



THE PRINCE GEORGE'S COUNTY GOVERNMENT

Office of Audits and Investigations

May 9, 2017

MEMORANDUM

TO: Dannielle M. Glaros, Chair
Public Safety and Fiscal Management Committee (PSFM)

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

FROM: Sylvia King, Audit Manager *SK*

RE: Revenue Authority
Fiscal Year 2018 Budget Review

Budget Overview

The FY 2018 Proposed Budget for the Revenue Authority (the "Authority") is \$41,904,000. This is an increase of \$7,294,600, or 21.1%, over the FY 2017 Approved Budget. The increase is primarily due to various anticipated economic development projects at Brentwood and the Largo Medical Center.

The Revenue Authority serves as a real estate development and development finance agency, as well as the manager and/or operator of various programs, such as the Automated Speed Enforcement, Red Light Camera Enforcement, and False Alarm programs, and parking and other facilities, some of which are in partnership with other County agencies.

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

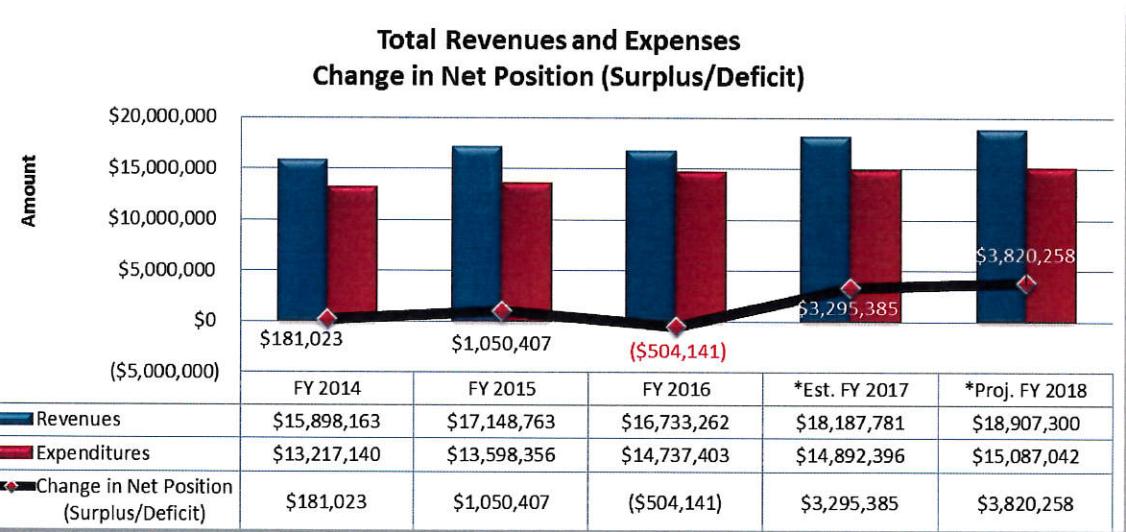
Category	AUDITED ¹		BUDGETED		
	Actual FY 2016	Approved FY 2017	Proposed FY 2018	Change Amount	Percentage Change
Revenues					
Net Operating Income	\$16,910,527	\$17,068,700	\$18,749,100	1,680,400	9.8%
Net Managed Program Income	-	13,100,000	\$14,001,300	901,300	6.9%
Net Interest Income (Expense)	(177,265)	140,700	\$158,200	17,500	12.4%
Use of Capital Assets Proceeds	-	-	\$5,700,000	5,700,000	N/A
Use of Fund Balance	-	4,300,000	3,295,400	(1,004,600)	(23.4)%
Total Net Revenues	\$16,733,262	\$34,609,400	\$41,904,000	\$7,294,600	21.1%
Expenditures					
Net Compensation and Benefits	\$3,893,880	\$4,191,200	\$4,045,700	(145,500)	(3.5)%
Facilities Operating Expenses	9,213,347	10,512,800	10,738,500	225,700	2.1%
Operating Supplies and Expenses	460,162	7,216,300	9,213,300	1,997,000	27.7%
Capital Outlay	256,859	-	-	N/A	N/A
Subtotal Normal Operations	\$13,824,248	\$21,920,300	\$23,997,500	\$2,077,200	9.5%
County Payment	2,500,000	-	-	-	N/A
Reserve for Maintenance & Economic Development ²	409,014	6,980,000	13,118,500	6,138,500	87.9%
Managed Program Funds to County	-	5,709,100	4,788,000	(921,100)	(16.1)%
Total Net Expenditures	\$16,733,262	\$34,609,400	\$41,904,000	\$7,294,600	21.1%

¹ Actual FY 2016 column is the RAPGC's audited financial statement amounts and do not include revenues/expenditures for the managed programs (ASE, RLC, FARU and School Bus Camera).

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

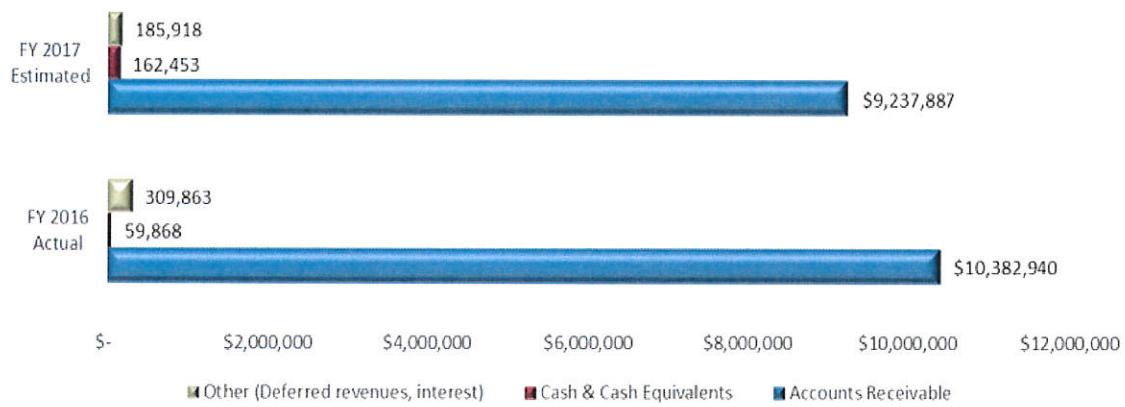
- In FY 2016, the Revenue Authority's net position decreased by \$504,141, consisting of an increase in operations of approximately \$2 million, which was offset by a \$2.5 million contribution to the County. The Authority's net position is projected at approximately \$3.8 million for FY 2018, primarily 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 5 years.



*Source: FY 2018 First Round Budget Response Q.4 (excludes managed programs) *Unaudited as of 5/1/17*

- As of June 30, 2016, the Revenue Authority's assets exceeded liabilities by approximately \$33.6 million. The largest component of the Authority's net position, about 42%, or \$14,215,560, was invested in Capital Assets, such as Land; Property, Plant and Equipment; and Leasehold Improvements. The Revenue Authority had an operating income of approximately \$2.2 million for FY 2016.
- As of June 30, 2016, the largest portion of the Revenue Authority's assets were Cash and Cash Equivalents (~\$30.5 million), Parking & Other Receivables (~\$11.3 million), which accounted for 99.6% of the Revenue Authority's approximately \$42 million in assets.
- The largest portion of the Authority's liabilities is bonds payable, which represents \$28 million, or 91.4% of the Authority's liabilities.
- As of June 30, 2016, the undesignated portion of the Authority's unrestricted fund balance was approximately \$10.8 million, and consisted primarily of accounts receivables for the parking enforcement program (approximately \$10.4 million). The Authority estimates that in FY 2017, the balance will decrease to approximately \$10 million, with accounts receivables decreasing to approximately \$9.2 million. The estimated decrease in accounts receivable by approximately \$1.2 million is attributed to decreases in outstanding citations. *See chart and table below.*

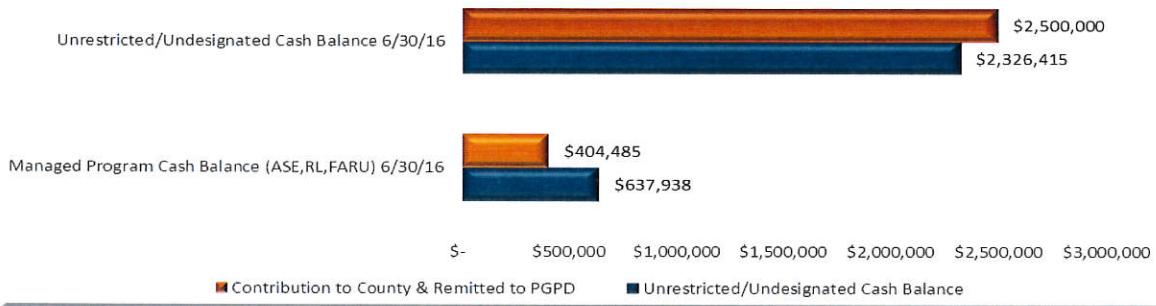
UNRESTRICTED/UNDESIGNATED FUNDS
 Actual FY 2016 & Estimated FY 2017



Unrestricted/Undesignated Funds	FY 2016 Actual	FY 2017 Estimated	Estimated Variance
Accounts Receivable	\$ 10,382,940	\$ 9,237,887	\$ (1,145,053)
Cash & Cash Equivalents	59,868	162,453	102,585
Other (Deferred revenues, interest)	309,863	185,918	(123,945)
TOTAL - Unrestricted/Undesignated	\$ 10,752,671	\$ 9,586,258	\$ (1,166,413)

- As of June 30, 2016, the Authority had cash and cash equivalents of approximately \$2.964 million dollars, however, after contributions to the County of approximately \$2.5 million, and payments due to the County for managed programs (\$404,485), the Revenue Authority had \$59,868 cash available for operations. *See chart and table below.*

Unrestricted/Undesignated Cash & Cash Equivalents
 as of June 30, 2016



Description	Unrestricted/Undesignated Cash Balance	Contribution to County & Remitted to PGPD	NET Reported Unrestricted/Undesignated Cash
Unrestricted/Undesignated Cash Balance	\$ 2,326,415	\$ 2,500,000	\$ (173,585)
Managed Program Cash Balance (ASE,RL,FARU)	\$ 637,938	\$ 404,485	\$ 233,453
TOTAL Unrestricted/Undesignated Cash Balance 6/30/16	\$ 2,964,353	\$ 2,904,485	\$ 59,868

Authorized Staffing Count

	FY 2017 Approved	FY 2018 Proposed	Change Amount	Percentage Change
Full-Time	61	62	1	1.6%
Part-Time	64	62	-2	-3.1%
Total	125	124	-1	-0.8%

Staffing Changes and Compensation

- Funding is proposed for 62 full-time (FT) and 62 part-time positions in FY 2018. This represents an increase of one (1) full-time, and a decrease of two (2) part-time positions for a net decrease of one (1) position under the FY 2017 approved level, as a result of various staffing changes which the Authority has undertaken. Two (2) parking attendants were promoted from part-time to full-time, and two full-time positions were not filled (Management and Maintenance). All of the four (4) vacancies the Authority reported in March 2017 have been filled, with one (1) additional vacancy in FY 2018 (FT Real Estate & Economic Development Assistant) which the Authority will begin recruiting for in May 2017.
- The Revenue Authority's FY 2018 Proposed Budget also includes funding for 40 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 \$101,500, for 2,030 service hours. Funding for these positions is included under the ASE program's operating expenses.
- In FY 2017, the Revenue Authority granted a 3.5% cost-of-living adjustment ("COLA") of a total cost of \$114,703. In FY 2018, the Authority is proposing a 4.5% COLA for all on-board employees, effective July 2017, at a cost of approximately \$142,700.
- In FY 2017, overtime is projected at \$12,750, and proposed at \$12,400 for FY 2018. 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.

