

Integrity. Commitment. Performance.™





Cicero SD 99

PMA Financial Planning Program
Presented by
Steven Crouse| Senior Financial Consultant
PMA Financial Network, Inc.
June 18, 2015



# Financial Planning Program *Process*

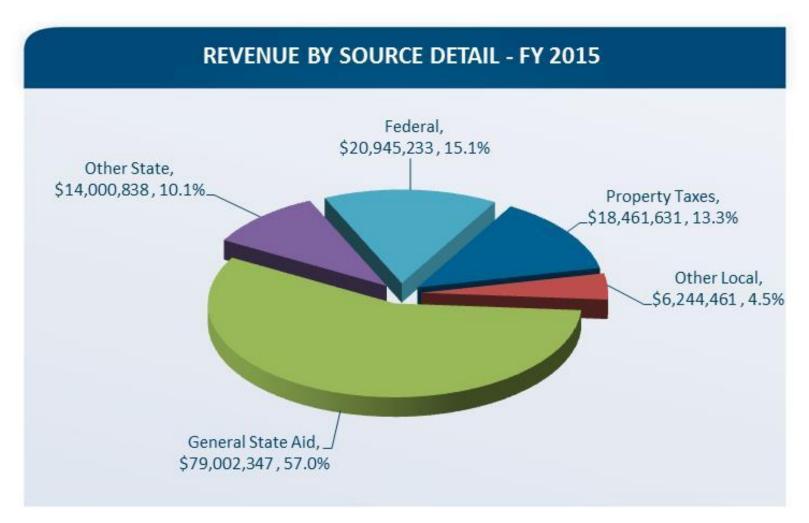
- What is the Financial Planning Program (FPP)?
  - A comprehensive, interactive planning process that can be updated to assist the District in making important financial decisions.
- How we use the plan:
  - Budget Planning
  - Trend Analysis
  - Set Fiscal Policies
  - Scenario Analysis
  - Annual Update and Reassessment



#### **Data Elements**

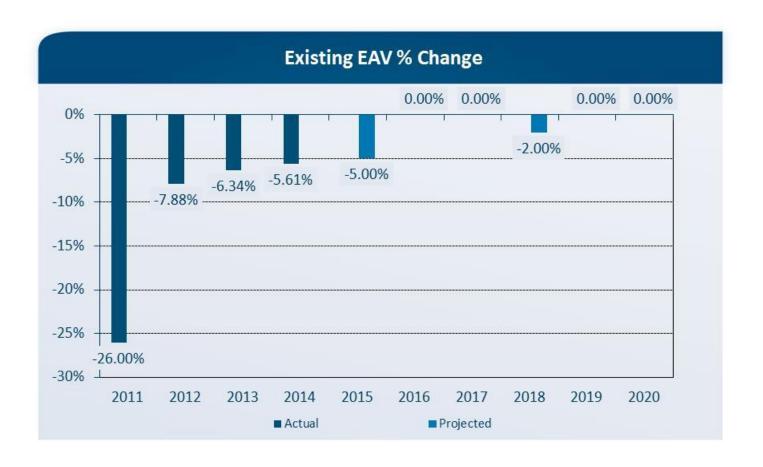
- Annual Financial Reports (AFRs) for the past five years
- District's FY15 Budget Base for financial projections
- Historical Tax Levy/Tax Extension Reports
- History of Equalized Assessed Valuations and New Property Values
- Tax collection history
- Current contract for certified staff
- Current scattergram and FTEs
- Current salaries & benefits information
- Current student/staffing ratios
- Historical enrollment from Fall Housing Report



