



# 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: April 24, 2019  
Submitted by: Finance Director Paul T. Micali  
Department: Finance  
Speakers:

Date of Meeting: May 9, 2019  
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"/>
<b>Public Hearing:</b>	<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

3<sup>rd</sup> Quarter Financial Review

## DESCRIPTION OF ITEM

Finance Director Paul Micali will review key financial information of the quarter ending March 31, 2019.

## 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:	<b>Paul Micali</b>	Address:	<b>8 Baboosic Lake Road</b>
Phone Number:	<b>424-7075</b>	Email Address:	<b>pmicali@merrimacknh.gov</b>

## 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: April 24, 2019

RE: **3<sup>rd</sup> Quarter Financial Report**

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Enclosed please find the quarter ending March 31, 2019, 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 am projecting a surplus of appropriations at this time. I am projecting revenue to breakeven or have a surplus. I will be monitoring both the revenues and appropriations weekly for the rest of this fiscal year.

In addition, I would like to bring to your attention the overall kilowatt usage for the Town has increased. While we have the appropriations to cover these increases as well as having locked in a rate substantially lower than Eversource (7.277 cents per kilowatt compared to 10.1 cents per kilowatt), I believe this is an area where we could save additional money as well as being more green.

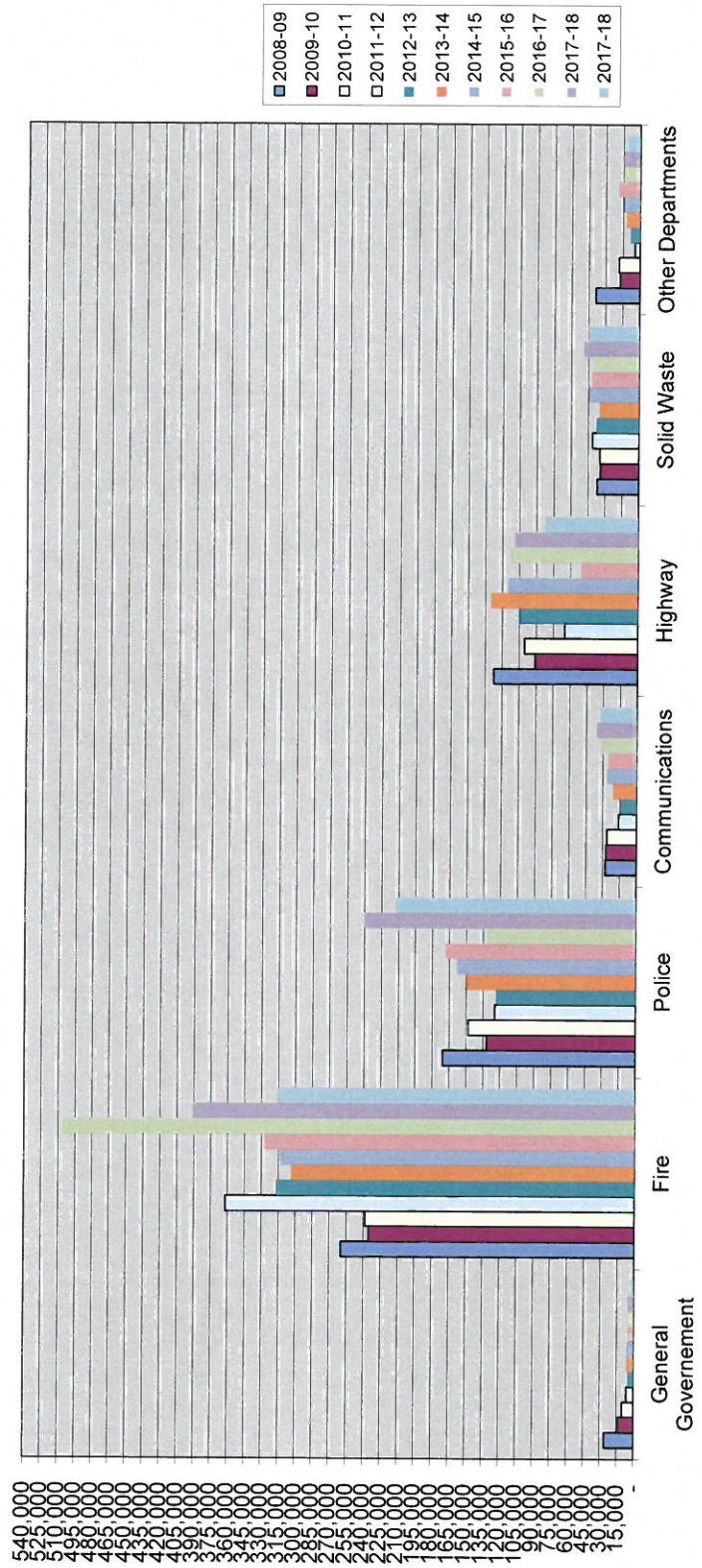
Two areas where the usage has decreased or stayed the same are street lights and traffic lights. These are the two areas we have converted to LED lighting. In addition we should see savings at the Highway Garage complex due to the conversion of the lighting to all LED as part of the bond. Currently we have a proposal to convert the Wastewater Facility to LED lighting. In conversations with Eversource they seem to have additional money set aside for these conversions. I would recommend that we ask Eversource to perform an audit of the Town Hall, Central Fire Station and Library.

