



Olathe City Council Budget Presentation July 20, 2021

Tim McKee, CEO
Olathe Chamber of Commerce

LEADERSHIP

OUR
ORGANIZATION

HIGHLIGHTS

FORECAST

A photograph of a modern building with a copper-clad facade and large glass windows. The building is illuminated from within, creating a warm glow. A large, dark grey circle is overlaid on the center of the image, containing the word "LEADERSHIP" in white, bold, uppercase letters.

LEADERSHIP

OLATHE CHAMBER LEADERSHIP



Tim McKee
CEO



Kate Allen
Chamber Chair



David Gonzalez
EDC Chair



Barb Newman
CVB Chair

OLATHE CHAMBER STAFF



Tim McKee
CEO



Brad Cornell
COO



Sharon Puddington
VP Finance



Mary Barrios
**Receptionist and
Financial Assistant**



Natalie Bright
Legislative Liaison



Dan Hutchins
**Webmaster, Photographer
& Graphic Designer**



Melissa Hess
**Leadership Programs
Manager**



Kalie Uher
Marketing Manager



Susie Carson
**VP, Membership
Investments**



Doug Norwood
**Database Entry/IT
Support Manager**



Jim Bradford
**Director of
Communications**



Ashley Koller
**Member Recruitment
Manager**



Sara Misemer
**Manager, Events and
Activities**

OLATHE CONVENTION & VISITORS BUREAU



Kelly Peetoom
VP, CVB



Allison Calvin
Destination Services
Manager



Leonard Lawson
Director of
Sports & Events

OLATHE ECONOMIC DEVELOPMENT COUNCIL



Tim McKee
CEO



Shannon Latham
Director - Economic
Development



Casey Wilhm
VP, Business
Development



HIGHLIGHTS

OLATHE CVB

OLATHE EDC

OLATHE CVB SUCCESSSES

Four Points Hotel - newly opened

93 rooms

1,500-sf of new meeting space

Total investment - \$8 million



Social Media Hits

Olathe CVB marketing efforts reached over 250,000 potential travelers in 2020

#VISITOLATHE



Sports

745,000 travel attendees at the Garmin Olathe Soccer Complex

Over 3,000 attendees at ODAC and CBAC baseball and softball fields



2020 Hotel Bookings

31 hotel leads

7,885 rooms

\$7.8 million in economic impact



OLATHE EDC SUCCESSSES

— COMING 2019 —

Highlights

CLINICAL GYM
AP061
Green
CORE BA

Nearly 1,000 new and retained jobs

\$90 million new private investment

1.2 million square feet of new space and 342,000-sf of existing space filled

Office

- Garmin took 65,000-sf in the I-35 / 119th Street Technology Park at 119th & Renner
- Smith and Boucher – 18,500-sf, \$5 million investment creates 40 new jobs and retains 67 high paying positions in Olathe

lexipnc smithboucher

Bioscience

KCAS
Bioanalytical & Biomarker Services

190 current jobs. Ability to accommodate 400 jobs

\$18.5 million investment in Olathe

70,000-sf of office, lab and freezer space

Industrial

Lineage Logistics - \$100 million state-of-the art facility

Allegion - Global company occupying 300,000-sf with 170 employees retained in Olathe.

Downtown Olathe

Arrello Apartments - \$37 million private investment

Johnson County Square

Downtown Library

Workforce

Monthly HR Roundtable Meetings

Newly created Olathe Manufacturer Roundtables

Career Expo - Education and Career Exploration Event

A photograph of a modern building with large glass windows and a blue circular graphic overlay. The building has a light-colored facade and a glass-enclosed area on the left. Inside the glass area, there are orange chairs and a table. A large blue circle is centered over the image, containing the word "FORECAST" in white. A smaller dark blue circle is positioned to the right of the large circle, containing the text "2022 BUDGET".

