

EXHIBIT A

Fiscal Year 2020 Budget Revenue Hearing

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ORLAND PARK

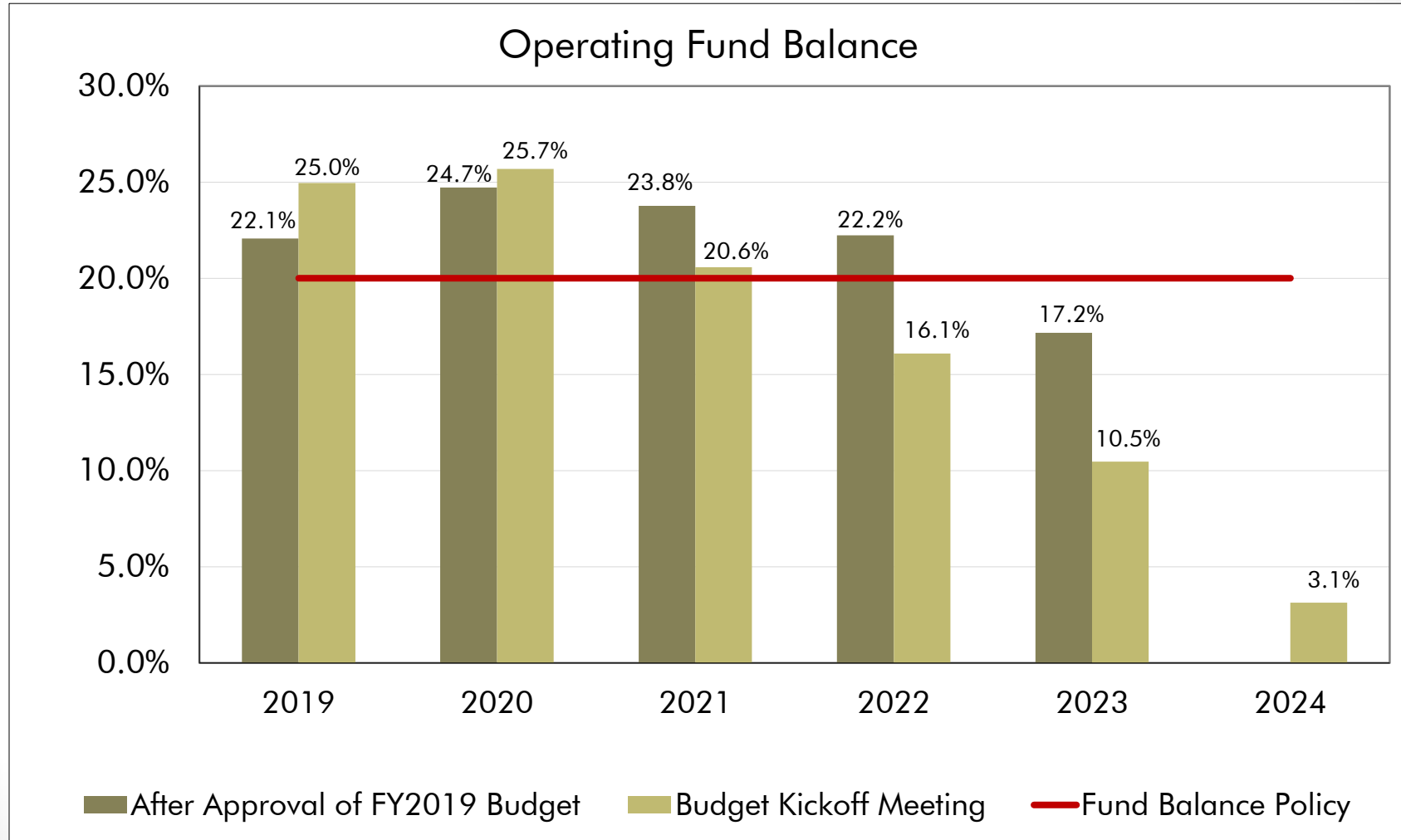
August 26, 2019 - 6:00PM

Hearing Agenda

- Long Term Financial Forecast Presented at FY2020 Budget Kickoff Hearing
- Prior Year Excess Operating Fund Balance
- FY2020 Proposed Revenue
- FY2020 Funds Available for Capital, Technology and Departmental Target (Variable) Budgets

