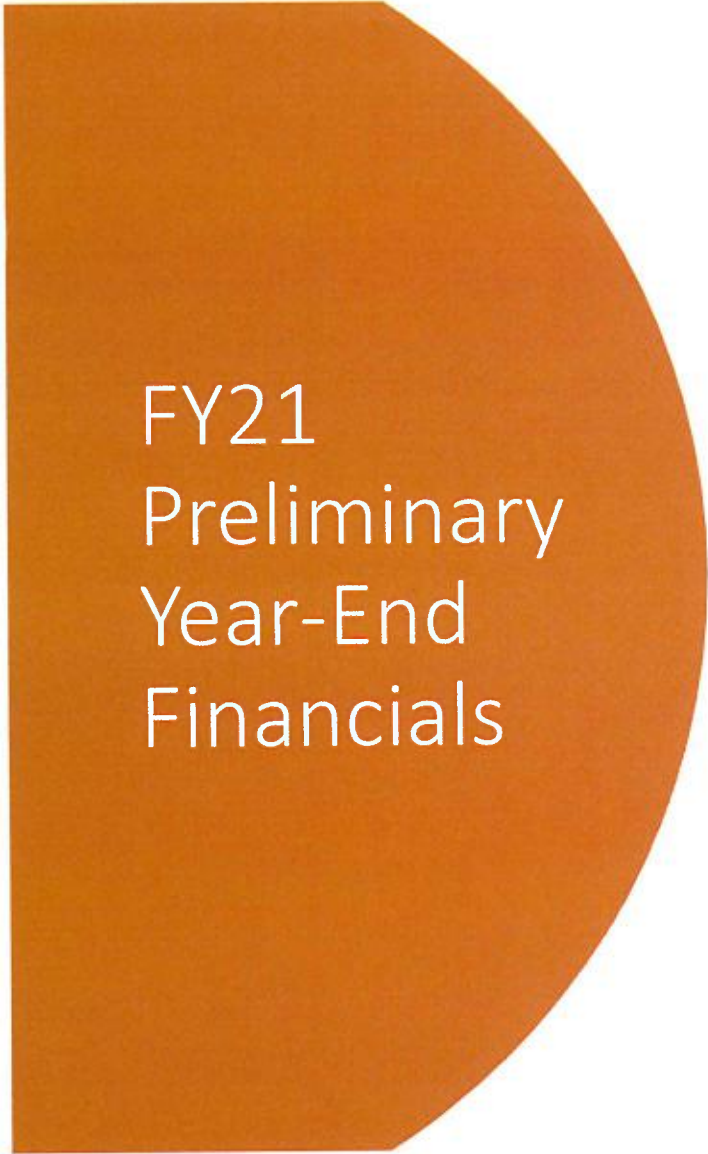



The slide features a solid orange background. A large white circle is centered on the page. To the left of the white circle, there is a smaller orange square with a dashed yellow border. At the bottom right of the white circle, there is a small solid blue circle.

Town Council Meeting

July 20, 2021

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FY21 Preliminary Year-End Financials

- Please note that these results are preliminary
 - Still processing FY21 transactions
 - Subject to final audit – September timeframe
- 
- A yellow dashed arc in the bottom right corner of the slide.

FY21
Preliminary
Year-End
Financials

**Revenues – Wide fluctuations due to
Pandemic**

Interest on Deposits - \$209,090 below budget
(26%)

SRO at Pinkerton –\$156,824 below budget
(30%) - remote learning

Motor Vehicle Fees - \$733,314 above budget
(11%)

Transfer Station Revenues \$214,954 above
budget – offset by increased expenses.

Parks and Recreation - \$105,946 below budget
– offset by decreased expenses.