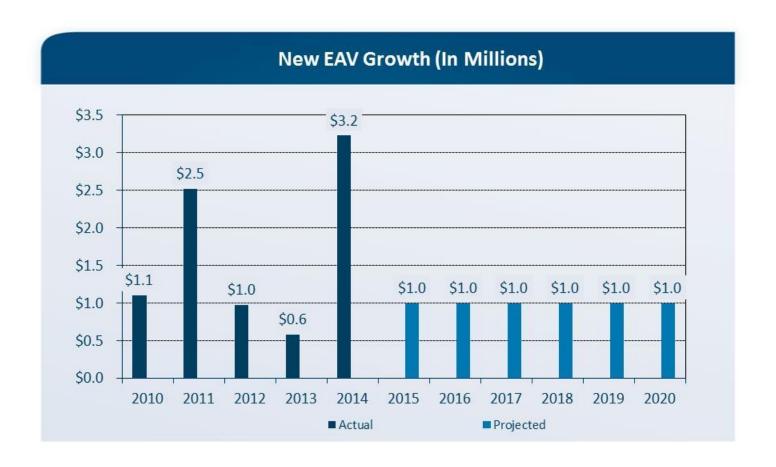


Includes: Education, Operations & Maintenance, Transportation, IMRF, Capital Projects, Working Cash, & Tort Funds

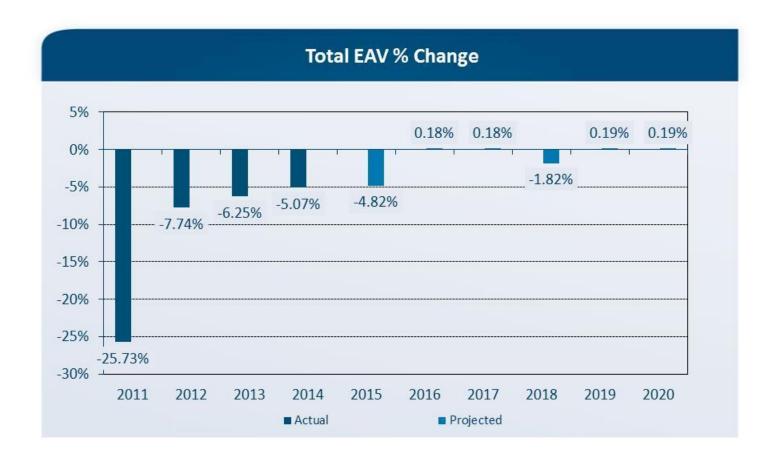
















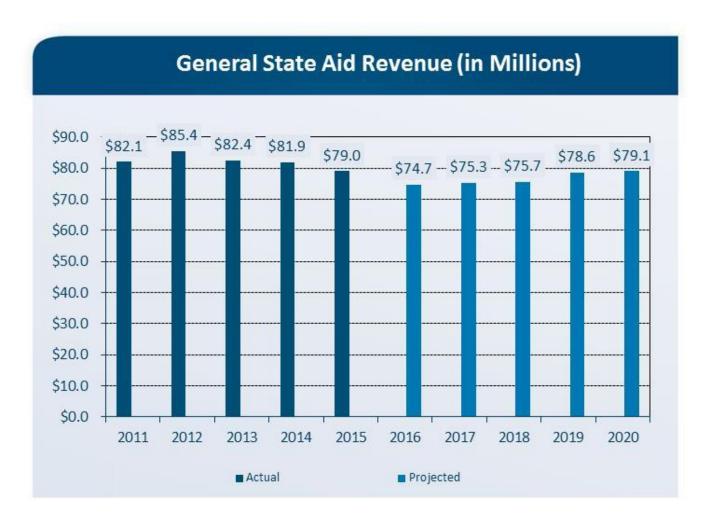


# Revenue Assumptions – Local, State & Federal

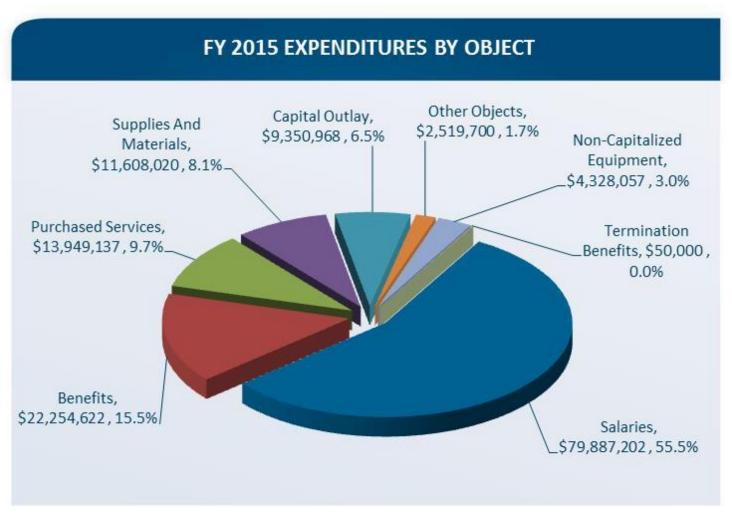
- General State Aid (GSA)
  - FY15 Foundation Level = \$6,119, held flat in future years
  - Funded at 89% for FY15
  - Assumed 80% proration in future years
- Other Local
  - Revenues held flat
- Categorical Payments
  - Transportation: Changes based on previous years expenditures
  - All others held flat at current budget level
- Federal Funding
  - Revenues held flat at current budget level