Long Term Financial Forecast -

As presented at FY2020 Budget Kickoff Hearing



Prior Year Excess Operating Fund Balance

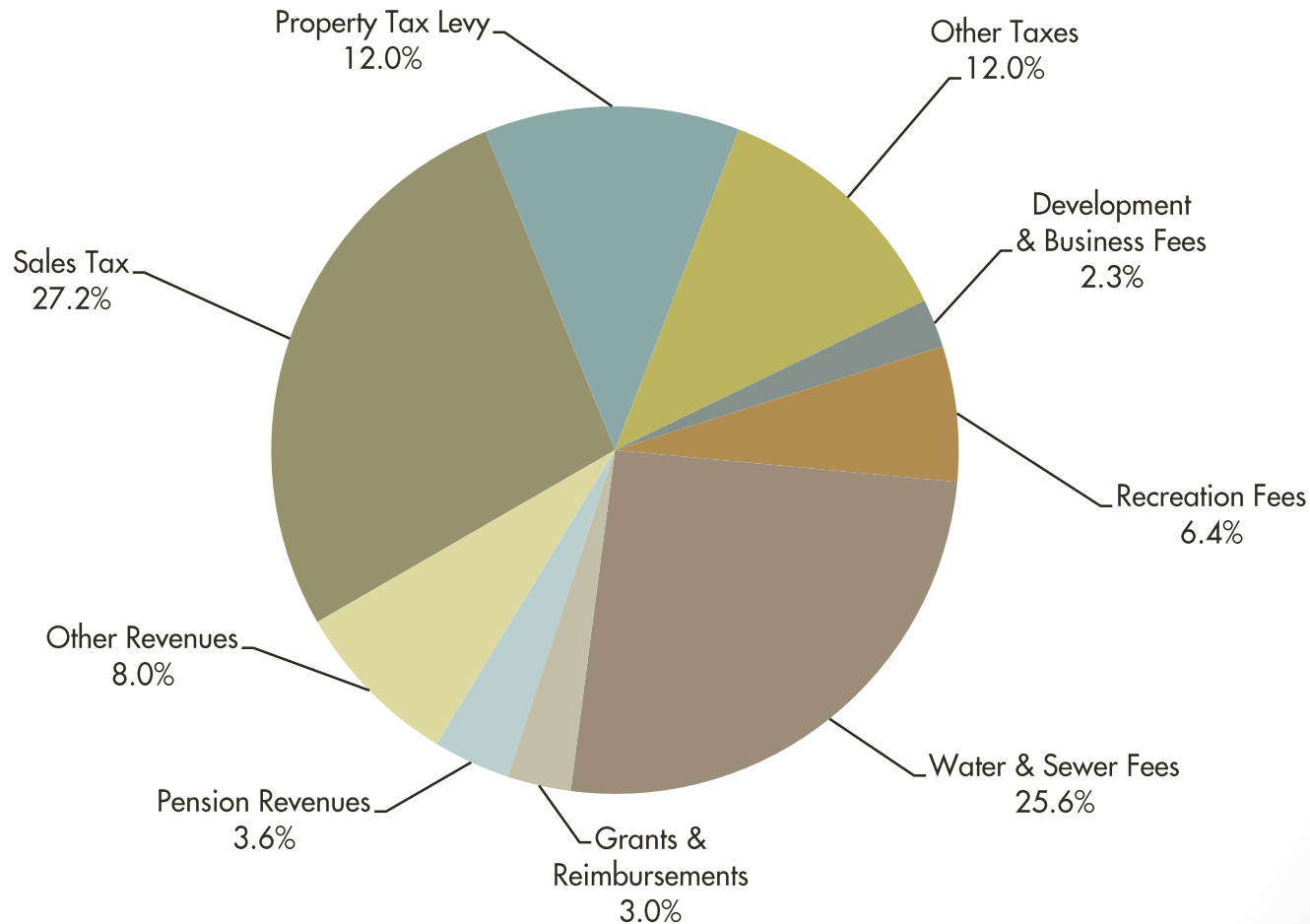
- ✓ Definition – Amount available for spending, *after Board authorized reserves have been set aside*, as a result of operating efficiencies in prior years

