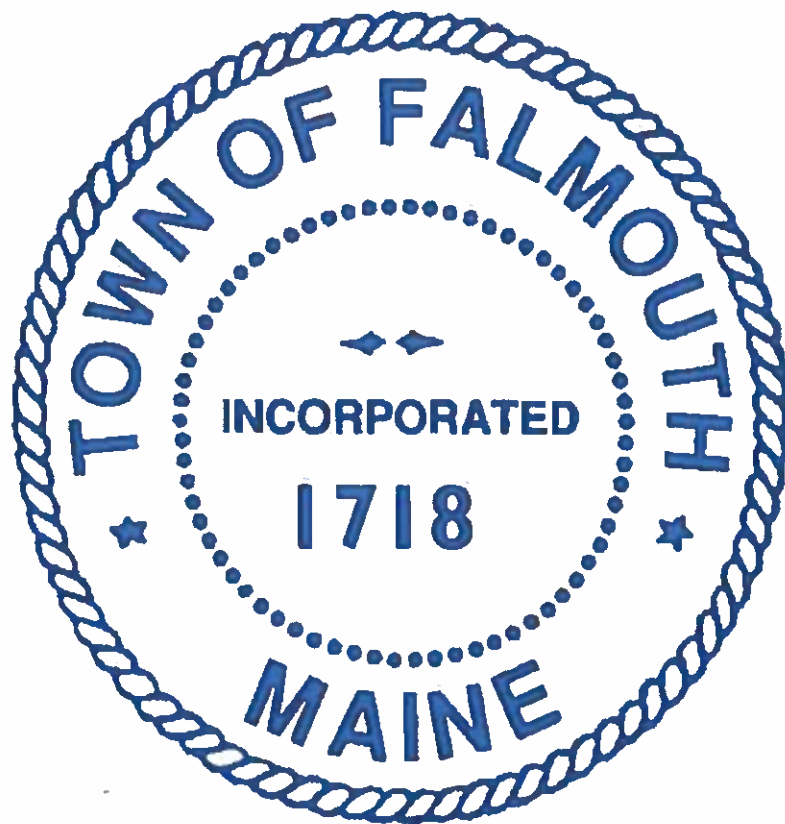


Town of Falmouth, Maine

Proposed Budget

Fiscal Year 2018-2019



Submitted by

Nathan A. Poore, Town Manager
Peter McHugh, Finance Director

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A Citizen's Guide to the FY19 Budget Document

The Town of Falmouth budget document provides concise and readable information to the public about Town government. The budget document represents the definitive policy statement of the Town, establishing levels of service and determining the allocation of municipal resources.

The Table of Contents lists every subject covered in this document and its page number. As a further aid, the document is divided into the following major sections:

- Budget Summary and Overview
- Revenue Detail
- Expenditure Detail (Broken down by departments and divisions)
- Capital Improvement Program, TIF and Special Revenue Funds
- Library Budget Detail
- Wastewater Enterprise Fund Budget

The Budget Summary and Overview section provides general information about the budget. It includes the letter of transmittal from the Town Manager to the Town Council as well as information and statistical data relating to the budget.

The Revenue Detail section contains information on the Town's various revenue accounts including actual revenues for FY16, estimated revenues for FY17, and proposed revenues for FY18. Line item notes for the various revenue accounts are also included in this section.

The Expenditure Detail section provides detailed information on all expenditure accounts. This section is divided into programs within departments. Each department section includes an organizational chart of the department, expenditure detail, and line item notes for the major line item accounts. The line item expenditure detail includes actual expenditures for FY16, estimated expenditures for FY17, and proposed expenditures for FY18.

The Capital Improvement Program (CIP) section contains the Town's multi-year Capital Improvement Program. This section includes a financial overview of the CIP, a description of approved CIP projects, the equipment replacement schedules for the Town's operating departments, and the Town's proposed street paving schedule.

The Tax Increment Financing District (TIF) section contains the Town's multi-year project plan for each of the TIF Districts and shows the captured value tax revenues and fund balance for each District by fiscal year.

The Special Revenue Fund section contains the Town's FY18 plan for both revenue and expenses and summarizes balances by Special Revenue Fund.

The Library and Wastewater sections contain the Town's FY18 Plan for each of those entities.

General Information

The accounts of the Town are organized on the basis of funds and account groups. The operations of each fund are maintained using a set of self-balancing accounts that are composed of its assets, liabilities, fund equity, revenues, and expenditures. This budget document deals with the operations of the Town's General Fund, Capital Improvements Funds, TIF Funds and Special Revenue Funds.

The general fund is used to account for all financial transactions that are not accounted for in categorical funds (sewer enterprise fund, trust and agency funds, etc.). The principle sources of revenue of the general fund are property taxes, excise taxes, inter-governmental revenue, charges for services, and miscellaneous revenue. Expenditures are for general government, financial administration, public safety, public works, community development, economic development, parks and community programs, education, and other agencies/non-departmental.

Charter/Code Requirements

Article V of the Falmouth Town Charter outlines the requirements for the budget. Per the Charter, the Town's fiscal year begins on the first day of July and ends on the last day of June. The Charter provides that, at least 35 days prior to the beginning of each budget year, the Town Manager "shall submit to the Council a budget and explanatory budget message. The Council shall be limited to the final determination of the total appropriation to be made to each of the several offices, departments and agencies of the Town, including the Department of Education."

The Charter further provides that the Town Manager's budget will be reviewed by the Town Council, which shall approve the budget with or without amendments. The Council is required to hold a public hearing on the budget. Following the hearing, the Council is required to adopt the budget, "with or without change", no later than 60 days from the beginning of the fiscal year. In the event the Council shall fail to adopt the budget within the 60 day period, the budget as presented by the Town Manager shall automatically become the budget for the fiscal year.

