



TOWN OF HAYMARKET TOWN COUNCIL

WORK SESSION
~ AGENDA ~

Kimberly Henry, Clerk of the Council
<http://www.townofhaymarket.org/>

15000 Washington St
Haymarket, VA 20169

Monday, March 27, 2023

7:00 PM

Council Chambers

I. Call To Order

II. Pledge of Allegiance

III. Agenda Items

1. Monthly Financial Report
2. Planning Commission and Town Council Vacancy Applications
3. Draft Proclamation - Child Abuse Awareness Month
4. Purchase of Police Vehicle Discussion
5. FY24 Budget Work Session

IV. Adjournment

Income	Actuals	FY2023 Budget	% of Budget	Comments
3110 · GENERAL PROPERTY TAXES				
3110-01 · Real Estate - Current	398,736.41	400,143.00	99.6%	
3110-02 · Public Service Corp RE Tax	13,066.89	12,022.00	108.7%	
3110-04 · Penalties - All Property Taxes	26.71	1,000.00	2.7%	
Total 3110 · GENERAL PROPERTY TAXES	411,830.01	413,165.00	99.7%	
3120 · OTHER LOCAL TAXES				
3120-00 · Transient Occupancy Tax	152,012.46	168,000.00	90.5%	Collections up to February 28, 2023
3120-01 · Bank Stock Tax	0.00	24,000.00	0.0%	
3120-02 · Business License Tax	163,400.36	240,000.00	68.1%	Renewals are beginning to come in for 2023
3120-03 · Cigarette Tax	105,261.13	140,000.00	75.2%	Collections up to February 28, 2023
3120-04 · Consumer Utility Tax	97,109.97	158,000.00	61.5%	Collections up to January 31, 2023
3120-05 · Meals Tax - Current	806,804.84	1,100,000.00	73.3%	Collections up to February 28, 2023
3120-06 · Sales Tax Receipts	96,595.38	160,000.00	60.4%	Collections up to January 31, 2023
3120-07 · Penalties (Non-Property)	6,543.22	5,000.00	130.9%	
3120-08 · Interest (Non-Property)	1,148.61			
Total 3120 · OTHER LOCAL TAXES	1,428,875.97	1,995,000.00	71.6%	
Development Revenue				
Proffers	0.00	0.00	0.0%	
Total Development Revenue	0.00	0.00	0.0%	
3130 · PERMITS, FEES & LICENSESES				
3130-01 · Application Fees	1,500.00	4,500.00	33.3%	
3130-03 · Motor Vehicle Licenses	180.00	1,000.00	18.0%	
3130-05 · Other Planning & Permits	12,815.00	15,000.00	85.4%	
3130-06 · Pass Through Fees	13,379.08		100.0%	
Total 3130 · PERMITS, FEES & LICENSESES	27,874.08	20,500.00	136.0%	
3140 · FINES & FORFEITURES				
3140-01 · Fines	10,011.23	20,000.00	50.1%	
Total 3140 · FINES & FORFEITURES	10,011.23	20,000.00	50.1%	
3150 · REVENUE - USE OF MONEY				
3150-01 · Earnings on VACO/VML Investment	7,157.74	1,500.00	477.2%	
3150-03 · Interest on Bank Deposits	18,763.25	6,000.00	312.7%	
Total 3150 · REVENUE - USE OF MONEY	25,920.99	7,500.00	345.6%	
3151 · RENTAL (USE OF PROPERTY)				
3151-04 · Suite 208 B&B Security	2,339.05	4,010.00	58.3%	
3151-06 · Suite 204 MAC-ISA	5,292.00	3,528.00	150.0%	
3151-07 · Haymarket Church Suite 206	26,710.65	35,614.00	75.0%	
3151-08 · 15020 Washington Realty	41,431.23	55,241.00	75.0%	
3151-09 · 15026 Copper Cricket	17,722.35	23,629.00	75.0%	
3151-11 · Cupcake Heaven and Cafe LLC	26,010.61	34,793.00	74.8%	
3151-13 · A1 Testing Solutions LLC	0.00	14,241.00	0.0%	
3151-90 · Town Hall Rental Income	50.00	0.00	100.0%	
Total 3151 · RENTAL (USE OF PROPERTY)	119,555.89	171,056.00	69.9%	
3160 · CHARGES FOR SERVICES				
3160-01 · Public Safety				
3160-02 · Donation/Grants	10.00	0.00	100.0%	
Total 3160 · CHARGES FOR SERVICES	10.00	0.00	100.0%	
3165 · REVENUE - TOWN EVENTS				
3165-00 · Sponsorships	11,500.00	0.00	100.0%	
3165-01 · Town Event	55,830.00	80,000.00	69.8%	
3165-02 · Farmer's Market	9,047.50	1,500.00	603.2%	
3165-03 · Town Ornaments	7,558.96	4,350.00	173.8%	
3165 · REVENUE - TOWN EVENTS - Other	358.00	0.00	100.0%	
Total 3165 · REVENUE - TOWN EVENTS	84,294.46	85,850.00	98.2%	
3180 · MISCELLANEOUS				
3180-00 · Convenience Fee	-326.86		100.0%	
3180-01 · Citations & Accident Reports	40.00		100.0%	
3180 · MISCELLANEOUS - Other	388.17		100.0%	
Total 3180 · MISCELLANEOUS	101.31		100.0%	
3200 · REVENUE FROM COMMONWEALTH				
3200-02 · 599 Law Enforcement Grant	26,016.00	31,548.00	82.5%	3 of 4 collected
3200-04 · Car Rental Reimbursement	167.55	0.00	100.0%	
3200-05 · Communications Tax	51,098.34	80,000.00	63.9%	Collections up to February 28, 2023
3200-06 · Department of Fire Programs	15,000.00	10,000.00	150.0%	
3200-11 · Personal Property Tax Reimburse	18,626.97	18,627.00	100.0%	

