



THE PRINCE GEORGE'S COUNTY GOVERNMENT

Office of Audits and Investigations

April 30, 2018

MEMORANDUM

TO: Derrick L. Davis, Chair
Public Safety and Fiscal Management Committee (PSFM)

THRU: David H. Van Dyke, County Auditor *DHV*

FROM: Sylvia S. King, Audit Manager *SSK*

RE: Revenue Authority
Fiscal Year 2019 Budget Review

Budget Overview

The FY 2019 Proposed Budget for the Revenue Authority (the "Authority") is approximately \$57.6 million. This is an increase of approximately \$15.7 million, or 37.5%, over the FY 2018 Approved Budget. The increase is primarily due to increases in principal payments on debt service for County court facilities, interest expense cost related to bond sales, costs related to the issuance of citations for the Red Light Camera program, various anticipated economic development projects, and an allowance for bad debt expense resulting from unpaid parking citations.

The Revenue Authority serves as a real estate development and development finance agency, as well as the manager and/or operator of various programs and facilities in partnership with other County agencies, such as the Police Department and the Department of Public Works & Transportation (DPW&T).

Budget Comparison – FY 2017 Audited Financials and Approved Fiscal Year 2018 to Proposed Fiscal Year 2019 Budget

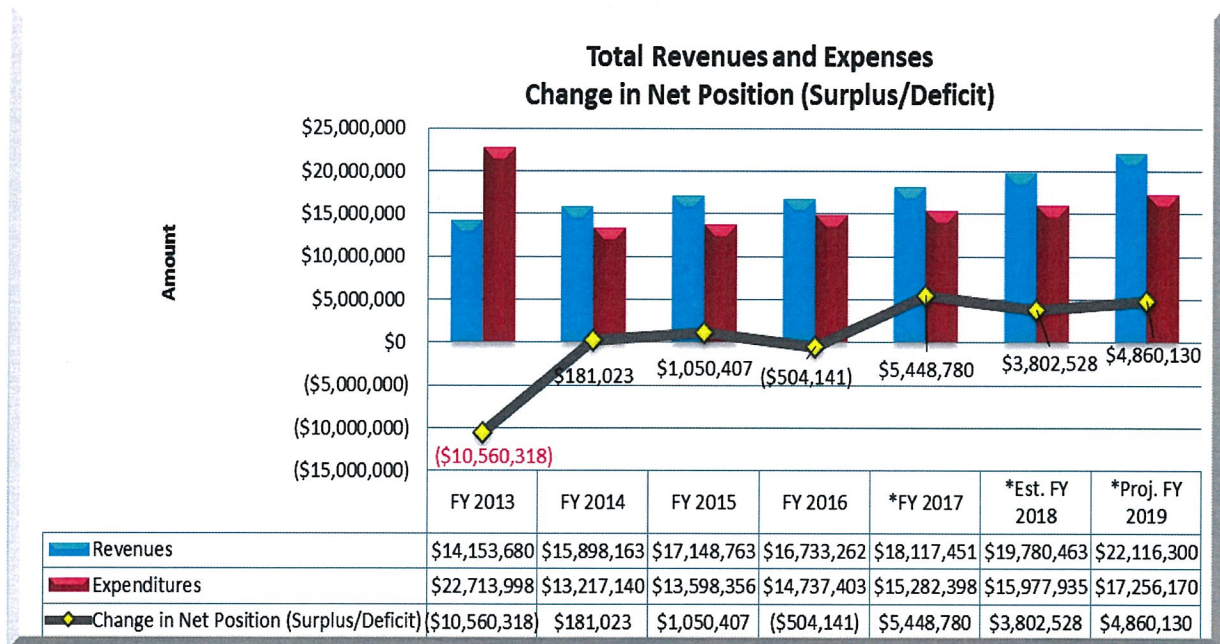
Category	AUDITED ¹	BUDGETED			
	Actual FY 2017	Approved FY 2018	Proposed FY 2019	Change Amount	Percentage Change
Revenues					
Net Operating Income (Facilities)	\$19,310,030	\$18,749,100	\$28,171,300	9,422,200	50.3%
Net Manged Program Income (Enforcement)	-	14,001,300	\$16,450,000	2,448,700	17.5%
Net Interest Income (Expense)	(1,192,579)	158,200	\$92,000	(66,200)	(41.8)%
Use of Capital Assets Proceeds	-	5,700,000	5,700,000	-	0.0%
Use of Fund Balance	-	3,295,400	7,223,900	3,928,500	119.2%
Total Net Revenues	\$18,117,451	\$41,904,000	\$57,637,200	\$15,733,200	37.5%
Expenditures					
Net Compensation and Benefits	\$3,976,585	\$4,045,700	\$4,940,100	894,400	22.1%
Facilities Operating Expenses	10,246,062	10,738,500	21,374,000	10,635,500	99.0%
Operating Supplies and Expenses	732,850	9,213,300	11,250,000	2,036,700	22.1%
Capital Outlay	752,940	-	-	N/A	N/A
Subtotal Normal Operations	\$15,708,437	\$23,997,500	\$37,564,100	\$13,566,600	56.5%
County Payment	-	-	-	-	N/A
Reserve for Maintenance & Economic Development ²	2,409,014	13,118,500	14,873,100	1,754,600	13.4%
Managed Program Funds to County	-	4,788,000	5,200,000	412,000	8.6%
Total Net Expenditures	\$18,117,451	\$41,904,000	\$57,637,200	\$15,733,200	37.5%

¹ Actual FY 2017 column is the RAPGC's audited financial statement amounts and do not include revenues/expenditures for the managed programs (ASE, RLC, FARU, School Bus Camera & Abandoned Vehicles).

² Reserve for Maintenance & Economic Development is a reallocation of cash, and although it is budgeted as an operating expense item, it is not recorded on the books as expense until utilized.

Financial Position

- In FY 2017, the Revenue Authority's net position increased by approximately \$5.4 million, which includes a \$10 million contribution from the County, and land transferred to the County. The Authority's net position is projected at approximately \$3.8 million for FY 2018, and at approximately \$4.9 million in FY 2019, primarily due to the Authority's ability to repurpose the annual County contribution to economic development, and represents the largest increase the Authority has seen in the past few years. *See chart below.*

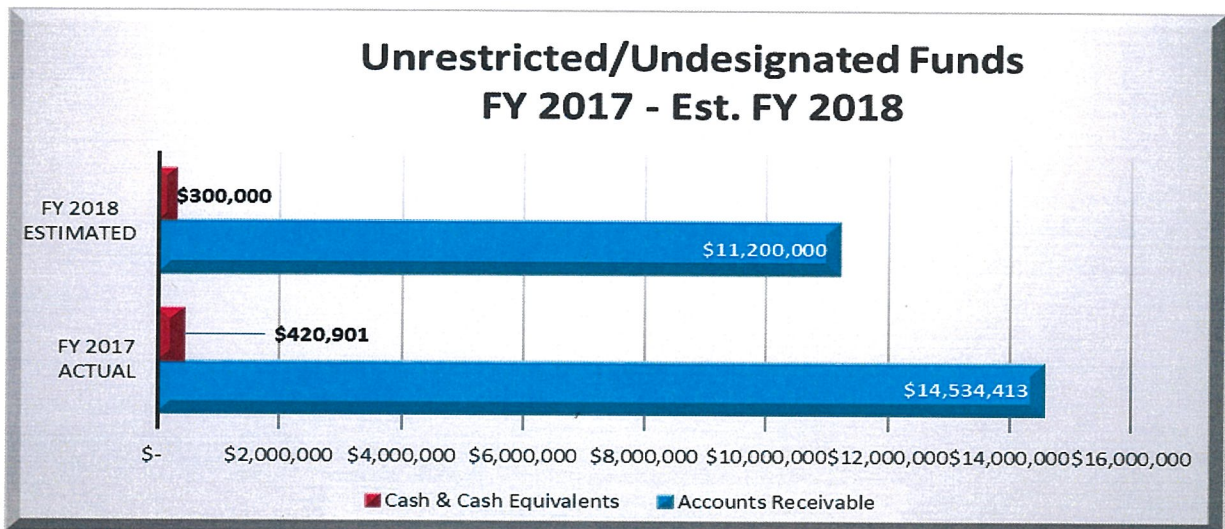


Source: FY 2019 First Round Budget Response Q.4 (excludes managed programs)

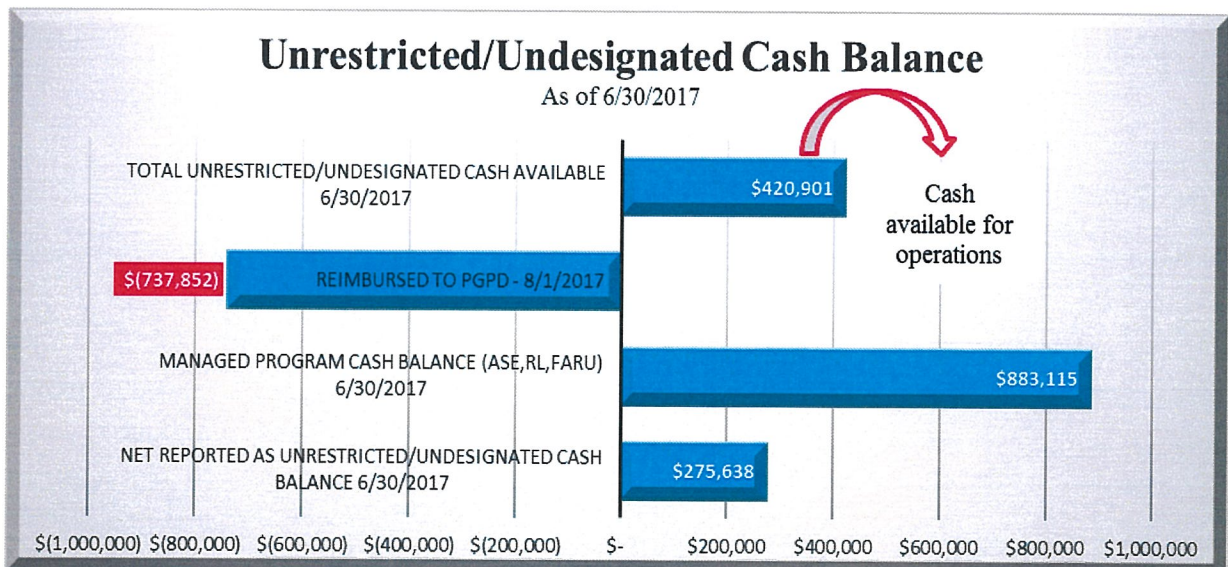
- As of June 30, 2017, the Revenue Authority's assets exceeded liabilities by approximately \$39.1 million. A significant component of the Authority's net position, about 30%, or \$12,065,033, was recorded as restricted, which consists of funds for land acquisition in Suitland, Closed Circuit Television (CCTV) reserves, and series 2016 bond reserves. The Revenue Authority had an operating income of approximately \$4 million for FY 2017.
- As of June 30, 2017, the largest portion of the Revenue Authority's capital assets, net of accumulated depreciation and amortization, was land (~\$19.4 million), and parking structures (~\$1.2 million), which, when combined, accounted for ~96% of the Revenue Authority's ~\$22 million in capital assets. The largest portion of the Authority's current assets were cash and cash equivalents (~\$13.4 million), Parking and other receivables (~\$13.2 million), and due from Prince George's County (~\$10.2 million), which, when combined, accounted for approximately 88% of the Authority's ~\$41.7 million in current assets.
- In FY 2017, the largest portion of the Authority's noncurrent liabilities was bonds payable, which represents ~\$28.2 million, or 90.4%, of the Authority's liabilities. The largest current liabilities in FY 2017 was accounts payable and accrued expenses (~\$1.3 million).

