

February 2019 Financial Notes Summary

Town Revenue Narratives

Monthly Revenue Summary: Transfer Tax (\$43,755), Accommodation Tax (\$6,076), Business Licenses (\$97,365), Building Permits (\$113,505) and All Other Revenue (\$52,656) were all higher than the monthly budget allocations for revenue based on the 5-year historical average for FY-2014 – FY-2018. The other revenue streams tracked lower than the expected monthly budgeted revenue. Total monthly revenue (\$322,723) was significantly higher than the expected revenue budget (\$179,083) by \$143,640.

Annual Revenue Summary: Transfer Tax is tracking at 125% of the annual budgeted amount. Accommodation Tax is tracking on target. Residential Rental Licenses, Commercial Business Licenses, Real Estate Agent Licenses are still tracking below budget; however, a large amount of those revenue streams is still to be received in March 2019. Revenue from Parking Permits & Meters have already exceeded the annual budget by 2%. Through February, Building Permit revenue has exceeded the annual budgeted revenue by \$166,129 (or 155% of the budgeted annual revenue). Annual Total Fines is still tracking below expectations. DBE Income is significantly higher than budgeted due to a payment of \$150,000 in accordance with the MAR to extend the overall building permit to September 8, 2019. Total DBE YTD income is \$242,500. All Other Revenue (\$415,441) has exceeded the annual budget amount by 33% as of the end of February. In general, annual revenue receipts are still strong through the first eleven (11) months of the fiscal year.

Town Expenses Narratives

Town Administrative Expenses are still generally within the projected annual Budget YTD except for Collection Agency Fees, Legal Fees – Regular, Comp Plan, and Dues / Publications. As stated previously, *Dues and Publications (6011200)* did not have an original budget allocation. As of February, \$4,935 has been charged to this line item for the following DE League of Local Government Dues (\$800.00); Rehoboth-Dewey Chamber of Commerce Annual Membership Dues (\$235.00); Association of Coastal Towns (A.C.T.) Dues (\$3,650); and Sussex County Association of Towns (S.C.A.T.) Dues (\$250.00). These expenses will be detailed in the line item in the FY-2020 budget request.

Town Operating Expenses are above the Annual budgeted amount in the following areas: Bayard Avenue Operating, Beautification, Trash, Street Signs / Lights, Town Hall Property Expenses, and Storm Water / Street Flooding.

Bayard Avenue Operating (6012000) is mainly related to repairs completed by White Marsh Environmental in April/May 2018 in the amount of \$3,842. If the repairs were not necessary, this line item would be within the annual budget and only slightly over the YTD Budget.

Beautification (6012100) is related to the Beach Access Mat Project. The total cost of the access Mats from the vendor, AccessRec LLC, was \$99,132.38 including freight and delivery. In addition, we expended \$821.58 for misc. hardware related to the installation and maintenance of the mats. The total project cost was \$99,953.96. In FY-2019, we received funds in the amount of \$43,355 in Marketing

Donations (4040500) to the Town and \$29,486 in Community Transportation Funds (4060500) from Representative Schwartzkopf and Senator Lopez for this project. Commissioners dedicated \$35,000 in Town funds to the beach access mat project, but these funds were not part of the adopted FY-2019 line item budget. If the Beach Access Mat Project was excluded from the expenses, this line item would be within the budget YTD and the annual budget estimate.

Trash (6012200) expenditures YTD Budget include \$5,904.76 for Dog Waste Bags, \$2,995.43 for the Roll Off Waste Container at Town Hall for Spring Clean Up, \$6,589.68 for Trash Services from Blue Hen for the town containers, \$1,455.33 for misc. supplies to repair/replace trash surrounds and dog bag holders, and \$489.54 is other miscellaneous expenses to date.

Street Signs / Lights (6012300) are high due to expenses related to the replacement of a Street Light Pole and Camera that was damaged due to a traffic accident in 2017. Revenue to reimburse the Town for this expense was received on March 16, 2018 in the amount of the \$11,435.00 from Selective Way Insurance Company; however, the expenditures for the replacement are charged to the FY-2019 budget. Two (2) invoices were paid for a total of \$16,580 (\$7,377 to Kriss Contracting for the pole replacement and \$9,203 to Red Hawk Fire & Security for the camera replacement). If the pole and camera replacement expenses are excluded from the expense total, we are \$2,212.45 over the budget YTD.

Town Hall Property Expenses (6012700) is new expense category opened to accurately track expenses for Town Hall versus other properties owned by Dewey Beach. YTD expenses are \$690.71. No budget was applied to this line item originally. Funds will be allocated to this line as part of the FY-2020 Budget request.

Storm Water / Street Flooding (6012800) is related to a cash match for the Read Street – Little Store Project. The Town of Dewey Beach was required to contribute \$25,000 to the project costs. This project was authorized by the Commissioners, but the cash match was not part of the adopted budget. In addition, the Town of Dewey Beach paid \$67.00 for the recordation of the Subaqueous Lands Lease for the Read Avenue Shoreline project on the bayside. Both projects are scheduled to be constructed in 2019.

Administration Employee Expenses (602000A) are slightly below the monthly budget for February 2019. YTD Administrative Payroll is within YTD Budget even when including Seasonal Employee Expenses \$308,307.46 (\$295,563.73 \$12,743.73) vs. \$315,928.00 (Budget YTD).