3200-12 - Railroad Rolling Stock	1,285.76	1,300.00	98.9%	
3200-16 - DMV Select Commission	180.33	0.00	100.0%	
3200-17 - LOLE Grant	4,366.00	4,393.00	99.4%	Collection up to Novmeber 30, 2022
Total 3200 - REVENUE FROM COMMONWEALTH	116,740.95	145,868.00	80.0%	
4000 - Carry-Over Surplus	0.00	273,850.00	0.0%	
4002 - Transfer from ARPA Funds	0.00	209,600.00	0.0%	
Total Income	2,225,214.89	3,342,389.00	66.6%	
Gross Profit	2,225,214.89	3,342,389.00	66.6%	

Expense

01 - ADMINISTRATION

11100 - TOWN COUNCIL

111001 - Convention & Education	250.00	2,500.00	10.0%	Town has received its refunds pertaining to VML Conference
111002 - FICA/Medicare	837.32	2,000.00	41.9%	
111003 - Meals and Lodging	77.22	1,000.00	7.7%	
111004 - Mileage Allowance	0.00	250.00	0.0%	
111005 - Salaries & Wages - Regular	12,367.86	25,000.00	49.5%	
Total 11100 - TOWN COUNCIL	13,532.40	30,750.00	44.0%	

12110 - TOWN ADMINISTRATION

1211001 - Salaries/Wages-Regular	214,589.20	330,500.00	64.9%	
1211003 - Salaries/Wages - Part Time	41,373.22	79,960.00	51.7%	
1211004 - FICA/Medicare	20,837.97	35,389.00	58.9%	
1211005 - VRS	15,608.45	36,809.00	42.4%	
1211006 - Health Insurance	27,800.95	66,466.00	41.8%	
1211007 - Life Insurance	2,896.50	4,685.00	61.8%	
1211008 - Disability Insurance	1,530.25	2,640.00	58.0%	
1211009 - Unemployment Insurance	2,992.50	6,160.00	48.6%	
1211010 - Worker's Compensation	322.00	335.00	96.1%	
1211011 - Gen Property/Liability Ins.	17,802.00	18,025.00	98.8%	Front loaded costs
1211012 - Accounting Services	7,866.59	8,000.00	98.3%	
1211014 - Printing & Binding	4,690.04	8,298.00	56.5%	
1211015 - Advertising	2,116.50	9,000.00	23.5%	
1211016 - Computer, Internet & Website Svc	13,529.55	28,550.00	47.4%	
1211017 - Postage	1,857.79	4,000.00	46.4%	
1211018 - Telecommunications	4,707.62	7,500.00	62.8%	
1211019 - Mileage Allowance	231.25	1,000.00	23.1%	
1211020 - Meals & Lodging	1,096.61	2,000.00	54.8%	
1211021 - Convention & Education	123.90	6,000.00	2.1%	
1211022 - Miscellaneous	0.00	2,000.00	0.0%	
1211024 - Books, Dues & Subscriptions	11,066.77	16,000.00	69.2%	
1211025 - Office Supplies	3,967.79	6,500.00	61.0%	
1211026 - Equipment Rental	1,731.49	4,075.00	42.5%	
1211030 - Capital Outlay-Machinery/Equip	7,550.65	5,000.00	151.0%	
Total 12110 - TOWN ADMINISTRATION	406,289.59	688,892.00	59.0%	

