

**DATE:** December 1, 2010  
**TO:** Terry S. Fedorchak  
**FROM:** Brian McCloskey   
**RE:** Finance Director's Report

As planned, here is the quarterly Finance Director's report, highlighting various financial data within both the governmental and business operations of the Township.

***Overall Summary***

For the quarter ending September 30, 2010, total Revenues and Expenses were as follows, in thousands, as compared to their respective budget:

<b><u>TOWNSHIP TOTALS</u></b>	<b><u>Actual</u></b> <b><u>9/30/10</u></b>	<b><u>Budget</u></b> <b><u>FY2010</u></b>	<b><u>Available</u></b>	<b><u>Percentage</u></b> <b><u>Used</u></b>
Revenues	\$19,463	\$22,216	\$ 2,754	87.65%
Expenses	\$15,973	\$24,212	\$ 8,424	66.06%

As we have completed the 3<sup>rd</sup> quarter of our fiscal year, revenues are trending where expected, and expenditures are trending below budget and expectations. As expenditures are more cyclical than revenues we would expect to be in the 70-75% range however we are only at 66% of budget. This is due to several reasons, one being the spending freeze initiated in the summer as a result of the economic recession and the other is timing, some bills haven't arrived wherein last year they have, an example is the paving bills for the liquid fuels paving project. If you refer to **Exhibit B** you will see that we have collected 99% of our budgeted real estate tax revenues, and while we expect to exceed the budget slightly, the reason we will be over 100% is the success in collecting past due or delinquent tax revenues has exceeded budget. Current real estate tax revenues are at 99.25% of budget, where we expect them to be. Revenues in total are budgeted 1% lower than last year and are tracking even when compared to the same point in the prior year. Collections of real estate tax revenues are in line with prior years at 9/30, and we are within expectations with the exception of the delinquent accounts where we are trending ahead of budget. The real estate deed transfer tax is ahead of last years results, and while the housing market is still very volatile we are hopeful that it has begun to stabilize. We do expect to miss the budget on this revenue item, for the 2<sup>nd</sup> consecutive year, but we are closer to budget this year, at this point in time than we have been in the last several, and we are hopeful to make the 2008 numbers. As of 9/30/10 we are 12% ahead of last year's collected revenues. Expenses are under budget for 2010, and are also trending lower than at the same point in the prior year. The primary reason is cost cutting across the township budget, and some efficiencies gained in some of our larger expenditures, namely health care expenses. The township routinely looks at our providers and bids out where applicable the services. Total expenditures are budgeted 2% less than the previous year.

A comparison of the current and prior fiscal years yields the following:

<u>TOWNSHIP TOTALS</u>	<u>Actual</u> <u>9/30/10</u>	<u>Actual</u> <u>9/30/09</u>	<u>Amount</u> <u>Changed</u>	<u>Percentage</u> <u>Changed</u>
Revenues	\$19,463	\$20,275	- \$ 802	- 3.97%
Expenses	\$15,973	\$16,392	- \$ 418	- 2.55%

With the exception of the Real Estate Deed Transfer Tax and interest earnings, we expect to be close to our budgeted revenues for this fiscal year and all items within the expenditures are within budgets as well.

We expect the remainder of fiscal year 2010, along with at least the 1<sup>st</sup> half of 2011 to be challenging with regard to the Deed Transfer Tax revenue line item as the nationwide housing slump continues, although as mentioned earlier there are signs of stabilization and a possible recovery. Interest income is also projected to lag prior year numbers by a significant amount.

A Further analysis by classification is as follows, please note that pension revenues and expenses have been removed:

<u>GOVERNMENTAL</u>	<u>Actual</u> <u>9/30/10</u>	<u>Budget</u> <u>FY2010</u>	<u>Available</u>	<u>Percentage</u> <u>Used</u>
Revenues	\$12,360	\$13,865	\$ 1,505	89.15%
Expenses	\$ 9,205	\$15,025	\$ 5,820	61.26%

The primary reason for our revenues exceeding our expenses at this point is simply timing, revenues are primarily received in the 1<sup>st</sup> half of the year while expenditures are spread more evenly throughout the year.

A comparison of our governmental funds with the prior year are as follows:

<u>GOVERNMENT</u>	<u>Actual</u> <u>9/30/10</u>	<u>Actual</u> <u>9/30/09</u>	<u>Difference</u>	<u>Percentage</u> <u>Changed</u>
Revenues	\$ 12,360	\$ 12,512	- \$ 152	-1.21%
Expenses	\$ 9,205	\$ 9,681	-\$ 476	- 4.92%

A review of our business funds yields the following:

<u>BUSINESS</u>	<u>Actual</u> <u>9/30/10</u>	<u>Budget</u> <u>FY2010</u>	<u>Available</u>	<u>Percentage</u> <u>Used</u>
Revenues	\$6,423	\$8,351	\$ 1,928	76.91%
Expenses	\$6,274	\$9,187	\$ 2,913	68.29%

The Township's business enterprises are comprised of the Community Pool, the Sewer System and Makefield Highlands Golf Course. At this point in our fiscal year, the pool operations are completed and our revenues came in right at budget, we had a decrease in most membership categories but we also had an increase in guest booklet sales. 2010 was the 1<sup>st</sup> year we've sold booklets and the sales were very encouraging. Expenses for the pool are down 6%, we have seen savings in our minor equipment line item, some salaries and other repairs. You can review the attached pool report (**Exhibit D**) for details. 2010 was another successful season for the pool operations despite the decrease in membership.

