



Agenda

Tuesday, June 18, 2024

9:30 a.m.

Morgan Center

JIA Committees and Meeting

Public Comment

Written public comments can be submitted online till 12:00 noon on Monday, June 17th at the JIA Board of Directors [website](#). The name of the person and the topic of the comment will be read into the record. The full public comment will become part of the permanent record.

Meeting documents and public comments are available at:

<https://www.jekyllisland.com/jekyll-island-authority/board-directors/>

Chairman, Dale Atkins – Call to Order

I. Historic Preservation/Conservation Committee

Bob Krueger, Chair

- A. Indian Mound Exterior- Andrea Marroquin, Museum Curator
- B. Moss Cottage Spotlight- Andrea Marroquin, Museum Curator
- C. Sea Turtle/Terrapin Season Update - Davide Zailo, Research Programs Manager GSTC

II. Finance Committee

Bill Gross, Chair

- A. May Financials- Bill Gross, Chair
- B. FY2025 Budget – Mark Williams, Executive Director
 - 1. Operating Expenses- Noel Jensen, Deputy Executive Director
 - 2. Capital Equipment and Projects- Marjorie Johnson, Chief Accounting Officer
 - 3. Incentive Plans- Jenna Johnson, Director of HR
- C. Request for \$227,810.00 Furniture, Fixtures, and Equipment for the Public Safety Complex- Marjorie Johnson, Chief Accounting Officer

III. Human Resources Committee

Buster Evans, Chair

- A. Paid Parental Leave Policy Update- Jenna Johnson, Director of HR

IV. Marketing Committee

Joy Burch-Meeks, Chair

No Report

V. Legislative Committee

Glen Willard, Chair

No Report

VI. Committee of the Whole

Dale Atkins, Chair

- A. Operations Update – Noel Jensen, Deputy Executive Director
- B. Executive Director's Report – Mark Williams, Executive Director
- C. Introduction of Doug Ballenger, Director of Golf- Mark Williams, Executive Director
- D. M.H. "Woody" Woodside Resolution- Mark Williams, Executive Director
- E. Chairman's Comments – Dale Atkins, Chair

I f N e e d e d - 5 M i n u t e B r e a k

Board Meeting Agenda

Chairman, Dale Atkins – Call to Order

Action Item

- 1. Minutes of the May 21, 2024, Board Meeting
- 2. Minutes of the June 4, 2024, Finance Committee Meeting
- 3. Consideration of the FY 2025 Budget
- 4. Consideration of the FY 2025 Capital Plan
- 5. Consideration of the FY 2025 Incentive Pay Plan
- 6. Consideration of the Paid Parental Leave Policy

Adjournment

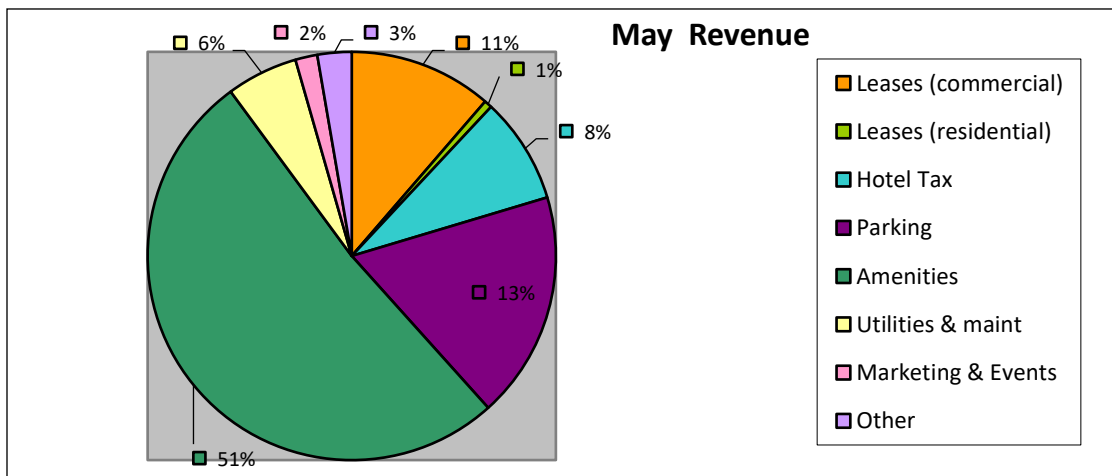
Thank you!

MEMORANDUM

TO: FINANCE COMMITTEE
FROM: MARJORIE JOHNSON
SUBJECT: MAY FINANCIAL STATEMENTS
DATE: 6/11/2024

Revenues

Revenues for May were \$4,306,665 which reflects a favorable \$601K (16%) variance from the budget. Year-to-date revenues reflect a favorable \$3.6M (10%) variance from budget and a favorable \$3.2M (9%) variance from the prior year-to-date revenues.



The largest variances for the month were:

- Summer Waves (+\$217K) – The weather has been great so far, especially on the weekends. The park opened May 11th for weekends only and opened daily starting May 25th. Revenues are up 82% over budget for the first month of the season.
- Golf (+\$125K) – Weather has also been a positive factor in golf revenues for the month. Even with the Pine Lakes course out of service for renovation, we continue to have steady play on the other courses.
- Parking fees (+\$98K) – Annual pass sales were up \$41K and Daily pass sales were up \$57K for the month of May. This can be attributed to the nice weather, which has increased visitation to the Island and to our Amenities this month.

Expenses

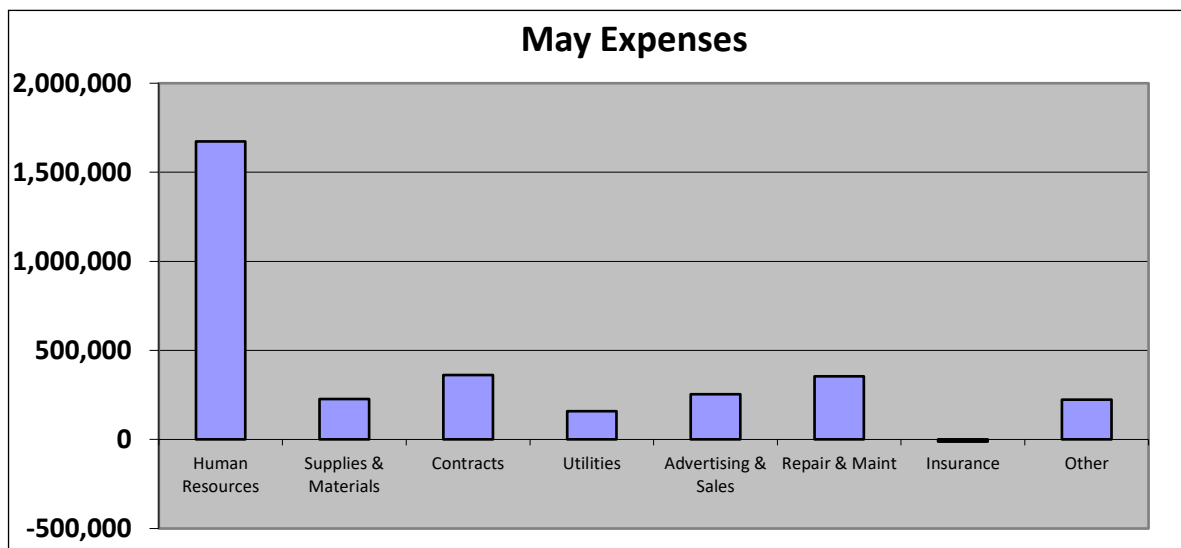
Expenses were \$3,241,705 for May and reflected a favorable budget variance of \$29K (1%) for the month. Expenses reflected a favorable \$959K variance from the year-to-date budget and reflected an unfavorable \$2.7M (9%) variance from Prior Year-to-Date expenses.

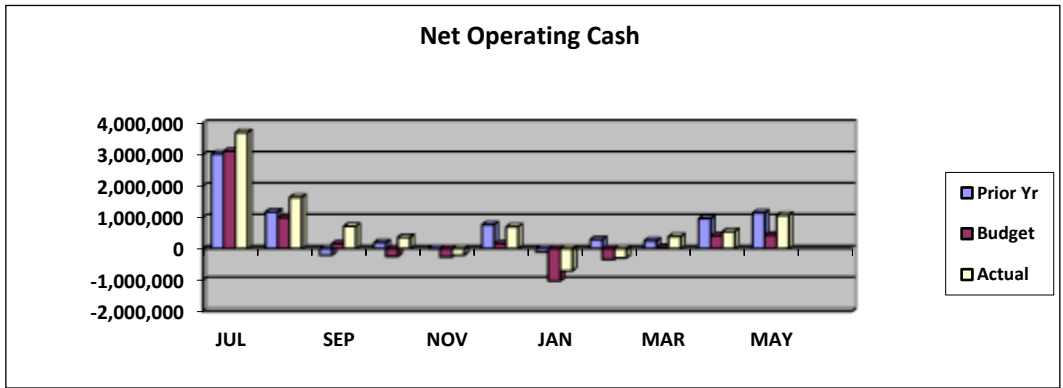
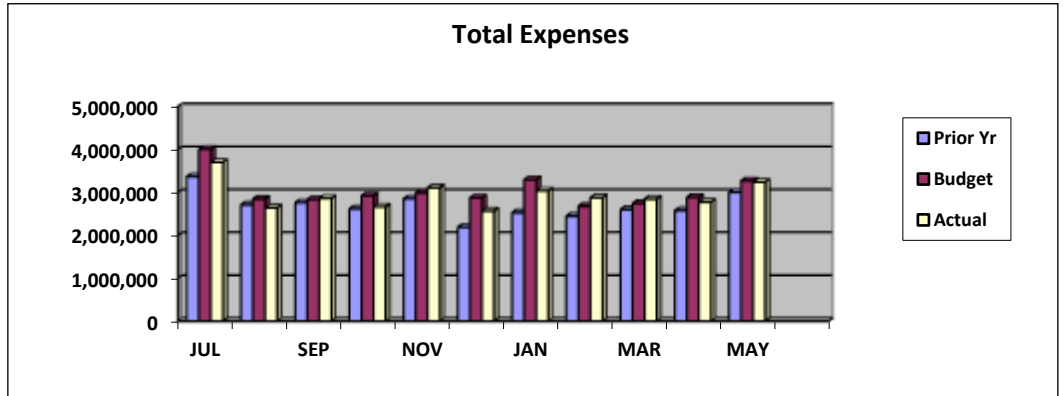
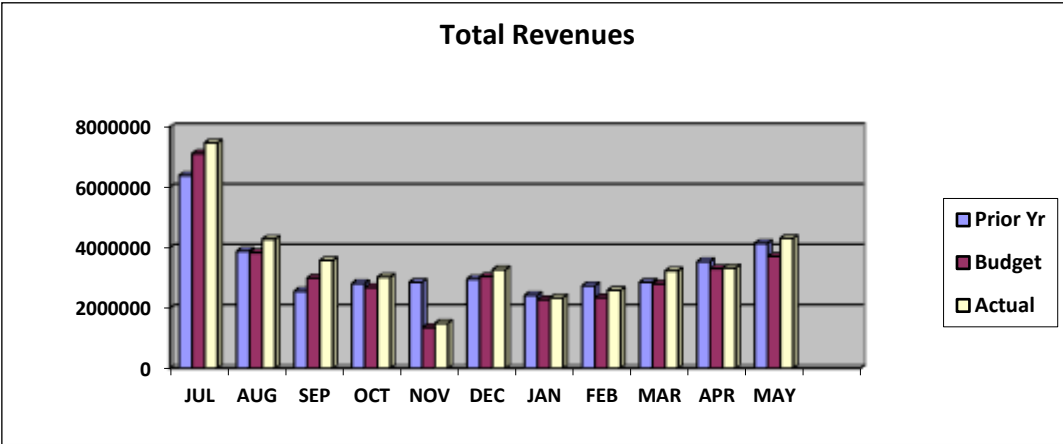
The largest budget variances for the month were:

- Human Resources (-\$173K) – Personnel costs and benefits continue to be lower than budget again this month. This has been the trend all year and is primarily due to vacant positions.
- Repairs & Maintenance (+\$127K) – Building repair & Maintenance was \$70K higher than budget due to unplanned HVAC repairs at the Convention Center and 31-81 building repairs, to name a few items. Equipment repair & maintenance was \$31K higher than budget due to increased equipment repairs at several of our locations, including significant repairs to the garbage truck.

Net Operating Cash

The Net Operating Cash Income for the month is \$1,064,960, which is a \$630K favorable variance from the budgeted net operating cash income of \$435,074. Net Operating Cash Income reflects a favorable \$4.6M variance from year-to-date budget and a favorable \$504K variance from prior year-to-date income.





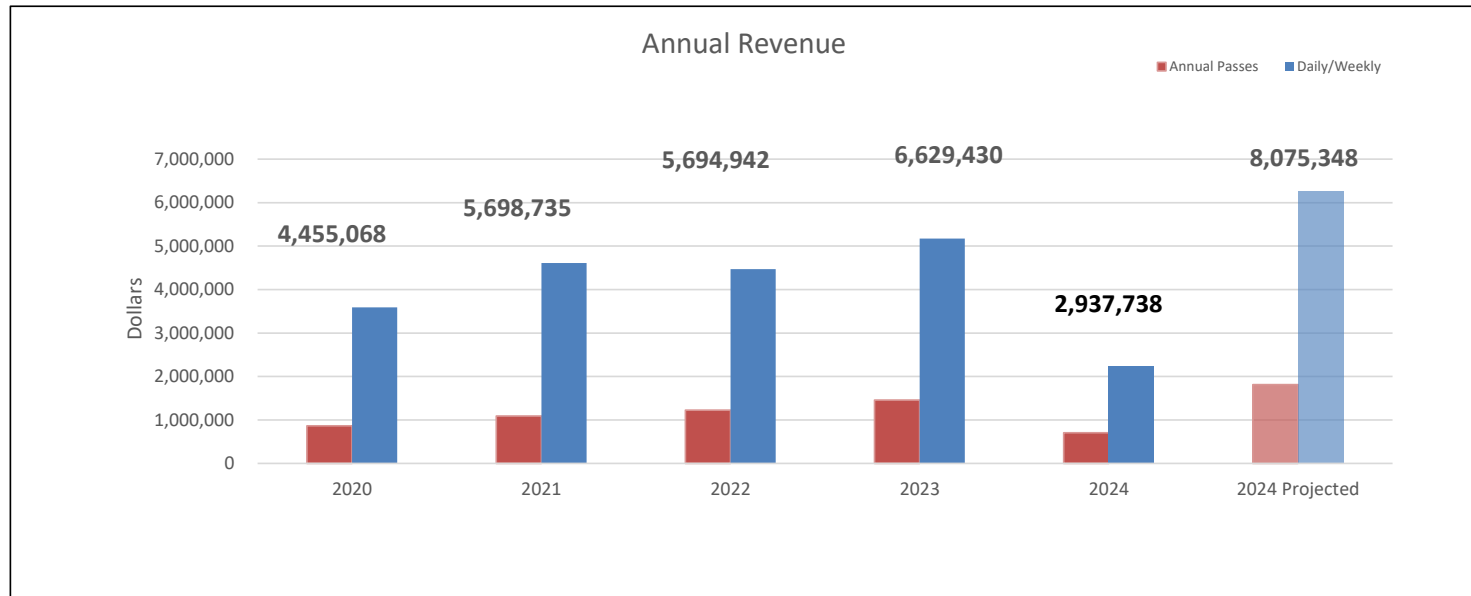
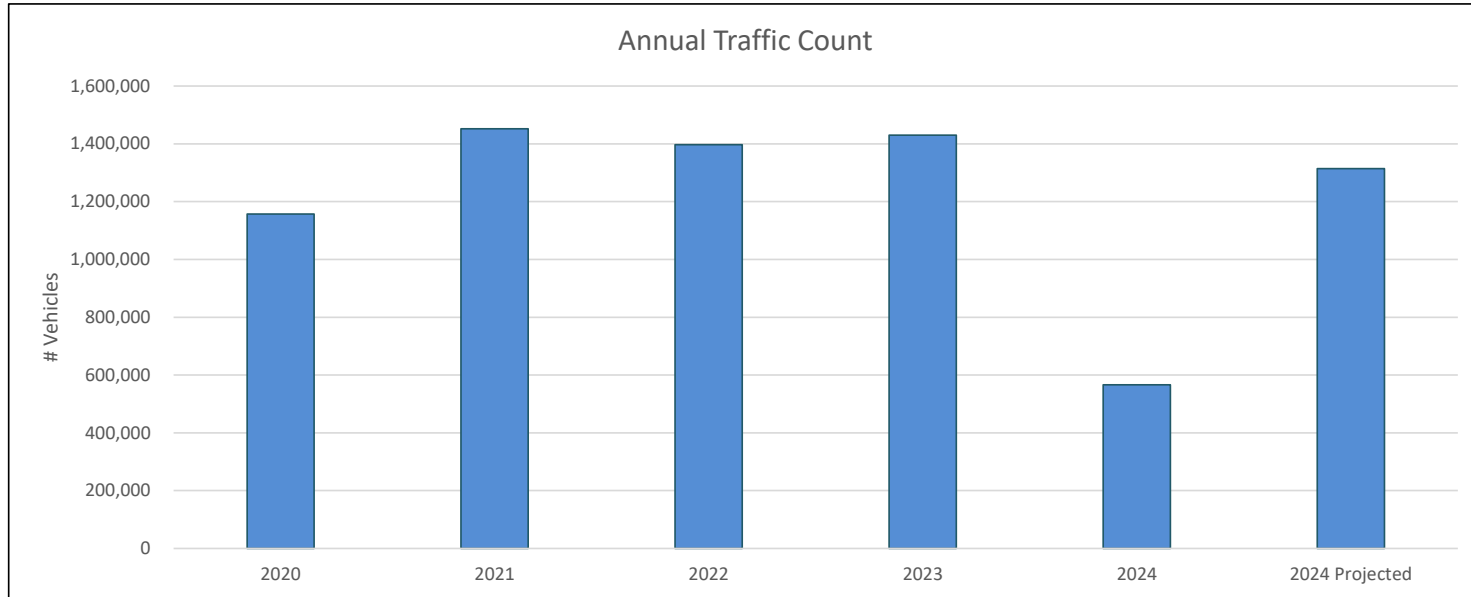
Jekyll Island Authority
CONSOLIDATED BUDGET COMPARISON
For the Eleven Months Ending May 31, 2024

	MONTH ACTUAL	MONTH BUDGET	BUDGET VARIANCE		YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE		PRIOR YEAR ACTUAL		VARIANCE
			(000's)	%			(000's)	%		(000's)	%
Revenues											
Administration											
Business Leases	488,282	529,415	(41)	-8%	5,975,925	5,555,661	420	8%	5,706,927	269	5%
Hotel Tax	253,496	255,581	(2)	-1%	2,313,581	2,254,151	59	3%	2,345,575	(32)	-1%
Tourism Development Fund	108,641	109,535	(1)	-1%	988,874	966,065	23	2%	994,203	(5)	-1%
Parking	774,359	676,652	98	14%	6,425,934	6,393,682	32	1%	5,226,974	1,199	23%
Interest	84,565	14,000	71	504%	1,042,977	173,000	870	503%	281,492	761	271%
Lot Rentals	26,796	11,818	15	127%	887,398	778,770	109	14%	977,764	(90)	-9%
Foundation	2,283	450	2	408%	8,340	8,180	0	2%	8,045	0	4%
Airport	-	2,136	(2)	-100%	21,189	23,952	(3)	-12%	32,321	(11)	-34%
Administration revenue	22,246	15,459	7	44%	330,482	268,832	62	23%	182,931	148	81%
Beach Village	-	746	(1)	-100%	2,316	9,532	(7)	-76%	746	2	211%
Intern Housing	6,140	6,000	0	2%	46,530	71,800	(25)	-35%	37,630	9	24%
Total Administration	1,766,810	1,621,790	145	9%	18,043,547	16,503,626	1,540	9%	15,794,608	2,249	14%
Enterprises											
Golf	302,032	176,783	125	71%	2,601,517	2,095,360	506	24%	2,761,028	(160)	-6%
Convention Center	631,413	579,201	52	9%	4,989,452	4,122,816	867	21%	5,028,850	(39)	-1%
Summer Waves	480,383	263,285	217	82%	2,691,868	2,327,087	365	16%	2,335,364	357	15%
Campground	257,781	333,912	(76)	-23%	2,513,505	2,623,486	(110)	-4%	2,411,092	102	4%
Life is Good	38,052	29,933	8	27%	274,661	269,606	5	2%	279,901	(5)	-2%
Museum	156,713	136,507	20	15%	1,426,486	1,163,407	263	23%	1,273,666	153	12%
Georgia Sea Turtle Center	287,178	235,461	52	22%	2,345,646	2,278,682	67	3%	2,157,538	188	9%
Conservation	1,346	3,360	(2)	-60%	24,197	26,178	(2)	-8%	4,379	20	453%
Miniature Golf & Bikes	40,751	41,429	(1)	-2%	377,661	429,041	(51)	-12%	395,411	(18)	-4%
Water/Wastewater	145,561	150,614	(5)	-3%	1,643,063	1,596,083	47	3%	1,599,712	43	3%
Sanitation	50,039	46,905	3	7%	541,453	514,530	27	5%	509,140	32	6%
Fire Department	17,025	3,430	14	396%	1,803,906	1,779,504	24	1%	1,473,582	330	22%
Tennis	10,113	7,528	3	34%	151,123	144,687	6	4%	138,805	12	9%
Marketing, Special Events & Sales	74,971	38,750	36	93%	391,065	369,936	21	6%	413,413	(22)	-5%
Guest Information Center	15,522	16,161	(1)	-4%	222,150	253,692	(32)	-12%	284,652	(63)	-22%
Camp Jekyll & Soccer Fields	22,584	16,593	6	36%	238,803	213,532	25	12%	186,565	52	28%
Landscaping, Roads & Trails	8,391	4,000	4	110%	63,844	37,500	26	70%	64,726	(1)	-1%
Vehicle & Equipment Maintenance	-	-	-	0%	1,194	1,250	(0)	-4%	3,815	(3)	-69%
Facility Maintenance	-	-	-	0%	6,090	-	6	0%	9,704	(4)	-37%
Golf Course Maintenance	-	-	-	0%	909	-	1	0%	-	1	0%
Total Enterprises	2,539,856	2,083,853	456	22%	22,308,595	20,246,375	2,062	10%	21,331,343	977	5%
Total Revenues	4,306,665	3,705,643	601	16%	40,352,142	36,750,001	3,602	10%	37,125,951	3,226	9%

	MONTH ACTUAL	MONTH BUDGET	BUDGET VARIANCE		YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE		YEAR ACTUAL	VARIANCE	
			(000's)	%			(000's)	%		(000's)	%
Expenses											
Human Resources	1,672,980	1,845,656	(173)	-9%	17,404,469	18,611,878	(1,207)	-6%	15,627,865	1,777	11%
Supplies & Materials	227,422	206,362	21	10%	1,913,974	1,972,212	(58)	-3%	1,889,365	25	1%
Advertising & Sales	254,493	237,289	17	7%	1,245,385	1,238,914	6	1%	1,105,324	140	13%
Repairs - Facilities & Grounds	323,339	195,961	127	65%	2,191,878	1,991,558	200	10%	1,897,236	295	16%
Utilities	148,631	154,798	(6)	-4%	1,923,571	1,814,286	109	6%	1,719,700	204	12%
Insurance	(11,075)	5,225	(16)	-312%	1,362,837	1,399,584	(37)	-3%	1,021,579	341	33%
Contracts	362,032	383,330	(21)	-6%	3,686,475	3,686,153	0	0%	3,834,848	(148)	-4%
Rentals	75,008	66,808	8	12%	828,065	795,441	33	4%	769,255	59	8%
Printing	32,409	37,622	(5)	-14%	121,765	146,561	(25)	-17%	146,789	(25)	-17%
Motor Vehicle	30,580	31,622	(1)	-3%	289,369	316,268	(27)	-9%	287,183	2	1%
Telephone	9,581	9,153	0	5%	104,509	99,536	5	5%	98,942	6	6%
Equipment Purchase <\$1K	20,498	10,500	10	95%	58,465	72,420	(14)	-19%	90,156	(32)	-35%
Equipment Purchase \$1K to \$5K	(12,136)	1,500	(14)	-909%	76,046	49,324	27	54%	97,249	(21)	-22%
Travel	12,383	3,765	9	229%	52,995	70,625	(18)	-25%	64,912	(12)	-18%
Dues	25,888	27,117	(1)	-5%	493,748	494,355	(1)	0%	394,752	99	25%
Credit Card Fees	68,100	53,811	14	27%	627,303	584,003	43	7%	616,795	11	2%
Bank Fees	165	50	0	230%	1,297	625	1	107%	1,171	0	11%
Interest Expense	1,407	-	1	0%	2,814	-	3	0%	-	3	0%
Total Expenditures	3,241,705	3,270,569	(29)	-1%	32,384,964	33,343,744	(959)	-3%	29,663,121	2,722	9%
Net Operating Cash Income **	1,064,960	435,074	630	145%	7,967,179	3,406,257	4,561	134%	7,462,830	504	7%

** Does not include depreciation or capital projects

Traffic Counts and Revenue as of May 31, 2024



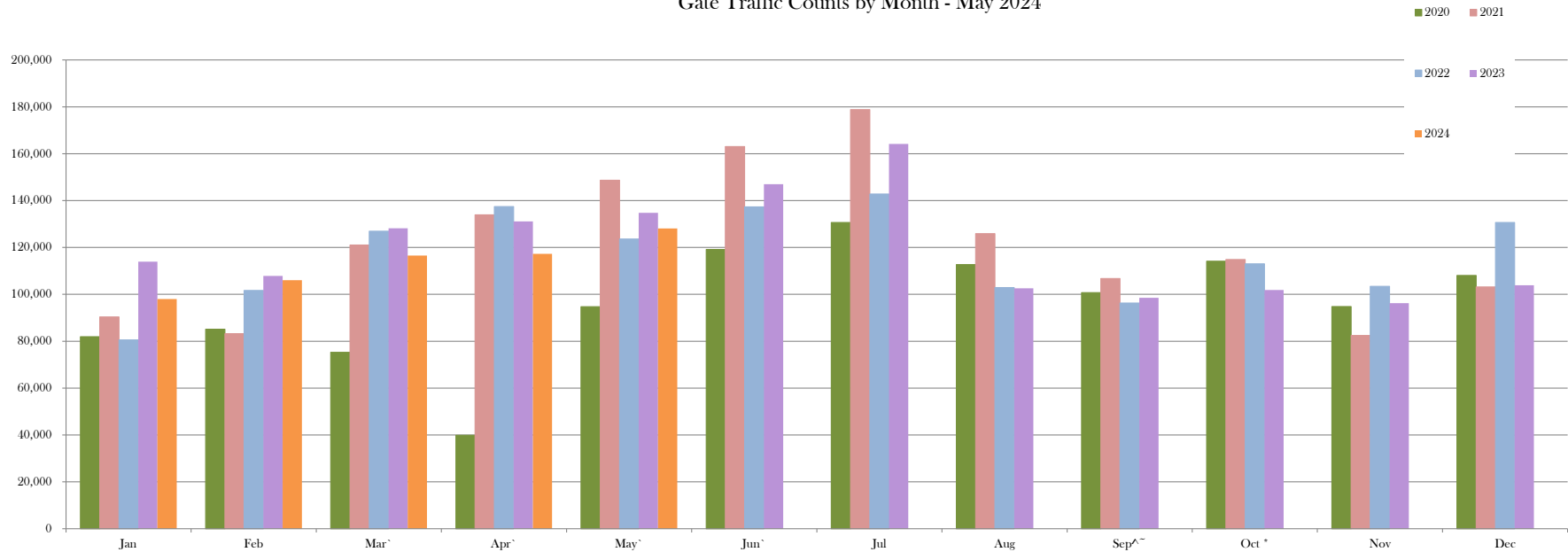
May 2024 Traffic Counts

	2020			2021			2022			2023			2024		
	Daily/Weekly	Annual Passes	Total	Gate Purchase	Pre-purchased	Total	Gate Purchase	Pre-purchased	Total	Gate Purchase	Pre-purchased	Total	Gate Purchase	Pre-purchased	Total
January	29,773	52,159	81,932	23,462	66,875	90,337	22,696	57,843	80,539	28,395	85,527	113,922	24,458	73,519	97,977
February	32,646	52,457	85,103	22,609	60,616	83,225	29,766	71,891	101,657	32,998	74,849	107,847	29,990	76,054	106,044
March	27,012	48,279	75,291	39,560	81,491	121,051	36,635	90,333	126,968	42,879	85,313	128,192	43,418	73,145	116,563
April	12,082	27,810	39,892	47,198	86,746	133,944	44,680	92,799	137,479	47,452	83,637	131,089	44,949	72,342	117,291
May	44,891	49,825	94,716	58,179	90,491	148,670	44,071	79,550	123,621	46,969	87,805	134,774	51,512	76,588	128,100
June	51,147	68,042	119,189	60,141	102,896	163,037	58,450	78,894	137,344	55,739	91,235	146,974	0	0	0
July	56,441	74,236	130,677	60,613	118,185	178,798	62,840	79,953	142,793	66,229	97,944	164,173	0	0	0
August	39,096	73,585	112,681	38,368	87,543	125,911	36,217	66,712	102,929	35,895	66,699	102,594	0	0	0
September	34,055	66,662	100,717	34,300	72,468	106,768	32,371	63,952	96,323	35,593	62,950	98,543	0	0	0
October	33,851	80,276	114,127	37,170	77,713	114,883	35,694	77,360	113,054	34,050	67,822	101,872	0	0	0
November	22,914	71,876	94,790	26,069	56,386	82,455	28,306	75,088	103,394	27,536	68,692	96,228	0	0	0
December	29,842	78,215	108,057	37,396	65,769	103,165	36,894	93,741	130,635	35,136	68,732	103,868	0	0	0
Totals	413,750	743,422	1,157,172	485,065	967,179	1,452,244	468,620	928,116	1,396,736	488,871	941,205	1,430,076	194,327	371,648	565,975

LPR system began April 2020

Year to Date	2020 YTD	2021 YTD	2022 YTD	2023 YTD	2024 YTD
Comparison	376,934	577,227	570,264	615,824	565,975

Gate Traffic Counts by Month - May 2024



June 6, 2024

Jekyll Island Convention Center

May FY24 Financial Review

	FY24	FY23	FY22	FY21	FY20	FY19	FY18
Number of Events	24	18	22	18	0	25	20
Event Days	48	42	38	32	0	46	44
Attendance	12,845	12,246	11,050	9,343	0	15,224	13,008
Revenue	\$681,261	\$749,648	\$514,131	\$420,896	\$850	\$595,560	\$576,751
Square FT used	1,030,310	1,112,170	897,860	658,110	0	996,796	

FY24 May maintained overall pace with previous years. The Center celebrated its 12th anniversary of operation. Legacy groups – Rural Water, GA Physical Plant Managers, GA Housing and GA Public Health all returned. These core groups had variances that attributed to additional equipment rentals, partnering with in-house audio visual and a few adjustments in attendance. Coastal College of GA hosted its spring commencement and continues to show success with holding two ceremonies. Diamond Cheer Finale also returned, but with a 3-day vs 2-day format. Our anticipation of concession revenue had slight variance & we will better identify operational hours. The Governor’s Office of Highway Safety and Blue Line Lawyers came in to replace the lost business of Fiber Networks. During budget planning Fiber Networks looked promising but contracted for fall FY25. Purity Ball had a strong turnout and remained in FY24 after a date change. There were two additional F&B functions that rounded out the month’s events in \$10K within banquets. Park rentals continue and anticipate ramping up more going into summer. After using over a million sq ft with groups, we maintained event income with \$31K stronger than anticipated.

