

Mayor Ben McAdams

2018 Proposed June Budget

June 5, 2018



Mayor McAdams June Budget Presentation

- Doug MacDonald & Scott Smith Economic Overview
- Rod Kitchens Revenue Update
- Darrin Casper Proposed Budget Adjustments



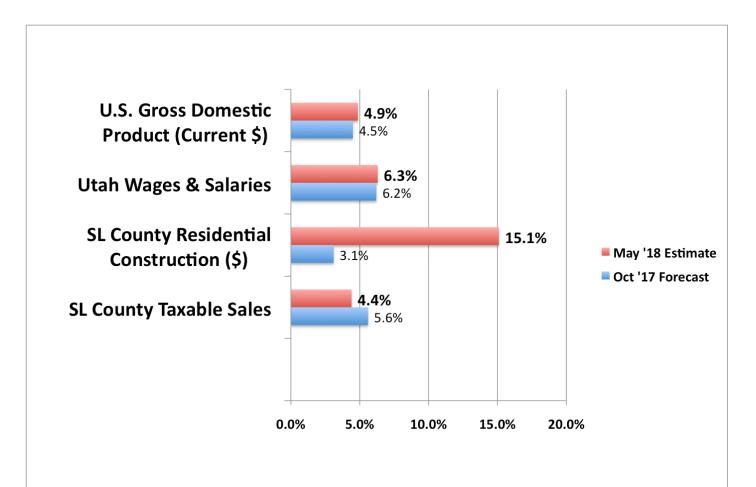
Doug MacDonald / Scott Smith

ECONOMIC OVERVIEW





2018 Projections: Current vs. October







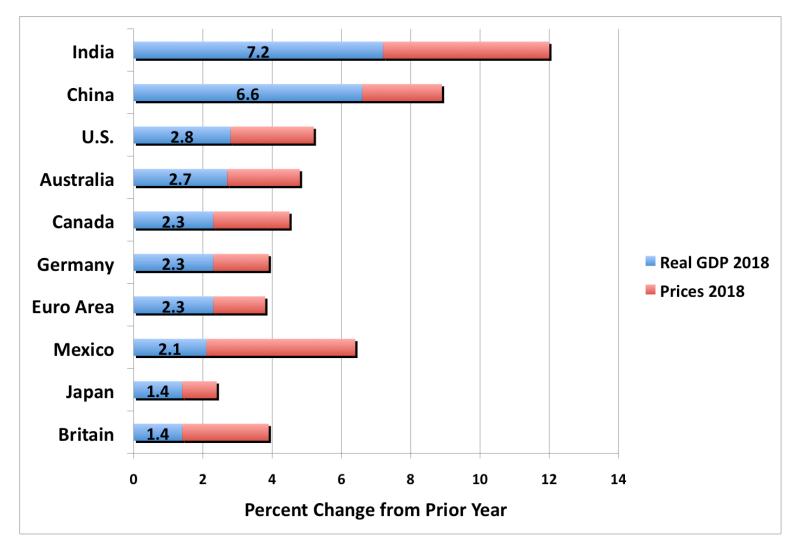
The World







World Real Growth Up 3.4% in 2018







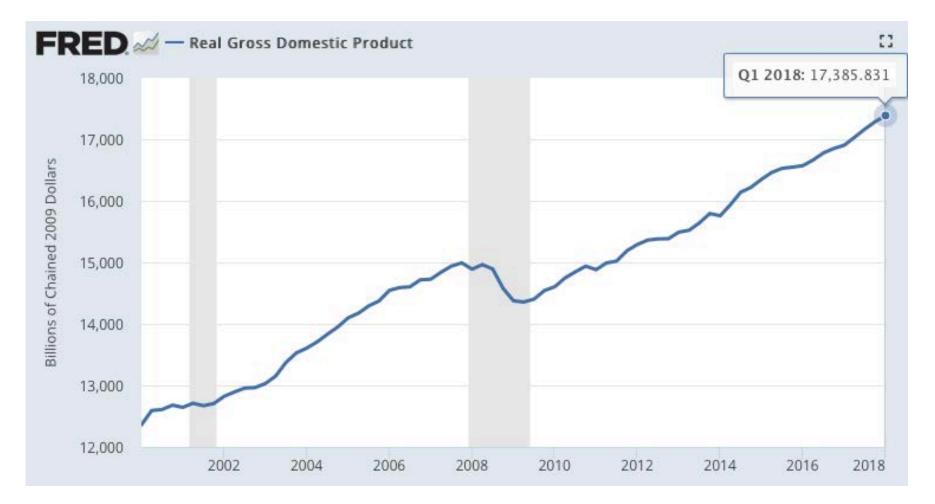
The Nation







U.S. GDP up 2.8% in 2018







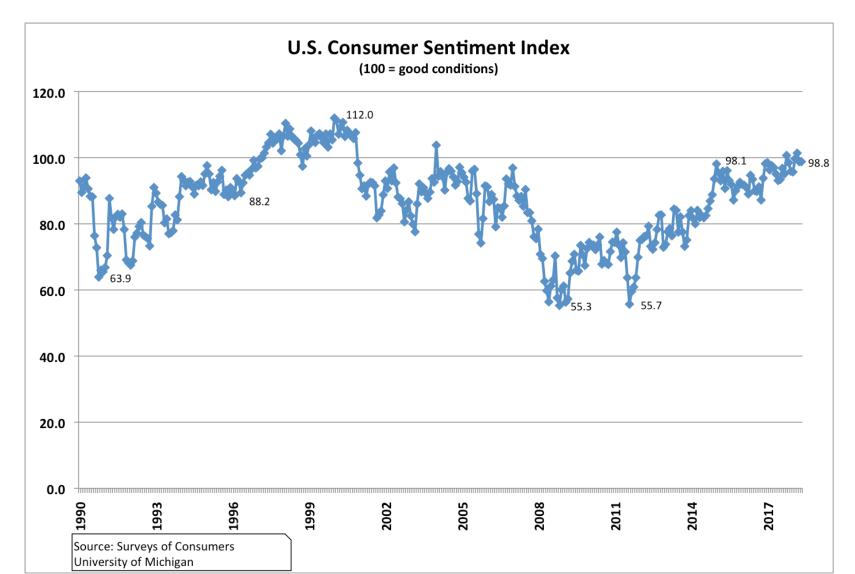
2018 U.S. growth improves to 2.8%

- The U.S. is in the middle of the pack—principal drivers of growth are:
 - domestic demand
 - business equipment
- Prospects for consumer spending (70% of GDP, growing 2.4%) still look pretty good, thanks to:
 - solid jobs and income growth
 - relatively low interest rates
 - high home prices
- Capital spending on structures and equipment will improve 7.2% in 2018