Comparison of Overtime by Department  
Comparison of Health Insurance  
Comparison of New Hampshire Retirement (NHRS)  
Comparison of Natural Gas Therms  
Comparison of Electrical Kilowatts  
Summary of Appropriation by Department  
Comparison of Auto Registrations, Interest and Building Permits

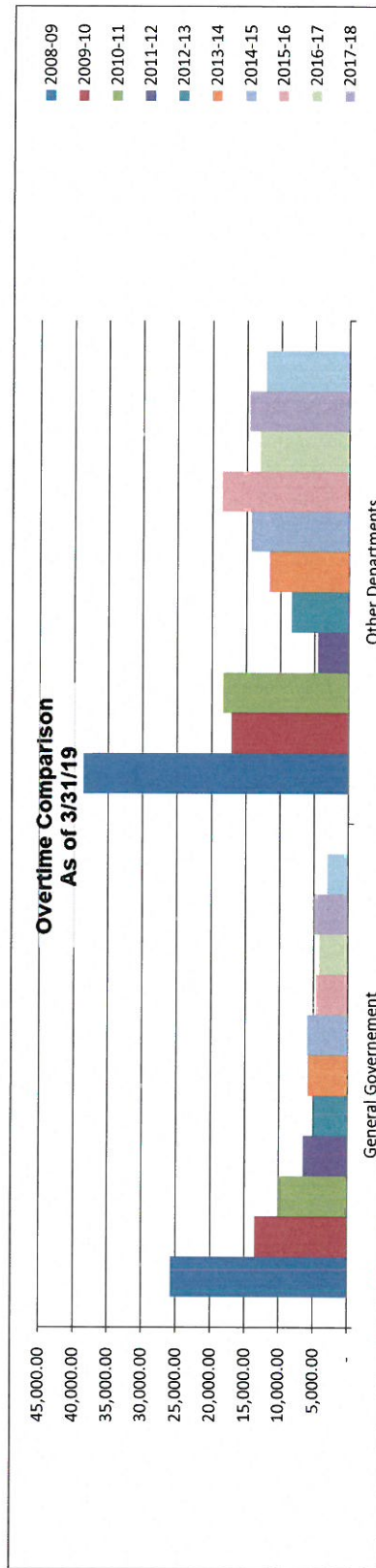
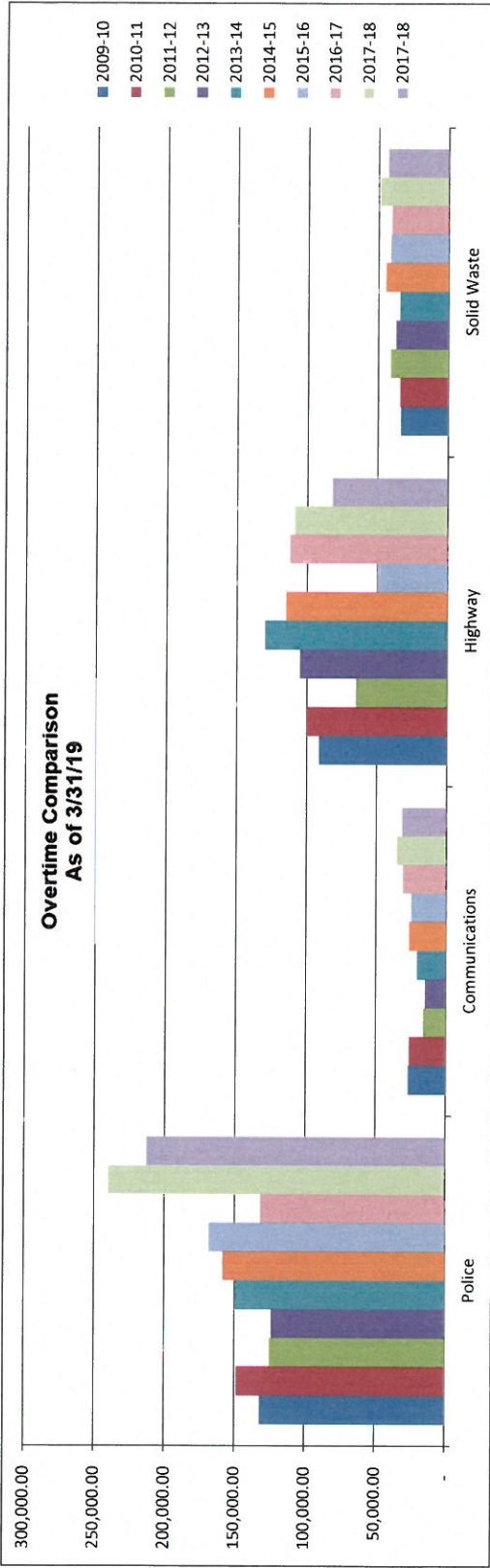
Town of Merrimack  
Overtime Comparison  
2008-09 VS. 2018-19