FUTURE CONTRACTS ISSUED - 9– Estimated revenues \$880,700

Conventions –5	Anticipated revenue	\$743,000
Wedding –1	Anticipated revenue	\$110,000
Banquets –1	Anticipated revenue	\$27,700

PROPOSALS

CVB –13

Westin – 0

Cvent- 4

Meeting planner meetings and site tours (all staff) – 7

JEKYLL ISLAND AUTHORITY

HOTEL OCCUPANCY STATISTICS

May 2024

HOTEL STATISTICS AT-A-GLANCE

May-24

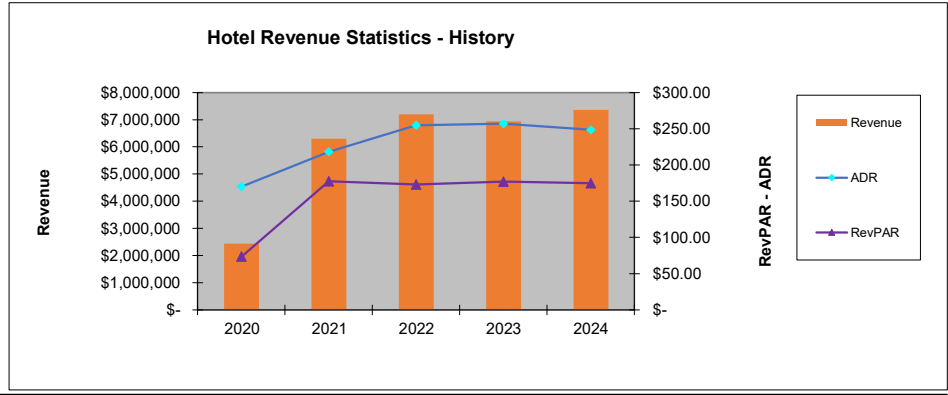
Total Revenue	\$	7,361,384
Occupancy Rate		70.4%
Rev PAR	\$	174.67
ADR	\$	248.27

May-23

Total Revenue	\$	6,936,975
Occupancy Rate		68.9%
RevPAR	\$	176.94
ADR	\$	256.93

May-22

Total Revenue	\$	7,198,154
Occupancy Rate		67.8%
RevPAR	\$	172.76
ADR	\$	254.72



OCCUPANCY REPORT DETAIL

Hotel	# of Rms	Units Availbl	Units Occpd	Percent Occpd	Average Daily Rate	RevPAR	2024 Room Revenue	2023 Room Revenue	Revenue Variance	
Beachview Club	38	1,162	548	47.2%	\$ 291.51	\$ 137.48	\$ 159,749.27	\$ 191,543.08	\$ (31,794)	-17%
Home2Suites	107	3,317	2,497	75.3%	\$ 218.70	\$ 164.63	\$ 546,090.87	\$ 525,885.00	\$ 20,206	4%
Holiday Inn Resort	157	4,867	2,996	61.6%	\$ 216.64	\$ 133.36	\$ 649,044.00	\$ 736,830.00	\$ (87,786)	-12%
Days Inn & Suites	124	3,420	2,117	61.9%	\$ 210.17	\$ 130.10	\$ 444,930.99	\$ 232,696.19	\$ 212,235	91%
Courtyard by Marriott/ Residence Inn	209	6,479	5,092	78.6%	\$ 253.74	\$ 199.42	\$ 1,292,041.00	\$ 1,203,271.00	\$ 88,770	7%
Hampton Inn	138	4,154	3,406	82.0%	\$ 215.31	\$ 176.54	\$ 733,347.69	\$ 558,954.00	\$ 174,394	31%
Jekyll Island Club Resort	200	6,200	4,346	70.1%	\$ 338.37	\$ 237.19	\$ 1,470,560.10	\$ 1,390,373.00	\$ 80,187	6%
Seafarer Inn & Suites	73	1,895	1,638	86.4%	\$ 163.52	\$ 141.34	\$ 267,843.25	\$ 267,489.62	\$ 354	0%
Villas by the Sea	103	2,935	1,670	56.9%	\$ 237.58	\$ 135.18	\$ 396,752.98	\$ 384,762.00	\$ 11,991	3%
Villas by the Sea - Jekyll Realty	18	558	140	25.1%	\$ 174.36	\$ 43.75	\$ 24,410.58	\$ 47,911.50	\$ (23,501)	-49%
Villas by the Sea - Parker Kaufman	33	957	502	52.5%	\$ 164.51	\$ 86.29	\$ 82,583.70	\$ 58,156.00	\$ 24,428	42%
Westin	200	6,200	4699	75.8%	\$ 275.38	\$ 208.71	\$ 1,294,030.00	\$ 1,339,104	\$ (45,074)	-3%
May-24 Total	1,400	42,144	29,651	70.4%	\$ 248.27	\$ 174.67	\$ 7,361,384	\$ 6,936,975	\$ 424,409	6.1%

JEKYLL ISLAND AUTHORITY

HOTEL OCCUPANCY STATISTICS

Calendar Year to Date - May 2024

HOTEL STATISTICS AT-A-GLANCE

2024

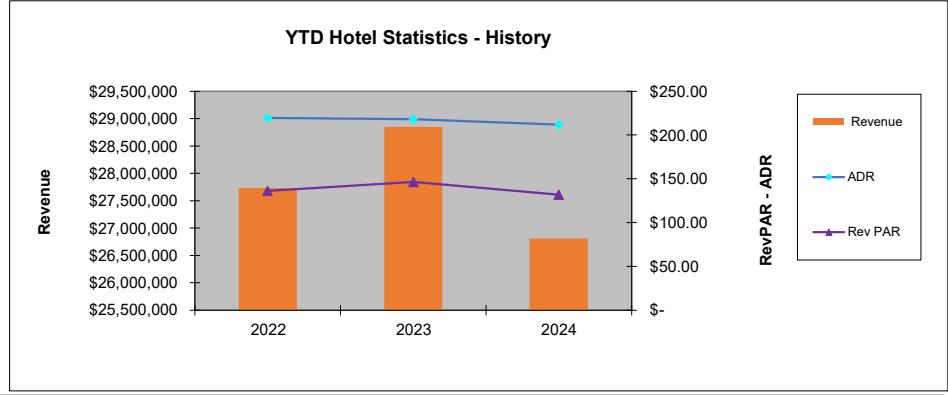
Total Revenue	\$	26,809,771
Occupancy Rate		62.2%
Rev PAR	\$	131.82
ADR	\$	212.04

2023

Total Revenue	\$	28,852,826
Occupancy Rate		67.2%
RevPAR	\$	146.55
ADR	\$	217.99

2022

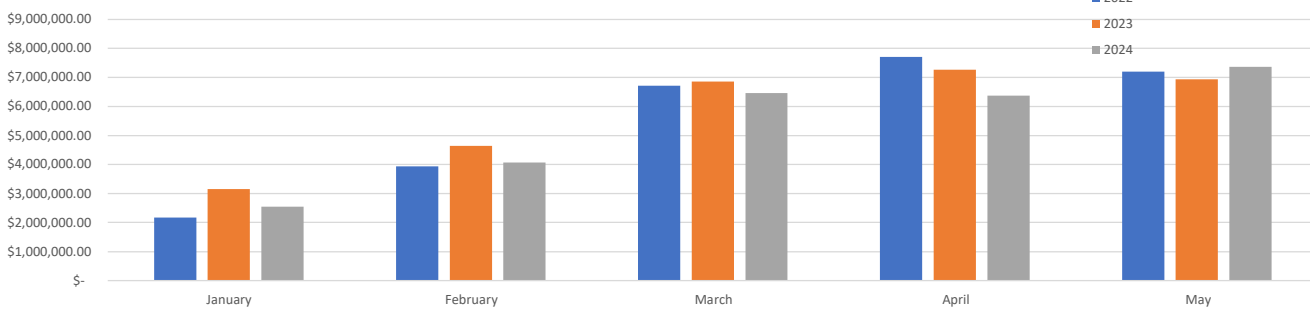
Total Revenue	\$	27,731,890
Occupancy Rate		62.1%
RevPAR	\$	136.35
ADR	\$	219.62



OCCUPANCY REPORT DETAIL

Hotel	# of Rms	Units Availbl	Units Occpd	Percent Occpd	Average Daily Rate	RevPAR	2024 Room Revenue	2023 Room Revenue	Revenue Variance	
Beachview Club	38	5,724	2,775	48.5%	\$ 221.83	\$ 107.54	615,569	808,897	\$ (193,328)	-24%
Home2Suites	107	16,264	10,842	66.7%	\$ 197.39	\$ 131.58	2,140,053	2,303,393	\$ (163,340)	-7%
Holiday Inn Resort	157	24,178	12,753	52.7%	\$ 175.09	\$ 92.35	2,232,938	2,720,006	\$ (487,068)	-18%
Days Inn & Suites	124	13,505	9,555	70.8%	\$ 151.31	\$ 107.06	1,445,795	1,720,904	\$ (275,109)	-16%
Courtyard by Marriott/ Residence Inn	209	31,768	20,600	64.8%	\$ 219.48	\$ 142.32	4,521,213	4,955,978	\$ (434,765)	-9%
Hampton Inn	138	20,852	14,411	69.1%	\$ 179.30	\$ 123.92	2,583,877	2,554,721	\$ 29,156	1%
Jekyll Island Club Resort	200	30,262	18,752	62.0%	\$ 301.42	\$ 186.78	5,652,213	5,520,511	\$ 131,702	2%
Seafarer Inn & Suites	73	10,187	5,878	57.7%	\$ 153.54	\$ 88.59	902,502	1,040,526	\$ (138,024)	-13%
Villas by the Sea	103	12,423	6,977	56.2%	\$ 198.90	\$ 111.70	1,387,707	1,544,189	\$ (156,482)	-10%
Villas by the Sea - Jekyll Realty	18	2,936	1,676	57.1%	\$ 114.13	\$ 65.15	191,281	219,318	\$ (28,037)	-13%
Villas by the Sea - Parker Kaufman	33	4,888	2,784	57.0%	\$ 153.75	\$ 87.57	428,029	344,885	\$ 83,144	24%
Westin	200	30,400	19,433	63.9%	\$ 242.30	\$ 154.89	4,708,595	5,119,499	\$ (410,904)	-8%
2024 Total		203,387	126,436	62.2%	\$ 212.04	\$ 131.82	\$ 26,809,771	\$ 28,852,826	\$ (2,043,056)	-7.1%
2023 Total		196,880	132,357	67.2%	\$ 217.99	\$ 146.55	\$ 28,852,826			
2022 Total		203,389	126,274	62.1%	\$ 219.62	\$ 136.35	\$ 27,731,890			

Revenues by Month



Jekyll Island Authority
Proposed Fiscal Year 2025 Budget Summary



PROPOSED BUDGET

Jekyll Island Authority -Consolidated
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	47,741,156.32	Business leases \$6.5M; Parking fees & Annual passes \$7M; H/M tax \$3.7M; Concessions \$5M; Food & beverage \$3.4M; Admission fees \$4.3M; Campsite rental \$2.7M; Green fees & carts \$1.4M	47,290,736.30	47,658,683.85	44,282,064.48	44,789,747.00	41,200,067.01	32,458,103.96	28,106,608.47	31,701,259.43
COST OF GOODS SOLD	3,233,988.73	Cost of merchandise, food, beverage and fuel sold	2,758,233.98	2,684,620.52	2,849,489.60	2,875,840.66	2,492,046.81	2,000,631.00	1,643,418.02	1,889,105.88
NET REVENUE	44,507,167.59		44,532,502.32	44,974,063.33	41,432,574.88	41,913,906.34	38,708,020.20	30,457,472.96	26,463,190.45	29,812,153.55
EXPENSES										
PERSONNEL	22,676,519.00	FT labor \$12M; PT labor \$2.5M; staffing service labor \$316K; Health insurance \$3.2M; Retirement \$3.6M; FICA \$953K; Employee development \$93K; Unemployment insurance \$22K	19,752,210.93	18,913,400.16	20,786,943.63	17,263,685.83	14,806,786.75	12,445,581.01	12,525,004.68	12,667,952.32
MOTOR VEHICLE	334,894.71	Fuel for vehicles & equipment \$231K; R&M of vehicles and ATV's \$104K	329,374.55	308,493.06	355,231.59	310,633.82	280,358.20	195,191.86	271,446.00	256,276.65
SUPPLIES & MATERIALS	2,418,820.85	Chemicals & Fertilizers \$610K; Special Event supplies \$228K; Plants & Seeds \$157K; Bathroom/cleaning supplies \$186K; decorations \$141K; shop supplies \$150K; Sand & Soil \$114K	2,476,336.34	2,248,513.07	2,622,605.34	2,303,366.76	1,961,292.41	1,426,580.90	1,583,258.23	1,850,740.96
REPAIRS & MAINTENANCE	2,149,009.62	Building/Structure R&M \$875K; Roads/Grounds R&M \$163K; Equipment R&M \$476K; Service Contracts \$635K (Water tower maint; equipment svc agreements)	2,344,495.28	2,833,661.78	2,272,447.74	2,438,286.35	2,082,278.63	1,401,330.25	1,647,083.47	1,575,951.94
UTILITIES	2,254,211.06	Electricity \$1.4M; heating/cooking fuel \$32K; water/sewer \$303K; trash \$319K; internet/cable \$114K; telephone \$112K	2,236,945.32	2,193,636.24	2,116,948.41	1,994,325.89	1,960,652.69	1,847,839.05	1,931,185.39	1,907,796.12
INSURANCE	1,436,455.67	Worker's comp \$267K; liability ins \$228K; property ins \$237K; vehicle ins \$4K; fire fee \$642K; other insurance \$57K (Cyber ins, business interruption, All-Risk insurance)	1,385,270.83	1,380,430.39	1,405,718.60	1,023,602.79	933,780.23	851,416.04	840,637.79	879,553.88
ADVERTISING & PROMOTION	1,456,733.58	Brand & advertising \$773K; Public Relations \$131K; 31-81 Magazine \$330K; BGIVB \$100K; Group promotions & meetings \$57K; Event promotions \$58K	1,395,691.40	1,335,863.91	1,406,423.53	1,381,955.70	993,936.58	461,173.65	785,625.44	1,504,226.52
TRAVEL	88,675.00	Staff travel for meetings and conferences; includes travel expense for Board.	57,291.86	47,086.50	83,540.00	68,026.04	37,317.70	18,948.68	80,849.90	96,432.71
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	673,451.14	Professional associations; training registration fees; software subscriptions; web hosting	671,953.27	553,135.50	671,331.43	458,917.76	320,359.73	234,891.56	247,869.72	232,089.56
CONTRACTS	4,584,605.80	SMG contract and staffing \$2M; Special events \$175K (entertainment, fireworks, etc.); Sanitation \$412K; Legal services \$286K; Hollybourne exhibit fabrication \$125K; other (payroll processing, IT services, etc).	4,743,614.91	4,264,212.65	4,721,996.44	4,329,769.81	3,223,226.91	2,178,409.10	3,010,864.34	3,292,477.64
BUILDING & EQUIPMENT RENTAL	853,058.55	Golf cart lease; equipment leases; equipment rental for maintenance and events; copiers; compactors	884,890.11	873,319.46	860,465.89	835,192.30	704,852.58	610,449.15	810,302.49	619,899.50
CREDIT CARD FEES & BANK FEES	711,708.92	Credit card processing fees; transaction fees for entry gate and campground reservations.	690,149.72	698,443.71	664,574.30	696,558.73	551,587.97	417,307.05	297,126.72	318,627.81
PRINTING & PUBLICATIONS	202,468.30	Island Guides \$150K, annual reports \$3K, maps, event guides, tickets banners, etc.	205,203.83	136,505.37	224,785.90	183,744.25	116,675.76	91,373.58	130,607.54	275,440.01
EQUIPMENT PURCHASES <\$5K	218,699.00	General equipment replacements: Computers, maintenance equipment; vacuum cleaners, etc.	173,506.33	166,709.77	158,295.94	212,019.45	216,597.83	114,175.16	139,162.97	264,136.06
INTEREST EXPENSE	0.00		1,406.90	1,406.90	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	40,059,311.20		37,348,341.58	35,954,818.47	38,351,308.74	33,500,085.48	28,189,703.97	22,294,667.04	24,301,024.68	25,741,601.68
OPERATING INCOME	4,447,856.39		7,184,160.74	9,019,244.86	3,081,266.14	8,413,820.86	10,518,316.23	8,162,805.92	2,162,165.78	4,070,551.87

PROPOSED BUDGET

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
BOARD DESIGNATED FUND CONTRIBUTIONS		Reserve amounts set aside for improvements and equipment								
Tourism Development Fund	1,125,060.00	Westin payment, bond payment and other Tourism Development projects	1,104,367.53		1,080,664.50	1,152,917.21	1,136,953.16	871,516.38	582,567.72	697,322.85
Water / Sewer Fund	36,673.40	Water and Sewer projects and equipment	105,609.88		75,363.21	311,560.44	424,595.91	570,198.88	534,217.95	351,836.33
Fire Department Equipment Fund	253,283.81	Fire Department equipment	367,238.08		246,533.48	175,000.00	233,028.85	323,625.30	294,367.43	194,162.89
Public area Improvement Fund	481,872.40	Improvements to Public Areas and equipment to maintain public areas	884,234.11		817,924.57	568,570.36	1,252,159.86	1,647,341.64	0.00	0.00
Beach Village Entertainment fees (carryover)	0.00		0.00		0.00	0.00	37,147.52	58,115.98	18,575.65	10,194.36
Hollybourne Lintel Project	0.00		0.00		0.00	0.00	0.00	0.00	0.00	0.00
Contributions to JIF for Capital Projects	350,000.00	GSTC expansion project - set aside from operating funds for payment to JIF	350,000.00		350,000.00	0.00	0.00	0.00	0.00	300,000.00
Golf Improvements	0.00	Ecological and outdoor recreation concept design for golf course	0.00		0.00	100,000.00	0.00	0.00	0.00	0.00
Beach Village Improvement Fund	100,000.00	Set aside from Beach Village income for future repairs to Beach Village	200,000.00		100,000.00	0.00	0.00	0.00	0.00	0.00
Total Designated Fund Contributions	2,346,889.61		3,011,449.60		2,670,485.76	2,308,048.01	3,083,885.30	3,470,798.18	1,429,728.75	1,553,516.43
AMOUNT AVAILABLE FOR CAPITAL OR CASH RESERVES	2,100,966.78		4,172,711.14		410,780.38	6,105,772.85	7,434,430.93	4,692,007.74	732,437.03	2,517,035.44
CAPITAL PROJECTS AND EQUIPMENT		Previously approved by the Board	434,596.33			5,001,807.93	5,431,905.00	3,617,528.48	410,463.00	2,092,016.16
		Current capital equipment and project requests	1,962,512.00							
CONTRIBUTION TO CASH RESERVES		Estimated additional amount available for capital or cash reserves for FY2024	1,775,602.81			1,103,964.92	2,002,525.93	1,074,479.26	321,974.03	425,019.28

Non-Amenity Rate Changes for FY2025

All rates effective 7/1/2024 unless otherwise noted

Water/Wastewater -

- Water base fees and usage fees
- Wastewater base fees and usage fees

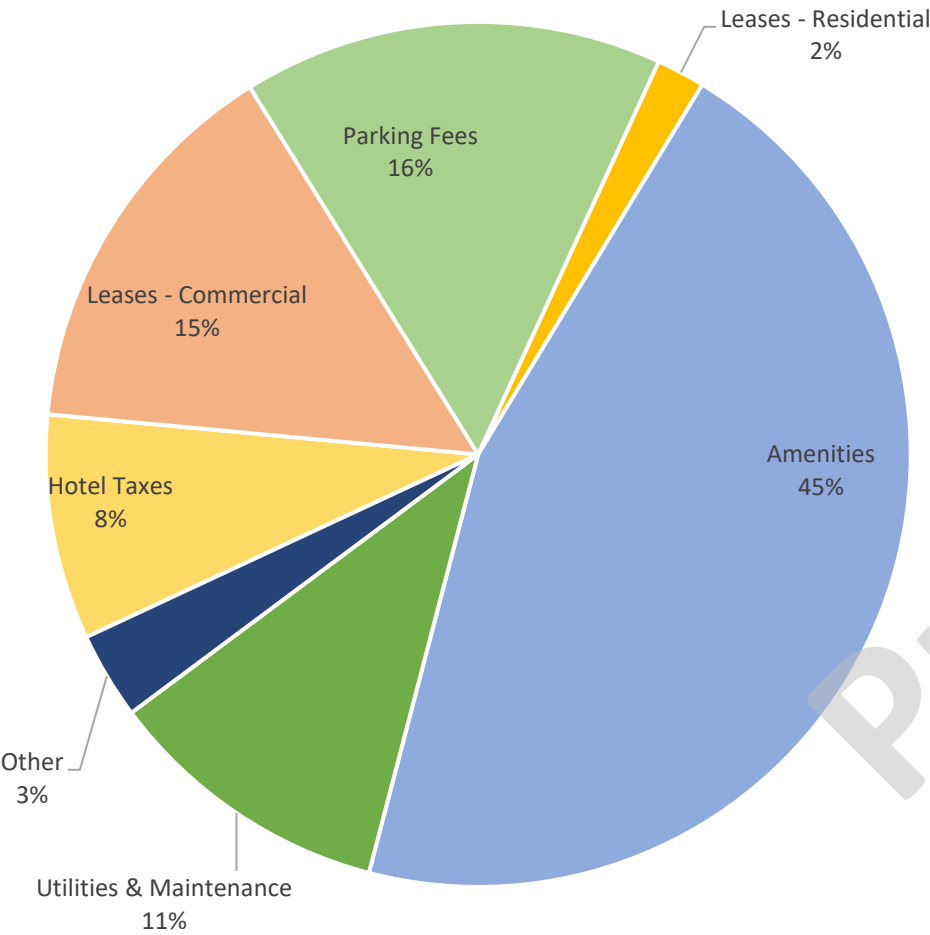
No increase at this time, will re-evaluate during the fiscal year
No increase at this time, will re-evaluate during the fiscal year

Sanitation - (Amounts in correlation with Waste Management Contract)

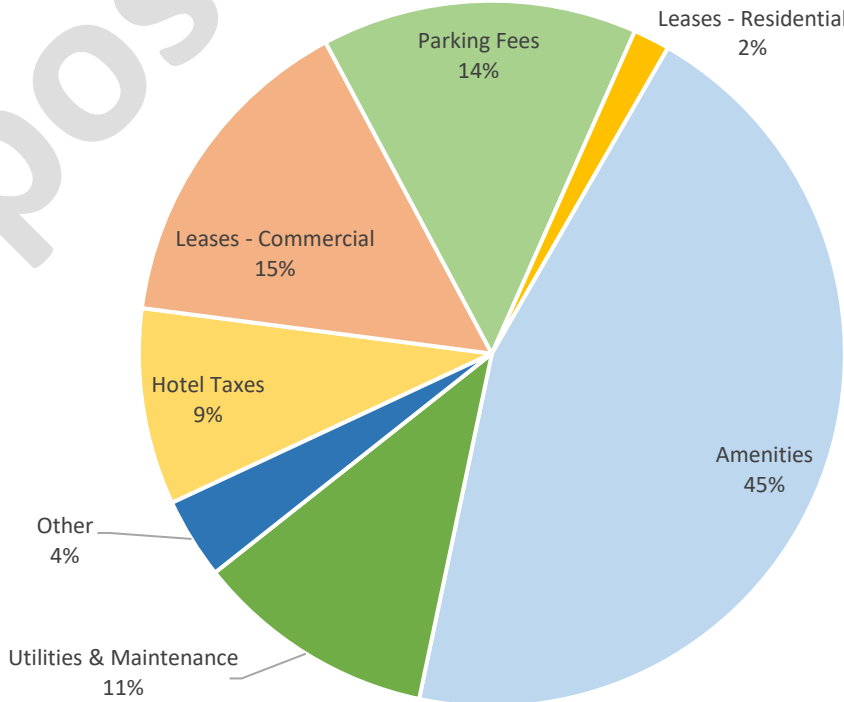
- Backdoor pickup service
- Curbside service

Increase \$2.50 per month for all accounts using backdoor service
Increase of 3.7% over current rates