Consumers Still Confident



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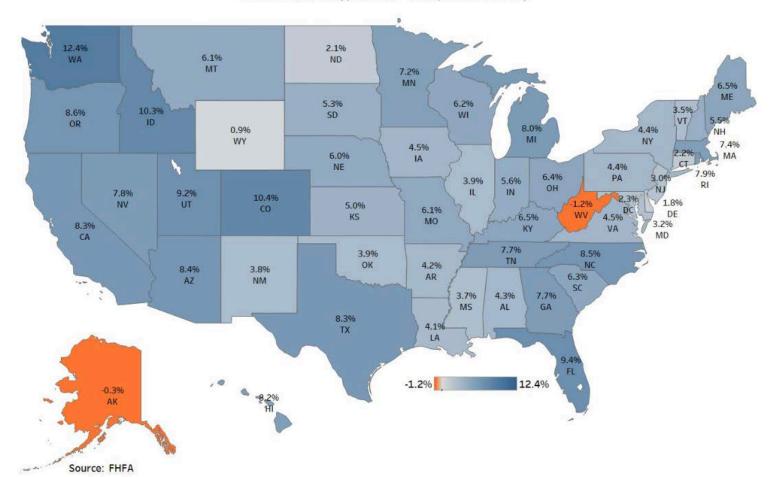




Consumer Sentiment Boosted Utah Home Price Increases +9.4% in 2017

Four-Quarter Price Change by State: Puchase-Only Index (Seasonally Adjusted)

U.S. Four-Quarter Appreciation = 6.6% (2016Q2-2017Q2)







Job Gains & Consumer Sentiment Boosted Home Prices in 2017

Percent Increase in Median Sales Price of Single Family Homes (152 Metropolitan Areas)

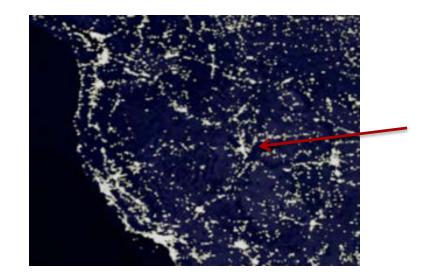
Metropolitan Area	2005	2017	% Chg.
1. Bismarck, ND	\$124,900	\$242,300	94.0%
2. Austin-Round Rock, TX	\$163,800	\$308,000	88.0%
3. Salt Lake City, UT	\$173,900	\$305,700	75.8%
4. Dallas-Fort Worth-Arlington, TX	\$147,600	\$255,200	72.9%
5. Denver-Aurora-Lakewood, CO	\$247,100	\$424,500	71.8%
6. Boulder, CO	\$348,400	\$593,200	70.3%
7. San Antonio-New Braunfels, TX	\$133,900	\$222,600	66.2%
8. Houston-The Woodlands-Sugar Land TX	\$143,000	\$235,600	64.8%
9. San Jose-Sunnyvale-Santa Clara, CA	\$744,500	\$1,183,400	59.0%
10. Portland-Vancouver-Hillsboro, OR-WA	\$246,600	\$389,100	58.9%







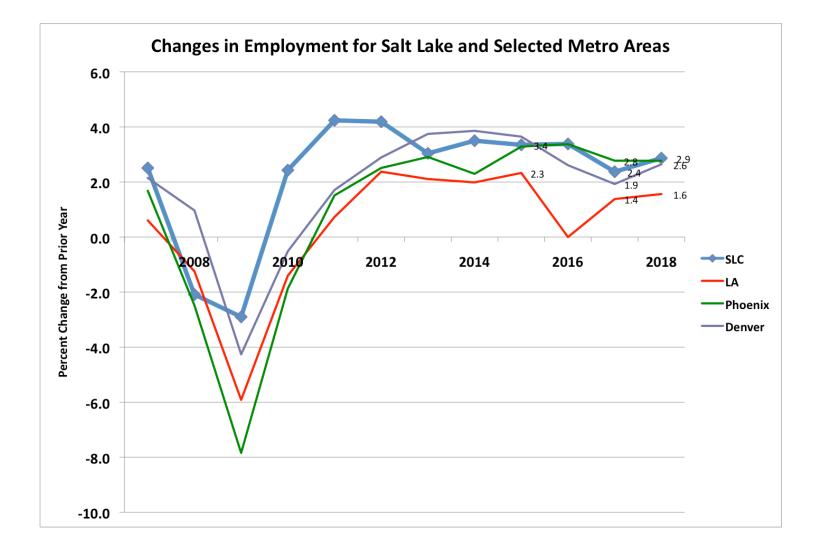
The County Economy







Salt Lake Metro Job Growth Leads LA, Phoenix & Denver

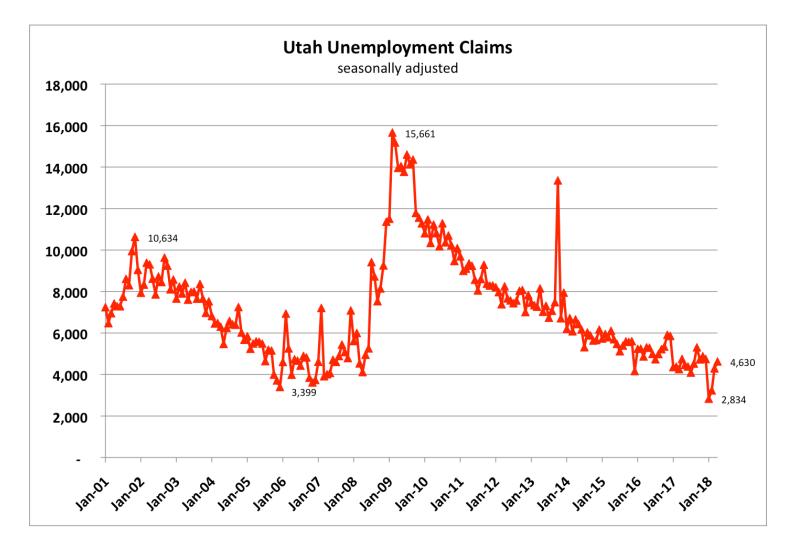






Unemployment Claims Down to 2006 Level

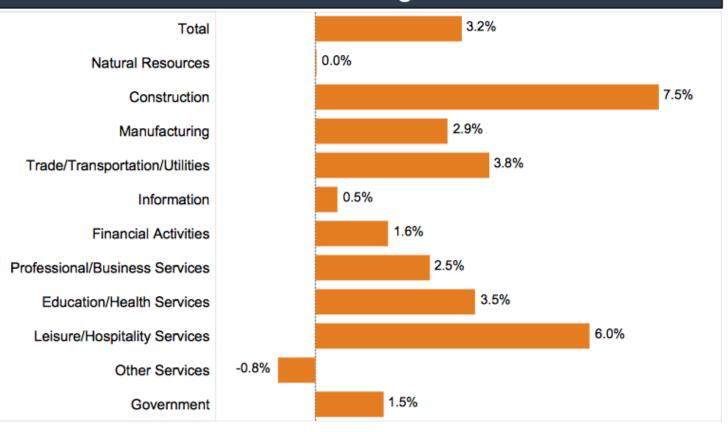
(6 Month Leading Indicator for Jobs)