FY2018 Audited Fund Balance	\$31.720
+FY2019 Forecasted Revenues	67.257
– FY2019 Budgeted Expenditures	69.757
– FY2019 Required Reserves	27.753
 = FY2019 Excess Fund Balance*	 \$ 1.467

*Funding for operating capital and/or new technology initiatives

FY 2020 Operating Revenues

FY2020 Operating Revenues by Type



Revenue Assumptions

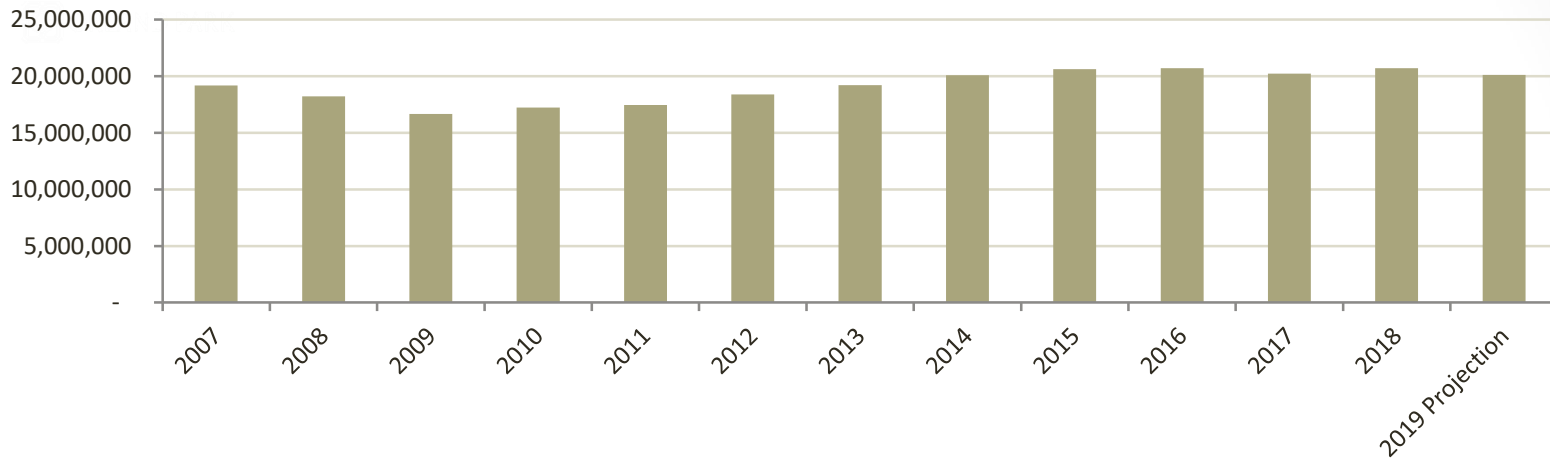
- ✓ No new home rule revenue sources
- ✓ No debt proceeds included as a revenue source
- ✓ Total property tax levy equal to prior year
- ✓ Development fees based on 35 new single family homes, 178 townhomes, various commercial developments, including Hotel @ 161st & LaGrange, Seritage/AMC Theater, Development at 143rd & LaGrange, Sertoma Centre
- ✓ Recreation program fees adjusted based on cost of individual program
- ✓ Water & Sewer revenue based on rates formulated thru rate study