Related Party Transactions

- The Revenue Authority reported its "Related Party Transactions" and contractual agreements in *the table on the following page*.
- In FY 2018, 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 2018, the Authority anticipates that it will reimburse the County a total of \$1,172,000 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** - \$59,000 (Note 11) – for the use of County fuel facilities for parking enforcement vehicles.

RELATED PARTY TRANSACTIONS					Footnote for Description	
Transaction Entity (TE)- <u>Agreement Description</u>	Funds (paid to)/ received from TE					
	FY2016 Actual	FY2017 Budget	FY2017 Est.	FY2018 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)	(\$15,000)	(\$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	\$16,414	\$17,800	\$18,300	\$18,000	6	
WMATA - New Carrollton Garage	(\$111,373)	(\$120,000)	(\$113,000)	(\$113,000)	7	
DPW&T-CCTV Monitoring	\$210,343	\$181,996	\$220,368	\$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	\$232,231	\$234,304	\$234,304	\$231,300	8.3	
Payments from DPW&T	\$446,274	\$420,000	\$458,372	\$445,000		
PGPD - Automated Speed	\$98,795	\$95,842	\$93,596	\$92,000	9	
PGPD - False Alarm (FARU)	\$51,250	\$50,000	\$43,258	\$53,203	9	
PGPD - Red Light	\$475,328	\$478,500	\$694,528	\$789,000	9	
PGPD - School Bus Camera	\$375	\$500	\$679	\$749	9	
Prince George's County - Other - FedEx Events	\$12,355	\$10,300	\$12,750	\$12,355	10	
Prince George's Fuel Agreement	(\$58,746)	(\$80,000)	(\$58,007)	(\$59,000)	11	

Footnote Legend*Source: FY 2018 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, 2013

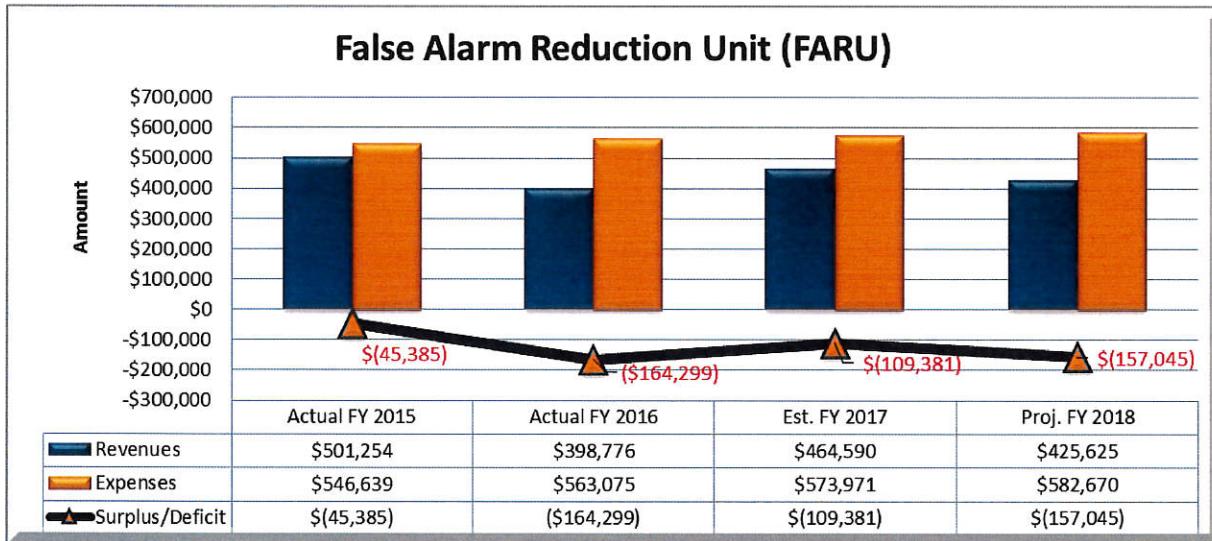
- The Authority and the County entered into an operating and management agreement with the Washington Metropolitan Area Transit Authority (WMATA), dated January 1, 1987, covering 400 spaces in the New Carrollton parking facility. Under the terms of the agreement, the Authority is entitled to a management 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 is estimated at \$113,000, and is projected to remain unchanged in FY 2018.

Police Department Managed Programs

- The Authority will continue to manage several Police Department programs in FY 2018 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

- In Fiscal Years 2015, 2016, estimated FY 2017, and projected FY 2018, the False Alarm Reduction Unit (FARU) has been, and is projected to continue operating at a cumulative deficit totaling \$476,110. Since the False Alarm Unit's surpluses are remitted to the County, and deficits are billed to the County, this unit continues to cost the County money. *Please see chart below.*

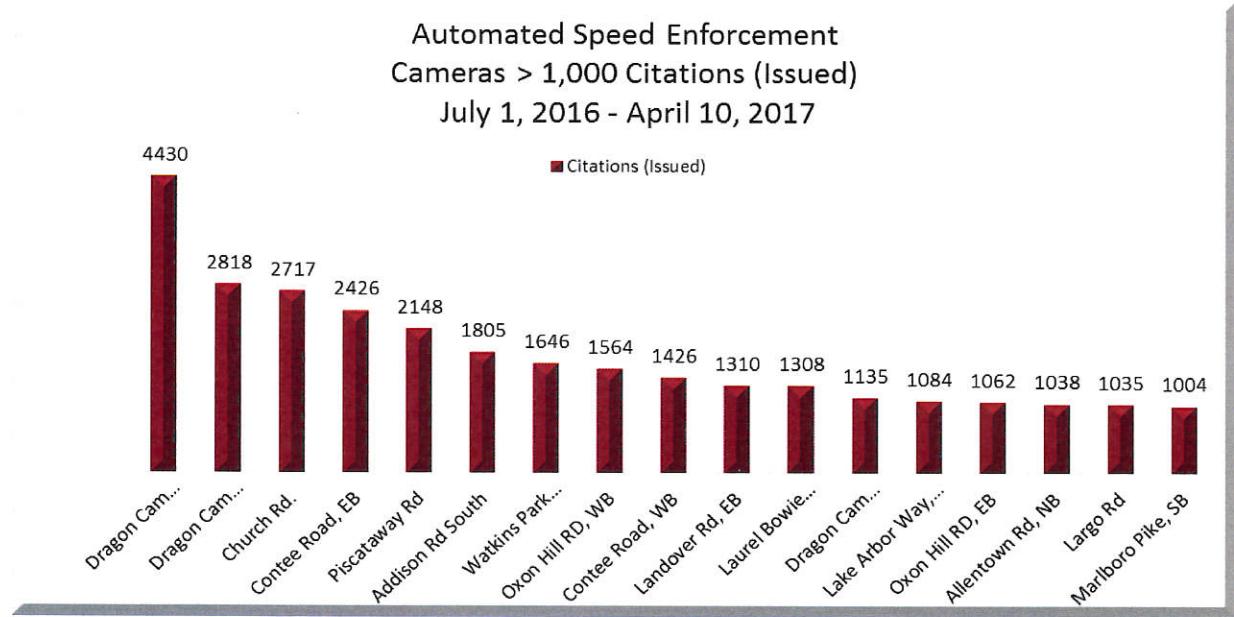


Source: FY 2018 Budget Response First Round Q.27 - Attachment F

- The Revenue Authority houses both of the two units related to the program (1) the FARU Unit, and (2) the Security Unit, which provides data on performance measures, etc; and earns a management fee of 12.5% of gross revenues for the program. The Authority is reporting that for several years the annual cost to support both units has exceeded the actual cash revenues received from registrations and violations because of substantial amounts of delinquent payments.
- Outstanding receivables for the FARU program in FY 2017 are projected at approximately \$1.1 million, with a collection rate of 68.3%. In FY 2018 the Authority expects to increase the collection rate to 87%, and is reporting that it has created a managed collection plan 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.

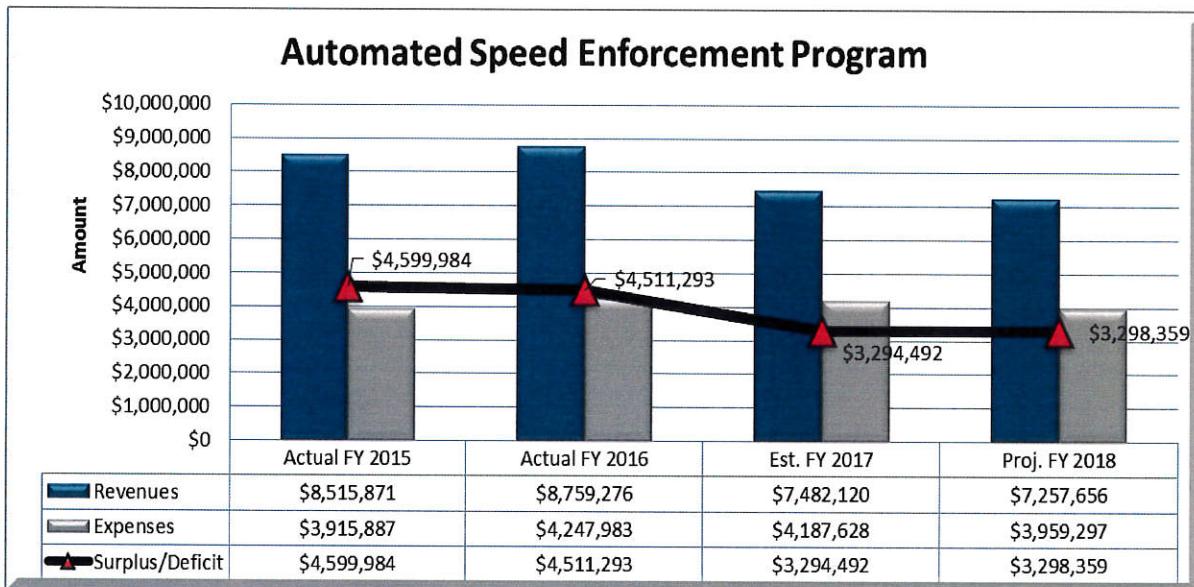
Automated Speed Enforcement (ASE) Program

- The County's Automated Speed Enforcement (ASE) program is a joint effort between the Revenue Authority, the Prince George's County Police Department (PGCPD), 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, Optotraffic, a division of Sigma Space Corporation, is currently responsible for the collection of ASE fines. The following is noted regarding the ASE program:
 - In FY 2016, the County successfully expanded the ASE program with the use of handheld speed cameras called "Dragon Cams." The Dragon Cams are the property of the speed camera vendor, and they allow off-duty police officers, who operate these cameras, to be able to relocate more easily between approved speed camera site locations.
 - As of January 2017, 72 cameras were operational, and include fixed, mobile and Dragon Cams. The ASE program will rotate these 72 mobile cameras to cover the 145 approved sites in the vicinity of school zones. See chart below for locations exceeding 1,000 citations issued, and *Appendix E* attached for the full list of camera locations and incidents generated in FY 2017, as of April 2017.