Utah Nonfarm Industry Profiles February 2017 - 2018 Percent Change

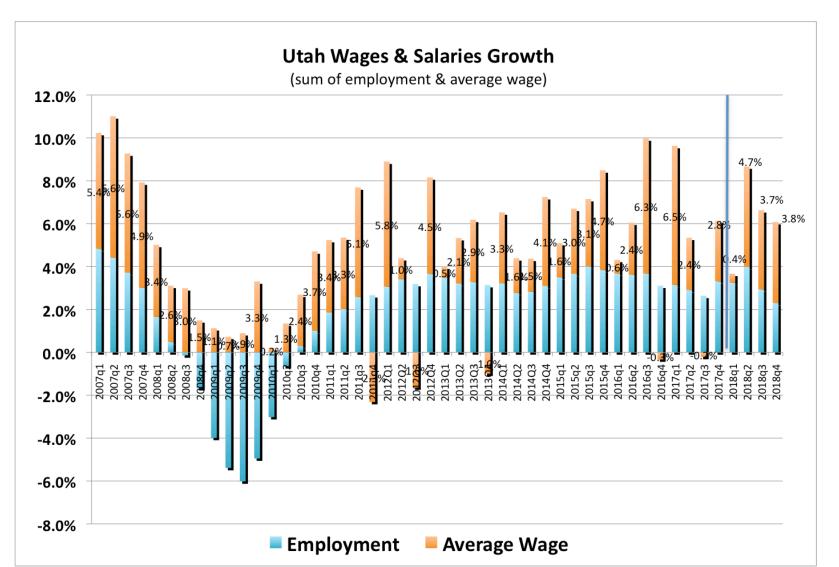






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Utah Wages will be up 6.3% in 2018

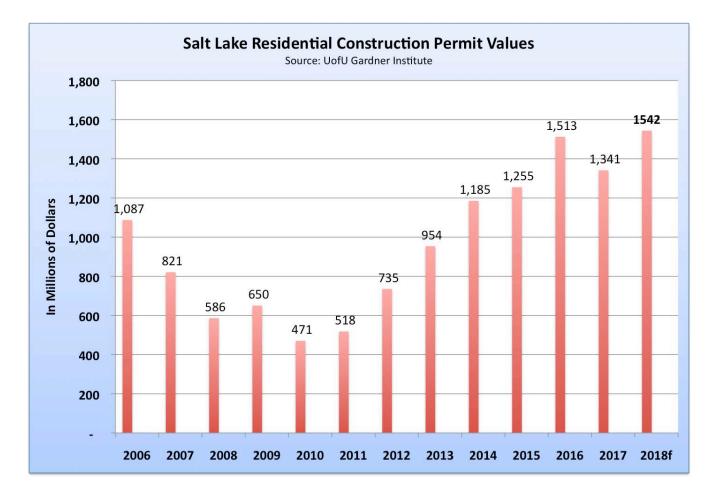






The County Economy

After an 11% decline last year, Salt Lake County new residential construction will be up 15% in 2018







Salt Lake County Construction

January - March 2018

		New	Ne	W		New Additions/Alterations/Repairs		Total						
		welling	Reside	ential	Nonres	idential	Re	sidential	Nonresid	ential	Constr	uction		1
County/City	Units	% Change	Value	% Change	Value	% Change	Value	% Change		% Change	Value	% Change		
		2017-18	(\$000)	2017-18	(\$000)	2017-18	(\$000)	2017-18	(\$000)	2017-18	(\$000)	2017-18		
SALT LAK	E CO	UNTY												
Alta	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1991 	
Bluffdale	408	482.9	45,812.0	173.6	8,606.0	102.3	162.0	-82.0	37.0		54,617.0	148.9		
Draper	47	88.0	17,513.3	94.5	26,750.9	18.7	591.1	-26.8	450.4	-68.6	45,305.7	34.1		
Midvale	55	587.5	8,759.4	332.8	22,005.4	10499.9	676.8	-0.2	1,189.9	-64.1	32,631.5	424.3		
Murray	187	434.3	34,020.9	286.8	3,233.0	-89.8	364.4	-33.9	2,069.3	-66.2	39,687.6	-15.6		Landa
Riverton	66	-12.0	14,049.0	-23.6	3,081.6	111.0	446.9	-31.0	2,784.6	1632.8	20,362.1	-1.4		
Salt Lake	260	-28.0	34,669.0	-35.8	60,363.5	-67.0	8,988.1	6.4	53,162.4	-8.1	157,183.0	-48.2		
City														
Sandy	66	8.2	10,976.9	9.9	969.0	16.8	800.0	19.3			37,196.4	185.3		
South	366	134.6	72,807.0	80.9	10,528.0	-86.0	591.0	-68.9	5,311.0	-27.9	89,237.0	-28.5		
Jordan													THE OWNER WATER CONTRACTOR OF THE OWNER OF THE OWNER OF THE OWNER CONTRACTOR OF THE OWNER CONTRACTOR OF THE OWNER OF THE OW	
South Salt	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
Lake														-
West	212	128.0	42,711.9	79.2	6,827.8	28.5	834.9	20.4	780.0	-72.3	51,154.6	56.6		N
Jordan													AD	AS I
West Valley	50	38.9	13,276.8	205.1	43,424.4	732.2	860.7	79.7	7,480.9	-71.0	65,042.8	81.3		
City														
Taylorsville	17	88.9	3,078.5		367.3	-61.9	567.3	-74.4	1,617.5	0.1	5,630.6	-28.8	H	
Herriman	370	-11.9	68,847.0		7,967.4	150.5	705.4	5.6	272.0		77,791.8	2.7		
Holladay	1	-50.0	319.0	-64.4	482.0	218.6	781.7	108.2			2,124.7	39.4		
Cottonwood	12	0.0	3,955.0	0.0	389.9	0.0	719.4	0.0	211.0	0.0	5,275.3	0.0	ATTE	4 1 1
Heights													ATT-	
Other Salt	14	133.3	3,527.9	95.7	1,247.4	-0.2	1,498.6	5.2	542.3	266.9	6,816.2	47.4	0-FIE	1 1
Lake Co													The find	1 de
Millcreek	393		38.532.2		-,	0.0		0.0			47,812.2	0.0		
Total	2,524	86.0	412,855.8	55.9	201,329.8	-40.0	20,590.7	0.6	103,092.2	-5.1	737,868.5	1.2		
STATE TO	TAL				•									
	6,350	24.9	1,270,320.2	29.4	471,917.0	-22.3	59,427.6	-50.5	194,036.4	-6.8	1,995,701.2	4.1		





