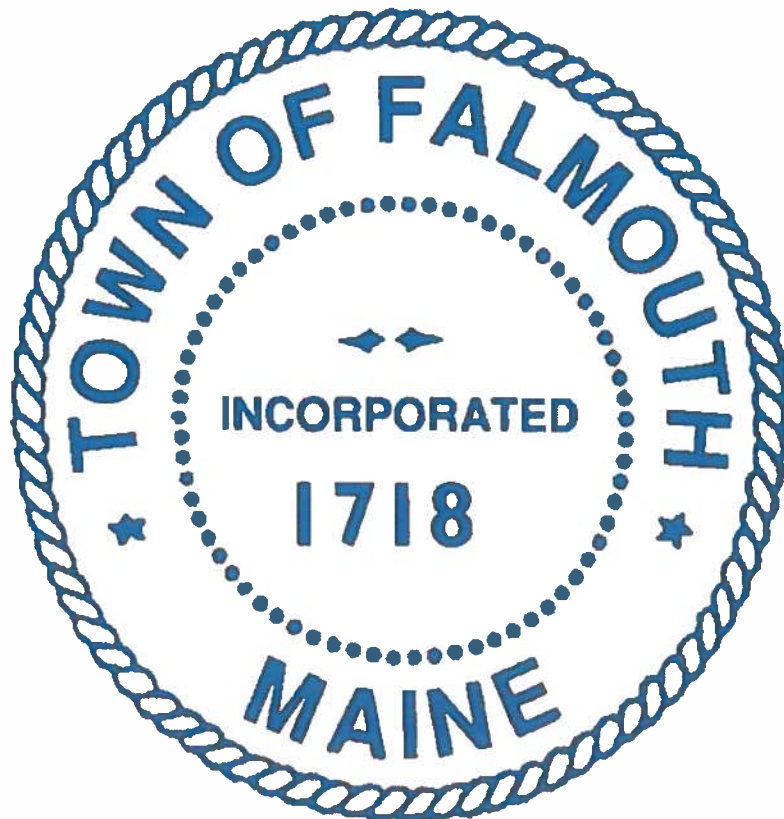


Town of Falmouth, Maine

Adopted Budget

Fiscal Year 2017-2018



Submitted by

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

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# A Citizen's Guide to the FY18 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**

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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**

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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:** March 8, 2017

**Re:** 2017 – 2018 Budget Transmittal Letter

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I hereby present the proposed fiscal year 2018 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 \$.05 to 3.05 mils, an increase of 1.7%. This is the first municipal mil rate increase since 2014 when the mil rate was increased by \$.04 mils to \$3.05 mils. The rate was dropped \$.02 mils in 2015 and an additional \$.03 mils in 2016 to \$3.00 mils. The average annual rate increase since 2009 has been .4%/yr.

The final General Operating Budget for the Town is \$12,450,580, which represents a \$550,978 increase over the current year's (Fiscal Year 2017) appropriation. This translates into a 4.63% 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 and interest income. Due to the strong automobile sector results in the last four years, we are predicting a 3.0% increase in automobile excise tax over the estimated FY17 total. The Tower lease at Town Hall is showing a decrease of \$22,519 as the Town has been unable to find a new tenant for the tower. Overall, non-property tax revenues have increased \$370,774 from the FY17 budget, which is a 7.2% increase.

### **Expenditures**

Personnel expense increases including wages, retirement, and health insurance are adding \$507,757 to the budget. The major components of the personnel cost increases were the Town cost of living increases (\$110K), health insurance costs (\$84K), workers compensation (\$37K) and the budgeted additions of a new Dispatcher (July 2017), Police Officer (July 2017), Public Works Project Manager and Plow Truck Driver (November 2017) and an additional weekend ambulance Crew (\$276K). Other large increases include transfers to the capital fund (\$85K), medical supplies for our ambulances (\$23K) due to Maine Medical Center no longer providing those supplies, and computer services (\$17K).

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.

