

ICTC Governing Board dba AMskills  
 FY17/18 Budget - ALL Counties (Including ICTC)  
 October 2017 through September 2018



FY 17.18 ALL COUNTIES (INCLUDING ICTC SUPPORT SERVICES)	Oct '17 - Sep 18	Budget 16.17	Actual 16.17	17.18 Budget / 16.17 Budget	17.18 Budget / 16.17 Actual	Notes
Ordinary Income/Expense				Increase/Decrease Previous Year	Budget vs Actual Above/Below	
Income						
Revenue						
County Funding						
Hernando County	200,000.00	182,000.00	182,000.00	109.89%	109.89%	
Pasco County	200,000.00	182,000.00	182,000.00	109.89%	109.89%	
Pinellas County	175,000.00	200,000.00	200,000.00	87.50%	87.50%	Decreased from Previous Years
County Funding - Other						
Total County Funding	575,000.00	564,000.00	564,000.00	101.95%	101.95%	
Donations-Pasco			1,635.00			
Grant Funding						
Program Revenue						
Mentor Training	5,000.00					Assumes 10 Manufacturers
Summer Camp - Youth	7,500.00					
Workshops - Adult	12,656.00					New Programs
Manufacturer Placement Fee	42,000.00					Assumes 14 Paid Placement Fees
Pre - Apprenticeship						Adult Pre-Apprenticeship All Counties
PA - Adult						Assuming only (1) Adult Program Per Location
PA Fall Session	12,000.00					Planning (3) Per Location w/Revenue offsetting
PA Winter Session	12,000.00					Program Expenses
PA Spring Session	24,500.00					
PA Summer Session	12,000.00		6,686.06		179.48%	
Total PA - Adult	60,500.00		6,686.06			
Total Pre - Apprenticeship	60,500.00					
Production Workshop - Youth			260.00			
Summer Orientation - Youth	2,160.00	4,320.00	2,089.70	50.00%	103.36%	Summer Camps - Expected increase
Summer Orientation - Adults		4,320.00				
Apprentice Sponsorship - Youth	34,000.00	48,960.00		69.44%		Graduated Youth Pre-Apprentices
Apprentice Sponsorship - Adult	62,400.00	31,800.00	9,023.00	196.23%	691.57%	Graduated Adult Pre-Apprentices
Total Program Revenue	226,216.00	89,400.00	18,098.76			
Office Space Rental Income	28,800.00	28,800.00	28,591.17	100.00%	100.73%	Hernando County Only
State Funding		114,998.00	109,860.99			FDOE Grant
Total Revenue	830,016.00	797,198.00	782,145.92	104.12%	106.12%	Student Training Materials
Cost of Goods Sold			6,025.70			
Gross Profit	830,016.00	797,198.00	777,120.22			
Expense						
Warranty			516.25			Legal Fees for AAFI
AndSkills Apprentices Foundation			366.74			
ICTC Support Services	357,413.00	413,521.00	397,762.68	86.43%	89.86%	ICTC Internal Chargeback to Each County
Payroll						
FDOE Project						
Curriculum Development		15,936.00	17,562.64			
Payroll Taxes	38,080.00	37,000.00	36,479.53	102.92%	104.39%	
Payroll Fees	3,720.00	3,900.00	3,551.70	95.38%	104.74%	
Total Payroll	570,692.00	541,048.00	492,666.07			
Subcontracted Labor						
Vet Recruitment	2,000.00					
Temporary Labor	5,520.00	4,200.00	6,780.50	131.43%	81.41%	
Total Subcontracted Labor	7,520.00		45.00			
Seminars/Conferences						
Bank Service Charges	300.00	600.00	294.49	50.00%	101.87%	
Building & Maintenance						
Security	420.00		1,063.25			Hernando Only (Service & Camera's)
Cleaning Services						
Insurance Expense	3,500.00	3,200.00	2,233.00	109.38%	156.74%	
Rent Expense	28,800.00	28,800.00	29,395.00	100.00%	97.98%	Hernando Only
Repairs and Maintenance	1,990.00	1,990.00	4,535.86	125.16%	43.87%	
Utilities	8,400.00	7,400.00	8,385.55	113.51%	100.17%	Hernando Only
Total Building & Maintenance	43,110.00	40,990.00	45,612.66			