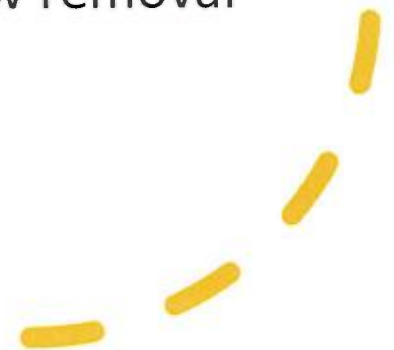
FY21
Preliminary
Year-End
Financials

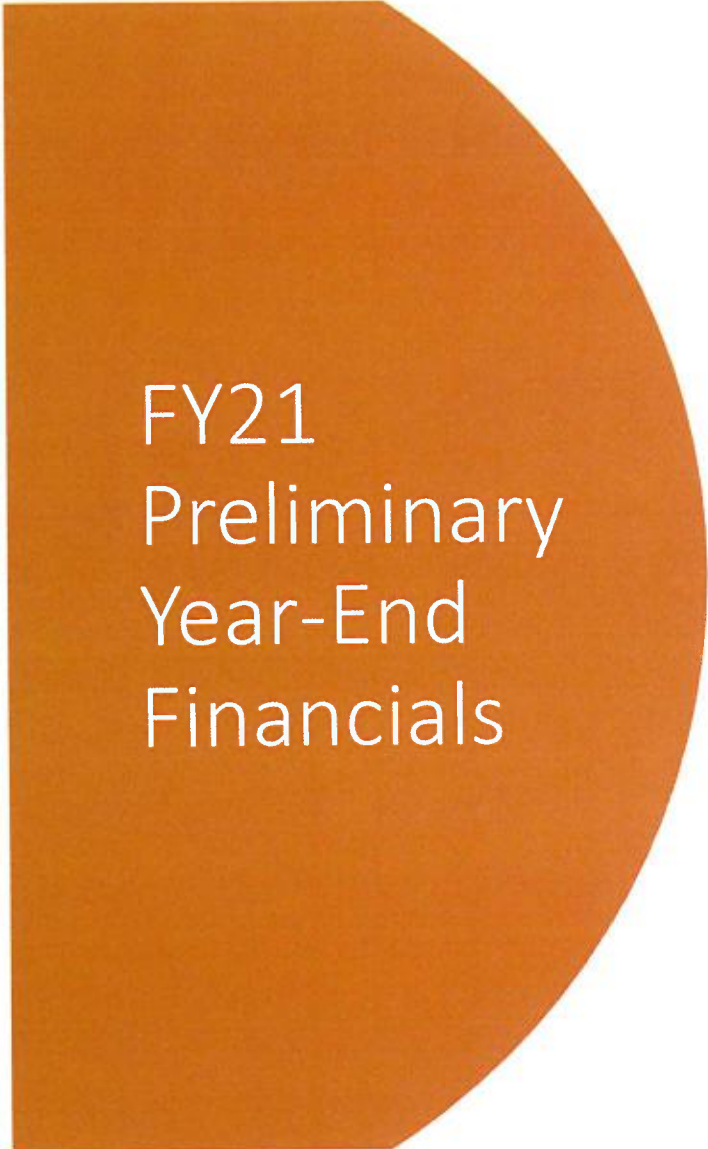
General Fund Operational Expenses

Fire Department - \$302,269 under budget
(staff retirements/turnover)

Police Department - \$822,111 under budget
(staff retirements/turnover)

Public Works General Fund Divisions -
\$280,791 under budget (Recreation/Parks
seasonal programs cancelled/snow removal
expenses under budget)





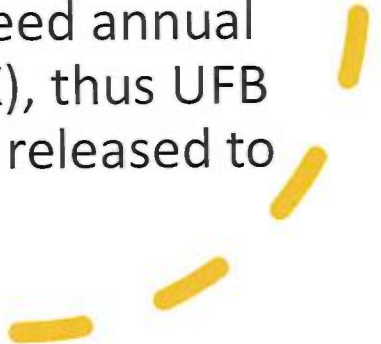
FY21
Preliminary
Year-End
Financials

Overall:


Revenues are expected to exceed estimates by \$46.3K (0.25%)

Expenses are expected to be below estimates by \$1.679M (4.0% of budget)

Information confirms that funds added to Unallocated Fund Balance will exceed annual UFB stabilization to budget (\$650K), thus UFB residual from FY 20 budget will be released to Capital Reserve Funds (\$1.23M)



#21-71
Resolution
#2021-036
Authorize
the Sale of
Surplus
Property

- Town connected two water systems to the Town's main system
 - Former wells and pump stations removed
 - Land surplus to the Town's Needs
- 

#21-71
Resolution
#2021-036
Authorize
the Sale of
Surplus
Property

- Staff requesting authorization to sell
- Investigating disposal method – may dispose at public auction
- Locations
 - 5 Lester Lane
 - 23 Adams Pond Road