<b>FY2018 Budget Impacts</b>	
<b>Funding Change FY18 vs FY17</b>	
Budget Impact: Increase/(Decrease)	
<b>Revenue</b>	
• Auto Excise Taxes	\$ 223,233
• Interest Income	\$ 149,000
• Building Permits	\$ 19,439
• State Revenue Sharing	\$ 28,900
• Tower Lease	\$ (22,519)
• Ambulance Charges	\$ (16,193)
• State Tree Growth Reimbursement	\$ (12,528)
• Net Change in All Other Revenue	\$ 1,442
<b>Revenue Sub-total Impact</b>	<b>\$ 370,774</b>
<b>Expense</b>	
• Full-Time Salaries/Social Security	\$ 271,655
• Health Insurance	\$ 140,345
• Transfers to Capital Fund	\$ 85,707
• Workers Compensation	\$ 36,803
• Part Time Salaries	\$ 36,025
• Medical Supplies	\$ 22,500
• Retirement	\$ 20,508
• Computer Services	\$ 16,900
• Motor Fuel and Lubricants	\$ (29,063)
• Transfer to Special Revenue Fund	\$ (50,000)
• Net Change in All Other Expenses	\$ (402)
<b>Expense Sub-total Impact</b>	<b>\$ 550,978</b>
<b>Sub-total Impact</b>	<b>\$ 180,204</b>
<b>Mil Rate Impact</b>	<b>\$ 0.08 mils</b>
<b>Mil Rate Impact of Increased Valuation</b>	<b><u>\$(0.03) mils</u></b>
<b>Mil Rate Increase</b>	<b>\$ 0.05 mils</b>
<b>Mil Rate increases .05 mils from 3.00 to 3.05 mils.</b>	





# 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

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This tax rate calculation table includes a projected increase in property valuation of \$23 million (new construction and lot formation).

Property Tax Rate Calculation 2017-18 Town Budget	
Expenditures	12,450,581
Overlay	35,000
Non-tax revenues	(5,538,061)
Net from property taxes	6,947,520
2017-18 projected valuation	2,276,340,700
2017-18 projected tax rate	3.05
2016-17 rate	3.00
Tax rate increase (decrease)	0.05
Tax Rate % Increase	1.7%

## Expenditures (By Object of Expenditure)

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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
\$ 6,808,366	3,192,650	1,544,350	905,214

## **Expenditures (Personnel)**

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The total cost of personnel services (wages and benefits) in the FY18 budget is **\$ 6,808,366** representing an 8.1 % increase over FY17. Much of the difference in this category is a result of the following:

- Average wage increases will be 3.0% (\$110K).
- The Town is budgeting the following personnel additions: Dispatcher (July 2017), Police Officer (July 2017), Public Works Project Manager (November 2017), and Public Works Truck Driver/Laborer (November 2017). These new positions added an additional \$224K in FY2018.
- The Fire Department is budgeting \$33K in additional part-time salaries in order to staff and supervise an additional ambulance on weekends to meet increasing demand and maintain response times for FY2018.
- Health insurance cost is increasing due to a projected 12.7% increase in health plan premiums effective January 1, 2017, and a projected 9% increase effective January 1, 2018 (\$84K).
- Workers Compensation is budgeted to increase \$37K due to an increase in the experience factor from 59% to 75%.

## **Expenditures (Supplies and Services)**

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The final budget includes **\$ 3,192,650** for supplies and services, which represents a 0.3% increase from the FY17 budget. The notable impacts in this category include:

- Increased Computer Services costs due to the addition of three Town buildings to the network and increased speeds across the network.
- An increase in medical supplies for the Town ambulances. Previously, Maine Medical Center was providing medical supplies to ambulances free of charge.
- A decrease in street lighting costs due to the Town decision to stop leasing street lights from CMP and move to Town-owned energy efficient lights.
- A decrease in Motor Fuel and Lubricant costs resulting from a drop in cost/gallon of unleaded gasoline and diesel.
- 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.
- All remaining Supplies and services were kept at or below FY2017 levels overall.

## **Expenditures (Capital Outlay / Debt Service)**

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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 FY18 portion of CIP. Capital outlays and debt service costs will total **\$1,544,350**, which is an 4.6% increase from the FY17 budget. This increase was primarily due to an increase in CIP funding offset by interest savings from the refinancing of the Public Safety Building bond (\$28K).

