

Let's Talk Budget

Wrobel Towers
800 Niagara Avenue
April 10, 2019

Items to Discuss

1. 2018 Unaudited Financial Results – General Fund
2. 2019 General Fund Budget Summary
3. Comments/Questions

2018 Results – General Fund

- As a reminder, all 2018 figures included in this presentation are unaudited and are subject to change during the course of our financial statement audit scheduled to begin the last week of April.

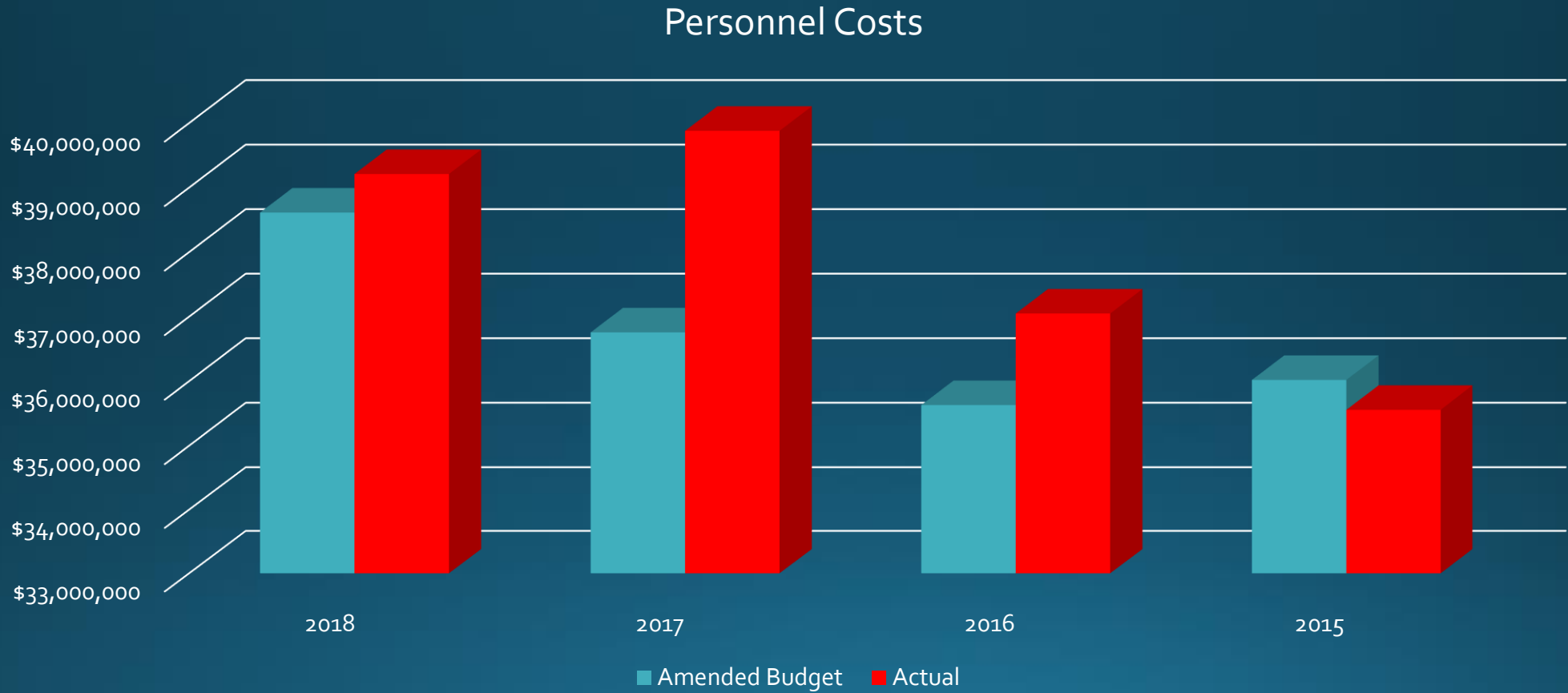
General Fund

Description	2018	2017	2016	2015
Total Revenues	\$ 76,895,519	\$ 74,996,509	\$ 70,240,231	\$ 74,369,422
Total Expenses	\$ (83,034,808)	\$ (83,408,522)	\$ (79,826,228)	\$ (77,704,003)
Net Transfers	\$ 6,503,297	\$ 5,516,642	\$ 6,281,630	\$ 500,917
Net Income / (Loss)	\$ 364,008	\$ (2,895,371)	\$ (3,304,367)	\$ (2,833,664)

