



TOWN COUNCIL – AGENDA REQUEST FORM

THIS FORM WILL BECOME PART OF THE BACKGROUND INFORMATION USED BY THE COUNCIL AND PUBLIC

Please submit Agenda Request Form, **including back up information**, 8 days prior to the requested meeting date. **Public Hearing requests must be submitted 20 days prior to requested meeting date to meet publication deadlines** (exceptions may be authorized by the Town Manager, Chairman/Vice Chair).

MEETING INFORMATION

Date Submitted: December 11, 2017
Submitted by: Finance Director Paul T. Micali
Department: Finance
Speakers: Paul T. Micali

Date of Meeting: December 21, 2017
Time Required: 15 minutes
Background Info. Supplied: Yes: No:

CATEGORY OF BUSINESS (PLEASE PLACE AN "X" IN THE APPROPRIATE BOX)

| | | | |
|------------------------|-------------------------------------|-------------------------------------|--------------------------|
| Appointment: | <input type="checkbox"/> | Recognition/Resignation/Retirement: | <input type="checkbox"/> |
| Public Hearing: | <input type="checkbox"/> | Old Business: | <input type="checkbox"/> |
| New Business: | <input checked="" type="checkbox"/> | Consent Agenda: | <input type="checkbox"/> |
| Nonpublic: | <input type="checkbox"/> | Other: | <input type="checkbox"/> |

TITLE OF ITEM

First Quarter Financial Review

DESCRIPTION OF ITEM

Finance Director Paul Micali will review the key financial information of the quarter ending September 30, 2017.

REFERENCE (IF KNOWN)

| | | |
|------------------|------------------|-------|
| RSA: | Warrant Article: | _____ |
| Charter Article: | Town Meeting: | _____ |
| Other: | N/A | |

EQUIPMENT REQUIRED (PLEASE PLACE AN "X" IN THE APPROPRIATE BOX)

| | | | |
|------------------|--------------------------|---------------------|--------------------------|
| Projector: | <input type="checkbox"/> | Grant Requirements: | <input type="checkbox"/> |
| Easel: | <input type="checkbox"/> | Joint Meeting: | <input type="checkbox"/> |
| Special Seating: | <input type="checkbox"/> | Other: | <input type="checkbox"/> |
| Laptop: | <input type="checkbox"/> | None: | <input type="checkbox"/> |

CONTACT INFORMATION

| | | | |
|---------------|-----------------------|----------------|--------------------------------|
| Name: | Paul T. Micali | Address: | 8 Baboosic Lake Road |
| Phone Number: | 424-7075 | Email Address: | pmicali@merrimacknh.gov |

APPROVAL

Town Manager: Yes No: Chair/Vice Chair: Yes No:

Hold for Meeting Date: _____

Memo



TO: Town Council
ATTN: Town Manager Eileen Cabanel

FROM: Finance Director Paul T. Micali

DATE: December 14, 2017

RE: **1st Quarter Financial Report**

Enclosed please find the quarter ending September 30, 2017 financial information. In reviewing the enclosed, documents I believe that at this time we have sufficient appropriations to cover the operations of the Town. I also believe we will meet our revenue projections. However I will be keeping a close eye on the revenues and if needed will begin steps once again with the Town Manager so that no fund balance will be used to offset any revenue shortfall. I have included the following for your review:

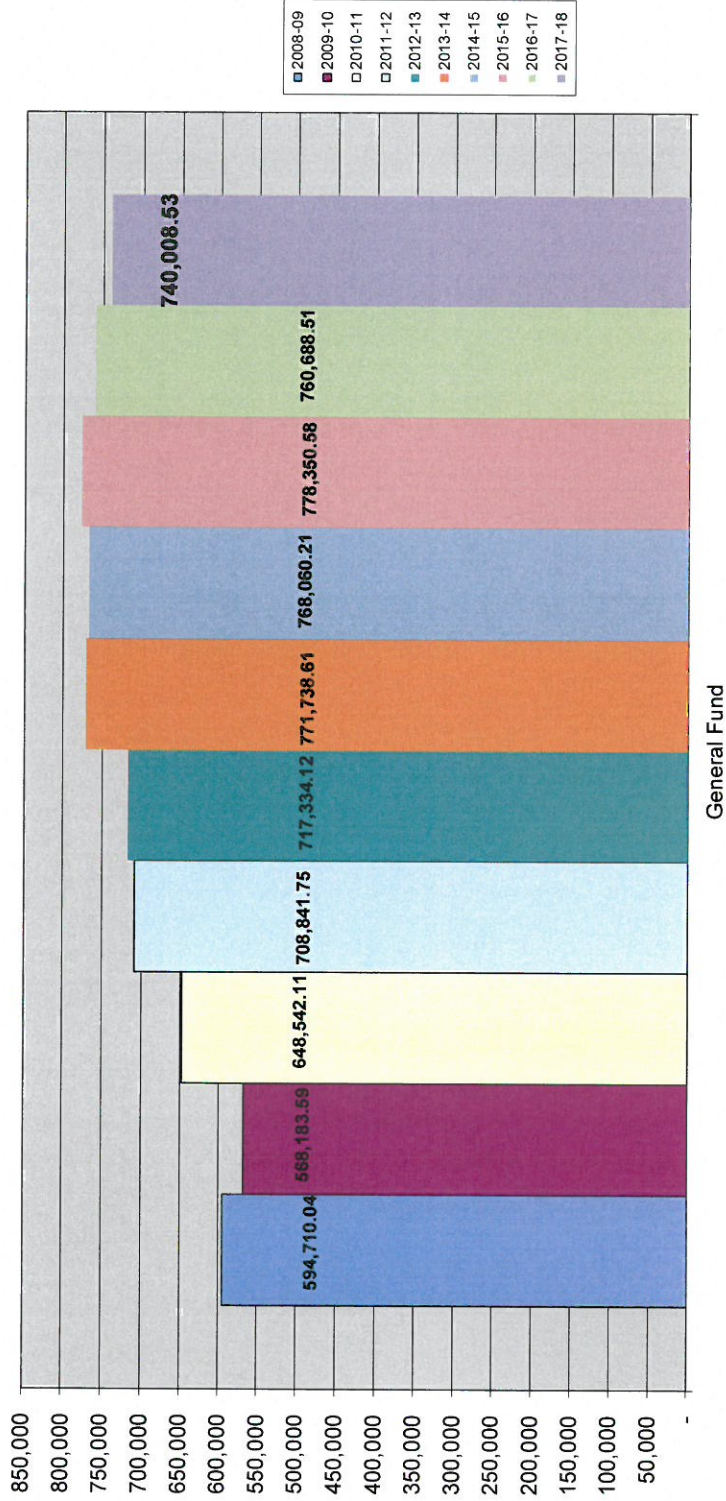
- Comparison of Overtime by Department
- Comparison of Health Insurance
- Comparison of New Hampshire Retirement (NHRS)
- Comparison of Auto Registrations, Interest and Building Permits
- Summary of Appropriation by Department

The Town is in the process of finalizing the audit with the Auditors for the 2016-17 Audit. The audit will be available to the public on the Town's web site under finance once the final copy is received. You will be receiving a copy of the audit once the audit report is finalized.

Town of Merrimack
Health Insurance
2008-09 VS. 2017-18

| | 2008-09 | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 |
|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| General Fund | 594,710.04 | 568,183.59 | 648,542.11 | 708,841.75 | 717,334.12 | 771,738.61 | 768,060.21 | 778,350.58 | 760,688.51 | 740,008.53 |
| Total | 594,710.04 | 568,183.59 | 648,542.11 | 708,841.75 | 717,334.12 | 771,738.61 | 768,060.21 | 778,350.58 | 760,688.51 | 740,008.53 |