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)**

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Contributions to outside agencies include the Falmouth Memorial Library and METRO Bus. The contributions and transfers to special revenue funds (\$119,600) are down \$50K when compared to the FY17 budget. Funding levels, based on outside agency recommendations and requests, total **\$785,614** in FY18 (an increase of \$14,689 or 1.9% over last year). The budget includes a contribution toward Library operations of \$516,576, which is 3.2% more than last year (Appendix D contains the Library Budget). Metro Bus expenses are increasing \$9K or 5.9% from the FY2017 level.

## Significant Projected Changes in Expense

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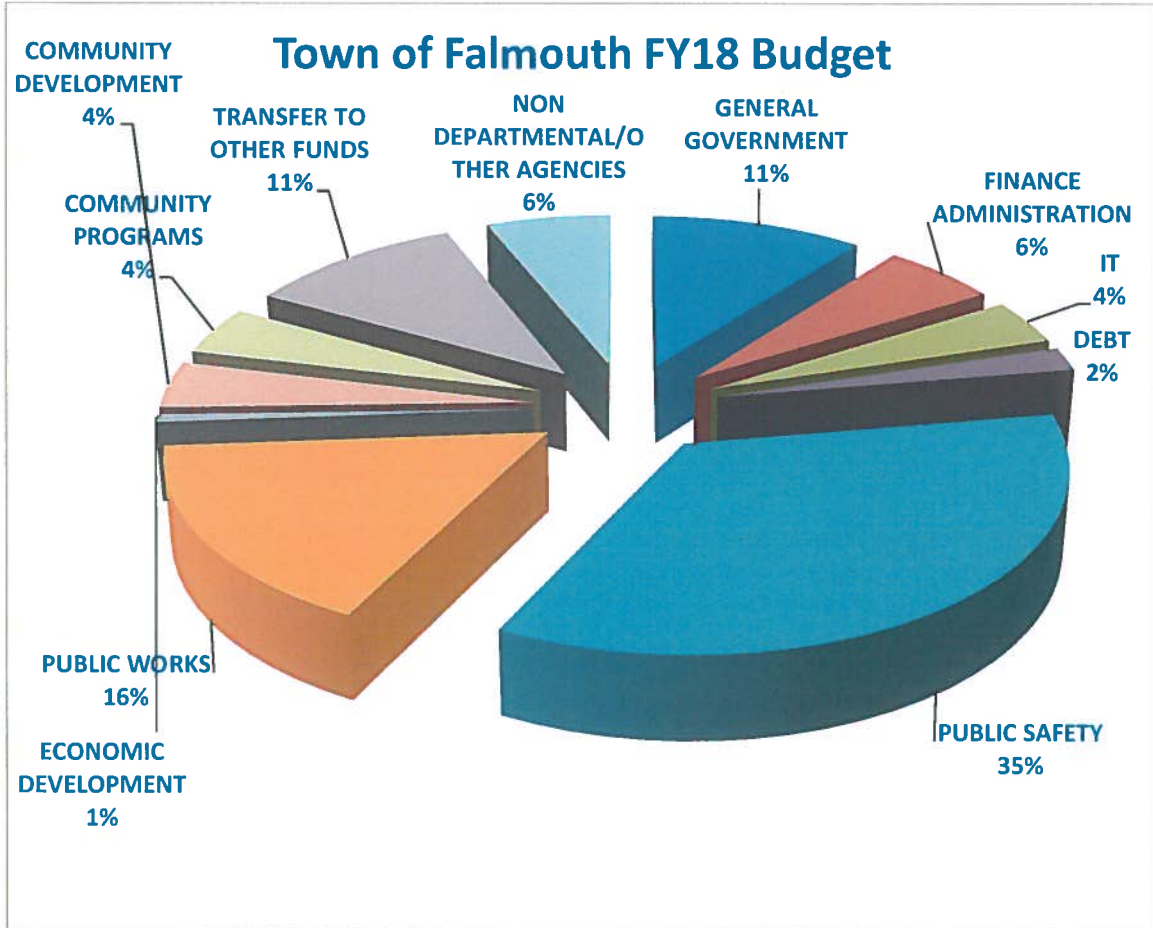
This table represents a list of those expense codes with the most significant projected change compared to the FY17 budget.