Article V, Section 506, of the Charter states that "the Town Council shall make a gross appropriation for each department, including the school department, for the ensuing municipal year." The gross appropriation for each department cannot be exceeded except by consent of the Council. Furthermore, the school budget is to be expended under the direction and control of the School Board.

During the budget year, the Town Council has the authority to make supplemental appropriations in order to cover unforeseen or emergency expenditures. The Charter also gives the Council authority to transfer amounts between departments within the budget. Finally, Article III, Section 302.2, provides that once a budget is adopted by the Council, the Town Manager is responsible for its administration.

Further inquiries regarding the budget and the budget process may be made by contacting either the Town Manager, Nathan Poore, or Finance Director, Peter McHugh at (207) 699-5311.

BUDGET SUMMARY AND OVERVIEW

To: The Honorable Members of the Falmouth Town Council

From: Nathan Poore, Town Manager

Date: April 4, 2018

Re: 2018–2019 Budget Transmittal Letter

I hereby present the proposed fiscal year 2019 municipal budget. This budget was reviewed by finance department staff, my office, and the department head/management team. This budget increases the municipal portion of the mil rate by \$.12 to 3.16 mils, an increase of 3.95%. This budget request includes \$75K or \$.032 mils for senior tax relief and \$171,600 for the repayment of BETE overpayments from the State of Maine. Both of these items are included in the Overlay. The average annual rate increase since 2009 has been .6%/yr.

The final General Operating Budget for the Town is \$12,828,428, which represents a \$347,245 increase over the current year's (Fiscal Year 2018) appropriation. This translates into a 2.8% increase. This budget does not negatively impact the financial condition of the organization and all substantial changes within the budget are sustainable. This is consistent with prior year decisions and financial management practices, which over time have built financial stability for current and future residents of our community.

Revenues

We are projecting larger increases in a few non-property tax revenues, including building permits, miscellaneous revenue and interest income. This Budget also calls for the use of \$171,600 in Undesignated Fund Balance to repay the State of Maine for the BETE program overpayments mentioned above. Due to the strong automobile sector results in the last five years, we are predicting a 3.0% increase in automobile excise tax over the estimated FY18 total. The Tower lease at Town Hall is showing a decrease of \$27,486 as the Town has been unable to find a new tenant for the tower. Ambulance Charges are projected to be \$27,807 lower than the FY18 Budget based on the current revenue trends. The Yarmouth/North Yarmouth Animal Control Service arrangement has ended reducing revenue by \$13,044. Overall, non-property tax revenues have increased \$317,835 from the FY18 budget, which is a 5.7% increase.

Expenditures

Personnel expense increases including wages, retirement, and health insurance are adding \$376,519 to the budget. The major components of the personnel cost increases were the Town cost of living increases (\$97K), Retirement costs (\$31K), the budgeted additions of a new EMA/Firefighter (January 2019) and a School Resource Officer, a full year of the paramedic wage increase implemented during FY2018, and an increase in Town Registrar hours to 25 hours per week. Other large increases include contingency funds to cover potential equity rate adjustments and union contract unknowns (\$40K), and Transfers to Special Revenue Fund to cover additional

senior outing expenditures and to cover expenses previously in the General Fund Budget now located in the Recreation Special Revenue Fund (\$43K).

We prepared a preliminary budget that includes line item expenditure reductions to balance other expense increases. The following table identifies the areas where we reduced expenses. The table also includes a list of expenditures that are increasing along with revenues that are projected to change.

FY2019 Budget Impacts Funding Change FY19 vs FY18 Budget Impact: Increase/(Decrease)		
Revenue		
• Use of Fund Balance		\$ 171,600
• Auto Excise Taxes		\$ 99,426
• Interest Income		\$ 55,000
• Building Permits		\$ 5,932
• Miscellaneous Revenues		\$ 27,400
• Tower Lease		\$ (27,486)
• Ambulance Charges		\$ (27,807)
• Net Change in All Other Revenue		\$ 13,770
Revenue Sub-Total Impact		\$ 317,835
Expense		
• Full-Time Salaries/Social Security		\$ 151,987
• Part-Time Salaries		\$ 133,799
• Transfers to Special Revenue Fund		\$ 43,500
• Contingency		\$ 40,000
• Retirement		\$ 34,550
• Add Additional School Resource Officer		\$ 43,534
• Collection Fees		\$ (29,000)
• Other Contractual Services		\$ (34,050)
• Transfer to Capital Fund		\$ (3,849)
• Net Change in All Other Expenses		\$ (33,226)
Expense Sub-Total Impact		\$ 347,245
Sub-Total Impact		\$ 29,410
Overlay Increase		\$ <u>264,324</u>
Net Increase		\$ 293,735
Mil Rate Impact	\$ 0.13 mils	
Mil Rate Impact of Increased Valuation	<u>\$(0.01)mils</u>	
Mil Rate Increase	\$ 0.12 mils	
Mil Rate increases .12 mils from 3.04 to 3.16 mils.		

Projected Future Needs and Budget Impacts

This budget continues to maintain financial stability, deliver necessary services, and focus on sustainable solutions.

I look forward to working with the Council to meet the needs of Falmouth's citizens. I want to express my appreciation to everyone involved in the development of the final budget, including all department heads/managers and their staff.

Budget Analysis

This section of the budget document, identified as the Budget Analysis, provides an overview of spending at multiple levels. The information in this section will illustrate budget impacts, explain changes and new programs, and compare resource allocation.

Tax Rate Calculation

This tax rate calculation table includes a projected increase in property valuation of \$18.7 million (new construction and lot formation).

