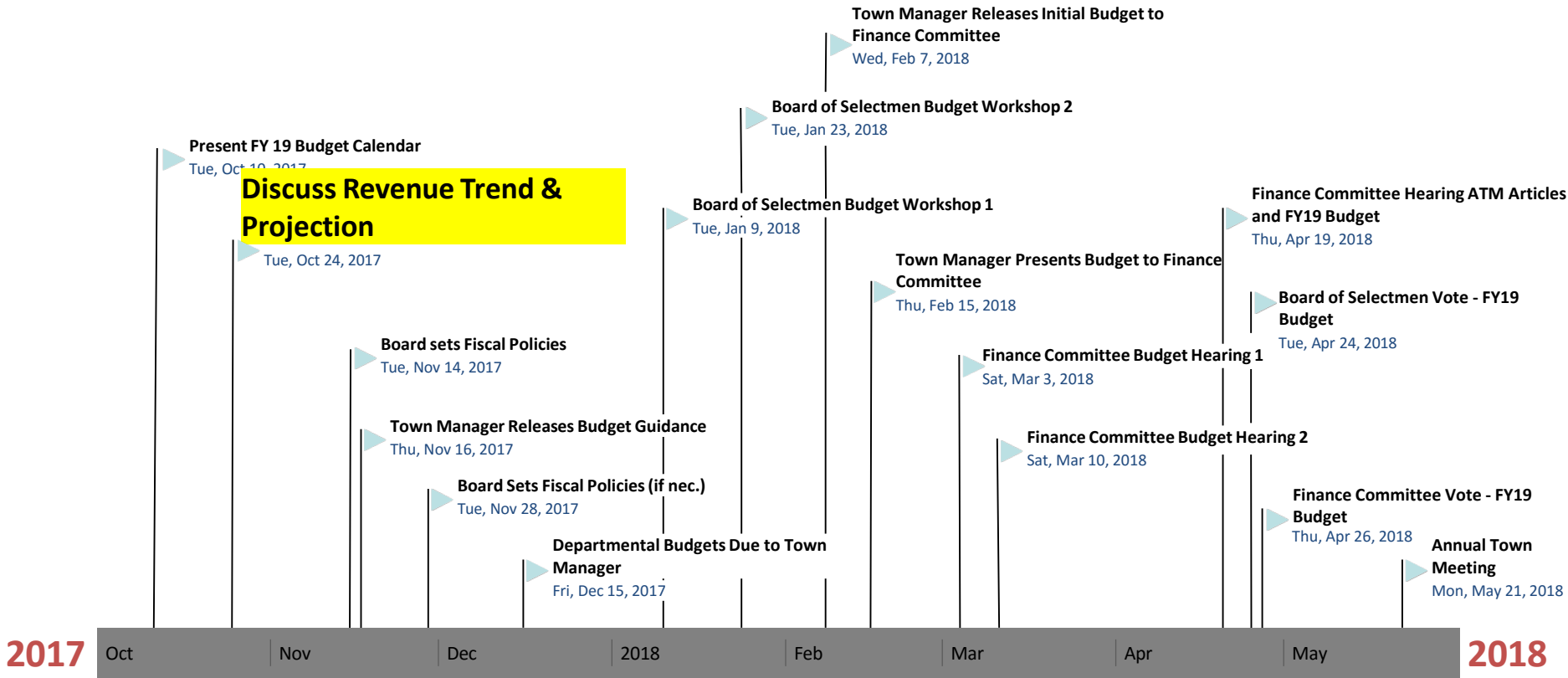




Revenue Trend Analysis & Projection Discussion

Fiscal Year 2019

October 24, 2017



Departmental Budget Start ————— 12/18/2017 - 1/23/2018





Purpose & Plan

- Purpose
 - To understand the revenue trends of the Town and begin to build consensus on the revenue model for the ensuing fiscal year
- Plan
 - FY 2017 Close
 - Estimated Reserves
 - Major Revenue Categories
 - Trends & Initial Projections

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Fiscal Year 2017 Close Out

- Unexpended Appropriations
 - Municipal: \$1,391,701
- Non-Appropriated Free Cash
 - \$2,428,327
- Excess Revenues
 - Schedule A: \$2,749,000*
 - *Water: \$1,005,000

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Adjusted Free Cash

July 1	Amount
2016	\$5,603,965
2015	\$4,883,731
2014	\$4,970,257
2013	\$4,796,332
2012	\$5,567,137

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Reserves

Account	Balance as of June 30, 2017
Stabilization	\$825,061
Free Cash	\$6.45M - \$6.65M*
Adjustment for Water – \$1,240,000	\$5.25M - \$5.45M
Total Projected Reserves	\$6,075,061 - \$6,275,061
Reserve % 7/1/2017	5.10% - 5.27%