<b>FULL-TIME SALARIES/SOC SECURITY</b>	<b>271,655</b>
<b>HEALTH INSURANCE</b>	<b>140,345</b>
<b>TRANSFERS TO CAPITAL FUND</b>	<b>85,707</b>
<b>WORKERS COMPENSATION</b>	<b>36,803</b>
<b>PART TIME SALARIES</b>	<b>36,025</b>
<b>MEDICAL SUPPLIES</b>	<b>22,500</b>
<b>RETIREMENT</b>	<b>20,508</b>
<b>COMPUTER SERVICES</b>	<b>16,900</b>
<b>STREET LIGHTING</b>	<b>(27,213)</b>
<b>MOTOR FUEL AND LUBRICANTS</b>	<b>(29,063)</b>
<b>TRANSFER TO SPECIAL REVENUE FUND</b>	<b>(50,000)</b>

## Expenditures (Budget Summary by Department)

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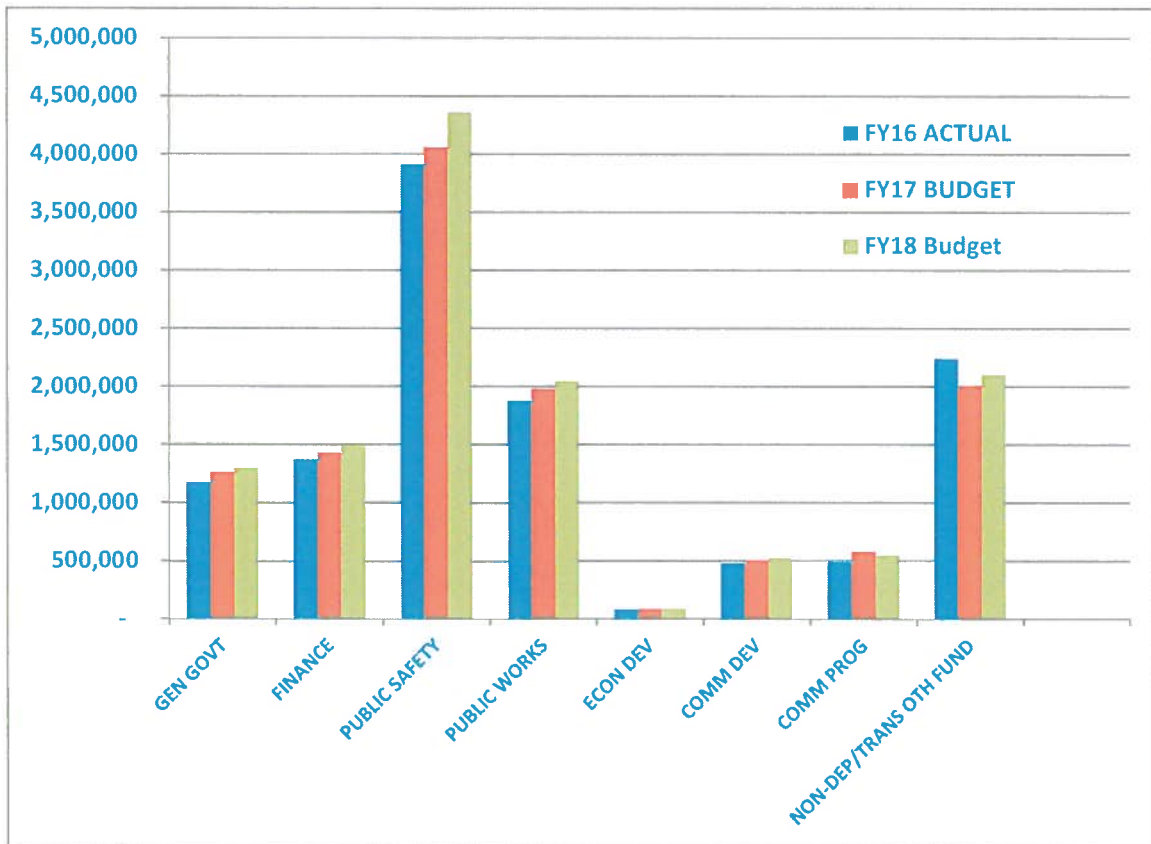
This pie chart illustrates the final budget allocated by department. The majority of our spending goes toward the delivery of services such as Parks and Community Programs, Public Safety, and Public Works. Administration expenses are much smaller, which is desirable so that more resources can be used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