The sewer system revenues have increased from the same time last year, by 4%, and this increase is primarily due to higher billing on the residential side. The dry summer and drought had an

effect on water usage and thus our billings were up. Interest income is down across all funds and that is causing some drag on total revenues, so we do not expect the total sewer fund revenue increase to match budget but to get close. Sewer revenues in total are budgeted near fiscal 2009 levels and operating expenses are as well. Our transmission fees are trending higher than with the prior year, some of this is timing while other parts are higher charges from our vendors. We have also just been made aware of a rate increase by one of our vendors effective with the 4<sup>th</sup> quarter of this year.

Makefield Highlands golf course has experienced a challenging year with the dry, hot weather conditions affecting us in key summer months, but with good management of our resources the course has been able to get by with minimal damage and play remained steady. The course has had a successful year despite the economy remaining volatile and challenging. The township was able to refinance part of the course debt and as such we will see savings on interest expense for the debt service. We expect the year to be positive for Makefield Highlands. Please review the attached report (**Exhibit E**) on the golf course for more details on revenues and rounds played.

A comparison of the current and prior fiscal years yields the following:

<b><u>BUS FUND TOTALS</u></b>	<b><u>Actual</u></b> <b><u>9/30/10</u></b>	<b><u>Actual</u></b> <b><u>9/30/09</u></b>	<b><u>Amount</u></b> <b><u>Changed</u></b>	<b><u>Percentage</u></b> <b><u>Changed</u></b>
Revenues	\$6,423	\$6,311	\$ 112	1.7%
Expenses	\$6,274	\$6,215	\$ 59	1.0%

### **SPECIFIC HIGHLIGHTS**

The following are specific items from our General Fund which we are highlighting in our report.

#### ***Real Estate Taxes***

Receipts from real estate taxes totaled \$4.852 million for the quarter ending September 30, 2010, this is an increase of more than 3% when compared to the same period last year. The 2010 budget had no tax increase but there was an additional ¼ millage of taxes transferred from one fund into the General Fund, so we expected and budgeted for the additional revenue. We will reach our budgeted tax revenues for fiscal 2010 as our collections continue to be very strong (averaging over 99% annually). Current Real Estate tax receipts are 99.82% of their respective budget, and this is expected since by the end of the third quarter of the fiscal year the majority of the payments are received. See **Exhibit B** for an analysis of general fund tax revenues.

#### ***Per Capita Taxes***

Per Capita taxes are tracking at the same rate as in the prior year. Our budget has remained the same as last year in this area, and while ¾'s through the fiscal year, we fully expect to meet our budgeted numbers.

#### ***Real Estate Transfer Tax***

Revenues from the Real Estate Transfer tax totaled \$794,000, an increase of 12%, or over \$83,000 when compared to the prior year. The budget was reduced from the prior year as a result of the housing slump, and while we track this area and related trends closely, the national outlook

for housing remains weak, and as mentioned throughout the year, this is an area of concern. Please review **Exhibit A-1** for details on the last 5 years of our Deed transfer tax revenue, you will see that at the three-quarter point of this year, we are trending lower than 4 of the previous 5. By reviewing this line item on a month by month basis, it is clear that the housing slump began in fiscal 2006, and most likely in August of that year for Lower Makefield Township. Please see the attached **Exhibit A** for a graph of the real estate transfer tax trends, further illustrating the performance of this line item revenue.

We will continue to track this item closely and review the year-to-date totals with previous years totals at the same time, as in Exhibit A-1.

### ***Other Revenues***

Other revenues, specifically fees and permits and rents and commissions, are slightly ahead of budget and prior year figures. There has been some significant building projects that have positively affected this area in the 3<sup>rd</sup> quarter, and we believe the future revenue outlook here is flat over the long run, however there is the housing project just recently approved by the Board that will have a positive affect on our budget over the next 3 years or so. One item of note here are interest income, as mentioned previously the rate environment is not favorable and we don't expect to meet our budget in this area. All other items appear within budget or slightly ahead at this point.