#21-72
Ordinance
#2021-009
Zoning
Amendment for
Solar Energy
Systems

- Net Zero Committee approached Planning Board – Renewable Energy Ordinance
- PB formed subcommittee with Net Zero and staff to review
- PB recommends allowing small business and residential solar energy systems




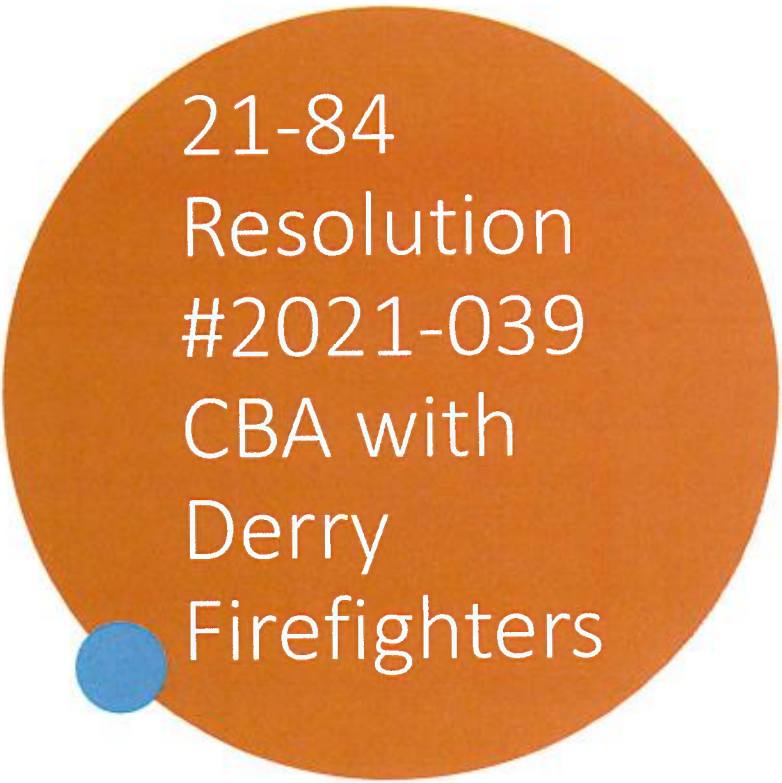
#21-83
Resolution
#2021-038
Provide
Employees with
Additional
Retirement
Savings Options

- Totally optional at the employee's expense
 - Expand offerings for Roth 457 Plans with a Loan Option
 - Proposed to be offered by Mission Square (ICMA-RC) and PFPOPE
- 




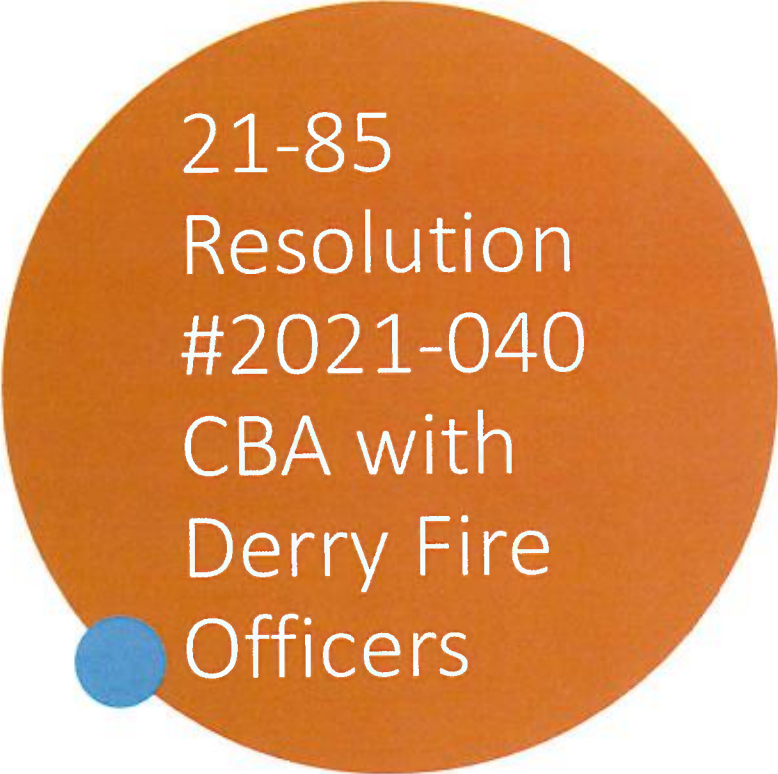
Collective Bargaining Agreement Ratifications