12210 - LEGAL SERVICES

1221001 - Legal Services	27,507.19	80,000.00	34.4%	Services up to February 28, 2023
Total 12210 - LEGAL SERVICES	27,507.19	80,000.00	34.4%	

12240 - INDEPENDENT AUDITOR

1224001 - Auditing Services	0.00	17,120.00	0.0%	
Total 12240 - INDEPENDENT AUDITOR	0.00	17,120.00	0.0%	

Total 01 - ADMINISTRATION

Total 01 - ADMINISTRATION	447,329.18	816,762.00	54.8%	
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03 - PUBLIC SAFETY

31100 - POLICE DEPARTMENT

3110001 - Salaries & Wages - Regular	328,617.35	464,487.00	70.7%	
3110003 - Salaries & Wages - OT Premium	16,384.54	23,000.00	71.2%	
3110013 - Salaries & Wages - OT Select En	5,671.18	12,000.00	47.3%	
3110004 - Salaries & Wages - Holiday Pay	21,423.00	32,310.00	66.3%	
3110005 - Salaries & Wages - Part Time	31,880.00	36,000.00	88.6%	
3110012 - Salaries & Wages - PT Admin.	3,500.00	19,500.00	17.9%	
3110020 - FICA/MEDICARE	28,643.58	44,937.00	63.7%	
3110021 - VRS	23,087.63	28,427.00	81.2%	
3110022 - Health Insurance	54,411.62	78,379.00	69.4%	
3110023 - Life Insurance	4,642.54	5,904.00	78.6%	
3110024 - Disability Insurance	1,897.91	2,400.00	79.1%	
3110025 - Unemployment Insurance	3,235.03	3,360.00	96.3%	
3110026 - Workers' Compensation Insurance	20,067.00	23,305.00	86.1%	Front loaded costs
3110027 - Line of Duty Act Insurance	4,705.00	4,750.00	99.1%	
3110028 - Legal Services	17,858.11	27,300.00	65.4%	Services up to February 28, 2023
3110032 - Computer, Internet & Website	2,845.00	5,000.00	56.9%	
3110033 - Postage	109.44	100.00	109.4%	
3110034 - Telecommunications	7,594.66	12,000.00	63.3%	

Attachment: Actuals as of 03.22.2023 (6060 : Monthly Financial Report)