### ***General Fund Expenditures***

Expenditures within the Townships' general fund are tracking approximately 3% higher than the same period in the prior year. The reasons are hospitalization, which is trending higher than the previous year (although we believe will be under budget due to some late year efficiencies) and other and early season storm costs, most of which have been recouped through cost-cutting. The professional fee line item is also tracking ahead of budget as the township takes on more projects, some of which there is little to no control over (litigation). See the attached detailed spreadsheets on legal and engineering expenses, highlighting these two specific categories.

### ***Assets and Liabilities***

The Township's liquidity position remains strong despite our expected decrease in cash. Our cash position stands at approximately \$9.6 million as of September 30, 2010 versus \$10.6 million at the same time in the previous year. The decrease is a result of planned spending, specifically in sewer, capital reserve and general fund.

See **Exhibit C** for a more detailed analysis of our cash position by fund.

Accounts receivable is even when compared to the prior year prepaid expenses are lower in the current year, both asset categories combined are slightly less than prior year, but current assets are in line with expectations.

Current Liabilities have increased by just under 2%, so current liabilities are very much in line with expectations. Long term debt has decreased by over 2% or approximately \$700,000 million due to expected debt service payments. There is another \$1 million in principal payments scheduled in the 4<sup>th</sup> quarter of this year. It should be noted that the volatile interest rate market has had a positive impact on our variable rate debt expense, and while this will be offset by our related investment income, we will see a reduction in this part of debt service. Neither affects the balance sheet.

A final analysis is included as **Exhibit F**, and it details our actual versus budget for the general fund.

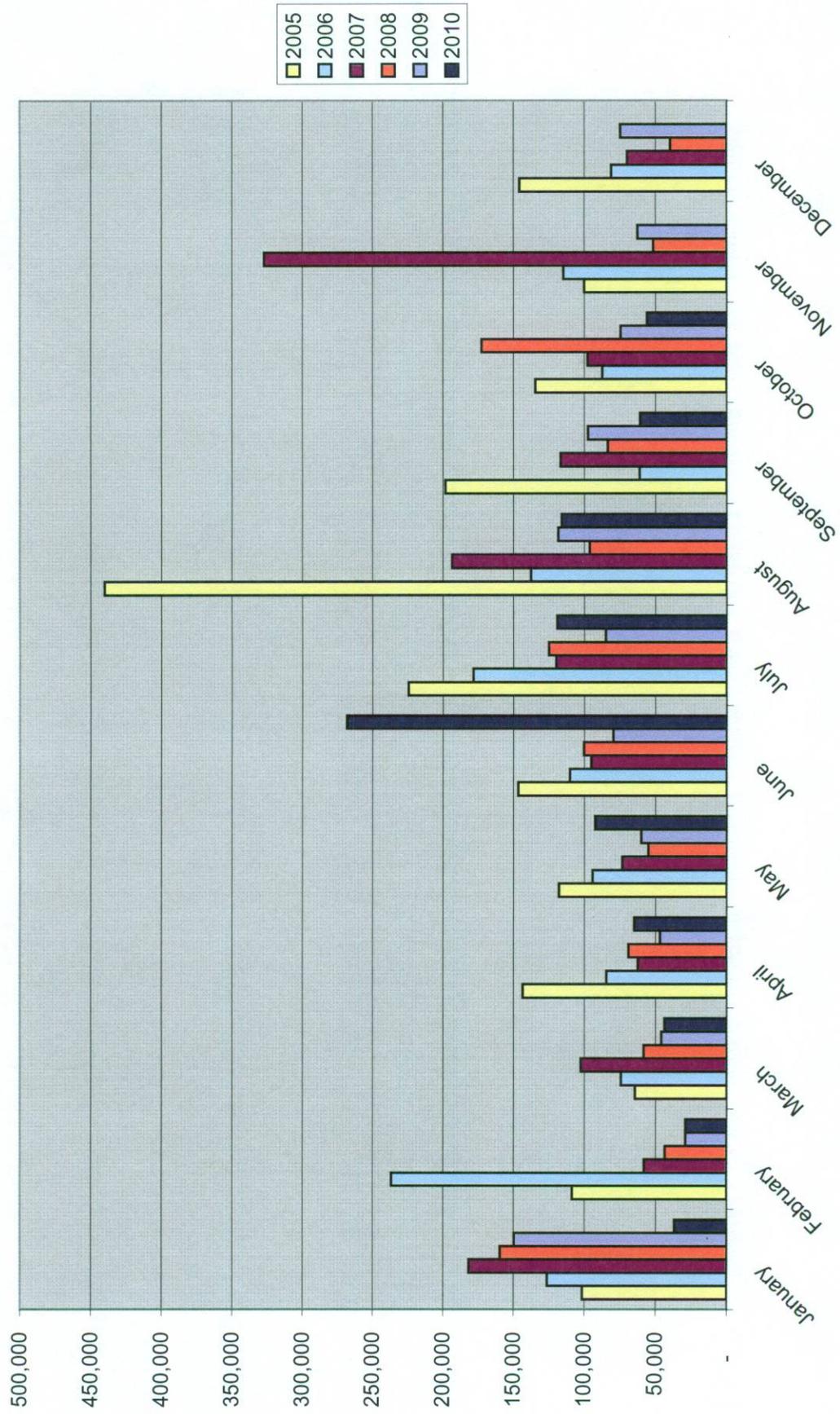
Lower Makefield Township  
 Revenue Analysis  
 Quarter Ending 9/30/2010