- The program is currently operating under its final contract extension with Sigma Space Corporation from the initial agreement which ends December 31, 2017. A solicitation for a new contact is being prepared and will be based on the new legislation passed in 2014, which became effective in Calendar Year 2016. The County must procure the new vendor contract to meet the new requirement during 2018.
- State legislation passed in 2014 (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 FY 2017 estimated revenues are approximately \$7.5 million, which is an estimated \$1 million under the FY 2017 budgeted amount of \$8.5 million. Revenues are projected to decrease further to approximately \$7.3 million in FY 2018, due to the reported effectiveness of the program, which is to improve driver behavior and reduce vehicular or pedestrian incidents. *See chart below.*



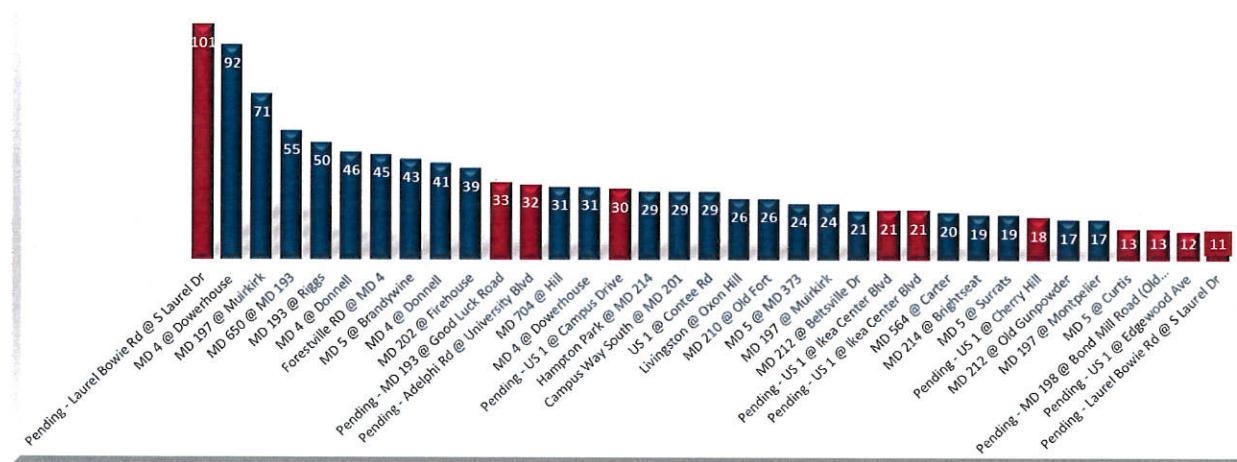
Source: FY 2018 Budget Response First Round Q.27 - Attachment F

- In FY 2016, the Authority earned management fees related to the ASE program of \$91,517.
- The Authority is estimating that the program will have approximately \$10 million in outstanding uncollected revenues in FY 2017, and this amount will decrease to approximately \$8.2 million in FY 2018. The estimated collection rate in FY 2017 is 77.93%, and this is proposed to increase to 85.0% in FY 2018, as a result of the previously discussed managed collection plan.

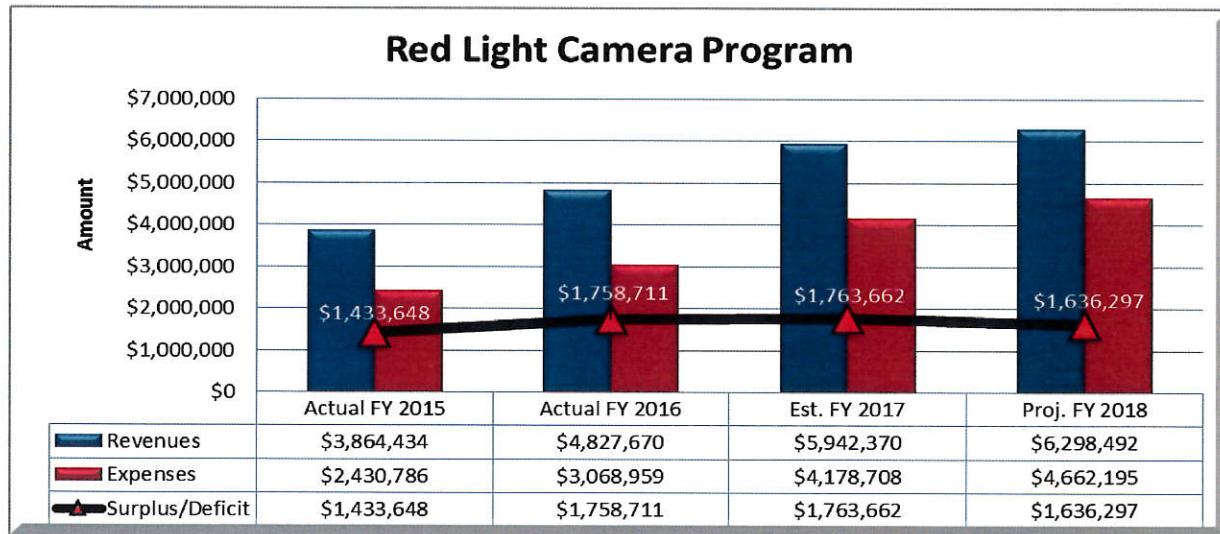
Red Light Camera (RLC) Program

- The Revenue Authority supports the DPW&T in the administration of the automated Red Light Camera (RLC) program for the PGCPD for a fee of 12.5% of program gross revenues. The County designated vendor is currently responsible for collecting RLC violation fines. The following is noted regarding the RLC program:
 - As of April 2017, the RLC program has 44 cameras installed and operational. The program plans to install cameras beyond 2017, which will bring the total camera count to 72 county-wide.
 - The program has continued to experience issues at the Maryland State level for approval of new RLC locations. As of April 21, 2017, the RLC program re-submitted ten (10) state locations, and the status is “still to be determined.” *See chart on the following page for locations pending State approval in red, and Appendix F attached.*

Red Light Camera Locations - Approved and Pending Total Violations



- The RLC program is currently operating under one contract with Xerox State & Local Solutions, Inc. (Xerox), which expired January 28, 2017. There are three (3) additional one (1) year extensions, and in the event 39 cameras are not installed at the end of the first year, an optional one (1) year extension outside of the (3) additional extensions is allowed. The program had 41 cameras in year one (1), and SHA denials are counted as part of the goal number of cameras for the vendor, and the vendor gets contractual credit for denied locations.
- The RLC program has experienced a 40% increase in the number of violations captured per month. As a result, projected program revenues for FY 2017 of approximately \$5.96 million, exceeds budgeted amounts by approximately \$1.8 million, which was budgeted at \$4.1 million. *See chart below, FY 2018 Budget Response First Round Q.27 – Attachment F.*



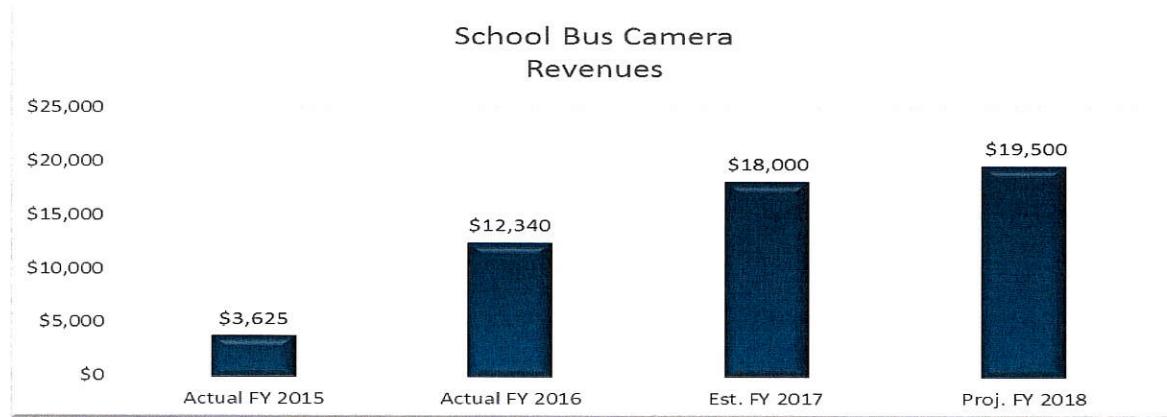
Source: FY 2018 Budget Response First Round Q.27 - Attachment F

- In FY 2016, the Authority earned management fees related to the RLC program of \$605,001.