Dues and Subscriptions	600.00		1,006.37			59.62%
Leases/Licenses	5,000.00		46.82			10679.20%
Depreciation Expense	74,259.60	55,825.00	66,386.51	133.02%	111.86%	Tooling/ Software Licenses for Curriculum
Freight/Shipping	480.00		7,114.06			Increased Equipment From FDOE Grant
6.75%						
Information Management						
Software			199.99			
Computer Service & Repairs	1,200.00		986.15			120.46%
Computer Other			1,048.46			
Marketing						
Fundraising		3,950.00		100.00%		
Advertising and Promotion						
T-Shirts	225.00		609.00			36.95%
Advertising and Promotion - Other	17,260.00	15,000.00	27,230.96	115.07%	63.39%	
Signage			795.19			
Total Advertising and Promotion	17,485.00					
Printing Services/Costs	6,000.00	9,180.00	5,652.40	65.36%	106.15%	
Special Events						
Manufacturing Day	900.00	1,200.00	388.29	75.00%	231.79%	
Industry Days	800.00	1,200.00	34.97	66.67%	2287.68%	
Production Workshop	2,500.00	1,000.00	895.80	250.00%	279.08%	
Summer Orientation	1,500.00	1,000.00	676.00	150.00%	221.89%	
Other Events		3,400.00	2,411.08			
Special Events - Other	1,600.00		890.57			179.66%
Total Special Events	7,300.00	7,800.00	5,296.71			
Marketing - Other			120.38			
Total Marketing	34,735.00	35,930.00	39,703.74			
Telecom, Cable & Internet	6,216.00	5,232.00	7,920.95	118.81%	78.48%	
Website/Video/eMail	500.00		1,580.99			31.63%
Interest Expense			37.13			
Total Information Management	42,651.00	41,162.00	51,450.28			
Meals for Business Events		624.96	1,991.72			
Misc. Expense			393.39			
Operating Supplies			906.67			
Student Projects						
Consumable Supplies	360.00		1,021.76			35.23%
Tools	6,600.00	5,880.00	36,749.61	112.24%	17.96%	
Office Supplies	5,220.00	7,170.00	5,748.56	72.80%	90.81%	
Small Equipment	1,800.00	3,200.00	14,982.02	56.25%	12.01%	
Raw Materials	3,840.00	3,720.00	2,039.20	101.23%	188.31%	
Freight/Shipping	300.00	960.00	30.20	31.25%	765.31%	
Total Operating Supplies	18,120.00	20,930.00	61,487.02	86.57%	29.47%	
Professional Services						
Audit	12,450.00					
Accounting	1,850.00	18,062.00	20,409.14	10.24%	9.06%	
Background Checks	184.00	184.00	358.82	100.00%	51.28%	
Computer/Network Engineering	10,000.00	13,416.00	7,794.65	76.54%	128.29%	
Legal Fees	5,000.00	4,950.00	4,008.50	101.01%	124.73%	
Recruitment/Onboarding		7,875.00				
Total Professional Services	29,484.00	44,887.00	32,571.11	66.28%	90.52%	
Training						
Student Assessments	1,500.00		630.00			238.10%
Instructor Training Materials	3,600.00	19,288.00	3,200.00	18.66%	112.50%	
Train-the-Trainer	2,400.00	7,800.00	74.69	30.77%	3213.28%	
Training - Other	3,000.00					
Total Training	10,500.00	27,088.00	3,904.69	38.76%	268.91%	
Travel Expense						
Meals	900.00					
Flights	3,000.00	1,800.00	1,855.92	166.67%	161.64%	
Mileage/Gas/Parking/Tolls	300.00	1,800.00	836.87	16.67%	35.85%	
Rental Car	600.00	1,200.00	437.10	50.00%	137.27%	
Hotel/Lodging	1,200.00	1,200.00	2,446.01	100.00%	49.06%	
Travel Expense - Other			-1,266.12			
Total Travel Expense	6,000.00	6,000.00	4,309.78	100.00%	139.22%	
Total Expense	1,166,129.60	1,196,475.96	1,174,706.14	97.46%	99.27%	
Net Ordinary Income	-336,113.60	-399,277.96	-397,585.92			
Other Income/Expense						
Other Expense						
ICTC Elimination	-357,413.00	-413,521.00	-397,762.68	86.43%	89.86%	1/3rd Charged back to Each District/County as Internal Cost
Net Income	21,299.40	14,243.04	176.76			



