



Rhode Island Commerce Corporation Budget

FY 2020 Operating Budget

Board Approval Request

Overview

- The Commerce Corporation's budget consists of the following categories:
 - Operating: Funds associated with managing/operating the Corporation (staff, overhead, etc.)
 - Programmatic: Funds associated with programing (incentives, grants, pass-throughs, etc.)
- FY 2020 funding originates from the following sources:
 - Annual Appropriations (State): Operating capital appropriated by the State
 - Hotel Tax (State): Operating capital specific to Tourism and Business Attraction
 - Federal Grants: Federally funded program specific reimbursements
 - Other Income: Unique specific funding streams and/or fees from project administration
- FY 2020 expenses consist of the following categories:
 - Personnel: Salaries/benefits of employees.
 - Overhead: General/administrative overhead
 - Advisory: Legal/consulting/other
 - Programmatic Expenditures: Funding available for direct economic investment

Revenue Detail

- The \$53.7M FY 2020 budget is categorized as follows:
 - Annual Appropriations (State): \$30.5M (57%): Operating (24%)/Programmatic (76%)
 - Federal Proceeds: \$2.3M (4%) in funding sourced by the federal government
 - Other Income: \$20.8M (39%) Includes State pass throughs

Revenues		Appro.	Fed	Other	Total	% Tot.
Operating						
	RICC Operations	7,430,000		1,160,000	8,590,000	16%
Programmatic						
	REF			2,990,000	2,990,000	6%
	Marketing/Tourism			5,600,000	5,600,000	10%
	Federal Grants and Programs		2,340,000		2,340,000	4%
	STAC & SBIR			1,900,000	1,900,000	4%
	Supply RI	300,000		280,000	580,000	1%
	State Pass throughs			8,910,000	8,910,000	17%
	Economic Incentives	22,800,000			22,800,000	42%
Total Sources		30,530,000	2,340,000	20,840,000	53,710,000	100%
		57%	4%	39%	100%	

Expense Detail

- FY 2020 expenses consist of the following categories:
 - Personnel: \$6.9M (18%) of RICC’s expense structure is salaries/benefits of staff
 - Overhead: \$2.4M (6%) is general/administrative and overhead costs
 - Advisory: \$1.5M (4%) is 3rd party legal/consulting/other costs
 - Programmatic Expenditures: \$27.8M (72%) is projected for direct economic investment

Expenses		Appro.	Fed	Other	Total	% Tot.
Operating	Personnel	5,500,000	600,000	820,000	6,920,000	18%
	Overhead	2,050,000	190,000	130,000	2,370,000	6%
	Advisory	1,380,000	40,000	50,000	1,470,000	4%
	Total Operating	8,930,000	830,000	1,000,000	10,760,000	28%
Programmatic	REF			2,650,000	2,650,000	7%
	Marketing/Tourism			4,940,000	4,940,000	13%
	Federal Grants and Programs		230,000		230,000	1%
	STAC & SBIR	1,670,000			1,670,000	4%
	State Pass throughs	8,910,000			8,910,000	23%
	Economic Incentives	9,290,000			9,290,000	24%
	Federal Grant Match	90,000			90,000	
	Total Programmatic	19,960,000	230,000	7,590,000	27,780,000	72%
	Reserve Fund for future Obligations	15,170,000			15,170,000	
Grand Total	44,060,000	1,060,000	8,590,000	53,710,000	100%	

2020 Expense Comparison

Expense Comparison		FY2020	FY 2019	Delta
Operating				
	Personnel	\$6.9 M	\$5.8 M	\$1.1 M
	Overhead	\$2.3 M	\$2.4 M	-\$0.1 M
	Advisory	\$1.5 M	\$1.7 M	-\$0.2 M
Total Operating		\$10.7 M	\$9.9 M	\$0.8 M
Programmatic				
	REF	\$2.7 M	\$2.7 M	\$0.0 M
	Marketing/Tourism	\$4.9 M	\$4.9 M	\$0.0 M
	Federal Grants and Programs	\$0.2 M	\$3.1 M	-\$2.9 M
	STAC & SBIR	\$1.7 M	\$1.9 M	-\$0.2 M
	State Pass throughs	\$8.9 M	\$8.5 M	\$0.4 M
	Economic Incentives	\$9.3 M	\$9.5 M	-\$0.2 M
	Federal Grant Match	\$0.1 M	\$0.0 M	\$0.1 M
Total Programmatic		\$27.8 M	\$30.6 M	-\$2.8 M
Reserve Fund for future Obligations		\$15.2 M	\$13.6 M	\$13.6 M
Grand Total		\$53.7 M	\$54.1 M	\$11.6 M

Appendix

FY 2020 Operating Budget



Expense Detail by Business Unit

Expenses	Operations	Financial Services	Business Advisory	Business Development	Branding & Marketing	Investments	Supply RI	Pass through	Total
Operating									
Personnel	2,850,000	480,000	300,000	1,180,000	950,000	830,000	336,500		6,926,500
Overhead	1,430,000	260,000	120,000	250,000	270,000	20,000	30,000		2,380,000
Advisory	770,000	90,000	30,000	110,000	5,000	290,000	158,500		1,453,500
Total Operating	5,050,000	830,000	450,000	1,540,000	1,225,000	1,140,000	525,000		10,760,000
Programmatic	87,000	2,880,000	-	-	4,935,500	10,960,000	7,500	8,910,000	27,780,000
Grand Total	5,137,000	3,710,000	450,000	1,540,000	6,160,500	12,100,000	532,500	8,910,000	38,540,000
Reserve Fund for future Obligations	-	-	-	-	-	15,170,000	-	-	15,170,000
Grand Total	5,137,000	3,710,000	450,000	1,540,000	6,160,500	27,270,000	532,500	8,910,000	53,710,000

Full-time Equivalents (FTE)

RI Commerce	RI Commerce	Funded by Other	Total
	Base	Sources	
OPERATIONS	19	1	20
FINANCIAL SERVICES	2	2	4
BUSINESS ADVISORY	4	7	11
BUSINESS DEVELOPMENT	8	0	8
BRANDING & MARKETING	3.5	6.5	10
INVESTMENTS	4	4	8
TOTAL FTE'S	40.5	20.5	61