Unrestricted/Undesignated Fund Balance

- As of June 30, 2017, the undesignated portion of the Authority's unrestricted fund balance was approximately \$14.955 million, and consisted primarily of accounts receivables for the parking enforcement program (~\$14.5 million), with cash and cash equivalents of \$420,901. The Authority estimates that in FY 2018, the balance will decrease to \$11.5 million, with accounts receivables decreasing to \$11.2 million. The estimated decrease in accounts receivable by approximately \$3.5 million is attributed to decreases in outstanding citations. *See chart below.*



- As of June 30, 2017, the Authority had an unrestricted/undesignated cash balance of \$275,638, and managed program cash balance of \$883,115. After payments due to the County for managed programs in August 2017 of \$737,852, the Revenue Authority had \$420,901 cash available for operations. No county contributions were required in FY 2017 and FY 2018, due to the Revenue Authority's expanded role in the area of economic development. *See chart below.*



Authorized Staffing Count

	FY 2018 Approved	FY 2019 Proposed	Change Amount	Percentage Change
Full-Time	60	64	4	6.7%
Part-Time	55	58	3	5.5%
Limited Term	5	5	0	0.0%
Total	120	127	7	5.8%

Staffing Changes and Compensation

- Funding is proposed for 64 full-time (FT), 58 part-time, and five (5) limited term positions in FY 2019. This represents an increase of four (4) full-time, and three (3) part-time positions for a net increase of seven (7) positions over the FY 2018 approved level, as a result of the transfer of the towing function of the Abandoned Vehicle Unit (AVU) from the Department of the Environment (DOE) to the Revenue Authority in FY 2019.
- The Authority is reporting that all seven (7) of the Proposed FY 2019 vacancies, as of March 2018, are related to the transfer of the AVU from DOE to the Authority, and are either in the planning or recruiting phase. Four (4) AVU Parking Enforcement Officers (PEO) will be full-time, and three (3) other AVU personnel (Manager, Clerk, and Accountant) will be part-time. Proposed compensation for these seven (7) positions totals \$228,136.
- In FY 2018, the Revenue Authority granted a 4.5% cost-of-living adjustment (“COLA”) at a total cost of \$156,457. In FY 2019, the Authority is proposing a 4.5% COLA for all on-board employees, effective July 2018, at a cost of approximately \$170,799.
- In FY 2019, eight (8) parking enforcement employees will be converted from part-time to full-time at a proposed cost of \$86,600. The proposed costs for four (4) positions (Project Manager, Administrative Assistant Human Resources, Booting Processor and Maintenance Assistant), will also increase compensation costs by \$147,114.
- In FY 2018, overtime is projected at \$10,175, and proposed at \$12,500 for FY 2019. The Authority allows overtime for the enforcement staff assigned to FedEx field events, and this cost is 100% recoverable from the County’s Police Department.
- The Revenue Authority’s FY 2019 Proposed Budget also includes funding for 31 off-duty part-time Police Officer positions from the Prince George’s County Police Department’s (PGCPD) Automated Speed Enforcement (ASE) program, to support the program at a projected cost of \$245,800, for 4,916 service hours. This represents a reduction of three (3) positions from FY 2018, and funding for these positions is included under the ASE program’s operating expenses.

Related Party Transactions

- The Revenue Authority reported its “Related Party Transactions” and contractual agreements in *the table on the following page*.

- In FY 2019, the Revenue Authority will receive payments from the County for rental of the Hyattsville Justice Center (HJC) parking facility (\$660,000), and a management fee and annual fee for the operation of the Hyattsville Justice Center parking facility (\$165,000), pursuant to the HJC rental agreements.
Related Party Transactions Notes 3, 4, and 5.
- In FY 2019, the Authority anticipates that it will reimburse the County a total of \$1,064,500 which includes:
 - **Annual Fines Distribution** - \$850,000 (Note 1) – for Shared Parking Fine Revenues;
 - **Facilities Lease** - \$150,000 (Note 2) – for Parking Facilities Lease;
 - **Fuel costs** - \$64,500 (Note 11) – for the use of County fuel facilities for parking enforcement vehicles.

RELATED PARTY TRANSACTIONS					Footnote for Description
Transaction Entity (TE)- Agreement Description	Funds (paid to)/ received from TE				
	FY2017 Actual	FY2018 Budget	FY2018 Est.	FY2019 Proposed	
Prince George's County-Annual Fines Distribution	(\$850,000)	(\$850,000)	(\$850,000)	(\$850,000)	1
Prince George's County-Facilities Lease	(\$150,000)	(\$150,000)	(\$150,000)	(\$150,000)	2
Prince George's County-HJC Annual rent	\$660,000	\$660,000	\$660,000	\$660,000	3
Prince George's County-HJC Garage Mgmt Fee	\$115,000	\$115,000	\$115,000	\$115,000	4
Prince George's County-HJC Annual Fee	\$50,000	\$50,000	\$50,000	\$50,000	5
Prince George's County-Dept. of Corrections	\$16,043	\$18,000	\$18,248	\$18,750	6
WMATA - New Carrollton Garage	(\$122,197)	(\$113,000)	(\$126,000)	(\$125,000)	7
DPW&T-CCTV Monitoring	\$176,300	\$210,000	\$210,000	\$210,000	8.1
DPW&T-CCTV-Mtce ReservePr. Geo. Cty	\$3,700	\$3,700	\$3,700	\$3,700	8.2
DPW&T-Fringe Lot Maintenance	\$240,000	\$231,300	\$231,300	\$231,300	8.3
Payments from DPW&T	\$420,000	\$445,000	\$445,000	\$445,000	
PGPD - Automated Speed	\$63,656	\$92,000	\$60,638	\$62,000	9
PGPD - False Alarm (FARU)	\$55,697	\$53,203	\$103,738	\$125,000	9
PGPD - Red Light	\$746,493	\$789,000	\$762,649	\$1,026,750	9
PGPD - School Bus Camera	\$4,873	\$749	\$4,078	\$4,500	9
Prince George's County - Other - FedEx Events	\$11,405	\$12,355	\$12,400	\$12,500	10
Prince George's Fuel Agreement	(\$62,200)	(\$59,000)	(\$62,400)	(\$64,500)	11

Footnote Legend

Source: FY 2019 First Round Budget Response Q.8

No:	Description of Agreement
1	MOU dated 8/29/13 - Shared Parking Fine Revenue
2	Addendum No. 2 to Parking Facilities Lease
3	HJC Lease Agreement page 16
4	HJC Construction and Parking Facility Agreement Section 5.5
5	HJC Lease Agreement page 4
6	Letter to Barry Stanton dated May 20, 2002
7	Operating and Management Agreement dated 1/1/87 with WMATA
8.1	Addendum No. 1 to Parking Facilities Lease, Section 6 - Electronic Monitoring System
8.2	Addendum No.1 Parking Facilities Lease, Section 6, item F
8.3	Addendum No.1 to Parking Facilities Lease, Section 4 & 5
9	MOU's between PGPD and RAPGC for ASE, FARU, Red Light Camera and School Bus Camera
10	Verbal agreement to reimburse salary cost for event enforcement
11	Cooperative Fuel Agreement dated May 10, 2014

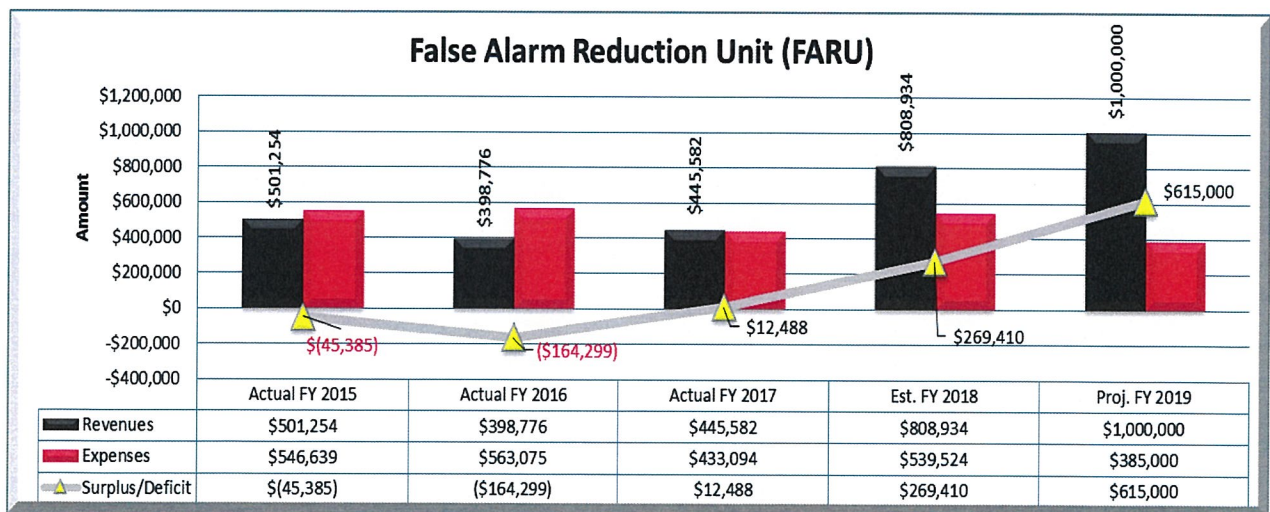
- The Authority and the County entered into an operating and management agreement with the Washington Metropolitan Area Transit Authority (WMATA), dated January 1, 1987, covering 400 spaces in the New Carrollton parking facility. Under the terms of the agreement, the Authority is entitled to a management fee and reimbursement of certain costs equal to a sum of (i) a fixed annual fee of \$15 per space, (ii) 40% of operation and maintenance costs, and (iii) 25% of attendant costs. The management fee is deducted from any revenue generated by the 400 spaces. The amount due to WMATA for FY 2017 was \$122,197, is estimated to be \$126,000 in FY 2018, and is proposed at \$125,000 for FY 2019.

Police Department Managed Programs

- The Authority will continue to manage several Police Department programs in FY 2019 which include the False Alarm Reduction Unit (FARU), the Automated Speed Enforcement (ASE), the Red Light Camera (RLC), and the School Bus Camera programs.

