

Income

Application Fees

- Budget 2020 - \$800
- Actual 2021 - \$600 – Reduced lending due to COVID-19 from conventional loan program.
- **Budget 2022 - \$800 - Budget for 4 loans at \$200 each in 2022.**

Allocations (Budget 2022) \$400 USDA; \$400 UDC

Bank Interest Income

- Budget 2021 - \$846 – Based on previous years deposits and bank interest with daily deposits
- Actual 2020 - \$639
- **Budget 2022 - \$639 (Assumes the bank deposit average from 2020 at an APY of .15%)**

Allocations (Budget 2022): \$226 USDA IRP, \$142 ESD SBRLF, \$179 UDC, \$60 Unclassified, and \$32 RBEG

Commitment Fees

- Budget 2021 - \$6,000
- Actual 2021 - \$6,000 - Assumed \$400,000 in new lending. GJR Family Enterprises \$100,000, Miskarie LLC. \$100,000, War Cannon Spirits LLC \$200,000.
- **Budget 2022 – \$6,000 Assumes \$400,000 in new lending at 1.5%**

Allocations (Budget 2022): \$3,000 USDA; \$3,000 UDC \$0 ESD SBRLF; \$0 RBEG

(Funding Source allocations are subject to change based on requests).

Late Fees

- Budget 2021 - \$1,020
- Actual 2020 - \$235 – This number is expected to be higher around \$1,000 by year end if delinquent loans receive late fee payment.
- **Budget 2022 - \$1,021 (Based on late fees from Actual 2020)**

Allocations (Budget 2022): \$569 USDA; \$358 ESD SBRLF; \$0 UDC; \$94 RBEG

Loan Interest Income

- Budget 2021 - \$115,721
- Actual 2021 - \$90,064 (Rounded)
 - o Loan interest income was reduced due to some early payoffs, such as; Demers Properties, LLC.
- **Budget 2022 - \$89,134 (Rounded). Factors in existing loans with committed loans as of September 2021. The projected loan interest income has loans that are delinquent and/or are uncertain to pay removed from the analysis.**
 - o **The NCA should have loan interest income of \$89.134 or roughly FY 2021 levels**

Allocations (Budget 2022): \$45,818 USDA; \$19,031 ESD SBRLF; \$22,209 UDC; \$2,076 RBEG

Membership Dues

- Budget 2021 - \$14,750
- Actual 2021 - \$13,250
- **Budget 2022 – Assumes \$13,250 (29 Members \$250, 12 Members \$500) – All members expected to pay**

ALL unclassified

Other Income

- Budget 2020 – Typically the NCA budgets \$7,000 annually for in person meetings.
- Actual 2021 – The NCA had two in person meetings and received \$2,500 in sponsorships.
- **Budget 2021**
 - o **Budgeted \$7,000 in meeting sponsorships (Assumes FY 2019/2020 budget)**
 - o **Currently the Communications Committee has an approximate surplus balance of \$4,059.25 carried forward from FY 2021.**

Allocations Unclassified

Recovery of Bad Debt

- Budget 2021 – The NCA did not expect any bad debt recoveries in FY 2020.
 - Actual 2021 – The NCA received \$76,636 in recovery of bad debt from LKR Enterprises. (\$25,290 USDA IRP, \$26,056 UDC).
 - **Budget 2022 – The NCA does not expect any bad debt recoveries in FY 2022.**
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Expenses

Previous Allocations for 2021 Budget/Actual – USDA 49%, ESD SBRLF 28%, UDC 23%
(Based on total projected loans receivable as of 12/31/2020 for each funding source)

Proposed Allocations for 2022 Budget – USDA 49%, ESD SBRLF 23%, UDC 28% (Based on total projected loans receivable as of 12/31/2021 for each funding source).