- 
- Four proposed agreements this evening
 - All previously ratified by union membership
 - All provide 1.5% lump-sum payment in FY22 outside of base pay
 - All provide 2% annual increases in base beginning in FY23
 - Revisions to prescription plan as previous plan phased out by insurer




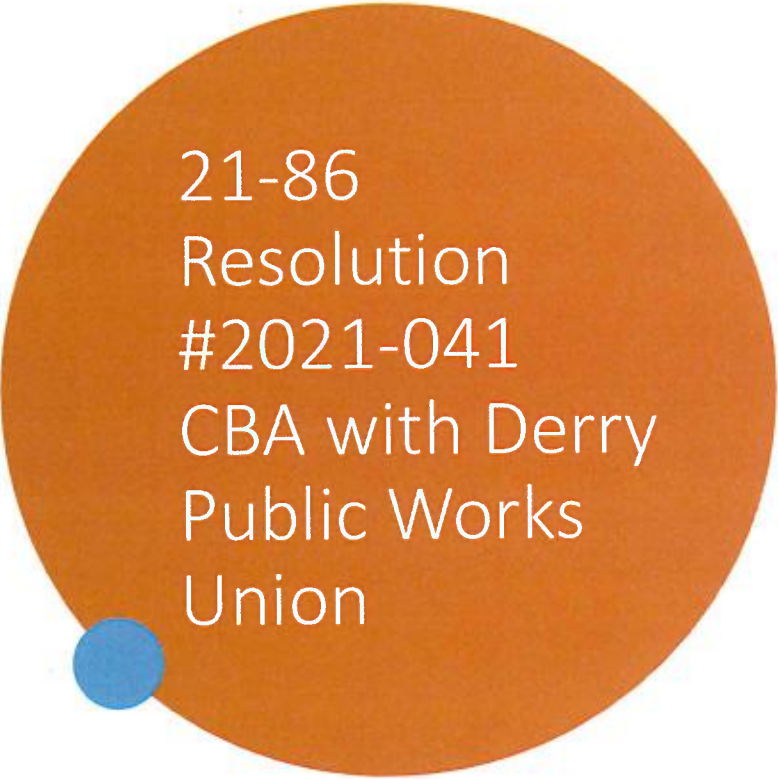
21-84
Resolution
#2021-039
CBA with
Derry
Firefighters

- 
- Represents 54 employees in the Fire Department
 - Five-Year agreement, thus 2% annually FY23-FY26
 - “Me-Too” Clause if favorable terms negotiated with units prior to FY26