FORECAST

2022 BUDGET

2022 PROJECTED BUDGETS

CVB

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
CVB Sponsorship Packages	\$13,500	\$13,500	\$13,500
Special Events-Marathon	\$250,500	\$230,000	\$220,000
Miscellaneous Income (Grants)	\$0	\$0	\$100
Interest Income	\$450	\$2,500	\$500
Total Revenue	\$1,140,170	\$922,500	\$910,600
Uses of Funds			
EXPENSES			
Administrative			
Salaries	\$214,256	\$215,337	\$217,783
Payroll Taxes	\$17,569	\$16,883	\$17,264
Staff Expense	\$5,000	\$2,700	\$6,500
Employee Insurance	\$64,472	\$58,087	\$63,124
Conferences/Professional Dev.	\$17,000	\$7,000	\$7,000
W.C Insurance	\$800	\$750	\$550
Contract Services	\$7,500	\$7,500	\$4,100
Employee Benefit Plan	\$0,570	\$9,100	\$8,921
Total Administrative Expense	\$336,166	\$317,357	\$325,241
Operating			
Management Services	\$216,146	\$235,000	\$207,463
Dues/Books/Subscription	\$10,000	\$3,500	\$3,000
Depreciation Expense	\$12,500	\$5,500	\$4,786
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
CVB Advisory Council	\$5,000	\$2,000	\$2,000
Reserves	\$0	\$0	\$0
Liability/D&O Crime Insurance	\$3,462	\$3,200	\$3,232
Office Supplies	\$4,500	\$4,300	\$1,500
Postage	\$900	\$300	\$100
Printing	\$1,000	\$600	\$250
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Miscellaneous Expense	\$1,100	\$500	\$100
Telephone	\$2,500	\$2,000	\$1,800
Total Operating Expense	\$316,219	\$322,400	\$289,549
Marketing			
Volunteer Ack/Recognition	\$500	\$0	\$0
Printing	\$1,500	\$1,200	\$1,000
Postage	\$250	\$100	\$80
Promotional Items	\$7,000	\$750	\$750
FAM Tours	\$2,500	\$750	\$750
Marketing Expense	\$16,000	\$5,000	\$4,000
Market Research	\$13,500	\$2,000	\$500
Partnership Activities	\$10,000	\$5,000	\$5,000
Sales Activities	\$13,000	\$5,000	\$4,500
Sports Marketing	\$15,000	\$7,500	\$6,500
Advertising	\$188,000	\$80,000	\$85,330
National Tourism Week	\$2,500	\$400	\$400
Special Projects	\$17,500	\$5,000	\$7,000
Special Events-Marathon	\$200,000	\$170,000	\$180,000
Total Marketing Expense	\$487,250	\$282,700	\$295,810
Total Expenses	\$1,139,635	\$922,487	\$910,600
Net Revenue Over (Under)	\$535	\$43	\$0