False Alarm Reduction Unit (FARU) Program

- Beginning in FY 2017, the Revenue Authority made a management decision to contract the back office work to a primary contractor. Since then, the program has accomplished efficiencies in operations and citation collections. The program is projecting a funding surplus this year and for future years. Revenues are projected at \$1 million in FY 2019, with expenses of \$385,000, which would result in a surplus of \$615,000. The False Alarm Unit's surpluses are remitted to the County, and deficits are billed to the County. *Please see chart below.*



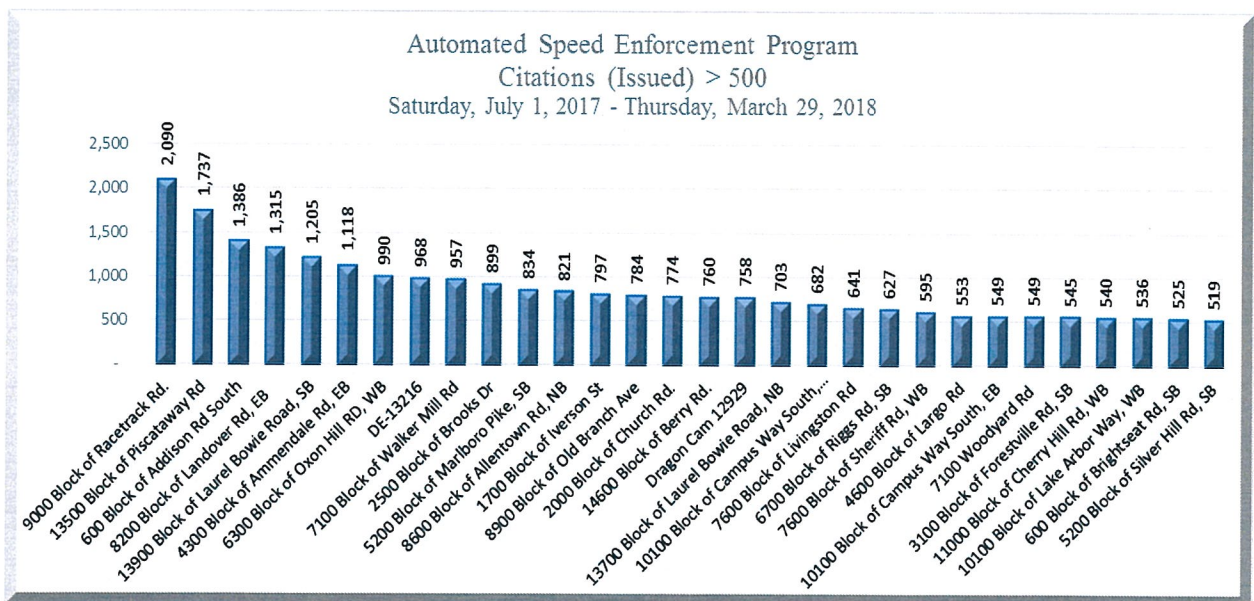
Source: FY 2019 Budget Response First Round Q.30 - Attachment O

- Outstanding receivables for the FARU program in FY 2018 are estimated at approximately \$1.2 million, with a collection rate of 87.3%. In FY 2019 the Authority expects outstanding FARU receivables to drop to \$672,854, resulting in an increase in the collection rate to 93%. A managed collection plan was created in which all Public Safety Program databases would be consolidated for a combined collection effort. The Authority is reporting that it is continuing to explore ways to improve collections without compromising the primary purpose of the program, which is public safety.

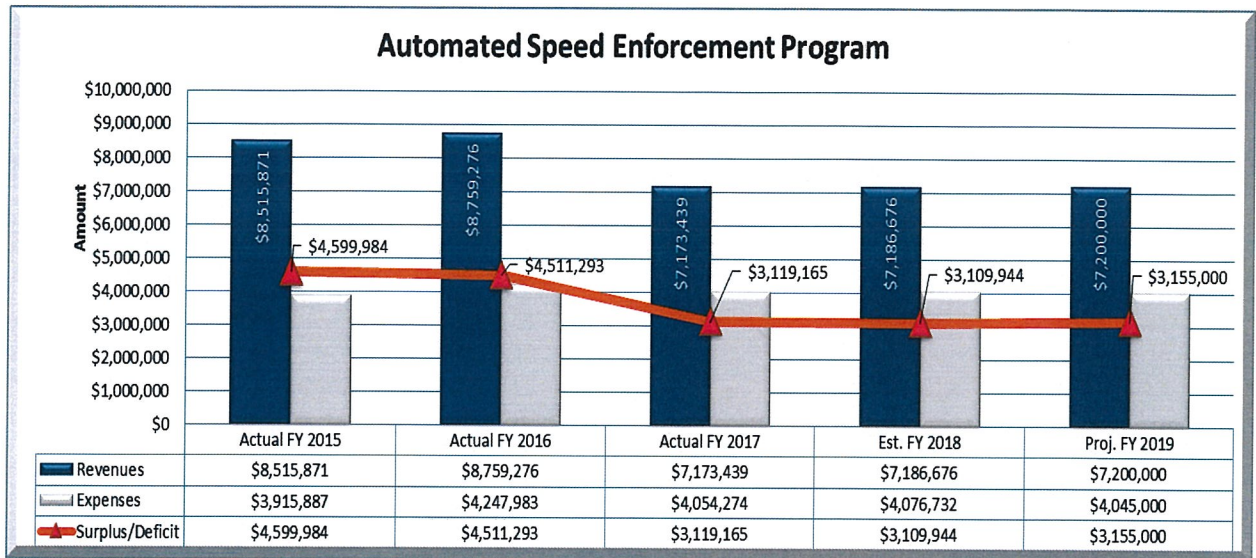
Automated Speed Enforcement (ASE) Program

- The County's Automated Speed Enforcement (ASE) program is a joint effort between the Revenue Authority, the Prince George's County Police Department (PGCPD or Police Department), and the Department of Public Works and Transportation (DPW&T). The Revenue Authority manages the Program on behalf of the County's Police Department for a fee of 2% of net program revenues. A vendor, Optotrafic, a division of Sigma Space Corporation, is currently responsible for the collection of ASE fines. The following is noted regarding the ASE program:

- ✚ As of February 2018, the ASE program had 72 camera sites, all of which were operational. The current contract with Optotrafic allows up to 72 camera sites. See the chart below for locations exceeding 500 citations issued, and the Authority's *Response to First Round Q.32d - Attachment Q* for the full list of camera locations and incidents generated as of March 29, 2018. The 9000 Block of Racetrack Road has had over 2,000 citations issued, and the 11100 Block of Montgomery Road has had only 18 citations issued. *See chart below.*



- ✚ State legislation passed in 2015 (House Bill 929), states that the vendor of a speed program cannot receive compensation based on the number of citations issued or paid. In accordance, the County now pays the vendor a flat rate fee for a turn-key program, which allows for the County to budget accordingly and manage cash flows monthly.
- ✚ The program is currently operating under its final contract extension with Sigma Space Corporation from the initial agreement which expires on June 30, 2018, there are no additional extensions left on the initial agreement. A request for proposals (RFP) is being prepared and will be based on the new legislation passed in 2015, which became effective in Calendar Year 2016.
- ✚ The budgeted FY 2018 revenues are approximately \$7.3 million, however, the estimated FY 2018 revenues are projected at approximately \$7.2 million, which represents a \$71,024 decrease under the budgeted amount, due to the reported effectiveness of the program, which is to improve driver behavior and reduce vehicular or pedestrian incidents. *See chart on the following page.*



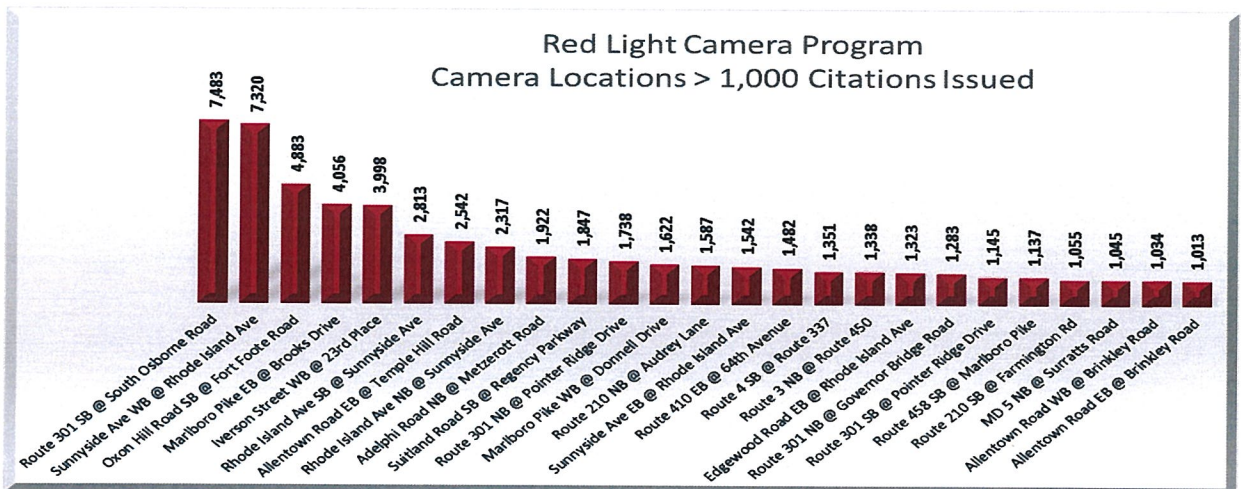
Source: FY 2019 Budget Response First Round Q.30- Attachment O

- ✚ In FY 2017, the Authority earned management fees related to the ASE program of \$63,656.
- ✚ The Authority is estimating that the program will have approximately \$11.5 million in outstanding uncollected revenues in FY 2018, of which ~\$9.1 million, or 79%, are in-State, and ~\$2.4 million, or 21%, are out-of-State. The receivables amount will decrease to approximately \$8.2 million in FY 2019. The estimated collection rate in FY 2018 is 77.93%, and this is proposed to increase to 85.0% in FY 2019.
- ✚ The Authority has created a managed collection plan in which all public safety program databases would be consolidated for a combined collection effort. The Authority now includes speed enforcement citations that over 90 days outstanding as part of the vehicles eligible to be booted program.