Car & Truck Sales – Strong from 2014 to 2017

but the State's first three months were up 0.9%



Salt Lake Count	% Chg.	
2014	\$ 2.63	5.6%
2015	\$ 2.83	7.1%
2016	\$ 3.01	6.3%
2017	\$ 3.22	7.2%
1Q 2018 Utah	\$ 1.55	0.9%





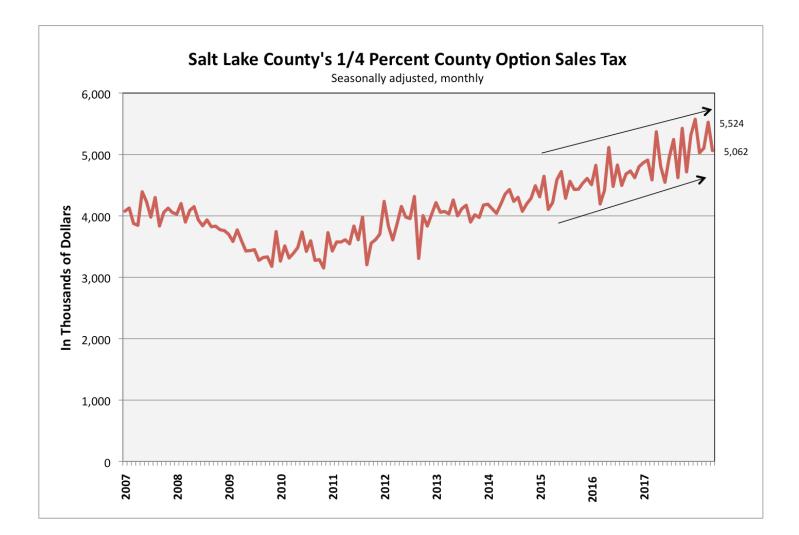
Salt Lake County Taxable Sales 4th Quarter 2017

(these 9 sectors account for 58% of all taxable sales)	Sales in Million \$	% Change From Prior Year
Retail – Motor Vehicle	\$ 776	6.0 %
Retail – General Merchandise	718	4.6
Retail – Groceries	568	1.7
Retail – Building	365	17.2
Non-store Retailers	176	104.5
Services – Restaurants	579	5.9
Services – Accommodations	127	6.9
Bus. Inv Manufacturing	286	10.1
Bus. Inv Wholesale Durables	598	15.0
Total	\$ 7,229	8.0 %



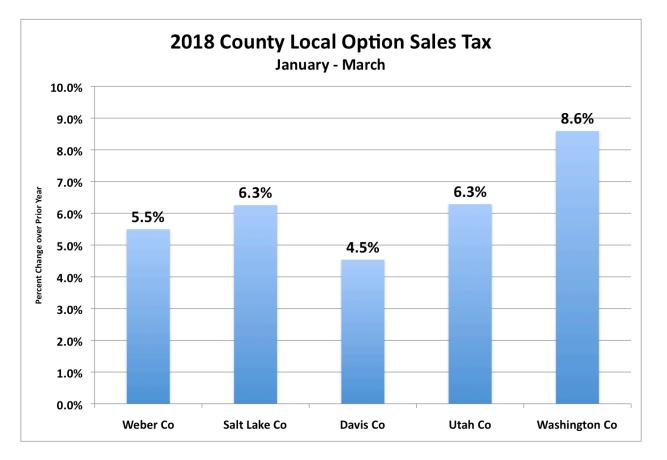


Seasonally Adjusted Sales Tax Continues Upward Trend









Washington County leads

SL County and Utah counties strong







June 2018 Economic Model Projection

Baseline	CY 2018
Utah Taxable Sales (RAWG Feb 2018)	6.80%
SL County Taxable Sales (Econowest)	4.36%
Population Impact	-0.28%
E-Commerce Sale <mark>s Base Loss</mark>	-0.26%
Est. Growth in SLCo. Distribution	5.04%
Actual 0.25% Sales Tax (CY2018 is YTD for 3 months)	6.26%



Rod Kitchens

REVENUE UPDATE



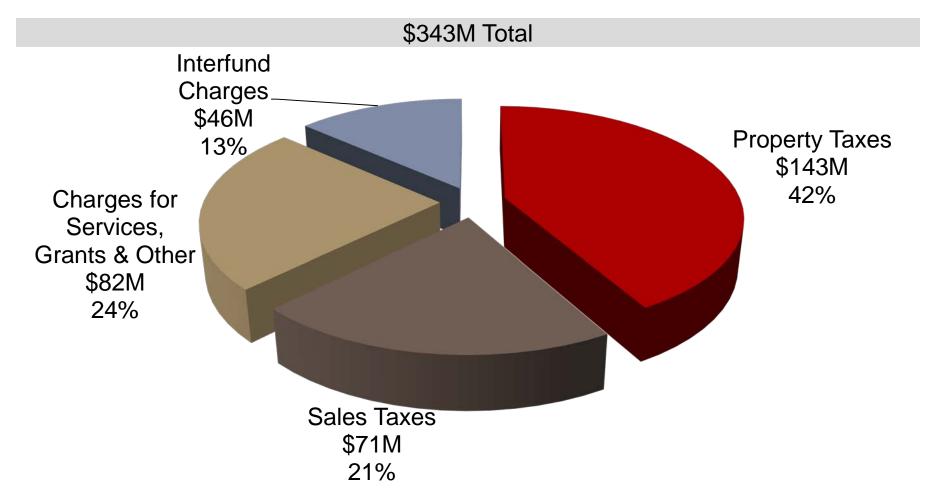
Revenue Update 2018 Proposed June Budget

- Sales Taxes
- Property Taxes
- Motor Vehicle Fee-in-Lieu of Taxes
- Recorder Fees
- Summary





2018 Major Revenues General Fund





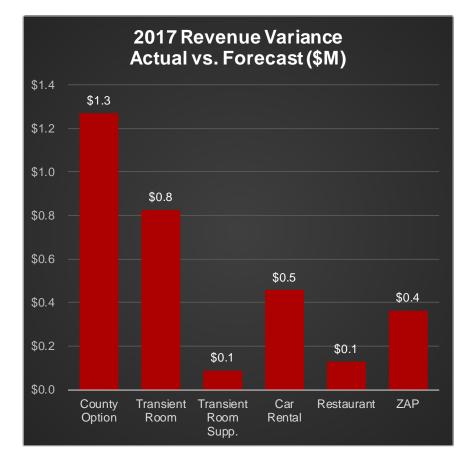
2018 Sales Tax Revenue

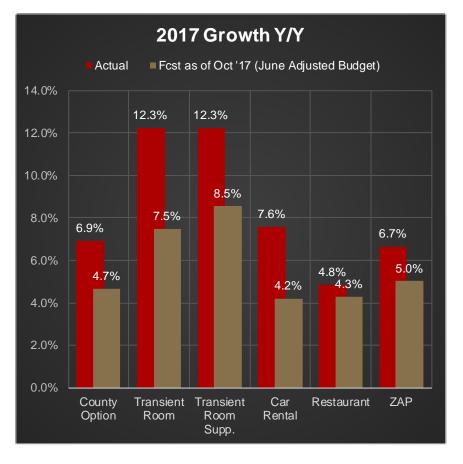
- Projected new growth for 2018 based on local and national economic indicators, including
 - Wage and employment growth
 - Consumer Confidence
 - Vehicle sales and other leading indicators
- Information available from the Tax Commission on a twomonth lag
 - Currently have actuals through March 2018
 - April information not available until June 21st
- Projections vetted with the Revenue Committee
- Local Option Sales Tax
 - Salt Lake County portion estimated with limited data and will need refinement as more data becomes available
 - Revenue and expenditure budgets in this area will require flexibility and constant monitoring