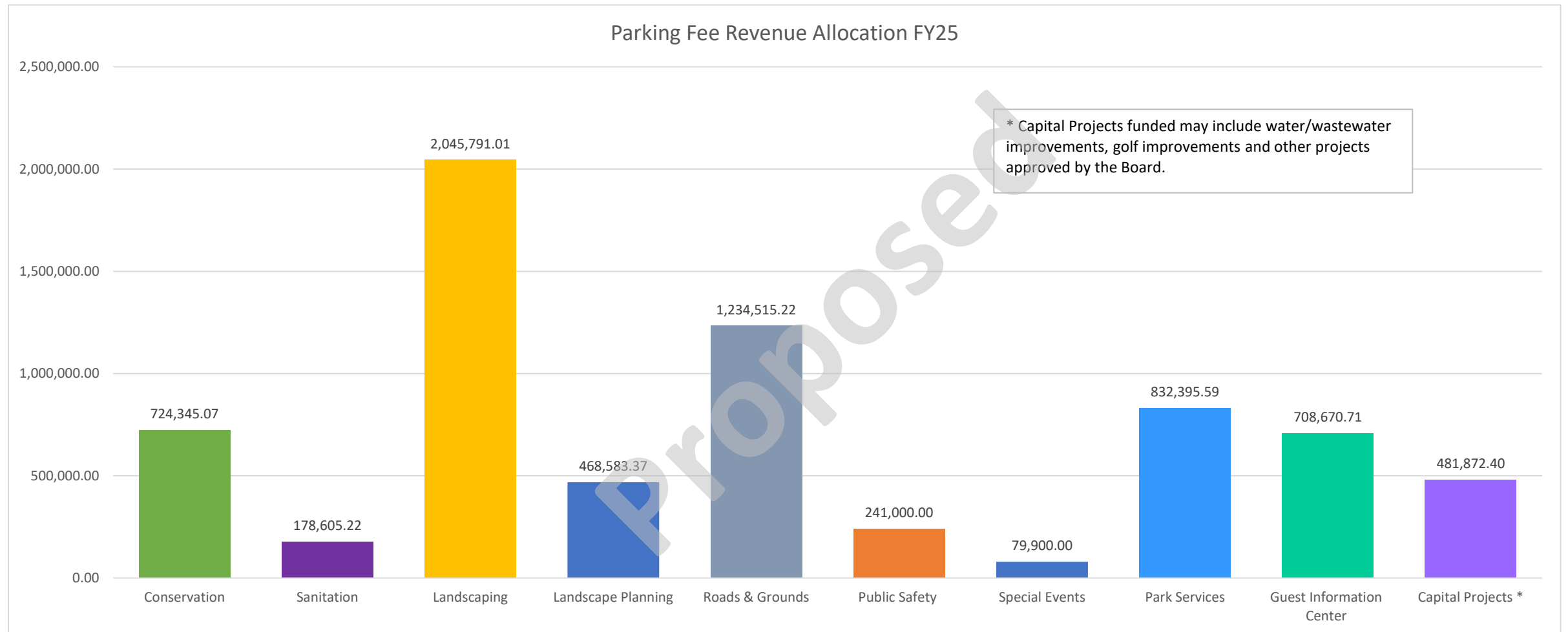
Proposed FY25 Revenue Budget



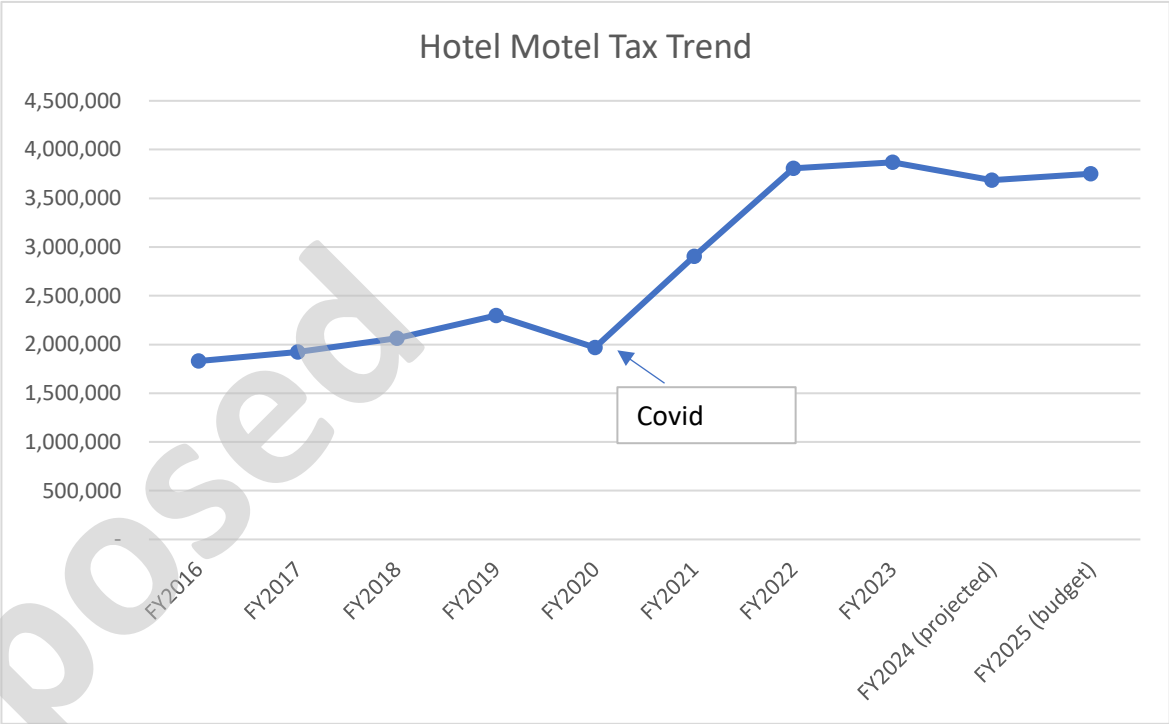
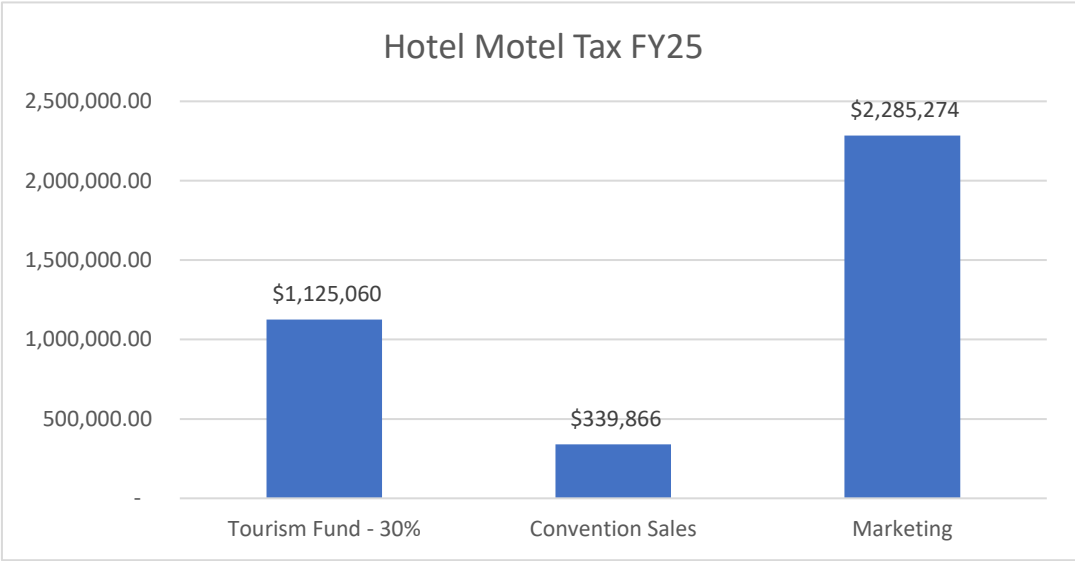
FY24 Revenue Budget



PROPOSED BUDGET



PROPOSED BUDGET



PROPOSED BUDGET

Jekyll Island Authority -Administration
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	6,119,232.00	Business lease \$4.5M; Lot leases \$685K; Alcohol license, alcohol taxes & residential rental licenses \$184K; Interest \$600K; Transfer fees \$120K; Allocation to Museum (\$75K); other \$85K	6,763,760.34	6,815,507.34	5,186,117.00	5,671,705.75	5,731,524.75	4,709,248.38	4,301,811.75	4,414,388.33
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	6,119,232.00		6,763,760.34	6,815,507.34	5,186,117.00	5,671,705.75	5,731,524.75	4,709,248.38	4,301,811.75	4,414,388.33
EXPENSES										
PERSONNEL	3,747,339.91	27 FT positions; retention funds \$150K; Retirement \$666K; Health insurance \$524K; Employee development \$93K (training software, orientation, employee recognition, etc)	3,423,470.87	3,113,554.49	3,536,243.71	2,735,937.73	3,065,256.41	1,966,148.65	1,903,382.52	1,909,676.16
MOTOR VEHICLE	960.51	Fuel and misc. repairs for admin vehicle	648.05	464.51	1,380.00	1,246.32	408.50	444.75	6,811.23	715.42
SUPPLIES & MATERIALS	45,314.14	Office supplies \$18K; postage \$10K; Uniforms & nametags \$11K; Furniture & fixtures \$3.9K; other \$2.8K	44,044.94	46,141.08	29,773.09	37,876.36	34,715.27	32,985.92	46,356.09	33,738.04
REPAIRS & MAINTENANCE	143,110.51	General building R&M \$38K for admin building and leased properties; Equipment R&M \$11K; Service contracts \$94K (incl software maintenance agreements; pest control)	148,394.24	111,226.17	137,480.48	120,909.17	92,515.40	92,253.03	137,614.24	94,275.06
UTILITIES	75,987.29	Electricity \$25K; Water/Sewer \$9K; Trash \$2.9K; internet \$10K; telephones \$30K	76,539.86	76,434.26	76,771.52	78,734.03	82,183.38	83,970.22	87,038.51	91,997.56
INSURANCE	255,462.12	Fire fee \$70K; worker's comp \$42K; liability ins \$20K; building ins \$82K; Business interruption ins \$22K; Cyber insurance \$9K; All-risk insurance \$10K	267,886.85	267,886.85	303,266.91	214,361.84	187,630.60	148,927.62	142,850.26	167,141.10
ADVERTISING & PROMOTION	22,752.36	Meeting expenses (including board meetings) and promo items \$19K; help wanted ads \$3K; Marketing support for advertising spaces for lease \$1K	35,461.85	42,448.40	31,400.00	43,419.64	17,578.52	10,441.15	13,900.36	12,250.15
TRAVEL	31,980.00	Board members \$10K; Auditor travel \$5K; Staff travel \$15K	25,687.01	15,275.67	32,180.00	26,330.72	19,402.86	7,149.71	14,413.45	21,120.04
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	376,567.04	Microsoft \$72K; software subscriptions \$140K; anti-virus, spam, email security & monitoring \$98K; Cloud back-up & ransomware scan \$26K; Trademark registrations \$20K; Memberships & Licenses \$6K; Registration Fees \$5K	368,394.61	303,226.47	352,209.64	238,134.48	171,683.87	120,793.49	88,431.26	56,956.09
CONTRACTS	727,194.16	Dept of Law \$36K; SAAG fees \$250K; IT Services \$83K; Payroll processing \$90K; Misc consultants \$200K; Project management \$45K; other \$23K	859,000.87	676,476.94	780,864.48	845,879.87	473,932.89	453,099.39	368,070.31	306,311.65
BUILDING & EQUIPMENT RENTAL	9,872.47	Copier rental \$6.2K; postage meter rental \$2.7K; water coolers \$1K	9,386.18	9,995.18	10,461.70	10,967.63	10,036.15	9,487.53	10,907.03	12,237.89
CREDIT CARD FEES & BANK FEES	104,508.08	Credit card processing fees; stop payment fees; statement fees; transaction fees	95,578.59	104,655.56	80,521.29	93,328.14	49,708.32	36,698.74	25,102.66	23,394.37
PRINTING & PUBLICATIONS	4,183.42	Business cards, checks, letterhead	3,538.32	3,227.29	5,532.94	5,609.11	5,596.31	6,859.89	2,273.85	5,968.08
EQUIPMENT PURCHASES <\$5K	16,500.00	Small equipment, computers, monitors, printers, etc.	15,112.36	29,842.52	16,500.00	38,109.58	47,680.51	24,209.21	31,819.31	37,010.52
INTEREST EXPENSE	0.00		1,406.90	1,406.90	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	5,561,732.01		5,374,551.50	4,802,262.29	5,394,585.76	4,490,844.62	4,258,328.99	2,993,469.30	2,878,971.08	2,772,792.13
OPERATING INCOME	557,499.99		1,389,208.84	2,013,245.05	(208,468.76)	1,180,861.13	1,473,195.76	1,715,779.08	1,422,840.67	1,641,596.20

PROPOSED BUDGET

Jekyll Island Authority -Conservation
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	764,799.95	Lease payments for solar farm \$5K; nature programs & tours \$40K; parking fees allocated for conservation expenses \$724K.	768,672.35	772,340.50	768,638.58	672,869.40	432,219.44	400,637.71	464,801.18	389,392.43
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	764,799.95		768,672.35	772,340.50	768,638.58	672,869.40	432,219.44	400,637.71	464,801.18	389,392.43
EXPENSES										
PERSONNEL	578,104.08	6 FT Employees; requesting 1 additional Wildlife Technician; PT rangers and seasonal staff \$49K; health insurance \$73K; retirement \$100K	552,268.60	528,935.15	560,290.32	430,643.97	379,576.67	313,740.94	311,177.70	289,857.68
MOTOR VEHICLE	5,980.00	Gas and diesel for UTVs and vehicles; misc. repair	5,422.28	5,457.61	6,753.37	6,402.11	4,800.10	4,590.63	4,575.82	6,263.25
SUPPLIES & MATERIALS	30,256.53	Supplies for conservation & research programs \$14.7K; Wildflower seeds \$3K; Uniforms \$2.9K; Firefighting supplies \$2.7K; office supplies, cleaning supplies; chemicals for control of invasive species	14,428.92	11,644.92	23,544.67	25,281.22	9,184.37	6,922.06	10,694.08	9,615.93
REPAIRS & MAINTENANCE	3,904.28	Equipment R&M \$2.9K; 20% of maintenance cost of Annex building	6,288.92	6,978.87	3,991.78	10,538.31	8,680.55	20,074.03	4,620.00	902.91
UTILITIES	6,519.04	Electricity \$919; Trash \$274; Land lines and cell phones \$5.3K	8,359.94	8,450.57	5,720.28	5,706.65	5,380.79	4,751.51	4,282.29	3,439.41
INSURANCE	15,319.27	Worker's Comp insurance \$8.2K; Fire fee \$2.5K; Liability insurance \$3.9K; property insurance \$578; Auto insurance \$110	29,328.65	29,328.65	13,278.24	10,024.92	7,194.70	6,301.62	6,391.35	7,576.48
ADVERTISING & PROMOTION	7,708.00	Sponsorships & meeting expenses \$2.2K; advertising/social media for educational programs \$5.5K	2,104.00	2,104.00	4,000.00	1,724.00	2,000.00	437.69	366.56	458.97
TRAVEL	3,650.00	Travel expense for Director and Managers - meetings, workshops, etc.	1,600.63	1,604.38	3,450.00	2,783.49	350.87	0.00	1,865.80	2,929.21
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	9,145.48	Wildlife Society membership; GIS software; Prescribed fire recertification; boat tow insurance; meetings and workshop registrations	2,818.46	2,668.46	4,681.68	2,213.98	7,114.24	1,107.79	3,035.98	4,545.18
CONTRACTS	78,068.24	Pond maint \$19K; GA Sea Grant Fellowship \$29K; GA Forestry Commission support \$5K; Partnership with Georiga Botanical Garden \$20K	88,538.89	36,709.61	112,128.24	51,481.51	27,430.44	29,426.23	66,667.93	57,569.34
BUILDING & EQUIPMENT RENTAL	1,800.00	Copier Rental; Other equipment rental for projects.	2,738.71	2,507.13	1,800.00	575.91	228.71	2,482.96	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	(13.38)	0.00	0.00	0.00
PRINTING & PUBLICATIONS	8,145.03	Jr. Ranger Field Guide; replacement signage ; scientific publications.	1,364.79	7,068.42	7,500.00	8,765.63	6,846.72	3,616.58	4,648.33	4,750.99
EQUIPMENT PURCHASES <\$5K	16,200.00	Laptop \$1K; 2 e-bikes \$5.2K; wildife collars \$5K; water loggers \$5K	14,832.10	17,581.10	21,500.00	16,081.75	17,290.40	2,740.53	5,820.00	16,507.07
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	764,799.95		730,094.89	661,038.87	768,638.58	572,223.45	476,065.18	396,192.57	424,145.84	404,416.42
OPERATING INCOME	0.00	Expenses paid by parking fees, educational programs and solar farm lease	38,577.46	111,301.63	0.00	100,645.95	(43,845.74)	4,445.14	40,655.34	(15,023.99)

PROPOSED BUDGET

Jekyll Island Authority -Intern Housing
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	38,700.00	JIA usage for interns, vet students, seasonal help \$300/mo. per person or \$75/wk; no rentals from Jekyll Club Resort in FY 25	52,390.00	55,910.00	77,800.00	45,415.00	49,260.00	48,175.00	97,425.00	97,200.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	38,700.00		52,390.00	55,910.00	77,800.00	45,415.00	49,260.00	48,175.00	97,425.00	97,200.00
EXPENSES										
PERSONNEL	3,894.52	1 PT employees to clean houses; previously paid through Park Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	5,760.00	General cleaning and maintenance supplies; Furniture replacements \$3.5K	7,957.46	8,689.18	7,405.00	2,800.00	2,985.36	871.77	6,884.99	4,338.07
REPAIRS & MAINTENANCE	19,900.00	General maint \$3K; roof -59 Claflin \$5.5K; Bathroom Renovation - 508 Maurice \$7.8K	18,179.59	14,832.04	16,800.00	12,983.32	19,531.70	12,774.34	49,801.68	46,579.86
UTILITIES	24,173.67	Electricity \$12K; water/sewer \$4.5K; trash \$3.4K; internet \$4.6K	26,461.54	24,933.61	25,029.65	19,309.03	23,985.58	23,223.48	23,747.49	20,027.47
INSURANCE	9,736.08	Fire protection fee \$8K; property insurance \$1.7K	8,351.04	8,351.04	9,389.21	1,510.13	1,514.29	1,501.05	1,501.13	1,409.91
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	975.00	950.00	3,529.00	1,230.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	1,700.00	Small appliance replacement \$1.7K	6,282.60	6,282.60	1,700.00	1,129.99	799.99	3,129.95	2,435.32	9,169.97
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	65,164.27		67,232.23	63,088.47	60,323.86	37,732.47	49,791.92	42,450.59	87,899.61	82,755.28
OPERATING INCOME	(26,464.27)		(14,842.23)	(7,178.47)	17,476.14	7,682.53	(531.92)	5,724.41	9,525.39	14,444.72

PROPOSED BUDGET

Jekyll Island Authority -Volunteer Program
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	88,501.16	Allocations from GSTC, Conservation and Museum to cover costs \$87K; reimbursement from Volunteers for administrative fee \$1.4K.	94,605.74	93,905.73	95,195.21	0.00	0.00	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	88,501.16		94,605.74	93,905.73	95,195.21	0.00	0.00	0.00	0.00	0.00
EXPENSES										
PERSONNEL	74,596.01	1 FT Volunteer Program Manager	73,815.44	71,428.52	82,082.22	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	3,840.00	Shirts/Scrub tops for volunteers \$3.3K; General office supplies, safety supplies (gloves, safety glasses, masks, etc.); program Materials	1,069.49	1,034.66	4,640.00	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	2,979.67	Liability Insurance \$561; Workmen's Comp Insurance \$1.2K; VIS Accident, Volunteer liability, excess auto liability, etc. (\$1.3K).	2,821.94	1,571.94	2,950.99	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	3,420.00	Volunteer appreciation; Presidential pins; Lanyards, orientation supplies	1,851.17	1,851.17	2,900.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	2,145.48	Volgistics Software; CPR Training for Volunteer Manager; AZA Membership for Volunteer Manager.	1,245.48	1,245.48	1,272.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	1,520.00	Background Check Fees for volunteers.	200.00	0.00	1,350.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	88,501.16		81,003.52	77,131.77	95,195.21	0.00	0.00	0.00	0.00	0.00
OPERATING INCOME	0.00	Cost of volunteer program is expensed to other departments based on the usage of the program. (Previously included in Turtle Center budget).	13,602.22	16,773.96	0.00	0.00	0.00	0.00	0.00	0.00

PROPOSED BUDGET

Jekyll Island Authority - Airport
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	107,918.45	Red Bug Motors lease \$10K; Aviation fuel \$98K (began selling May 2020)	98,540.72	104,233.67	119,309.60	110,456.81	106,966.94	85,671.92	13,834.31	8,100.00
COST OF GOODS SOLD	74,444.17	Estimated cost of fuel 76%	63,001.69	66,588.87	83,144.00	78,273.35	75,192.42	54,257.73	3,654.25	0.00
NET REVENUE	33,474.28		35,539.03	37,644.80	36,165.60	32,183.46	31,774.52	31,414.19	10,180.06	8,100.00
EXPENSES										
PERSONNEL	0.00	No employees in this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	1,114.67	Restroom supplies \$620; Wind socks \$300; small tools \$190	1,182.95	1,316.55	780.00	414.75	162.58	191.98	59.50	70.50
REPAIRS & MAINTENANCE	7,760.34	Building Repair & maint \$400; General grounds repair \$1.2K; lighting repair \$800; Equipment repairs \$2K; Fuel tank support and cell service \$1.4K; fire extinguisher service \$53; fuel tank inspection \$1.2K	22,288.07	20,976.55	11,878.50	6,069.18	7,411.48	573.04	4,437.75	440.50
UTILITIES	14,643.48	Electricity for runway lights & terminal lights \$8.7K; water & sewer fees \$2.4K; trash fee \$1.7K; cable TV/internet \$1.8K	15,858.38	15,783.11	13,729.42	12,524.15	13,043.80	14,672.93	16,267.11	14,514.71
INSURANCE	2,309.31	Fire protection \$1.9K, property insurance \$458	2,380.27	2,380.27	2,218.25	2,218.14	2,189.57	2,085.50	795.50	863.41
ADVERTISING & PROMOTION	140.00	Basic listing for Jekyll Island Airport on fuel website - AirNav.com	140.00	140.00	140.00	140.00	134.00	184.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	400.00	Airport license renewal \$100; GA Airports Assoc \$300	100.00	100.00	400.00	950.00	400.00	1,402.00	2,115.00	300.00
CONTRACTS	300.00	Pump out septic tank	300.00	300.00	300.00	0.00	0.00	270.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	1,314.66	0.00	0.00
CREDIT CARD FEES & BANK FEES	2,057.01	Based on current average rate of 2.1% of fuel sales	2,208.54	2,455.86	2,297.40	2,075.42	2,492.04	1,909.63	137.25	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	25.00	28.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	206.70	850.00	3,489.27
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	28,724.81		44,458.21	43,452.34	31,743.57	24,391.64	25,858.47	22,838.44	24,662.11	19,678.39
OPERATING INCOME	4,749.47		(8,919.18)	(5,807.54)	4,422.03	7,791.82	5,916.05	8,575.75	(14,482.05)	(11,578.39)

PROPOSED BUDGET

Jekyll Island Authority -Foundation
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	28,104.16	Reimbursement for expenses paid by JIA (JIF reimburses all except H/R expenses). JIF to reimburse \$19.5K of Admin Assistant salary in FY25	6,928.99	7,006.35	8,602.94	8,496.97	8,287.83	8,056.36	9,352.06	66,090.62
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	28,104.16		6,928.99	7,006.35	8,602.94	8,496.97	8,287.83	8,056.36	9,352.06	66,090.62
EXPENSES										
PERSONNEL	238,527.12	2 FT employees	222,026.98	212,732.78	216,392.73	221,597.46	199,640.02	155,683.70	154,878.86	212,463.60
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	267.20	0.00	393.74	1,806.70
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	617.52	0.00	0.00	0.00
UTILITIES	3,495.74	Electricity \$2.2K; telephone \$1.1K; water/sewer rates \$201	3,458.13	3,464.57	3,510.47	3,525.33	3,499.15	3,471.20	4,246.53	5,068.90
INSURANCE	3,459.34	Worker's comp \$2.3K; liability ins \$1.1K	3,143.82	3,143.82	3,401.99	3,328.02	3,585.86	3,146.89	3,195.67	3,788.23
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,172.22
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,795.07
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	622.09
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	33,836.46
BUILDING & EQUIPMENT RENTAL	1,690.49	Copier lease plus copy fees	1,645.98	1,735.55	1,690.49	1,737.15	1,549.94	1,424.48	1,491.17	8,286.36
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	24.95	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	474.84
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	247,172.69		230,274.91	221,076.72	224,995.68	230,187.96	209,159.69	163,726.27	164,230.92	271,314.47
OPERATING INCOME	(219,068.53)	Represents payroll costs paid by JIA which are treated as in-kind donation to Jekyll Island Foundation	(223,345.92)	(214,070.37)	(216,392.74)	(221,690.99)	(200,871.86)	(155,669.91)	(154,878.86)	(205,223.85)

PROPOSED BUDGET

Jekyll Island Authority -Life is Good
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019	
REVENUES											
GROSS REVENUES	560,535.41	Retail sales - clothing and other merchandise	572,317.30	568,695.42	597,520.62	595,034.10	663,365.88	540,867.44	349,445.15	342,485.95	
COST OF GOODS SOLD	268,960.98	Cost of merchandise sold	270,498.98	264,821.69	292,638.10	282,677.79	308,562.05	268,761.69	191,164.27	170,231.73	
NET REVENUE	291,574.43		301,818.32	303,873.73	304,882.52	312,356.31	354,803.83	272,105.75	158,280.88	172,254.22	
EXPENSES											
PERSONNEL	155,266.14	1 FT manager; PT crew leader and staff; eliminating FT Asst Manager position	144,200.93	129,857.80	177,947.56	116,885.04	111,003.11	98,805.72	85,540.58	80,993.30	
MOTOR VEHICLE	0.00	No vehicle assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
SUPPLIES & MATERIALS	8,300.00	Office supplies \$500; bathroom/cleaning supplies \$250; shop supplies \$6k; uniforms \$1K; store fixtures \$400; Special Events \$100; first aid supplies \$50.	9,616.52	10,573.58	7,773.02	10,586.02	7,723.83	6,121.73	4,025.89	3,036.34	
REPAIRS & MAINTENANCE	2,186.00	General R&M \$600; Camera Repairs \$150; floor and duct cleaning, pest control, window cleaning, alarm and camera inspections \$1.4K.	2,435.69	1,851.13	2,186.00	735.44	2,660.88	1,949.82	904.40	2,823.35	
UTILITIES	5,643.29	Electricity \$3.7K; Water/sewer \$676; internet \$948; telephone \$339.	5,976.73	5,986.22	5,333.62	5,208.19	5,433.61	5,839.81	5,584.77	6,584.52	
INSURANCE	1,729.67	Worker's comp \$1.2K; liability insurance \$561	3,143.82	3,143.82	3,401.99	1,664.02	1,792.90	1,572.67	1,597.83	1,894.13	
ADVERTISING & PROMOTION	0.00		1,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	419.40	XM Radio	419.40	419.40	419.40	419.40	409.40	395.40	395.40	395.93	
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	76.50	0.00	
BUILDING & EQUIPMENT RENTAL	28,942.83	Rent \$26K; Special event fee \$2.8K.	28,508.18	28,348.70	28,388.08	27,246.62	23,651.72	22,042.01	22,277.17	23,440.93	
CREDIT CARD FEES & BANK FEES	11,907.13	Credit card processing fees based on estimated sales (85% of sales x 2.5% fee)	13,251.89	13,110.70	12,690.94	13,433.28	13,621.83	10,574.93	6,491.48	6,682.50	
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	45.00	0.00	0.00	
EQUIPMENT PURCHASES <\$5K	0.00		73.06	73.06	0.00	1,712.12	814.63	542.80	608.71	4,222.54	
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL OPERATING EXPENSES	214,394.46		208,626.22	194,364.41	238,140.61	177,890.13	167,111.91	147,889.89	127,502.73	130,073.54	0
OPERATING INCOME	77,179.97		93,192.10	109,509.32	66,741.91	134,466.18	187,691.92	124,215.86	30,778.15	42,180.68	

PROPOSED BUDGET

Jekyll Island Authority -Village Retail
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	702,879.91	Lease revenue and percentage rent from retail shops; reimbursement for trash compactor	657,641.88	647,603.53	684,859.26	611,613.72	584,479.71	562,844.25	568,175.56	559,915.65
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	702,879.91		657,641.88	647,603.53	684,859.26	611,613.72	584,479.71	562,844.25	568,175.56	559,915.65
EXPENSES										
PERSONNEL	0.00	Employees moved back to home departments in FY24.	2,301.35	11,961.56	0.00	139,334.18	157,976.26	94,838.28	72,313.55	20,145.03
MOTOR VEHICLE	0.00	No vehicles assigned to this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	39,191.20	Plants/Seeds \$10K (shrub repair & round-a-bout redesign); sand & soil \$12K (bark/mulch); bathrrrom & cleaning supplies \$15.3K; Splash Pad chemicals \$1.2K; misc supplies \$446	41,617.45	28,255.25	44,753.53	24,138.07	19,254.67	12,062.98	8,003.40	6,157.00
REPAIRS & MAINTENANCE	118,895.60	General R&M - building & grounds; restroom repair \$10K; paint buildings \$80K; A/C repair \$10K; service agreements \$11K (elevator, sprinklers, pest control, alarms)	58,236.94	81,181.28	38,407.36	72,187.15	36,489.62	19,749.10	32,872.60	34,171.83
UTILITIES	100,304.31	Electricity (public areas) \$15K; trash compactors & JIA trash pickup \$80K; 1G internet at Convention Center - cost and service shared with village \$2.7K; water/sewer \$3.3K	71,611.83	64,506.89	98,534.61	57,894.98	80,806.20	89,256.34	76,838.41	67,657.75
INSURANCE	67,355.34	Property insurance \$12K; fire protection fee \$55K.	64,102.55	64,102.55	64,987.07	42,972.83	41,795.63	40,729.96	36,062.21	32,369.60
ADVERTISING & PROMOTION	0.00	Beach Village entertainment fee - No matching expense this year	49,996.92	49,996.92	59,698.56	51,987.45	53,685.06	50,450.58	54,065.64	47,881.70
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	500.00	Splash pad annual inspection	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	76,800.00	Pressure Washing \$35K; Trim Palm Trees \$24K; Spread Mulch \$15K; Round-a-bout Tree Maintenance \$2.8K	119,902.98	79,712.74	76,800.00	29,509.76	75,633.80	47,900.23	14,600.90	0.00
BUILDING & EQUIPMENT RENTAL	12,568.10	Rental of lifts for maintenance	10,966.22	16,803.08	0.00	6,727.04	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	542.10	87.50	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		4,290.00	4,290.00	0.00	789.98	0.00	5,107.91	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	415,614.55		423,026.24	400,810.27	383,181.13	426,083.54	465,728.74	360,095.38	294,756.71	208,382.91
OPERATING INCOME	287,265.36	\$100K of this amount is to be set aside for maintenance and improvements in the beach village.	234,615.64	246,793.26	301,678.13	185,530.18	118,750.97	202,748.87	273,418.85	351,532.74