## Budget Allocation by Department

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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:

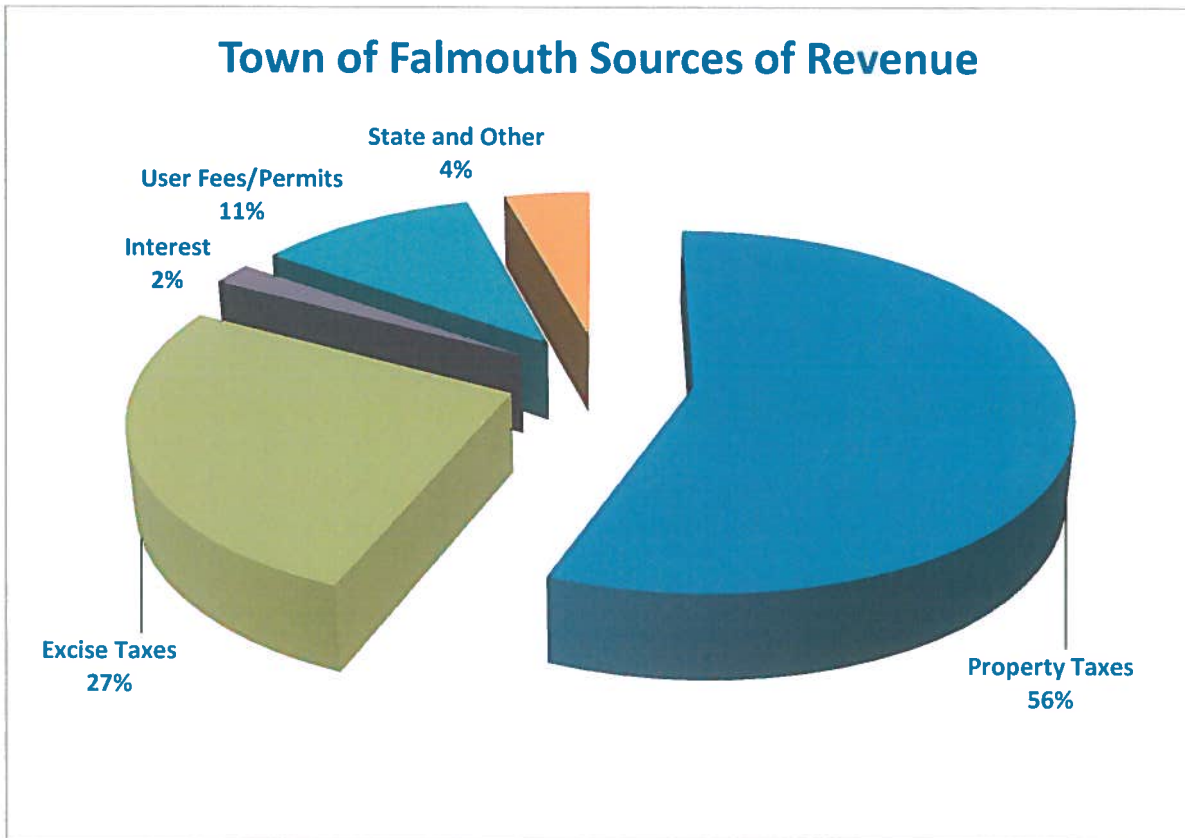
- **General Government:** This category has increased 2.9%. This is a result of staff salary increases, health insurance and retirement increases, and general assistance increases.
- **Finance:** This category has increased 3.8%. This is a result of staff salary increases, health insurance and retirement increases, computer services due to additions to the Town network/ increased speeds, and Workers Compensation adjustments because of an increase in the experience rate.
- **Public Safety:** FY18 is projected to increase 7.4% because of salary and health insurance increases, personnel additions in Dispatch and Police, wages for an additional ambulance crew on weekends, and medical supplies for ambulances.
- **Public Works:** The 2018 3.3% increase is due to wage and benefit increases, personnel additions for project management and truck driver/laborer operation partially offset by savings in solid waste collection fees due to the Solid Waste Bag Fee Special Revenue Fund picking up an additional month of collection fees.