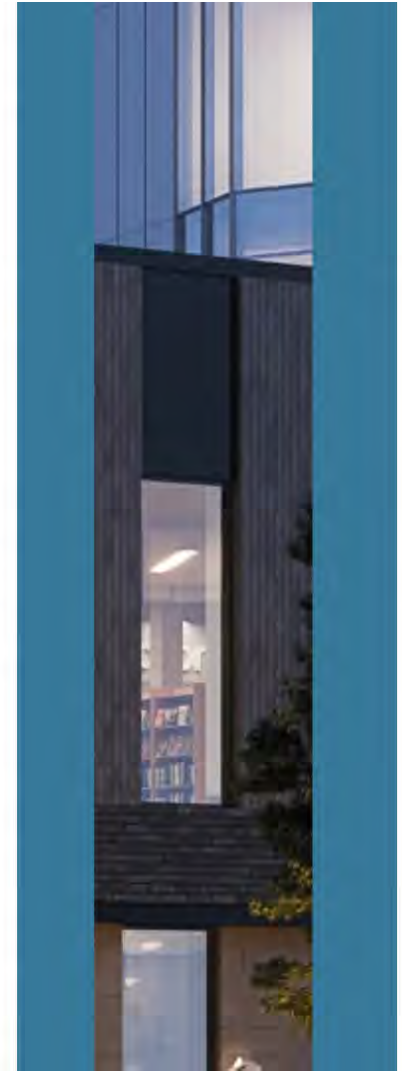
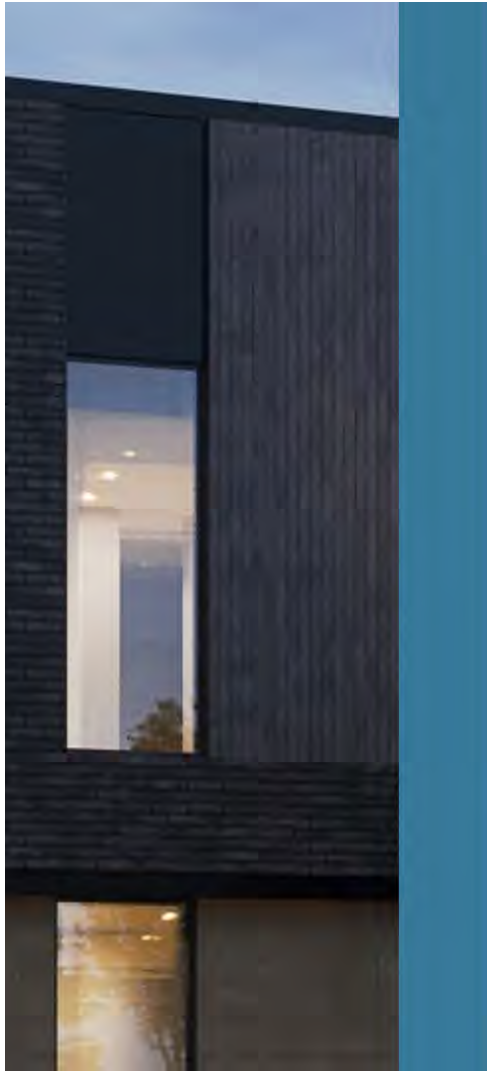
EDC

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
Activities	\$18,250	\$18,250	\$17,000
Interest Income	\$1,000	\$6,000	\$950
Miscellaneous Income	\$0	\$0	\$100
Investor Group	\$141,000	\$140,000	\$140,000
Investor Cancellations	-\$13,500	-\$10,000	-\$10,000
Total Revenue	\$1,022,470	\$829,250	\$823,050
Uses of Funds			
EXPENSES			
Administrative			
Salaries	\$343,404	\$290,000	\$273,929
Payroll Taxes	\$28,981	\$27,000	\$24,771
Staff Expense	\$15,500	\$2,500	\$12,000
Employee Insurance	\$64,556	\$58,300	\$63,262
Conferences/Professional Dev.	\$16,500	\$5,000	\$14,500
W.C Insurance	\$1,350	\$1,125	\$550
Contract Services	\$9,000	\$12,200	\$9,500
Employee Benefit Plan	\$15,937	\$14,000	\$12,584
Total Administrative Expense	\$495,227	\$410,225	\$411,096
Operating			
Management Services	\$169,398	\$191,000	\$196,852
Dues/Books/Subscription	\$10,000	\$3,000	\$2,000
Depreciation Expense	\$12,500	\$6,800	\$3,399
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
EDC Board	\$8,750	\$4,500	\$4,250
EDC Investor Activities	\$17,500	\$10,000	\$7,300
Reserves	\$25,000	\$0	\$0
Liability/D&O Crime Insurance	\$3,462	\$3,500	\$3,232
Office Supplies	\$8,000	\$4,500	\$4,700
Postage	\$800	\$100	\$50
Printing	\$4,250	\$1,000	\$800
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Telephone	\$4,375	\$4,375	\$4,375
Total Operating Expense	\$323,146	\$294,275	\$292,275
Marketing			
Volunteer Ack/Recognition	\$950	\$350	\$0
Demographic Pub/Studies	\$7,000	\$4,300	\$4,000
Special Projects	\$25,000	\$12,000	\$12,000
Existing Industry	\$50,000	\$30,000	\$30,478
National Marketing	\$40,000	\$30,000	\$28,200
Regional Marketing	\$45,000	\$35,000	\$30,000
ECADC Partnership Dues	\$17,500	\$11,000	\$13,500
Strategic Plan/ED Summit	\$1,500	\$1,500	\$1,500
Total Marketing Expense	\$186,950	\$124,150	\$119,678
Total Expenses	\$1,005,323	\$828,650	\$823,050
Net Revenue Over (Under)	\$17,147	\$600	\$0