	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2017-18
General Government	25,735.06	13,543.17	10,052.37	6,484.49	5,005.75	5,779.18	5,942.49	4,617.18	4,187.71	4,872.39	3,008.02
Fire	259,836.19	235,141.98	238,304.36	362,032.52	316,860.21	303,195.11	312,993.68	327,007.77	507,271.39	390,744.90	315,696.51
Police	170,497.75	131,561.19	148,039.64	124,697.60	123,255.66	149,966.39	158,271.82	168,144.36	131,417.01	239,872.21	212,406.86
Highway	27,345.46	26,775.65	26,064.33	15,889.24	14,397.79	20,337.56	25,949.95	24,726.47	30,871.67	35,402.15	31,664.74
Solid Waste	127,437.75	91,011.24	100,380.99	64,971.85	104,816.42	129,737.75	114,876.02	50,044.43	112,422.07	109,061.47	81,957.66
Other Departments	36,704.54	33,902.58	34,364.74	41,031.70	37,369.71	34,640.28	44,505.51	41,268.35	40,616.27	48,941.79	43,310.21
	38,631.77	17,083.11	18,302.48	4,500.93	8,404.83	11,557.70	14,393.84	18,528.00	13,122.10	14,699.85	12,197.21
Total	686,188.52	549,018.92	575,508.91	619,608.33	610,110.37	655,213.97	676,933.31	634,336.56	839,908.22	843,594.76	700,241.21

Overtime Comparison  
As of 3/31/19



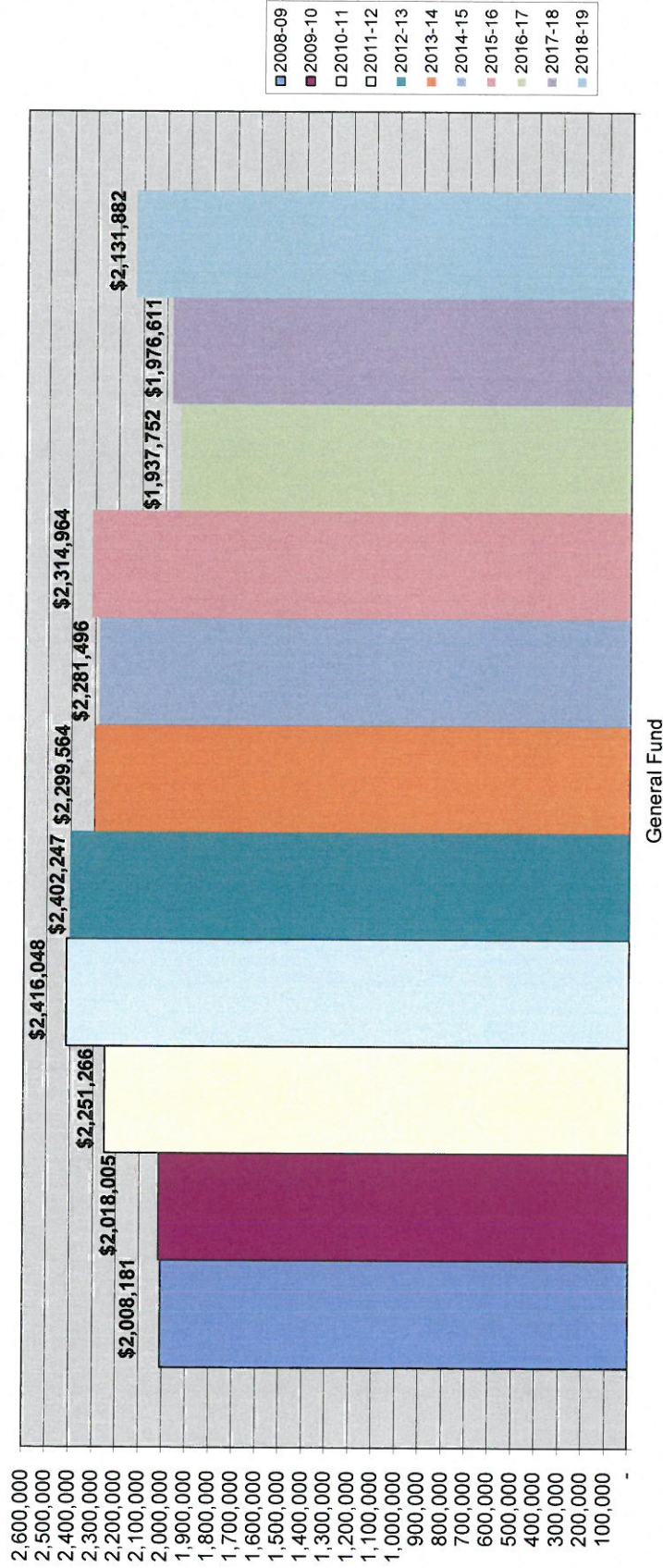
Town of Merrimack  
 Overtime Comparison  
 2008-09 VS. 2018-19