- Community Programs: A reduction of 5.7% due to a reduction in the appropriation to support community programs due to increased program revenues partially offset by increases in wages and benefits, and expenses related to the new community center.
- Community Development: An increase of 4.3% primarily due to salary, health insurance, and retirement costs.
- Economic Development: An increase of 3.8% due to salary, health insurance, and retirement costs.
- Non-Departmental and Other Agencies: An increase of 5.0% attributable to an increase in the CIP appropriation (\$86K) and an increase in the contribution to the Falmouth Memorial Library (\$16K).



## Revenues

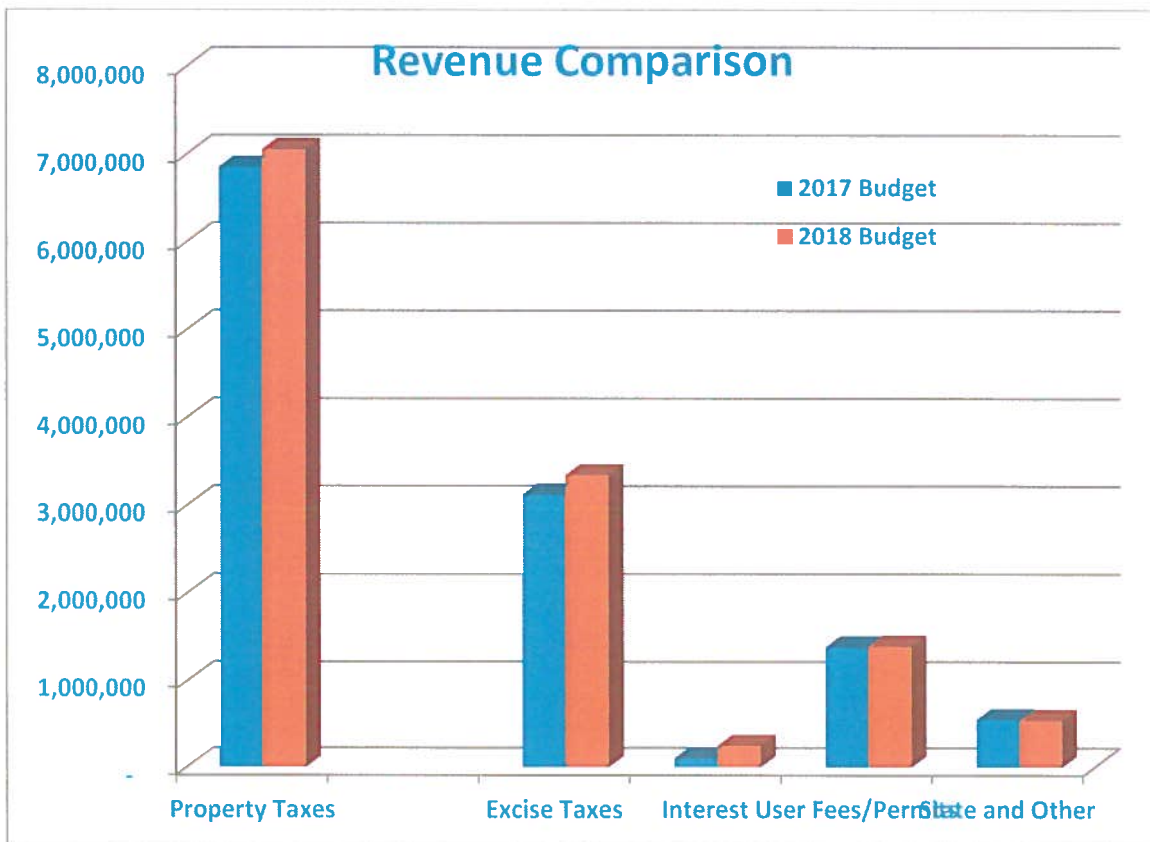
Municipal services are supported by a number of revenue sources including property taxes that account for 56% of all revenue sources for municipal (non-education) services. For the FY18 Budget, 76.8% of the funding required to support education general fund expenses came from property tax revenues (we will update this once we have the FY18 School Budget numbers). 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 FY18 are projections based on prior year trends and known changes in state and federal laws. There is a budget-to-budget increase of 7.2%. The table on the following page represents a list of those revenues with the most significant projected change compared to the FY17 budget.