2017 Sales Taxes Actual vs. Forecast









June 2018 Sales Tax Projection

Sales Tax (\$M)		2018 Adjusted Budget	2018 Adopted Budget	Cha	nge
County Option	General Fund	63.7	62.7	1.0	1.6%
Transient Room	Visitor Promo Fund	20.1	19.6	0.5	2.6%
Transient Room Supp.	TRCC Fund	2.8	2.7	0.1	3.7%
Car Rental	TRCC Fund	14.7	14.4	0.3	2.1%
Restaurant	TRCC Fund	25.0	25.0	-	-
ZAP	ZAP & General F.	25.1	24.6	0.5	2.0%
Local Option	Unincorp SLCo	6.8	6.2	0.6	9.6%
TOTAL		158.2	155.2	3.0	1.9%





June 2018 Sales Tax Projection

Sales Tax by Fund (\$M)		2018 Adjusted Budget	2018 Adopted Budget	Cha	nge
	County Option	63.7	62.7	1.0	1.6%
General Fund	ZAP	7.4	7.3	0.1	2.0%
	TOTAL	71.1	70.0	1.1	1.6%
Visitor Promo Fund	Transient Room	20.1	19.6	0.5	2.6%
	Transient Room Supp.	2.8	2.7	0.1	3.7%
TRCC Fund	Car Rental	14.7	14.4	0.3	2.1%
	Restaurant	25.0	25.0	-	-
	TOTAL	42.5	42.1	0.4) 1.0%
ZAP Fund	ZAP	17.7	17.3	0.4	2.0%
Unincorp SLCo	Local Option	6.8	6.2	0.6	9.6%
TOTAL		158.2	155.2	3.0	1.9%

* Projection for 2018 Adopted Budget completed in September 2017 with actuals data available through July 2017.





June 2018 Sales Tax Projection

Sales Tax (\$M)	2018 Adjusted Budget	2017 Actual	Cha	nge	
County Option	General Fund	63.7	60.5	3.2	5.3%
Transient Room	Visitor Promo Fund	20.1	19.4	0.7	3.5%
Transient Room Supp.	TRCC Fund	2.8	2.7	0.1	4.1%
Car Rental	TRCC Fund	14.7	14.6	0.1	1.0%
Restaurant	TRCC Fund	25.0	23.8	1.2	4.9%
ZAP	ZAP & General F.	25.1	23.8	1.3	5.6%
Local Option*	Unincorp SLCo	6.8	12.4	(5.6)	(45%)
TOTAL	158.2	157.1	1.1	0.7%	

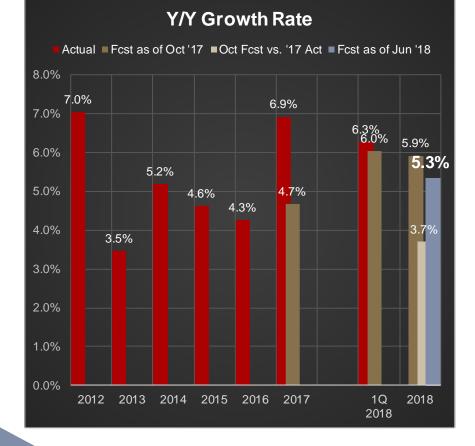




County Option Sales Tax (0.25% tax — to General Fund)

Revenues (\$M)



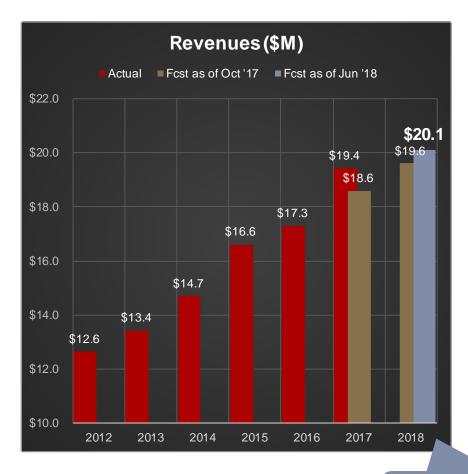


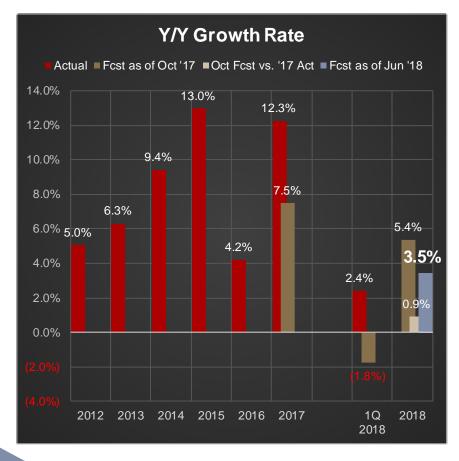
Increasing 2018 Forecast \$1M





Transient Room Tax (4.25% tax to Visitor Promotion Fund)



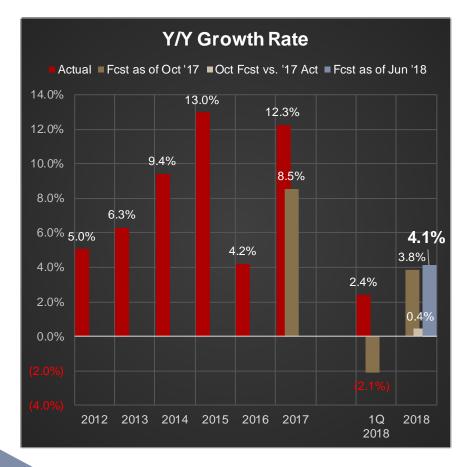


Increasing 2018 Forecast \$500k





Revenues (\$M) Actual ■ Fcst as of Oct '17 ■ Fcst as of Jun '18 \$3.0 \$2.8 \$2.8 \$2.7 \$2.7 \$2.6 \$2.6 \$2.4 \$2.4 \$2.3 \$2.2 \$2.0 \$2.0 \$1.9 \$1.7 \$1.8 \$1.6 \$1.4 \$1.2 \$1.0 2012 2013 2014 2015 2016 2017 2018