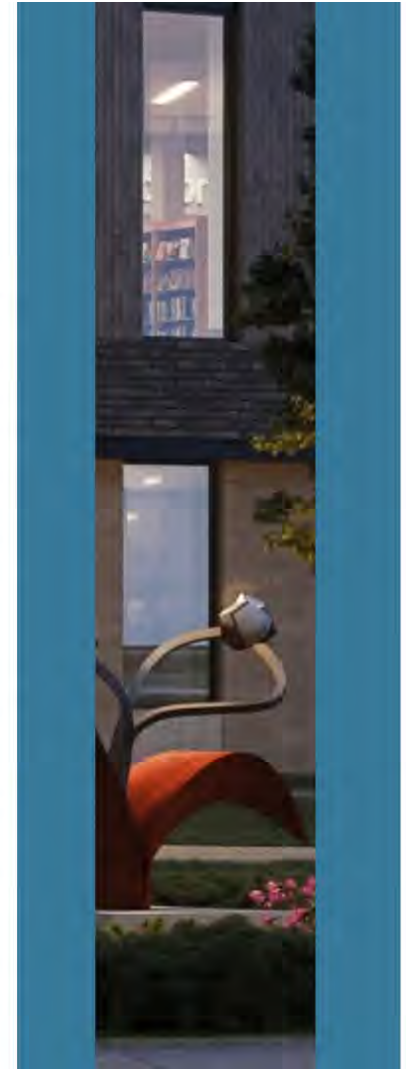
CVB

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
<u>Revenues</u>			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
CVB Sponsorship Packages	\$13,500	\$15,000	\$15,000
Special Events/Marathon	\$250,500	\$230,000	\$220,000
Miscellaneous Income (Grants)	\$0	\$0	\$100
Interest Income	\$450	\$2,500	\$500
<i>Total Revenue</i>	<i>\$1,140,170</i>	<i>\$922,500</i>	<i>\$910,600</i>
Uses of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
<u>Expenses</u>			
<i>Administrative</i>			
Salaries	\$214,256	\$215,337	\$217,783
Payroll Taxes	\$17,569	\$16,883	\$17,264
Staff Expense	\$5,000	\$2,700	\$6,500
Employee Insurance	\$64,472	\$58,087	\$63,124
Conferences/Professional Dev.	\$17,000	\$7,000	\$7,000
W/C Insurance	\$800	\$750	\$550
Contract Services	\$7,500	\$7,500	\$4,100
Employee Benefit Plan	\$9,570	\$9,100	\$8,921

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
CVB Sponsorship Packages	\$13,500	\$15,000	\$15,000
Special Events/Marathon	\$250,500	\$230,000	\$220,000
Miscellaneous Income (Grants)	\$0	\$0	\$100
Interest Income	\$450	\$2,500	\$500
Total Revenue	\$1,140,170	\$922,500	\$910,600
Uses of Funds			
Expenses			
Administrative			
Salaries	\$214,256	\$215,337	\$217,783
Payroll Taxes	\$17,569	\$16,883	\$17,264
Staff Expense	\$5,000	\$2,700	\$6,500
Employee Insurance	\$64,472	\$58,087	\$63,124
Conferences/Professional Dev.	\$17,000	\$7,000	\$7,000
W/C Insurance	\$800	\$750	\$550
Contract Services	\$7,500	\$7,500	\$4,100
Employee Benefit Plan	\$9,570	\$9,100	\$8,921
Total Administrative Expense	\$336,166	\$317,357	\$325,241
Operating			
Management Services	\$216,146	\$235,000	\$207,463
Dues/Books/Subscription	\$10,000	\$3,500	\$3,000
Depreciation Expense	\$12,500	\$5,500	\$4,786
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
CVB Advisory Council	\$5,000	\$2,000	\$2,000
Reserves	\$0	\$0	\$0
Liability/D&O/Crime Insurance	\$3,462	\$3,200	\$3,232
Office Supplies	\$4,500	\$4,300	\$1,500