**FY 17.18 BUDGET - Hernando County District**

	Oct '17 - Sep 18	Notes
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Revenue</b>		
County Funding		
Hernando County	200,000.00	
<b>Program Revenue</b>		
Mentor Training	2,000.00	Assumes Only (2) Manufacturers / Potential is Greater
Workshops - Adult	6,328.00	New Programs Forecasted
Manufacturer Placement Fee	24,000.00	Assumes (8) Placement Fees / Expecting to Exceed This
<b>Pre - Apprenticeship</b>		
<b>PA - Adult</b>		
PA Fall Session		
PA Winter Session	12,000.00	Assumes Minimum 6 Students
PA Spring Session	12,500.00	Assumes Minimum 6 Students
PA Summer Session		
<b>Total Pre - Apprenticeship</b>	<b>24,500.00</b>	
Summer Orientation - Youth	2,160.00	Summer Manufacturing Boot Camp
Apprentice Sponsorship - Youth	13,600.00	Apprentice Sponsorships for Candidates That Complete Youth PA (Once 18 yrs)
Apprentice Sponsorship-Adult	12,480.00	Apprentice Sponsorships for Candidates That Complete Adult PA
<b>Total Program Revenue</b>	<b>85,068.00</b>	
Office Space Rental Income	28,800.00	Sub-Leased Office Space
State Funding		
<b>Total Income</b>	<b>313,868.00</b>	
<b>Expense</b>		
ICTC Support Services	119,137.66	1/3rd of ICTC Budget Chargeback to Each County (Decrease from previous FY)
<b>Payroll</b>		
Total Payroll	114,988.00	Instructors & District Manager
Total Subcontracted Labor	960.00	
<b>Building &amp; Maintenance</b>		
Security	420.00	Building Security System
Insurance Expense	500.00	
Rent Expense	28,800.00	Rent for Building
Repairs and Maintenance	1,600.00	
Utilities	8,400.00	
<b>Total Building &amp; Maintenance</b>	<b>39,720.00</b>	
Depreciation Expense	21,600.00	Equipment on Site
Freight/Shipping	240.00	
<b>Information Management</b>		
<b>Marketing</b>		
Advertising and Promotion	1,300.00	
Printing Services/Costs	1,200.00	
<b>Special Events</b>		
Industry Days	400.00	
Production Workshop	500.00	
Summer Orientation	500.00	
<b>Total Special Events</b>	<b>1,400.00</b>	
<b>Total Marketing</b>	<b>3,900.00</b>	
Telecom, Cable & Internet	2,100.00	
<b>Total Information Management</b>	<b>6,000.00</b>	
<b>Operating Supplies</b>		
Consumable Supplies	120.00	
Tools	2,400.00	
Office Supplies	1,020.00	
Small Equipment		
Raw Materials	1,020.00	
Freight/Shipping		
<b>Total Operating Supplies</b>	<b>4,560.00</b>	
<b>Training</b>		
Instructor Training Materials	1,200.00	
Train-the-Trainer	1,200.00	
Training - Other	1,500.00	
<b>Total Training</b>	<b>3,900.00</b>	
<b>Total Expense</b>	<b>311,105.66</b>	
<b>Net Ordinary Income</b>	<b>2,762.34</b>	