Property Tax Rate Calculation 2018-19 Town Budget	
Expenditures	12,828,428
Overlay	297,963
Non-tax revenues	(5,855,896)
Net from property taxes	7,270,495
2018-19 projected valuation	2,303,285,500
2018-19 projected tax rate	3.16
2017-18 rate	3.04
Tax rate increase (decrease)	0.12
Tax Rate % Increase	3.95%

Expenditures (By Object of Expenditure)

This table and following chart demonstrates how funds are allocated between four major categories. We are primarily a service providing organization, which is why a significant amount of our budget is associated with personnel costs.

Personnel	Supplies & Services	Capital / Debt Service	Other Agencies & Special Revenue Funds
\$ 7,184,886	3,118,114	1,529,276	996,153

Expenditures (Personnel)

The total cost of personnel services (wages and benefits) in the FY18 budget is \$ 7,184,886 representing a 5.5 % increase over FY18. Much of the difference in this category is a result of the following:

- Average wage increases will be 2.5% (\$98K).
- The Town is budgeting the following personnel addition: EMA/Firefighter (January 2019 (\$34K)) and a School Resource Officer (January 2019 (\$44K)).
- The Fire Department is budgeting \$52K in additional part-time salaries in order to cover a mid-2018 paramedic hourly wage increase designed to maintain staffing levels at FY2018 levels in FY2019.
- Retirement cost is increasing due to a 4.2% increase in the MPERS employer contribution (\$35K).
- Movement of Open Space Manager from Other Contractual Services to Part-Time Salaries as this is no longer a contract position (\$58K).

Expenditures (Supplies and Services)

The final budget includes \$ 3,118,114 for supplies and services, which represents a 3.3% decrease from the FY18 budget. The notable impacts in this category include:

- Reduction of Other Contractual Services referenced above (\$58K).
- A reduction in the use of Other Professional Services (\$23K).
- A decrease in street line painting due to the inclusion of FY17 and FY18 Street Lining costs in FY18 due to timing of the FY17 lining charge (\$28K).
- A decrease in Solid Waste Collection Fees due to the Solid Waste Bag Special Revenue Fund being able to fund an additional month of collection fees (\$29K).
- All remaining Supplies and services (1% decrease from FY2018) were kept at or below FY2018 levels overall.

Expenditures (Capital Outlay / Debt Service)

Funding levels in this category are the foundation for ongoing fiscal stability. We will continue to fund capital needs from annual revenues, capital CIP funds, Tax Increment Financing Districts and the issuance of debt. A successful capital improvement program (CIP) will not show mil rate impact fluctuations with substantial peaks and valleys. This budget and the remaining CIP are structured to accommodate the goal of steady funding without significant changes in the mil rate. The budget includes funds for implementing the FY19 portion of CIP. Capital outlays and debt service costs will total **\$1,529,276**, which is a 1.0% decrease from the FY18 budget. This decrease was primarily due to a decrease in CIP funding and by interest savings from the refinancing of the Public Safety Building bond.

The Town's strategy of making prudent investments in its capital equipment/facilities and infrastructure should be continued because it will sustain the condition of our infrastructure and minimize long-term maintenance costs.

Expenditures (Contributions and Transfers to Special Revenue Funds)

Contributions to outside agencies include the Falmouth Memorial Library and METRO Bus. Funding levels, based on outside agency recommendations and requests, total **\$996,153** in FY19 (an increase of \$90,939 or 10% over last year). The budget includes a contribution toward Library operations of \$530,213, which is 2.6% more than last year (Appendix D contains the Library Budget). Metro Bus expenses are increasing \$5K or 3.0% from the FY2018 level. The transfers to special revenue funds (\$163,100) are up \$43K when compared to the FY18 budget. This is primarily due to an increase in Senior Activities funding and funding for Recreation Department Salaries previously in the Community Programs cost center now moved to the Recreation Special Revenue Fund. Finally, a placeholder for wage equity adjustments and potential Union negotiation costs of \$40K were added to the Contingency account request.

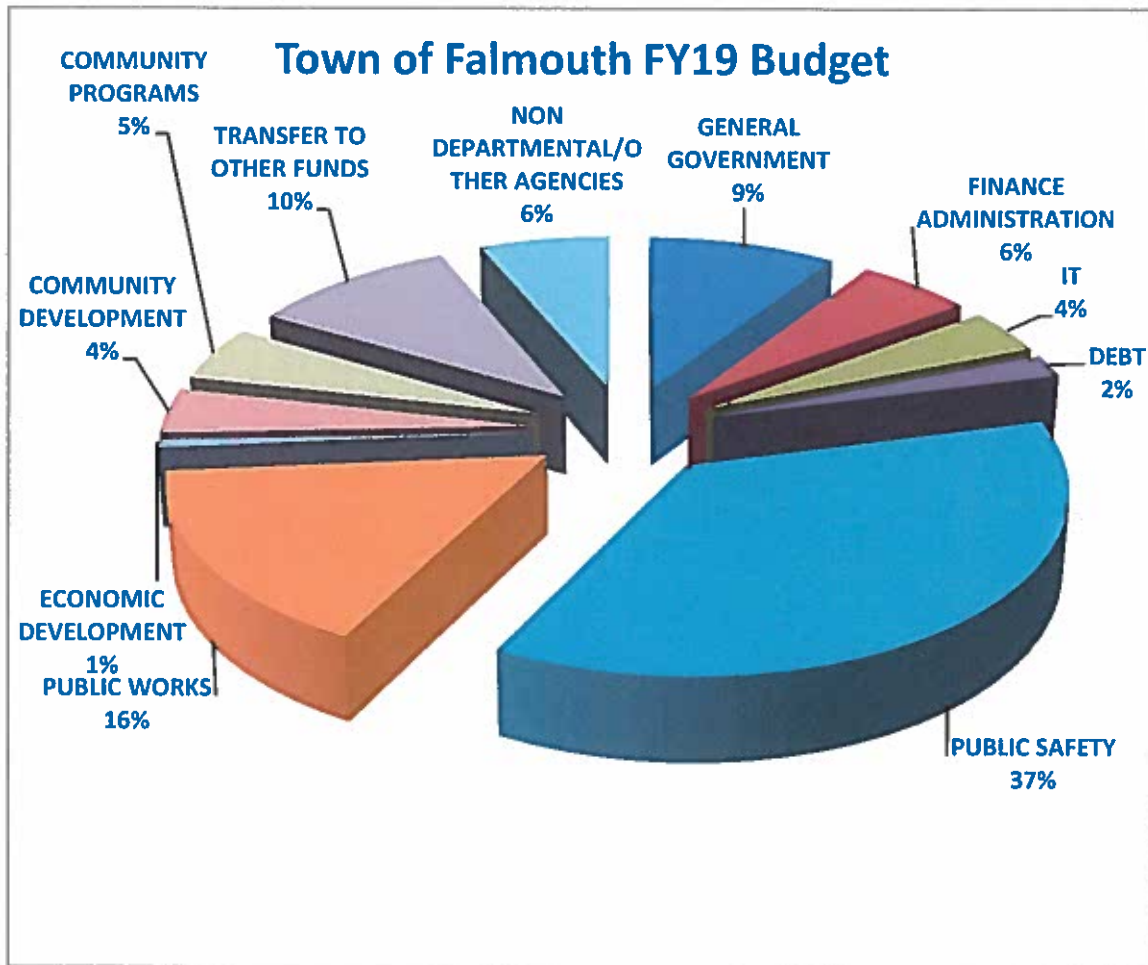
Significant Projected Changes in Expense

