#### Office of the County Executive

Alan McCarthy County Executive

Alfred C. Wein, Jr. Director of Administration

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#### CECIL COUNTY MARYLAND GOVERNMENT

Department of Finance 200 Chesapeake Boulevard, Suite 1100, Elkton, MD 21921

From: Lisa A. Saxton, Director of Finance

Rebecca L. Anderson, Budget Manager

To: Alan McCarthy, County Executive

Alfred C. Wein, Jr., Director of Administration

Cecil County Council Members

Date: May 1, 2018

Re: FY2018 Third Quarter Fiscal Projections

The Department of Finance is pleased to present its FY2018 Third Quarter Fiscal Projection. This projection includes by necessity certain broad assumptions in addition to detailed reviews of various areas. As the fiscal year is quickly coming to a close, the Third Quarter Fiscal Projections assume that revenues primarily will agree to the budget projection and expenditures will be made at or close to budgeted amounts. Where we have obtained new information or see a change in patterns, we have considered that information in our projection. The schedules have attached notes that indicate significant assumptions. A cautionary note that projections are just that and actual results will vary based on the economy and operational challenges.

#### 2018 General Fund - Comparison to Budget

Overall, the third quarter projection finds the County's General Fund expecting a favorable variance from budget of \$1,990,887.

Revenue projections reflect the actual receipts received through March versus estimates at the time of budget formation. The projected net of all revenue streams is \$695,025 greater than budget. Real and personal property taxes are expected to be \$787,731 greater than budget reflecting real property assessments versus the state's (SDAT's) original estimate and greater than budgeted tax received on personal property. The County's income tax distributions from the State continue to be an area of concern when compared to budget. Distributions through March are down 1.8% when compared to FY2017. The County has not experienced any measurable increase in wage growth in FY2018. As new employment grows in the Principio area, the construction workers from the Wildcat Point Generation Facility completed the plant and left the County. The FY2018 budget was built assuming 2% growth and the increase in the rate from 2.8% to 3.0%. The third quarter projections are writing down the income tax revenue stream to account for the slow growth in wages, however overall the increase in recordation and deed transfer fees compensate for the income tax distribution reduction.

Projected expenditures as usual are expected to approach but not equal the budget. A total of \$1,295,862 less than budget is projected to be spent. The year-to-date expenditure patterns have not been impacted by any significant unfavorable occurrences that would have an impact on the annual expenditures. The trend of salary savings due to vacancies continues throughout the third quarter for Maintenance, Emergency Services, Economic Development and the Roads Division of Public Works. The likelihood of sustaining this level of savings continues to be dependent on the ability to hire and retain staff, as well the use of overtime. The opposite is continuing to hold true for Law Enforcement; as they are seeing lower attrition rates than expected, but again the uncertainty of the workforce and the corresponding benefits can change daily.

#### **Enterprise Funds**

The Landfill Fund is projecting a \$51,505 increase in operating revenues compared to budget and \$32,594 lower in expenditures. If this continues, the fund Change in Net Position will be \$792,720 to the positive and will result in an increase in fund balance of \$1,645,610 compared to a budgeted increase in fund balance of \$886,092. The fund experienced a small increase in the recyclables revenue compared to budget, even though nationally the recyclables market is trending downward. The County is continuing to pay for the transportation, processing and sale of our single stream recyclables but has been able to mitigate these costs even with a slower pace of incoming revenues.

The Landfill Fund is continuing to benefit from the long term investment strategy of the reserve funds set aside for Closure/Post Closure of the Landfill. The investment funds recognized investment gains of \$470,772 for the Third Quarter of FY2018. Due to the long term nature of the investments, it is expected that recognition of gains and losses will be dependent on the <u>market conditions</u> at quarter end.

The Wastewater Fund is currently projected to end FY2018 with a net operating gain of \$379,280 when compared to budget. However, the small gain will continue to do little to make up for the budgeted loss of \$1,025,387. The increases in ending net position of \$5,798,872 are based on the timing of the construction and reimbursement of expenditures from capital projects. Grant and developer's contribution revenue will not be recognized from the new Port Deposit and Harborview Waste Water Treatment Plants as they are not yet under construction. The County's policy change to allow the payment of connection charges at the time of occupancy makes the calculation of when to expect payment of the connection fees difficult and therefore is currently projected at the amount actually received in FY2018. The County has completed a wastewater rate study and a rate increase has been proposed in the FY2019 Budget to address the operating revenue deficiencies that are unable to cover the total costs of operations. The new wastewater infrastructure projects within the growth corridor that are approved and in development will allow for growth of the system and ultimately bring new users onto the system.