3110035 - General Prop Ins (Vehicles)	3,891.00	3,700.00	105.2%	Front loaded costs
3110037 - Meals and Lodging	428.45	5,000.00	8.6%	
3110038 - Convention & Edu. (Training)	1,059.50	10,000.00	10.6%	
3110040 - Annual Dues & Subscriptions	12,080.09	14,000.00	86.3%	
3110041 - Office Supplies	3,230.21	5,000.00	64.6%	
3110042 - Vehicle Fuels	19,127.26	43,200.00	44.3%	
3110043 - Vehicle Maintenance/Supplies	13,460.36	15,000.00	89.7%	
3110045 - Uniforms & Police Supplies	12,409.22	26,000.00	47.7%	
3110052 - Office Equipment Rental	4,549.64	4,393.00	103.6%	
3110058 - DMV Grant - Payback Reimbursement	4,974.47	4,975.00	100.0%	DMV Grant payback
Total 31100 - POLICE DEPARTMENT	651,783.79	954,427.00	68.3%	
32100 - FIRE & RESCUE				
3210001 - Contributions to other Govt Ent	0.00	10,000.00	0.0%	
Total 32100 - FIRE & RESCUE	0.00	10,000.00	0.0%	
Total 03 - PUBLIC SAFETY	651,783.79	964,427.00	67.6%	
04 - PUBLIC WORKS				
4110002 - Street Beautification - HF	0.00	2,213.00	0.0%	
4110003 - E & S Inspections	0.00	5,000.00	0.0%	
43200 - REFUSE COLLECTION				
4320001 - Trash Removal Contract	70,835.43	110,820.00	63.9%	Services up to March 31, 2023
Total 43200 - REFUSE COLLECTION	70,835.43	110,820.00	63.9%	
43100 - MAINT OF 15000 Wash St./Grounds				
4310001 - Repairs/Maintenance Services	41,784.02	97,672.00	42.8%	
4310002 - Maint Svc Contract-Pest Control	544.80	3,000.00	18.2%	
4310003 - Maint Svc Contract-Landscaping	19,685.00	35,000.00	56.2%	
4310004 - Maint Svc Contract Snow Removal	0.00	7,000.00	0.0%	
4310005 - Maint Svc Cont- Street Cleaning	0.00	2,000.00	0.0%	
4310007 - Electric/Gas Services	13,680.28	16,500.00	82.9%	
4310008 - Electrical Services-Streetlight	3,178.73	5,500.00	57.8%	
4310009 - Water & Sewer Services	3,030.25	3,000.00	101.0%	
4310010 - Janitorial Supplies	240.34	2,000.00	12.0%	
4310011 - Real Estate Taxes	915.51	2,500.00	36.6%	
4310015 - Maintenance - Vehicle Fuel	486.12	2,500.00	19.4%	
4310016 - Maint - Vehicle Maintenance	875.16	1,000.00	87.5%	
Total 43100 - MAINT OF 15000 Wash St./Grounds	84,420.21	177,672.00	47.5%	
Total 04 - PUBLIC WORKS	155,255.64	295,705.00	52.5%	
06 - ECONOMIC DEVELOPMENT				
60000 - Tourism/Traveling Marketing	76,938.66	95,850.00	80.3%	
60001 - Town Tourism	21,391.80	48,000.00	44.6%	
60003 - Advertising	0.00	22,000.00	0.0%	
Total 06 - ECONOMIC DEVELOPMENT	98,330.46	165,850.00	59.3%	
07 - PARKS, REC & CULTURAL				
70000 - HAYMARKET COMMUNITY PARK				
7000001 - Grounds Maintenance/Repairs	10,434.30	20,000.00	52.2%	
Total 70000 - HAYMARKET COMMUNITY PARK	10,434.30	20,000.00	52.2%	
71110 - EVENTS				
7111001 - Advertising - Events	2,094.14	5,000.00	41.9%	
7111003 - Contractural Services	51,535.50	50,000.00	103.1%	
7111004 - Events - Other	12,236.80	30,850.00	39.7%	
Total 71110 - EVENTS	65,866.44	85,850.00	76.7%	
72200 - MUSEUM				
7220009 - Advertising	0.00	750.00	0.0%	
7220012 - Telecommunications	1,108.52	2,200.00	50.4%	
7200015 - Books, Dues & Subscriptions	0.00	250.00	0.0%	
7200016 - Office Supplies	0.00	250.00	0.0%	
7220018 - Exhibits & Programs	400.00	1,700.00	23.5%	
Total 72200 - MUSEUM	1,508.52	5,150.00	29.3%	
Total 07 - PARKS, REC & CULTURAL	77,809.26	111,000.00	70.1%	
08 - COMMUNITY DEVELOPMENT				
81100 - PLANNING COMMISSION				
8110001 - Salaries & Wages - Regular	1,635.00	5,670.00	28.8%	
8110002 - FICA/Medicare	160.47	500.00	32.1%	
8110003 - Consultants - Engineer	6,119.80	10,000.00	61.2%	
8110004 - Consultants - Comp Plan	0.00	5,000.00	0.0%	
8110005 - Mileage Allowance	0.00	250.00	0.0%	
8110006 - Meals & Lodging	0.00	700.00	0.0%	
8110007 - Convention/Education	820.45	1,000.00	82.0%	
8110009 - Engineer - Pass Through	19,913.75			
Total 81100 - PLANNING COMMISSION	28,649.47	23,120.00	123.9%	
81110 - ARCHITECTURAL REVIEW BOARD				
8111001 - Salaries & Wages - Regular	1,080.00	5,830.00	18.5%	