Salaries	\$214,256	\$215,337	\$217,783
Payroll Taxes	\$17,569	\$16,883	\$17,264
Staff Expense	\$5,000	\$2,700	\$6,500
Employee Insurance	\$64,472	\$58,087	\$63,124
Conferences/Professional Dev.	\$17,000	\$7,000	\$7,000
W/C Insurance	\$800	\$750	\$550
Contract Services	\$7,500	\$7,500	\$4,100
Employee Benefit Plan	\$9,570	\$9,100	\$8,921
Total Administrative Expense	\$336,166	\$317,357	\$325,241
Operating			
Management Services	\$216,146	\$235,000	\$207,463
Dues/Books/Subscription	\$10,000	\$3,500	\$3,000
Depreciation Expense	\$12,500	\$5,500	\$4,786
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
CVB Advisory Council	\$5,000	\$2,000	\$2,000
Reserves	\$0	\$0	\$0
Liability/D&O/Crime Insurance	\$3,462	\$3,200	\$3,232
Office Supplies	\$4,500	\$4,300	\$1,500
Postage	\$900	\$300	\$100
Printing	\$1,000	\$600	\$250
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Miscellaneous Expense	\$1,100	\$500	\$100
Telephone	\$2,500	\$2,000	\$1,800
Total Operating Expense	\$316,219	\$322,400	\$289,549
Marketing			
Volunteer Ack/Recognition	\$500	\$0	\$0
Printing	\$1,500	\$1,200	\$1,000
Postage	\$250	\$100	\$80
Promotional Items	\$7,000	\$750	\$750
FAM Tours	\$2,500	\$750	\$750
Marketing Expense	\$16,000	\$5,000	\$4,000
Market Research	\$13,500	\$2,000	\$500



Reserves	\$0	\$0	\$0
Liability/D&O/Crime Insurance	\$3,462	\$3,200	\$3,232
Office Supplies	\$4,500	\$4,300	\$1,500
Postage	\$900	\$300	\$100
Printing	\$1,000	\$600	\$250
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Miscellaneous Expense	\$1,100	\$500	\$100
Telephone	\$2,500	\$2,000	\$1,800
Total Operating Expense	\$316,219	\$322,400	\$289,549
Marketing			
Volunteer Ack/Recognition	\$500	\$0	\$0
Printing	\$1,500	\$1,200	\$1,000
Postage	\$250	\$100	\$80
Promotional Items	\$7,000	\$750	\$750
FAM Tours	\$2,500	\$750	\$750
Marketing Expense	\$16,000	\$5,000	\$4,000
Market Research	\$13,500	\$2,000	\$500
Partnership Activities	\$10,000	\$5,000	\$5,000
Sales Activities	\$13,000	\$5,000	\$4,500
Sports Marketing	\$15,000	\$7,500	\$6,500
Advertising	\$188,000	\$80,000	\$85,330
National Tourism Week	\$2,500	\$400	\$400
Special Projects	\$17,500	\$5,000	\$7,000
Special Events/Marathon	\$200,000	\$170,000	\$180,000
Total Marketing Expense	\$487,250	\$282,700	\$295,810
Total Expenses	\$1,139,635	\$922,457	\$910,600
Net Revenue Over (Under)	\$535	\$43	\$0