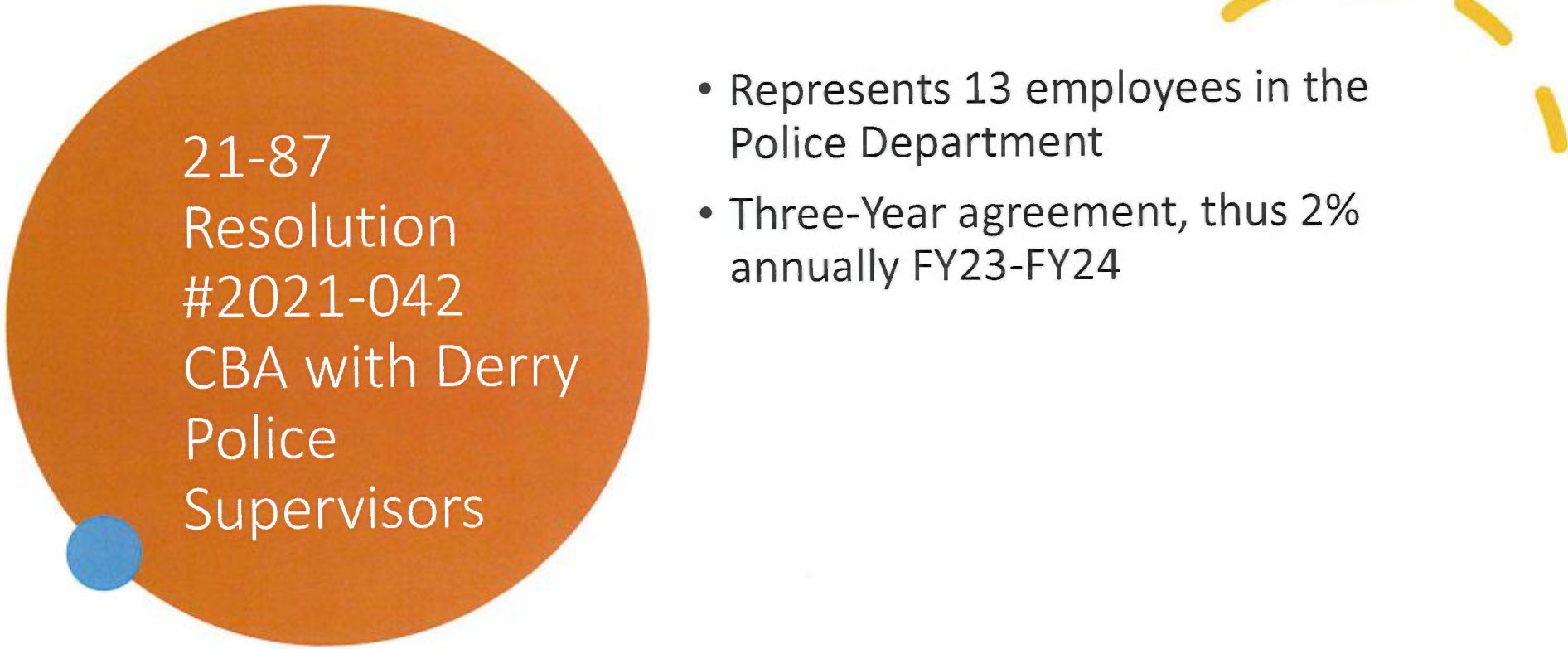
21-85
Resolution
#2021-040
CBA with
Derry Fire
Officers

- 
- Represents 21 employees in the Fire Department
 - Five-Year agreement, thus 2% annually FY23-FY26
 - “Me-Too” Clause if favorable terms negotiated with units prior to FY26



21-86
Resolution
#2021-041
CBA with Derry
Public Works
Union

- 
- Represents 48 employees in multiple divisions within the Public Works Department
 - Five-Year agreement, thus 2% annually FY23-FY26



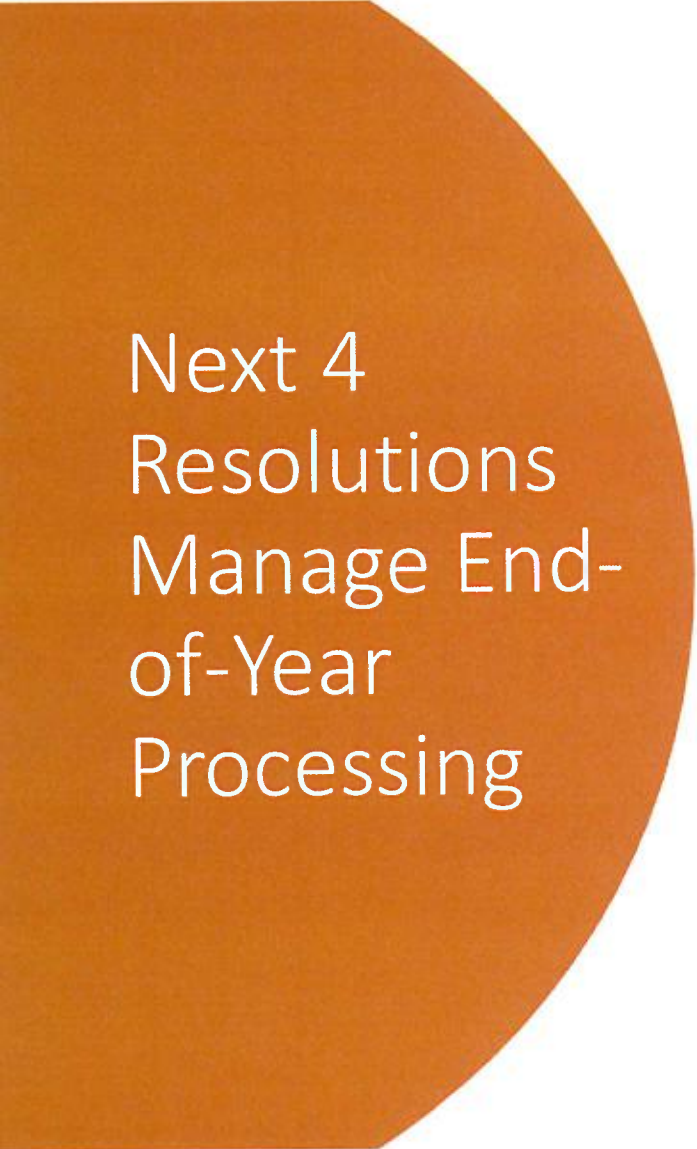
21-87
Resolution
#2021-042
CBA with Derry
Police
Supervisors