This table represents a list of those expense codes with the most significant projected change compared to the FY18 budget.

FULL-TIME SALARIES/SOC SECURITY	151,987
PART TIME SALARIES	133,799
TRANSFER TO SPECIAL REVENUE FUND	43,500
CONTINGENCY	40,000
RETIREMENT	34,550
ADD SCHOOL RESOURCE OFFICER	43,534
COLLECTION FEES	(29,000)
OTHER CONTRACTUAL SERVICES	(34,050)
TRANSFERS TO CAPITAL FUND	(3,849)
OTHER	(33,226)

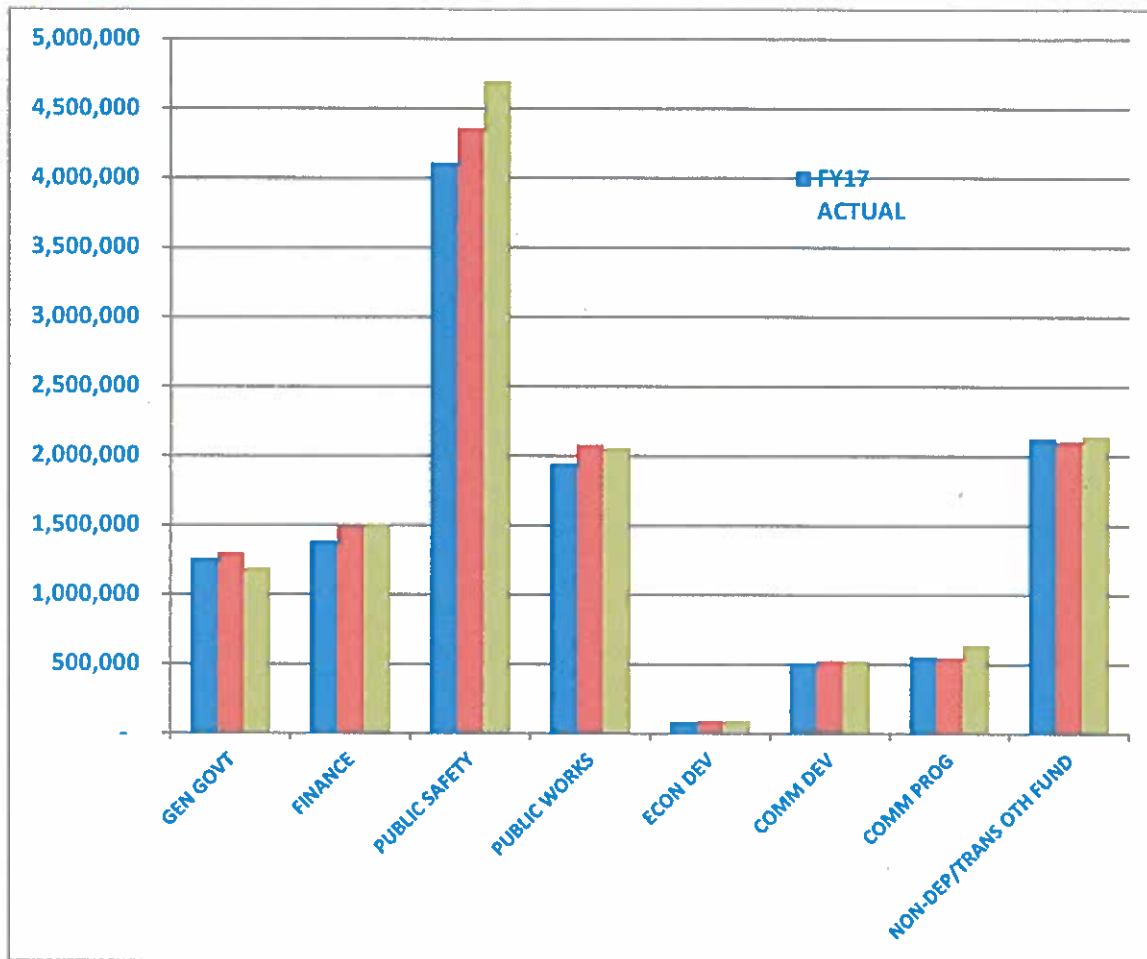
Expenditures (Budget Summary by Department)

This pie chart illustrates the final budget allocated by department. The majority of our spending goes toward the delivery of services such as Parks and Community Programs, Public Safety, and Public Works. Administration expenses are much smaller, which is desirable so that more resources can be used for the delivery of services. Finance administrative services also support some School Department functions.