Description	FY2010			FY2009		
	Estimated Revenue	3rd Qtr Actual	Remaining Revenue	Estimated Revenue	3rd Qtr Actual	Remaining Revenue
General Fund Revenues	9,504,763	8,341,899	1,162,864	8,981,779	8,142,263	839,516
Street Light Assessments	34,058	35,300	(1,242)	35,313	59,949	(24,636)
Fire Fund	805,343	479,598	325,745	811,647	479,720	331,927
Hydrant Fund	138,398	137,552	846	140,543	137,959	2,584
Park and Recreation	838,963	787,712	51,251	1,028,896	891,992	136,904
P&R Fee in Lieu	175	3,237	(3,062)	475	16,202	(15,727)
Library Fund	500	26	474	2,900	250	2,650
Sewer Fund	4,831,637	3,524,750	1,306,887	4,867,997	3,378,237	1,489,720
Pool Fund	790,290	789,386	904	842,115	782,515	59,600
Basin Maintenance	800	2,392	(1,592)	17,000	2,415	14,585
Traffic Impact	10,060	1,898	8,162	29,450	9,167	20,283
Five Mile Woods	-	-	-	18,550	13,826	4,724
Golf Course	2,729,482	2,282,281	447,201	2,999,358	2,151,234	848,124
Sewer Capital Reserve	-	502,812	(502,812)	-	-	-
Street Projects	2,110	50,546	(48,436)	10,000	207,272	(197,272)
Debt Service	1,573,882	1,492,669	81,213	1,585,591	1,575,139	10,452
Capital Reserve	29,400	150,337	(120,937)	120,200	29,198	91,002
Liquid Fuels Entitlement	709,061	709,108	(47)	743,120	736,201	6,919
Garden of Reflection	92,000	41,758	50,242	100,000	76,435	23,565
Ambulance Fund	125,380	125,755	(375)	127,500	126,431	1,069
Uniform Pension	-	413,803	(413,803)	-	927,744	(927,744)
DROP Plan	-	24,651	(24,651)	-	-	-
Non-Uniform Plan	-	241,528	(241,528)	-	522,761	(522,761)
Developers Escrow	-	-	-	-	-	-
Unemployment Fund	-	24	(24)	-	-	-
<b>TOTAL REVENUES</b>	<b>22,216,302</b>	<b>20,139,022</b>	<b>2,077,280</b>	<b>22,462,394</b>	<b>20,266,910</b>	<b>2,195,484</b>

Lower Makefield Township  
Expense Analysis  
Quarter Ending 9/30/10

GL Number	Description	2010		2009		Balance Available
		Current Budget	3rd Qtr YTD Actual	Current Budget	3rd Qtr YTD Actual	
	General Fund	9,800,864	6,469,549	9,541,055	6,253,325	3,287,730
	Street Light Fund	33,857	27,886	35,100	29,164	5,936
	Fire Fund	790,598	449,066	736,643	438,714	297,929
	Hydrant Fund	155,168	112,411	150,566	111,663	38,903
	Park and Recreation	1,031,058	652,307	1,012,353	700,011	312,342
	Park & Rec Fee in Lieu	25,000	25,000	-	-	-
	Library	-	-	-	-	-
	Sewer	5,416,322	4,070,831	5,439,089	3,252,491	2,186,598
	Pool	896,740	630,765	891,763	667,804	223,959
	Basin Maintenance	133,697	72,321	122,260	110,801	11,459
	Traffic Impact	25,000	26,564	10,000	250,902	(240,902)
	Five Mile Woods	-	4,370	38,510	18,081	20,429
	Golf	2,873,676	2,147,085	3,070,321	2,294,416	775,905
	Sewer Capital Reserve	-	-	-	-	-
	Street Projects	105,009	102,169	133,290	159,239	(25,949)
	Debt Service	1,477,203	362,772	1,760,547	442,324	1,318,223
	Capital Reserve	508,000	201,333	712,000	379,556	332,444
	Liquid Fuels	716,091	471,438	841,121	470,873	370,248
	Garden of Reflection	99,300	81,597	195,700	190,659	5,041
	Ambulance	124,650	127,144	124,650	125,659	(1,009)
	Police Pension	-	372,705	-	370,588	(370,588)
	DROP Program	-	-	-	-	-
	Non-Uniformed Pension	-	121,688	-	125,071	(125,071)
	Unemployment Comp	-	19,424	-	150	-
	TOTAL EXPENSES	24,212,233	16,548,425	24,814,968	16,391,491	8,423,627