#### Revenue Assumptions







Includes: Education, Operations & Maintenance, Transportation, IMRF, Capital Projects, Working Cash, & Tort Funds



# **Expenditure Assumptions**

- Salaries & Benefits
  - Teachers Salary
    - Current contract through FY17
    - Future salaries to be negotiated
  - All Other Salaries
    - To be determined
  - Health Insurance
    - 5% increase in FY16, 4% in FY17, 5% in FY18, 4% in FY19,
       5% in FY20



# **Expenditure Assumptions**

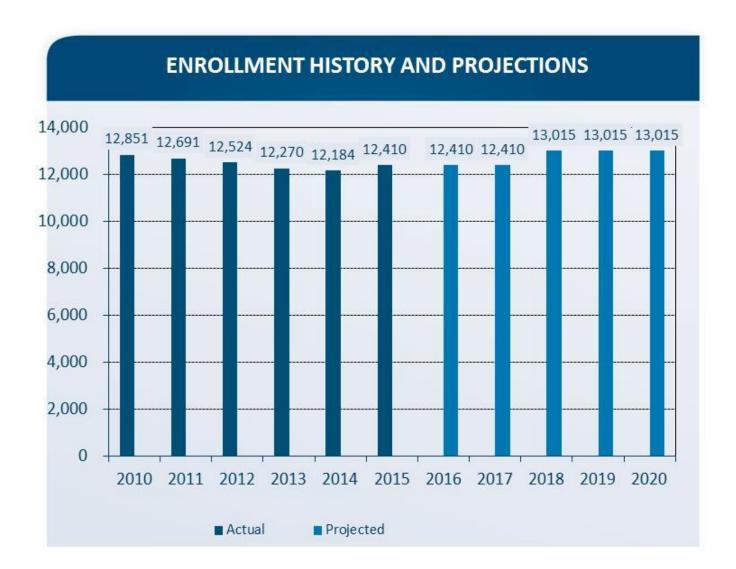
- Ed Fund
  - Purchased Services & Other Objects: Increased 4% in future years
    - Additional \$418k annually for reimbursement of crossing guards
  - Capital Outlay: Increased 2% in future years
  - Non Capitalized Equipment: Onetime increase of \$3 mil in FY16
  - All other expenditures increased by 2.5% in future years
- O&M
  - All expenditures increased by 2.5% in future years
- Transportation
  - Supplies & Materials: Increased 15% in FY16 then 2.5% in future
  - All other expenditures increased by 2.5%



# **Expenditure Assumptions**

- Tort
  - Purchased Services: Increased 3% in future years
- Capital Projects
  - \$18 mil in FY16, \$10 mil in FY17, then \$2 mil in future years