Town of Merrimack  
Health Insurance Comparison  
2008-09 VS. 2018-19

	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
General Fund	2,008,180.76	2,018,005.33	2,251,266.12	2,416,048.25	2,402,246.65	2,299,563.73	2,281,496.13	2,314,964.33	1,937,751.85	1,976,610.73	2,131,882.48
Total	2,008,180.76	2,018,005.33	2,251,266.12	2,416,048.25	2,402,246.65	2,299,563.73	2,281,496.13	2,314,964.33	1,937,751.85	1,976,610.73	2,131,882.48

Health Insurance  
As of 3/31/19

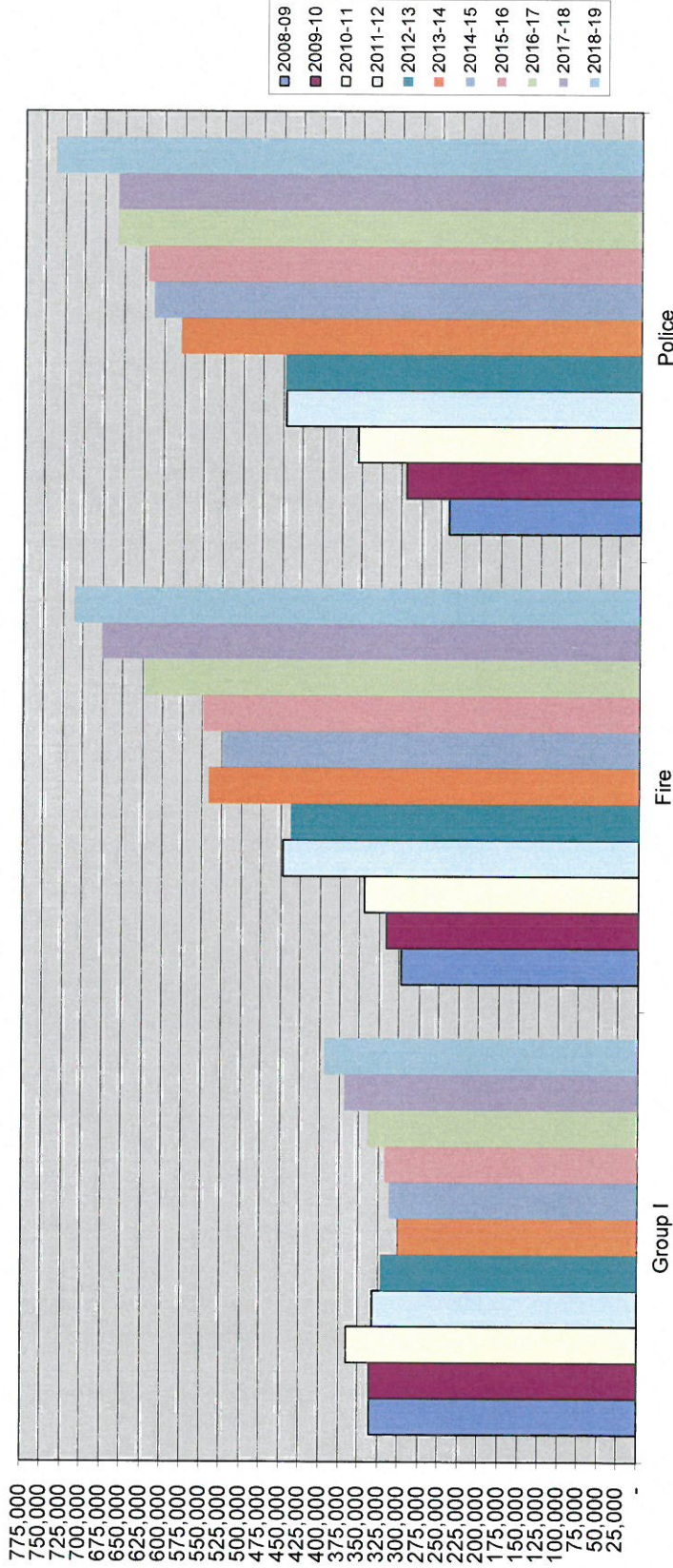


General Fund

Town of Merrimack  
NHRS Comparison  
2008-09 VS. 2018-19

	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Group I	335,679.21	336,027.06	365,200.17	332,340.09	321,396.01	299,507.17	311,164.51	316,934.42	337,814.50	367,841.77	394,190.03
Fire	297,108.54	316,473.39	343,904.84	447,538.52	436,990.40	540,907.53	523,942.70	548,062.58	622,674.40	676,180.11	710,442.50
Police	240,296.37	294,225.54	354,894.10	446,048.49	446,994.08	578,711.85	613,460.67	621,236.92	657,816.47	658,139.55	736,967.74
Total	873,084.12	946,725.99	1,063,999.11	1,225,927.10	1,205,380.49	1,419,126.55	1,448,567.88	1,486,233.92	1,618,305.37	1,702,161.43	1,841,600.27