#### **General Fund – Comparison to Prior Year**

Revenues compared to the same period last year are up \$10,446,688. The majority of the increase is made up of \$6,573,242 of real property tax mainly due to the increase in rate from .9914 to 1.0414. The increase in rate on personal property results in an increase of \$722,250 when compared to FY2017. Recordation is up by \$2,482,470 due to continued commercial property sales in the area near and in the Principio Business Park.

Expenditures increased by \$273,957 compared to FY2017, largely due to the increased allocations to the County's component units (Cecil County Public Schools, Cecil College) and the timing of debt service payments.

#### **Enterprise Funds – Comparison to Prior Year**

The Landfill Fund year-to-date operating revenues are up by \$398,779 compared to last year and operating expenditures are up by \$304,966. The most notable increases in expenditures are due to increased personnel costs and increased depreciation.

The Wastewater Fund year-to-date-operating revenues are down by \$339,882 compared to last year while operating expenditures are down by \$492,383. Revenues are variable and reflect the timing of 3<sup>rd</sup> quarter billings that were not posted prior to this projection report and expenditures are expected to remain close to budget while the department tries to contain costs and retain staff..

#### **Attached Schedules**

Attached are the following schedules:

- FY2018 Third Quarter Projection vs Revised Budget
  - General Fund
  - Landfill Fund
  - Wastewater Fund
- FY2018 Third Quarter Projection Significant Assumptions
- Income Tax Collections Schedule
- Hollywood Casino Perryville Revenues

#### **Cecil County MD**

#### **General Fund**

### Revenues & Expenditures by Major Department as of Nine Months Through 3/31/18

See Note (a) as to limitations (Unaudited)

