal practices and the development of a coordinated Fiscal Department. However, some programs continue to be a work in progress. For example, SEDA-COG's administration of the HOME Housing Rehab Program has run in a deficit for years and is not anticipated to cover the costs associated with running the program for the region this upcoming fiscal year. We will be looking to more strategically leverage the revenues currently being generated in the fee-for-service programs in the coming year, while evaluating their long-term sustainability.

During our budget process, we ask program directors to only list revenue possibilities that they feel certain will develop. Some "highly likely" revenues are included as well, however, there are numerous other grant and revenue-generating opportunities that are not included in this budget. In this budget we are conservative on revenue projections, yet more liberal on expenditure projections.

The biggest unknown affecting our budget outlook is whether the SEDA-COG Housing Development Corporation (HDC) is going to be awarded a tax credit allocation for a development project in the 2024-25 FY. After one unsuccessful attempt at obtaining tax credits for the rehabilitation of the two oldest facilities in Selinsgrove, Snyder County, it is promising that this project will be awarded in the current round, which will be announced June or July 2024. This award plays a significant role in balancing the budget for this part of SEDA-COG's operations for several subsequent years.

Based on the current revenue projections, staff are proposing a budget increase of \$301,040, or 3%, over the FY 2023-24 adopted budget. Expenses are projected to increase approx. 3% or \$339,893 over FY 2023-24. We are projecting **\$10,542,198** in revenue and in expenses to end our fiscal year with a balanced budget.

Staff will continue to monitor the evolving federal stimulus opportunities to capitalize on any potential funding that may further our economic and community development mission and to offer the counties and municipalities within the SEDA-COG region direct services to further support county operations.

SEDA-COG Year in Review

During the 2023-2024 fiscal year, SEDA-COG was able to secure record amounts of competitive dollars for the region through federal and state agency programs, many backed by the Federal Stimulus Programs, including the American Rescue Plan Act (ARPA) and the Bipartisan Infrastructure Law (BIL). In addition, SEDA-COG continued to serve 18 municipalities with the administration of American Rescue Plan funds.

The SEDA-COG Business Finance program loaned over \$2 million more this fiscal year compared to the previous year, providing \$15,771,938 in loans to 77 businesses across the region, resulting in 105 jobs created and retained.

Grants from the U.S. Environmental Protection Agency (EPA) have continued to be sought and secured to build out a Brownfields Program for the region where contaminated sites can be assessed, cleaned up, and reused. We have also worked hard to secure funds to be able to place a successor in the City of Shamokin, to continue to assist this distressed city in its revitalization efforts. Funds have now been secured for the next three years to support this transition.

Over the last year, SEDA-COG staff have worked with congressional legislators to apply for and secure over \$3 million in federal appropriations for critical projects in the region. Our state and federal representation has been extremely supportive and productive in helping the SEDA-COG region access needed community and economic development funding.

Many of the accomplishments listed above would not have been possible without the new Appalachian Regional Commission-funded community capacity coordinator position. We are grateful to have this position 100 percent funded for the remainder of 2024. To sustain this capacity in the future, however, we will continue seeking additional revenue streams and funding packages due to its significant return on investment.

In addition to these highlights, staff successfully undertook several high-profile activities that promise to significantly impact the quality of life for our communities and businesses, further enhancing our economic opportunities throughout the 11-county region. Some of these include:

- The Economic Development program assisted Penn College with receiving a \$2 million EDA Public Works grant for construction of a clean energy center house to train home energy professionals with in-demand skills and certifications, as well as updating the Carl Building Technologies Center and labs to improve learning experiences.
- The Weatherization Program weatherized 705 homes resulting in over \$2.4 million in improvements.
- Staff secured a \$1.5 million EPA Coalition Grant for Brownfield Assessments. Priority properties identified in the application are in the counties of Clinton, Mifflin, and Northumberland; however, grant money can be used to provide environmental assessments and reuse plans to brownfield properties in all 11 counties.
- In coordination with consultant teams, the SEDA-COG Transportation Planning Program developed the following three planning documents for the eight-county MPO: Complete Streets Policy, Strategic Plan, and Electric Vehicle Charging Stations Implementation Plan.