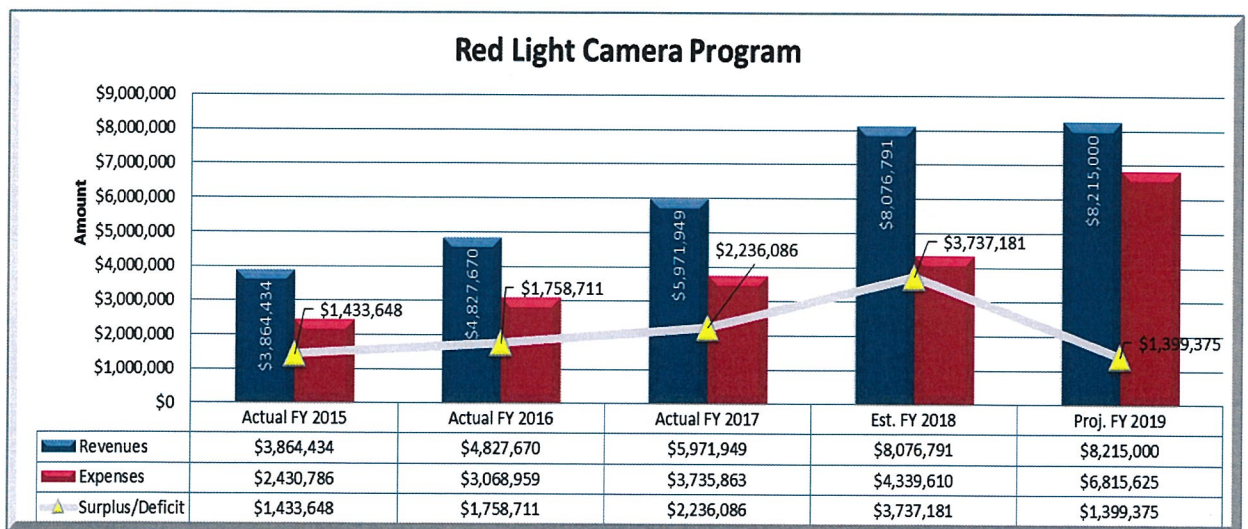
Red Light Camera (RLC) Program

- The Revenue Authority supports the DPW&T in the administration of the automated Red Light Camera (RLC) program for the Police Department for a fee of 12.5% of program gross revenues. The RLC program also includes violations captured by installed school bus cameras. The County designated vendor is currently responsible for collecting RLC violation fines. The following is noted regarding the RLC program:
 - ✚ As of February 2018, the RLC program has 46 cameras installed and operational. The RLC program plans to install cameras beyond FY 2018 which will bring the total camera count to 72 RLCs county-wide.
 - ✚ The RLC program is currently operating under one contract with Xerox State & Local Solutions, Inc. (Xerox), which expired January 28, 2017. The contracts is in in year one (1) of three (3) additional one (1) year extensions.
 - ✚ The program has continued to experience issues at the Maryland State level for approval of new RLC locations. The County has re-submitted their request for re-review by the State.

- The RLC program has experienced a 40% increase in the number of violations captured per month. See the chart below for locations exceeding 1,000 citations issued, and the Authority's *Response to First Round Q.31j - Attachment P* for the full list of camera locations and incidents generated as of March 29, 2018. Route 301 SB @ S. Osborne Road and Sunnyside Ave WB @ Rhode Island Ave. have had over 7,000 citations issued, and the RLC at Edgewood Road WB @ Rhode Island Ave. has had only 64 citations issued.



- Projected program revenues for FY 2018 of approximately \$8.1 million, exceeds budgeted amounts by approximately \$1.8 million, which was budgeted at approximately \$6.3 million. See chart below and, *FY 2019 Budget Response First Round Q.30 - Attachment O*.



Source: *FY 2019 Budget Response First Round Q.30 - Attachment O*

- In FY 2017, the Authority earned management fees related to the RLC program of \$751,367.
- The Authority is estimating that the RLC program will have approximately \$12 million in outstanding uncollected revenues in FY 2018, of which ~\$9.5 million, or 79%, are in-State, and ~\$2.5 million, or 21%, are out-of-State. The receivables amount will decrease to approximately

\$8.2 million in FY 2019. The estimated collection rate in FY 2018 is 91%, and this is proposed to increase to 92% in FY 2019.

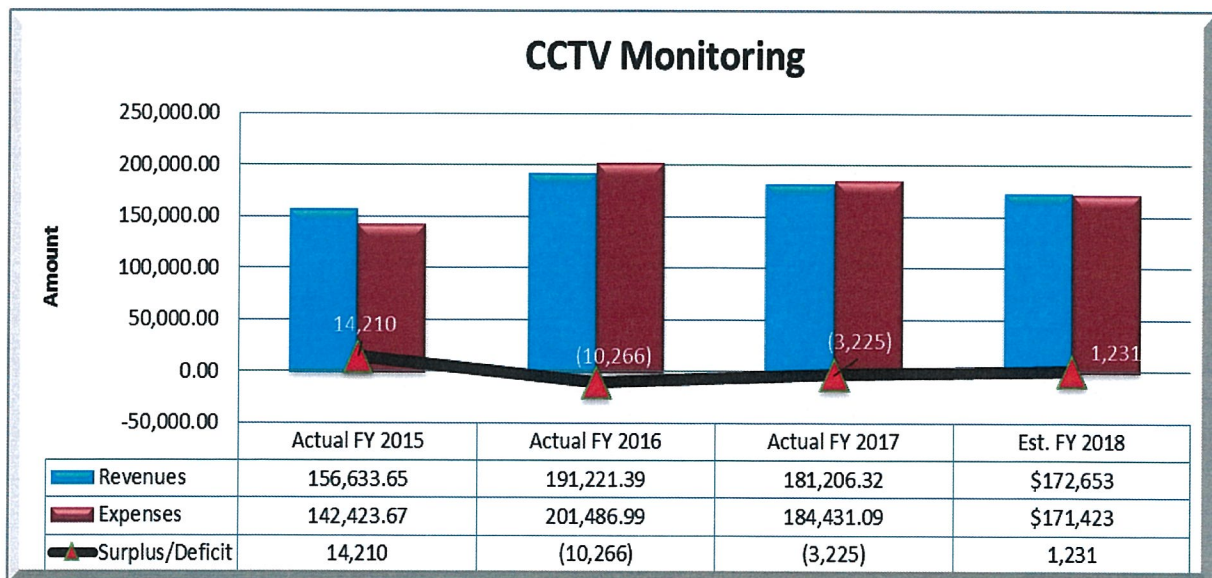
- ✚ The Authority is reporting that it has continued to monitor collections efforts of the RLC program with collaboration with Xerox. Efforts in FY 2019 will include effective monitoring of the collections process and offering solutions to increase program revenues. The Authority has created a managed collection plan in which all public safety program databases would be consolidated for a combined collections effort.

School Bus Camera Program

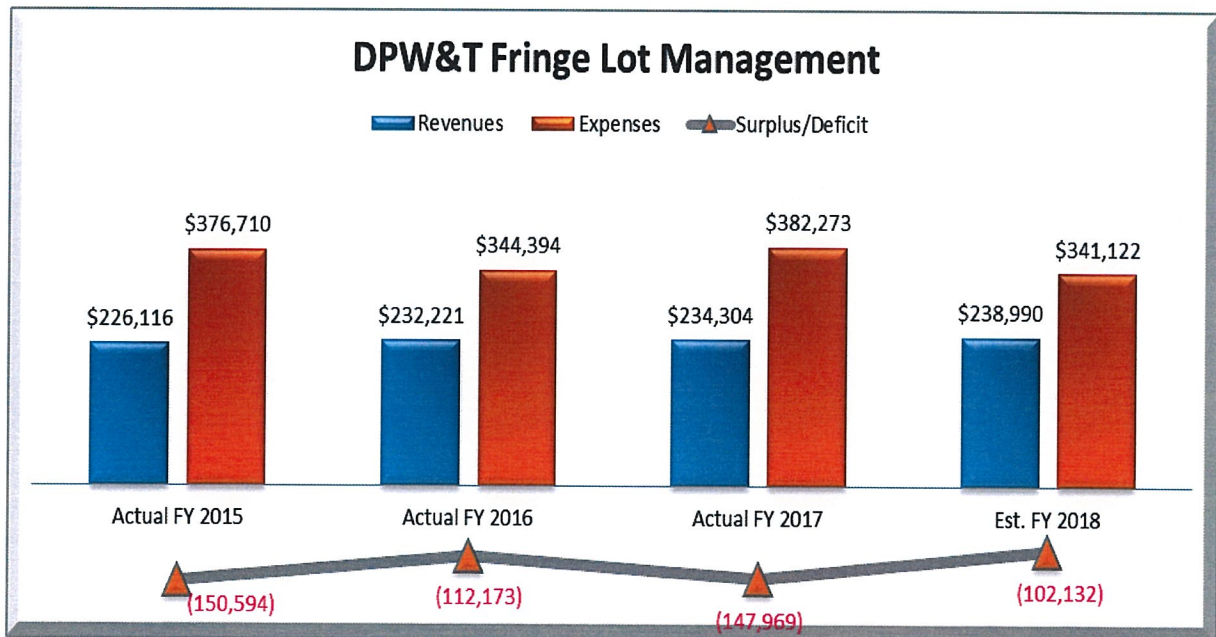
- The School Bus Program went live on August 26, 2014, and selection of the placement of School Bus Cameras is made by the School Board. The bus routes are controlled by the Prince George's County Public School (PGCPS) Transportation Division.
- There are 20 school bus cameras currently installed on buses serving the following Councilmanic districts:
 - District 1: 2 cameras
 - District 2: 4 cameras
 - District 3: 5 cameras
 - District 4: 1 camera
 - District 5: 6 cameras
 - District 6: 2 cameras
- There were 101 School Bus Camera violations in FY 2016, and there are projected to be 280 in FY 2019. Program revenues were \$12,465 in FY 2016, and are projected at \$35,000 for FY 2019.

