

**2017-2018 PROPOSED LEAN BUDGET EXERCISE
EXHIBIT A**



REVENUE		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
TAX INCREMENT FINANCING	\$ 10,126,270	Memorial Regional Hospital South - \$200,000 Children's Services Council - \$412,797 Broward County - \$4,565,116 City of Hallandale Beach - \$4,948,357
INTEREST PAYMENT	\$ 75,000	Florida PRIME
FDEM (RESIDENTIAL MITIGATION PROGRAM)	\$ 194,000	FDEM (Florida Department of Emergency Management) - Residential Mitigation Grant
LOAN APPLICATION FEE	\$ 5,000	Application Fee for Programs
LOAN PAYMENT (INTEREST)	\$ 20,000	Interest Payments from Commercial Loan Customers
LOAN PAYMENT (PRINCIPAL)	\$ 190,000	Principal Payments from NIP (Neighborhood Improvement Program) and Commercial Loan Customers
SALE OF FIXED ASSETS	\$ 160,000	Sale of (1) Infill Home
RENT PAYMENT	\$ 30,000	Signature Auto Body rent payments \$2,500 per month
UNSOLICITED PROPOSALS	\$ 104,789	two new unsolicited proposals + balance on previous unsolicited proposals
AFFORDABLE HOUSING DA COMMITMENT	\$ 150,000	Domus Office Center = \$50,000 2000 S. Ocean Dr. = \$100,000
TOTAL REVENUE	\$ 11,055,059	

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EXPENSE		
PERSONNEL		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
REGULAR SALARIES & WAGES	\$ 607,064	Executive Director (40%) Assistant City Manager (50%) Project Manager (100%) Fiscal Operations Manager (100%) Business Development Coordinator (100%) Residential Specialist (100%) Real Estate Coordinator (100%) Financial Management Analyst (100%) Administrative Assistant (100%)
SICK LEAVE BUYBACK	\$ 2,000	
TAXES - SOCIAL SECURITY	\$ 33,411	
TAXES - MEDICARE	\$ 8,600	
PENSIONS - ICMA 401 (a)	\$ 69,102	
PENSIONS - 401 (a) MATCH PGM	\$ 15,827	
PENSIONS - RETIREMENT HEALTH	\$ 6,626	
HEALTH INSURANCE	\$ 99,314	
DENTAL INSURANCE	\$ 2,502	
LIFE INSURANCE	\$ 690	
LONG-TERM DISABILITY INSURANCE	\$ 6,712	
WORKERS' COMPENSATION	\$ 1,116	
OVERTIME	\$ 15,000	Residential Specialist, Real Estate Coordinator, Financial Management Analyst, Administrative Assistant
AUTO/TRAVEL ALLOWANCES	\$ 2,100	Carlton
Total PERSONNEL	\$ 870,064	
OPERATING		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
CONSULTANTS/PROF SVCS	\$ 395,000	Finance/Accounting/Budget Consultant = \$25,000 Lobbyist = \$30,000 Economic Development Study = \$40,000 CBP (Community Benefits Plan) Administrator = \$100,000 Implementation Plan (CRA Vision Plan) = \$200,000
LEGAL CONSULTING FEES (GENERAL)	\$ 100,000	Gray Robinson (General Legal Service)
TITLE & LIEN AND UNSOLICITED PROPOSALS	\$ 109,789	GrayRobinson Title and Lien Search = \$5,000 Unsolicited Proposals = \$104,789
LIENS RECORDING	\$ 2,000	2 NIP at \$175 each and 60 Satisfactions at \$18.00 each, Broward Board of County Commission - Lien Recordings
AUDITING	\$ 19,500	2016-2017 Financial Audit
PUBLIC STORAGE	\$ 2,500	
SPECIAL EVENTS	\$ 5,000	Supplies for CRA events and programs
WATER/SEWER	\$ 1,000	CRA water/sewer expenses for CRA properties (Non-Infill)

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PHONE & COMMUNICATIONS	\$ 1,000	
PROPERTY INSURANCE WORKERS COMP. ASSESMENT	\$ 8,506	605 N. Dixie Highway (Signature Auto Body) and General Liability & Workers Compensation
PRINTING & BINDING	\$ 4,000	
ADVERTISING	\$ 10,000	
ADMIN CHGS TO FLEET SERVICES	\$ 3,175	Annual contribution to Fleet Fund for repairs & maintenance
OFFICE SUPPLIES	\$ 3,000	
SPECIALIZED SUPPLIES	\$ 5,000	
TRAFFIC CONTROL/SIGNS	\$ 7,500	Signs for Public Private Partnerships, Community Garden, and to remove and replace damage from potential hurricanes and other hazards
MOTOR VEHICLE GAS	\$ 500	
UNIFORMS PURCHASED	\$ 500	
BOOKS & PUBLICATIONS	\$ 500	Economic Development Quarterly International Economic Development Council Area Development Partnership
DUES & MEMBERSHIPS	\$ 10,620	FGFOA (Florida Government Finance Officers Association) = \$70 (2 Employees) IEDC (International Economic Development Council) = \$555 (3 Employees) FRA (Florida Redevelopment Association) = \$2,495 Greater Fort Lauderdale Alliance = \$7,500
SOFTWARE & INTERNET SUBSCRIPTIONS	\$ 16,565	WPEngine.com = \$250 Adobe = \$288 Form Stack = \$400 SunTrust Bank (Merchant Fees) = \$1,800 eCivis (Grant Management Software) = \$3,827 AutoPal (Loan Servicing Software) = \$5,000 The Reinvestment Fund (Policy Maps) = \$5,000
CONFERENCE & TRAINING	\$ 20,000	FRA (Florida Redevelopment Association) FGFOA (Florida Government Finance Officers Association) NABHOOD (National Association of Black Hotel Owners, Operators, and Developers) OIC (Opportunities Industrialization Centers) of South Florida
LICENSE & RECERTIFICATION	\$ 175	Florida Department of Economic Opportunity
COMPUTER HARDWARE > \$1000	\$ 4,000	Computers for 2 Employees
Total OPERATING	\$ 729,830	
CAPITAL PROJECTS		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
COMMUNITY GARDEN	\$ 25,000	Community Garden