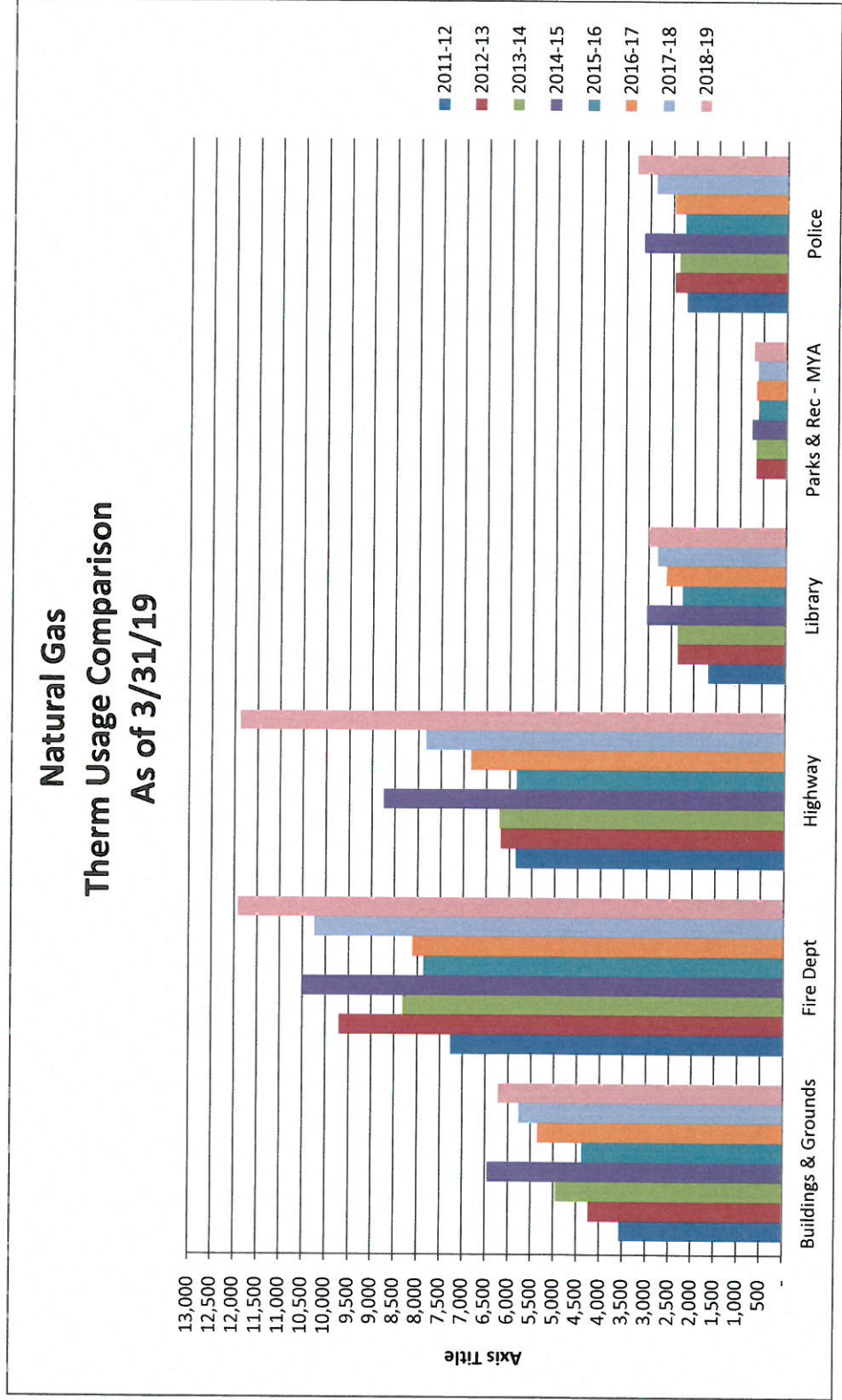
NHRS Comparison  
As of 3/31/19



Town of Merrimack  
Therms Comparison

	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Buildings & Grounds	3,564	4,229	4,961	6,447	4,379	5,343	5,767	6,216
Fire Dept	7,262	9,712	8,313	10,517	7,868	8,106	10,249	11,922
Highway	5,864	6,185	6,217	8,754	5,847	6,847	7,835	11,888
Library	1,686	2,350	2,363	3,027	2,249	2,603	2,804	3,001
Parks & Rec - MYA	-	657	661	751	611	653	623	716
Police	2,192	2,458	2,361	3,137	2,237	2,462	2,873	3,297
Waste Water	26,733	36,734	45,779	38,164	36,311	29,334	35,700	49,856
<b>Total</b>	<b>47,301</b>	<b>62,325</b>	<b>70,655</b>	<b>70,797</b>	<b>59,502</b>	<b>55,348</b>	<b>65,851</b>	<b>86,896</b>