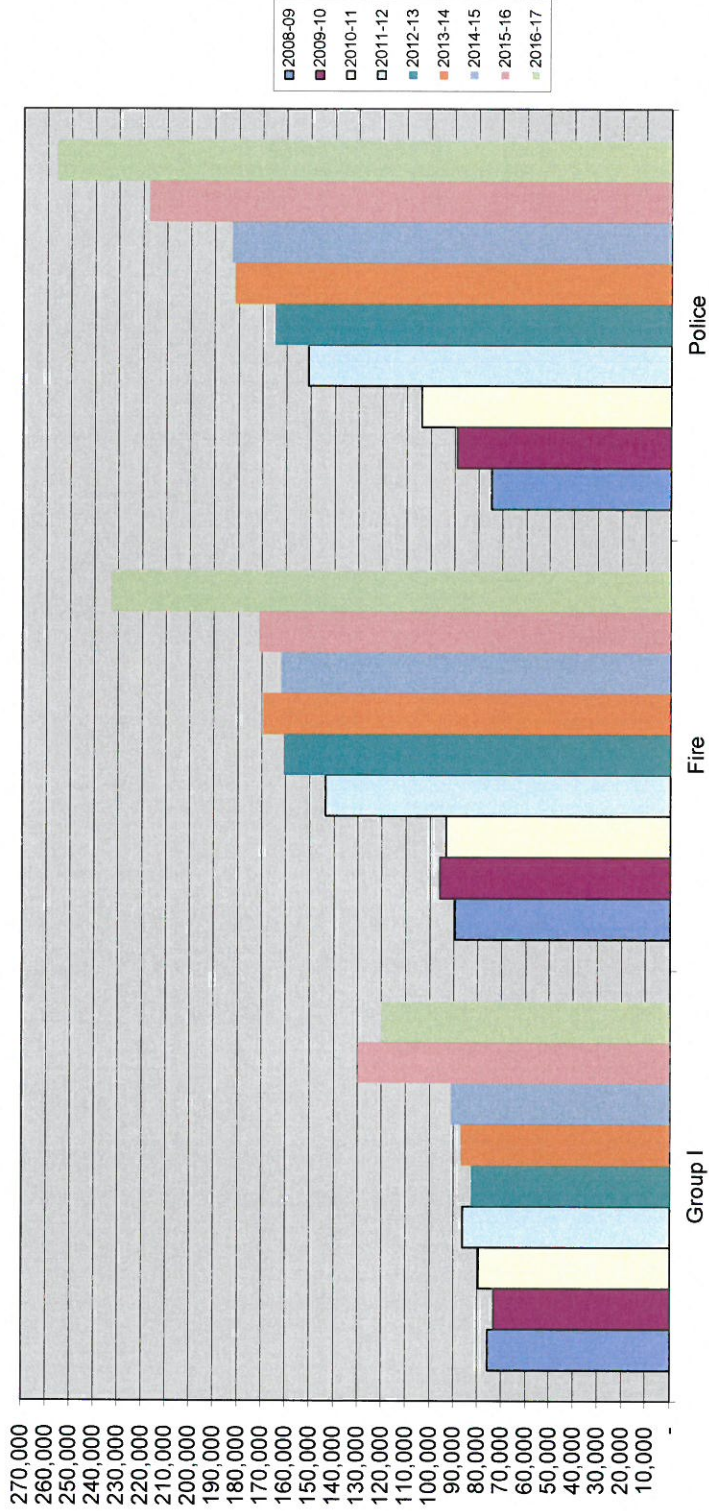
Health Insurance



Town of Merrimack
NHRS Comparison
2008-09 VS. 2017-18

| | 2008-09 | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 |
|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Group I | 75,747.84 | 73,119.09 | 79,502.54 | 86,107.78 | 82,554.96 | 86,836.11 | 91,074.51 | 129,923.75 | 120,112.61 | 114,767.24 |
| Fire | 89,526.82 | 96,048.76 | 93,360.67 | 143,719.20 | 160,899.64 | 169,521.54 | 162,035.75 | 171,265.67 | 233,108.29 | 220,459.30 |
| Police | 74,640.15 | 88,987.47 | 104,091.67 | 151,054.44 | 165,035.70 | 181,796.70 | 183,093.66 | 217,737.24 | 256,152.56 | 210,598.98 |
| Total | 239,914.81 | 258,155.32 | 276,954.88 | 380,881.42 | 408,490.30 | 438,154.35 | 436,203.92 | 518,926.66 | 609,373.46 | 545,825.52 |