- The revenue growth of the RLC program has allowed for License Plate Readers (LPR's) to be equipped on 20 trailers. The PGCPD is reporting that the new equipment will help monitor public safety.
- The program has approximately \$10.5 million in outstanding uncollected revenues in FY 2017, and this is expected to decrease to \$8.2 million in FY 2018, with a projected 92% collection rate. The Authority is reporting that it has continued to monitor collections efforts of the RLC program with collaboration with Xerox. Efforts in FY 2018 will include effective monitoring of the collections process and offering solutions to increase program revenues. The Authority is also in the process of creating 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
- Violations have increased year over year from FY 2016 (101), FY 2017 Year-to-date (112), and Projected FY 2018 (125). Additionally, program revenues have also been increasing from \$3,625 in FY 2015, to an estimated \$18,000 in FY 2017, and are projected to be \$19,500 in FY 2018. *See chart below.*

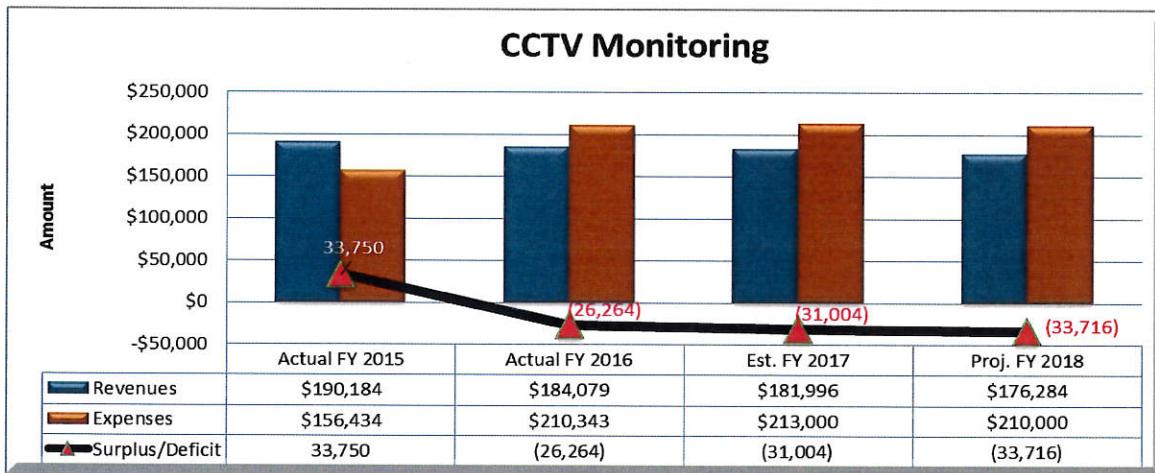


Source: FY 2018 Budget Response First Round Q.27 - Attachment F

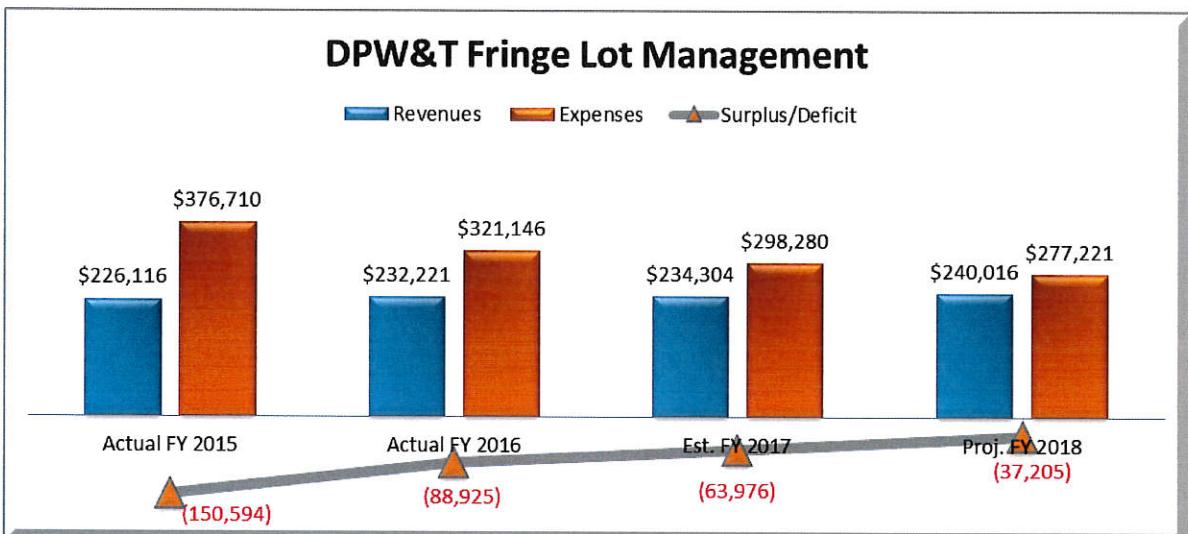
Department of Public Works and Transportation (DPW&T) Managed Programs

- The Revenue Authority estimates that \$445,000 will be received in FY 2018 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 annual deficit for the CCTV monitoring is growing from \$26,264 in FY 2016, to a projected \$33,716 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 \$84.77/per space rate). The current costs to maintain these lots have increased faster than the CPI (\$117.00/per space rate). The lots have experienced increases in the following expenses: snow removal, landscaping, light repairs, and surface repairs. *See chart below.*
- The expenditures have outpaced the revenues for this program for several years, and deficits are estimated to be \$63,976 in FY 2017, and projected at \$37,205 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.



Facilities and Operating Revenues and Expenses

- The Revenue Authority is reporting that it was not affected by the FY 2017 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 \$29,000 in FY 2017.
- In FY 2018, the Revenue Authority's revenues are proposed at approximately \$41.9 million, and are comprised of the following major items:

○ Fine Revenue Enforcement /PVN Processing	~\$13.3 million
○ Automated Speed Enforcement	~7.3 million
○ Red Light Camera	~6.3 million
○ Use of Capital Asset Proceeds	~5.7 million
○ Use of Fund Balance	~3.3 million
○ Meter Fees	~1.8 million
○ Management Fee Income	~1.3 million
- The revenue table (see ***Appendix B*** of this report) compares the FY 2018 Proposed Budget revenues with the FY 2017 Approved Budget revenues. Other than the Use of Fund Balance (~\$1 million reduction), the most significant dollar reductions between the FY 2018 Proposed Budget and the FY 2017 Approved Budget, was the reduction in Speed Enforcement (~\$1.2 million reduction) due to decreases in fines resulting from driver awareness. The Capital Centre, LLC reduction of \$129,000, is based on the transfer of the property in 2017 to the developer RMC.
- In FY 2018, the Revenue Authority is anticipating that fine revenues from the Enforcement/Parking Violation Notice (PVN) processing to increase by approximately \$1.3 million, to approximately \$13.3 million, as a result of increases in parking citations and the booting program. Also in FY 2018, the management of the Red Light Camera program is proposed to increase revenue by approximately \$2.2 million, to approximately \$6.3 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 32 years old New Carrollton Garage (1,036 spaces) and Hyattsville Justice Center (569 spaces) in FY 2016 were approximately \$2.1 million, and maintenance costs were \$966,411. Estimated and projected FY 2017 and FY 2018 costs are \$955,000, and \$1,065,000, respectively.
- The expense table (see ***Appendix C*** of this report) compares the FY 2018 Proposed Budget operating expenditures with the FY 2017 Approved Budget operating expenditures. The most significant dollar reduction between the FY 2018 Proposed Budget and the FY 2017 Approved Budget, is the reduction in expenditures related to the Speed Enforcement Program of approximately \$1.2 million. The reduction is based on the effectiveness of the program, and as the revenues for the ASE program begin to decrease, so also will the processing vendor expenses and associated operating costs (payroll, fringe and administrative fees).

- In FY 2018, the Revenue Authority's facilities and operating expenses are proposed at approximately \$37.9 million, and are comprised of the following major items:

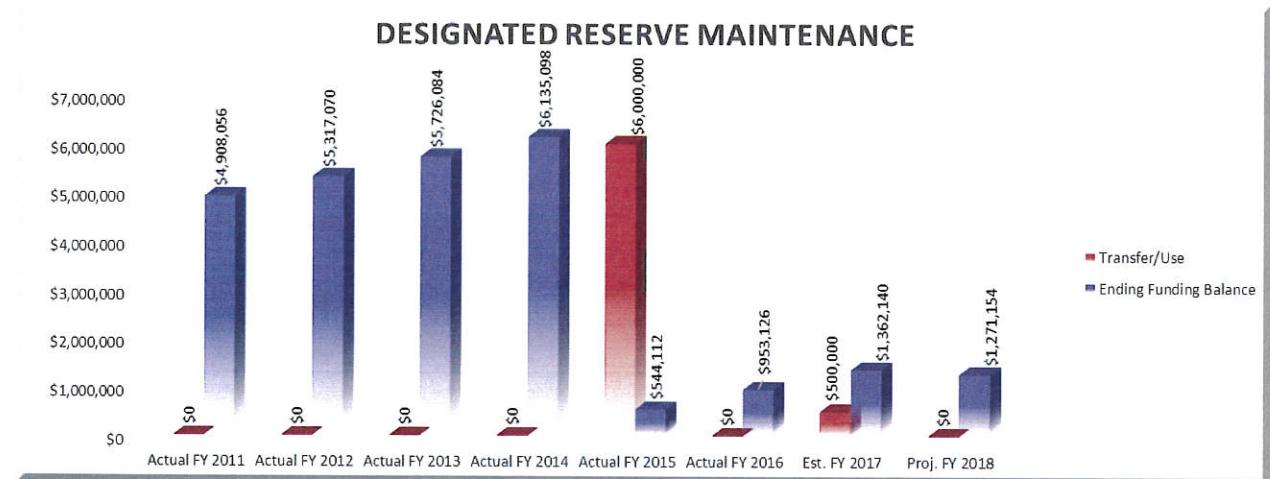
o Anticipated Economic Development	\$12.7 million
o Automated Speed Camera Enforcement Program	7.3 million
o Red Light Camera Enforcement Program	6.3 million
o Bad Debt Expense	5.2 million
o Fine Processing Fees	1.6 million
- The estimated \$5.9 million increase in Anticipated Economic Development expense for FY 2018 compared to FY 2017, is a result of the Authority's participation in upcoming potential Economic Development projects in the pipeline, which the Authority is currently exploring. The increase in the Red Light Camera Enforcement program approximately \$2.2 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 2018, the greatest increase in proposed contracts is for a Centralized Collection Agency, at an anticipated cost of \$700,000. The Authority is reporting that a vendor has been selected, and is expected to begin operations on July 1, 2017. The vendor will perform collections for all programs that the Authority is authorized to perform this function for, however, the Authority is still awaiting on the County to amend both the ASE and RLC contracts, to allow for the Authority to perform collections, as these functions currently reside with the existing vendors. *See FY 2018 Budget Response First Round Q.20, Attachment D – Contracts and Appendix D of this report.*
- In FY 2018, the IPT LLC - Paylock contract amount (\$475,000) for processing fees, is anticipated to decrease by \$475,000, or 50%, under the FY 2017 Approved Budgeted amount of \$950,000, as a result of anticipated decreases in paid citations.
- In FY 2018, the property and liability insurance contract with The Hartford is being reduced by \$108,084, from the FY 2017 approved budget amount, as a result of the Authority no longer owning the Capital Centre property.

Use of Reserves and Garage Maintenance

- 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. Non-recurring maintenance, 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, 2016, the reserves for special projects was approximately \$4.7 million, the reserves for future maintenance was \$953,126, and \$876,536 for operating reserves, and is reported as a designated unrestricted fund balance.