*Pending Certification

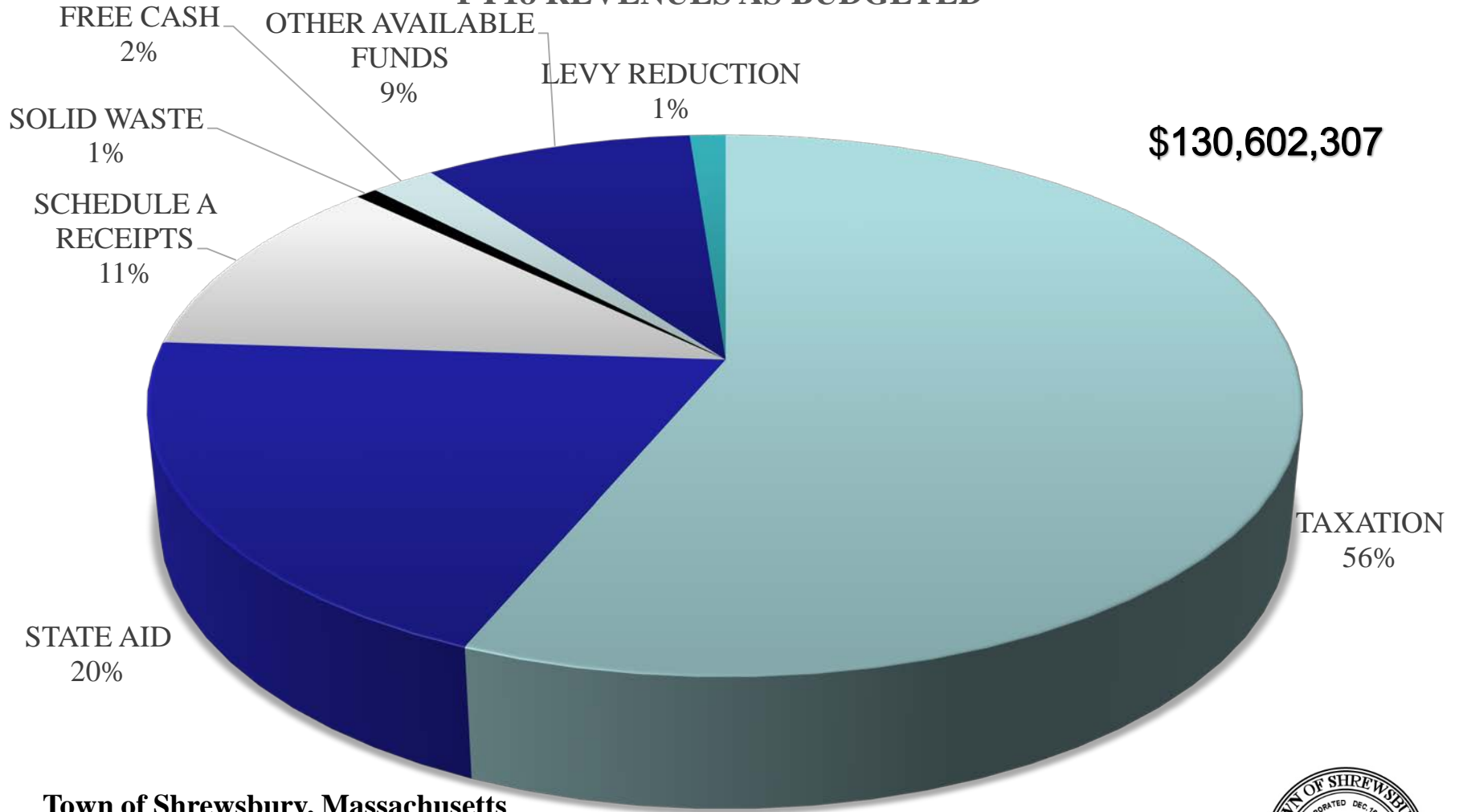
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FY18 REVENUES AS BUDGETED



\$130,602,307

TAXATION
56%

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	FY2018 BUDGETED	FY2019 PROJECTED	FY19 to FY18 DIFFERENCE	% CHANGE
TAXATION	\$73,561,878	\$75,947,971	\$2,386,093	3.24%
STATE AID	\$25,783,132	\$25,622,550	-\$160,582	-0.62%
SCHEDULE A RECEIPTS	\$14,512,280	\$15,656,000	\$1,143,720	7.88%
SOLID WASTE	\$923,500	\$918,500	-\$5,000	-0.54%
FREE CASH	\$2,766,639	\$2,766,639	\$0	0.00%
OTHER AVAILABLE FUNDS	\$11,517,309	\$11,389,584	-\$127,725	-1.11%
LEVY REDUCTION	\$1,537,569	\$1,537,569	\$0	0.00%
TOTAL	\$130,602,307	\$133,838,813	\$3,236,506	2.48%