	Current Y	ear vs Prior Yea	ar Actual	Current Year Budget (b) vs Projection					
	FV 2017	FV 2010	Favorable /	FY 2018	FY 2018	Favorable / (Unfavorable)			
	FY 2017	FY 2018	(Unfavorable)			,			
	Actual thru Mar	Actual thru Mar	thru Mar 2018 vs 2017	Rev Budget Fiscal Year	Projected thru June 30	thru June 30 Annual Budget			
<u>Revenues</u>		- tind ividi	2010 13 2017	- riscar rear	tina sanc so	Amada Baagee			
Real Property Tax	92,695,164.06	99,268,406.39	6,573,242.33	98,803,519.00	99,369,166.05	565,647.05			
Personal Property Tax	9,503,994.76	10,226,245.18	722,250.42	10,004,161.00	10,226,245.18	222,084.18			
Payment in Lieu of Tax	3,698,612.32	3,696,652.09	(1,960.23)	3,704,138.00	3,704,138.00	-			
Interest & Penalties	336,625.33	336,717.51	92.18	671,797.00	648,539.80	(23,257.20)			
Income Tax	31,364,960.84	30,791,508.39	(573,452.45)	60,363,860.00	58,863,860.00	(1,500,000.00)			
License & Permits	1,277,343.95	1,298,465.69	21,121.74	2,151,197.00	2,177,312.00	26,115.00			
State Grants	868,651.38	695,702.22	(172,949.16)	1,383,907.00	1,353,154.59	(30,752.41)			
Other Intergovernmental	864,581.95	828,260.76	(36,321.19)	1,184,495.00	1,304,466.85	119,971.85			
Charges for Services	2,336,765.01	3,633,005.71	1,296,240.70	3,703,208.00	4,278,095.74	574,887.74			
Recordation	3,374,897.84	5,857,367.82	2,482,469.98	5,300,000.00	5,857,367.82	557,367.82			
Investment Earnings	203,691.46	584,073.37	380,381.91	505,570.00	817,853.79	312,283.79			
Contributions & Other	421,400.34	176,972.37	(244,427.97)	307,498.23	178,175.26	(129,322.97)			
Transfers	, -	-	-	1,834,821.00	1,834,821.00				
Total Revenues	146,946,689.24	157,393,377.50	10,446,688.26	189,918,171.23	190,613,196.08	695,024.85			
Expenditures									
COUNTY EXECUTIVE	166,934.38	152,261.70	14,672.68	216,025.00	214,899.25	1,125.75			
COUNTY COUNCIL	244,997.50	249,060.60	(4,063.10)	401,297.00	382,701.19	18,595.81			
ADMINISTRATOR	219,715.19	262,594.48	(42,879.29)	421,479.00	379,948.92	41,530.08			
HUMAN RESOURCES	948,667.70	957,183.23	(8,515.53)	1,208,707.00	1,185,613.36	23,093.64			
CIRCUIT COURT	1,493,071.02	1,518,609.40	(25,538.38)	2,183,792.00	2,137,388.65	46,403.35			
STATE'S ATTORNEY'S OFFICE	1,609,077.05	1,600,814.00	8,263.05	2,404,111.00	2,314,638.60	89,472.40			
ORPHAN'S COURT	29,300.91	32,061.93	(2,761.02)	43,374.00	41,390.73	1,983.27			
BOARD OF ELECTIONS	542,544.98	352,012.95	190,532.03	813,999.00	776,216.20	37,782.80			
FINANCE	1,890,974.39	1,903,042.76	(12,068.37)	2,775,173.00	2,703,978.24	71,194.76			
LIQUOR BOARD	151,524.01	129,890.59	21,633.42	194,499.00	189,597.31	4,901.69			
LAND USE & DEVELOPMENT SERVICES	1,436,088.72	1,606,708.40	(170,619.68)	2,437,996.00	2,430,991.42	7,004.58			
MAINTENANCE	2,716,496.01	2,774,520.25	(58,024.24)	4,192,509.00	4,005,644.85	186,864.15			
LEGAL SERVICES	132,534.43	167,095.31	(34,560.88)	234,069.00	229,543.91	4,525.09			
LAW ENFORCEMENT	16,300,745.27	16,209,628.98	91,116.29	22,424,155.00	22,611,174.41	(187,019.41)			
EMERGENCY SERVICES	9,212,653.35	9,314,025.71	(101,372.36)	13,152,874.00	12,756,216.12	396,657.88			
ANIMAL CONTROL	441,702.41	504,983.43	(63,281.02)	702,740.00	699,109.86	3,630.14			
PUBLIC WORKS	6,756,754.13	7,112,184.25	(355,430.12)	11,605,925.00	11,253,079.70	352,845.30			
PUBLIC HEALTH	3,415,872.20	2,783,858.05	632,014.15	3,376,499.00	3,374,858.09	1,640.91			
MD SCHOOL BLIND/ADULT DAYCARE	19,660.00	8,074.00	11,586.00	55,742.00	55,742.00	-			
SOCIAL SERVICES	745,777.68	837,813.00	(92,035.32)	1,434,690.00	1,366,051.12	68,638.88			
BOARD OF EDUCATION	61,043,911.08	62,047,166.92	(1,003,255.84)	82,712,441.00	82,712,441.00	-			
CECIL COLLEGE	9,693,627.00	10,097,643.00	(404,016.00)	10,954,552.00	10,954,552.00	_			
NON-PROFIT AGENCIES	88,447.00	-	88,447.00	-	-	-			
PARKS & RECREATION	687,662.38	753,101.74	(65,439.36)	1,159,798.00	1,158,928.79	869.21			
LIBRARIES	3,956,619.13	4,081,663.00	(125,043.87)	5,442,217.00	5,442,217.00	-			
AGRICULTURE	509,177.78	521,891.94	(12,714.16)	637,349.00	631,967.23	5,381.77			
ECONOMIC DEVELOPMENT	698,305.04	599,370.68	98,934.36	1,141,424.00	1,021,518.53	119,905.47			
JUDGEMENT & LOSSES	-	11,165.46	(11,165.46)	10,000.00	11,165.46	(1,165.46)			
GRANTS TO MUNICIPALITIES	674,408.98	684,576.70	(10,167.72)	684,577.00	684,577.00	-			
DEBT SERVICE - PRINCIPAL	8,705,918.46	7,709,347.87	996,570.59	9,803,069.00	9,803,069.00	-			
DEBT SERVICE - INTEREST	3,801,037.52	3,549,020.56	252,016.96	5,248,236.00	5,248,236.00	-			
OPERATING TRANSFER	2,477.00	79,269.23	(76,792.23)	1,984,853.23	1,984,853.23	-			
Total Expenditures	138,336,682.70	138,610,640.12	(273,957.42)	190,058,171.23	188,762,309.17	1,295,862.06			
Revenues over Expenditures	8,610,006.54	18,782,737.38	10,172,730.84	(140,000.00)	1,850,886.91	1,990,886.91			
Notos	, .,	, ,	, ,	(a)	, ., ,-	, -, ,-			

- (a) March includes pro-rata estimates and accrual calculations which may be revised after 2018 Yearend Adjustments.
- (b) For FY 2018 Budget, the difference between revenue over expenditures is equal to the budgeted use of Fund Balance.
- (c) Budget numbers are presented as full year budget.