### Real Estate Transfer Tax Analysis 2005 - 2010



Lower Makefield Township  
 Real Estate Transfer Tax  
 Revenue Analysis Since 2005

	2005	2006	2007	2008	2009	2010
January	101,583	126,178	181,803	159,510	149,777	36,743
February	108,619	236,736	58,099	43,368	28,943	28,943
March	64,277	74,196	102,505	58,348	45,877	43,660
April	143,520	84,502	62,285	68,804	46,701	64,860
May	117,847	94,204	73,218	54,976	59,899	92,383
June	146,625	110,063	95,022	100,308	79,425	268,312
July	224,369	178,406	119,789	124,940	84,878	119,002
August	440,000	137,599	193,558	96,199	118,267	115,939
September	198,281	61,050	116,685	83,344	97,317	60,592
<b>Sub-Total</b>	<b>1,545,121</b>	<b>1,102,934</b>	<b>1,002,963</b>	<b>789,797</b>	<b>711,085</b>	<b>793,691</b>
October	134,406	87,215	97,724	172,596	74,352	55,896
November	100,064	114,685	327,066	51,473	62,450	
December	145,574	80,992	69,763	39,549	74,615	
<b>Totals</b>	<b>1,925,165</b>	<b>1,385,826</b>	<b>1,497,516</b>	<b>1,053,415</b>	<b>922,502</b>	<b>849,587</b>
<b>Budget</b>	<b>1,350,000</b>	<b>1,450,000</b>	<b>1,450,000</b>	<b>1,400,000</b>	<b>1,225,000</b>	<b>1,145,000</b>

LOWER MAKEFIELD TOWNSHIP  
**REAL ESTATE TAX ANALYSIS**  
 SEPTEMBER 10

FUND	2010 BUDGET	ADJUSTED "BUDGET" AMOUNT	09/30/10 RECEIPTS	% 2010 BUDGET
GENERAL	4,901,833		4,852,792	99.00
FIRE PROTECTION	446,440		447,950	100.34
HYDRANT	136,875		136,014	99.37
PARKS & REC	643,288		637,085	99.04
DEBT SERVICE	1,320,220		1,318,964	99.90
AMBULANCE	124,650		124,431	99.82
	7,573,306		7,517,236	99.26
<b>INTERIM &amp; PRIOR:</b>	<b>BUDGET</b>	<b>RECEIPTS</b>	<b>FAV(UNFAV) VARIANCE</b>	<b>% RECEIVED</b>
INTERIM-CURRENT	9,895	3,606	(6,289)	36.44
INTERIM-PRIOR	145	2,328	2,183	1,605.52
DELINQUENT	46,395	71,936	25,541	155.05
	56,435	77,870	21,435	137.98
<b>R.E. TRANSFER TAXES:</b>		<b>PER CAPITA TAXES:</b>		
RECEIPTS @ 09/30/10 PLUS A/R	793,690	<b>BUDGET</b>	<b>RECEIPTS</b>	<b>BALANCE</b>
		197,500	200,864	(3,364)
	793,690			
2010 BUDGET	1,145,000	197,500	200,864	(3,364)
% BUDGET REC'D.	69.32			

Lower Makefield Township  
Net Cash Balances  
September 30, 2010

Fund Number	Fund Name	Cash Balance	Current Liabilities	Net Cash	Reserve/ Design	Unrestricted
01	General Fund	2,925,367	150,219	2,775,148	37,780	2,737,368
02	Street Light	18,166	2,770	15,396	15,396	-
03	Fire Protection	82,488	1,200	81,288	81,288	-
04	Hydrant	48,025	-	48,025	48,025	-
05	Parks and Rec	409,448	20,786	388,662	388,662	-
06	Parks and Rec FIL	37,299	-	37,299	37,299	-
07	Library	88,213	-	88,213	88,213	-
08	Sewer	134,901	429,681	(294,780)	(294,780)	-
09	Community Pool	462,366	13,408	448,958	448,958	-
10	Basin Maintenance	23,061	1,363	21,698	21,698	-
11	Traffic Impact	474,155	7,381	466,774	466,774	-
14	Five Mile Woods	(6,498)	3,589	(10,087)	(10,087)	-
15	Golf Course	682,683	67,659	615,024	615,024	-
18	Sewer Capital Reserve	502,812	-	502,812	502,812	-
19	Street Projects	566,960	675	566,285	-	566,285
20	Debt Service	1,103,422	-	1,103,422	1,103,422	-
30	Capital reserve	1,170,527	6,792	1,163,735	-	1,163,735
35	Liquid Fuels	285,547	637	284,910	284,910	-
40	9-11 Memorial	218,463	10,435	208,028	208,028	-
50	Ambulance	26,487	-	26,487	26,487	-
91	Unemployment Comp	69,129	4,876	64,253	64,253	-
	<b>Totals</b>	9,323,021	721,471	8,601,550	4,134,162	4,467,388