# **Staffing Assumptions**





# **Aggregate History**

	ACTUAL REVENUE / EXPENDITURES										г
	FY 2010	FY 2011	% chg	FY 2012	% chg	FY 2013	% chg	FY 2014	% chg	FY 2015	% chg
REVENUE											
Local	\$23,599,605	\$23,179,380	-1.78%	\$23,636,342	1.97%	\$23,123,519	-2.17%	\$24,295,967	5.07%	\$24,706,092	1.69%
State	\$71,656,859	\$97,627,062	36.24%	\$100,814,244	3.26%	\$93,922,228	-6.84%	\$95,304,110	1.47%	\$93,003,185	-2.41%
Federal	\$32,702,327	\$24,703,949	-24.46%	\$18,004,362	-27.12%	\$18,162,856	0.88%	\$16,596,833	-8.62%	\$20,945,233	26.20%
Other	\$0	\$0		\$0	ľ	\$0	'	\$0		\$0	
TOTAL REVENUE	\$127,958,791	\$145,510,391	13.72%	\$142,454,948	-2.10%	\$135,208,603	-5.09%	\$136,196,910	0.73%	\$138,654,510	1.80%
EXPENDITURES											
Salary and Benefit Costs	\$84,893,560	\$89,436,649	5.35%	\$91,248,082	2.03%	\$91,896,478	0.71%	\$92,365,549	0.51%		10.58%
Other	\$40,693,233	\$38,614,129	-5.11%	\$33,954,633	-12.07%	\$38,439,515	13.21%	\$36,415,314	-5.27%	\$41,855,882	14.94%
TOTAL EXPENDITURES	\$125,586,793	\$128,050,778	1.96%	\$125,202,715	-2.22%	\$130,335,993	4.10%	\$128,780,863	-1.19%	\$143,997,706	11.82%
SURPLUS / DEFICIT	\$2,371,998	\$17,459,613		\$17,252,233		\$4,872,610		\$7,416,047		(\$5,343,196)	
OTHER FINANCING SOURCES/USES											
Transfer Among Funds (Net)	\$0	\$0		\$0		\$0		\$0		\$0	
Sale of Bonds	\$21,340,011	\$5,500		\$12,400		\$21,998		\$10,300		\$0	
Other Financing Sources	\$0	\$0		\$0		\$0		\$0		\$0	
Other Financing Uses	\$0	\$0		\$0		\$0		\$0		\$0	
TOTAL OTHER FIN. SOURCES/USES	\$21,340,011	\$5,500		\$12,400		\$21,998		\$10,300		\$0	
	4	4		4		4		4		(4	
SURPLUS / DEFICIT INCL. OTHER FIN. SOURCES	\$23,712,009	\$17,465,113		\$17,264,633		\$4,894,608		\$7,426,347		(\$5,343,196)	
DECIMINING FUND DAI ANGE	Ć06 F42 200	6420.254.247		6427 740 220		\$454.002.052		6450.070.574		6467.204.040	
BEGINNING FUND BALANCE	\$96,542,208	\$120,254,217		\$137,719,330		\$154,983,963		\$159,878,571		\$167,304,918	
YEAR-END FUND BALANCE	\$120,254,217	\$137,719,330		\$154,983,963		\$159,878,571		\$167,304,918		\$161,961,722	
TLAN-LIND FOND BALANCE	Y12U,234,217	7137,713,330		7134,303,303		7133,070,371		7107,304,310		7101,301,722	
FUND BALANCE AS % OF EXPENDITURES	95.75%	107.55%		123.79%		122.67%		129.91%		112.48%	
FUND BALANCE AS # OF MONTHS OF EXPEND.	11.49	12.91		14.85		14.72		15.59		13.50	