Sales Tax & Use Tax

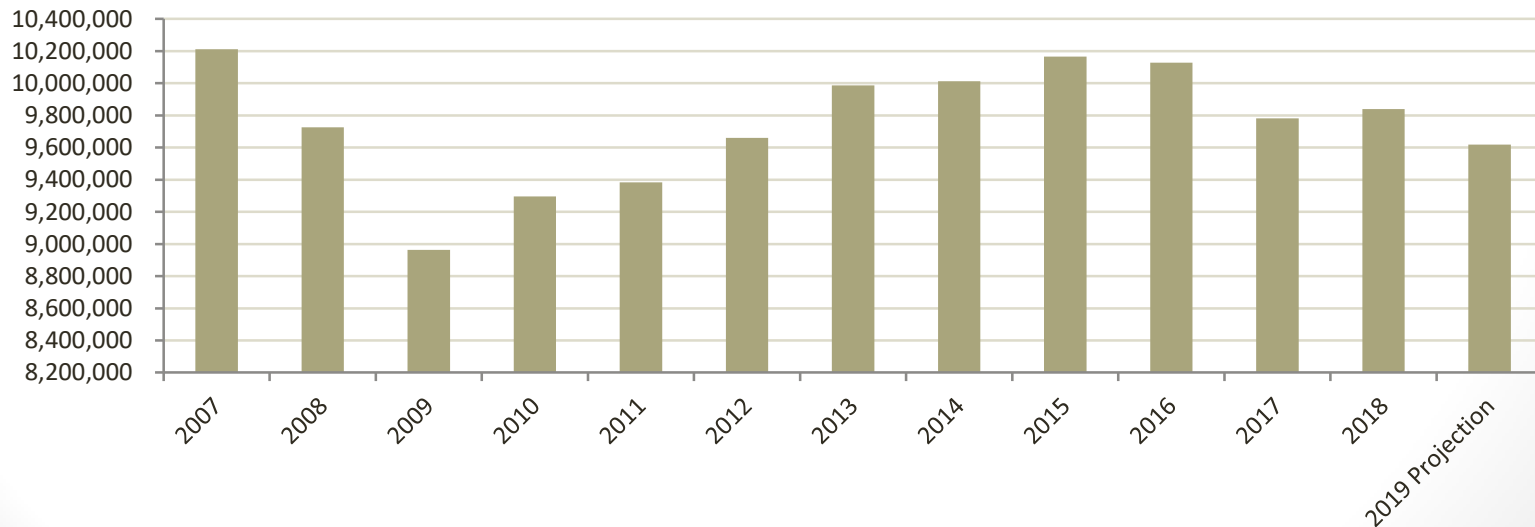
- ✓ Jan 1, 2018 - Out of state retailers collect and remit use tax to the state if retailer meets economic nexus threshold
- ✓ Jan 1, 2020 - Marketplace facilitators considered retailers, required to collect and remit use tax to the state if facilitator meets economic nexus threshold
- ✓ Jul 1, 2020 - Out of state retailers will be required to collect state and local taxes rather than use tax
- ✓ Use tax distributed based on per capita basis, state and local sales tax distributed based on delivery address
- ✓ FY2020 sales and use tax budgets - based on trend, market analysis, effect of continued increase in online sales
 - ✓ New businesses – Ashley Furniture, Hobby Lobby, Von Maur, Texas De Brazil, White Sheep, Andy's, AMC Theaters, other miscellaneous restaurants and retail
 - ✓ Closed businesses – Twin Peaks, other miscellaneous restaurants and retail