LOWER MAKEFIELD TOWNSHIP  
POOL MEMBERSHIP  
MEMBERSHIP RECEIPTS 2005-2010

MEMBERSHIP DEPOSITS:

	2010		2009		2008		2007		2006		2005	
	Month	Aggregate										
JAN	\$ 32,835	\$ 32,835	\$ 35,740	\$ 35,740	\$ 23,100	\$ 23,100	\$ 18,915	\$ 18,915	\$ -	\$ -	\$ 22,160	\$ 22,160
FEB	\$ 103,925	\$ 136,760	\$ 104,665	\$ 140,405	\$ 117,695	\$ 140,795	\$ 154,030	\$ 172,945	\$ 33,120	\$ 33,120	\$ 57,345	\$ 79,505
MAR	\$ 325,305	\$ 462,065	\$ 299,650	\$ 440,055	\$ 282,415	\$ 423,210	\$ 213,220	\$ 386,165	\$ 338,470	\$ 371,590	\$ 280,580	\$ 360,085
APR	\$ 17,510	\$ 479,575	\$ 30,900	\$ 470,955	\$ 21,150	\$ 444,360	\$ 24,120	\$ 410,285	\$ 28,045	\$ 399,635	\$ 51,950	\$ 412,035
MAY	\$ 72,935	\$ 552,510	\$ 111,010	\$ 581,965	\$ 84,105	\$ 528,465	\$ 130,605	\$ 540,890	\$ 48,400	\$ 448,035	\$ 57,830	\$ 469,865
JUNE	\$ 75,140	\$ 627,650	\$ 70,360	\$ 652,325	\$ 99,280	\$ 627,745	\$ 96,735	\$ 637,625	\$ 157,067	\$ 605,102	\$ 140,310	\$ 610,175
JULY	\$ 13,355	\$ 641,005	\$ 13,810	\$ 666,135	\$ 15,350	\$ 643,095	\$ 15,125	\$ 652,750	\$ 20,908	\$ 626,010	\$ 21,020	\$ 631,195
AUG	\$ 6,520	\$ 647,525	\$ 3,455	\$ 669,590	\$ 7,890	\$ 650,985	\$ 8,505	\$ 661,255	\$ 12,625	\$ 638,635	\$ 8,935	\$ 640,130
SEPT	\$ 30	\$ 647,555	\$ -	\$ 669,590	\$ -	\$ 650,985	\$ (200)	\$ 661,055	\$ -	\$ 638,635	\$ -	\$ 640,130
OCT	\$ -	\$ 647,555	\$ -	\$ 669,590	\$ -	\$ 650,985	\$ -	\$ 661,055	\$ -	\$ 638,635	\$ -	\$ 640,130
NOV	\$ -	\$ 647,555	\$ -	\$ 669,590	\$ -	\$ 650,985	\$ -	\$ 661,055	\$ -	\$ 638,635	\$ -	\$ 640,130
DEC	\$ -	\$ 647,555	\$ -	\$ 669,590	\$ -	\$ 650,985	\$ -	\$ 661,055	\$ -	\$ 638,635	\$ -	\$ 640,130
<b>TOTAL FEES</b>	<b>\$ 647,555</b>		<b>\$ 669,590</b>		<b>\$ 650,985</b>		<b>\$ 661,055</b>		<b>\$ 638,635</b>		<b>\$ 640,130</b>	
Membership Budget	\$ 675,390		\$ 711,165		\$ 650,940		\$ 631,820		\$ 631,820		\$ 581,720	
Percent of Budget	95.88%		94.15%		100.01%		104.63%		101.08%		110.04%	
Y-T-D Actual	\$ 647,555		\$ 669,590		\$ 650,985		\$ 661,055		\$ 638,635		\$ 640,130	
Y-T-D Change	-3.29%		2.86%		-1.52%		3.51%		-0.23%			

MEMBERSHIP NUMBERS:

	2010		2009		2008		2007		2006		2005	
	Family	Indiv										
LMT Fire Dept	12	3	1010	134	1042	154	959	132	1028	148	1030	151
Discount	1055	138	452	91	499	116	596	140	475	132	476	135
w/o Discount	346	102	101	101	114	114	102	101	101	101	98	98
Family	123	50	50	49	53	53	43	39	36	36	36	36
Indiv	94	24	83	14	19	19	100	105	105	105	93	93
Aug Farm							27	22	22	22	19	19
Aug Ind												
Season Total	1947		1934		2090		2099		2050		2038	