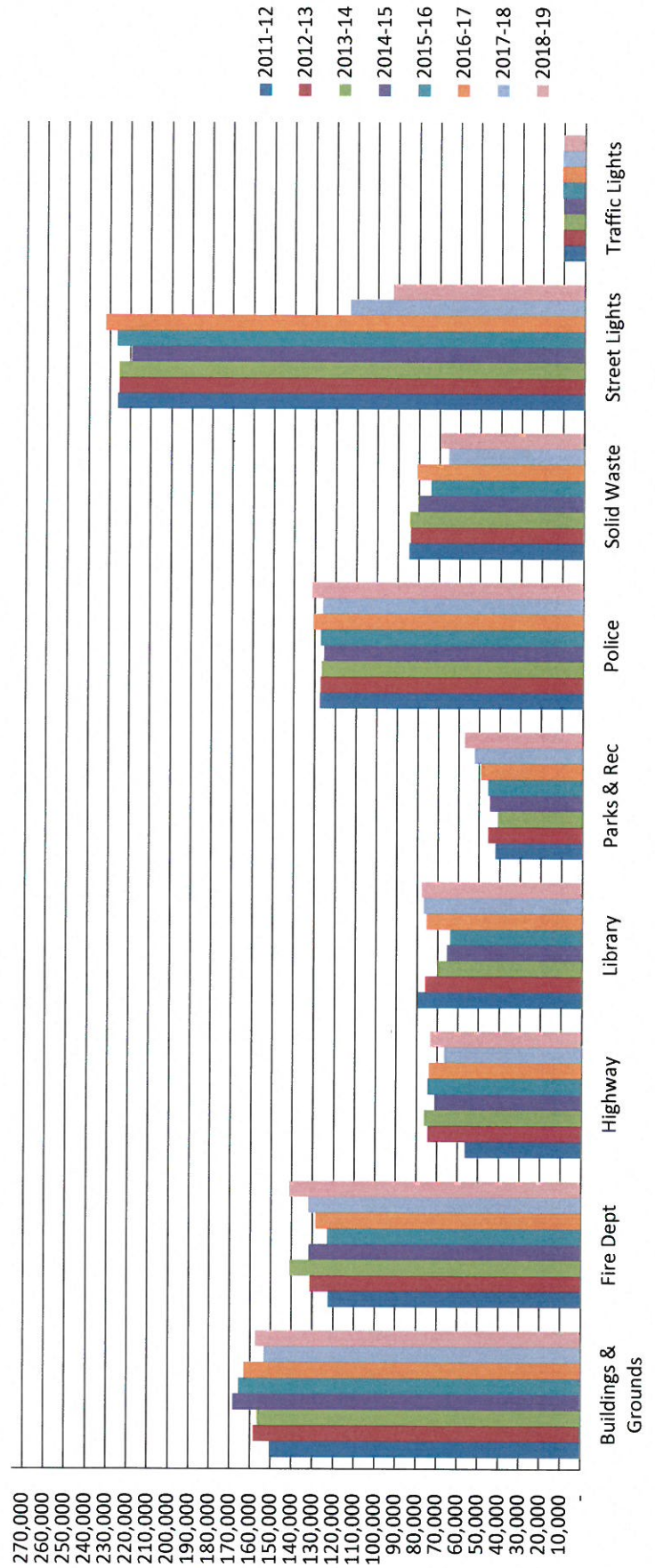
Natural Gas  
Therm Usage Comparison  
As of 3/31/19



Town of Merrimack  
 Kilowatt Comparison  
 2011-12 VS. 2018-19

	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Buildings & Grounds	150,569	158,321	156,662	168,262	165,472	162,802	153,345	157,587
Fire Dept	122,568	131,154	140,958	131,782	122,950	128,561	132,046	141,275
Highway	56,455	74,623	76,290	71,252	74,688	74,019	66,719	73,620
Library	79,600	76,000	69,680	65,360	63,920	75,440	76,880	77,840
Parks & Rec	42,176	45,652	41,075	44,823	45,831	49,023	52,348	57,317
Police	127,649	127,308	126,884	125,654	127,290	130,708	126,276	131,395
Solid Waste	84,670	83,780	84,420	80,100	74,179	80,752	65,591	70,008
<b>Street Lights</b>	<b>226,212</b>	<b>225,375</b>	<b>225,502</b>	<b>219,385</b>	<b>226,508</b>	<b>232,094</b>	<b>113,532</b>	<b>92,776</b>
Traffic Lights	10,378	10,500	10,533	10,257	10,951	10,941	10,862	10,592
Waste Water	2,823,130	2,539,186	2,443,562	2,564,599	2,320,859	2,453,793	2,132,109	2,173,584
<b>Total</b>	<b>3,723,407</b>	<b>3,471,899</b>	<b>3,375,566</b>	<b>3,481,474</b>	<b>3,232,648</b>	<b>3,398,133</b>	<b>2,929,708</b>	<b>2,985,994</b>