- The Flood Resiliency Program assisted the Borough of Selinsgrove with securing \$98,438 in federal funds to conduct a comprehensive flood resiliency study to enhance preparedness for future flooding events.
- The Housing Rehabilitation Program administers funds from Pennsylvania DCED HOME Investment Partnerships Program (HOME). Staff managed the completion of improvements to more than 33 homes resulting in over \$1.5 million in improvements.
- The Community Development program administered 121 projects resulting in over \$2.6 million of improvements throughout the 11-county region.
- APEX Accelerator worked with more than 250 clients resulting in over \$18 million in government contracts for regional companies.
- The Export Assistance program offered counseling, technical assistance, trade leads, and projects with PA trade representatives to local businesses. They also helped secure 12 Global Access Program awards worth \$96,356 for nine companies to boost export sales.
- Aided by Economic Development staff, Ferguson Township in Centre County secured a \$75,000 ARC grant for the development of an Economic Development, Growth, and Innovation Strategy.
- Staff assisted Columbia County with securing a \$2.3 million FEMA Pre-Disaster Mitigation grant for the technical analysis and engineering of a flood control structure.
- The SEDA-COG Housing Development Corporation (HDC) received a \$1.35 million Housing Options grant from the PA Housing Finance Agency (PHFA), to implement enhancements to the Georgetown Heights facility in Northumberland County.
- The Housing Rehab Program began administering funds from the COVID-19 ARPA Whole-Home Repairs Program. Staff managed the repairs on 27 homes, resulting in \$434,324 in improvements. Additionally, the program allows for funding to train the workforce. Eight students successfully finished training workshop sessions, and 19 students began training sessions in June.

COMMONWEALTH OF PENNSYLVANIA

The state's fiscal year begins on July 1 and ends on June 30.

On Tuesday, February 6, Gov. Shapiro delivered his second budget address, announcing his \$48.3 billion fiscal proposal for FY 2024-2025 in a joint session of the House and Senate. The proposal represents an increase of approximately \$3.7 billion, or 8.4%, over the FY 2023- 2024 enacted plan of \$44.6 billion, after adjusting for proposed supplemental appropriation changes that reduce current year state appropriations.

With \$14 billion currently sitting in state reserves, including more than \$6 billion in the Rainy-Day Fund, Gov. Shapiro's budget proposal does not include any broad-based tax increases to coincide with increased spending in this budget and draws down the reserves by \$3.2 billion to cover the revenue shortfall. However, over a five-year outlook, expenditure would outpace revenues, necessitating a further drawdown on reserves in future years. The budget proposal does assume new taxes on adult-use cannabis and skills game, which, if enacted, are expected to produce \$15 million and \$150 million in revenue in FY 2024-2025, respectively.

Much of the proposal prioritizes a range of policies and initiatives that Gov. Shapiro focused on throughout his first year in office, including an increased investment of more than \$1.1 billion in basic K-12 education in response to last year's Commonwealth Court decision finding Pennsylvania's public-school funding inequitable and therefore unconstitutional. The Governor also proposes to combine the funding for the state university system (PASSHE) and the commonwealth's community colleges and to merge the two systems under a new governance structure. Funding for the new, combined system would increase by 15%—\$127.1 million—to a total of \$974.3 million.

The Governor also proposes a new performance-based funding formula for the combined public higher education system in future years, which would offer incentives for on-time degree completion and post-graduation employment rates. The Governor's budget also focuses heavily on economic development investment, following up on the Governor's recently released Statewide Economic Development strategy.

Additionally, the budget includes Shapiro Administration priorities such as permitting reform, increased mental health investment, funding for indigent defense services, adult-use cannabis legalization, increased investment in public safety, workforce development, agriculture, and veterans' services, and a request to increase the state's minimum wage to \$15 per hour effective January 1, 2025. Another key theme in the budget proposal is one of the top 2024 county government priorities, increased funding for county-based mental health services. Notably, Governor Shapiro's proposal includes another \$20 million increase in county mental health base funding for FY 2024-2025, with additional funds in successive years, reaching a \$60 million increase in FY 2025.

Counties are deeply disappointed in this proposed increase, as it fails to address the significant system-wide need counties have long dealt with. Because of this increasing need, counties requested an increase of \$250 million over the current county mental health base line to be directed entirely toward the base funds, regardless of investments being made in other mental health services such as school-based services. The minimal increase for county mental health services fails to provide a long-term commitment to appropriately rebuild the crumbling mental health system and shore up the social

services safety net, providing a comprehensive system that is accessible for all Pennsylvanians. Further, Governor Shapiro is prioritizing mental health services in schools, proposing a sustained annual investment of \$100 million to continue provision of mental health grants to schools.