Department of Public Works and Transportation (DPW&T) Managed Programs

- The Revenue Authority estimates that \$445,000 will be received in FY 2019 from the Department of Public Works & Transportation (DPW&T) for the operation, management, and Closed Circuit Television (CCTV) monitoring of County fringe parking lots. The deficit for the CCTV monitoring was \$10,266 in FY 2016, with an estimated surplus of \$1,231 in FY 2018. *See chart below.*

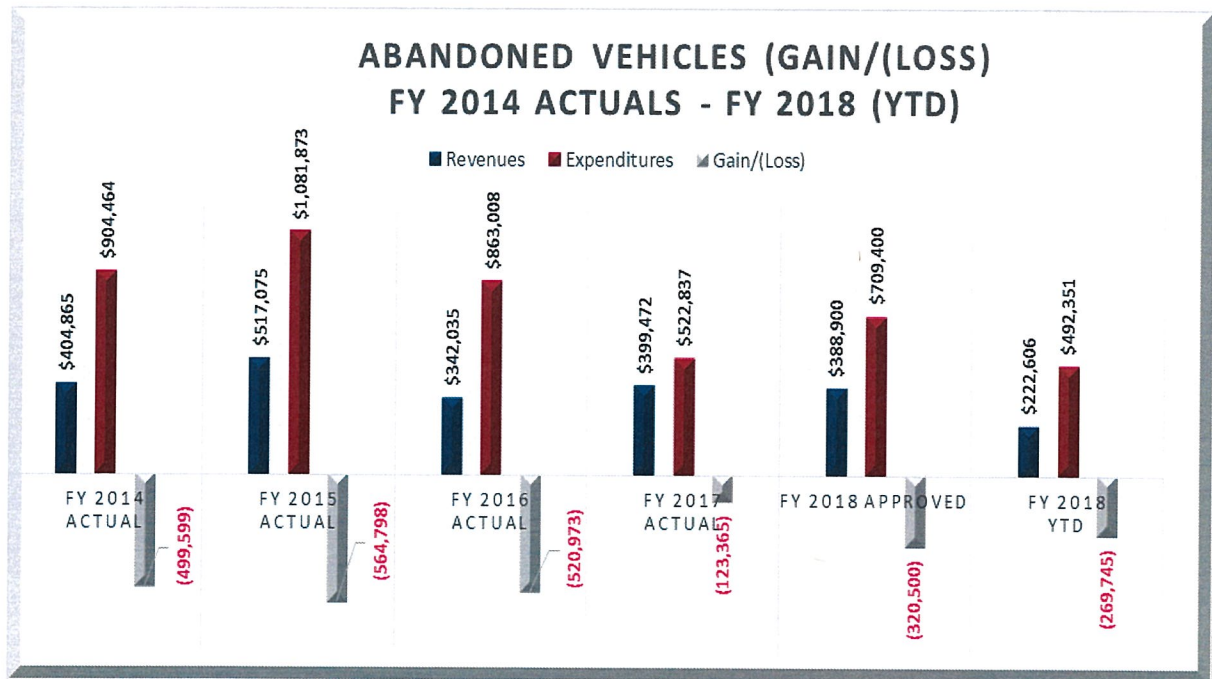


- The Revenue Authority provides maintenance and repair services for the five (5) fringe (commuter) lots in the County on behalf of the DPW&T, at the following locations: Bowie, Clinton, Ft. Washington, Laurel, and Oxon Hill, which consist of 2,764 parking spaces.
 - ✚ The lots are free of charge and open to the public who commute to work by bus or carpool.
 - ✚ The parking lots are self-park and are not staffed at any time.
 - ✚ Payment to the Authority is based on the Consumer Price Index (CPI) for the area (currently \$74.49/per space rate).
 - ✚ The current costs to maintain these lots have increased faster than the CPI (\$137.94/per space rate), and represent an 82.5% shortage in funding.
 - ✚ The lots have experienced increases in the following expenses: snow removal, landscaping, light repairs etc.
 - ✚ The Authority has experienced an increase in expenses related to outages of the pole lights. This presents a safety concern, and the Authority had to procure emergency lighting services for the safety of the patrons. In FY 2018, over \$60,000 was spent in pole light repairs, and the Authority plans to spend \$180,000 in high definition video cameras for monitoring activity at the lots.
- The expenditures have outpaced the revenues for this program for several years, and the deficit is estimated at \$102,132 in FY 2018. The Authority has explored several possible revenue opportunities to help absorb some of the annual cost overruns associated with operating these lots such as possibly charging a fee of \$1/day, or increasing the fee paid by DPW&T. *See chart below.*



Abandoned Vehicles Unit (AVU)

- The chart below shows the revenues, expenditures, and gains/losses for the AVU program from FY 2014 – FY 2018 (YTD).



Data Sources: Abandoned Vehicle Unit Audit (2017), Proposed FY 2019 Budget & SAP

- ✚ The Department of the Environment (DOE) has received approval from the Maryland General Assembly for the transfer of the program's towing function from the DOE to the Revenue Authority in FY 2019. The new legislation becomes effective immediately, and provides the County Executive the authority to delegate the function. This transfer is expected to occur July 1, 2018.
 - ✚ In FY 2019, the Solid Waste Fund is showing a reduction of \$316,600 which is being attributed to the transfer of the towing function of the AVU Program to the Revenue Authority.
 - ✚ The transfer involves the abolishing of three (3) AVU positions in DOE, and the transfer of four (4) filled Police union positions from DOE to the Police Department. As previously stated, the transfer will also result in the creation of seven (7) new AVU positions within the Authority.
 - ✚ In order to facilitate the transfer, the Revenue Authority will manage the towing function on behalf of the County at an estimated cost of \$400,000.
 - ✚ Any shortfalls experienced by the Revenue Authority with respect to the operations related to the Revenue Authority's take-over of the towing functions of the AVU, will be covered by the County, and is similar to the Revenue Authority's management of the False Alarm Program with the County.
- The Authority has proposed to the County an efficient management process to address the needs of the abandoned vehicles program. The plan includes full time staff coverage of the County (north, central and south), with quick and efficient responses to 3-1-1 calls about abandoned vehicles. The plan will produce a significant cost savings to the County estimated at approximately \$382,800.

Facilities and Operating Revenues and Expenditures

- The Revenue Authority is reporting that it was not affected by the FY 2018 winter weather. The snow accumulations were minimal this winter, and rarely suspended parking enforcement services and parking facilities operations for successive days. The Authority has a snow budget surplus of \$21,000 in FY 2018.
- In FY 2019, the Revenue Authority's revenues are proposed at approximately \$57.6 million, and are comprised of the following major items, including the use of Fund Balance:
 - Fine Revenue Enforcement /PVN Processing ~\$14.1 million
 - County Debt Service ~\$8.7 million
 - Red Light Camera ~\$8.3 million
 - Speed Camera ~\$7.2 million
 - Use of Capital Assets ~\$5.7 million
- The revenue table (see *Appendix B* of this report) compares the FY 2019 Proposed Budget revenues with the FY 2018 Approved Budget revenues. The most significant dollar reductions between the FY 2019 Proposed Budget and the FY 2018 Approved Budget, was the reduction in Lease Income (\$80,800 reduction) due to termination of leases in the properties held in the Suitland area in preparation for development.
- In FY 2019, the Revenue Authority is anticipating County Debt Service to increase by approximately \$8 million, to ~\$8.7 million, as a result of the County's obligations related to the bonds for the Upper Marlboro Courthouse and Suitland/Naylor Road project. Also in FY 2019, the management of the Red Light Camera program is proposed to increase revenue by approximately \$1.9 million, to approximately \$8.3 million, as a result of increases in the number of citations issued resulting from the increase in the number of cameras and new site locations.
- Actual revenues from both of the 33 years old New Carrollton Garage (1,036 spaces) and Hyattsville Justice Center (569 spaces) in FY 2017 were approximately \$2.1 million, and maintenance costs were \$950,264. Estimated and projected maintenance costs for both garages in FY 2018 and FY 2019 costs are approximately \$1.1 million, and \$960,000, respectively.
- The expense table (see *Appendix C* of this report) compares the FY 2019 Proposed Budget operating expenditures with the FY 2018 Approved Budget operating expenditures. The most significant dollar reduction between the FY 2019 Proposed Budget and the FY 2018 Approved Budget, is the reduction in expenditures related to the Fine Processing Fees of \$127,600. The reduction is based on the effectiveness of the program, and as the revenues for the ASE program begin to decrease, so will the processing vendor expenses and associated operating costs (payroll, fringe and administrative fees).

- In FY 2019, the Revenue Authority's facilities and operating expenses are proposed at approximately \$52.7 million, and are comprised of the following major items:
 - Anticipated Economic Development ~\$14.4 million
 - Red Light Camera Enforcement Program 8.3 million
 - Automated Speed Camera Enforcement Program 7.2 million
 - Bad Debt Expense 6.5 million
 - Debt Services 6.1 million
- Both the estimated \$6.1 million increase in Debt Services expense, and the ~\$2 million increase in Interest expense in FY 2019 compared to FY 2018 are as a result of the bond obligations related to the principal pay down of the Upper Marlboro Courthouse. The increase in the Red Light Camera Enforcement program expenses of ~\$1.9 million is a result of the increase in processing fees resulting from increased citations and from enhancements to enforcement, as requested by the County's Police Department.
- In FY 2019, the greatest increase in proposed contracts is for Penn Corp, a centralized collection agency, at an anticipated cost of \$700,000. The vendor will perform collections for all programs that the Authority is authorized to perform this function for, including collections that have been outstanding for more than 90 days for the ASE and RLC programs. For a complete list of contracts, *see FY 2019 Budget Response First Round Q.17, Attachment M – Contracts and Appendix D of this report.*
- In FY 2019, the IPT LLC - Paylock contract amount of \$450,000 for processing fees, is anticipated to decrease by \$725,000, or 61.7%, under the FY 2018 Approved Budgeted amount of ~\$1.2 million, as a result of renegotiated pricing.

Capital Improvement Projects (CIP) & Economic Development

- The majority of the Authority's budgetary resources are utilized to fund economic development projects within the County. In FY 2018, the Authority applied over \$13.3 million to economic growth in the County and has participated in the Suitland, Glenarden, and Brentwood I capital improvement projects through FY 2018, with plans to provide support in FY 2019 for the New Carrollton garage, Hyattsville Justice Center garage, Regional Medical Center garage, and the Brentwood II Capital Improvement Projects (CIP). *See table below.*

Capital Improvement Program (CIP), FY 2018 and FY 2019					
	Description	FY 2018 Estimate	FY 2019 Proposed Budget	Purpose for Request	Funding Source (s)
1	Suitland Naylor Road project	\$ 5,000,000	\$ 3,000,000	Acquisition of Property	Other
2	Regional Medical Center Garage	\$ -	\$ 12,000,000	Build Garage	Bonds
3	Hamilton Street Garage	\$ -	\$ 5,650,000	Build Garage	Bonds, Grant
4	Renovation New Carrollton Garage	\$ 650,000	\$ 5,850,000	Renovate Garage	Reserve funds, Loan
5	Renovation Hyattsville Garage	\$ -	\$ 6,800,000	Renovate Garage	Reserve funds, Loan
	Total	\$ 5,650,000	\$ 33,300,000		

- The Authority is reporting that it works closely with the Redevelopment Authority and the County Executive's Economic Development team when deciding the level of involvement on various economic development opportunities. The Authority is reporting the following transactions related to CIP and Economic Development:

✚ **CIP - Suitland Area** – acquisition of over \$28 million worth of land in the Suitland area. The completed development project will have an estimated value of \$300+ million.

- ❖ In FY 2016, the Authority finalized the participation in the Suitland/Naylor Road project by issuing \$28 million of Tax Increment Financing (TIF) Bond (revenue bonds).
- ❖ Additionally, the Authority has had to create an economic reserve fund of \$2 million related to the issuance of the TIF Bond as a contingency for the bond issuance.

✚ **CIP - Regional Medical Center Garage**

- ❖ Contributed the land parcels (67 acres) at the Boulevard (Capital Centre), towards the development plans for the new regional medical center.
- ❖ To date, the Authority hired a construction management company to oversee the parking garage design and build for the hospital.
- ❖ Pending bond issuance in FY 2019 of approximately \$22 million, \$12 million of which is expected to be spent in FY 2019, and the remaining \$10 million in FY 2020. Construction is expected to be completed at the end of calendar year 2020.