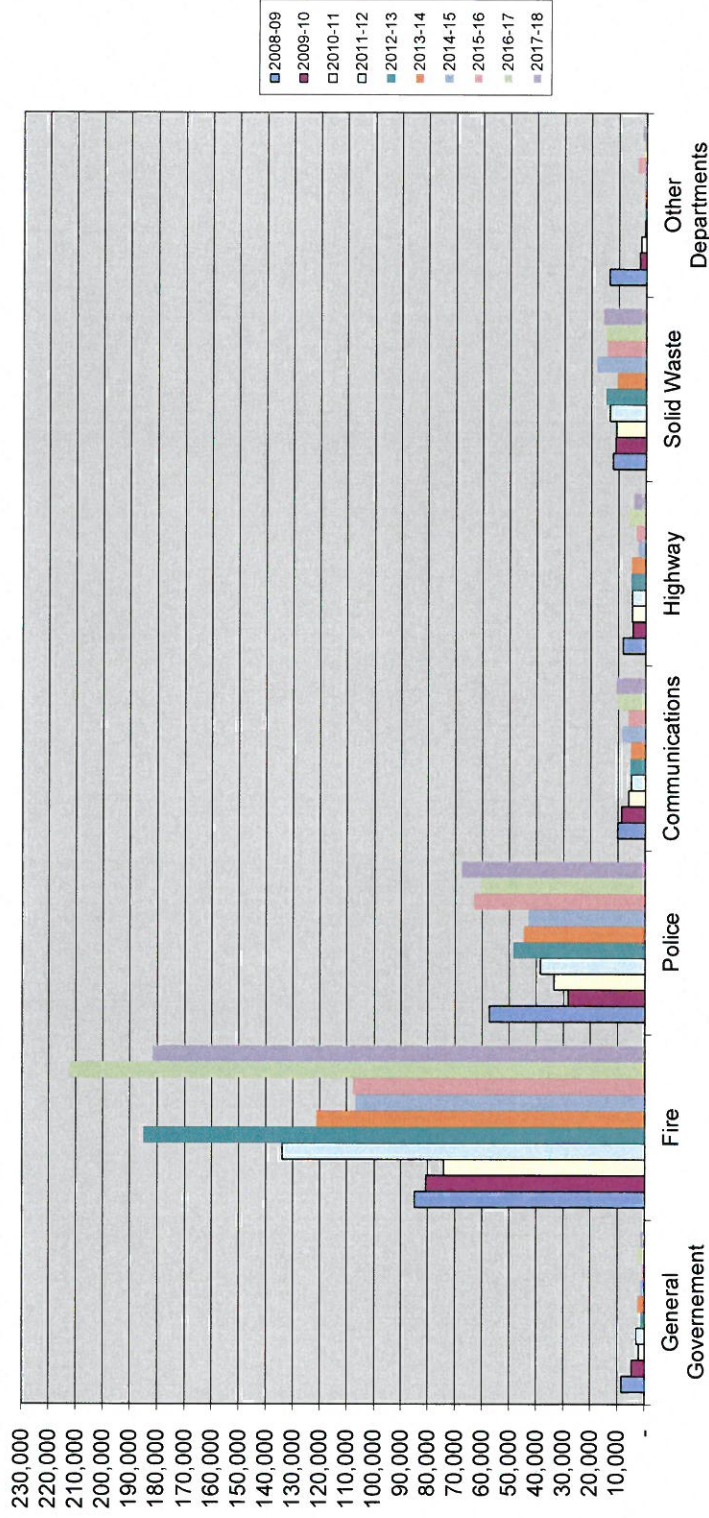
NHRS Comparison



Town of Merrimack
Overtime Comparison
2008-09 VS. 2017-18

| | 2008-09 | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 |
|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| General Government | 8,509.76 | 4,778.97 | 2,018.91 | 2,894.56 | 1,410.34 | 2,448.76 | 1,698.09 | 873.85 | 2,799.91 | 1,669.97 |
| Fire | 85,026.70 | 80,572.15 | 73,982.09 | 133,995.15 | 185,039.30 | 121,563.31 | 107,090.56 | 107,976.14 | 212,474.70 | 181,807.43 |
| Police | 57,304.02 | 28,477.64 | 33,642.22 | 38,529.89 | 48,655.06 | 44,801.70 | 43,134.31 | 63,322.70 | 60,438.49 | 67,784.28 |
| Communications | 10,145.16 | 8,702.67 | 6,059.30 | 5,130.12 | 5,558.51 | 5,449.54 | 9,149.22 | 6,260.00 | 10,021.75 | 10,774.32 |
| Highway | 8,284.13 | 4,679.50 | 4,873.83 | 4,860.02 | 5,282.75 | 5,256.96 | 2,774.76 | 3,463.30 | 6,381.88 | 4,430.04 |
| Solid Waste | 12,119.22 | 11,022.61 | 10,879.56 | 13,324.59 | 14,791.47 | 10,507.58 | 18,356.35 | 14,507.94 | 14,881.87 | 15,799.76 |
| Other Departments | 13,516.82 | 2,369.57 | 1,699.79 | 450.74 | 573.59 | 689.20 | 989.02 | 3,206.91 | 1,173.13 | 1,590.17 |
| Total | 194,905.81 | 140,603.11 | 133,155.70 | 199,185.07 | 261,311.02 | 190,717.05 | 183,192.31 | 199,610.84 | 308,171.73 | 283,855.97 |