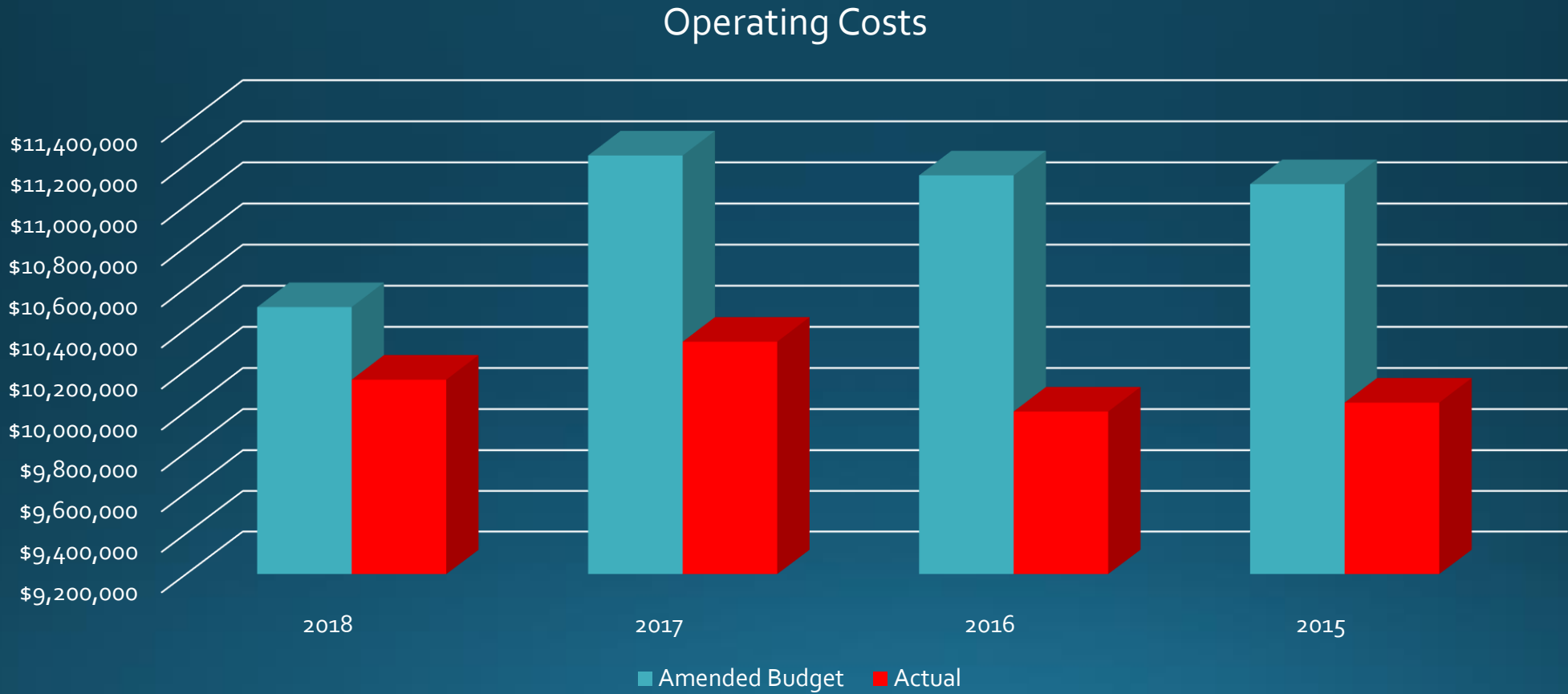
General Fund

- Revenue Highlights:
 - Tax Foreclosure Auctions - \$1.2m in 2018 (\$1m budget)
 - \$826k in 2017
 - \$1.8m in 2015
 - Niagara County Sales Tax - \$9.7m in 2018 (\$9.1m budget)
 - \$9.1m in 2017
 - \$8.8m in 2016 and 2015
 - HRU Sales Tax - \$7.8m in 2018 (\$7.6m budget)
 - \$8.0m in 2017
 - \$7.3m in 2016
 - \$6.9m in 2015