✚ **CIP - Hamilton Street Garage:**

- ❖ The Authority was successful in securing the Community Legacy grant from the Maryland Department of Housing and Community Development in FY 2015. The \$400,000 received will be used in the development of the Hamilton Street garage in conjunction with the City of Hyattsville.
- ❖ To date, the Authority has received \$261,000 in funding from the City of Hyattsville, in addition to the \$400,000 grant, and has not experienced any setbacks.
- ❖ Pending bond issuance of approximately \$5.7 million in FY 2019.

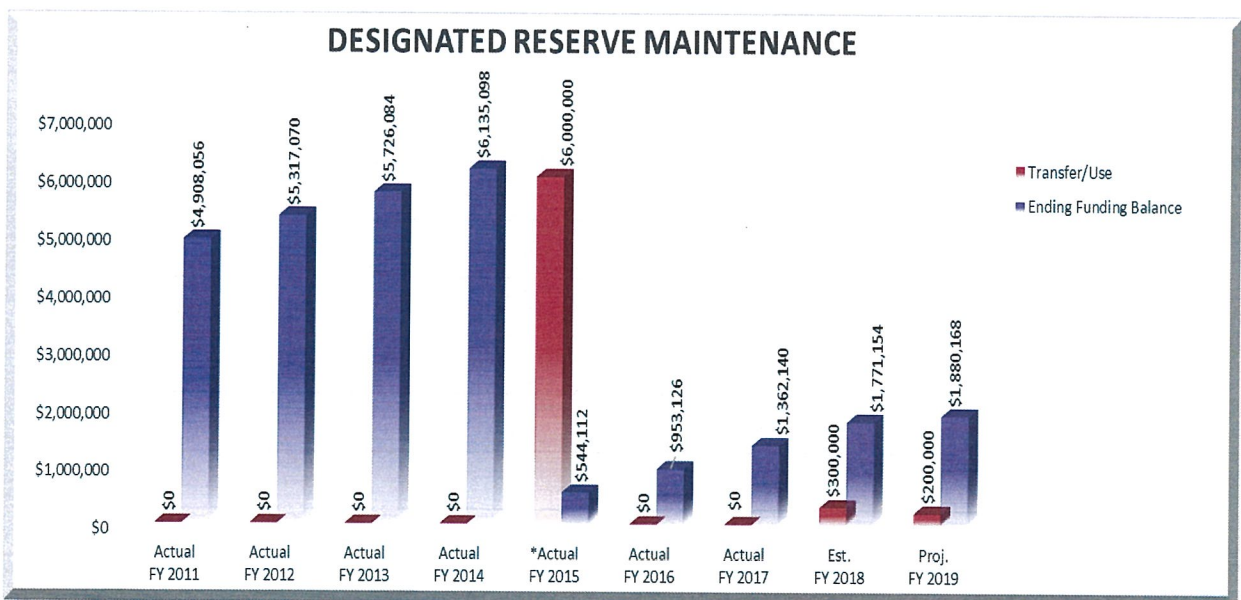
✚ **Economic Development - Brentwood** – provided \$3.7 million to become an equity investor in the Brentwood development project in FY 2017. The Authority plans to contribute an additional \$3 million in FY 2019 as Phase II of the development project begins.

✚ **Economic Development – Loan to Redevelopment Authority (Glenarden)** - In FY 2015, the Authority transferred \$6 million from the Reserve Maintenance fund to the Economic Development fund. In FY 2016, funds were utilized to make a loan to the Redevelopment Authority of Prince George's County (RDA) to acquire a HUD property which was being sold at auction. Principal repayment by the RDA of the approximately \$3.2 million loan is within a three (3) year period beginning in FY 2017, and ending in FY 2020, at an interest rate of 3.5% in the first 3 years, with the balance due in year 3. The Revenue Authority estimates revenues from interest earned of \$331,658, if the RDA takes the entire three years to repay the loan.

- The Revenue Authority created the “*reserve for special projects*,” the “*reserve for future maintenance, repair, and replacement costs*” and the “*operating reserve*” accounts, respectively, to have adequate cash reserves available to fund:
 - i. Future projects which promote the public interest and economic development of Prince George’s County;
 - ii. Future repair and replacement costs of capital facilities and equipment; and,
 - iii. Short term agency operating cash needs in case of limited cash balances, and is calculated at 5% of the current fiscal year approved operating budget.

Based on the audited financial statements for June 30, 2017, the reserves for special projects was approximately \$3 million, the reserves for future maintenance was approximately \$1.4 million, and \$945,365 for operating reserves, and is reported as a designated unrestricted fund balance.

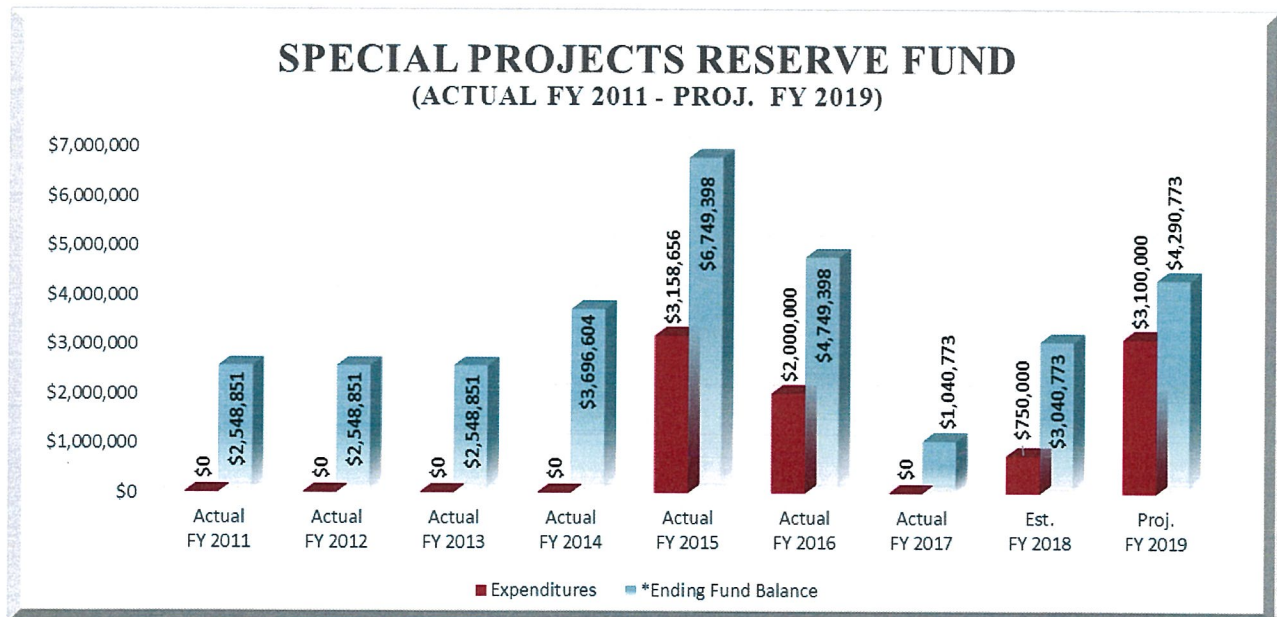
- In FY 2015, the Revenue Authority reports that \$6 million of the total fund balance for reserve for maintenance was committed to two (2) major economic development projects (Suitland Naylor Road & Brentwood I & II), and as such, the Board approved the transfer of the funds to the economic development reserves, leaving an estimated \$544,112 of fund balance at the end of FY 2015. Anticipated growth in the fund balance is estimated to be at approximately \$1.8 million by the end of FY 2018, and approximately \$1.9 million in FY 2019. Use of \$300,000 in FY 2018, and \$200,000 in FY 2019 is for New Carrollton Garage renovations for efficient lighting upgrades, security camera upgrades and elevator repairs. *See the chart below.*



Source: First Round Q.28 *FY 2015 - Board Approved Transfer for Economic Development

- The New Carrollton garage is in critical need of structural renovations in the parking areas. The renovations have been delayed due to pending negotiations about the land lease between WMATA and the County. The most recent maintenance assessment was conducted in December 2014, and the cost estimation of the garage was \$5.8 million.

- The Authority and the County entered into an operating and management agreement with the Washington Metropolitan Area Transit Authority (WMATA) in January 1987, covering 400 of the 1,060 spaces in the New Carrollton parking facility. According to the agreement, the cost of renovations are apportioned to the County (62.3%) and to WMATA (37.7%) in accordance with the respective ownership interests. Accordingly, the Authority expects to expend approximately \$5.9 million in garage renovations in FY 2019, and WMATA's share is expected to be \$2.2 million in FY 2019, if the Authority proceeds with the full renovation.
- The Hyattsville Justice Center (HJC) garage was inspected in February 2015, and a cost estimation for that garage was \$5.9 million. A recent structural analysis of the HJC garage was performed in 2016 to determine if a \$200+ million development project could be built over the garage.
- In FY 2019, the proposed expenditures related to garage renovations for the Hyattsville Garage are being budgeted at \$6.8 million. The Authority intends to use reserve funds and loan proceeds obtained from borrowing funds from a local banking institution to finance the renovations of both garages.
- In FY 2018, the Authority utilized approximately \$3.7 million from the Special Projects Reserve Fund for Economic Development, leaving an estimated balance of \$1 million. In FY 2019, the Authority is anticipated to generate revenues from operations which it will use to contribute to, and expend \$3.1 million for economic development from this fund, leaving a fund balance approximately \$4.3 million. *See the chart below.*



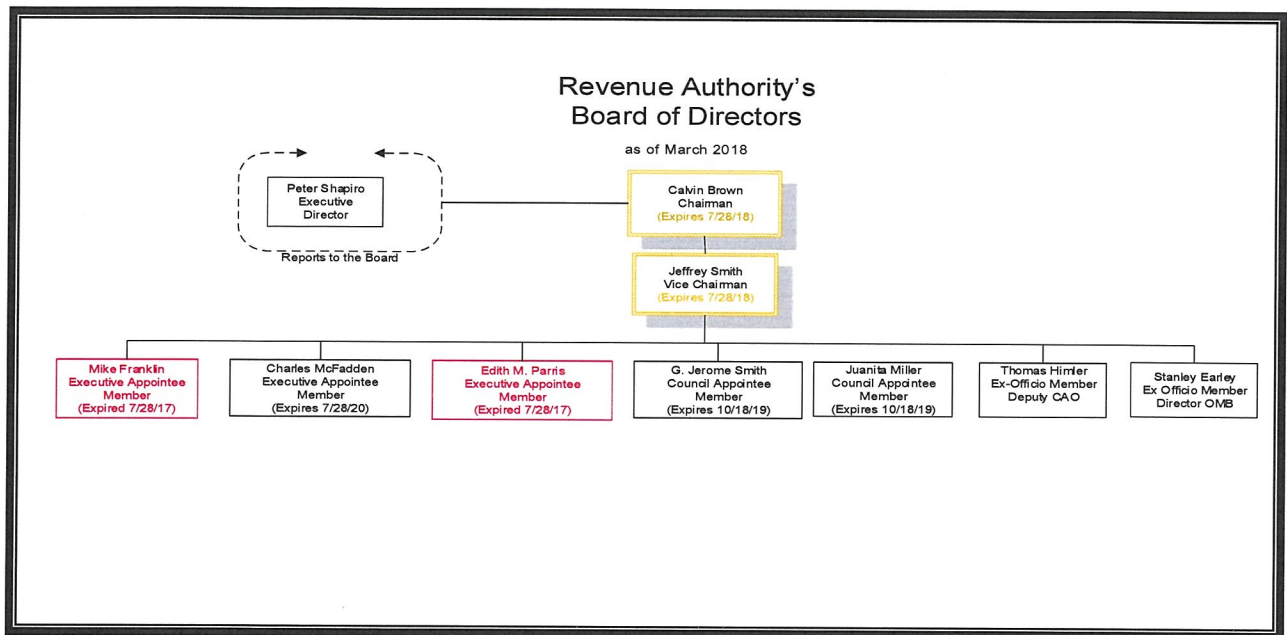
Source: First Round Response Q.28 * The Ending Fund Balance in FY 2015 includes the transfer of \$6M from the Reserve for Maintenance Fund

- The Authority has provided the list of its planned Capital Improvement Projects and Economic Development Projects currently in process for FY 2018 and beyond (*see Appendix E of this report*).