Counties continue to call for increased coordination between counties and schools to ensure the system of care is built and supports children and families inside and outside of the classroom with available community-based services. Overall, for the counties, this budget proposal reflects a failure to deliver support for a number of 2024 county priorities. However, as this is the first of several steps in the commonwealth's annual budget proceedings, counties look forward to continuing discussions with the administration and General Assembly on the FY 2024-2025 budget, to ensure counties are positioned to serve the same constituents adequately and responsibly as our governmental partners – the residents of this commonwealth.

Source: County Commissioners Association of Pennsylvania (CCAP):
[Budget Proposal Narrative 2024-2025 \(pacounties.org\)](https://pacounties.org/Budget-Proposal-Narrative-2024-2025)

FEDERAL

The federal government's fiscal year begins on Oct. 1 of the previous calendar year and ends on Sept. 30 of the year with which it is numbered.

In March 2024, Congress passed, and the president signed two Fiscal Year (FY) 2024 “minibus” appropriations bills to fund the federal government through September 30, 2024. The first minibus ([H.R.4366](#)), including the FY 2024 *Agriculture-Rural Development, Commerce-Justice-Science, Interior-Environment, Military Construction-Veterans Affairs, Energy & Water and Transportation-HUD* spending bills, was enacted on March 8, 2024. The second minibus ([H.R. 2882](#)), including the FY 2024 *Defense, Financial Services & General Government, Homeland Security, Labor-HHS-Education, Legislative Branch and State & Foreign Operations* spending bills, was enacted on March 23, 2024.

Enactment of these bills followed a series of four Continuing Resolutions (CR) to fund the federal government and avert a government shutdown since the beginning of the current federal fiscal year on October 1, 2023. Unlike previous appropriations cycles, this process also included the use of “laddered” stopgap measures, in which federal spending was extended through two separate deadlines.

In total, both minibus packages represent just over \$1.6 trillion in discretionary spending across all 12 spending bills. Of this total amount, over \$773 billion is in non-defense discretionary spending, which closely mirrors the comparable FY 2023 level, and nearly \$825 billion is in defense discretionary spending, an increase of 3.4 percent.

In June 2023, Congress passed the bipartisan [Fiscal Responsibility Act](#) (FRA) debt limit agreement which set discretionary defense and non-defense spending limits for FY 2024 and 2025 enforced through sequestration. Although the \$1.6 trillion FY 2024 budget is slightly higher than the limits

agreed upon in the FRA, these appropriations are in line with the [revised bicameral, bipartisan topline spending agreement](#) announced in January 2024. In April 2024, the Office of Management and Budget (OMB) issued its [Final Sequestration Report to the President and Congress for Fiscal Year 2024](#). In the report, OMB found that these enacted appropriations are within the discretionary spending limits for 2024 and sequestration of FY 2024, therefore, is not required.

The FY 2024 appropriations package includes several key investments of importance to counties detailed in this report. These include, but are not limited to, full funding for the Payments in Lieu of Taxes (PILT) program, sustained funding for the Community Development Block Grant (CDBG) and rural broadband programs and critical policy riders that will make it easier for counties to provide critical mental health services to their residents. These programs and others funded through these bills will enable counties to continue providing critical services throughout our communities in 2024.

In addition to regular programmatic funding and extensions, FY 2024 appropriations included approximately over \$14 billion in earmarks (rebranded as community project funding and congressionally directed spending). This represents nearly 8,000 projects and will provide direct federal investments to hundreds of county programs and critical infrastructure projects aimed to better serve communities.