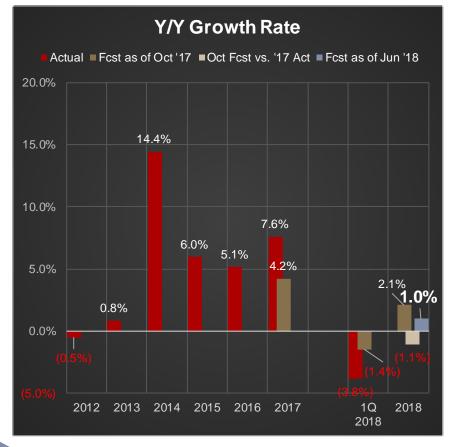
Increasing 2018 Forecast \$100k





Car Rental Tax (3% & 4% tax to TRCC Fund)



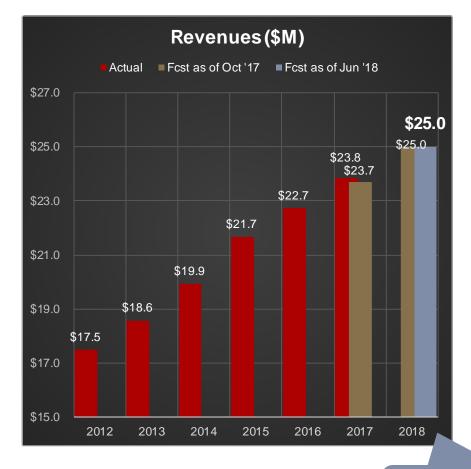


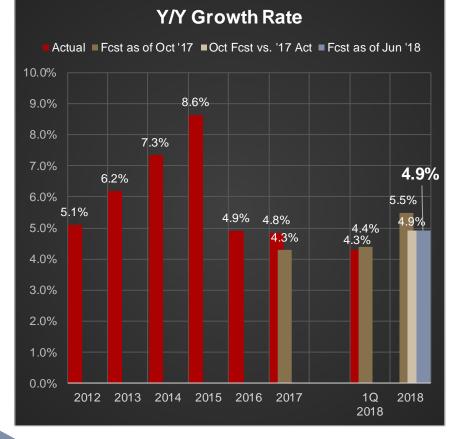
Increasing 2018 Forecast \$300k





Restaurant Tax (1% tax to TRCC Fund)





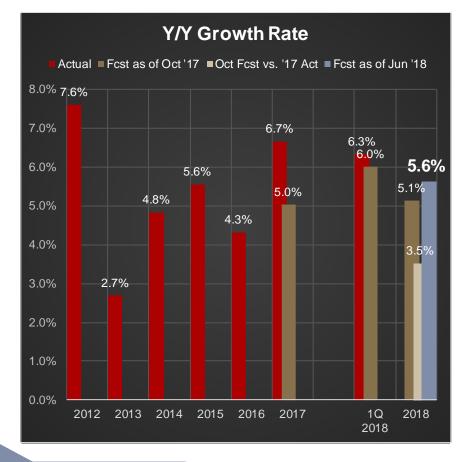
No Increase to 2018 Forecast





Zoo, Arts, & Parks Tax (0.1% tax to ZAP Fund and General Fund*)

Revenues (\$M) ■ Fcst as of Oct '17 ■ Fcst as of Jun '18 Actual \$26.0 \$25.1 \$25.0 \$24.6 \$23.8 \$24.0 \$23.4 \$23.0 \$22.3 \$22.0 \$21.4 \$21.0 \$20.2 \$20.0 \$19.3 \$18.8 \$19.0 \$18.0 \$17.0 2012 2013 2014 2015 2016 2017 2018



Increasing 2018 Forecast \$500k

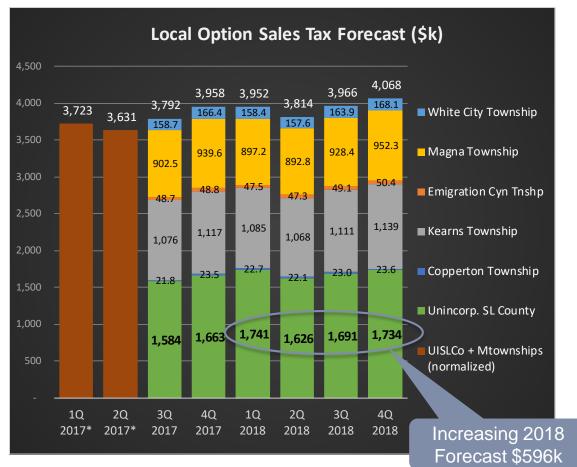
* Approximately 70.5% to ZAP fund and 29.5% to General Fund for Recreation





Local Option Sales Tax

(1% tax to Unincorporated Municipal Services Fund)



- Forecast for Unincorporated Salt Lake County increased by \$596k to \$6.792M
- Forecast done in whole, after excluding Millcreek
- Including Townships, total 2018 forecast is 4.61% higher than '17
- Breakout of Unincorporated SL County from the Townships based on 9 months of actuals (Jun 2017-Mar 2018), but will require flexibility and constant monitoring
- 2017 normalized to exclude estimated amounts for Millcreek and a large tax refund
- Metro Township Local Option sales taxes do not go to SLCo, but may indirectly impact the county through public works contracting.

* Figures for the first half of 2017 have been normalized for forecast and comparison purposes, by estimating the amount to exclude for Millcreek and for some large infrequent tax refunds. The Salt Lake County portion of the taxes in the chart above is labeled "Unincorp. SL County".