Budget Allocation by Department

The bar graph on the next page presents a budget comparison by department. The explanation for variations are different depending on many factors including but not limited to varying levels of inflation (depending on the types of expenditures made within each department), personnel changes, reductions in some areas, and program changes.



Changes in department budgets include a number of explanations such as:

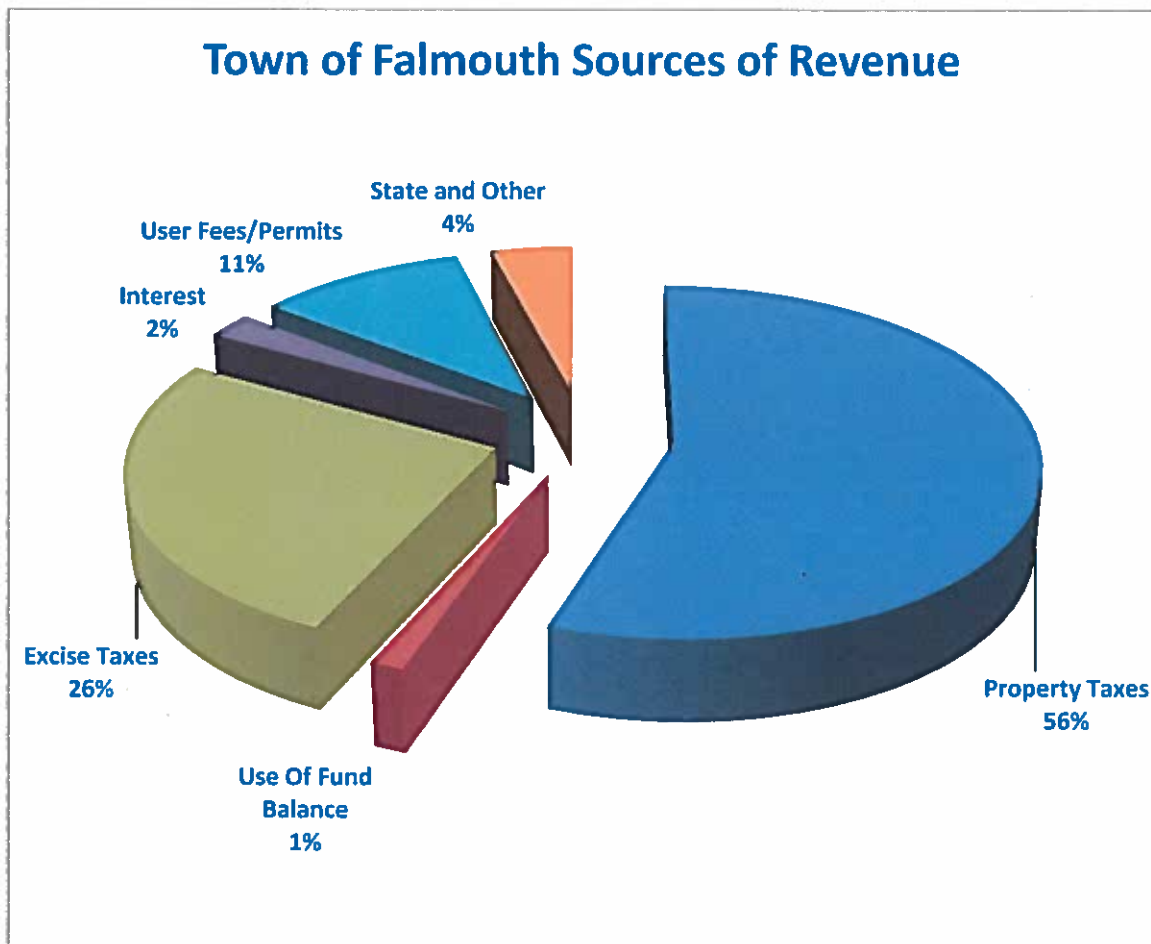
- **General Government:** This category has increased 1.3%. This is a result of staff salary increases, health insurance, retirement increases, and general assistance increases. These were offset by the movement of 2 custodians to the departments they served (Police and Community Programs)
- **Finance:** This category has increased 1.1%. This is a result of staff salary increases, health insurance and retirement increases, and computer services due to additions to the Town network and security systems.
- **Public Safety:** FY19 is projected to increase 7.8% because of salary and health insurance increases, new positions in the Police and Fire Department, A Paramedic wage rate increase, and the movement of the Police Department Custodian from Administration.
- **Public Works:** The 2019 1.1% decrease is due to reductions in Collection fees as one more month of fees was moved to the Bag Fee Special Revenue fund and a

decrease to Street Line Painting (FY2018 included 2 years of line painting expense). These were offset by wage and benefit increases.

- **Community Programs:** An increase of 16.3% due to an increase in the appropriation to support community programs due to increased funding for Senior activities, increases in wages and benefits, and the movement of the Mason Motz Custodian to this department from Administration.
- **Community Development:** A decrease of 0.7% primarily from savings in salary, health insurance, and retirement costs due to the replacement of both the Community Programs Director and Senior Planner positions in 2018.
- **Economic Development:** An increase of 3.1% due to salary, health insurance, and retirement costs.
- **Non-Departmental and Other Agencies:** An increase of 1.8% primarily attributable to an increase in contingency funding (\$40K), a reduction in the Special Revenue appropriation (\$16K), and an increase in the contribution to the Falmouth Memorial Library (\$14K).