Attachment: Actuals as of 03.22.2023 (6060 : Monthly Financial Report)

8111002 - FICA/Medicare	62.93	446.00	14.1%
8111005 - Convention & Education	820.45	1,500.00	54.7%
Total 81110 - ARCHITECTURAL REVIEW BOARD	1,963.38	7,776.00	25.2%
81111 - Board Of Zoning Appeals			
8111101 - Convention & Education	0.00	1,500.00	0.0%
8111102 - FICA / Medicare	0.00	102.00	0.0%
8111103 - Salaries & Wages - Regular	0.00	1,325.00	0.0%
Total 81111 - Board Of Zoning Appeals	0.00	2,927.00	0.0%
Total 08 - COMMUNITY DEVELOPMENT	30,612.85	33,823.00	90.5%
09 - NON-DEPARTMENTAL			
90001 - Return of Surplus RE Tax Rev	249,323.53	250,000.00	99.7% Surplus Refund of FY2022 RE Taxes
95100 - DEBT SERVICE			
9510002 - General Obligation Bond - Prin	160,100.00	160,200.00	99.9% Front loaded costs
9510003 - General Obligation Bond - Int	8,556.89	8,545.00	100.1% Front loaded costs
Total 95100 - DEBT SERVICE	168,656.89	168,745.00	99.9%
Total 09 - NON-DEPARTMENTAL	417,980.42	418,745.00	99.8%
94102 - Haymarket Community Park			
Architectural/Engineering Fees	5,000.00	0.00	100.0% Structural Report
Total 94102 - Haymarket Community Park	5,000.00	0.00	100.0%
94104 - Street Scape - Park Sidewalk			
9410401 - Architectural/Engineering Fees	25,963.75	144,318.00	18.0%
Total 94104 - Street Scape - Park Sidewalk	25,963.75	144,318.00	18.0%
94105 - PERSONNEL			
EMPLOYEE BENEFITS			
6560 - Payroll Processing Fees	222.06		
Total EMPLOYEE BENEFITS	222.06		
Total 94105 - PERSONNEL	222.06		
94106 - TOWN CENTER MASTER PLAN			
9410601 - Architectural/Engineering Fees	20,605.08	65,057.00	31.7%
Total 94106 - TOWN CENTER MASTER PLAN	20,605.08	65,057.00	31.7%
94107 - BLIGHT MITIGATION			
9410701 - Building Official/Engr.	0.00	40,000.00	0.0%
Total 94107 - BLIGHT MITIGATION	0.00	40,000.00	0.0%
94108 - Capital Improvement Funds Expens	0.00	286,702.00	0.0%
Total Expense	1,930,892.49	3,342,389.00	57.8%
Net Ordinary Income	294,322.40	0.00	100.0%
Net Income	294,322.40	0.00	100.0%

Attachment: Actuals as of 03.22.2023 (6060 : Monthly Financial Report)

Ken Luersen, Mayor
TracyLynn Pater, Vice Mayor
Council Members:
Mary Ramirez
Robert Weir
Joseph Pasanello
Marchant Schneider
David Leake



15000 Washington Street
Suite 100
Haymarket, Virginia 20169
703-753-2600
www.townofhaymarket.org

Appointed Boards, Committees & Commission:
Application for Appointment Consideration

Full Name: Jerome L. Gonzalez

Address: 6643 Hunting Path Road, Haymarket VA 20169

Cell Phone: 817.681.9107

Email Address: jeromelg@gmail.com

Please Circle One Below;

Town Council

Architectural Review Board

Planning Commission

Board of Zoning Appeals

Please use the space below or attach a letter describing your interest in being part of the Town's governmental process and how you feel you can contribute.

For additional information, please contact the Clerk of Council, Kim Henry, at khenny@townofhaymarket.org or by phone at 703-753-2600x205.