- In FY 2016, 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 2016. Anticipated growth in the fund balance is estimated to be at approximately \$1.4 million by the end of FY 2017, and approximately \$1.3 million in FY 2018. Usage of \$500,000 in FY 2017 was for New Carrollton Garage renovation for surveys and structural engineering services, which were incurred in FY 2016 and FY 2017. *See the chart below.*



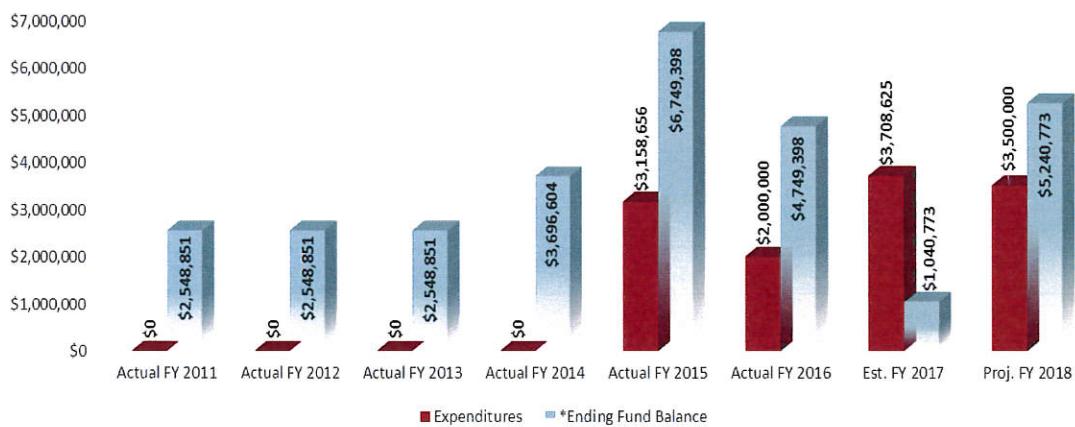
Source: First Round Q25 *FY 2015 - Board Approved Transfer for Economic Development

- The New Carrollton garage is in critical need to be renovated in the parking areas and the garage elevators. 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 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 2018, the proposed expenditures related to garage renovations for the Hyattsville Garage are being budgeted at \$6.8 million. The Authority intends to use loan proceeds obtained from borrowing funds from a local banking institution to finance the renovations of both garages.
- 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 \$6 million in garage renovations in FY 2018, and WMATA's share is expected to be \$2.3 million in FY 2018.

- The majority of the Authority's budgetary resources are utilized to fund economic development projects within the County. In FY 2017, 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 2017, with plans to provide support in FY 2018 for the New Carrollton garage, Hyattsville Justice Center garage, and the Brentwood II Capital Improvement Projects (CIP).
- In FY 2017, 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 2018, the Authority is anticipated to generate revenues from operations which it will use to contribute to, and expend \$3.5 million for economic development from this fund, leaving a fund balance approximately \$5.2 million. *See the chart below.*

SPECIAL PROJECTS RESERVE FUND (ACTUAL FY 2011 - PROJ. FY 2018)



Source: First Round Q.25 * The Ending Fund Balance in FY 2015 includes the transfer of \$6M from the Reserve for Maintenance Fund

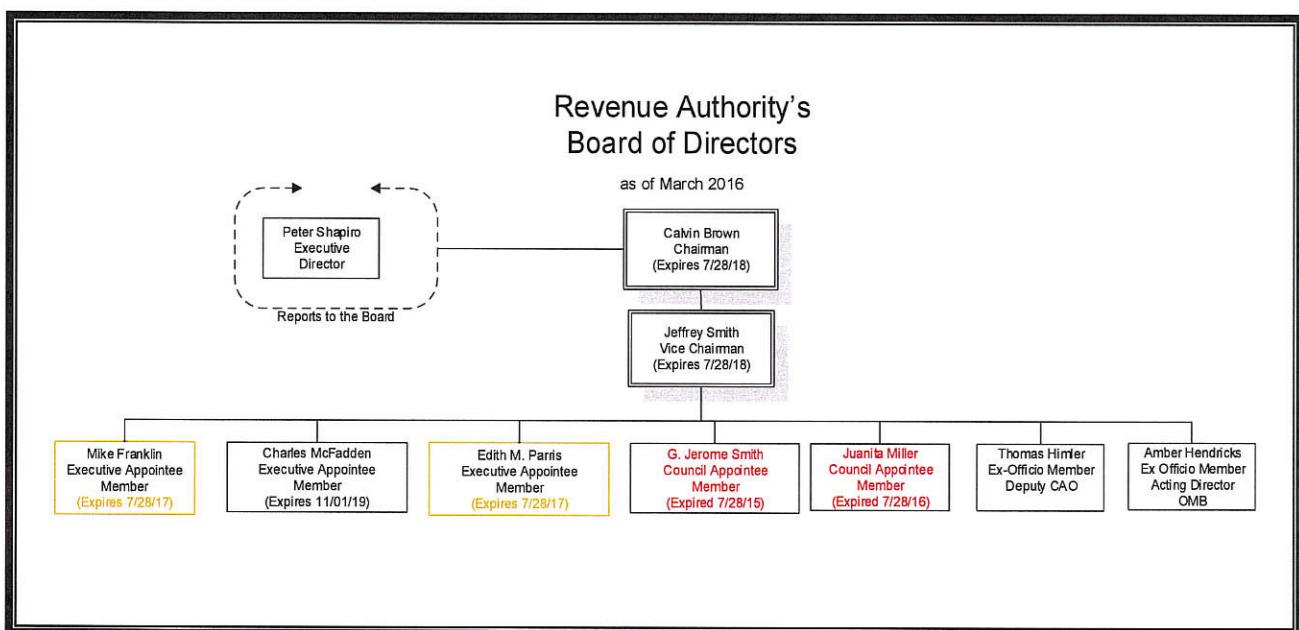
- The Authority is reporting that it works closely with the Redevelopment Authority and the County Executive's Economic Development team when deciding the level of involvement on various economic development opportunities. In FY 2017 the Authority completed the following transactions:
 - **Suitland Area** – acquisition of over \$21 million worth of land. The completed development project will have an estimated value of \$300+ million.
 - **Capital Centre** – contributed the land parcels (67 acres) at the Boulevard, towards the development plans for the new regional medical center. The Authority plans to manage the parking garage operations for the hospital when the project is complete.
 - **Brentwood** – provided \$3.7 million to become an equity investor in the Brentwood development project.
- In FY 2018, funds will be used for the second phase of the Brentwood project (\$3 million), and participation in the RMC Garage plans.

- In FY 2017, the Authority finalized the participation in the Suitland/Naylor Road project by issuing \$28 million of Tax Increment Financing (TIF) Bond (revenue bonds). The bond proceeds will be used to acquire land and other property to be included in a major development project in the Suitland area. 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.
- In FY 2016, the Authority transferred \$6 million from the Reserve Maintenance fund to the Economic Development fund. In FY 2015, 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 2016, and ending in FY 2018, 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 Authority has provided a map of Economic Development Projects in the County (*see Appendix G of this report*), and the list of its planned Capital Improvement Projects and Economic Development Projects currently in process for FY 2017 and beyond (*see Appendix H 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 in FY 2016 and FY 2017. 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 (OMS and RPAI) to provide capital assets to begin the development of the regional medical center in Largo, Maryland in 2017; and,
 - Exploration with the City of Hyattsville the opportunity to construct the Hamilton Street garage in 2018.
- 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 owner took over the parking operations at the Pratt Street lot in August 2016.

- The Parking Enforcement Program accounts for the second largest amount of budgetary resources in FY 2018. The Enforcement program includes staff and vehicles that produce 120,000 parking citations annually. The Authority was successful in upgrading the meter equipment at the National Harbor location by adding parking meter sensors to all 69 RAPGC meters. The sensors reset the time on the meter to zero once a new vehicle parks at the meter. The new equipment will produce a 20% increase in annual revenue at the National Harbor location, and cost of the equipment upgrade was covered by the Year 1 revenue increase.
- 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, none of the funds have been utilized, and funding will expire in June 2017. The Authority has requested and anticipates an extension of the funding.
- In FY 2017 to date, four (4) full-sized SUV's were acquired for \$147,175, and planned purchases for four (4) SUVs in FY 2018 is proposed at a cost of \$118,000. One (1) IT Server was replaced in FY 2017 at a cost of \$8,000.
- In FY 2017 year-to-date, the Authority received 1,798 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 both Council Appointees G. Jerome Smith and Juanita Miller are serving under expired terms (July 2015 and July 2016 respectively). County Executive appointees Mike Franklin and Edith M. Parris's terms will both expire in July 2017. New Ex-Officio member Amber Hendricks, Acting Deputy Director of the Office of Management & Budget (OMB) has joined the Board in FY 2017.



Appendix B
Revenues

Sorted by FY 2018 Proposed (Largest to Smallest)								
REVENUE AUTHORITY REVENUES FOR - FY2018	FY 2016 Actual	FY 2017 Approved	FY 2017 YTD (as of 2/29/17)	YTD % of FY 2017 Approved	FY 2017 Estimated	FY 2018 Proposed	Change Amount	% Change FY 2017 - FY 2018
Fine Revenue - Enforcement/PVN Processing	\$ 11,791,227	\$ 12,000,000	\$ 6,801,897	57%	\$ 12,730,269	\$ 13,326,800	\$ 1,326,800	11%
Speed Enforcement - TOTAL	8,759,276	8,500,000	4,622,801	54%	7,482,120	7,257,700	(1,242,300)	-15%
RED LIGHT - TOTAL	4,840,010	4,100,000	3,461,179	84%	5,960,370	6,318,000	2,218,000	54%
Use of Cap Asset Proceeds	-		-	N/A	-	5,700,000	5,700,000	N/A
Use of fund Balance	2,913,156	4,300,000	3,708,625	86%	3,708,625	3,295,400	(1,004,600)	-23%
Meter Fees - TOTAL	1,601,183	1,620,000	967,341	60%	1,649,235	1,774,200	154,200	10%
Management Fee Income	1,071,969	1,100,000	948,057	86%	1,184,114	1,260,000	160,000	15%
Daily Lot Fees	813,624	820,000	455,785	56%	766,221	820,000	-	0%
Rent Income Debt Service - HUC	660,000	660,000	440,000	67%	660,000	660,000	-	0%
FALSE ALARM - TOTAL	398,776	500,000	320,192	64%	464,590	425,600	(74,400)	-15%
Monthly Permit Income	345,677	425,000	215,450	51%	393,150	425,000	-	0%
DPWT - Fringe Lot Maintenance	232,221	240,000	160,000	67%	234,304	231,300	(8,700)	-4%
Lease Income	139,564	59,600	34,133	57%	176,000	180,800	121,200	203%
Interest Income - Econ Development	110,855	136,000	55,730	41%	112,000	114,000	(22,000)	-16%
Other Income	87,472	1,100	21,195	1927%	75,000	54,900	53,800	4891%
Interest Income - Bonds	6,575	-	34,565	N/A	51,820	39,000	39,000	N/A
Washington Redskins Enforcement	12,355	10,300	10,454	101%	12,750	12,400	2,100	20%
Interest Income - MLGIP	13,932	3,500	5,998	171%	6,500	4,500	1,000	29%
CCTV Reserve	3,700	3,700	3,700	100%	3,700	3,700	-	0%
Interest Income - Other	676	1,200	405	34%	718	700	(500)	-42%
Capital Centre, LLC	131,960	129,000	163,409	127%	132,000	-	(129,000)	-100%
TOTAL REVENUE	33,934,208	34,609,400	22,430,916	65%	35,803,486	41,904,000	7,294,600	21%