Revenues

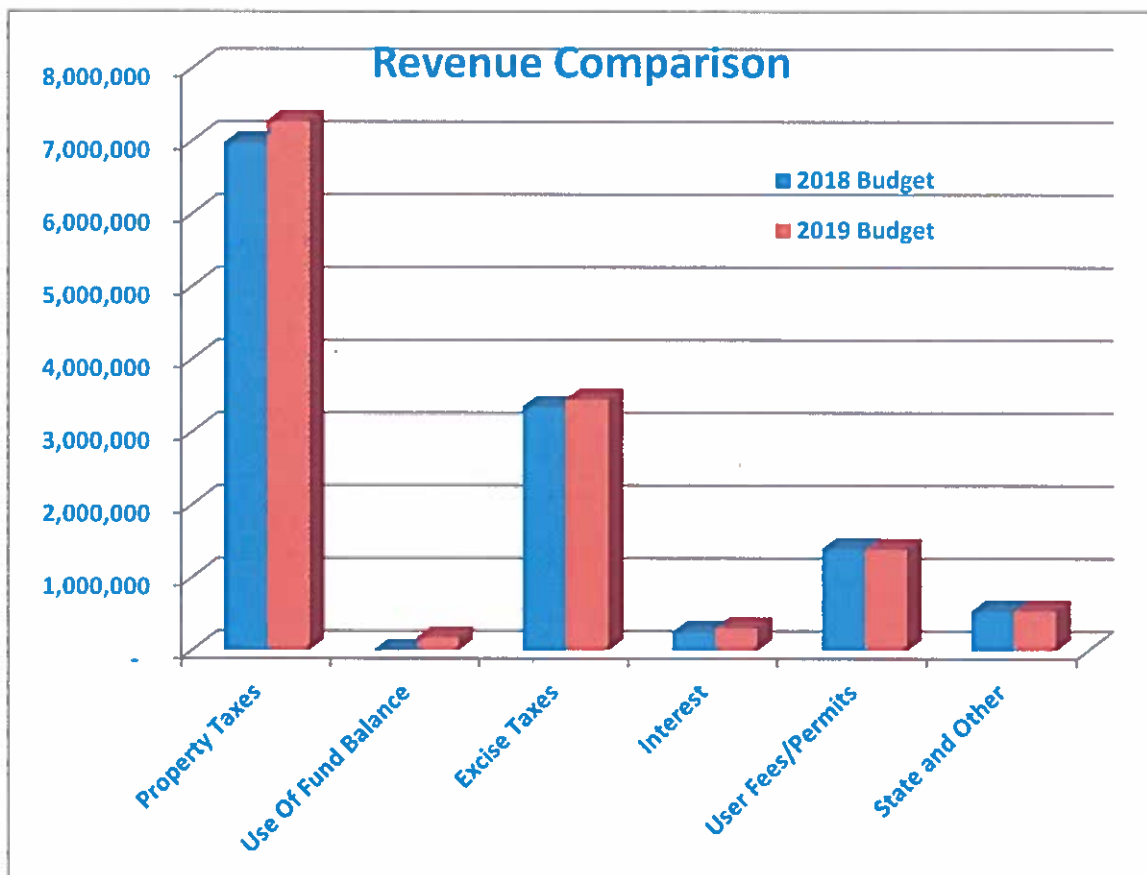
Municipal services are supported by a number of revenue sources including property taxes that account for 56% of all revenue sources for municipal (non-education) services. For the FY18 Budget, 78.7% of the funding required to support education general fund expenses came from property tax revenues. The following pie chart shows where all our revenues originate and demonstrates our reliance on property taxes (chart only applies to municipal services).



The estimated non-property tax revenues in FY19 are projections based on prior year trends and known changes in state and federal laws. There is a budget-to-budget increase of 5.7%. The table on the following page represents a list of those revenues with the most significant projected change compared to the FY18 budget.

USE OF FUND BALANCE	171,600
AUTO EXCISE TAX	99,426
INTEREST INCOME	55,000
RECYCLING CENTER	10,935
MISCELLANEOUS REVENUE	27,400
TOWER LEASE	(27,486)
AMBULANCE CHARGES	(27,807)
YAR/N YAR ANIMAL CONTROL SERVICES	(13,044)
OTHER	21,811

The following bar graph compares the FY19 and FY18 revenue budget. The increase in total property tax collections is due to a projected mil rate increase of \$.12 or 3.95%. The mil rate increase results from an increase in net Town expenditures offset by an increase in the projected property valuation (new homes, lot splits, new businesses and additions/renovations) upon which the tax rate is based. Excise taxes are projected to increase 3.0% over the FY2018 budget revenue projection.



Financial Condition

One of the primary strengths of the Town of Falmouth has been and continues to be its stable financial condition. This part of the report demonstrates financial condition by analyzing several characteristics and practices. This information will demonstrate the Town's stable fiscal condition.

Analysts use several financial indicators to measure a municipality's financial condition. This report identifies the following information/indicators: property tax burden; ratio of bonded debt to assessed valuation; direct debt per capita; tax collection rate; and the Town's unassigned fund balance.

Property Tax Burden

The State Bureau of Taxation publishes annual full value tax rates for all Maine communities. Full value tax rates are used to provide fair comparisons between communities. The rate is calculated by using the State determined valuations and the adjusted locally determined property tax commitments.

This table compares Falmouth's full value rate with other area communities. This table relies on State derived data. The most recent available data demonstrates that Falmouth's full value rate is \$2.24 below the regional average and currently Falmouth has the lowest rate in the group. Since 2007, Falmouth has had a rate below the average every year. The difference between the rate in Falmouth and the regional average has increased substantially since 2007.