- **The additional loan closings for War Cannon Spirits \$200,000 (50% USDA, 50% UDC) and Miskarie USA, LLC \$100,000 (100% UDC) were factored into the balances for expense allocations.)**

Audit

- Budget 2021 (Based on Audit Contract/RFP)
 - o Audit \$5,400
 - o Barclay Damon \$125
 - o Total \$5,525
- Actual 2021 (Based on Audit Contract/RFP)
 - o Audit \$5,200
 - o Barclay Damon \$0.00
 - o Total \$5,200
 - We ended up paying less than contract
- **Budget 2022 (Based on Audit Contract/RFP)**
 - o **Audit \$5,600**
 - o **Barclay Damon \$0.00**
 - o **Total \$5,600.**
 - **This is the last year of our contract with Crowley and Halloran**

Budget 2022 Allocations: \$2,744 USDA IRP; \$1,288 ESD SBRLF, and \$1,568 UDC

Conference Calls

- Budget 2021 - \$704
- Actual 2021 - \$71 (We cancelled our conference call number as the Development Authority allowed the NCA to use the conference bridge at no charge).
- **Budget 2021 - \$0 based on the Development Authority allowing the NCA to maintain using the conference bridge at no charge.**

Allocations (Budget 2022): \$0 USDA; \$0 ESD SBRLF; \$0 UDC

Dues

NCA no longer pays membership dues to any organization.

Allocations (Budget 2022): \$0

General and Administrative

- Budget 2021 - \$2,735
 - Actual 2021 - \$1,639
 - o Difference of \$1,096 from Budget 2021
 - o Legal Fees – Budgeted \$1,000 and did not have any legal fees in FY 2021.
 - o Registration Fee – CHAR 500 - \$925 vs \$975.
 - o Supplies – Credit Reports – budgeted \$500 vs \$374 actual. Supplies artificially higher because we ordered checks that last 3 years an order for \$273.25 in FY 2021.
 - **Budget 2022 - \$4,875**
 - o **Legal - \$3,000 (\$1,500 USDA, \$1,500 UDC)**
 - At time of budget there were no outstanding legal fees, however, Bowe and Arrow may result in legal fees through collections.
 - o **Registration fee for CHAR 500 - \$975 (\$700 CHAR 500 and \$275 filing fee)* based on contract**
 - o **Supplies – Credit Reports: \$500 (\$245 USDA; \$115 ESD SBRLF; \$140 UDC)**
 - This would typically include letterhead although we ordered in 2018 and do not require any in FY 2022
 - o **UCC Filings - \$400 (\$196 USDA; \$96 ESD; \$112 UDC)**
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Insurance

- Budget 2021 - \$3,071
 - Actual 2021 - \$3,071
 - Budget for 2022 is \$3,071**
 - o **Fidelity Bond is \$1,646 (USDA IRP)**
 - o **D&O Insurance is \$1,425 (\$698 USDA IRP, \$328 ESD SBRLF, and \$399 UDC)**
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Interest Paid to ESD SBRLF

- Budget 2021 - \$17,500 (100% ESD SBRLF)
- Actual 2021 - \$12,500 (100% ESD SBRLF)
- **Budget 2022 - \$12,500 (100% ESD SBRLF)**
 - o **The NCA returned \$500,000 to ESD SBRLF at the end of FY 2020 and as a result our loan amount decreased from \$1,750,000 to \$1,250,000.**

Interest Paid USDA

- Budget 2021 - \$13,794
- Actual 2020 - \$13,794
- **Budget for 2022 is \$12,287 (assumes 1% of \$1,228,735) (100% USDA)**

Meeting Expenses

- Budget 2021 - \$7,000 (Unclassified)
- Actual 2021 - \$3,264 – leather coasters for future presenters
- **Budget 2022 - Keep at Budget 2021 levels: \$7,000 (Unclassified)**

Portfolio Management

- Budget 2021
 - o CITEC \$11,521
 - o DANC \$49,684
 - o Total \$61,205
- Actual 2021
 - o CITEC \$11,521
 - o DANC \$49,684
 - o Total \$61,205
- **Budget 2022 (Assumes Freeze FY 2021 levels)**
 - o **CITEC \$11,521**
 - o **DANC \$49,684**
 - o **Total \$61,205**

Budget 2022 Allocations: \$29,990 USDA IRP; \$14,077 ESD; \$17,138 UDC