- Represents 13 employees in the Police Department
- Three-Year agreement, thus 2% annually FY23-FY24

21-88
Resolution
#2021-043
Sunset
Approval of
Emergency
Loan Fund
Terms

- Council authorized emergency loans to local businesses during the Pandemic
 - Two emergency loans issued
- With other programs available and economy on the rebound, recommend ending emergency loan program
- All future loan activity would revert back to customary terms and conditions
 - Since inception of program loans granted to 12 start-up businesses in Derry



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Next 4
Resolutions
Manage End-
of-Year
Processing

Chief Financial Officer Mark Fleischer

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21-89
Resolution
#2021-044
Transfer funds
from
Compensated
Absences

- Fund created in 1997 to assist with end of service and earned time payouts.
- Fund augments appropriations for same purpose in operating budget.
- FY 21 – total expenses were \$985,764
- FY 21 - \$549,154 included in operating budget
- FY 21 - \$436,610 to be transferred from Compensated Absences Fund

21-90
Resolution
#2021-045
Expand Use
of Long-Term
Lease
Revenues

- Council previously appropriated funds for FD Quint
- Safety considerations required modifications to doors at Hampstead and English Range
- Town completed HVAC projects at other town buildings under budget
- Preference is to use residual lease proceeds on this project rather than Fire Department Capital Reserve Fund
- Project cost - \$41,459




21-91
Resolution
#2021-046
Transfer
Funds from
Derry
Recovery ETF


- Council established Derry Recovery ETF to manage ARPA receipts
- All anticipated receipts to replace lost revenues
- Council anticipated using some funds for CBA Implementation
- Council authorize Health Officer at f-t with blending ARPA with tax dollars
- This transfer:
 - \$362,596 as first transfer to CBA Implementation Trust
 - \$ 61,813 to fund residual costs of Health Inspector position for FY22



21-92
Resolution
#2021-047
Create Derry
Economic
Development
ETF


- Town participates in and receives revenue from Southern NH Regional Water Interconnection Project
 - Senator Birdsell sponsored SB87, which now allows broad economic development initiatives using no more than 50% of water wheeling revenues
 - Derry Economic Development ETF is vehicle proposed to account, hold and expend from for these initiatives
 - Council action required to expend from Fund
- 

21-93
Resolution
#2021-048
Downtown
Façade
Improvement
Program

- Council approved two funding cycles
 - Significant activity pre-COVID
 - Businesses pivoted to survival during Pandemic
 - Current application deadlines have passed
 - Seeking Council authorization to continue program, eliminate deadlines, and report back on semi-annual basis regarding activity
- 
- A decorative graphic consisting of several short, thick, yellow dashed lines arranged in a curved, upward-sloping path in the bottom right corner of the slide.

21-94
Resolution
#2021-049
Adopt Council's
FY22 Action
Plan

Council met June 22 to develop Goals – this action formalizes adoption:

- Maximize Opportunities and Minimize Adverse Impacts of Exit 4A Project
 - Continue Recreation Facilities Development Plan
 - Proceed with Public Safety Facilities Study
 - Extend Municipal Sewer to Ryan's Hill Area
 - Review Eligibility Status for Elderly Exemption Program
 - Continue Implementing Energy Efficiency Goals
 - Proceed with Abbott Court Development
 - Citizen Ballot Input (Non-binding)
 - ARPA Funding Determination
- 

21-95
Resolution
#2021-052
Transfer Funds to
CBA
Implementation
Trust

- CBA Implementation Trust used to help fund collective bargaining agreements
 - Workers Comp and Property-Liability Insurance carrier notified Town of one-time premium holidays due to favorable claims history
 - Recommend transfer to CBA Implementation Trust to fund FY22 one-time lump sum payments negotiated in contracts
 - Transfer amount of \$228,193
- 