Administrative Operating Expenses continue to exceed the annual budget. This problem is related mainly to the Professional Fees expenditures as detailed below:

Professional Fees (6021100) remain high (\$157,020.68). The YTD Budget is only \$64,167.00 and the Annual Budget is \$70,000. Budget YTD, we have paid Luff & Associates for Bookkeeping Services, Financial Support, Payroll and Core Accounting. The total amount paid to Luff & Associates is roughly \$60,179.50. TGM has been paid a total of \$52,012.26 for all phases of the Agreed Upon Procedures. The Assistant Town Manager position has been paid \$24,750 as a contractor for his administrative role. West Health Advocates has been paid \$1,950 for EAP services. Lyons Companies has been paid \$5,200 for monthly support and \$1,900 for Respectful Workplace Training. Also, the Scanning Project with ShoreScan was approved for \$10,000. To date, we have spent \$7,707.68. An additional \$3,321.24 has been spent on Engineering/Planning/Architect services for various requests and reviews.

Training (6021400) & Supplies (6021500) are also over budget. Training expenses YTD include costs for the Town Manager, the Town Clerk and Accounting Staff. Supplies includes a wide range of expenses for town hall offices. YTD expenses are approximately \$2,292.31 over Budget YTD. This item will be monitored by staff.

Police Department (6030000)

All Police Employee Expenses are tracking higher than budgeted for YTD except for Special Event Payroll. One (1) officer resigned in September to accept employment with the Delaware State Police. Accumulated Vacation and Sick Time were paid out for the employee who resigned in the total amount of \$6,983. Police Employee Expenses were less than budgeted in the month of February. Police Administration Employee Expenses were also less than budgeted for the month of February. Actual Total YTD Police Employee Expenses (Police, Admin. and Seasonal) is \$1,098,980.34 versus a budget YTD total of \$1,028,503.00. This represents a 6.85% increase over the expected budget. In reviewing available information, it appears Police Employee Expenses may have been underbudgeted.

Building Expenses (Utilities, Cleaning, Pest Control & Build Maintenance) – These expenses for the month and the budget YTD are running slightly over the budget targets but will continue to be monitored by staff.

Gas (6030600) – Through February, the Police Department has exceeded their annual fuel budget by \$3,751.77. When reviewing the historic costs for gasoline in the Police Department, the 5-year average cost for gasoline is approximately \$29,000 per year. This line item was underbudgeted based on historical costs. It appears gasoline costs for the Police Department will likely be between \$27K - \$29K this year.

Auto Maintenance & Repairs (6030610) – YTD expenses through February 2019 are \$29,201.86. This total includes \$7,446.00 for the fit out of a new police vehicle purchased last fiscal year with communication equipment from Delmarva Communications, Inc.; the purchase of Gun Vaults in the amount of \$7,136.28 for various police vehicles; the purchase of tires for various police vehicles in the amount of \$1,683.71; \$3,670 for towing expenses with Coastal Towing to tow various pieces of LESO equipment to the “bullpen” yard; \$1,947.43 in regular maintenance expenses from Coastal Towing for various vehicles. There are another \$7,318.44 in various miscellaneous expenses charged to a series of regular vendors.

Police Operating Expenses

Professional Fees (6031100) – YTD expenses of \$30,449.03 include \$11,886 for the LexiPol Contract and \$3,000 for The Brady Law Firm for billings from the last fiscal year that were not submitted until May 2018. YTD expenses also include the 1st payment for the Police Department Organizational Study of \$7,450.00. Outside of these expenses, this line item would be generally within the budget.

Training (6031400) – These costs are now separated from other costs. Included in these expenses are \$985.00 for the training of the seasonal police officers, \$495.00 for sound meter training for the seasonal police officers, \$1,200 of training expenses at the Delaware State Fire School and \$1,450 for training a new officer at the Police Academy. Total expenses are \$4,130 YTD. These expenses will be detailed in the FY-2020 budget request.

Supplies (6031500) – This a general expense category that covers a wide range of expenses. Budget YTD expenses significantly above the target as well as the annual budget. More review is necessary before any recommendations will be made. Staff continues to monitor.

Equipment Maintenance (6031800) – YTD expenses include \$3,313 for the purchase of a replacement server and at least \$4,169 in camera replacements/repairs. These costs are higher than anticipated when the budget was prepared.

Drug Testing (6031900) – YTD expenses include outside drug testing (\$934.00) as needed and the purchase of in-house drug testing kits (\$480.58). FY-2019 budget request was low. Budget request for FY-2020 will be considered for an increase.

Maintenance Department (6040000) – Overall, the Maintenance Department is within the monthly budget and the YTD budget allotments. Utilities, Building Maintenance, Gas, Auto Maintenance and Insurance line items are running slightly higher than the YTD budgeted amounts, but these items are being monitored by staff.

Code Enforcement Department (6050000) – Overall, Code Enforcement Employee expenses are still tracking slightly below the budget allocation (1/12 per month) for Budget YTD; however, these expenses have not been seasonally adjusted for the summer months. Building expenses continue to be significantly higher than budgeted due to utilities and building maintenance costs. Next year's budget request must be more reflective of the actual costs for this department. Staff will continue to monitor these expenses.

Building Inspector (6060000) – Employee expenses are tracking 1.80% higher than YTD budget through eleven (11) months for this division. The building inspector attended an out-of-state training class in October 2018. Staff will continue to monitor this trend.

Alderman Court (6070000) – Overall expenses for the Alderman are 3.06% lower than Budget YTD. Off-season expenses are less than in season expenses. Staff will continue to monitor this portion of the budget.

Beach Patrol (6080000) – Beach Patrol Employee Expenses have slightly exceeded the annual budgeted amount (\$346,886.19 actual vs. \$343,419 annual); however, there are only a small number of staff hours used over the off-season. Other expenses are generally tracking on target with the Budget YTD.

Prepared & Submitted By:



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Date:



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