PROPOSED BUDGET

Jekyll Island Authority - Marketing, Sales & Events
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	3,166,562.86	\$2.6M H/M taxes of the \$3.7M H/M tax total ; Event Vendor Booth Fees \$52K; Shrimp & Grits Beer Sales \$64K; Digital co-op advertising \$100K; Event registrations/admission Fees \$69K; Sponsorships \$114K; Beach Village Events Assessment \$60K; \$80K Parking fee allocation.	3,004,799.28	3,205,207.93	2,997,681.56	3,301,634.60	2,986,860.32	2,170,006.36	1,750,637.83	2,007,825.59
COST OF GOODS SOLD	34,560.00	Cost of Beer/wine for Shrimp & Grits festival	17,800.38	17,800.38	38,445.52	56,858.27	0.00	0.00	0.00	0.00
NET REVENUE	3,132,002.86		2,986,998.90	3,187,407.55	2,959,236.04	3,244,776.33	2,986,860.32	2,170,006.36	1,750,637.83	2,007,825.59
EXPENSES										
PERSONNEL	1,158,501.73	11 FT Staff; eliminated 1 FT position for FY25 - Marketing Specialist; retirement \$231K; Health Insurance \$113K	1,050,020.04	1,008,109.43	1,123,875.96	911,458.66	708,131.07	698,690.74	783,586.35	836,112.40
MOTOR VEHICLE	1,275.00	Gas for sales vehicle, ADA van and Electric van	933.28	882.74	1,565.00	918.36	941.14	637.67	924.74	3,676.52
SUPPLIES & MATERIALS	213,464.86	Office supplies \$1.3K; special events supplies & sponsorships \$185K; postage \$6.2K; lights and decorations for Holly Jolly \$19K; other supplies \$980	205,662.06	136,293.63	259,345.66	172,002.93	76,905.25	39,339.49	115,525.87	113,082.27
REPAIRS & MAINTENANCE	1,279.28	30% of maintenance, fire alarm inspection, etc. at Annex building.	11,839.31	11,540.24	1,341.78	2,108.13	1,671.81	943.96	602.10	945.84
UTILITIES	16,776.60	30% of utilities for Annex building \$6.9K (electric, water/sewer, trash); landlines & cell phone \$9.2K; Internet \$720	15,187.64	15,077.50	13,538.14	13,625.01	12,846.75	13,912.48	16,139.45	17,184.67
INSURANCE	29,181.90	Worker's comp \$13K; liability insurance \$6K; fire fee \$2.5K; property insurance \$578; auto insurance \$54; rain insurance for Shrimp & Grits festival \$6K.	21,840.52	21,840.52	30,074.49	25,042.44	14,815.08	15,877.08	19,251.07	20,795.08
ADVERTISING & PROMOTION	1,176,050.00	Media & agency fees \$535K; public relations \$131K; BGIVB contract \$100K; Convention sales funds \$6K; group promotion (meetings, promos) \$17K; 31-81 Magazine production \$330K; event promotion \$58K.	1,154,651.48	1,070,593.75	1,122,800.00	1,090,560.63	801,588.84	297,940.88	633,440.69	1,246,669.20
TRAVEL	19,270.00	Travel for Marketing, Sales and Event staff.	9,620.62	11,391.35	12,100.00	15,598.40	9,182.05	4,838.71	21,678.01	28,173.20
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	110,521.95	Conference registration and memberships; sales meetings; sponsorships; software subscriptions	121,209.71	85,513.73	125,542.19	95,683.23	57,356.43	53,508.18	80,066.67	96,256.58
CONTRACTS	184,595.00	Events Contracts (fire works, production contracts, entertainment, security)	312,977.51	208,735.77	297,843.00	207,254.44	168,872.70	50,214.21	180,081.30	165,040.01
BUILDING & EQUIPMENT RENTAL	50,181.53	Copier rental; event rentals (restrooms, lights, stages, chairs, tents, etc.)	47,625.53	48,427.40	52,390.00	92,081.55	5,641.52	2,954.38	75,818.37	78,421.94
CREDIT CARD FEES & BANK FEES	0.00		1,171.74	1,152.14	0.00	0.00	0.00	1,080.74	(100.00)	0.00
PRINTING & PUBLICATIONS	163,050.00	Island Guides \$130K; Annual reports \$3K; Events \$25K (Event guides, maps, tickets, signs, banners, etc.)	187,725.83	107,761.71	189,300.00	129,315.19	67,902.48	48,928.45	73,035.00	103,553.64
EQUIPMENT PURCHASES <\$5K	8,500.00	iPad & macbook pro computers \$3K; 2 shipping containers for event storage \$5.5K	10,270.04	10,270.04	10,144.94	4,522.17	5,381.28	2,237.80	6,369.70	3,539.55
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,132,647.85		3,150,735.31	2,737,589.95	3,239,861.16	2,760,171.14	1,931,236.40	1,231,104.77	2,006,419.32	2,713,450.90
OPERATING INCOME	(644.99)		(163,736.41)	449,817.60	(280,625.12)	484,605.19	1,055,623.92	938,901.59	(255,781.49)	(705,625.31)

PROPOSED BUDGET

Jekyll Island Authority -Tourism Development
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	1,125,060.00	30% of Hotel/Motel tax budget	1,104,367.53	1,158,001.46	1,080,664.50	1,152,917.21	1,136,953.16	871,516.38	582,567.72	697,322.85
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,125,060.00		1,104,367.53	1,158,001.46	1,080,664.50	1,152,917.21	1,136,953.16	871,516.38	582,567.72	697,322.85
EXPENSES										
PERSONNEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INSURANCE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
OPERATING INCOME	1,125,060.00	Amount will be set aside as Designated Fund Balance to be used in the next Fiscal Year for Tourism Development	1,104,367.53	1,158,001.46	1,080,664.50	1,152,917.21	1,136,953.16	871,516.38	582,567.72	697,322.85

PROPOSED BUDGET

Jekyll Island Authority -Guest Information Center
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	1,652,283.52	Annual pass \$1.5M; Daily parking fee \$5.5M; Concession sales \$450K; Amount allocated to other departments \$5.8M; traffic has decreased slightly since rate was increased	1,860,676.07	1,696,524.26	1,978,468.43	1,624,867.81	1,928,846.45	2,469,216.95	741,732.12	968,443.45
COST OF GOODS SOLD	229,870.21	Cost of merchandise sold	264,981.51	266,528.64	268,075.03	311,807.37	225,367.30	187,623.72	170,805.52	186,169.33
NET REVENUE	1,422,413.31		1,595,694.56	1,429,995.62	1,710,393.40	1,313,060.44	1,703,479.15	2,281,593.23	570,926.60	782,274.12
EXPENSES										
PERSONNEL	524,545.50	4 FT staff; PT staff for gate and gift shop	482,857.65	485,411.49	487,855.93	435,243.31	317,860.07	266,119.49	279,473.43	325,055.67
MOTOR VEHICLE	60.00	Vehicle fuel & repairs	24.44	24.44	300.00	104.52	57.68	188.76	0.00	0.00
SUPPLIES & MATERIALS	31,674.29	Shop supplies (bags, shipping supplies, register tape) \$23K; Uniforms \$3K; Postage \$4K; Office supplies; Bathroom & cleaning supplies; Store fixtures.	33,263.82	34,370.58	28,270.00	30,498.68	30,247.47	26,403.02	20,396.53	18,633.96
REPAIRS & MAINTENANCE	89,398.41	Gate and camera repair & maint \$29K; General building and equipment repair \$4K; Cabinets \$6K; Ventek maintenance agreement \$41K; Foyer Remodel \$5K	80,056.98	102,897.42	77,008.40	99,844.18	81,212.99	78,657.64	79,816.02	15,669.87
UTILITIES	26,301.00	Electricity \$10.6K; Water/sewer \$2K ; Trash fees \$2.8K; Internet \$7.8K; Phones \$3K	22,574.78	22,832.56	24,655.85	25,702.77	25,194.71	26,722.70	27,152.08	25,824.34
INSURANCE	15,957.63	Worker's comp \$4.7K; Liability insurance \$2.2K; Fire fee \$7.2K; Property insurance \$1.9K; Auto insurance \$15.	14,447.88	14,447.88	15,470.40	9,108.20	7,721.86	7,238.37	8,885.20	9,525.38
ADVERTISING & PROMOTION	10,000.00	Island Treasures program	6,077.22	6,077.22	10,000.00	10,965.93	21,137.78	9,794.91	10,687.05	8,925.75
TRAVEL	0.00		346.15	346.15	0.00	0.00	0.00	0.00	762.46	536.38
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	120.00	Authorize.net monthly fee	1,683.13	1,683.13	120.00	120.00	320.00	110.00	130.00	910.00
CONTRACTS	8,280.00	Shopify fees for online retail	3,463.49	2,573.74	8,280.00	4,212.33	6,703.18	21,994.96	11,026.52	6,734.97
BUILDING & EQUIPMENT RENTAL	1,937.88	Copier rental and copy fees	1,766.25	1,858.27	1,100.52	1,630.73	1,994.53	2,363.87	4,165.54	5,973.55
CREDIT CARD FEES & BANK FEES	232,266.20	Credit card processing fees and per transaction fees from gate company	254,648.10	256,726.65	239,407.74	249,056.69	237,558.24	193,277.88	104,801.61	97,954.31
PRINTING & PUBLICATIONS	0.00		17.06	2,188.64	0.00	2,239.58	1,132.00	1,379.99	16,616.64	114,016.56
EQUIPMENT PURCHASES <\$5K	0.00		3,203.82	5,034.00	0.00	6,782.17	2,859.14	0.00	3,801.95	6,895.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	940,540.91		904,430.77	936,472.17	892,468.84	875,509.09	733,999.65	634,251.59	567,715.03	636,655.74
OPERATING INCOME	481,872.40	Balance will be put in reserves for Public Improvements	691,263.79	493,523.45	817,924.56	437,551.35	969,479.50	1,647,341.64	3,211.57	145,618.38

PROPOSED BUDGET

Jekyll Island Authority - Camp Jekyll
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	243,921.34	Reimbursement by 4-H for Camp Jekyll	249,005.72	253,855.52	229,725.20	204,498.63	175,065.31	140,827.16	144,276.62	165,467.28
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	243,921.34		249,005.72	253,855.52	229,725.20	204,498.63	175,065.31	140,827.16	144,276.62	165,467.28
EXPENSES										
PERSONNEL	153,415.78	2 FT positions plus allocations for landscaping supervision of Camp Jekyll.	158,364.12	158,575.82	147,122.28	149,020.44	104,263.66	89,613.26	103,802.80	106,033.75
MOTOR VEHICLE	2,311.06	Gas & diesel for mowers and equipment	2,142.96	1,971.60	3,800.00	2,728.48	2,602.10	1,136.98	3,432.45	3,536.58
SUPPLIES & MATERIALS	38,826.24	Fertilizer \$13K; Grass seed & plants \$3K; Small tools \$2K; Irrigation supplies \$6.7K; Sand & soil \$5K (mulch & top dressing); Landscape materials (fence railing \$8K).	29,081.08	33,883.14	33,250.00	24,634.91	28,051.18	16,723.78	14,273.94	28,894.49
REPAIRS & MAINTENANCE	8,967.16	General building repair \$4K; Maintenance of mowing equipment \$3.6K; Sprinkler inspection and lift maintenance \$1.4K.	15,154.72	14,051.80	8,967.16	5,049.89	14,105.58	13,126.69	4,194.24	4,550.42
UTILITIES	13,482.83	Electricity \$1.9K; Water/sewer for irrigation \$3K; Trash fees \$8.2K.	12,434.55	12,590.58	11,747.26	12,452.54	10,942.64	10,446.73	12,364.08	11,712.21
INSURANCE	24,418.27	Worker's comp \$2.3K; Liability insurance \$1K; Property insurance \$21K.	26,349.94	26,349.94	19,938.50	9,480.48	10,001.28	7,500.72	5,028.43	6,052.83
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00	Tree trimming of live oaks at soccer complex and Camp Jekyll.	2,400.00	0.00	2,400.00	0.00	0.00	1,600.00	0.00	3,450.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	2,500.00	Chainsaws, power pole pruner, blower & hedge trimmers.	8,296.99	6,896.99	2,500.00	1,131.89	5,098.87	679.00	1,180.68	1,237.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00		0.00	0.00
TOTAL OPERATING EXPENSES	243,921.34		254,224.36	254,319.87	229,725.20	204,498.63	175,065.31	140,827.16	144,276.62	165,467.28
OPERATING INCOME	0.00	All expenses reimbursed by 4-H	(5,218.64)	(464.35)	0.00	0.00	0.00	0.00	0.00	0.00

PROPOSED BUDGET

Jekyll Island Authority -Museum
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	2,857,753.83	Lease revenue \$1M; Concession sales \$516K; District tours \$500K; Motorcoach tours \$223K; Historic building rental \$71K; Admission fees \$58K; Allocation for Records mgmt. \$66K; Holly Jolly Tours \$217K; reimbursements from JIF and FOHJI \$12K	2,979,535.23	3,085,584.69	2,747,961.55	2,866,868.96	2,573,309.05	1,585,166.00	1,246,084.16	1,736,502.49
COST OF GOODS SOLD	252,610.67	Cost of merchandise sold	238,913.23	260,378.18	215,110.00	279,788.66	169,475.40	116,020.45	117,849.50	138,484.28
NET REVENUE	2,605,143.16	Lease income from Pier Road shops and Remember When moved to separate dept in FY25	2,740,622.00	2,825,206.51	2,532,851.55	2,587,080.30	2,403,833.65	1,469,145.55	1,128,234.66	1,598,018.21
EXPENSES										
PERSONNEL	1,352,941.50	14 FT staff; PT staff for tours and gift shop	1,121,046.46	1,118,967.38	1,176,479.30	1,060,437.49	766,997.50	600,758.82	680,176.43	691,709.73
MOTOR VEHICLE	19,842.20	Fuel for trams and 6 passenger cart; General repairs & maintenance; sound system upgrade for trams \$6K	7,804.42	8,048.14	5,225.00	6,873.03	3,841.30	2,035.95	2,547.45	10,366.32
SUPPLIES & MATERIALS	161,508.42	Archival & curatorial supplies \$6K; Special event supplies \$11K; Exhibits \$35K; Christmas décor \$70K; Bathroom supplies \$5.8K; Shop supplies \$6.3K; furniture \$13K; uniforms \$3K; other supplies \$12K	164,399.00	145,797.96	159,045.57	143,862.45	64,795.76	29,903.22	82,220.94	162,965.20
REPAIRS & MAINTENANCE	302,799.70	General Maint \$36K; Exterior painting (Moss) \$90K; Bathroom repairs \$10K; Foundations - Ospo & Moss \$30K; Historic structure assessment \$10K; Hollybourne \$10K; Gate & Camera Repairs \$35K; Maintenance/Service Contracts \$20K.	442,524.65	582,952.99	362,637.48	391,563.11	364,784.81	132,623.61	280,999.93	233,290.56
UTILITIES	206,624.19	Electricity \$101K; Water/sewer \$72K; Trash fees \$24K; Telephone \$10K.	204,795.71	201,220.00	188,296.98	189,907.91	179,450.78	169,909.11	184,520.42	150,107.71
INSURANCE	158,164.71	Worker's comp \$16K; Liability insurance \$7.8K; Fire fee \$109K; Property insurance \$25K, Motor Vehicle insurance \$31.	149,564.51	149,564.51	152,990.10	97,874.93	92,583.92	84,968.57	88,007.39	79,986.52
ADVERTISING & PROMOTION	23,000.00	Sustaining marketing support for Mosaic.	6,191.60	7,758.34	18,000.00	12,960.24	14,331.60	6,625.81	(2,288.40)	68,034.56
TRAVEL	2,500.00	Mileage reimbursement to pick up artifacts or attend meetings or conferences.	1,758.31	708.31	1,200.00	0.00	0.00	0.00	2,284.75	11,310.26
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	48,193.96	Records software maintenance \$35.5K; Data hosting software \$5.2K; Association memberships.	50,462.98	50,472.98	48,821.32	48,298.64	11,574.23	8,068.35	3,619.07	7,992.00
CONTRACTS	231,800.00	Digitization project \$45K; contract archivist \$30K; Hollybourne Fabrication \$125K; Holiday Lighting \$60K	361,548.05	356,924.18	329,000.00	264,277.78	54,476.24	103,140.93	52,959.49	33,346.08
BUILDING & EQUIPMENT RENTAL	4,940.00	Copier, manlift	9,379.75	11,568.78	11,640.00	10,433.84	5,958.51	4,455.12	6,950.27	5,302.25
CREDIT CARD FEES & BANK FEES	25,380.07	Credit card processing fees	19,590.50	18,650.49	22,402.65	17,204.49	20,126.10	14,591.33	14,636.91	19,107.92
PRINTING & PUBLICATIONS	5,153.89	Printing of over-sized graphics	3,492.33	4,855.33	8,750.00	8,792.12	9,905.49	5,098.50	3,674.37	1,227.86
EQUIPMENT PURCHASES <\$5K	0.00	Small equipment replacements	17,894.98	16,633.98	2,000.00	5,468.77	19,003.70	8,265.82	13,021.02	12,447.06
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,542,848.64		2,560,453.25	2,674,123.37	2,486,488.40	2,257,954.80	1,607,829.94	1,170,445.14	1,413,330.04	1,487,194.03
OPERATING INCOME	62,294.52		180,168.75	151,083.14	46,363.15	329,125.50	796,003.71	298,700.41	(285,095.38)	110,824.18

PROPOSED BUDGET

Jekyll Island Authority - Pier Road
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	872,617.74	Current leases on Pier Road end September 2024; new leases and JIA shops estimated to open January 2025. Includes concession sales for JIA operated stores \$753K	172,821.51	168,003.45	175,000.00	170,069.04	154,829.83	82,045.27	58,125.91	28,553.33
COST OF GOODS SOLD	374,987.27	Cost of merchandise sold	84,949.70	39,968.09	85,750.00	77,085.74	68,537.02	32,489.99	23,589.22	9,807.76
NET REVENUE	497,630.47	Income from leased properties and revenue from JIA operated shops	87,871.81	128,035.36	89,250.00	92,983.30	86,292.81	49,555.28	34,536.69	18,745.57
EXPENSES										
PERSONNEL	359,399.74	1 FT Shop Manager for all shops; PT labor for JIA operated shops	45,073.52	44,700.56	46,378.80	45,558.25	34,245.04	25,497.30	20,551.53	4,506.22
MOTOR VEHICLE	0.00	No vehicle for this department	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	19,688.42	Shop supplies (bags, boxes, paper, etc) \$14K; uniforms \$2.3K; bathroom & cleaning supplies \$1.7K; office supplies \$1.9K	1,803.24	1,254.64	3,475.00	4,228.36	3,837.50	717.18	910.24	6,067.03
REPAIRS & MAINTENANCE	8,180.00	General building repair & maintenance \$3K; equipment repair & maintenance \$750; service contracts (CCTV & alarm service, pest control) \$5K	2,277.26	2,262.26	1,382.00	472.00	1,203.96	1,557.16	410.66	5,834.03
UTILITIES	18,441.96	Electricity \$12K; Water/sewer \$3K; Trash fees \$1.6K; Telephone \$1.3K.	4,136.39	4,087.72	4,236.81	3,846.28	3,954.84	3,910.29	2,090.98	553.56
INSURANCE	4,092.75	Worker's comp \$1.2K; Liability insurance \$561K; Property insurance \$2.4K	142.57	142.57	0.00	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	7,000.00	Advertising for shop openings \$5K; facebook ads & billboards \$2K	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,572.75	XM radio in JIA operated shops	413.48	419.40	383.88	401.64	335.89	335.88	323.89	0.00
CONTRACTS	12,000.00	Entertainment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00	None anticipated	6,999.22	6,921.84	7,192.67	6,673.08	5,979.82	5,894.28	5,761.98	1,581.55
CREDIT CARD FEES & BANK FEES	15,057.40	Credit card processing fees	3,414.59	3,413.63	3,500.00	3,508.07	2,944.78	2,078.19	1,396.99	323.62
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	597.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	155.44	0.00	3,933.17	3,824.39
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	445,433.02		64,260.27	63,202.62	66,549.16	65,284.68	52,657.27	39,990.28	35,379.44	22,690.40
OPERATING INCOME	52,197.45	Most shops only open 1/2 year fro FY25	23,611.54	64,832.74	22,700.84	27,698.62	33,635.54	9,565.00	(842.75)	(3,944.83)

PROPOSED BUDGET

Jekyll Island Authority -Turtle Center
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	3,498,623.70	Adoptions & donations \$74K; Turtle Tag license plates \$54K; Memberships \$38K; Concession Sales \$1.8M; School & Education programs \$245K; Admission fees \$1.4M	3,426,031.03	3,298,135.39	3,466,170.35	3,343,453.49	3,605,771.13	2,817,348.13	2,230,710.99	2,662,115.53
COST OF GOODS SOLD	858,376.69	Cost of goods sold in gift shop	797,384.55	767,521.60	852,772.00	823,116.70	818,927.32	657,392.18	440,123.52	480,721.30
NET REVENUE	2,640,247.01		2,628,646.48	2,530,613.79	2,613,398.35	2,520,336.79	2,786,843.81	2,159,955.95	1,790,587.47	2,181,394.23
EXPENSES										
PERSONNEL	2,195,081.11	23 FT staff; PT and seasonal staff for educational programs and gift shop \$294K; health insurance \$251K; retirement \$358K	1,935,789.07	1,854,749.50	2,140,290.44	1,781,382.31	1,438,273.24	1,411,410.36	1,403,089.84	1,320,991.82
MOTOR VEHICLE	6,004.00	Gas for van, ATVs; van repair & ATV repair	4,819.73	4,621.83	8,446.66	6,400.04	7,135.96	3,903.80	4,386.92	7,500.76
SUPPLIES & MATERIALS	127,591.32	Medications and supplies for treating sick turtles \$38K; Shop supplies \$20.3K; Turtle supplies \$39K; Education supplies; Office supplies; Uniforms; lab supplies; Postage; furniture & fixtures	137,500.99	116,171.62	149,009.56	137,142.59	164,345.51	152,389.66	146,847.03	192,505.71
REPAIRS & MAINTENANCE	29,540.75	General building R&M \$4K; equipment R&M \$12K; Maintenance agreements \$13K.	34,977.84	47,227.42	50,088.07	55,918.50	42,967.40	62,877.36	97,775.31	96,862.10
UTILITIES	82,254.53	Electricity \$57K; Propane to heat pavilion \$800; Water/Sewer \$9K; Trash fees \$3.7K; Land lines & cell phones \$11.6K.	83,445.32	82,708.64	77,994.82	77,493.92	80,169.84	77,600.35	76,070.43	77,142.32
INSURANCE	51,839.56	Worker's Comp \$27K; Liability Insurance \$13K; Fire fees \$9.3K; Property insurance \$2.5K; Auto insurance	49,561.57	49,561.57	52,255.68	46,891.95	44,564.57	38,636.43	37,555.23	43,462.27
ADVERTISING & PROMOTION	30,300.00	GSTC specific marketing & advertising	5,286.00	5,362.75	2,100.00	17,166.95	1,189.71	637.03	2,945.13	2,226.90
TRAVEL	6,400.00	Travel for staff for conferences and training	4,655.01	5,545.13	9,660.00	9,418.24	853.65	2,068.00	20,019.64	21,385.43
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	10,352.00	Registrations for conferences; Association dues; Training courses; Survey monkey; Adobe subscription; ZIMS medical records subscription.	13,997.72	10,722.64	17,671.04	11,846.39	7,197.58	8,819.64	13,685.56	14,538.21
CONTRACTS	5,900.00	Diagnostic testing and miscellaneous labs	5,612.22	7,339.59	5,930.00	19,981.29	18,755.66	6,783.47	41,254.09	34,562.64
BUILDING & EQUIPMENT RENTAL	4,322.48	Copier & water cooler rental	4,817.60	5,167.07	4,299.40	4,600.53	3,799.06	3,603.29	5,974.96	7,195.46
CREDIT CARD FEES & BANK FEES	67,003.89	Credit card processing fees	57,427.83	53,625.78	66,526.27	65,126.48	66,131.35	38,305.83	37,125.38	44,737.42
PRINTING & PUBLICATIONS	2,750.00	Signs; summer program brochures; misc	1,129.33	1,415.36	2,000.00	5,438.44	9,228.88	3,638.00	7,647.31	19,940.57
EQUIPMENT PURCHASES <\$5K	1,830.00	Small equipment for hospital, research, education and gift shop	10,807.23	7,900.88	10,540.00	9,928.23	14,019.52	12,256.92	16,211.05	28,528.66
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,621,169.64		2,349,827.46	2,252,119.78	2,596,811.94	2,248,735.86	1,898,631.93	1,822,930.14	1,910,587.88	1,911,580.27
OPERATING INCOME	19,077.37		278,819.02	278,494.01	16,586.41	271,600.93	888,211.88	337,025.81	(120,000.41)	269,813.96

PROPOSED BUDGET

Jekyll Island Authority -Fire Department
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	2,308,754.00	Fire fees \$2M; ambulance service \$36K; contribution from Admin for Code Compliance Officer \$42K; allocation from parking fees for fire equipment fund \$175K and 911 dispatch fee \$66K; permit fees \$5K; misc \$3K	2,074,640.80	2,094,430.31	2,067,834.00	1,764,067.65	1,625,286.21	1,541,556.40	1,409,721.22	1,141,495.69
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	2,308,754.00		2,074,640.80	2,094,430.31	2,067,834.00	1,764,067.65	1,625,286.21	1,541,556.40	1,409,721.22	1,141,495.69
EXPENSES										
PERSONNEL	1,774,321.91	12 FT employees; requesting 3 additional PT staff to move to FT; balance of staffing is covered by PT employees (\$204K)	1,434,948.65	1,401,694.71	1,532,198.00	1,359,666.39	1,179,141.03	1,063,322.27	958,786.51	826,599.52
MOTOR VEHICLE	35,796.31	Gas, diesel and repairs for ambulance, fire trucks, pickup truck and ATV	37,752.88	36,138.24	35,796.31	41,429.87	37,299.69	26,606.66	36,814.31	25,833.03
SUPPLIES & MATERIALS	38,084.24	Firefighter supplies \$16.3K; uniforms \$7.2K; first aid supplies \$8.3K; bathroom & cleaning supplies \$2.2K; office supplies, small tools, other misc supplies.	42,916.10	34,967.41	39,073.42	29,994.05	32,648.33	25,943.02	33,244.73	21,686.92
REPAIRS & MAINTENANCE	26,073.40	General R&M for station and grounds \$1.9K; service contracts \$19.7K (software maint agreements, pest control, etc.); equipment R&M \$4.5K	25,066.67	24,343.43	25,948.40	23,369.90	25,930.51	28,438.71	20,637.42	15,999.74
UTILITIES	24,494.07	Electricity \$10K; water/sewer \$2.1K; trash fees \$2K; cable \$539; telephone \$8.7K	23,239.67	22,342.96	24,120.81	22,236.59	18,719.28	22,026.60	19,320.69	15,709.96
INSURANCE	30,161.95	Worker's comp \$18K; liability insurance \$8.4K; property insurance \$672; vehicle insurance \$686; fire fees \$2.9K	22,864.62	22,864.62	24,345.07	23,693.07	25,311.15	20,392.85	14,829.36	16,463.08
ADVERTISING & PROMOTION	2,940.69	Hosting local courses (instructor rooms, etc.); lunch meetings	811.00	411.00	2,940.69	3,151.41	551.22	683.35	857.02	368.36
TRAVEL	7,975.00	Travel for conferences & training for FT staff	4,607.48	3,938.86	7,350.00	7,109.43	3,735.43	2,359.26	2,492.83	1,972.84
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	34,098.48	Course registrations; Nixel alert system \$4.5K; Training and reporting software \$13K; membership dues; Emergency planning software \$8K	44,469.47	35,690.66	51,603.68	23,690.28	24,307.42	14,451.63	13,463.90	12,594.02
CONTRACTS	70,828.75	EMS billing fees \$4.4K; Glynn County Dispatch agreement \$66K; Fire break maintenance	64,012.74	27,783.75	68,828.75	78,185.66	27,037.37	3,715.62	5,992.44	929.70
BUILDING & EQUIPMENT RENTAL	2,543.26	Copier rental \$1.6K & oxygen tank rental \$960	1,985.82	2,287.59	2,543.26	2,754.61	2,512.52	4,630.27	2,862.06	1,750.36
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	2,252.13	Misc. printing needs & CPR cards for certification classes	1,015.87	669.72	2,252.13	2,513.11	655.95	1,523.12	2,126.84	1,913.39
EQUIPMENT PURCHASES <\$5K	5,900.00	Misc small equipment replacement \$3.4K; Starlink hardware \$2.5K	3,711.75	(1,268.25)	4,300.00	849.99	14,407.46	3,837.74	3,925.68	5,511.88
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,055,470.19		1,707,402.72	1,611,864.70	1,821,300.52	1,618,644.36	1,392,257.36	1,217,931.10	1,115,353.79	947,332.80
OPERATING INCOME	253,283.81	Amount to be set aside in Fire equipment fund (\$175K from parking for ladder truck; balance from operations)	367,238.08	482,565.61	246,533.48	145,423.29	233,028.85	323,625.30	294,367.43	194,162.89