<b>AUTO EXCISE TAX</b>	<b>223,233</b>
<b>INTEREST INCOME</b>	<b>149,000</b>
<b>BUILDING PERMITS</b>	<b>19,439</b>
<b>STATE REVENUE SHARING</b>	<b>28,900</b>
<b>TOWER LEASE</b>	<b>(22,519)</b>
<b>AMBULANCE CHARGES</b>	<b>(16,193)</b>
<b>TREE GROWTH REIMBURSEMENT</b>	<b>(12,528)</b>

The following bar graph compares the FY18 and FY17 revenue budget. The increase in total property tax collections is due to a projected mil rate increase of \$.05 or 1.7%. 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 current FY2017 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

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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 \$2.27 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.

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

## Debt Ratios

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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, 2017, Falmouth's gross debt/valuation ratio will be an estimated 1.96%. 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
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

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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 \$23 million, or 1.0% to the Town's assessed valuation for FY 2018 for a total valuation of \$2,276,340,700 (exclusive of TIF valuation). This total valuation equates to over \$203,520 per capita, which is generally considered a very good valuation ratio for a community with limited commercial tax base.

## Tax Collection Rates

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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, 2016, was \$11,081,063. 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 \$502,226 increase in the unassigned fund balance compared to FY2015. The FY2016 excess revenues over expenditures were offset by the transfer to the capital improvement and special revenue funds in addition to supplemental appropriations for Open Space Acquisition (\$216K), development of a Unified Development Ordinance (\$35K), and Town Hall insulation improvements (\$70K). This results in an overall increase of \$854,619 in the total General Fund balance. Total Governmental Funds, including the Capital, TIF and Special Revenue Funds, for the Town decreased \$470,634 primarily due to the completion of capital spending related to the Route One South Infrastructure project.

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 and Aa1 by Moody's during 2016.

### Analysis of Fund Balance

<b>Unreserved, unassigned Fund Balance (6/30/16)</b>	<b>\$ 11,081,063.00</b>
<b>Minimum Reserve required by Fund Balance Policy (16.7% of total 2016-17 expenditure budget and \$1,000,000 further reserve for capital investments)</b>	<b>(9,075,596)</b>
<b>Projected "Available" Fund Balance</b>	<b>\$ 2,005,467.00</b>