#### **Cecil County MD**

#### **General Fund**

#### Revenues & Expenditures by Category

#### as of Nine Months Through 3/31/18

See Note (a) as to limitations (Unaudited)

	Current Y	ear vs Prior Yea	ar Actual	<b>Current Year Budget vs Projection</b>						
	FY 2017	FY 2018	Favorable / (Unfavorable)	FY 2018	FY 2018	Favorable / (Unfavorable)				
	Actual	Actual	thru Mar	<b>Rev Budget</b>	Projected	thru June 30				
	thru Mar	thru Mar	2018 vs 2017	Fiscal Year	thru June 30	Annual Budget				
Revenues										
Real Property Tax	92,695,164.06	99,268,406.39	6,573,242.33	98,803,519.00	99,369,166.05	565,647.05				
Personal Property Tax	9,503,994.76	10,226,245.18	722,250.42	10,004,161.00	10,226,245.18	222,084.18				
Payment in lieu of Tax	3,698,612.32	3,696,652.09	(1,960.23)	3,704,138.00	3,704,138.00	-				
Interest & Penalties	336,625.33	336,717.51	92.18	671,797.00	648,539.80	(23,257.20)				
Income Tax	31,364,960.84	30,791,508.39	(573,452.45)	60,363,860.00	58,863,860.00	(1,500,000.00)				
License & Permits	1,277,343.95	1,298,465.69	21,121.74	2,151,197.00	2,177,312.00	26,115.00				
State Grants	868,651.38	695,702.22	(172,949.16)	1,383,907.00	1,353,154.59	(30,752.41)				
Other Intergovernmental	864,581.95	828,260.76	(36,321.19)	1,184,495.00	1,304,466.85	119,971.85				
Charges for Services	2,336,765.01	3,633,005.71	1,296,240.70	3,703,208.00	4,278,095.74	574,887.74				
Recordation	3,374,897.84	5,857,367.82	2,482,469.98	5,300,000.00	5,857,367.82	557,367.82				
Investment Earnings	203,691.46	584,073.37	380,381.91	505,570.00	817,853.79	312,283.79				
Contributions & Other	421,400.34	176,972.37	(244,427.97)	307,498.23	178,175.26	(129,322.97)				
Transfers				1,834,821.00	1,834,821.00					
<b>Total Revenues</b>	146,946,689.24	157,393,377.50	10,446,688.26	189,918,171.23	190,613,196.08	695,024.85				
Expenditures										
Salary & Fringe	31,793,289.82	30,686,943.76	1,106,346.06	42,594,531.70	42,487,878.89	106,652.81				
Professional & Related Services	6,356,231.53	7,149,452.32	(793,220.79)	11,749,738.30	11,331,475.34	•				
Supplies & Materials	7,486,019.15	5,138,102.38	2,347,916.77	8,076,587.30	7,701,507.22	375,080.08				
Utilities	883,540.15	953,153.26	(69,613.11)	1,430,959.00	1,379,153.89	51,805.11				
Training & Related	330,411.77	263,791.27	66,620.50	634,617.00	542,959.91	91,657.09				
Capital Outlay	770,473.06	1,006,672.92	(236,199.86)	1,591,429.70	1,566,529.70	24,900.00				
Special Purpose	349,340.02	252,399.39	96,940.63	654,573.00	496,408.00	158,165.00				
Debt Service - Principal	8,705,918.46	7,709,347.87	996,570.59	9,803,069.00	9,803,069.00	-				
Debt Service - Interest	3,801,037.52	3,549,020.56	252,016.96	5,248,236.00	5,248,236.00	-				
Transfers & Intergovernment	77,860,421.22	81,901,756.39	(4,041,335.17)	108,274,430.23	108,205,091.23	69,339.00				
Total Expenditures	138,336,682.70	138,610,640.12	(273,957.42)	190,058,171.23	188,762,309.17	1,295,862.06				
Revenues over Expenditures	8,610,006.54	18,782,737.38	10,172,730.84	(140,000.00)	1,850,886.91	1,990,886.91				
				(a)						

- (a) March includes pro-rata estimates and accrual calculations which may be revised after 2018 Yearend Adjustments.
- (b) For FY 2018 Budget, the difference between revenue over expenditures is equal to the budgeted use of Fund Balance.
- (c) Budget numbers are presented as full year budget.