PROPOSED BUDGET

Jekyll Island Authority -Roads & Grounds
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019	
REVENUES											
GROSS REVENUES	1,234,515.22	Amount allocated from Parking fees to pay for Roads & Grounds expenses	1,200,865.45	1,233,474.84	1,200,865.45	1,097,995.92	1,036,467.12	1,188,919.80	1,415,720.95	1,226,670.86	
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NET REVENUE	1,234,515.22		1,200,865.45	1,233,474.84	1,200,865.45	1,097,995.92	1,036,467.12	1,188,919.80	1,415,720.95	1,226,670.86	
EXPENSES											
PERSONNEL	712,034.47	9 FT staff and benefits (health ins, retirement, FICA, unemployment ins)	736,681.05	750,464.60	679,683.72	636,232.64	490,312.10	659,002.20	726,373.23	613,574.52	
MOTOR VEHICLE	68,247.43	Gas and diesel for equipment and vehicles \$55K; vehicle repairs \$13K	68,471.84	60,732.13	70,773.79	70,431.90	54,942.95	48,189.37	61,009.49	58,200.13	
SUPPLIES & MATERIALS	72,632.03	Christmas lights \$45K; shop supplies \$2K; bathroom & cleaning supplies \$16K; small tools \$6.6K; office supplies, uniforms & misc supplies	80,563.36	74,393.12	95,617.82	103,890.96	102,990.01	95,373.86	134,208.57	104,533.80	
REPAIRS & MAINTENANCE	65,752.12	General building R&M \$19K; Roads & bike path repairs \$27K; general equipment R&M \$19K; termite inspection	99,487.23	103,421.29	72,902.04	123,695.24	109,552.07	75,970.30	54,435.87	139,659.90	
UTILITIES	181,019.41	Electricity \$47K (street lights, parks, restrooms); water/sewer \$24K; trash fees \$110K (public areas)	182,699.59	180,687.30	173,836.56	165,672.57	158,597.78	156,755.30	154,812.09	116,638.53	
INSURANCE	34,779.58	Worker's comp \$10.5K; liability insurance \$5K; property insurance \$3.4K; fire fee \$15.3K	34,050.02	34,262.38	33,644.20	33,454.11	35,015.17	47,397.15	31,970.23	36,827.03	
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TRAVEL	0.00		0.00	0.00	0.00	104.00	0.00	0.00	0.00	0.00	
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.00	
CONTRACTS	0.00		500.00	500.00	0.00	1,895.00	1,050.00	0.00	1,126.85	70.08	
BUILDING & EQUIPMENT RENTAL	77,952.18	Manlifts for Christmas lights \$20K; Excavator lease \$37.4K; equipment rentals for projects	117,485.48	118,407.98	60,607.32	71,400.98	56,958.76	21,610.88	85,489.63	55,765.93	
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	175.00	0.00	3,461.58	0.00	0.00	
EQUIPMENT PURCHASES <\$5K	22,098.00	Grills, chainsaws, picnic tables, small equipment; misc. equipment replacement \$4K	12,919.69	2,843.29	13,800.00	6,667.67	5,927.41	2,199.72	7,152.87	1,995.00	
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00		0.00	0.00	
TOTAL OPERATING EXPENSES	1,234,515.22		1,332,858.26	1,325,712.09	1,200,865.45	1,213,620.07	1,015,346.25	1,109,960.36	1,256,578.83	1,127,273.92	0
OPERATING INCOME	0.00	All expenses for this department are paid by Parking Fees	(131,992.81)	(92,237.25)	0.00	(115,624.15)	21,120.87	78,959.44	159,142.12	99,396.94	

PROPOSED BUDGET

Jekyll Island Authority -Park Services
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	832,395.59	Amount allocated from Parking fees to pay for Park Services expenses	768,756.16	766,519.34	768,756.15	665,059.62	554,773.36	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	832,395.59		768,756.16	766,519.34	768,756.15	665,059.62	554,773.36	0.00	0.00	0.00
EXPENSES										
PERSONNEL	722,150.56	12 FT staff; includes benefits for FT staff	653,941.60	632,288.84	665,971.05	549,729.39	371,032.68	0.00	0.00	0.00
MOTOR VEHICLE	14,709.31	Gas for vehicles & equipment \$9.3K; vehicle repairs \$5.4K	14,352.19	13,483.62	20,483.28	15,903.15	18,317.89	0.00	0.00	0.00
SUPPLIES & MATERIALS	66,284.74	Bathroom supplies for public areas \$59K; uniforms \$4.5K; misc supplies	41,269.24	54,000.34	54,881.07	58,899.26	54,503.47	0.00	0.00	0.00
REPAIRS & MAINTENANCE	1,200.00	General equipment repairs and maintenance	685.83	352.99	1,200.00	1,068.28	1,671.81	0.00	0.00	0.00
UTILITIES	1,167.12	Cell phones for Managers	1,166.20	1,166.00	1,165.20	1,109.99	242.92	0.00	0.00	0.00
INSURANCE	20,833.86	Worker's comp \$14K; liability insurance \$6.7K; vehicle insurance \$78	18,862.95	18,862.95	20,476.32	18,304.12	19,722.08	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		1,960.00	1,960.00	0.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		557.86	98.00	2,529.23	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	6,050.00	Vacuum cleaners, blowers \$2K; vapor steam cleaner \$4K	4,695.00	3,795.00	2,050.00	4,738.98	2,607.94	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	832,395.59		737,490.87	726,007.74	768,756.15	649,753.17	468,098.79	0.00	0.00	0.00
OPERATING INCOME	0.00	All expenses for this department are paid by Parking fees.	31,265.29	40,511.60	0.00	15,306.45	86,674.57	0.00	0.00	0.00

PROPOSED BUDGET

Jekyll Island Authority -Landscaping
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	2,118,747.81	Wright Tree Service lease \$3K; Plant sales \$70K; Allocation from parking fees \$2M	2,057,087.25	2,152,738.16	2,032,176.99	2,127,303.31	1,671,451.57	1,374,741.43	1,582,356.64	1,448,283.36
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	2,118,747.81		2,057,087.25	2,152,738.16	2,032,176.99	2,127,303.31	1,671,451.57	1,374,741.43	1,582,356.64	1,448,283.36
EXPENSES										
PERSONNEL	1,539,030.05	23 FT employees; cost allocations to Camp Jekyll \$21K; PT staffing \$19K; benefits	1,293,366.19	1,212,568.96	1,398,580.51	1,006,193.13	947,726.71	957,821.75	895,035.00	1,011,283.96
MOTOR VEHICLE	33,203.24	Gas & diesel for vehicles & equipment \$27K; vehicle repairs \$6.3K	31,864.33	30,923.72	39,767.14	37,976.09	33,570.77	26,241.50	33,041.27	52,042.45
SUPPLIES & MATERIALS	257,260.00	Plants/seeds \$97K; sand/soil \$37K; chemicals/fertilizer \$40K; irrigation supplies \$27K; landscape & greenhouse materials \$23K; uniforms \$11K; small tools \$9.8K; other	273,622.61	259,660.72	286,372.06	263,646.45	246,177.73	178,567.65	141,826.28	181,320.40
REPAIRS & MAINTENANCE	27,302.50	General bldg. R&M \$4.5K; remodel greenhouse bathroom \$3K; maint building buildout \$3K; General equipment R&M \$16.5K	34,727.21	42,265.98	48,302.50	65,643.02	31,744.82	18,817.57	17,801.71	17,628.55
UTILITIES	125,985.71	Electricity \$69K; Propane \$3K; Water/sewer \$41K; trash fees \$11K; telephone \$1.5K	120,164.15	123,783.08	113,671.32	114,695.00	100,953.16	97,032.42	105,833.21	138,583.48
INSURANCE	43,796.19	Worker's comp \$27K; liability insurance \$13K; fire fee \$2.8K; vehicle insurance; property insurance	39,623.06	39,723.06	42,832.34	40,392.48	37,809.91	33,527.46	38,911.92	45,902.42
ADVERTISING & PROMOTION	1,000.00	Advertisements for plant sales	400.00	499.83	1,000.00	500.00	400.00	0.00	0.00	0.00
TRAVEL	1,000.00	Orlando Landscape trade show	0.00	0.00	2,000.00	2,405.72	100.28	0.00	1,701.60	1,560.08
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	880.00	Conference registrations and association memberships	605.00	605.00	480.00	(2,920.00)	1,315.00	920.00	514.50	680.00
CONTRACTS	26,000.00	Coastal Greenery palm tree pruning	15,164.13	45,360.87	35,500.00	56,420.74	16,800.00	8,870.00	12,640.00	19,725.00
BUILDING & EQUIPMENT RENTAL	47,390.12	Mowing equipment lease and tractor lease \$42K; telescoping forklift for planting large palm trees \$4K	17,417.96	12,751.92	47,390.12	15,925.94	9,192.14	718.25	10,709.98	7,795.37
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		28.99	57.99	0.00	151.60	0.00	20.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	15,900.00	Misc. small equipment, edgers, trimmers, blowers, chainsaws, etc. \$5.9K; telehandler Skid steer adapter \$2.5K; air compressor \$2.5K; plate tamp \$3K; fuel storage cabinet \$2K	13,804.77	18,126.64	16,281.00	14,108.37	26,930.39	3,312.61	2,991.46	9,533.53
INTEREST EXPENSE	0.00		0.00	0.00	0.00				0.00	0.00
TOTAL OPERATING EXPENSES	2,118,747.81		1,840,788.40	1,786,327.77	2,032,176.99	1,615,138.54	1,452,720.91	1,325,849.21	1,261,006.93	1,486,055.24
OPERATING INCOME	0.00	All expenses for this department are paid by Parking fees, plant sales and lease income.	216,298.85	366,410.39	0.00	512,164.77	218,730.66	48,892.22	321,349.71	(37,771.88)

PROPOSED BUDGET

Jekyll Island Authority -Landscape Planning
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	495,623.37	Tree Fund money to be applied against purchase of trees (\$27K); Parking fees allocated (\$469K)	493,070.89	378,737.14	493,070.89	4,142.43	0.00	0.00	0.00	0.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	495,623.37		493,070.89	378,737.14	493,070.89	4,142.43	0.00	0.00	0.00	0.00
EXPENSES										
PERSONNEL	347,115.80	3 FT Staff; 1 College Intern; Temporary Staffing Labor	291,589.98	312,105.35	311,105.31	240,927.38	0.00	0.00	0.00	0.00
MOTOR VEHICLE	4,830.00	Fuel and Repairs for vehicles and small equipment	2,996.31	2,599.35	4,830.00	1,660.25	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	71,835.00	Oyster shell, bulk soil & potting soil \$12K; Reforestation \$20K; Goodyear landscape \$15K; Purchase/repair of teak benches \$3K; landscape materials \$6K; uniforms, other	91,134.46	49,291.97	115,310.00	27,578.53	0.00	0.00	0.00	0.00
REPAIRS & MAINTENANCE	5,130.00	DOT shed renovations \$5K; Fire extinguisher maintenance	2,372.84	2,307.84	130.00	0.00	0.00	0.00	0.00	0.00
UTILITIES	583.56	Telephone expense	583.10	583.00	582.60	548.31	0.00	0.00	0.00	0.00
INSURANCE	5,189.01	Liability insurance \$1.7K; Workmen's Comp Insurance \$3.5K	4,715.76	4,715.76	5,102.97	0.00	0.00	0.00	0.00	0.00
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	2,000.00	ASLA Conference - Cliff	1,664.92	1,664.92	2,000.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,440.00	Conference and memberships	1,440.00	1,190.00	1,610.00	0.00	0.00	0.00	0.00	0.00
CONTRACTS	46,000.00	Hazardous tree removal \$26.4K; Historic District Tree trimming \$16K; Soil treatment of signature oaks \$3.6K	55,090.00	48,799.00	43,300.00	14,809.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	4,000.00	Miscellaneous equipment for special projects	142.03	142.03	4,000.00	92.97	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	7,500.00	Miscellaneous small equipment replacements \$3.8K; air spade kit \$2.5K; battery operated concrete mixer \$1.3K	2,519.96	2,519.96	5,100.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	495,623.37		454,249.36	425,919.18	493,070.88	285,616.44	0.00	0.00	0.00	0.00
OPERATING INCOME	0.00	Expenses for this department are paid by Parking fees and reimbursement from Tree Fund	38,821.53	(47,182.04)	0.01	(281,474.01)	0.00	0.00	0.00	0.00

PROPOSED BUDGET

Jekyll Island Authority - Facility Maintenance
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019	
REVENUES											
GROSS REVENUES	0.00		6,090.42	6,582.39	0.00	10,100.67	4,147.29	1,565.00	0.00	787.25	
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NET REVENUE	0.00		6,090.42	6,582.39	0.00	10,100.67	4,147.29	1,565.00	0.00	787.25	
EXPENSES											
PERSONNEL	1,185,360.27	12 FT employees; requesting 1 new position - Maintenance Technician	1,064,069.36	1,036,125.64	1,054,920.84	866,680.56	726,208.50	601,195.55	652,831.87	714,356.05	
MOTOR VEHICLE	19,091.63	Fuel for vehicles & equipment \$12.9K; vehicle R&M \$6K	17,978.55	17,270.90	18,224.87	18,188.19	16,617.92	12,371.37	10,430.37	15,263.75	
SUPPLIES & MATERIALS	15,320.01	Uniforms \$3K; replacement hand tools \$9K; office supplies \$1K, shop supplies, first aid supplies, bathroom & cleaning supplies	29,828.12	30,997.80	15,320.01	20,493.16	14,773.48	9,627.36	10,005.59	7,958.90	
REPAIRS & MAINTENANCE	46,342.50	General building R&M \$18K; Beach access repair \$10K; parking lot paint \$10K; Wharf repair \$3K; Equipment R&M \$2K; Maintenance agreements \$2K	39,173.21	18,825.97	46,342.50	19,798.94	61,239.25	42,291.87	27,442.94	50,116.64	
UTILITIES	26,426.17	Electricity \$13K; water/sewer \$3.5K ; trash fees \$5.5K; telephone \$5K	28,422.91	28,154.82	26,230.81	24,859.35	24,914.74	23,828.65	23,836.54	24,246.39	
INSURANCE	37,939.01	Worker's comp \$15K; liability insurance \$7.3K; vehicle insurance \$198; property insurance \$3K; fire fee \$12K	33,020.90	33,020.90	35,142.28	26,544.96	28,014.80	25,566.57	27,481.76	30,487.57	
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TRAVEL	100.00	Travel to pick up pumps	597.38	657.38	100.00	236.43	117.82	200.68	1,471.95	66.49	
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	6,385.46	Work order software subscription See-Click-Fix	4,315.50	0.00	4,315.50	6,877.65	5,181.52	0.00	4,017.32	4.50	
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	250.00	0.00	50.00	
BUILDING & EQUIPMENT RENTAL	0.00		120.39	120.39	0.00	0.00	0.00	0.00	0.00	825.00	
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
PRINTING & PUBLICATIONS	0.00		35.94	83.94	0.00	48.00	0.00	0.00	0.00	12.66	
EQUIPMENT PURCHASES <\$5K	7,700.00	Misc small tools and power tools - replacements, as needed	5,935.60	7,025.03	5,700.00	8,810.48	2,043.23	5,110.23	5,530.34	21,388.21	
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
TOTAL OPERATING EXPENSES	1,344,665.05		1,223,497.86	1,172,282.77	1,206,296.81	992,537.72	879,111.26	720,442.28	763,048.68	864,776.16	0
OPERATING INCOME	(1,344,665.05)		(1,217,407.44)	(1,165,700.38)	(1,206,296.81)	(982,437.05)	(874,963.97)	(718,877.28)	(763,048.68)	(863,988.91)	

PROPOSED BUDGET

Jekyll Island Authority -Vehicle & Equipment Maintenance
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	2,000.00	Sale of scrap metal and equipment	1,443.93	711.93	1,500.00	3,332.98	10,024.28	3,816.70	10,293.77	287.00
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	2,000.00		1,443.93	711.93	1,500.00	3,332.98	10,024.28	3,816.70	10,293.77	287.00
EXPENSES										
PERSONNEL	507,972.01	6 FT employees; includes benefit costs (retirement and health insurance)	501,492.08	485,392.36	508,086.72	460,258.79	392,232.17	360,156.57	397,322.89	368,584.36
MOTOR VEHICLE	20,400.00	Gas & diesel for general fleet vehicles \$2.4K; General fleet repairs \$18K	36,260.18	32,676.64	24,400.00	(7,155.61)	2,352.73	6,926.70	6,732.12	(22,300.23)
SUPPLIES & MATERIALS	16,507.02	Shop supplies (lubricants ,fittings, oil) \$9K; Uniforms \$2.9K; small tools \$3.6K	15,433.85	15,068.83	18,353.69	12,721.77	14,997.73	14,039.66	13,310.83	21,838.26
REPAIRS & MAINTENANCE	37,816.08	General building & equipment R&M \$15K; fuel tank inspection \$11K; garage management system \$8K; vehicle diagnostic service \$2K	38,762.33	32,591.19	37,816.08	25,538.79	29,138.75	31,414.43	28,653.00	23,014.31
UTILITIES	17,943.97	Electricity \$5.4K; water/sewer \$5.9K; trash fees \$5.5K; telephone \$1.2K	18,581.56	18,599.17	17,046.21	15,294.03	15,519.73	14,046.47	14,505.19	15,597.78
INSURANCE	13,823.23	Worker's comp \$7K; liability insurance \$3.4K; property insurance \$792; fire fee \$2.5K; vehicle insurance \$130	12,661.24	12,661.24	13,487.49	12,662.60	13,809.25	13,965.80	14,286.90	16,279.54
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	1,400.00	Travel for staff training and pickup or delivery of vehicles and equipment	958.06	458.06	1,400.00	413.62	1,138.21	30.62	1,406.66	358.16
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	1,772.00	Tag registration for vehicles; highway impact fees \$1.7K	3,770.00	3,758.00	1,772.00	1,311.10	208.00	1,246.50	1,286.00	5,277.19
CONTRACTS	0.00		0.00	0.00	0.00	161.00	0.00	240.50	3,040.25	500.00
BUILDING & EQUIPMENT RENTAL	1,132.08	Lease for gas tank for welding machine	683.52	832.08	0.00	918.41	933.10	880.85	0.00	163.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	237.32
PRINTING & PUBLICATIONS	62.32	Manuals & publications	0.00	0.00	62.32	0.00	0.00	0.00	22.99	1,619.56
EQUIPMENT PURCHASES <\$5K	1,800.00	Battery operated tool upgrades; tool set for service truck	1,818.98	4,315.61	1,800.00	6,066.58	8,661.31	827.35	5,329.09	8,345.79
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	620,628.71		630,421.80	606,353.18	624,224.51	528,191.08	478,990.98	443,775.45	485,895.92	439,515.04
OPERATING INCOME	(618,628.71)		(628,977.87)	(605,641.25)	(622,724.51)	(524,858.10)	(468,966.70)	(439,958.75)	(475,602.15)	(439,228.04)

PROPOSED BUDGET

Jekyll Island Authority -Water/Wastewater
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	1,820,438.22	No increase in water or wastewater fees for FY25 at this time; water \$710K, sewer \$801K; JIA water/sewer usage \$304K	1,834,561.45	1,813,875.40	1,782,528.70	1,767,907.17	1,796,033.19	1,813,166.43	1,678,116.59	1,335,751.14
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	1,820,438.22		1,834,561.45	1,813,875.40	1,782,528.70	1,767,907.17	1,796,033.19	1,813,166.43	1,678,116.59	1,335,751.14
EXPENSES										
PERSONNEL	994,624.73	10 FT employees; includes benefits (retirement & health insurance)	894,240.39	890,319.53	875,484.18	822,864.11	618,829.44	590,192.45	521,910.46	487,047.64
MOTOR VEHICLE	25,491.80	Fuel for vehicles, generator & equipment \$17K; Vehicle R&M \$8K	22,023.32	21,212.41	25,491.80	21,509.40	19,090.82	16,520.54	32,598.97	13,687.46
SUPPLIES & MATERIALS	104,752.99	Shop supplies \$39K; Chemicals \$29K; lab supplies \$24K; uniforms \$4.5K; other supplies	110,675.45	112,802.97	106,094.96	76,857.14	115,786.07	76,223.24	74,915.50	56,465.96
REPAIRS & MAINTENANCE	316,951.15	Building R&M \$11K; equipment R&M for motors, control systems, etc. \$49K; service contracts \$255K (includes water tank maint \$203K, required EPD testing, fuel tank testing, etc.); Roads & Grounds R&M \$1.2K	311,518.15	315,612.49	309,282.31	280,676.43	372,717.45	339,629.18	305,349.47	166,029.05
UTILITIES	146,235.54	Electricity \$124K; Water/sewer \$12K; fuel \$4K; telephone \$3.5K; trash fees \$2K	142,007.66	137,969.64	136,023.63	129,729.20	134,315.70	115,512.54	110,545.58	144,041.98
INSURANCE	168,102.95	Worker's comp \$12K; liability insurance \$5.6K; property insurance \$29K; fire fee \$121K; vehicle insurance \$1.2K	152,798.48	152,798.48	161,847.30	79,932.13	81,483.58	75,447.07	75,431.83	74,231.24
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	104.00	0.00	0.00	0.00	50.00
TRAVEL	3,100.00	On call mileage; travel for lab school and conference	1,997.48	1,697.48	3,100.00	1,578.95	1,498.59	2,301.70	2,242.10	1,521.16
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	6,876.86	Conferences, schools, memberships	7,638.36	7,908.36	6,876.86	5,483.23	5,810.81	4,198.86	6,150.89	6,425.00
CONTRACTS	11,300.00	USGS Salt water infiltration study \$7.7K; sludge & grit removal \$3.6K	77,673.87	29,671.87	73,800.00	21,941.43	15,183.39	12,555.24	6,190.01	10,731.16
BUILDING & EQUIPMENT RENTAL	3,829.80	Copier rental and copy fees	4,228.62	3,632.06	5,464.45	3,525.52	4,036.17	2,218.76	1,414.84	0.00
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	261.99	0.00	348.43	0.00	0.00	198.94	0.00
EQUIPMENT PURCHASES <\$5K	2,499.00	Small equipment replacements \$1K; Emergency cut off saw \$1.5K	4,149.79	1,739.37	3,700.00	11,796.76	2,685.27	8,167.97	6,950.06	23,684.16
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,783,764.82		1,728,951.57	1,675,626.65	1,707,165.49	1,456,346.73	1,371,437.29	1,242,967.55	1,143,898.65	983,914.81
OPERATING INCOME	36,673.40	Amount set aside for Water/Wastewater reserve funds to be used for future facility & equipment upgrades	105,609.88	138,248.75	75,363.21	311,560.44	424,595.90	570,198.88	534,217.94	351,836.33

PROPOSED BUDGET

Jekyll Island Authority -Sanitation
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	770,505.52	Residential and commercial trash fees \$372K (3.7% rate increase in curbside service and \$2.50 rate increase in backdoor service); JIA trash fees \$220K; Allocation from parking fee \$179K	745,394.21	721,947.32	721,605.45	604,427.35	618,252.42	570,704.92	562,196.28	543,115.51
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NET REVENUE	770,505.52		745,394.21	721,947.32	721,605.45	604,427.35	618,252.42	570,704.92	562,196.28	543,115.51
EXPENSES										
PERSONNEL	296,813.20	3 FT staff; includes benefits	305,603.79	308,453.65	279,932.91	292,346.24	254,423.36	221,162.89	211,933.91	196,258.47
MOTOR VEHICLE	18,093.93	Fuel for vehicles and equipment \$7K; Routine vehicle maintenance and repairs \$11K (includes garbage truck repair)	22,152.65	24,778.92	18,093.93	23,479.31	19,761.98	12,075.72	30,560.58	31,702.28
SUPPLIES & MATERIALS	13,737.80	Cleaning Supplies, uniforms and small tools \$700; replacement 30 or 96 gallon trash cans \$13K	5,003.60	379.60	5,237.80	166.00	651.48	674.80	958.80	1,761.67
REPAIRS & MAINTENANCE	7,531.84	General equipment R&M; tracks for skid steer \$6K; gate maintenance	450.00	0.00	1,000.00	271.90	2,296.73	661.01	221.49	613.87
UTILITIES	311.42	Water/sewer fees	356.94	462.36	311.42	631.98	298.92	1,749.98	268.26	291.42
INSURANCE	5,553.78	Worker's comp \$3.5K; liability insurance \$2K; vehicle insurance \$365	5,093.64	5,093.64	5,401.17	5,115.48	5,726.56	4,902.43	5,101.16	5,957.38
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	103.00	0.00	0.00	0.00
CONTRACTS	412,422.38	Waste Management (3.7% increase in curbside service, \$2.50 increase in backdoor service), hauling/dumping fees; Includes \$20K for grinding fees	383,443.53	344,867.87	395,587.05	407,170.55	355,056.56	287,610.16	248,486.68	381,671.16
BUILDING & EQUIPMENT RENTAL	16,041.17	Roll-off rental, screen rental for grinding project	8,480.63	5,080.63	16,041.17	12,641.17	17,781.50	4,690.00	90,824.40	8,684.98
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	770,505.52		730,584.78	689,116.67	721,605.45	741,822.63	656,100.09	533,526.99	588,355.28	626,941.23
OPERATING INCOME	0.00	Includes allocation of \$179K from Parking fees to cover cost of landfill grinding and trash pickup in public areas	14,809.43	32,830.65	0.00	(137,395.28)	(37,847.67)	37,177.93	(26,159.00)	(83,825.72)

PROPOSED BUDGET

Jekyll Island Authority -McCormick's Grill
FY2025 Budget

Location Leased out since FY2021

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	0.00		0.00	0.00	0.00	0.00	0.00	223,281.83	404,710.49	475,951.48
COST OF GOODS SOLD	0.00		0.00	0.00	0.00	0.00	0.00	122,162.57	174,351.33	197,724.97
NET REVENUE	0.00		0.00	0.00	0.00	0.00	0.00	101,119.26	230,359.16	278,226.51
EXPENSES										
PERSONNEL	0.00		0.00	0.00	0.00	0.00	0.00	128,664.44	232,719.35	251,109.19
MOTOR VEHICLE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUPPLIES & MATERIALS	0.00		0.00	0.00	0.00	0.00	0.00	24,303.36	30,862.32	39,558.70
REPAIRS & MAINTENANCE	0.00		0.00	0.00	0.00	0.00	0.00	17,272.75	19,762.81	17,674.32
UTILITIES	0.00		0.00	0.00	0.00	0.00	0.00	31,188.10	37,164.50	41,559.74
INSURANCE	0.00		0.00	0.00	0.00	0.00	0.00	4,626.59	4,793.52	5,682.38
ADVERTISING & PROMOTION	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	149.02
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	0.00		0.00	0.00	0.00	0.00	0.00	899.55	2,545.40	2,400.00
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	830.00	215.95	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	1,514.36	5,274.30	9,094.94
CREDIT CARD FEES & BANK FEES	0.00		0.00	0.00	0.00	0.00	0.00	6,831.15	8,100.06	4,873.14
PRINTING & PUBLICATIONS	0.00		0.00	0.00	0.00	0.00	0.00	160.00	319.88	1,270.66
EQUIPMENT PURCHASES <\$5K	0.00		0.00	0.00	0.00	0.00	0.00	1,094.06	1,181.31	3,454.24
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	0.00		0.00	0.00	0.00	0.00	0.00	217,384.36	342,939.40	379,826.33
OPERATING INCOME	0.00		0.00	0.00	0.00	0.00	0.00	(116,265.10)	(112,580.24)	(101,599.82)