Electrical  
 Kilowatt Comparison  
 As of 3/31/19





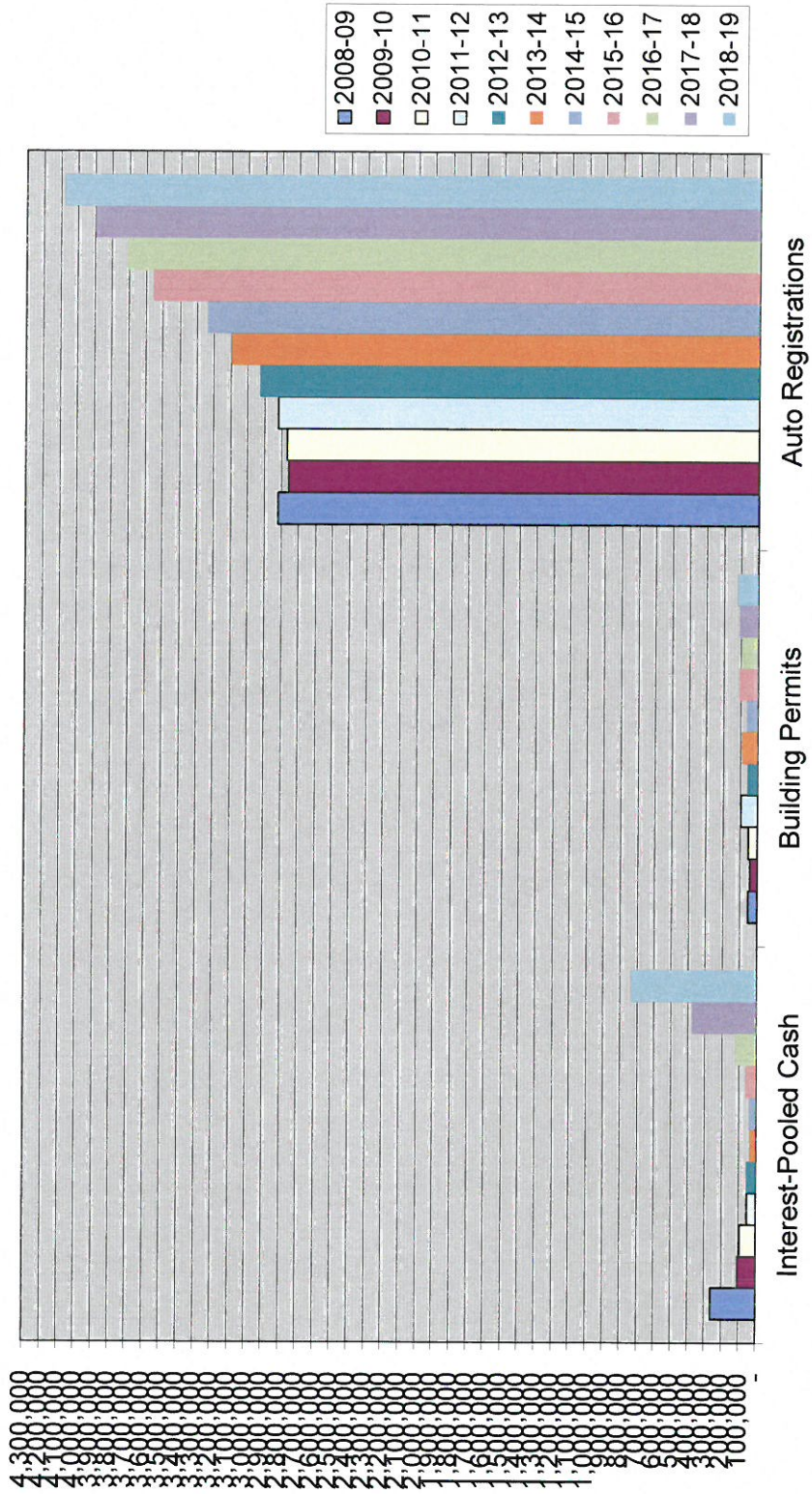
**Town of Merrimack  
Summary By Department  
Expenditure Report  
As of March 31, 2019**