Sorted by Change Amount (Largest to Smallest)								
REVENUE AUTHORITY REVENUES FOR - FY2018	FY 2016 Actual	FY 2017 Approved	FY 2017 YTD (as of 2/29/17)	YTD % of FY 2017 Approved	FY 2017 Estimated	FY 2018 Proposed	Change Amount	% Change FY 2017 - FY 2018
Use of Cap Asset Proceeds	\$ -	\$ -	\$ -	N/A	\$ -	\$ 5,700,000	\$ 5,700,000	N/A
RED LIGHT - TOTAL	4,840,010	4,100,000	3,461,179	84%	5,960,370	6,318,000	2,218,000	54%
Fine Revenue - Enforcement/PVN Processing	11,791,227	12,000,000	6,801,897	57%	12,730,269	13,326,800	1,326,800	11%
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Meter Fees - TOTAL	1,601,183	1,620,000	967,341	60%	1,649,235	1,774,200	154,200	10%
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Washington Redskins Enforcement	12,355	10,300	10,454	101%	12,750	12,400	2,100	20%
Interest Income - MLGIP	13,932	3,500	5,998	171%	6,500	4,500	1,000	29%
Daily Lot Fees	813,624	820,000	455,785	56%	766,221	820,000	-	0%
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Monthly Permit Income	345,677	425,000	215,450	51%	393,150	425,000	-	0%
CCTV Reserve	3,700	3,700	3,700	100%	3,700	3,700	-	N/A
Interest Income - Other	676	1,200	405	34%	718	700	(500)	-42%
DPWT - Fringe Lot Maintenance	232,221	240,000	160,000	67%	234,304	231,300	(8,700)	-4%
Interest Income - Econ Development	110,855	136,000	55,730	41%	112,000	114,000	(22,000)	-16%
FALSE ALARM - TOTAL	398,776	500,000	320,192	64%	464,590	425,600	(74,400)	-15%
Capital Centre, LLC	131,960	129,000	163,409	127%	132,000	-	(129,000)	-100%
Use of fund Balance	2,913,156	4,300,000	3,708,625	86%	3,708,625	3,295,400	(1,004,600)	-23%
Speed Enforcement - TOTAL	8,759,276	8,500,000	4,622,801	54%	7,482,120	7,257,700	(1,242,300)	-15%
TOTAL REVENUE	33,934,208	34,609,400	22,430,916	65%	35,803,486	41,904,000	7,294,600	21%

Source: FY 2018 Budget Review Questions First Round Q.7 – Attachment C - Revenues

Appendix C Expenditures

REVENUE AUTHORITY EXPENDITURES

Sorted by Change Amount - Largest to Smallest

REVENUE AUTHORITY EXPENDITURES FOR FY 2018	FY 2016 Actuals	FY 2017 Approved	FY 2017 YTD (as of 2/28/2017)	YTD % of FY 2017 Approved	FY 2017 Estimates	FY 2018 Proposed	Change Amount from FY 2017 to FY 2018	(%) Change from FY 2017 to FY 2018
Anticipated Economic Development	2,599,759	6,800,000	\$ 3,708,625	55%	7,004,000	12,710,000	5,910,000	87%
RED LIGHT PROGRAM - TOTAL	4,840,010	4,100,000	\$ 3,461,179	84%	5,960,400	6,318,000	2,218,000	54%
Bad Debt Expense	4,572,971	4,699,400	\$ 3,422,616	73%	5,000,600	5,150,600	451,200	10%
County Lease Expense	150,000	-	\$ 100,000	N/A	150,000	150,000	150,000	N/A
Professional Fees - Planning	31,546	-	\$ 76,608	N/A	115,000	115,000	115,000	N/A
Depreciation	699,522	640,000	\$ 421,096	66%	710,600	731,900	91,900	14%
Telephone	105,077	80,000	\$ 48,679	61%	135,700	139,700	59,700	75%
Fine Processing Fees	1,505,741	1,500,000	\$ 1,000,000	67%	1,306,800	1,559,300	59,300	4%
Property & Liability	184,693	181,522	\$ 130,165	72%	209,500	215,200	33,678	19%
Amortization Lease Improv	43,735	25,000	\$ 26,352	105%	44,600	44,600	19,600	78%
Bank Service Charges	33,366	24,000	\$ 21,000	88%	38,700	39,900	15,900	66%
Professional Fees - Legal	54,150	40,000	\$ 7,875	20%	55,600	55,600	15,600	39%
Payroll Processing	38,188	30,000	\$ 25,596	85%	43,000	43,000	13,000	43%
OFFICE SUPPLIES - TOTAL	35,812	31,000	\$ 26,497	85%	41,000	42,200	11,200	36%
Signs & Markings	27,793	20,000	\$ 31,405	157%	67,300	28,000	8,000	40%
Professional Fees- Audit	55,000	53,500	\$ 44,059	82%	59,000	60,800	7,300	14%
Training & Conferences	14,124	18,000	\$ 12,677	70%	23,000	23,700	5,700	32%
TeleCCTV - DPWT	7,003	1,500	\$ 4,147	276%	6,800	6,800	5,300	353%
Dues, Subs, and Pubs	9,923	6,000	\$ 32,380	540%	9,200	9,300	3,300	55%
Interest Expense	309,239	10,000	\$ 9,513	95%	13,100	13,100	3,100	31%
Towing & Booting Fees	2,520	1,200	\$ 2,049	171%	3,800	3,800	2,600	217%
Operating Reserve	-	70,200	\$ -	N/A	70,000	72,000	1,800	3%
Postage	10,307	37,000	\$ 38,589	104%	38,000	38,000	1,000	3%
Printing Expenses	24,680	12,000	\$ 7,591	63%	12,100	12,500	500	4%
Payment for Shared Revenue	850,000	850,000	\$ 566,666	67%	850,000	850,000	-	0%
Reserve Maintenance	409,014	409,000	\$ -	N/A	409,000	409,000	0	0%
Snow Removal	56,934	80,000	\$ 26,382	33%	55,000	80,000	-	0%
Contractual Services	34,400	15,000	\$ 147,481	983%	14,900	15,000	-	0%
County Contribution	2,500,000	-	\$ -	N/A	-	-	-	N/A
401k Processing Fees	7,653	8,000	\$ 5,283	66%	7,900	7,900	(100)	-1%
Property Tax Expenses	-	150	\$ -	0%	-	-	(150)	-100%
Finance Charge - Administrative	-	250	\$ -	N/A	-	-	(250)	-100%
Passcard Refunds	1,386	1,000	\$ 310	31%	600	600	(400)	-40%
Temporary Services - Admin	8,252	5,000	\$ 11,943	239%	4,200	4,200	(800)	-16%
Monitoring	8,162	2,000	\$ 640	32%	1,000	1,200	(800)	-40%
Meals & Entertainment	18,262	25,000	\$ 17,053	68%	23,200	23,700	(1,300)	-5%
Fee Refunds - Enforcement	19,090	25,000	\$ 15,825	63%	21,900	21,900	(3,100)	-12%
Advertising	2,726	7,500	\$ 2,955	39%	3,400	3,400	(4,100)	-55%
Miscellaneous	5,705	5,000	\$ 8,219	164%	300	200	(4,800)	-96%
Shipping Charges	2,986	7,000	\$ 1,177	17%	1,900	1,900	(5,100)	-73%
Software & Computer Supplies	25,174	30,000	\$ 33,130	110%	24,000	24,000	(6,000)	-20%
							(7,900)	
Collections/Deposits	76,094	88,000	\$ 56,107	64%	87,100	80,100		-9%
Fuel - Vehicles	58,746	80,000	\$ 38,391	48%	58,000	58,000	(22,000)	-28%
SUPPLIES - TOTAL	82,530	75,000	\$ 43,409	58%	45,500	46,900	(28,100)	-37%
UTILITIES - TOTAL	162,057	185,000	\$ 98,745	53%	140,000	144,100	(40,900)	-22%
Consultant Fees	468,423	120,000	\$ 22,500	19%	78,000	78,000	(42,000)	-35%
WMATA Reimbursement - NCG	111,373	175,000	\$ 48,000	27%	110,000	110,000	(65,000)	-37%
FALSE ALARM PROGRAM - TOTAL	398,776	500,000	\$ 320,192	64%	464,600	425,600	(74,400)	-15%
LEASE - TOTAL	343,432	485,000	\$ 267,315	55%	454,600	384,800	(100,200)	-21%
REPAIR & MAINTENANCE	274,720	360,000	\$ 337,657	94%	285,900	247,100	(112,900)	-31%
SPEED ENF PROGRAM - TOTAL	8,759,276	8,500,000	\$ 4,622,801	54%	7,482,100	7,257,700	(1,242,300)	-15%
TOTAL OPERATING EXPENSES	30,040,330	30,418,200	\$ 19,350,879	64%	31,740,900	37,858,300	7,440,100	24%