#### Aggregate Revenue

	BUDGET	REVENUE PROJECTIONS										
	FY 2015	FY 2016	% chg	FY 2017	% chg	FY 2018	% chg	FY 2019	% chg	FY 2020	% chg	
LOCAL												
Property Taxes	\$18,461,631	\$20,061,282	8.66%	\$22,051,082	9.92%	\$18,826,089	-14.63%	\$21,356,270	13.44%	\$21,963,238	2.84%	
CPPRT	\$4,644,536	\$4,644,536	0.00%	\$4,644,536	0.00%	\$4,644,536	0.00%	\$4,644,536	0.00%	\$4,644,536	0.00%	
Pupil Activities	\$0	\$0		\$0		\$0		\$0		\$0		
Other Local Revenue	\$1,599,925	\$1,088,878	-31.94%	\$1,364,723	25.33%	\$1,597,907	17.09%	\$1,762,062	10.27%	\$1,856,982	5.39%	
TOTAL LOCAL REVENUE	\$24,706,092	\$25,794,696	4.41%	\$28,060,341	8.78%	\$25,068,531	-10.66%	\$27,762,867	10.75%	\$28,464,756	2.53%	
STATE												
General State Aid	\$79,002,347	\$74,697,834	-5.45%	\$75,290,310	0.79%	\$75,678,412	0.52%	\$78,529,303	3.77%	\$79,031,647	0.64%	
Other State Revenue	\$14,000,838	\$14,770,972	5.50%	\$14,936,526	1.12%	\$15,063,006	0.85%	\$15,193,952	0.87%	\$15,317,502	0.81%	
TOTAL STATE REVENUE	\$93,003,185	\$89,468,806	-3.80%	\$90,226,836	0.85%	\$90,741,419	0.57%	\$93,723,256	3.29%	\$94,349,149	0.67%	
TOTAL FEDERAL REVENUE	\$20,945,233	\$20,943,910	-0.01%	\$20,943,910	0.00%	\$20,943,910	0.00%	\$20,943,910	0.00%	\$20,943,910	0.00%	
FLOW-THROUGH REVENUE	\$0	\$0		\$0		\$0		\$0		\$0		
TOTAL REVENUE	\$138,654,510	\$136,207,412	-1.76%	\$139,231,088	2.22%	\$136,753,860	-1.78%	\$142,430,033	4.15%	\$143,757,815	0.93%	



# Aggregate Expenditures

	BUDGET	UDGET EXPENDITURE PROJECTIONS											
	FY 2015	FY 2016	% chg	FY 2017	% chg	FY 2018	% chg	FY 2019	% chg	FY 2020	% chg		
Salaries	\$79,887,202	\$81,346,164	1.83%	\$83,766,740	2.98%	\$86,085,228	2.77%	\$88,394,714	2.68%	\$90,773,276	2.69%		
Benefits	\$22,254,622	\$22,788,262	2.40%	\$23,402,026	2.69%	\$24,772,796	5.86%	\$25,021,694	1.00%	\$26,021,071	3.99%		
TOTAL SALARIES & BENEFITS	\$102,141,824	\$104,134,427	1.95%	\$107,168,766	2.91%	\$110,858,023	3.44%	\$113,416,409	2.31%	\$116,794,347	2.98%		
Purchased Services	\$13,949,137	\$14,849,079	6.45%	\$15,365,204	3.48%	\$15,900,109	3.48%	\$16,454,497	3.49%	\$17,029,097	3.49%		
Supplies And Materials	\$11,608,020	\$11,949,708	2.94%	\$12,248,376	2.50%	\$12,554,510	2.50%	\$12,868,298	2.50%	\$13,189,930	2.50%		
Capital Outlay	\$9,350,968	\$19,350,062	106.93%	\$11,378,760	-41.20%	\$3,408,074	-70.05%	\$3,438,018	0.88%	\$3,468,605	0.89%		
Other Objects	\$2,519,700	\$2,620,488	4.00%	\$2,725,308	4.00%	\$2,834,320	4.00%	\$2,947,693	4.00%	\$3,065,600	4.00%		
Non-Capitalized Equipment	\$4,328,057	\$7,436,258	71.82%	\$4,622,165	-37.84%	\$4,737,719	2.50%	\$4,856,162	2.50%	\$4,977,566	2.50%		
Termination Benefits	\$50,000	\$51,250	2.50%	\$52,531	2.50%	\$53,845	2.50%	\$55,191	2.50%	\$56,570	2.50%		
Provision For Contingencies	\$50,000	\$0		\$0		\$0		\$0		\$0			
TOTAL ALL OTHER	\$41,855,882	\$56,256,846	34.41%	\$46,392,343	-17.53%	\$39,488,576	-14.88%	\$40,619,858	2.86%	\$41,787,368	2.87%		
TOTAL EXPENDITURES	\$143,997,706	\$160,391,273	11.38%	\$153,561,109	-4.26%	\$150,346,600	-2.09%	\$154,036,267	2.45%	\$158,581,716	2.95%		

