<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>FY16 Proposed</th>
<th>FY16 Proposed</th>
<th>Proposed ADMIN</th>
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<tbody>
<tr>
<td></td>
<td>Category A</td>
<td>Category B</td>
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</tr>
<tr>
<td><strong>Income</strong></td>
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<tr>
<td>TMD Revenue</td>
<td></td>
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</tr>
<tr>
<td>Assessment revenue</td>
<td>1,966,403.00</td>
<td>745,877.00</td>
<td>2,712,280.00</td>
</tr>
<tr>
<td>Total TMD Revenue</td>
<td>1,966,403.00</td>
<td>745,877.00</td>
<td>2,712,280.00</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>1,966,403.00</td>
<td>745,877.00</td>
<td>2,712,280.00</td>
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<tr>
<td><strong>Gross Profit</strong></td>
<td>1,966,403.00</td>
<td>745,877.00</td>
<td>2,712,280.00</td>
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<tr>
<td><strong>Expense</strong></td>
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<td></td>
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</tr>
<tr>
<td><strong>Indirect Expenses</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Personnel</td>
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</tr>
<tr>
<td>Employee Benefits</td>
<td>8,142.00</td>
<td>3,089.00</td>
<td>11,231.00</td>
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<tr>
<td>Executive Director Wages</td>
<td>147,585.00</td>
<td>55,980.00</td>
<td>203,565.00</td>
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<tr>
<td>Payroll Tax</td>
<td>11,807.00</td>
<td>4,478.00</td>
<td>16,285.00</td>
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<td>Workers Comp</td>
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<td>1,120.00</td>
<td>4,074.00</td>
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<td>Total Personnel</td>
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<td>Contract Services</td>
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<tr>
<td>Accounting</td>
<td>174,000.00</td>
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<tr>
<td>Audits</td>
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<td>Communications</td>
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<td>Research and compliance</td>
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<td><strong>Total Contract Services</strong></td>
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<tr>
<td><strong>Overhead</strong></td>
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</tr>
<tr>
<td>Automotive Expenses</td>
<td>6,525.00</td>
<td>2,475.00</td>
<td>9,000.00</td>
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<tr>
<td>Bank Service Fees</td>
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<tr>
<td>Broker Fees</td>
<td>1,740.00</td>
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<td>Dues and subscriptions</td>
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<td>Insurance</td>
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<td>Meals, Travel &amp; Entertainment</td>
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<td>Occupancy</td>
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<td>Office Supplies</td>
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<td>Parking</td>
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<td>Payroll processing</td>
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<td>Postage and shipping</td>
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<td>Printing and reproduction</td>
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<tr>
<td>Telephone</td>
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<td><strong>Total Overhead</strong></td>
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<tr>
<td><strong>Total Indirect Expenses</strong></td>
<td>1,531,403.00</td>
<td>580,877.00</td>
<td>2,112,280.00</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>1,531,403.00</td>
<td>580,877.00</td>
<td>2,112,280.00</td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>435,000.00</td>
<td>165,000.00</td>
<td>600,000.00</td>
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<tr>
<td><strong>Other Income/Expense</strong></td>
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<td></td>
</tr>
<tr>
<td><strong>Other Expense</strong></td>
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<tr>
<td>Admin Fee to City</td>
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<td>165,000.00</td>
<td>600,000.00</td>
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<tr>
<td><strong>Total Other Expense</strong></td>
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<td>165,000.00</td>
<td>600,000.00</td>
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<tr>
<td><strong>Net Other Income</strong></td>
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