Source: FY 2018 Budget Review First Round Q.7, Attachment C, Expenditures

Appendix D
Contracts

Vendor Name	Summary of Contract Services	MBE/CBE* (Yes or No)	FY 2017 Approved Total	Anticipated FY 2018 Contract Amount	\$ Change	% Change
Centralized Collection Agency	Penn Credit Corp	Y	\$ 150,000	\$ 700,000	\$ 550,000	366.7%
Omni - IT support	Repair and Maintenance	N	\$ 65,000	\$ 92,000	\$ 27,000	41.5%
ADP	Payroll processing	N	\$ 29,209	\$ 43,000	\$ 13,791	47.2%
DSH Mgmt	contractual	Y	\$ 500	\$ 7,800	\$ 7,300	1460.0%
CliftonLarsonAllen, LLP	Professional fee Audit	N	\$ 45,000	\$ 51,300	\$ 6,300	14.0%
Willis	Property and Liability	N	\$ 17,000	\$ 23,000	\$ 6,000	35.3%
ACE	Property and Liability	N	\$ 10,000	\$ 16,000	\$ 6,000	60.0%
Waste Management	Repair and Maintenance	N	\$ 13,000	\$ 14,500	\$ 1,500	11.5%
Penan & Scott	Professional fee Audit	Y	\$ 8,500	\$ 9,500	\$ 1,000	11.8%
BB&T	Bank Service Charges	N	\$ 2,500	\$ 3,100	\$ 600	24.0%
Willia Ross	Meals and Entertainment	Y	\$ 6,000	\$ 6,500	\$ 500	8.3%
Travelers	Property and Liability	N	\$ 1,800	\$ 1,900	\$ 100	5.6%
Sercos	Collections/Deposits	N	\$ 30,000	\$ 30,000	\$ -	0.0%
Fireguard Corporation	Repair and Maintenance	N	\$ 18,000	\$ 18,000	\$ -	0.0%
Whitaker Brothers Business Machine	Repair and Maintenance	N	\$ 15,000	\$ 15,000	\$ -	0.0%
Enforcement Technology	Processing Fees	N	\$ 13,000	\$ 13,000	\$ -	0.0%
Neopost	Lease Equipment	N	\$ 7,500	\$ 7,500	\$ -	0.0%
Global Express	Collections/Deposits	N	\$ 2,000	\$ 2,000	\$ -	0.0%
Beltway Fire Equipment	Repair and Maintenance	N	\$ 2,000	\$ 2,000	\$ -	0.0%
RLI	Property and Liability	N	\$ 300	\$ 300	\$ -	0.0%
Old Line Bank	Bank Service Charges	N	\$ 200	\$ 200	\$ -	0.0%
Zurich American Group	Property and Liability	N	\$ 1,300	\$ 1,200	\$ (100)	-7.7%
Maryland Transit Administration	Lease Facilities	N	\$ 111,000	\$ 110,600	\$ (400)	-0.4%
Deer Park (was Snow Valley)	contractual	N	\$ 1,500	\$ 800	\$ (700)	-46.7%
Dunbar Armored Services	Collections/Deposits	N	\$ 15,000	\$ 12,000	\$ (3,000)	-20.0%
Thyssens Elevator Corp.	Repair and Maintenance	N	\$ 17,000	\$ 13,500	\$ (3,500)	-20.6%
Hosted Records	Processing Fees	N	\$ 356,300	\$ 341,200	\$ (15,100)	-4.2%
Bank of America	Bank Service Charges	N	\$ 38,400	\$ 22,600	\$ (15,800)	-41.1%
Hartford (The)	Property and Liability	N	\$ 110,000	\$ 93,700	\$ (16,300)	-14.8%
Electronic Security Services, Inc.	Repair and Maintenance	N	\$ 40,000	\$ 19,000	\$ (21,000)	-52.5%
Queen Electric	Repair and Maintenance	N	\$ 68,000	\$ 44,100	\$ (23,900)	-35.1%
Assurance Cleaning Service	contractual	Y	\$ 25,000	\$ -	\$ (25,000)	-100.0%
Mercantile Place #1	Lease Facilities	N	\$ 274,400	\$ 234,700	\$ (39,700)	-14.5%
Denison Landscaping & Trucking	Repair and Maintenance	Y	\$ 100,000	\$ 29,500	\$ (70,500)	-70.5%
Ford Motor Credit	Lease Vehicles	N	\$ 116,000	\$ 32,000	\$ (84,000)	-72.4%
Hartford (The)	Property and Liability	N	\$ 187,184	\$ 79,100	\$ (108,084)	-57.7%
IPT LLC - Paylock	Processing Fees	N	\$ 950,000	\$ 475,000	\$ (475,000)	-50.0%
TOTAL			\$ 2,847,593	\$ 2,565,600	\$ (281,993)	

Source: FY 2018 Budget Review First Round Q.7, Attachment C, Contracts

Appendix E
Automated Speed Camera Locations and Incidents
Friday, July 1, 2016 - Monday, April 10, 2017

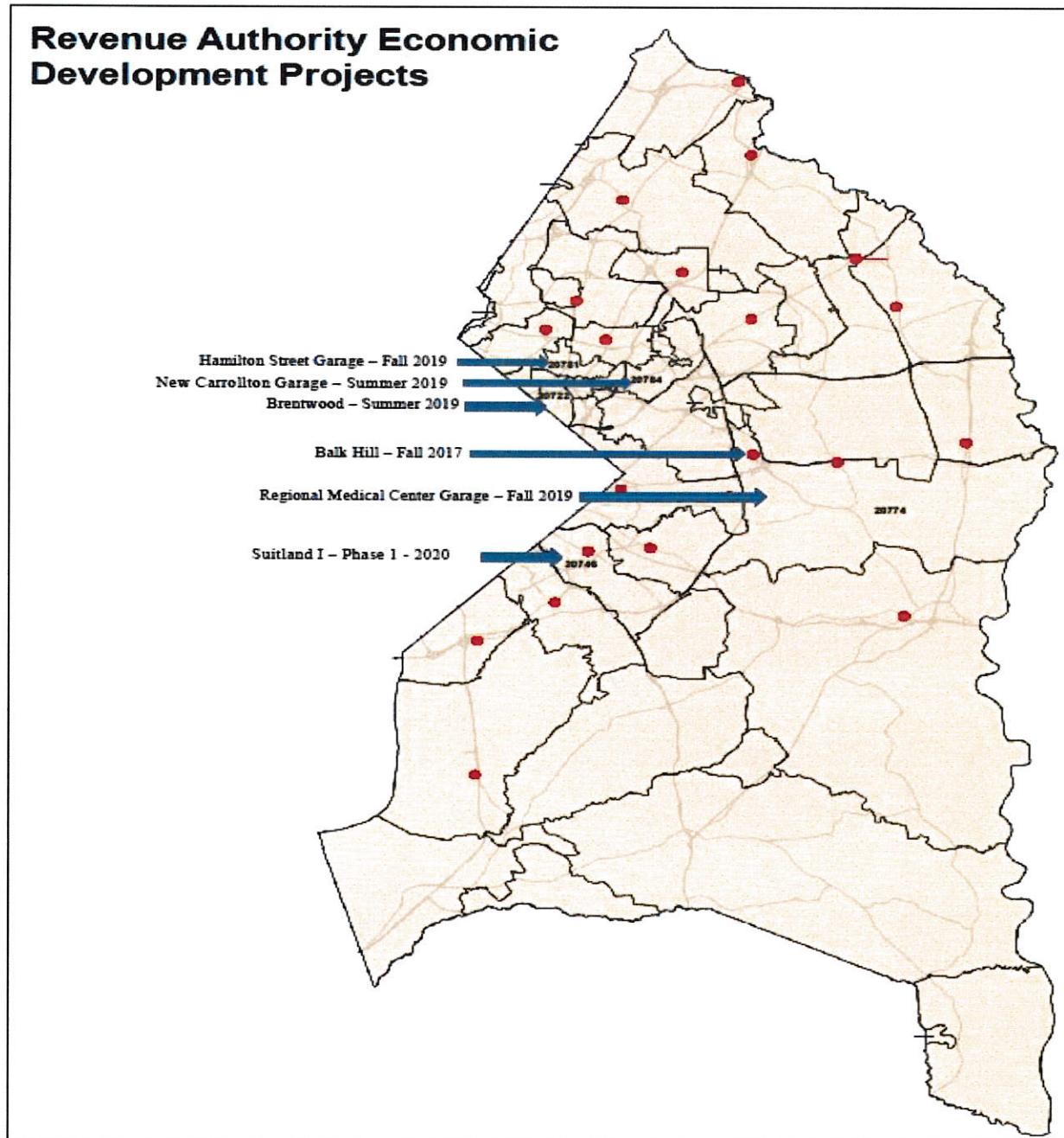
Site	ASE Type	ASE Device	Street	Street Camera	Citations
10015	Dragon Cam	DE-12976	Dragon Cam 12976	Dragon Cam Dragon Cam 12976	4430
10013	Dragon Cam	DE-13216	Dragon Cam 13216	Dragon Cam 13216 Dragon Cam 13216	2818
72021	Trailer	T-045	2000 Block of Church Rd.	2000 Block of Church Rd.	2717
72014	Trailer	T-020	8400 Block of Contee Road, EB	8400 Block of Contee Road, EB	2426
72041	Trailer	T-015	13500 Block of Piscataway Rd	13500 Block of Piscataway Rd	2148
72151	Trailer	T-099	600 Block of Addison Rd South	600 Block of Addison Rd South	1805
72149	Trailer	T-107	400 Block of Watkins Park Drive, SB	400 Block of Watkins Park Drive, SB	1646
72110	Trailer	T-032	6300 Block of Oxon Hill RD, WB	6300 Block of Oxon Hill RD, WB	1564
72015	Trailer	T-042	8400 Block of Contee Road, WB	8400 Block of Contee Road, WB	1426
72189	Trailer	T-108	8200 Block of Landover Rd, EB	8200 Block of Landover Rd, EB	1310
72153	Trailer	T-098	13900 Block of Laurel Bowie Road,	13900 Block of Laurel Bowie Road, SB	1308
10013	Dragon Cam	DE-13343	Dragon Cam 13343	Dragon Cam 13343 Dragon Cam 13343	1135
72062	Trailer	T-053	10100 Block of Lake Arbor Way, WB	10100 Block of Lake Arbor Way, WB	1084
72109	Trailer	T-081	6300 Block of Oxon Hill RD, EB	6300 Block of Oxon Hill RD, EB	1062
72000	Trailer	T-052	8600 Block of Allentown Rd, NB	8600 Block of Allentown Rd, NB	1038
72111	Trailer	T-095	4600 Block of Largo Rd	4600 Block of Largo Rd	1035
72025	Trailer	T-047	5200 Block of Marlboro Pike, SB	5200 Block of Marlboro Pike, SB	1004
72045	Trailer	T-056	2500 Block of Brooks Dr	2500 Block of Brooks Dr	974
72068	Trailer	T-016	1400 Block of Brown Station Rd	1400 Block of Brown Station Rd	949
72115	Trailer	T-078	6700 Block of Riggs Rd, SB	6700 Block of Riggs Rd, SB	867
72038	Trailer	T-092	9200 Block of Muirkirk Rd	9200 Block of Muirkirk Rd	848
72058	Trailer	T-085	7600 Block of Livingston Rd	7600 Block of Livingston Rd	840
10013	Dragon Cam	DE-13216	Dragon Cam 13216	Dragon Cam 13 216	818
72180	Trailer	T-096	4300 Block of Ammendale Rd, EB	4300 Block of Ammendale Rd, EB	776
72042	Silverhawk	SH-003	11000 Block of Cherry Hill Rd, WB	11000 Block of Cherry Hill Rd, WB	728
72186	Trailer	T-079	7100 Woodyard Rd	7100 Woodyard Rd	712
72090	Trailer	T-024	1700 Block of Iverson St	1700 Block of Iverson St	677
72116	Trailer	T-039	14100 Block of Brandywine Rd	14100 Block of Brandywine Rd	661
72181	Trailer	T-104	4200 Block of Ammendale Rd, WB	4200 Block of Ammendale Rd, WB	654
72043	Trailer	T-025	11000 Block of Cherry Hill Rd, EB	11000 Block of Cherry Hill Rd, EB	635
72160	Trailer	T-076	1100 Block of Largo Road, SB	1100 Block of Largo Road, SB	617
72172	Trailer	T-086	9900 Block of Ardwick-Ardmore	9900 Block of Ardwick-Ardmore Road,	610
72012	Trailer	T-051	2400 Block of Owens Rd	2400 Block of Owens Rd	609
72011	Trailer	T-089	7100 Block of Walker Mill Rd	7100 Block of Walker Mill Rd	607
72082	Trailer	T-065	10100 Block of Campus Way South,	10100 Block of Campus Way South, WB	606
72031	Trailer	T-087	7600 Block of Sheriff Rd, WB	7600 Block of Sheriff Rd, WB	565
72152	Trailer	T-103	13700 Block of Laurel Bowie Road,	13700 Block of Laurel Bowie Road, NB	526
72190	Trailer	T-097	5200 Block of Silver Hill Rd, SB	5200 Block of Silver Hill Rd, SB	526
72114	Trailer	T-022	6600 Block of Riggs Rd, NB	6600 Block of Riggs Rd, NB	521
72188	Trailer	T-019	8200 Block of Landover Rd, WB	8200 Block of Landover Rd, WB	509
72099	Trailer	T-074	13000 Block of Laurel Bowie Rd, NB	13000 Block of Laurel Bowie Rd, NB	504
72001	Trailer	T-034	8600 Block of Allentown Rd, SB	8600 Block of Allentown Rd, SB	473
72192	Trailer	T-100	3400 Block of Regency Parkway	3400 Block of Regency Parkway	414
72055	Trailer	T-059	1900 Block of Metzerott Road	1900 Block of Metzerott Road	410
52033	Oscar	OS-018	400 Block of Watkins Park Drive, NB	400 Block of Watkins Park Drive, NB	391
72164	Trailer	T-069	4600 Block of Ammendale Road, WB	4600 Block of Ammendale Road, WB	347
72136	Trailer	T-061	9500 Block of Annapolis Rd, WB	9500 Block of Annapolis Rd, WB	305
52004	Oscar	OS-016	5200 Block of Wheeler Rd	5200 Block of Wheeler Rd	304
72018	Trailer	T-084	600 Block of Brightseat Rd, SB	600 Block of Brightseat Rd, SB	304
72017	Trailer	T-083	600 Block of Brightseat Rd, NB	600 Block of Brightseat Rd, NB	281
72129	Trailer	T-010	3100 Block of Forestville Rd, SB	3100 Block of Forestville Rd, SB	280
72047	Trailer	T-080	6900 Block of Columbia Park Rd, EB	6900 Block of Columbia Park Rd, EB	280
72193	Trailer	T-055	6500 Block of Central Ave, EB	6500 Block of Central Ave, EB	265
72170	Trailer	T-090	5200 Block of Silver Hill Rd, SB	5200 Block of Silver Hill Rd, SB	256
72191	Trailer	T-009	9000 Block of Frank Tippett Rd	9000 Block of Frank Tippett Rd	237
72184	Trailer	T-067	70 Block of Kettering Dr	70 Block of Kettering Dr	236
72030	Trailer	T-073	6200 Block of Auth Rd	6200 Block of Auth Rd	221
72026	Trailer	T-017	2400 Block of Sisbury Rd.	2400 Block of Sisbury Rd.	219
72187	Trailer	T-055	14600 Block of Sweitzer Lane, NB	14600 Block of Sweitzer Lane, NB	193
72163	Trailer	T-071	4500 Block of Ammendale Road, EB	4500 Block of Ammendale Road, EB	191
72024	Trailer	T-046	5200 Block of Marlboro Pike, NB	5200 Block of Marlboro Pike, NB	188
72100	Trailer	T-063	13300 Block of Laurel Bowie Rd, SB	13300 Block of Laurel Bowie Rd, SB	174
72019	Trailer	T-014	6000 Block of Sargent Rd, SB	6000 Block of Sargent Rd, SB	170
52029	Oscar	OS-019	9800 Block of Surratts Rd	9800 Block of Surratts Rd	123
72056	Trailer	T-082	11700 Block of Duley Station Road	11700 Block of Duley Station Road	121
52006	Oscar	OS-015	4900 Block of Addison Rd, EB	4900 Block of Addison Rd, EB	119
72178	Trailer	T-062	12700 Block of Brooke Ln	12700 Block of Brooke Ln	115
72135	Trailer	T-037	9500 Block of Annapolis Rd, EB	9500 Block of Annapolis Rd, EB	106
72173	Trailer	T-105	9900 Block of Ardwick-Ardmore	9900 Block of Ardwick-Ardmore Road,	104
72194	Trailer	T-082	6500 Block of Central Ave, EB	6500 Block of Central Ave, EB	97
52019	Oscar	OS-020	6900 Block of High Bridge Rd, SB	6900 Block of High Bridge Rd, SB	86
52017	Oscar	OS-021	900 Block of Hill Rd, NB	900 Block of Hill Rd, NB	36
72061	Trailer	T-072	5700 Block of Sargent Rd, NB	5700 Block of Sargent Rd, NB	32
52005	Oscar	OS-007	5200 Block of Wheeler Rd	5200 Block of Wheeler Rd	11
52034	Oscar	OS-023	9800 Block of Surratts Rd, WB	9800 Block of Surratts Rd, WB	7
Total:					53391