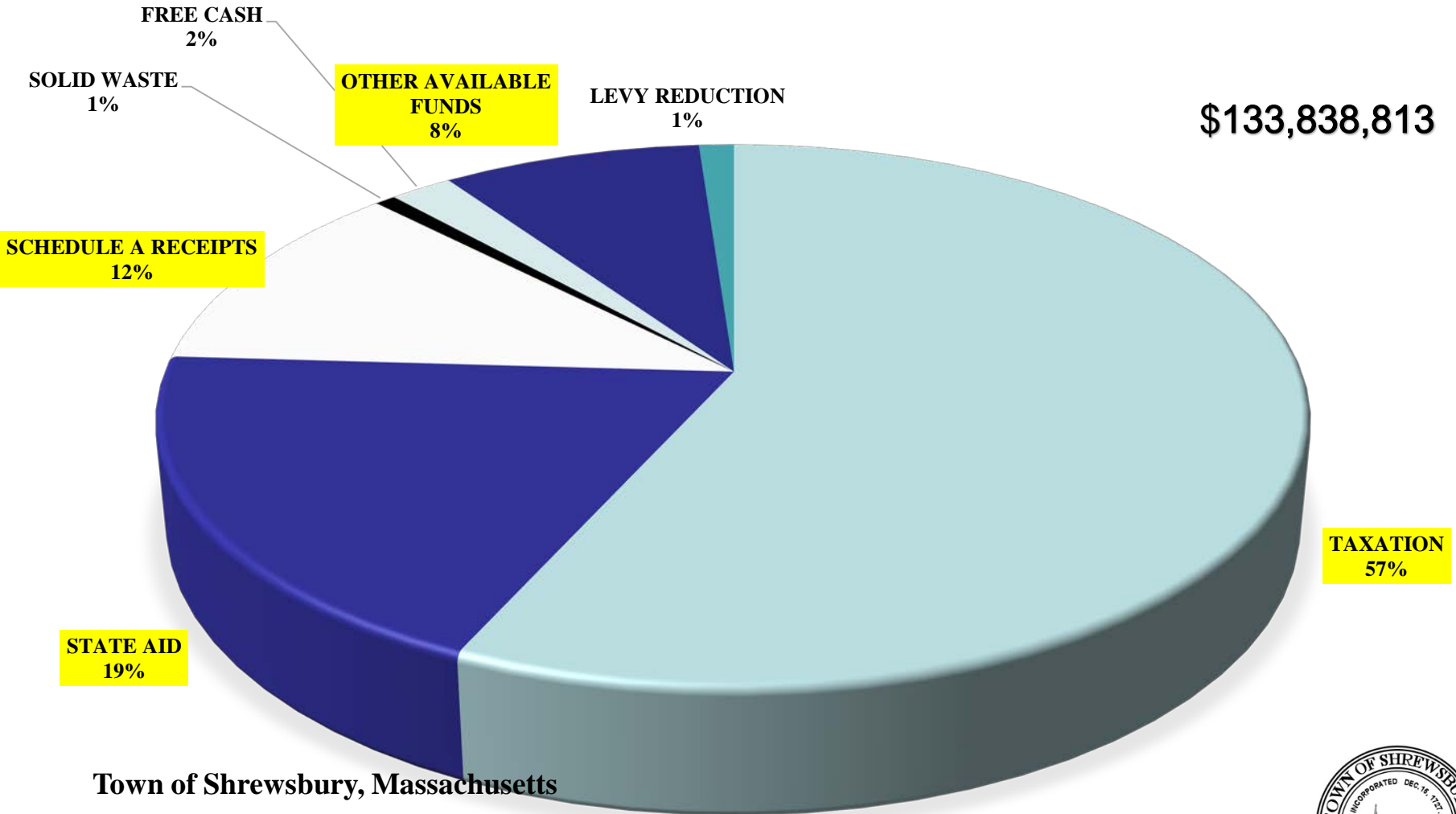
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FY19 PROJECTED REVENUES



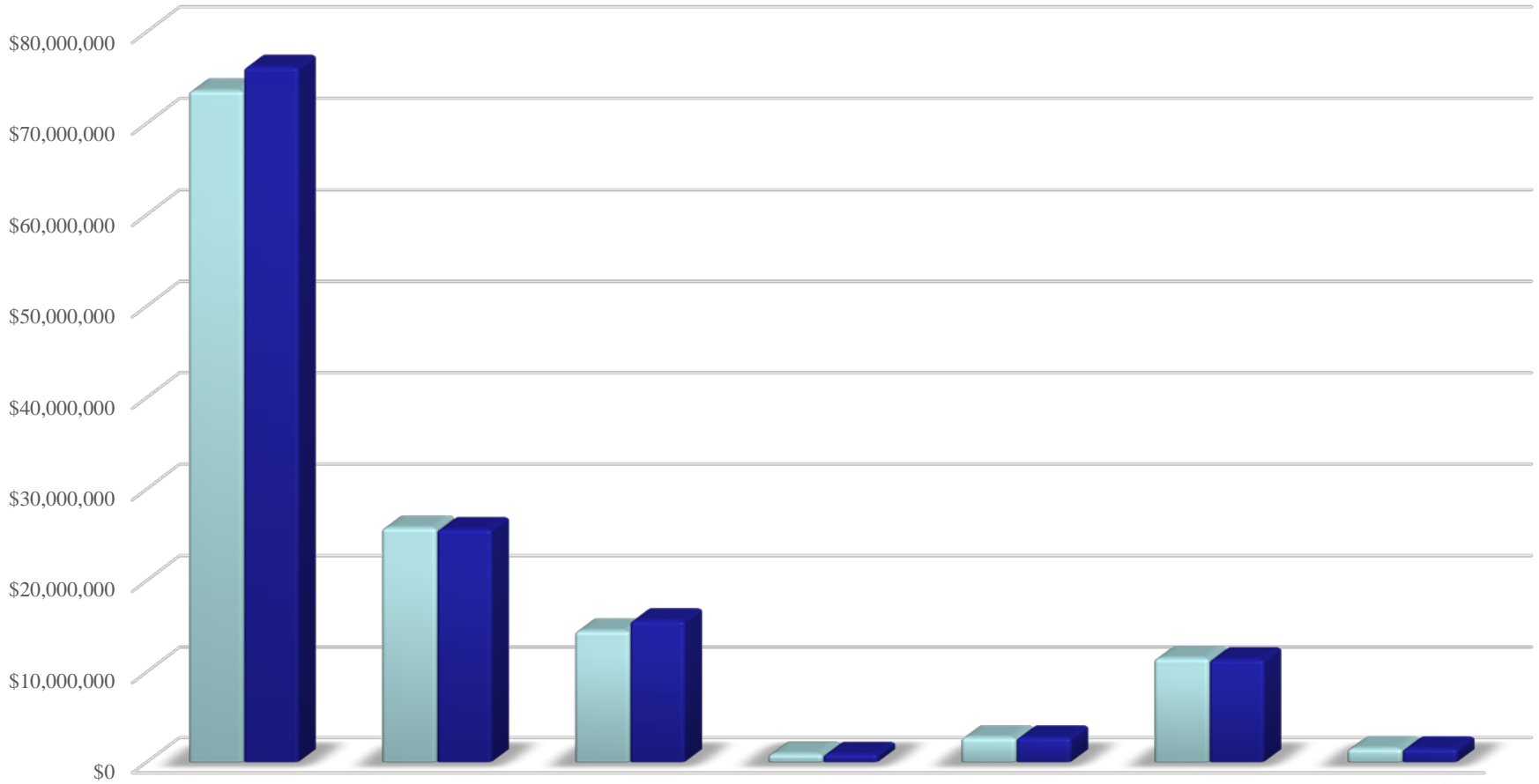
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Revenue Comparison FY18 Budget to FY19 Initial Projection



