

**Regional Government Services**  
**Profit & Loss Budget vs. Actual**  
FY 23-24 Projected Actuals and FY 24-25 Budget

	<b>FY 23 Actual</b>	<b>FY 24 Budget</b>	<b>FY 24 Projected</b>	<b>FY 24 Variance</b>	<b>FY25 Budget</b>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
440301 · Client Billings	18,163,483	18,260,233	19,113,396	853,163	19,297,926
440400 · Admin Services					
440402 · MSS	7,200	5,000	12,000	7,000	5,000
440403 · Muncipal Dental Pool	73,370	62,000	74,000	12,000	74,000
440404 · STARS	19,937	20,000	20,000	0	20,000
<b>Total 440400 · Admin Services</b>	<b>100,507</b>	<b>87,000</b>	<b>106,000</b>	<b>19,000</b>	<b>99,000</b>
480000 · Miscellaneous Income					
480100 · Client Expense Reimbursement	4,880,508	3,787,114	3,776,721	-726	2,903,000
480200 · Purchasing Card Rebate	5,437	5,000	4,274	-726	5,000
480600 · Insurance Recovery	0	0	0	0	0
480900 · Other	912,654	0	2,215	2,215	0
<b>Total 480000 · Miscellaneous Income</b>	<b>5,798,599</b>	<b>3,792,114</b>	<b>3,783,210</b>	<b>763</b>	<b>2,908,000</b>
<b>Total Income</b>	<b>24,062,590</b>	<b>22,139,347</b>	<b>23,002,606</b>	<b>872,926</b>	<b>22,304,926</b>
<b>Gross Profit</b>	<b>24,062,590</b>	<b>22,139,347</b>	<b>23,002,606</b>	<b>872,926</b>	<b>22,304,926</b>
<b>Expense</b>					
511010 · Salaries - Regular	13,510,105	13,513,000	14,102,000	589,000	14,352,000
511072 · Salaries - Nonbillable	78,092	128,000	85,000	-43,000	85,000
512002 · Medicare Employer Expense	194,473	198,000	203,000	5,000	198,000
512003 · Workers' Comp Exp clerical	10	0	0	0	0
512004 · Employee Assistance Program	3,422	5,000	5,000	0	5,000
512005 · Health Insurance Expense	1,641,716	1,934,300	1,795,000	-139,300	1,920,650
512006 · Dental Insurance Expense	138,846	138,000	152,000	14,000	140,760
512007 · Vision Insurance Expense	16,580	20,000	21,000	1,000	20,000
512008 · Life Insurance Expense	10,898	12,000	15,000	3,000	15,000
512009 · Long Term Disability Expense	16,319	17,000	16,000	-1,000	17,000
512011 · Stars 401A Expense	1,345,270	1,378,800	1,413,000	34,200	1,413,000
512014 · Short Term Disability Expense	18,772	16,000	20,000	4,000	17,000
512015 · Unemployment Expense	39,485	50,000	39,520	-10,480	39,520
512017 · Bad Debt Expense	147,549	0	0	0	0
512018 · FSA Health & Day Care Expense	3,739	4,000	5,000	1,000	4,000
512019 · Employee Expense Allowances	164,592	168,000	171,000	3,000	168,000
512020 · HRA Retirement Benefit Expense	240,062	203,000	222,175	19,175	225,000
520107 · APS (ADP) Payroll Fees	20,483	25,000	24,000	-1,000	25,000
520108 · Communications - Agency Expense	5,440	5,000	5,000	0	5,000
520201 · Office Supplies	535	1,000	20	-980	1,000
520202 · Bank Fees & Services	7,085	6,000	16,621	10,621	8,000
520204 · Printing & Postage	9,043	11,000	11,000	0	11,000
520301 · Audit Services	18,105	18,470	18,467	-3	20,000
520302 · Legal Services	67,161	30,000	75,000	45,000	50,000
520303 · Legal - litigation	154,626	166,000	350,565	184,565	266,000
520314 · Administrative Services	9,617	10,000	13,000	3,000	13,000
520320 · Professional Services	56,159	35,000	17,000	-18,000	17,000
520501 · Professional Dues & Membership	85,315	70,300	60,000	-10,300	60,000

	<b>FY 23 Actual</b>	<b>FY 24 Budget</b>	<b>FY 24 Projected</b>	<b>FY 24 Variance</b>	<b>FY25 Budget</b>
520502 · Training & Development	5,950	48,000	18,000	-30,000	18,000
520503 · Conferences & Outreach	75,103	55,000	60,000	5,000	50,000
520504 · Publications	57,458	45,000	70,000	25,000	70,000
520505 · Program Hosting Expenses	0	6,000	4,000	-2,000	6,000
520508 · Licenses & Fees	476	2,000	2,500	500	2,000
520509 · Meeting Expenses	0	25,000	0	-25,000	25,000
520700 · Workers Comp Insurance Expense	36,704	17,000	34,000	17,000	34,000
520701 · General Liability Insurance Exp	59,572	60,000	60,000	0	60,000
520702 · Claims Expense	13,056	19,000	25,000	6,000	25,000
520801 · Mileage Reimbursement	68,550	56,000	65,000	9,000	56,000
520803 · Travel Reimbursement	297,277	219,000	320,000	101,000	219,000
520805 · Supplies & Meals Reimbursement	53,169	36,000	50,000	14,000	36,000
520904 · Technology, Licensing & Support	162,871	200,000	98,000	-102,000	200,000
521001 · Pass through client expenses	4,367,135	3,186,467	3,115,769	-70,698	2,400,000
522798 · Miscellaneous Expense	-0	2,000	0	-2,000	2,000
560100 · Service Group Admin costs	0	0	0	0	0
570100 · Equipment Purchase	5,664	7,000	2,000	-5,000	7,000
<b>Total Expense</b>	<b>23,206,481</b>	<b>22,146,337</b>	<b>22,779,637</b>	<b>633,300</b>	<b>22,305,930</b>
<b>Net Ordinary Income</b>	<b>856,109</b>	<b>-6,990</b>	<b>222,969</b>	<b>239,626</b>	<b>-1,004</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
520100 · Investment Income	38,237	35,000	44,000	9,000	35,000
520200 · Insurance Claim Reimbursements	15,540	0	15,383	15,383	0
<b>Total Other Income</b>	<b>53,777</b>	<b>35,000</b>	<b>59,383</b>	<b>24,383</b>	<b>35,000</b>
<b>Other Expense</b>					
529991 · RGS Claims Reserve Contribution					
529997 · Unallocated Admin. Svcs - RGS	-2,514,733		-3,008,263		
529999 · Allocated Unbillable Expenses	2,514,733		3,008,263		
<b>Total Other Expense</b>					
<b>Net Other Income</b>	<b>53,777</b>	<b>35,000</b>	<b>59,383</b>	<b>24,383</b>	<b>35,000</b>
<b>Net Income</b>	<b>909,885</b>	<b>28,010</b>	<b>282,352</b>	<b>264,009</b>	<b>33,996</b>