Appendix F
Red Light Camera Program
Intersections Requested

Intersection Requested	Total Violations	Thru Violations	Left Turn Violations	Data Hours (18 hr studies)
Pending - Laurel Bowie Rd @ S Laurel Dr	101	99	2	6a - 10p
MD 4 @ Dowerhouse	92	87	5	6a - 10p
MD 197 @ Muirkirk	71	15	56	6a - 10p
MD 650 @ MD 193	55	3	52	6a - 10p
MD 193 @ Riggs	50	1	49	6a - 10p
MD 4 @ Donnell	46	30	16	6a - 10p
Forestville RD @ MD 4	45	23	22	6a - 10p
MD 5 @ Brandywine	43	15	28	6a - 10p
MD 4 @ Donnell	41	19	22	6a - 10p
MD 202 @ Firehouse	39	38	1	6a - 10p
Pending - MD 193 @ Good Luck Road	33	4	29	6a - 10p
Pending - Adelphi Rd @ University Blvd	32	14	18	6a - 10p
MD 704 @ Hill	31	9	22	6a - 10p
MD 4 @ Dowerhouse	31	31	0	6a - 10p
Pending - US 1 @ Campus Drive	30	2	28	6a - 10p
Hampton Park @ MD 214	29	7	22	6a - 10p
Campus Way South @ MD 201	29	13	16	6a - 10p
US 1 @ Contee Rd	29	7	22	6a - 10p
Livingston @ Oxon Hill	26	6	20	6a - 10p
MD 210 @ Old Fort	26	3	23	6a - 10p
MD 5 @ MD 373	24	24	0	6a - 10p
MD 197 @ Muirkirk	24	12	12	6a - 10p
MD 212 @ Beltsville Dr	21	3	18	6a - 10p
Pending - US 1 @ Ikea Center Blvd	21	15	6	6a - 10p
Pending - US 1 @ Ikea Center Blvd	21	19	2	6a - 10p
MD 564 @ Carter	20	5	15	6a - 10p
MD 214 @ Brightseat	19	10	9	6a - 10p
MD 5 @ Surrats	19	12	7	6a - 10p
Pending - US 1 @ Cherry Hill	18	18	0	6a - 10p
MD 212 @ Old Gunpowder	17	1	16	6a - 10p
MD 197 @ Montpelier	17	13	4	6a - 10p
MD 5 @ Curtis	13	11	2	6a - 10p
Pending - MD 198 @ Bond Mill Road (Old Gunpowder)	13	5	8	6a - 10p
Pending - US 1 @ Edgewood Ave	12	12	0	6a - 10p
Pending - Laurel Bowie Rd @ S Laurel Dr	11	11	0	6a - 10p

Source: Revenue Authority

Appendix G
Economic Development Projects – As of April 2017



36) The Revenue Authority has or will be leveraging a total of \$21.3MM to the total cost of projects in the pipeline.

✓	Brentwood	\$6.7M
✓	New Carrollton Garage	\$6.0M
✓	Suitland	\$2.0M
✓	Balk Hill	\$5.7M
✓	Regional Medical Center	\$500K
✓	<u>Hamilton Street Garage</u>	<u>\$400K</u>
	Total	\$21.3M

Appendix H
CIP and Economic Development Projects – as of May 2017

Friday, May 05, 2017

Revenue Authority of Prince George's County
Capital Improvement Projects & Economic Development Projects

Project	Type of Project	Funding Source	Investment Terms/Return	Estimated Investment Amount \$	Funds Spent to Date \$	Investment Return \$	Beg FY	End FY	RA Board Review	Status to Date
Suitland Naylor Road	Development Project	RAPGC - ED Reserve	Not tied to a property - contingency	2,000,000		\$ 2,000,000	FY 2016	FY 2056	YES	Active
Suitland Naylor Road	Development Project	TIF backed Revenue Bonds	Tied to Bonds	28,000,000			FY 2017		YES	Active
Suitland I (Shopping Center)										
Suitland II (Hunter Memorial)										
Brentwood I	Development Project	RAPGC - ED Reserve		6,700,000	3,700,000		FY 2017		YES	Active
New Carrollton Garage Renovation	Renovation Project	Construction Loan	TBD	6,500,000	500,000	N/A	FY 2017	FY 2018	TBA	
Hyattsville Justice Center-Renovation of Garage	Renovation Project	Construction Loan	TBD	6,000,000		N/A	FY 2017	FY 2019	TBA	
Hamilton Street Garage	Development Project	RAPGC - ED Reserve		5,650,000			FY 2018	FY 2019		
TOTAL Portfolio				54,950,000						
Invested Projects										
Glenarden	Development Project	RAPGC - ED Reserve	3.5% Interest on loaned amount first 3 Yrs. & Balance at Year 3	3,158,656		\$ 331,658	FY 2015	FY 2018	YES	on going
Brentwood	Development Project	RAPGC - ED Reserve						FY17		YES
Suitland Naylor Road	Development Project	RAPGC - ED Reserve								
Suitland Naylor Road	Development Project	TIF backed Revenue Bonds								
Suitland III										
Total Invested										21,467,874