LOWER MAKEFIELD TOWNSHIP  
GOLF COURSE ANALYSIS  
2006 - 2010

MONTHLY ROUNDS AND REVENUE ANALYSIS

	2010			2009			2008			2007			2006		
	Monthly Rounds	Monthly Revenue	Aggregate Revenue	Monthly Rounds	Monthly Revenue	Aggregate Revenue	Monthly Rounds	Monthly Revenue	Aggregate Revenue	Monthly Rounds	Monthly Revenue	Aggregate Revenue	Monthly Rounds	Monthly Revenue	Aggregate Revenue
JAN	377	26,000	26,000	95	12,000	12,000	950	38,000	38,000	486	21,000	21,000	877	35,000	35,000
FEB	13	21,000	47,000	81	12,500	24,500	106	10,000	48,000	14	3,000	24,000	325	17,000	52,000
MAR	1,417	72,000	119,000	1,500	89,000	113,500	1,555	77,000	125,000	982	64,000	88,000	1,535	77,000	129,000
APR	4,397	288,000	407,000	3,310	233,000	346,500	3,915	282,000	407,000	2,973	217,000	305,000	4,065	285,000	394,000
MAY	5,537	382,000	789,000	4,800	351,000	697,500	4,800	352,000	759,000	5,680	423,000	728,000	4,865	337,000	731,000
JUNE	5,937	411,000	1,200,000	4,958	386,000	1,083,500	5,726	472,000	1,231,000	5,738	476,000	1,204,000	5,793	436,000	1,167,000
JULY	6,084	387,000	1,587,000	5,912	417,000	1,500,500	6,112	421,000	1,652,000	6,359	466,000	1,670,000	6,409	440,000	1,607,000
AUG	6,232	383,000	1,970,000	5,760	371,000	1,871,500	6,371	449,000	2,101,000	5,793	417,000	2,087,000	6,163	398,000	2,005,000
SEPT	4,419	282,000	2,252,000	3,790	275,000	2,146,500	3,404	256,000	2,357,000	4,950	378,000	2,465,000	4,436	330,000	2,335,000
OCT				2,804	233,000	2,379,500	3,149	241,000	2,598,000	3,700	272,000	2,737,000	3,432	265,000	2,600,000
NOV				1,970	144,000	2,523,500	1,850	105,000	2,703,000	2,500	130,000	2,867,000	2,750	139,000	2,739,000
DEC				240	18,000	2,541,500	644	37,000	2,740,000	747	43,000	2,950,000	1,788	88,000	2,827,000
<b>TOTAL ROUNDS/REVENUE</b>	<b>34,413</b>	<b>2,252,000</b>		<b>35,220</b>	<b>2,541,500</b>		<b>38,582</b>	<b>2,740,000</b>		<b>39,922</b>	<b>2,950,000</b>		<b>42,438</b>	<b>2,827,000</b>	
Total Revenue Budget	2,729,482			2,984,358			3,025,717			\$ 2,861,910			\$ 2,614,351		
YTD Revenue as % of Budget	58.14%			50.28%			54.60%			58.35%			61.47%		
Monthly Revenue, Actual, Sep	282,000			275,000			256,000			\$ 378,000			\$ 330,000		
Y-T-D Change	2.55%			7.42%			-32.28%			14.55%			685.71%		
Total Rounds Y-T-D	34,413			30,206			32,939			32,975			34,468		
Y-T-D Change	13.93%			-8.30%			-0.11%			-4.33%			2219.52%		
Monthly Rounds, Sep	4,419			3,790			3,404			4,950			4,436		
Y-T-D Change	16.60%			11.34%			-31.23%			11.59%			497.04%		

## Lower Makefield Township 2010 Legal Summary

Acct No.	Fund	2010 Budget	2010 Ytd - Exp	Balance Available	Percent Budget Used	2009 Exp Ytd	2009-2010 Change	Percent Change
01400-314	General Legal Fees	125,000.00	144,644.87	(19,644.87)	115.72%	132,143.65	12,501.22	9.46%
01414-311	Zoning Hearing Board	25,000.00	44,733.06	(19,733.06)	178.93%	61,796.96	(17,063.90)	-27.61%
05451-314	P&R Legal Fees	5,000.00	-	5,000.00	0.00%	-	-	#DIV/0!
08429-314	Sewer Legal Fees	15,000.00	4,962.40	10,037.60	33.08%	4,888.60	73.80	1.51%
15453-314	Course Related Legal Fees							
30480-600	vs Dalgewicz, Cichocki, & Newman	-	31,627.80	(31,627.80)		66,653.10	(35,025.30)	-52.55%
19600-xxx	Street Project Expenditures	-	-	-		2,812.00	(2,812.00)	-100.00%
30480-600	Deer Management Program	-	-	-		8,010.50	(8,010.50)	
	<b>TOTALS</b>	<b>170,000.00</b>	<b>225,968.13</b>	<b>(55,968.13)</b>		<b>276,304.81</b>	<b>(50,336.68)</b>	<b>-18.22%</b>