Overtime Comparison



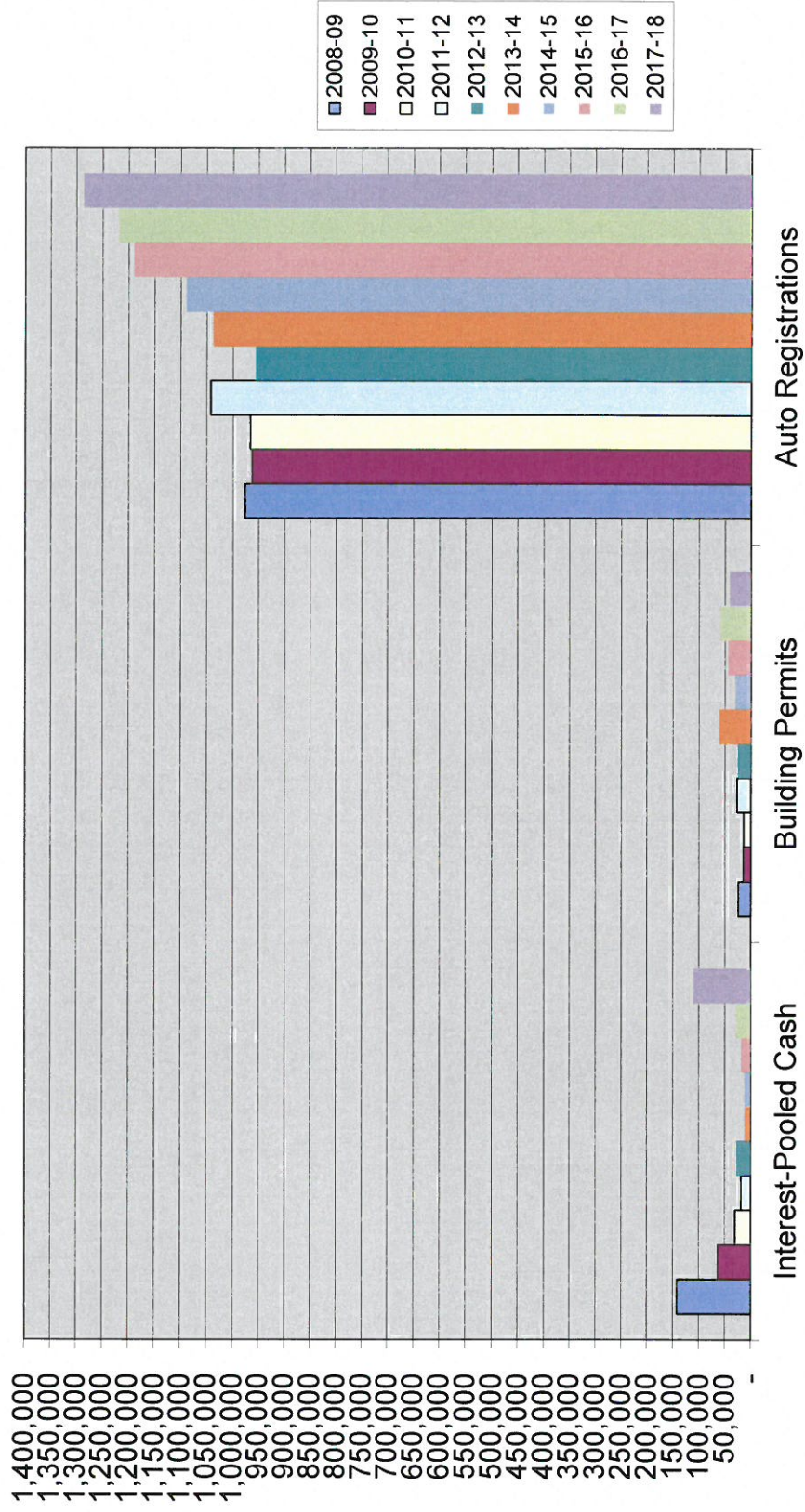
**Town of Merrimack
Summary By Department
Expenditure Report
As of September 30, 2017**

| Department | Budget | YTD Expenditures | Balance before Encumbrances | Encumbrance | Balance as of 9/30/17 | % of Budget remaining |
|-----------------------------------|------------------------|------------------------|-----------------------------|------------------------|------------------------|-----------------------|
| General Government - 01 | \$1,967,007.86 | \$442,318.96 | \$1,524,688.90 | \$48,229.35 | \$1,476,459.55 | 75.06% |
| Assessing - 02 | \$319,708.00 | \$74,570.01 | \$ 245,137.99 | \$28,330.00 | \$216,807.99 | 67.81% |
| Fire - 03 | \$6,686,919.31 | \$1,356,158.76 | \$5,330,760.55 | \$255,771.35 | \$5,074,989.20 | 75.89% |
| Police - 04 | \$5,909,716.61 | \$1,276,363.83 | \$4,633,352.78 | \$53,334.97 | \$4,580,017.81 | 77.50% |
| Communications - 05 | \$1,510,312.26 | \$157,128.17 | \$1,353,184.09 | \$593.30 | \$1,352,590.79 | 89.56% |
| Code Enforcement - 06 | \$385,724.00 | \$84,924.81 | \$ 300,799.19 | \$870.10 | \$299,929.09 | 77.76% |
| Public Works Administrations - 07 | \$386,597.00 | \$99,889.50 | \$ 286,707.50 | \$12,737.80 | \$273,969.70 | 70.87% |
| Highway - 08 | \$10,301,951.09 | \$803,852.54 | \$9,498,098.55 | \$4,443,600.81 | \$5,054,497.74 | 49.06% |
| Solid Waste Disposal - 09 | \$1,594,555.00 | \$235,017.56 | \$1,359,537.44 | \$629,966.50 | \$729,570.94 | 45.75% |
| Parks & Recreation - 13 | \$508,020.09 | \$146,423.60 | \$ 361,596.49 | \$1,713.90 | \$359,882.59 | 70.84% |
| Library - 15 | \$1,218,417.21 | \$253,771.53 | \$ 964,645.68 | \$86,831.34 | \$877,814.34 | 72.05% |