<b>Department</b>	<b>Budget</b>	<b>YTD Expenditures</b>	<b>Balance before Encumbrances</b>	<b>Encumbrance</b>	<b>Balance as of 3/31/19</b>	<b>% of Budget remaining</b>
General Government - 01	\$2,110,002.11	\$1,417,221.29	\$ 692,780.82	\$42,655.58	650,125.24	30.81%
Assessing - 02	\$327,876.00	\$237,044.57	\$ 90,831.43	\$11,332.00	79,499.43	24.25%
Fire - 03	\$6,953,634.80	\$4,472,181.85	\$2,481,452.95	\$40,288.11	2,441,164.84	35.11%
Police - 04	\$6,503,371.56	\$4,306,691.91	\$2,196,679.65	\$63,389.87	2,133,289.78	32.80%
Communications - 05	\$991,585.76	\$676,430.52	\$ 315,155.24	\$81,112.50	234,042.74	23.60%
Code Enforcement - 06	\$393,904.00	\$221,005.56	\$ 172,898.44	\$300.00	172,598.44	43.82%
Public Works Administrations - 07	\$401,814.00	\$297,635.14	\$ 104,178.86	\$1,200.32	102,978.54	25.63%
Highway - 08	\$9,377,669.32	\$3,550,702.43	\$5,826,966.89	\$4,486,999.73	1,339,967.16	14.29%
Solid Waste Disposal - 09	\$1,803,670.45	\$1,200,392.91	\$ 603,277.54	\$352,568.13	250,709.41	13.90%
Parks & Recreation - 13	\$520,597.93	\$353,449.93	\$ 167,148.00	\$12,664.00	154,484.00	29.67%
Library - 15	\$1,283,893.59	\$902,607.07	\$ 381,286.52	\$38,278.94	343,007.58	26.72%
Equipment Maintenance - 16	\$458,204.00	\$273,040.52	\$ 185,163.48	\$649.26	184,514.22	40.27%
Buildings & Ground - 17	\$556,519.41	\$350,886.48	\$ 205,632.93	\$88,543.05	117,089.88	21.04%
Community Development - 21	\$725,805.26	\$392,644.79	\$ 333,160.47	\$203,286.26	129,874.21	17.89%
Town Clerk/Tax Collector - 24	\$576,959.00	\$356,088.32	\$ 220,870.68	\$18,171.00	202,699.68	35.13%
Welfare - 25	\$160,145.62	\$125,629.69	\$ 34,515.93	\$40.00	34,475.93	21.53%
Debt Service - 27	\$440,627.00	\$440,625.59	\$ 1.41	\$0.00	1.41	0.00%
<b>FUND: General Fund - 01</b>	<b>\$33,586,279.81</b>	<b>\$19,574,278.57</b>	<b>\$14,012,001.24</b>	<b>\$ 5,441,478.75</b>	<b>\$8,570,522.49</b>	<b>25.52%</b>
Other Self Supporting Fund - 20	\$423,912.00	\$234,748.24	\$ 189,163.76	\$0.00	189,163.76	44.62%
Sewer Fund - 31	\$5,219,986.31	\$3,652,599.83	\$1,567,386.48	\$225,601.12	1,341,785.36	25.70%
Catv Fund - 32	\$380,165.98	\$211,433.50	\$ 168,732.48	\$10,150.98	158,581.50	41.71%
Fire Protection Area - 33	\$99,811.00	\$61,939.89	\$ 37,871.11	\$0.00	37,871.11	37.94%
Special Library - 38	\$3,500.00	\$ 0.00	\$ 3,500.00	\$0.00	3,500.00	100.00%
Road Fund Rsa	\$125,000.00	-	125,000.00	-	125,000.00	100.00%
Bond (highway garage) - 45	2,838,850.22	2,505,123.14	333,727.08	304,143.10	29,583.98	1.04%
Parks & Recreation Revolving Fund - 89	1,707.00	175,702.56	(173,995.56)	11,077.31	(185,072.87)	
	<b>\$42,679,212.32</b>	<b>\$26,415,825.73</b>	<b>\$16,263,386.59</b>	<b>\$ 5,992,451.26</b>	<b>\$10,270,935.33</b>	<b>24.07%</b>

Town of Merrimack  
Revenue Comparison  
2008-09 Vs. 2018-19

	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Interest-Pooled Cash	261,982.79	105,629.97	95,380.45	53,543.44	55,921.35	34,491.35	39,631.28	60,190.15	121,769.60	376,018.22	738,331.97
Building Permits	51,973.00	42,188.00	53,311.77	96,197.52	59,753.00	89,921.00	63,748.20	106,886.00	91,117.00	108,922.00	121,484.00
Auto Registrations	2,820,364.85	2,756,817.46	2,766,865.00	2,820,674.86	2,927,088.38	3,094,952.81	3,237,428.15	3,557,928.90	3,710,656.08	3,896,353.16	4,077,045.00
Total	3,134,320.64	2,904,635.43	2,915,557.22	2,970,415.82	3,042,762.73	3,219,365.16	3,340,807.63	3,725,005.05	3,923,542.68	4,383,293.38	4,936,860.97

Revenue Comparison  
As of 3/31/19



Town of Merrimack  
 Revenue Comparison  
 2008-09 Vs. 2018-19

Revenue Comparison  
 As of 3/31/19