This analysis showcases funding highlights for key programs impacting counties, which includes those listed below:

County Priorities Included in FY 2024 Appropriations

- Full funding for the [Payments in Lieu of Taxes](#) (PILT) program
- Making permanent the option for states to [waive IMD exclusion](#) for substance use disorder (SUD) treatment and services
- Decreased funding for the U.S. Federal Emergency Management Agency (FEMA) and U.S. Customs and Border Patrol (CBP) [Shelter and Services Program](#) and increased funds to hire 22,000 additional Border Patrol agents and 150 additional CBP Officers
- Continued funding for [rural broadband](#) programs at the U.S. Department of Agriculture (USDA), including the ReConnect, Distance Learning and Telemedicine and the Community Connect Programs
- Sets FY 2024 spending limits on federal highway (\$60.8 billion) and transit funding (\$13.9 billion) authorized through the federal Highway Trust Fund equivalent with levels set by the [Bipartisan Infrastructure Law](#) (BIL/P.L. 117-58)
- Increased funding for the [Special Supplemental Nutrition Program for Women, Infants and Children](#) (WIC)
- Over \$500 million cut from [USDA Rural Development](#) programs for a total of \$3.5 billion in FY 2024
- Approximately \$32.4 billion for [Housing Choice Vouchers](#) and \$4 billion for Homeless Assistance Grants
- \$8.75 billion for the [Child Care and Development Block Grant \(CCDBG\)](#), a \$725 million increase over FY 2023

- Funding for [Election Security Grants](#) to improve the administration of federal elections, enhance election technology and make security improvements as authorized by Help America Vote Act (HAVA)
- Approximately \$3.2 billion for FEMA grants to state and local governments, including the State Homeland Security Grant Program and \$324 million for the [Staffing for Adequate Fire and Emergency Response \(SAFER\)](#) grant program to assist local fire departments
- \$5.7 billion for [Workforce Innovation and Opportunity Act programs](#) that help counties tackle and overcome challenges facing job seekers and employers in their communities
- \$2.77 billion for the Clean Water and Drinking Water State Revolving Funds (SRFs), excluding additional IIJA funding.

*Source: National Association of Counties (NACO)
legislative-analysis-counties-fy-2024-appropriations
<https://www.naco.org/resource>*

Attachment I – SEDA-COG Revenue Budget
July 1, 2024 – June 30, 2025

The SEDA-COG Consolidated Budget dated July 1, 2024, through June 30, 2025, provides a listing of programs that encompass the anticipated services and financial base for SEDA-COG's operation throughout the coming fiscal year. The amounts listed often do not reflect final contract amounts. All the programs listed are proposed to be carried out this coming year. Furthermore, there are different contract starting and ending dates for many of the programs. Some are consistent with our fiscal year, and some have different contract years that may include calendar years and the federal fiscal year, which runs from October 1st through September 30th. Additional programs will likely be included over the coming year based on successful attempts to obtain new funding support. For example, the other funds account for a variety of programs, such as Community Development Block Grant (CDBG) assistance, housing rehabilitation contracts, private-sector utility weatherization revenue, and Local Development Corporation (LDC) loan fees. Well over 100 separate contracts for services are ongoing at any point in time, and support the programs listed in Attachment I.

Total Budget

This column identifies the amount of funds from each of the programs that will be applied to support the SEDA-COG staff, and costs identified in the SEDA-COG Operational Budget (see Attachment II) and the Weatherization Operation budget (see Attachment IV). Necessary funds for capital equipment, agency vehicles, professional development, and training are included. The column does not include in-kind services used for matching funds.

Federal and State Funds

These columns show our anticipated federal and state resources for the 2024-25 fiscal year.

Region Funds

The amount shown in this column represents the local share that will be applied to various programs. County per capita assessments are the source of these funds, which will total \$272,892 this year. The county per capita assessment increased 5 cents each year 2019 through 2023, ending at 40 cents. The Region Funds column indicates that a total of \$143,957 is currently budgeted to be utilized for specific grants as match. The remaining \$128,935 is available to be utilized for securing future grants, provide match for those grants, and cover overhead costs that cannot be covered by grants.

Other

This column identifies revenue that will be generated from other sources such as businesses, utilities, communities, and fee-for-service engagements.

Attachment II – SEDA-COG Operational Budget

Personnel Salaries

The proposed budget (Attachment II, "SEDA-COG Operational Budget," and Attachment IV, "Weatherization Operational Budget") covers the overall costs of all agency personnel.