| Equipment Maintenance - 16 | \$455,432.00 | \$88,190.00 | \$ 367,242.00 | \$1,980.05 | \$365,261.95 | 80.20% |
| Buildings & Ground - 17 | \$295,570.88 | \$51,557.42 | \$ 244,013.46 | \$28,102.88 | \$215,910.58 | 73.05% |
| Community Development - 21 | \$922,825.47 | \$117,803.09 | \$ 805,022.38 | \$193,846.26 | \$611,176.12 | 66.23% |
| Town Clerk/Tax Collector - 24 | \$508,632.00 | \$119,212.39 | \$ 389,419.61 | \$11,627.00 | \$377,792.61 | 74.28% |
| Welfare - 25 | \$159,091.62 | \$94,888.66 | \$ 64,202.96 | \$108.60 | \$ 64,094.36 | 40.29% |
| Debt Service - 27 | \$423,366.00 | \$406,540.00 | \$ 16,826.00 | \$0.00 | \$ 16,826.00 | 3.97% |
| FUND: General Fund - 01 | \$33,553,846.40 | \$ 5,808,610.83 | \$27,745,235.57 | \$ 5,797,644.21 | \$21,947,591.36 | 65.41% |
| Other Self Supporting Fund - 20 | \$426,542.00 | \$145,299.60 | \$ 281,242.40 | \$0.00 | \$281,242.40 | 65.94% |
| Sewer Fund - 31 | \$5,344,638.11 | \$817,306.74 | \$4,527,331.37 | \$491,107.72 | \$4,036,223.65 | 75.52% |
| Catv Fund - 32 | \$330,520.00 | \$ 44,483.74 | \$ 286,036.26 | \$35,000.00 | \$251,036.26 | 75.95% |
| Fire Protection Area - 33 | \$99,811.00 | \$14,074.80 | \$ 85,736.20 | \$0.00 | \$ 85,736.20 | 85.90% |
| Special Library - 38 | \$3,500.00 | \$4385.68 | -\$ 885.68 | \$1,614.32 | -\$ 2,500.00 | -71.43% |
| Capital Projects (road) -42 | \$361,824.54 | - | \$ 361,824.54 | \$236,824.54 | \$125,000.00 | 34.55% |
| Bond (Sewer) - 43 | \$3,300,000.00 | \$16,424.40 | \$3,283,575.60 | \$95,777.90 | \$3,187,797.70 | 96.60% |
| | | | | | | |
| | | | | | | |
| | \$43,420,682.05 | \$ 6,850,585.79 | \$36,570,096.26 | \$ 6,657,968.69 | \$29,912,127.57 | 68.89% |