Town of Shrewsbury, Massachusetts

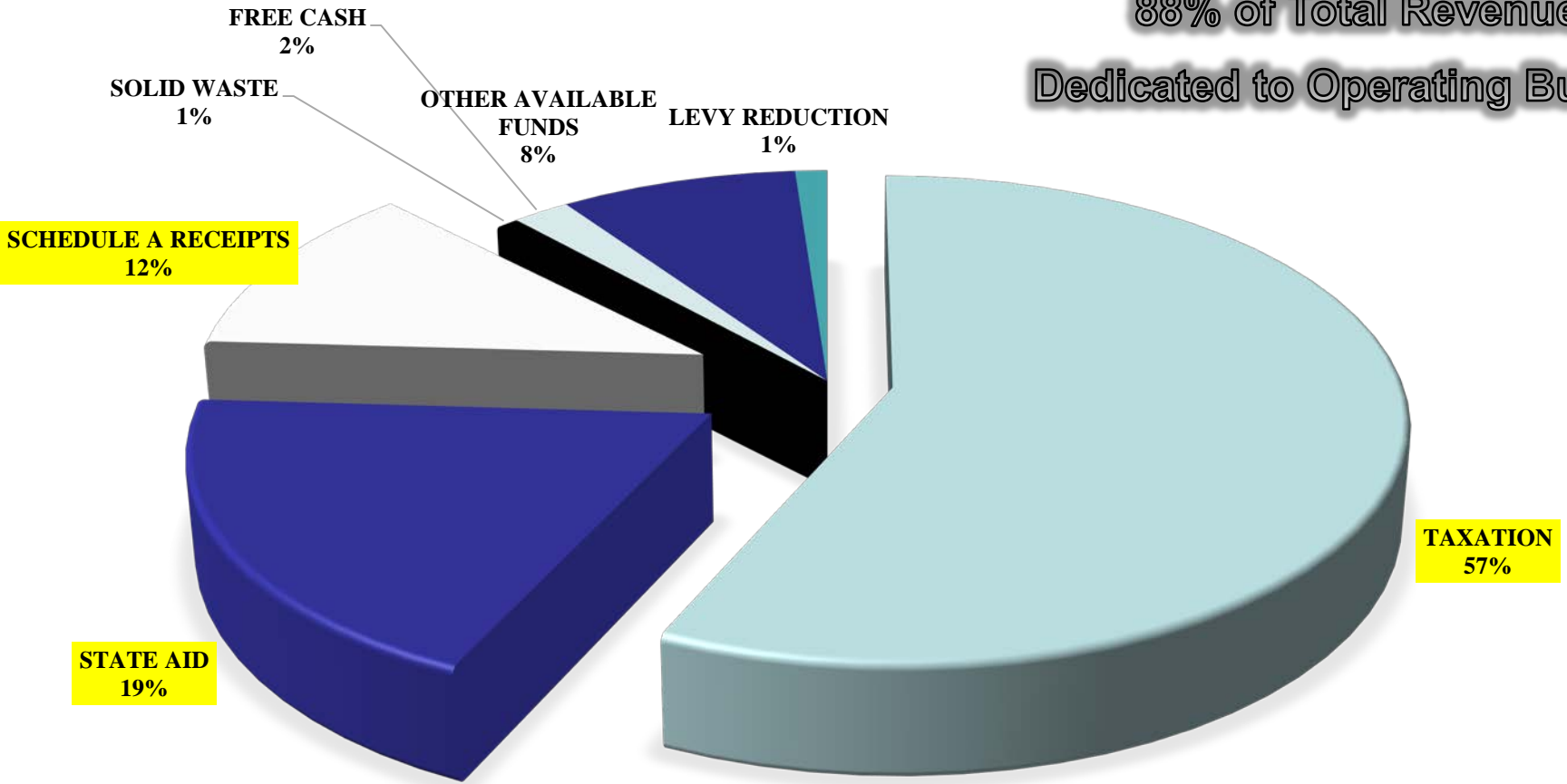
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FY19 PROJECTED REVENUES

88% of Total Revenues
Dedicated to Operating Budget



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Taxation

Source	Amount	Change FY19 to FY18
Fiscal Year 2018 Levy Limit	\$68,715,634	
2 ½ Increase	\$ 1,717,890	
Fiscal Year 2019 Levy Limit (A)	\$70,433,524	\$1,717,890
<u>New</u> Growth Projection (B)	\$ 900,000	(\$100,000)
Exempted Tax Levy (C)	\$ 4,614,446	(\$337,227)
FY19 Projection to be Raised by Taxation (A+B+C)	\$75,947,971	\$2,386,093 3.24%