PROPOSED BUDGET

Jekyll Island Authority - Convention Center
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	5,746,147.00	Based on actual bookings plus estimated pickup business of \$407K	6,010,410.95	6,249,604.12	5,234,538.00	6,196,506.67	4,604,916.20	1,622,624.73	2,947,038.51	4,510,465.79
COST OF GOODS SOLD	580,413.08	Cost of food and alcohol sold	513,148.36	501,753.14	551,700.29	477,011.28	376,293.80	150,359.46	237,706.11	386,583.61
NET REVENUE	5,165,733.92		5,497,262.59	5,747,850.98	4,682,837.71	5,719,495.39	4,228,622.40	1,472,265.27	2,709,332.40	4,123,882.18
EXPENSES										
PERSONNEL	246,857.50	Temp staffing service labor and contract security services - wages higher; higher event volume	170,422.19	170,698.15	182,925.00	202,793.45	140,258.92	53,979.67	78,991.62	163,696.88
MOTOR VEHICLE	625.00	Gas for pressure washer and diesel for generator - no vehicle	598.87	598.87	220.00	0.00	0.00	337.08	141.31	692.52
SUPPLIES & MATERIALS	156,510.00	Food service supplies \$89K; linens \$20K; bathroom/cleaning supplies \$31K; uniforms \$2.9K; decorations \$7K; office supplies, flags, postage, small tools	127,418.98	153,944.94	148,885.00	170,869.66	161,272.20	44,388.72	58,562.04	100,516.29
REPAIRS & MAINTENANCE	333,828.29	General Building R&M \$26K; Exterior lights \$45K; Door repairs \$15K; HVAC repairs \$63K; upgrade vent and exhaust for generator \$17K; maintenance service contracts \$90K	378,218.11	507,871.31	526,393.79	440,238.72	207,996.08	108,583.54	136,903.03	143,465.83
UTILITIES	431,702.68	Electricity \$359K; fuel \$19K; water/sewer \$2K; trash \$29K; internet \$16K; telephone \$7K	446,573.32	432,199.54	406,526.50	385,969.03	336,311.83	224,828.85	320,812.33	321,933.71
INSURANCE	309,828.16	General liability insurance \$100K; fire fee \$172K; property insurance \$38K	307,892.54	303,989.74	269,172.33	232,055.89	181,994.87	185,224.93	194,317.45	187,059.10
ADVERTISING & PROMOTION	1,500.00	Employee appreciation program	0.00	659.00	0.00	4,889.00	0.00	0.00	59.29	0.00
TRAVEL	0.00	SMG travel is included in contract expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	32,166.00	Health inspections; alcohol license; organizational memberships; software programs for event booking, accounting, training, etc	32,981.14	32,226.96	39,588.00	14,979.81	18,514.35	11,258.40	15,273.45	14,253.77
CONTRACTS	2,406,550.92	Contract fee \$140K; SMG staff and benefits \$2M; incentive \$135K; Payroll processing \$26K	2,153,978.20	2,174,024.54	2,241,231.86	2,101,159.71	1,776,286.81	933,497.04	1,790,410.95	2,023,092.62
BUILDING & EQUIPMENT RENTAL	7,595.00	Copier, chair cleaner, Ecolab (dishwasher) rental	11,322.90	11,698.59	5,750.00	7,854.80	9,873.78	8,778.91	11,696.25	9,097.16
CREDIT CARD FEES & BANK FEES	7,022.00	Credit card processing fees	5,150.48	6,015.36	8,000.00	7,512.80	5,973.70	3,633.96	5,172.54	7,812.61
PRINTING & PUBLICATIONS	300.00	Business cards, drink tickets, etc.	343.32	93.32	550.00	1,101.05	26.00	813.01	12.48	281.29
EQUIPMENT PURCHASES <\$5K	50,542.00	General small equipment replacement (coffee urns, tables, beverage carts, internet equipment, radios, etc)	8,036.99	8,068.47	13,000.00	18,535.70	14,773.23	744.62	1,452.79	1,588.35
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,985,027.55		3,642,937.04	3,802,088.79	3,842,242.48	3,587,959.62	2,853,281.77	1,576,068.73	2,613,805.53	2,973,490.13
OPERATING INCOME	1,180,706.37		1,854,325.55	1,945,762.19	840,595.23	2,131,535.77	1,375,340.63	(103,803.46)	95,526.87	1,150,392.05

PROPOSED BUDGET

Jekyll Island Authority - Tennis
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	197,635.91	Memberships \$39K; tennis fees \$14K; Concession Sales \$42K; lessons \$37K; tournaments \$62K; repair income; equipment rental	167,650.27	176,364.30	168,107.50	160,977.77	142,873.17	154,180.32	110,120.69	124,768.30
COST OF GOODS SOLD	25,644.64	Cost of goods sold	9,581.61	9,955.24	14,379.79	12,999.86	9,000.79	7,132.74	5,696.16	9,273.06
NET REVENUE	171,991.27		158,068.66	166,409.06	153,727.71	147,977.91	133,872.38	147,047.58	104,424.53	115,495.24
EXPENSES										
PERSONNEL	64,603.38	Part time shop staff and court maintenance staff; Allocation from Admin for cost of Sr. Director of Amenities	57,777.54	51,651.19	69,449.76	73,306.14	65,688.00	41,184.46	38,634.73	41,921.29
MOTOR VEHICLE	600.00	Fuel for court equipment	255.04	180.86	600.00	401.49	668.64	818.25	307.98	179.47
SUPPLIES & MATERIALS	37,804.13	Tournament expenses \$30K (referees, shirts, trophies, etc.); Court materials, irrigation supplies, office supplies, nets, balls, postage	43,109.92	39,817.72	43,538.27	48,966.04	36,390.43	37,868.83	24,637.12	18,410.05
REPAIRS & MAINTENANCE	7,258.50	Building R&M \$4.8K; Service contracts \$2K (pest control; fire extinguisher service; camera inspection and service); Equipment R&M \$500	18,491.53	31,912.58	12,258.50	17,126.31	1,143.41	2,511.66	2,525.95	8,347.78
UTILITIES	24,452.05	Electricity \$3.8K; water/sewer \$11K; trash fees \$4K; cable/internet \$3K; telephone \$2K	28,068.41	26,605.73	23,989.99	20,468.67	24,449.05	22,473.11	27,634.87	26,401.28
INSURANCE	2,184.29	Property insurance \$397; fire fees \$1.8K	2,160.55	2,160.55	2,105.47	1,563.05	1,567.33	1,553.65	1,553.77	1,459.32
ADVERTISING & PROMOTION	10,000.00	Marketing expense	0.00	0.00	5,000.00	0.00	0.00	6,000.00	12,184.14	3,814.00
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	621.00	Tournament sanction fees	99.00	0.00	621.00	0.00	0.00	107.89	99.00	0.00
CONTRACTS	126,932.98	Tennis pro \$94K; Active network fees \$2.4 K; Lessons paid to Tennis Pros \$30K.	94,329.66	98,780.27	93,968.98	93,494.71	74,615.75	103,018.87	70,389.01	77,247.62
BUILDING & EQUIPMENT RENTAL	0.00		1,531.34	1,531.34	0.00	0.00	0.00	472.23	0.00	0.00
CREDIT CARD FEES & BANK FEES	3,705.67	Credit card processing fees; estimated at 75% of sales at 2.5% rate	3,087.75	3,586.62	3,152.02	2,675.22	2,059.74	2,000.95	1,656.41	1,793.78
PRINTING & PUBLICATIONS	0.00		190.00	190.00	0.00	290.19	0.00	0.00	0.00	12.66
EQUIPMENT PURCHASES <\$5K	1,000.00	Miscellaneous small equipment replacements	1,164.56	864.56	500.00	1,911.63	0.00	1,176.83	0.00	199.89
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	279,162.00		250,265.30	257,281.42	255,183.99	260,203.45	206,582.35	219,186.73	179,622.98	179,787.14
OPERATING INCOME	(107,170.73)		(92,196.64)	(90,872.36)	(101,456.28)	(112,225.54)	(72,709.97)	(72,139.15)	(75,198.45)	(64,291.90)

PROPOSED BUDGET

Jekyll Island Authority - Mini-Golf, Bikes & Playground
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	488,961.24	Concession sales \$35K; bicycle rentals \$149K; Mini-golf admission fees \$306K	457,069.66	446,987.48	506,448.90	469,040.17	514,296.22	489,600.07	285,634.60	375,624.04
COST OF GOODS SOLD	14,479.17	Cost of concessions sold	18,066.93	17,107.57	16,744.00	13,864.20	15,207.66	10,690.96	11,224.45	12,948.00
NET REVENUE	474,482.07		439,002.73	429,879.91	489,704.90	455,175.97	499,088.56	478,909.11	274,410.15	362,676.04
EXPENSES										
PERSONNEL	188,397.80	Requesting 1 FT Manager in FY25; 5% of Director of Amenities salary; Guest service staff is all PT \$90K	123,354.15	119,301.29	120,443.54	111,922.83	94,094.44	72,118.81	65,897.41	80,231.71
MOTOR VEHICLE	379.00	Gas and general repairs and maintenance for truck at bike barn	160.67	94.67	470.00	292.81	207.05	122.72	10.49	274.35
SUPPLIES & MATERIALS	10,787.09	Putters, balls, helmets, bells for bikes; uniforms; small tools	8,835.18	9,678.26	6,666.06	7,674.16	4,324.49	4,695.62	7,220.00	10,366.89
REPAIRS & MAINTENANCE	32,850.50	General maintenance \$5K; Lighthouse repair \$2K; mulch for playground \$5K; repair turf and pressure wash courses \$14K; equipment repairs \$1K; service contracts \$1.4K	48,950.71	91,440.09	12,450.50	46,421.09	61,564.54	4,144.80	3,987.31	8,839.97
UTILITIES	8,260.46	Electricity \$2.4K; water/sewer \$393; trash \$3.6K; internet \$1.3K; telephone \$580	8,579.38	8,536.60	7,745.93	7,632.18	7,720.79	9,231.37	8,720.25	9,434.02
INSURANCE	2,510.80	Workers comp insurance \$1.1K; liability insurance \$561; fire fees & property insurance	844.66	844.66	750.40	5,356.15	933.24	909.20	909.28	854.00
ADVERTISING & PROMOTION	10,000.00	Advertising and social media expenses	4,800.00	300.00	6,000.00	0.00	1,250.00	0.00	128.07	2,893.01
TRAVEL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	250.00	Bicycle license	0.00	0.00	250.00	250.00	0.00	250.00	250.00	(250.00)
CONTRACTS	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BUILDING & EQUIPMENT RENTAL	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CREDIT CARD FEES & BANK FEES	11,001.63	Credit card processing fees; based on 90% of revenues at 2.5% rate	11,762.16	12,038.53	9,495.92	12,373.19	13,230.90	10,376.15	6,374.09	7,693.40
PRINTING & PUBLICATIONS	0.00	Bike forms, score cards	36.50	36.50	1,210.83	1,638.42	1,541.94	1,037.42	656.31	2,853.98
EQUIPMENT PURCHASES <\$5K	20,000.00	Adult bikes & kids bikes; plan to add bikes at Mosaic and 31-81	11,760.70	1,760.70	11,000.00	10,352.48	12,385.00	11,579.89	(689.30)	13,991.89
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	284,437.28		219,084.11	244,031.30	176,483.18	203,913.31	197,252.39	114,465.98	93,463.91	137,183.22
OPERATING INCOME	190,044.79		219,918.62	185,848.61	313,221.72	251,262.66	301,836.17	364,443.13	180,946.24	225,492.82

PROPOSED BUDGET

Jekyll Island Authority - Summer Waves
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	3,533,064.17	Admission fees \$2.5M; Season passes \$225K; Concession sales \$192K; cabana rentals \$248K; locker rental \$101K; group sales \$154K; Lease revenue \$100K	3,702,572.94	3,540,501.20	3,526,075.20	3,396,316.47	2,962,144.34	2,254,496.55	1,627,568.49	2,666,042.20
COST OF GOODS SOLD	93,973.95	Cost of merchandise sold budgeted at 49% of Concession Sales based on history	101,661.44	87,842.29	96,747.85	93,066.76	91,780.12	69,576.99	54,621.00	49,481.61
NET REVENUE	3,439,090.22		3,600,911.50	3,452,658.91	3,429,327.35	3,303,249.71	2,870,364.22	2,184,919.56	1,572,947.49	2,616,560.59
EXPENSES										
PERSONNEL	964,839.88	4 FT staff; Seasonal staff \$585K; GSP (security) and temp service labor \$17.8K; allocation for Sr. Director of Amenities; benefits for FT staff	878,067.61	772,348.61	1,005,675.81	701,551.39	537,123.56	477,417.10	432,034.06	525,125.69
MOTOR VEHICLE	900.00	Fuel for pumps and equipment	927.56	882.18	955.00	901.70	735.58	767.23	1,285.31	453.67
SUPPLIES & MATERIALS	269,150.00	Chemicals for pools \$98K; bathroom/cleaning supplies \$11K; waterpark supplies (life jackets, tubes, rescue tubes) \$32K; uniforms \$17K; Replacement cabana furniture, lounge chairs, tables, trash cans \$54.5K; office supplies; tools, etc.	241,327.35	241,939.28	256,000.00	243,817.13	184,699.72	130,794.05	118,952.77	123,834.41
REPAIRS & MAINTENANCE	381,426.41	Repaint & gel coat slides \$50K; sandblast F-3 tower \$43K; Pirates Tower roof \$20K; repair Wave Pool plumbing \$40K; concrete repairs \$40K; Equipment repair & Maintenance \$73K; general slide and building maintenance \$67K	355,798.75	510,387.83	342,686.41	474,559.27	366,347.28	128,313.80	250,310.47	319,700.33
UTILITIES	275,207.98	Electricity \$230K; water/sewer \$36K; internet \$7.3K; telephone \$2K	280,474.11	277,882.99	253,867.47	254,826.50	240,419.31	235,727.87	223,803.69	231,470.76
INSURANCE	27,740.35	Worker's comp \$4.7K; liability insurance \$2.2K; property insurance \$3.8K; fire fee \$17K	24,669.53	24,669.53	26,864.49	10,818.68	11,221.44	10,511.23	10,585.56	11,122.36
ADVERTISING & PROMOTION	120,895.33	Summer Waves specific advertising & media expenses	109,772.96	133,634.33	100,000.00	130,994.17	69,607.53	53,475.00	58,526.32	100,901.95
TRAVEL	3,000.00	IAAPA Show in Orlando; Assoc of Aquatic Professionals membership	278.67	278.67	4,000.00	0.00	237.72	0.00	4,632.61	681.44
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	17,046.24	Health & ride inspections; Splash Radio; BMI fees; Lifeguard trainer certification; adding CAC Autism certification \$12K in FY25	6,297.33	6,297.33	4,066.24	3,219.66	2,189.99	1,070.00	4,059.43	2,028.00
CONTRACTS	127,240.00	General Manager contract & incentive; Trash compactor svc; Palm tree trimming & spreading mulch.	115,319.08	114,524.08	117,508.00	114,649.16	110,001.01	102,654.54	88,892.64	91,284.25
BUILDING & EQUIPMENT RENTAL	11,481.74	Copier rental; heavy equipment rental; CO2 tank rental; Allied Chemical tank rental	15,828.53	13,110.92	27,475.00	18,706.94	54,066.34	30,126.88	25,270.21	5,573.95
CREDIT CARD FEES & BANK FEES	37,494.00	Credit card processing fees; Based on 45% of sales (excluding lease fees & uniforms) at 2.5% rate	34,484.59	22,505.22	37,346.63	24,042.27	17,388.49	9,681.95	22,850.97	28,435.90
PRINTING & PUBLICATIONS	3,800.00	Tickets; handouts; new signs	1,110.69	193.69	4,807.68	2,709.04	4,765.68	8,862.46	5,539.78	3,614.06
EQUIPMENT PURCHASES <\$5K	10,500.00	Chlorine pump \$3.2K; Aquatic wheel chairs (2) \$4.8K; pool vacuum \$2.5K	5,582.97	6,817.97	4,900.00	6,953.73	4,482.72	9,092.98	5,251.81	22,230.20
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	2,250,721.93		2,069,939.73	2,125,472.63	2,186,152.73	1,987,749.64	1,603,286.37	1,198,495.09	1,251,995.63	1,466,456.97
OPERATING INCOME	1,188,368.29		1,530,971.77	1,327,186.28	1,243,174.62	1,315,500.07	1,267,077.85	986,424.47	320,951.86	1,150,103.62

PROPOSED BUDGET

Jekyll Island Authority - Campground
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	3,195,920.79	Site rental \$2.7M; Concession sales \$163K; Propane sales \$24.8K; Bike Rentals \$14.7K; washing machines \$11.4K; camping fees (pet fee, late check out fees, transaction fees, etc.) \$240K; new section expected to open in January.	2,971,949.09	2,873,610.93	3,007,725.46	2,766,426.33	2,399,520.23	2,202,598.66	1,707,327.35	1,611,348.01
COST OF GOODS SOLD	116,633.76	Cost of merchandise and propane sold	111,128.71	109,472.13	113,055.18	104,505.10	82,674.59	86,879.71	75,142.28	67,867.25
NET REVENUE	3,079,287.03		2,860,820.38	2,764,138.80	2,894,670.28	2,661,921.23	2,316,845.64	2,115,718.95	1,632,185.07	1,543,480.76
EXPENSES										
PERSONNEL	547,619.22	5 FT employees; Requesting 1 additional park service position for new campsites opening in January; PT guest services staff	367,153.88	332,935.97	407,490.77	329,802.12	278,180.48	235,252.50	261,101.85	252,135.79
MOTOR VEHICLE	1,867.86	Fuel and general R&M	1,615.98	1,267.37	1,998.33	1,267.97	1,690.31	1,229.88	1,676.43	4,209.50
SUPPLIES & MATERIALS	24,616.89	Bathroom/cleaning supplies \$13K; office supplies \$3.6K; shop supplies \$2.4K; uniforms \$1K; small tools, bird seed	24,464.61	23,270.41	29,366.34	24,263.74	26,898.66	22,257.93	33,550.57	32,105.99
REPAIRS & MAINTENANCE	18,431.50	General building R&M \$7K; Road repairs \$7K; general equipment R&M \$3K; maintenance contracts \$1.4K	15,160.95	9,523.70	16,431.50	7,535.10	13,561.82	15,911.85	17,217.43	34,782.52
UTILITIES	272,824.95	Electricity \$176K; water/sewer \$36K; internet & cable \$54K; telephone \$2.5K; propane \$4.5K. Expenses are expected to be higher due to adding 50 new campsites in January.	278,126.11	269,993.77	269,303.30	236,844.01	262,837.44	265,485.75	242,151.47	230,966.80
INSURANCE	16,182.26	Worker's comp \$7K; liability insurance \$3.4K; property insurance \$1K; fire fee \$4.7K	12,932.91	12,932.91	14,118.14	8,085.85	8,645.47	7,713.43	7,812.64	7,149.41
ADVERTISING & PROMOTION	15,027.20	Good Sam Publication advertising \$10K; Advertising for new sites \$5K	12,527.20	10,027.20	30,000.00	9,768.00	9,482.32	9,103.25	86.17	153.19
TRAVEL	1,300.00	NASPD Conference	0.00	0.00	0.00	0.00	0.00	0.00	1,425.10	1,091.93
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	4,135.00	Health inspection fee; alcohol license for JIA and GA	435.00	435.00	535.00	535.00	535.00	535.00	1,500.00	1,620.00
CONTRACTS	26,873.37	Tree trimming & stump grinding \$14K; trash compactor svc \$13K	26,039.69	11,007.83	33,376.08	14,786.87	15,421.11	7,000.00	23,423.97	25,790.83
BUILDING & EQUIPMENT RENTAL	8,013.00	Trash compactor rental \$3.4K; UTV rental \$4.6K	8,341.74	5,325.91	22,268.94	3,091.10	5,772.49	9,169.85	8,598.93	3,851.01
CREDIT CARD FEES & BANK FEES	127,836.83	Credit card processing fees	114,316.49	115,033.64	132,000.00	123,672.19	55,378.64	40,193.92	30,658.34	33,562.94
PRINTING & PUBLICATIONS	71.51	Miscellaneous printing	221.07	21.07	700.00	74.09	337.13	3,209.64	10,482.67	12,638.23
EQUIPMENT PURCHASES <\$5K	11,000.00	Fire rings	679.66	679.66	1,000.00	4,477.16	1,993.13	519.79	6,782.44	16,176.08
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	1,075,799.59		862,015.29	792,454.44	958,588.40	764,203.20	680,734.00	617,582.79	646,468.01	656,234.22
OPERATING INCOME	2,003,487.44		1,998,805.09	1,971,684.36	1,936,081.88	1,897,718.03	1,636,111.64	1,498,136.16	985,717.06	887,246.54

PROPOSED BUDGET

Jekyll Island Authority - Golf
FY2025 Budget

	Budget FY2025	Comments	Projected FY2024	Rolling 12 months	Budget FY2024	Actual FY2023	Actual FY2022	Actual FY2021	Actual FY2020	Actual FY2019
REVENUES										
GROSS REVENUES	3,168,953.45	Memberships \$621K; greens fees \$956K; golf cart rentals \$467K; golf card sales \$112K; concession sales \$504K; tournament \$259K; Driving range \$53K; Lease income \$84K	2,987,079.14	3,272,083.75	2,557,116.99	3,376,241.00	3,122,141.61	2,525,223.81	1,806,822.53	2,096,865.30
COST OF GOODS SOLD	309,034.14	Cost of merchandise sold; estimated at 60% based on history	267,116.89	274,882.70	220,927.84	264,785.58	251,028.34	237,282.81	137,490.41	179,812.98
NET REVENUE	2,859,919.31		2,719,962.25	2,997,201.05	2,336,189.15	3,111,455.42	2,871,113.27	2,287,941.00	1,669,332.12	1,917,052.32
EXPENSES										
PERSONNEL	2,043,165.08	Golf has 4 FT staff; GCM has 18 FT staff; PT labor \$272K; temp service staffing \$27.6K	1,768,267.44	1,698,066.83	2,000,036.26	1,581,912.43	1,428,312.31	1,262,803.09	1,253,458.20	1,338,481.89
MOTOR VEHICLE	54,226.43	Gas and diesel for equipment and vehicles \$53K; general vehicle R&M \$285	50,169.02	44,182.31	65,657.11	59,674.44	55,315.09	30,046.30	34,158.76	43,979.42
SUPPLIES & MATERIALS	537,008.82	Chemicals/fertilizers \$424K; irrigation supplies \$8.3K; uniforms \$7.9K; sand/soil \$15K; golf course supplies \$19K; Special events supplies - Paulk Cup tournament \$29.4K	649,105.59	572,872.91	650,823.74	600,062.37	522,702.66	437,190.01	444,410.87	549,471.48
REPAIRS & MAINTENANCE	105,192.80	General R&M \$10.2K; cart path repairs & bench repair kits \$9K; General equipment R&M \$72K; Service contracts \$15K (A/C maint; pest control; Waste2Water; Trackman system)	132,977.55	144,826.92	107,134.20	133,964.98	123,520.41	150,209.00	67,785.64	93,732.80
UTILITIES	122,948.04	Electricity \$79K; water/sewer \$18K; trash fees \$18K; internet \$3.3K; telephone \$4.8K	127,061.41	126,593.05	113,427.23	107,877.69	108,459.97	100,264.89	105,434.17	99,105.14
INSURANCE	75,824.63	General liability insurance on carts and equipment \$7K; Liability insurance \$12K; Workers comp \$26K; fire fees \$23.5K; property insurance \$7.1K	70,014.04	70,014.04	76,804.81	61,146.32	67,135.12	61,191.20	61,531.14	65,214.11
ADVERTISING & PROMOTION	15,000.00	Golf-specific advertising and Facebook ads; Jekyll Jr Invitational \$5K, new membership drive \$5K, Paulk Cup advertising \$5K	4,620.00	3,000.00	10,444.28	3,624.28	1,000.00	15,400.00	667.40	3,426.56
TRAVEL	5,000.00	PGA show; National conference; chapter meetings, travel for training	3,520.14	3,520.14	5,000.00	2,047.04	700.22	0.00	4,452.94	1,782.00
LICENSES, REGISTRATIONS & SUBSCRIPTIONS	7,842.00	PGA dues; US Golf Assoc; Walter Travis Society; Audubon certification; National meeting	7,197.50	6,592.50	8,092.00	7,423.27	5,803.00	5,413.00	6,907.00	4,532.00
CONTRACTS	4,000.00	Tree/stump work	4,120.00	120.00	4,000.00	2,499.00	4,995.00	2,787.71	21,789.55	19,304.07
BUILDING & EQUIPMENT RENTAL	556,824.42	Copier rental; golf cart lease with GPS feature; Golf cart utility vehicles, equipment leases, and rentals for path maintenance	572,929.67	564,967.02	547,433.54	535,605.78	484,885.82	469,615.33	434,815.40	374,857.87
CREDIT CARD FEES & BANK FEES	66,469.01	Credit card processing fees (85% of sales at 2.5% fee)	74,056.47	85,473.53	47,233.44	82,550.49	64,987.22	46,071.70	32,722.03	42,018.58
PRINTING & PUBLICATIONS	12,700.00	Printing tickets, registration, program course signs, golf tickets, etc; printing scorecards with new logos for each course.	4,953.79	8,380.40	2,120.00	13,396.15	8,624.68	2,691.94	3,327.20	1,765.82
EQUIPMENT PURCHASES <\$5K	8,980.00	General Small equipment replacement - Golf Course Maint \$5.8K; pull carts \$3.2K	5,662.73	4,616.59	10,280.00	31,093.27	6,597.26	7,134.73	7,253.51	8,690.97
INTEREST EXPENSE	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING EXPENSES	3,615,181.23		3,474,655.35	3,333,226.24	3,648,486.61	3,222,877.51	2,883,038.76	2,590,818.90	2,478,713.81	2,646,362.71
OPERATING INCOME	(755,261.92)		(754,693.10)	(336,025.19)	(1,312,297.46)	(111,422.09)	(11,925.49)	(302,877.90)	(809,381.69)	(729,310.39)

Capital Equipment and Projects Requests

June 18, 2024

Project	Amount	Department	Funding	Comments
Equipment:				
HVAC replacement	50,000.00	Beach Village	Beach Village Improvement Fund	General replacement of original equipment as they expire
Used Golf Carts - Purchase from Great Dunes (4)	20,000.00	JIA-wide	Current year funds	Purchase of four gently used golf carts from Great Dunes for departments
Public Safety/Convention Center DAS	400,000.00	JIA-wide	Current year funds	Radio and LTE signal boosters. Need Dark fiber installed prior to this addition
Vehicle replacements	80,000.00	JIA-wide	Current year funds	Park Services, Landscaping, Roads & Grounds, Campground
Indoor & outdoor furniture & fixtures - Campground	55,000.00	Campground	Current year funds	FF&E for new Campground Store
Security gate for old entrance	10,000.00	Campground	Current year funds	This will be a passive gate similar to the airport for emergency exit only
Toro Workman for (Landscape/Greenhouse)	31,000.00	Landscaping	Public Improvement Fund	Replacement - current workman is no longer repairable
Big John 40" tree spade	22,000.00	Landscaping	Public Improvement Fund	Will be used on golf course project; transplanting trees, etc.
Mini excavator for Roads and Grounds	108,000.00	Roads & Grounds	Current year funds	Existing 6 yr old mini-excavator will be available for other departments
Scag Mowers (2)	35,000.00	Roads & Grounds	Public Improvement Fund	Replace one and send other older one to the Campground
Upgrade Fire system sensors/smoke detection	60,000.00	Convention Center	Current year funds	Life safety issue; adding detectors in back service hall
Dance floor 40x40 lockable with racking kart	57,000.00	Convention Center	Current year funds	Current dance floor needs replacing
Kitchen Cooler/Freezer Floors replacement	36,000.00	Convention Center	Current year funds	Diamond Plate Floors in 1 Freezer and 3 Coolers
6'x12" Dump trailer	9,000.00	Landscape Planning	Public Improvement Fund	Trailer to haul materials for special projects
Dump Trailer	13,500.00	Water/Wastewater	Water/Wastewater Fund	Would eliminate need for current rental and hauling fees.
Motor Control Center @WT 4	150,000.00	Water/Wastewater	Water/Wastewater Fund	Current MCC installed in 1975 and parts are unavailable now
Replacement of service lines (phase 1)	50,000.00	Water/Wastewater	Water/Wastewater Fund	Possible lead lines will be first phase of replacement
Replacement of galvanized lines (phase 1)	50,000.00	Water/Wastewater	Water/Wastewater Fund	Beachview side streets
Floor scrubber	6,800.00	Convention Center	Current year funds	Scrubber for cleaning tiles
Total Equipment requests	1,243,300.00			
Projects:				
Engineering for Pirates Passage slide renovation	56,000.00	Summer Waves	Current year funds	Engineering/design for future slide renovation
Paint park buildings	40,000.00	Summer Waves	Current year funds	Includes color change from yellow
Park lighting in parking lot (remaining section)	25,000.00	Summer Waves	Current year funds	Will use light poles we have, need the bases, lights, etc for project
North End Monopole (Remove Cell Antennas from WT 5)	310,000.00	JIA-wide	Current year funds	Monopole will provide better revenue with less overall cost YTY
Fan Terminal for HVAC	13,000.00	Convention Center	Current year funds	Current fan terminal is faulty
Ben Porter floor - replacement	78,000.00	Convention Center	Current year funds	replace wooden floor, current one needs replacement
Ben Porter Shades - fabric and motor	77,000.00	Convention Center	Current year funds	Current shades are very worn and not working properly
Village Green Turf	122,000.00	Beach Village	Public Area Improvements	Replace grass with Artificial turf for less maintenance at Splash Pad
Internet Upgrade	100,000.00	Administration	Current year funds	New switches, cabling & IT support needed for new Fiber installation
Accounting Software	200,000.00	Administration	Current year funds	New system will allow for increased efficiency and customer service
Lost Building Tabby trail	155,000.00	Pier Road	Current year funds	Final grading, form, place and finish of trail between 31-81 and Pier Road trail
Lighting for Pier Road area	51,500.00	Pier Road	Current year funds	30 additional decorative lights in Pier Road area
31-81 Signage	17,212.00	Pier Road	Current year funds	Photo opportunity sign for 31-81 Store (matches Jekyll Mosaic sign)
Interpretive Signage and Rails for new Trail	7,000.00	Pier Road	Current year funds	New Lost Building Tabby trail - signage and rails
Gutters at Beach Village	86,000.00	Beach Village	Beach Village Improvement Fund	Current gutters have been in place since they opened; need replacing
Spot Repairs & Painting at Beach Village	13,000.00	Beach Village	Beach Village Improvement Fund	Repairs & painting needed relating to the Gutter replacement project
Total Project requests	1,350,712.00			
Total	2,594,012.00			
Current Year Funds				
Beach Village Improvement Fund	149,000.00			
Fire Department Equipment Fund				
Water/Wastewater Improvement Fund	263,500.00			
Public Area Improvement Fund	219,000.00			
	2,594,012.00			

Approved by Finance Committee on 6/4/2024



Jekyll Island Authority Hiring Incentive Plan

Effective: 7/1/2024

Purpose: The purpose of the Jekyll Island Authority's hiring incentive pay is to induce the employment of a prospective employee with particularly desirable qualifications and/or for a position that is difficult to fill. Positions identified are critical positions that present recruiting challenges due to skill level, area of expertise and/or geographic location.