Sales Tax History

1% Sales Tax



0.75% HRST



Sales Tax by SIC

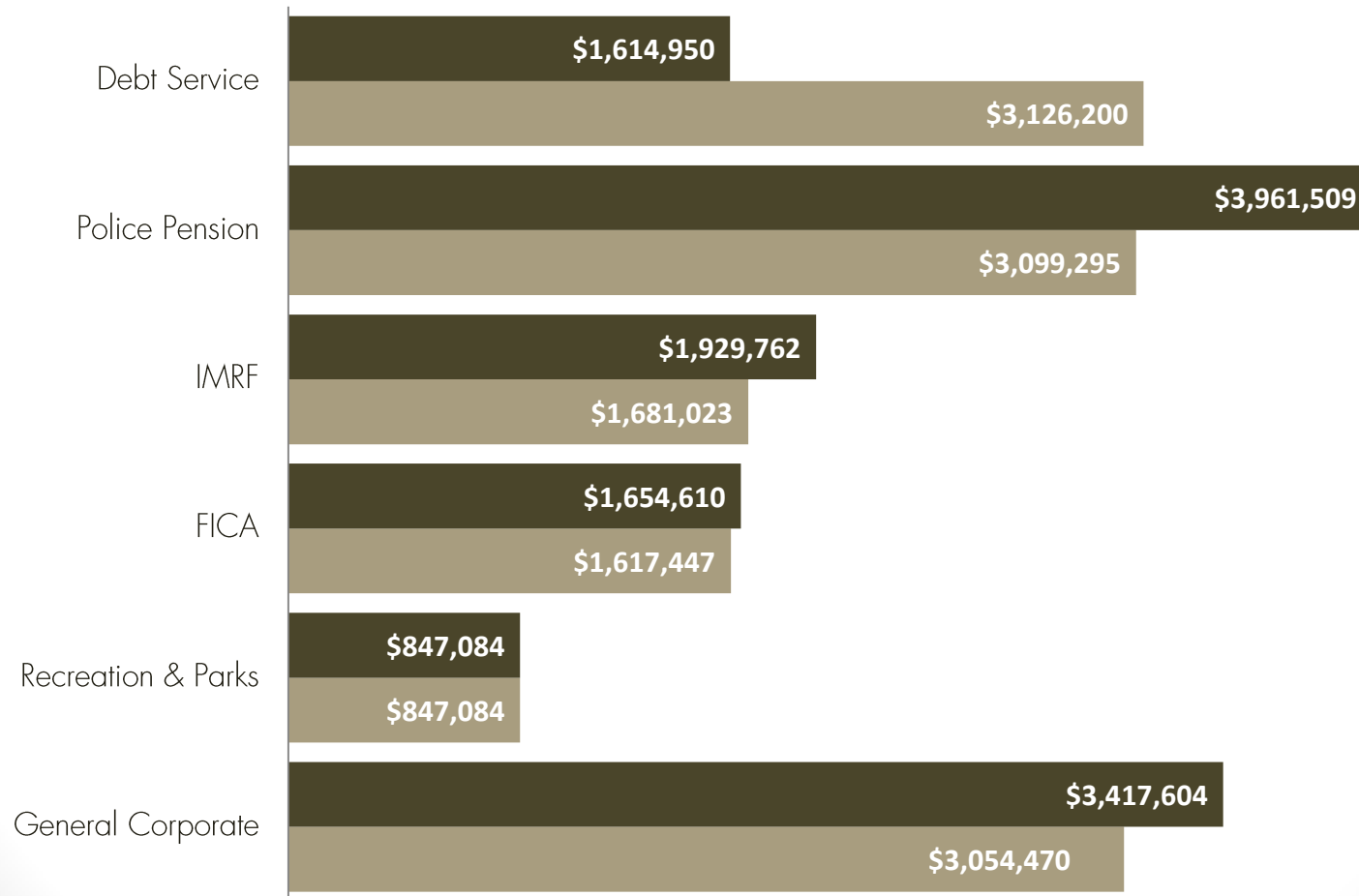
1% Sales Tax



Property Tax Levy - \$13,425,519

- ✓ Assumes no increase in total levy as compared to prior year, rate will fluctuate based on change in EAV

■ 2019 Proposed Levy ■ 2018 Actual Levy



Per State Shares Per Capita, Video Gaming

✓ Per Capital revenues

- ✓ Income Tax - \$106.30/capita

- ✓ Local Use - \$32.75/capita

- ✓ Motor Fuel Tax - \$25.35/per capita (includes amount to be received from Transportation Renewal Fund)