HIGHLIGHTS

- The Revenue Authority is reporting that it has successfully engaged in multiple economic development projects, and looks forward to the application of future net worth gains in its mission of economic development growth in the County. Accumulated amounts in its reserve funds provided the Authority with the resources for major renovations and economic development projects without the need to acquire debt or burden the County financially. The Authority utilized both funds in FY 2015, and the Economic Development Fund was utilized in FY 2016. In FY 2019 funds will be used for the second phase of the Brentwood project and participation in the Regional Medical Center garage plans. The Authority utilizes its reserve funds and economic development funds which required several years of accumulated contributions to reach an amount that was adequate enough for renovations and development expenditures.
- The Authority is reporting several partnerships with outside organizations in order to meet its vision and goals for the current and future fiscal years as follows:
 - ✦ Partnership with the Redevelopment Authority of Prince George's County on three (3) separate economic development projects (Glenarden Apartments, Suitland/Naylor Road, and Brentwood);
 - ✦ Partnership with the County's Executive team, developers (University Medical Systems and RPAI) to provide capital assets to begin the development of the Regional Medical Center in Largo, Maryland in 2018; and,
 - ✦ Exploration with the City of Hyattsville of the opportunity to construct the Hamilton Street garage in 2019.
- The Authority will continue to provide parking enforcement, parking services, and program management as its other core functions. In addition to the five (5) commuter parking lots discussed earlier, the Revenue Authority also manages more than 2,000 public parking spaces in the following locations within the County: New Carrollton Garage & East Lot, Hyattsville Justice Center, various street meters, Department of Corrections, Upper Marlboro Courthouse, and the National Harbor.
- The Parking Enforcement Program accounts for the second largest amount of budgetary resources in FY 2019. The Enforcement program includes staff and vehicles that produce 128,000 parking citations annually. The Authority was successful in upgrading the meter equipment at all of its open parking lots and parking facilities. The equipment provides the customers a more efficient way to pay for parking spaces. The revenues for parking meters have increased by 6% as a result.
- In FY 2018 to date, five (5) mid-sized SUV's were replaced for \$120,000, with plans to purchase four (4) more mid-sized replacement SUVs in FY 2018. In FY 2019 purchases are planned for three (3) mid-sized SUVs for the AVU program, and purchases of five (5) replacement mid-sized SUVs are proposed at a cost of \$192,000. Updates to desktop equipment is expected to be completed in FY 2019 at a total cost of \$24,000.
- In FY 2018 year-to-date, the Authority received 2,600 cases of 3-1-1 calls, with a 96.1% on-time closure rate. The most common issues were complaints for parking violations, vehicles being sold, vehicles with no tags, and inoperable vehicles on the street.

- The current Board of Directors is depicted in the organizational *chart below*, and indicates that two (2) County Executive Appointees, Edith Parris and Mike Franklin, are serving under expired terms (July 2017). County Executive appointees Calvin Brown (Chairman) and Jeffery Smith (Vice Chairman) terms will both expire in July 2018. New Ex-Officio member Stanley Earley, Director of the Office of Management & Budget (OMB) has joined the Board in FY 2018.



Appendix A

Budget Comparison Approved FY 2018 – Proposed FY 2019

REVENUE AUTHORITY

	FY 2018 Approved Budget	FY 2019 Proposed Budget	\$ Change	% Change
Revenues				
Facilities Operating Income	\$ 18,749,100	\$ 28,171,300	\$ 9,422,200	50.3%
Enforcement (ASE and other programs)	14,001,300	16,450,000	2,448,700	17.5%
Interest Income	158,200	92,000	(66,200)	-41.8%
Use of Capital Assets Proceeds	5,700,000	5,700,000	-	N/A
Use of Fund Balance	3,295,400	7,223,900	3,928,500	119.2%
TOTAL REVENUES	\$ 41,904,000	\$ 57,637,200	\$ 15,733,200	37.5%
Expenditures				
Administrative Expenses				
Compensation	\$ 3,170,200	\$ 3,898,200	\$ 728,000	23.0%
Fringe Benefits	875,500	1,041,900	166,400	19.0%
<i>SUBTOTAL - ADMINISTRATIVE EXPENSES</i>	\$ 4,045,700	\$ 4,940,100	\$894,400	22.1%
Operating Expenses				
Facilities Operating Expenses	\$ 10,738,500	\$ 21,374,000	\$ 10,635,500	99.0%
Reserve for Maintenance and Economic Development	13,118,500	14,873,100	1,754,600	13.4%
Managed Program Operating Expenses	9,213,300	11,250,000	2,036,700	22.1%
<i>SUBTOTAL - OPERATING EXPENSES</i>	\$ 33,070,300	\$ 47,497,100	\$ 14,426,800	43.6%
Other Expenses				
Managed Program Funds to County	4,788,000	5,200,000	\$ 412,000	8.6%
<i>SUBTOTAL - OTHER EXPENSES</i>	\$4,788,000	5,200,000	\$ 412,000	8.6%
TOTAL EXPENDITURES	\$41,904,000	\$57,637,200	\$ 15,733,200	37.5%

Source: Appendix xviii (FY 2019 Proposed Budget)

Appendix B Revenues

Sorted by Change Amount FY 2018-FY2019 (Largest to Smallest)							
Revenue Category	FY 2018 Approved	FY 2018 YTD (as of 2/29/18)	YTD % of FY 2018 Approved	FY 2018 Estimated	FY 2019 Proposed	Change Amount	Percentage Change FY18-FY19
County Debt Service	\$ 660,000	\$ 1,440,000	218%	\$ 1,555,400	\$ 8,704,800	8,044,800	1218.9%
Use of Fund Balance	3,295,400	-	-	3,300,000	7,223,900	3,928,500	119.2%
Red Light Camera	6,318,000	4,629,210	73%	8,109,400	8,250,000	1,932,000	30.6%
Fine Revenue Enforcement/ PVN processing	13,326,800	8,976,181	67%	13,450,000	14,122,500	795,700	6.0%
False Alarm	425,600	553,274	130%	808,900	1,000,000	574,400	135.0%
Mgmt Fees	1,260,000	651,867	52%	1,270,000	1,568,800	308,800	24.5%
AVU Program	-	-	-	-	300,000	300,000	N/A
Daily lot Fees	820,000	504,411	62%	820,000	852,800	32,800	4.0%
Meter Fees	1,774,200	1,111,895	63%	1,750,000	1,785,000	10,800	0.6%
Monthly Permit Income	425,000	213,015	50%	380,000	435,000	10,000	2.4%
Other Income	54,900	710,859	1295%	75,000	55,000	100	0.2%
CCTV Reserve	3,700	3,700	100%	3,700	3,700	-	0.0%
Wash Redskin enforcement	12,400	10,752	87%	12,400	12,400	-	0.0%
DPWT- Fringe lot	231,300	154,200	67%	239,000	231,300	-	0.0%
Use of Capital Assets	5,700,000	-	-	-	5,700,000	-	0.0%
Speed Camera	7,257,700	4,673,488	64%	7,186,700	7,200,000	(57,700)	-0.8%
Interest Income	158,200	181,743	115%	194,700	92,000	(66,200)	-41.8%
Lease Income	180,800	277,652	154%	225,000	100,000	(80,800)	-44.7%
Total Revenue:	41,904,000	24,092,247	57%	39,380,200	57,637,200	15,733,200	37.5%

Source: FY 2019 Budget Review Questions First Round Q.7 – Attachment C - Revenues