Greater Portland Communities									
Communities	2015	2014	2013	2012	2011	2010	2009	2008	2007
Cape Elizabeth	14.93	15.34	15.79	15.65	15.00	14.19	13.20	13.05	11.92
Cumberland	18.63	17.95	17.85	17.75	16.53	15.78	14.67	13.51	13.26
Falmouth	14.00	13.82	14.30	13.82	13.15	12.60	12.16	11.81	11.36
Gorham	15.42	15.27	15.54	14.93	14.66	13.77	13.50	13.38	12.84
Portland	18.76	18.97	18.71	18.57	17.90	17.27	16.54	15.88	15.09
Scarborough	14.82	14.68	14.67	13.93	13.27	12.55	11.97	11.58	11.17
South Portland	16.70	16.50	16.43	16.37	15.90	15.28	14.66	13.77	13.41
Westbrook	17.31	16.93	17.13	17.51	17.45	16.48	16.14	15.32	15.20
Windham	14.46	13.97	14.19	14.33	13.60	12.75	12.00	10.91	10.74
Yarmouth	17.32	17.51	18.66	18.56	17.94	17.00	16.11	15.21	14.43
Average Full Value Rate	16.24	16.09	16.33	16.14	15.54	14.77	14.10	13.44	12.94
Falmouth	14.00	13.82	14.30	13.82	13.15	12.60	12.16	11.81	11.36
Variance from Average	2.24	2.27	2.03	2.32	2.39	2.17	1.94	1.63	1.58

Debt Ratios

The Maine Municipal Bond Bank has found the average debt/valuation ratio for Maine municipalities to be 2.1%. Municipalities have a legal debt limit of 15%, however, bond analysts consider anything under a 3% debt/valuation ratio to be acceptable. As of June 30, 2018, Falmouth's gross debt/valuation ratio will be an estimated 1.77%. It should be noted that the bonded indebtedness of the Town's sewer utility is paid through sewer user charges, and not through property tax dollars, and is not reflected in this table.

Fiscal Year End June 30	Pop.**	Assessed Valuation* (x 1,000)	Total Direct Debt (x 1,000)	Debt as % of Assessed Value	Direct Debt per Capita
2018	11,185	\$2,422,433	\$42,905	1.77%	3,835.94
2017	11,185	\$2,388,936	\$46,890	1.96%	4,192.22
2016	11,185	\$2,368,572	\$50,865	2.15%	4,547.61
2015	11,185	2,328,863	\$54,840	2.35%	4,903.00
2014	11,185	2,287,140	58,820	2.57%	5,258.83
2013	11,185	2,268,623	47,560	2.10%	4,252.12
2012	11,185	2,243,751	50,700	2.26%	4,532.86
*Includes TIF valuation					
**Source: U.S. Census Bureau					
Total Direct Debt includes High School construction, Public Safety building bond refinancing, Route 1 South infrastructure, Middle School Construction and the Elementary School Construction					

Assessed Valuation

Over the past 20 years, Falmouth's valuation has increased between 0.75% to 4% per year due to new construction. It is projected that net new valuation will add \$22 million, or 1.0% to the Town's assessed valuation for FY2019, it is estimated that the impact of the BETE expansion to include providers of retail services will be a reduction of \$2.75 million in taxable valuation for a new total valuation of \$2,303,285,500 (exclusive of TIF valuation). This total valuation equates to over \$205,926 per capita, which is generally considered a very good valuation ratio for a community with limited commercial tax base.

Tax Collection Rates

A municipality's tax collection rate is another indicator of financial stability. Falmouth has had an excellent collection rate averaging over 97% in each of the past five years.

Unassigned Fund Balance

Falmouth's unreserved, unassigned fund balance as of June 30, 2017, was \$10,578,586. The fund balance should not be viewed as "cash on hand" or surplus funds. There are many encumbrances against the fund balance such as reserves for receivables (unpaid taxes). For example, if the tax collection rate declined to 91%, as it did during the recession in the early 1990's, the amount that would need to be reserved for tax receivables would substantially increase. The current fund balance exceeds the minimum standards set by the Council's adopted fund balance policy, providing the Town with a healthy "available" fund balance. A copy of the fund balance policy is attached as Appendix G.

There was a \$502,477 decrease in the unassigned fund balance compared to FY2016. The FY2017 excess revenues over expenditures were offset by the transfer to the capital improvement and special revenue funds in addition to supplemental appropriations for The Town's 300 Anniversary Celebration (\$85K), Construction of a Senior Center at Mason Motz (\$85K), Parks Improvements (\$70K), Acquisition of Town Street Lights from CMP (\$70K), and Contribution towards purchase of a New Tower Fire Truck (\$622K). This results in an overall increase of \$186,724 in the total General Fund balance. Total Governmental Funds, including the Capital, TIF and Special Revenue Funds, for the Town decreased \$363,856 primarily due to increased capital spending.

The fund balance provides the Town with adequate coverage for various liabilities, accounts receivable, unforeseen expenses or shortfalls in revenues. It has also enabled the Town to meet all of its cash flow needs despite the timing of property tax collections, which are well into the fiscal year. Credit rating institutions such as Moody's and Standard & Poor's, consider fund balance when rating municipalities. The Town's credit rating was reaffirmed at AAA by Standard and Poor's during 2017.

Analysis of Fund Balance

Unreserved, unassigned Fund Balance (6/30/16)	\$ 10,578,586.00
Minimum Reserve required by Fund Balance Policy (16.7% of total 2016-17 expenditure budget and \$1,000,000 further reserve for capital investments)	(9,193,840)
Projected "Available" Fund Balance	\$ 1,384,746.00

The "available" fund balance should not be relied upon for regular tax relief. In accordance with Council fund balance policy, this available balance should be used for what is commonly called "one-time" expenses. Regular reliance on fund balance could artificially reduce the tax rate, but when fund balance is no longer available, the tax rate would increase. "Available" fund balance is essential for the Town's ability to respond to unforeseen circumstances. These unforeseen circumstances can include natural disasters, premature infrastructure failure, and economic influences uncontrollable at the local level.