2022 PROJECTED BUDGETS

CVB

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
CVB Sponsorship Packages	\$13,500	\$13,500	\$13,500
Special Events-Marathon	\$250,500	\$230,000	\$220,000
Miscellaneous Income (Grants)	\$0	\$0	\$100
Interest Income	\$450	\$2,500	\$500
Total Revenue	\$1,140,170	\$922,500	\$910,600
Uses of Funds			
EXPENSES			
Administrative			
Salaries	\$214,256	\$215,337	\$217,783
Payroll Taxes	\$17,569	\$16,883	\$17,264
Staff Expense	\$5,000	\$2,700	\$6,500
Employee Insurance	\$64,072	\$58,087	\$63,124
Conferences/Professional Dev.	\$17,000	\$7,000	\$7,000
W.C Insurance	\$800	\$750	\$550
Contract Services	\$7,500	\$7,500	\$4,100
Employee Benefit Plan	\$0,570	\$9,100	\$8,921
Total Administrative Expense	\$336,166	\$317,357	\$325,241
Operating			
Management Services	\$216,146	\$235,000	\$207,463
Dues/Books/Subscription	\$10,000	\$3,500	\$3,000
Depreciation Expense	\$12,500	\$5,500	\$4,786
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
CVB Advisory Council	\$5,000	\$2,000	\$2,000
Reserves	\$0	\$0	\$0
Liability/D&O Crime Insurance	\$3,462	\$3,200	\$3,232
Office Supplies	\$4,500	\$4,300	\$1,500
Postage	\$900	\$300	\$100
Printing	\$1,000	\$600	\$250
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Miscellaneous Expense	\$1,100	\$500	\$100
Telephone	\$2,500	\$2,000	\$1,800
Total Operating Expense	\$316,219	\$322,400	\$289,549
Marketing			
Volunteer Ack/Recognition	\$500	\$0	\$0
Printing	\$1,500	\$1,200	\$1,000
Postage	\$250	\$100	\$80
Promotional Items	\$7,000	\$750	\$750
FAM Tours	\$2,500	\$750	\$750
Marketing Expense	\$16,000	\$5,000	\$4,000
Market Research	\$13,500	\$2,000	\$500
Partnership Activities	\$10,000	\$5,000	\$5,000
Sales Activities	\$13,000	\$5,000	\$4,500
Sports Marketing	\$15,000	\$7,500	\$6,500
Advertising	\$188,000	\$80,000	\$85,330
National Tourism Week	\$2,500	\$400	\$400
Special Projects	\$17,500	\$5,000	\$7,000
Special Events-Marathon	\$200,000	\$170,000	\$180,000
Total Marketing Expense	\$487,250	\$282,700	\$295,810
Total Expenses	\$1,139,635	\$922,487	\$910,600
Net Revenue Over (Under)	\$535	\$43	\$0

