

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

	<b>FY 22 Actual</b>	<b>FY 23 Budget</b>	<b>FY 23 Projected</b>	<b>FY 23 Variance</b>	<b>FY24 Budget</b>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
440301 · Client Billings	16,315,593	18,216,000	17,749,000	-467,000	18,260,233
440400 · Admin Services					
440402 · MSS	4,800	5,000	7,200	2,200	5,000
440403 · Municipal Dental Pool	67,696	62,000	77,000	15,000	62,000
440404 · STARS	20,482	21,000	20,000	-1,000	20,000
<b>Total 440400 · Admin Services</b>	<b>92,978</b>	<b>88,000</b>	<b>104,200</b>	<b>16,200</b>	<b>87,000</b>
480000 · Miscellaneous Income					
480100 · Client Expense Reimbursement	5,304,016	4,889,000	4,963,000	74,000	3,787,114
480200 · Purchasing Card Rebate	3,499	3,000	5,000	2,000	5,000
480600 · Insurance Recovery	65,894	0	0	0	0
480900 · Other	0	0	0	0	0
<b>Total 480000 · Miscellaneous Income</b>	<b>5,373,409</b>	<b>4,892,000</b>	<b>4,968,000</b>	<b>76,000</b>	<b>3,792,114</b>
<b>Total Income</b>	<b>21,781,980</b>	<b>23,196,000</b>	<b>22,821,200</b>	<b>-374,800</b>	<b>22,139,347</b>
<b>Gross Profit</b>	<b>21,781,980</b>	<b>23,196,000</b>	<b>22,821,200</b>	<b>-374,800</b>	<b>22,139,347</b>
<b>Expense</b>					
511010 · Salaries - Regular	11,768,985	13,122,000	13,296,000	174,000	13,513,000
511072 · Salaries - Nonbillable	113,860	154,000	124,000	-30,000	128,000
512002 · Medicare Employer Expense	169,857	188,000	192,000	4,000	198,000
512004 · Employee Assistance Program	6,486	7,000	5,000	-2,000	5,000
512005 · Health Insurance Expense	1,524,696	1,701,000	1,682,000	-19,000	1,934,300
512006 · Dental Insurance Expense	134,227	152,000	138,000	-14,000	138,000
512007 · Vision Insurance Expense	19,441	22,000	19,000	-3,000	20,000
512008 · Life Insurance Expense	11,621	12,000	12,000	0	12,000
512009 · Long Term Disability Expense	16,811	19,000	17,000	-2,000	17,000
512011 · Stars 401A Expense	1,188,172	1,322,000	1,329,600	7,600	1,378,800
512014 · Short Term Disability Expense	15,183	17,000	16,000	-1,000	16,000
512015 · Unemployment Expense	39,372	55,000	49,000	-6,000	50,000
512018 · FSA Health & Day Care Expense	3,248	3,000	4,000	1,000	4,000
512019 · Employee Expense Allowances	138,826	153,000	163,000	10,000	168,000
512020 · HRA Retirement Benefit Expense	183,996	207,000	197,000	-10,000	203,000
520107 · APS (ADP) Payroll Fees	17,935	25,000	21,000	-4,000	25,000
520108 · Communications - Agency Expense	4,717	5,000	5,000	0	5,000
520201 · Office Supplies	934	1,000	20	-980	1,000
520202 · Bank Fees & Services	3,396	4,000	6,000	2,000	6,000
520204 · Printing & Postage	2,855	3,000	11,000	8,000	11,000
520301 · Audit Services	17,750	18,000	18,105	105	18,470
520302 · Legal Services	31,598	39,000	30,000	-9,000	30,000
520303 · Legal - litigation	190,332	250,000	166,000	-84,000	166,000
520314 · Administrative Services	11,979	11,000	10,000	-1,000	10,000
520320 · Professional Services	48,658	80,000	58,000	-22,000	35,000
520501 · Professional Dues & Membership	70,295	69,000	70,300	1,300	70,300
520502 · Training & Development	10,802	35,000	6,000	-29,000	48,000
520503 · Conferences & Outreach	9,027	40,000	55,000	15,000	55,000
520504 · Publications	42,062	39,000	45,000	6,000	45,000
520505 · Program Hosting Expenses	5,370	6,000	0	-6,000	6,000

	<b>FY 22 Actual</b>	<b>FY 23 Budget</b>	<b>FY 23 Projected</b>	<b>FY 23 Variance</b>	<b>FY24 Budget</b>
520508 · Licenses & Fees	311	2,000	0	-2,000	2,000
520509 · Meeting Expenses	0	25,000	0	-25,000	25,000
520700 · Workers Comp Insurance Expense	19,964	40,000	17,000	-23,000	17,000
520701 · General Liability Insurance Exp	54,373	60,000	60,000	0	60,000
520702 · Claims Expense	24,661	25,000	19,000	-6,000	19,000
520801 · Mileage Reimbursement	36,434	75,000	56,000	-19,000	56,000
520803 · Travel Reimbursement	86,117	82,000	219,000	137,000	219,000
520805 · Supplies & Meals Reimbursement	19,138	22,000	36,000	14,000	36,000
520904 · Technology, Licensing & Support	73,569	200,000	200,000	0	200,000
521001 · Pass through client expenses	4,760,496	4,400,000	4,466,700	66,700	3,186,467
522798 · Miscellaneous Expense		2,000	0	-2,000	2,000
560100 · Service Group Admin costs		0	0	0	0
570100 · Equipment Purchase	6,477	7,000	4,000	-3,000	7,000
<b>Total Expense</b>	<b>20,884,031</b>	<b>22,699,000</b>	<b>22,822,725</b>	<b>123,725</b>	<b>22,146,337</b>
<b>Net Ordinary Income</b>	<b>897,949</b>	<b>497,000</b>	<b>-1,525</b>	<b>-498,525</b>	<b>-6,990</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
520100 · Investment Income	-16,195	4,000	39,000	35,000	35,000
520200 · Insurance Claim Reimbursements			4,000	4,000	0
<b>Total Other Income</b>	<b>-16,195</b>	<b>4,000</b>	<b>43,000</b>	<b>39,000</b>	<b>35,000</b>
<b>Other Expense</b>					
529991 · RGS Claims Reserve Contribution					
529997 · Unallocated Admin. Svcs - RGS	-2,465,236		-2,952,000	-2,952,000	0
529999 · Allocated Unbillable Expenses	2,465,236		2,952,000	2,952,000	0
<b>Total Other Expense</b>					
<b>Net Other Income</b>	<b>-16,195</b>	<b>4,000</b>	<b>43,000</b>	<b>39,000</b>	<b>35,000</b>
<b>Net Income</b>	<b>881,754</b>	<b>501,000</b>	<b>41,475</b>	<b>-459,525</b>	<b>28,010</b>