GENERAL FUND REVENUES

Acct No	Account Name	Actual FY17	Budget FY18	Estimated FY18	Proposed FY19	FY19 vs FY18 Budget	%	Explanation
	TOTAL GENERAL REVENUES	5,432,117	5,538,061	5,545,074	5,855,896	317,835	5.7%	
R3015	Use of Fund Balance	0	0	0	171,600	171,600		Funds for BETE State Reimbursement
R3020	Boat Excise Taxes	33,480	33,527	33,527	33,527	-	0.0%	Has been flat
R3030	Auto Excise Taxes	3,191,009	3,314,233	3,314,233	3,413,660	99,426	3.0%	3%gr over FY18 Budget
R3110	Building Permits	132,272	97,719	97,719	103,651	5,932	6.1%	Assume growth continues
R3112	Electrical Permits	24,079	24,240	24,240	24,968	727	3.0%	Based on 3% growth over FY18
R3115	Growth Permit Fees	6,825	3,745	3,745	3,858	112	3.0%	Based on 3% growth over FY18
R3116	Code Enforcement - Fines	12,537	0	0	0	-		Not predictable
R3120	Zoning Board Fees	3,250	4,410	4,410	4,410	-	0.0%	Remains flat
R3123	Planning Board Fees	16,021	16,000	16,000	16,000	-	0.0%	Remains flat
R3125	Hunting & Fishing Licenses	0	0	0	0	-		Budgeted elsewhere
R3130	Town Clerk Licenses/Fees	14,360	14,000	14,000	14,000	-	0.0%	Has been flat
R3135	Dog License Fees	5,543	7,800	7,800	5,543	(2,257)	-28.9%	Assume remain at FY17 Level
R3140	Miscellaneous Permits & Fees	8,520	7,905	7,905	8,142	237	3.0%	Based on 3% growth over FY18
R3145	Firearms	345	918	918	350	(568)	-61.9%	Assume remain at FY17 Level
R3150	Inspection Fees	65,873	11,427	11,427	11,427	-	0.0%	Historical level
R3160	Resident Stickers	14,102	13,900	13,900	13,900	-	0.0%	Historical level
R3170	Auto Tags	30,033	33,000	33,000	33,000	-	0.0%	Historical level
R3171	Rec. Vehicle Tags	2,190	2,350	2,350	2,350	-	0.0%	Historical level
R3180	Cable TV Franchise Fees	220,144	211,124	218,000	219,000	7,876	3.7%	Current pacing
R3190	Plumbing Inspections	39,302	37,000	37,000	37,000	-	0.0%	Historical level
R3210	Witness Fees	604	2,040	600	600	(1,440)	-70.6%	Historical level
R3220	Parking Tickets	1,375	2,244	1,400	1,400	(844)	-37.6%	Has been flat
R3225	Yarmouth/N. Yar Animal Cntrl Serv	13,074	13,044	7,066	0	(13,044)	-100.0%	Current Arrangement Ended
R3240	Penalty Interest	52,396	47,754	49,193	52,500	4,746	9.9%	Current pacing
R3340	Recycling Center	41,354	43,645	54,580	54,580	10,935	25.1%	Current FY18 Pace
R3350	Composting Sales	4,936	5,203	6,522	6,650	1,447	27.8%	Increase of 2% above 2018 estimate
R3360	Ambulance Charges	419,980	442,807	415,000	415,000	(27,807)	-6.3%	Current Pace continues
R3370	Accident Reports	2,062	1,910	1,910	1,948	38	2.0%	Historical trend
R3375	Yarmouth Dispatch	187,834	193,470	193,470	199,275	5,804	3.0%	Annual Increase of 3%

Acct No	Account Name	Actual FY17	Budget FY18	Estimated FY18	Proposed FY19	FY19 vs FY18 Budget	%	Explanation
	TOTAL GENERAL REVENUES	5,432,117	5,538,061	5,545,074	5,855,896	317,835	5.7%	
R3390	Mooring Fees	153,899	154,100	154,100	154,100	-	0.0%	Historical trend
R3391	Dinghy Fees	4,600	5,200	5,200	5,200	-	0.0%	Historical trend
R3395	Launching Fees	945	510	510	510	-	0.0%	Hold even
R3410	Snowmobile Registration	1,450	1,893	1,893	1,893	-	0.0%	Hold even
R3420	General Assistance Reimbursement	7,179	2,500	2,500	2,500	-	0.0%	Hold even
R3430	State Revenue Sharing	440,784	462,428	462,428	462,428	-	0.0%	Hold even
R3440	Veterans Reimbursement	5,848	5,700	5,700	5,700	-	0.0%	Historical trend
R3450	Transit Bonus	0	0	0	0	-		Historical trend
R3495	Law Enforcement Grant	0	0	0	0	-		Historical trend
R3460	Tree Growth Reimbursement	22,931	22,472	22,472	22,472	-	0.0%	Expect no change
R3470	State Park Funds	464	355	355	355	-	0.0%	Expect no change
R3496	Fire Dept - Misc Revenues	910	0	0	0	-		Don't plan on this
R3510	Interest Income	177,130	250,000	290,000	305,000	55,000	22.0%	Increased CD Rates
R3520	Miscellaneous Revenues (Town)	32,654	20,000	30,000	47,400	27,400	137.0%	Historical level with addition of Stipend reimbursement
R3540	Worker's Comp Refund	0	0	0	0	-		Don't plan on this
R3550	Insurance Refund	12,443	0	0	0	-		Don't plan on this
R3560	Tower Lease	27,380	27,486	0	0	(27,486)	-100.0%	Assume no Contract in FY18 or FY19