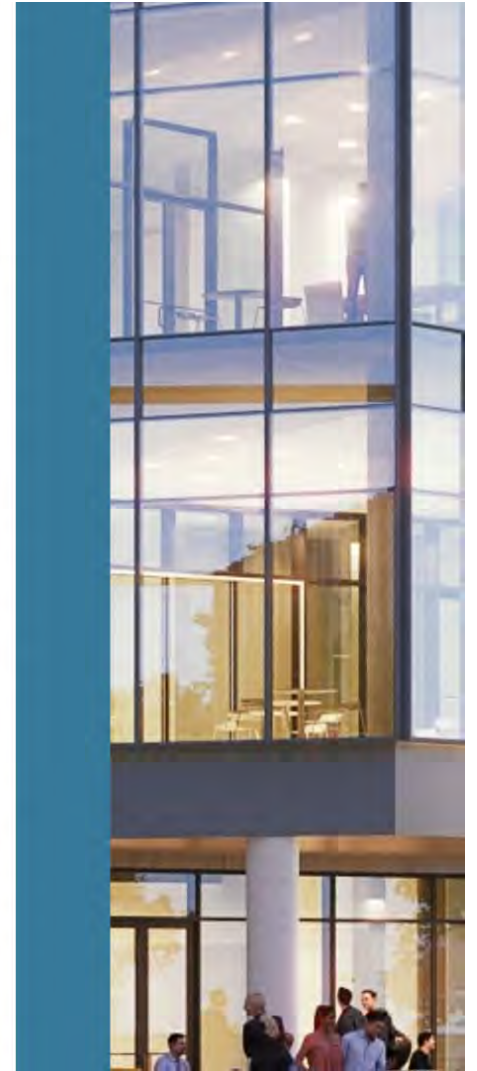
EDC

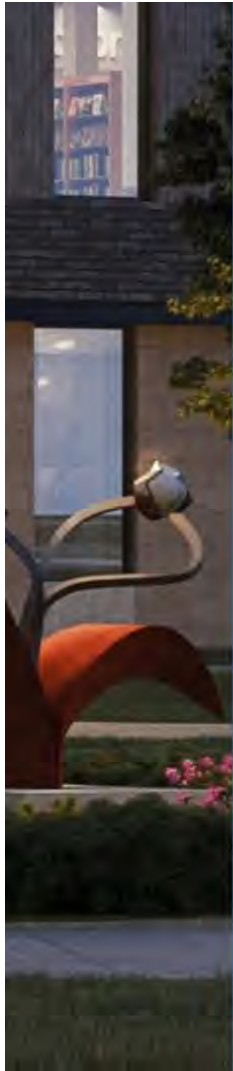
Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
Activities	\$18,250	\$18,250	\$17,000
Interest Income	\$1,000	\$6,000	\$950
Miscellaneous Income	\$0	\$0	\$100
Investor Group	\$141,000	\$140,000	\$140,000
Investor Cancellations	-\$13,500	-\$10,000	-\$10,000
Total Revenue	\$1,022,470	\$829,250	\$823,050
Uses of Funds			
EXPENSES			
Administrative			
Salaries	\$343,404	\$290,000	\$273,929
Payroll Taxes	\$28,981	\$27,000	\$24,771
Staff Expense	\$15,500	\$2,500	\$12,000
Employee Insurance	\$64,556	\$58,300	\$63,262
Conferences/Professional Dev.	\$16,500	\$5,000	\$14,500
W.C Insurance	\$1,350	\$1,125	\$550
Contract Services	\$9,000	\$12,200	\$9,500
Employee Benefit Plan	\$15,937	\$14,000	\$12,584
Total Administrative Expense	\$495,227	\$410,225	\$411,096
Operating			
Management Services	\$169,398	\$191,000	\$196,852
Dues/Books/Subscription	\$10,000	\$3,000	\$2,000
Depreciation Expense	\$12,500	\$6,800	\$3,399
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
EDC Board	\$8,750	\$4,500	\$4,250
EDC Investor Activities	\$17,500	\$10,000	\$7,300
Reserves	\$25,000	\$0	\$0
Liability/D&O Crime Insurance	\$3,462	\$3,500	\$3,232
Office Supplies	\$8,000	\$4,500	\$4,700
Postage	\$800	\$100	\$50
Printing	\$4,250	\$1,000	\$800
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Telephone	\$4,375	\$4,375	\$4,375
Total Operating Expense	\$323,146	\$294,275	\$292,275
Marketing			
Volunteer Ack/Recognition	\$950	\$350	\$0
Demographic Pub/Studies	\$7,000	\$4,300	\$4,000
Special Projects	\$25,000	\$12,000	\$12,000
Existing Industry	\$50,000	\$30,000	\$30,478
National Marketing	\$40,000	\$30,000	\$28,200
Regional Marketing	\$45,000	\$35,000	\$30,000
ECADC Partnership Dues	\$17,500	\$11,000	\$13,500
Strategic Plan/ED Summit	\$1,500	\$1,500	\$1,500
Total Marketing Expense	\$186,950	\$124,150	\$119,678
Total Expenses	\$1,005,323	\$828,650	\$823,050
Net Revenue Over (Under)	\$17,147	\$600	\$0

EDC

Sources of Funds	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Revenues			
Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
Activities	\$18,250	\$18,250	\$17,000
Interest Income	\$1,000	\$6,000	\$950
Miscellaneous Income	\$0	\$0	\$100
Investor Group	\$141,000	\$140,000	\$140,000
Investor Cancellations	-\$13,500	-\$10,000	-\$10,000
Total Revenue	\$1,022,470	\$829,250	\$823,050
Uses of Funds			
Expenses			
Administrative			
Salaries	\$343,404	\$290,000	\$273,929
Payroll Taxes	\$28,981	\$27,000	\$24,771
Staff Expense	\$15,500	\$2,500	\$12,000
Employee Insurance	\$64,556	\$58,300	\$63,262