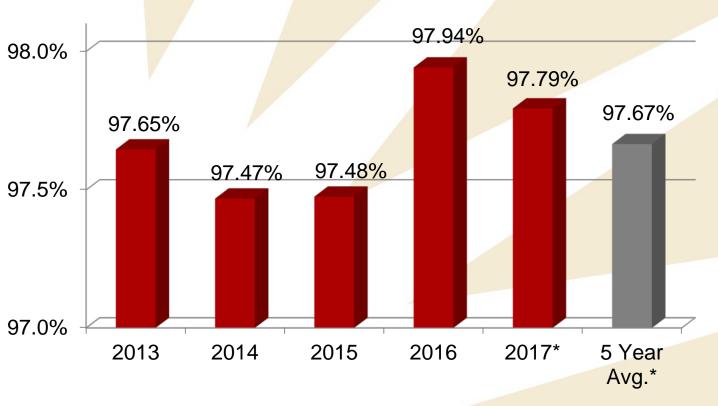


PROPERTY TAX REVENUES



Collection Rates

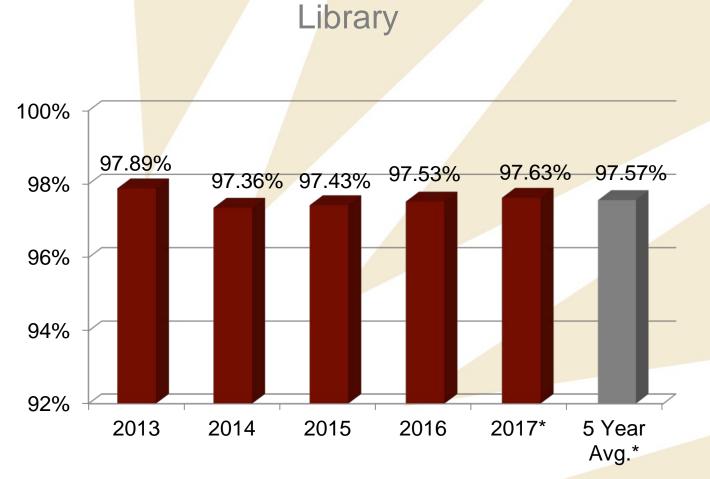
Countywide



* Still Preliminary as of 6/5/2018



Collection Rates



* Still Preliminary as of 6/5/2018

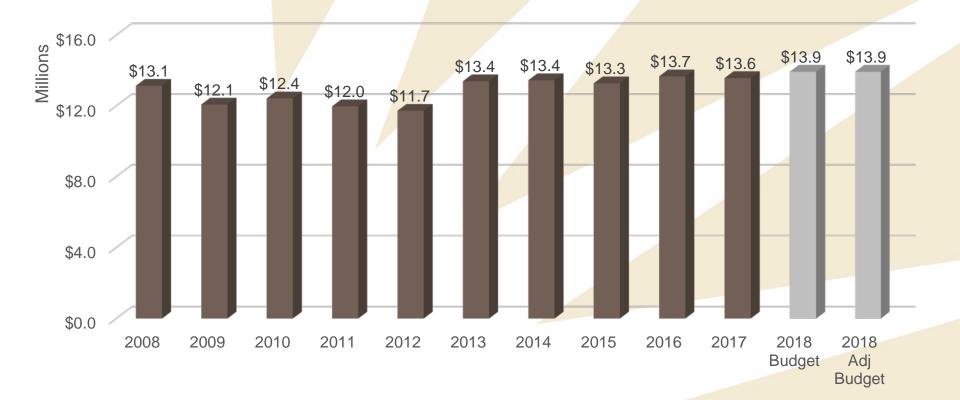


MOTOR VEHICLE FEE-IN-LIEU



Motor Vehicle Fee-In-Lieu

Countywide Funds





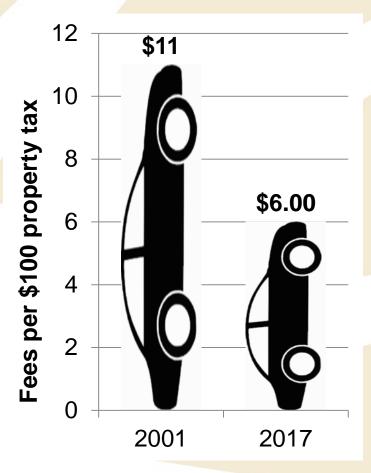
Motor Vehicle Fee-In-Lieu General Fund





Structural and Economic Decline in Motor Vehicle Fees

- Age-based fee not increased for inflation
- Has decreased from \$11 per \$100 of property tax in 2001 to a projected \$6.00 per \$100 of property tax in the General Fund in 2018
- Will be consumed by inflation unless the legislature increases the fee schedule





RECORDER FEE REVENUES



Recorder Revenue





Revenue Summary

- Second half of 2017 sales taxes stronger than projected
- Increased 2018 sales tax projection by \$3M
- Property tax revenue and rates not final until next week
- Economy is strong but some uncertainties could be a risk to revenues



June Budget 2018 The Future We Choose

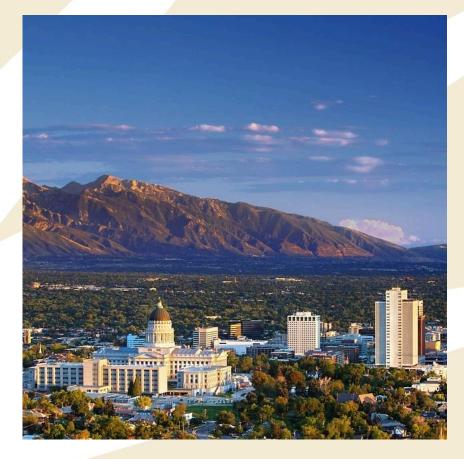
Mayor Ben McAdams

Presented by Darrin Casper



Mayor's 2018 June Budget Direction

- June budget re-opening
 - Technical adjustments
 - Grant/capital project true-ups
 - Setting property tax rates
- New requests would only be considered if they were exigent in nature
- June Goal Maintain ending fund balances at adopted levels or higher
- Presentation to cover
 - FTE issues
 - New requests
 - Analysis/structural balance/big picture
 - Budget adjustments with policy implications





Note Regarding Property Taxes

- Tax rates are not final at this stage, but are likely to be final by June 14th
- The proposed budget could be altered by changes in the tax rates
- The Mayor is proposing the certified tax rates with no tax increase



2018 June Budget Mayor's Office

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Department	Department Description	
	Capitol Theatre Remodel Phase 2 2018 funding for elements of Capitol Theatre Remodel Phase 2 originally planned for 2019, which require additional lead time	\$1,485
TRCC	 Trails Projects and Related Infrastructure Utah & Salt Lake Canal \$400K Rose & Yellow Fork Canyons \$125K Big Water to Elbow Fork \$50K Dog Lake \$25K 	\$0
	Butler Park Pickleball Courts	\$0



2018 June Budget Mayor's Office

(\$000's)

TRCC Reconciliation	County Funding
Increased Revenues & Transfers Into Fund	\$488
Added Expenses & Transfers Out of Fund	(\$1,661)
Misc. Fund Balance 2017 True-ups and TRCC related capital project true-ups	\$2,313
Higher Ending Fund Balance Than Original Adopted Budget	\$1,140



2018 June Budget Solid Waste

(\$000's)

Department	Description	County Funding
Solid Waste	Transfer Station Adjustment Enables the program to continue through 2018 while the City and County study the operation	\$1,335



Eccles Theater Pre-Opening Funds

- Appropriates surplus pre-opening funds contributed by SLC for the Eccles Theater
- \$153,683



Visitor Promotion Fund

- Increased transfer from the County's portion of the Visitor Promotion Fund to Visit Salt Lake - \$350,000
- Enables Visit Salt Lake to partner with Salt Lake Community College on a hospitality scholarship/certificate program
 - Provides a direct benefit to the hospitality industry and career path opportunities to students



Mountain America Expo Center

- \$446,589 for early buyout offer from The Superlative Group, Inc.
- The discount is greater than the County's cost of capital and is a sound financial decision