Town of Merrimack
Revenue Comparison
2008-09 Vs. 2017-18

| | 2008-09 | 2009-10 | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Interest-Pooled Cash | 142,232.98 | 63,967.88 | 30,047.20 | 18,259.62 | 27,418.00 | 12,201.39 | 12,232.94 | 18,950.87 | 28,152.01 | 111,075.10 |
| Building Permits | 24,343.00 | 14,587.00 | 13,724.01 | 26,783.52 | 25,564.00 | 61,162.00 | 30,168.20 | 44,723.00 | 59,530.00 | 41,007.00 |
| Auto Registrations | 976,038.58 | 962,865.07 | 966,027.62 | 1,042,428.93 | 956,098.20 | 1,037,775.33 | 1,090,334.41 | 1,190,347.53 | 1,218,633.75 | 1,286,932.70 |
| Total | 1,142,614.56 | 1,041,439.95 | 1,009,798.83 | 1,087,472.07 | 1,009,080.20 | 1,111,138.72 | 1,132,735.55 | 1,254,021.40 | 1,306,315.76 | 1,439,014.80 |

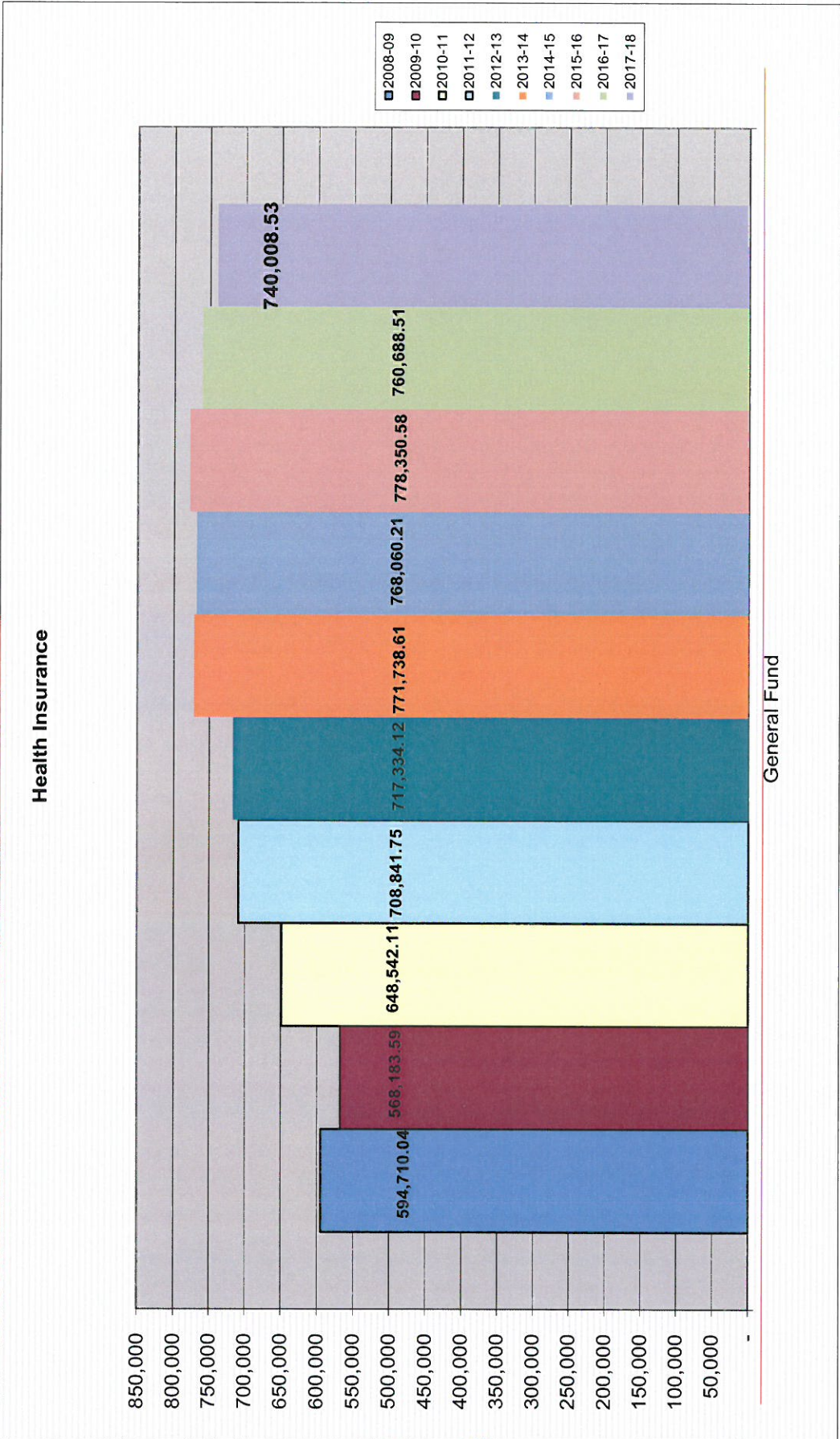
Revenue Comparison



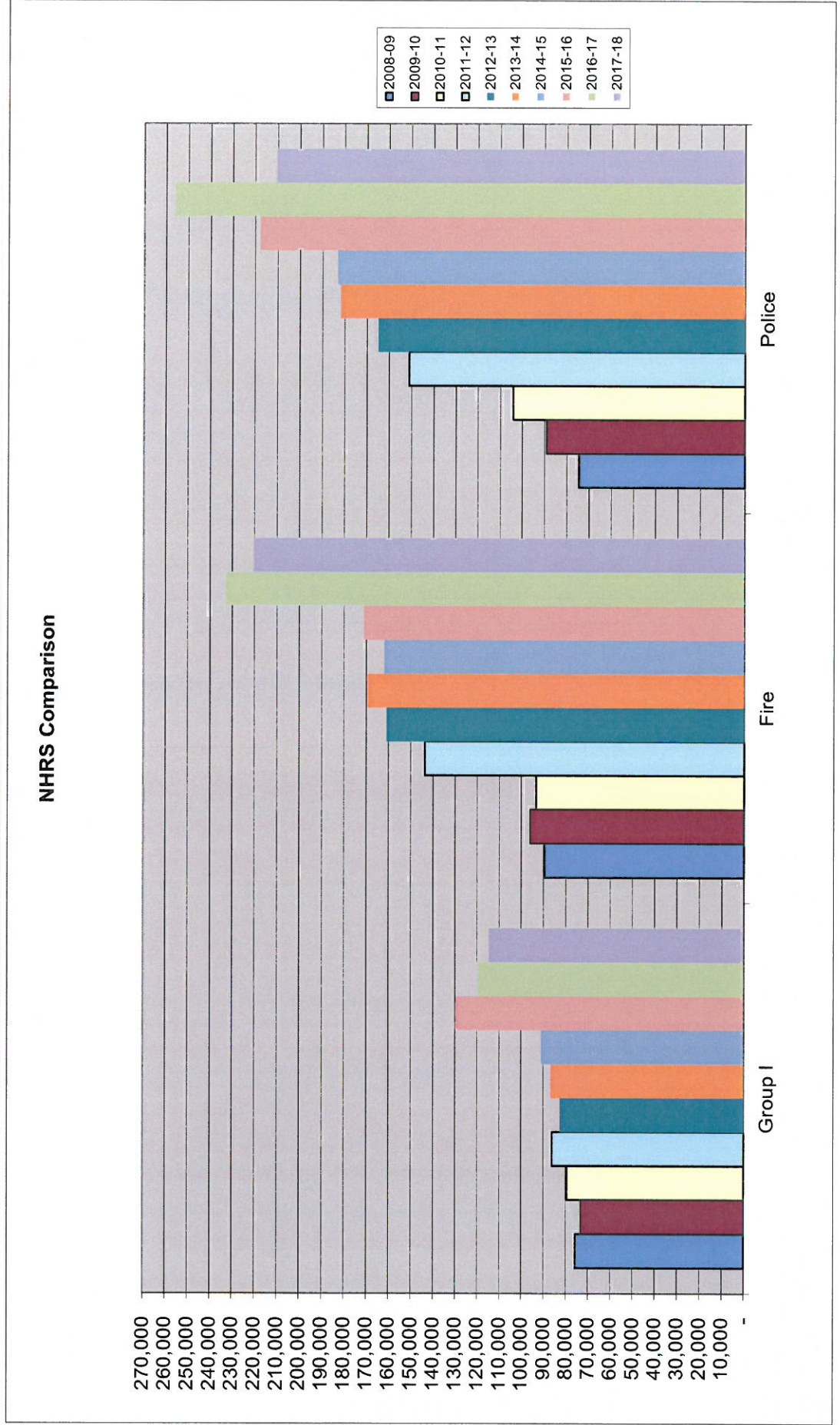
1st Quarter Financial Reports

Presented to the
Merrimack Town Council
December 21, 2017

Health Insurance Cost Comparisons

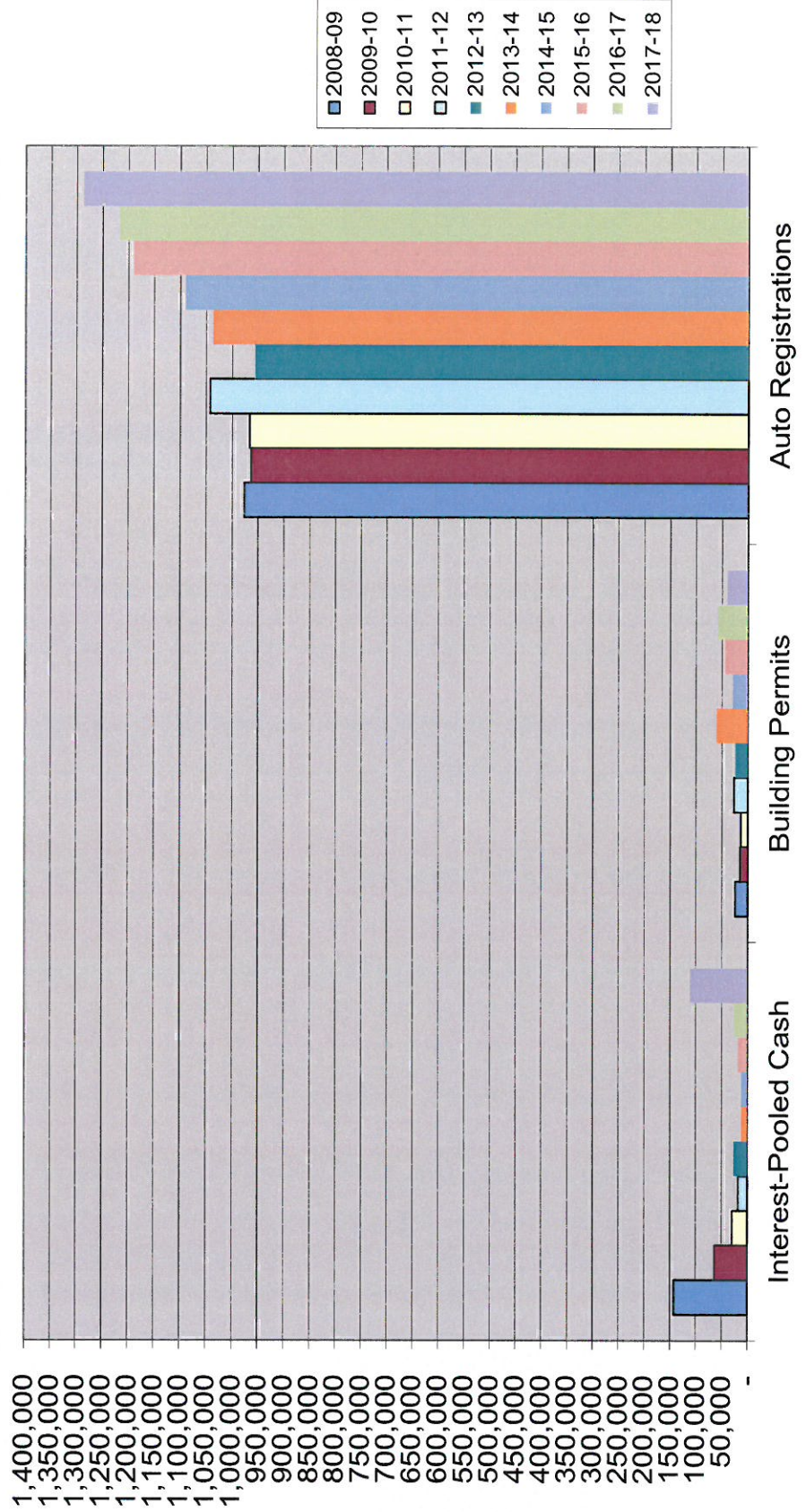


NHRS Comparison



Revenue Comparison

Revenue Comparison



Questions/Comments