**FY 17.18 BUDGET - Pasco County District**

	Oct '17 - Sep 18	Notes
Ordinary Income/Expense		
Income		
Revenue		
County Funding		
Pasco County	200,000.00	
Total County Funding	<u>200,000.00</u>	
Program Revenue		
Mentor Training	2,000.00	Assumes Only (2) Manufacturers / Potential is Greater
Summer Camp - Youth	7,500.00	
Workshops - Adult	6,328.00	
Manufacturer Placement Fee	12,000.00	Assumes Only (4) Placement Fees / Expecting to Exceed This
Pre - Apprenticeship		
PA - Adult		
PA Fall Session	12,000.00	Assumes Minimum 6 Students
PA Winter Session		
PA Spring Session	12,000.00	Assumes Minimum 6 Students
PA Summer Session		
Total PA - Adult	<u>24,000.00</u>	
Total Pre - Apprenticeship	<u>24,000.00</u>	
Summer Orientation - Youth		
Apprentice Sponsorship - Youth	17,000.00	Apprentice Sponsorships for Candidates That Complete Youth PA
Apprentice Sponsorship-Adult	37,440.00	Apprentice Sponsorships for Candidates That Complete Adult PA
Total Program Revenue	<u>106,268.00</u>	
State Funding		
Total Income	<u><u>306,268.00</u></u>	
Expense		
ICTC Support Services	119,137.66	1/3rd of ICTC Budget Chargeback to Each County (Decrease from previous FY)
Payroll		
Total Payroll	122,829.00	Instructors, District Manager, Camps
Total Subcontracted Labor	1,800.00	
Building & Maintenance		
Repairs and Maintenance	390.00	
Total Building & Maintenance	<u>390.00</u>	
Depreciation Expense	25,200.00	
Freight/Shipping	240.00	
Information Management		
Marketing		
Advertising and Promotion	1,380.00	
Printing Services/Costs	1,200.00	
Special Events		
Manufacturing Day	500.00	
Industry Days	400.00	
Production Workshop	1,500.00	
Summer Orientation	500.00	
Total Special Events	<u>2,900.00</u>	
Total Marketing	<u>5,480.00</u>	
Telecom, Cable & Internet	<u>2,616.00</u>	
Total Information Management	<u>8,096.00</u>	
Meals for Business Events		
Operating Supplies		
Consumable Supplies	120.00	
Tools	1,800.00	
Office Supplies	1,800.00	
Small Equipment	1,800.00	
Raw Materials	1,020.00	
Freight/Shipping		
Total Operating Supplies	<u>6,540.00</u>	
Training		
Instructor Training Materials	1,200.00	
Train-the-Trainer	1,200.00	
Training - Other	1,500.00	
Total Training	<u>3,900.00</u>	
Total Expense	<u><u>288,132.66</u></u>	
<b>Net Ordinary Income</b>	<b>18,135.34</b>	



**FY 17.18 BUDGET - Pinellas County District**

	Oct '17 - Sep 18	Notes
Ordinary Income/Expense		
Income		
Revenue		AmSkills Projected All Revenue Conservatively
County Funding		
Pinellas County	175,000.00	Decreased From Previous Years
County Funding - Other		
Total County Funding	<u>175,000.00</u>	
Program Revenue		
Mentor Training	1,000.00	Assumes Only (2) Manufacturers / Potential is Greater
Manufacturer Placement Fee	6,000.00	Assumes Only (2) Placement Fees / Expecting to Exceed This
Pre-Apprenticeship (PA)		
PA - Adult		
Summer Session	12,000.00	Assumes only (1) Adult Session - Minimum 6 Students
Apprentice Sponsorship - Youth	3,400.00	Apprentice Sponsorships for Candidates That Complete Youth PA
Apprentice Sponsorship-Adult	<u>12,480.00</u>	Apprentice Sponsorships for Candidates That Complete Adult PA
Total Program Revenue	<u>34,880.00</u>	
State Funding		Several State Grant Applications Completed, However Not Awarded Yet
Total Income	<u>209,880.00</u>	
<b>Expense</b>		
ICTC Support Services	119,137.66	1/3rd of ICTC Budget Chargeback to Each County (Decrease from previous FY)
Payroll		
Payroll Taxes	3,791.00	
Total Payroll	55,245.00	District Manager, Camp Staff, Health Stipend, etc.
Subcontracted Labor		
Vet Recruitment	2,000.00	
Temporary Labor	<u>960.00</u>	
Total Subcontracted Labor	2,960.00	
Depreciation Expense	19,635.60	Depreciation of Equipment at multiple locations
Information Management		
Marketing		
Advertising and Promotion	2,580.00	
Special Events		
Manufacturing Day	400.00	
Industry Days		
Production Workshop	500.00	
Summer Orientation	<u>500.00</u>	
Total Special Events	<u>1,400.00</u>	
Total Marketing	<u>3,980.00</u>	
Operating Supplies		
Consumable Supplies	120.00	
Tools	2,400.00	
Office Supplies	1,200.00	
Raw Materials	1,800.00	
Freight/Shipping	<u>300.00</u>	
Total Operating Supplies	5,820.00	
Training		
Student Assessments	1,500.00	
Instructor Training Materials	1,200.00	
Train-the-Trainer		
Total Training	<u>2,700.00</u>	
Total Expense	<u>209,478.26</u>	
<b>Net Ordinary Income</b>	<u><u>401.74</u></u>	