A compensation analysis of the agency staff was completed in May of 2023, which concluded that 57.3% of SEDA-COG staff were paid below the adjusted market rate used for the study. The 23/24 fiscal year budget allowed SEDA-COG to increase the salary for all 35 full-time staff members affected by the recommendations. In total, 31 of the 35 staff members have been brought up to the target salary range during the 23/24 fiscal year. Four staff members remain below the targeted salary range for the end of the 23/24 fiscal year. The current 24/25 fiscal year budget includes increases for the remaining 4 staff members to be completed prior to September 30th, 2024.

A 3.0% adjustment in salaries for staff members is also included for this fiscal year. These increases will cost \$69,505 for this fiscal year and will allow employees currently being paid within their targeted salary range to remain in that range for the following year.

The budgeted salary amounts include the cost of all positions necessary to perform the work represented in the consolidated budget and the addition of 4 additional positions within the Weatherization department.

Fringe Benefits

Fringe benefits are budgeted at an agency-wide average percentage of salary costs this coming year. The following is a breakdown by category of fringe benefits to be provided by SEDA-COG for FY 2024-25:

Health/Dental/Vision	30.64%
Retirement Plan	6.90%
FICA/Medicare	7.65%
Life & Disability Insurance	1.24%
Workers' Compensation	0.70%
Unemployment Compensation	0.88%
Total	48.01%

For calendar year 2025, we anticipate adding a new tiered structure to our health insurance provided by Delaware Valley Health Trusts. This will allow us to potentially experience savings in the premium paid by SEDA-COG while better aligning the type of coverage requested by employees. A contribution from employees will also be implemented during the first quarter of calendar year 2025.

Space Costs

This line item covers all related space costs. SEDA-COG's agreement with the SEDA Foundation includes actual expenses plus depreciation and the Foundation's debt service. This year's rent is budgeted to be \$220,000 for 22,000 square feet of space and includes the SEDA Foundation's operational costs. Space cost is currently \$10.00 per square foot. With all the services included in our rental rate, the cost to SEDA-COG is lower than similar professional office space costs in the area. The Foundation is now paying on a 25-year mortgage with a balloon payment at maturity (January 2034).

Available safety grant funds, through the County Commissioners Association of Pennsylvania (CCAP), are used for eligible facility/ safety improvements on an annual basis. The use of the funds is to improve staff and community safety.

Maintenance

This line item covers related costs of our maintenance staff. SEDA-COG employs a part-time maintenance employee and contracted cleaning services.

Equipment Costs

This line item covers all current and anticipated equipment and furniture expenses which include leases with vendors for equipment maintenance and depreciation.

Travel

This budget amount also includes the use of personal vehicles at the IRS issued standard mileage rate, the cost of food and lodging, and costs related to the agency automobiles. Federal Travel Regulations are used as a guide to reimburse employees for travel expenses.

Computer Equipment and Support

The budgeted amount provides for necessary computer system replacements on a five-year cycle, along with required support equipment. Also included in this category are service agreements, software, and depreciation of fixed assets.

Contract Services

Costs include part-time and temporary workers, community housing contract services, transportation contract services, information technology, and university work study programs.

Meetings & Conferences

Costs include travel, lodging, meals, and registration expenses for program specific meetings, conferences, and seminars. SEDA-COG continues to budget funds for each department to ensure staff maintain relevant expertise, further expand their knowledge base, and provide adequate training opportunities for new hires.

Professional Development

Costs include expenses for both employee and group specific courses and training opportunities to allow employees to advance their careers within SEDA-COG.

Telephone, Printing, Office Supplies, Postage, Legal, Audit, and Other

These budget amounts were developed based on historical average costs and review of the programs and their individual budget requirements. Costs for meetings and non-reimbursable expenses will be charged to programs not supported by federal funds.

Attachment III – Region Funds

Based upon a \$272,892 county per capita contribution and a \$10,542,198 operational budget for FY 2024-25, the county per capita funding has leveraged over \$38 for each \$1 invested.

County	Total - Current US Census Data
Centre	\$63,269
Clinton	\$14,980
Columbia	\$25,891
Juniata	\$9,404
Lycoming	\$45,675
Mifflin	\$18,457
Montour	\$7,254
Northumberland	\$36,659
Perry	\$18,337
Snyder	\$15,894
Union	\$17,072
TOTAL	\$272,892

Attachment IV – Weatherization Operational Budget

Attachment IV provides the Direct Services and Support Budget for the SEDA-COG Weatherization Program. Fiscal year 23/24's budgeted expenditures were \$3,371,115 and this year's is estimated to be \$3,312,033. The Direct Services and Support Budget does not include expenses for internal administrative allocations. The FY 2023-24 revenue budget, which included federal, state, and utility company funds, was \$3,679,634; this year's projection is \$3,444,934.