**LOWER MAKEFIELD TOWNSHIP  
2010 ENGINEERING SUMMARY  
AS OF September 30, 2010**

ACCT NO.	Fund	2010		2010 Ytd - Exp	Balance Available	Percent Budget Spent		2009 Exp Ytd	2009-2010		Percent Change
		Budget				Budget Spent	Change				
01400-313	General Engineering Fees	115,000.00		122,901.70	(7,901.70)	106.87%		151,435.14	(28,533.44)		-18.84%
01414-308	Grading Permits	22,500.00		8,839.06	13,660.94	39.28%		5,394.50	3,444.56		63.85%
05451-313	P&R Engineering Fees	10,000.00		-	10,000.00	0.00%		125.00	(125.00)		0.00%
09452-318	Pool Professional Services	2,000.00		-	2,000.00	0.00%		-	-		0.00%
11439-619	Traffic Planning & Design	25,000.00		31,167.50	(6,167.50)	124.67%		93,583.96	(62,416.46)		-66.70%
08429-313	Sewer Engineering	50,000.00		21,782.01	28,217.99	43.56%		34,532.32	(12,750.31)		-36.92%
19600-715	FEMA/PEMA House Elevation			25,518.72	(25,518.72)	0.00%		12,575.50	12,943.22		0.00%
19600-738	Lindenhurst Dam Inspection			2,096.00				5,152.38			
30460-715	Memorial Park Engineering & Phase I	-		5,702.00	(5,702.00)	0.00%		5,045.00	657.00		13.02%
30460-721	Macclesfield Lighting Fields H&F	3,000.00		-	3,000.00	0.00%		-	-		0.00%
35438-313	Liquid Fuels Engineering	35,000.00		29,794.78	5,205.22	85.13%		10,116.50	19,678.28		194.52%
40459-313	9/11 Architect & Engineering	1,500.00		562.00	938.00	37.47%		-	562.00		0.00%
	<b>TOTALS</b>	<b>264,000.00</b>		<b>248,363.77</b>	<b>17,732.23</b>	<b>94.08%</b>		<b>317,960.30</b>	<b>(69,596.53)</b>		<b>-21.89%</b>

**TOWNSHIP OF LOWER MAKEFIELD**  
**BUDGETARY COMPARISON SCHEDULE**  
**GENERAL FUND**  
*Fiscal Quarter Ending September 30, 2010*

	<b>Final Budget</b>	<b>Actual GAAP Basis</b>	<b>Percentage Used</b>	<b>Variance with Final Budget Positive (Negative)</b>
<b>REVENUES</b>				
Taxes	6,458,068	5,959,704	92.28%	(498,364)
Fees, Licenses and permits	848,615	564,315	66.50%	(284,300)
Interest and rents	248,930	240,227	96.50%	(8,703)
Intergovernmental revenues	457,114	451,651	98.80%	(5,463)
Fines and forfeitures	81,500	91,048	111.72%	9,548
Charges for services	559,370	540,814	96.68%	(18,556)
Contributions	1,900	1,925	101.32%	25
Miscellaneous	50,483	137,381	272.13%	86,898
<b>TOTAL REVENUES</b>	<b>8,705,980</b>	<b>7,987,065</b>	<b>91.74%</b>	<b>(718,915)</b>
<b>EXPENDITURES</b>				
General Government	1,692,742	1,333,513	78.78%	359,229
Public Safety	4,057,138	2,881,590	71.03%	1,175,548
Highways and Streets	1,069,719	605,631	56.62%	464,088
Insurance	331,092	250,578	75.68%	80,514
Fringe Benefits	1,769,620	1,361,734	76.95%	407,886
Miscellaneous	-	-	0.00%	-
Interest	-	-	-	-
<b>TOTAL EXPENDITURES</b>	<b>8,920,311</b>	<b>6,433,046</b>	<b>72.12%</b>	<b>2,487,265</b>
<b>EXCESS (DEFICIENCY) OF REVENUES OVER EXPENDITURES</b>	<b>(214,331)</b>	<b>1,554,019</b>	<b>-725.06%</b>	<b>1,768,350</b>
<b>OTHER FINANCING SOURCES (USES)</b>				
Sale of Capital Assets	2,500	11,194	447.76%	8,694
Transfers In	796,283	343,640	43.16%	(452,643)
Transfers Out	(880,553)	-	0.00%	880,553
<b>TOTAL OTHER SOURCES (USES)</b>	<b>(81,770)</b>	<b>354,834</b>	<b>-433.94%</b>	<b>436,604</b>
<b>NET CHANGE IN FUND BALANCE</b>	<b>(296,101)</b>	<b>1,908,853</b>	<b>-644.66%</b>	<b>2,204,954</b>
<b>FUND BALANCE AT BEGINNING OF YEAR</b>	<b>916,211</b>	<b>916,211</b>	<b>-</b>	<b>-</b>
<b>FUND BALANCE AT END OF YEAR</b>	<b>620,110</b>	<b>2,825,064</b>	<b>455.57%</b>	<b>2,204,954</b>