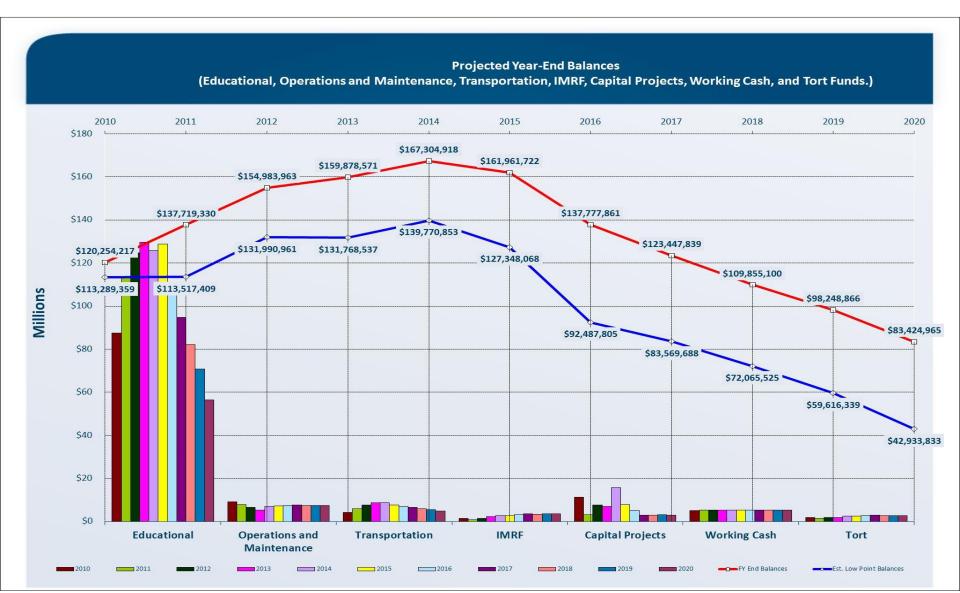


#### **Aggregate Projection**

	BUDGET	REVENUE / EXPENDITURE PROJECTIONS										
	FY 2015	FY 2016	% chg	FY 2017	% chg	FY 2018	% chg	FY 2019	% chg	FY 2020	% chg	
REVENUE												
Local	\$24,706,092	\$25,794,696	4.41%	\$28,060,341	8.78%	\$25,068,531	-10.66%	\$27,762,867	10.75%	\$28,464,756	2.53%	
State	\$93,003,185	\$89,468,806	-3.80%	\$90,226,836	0.85%	\$90,741,419	0.57%	\$93,723,256	3.29%	\$94,349,149	0.67%	
Federal	\$20,945,233	\$20,943,910	-0.01%	\$20,943,910	0.00%	\$20,943,910	0.00%	\$20,943,910	0.00%	\$20,943,910	0.00%	
Other	\$0	\$0		\$0		\$0		\$0		\$0		
TOTAL REVENUE	\$138,654,510	\$136,207,412	-1.76%	\$139,231,088	2.22%	\$136,753,860	-1.78%	\$142,430,033	4.15%	\$143,757,815	0.93%	
EXPENDITURES												
Salary and Benefit Costs	\$102,141,824	\$104,134,427	1.95%	\$107,168,766	2.91%	\$110,858,023	3.44%	\$113,416,409	2.31%	\$116,794,347	2.98%	
Other	\$41,855,882	\$56,256,846	34.41%	\$46,392,343	-17.53%	\$39,488,576	-14.88%	\$40,619,858	2.86%	\$41,787,368	2.87%	
TOTAL EXPENDITURES	\$143,997,706	\$160,391,273	11.38%	\$153,561,109	-4.26%	\$150,346,600	-2.09%	\$154,036,267	2.45%	\$158,581,716	2.95%	
			ĺ									
SURPLUS / DEFICIT	(\$5,343,196)	(\$24,183,861)		(\$14,330,022)		(\$13,592,740)		(\$11,606,234)		(\$14,823,901)		
OTHER FINANCING SOURCES/USES												
Transfer Among Funds (Net)	\$0	\$0		\$0		\$0		\$0		\$0		
Sale of Bonds	\$0	\$0		\$0		\$0		\$0		\$0		
Other Financing Sources	\$0	\$0		\$0		\$0		\$0		\$0		
Other Financing Uses	\$0	\$0		\$0		\$0		\$0		\$0		
TOTAL OTHER FIN. SOURCES/USES	\$0	\$0		\$0		\$0		\$0		\$0		
SURPLUS / DEFICIT INCL. OTHER FIN. SOURCES	(\$5,343,196)	(\$24,183,861)		(\$14,330,022)		(\$13,592,740)		(\$11,606,234)		(\$14,823,901)		
BEGINNING FUND BALANCE	\$167,304,918	\$161,961,722		\$137,777,861		\$123,447,839		\$109,855,100		\$98,248,866		
PROJECTED YEAR END BALANCE	\$161,961,722	\$137,777,861		\$123,447,839		\$109,855,100		\$98,248,866		\$83,424,965		
FUND BALANCE AS % OF EXPENDITURES	112.48%	85.90%		80.39%		73.07%		63.78%		52.61%		
FUND BALANCE AS # OF MONTHS OF EXPEND.	13.50	10.31		9.65		8.77		7.65		6.31		