Please see below (next page)

Gonzalez Planning Commission Application – 2 of 2

I write in interest to serve on the Planning Commission in the Town of Haymarket, Virginia, and submit my application for appointment consideration. I have lived in the Town of Haymarket with my family since July 2019, and in that time we have enjoyed the walkability and amenities of the Town community. Being part of the Town's governmental process is one way to give back to Haymarket in a form of public service. I am also fascinated at the process of municipal government, in particular the Town of Haymarket, wherein residents have their elected officials to pass a Comprehensive Plan stating broad goals and desires of and on behalf of the community, and pass a zoning ordinance and associated laws related to how development and the amenities of the Town should appear, also on behalf of the community. These items related to municipal government fit into the laws and requirements of both the County (Prince William) and the Commonwealth of Virginia to reflect the needs and desires of its citizenry, and are to be upheld and work to the best of their intent.

I am professionally trained as an urban and regional planner, having received my Master's in City and Regional Planning from Rutgers University in the Spring of 2019. I am also currently a certified planner with the American Institute of Certified Planners (AICP), the nationally accepted professional certification in the field. With my background in planning, I can read and understand site plans and other related elements, and have a clear understanding related to comprehensive plan amendment, rezoning, and special use permit applications, and other land use matters, especially as they pertain to the Town Charter and Town laws and ordinances. In addition, I have worked the past near four years in the greater Haymarket area, serving as a transportation planning consultant, understanding the laws and requirements of both the Virginia Department of Transportation (VDOT) and Prince William County Department of Transportation (PWCDOT), while also balancing that understanding with consideration of the needs of the community residents and requirements of the governing body, in this case, of the Town where I reside. Currently, I work as a land planning consultant serving the northern Virginia area. Therefore, with my professional experiences and certifications, I believe I would be a great fit as a professional planner and Town resident serving on the Planning Commission, to recognize the needs of residents and Town government, and overall Town community, and address relevant issues as they arise.

It should also be noted that, though the Town Engineer and myself are employed by the same firm, we do not work on the same team, nor are frequently even in the same office location. Moreover, it is my understanding that the role of a Town Engineer differs from the role of a Commissioner on the Town Planning Commission in addressing the needs and desires of the Town, and there is not often any direct interaction between the two in the respective roles. Therefore, no situations should arise that would prevent me from performing duties as a Planning Commissioner, if so appointed, and should any situation arise, even generally, I will remove myself from the project team at my firm, or recuse myself from involvement on the specific topic, consulting the Town Attorney as appropriate.

Ken Luersen, Mayor
TracyLynn Pater, Vice Mayor
Council Members:
Mary Ramirez
Robert Weir
Joseph Pasanello
Marchant Schneider
David Leake



15000 Washington Street
Suite 100
Haymarket, Virginia 20169
703-753-2600
www.townofhaymarket.org

Appointed Boards, Committees & Commission:
Application for Appointment Consideration

Full Name: Alexander M. Beyene

Address: 6817 Walnut Park Ln, Haymarket, VA 20169

Cell Phone: (571) 229-6009

Email Address: beyenea@gmail.com

Please Circle One Below;

Town Council

Architectural Review Board

Planning Commission

Board of Zoning Appeals

Please use the space below or attach a letter describing your interest in being part of the Town's governmental process and how you feel you can contribute.

For additional information, please contact the Clerk of Council, Kim Henry, at khenry@townofhaymarket.org or by phone at 703-753-2600x205.

I have been a town resident for over 14 years and have had the pleasure of serving as one of the Town's Planning Commissioners since July 2020, including serving as the Planning Commission Chair since July 2021. In addition, I campaigned as a write-in candidate for one of the Town Council member seats during the last general election. According to election results, there were a total of 176 write-in

Attachment: Vacancy Application - TC Beyene (6061 : Planning Commission and Town Council Vacancy Applications)

votes during the election period, and I and many others believe that most of those write-in votes were for my candidacy.

3.2.b

I am interested in filling the vacant Town Council seat with a goal of achieving the best possible outcomes for the Town residents, in accordance with their needs and desires. I consider myself to be fair and an ethical individual, and someone who makes decisions based on facts and by considering the needs, desires, and perspectives of others. In addition, I'm highly skilled when it comes to analyzing information and problem sets and making informed decisions. In my professional career as a senior consultant and manager, I'm regarded as an effective advisor and manager, and someone who collaboratively and effectively works with others to achieve goals and objectives, and to get things done in general. I take my responsibilities very seriously and I'm confident that my related experiences, skills, and personal traits will allow me to succeed as a member of the Town Council.