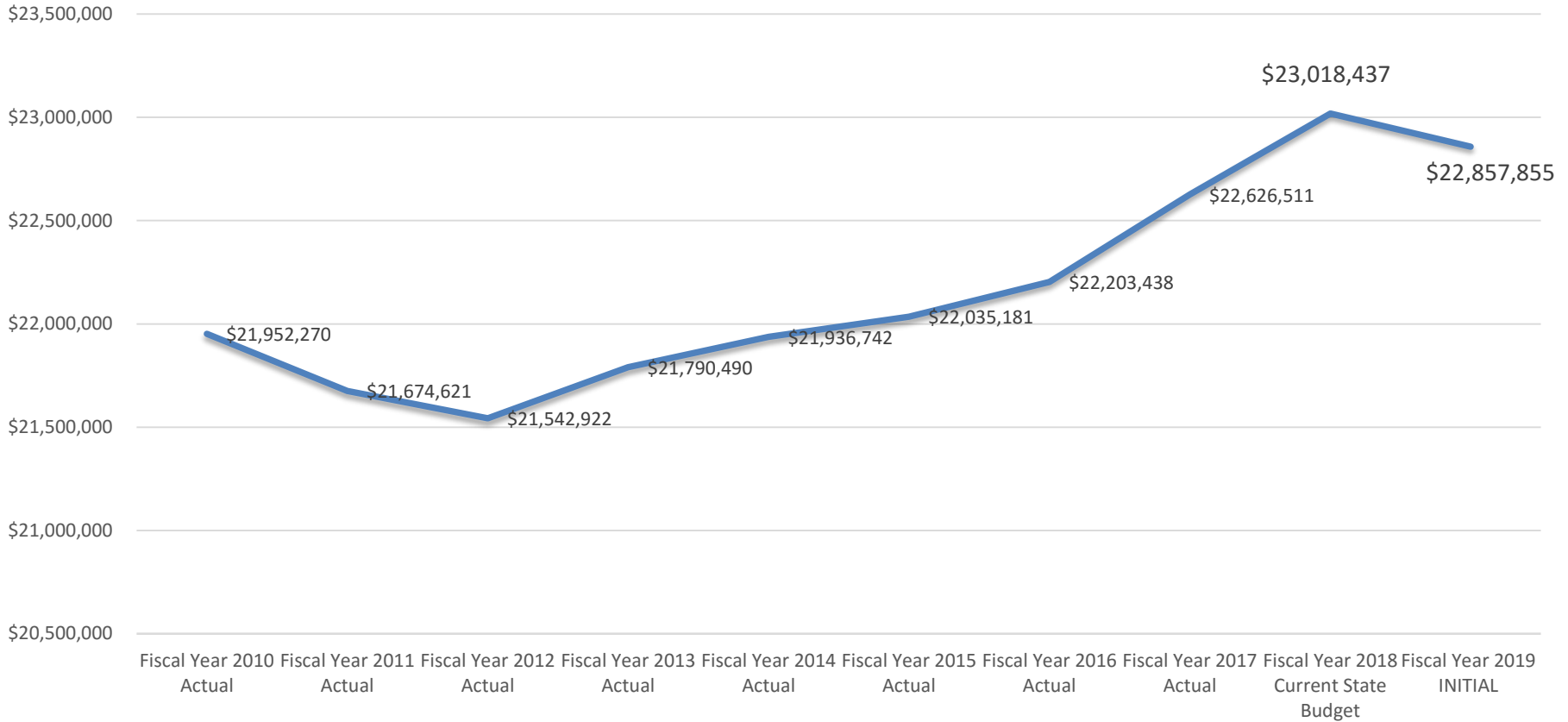
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State Aid with FY2019 Initial Projection



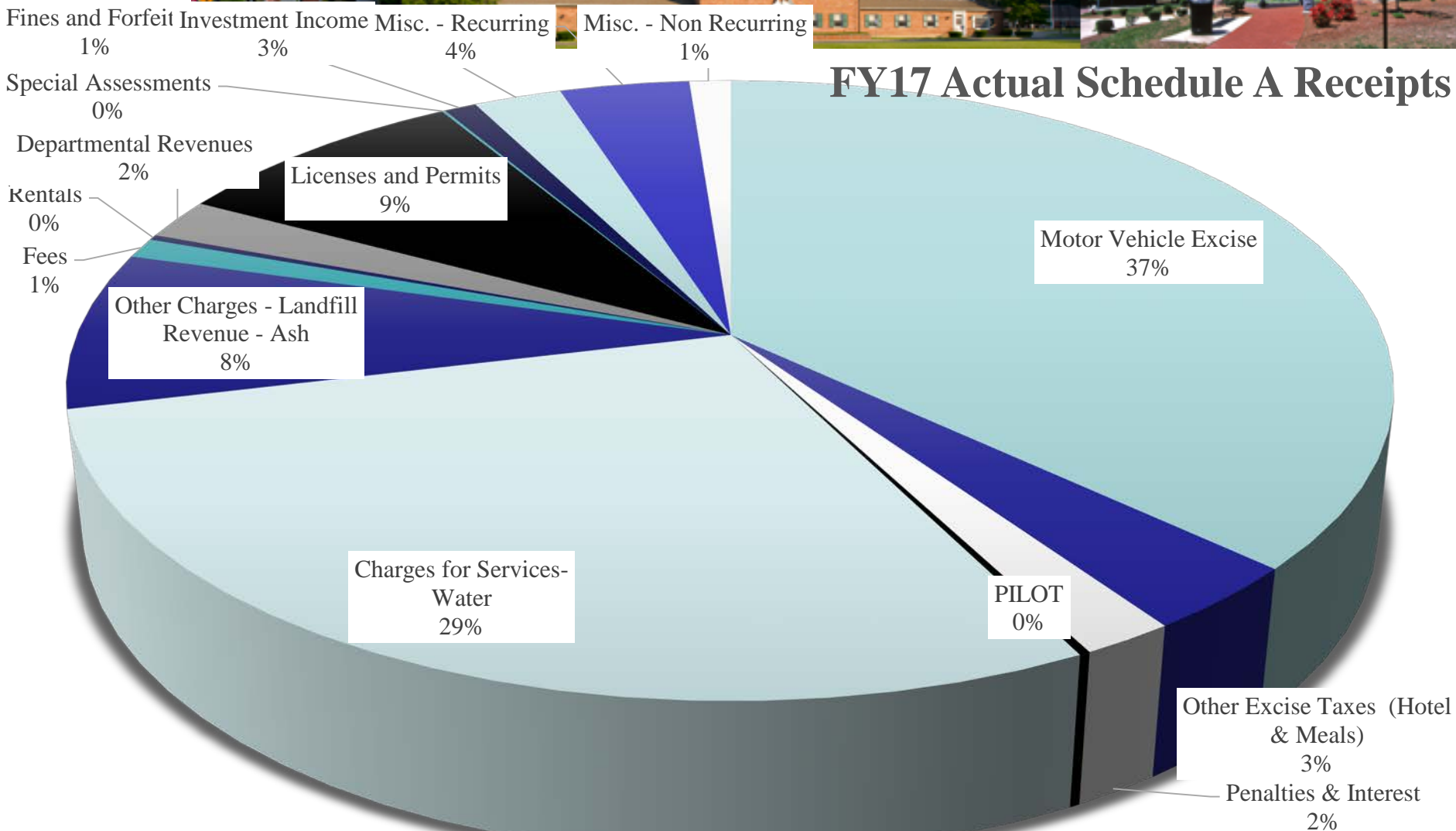
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FY17 Actual Schedule A Receipts