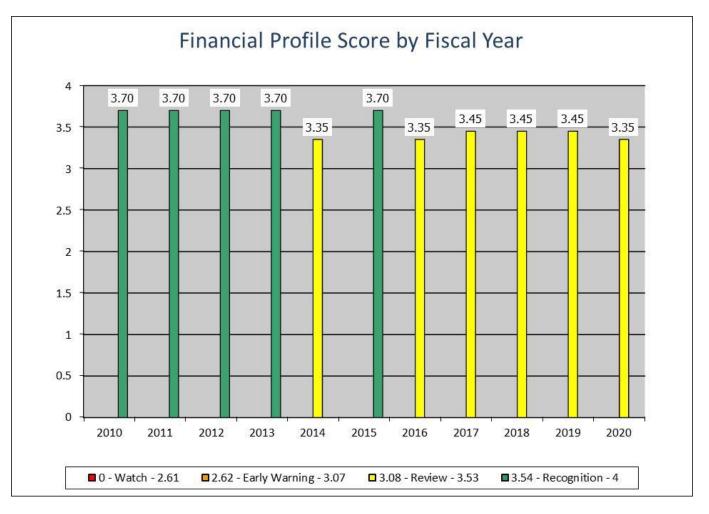
#### PMA Financial Planning Program







#### Financial Profile Score



#### PMA Financial Planning Program



The information contained herein is solely intended to suggest/discuss potentially applicable financing applications and is not intended to be a specific buy/sell recommendation, nor is it an official confirmation of terms. Any terms discussed herein are preliminary until confirmed in a definitive written agreement.

The analysis or information presented herein is based upon hypothetical projections and/or past performance that have certain limitations. No representation is made that it is accurate or complete or that any results indicated will be achieved. In no way is past performance indicative of future results. Changes to any prices, levels, or assumptions contained herein may have a material impact on results. Any estimates or assumptions contained herein represent our best judgment as of the date indicated and are subject to change without notice. Examples are merely representative and are not meant to be all-inclusive.

The information set forth herein was gathered from sources which we believe, but do not guarantee, to be accurate. Neither the information, nor any options expressed, constitute a solicitation by us for purposes of sale or purchase of any securities or commodities. Investment/financing decisions by market participants should not be based on this information.

You should consider certain economic risks (and other legal, tax, and accounting consequences) prior to entering into any type of transaction with PMA Securities, Inc. or PMA Financial Network, Inc. It is imperative that any prospective client perform its own research and due diligence, independent of us or our affiliates, to determine suitability of the proposed transaction with respect to the aforementioned potential economic risks and legal, tax, and accounting consequences. Our analyses are not and do not purport to be appraisals of the assets, or business of the District or any other entity. PMA makes no representations as to the actual value which may be received in connection with a transaction nor the legal, tax, or accounting effects of consummating a transaction. PMA cannot be relied upon to provide legal, tax, or accounting advice. You should seek out independent and qualified legal, tax, and accounting advice from outside sources.

If posted on a webpage, this information has been prepared for informational and educational purposes and does not constitute a solicitation to purchase or sell securities, which may be done only after client suitability is reviewed and determined. Services offered by PMA Securities, Inc. and this registered representative presenter, in particular, are available only in the following state: IL. This information is not an advertisement of services available in any state other than those listed above.