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CONSTRUCTION IN PROGRESS	\$ 780,300	Additional work requested by Commission for NE 14th Ave Landscaping Project Current Total Project Cost = \$1,421,203.49 (CRA Funding 49%) \$300,000 (\$393,000 Budgeted in 2017-2018, \$300,000 New Request) Atlantic Shores Improvements, Current Total Project Cost = \$819,130 (CRA Funding 59%) \$480,300 (\$135,300 Budgeted in 2017, \$345,000 Requested in 2018)
Total CAPITAL PROJECTS	\$ 805,300	
LAND		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
APPRAISALS, PROPERTY REPAIRS & MAINTENANCE, DEMOLITION	\$ 50,000	Studies, Surveys, Appraisals = \$10,000 Property Repairs & Maintenance = \$10,000 Demolition = \$30,000
PURCHASE OF LAND	\$ 100,000	Land Acquisition
WORKFORCE / AFFORDABLE HOUSING	\$ 200,000	Construction of Single-Family Homes
Total LAND	\$ 350,000	
REDEVELOPMENT AGREEMENTS		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
ECONOMIC INCENTIVES	\$ 553,132	Targeted Industry Incentives (QTI - Qualified Target Industry) = \$100,000 TIF Payment to The Village at Gulfstream Park = \$453,132 (TBD)
Total REDEVELOPMENT AGREEMENTS	\$ 553,132	
INTERLOCAL AGREEMENTS		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
INTERLOCAL AGREEMENTS	\$ 1,913,322	Project Management = \$117,045 Transit Services= \$294,544 Code Compliance = \$334,288 Police = \$843,935 Indirect Cost = \$323,510
COMMUNITY PARTNERSHIP GRANT	\$ 35,000	Housing Foundation of America
Total INTERLOCAL AGREEMENTS	\$ 1,948,322	
PROGRAMS		
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)
PAINT VOUCHER PROGRAM	\$ 10,000	Sherwin-Williams Paint Program (16 applicants @ \$500)
WINDOW / STORM SHUTTER PROGRAM	\$ 60,000	Window/Shutter Program (40 applicants @ \$1,500)
DOWNPAYMENT ASSISTANCE PROGRAM	\$ 100,000	Downpayment Assistance program (2 regular applicants @ \$50K)
NEIGHBORHOOD IMPROVEMENT PROGRAM	\$ 60,000	2 applicants @ \$30K
FDPM (RESIDENTIAL MITIGATION PROGRAM)	\$ 194,000	Residential Mitigation Repairs (Grant)

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BUSINESS INCENTIVE LOAN PROGRAM	\$	100,000	Business Incentive Loan
FAÇADE GRANT PROGRAM	\$	100,000	Façade Grant Program
Total PROGRAMS	\$	624,000	
DEBT SERVICE			
ACCOUNT DESCRIPTION	PROPOSED AMOUNT	NOTE(S)	
OB JOHNSON LOAN PAYMENT	\$	1,642,104	OB Johnson Annual Debt Service
2007A PARK BONDS	\$	1,402,847	2007A Bond Payment
Total DEBT SERVICE	\$	3,044,951	
Total EXPENSE	\$	12,325,186	

2017-2018 EXPENSES OVERVIEW		
PERSONNEL	\$	870,064
OPERATING	\$	729,830
CAPITAL PROJECTS	\$	805,300
LAND	\$	350,000
REDEVELOPMENT AGREEMENTS	\$	553,132
INTERLOCAL AGREEMENTS	\$	1,948,322
PROGRAMS	\$	624,000
DEBT SERVICE	\$	3,044,951
TOTAL	\$	8,925,599

COMMITMENTS		
REPLACEMENT HOME	\$	180,000
ICE BOX COMMERCIAL LOAN	\$	455,000
MEGA DEVELOPERS	\$	439,600
WEST CONSTRUCTION	\$	660,000
3RD STREET IMPROVEMENTS	\$	1,664,987
TOTAL	\$	3,399,587

VARIANCE BETWEEN REVENUE & EXPENSE	\$	(1,270,127)
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