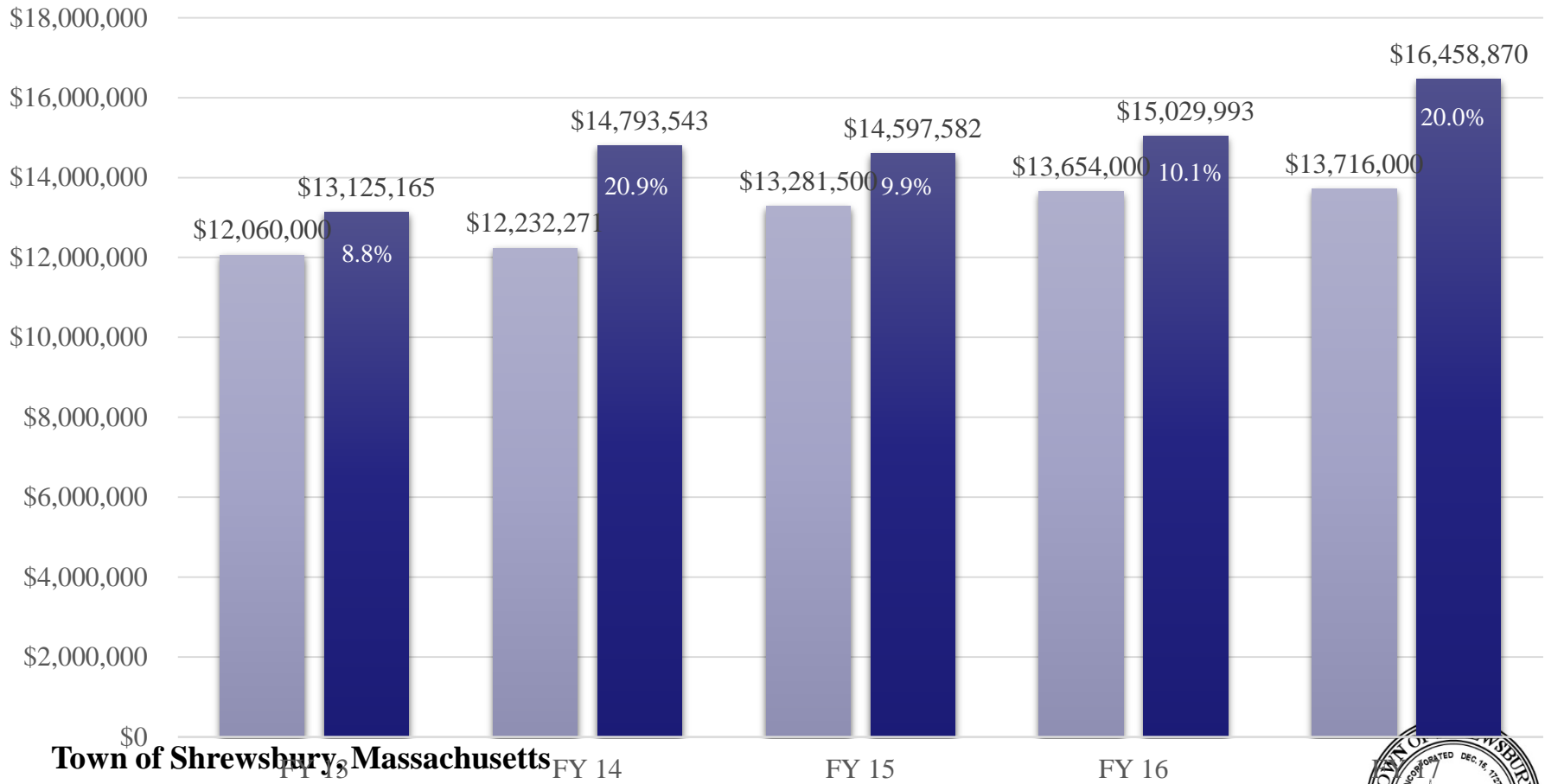
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Schedule A Receipts Comparison of Actuals to Estimates