General Fund

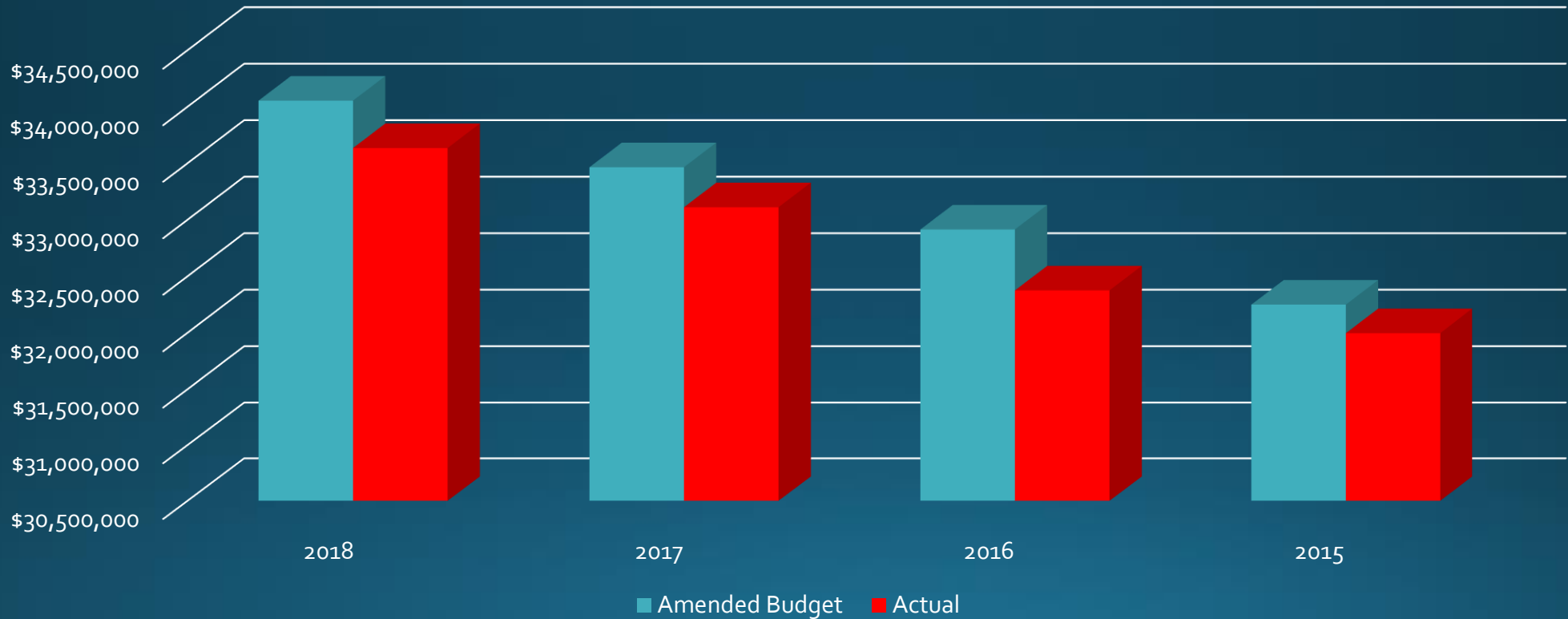


General Fund

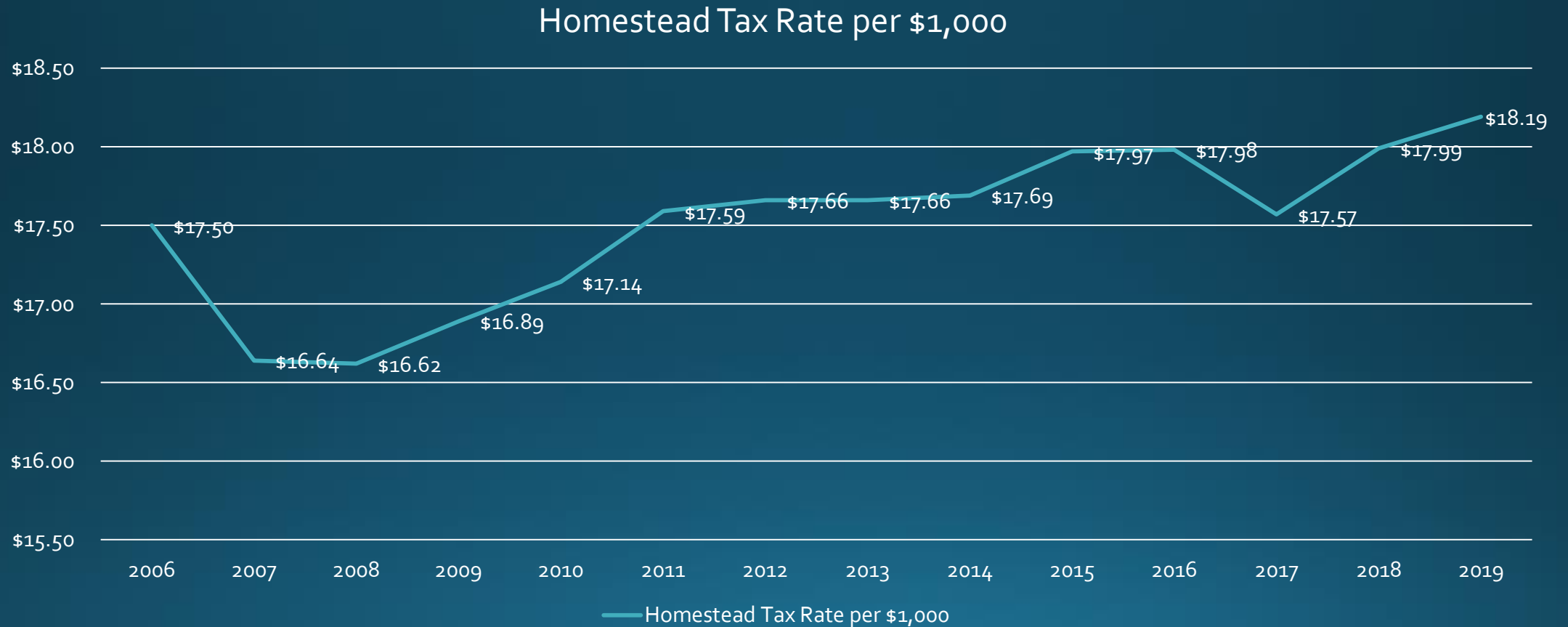


General Fund

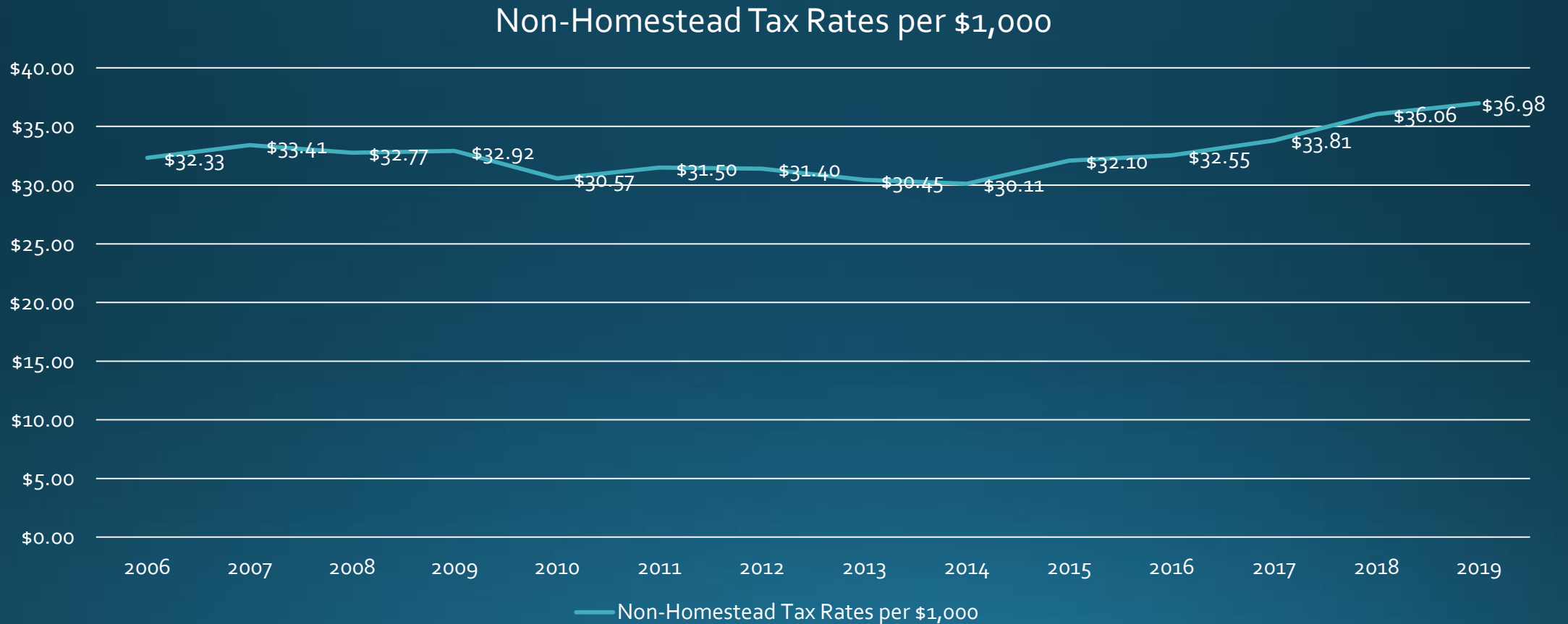
Employee Benefits



Homestead Tax Rates 2006 - 2019



Non-Homestead Tax Rates 2006 - 2019



Property Tax Levy 2006 - 2019



2019 Budget

	Budgetary Funds	Total Revenues Without Transfers	Total Expenses *	Net Income/(Loss) Before Transfers	Net Transfer In/(Out) Between Funds **
A	General Fund	\$ 77,761,039	\$ (83,350,131)	\$ (5,589,092)	\$ 5,589,092
AT	Train Station	232,145	(425,692)	(193,547)	193,547
PO	Parking Operations	2,462,710	(566,028)	1,896,682	(1,896,682)
GC	Golf Course	628,680	(576,474)	52,206	(52,206)
T	Tourism	3,000,000	(2,803,768)	196,232	(196,232)
L	Library	-	(1,804,996)	(1,804,996)	1,804,996
V	Debt Service	951,343	(5,905,903)	(4,954,560)	4,954,560
	Grand Total	\$ 85,035,917	\$ (95,432,992)	\$ (10,397,075)	\$ 10,397,075

2019 Budget - Revenue

- Total revenue included in General Fund - \$77.7 million:
 - Property Taxes - \$30.3 million (39%)
 - State Aid - \$19.1 million (25%)
 - Sales Tax - \$18.9 million (24%)
 - PILOT's - \$5.0 million (6%)
 - Other Fees / Contractual Agreements - \$4.4 million (6%)
- In addition to \$77.7 million, there is \$13.5 million in transfers in from other funds
 - \$10.4 million in Tribal Revenue
 - \$1.9 million in Parking Operations

2019 Budget - Expenses

- General Fund:
 - Total expenses of \$82.3 million in budget.
 - \$36.6 million is personnel costs (44.5%)
 - \$34.7 million is employee benefit costs (42.2%)
 - \$11.0 million is operating costs (13.3%)
 - Additional \$8.9 million of other costs related to transfers to other funds:
 - debt service - \$5.9 million
 - library - \$1.8 million
 - risk retention - \$650k
 - train station - \$194k

2019 Budget – Personnel Costs

- Included in \$36.6 million of personnel costs:
 - \$25.9 million (70.8%) is public safety (Police & Fire)
 - \$14.6 million is Police and \$11.3 million is Fire
 - \$6.3 million (17.2%) is DPW
 - \$4.4 million (12%) is all other departments
- \$2.5 million in overtime costs included in budget
 - \$1.6 million (64%) is Police
 - \$648k (26%) is Fire
 - \$221k (9%) is DPW
 - \$41k (1%) is all other departments

2019 Budget – Employee Benefits

- Included in \$34.7 million of employee benefits cost:
 - \$19.4 million in medical & dental insurance costs (55.9%)
 - \$10.0 million represents amounts paid for retirees
 - \$9.5 million in retirement/pension costs (27.4%)
 - Police & Fire retirement is \$7.5 million
 - NYS ERS retirement is \$2 million
 - \$5.8 million in FICA, workers compensation, unemployment, and life insurance costs (16.7%)

2019 Budget – Operating Costs

- Included in \$11.0 million of operating costs:
 - \$3.6 million in garbage collection
 - \$1.4 million in utilities & insurances (light/power, water/sewer, natural gas, and property/liability insurance)
 - \$1.3 million in street lighting
 - \$311k in animal control (total cost of \$83,520 in 2012)
 - \$283k in consultants

Comments / Questions?