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 FY16	Budget FY17	Estimated FY17	Proposed FY18	FY18 vs FY17 Budget	%	Explanation
	<b>TOTAL GENERAL REVENUES</b>	5,412,865	5,167,286	5,371,001	5,538,061	370,774	7.2%	
R3015	Budgeted Use of Reserve Fund	0	0	0	0	-		To provide a stable mil rate
R3020	Boat Excise Taxes	33,527	34,680	33,527	33,527	(1,153)	-3.3%	Has been flat
R3030	Auto Excise Taxes	3,105,131	3,091,000	3,198,285	3,314,233	223,233	7.2%	3%gr over FY17 Est plus \$20K Rapid Renewal fee pass-through
R3110	Building Permits	97,719	78,280	97,719	97,719	19,439	0.0%	Assume remain at FY16 Level
R3112	Electrical Permits	23,765	20,224	23,765	24,240	4,016	2.0%	Based on 2% growth over FY17 Estimate
R3115	Growth Permit Fees	4,000	3,672	3,672	3,745	73	2.0%	Based on 2% growth over FY17 Estimate
R3116	Code Enforcement - Fines	13,000	0	0	0	-		Not predictable
R3120	Zoning Board Fees	4,400	4,410	4,410	4,410	-	0.0%	Remains flat
R3123	Planning Board Fees	16,726	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	15,687	14,000	15,687	14,000	-	0.0%	Has been flat
R3135	Dog License Fees	5,770	7,800	7,800	7,800	-	0.0%	Has been flat
R3140	Miscellaneous Permits & Fees	7,905	8,755	7,905	7,905	(850)	-9.7%	Has been flat
R3145	Firearms	337	918	918	918	-	0.0%	Historical level
R3150	Inspection Fees	11,427	16,800	11,427	11,427	(5,373)	-32.0%	Historical level
R3160	Resident Stickers	15,305	13,900	13,900	13,900	-	0.0%	Historical level
R3170	Auto Tags	34,483	33,000	33,000	33,000	-	0.0%	Historical level
R3171	Rec. Vehicle Tags	2,147	2,350	2,350	2,350	-	0.0%	Historical level
R3180	Cable TV Franchise Fees	211,124	214,265	211,124	211,124	(3,141)	0.0%	Has been flat
R3190	Plumbing Inspections	38,080	37,000	37,000	37,000	-	0.0%	Historical level
R3210	Witness Fees	750	2,040	2,040	2,040	-	0.0%	Historical level
R3220	Parking Tickets	2,210	2,244	2,244	2,244	-	0.0%	Has been flat
R3225	Yarmouth/N. Yar Animal Cntrl Serv	13,044	12,897	13,044	13,044	147	1.1%	Current Arrangement
R3240	Penalty Interest	53,247	46,818	46,818	47,754	936	2.0%	Historical trend
R3340	Recycling Center	42,789	45,900	42,789	43,645	(2,255)	2.0%	Historical trend (2% above 2017 estimate)
R3350	Composting Sales	5,101	3,641	5,101	5,203	1,562	2.0%	Increase of 2% above 2017 estimate
R3360	Ambulance Charges	425,612	459,000	434,124	442,807	(16,193)	2.0%	Increase of 2% above 2017 estimate
R3370	Accident Reports	2,180	1,836	1,873	1,910	74	2.0%	Historical trend
R3375	Yarmouth Dispatch	182,364	187,835	187,835	193,470	5,635	3.0%	Annual Increase of 3%

Acct No	Account Name	Actual FY16	Budget FY17	Estimated FY17	Proposed FY18	FY18 vs FY17	%	Explanation
	<b>TOTAL GENERAL REVENUES</b>	5,412,865	5,167,286	5,371,001	5,538,061	370,774	7.2%	
R3390	Mooring Fees	151,808	147,000	147,000	154,100	7,100	4.8%	On-Line Billing Fees moved to expense
R3391	Dinghy Fees	5,200	5,100	5,200	5,200	100	2.0%	Historical number that is reasonable
R3395	Launching Fees	510	1,122	510	510	(612)	-54.5%	Hold even
R3410	Snowmobile Registration	1,893	1,750	1,893	1,893	143	8.2%	Hold even
R3420	General Assistance Reimbursement	995	7,500	2,500	2,500	(5,000)	-66.7%	Based on 2018 expense budget
R3430	State Revenue Sharing	482,432	433,528	433,528	462,428	28,900	6.7%	MMA Projection
R3440	Veterans Reimbursement	5,791	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	22,472	35,000	22,472	22,472	(12,528)	-35.8%	Expect no change
R3470	State Park Funds	355	315	355	355	40	12.7%	Expect no change
R3496	Fire Dept - Misc Revenues	8,445	0	0	0	-		Don't plan on this
R3510	Interest Income	210,864	101,000	250,000	250,000	149,000	147.5%	Increased CD Investment
R3520	Miscellaneous Revenues (Town)	106,462	20,000	20,000	20,000	-	0.0%	Historical level
R3540	Worker's Comp Refund	10,835	0	0	0	-		Don't plan on this
R3550	Insurance Refund	11,987	0	0	0	-		Don't plan on this
R3560	Tower Lease	24,986	50,005	27,486	27,486	(22,519)	-45.0%	Assume no Change from FY17