Town of Shrewsbury, Massachusetts

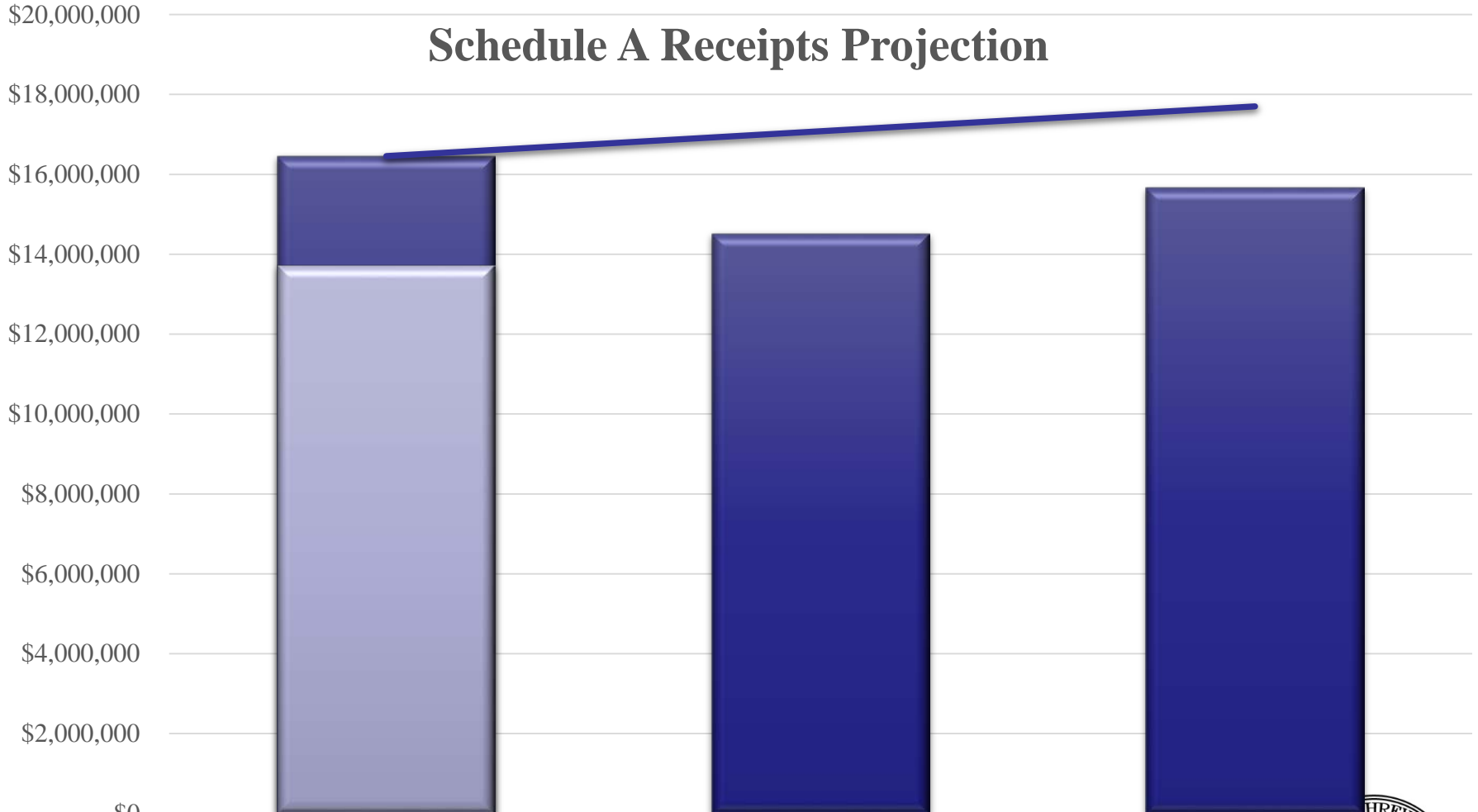
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[FY17 Detail](#)





Schedule A Receipts Projection



Town of Shrewsbury, Massachusetts

FY 18

FY19

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PROJECT



	PROJECTED	BUDGETED	ACTUAL*
ITEM	FY19	FY 18	<u>FY 17</u>
MOTOR VEHICLE EXCISE	\$6,000,000	\$5,623,238	\$6,087,450
OTHER EXCISE (Hotel)	\$100,000	\$100,000	\$115,171
MEALS TAX*	\$453,000	\$430,000	\$453,554
PENALTIES AND INTEREST	\$285,000	\$270,000	\$318,165
PAYMENT IN LIEU OF TAXES	\$34,000	\$34,000	\$38,181
CHARGES FOR SERVICES - WATER	\$5,104,000	\$4,300,000	\$4,705,582
CHARGES FOR SERVICES - ASH DISPOSAL	\$1,400,000	\$1,450,000	\$1,353,409
FEES	\$130,000	\$125,000	\$172,778
RENTALS	\$20,000	\$20,000	\$45,722
DEPARTMENTAL REVENUE - SCHOOLS	\$30,000	\$25,000	\$53,045
DEPARTMENTAL REVENUE - CEMETERIES	\$30,000	\$30,000	\$36,630
OTHER DEPARTMENTAL REVENUE	\$265,000	\$320,000	\$259,820
LICENSE AND PERMITS	\$815,000	\$804,042	\$1,416,434
SPECIAL ASSESSMENTS	\$13,000	\$13,000	\$16,392
FINES AND FORFEITS	\$140,000	\$140,000	\$153,828
INVESTMENT INCOME	\$419,000	\$450,000	\$419,309
MISCELLANEOUS NON-RECURRING	\$65,000	\$50,000	\$154,411
MEDICAID REIMBURSEMENT	\$275,000	\$250,000	\$527,075
SUPPLEMENTAL TAX PROGRAM	\$50,000	\$50,000	\$89,735
REIMBURSEMENT E-RATE	\$28,000	\$28,000	\$42,180
	\$15,656,000	\$14,512,280	<u>\$16,458,870</u>