Hiring Incentive Plan Guidelines for FY25

Positions: The following positions, if vacated, may include a hiring incentive to induce employment:

- Chief Accounting Officer
- Deputy Executive Director
- Director of Conservation
- Director of Historic Resources
- Director of Human Resources
- Director of Marketing
- Director of Retail Operations
- General Counsel (Legal)
- Georgia Sea Turtle Center Veterinarian
- Golf Course Maintenance Superintendent
- Golf Course Maintenance Assistant Superintendent
- Facilities Superintendent
- Water/Wastewater Superintendent
- Water/Wastewater Assistant Superintendent

Incentive amount: Hiring incentive pay of up to 5% of base salary, not to exceed maximum of \$5,000, may be provided for hard-to-fill, critical positions which involves relocation of the selectee for the position.

Agreement: Employees receiving hiring incentive pay are required to sign repayment agreement terms prior to payment request approval.

Repayment Terms: In the event of a voluntary resignation by the employee during the initial twelve months of employment, the employee will be required to repay the full incentive amount.

Approval: Hiring incentive pay is subject to fund availability and approval by the Executive Director.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all payments made in accordance within this plan for compliance with the Jekyll Island Authority Incentive Pay policy.

Review: Hiring incentive plans are reviewed prior to each fiscal year during budget development and may vary depending on budget each fiscal year.



Jekyll Island Authority Performance Incentive Plan

Effective: 7/1/2024

Purpose: The purpose of the Jekyll Island Authority's performance incentive pay is to reward employees for extraordinary performance, significant contributions and/or substantial accomplishments well beyond normal or regular work responsibilities impacting JIA operations.

Performance Incentive Plan Guidelines for FY25

Recommendation: Managers may recommend individual employees for performance incentive pay within the following;

- Accomplishing and exceeding expectations on major projects or initiatives established by division director and/or immediate supervisor.
- Participation in or completion of a project with significant impact to one or more JIA operation processes.
- Significant cost saving or cost avoidance realized beyond normally expected or established standards.
- Extraordinary effort during times of critical department need such as meeting critical deadline that could otherwise have an adverse impact on critical business operations or major project.
- Contribution that clearly and significantly impacts the accomplishment of important or critical business operational goals, deliverables and/or timeline.

Eligibility:

- Employees recommended for performance incentive pay must be in active employment.
- Employees must have had at least "met expectations" on their last performance review and/or there are no current or ongoing performance issues.
- Employees may not be awarded more than once for the same achievement.

Documentation: Managers must submit appropriate documentation including specific reason employee should receive performance incentive pay, including date or timeframe of contribution event and recommended bonus amount.

Incentive amount: Performance incentive pay may not exceed \$5,000 per employee per fiscal year.

Approval: Performance incentive pay is subject to fund availability and approval by the Executive director.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all recommendations and payments made in accordance with this plan for compliance with the Jekyll Island Authority Incentive pay policy.

Review: Performance incentive pay plan is reviewed prior to each fiscal year during budget development and may vary depending on budget each fiscal year.



Jekyll Island Authority Goal Based Incentive Plan

Effective: 7/1/2024

Purpose: The purpose of the Jekyll Island Authority's goal-based incentive pay is to reward Managers and Directors of Retail and Amenity departments that are responsible for bringing in revenue to the organization. Payments under this plan will be based on the goal criteria listed in the plan and will be reviewed, validated, and confirmed by the Chief Accounting Officer and Executive Director as a realized goal.

Goal Based Incentive Plan Guidelines for FY25

The goal-based plan is developed to encourage the department Managers, Assistant Managers and Directors to manage multiple aspects of their budget including revenue, cost of goods sold %, labor % and total expenses.

Manager and Assistant Manager positions are eligible for the goal-based incentive plan as listed below:

- District Shops Manager & Assistant Manager
- Guest Information Center Manager & Assistant Manager
- GSTC Gift Shop Manager & Assistant Manager
- GSTC Program Managers
- Amenity Group Sales Manager
- Life is Good Manager & Assistant Manager
- Museum Gift Shop Manager & Assistant Manager
- Museum Tours Manager & Assistant Manager
- Summer Waves Sales & Operations Managers
- Campground Manager & Assistant Manager
- Head Golf Professional
- Mini-golf Manager

Director positions eligible for the goal-based incentive plan:

- Director of Retail Operations
- Director of Golf
- Director of Historic Resources
- Director of Georgia Sea Turtle Center
- Sr. Director of Amenities

Allocation: This Goal-based incentive plan is structured on an allocation approach as follows:

- The Manager, Assistant Manager and Director positions will be eligible for an incentive payment as noted below. Potential incentive amounts available are as follows: 100%=\$5,000.00; 50% = \$2,500.00; 25% = \$1,250.00; 15% = \$750.00
 - District Shops – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Guest Information Center – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - GSTC Gift Shop – Manager 100%; Asst Manager 50%; Director of Retail 25%

- GSTC (All) – Director of GSTC 100%; Group Sales Manager 50%; Education Manager 25%; Rehab Manager 25%; Research Manager 25%; Sr Dir of Amenities 25%
 - Life is Good – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Museum Gift Shop – Manager 100%; Asst Manager 50%; Director of Retail 25%
 - Museum Tours – Manager 100%; Asst Manager – 50%; Group Sales Manager 50%; Director of Historic Resources 25%; Sr Dir of Amenities 25%
 - Summer Waves Gift Shop – Director of Retail 100%
 - Summer Waves Operations – Operations Manager 100%; Revenue Manager 100%; Sr Dir of Amenities 25%
 - Campground – Manager 100%; Assistant Manager 50%; Sr Dir of Amenities 25%; Director of Retail 15%
 - Golf –Director of Golf 100%; Head Golf Pro 50%; Sr Dir of Amenities 25%; Director of Retail 15%
 - Mini-golf - Manager 100%; Sr Dir of Amenities 25%
- To be eligible for the incentive amounts noted above, Actual Net Income must reflect a favorable variance from the Budgeted Net Income of at least 5% for the fiscal year.
 - For departments with retail sales, the goals are broken down into four (4) sections each worth 25% of the eligible incentive amount. For departments without retail sales, the allocation for the three (3) applicable sections are worth 33% each of the eligible bonus amount.
 - Revenues – must be in excess of budget for the fiscal year.
 - Labor as a % of revenue – must be less than budget or no more than 1.5% higher than budget for the year.
 - Expenses – must be equal to or less than budget for the year (expenses increased in proportion to revenue increases will be considered)
 - Cost of goods sold % - must be less than budget or no more than 1.5% higher than budget for the year.

Payment: The maximum incentive payment allowed for each employee is \$5,000.00 per year. The incentive shall be awarded in the fall of each year between August and November for the prior fiscal year. Payments will be included as bonus pay in the pay period issued. Bonus pay is non-pensionable earnings and shall not be included as compensation for determining retirement benefits.

Eligibility:

- Payment will only be made to employees who have at least “met expectations” on their last performance review, and/or there are no current or ongoing performance issues.
- Employees must be in an active employment status to receive the incentive.
- Employees who terminate either voluntarily or involuntarily prior to payment will not receive incentive pay.
- Payments may only be made for accomplished goals and may not be made in advance.

Reporting: The Chief Accounting Officer and Director of Human Resources shall monitor all payments made in accordance with this plan for compliance with the Jekyll Island Authority Incentive pay policy.

Review: Goal-based incentive plans are reviewed prior to each fiscal year during budget development and may vary depending upon budget each fiscal year.

MEMORANDUM

TO: FINANCE COMMITTEE
FROM: MARJORIE JOHNSON, CHIEF ACCOUNTING OFFICER
SUBJECT: FUNDING REQUEST FOR PUBLIC SAFETY COMPLEX FURNITURE, FIXTURES & EQUIPMENT
DATE: 6/18/2024

As the Public Safety Complex (PSC) construction progresses into its final stages, the staff will be strategically nearing the window to order furniture, fixtures, and equipment (FF&E) for the facility. Examples of FF&E include appliances, chairs, office suites, bedding, shelving, and lockers. This timing ensures that we are efficient in our upcoming operations within the new facility and mindful of our financial commitments.

In a cost-saving effort, the PSC was constructed as a dual-purpose facility housing the Georgia State Patrol and Jekyll Island Fire & EMS staff under one roof, sharing common areas and saving construction costs. Those same construction efficiencies continue with the purchase of FF&E in many ways. Common area FF&E will be purchased in a 50/50 split with GSP, and the Authority will be reimbursed for the GSP share. Several staff members have collaborated to comparison shop for the best pricing alternatives for quality, long-lasting FF&E.

Staff now requests approval for FF&E funding of \$227,810.00, of which GSP will reimburse approximately \$52,324.

The additional funding will be paid from the current year's revenues if approved.

JEKYLL ISLAND-STATE PARK AUTHORITY

POLICY MANUAL

Section: Human Resources Standards of Practice	Section: 4.17
	Effective Date:
Subject: Parental Leave	Original Date: 7/20/2021
	Revision Dates:

STANDARD

The Jekyll Island Authority (JIA) provides eligible employees with paid parental leave of up to 120 hours. Effective July 1, 2024, eligible employees will receive up to 240 hours of paid parental leave in a 12-month period for a qualifying reason. Paid parental leave is not charged against an employee's accrued leave.

PRACTICE GUIDELINES

1. *Eligibility:*

- a. Paid parental leave is based on one of the following qualifying life events:
 - i. birth of the employee's child;
 - ii. placement of a minor child for adoption with the employee; or
 - iii. placement of a minor child for foster care with the employee.
- b. To be eligible to use paid parental leave for a qualifying life event, an employee must meet the following criteria:
 - i. employee must be a full-time employee; and
 - ii. has been continuously employed by JIA for six (6) months.

2. *Conditions of Use:*

- a. An eligible employee may take a maximum of 240 hours of paid parental leave in a rolling 12-month period. The rolling period will be measured backward from the first day of leave taken. The amount of paid parental leave in a rolling 12-month period cannot exceed 240 hours, regardless of the number of qualifying events that occur during that period and regardless of transfers between other state-employing entities.
- b. Leave may be taken in one block of time or intermittently.
- c. If the employee taking paid parental leave is also eligible for leave under Family and Medical Leave Act (FMLA) the paid parental leave will run concurrently with FMLA leave.
- d. Any paid parental leave remaining 12 months after the initial qualifying event shall not carry over for future use. Unused paid parental leave shall have no cash value and shall not be paid out at the time of the employee's separation from employment.
- e. Parental leave may not be used for prenatal care appointments and/or absences due to medical conditions during pregnancy.
- f. Employees cannot be paid for short-term disability and paid parental leave at the same time. Parental leave may not run concurrently with any other paid leave.

3. *Requesting Leave.*

- a. Employees must complete a Request for Parental Leave form and submit to Human Resources when they learn of the need for the absence. The request should be completed and submitted at least thirty (30) days prior when the leave is foreseeable and as soon as practicable when it is not.
- b. Employees must also notify their supervisor and request leave in accordance with department leave request practice.

4. *Documentation.*

- a. Once notified, Human Resources will determine if the employee is eligible for Parental Leave and/or leave protected by FMLA.
- b. Human Resources will notify the employee of their eligibility for Parental Leave and/or Family Medical Leave and will provide directions regarding required medical certification and/or documentation.
- c. Supporting documentation for use of Paid Parental Leave will be retained for three (3) years.

5. *Time Reporting.*

- a. After an employee returns the medical certification and/or documentation and is approved for Parental Leave, Human Resources will enroll the employee in the parental leave program.
- b. The employee will be given a Parental Leave balance of 240 hours. Time used for this purpose must be coded as such in the employee timecard.
- c. Human Resources will clear any parental leave balances that remain after 12 months if unused.

For additional information or assistance, please contact the JIA Human Resources office.

The Jekyll Island State Park Authority (JIA) Board of Directors met in Public Session Tuesday, May 21, 2024, at the Jekyll Island Convention Center and via teleconference.

Members Present: Mr. Dale Atkins, Chairman
Mr. Bob Krueger, Vice Chairman
Mr. Bill Gross, Secretary/Treasurer
Dr. Buster Evans (via Teleconference)
Ms. Joy Burch-Meeks
Commissioner Walter Rabon (Via Teleconference)

Key Staff Present: Mark Williams, Executive Director
Noel Jensen, Deputy Executive Director
Marjorie Johnson, Chief Accounting Officer
Jenna Johnson, Director of Human Resources
Zachary Harris, General Counsel
Alexa Hawkins, Director of Communications & Marketing
Brad Ballard, Senior Director of Amenities

Various members of the public, JIA staff, and press were also present.

Chairman Dale Atkins, called the meeting to order at 9:30 a.m. The members absent were Mr. Glen Willard, Mr. Joseph Wilkinson, Jr and Mr. Ruel Joyner were present. There was a quorum.

NOTE: Mr. Wilkinson went into the hospital last evening so please keep in prayers.

JIA received one online public comment for this meeting:

- Rachel Witt – Pier Road Shops

I. Historic Preservation/Conservation Committee

Bob Krueger, Chair

No Report

II. Finance Committee

Bill Gross, Chair

A. Mr. Bill Gross, Finance Committee Chair, summarized the April Financials including an overview of Revenues, Expenses, Net Operating Cash, Traffic Statistics, and Hotel Revenues for the month.

- Revenues were \$3,323.41- \$18,000 over budget year to date
- Reflect the favorable \$3m variance and \$3.1 variance from prior year to date
- Expenses were \$2,775,306
- Net Operating Cash Income was \$548,104.
- Total Traffic Counts were 117,291 vehicles.
- April hotel revenues totaled \$6.4 million.

- Museum revenues were \$148,000 more than budget.
- Expenses for April were \$2,775,306.00 which is \$113k less than budget
- Year to date expense is \$930,000 less than budget and \$2.5m more than prior year to date.
- The Net Operating Cash Income for April is \$548,104, which is \$132,000 better than the budgeted net operating Cash income of \$416,547.
- The Year-to-date Net Operating Cash Income reflects a \$4M favorable budget variance and a favorable \$578,000 variance from Prior year to date Income.
- The total traffic count for April was 117,291 vehicles, which was 13,798 fewer vehicles than April 2023. Daily pass sales were down by 4.2% and decals and prepaid entries were down 13% from April 2023.
- The April 2024 hotel revenue reported was 890,000 less than April 2023. Which is 66% and down from last year's 74.6%.
- Revenue per available room is \$157.97 which is down from \$190.13 in April 2023.
- The average daily rate is \$239.41, which is down from \$254.79 last April.
- Total revenues reported by the hotels for January through April is \$19.4m, which is 2.5m less than same period last year. This was a 11.3% decrease in room revenues and the occupancy rate was down to 60% from 66.8%.
- Revenue per available room was \$120.62, which is down from \$138.99 and the average daily rate \$200 which is down from \$202 last year.

Mr. Gross provided additional details for the monthly financials.

- The largest variances from the budget were seen from the Interest Income, which was \$70,000 more than budget, the Convention Center revenue, which was \$152,000 less than budget due to The Georgia Procurement Center planned for April but was cancelled due to deadlines for their new software project. The staff was able to pick up a few small groups but not enough to make up the difference.
- In addition, we received \$88,000 funding from Friends of Historic Jekyll Island for the Tiffany window restoration and for the Baker Crane Foundation.
- The largest variances in expenses for April were the Human Resources expenses, which were \$122,000 less than budget, due to vacant full-time and part-time positions. Also included were the Advertising and Sales budgets, which were \$21,000 less and appear to be due to a timing issue that will be resolved by the end of the year.
- Mr. Gross noted that visitation to Jekyll Island was impacted due to rain. Year to date the traffic count is 437,875 vehicles, which is 43,175 fewer cars than last year. This is just leveling off after the COVID spike that we had. Nothing to be alarmed about, just the downward trend from last year. It should level off soon.

III. Human Resources Committee

Buster Evans, Chair

No Report

IV. Marketing Committee

Joy Burch-Meeks, Chair

- A. Alexa Hawkins, Director of Marketing and Communications, presented a department update and discussed summer season kick-off.
- Media Highlights
 - Readers Digest- ranked in the top 25 of best beaches.
 - PR Agency and Kathryn on pitching both on a national level and regionally
 - Augusta Chronicle did a wonderful story on fireworks filled festivals and things to do in the summer which included talk of Summer Waves opening.
 - Social Media Highlights creating content for Jekyll Island as a whole but also for individual amenities shared as Instagram Reels
 - Highlighted recent rattlesnake surgery
 - Highlighted trend on social media called ASMR. The team did a video of barnacles being removed from a turtle. It had over 400,000 views in a short amount of time posted.
 - Highlighted partnership event with Silver Bluff Blue Brewing, where the museum staff held an event with the brewery that highlighted a “beer of yesteryear”. This was to highlight Jekyll being home to the Georgia’s first brewery.
 - Digital Media Highlights
 - Geofencing- The test run will be at the Battery in Atlanta. In the process of testing now and showing great successes.
 - There was a follow up discussion on the snake’s rehabilitation. It had an injury that created an infection. The vet team used some techniques that included fish scales to rebuild the deteriorated area. The snake is still in the center but is doing really well. It seemed very unlikely that it would survive but rehab seems to be proving successful and the snake is doing well.

There was one public comment-

Gloria Zachry in regard to Destination Unleashed- doesn’t understand the campaign if we are trying to keep dogs leashed why are we promoting unleashed in ads. Would like consideration to rethink slogan.

V. Legislative Committee

No Report

VI. Committee of the Whole

A. Brad Ballard, Senior Director of Amenities presented the request to amend the tennis contract with Atkins Tennis Performance LLC. This will amend the current agreement for an additional 2 years at \$95,000 per year and Atkins Performance Tennis would retain 85% of the fees paid for instructional lessons.

A motion to recommend approving amending the Tennis Contract with Atkins Tennis Performance LLC as recommended was made by Bob Krueger and seconded by Bill Gross. The motion carried unanimously.

B. Zach Harris, General Counsel presented the request for proposal for Pier Road RFPs

- Several amenities were looked at and three were identified for, request for proposals. Request for proposal 381, 382 and 383.
 - RFP 381- grab and go restaurant.
 - RFP 382- coffee shop
 - RFP 383- ice cream and candy store
- These will be put out for competitive solicitation. These will go online for public distribution and anticipate a response deadline of July 8th.
- After the deadline will evaluate, interview, and then recommend to the board for award and approval of lease. We anticipate this to happen at the August meeting.

C. Noel Jensen, Deputy Executive Director, presented the following information-

RFP 380 for the Great Dunes Construction Services Award

- Had seven contractors at a pre-bid meeting a few months ago and received three bids last month.
- 3 contractors, which were MacCurrach Golf Construction out of Jacksonville, George E. Ley Company out of Glenmore, Pennsylvania and Landscapes Unlimited out of Lincoln, Nebraska were reviewed, and MacCurrach Golf Construction Incorporated stood out with the highest aggregate score of 3.9 out of 5. Landscapes Unlimited scored 3.3 out of 5 and George E. Ley scored 2.9 out of 5.
- After all information presented staff recommends awarding RFP 380 golf course construction services at a project cost of \$7,293,216.77 with one caveat that the \$7m number includes everything that MacCurrach is responsible for. There are some items that we value engineered out of the scope that the Authority's going to do themselves, and some materials we're going to supply ourselves, like construction of the pump house to get a better price in the aggregate at the end, as we've done in other projects and have been successful with. So, their contract amount will be 7.293 million for their scope of the work, but the authority has other money that will be put towards certain other items.

A motion to recommend approving Award of RFP 380 for New Great Dunes Construction Services as recommended was made by Bill Gross and seconded by Bob Krueger. The motion carried unanimously.

- JIFD Equipment Transfer- Fire department is requesting the Board consider transferring a surplus truck bed body to the Nahunta Volunteer Fire Department. The body was deemed surplus several months ago after a catastrophic engine failure, and the chassis was repurposed within JIA. Since then, the fire department has decided to use an ATV/Trailer combo to respond off-road, so this body is no longer usable within JIA. JIA Legal Counsel has

reviewed the surplus and staff recommends approval of the equipment transfer.

A motion to recommend approving Equipment Transfer between JIA FD to Nahunta Volunteer Fire Department was made by Bob Krueger and seconded by Joy Burch-Meeks. The motion carried unanimously.

- Dispatching Services Contract Renewal- The JIFD seeks board consideration to renew the Dispatching Services Agreement with the Joint Public Safety Communications Department (JPSCD) that will allow the Glynn Brunswick 911 Center staff to dispatch the JIFD units directly from the 911 center instead of forwarding calls to GSP Radio Operators for final dispatch. The agreement started fall of 2021 and has improved response times, expedited emergency communications and enhanced mutual aid operations. The calculated cost is approximately \$66,000 annually contingent on the number of radios on the system. The JIA will be billed in four quarterly invoices. Once approved the JIA Board will go before the JPSCD for final approval and implantation thereafter.

A motion to recommend approving the Dispatching Services Contract Renewal as staff recommended was made by Bob Krueger and seconded by Bill Gross. The motion carried unanimously.

D. Noel Jensen, Deputy Executive Director, presented an Operations update.

- Beach Village Splash Pad- moving along on schedule. There was a slight delay with the Department of Health and their permitting inquiries but is scheduled to open late summer.
- Beach Crossover repairs- Scheduled repairs for Stewart Lane are to be completed by July 1 and for Porter Lane by July 14. Completed repairs have been made on Tyler Lane, Austin Lane and Bliss Lane.
- Pine Lakes Golf Course- update since last month- two truckloads of sod delivered today and will have two truckloads a day for the next few weeks. Noel reviewed some techniques that are being used that are similar to techniques at more popular courses such as previous concrete in the bottom of the bunkers with a clean out so can remove organics easier.
- Hurricane preparedness- urged to sign up for Nixle alerts and reminded everyone to be storm ready with water, food, batteries and your emergency go kit.
-
- Noel also addressed evacuations and return to the island after. Roads need to be clear, hospitals need to be open, and we need to have the water operational before anyone can return. Power does not necessarily need to be fully restored.

E. Zach Harris, presented the M.H. “Woody” Woodside Resolution in honor of Mr. Woodside. Mrs. Woodside could not be in attendance today so the Board has chosen to hold off on presenting and reading into public comments the resolution but would like

approval.

There was a motion by Bob Krueger and a second by Bill Gross. The motion to approve the M.H. “Woody” Woodside Resolution was approved.

F. Mark Williams, Executive Director, presented his report highlighting the following:

- Chief of Public Safety, Dennis Gailey was nominated from the Golden Isles Chamber at their first annual Public Service Awards luncheon. Dennis was one of 8 nominees. Dennis was not able to attend so thank him when you see him.
- Marjorie and the accounting team did an excellent job helping through the separate budgets and it is much appreciated.
- Thank you to the Mosaic Jekyll Island Museum as they have already met their FY24 revenue projection and still have a month and a half to go.
- Thank you, Commissioner Rabon, for joining the DNR Board convention.
- Jekyll hosted the Georgia Department of Economic Development for their quarterly meeting.
- Thanked Dan Hoffman, Executive Vice President of Convention Centers, for attendance to the meeting and for a great update.
- Everyone was invited to the ribbon cutting and official opening of the 31/81 Lifestyle Brand store today at 11am, in the Historic Infirmary building.
- Announced that the Rotary Club is doing their first ever Memorial Day Service at the Skeet House on Monday at 11a.
- Announced Kellie Jett- new Executive Assistant to Mark and the Board.

The floor was opened for Public Comments and there were three public comments-

Beverly Hopkins would like JIA to consider letting residents come back to Island after storm or event so they can access their damage first before media and public are allowed back.

Doc Requested clarification on RFP’s and how to access. General Counsel Zach Harris will handle as best to have one point of contact. Doc requested a copy emailed to him.

Sheryl Pevilrouse questioned if there is a new trash and recycle schedule as her recycle and trash are both being picked up on Mondays. When she spoke with Waste Management, they said it will be total pick up on one day due to staff shortages. Noel was not aware of any schedule changes and will reach out to Waste Management.

G. Chairman Dale Atkins had no comments.

The Jekyll Island State Park Authority (JIA) Board Meeting
May 21, 2024

The Board Meeting was called to order at 10:16 a.m., and all members were present in-person or via teleconference, except for Mr. Glen Willard, Mr. Joseph Wilkinson, Jr and Mr. Ruel Joyner,

who were absent.

Action Items

1. Mr. Krueger moved to accept the minutes of the April 23, 2024, Board Meeting as presented. The motion was seconded by Mr. Gross . There was no discussion, and the minutes were unanimously approved.
2. The recommendation from the Committee of the Whole to approve amendment of the tennis contract with Atkins Tennis Performance LLC as presented by Brad Ballard was carried by unanimous approval.
3. The recommendation from the Finance Committee to approve RFP# 380 for the New Great Dunes Construction Services Award as presented by Noel Jensen, General Counsel, was carried by unanimous approval.
4. The recommendation from the Finance Committee for an equipment transfer of a surplus truck bed body from JIFD to Nahunta Volunteer Fire Department as presented by Noel Jensen, Deputy Executive Director was carried by unanimous approval.
5. The recommendation from the Finance Committee to approve Dispatching Services contract renewal as presented by Noel Jensen, Deputy Executive Director was carried by unanimous approval.
6. The recommendation from the Committee of the Whole for the Milton H. “Woody” Woodside resolution as presented by Zach Harris was carried by unanimous approval.
7. The proposed FY25 budget will be presented at the June 4th, Finance Committee Meeting.

The motion to adjourn the Board Meeting was made by Mr. Krueger and seconded by Ms. Burch-Meeks. There was no objection to the motion, and the meeting was adjourned at 10:19 a.m.

The Jekyll Island State Park Authority (JIA) Board of Directors' Finance Committee met in Public Session Thursday, June 4, 2024, in the JIA Administration Conference Room located at 100 James Road, Jekyll Island and via teleconference.

Members Present: Mr. Dale Atkins, Chairman via Teleconference
Mr. Bill Gross, Secretary/Treasurer
Mr. Bob Krueger, Vice Chairman via Teleconference
Dr. Buster Evans via Teleconference
Mr. Glen Willard via Teleconference
Ms. Joy Burch-Meeks via Teleconference
Mr. Ruel Joyner via Teleconference

Members Absent: Mr. Joseph B. Wilkinson

Key Staff Present: Mark Williams, Executive Director
Noel Jensen, Deputy Executive Director
Zachary Harris, General Counsel
Marjorie Johnson, Chief Accounting Officer
Jenna Johnson, Director of Human Resources
Brad Ballard, Sr. Director of Amenities
Kellie Jett, Executive Assistant

Mr. Bill Gross, Finance Committee Chair, called the committee session to order at 9:35 a.m. Roll was called for members attending in person and those attending via teleconference, and a quorum was established. All members, except for Mr. Wilkinson, were present.

There was one public comment from Mr. James Reed concerning golf fees.

I. Finance Committee

A. Mr. Bill Gross, Finance Committee Chair, opened discussion for the Fiscal Year 2025 Proposed Budget. He stated that all Board Members were presented with a summary of the FY25 budget, which totals \$ 44,507,167.59, for review.