Chamber of Commerce	\$25,000	\$25,000	\$25,000
City of Olathe	\$850,720	\$650,000	\$650,000
Activities	\$18,250	\$18,250	\$17,000
Interest Income	\$1,000	\$6,000	\$950
Miscellaneous Income	\$0	\$0	\$100
Investor Group	\$141,000	\$140,000	\$140,000
Investor Cancellations	-\$13,500	-\$10,000	-\$10,000
Total Revenue	\$1,022,470	\$829,250	\$823,050
	Total 2020 Budget	Total 2021 Budget	Total 2022 Budget
Uses of Funds			
Expenses			
<i>Administrative</i>			
Salaries	\$343,404	\$290,000	\$273,929
Payroll Taxes	\$28,981	\$27,000	\$24,771
Staff Expense	\$15,500	\$2,500	\$12,000
Employee Insurance	\$64,556	\$58,300	\$63,262
Conferences/Professional Dev.	\$16,500	\$5,000	\$14,500
W/C Insurance	\$1,350	\$1,125	\$550
Contract Services	\$9,000	\$12,300	\$9,500
Employee Benefit Plan	\$15,937	\$14,000	\$12,584
Total Administrative Expense	\$495,227	\$410,225	\$411,096
<i>Operating</i>			
Management Services	\$169,398	\$191,000	\$196,852
Dues/Books/Subscription	\$10,000	\$3,000	\$2,000
Depreciation Expense	\$12,500	\$6,800	\$3,399
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
EDC Board	\$8,750	\$4,500	\$4,250
EDC Investor Activities	\$17,500	\$10,000	\$7,300





Staff Expense	\$15,500	\$2,500	\$12,000
Employee Insurance	\$64,556	\$58,300	\$63,262
Conferences/Professional Dev.	\$16,500	\$5,000	\$14,500
W/C Insurance	\$1,350	\$1,125	\$550
Contract Services	\$9,000	\$12,300	\$9,500
Employee Benefit Plan	\$15,937	\$14,000	\$12,584
Total Administrative Expense	\$495,227	\$410,225	\$411,096
Operating			
Management Services	\$169,398	\$191,000	\$196,852
Dues/Books/Subscription	\$10,000	\$3,000	\$2,000
Depreciation Expense	\$12,500	\$6,800	\$3,399
Equipment Expense	\$2,800	\$3,200	\$2,252
Office Space	\$46,000	\$51,300	\$52,037
EDC Board	\$8,750	\$4,500	\$4,250
EDC Investor Activities	\$17,500	\$10,000	\$7,300
Reserves	\$25,000	\$0	\$0
Liability/D&O/Crime Insurance	\$3,462	\$3,500	\$3,232
Office Supplies	\$8,000	\$4,500	\$4,700
Postage	\$800	\$100	\$50
Printing	\$4,250	\$1,000	\$800
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Telephone	\$4,375	\$4,375	\$4,375
Total Operating Expense	\$323,146	\$294,275	\$292,275
Marketing			
Volunteer Ack/Recognition	\$950	\$350	\$0
Demographic Pub/Studies	\$7,000	\$4,300	\$4,000
Special Projects	\$25,000	\$12,000	\$12,000
Existing Industry	\$50,000	\$30,000	\$30,478
National Marketing	\$20,000	\$30,000	\$28,000



Reserves	\$25,000	\$0	\$0
Liability/D&O/Crime Insurance	\$3,462	\$3,500	\$3,232
Office Supplies	\$8,000	\$4,500	\$4,700
Postage	\$800	\$100	\$50
Printing	\$4,250	\$1,000	\$800
Audit/Bank Fees	\$10,311	\$11,000	\$11,029
Telephone	\$4,375	\$4,375	\$4,375
Total Operating Expense	\$323,146	\$294,275	\$292,275
Marketing			
Volunteer Ack/Recognition	\$950	\$350	\$0
Demographic Pub/Studies	\$7,000	\$4,300	\$4,000
Special Projects	\$25,000	\$12,000	\$12,000
Existing Industry	\$50,000	\$30,000	\$30,478
National Marketing	\$40,000	\$30,000	\$28,200
Regional Marketing	\$45,000	\$35,000	\$30,000
KCADC/Partnership Dues	\$17,500	\$11,000	\$13,500
Strategic Plan/ED Summit	\$1,500	\$1,500	\$1,500
Total Marketing Expense	\$186,950	\$124,150	\$119,678
Total Expenses	\$1,005,323	\$828,650	\$823,050
Net Revenue Over (Under)	\$17,147	\$600	\$0



OLATHE
CHAMBER OF COMMERCE
ONE VISION. ONE VOICE.