## Cecil County MD Landfill Fund

## Revenues & Expenditures by Category as of Nine Months Through 3/31/18

Unaudited

	Current Ye	ar vs Prior Yea	ar Actual	Current Year Rev Budget vs Projection						
	FY 2017	FY 2018	Favorable / (Unfavorable)	FY 2018	FY 2018	Favorable / (Unfavorable)				
	Actual	Actual	thru Mar	Rev Budget	Projected	thru June 30				
	thru Mar	thru Mar	2017 vs 2018	Fiscal Year	thru June 30	Annual Budget				
Revenues										
Sales & User Fees	5,466,585.16	5,772,213.23	305,628.07	7,312,260.00	7,312,260.00	-				
Charges for Services	178,840.24	220,061.32	41,221.08	192,971.00	220,061.32	27,090.32				
Interest & Penalties	4,646.48	12,676.59	8,030.11	5,175.00	12,676.59	7,501.59				
State Grants	12,600.00	-	(12,600.00)	12,600.00	12,600.00	-				
Contributions & Other	7,545.16	64,044.58	56,499.42	47,131.18	64,044.58	16,913.40				
Total Revenues	5,670,217.04	6,068,995.72	398,778.68	7,570,137.18	7,621,642.49	51,505.31				
<u>Expenditures</u>										
Salary & Fringe	1,077,923.09	1,103,321.49	(25,398.40)	1,540,550.00	1,518,640.38	21,909.62				
Professional & Related Services	724,758.32	803,853.04	(79,094.72)	1,974,361.18	1,963,588.19	10,772.99				
Supplies & Materials	174,423.40	201,940.44	(27,517.04)	304,119.00	282,611.53	21,507.47				
Utilities	198,605.43	157,140.61	41,464.82	234,000.00	258,868.48	(24,868.48)				
Training & Related	3,840.18	5,286.20	(1,446.02)	15,950.00	12,677.39	3,272.61				
Depreciation	1,488,247.44	1,710,906.75	(222,659.31)	2,281,209.00	2,281,209.00	-				
Transfers & Intergovernment	48,422.84	38,738.28	9,684.56	51,651.00	51,651.00	-				
Total Expenditures	3,716,220.70	4,021,186.81	(304,966.11)	6,401,840.18	6,369,245.98	32,594.20				
Operating Gain/(Loss)	1,953,996.34	2,047,808.91	93,812.57	1,168,297.00	1,252,396.51	84,099.51				
Non-Operating Revenues (Expenses)										
Interest Expense	(195,385.82)	(182,419.57)	12,966.25	(413,517.00)	(175,667.75)	237,849.25				
Bond Issue Expense	-	(33,202.35)	(33,202.35)	-	(33,202.35)	(33,202.35)				
Investment Earnings	19,053.93	602,026.22	582,972.29	131,312.00	602,083.59	470,771.59				
Change in Net Position	1,777,664.45	2,434,213.21	689,751.11	886,092.00 (a)	1,645,610.00	792,720.35				

- (a) Budget numbers are presented as full year budget and are not prorated for year to date comparison
- (b) Depreciation for FY2017 is shown as a percentage of yearend actual and FY2018 as a percentage of budget.
- (c) The FY 2018 budget includes Fund Balance and capital outlay in the change in net position.