Exigent Capital Projects

- Calvin L. Rampton Salt Palace boiler repair - \$25k
- South Mountain Golf Course clubhouse repair - \$55k



Information Technology

(\$000's)

Department	Description	Revenue	Expense	County Funding
IS	Discontinued HB3 Grant from the State of UT (95k ongoing impact)	(\$90)	-	\$90



Office 365 Subscription Increases

Fund	June Request
General	\$18,302
Grant	\$13,096
Flood	\$1,221
Tax Administration	\$277
Health	\$20,476
Fleet	\$55
Solid Waste	\$55
Total	\$53,482



2018 June Budget County Clerk

(\$000's)

Department	Description	Revenue	Expense	County Funding
Election Clerk	2018 Petition Costs		\$40	\$40



2018 June Budget Assessor

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Elected	Description	County Funding	
Assessor	Darwin System Incentive Payment	\$45	



2018 June Budget Sheriff

(\$000's)

Description	FTE	Revenue	Expense	County Funding
Jail: Deputy II & Deputy II Sergeant	2		\$125	\$125
Sheriff: Commensurate Reduction in CW Law Enforcement UPD Contract			(\$125)	(\$125)
Sheriff: Reduction in CW Law Enforcement UPD Contract			(\$321)	(\$321)
Jail: Reclassification of an existing Corrections Captain position to a Deputy Chief. *Ongoing impact of \$24,500.				\$0*
Jail: State COP Revenue True-Up		\$278		(\$278)
Jail: Utilizing restricted fund balance for Psychiatrist and Consultant and medical EHR software			\$110	\$0
Total	2	\$278	(\$211)	(\$599)

The Mayor proposes Legislative Intent for year-end retention incentives for Jail employees recommended by the Sheriff—\$2,000 per employee to be paid in December 2018. Covered by under-expend.



2018 June Budget Compression Adjustment

Fund	Compression (May 17th Model)	2018 Adopted Budget	June 2018 Budget Adjustment
110GENERAL FUND	1,639,090	2,209,575	(570,485)
120GRANT PROGRAMS FUND	510,891	384,537	126,354
185FINE ARTS FUND	60,358	35,942	24,416
235UNINCORP MUNICIPAL SERVICES FUND	0	139	(139)
250FLOOD CONTROL FUND	42,237	29,179	13,058
280OPEN SPACE FUND	191	390	(199)
310ZOOS ARTS AND PARKS FUND	671	1,989	(1,318)
340STATE TAX ADMINISTRATION LEVY FUND	151,944	174,774	(22,830)
370HEALTH FUND	733,032	303,587	429,445
390PLANETARIUM FUND	67,754	27,280	40,474
620FLEET MANAGEMENT FUND	50,933	40,697	10,236
650FACILITIES SERVICES FUND	143,695	70,248	73,447
680EMPLOYEE SERVICE RESERVE FUND	500	3,037	(2,537)
710GOLF COURSES FUND	114,418	31,250	83,168
726ECCLES THEATER	22,682	14,939	7,743
730SOLID WASTE MANAGEMNT FACILITY FUND	59,844	38,145	21,699
360LIBRARY FUND	425,233	284,846	140,387
735PUBLIC WORKS & OTHER SERVCS FUND	263,808	224,910	38,898
TOTAL	4,287,281	3,875,464	411,817



2018 June Budget FTE Changes

Fund	Elected Official/Organization	INTERIM	JUNE	TOTAL FTEs
General	Mayor Administration	(1.0)	-	(1.0)
	Criminal Justice Advisory Council	1.0	-	1.0
	Parks	-	(1.0)	(1.0)
	Recreation	1.0	1.0	2.0
	Clerk - Election Clerk	-	(1.0)	(1.0)
	Sheriff - County Jail	1.0	2.0	3.0
Grant	Youth Services Division	-	1.0	1.0
Public Works	Community Development & Engagement	2.0	-	2.0
	Township Engineering Services	-	(7.0)	(7.0)
Total		4.0	(5.0)	(1.0)



Fund Balance Transfer Changes

Description	Amount
From General Fund:	
To Capital Improvements Fund for CJS and LDA Bldg Study70,000To Grant Fund for interest true up200,000To Health Fund to meet minimum reserve617,000To Grant Fund for Kennedy After School33,353To Tax Fund to meet minimum reserve500,000	\$1,420,353
From Grant Fund:	
To Capital Improvements Fund for YS Fence	\$89,855
From TRCC Fund:	
To Capital Theater Fund for capital projects	\$1,485,419
From Recreation Bond Project Fund:	
To General Fund to close fund 430	\$10,859
From Capital Improvements Fund:	
To TRCC Fund for SLC Sports Complex Pool Boiler	\$60,000



Fund Balance General Fund

•	2017 Projected Ending Fund Balance	\$54.0M
	Major Variances from Projection	
	 General Operations Underspend 	1.5M
	 General & Personal Property Taxes 	1.2M
	 RDA Property Taxes 	1.1M
	– Sales Taxes	1.1M
	 Personnel Unit Underspend 	0.9M
	– Other	0.4M
•	2017 Ending Fund Balance	\$60.2M
	Add Previously Assigned Funds to Unassigned Net Adjustments 	63K
•	2018 Beginning Balance	\$60.3M



2018 Ending Fund Balances

\$M	Original Adopted Budget		June Adjusted Budget*		Change	
φivi	Budget	Projection	Budget	Projection	Budget	Projection
General	39.7	50.3	45.6	58.3	5.9	8.0
Flood Control	0.6	2.3	1.7	4.8	1.1	2.5
Health	2.6	6.3	2.3	6.3	(0.3)	0.0
Planetarium	1.0	1.2	0.8	1.6	(0.2)	0.4
Tax Admin	1.8	2.7	1.5	4.4	(0.3)	1.7
Library	9.3	11.2	6.9	8.0	(2.4)	(3.2)
TRCC	3.1	3.6	4.2	4.3	1.1	0.7

* Certified tax rates are not yet available, so property tax revenues have not been updated in the budget 68



Other Matters

- OPEB
 - Third annual report to be submitted after the June Budget
 - Third year of operations of the new trust resulted in a positive accumulation of \$300k, a decline from the prior year
 - OPEB rates increased to operating organizations with FTEs to (1) stay ahead of inflation, and (2) increase the contribution to the irrevocable trust as recommended by the Board of Trustees
- Finance
 - AAA renewed by all 3 rating agencies
 - TRANS \$55M in July
 - Estimated \$65M of MBA debt for Libraries, in Fall



Summary

- Funds are budgeted or projected to end at or above minimum reserves as required by policy
- The General Fund remains particularly strong
- Economy continues to grow, but at a slower pace
- Finances of Salt Lake County remain in excellent condition





2018 June Budget Information

- The back up documentation has been sent to the Council office.
- My staff is available to answer any questions.
- We look forward to providing more information regarding the proposals next week
- This presentation is available online: <u>www.SLCo.org</u>