✓ Video Gaming

- ✓ 25 Entities w/5 terminals each

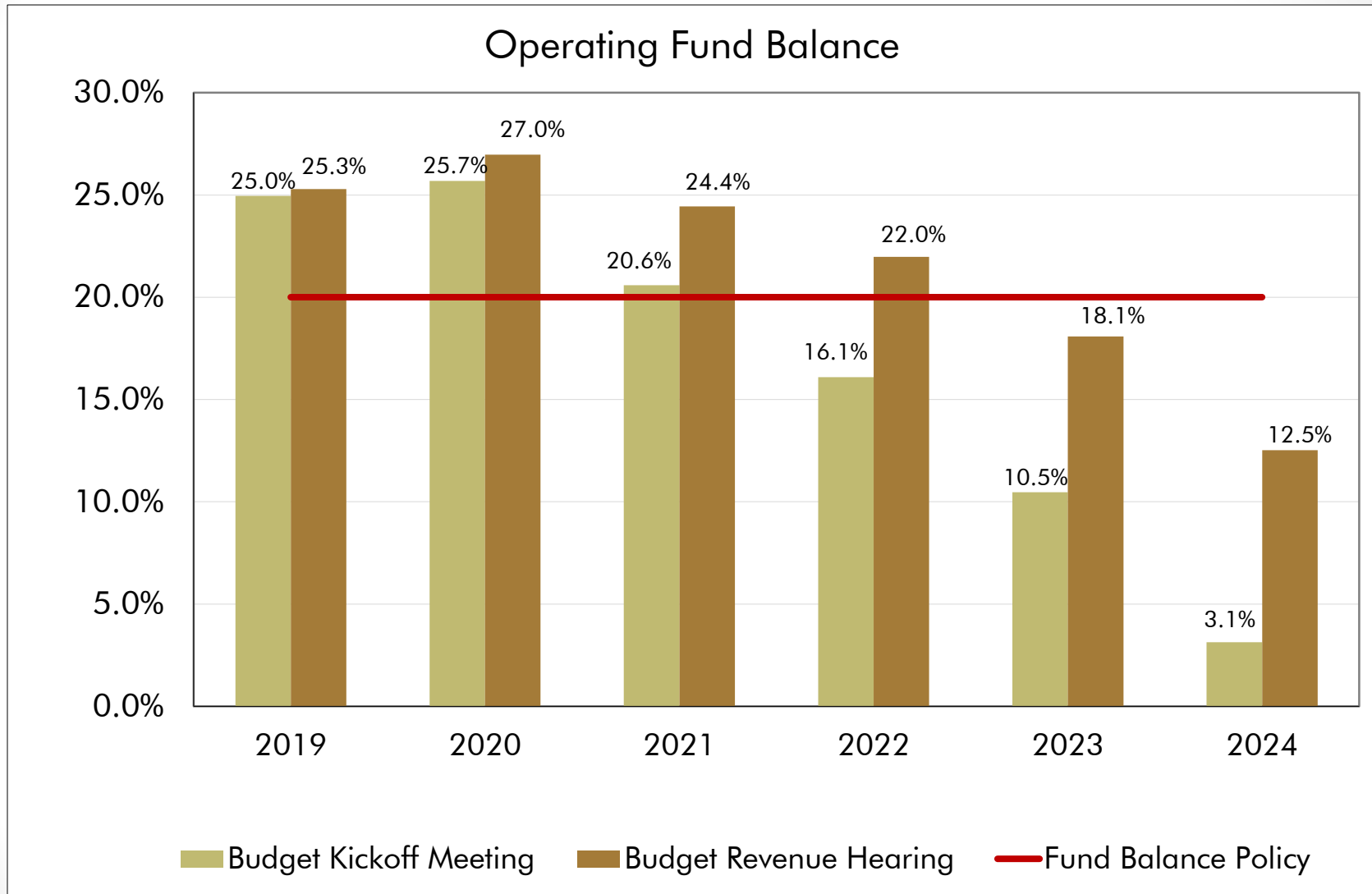
- ✓ Tax received per entity - $\sim$ \$8,400/year

Snapshot of FY2020 Operating Budget

FY2019 Projected Fund Balance	\$29.220
+ FY2020 Proposed Revenues	60.490
– FY2020 Estimated Recurring Expenditures	56.709
– FY2020 Estimated Variable Expenditures	2.800
– FY2020 Required Reserves	28.188
– FY2019 Excess Fund Balance *	1.467
= FY2020 Projected Excess Fund Balance	\$ 0.548

*Funding for operating capital and/or new technology initiatives

Long Term Financial Forecast –



Meeting Wrap Up

- ✓ Motion –
 - ✓ I move to recommend directing staff to move forward using the assumptions as proposed in the tentative FY2020 revenue estimates to prepare the FY2020 expenditure budget
- ✓ Next budget hearing – Monday, September 9th
 - ✓ Proposed Capital Improvement Plan and Technology Projects