# Cecil County MD Waste Water Fund Revenues & Expenditures by Category as of Nine Months Through 3/31/18 Unaudited

	Current Ye	ear vs Prior Yea	ar Actual	<b>Current Year Rev Budget vs Projection</b>						
	FY 2017	FY 2018	Favorable / (Unfavorable)	FY 2018	FY 2018	Favorable / (Unfavorable)				
	Actual	Actual	thru Mar	<b>Rev Budget</b>	Actual	Thru June 30				
	thru Mar	thru Mar	2017 vs 2018	Fiscal Year	thru June 30	Annual Budget				
Revenues										
Sales & User Fees	4,254,028.47	3,982,127.99	(271,900.48)	5,807,452.00	5,969,945.69	162,493.69				
Interest & Penalties	34,668.59	36,671.23	2,002.64	55,200.00	48,894.97	(6,305.03)				
Contributions & Other	70,018.82	35.00	(69,983.82)	5,000.00	35.00	(4,965.00)				
Total Revenues	4,358,715.88	4,018,834.22	(339,881.66)	5,867,652.00	6,018,875.66	151,223.66				
<u>Expenditures</u>										
Salary & Fringe	916,221.55	888,781.24	27,440.31	1,290,324.00	1,233,091.75	57,232.25				
Professional & Related Services	683,202.94	641,804.75	41,398.19	1,194,163.99	1,103,498.44	90,665.55				
Supplies & Materials	214,963.53	248,878.55	(33,915.02)	465,590.01	452,203.50	13,386.51				
Utilities	372,697.53	342,298.61	30,398.92	595,000.00	533,027.49	61,972.51				
Training & Related	15,609.82	11,326.29	4,283.53	32,000.00	27,200.00	4,800.00				
Depreciation	2,909,747.33	2,486,970.75	422,776.58	3,315,961.00	3,315,961.00					
Total Expenditures	5,112,442.70	4,620,060.19	492,382.51	6,893,039.00	6,664,982.19	228,056.81				
Operating Gain/(Loss)	(753,726.82)	(601,225.97)	152,500.85	(1,025,387.00)	(646,106.52)	379,280.48				
Non-Operating Revenues (Expenses)										
Interest Expense	(742,483.59)	(818,446.91)	(75,963.32)	(1,737,692.00)	(1,737,692.00)	-				
Bond Issue Expense	(122,591.36)	(136,243.68)	(13,652.32)	(122,591.00)	(136,243.68)	(13,652.68)				
Investment Earnings	5,500.30	73.07	(5,427.23)	4,800.00	4,800.00	-				
Capital Contributions										
Developers Contributions	-	-	-	4,000,000.00	4,000,000.00	-				
State Grants	-	15,000.00	15,000.00	4,060,000.00	4,060,000.00	-				
Connection Fees	352,550.00	254,114.19	(98,435.81)	684,000.00	254,114.19	(429,885.81)				
Change in Net Position	(1,260,751.47)	(1,286,729.30)	(25,977.83)	5,863,130.00 (a)	5,798,871.99	(64,258.01)				

- (a) Budget numbers are presented as full year budget and are not prorated for year to date comparison
- (b) Depreciation for FY2017 is shown as a percentage of yearend actual and FY2018 as a percentage of budget.
- (c) The FY 2018 budget includes Fund Balance and capital outlay in the change in net position.

#### Cecil County, Maryland Fiscal Year 2018 Third Quarter Projections Significant Assumptions

#### General Fund – Revenues Major Assumptions

- Real Property Tax collections tend to exceed budget by ½ to ¾ % due to economic growth and conservative estimates initial estimates are in excess of budget by approximately ½% due to better than projected half year construction estimates.
- Personal Property Tax collections for the third quarter continued to see a small increase primarily due to the change in the rate.
- Income Taxes –expect 2% withholding growth over prior year. Current collections are less than prior year by \$573,452 or 1.8% below FY2017. The State's conclusion for the decrease is the State must be receiving less tax revenue per unit of economic growth than in the past as well as better collections methods within the Comptroller's Office. The County's rate increase will go into effect in January 2018 and will help to offset the decrease in distributions being experienced State-wide. The projections assume no additional growth in wages for FY2018 and will result in a revenue shortfall compared to budget of \$1,500,000.
- Recordation Tax collections increased by \$1,000,000 between 2Q17 & 3Q17 due to continued commercial property sales in and around Principio Business Park.

### **General Fund – Expenses Major Assumptions**

- Salary and Fringes are projected for 26 pay periods, using 18.5 periods as the base.
- Vacancies continue to plague dispatch/911 and the continued strain on overtime will be realized due to the continued turnover. Vacancies within Maintenance, Public Works and Economic Development continue to result in salary savings for those respective departments.
- Operating expenses are projected using different assumptions from current activity. Departmental
  expenses are calculated for the 3rd quarter assuming 85% or greater will be expended during
  FY2018. Utilities are projected based on the usage for FY2018 and averaged over the remaining
  three months.