Current budgeted weatherization staff totals 21 dedicated staff and two shared staff. Weatherization has a total of sixteen vehicles; three owned by the state, and thirteen leased through Enterprise. Some limited additional tools and equipment might be needed throughout the fiscal year.

Recommendations

Approve:

1. Attachment I – SEDA-COG Revenue Budget, July 1, 2024 – June 30, 2025
2. Attachment II – SEDA-COG Operational Budget, July 1, 2024 – June 30, 2025
3. Attachment IV – Weatherization Operational Budget, July 1, 2024 – June 30, 2025

ATTACHMENT I
SEDA-COG REVENUE BUDGET
JULY 1, 2024 - JUNE 30, 2025

Program	Total Budget	Federal Funds	State Funds	Region Funds	Other
Local Development Districts, Admin.	188,129	133,502	-	54,627	-
EDA Planning	90,000	70,000	-	20,000	-
ARC CEDS Online	20,000	20,000	-	-	-
PREP	977,625	461,425	456,200	60,000	-
Engage!	19,000	-	19,000	-	-
Procurement Technical Assistance	241,368	241,368	-	-	-
Export Services	216,000	-	216,000	-	-
Community Development (CDBG)	1,400,000	-	-	-	1,400,000
American Rescue Plan Administration	120,000	-	-	-	120,000
ARC Community Capacity	31,133	31,133	-	-	-
Flood Resiliency	89,800	-	-	-	89,800
Community Revitalization	45,000	35,000	10,000	-	-
ARC/DCED Act 47	45,000	-	-	-	45,000
Housing Rehab	490,100	-	-	-	490,100
Housing Rental	549,064	-	-	-	549,064
Development Finance Services	713,399	-	-	-	713,399
Local Development Corporation	180,000	-	-	-	180,000
Weatherization	3,444,934	2,369,934	-	-	1,075,000
Information Technologies Group	250,598	-	-	-	250,598
ITG Connect Humanity	15,000	-	-	-	15,000
Transportation Planning	796,330	787,000	-	9,330	-
Joint Rail Authority	425,000	-	-	-	425,000
Building Maintenance	65,783	-	-	-	65,783
Region Funds/ Other Revenues	128,935	-	-	128,935	-
Revenue Grand Total	10,542,198	4,149,362	701,200	272,892	5,418,744
Expense Grand Total	10,542,198				
Surplus/(Deficit)	(0)				

ATTACHMENT II
SEDA-COG OPERATIONAL BUDGET
JULY 1, 2024 - JUNE 30, 2025

BUDGET CATEGORIES	OPERATIONAL BUDGET 2024-2025	OPERATIONAL BUDGET 2023-2024
Salaries	\$ 3,787,830	\$ 3,599,863
Fringe Benefits	1,777,265	1,753,068
Space	220,000	200,000
Maintenance	65,783	83,834
Equipment	64,100	63,450
Travel	143,573	147,565
Computer Equipment & Support	311,288	305,112
Office Supplies	82,350	73,650
Printing	1,350	1,675
Postage	11,775	12,900
Telephone	37,500	52,500
Insurance	72,700	60,500
Legal & Audit	77,600	70,350
Meetings & Conferences	84,754	83,110
Contract Services	286,572	124,275
Professional Development (Con't Ed/Membership)	120,875	74,892
Reference Material	3,500	2,020
Advertising	49,200	61,400
Other (Disposal, Interest, Misc.)	32,150	61,025
TOTAL	\$ 7,230,165	\$ 6,831,189

*Advertising includes employee recruitment costs

ATTACHMENT IV
WEATHERIZATION OPERATIONAL BUDGET
JULY 1, 2024 - JUNE 30, 2025

Weatherization Operational Budget	OPERATIONAL BUDGET 2024-2025	OPERATIONAL BUDGET 2023-2024
Direct Services & Support*	\$ 3,312,033	\$ 3,371,115
TOTAL	\$ 3,312,033	\$ 3,371,115
GRAND TOTAL	\$ 10,542,198	\$ 10,202,304