1. Mark Williams, Executive Director, read memo dated 5/29/2024 with subject FY2025 Budget Overview which reviewed the FY25 budget and discussed highlights of proposed budget. The highlights are:
 - FY2025 is a reflection of our commitment to our most valuable resource, our employees. The budget also acknowledges the need for reductions in areas that we can control, such as supplies and materials and realistic increases in areas we cannot, such as utilities and insurance.
 - Net Revenue is flat
 - Total expenses budgeted at \$40,059,311.20, which is \$1.7m better than FY24 budget
 - Proposed operating income is budgeted at \$4,447,856.39 which is \$1.4m better than FY24 budget
 - Increase of \$1.9m over FY24 budget in personnel. This increase is a result of careful consideration and is not a flat increase but merit-based returning to pre-COVID merit practices.
 - Some of the significant cuts will be in golf course maintenance including fertilizer, plants, seeds and chemicals and because one or two of the courses will be under

- construction or offline for a portion of the 12 months.
 - Discussed the reserve accounts briefly and after funding, these reserves will give us approximately \$2.1m for capital equipment projects or cash reserves.
 - Bottom line is budgeted at a \$1.7m increase from FY24. This is based on best forecasting of future visitation trends, investing in our employees, maintaining and repairing our facilities and amenities and watching costs we can control.
2. Mark turned over the floor to Marjorie Johnson to discuss the capital equipment and projects requests.
 - Current year funds are \$1,962,512.00
 - Total with beach village improvement funds, Fire department equipment fund, Water/Wastewater improvement fund and public area improvement fund is \$2,594,012.00
 3. Jenna Johnson, Director of Human Resources, discussed the State required incentive plans which include a Hiring Incentive Plan, Goal Based Incentive Plan, and Performance Incentive Plan. She noted that no changes were made to the plans from the previous FY, but it is required the plans be reviewed annually to outline how the JIA would implement incentive pay.

It was mentioned that additional fees for Event Days are ongoing, which is a dynamic pricing strategy.

- July 4th Additional \$5 charged for regular and oversized vehicles
- Shrimp & Grits Additional \$5 charged for regular and oversized vehicles
- Holly Jolly season on weekends (Fri & Sat) (5pm - 12am) Additional \$5 charged for regular and oversized vehicles

The Finance Committee then considered the Fiscal Year 2025 Budget and its components for recommendation to the Jekyll Island Board of Directors.

1. A motion to recommend approval of the Operating expense to the JIA Board as presented by staff was made by Mr. Krueger and seconded by Commissioner Rabon. The motion carried unanimously.
2. A motion to recommend approval of the capital equipment and projects requests to the JIA Board as presented by staff was made by Dr. Evans and seconded by Mr. Krueger. The motion carried unanimously.
3. A motion to recommend approval of the Incentive Plans to the JIA Board as presented by staff was made by Mr. Krueger and seconded by Mr. Atkins. The motion carried unanimously.
4. A motion to recommend approval of the Fiscal Year 2025 Proposed Budget and its components to the JIA Board as presented by staff was made by Mr. Krueger and seconded by Commissioner Rabon. The motion carried unanimously.

Mr. Williams thanked all department heads for their help with the budget over the last month and a half and noted that the proposed budget was well thought out and he thanked everyone for their hard work and efforts.

The motion to adjourn was made by Mr. Krueger and seconded by Commissioner Rabon. There was no objection to the motion and the meeting was adjourned at 10:05 a.m.

MEMORANDUM

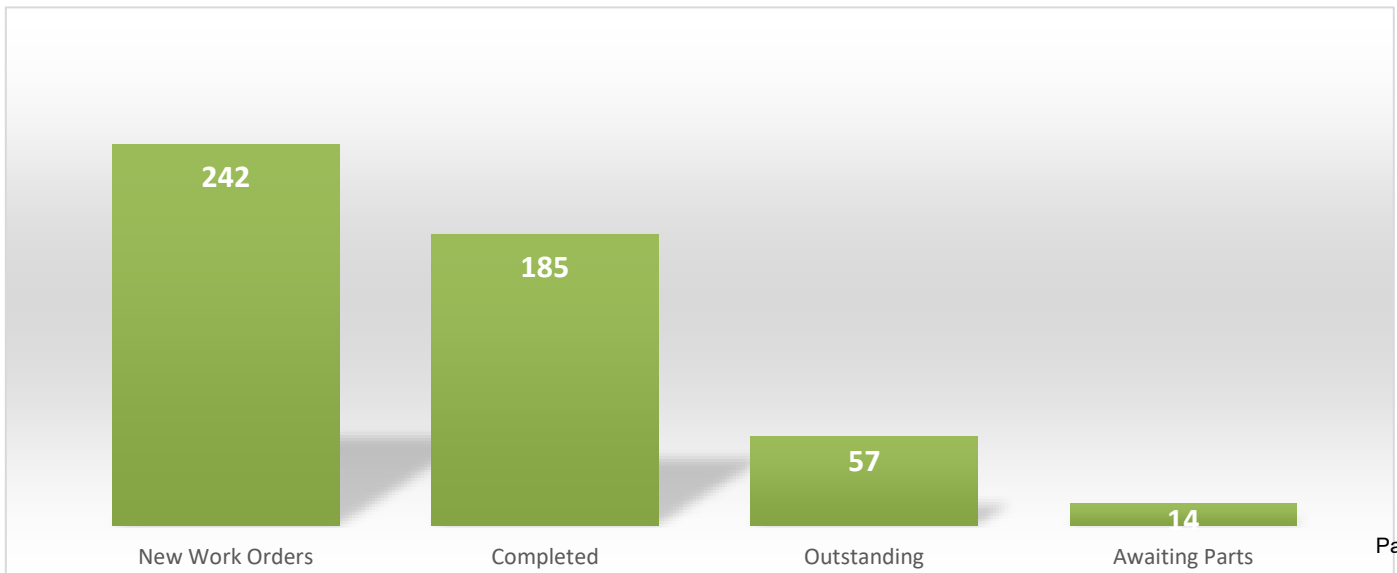
TO: COMMITTEE OF THE WHOLE
FROM: NOEL JENSEN, DEPUTY EXECUTIVE DIRECTOR
SUBJECT: OPERATIONS MONTHLY REPORT – MAY 2024
DATE: 6/5/2024

PUBLIC SERVICES

May Highlights:

- Jekyll Island Airport (09J) self-serve aviation fuel (100LL) sold 876.88 gallons of 100LL aviation fuel in 53 transactions totaling \$5,752.34 in sales for the month of May.
- Campground expansion continues onsite, with GA Power completing the installation of primary electrical services and transformers. JIA staff are finishing final connections while waiting for power meter installation.
- At the Jekyll Island Public Safety Complex, construction continues on schedule, with interior construction such as cabinetry, tile and flooring underway.
- A Golf Improvement Plan continues. The JIA Board approved MacCurrach Golf Construction, Inc. in May as the contractor for construction that will begin when Pine Lakes reopens in October.
- Construction on the Public Works office building is nearing an end with a move in date set for June 24. This building houses six public works offices, new restroom facilities for all staff and a break/training room.
- The JIA Wastewater Department, utilizing an engineering firm and subcontractor, having reached the end of the island-wide sanitary sewer cleaning and camera evaluation, and has begun an island-wide water line survey in compliance with recent EPA guidelines.

Operations Department Work Orders

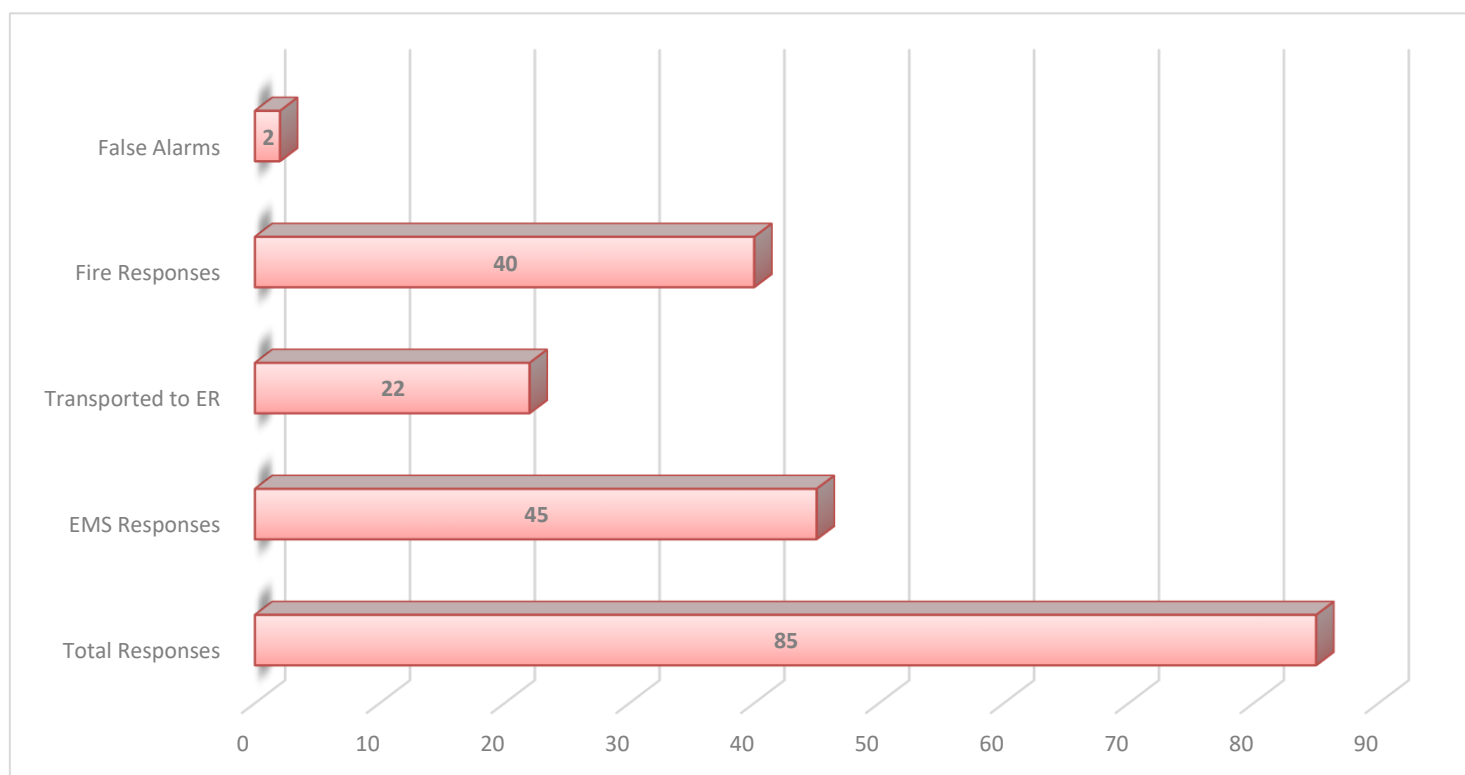


PUBLIC SAFETY – Fire & EMS

May Highlights:

- Completed 321:05 hours of staff training for the month.
- Two (2) annual inspections, one (1) re-inspection, five (5) site visit inspections, one (1) sprinkler inspection, seven (7) other inspections were conducted in May.
- Eighteen (18) permits were issued, and there were five (5) complaints investigated by Code Enforcement.
- JIFD conducted one elevator rescue in May.
- Fire & EMS standby at Summer Waves on the weekends.
- Participated in five (5) mutual aid calls to Brunswick.
- Received three (3) mutual aid calls from Brunswick.
- Responded to a Chlorine incident at Summer Waves.

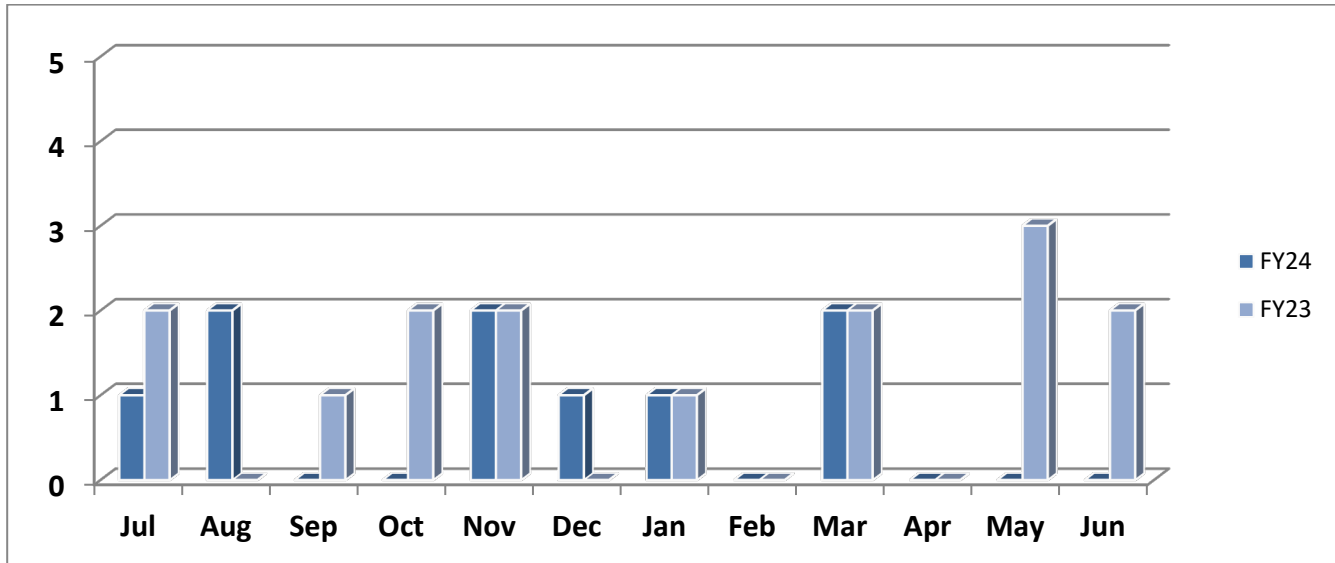
Jekyll Island Fire & EMS Responses



MEMORANDUM

TO: HUMAN RESOURCES COMMITTEE
FROM: JENNA JOHNSON, HR DIRECTOR
SUBJECT: HUMAN RESOURCES COMMITTEE REPORT
DATE: 6/10/2024

JIA Workers Compensation Claims: (Target goal for FY24 = 9).



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
FY24	1	2	0	0	2	1	1	0	1	1	0		9
FY23	2	0	1	2	2	0	1	0	2	0	3	2	15

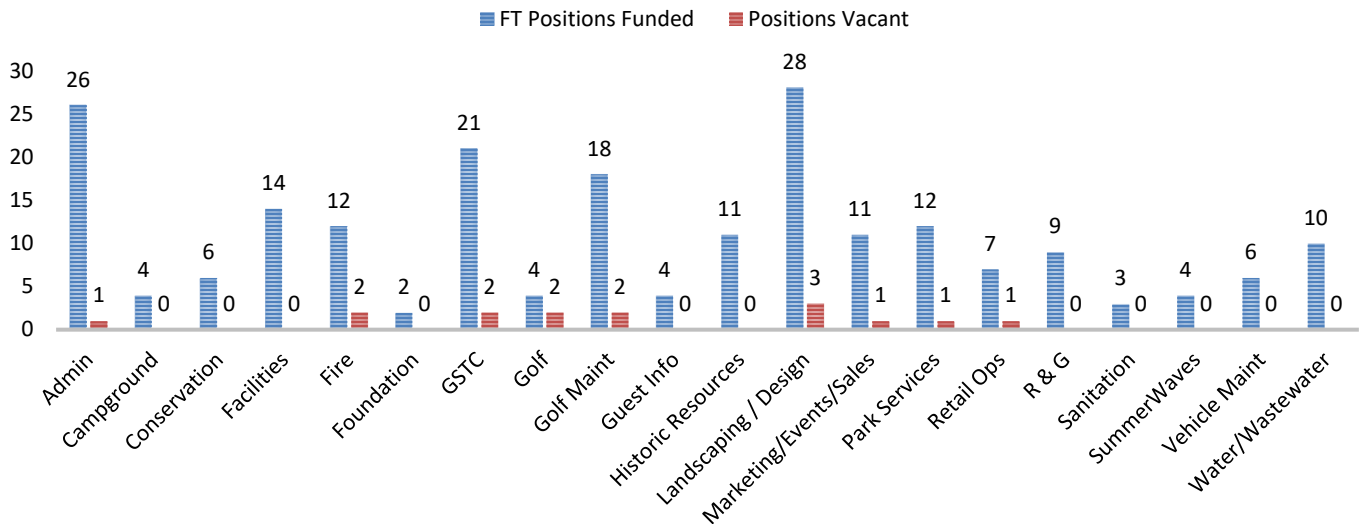
JIA Employee Census:

Month	Full time	Part time	Seasonal	Interns	Total Employees
May	196	104	136	3	439

Retirements:

- None

FULL TIME STAFFING



Full-time Staffing as of 6/6/2024

Recognition:

○ **Meet our May Featured Employee: Ayron Moleen**



Ayron Moleen is originally from Nahunta, Georgia and has lived in the Golden Isles all of her life. Ayron began working for the Jekyll Island Authority (JIA) on July 19, 2019, and works in the Conservation Department. Her main job responsibilities are the creation, development and facilitation of education programs for the conservation department, both on and off Jekyll Island.

When Ayron was asked what she likes most about working for the Jekyll Island Authority, she said, “The wildness of the island and the fact that JIA can often feel like a family”.

When Ayron is not creating and facilitating programs at the JIA, she enjoys working outside, taking road trips and traveling, playing in a band with her husband, and supporting the Golden Isles live music scene. Ayron also enjoys gardening, “even though I’m terrible at it”, she says. That’s okay Ayron, you are fantastic at teaching and sharing conservation programs and we appreciate all that you do, thank you for your service!

MEMORANDUM

TO: HISTORIC PRESERVATION/CONSERVATION COMMITTEE
FROM: YANK MOORE, DIRECTOR OF CONSERVATION
SUBJECT: CONSERVATION UPDATE
DATE: 6/10/2024

Research and Monitoring

- Dan Quinn documented and photographed at least one Least Tern chick in the recently expanded roped off area on the south end of Jekyll. This is only the second time since the 80s that Least Tern's have nested successfully, and they have now accomplished that twice in three years.
- Wilson's Plovers have produced at least seven chicks so far this year and continue to nest. Black Skimmers are still inside the roped area, but nothing has been confirmed to date.
- Dan Quinn and Joseph Colbert finished the last of the Colonial Water Bird Surveys for Jekyll as part of a large collaborative effort with Georgia DNR and other stakeholders.

Management and Planning

- Dan Quinn and Yank Moore attended a Coastal Georgia Cooperative Invasive Species (CoGaCISMA) meeting to discuss and plan efforts to engage local Public Works professionals to identify and treat invasive species as part of their daily activities.
- Joseph Colbert and Yank Moore attended a virtual workshop that provided detailed updates about the thin-layer placement project.
- Morgan Pierce and Dan Quinn continue efforts to eliminate invasive species from the island and causeway. This month the focus was on isolated patches of Chinaberry Trees that have resprouted from past treatments.
- Conservation staff assisted the Georgia Sea Turtle Center (GSTC) Patrol Team and Husbandry staff with two sea turtle strandings. One was called into the Wildlife Incident Reporting system and the other was a female with a fresh injury that came onto the beach to nest. Roads and Grounds staff also stepped in to assist, making the responses truly a JIA team effort. Both turtles are currently being treated at the GSTC.
- Dan Quinn was assisted by Michael Brennan, Kate McKay, and Victoria Martin on a UAV flight of the north tip and Driftwood Beach to collect updated, high resolution aerial imagery and to create elevation surface models that will help analyze long term erosion and storm surge impacts to the area.
- Morgan Pierce and Dan Quinn flew a UAV mission in coordination with the Landscaping Department to create a 3D and elevation model of a golf course pond to aid with future modification decisions.

- Joseph Colbert and Dan Quinn hosted James Anderson, a wetland ecologist based at Clemson University, to discuss strategic partnerships for future restoration and conservation projects.
- Joseph Colbert hosted a meeting with the staff from the UGA State Botanical Gardens, to discuss strategic partnerships and planning for upland restoration projects that will be taking place on Jekyll in the near future.

Outreach, Leadership, Staffing

- An intern from the University of Georgia, Kate McKay has joined us for the summer. She will gain professional experience by working with our Conservation staff while also performing a small project looking at spatial movement patterns of animals on the South End of Jekyll.
- Yank Moore joined Noel Jensen and Alexa Hawkins in providing a short guided Trolley Tour for the Georgia Department of Economic Development Board of Directors. We highlighted the successes of Revitalization and discussed plans for the future.
- Dan Quinn and Joseph Colbert gave a presentation to the Garden Club of Jekyll Island and asked for assistance in growing and transplanting plugs of native plants for future restoration efforts.
- Yank Moore gave a presentation to the Georgia Association of Natural Resources Extension Professionals at their Annual Meeting on St. Simons Island at Epworth by the Sea. He highlighted the conservation efforts on Jekyll.
- Yank Moore attended the United States Army Corps of Engineers South Atlantic Division's Regional Dredging Workshop. The meeting was intended to bring experts across multiple disciplines and harbors to evaluate future Operation and Maintenance Dredging to limit impacts and takes.
- Yank Moore and Joseph Colbert joined Patrick Carmody and Will Wagner from the Jekyll Island Mosaic as they led a trolley tour to Horton House. After Patrick gave a the history of the house, gardens, and cemetery, Yank provided a short explanation related to erosion mitigation efforts at the cemetery site and the need for more to preserve the features from the colonial era of Jekyll Island.
- Dan Quinn and Joseph Colbert met with DNR Coastal Resources Division staff Jennifer Kline, Meghan Angelina, and their new Coastal Zone Management Fellow, Tyler Cooper-Kolb, to discuss past coastal management projects on Jekyll and future collaborative opportunities.



Least Tern chick south of Camp Jekyll boardwalk.



Least Tern parent attempting to feed chick

MEMORANDUM

TO: COMMITTEE OF THE WHOLE
FROM: BRAD BALLARD, SENIOR DIRECTOR OF AMENITIES
SUBJECT: AMENITIES REPORT FOR MAY 2024
DATE: JUNE 18, 2024

Mosaic and Historic Resources

Mosaic, Jekyll Island Museum: The museum generated over \$200,000 for the 2nd time on record. Landmark Trolley Tours are now able to select specific cottages to explore with each guided narration. The museum also welcomed two new P/T tour guides and a new historic director. JIA IT and museum staff met with an A/V Technician to review improving the PA systems on both the Trolleys and Mosaic to enhance the guest experience.

Programs: Leadership Georgia requested a living history experience; the museum provided an interpreter portraying Jack Morgan to speak to over 300 people.

Preservation: Plans to paint the Indian Mound Cottage are now underway. Tabby paving has occurred throughout the district with more to come to connect the new gift shop to Pier Road.

Visitation Comparison

April	2023	2024
Tours	6,210	6,425
Admissions	572	689
Special Programs	60	455
Event Rentals	0	770
TOTAL	6,842	8,339

Revenue Comparison

April	2023	2024
Tours	\$ 103,399	\$ 108,972
Admissions	\$ 4,843	\$ 5,931
Special Programs	\$ 2,141	\$ 4,249
Event Rentals	\$ 4,040	\$ 18,555
Retail	\$ 52,754	\$ 68,985
TOTAL	\$ 167,177	\$ 206,692

Jekyll Island Tennis Center

The Jekyll Island Tennis Center hosted the JITC Junior Spring Championship in May and was a huge success. It was a great way to kick off the month of May.

The attached photo is a father/daughter duo that comes to play tennis with us every year from Bristol, TN. The Berry family makes the yearly trip to Jekyll not only for tennis but for all that Jekyll has to offer the rest of the family.

The Jekyll Island Tennis Center is in search of a new teaching professional to assist Stewart. We're excited for the possibility of new and extended programming!



Jekyll Island Golf Club Pro Shop

No Report

Summer Waves

Summer waves had their best May on record hosting 15,898 visitors. This is 4,985 more visitors than May of 2023. Memorial Day weekend was a great success. Over 3 days the park had 6,358 visitors and generated \$201,502 for the holiday weekend.

Season pass sales have increased 859 passes. Month to date revenue versus FY23 is up \$373,381.

Jekyll Island Campground

The campground store hours are now 9:00am -5:00pm Sunday through Thursday and 9:00am to 6:00pm on Friday and Saturday. The extended hours have generated over \$1,300 in new revenue.

Occupancy Report		
May	2023	2024
Nights Available	5549	5549
Nights Rented	4717	4635
Occupancy %	85%	84%
Revenue Comparison		
May	2023	2024
Reservations	\$246,556.00	\$251,456.00
Concessions	\$21,286.00	\$23,606.00
TOTAL	\$267,842.00	\$275,062.00

Mini-Golf and Bike Rental

Project Update

Mini-Golf	% Complete	Bike Barn	% Complete
36 Holes Painted	100%	Window Replacement	100%
Faith Chapel Project	45%	Building Painted	100%
Deck Replacement	25%	New Roll-up Doors	50%
		Expanded Bike Pad	0%
		Mural Painted	25%
		HVAC Added	25%

MEMORANDUM

TO: COMMITTEE OF THE WHOLE
FROM: MICHELLE KAYLOR, GSTC DIRECTOR
SUBJECT: GEORGIA SEA TURTLE CENTER UPDATE – MAY 2024

Admissions Comparison with Prior Year

<u>May 2023</u>	<u>May 2024</u>
11,573	12,190

Year to Date Overall Revenue Comparison

<u>May FY23</u>	<u>May FY24</u>
\$2,817,119.25	\$2,886,573

Revenue Categories

- May admissions \$124,999.44 was \$1,272 over budget.
- May concessions \$169,969.32 was \$4,992.77 over budget.
- Adoptions: 103 | \$6,692.00
- Donations (General): 19 | \$415.00
- Memberships/Supporters: 5* | \$476.15
- Public Programs | \$19,615.00
- Daily Programs | 401

*GSTC Membership purchases were paused in February 2024 in anticipation of subsequent changes ahead of Vivaticket's launch. New Supporter levels rolled out this month.

Rehabilitation

	Sea Turtle	Other Patients
New Patients	3	44
Current Patients	12	28
Released Patients	3	9
Transferred Patients	0	3
Total Since 2007	1068	2768

Sea turtle nesting season has begun! As of June 6, 2024, we have 61 identified loggerhead sea turtle nests incubating on Jekyll Island.

On the Jekyll Island Causeway, we have catalogued over 200 encounters with diamondback terrapins so far this season. The rehabilitation department has 7 DBTs undergoing rehab and 120 eggs in our incubators that were extracted or induced.

**A RESOLUTION
OF THE
JEKYLL ISLAND-STATE PARK AUTHORITY**

WHEREAS, Milton H. "Woody" Woodside passed away on April 18, 2024, leaving behind his loving family, innumerable friends, and a grateful community;

WHEREAS, Woody was a singular character and beloved pillar of the Golden Isles, quick to tell a story but quicker to lend a helping hand;

WHEREAS, following his graduation from The Citadel as a distinguished Summerall Guard, Woody exemplified the ideal of a public servant through his 14 years of service as a congressional aide to U.S. Representatives Bo Ginn and Lindsay Thomas, his 26 years of service in the U.S. Army and the Georgia Army National Guard, and his service on numerous local and state organizations and committees including the Glynn-Brunswick Memorial Hospital Authority, the Glynn County Transportation Policy Committee, and the Governor's Development Council;

WHEREAS, from his arrival in the Golden Isles in 1973 until his passing, Woody sought tirelessly to better his community, helping to found and strengthen numerous organizations, including Southeast Georgia Health System, Jekyll Island Foundation, and the Chamber's Leadership Glynn program;

WHEREAS, Woody improved the lives of countless Georgians and visitors to our great state by his instrumental participation in transformative development projects, including the funding and construction of the beautiful Sidney Lanier Bridge, the Federal Law Enforcement Training Center at Glynco, the deepening of the Port of Brunswick Navigation Channel and the expansion of the College of Coastal Georgia, among others;

WHEREAS, over the course of 34 years, Woody guided the business community as President of the Brunswick-Golden Isles Chamber of Commerce until his retirement in 2019, leaving behind a legacy of economic growth;

WHEREAS, many current and past members and employees of this Authority shared in the distinct pleasure of working alongside Woody over his long and distinguished career

WHEREAS, the life of Milton H. "Woody" Woodside was one of unwavering devotion to his family, his community, and his state, always standing by what was good and making it better where he could.

NOW, THEREFORE, be it resolved that the Jekyll Island State Park Authority extends its sincere condolences to the Woodside family for the loss of so great a man and expresses its gratitude for the inspiration of his life of faithful service.

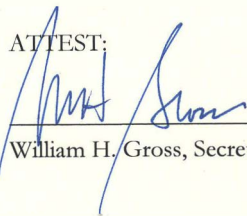
SO RESOLVED this 21st day of May 2024.

JEKYLL ISLAND-STATE PARK AUTHORITY



Dale Atkins, Jr., Chairman

ATTEST:



William H. Gross, Secretary/Treasurer