Appendix C Expenditures

REVENUE AUTHORITY EXPENDITURES (FY 2017 - FY 2019 (Sorted FY18 - FY19 Change - Largest to Smallest))						
Expenditures Category	FY 2017 Actuals	FY 2018 Approved	FY 2018 Estimates	FY 2019 Proposed	(\$ Change FY 2018 to FY 2019	(%) Change FY 2018 to FY 2019
Debt Services	\$ -	\$ -	\$ -	\$ 6,055,000	\$ 6,055,000	100.0%
Interest Expense	1,383,638	13,100	1,540,226	1,998,400	1,985,300	15155.0%
Red Light Program	6,010,934	6,318,000	8,109,416	8,250,000	1,932,000	30.6%
Anticipated Economic Development	2,000,000	12,710,000	3,100,000	14,386,400	1,676,400	13.2%
Bad Debt Expense	5,417,083	5,150,600	6,321,500	6,637,700	1,487,100	28.9%
False Alarm Program	445,582	425,600	1,026,865	1,000,000	574,400	135.0%
Consultant Fees	122,505	78,000	425,000	560,000	482,000	617.9%
Professional Fees - Legal	21,890	55,600	45,000	325,000	269,400	484.5%
Professional Fees - Planning	138,387	115,000	140,000	340,000	225,000	195.7%
Lease - Total	301,427	384,800	354,600	539,000	154,200	40.1%
Contractual Services Operations	243,020	15,000	200,000	125,000	110,000	733.3%
Property Tax Expenses	-	-	23,000	75,000	75,000	100%
Repair & Maintenance	505,666	247,100	500,000	300,000	52,900	21.4%
Postage	69,675	38,000	65,000	65,000	27,000	71.1%
Supplies - Total	67,578	46,900	61,832	64,000	17,100	36.5%
Fuel - Vehicles	62,294	58,000	63,000	74,000	16,000	27.6%
WMATA Reimbursement - NCG	122,197	110,000	125,000	125,000	15,000	13.6%
Property & Liability	194,997	215,200	189,529	225,400	10,200	4.7%
Software & Computer Supplies	22,462	24,000	24,000	33,500	9,500	39.6%
Operating Reserve	68,829	72,000	72,000	77,700	5,700	7.9%
401k Processing Fees	7,751	7,900	8,000	12,000	4,100	51.9%
Payroll Processing	41,595	43,000	42,000	46,300	3,300	7.7%
Shipping Charges	5,404	1,900	4,000	4,000	2,100	110.5%
Towing & Booting Fees	4,813	3,800	5,400	5,000	1,200	31.6%
Utilities- Total	140,108	144,100	142,838	145,000	900	0.6%
Meals & Entertainment	24,349	23,700	24,000	24,500	800	3.4%
Dues, Subs, and Pubs	11,287	9,300	10,000	10,000	700	7.5%
Amortization Lease Improve	45,654	44,600	44,000	45,000	400	0.9%
Training & Conferences	21,388	23,700	23,580	24,000	300	1.3%
Miscellaneous	8,247	200	2,500	500	300	150.0%
Bank Service Charges	37,742	39,900	38,972	40,000	100	0.3%
Payment for Shared Revenue	850,000	850,000	850,000	850,000	-	0.0%
Reserve Maintenance	409,014	409,000	409,014	409,000	-	0.0%
County Lease Expense	150,000	150,000	150,000	150,000	-	0.0%
Printing	15,209	12,500	14,000	12,500	-	0.0%
Tele CCTV - DPWT	5,923	6,800	6,500	6,800	-	0.0%
Temporary Services - Admin	48,890	4,200	15,750	4,200	-	0.0%
Finance Charge - Administrative	-	-	-	-	-	N/A
County Contribution	-	-	-	-	-	-
Passcard Refunds	435	600	500	500	(100)	-16.7%
Monitoring	764	1,200	1,000	1,000	(200)	-16.7%
Advertising	2,007	3,400	3,500	3,000	(400)	-11.8%
Signs & Markings	40,264	28,000	36,827	27,000	(1,000)	-3.6%
Fee Refunds - Enforcement	19,620	21,900	19,000	20,000	(1,900)	-8.7%
Office Supplies - Total	31,969	42,200	30,000	40,000	(2,200)	-5.2%
Collections/Deposits	87,884	80,100	75,000	75,000	(5,100)	-6.4%
Professional Fees - Audit	44,059	60,800	39,000	39,000	(21,800)	-35.9%
Telephone	106,549	139,700	135,875	110,000	(29,700)	-21.3%
Snow Removal	44,538	80,000	50,000	50,000	(30,000)	-37.5%
Speed Enforcement Program	7,173,439	7,257,700	7,186,676	7,200,000	(57,700)	-0.8%
Depreciation	707,286	731,900	635,000	655,000	(76,900)	-10.5%
Fine Processing Fees	1,048,971	1,559,300	1,500,000	1,431,700	(127,600)	-8.2%
TOTAL OPERATING EXPENSE	\$ 28,333,323	\$37,858,300	\$ 33,888,900	\$ 52,697,100	\$ 14,838,800	39.2%
Operating	20,627,805	19,951,800	25,807,886	32,624,000	12,672,200	63.5%
Compensation	\$ 3,108,497	\$ 3,170,200	\$ 3,200,600	\$ 3,898,200	\$ 728,000	23.0%
Reserve Maintenance/Econ Dev	12,477,843	13,118,500	3,581,014	14,873,100	1,754,600	13.4%
PGPD Program funding to County	5,227,675	4,788,000	4,500,000	5,200,000	412,000	8.6%
Fringe	868,088	875,500	1,000,000	1,041,900	166,400	19.0%
TOTAL EXPENDITURES	\$ 42,309,908	\$ 41,904,000	\$ 38,089,500	\$ 57,637,200	\$ 15,733,200	37.5%

Source: FY 2019 Budget Review First Round Q.7, Attachment C, Expenditures

Appendix D Contracts

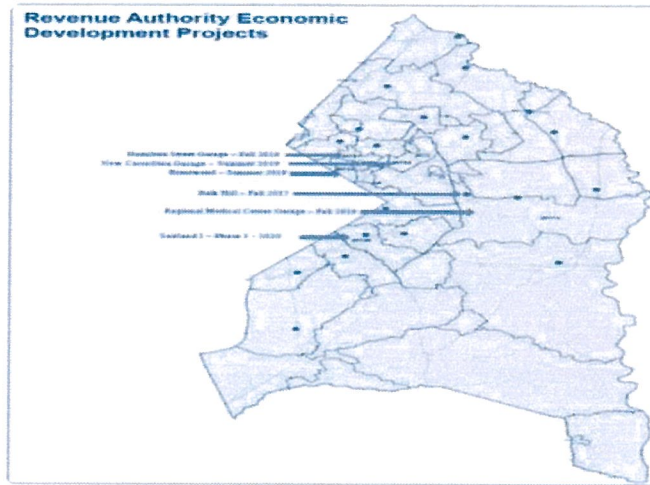
OPERATING CONTRACTS

(Sorted by \$ Change FY 2018 - FY 2019 - Largest to Smallest)

Vendor Name	Description of Service	FY 2018 Approved	FY 2019 Proposed Contract Amount	\$ Change FY 2018 - FY 2019	% Change FY 2018 - FY 2019
Penn Credit Corp	Centralized Collection Agency	-	700,000	700,000	N/A
Ford Motor Credit	Vehicle leases	32,000	108,000	76,000	237.5%
Mercantile Place #1	Office lease	234,700	283,000	48,300	20.6%
GM Financial Service		-	42,400	42,400	N/A
Supreme Landscaping		-	40,000	40,000	N/A
Denison Landscaping & Trucking	Landscaping & snow removal services	29,500	60,000	30,500	103.4%
Lindsay Ford of Wheaton	Vehicle maintenance/repair service	-	30,000	30,000	N/A
Applied Technology services	Gteachna services	-	25,000	25,000	N/A
DSH Mgmt	Office cleaning services	7,800	30,000	22,200	284.6%
Electronic Security Services, Inc.	CCTV equipment maintenance	19,000	40,000	21,000	110.5%
Lowe's Corporate	Maintenance supply	-	20,000	20,000	N/A
Jimmie Muscatellos	Uniforms for Officers	-	18,000	18,000	N/A
IPS Group	NH Parking meter system	-	17,500	17,500	N/A
Bank of America	Banking services	22,600	40,000	17,400	77.0%
Hartford (The)	Vehicle insurance	93,700	110,000	16,300	17.4%
BCA Watson Rice, LLP	401K audit services	-	12,000	12,000	N/A
Sentry Control Systems	Repair and maintenance NCG	-	10,000	10,000	N/A
ACE	Insurance (directors & officers)	16,000	23,000	7,000	43.8%
Metro Business Systems		-	7,000	7,000	N/A
A-1 Uniform Sales	Uniforms for Officers	-	7,000	7,000	N/A
Elmina Catering	Food catering	-	6,000	6,000	N/A
Otis Elevator Co.	Elevator maintenance	15,000	20,000	5,000	33.3%
ADP	Payroll processing	43,000	46,300	3,300	7.7%
Hartford (The)	Insurance (property, liability)	79,100	82,000	2,900	3.7%
Fireguard Corporation	Fire sprinkler maintenance	18,000	20,000	2,000	11.1%
Cintas Fire	Fire extinguisher maintenance	-	2,000	2,000	N/A
Parkeon	Parking Meters	-	2,000	2,000	N/A
Travelers	Insurance (boiler & machinery)	1,900	2,000	100	5.3%
RLI	Insurance (MVA surety bond)	300	300	-	0.0%
Zurich American Group	Insurance (fidelity bond)	1,200	1,200	-	0.0%
Old Line Bank	Banking services	200	-	(200)	-100.0%
Deer Park (was Snow Valley)	Drinking water service	800	-	(800)	-100.0%
Waste Management	Waste removal (NCG)	14,500	13,000	(1,500)	-10.3%
Global Express	Fine payment collection service (retail outlets)	2,000	-	(2,000)	-100.0%
Beltway Fire Equipment	Fire extinguisher maintenance	2,000	-	(2,000)	-100.0%
Dunbar Armored Services	Armored car collection	12,000	9,000	(3,000)	-25.0%
BB&T	Banking services	3,100	-	(3,100)	-100.0%
Serco	Parking meter collections	30,000	25,000	(5,000)	-16.7%
Thyssens Elevator Corp.	Elevator maintenance	13,500	8,000	(5,500)	-40.7%
Maryland Transit Administration	New Carrollton east lot lease	110,600	105,000	(5,600)	-5.1%
Neopost	Postage machine lease & maintenance	7,500	1,600	(5,900)	-78.7%
Willia Ross	Food catering	6,500	-	(6,500)	-100.0%
DSH Mgmt	Carpet cleaning	7,800	-	(7,800)	-100.0%
Penan & Scott	401K audit services	9,500	-	(9,500)	-100.0%
CliftonLarsonAllen, LLP	Audit services	51,300	39,000	(12,300)	-24.0%
Enforcement Technology	Fine processing software & maintenance	13,000	-	(13,000)	-100.0%
Willis	Insurance brokerage services	23,000	8,000	(15,000)	-65.2%
Whitaker Brothers Business Machines	Revenue control system maintenance	15,000	-	(15,000)	-100.0%
Queen Electric	Electric repairs	44,100	7,000	(37,100)	-84.1%
Omni - IT support	Computer system maintenance	92,000	-	(92,000)	-100.0%
Hosted Records	Document scanning and file storage	341,200	-	(341,200)	-100.0%
IPT LLC - Paylock	Parking citation & collections	1,175,000	450,000	(725,000)	-61.7%
TOTAL		\$ 2,588,400	\$2,470,300	\$ (118,100)	-4.6%

Source: FY 2019 Budget Review First Round Q.7, Attachment C, Contract

Appendix E
CIP and Economic Development Projects
 – as of April 2018



FY 2018-2019 Planned Projects

<u>Existing Projects</u>	<u>Funding by RAPGC</u>	<u>Funds Spent to Date</u>	<u>Est. Comp. Date</u>
Brentwood I	\$3.7MM	\$3.7MM	FY 2019
New Carrollton Garage	\$6.5MM	\$600K	FY 2019
Regional Medical Center	\$21.5MM	\$300k	FY 2020
Suitland I (Shopping Center)	\$5.6MM	\$8.6MM	FY 2019
Suitland II (Hunter Memorial)	\$5.3MM	\$5.3MM	FY 2020
Suitland III	\$10.1MM	\$10.1MM	FY 2020

<u>Potential Projects</u>	<u>Funding by RAPGC</u>	<u>Funds Spent to Date</u>	<u>Est. Comp. Date</u>
Brentwood II	\$3.1MM	\$0MM	FY 2019
Hyattsville Justice Garage	\$6.8MM	\$0MM	FY 2019
Hamilton Street Garage	\$5.8MM	\$0MM	FY 2019