## Cecil County MD INCOME TAX RECEIPTS as of March 2018 (Unaudited)

	FISCAL YEAR - 2015				FISCAL YEA	R - 2016	FISCAL YEAR - 2017				FISCAL YEAR - 2018		
			% of Act			% of Act			% of Bud			% of Bud	
		Actual	Total		Actual	Total		Actual	Total		Actual	Total	
SEPTEMBER	\$	770,924	1.4%	\$	1,146,884	2.1%	\$	629,143	1.1%	\$	441,633	0.7%	
OCTOBER	•	1,533,138	2.8%		1,619,757	2.9%		2,247,163	3.9%		1,736,164	2.9%	
NOVEMBER	13	3,101,575	24.3%		12,840,866	23.0%		13,850,957	24.0%		13,478,378	22.3%	
DECEMBER		132,580	0.2%		76,741	0.1%		80,580	0.1%		255,441	0.4%	
JANUARY		543,243	1.0%		900,864	1.6%		683,669	1.2%		407,529	0.7%	
FEBRUARY	12	2,275,431	22.8%		13,269,055	23.8%		13,025,713	22.6%		14,274,442	23.6%	
MARCH		481,943	0.9%		765,307	1.4%		847,736	1.5%		197,921	0.3%	
APRIL		-	0.0%		-	0.0%		-	0.0%		-	0.0%	
MAY	10	0,019,867	18.6%		10,359,336	18.6%		10,835,445	18.8%		-	0.0%	
JUNE	Ş	9,513,447	17.6%		9,751,406	17.5%		9,449,308	16.4%		-	0.0%	
JULY	(	3,501,292	6.5%		3,669,815	6.6%		3,806,285	6.6%		-	0.0%	
AUGUST		2,080,856	3.9%		1,406,589	2.5%		2,158,307	3.7%			0.0%	
Year to Date	\$ 53	3,954,296	100.0%	\$	55,806,618	100.0%	\$	57,614,306	100.0%	\$	30,791,508	51.0%	
Budget	\$ 53	3,643,746		\$	55,400,000		\$	56,439,257		\$	60,363,860		
Comparative Year to Year Mar 31	\$ 28	8,838,834	6.3%	\$	30,619,472	6.2%	\$	31,364,961	2.4%	\$	30,791,508	-1.8%	

#### Notes:

FY 2018 YTD Actual Receipts % change current year vs. prior year -1.83% FY 2018 YTD Actual Receipts \$ change current year vs. prior year \$ (573,452)

## Cecil County MD PERRYVILLE CASINO REVENUES as of March 31, 2018 (Unaudited)

	FISCAL YEAR - 2017							Ι	FISCAL YEAR - 2018							
		otal From Gaming ommission	Pe	Town of Perryville's Portion		Cecil County's Portion	% of Budget Total	t Gan		otal From Saming mmission	Town of Perryville's Portion		ille's County's		% of Budget Total	
JULY AUGUST SEPTEMBER OCTOBER NOVEMBER DECEMBER JANUARY FEBRUARY MARCH APRIL MAY JUNE Year to Date Budget Comparative	\$	312,663 281,673 274,172 280,818 257,955 319,555 312,874 336,902 377,282 350,425 344,778 343,799 3,792,895	\$	109,432 98,586 95,960 98,286 90,284 111,844 109,506 117,916 132,049 122,649 120,672 120,329 1,327,513		203,231 183,087 178,212 182,532 167,671 207,711 203,368 218,986 245,233 227,776 224,106 223,469 2,465,382 2,658,139	8.2% 7.4% 7.2% 7.4% 6.8% 8.2% 8.9% 9.2% 9.1% 9.1% 100.0%		\$ :	358,414 339,778 322,334 322,231 314,417 312,258 309,451 319,636 386,257 - - - 2,984,776	\$	125,445 118,922 112,817 112,781 110,046 109,290 108,308 111,873 135,190 - - - - 1,044,672		232,969 220,856 209,517 209,450 204,371 202,968 201,143 207,763 251,067 - - - 1,940,104 2,622,963	8.9% 8.4% 8.0% 7.8% 7.7% 7.9% 9.6% 0.0% 0.0% 74.0%	
Year to Year Mar 31	\$	2,753,894	\$	963,863	\$	1,790,031	3.0%		\$ :	2,984,776	\$	1,044,672	\$	1,940,104	8.4%	

<sup>(1)</sup> The County sends 35% of the gaming commissions to Perryville when received from the State of Maryland. The County typically sends the money to Perryville within 2 days of receipt from the State.