	FY2017 ACTUAL	FY2018 BUDGETED	FY2019 PROJECTED	FY19 to FY18 DIFFERENCE	% CHANGE
TAXATION	\$69,716,101	\$73,561,878	\$76,173,441	\$2,386,093	3.24%
STATE AID	\$25,976,884	\$25,783,132	\$25,622,550	-\$160,582	-0.62%
SCHEDULE A RECEIPTS	\$13,716,000	\$14,512,280	\$15,656,000	\$1,143,720	7.88%
SOLID WASTE	\$915,500	\$923,500	\$918,500	-\$5,000	-0.54%
FREE CASH	\$3,347,697	\$2,766,639	\$2,766,639	\$0	0.00%
OTHER AVAILABLE FUNDS	\$10,000,462	\$11,517,309	\$11,389,584	-\$127,725	-1.11%
LEVY REDUCTION	\$1,537,569	\$1,537,569	\$1,537,569	\$0	0.00%
TOTAL	\$125,210,213	\$130,602,307	\$134,064,283	\$3,236,506	2.48%
	\$5,392,094	4.31%			

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Discussion

Town of Shrewsbury, Massachusetts

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Property Class	FY 2019 (Estimated)	FY 2018	FY 2017	FY 2016	FY 2015
Residential					
Single Family	\$28,000,000	\$30,771,700	\$40,382,600	\$42,492,700	\$36,735,316
Condominium	\$3,750,000	\$5,728,600	\$4,695,800	\$3,802,900	\$7,328,400
Two & Three Family	\$750,000	\$1,367,200	\$3,754,200	\$1,955,200	\$182,500
Multi-Family	\$26,057,000	\$24,298,800	\$33,900	\$800	\$0
Vacant Land	\$2,000,000	\$7,120,150	\$4,021,700	\$3,825,100	\$1,056,422
All Others	\$100,000	\$156,700	\$803,700	\$410,500	\$7,200
Total Residential	\$60,657,000	\$69,443,150	\$53,691,900	\$52,487,200	\$45,309,838
Open Space	\$0	\$0	\$0	\$0	\$0
Commercial	\$2,500,000	\$18,947,700	\$3,508,700	\$13,149,400	\$1,561,400
Chapter 61, 61A, 61B	\$0	\$0	\$0	\$0	\$0
Industrial	\$100,000	\$147,000	\$1,408,400	\$711,800	\$752,300
Personal Property	\$8,010,000	\$12,775,910	\$14,712,950	\$6,349,480	\$8,273,630
Total Valuation Growth	\$71,267,000	\$101,313,760	\$73,321,950	\$72,697,880	\$55,897,168
Tax Rate (PY)	\$12.66	\$12.83	\$13.00	\$13.20	\$12.17
New Growth	\$902,240	\$1,299,856	\$953,185	\$959,612	\$680,269



Fiscal Year 2017

SCHEDULE A RECEIPTS

	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>
1. Motor Vehicle Excise	\$5,455,000.00	\$6,087,450.36	\$632,450.36
2. Other Excise (Hotel)	\$100,000.00	\$115,170.81	\$15,170.81
2. Other Excise (Meals Tax)	\$400,000.00	\$453,553.66	\$53,553.66
3. Penalties & Interest	\$260,000.00	\$318,165.15	\$58,165.15
4. PILOT	\$34,000.00	\$38,181.07	\$4,181.07
5. Charges for Services- Water	\$3,700,000.00	\$4,705,582.29	\$1,005,582.29
8. Other Charges - Trash	\$1,450,000.00	\$1,353,408.72	(\$96,591.28)
10. Fees	\$125,000.00	\$172,778.28	\$47,778.28
11. Rentals	\$6,000.00	\$45,721.50	\$39,721.50
12. Depart Rev - Schools	\$25,000.00	\$53,044.64	\$28,044.64
14. Depart Rev - Cemeteries	\$30,000.00	\$36,630.20	\$6,630.20
16. Other Depart Revenue	\$320,000.00	\$259,820.09	(\$60,179.91)
17. Licenses and Permits	\$880,000.00	\$1,416,433.50	\$536,433.50
18. Special Assessments	\$13,000.00	\$16,391.92	\$3,391.92
19. Fines and Forfeits	\$140,000.00	\$153,827.80	\$13,827.80
20. Investment Income	\$450,000.00	\$419,308.84	(\$30,691.16)
21. Misc - Recurring (Supp Tax)	\$50,000.00	\$89,735.07	\$39,735.07
21. Misc - Recurring (Medicaid)	\$200,000.00	\$527,075.23	\$327,075.23
22. Misc - Non Recurring (Bond/Ban Proceeds)	\$0.00	\$83,845.00	\$83,845.00
22. Misc - Non Recurring (Gas&Oil)	\$50,000.00	\$70,566.07	\$20,566.07
22. Misc - Non Recurring (E-Rate)	\$28,000.00	\$42,179.96	\$14,179.96
Totals	\$13,716,000.00	\$16,458,870.16	\$2,742,870.16