Please refer to my professional resume that I have included for additional information regarding my relevant professional experiences that will make a difference when it comes to serving as a Town Council member.

Alexander M. Beyene, CISM, CISA

Phone: 1-571-229-6009 | E-mail: beyenea@gmail.com

Professional experience

Profile

Senior Managing Consultant with over 14 years' experience supporting Public Sector clients, managing different aspects of business development and client delivery, and the career progression and development of workforce members.

Project Manager with a proven track record of successfully managing and achieving financial results, company objectives, quality measures, and meeting and exceeding client expectations.

Senior Cybersecurity professional responsible for overseeing the achievement and maintenance of Cybersecurity postures in accordance with clients' requirements, best practices, standards, policies and regulations.

Highly developed critical thinking and problem-solving skills, with an ability to see the big picture and identify potential problems and risks in advance.

Employer History

07/2008 - To date

IBM Consulting, Herndon, VA United States of America
Senior Managing Consultant

03/2020 - To date

Federal-Civilian Client

Project Description: Engineer, design, host, secure, operate, and maintain client's critical enterprise-wide IT infrastructure. Transitioning to a consolidated infrastructure and cloud hosting benefits the Government and assists the client with accomplishing its mission more efficiently and effectively by reducing capital expenditures, improving IT agility and scalability, reducing computing needs, and providing new approaches to disaster recovery.

Information Systems Security Program Manager (ISSPM) - As an ISSPM, Mr. Beyene:

- Is accountable for all aspects of client's security needs/requirements as defined by the Statement of Work (SOW)
- Coordinates with a Managed Security Services (MSS) team and Security Operation Center (SOC) to monitor the security posture of the client's environment and to detect, investigate and respond to security incidents
- Manages, guides, and directs a dedicated security team and personnel with a goal of maintaining the security posture of the client's environment and adherence with contractual and compliance requirements
- Leads in the evaluation/analysis of new security requirements and creates/identifies plans and best course of actions and solutions to satisfy such requirements, through coordination with various internal and external organizations/units
- Identifies contract growth opportunities through the identification of best and beneficial solutions for the client and presents such solutions to the client
- Provides leadership/oversight in relation to responding to audits; vulnerability management, compliance, Authority to Operate (ATO), and SOC (SSAE-18)

10/2008 – 06/2022

Department of Defense (DoD) Client

Project Description: The primary objective of the client's program is to ensure continuity of DoD mission sets; through the identification of critical assets that provide required mission execution capabilities and identifying and mitigating failure and degradation risks associated with such assets. In addition, the project's scope includes the development and maintenance of a relational database and a front-end web application.

Senior Project Manager (PM) - As the Senior PM, Mr. Beyene's responsibilities on the project were:

- Managing the day-to-day activities of the project and client expectations, and making sure that tasks and deliverables are successfully completed on time, within budget and in accordance with client requirements
- Managing and achieving financial results, company objectives, and quality measures
- Identification of contract growth opportunities and collaborating with account leaders to ultimately capitalize on such growth opportunities
- Subject Matter Expert (SME) - identification and mitigation of risks that could negatively impact missions
- Infrastructure and asset criticality analysis
- Data mining and data analysis
- Analysis of and compliance with requirements documented in DoD Directives, DoD Instructions, DoD Manuals, etc.
- Development and documentation of methodologies, instructions, processes, guides, etc.

08/2015 – 12/2019

Department of Defense Client

Project Description: An enterprise education solution, with a primary focus on centralizing tuition management for soldiers worldwide. A diverse network of stakeholders and a sophisticated technical approach enables Active Duty, Reserve and National Guard Soldiers to achieve their educational goals.

Information System Security Manager (ISSM) - As an ISSM on the GoArmyEd project, Mr. Beyene:

- Managed the day-to-day Cybersecurity related activities and events, and compliance with regulatory and client requirements
- Managed, guided, and directed a dedicated security team and personnel with a goal of maintaining the security posture of the client's environment and adherence with contractual and compliance requirements
- Coordinated with a Managed Security Services (MSS) team and Security Operation Center (SOC) to monitor the security posture of the client's environment and to detect, investigate and respond to security incidents
- Successfully lead and managed multiple efforts to attain and maintain an ATO by satisfying Government requirements
- Authored and maintained multiple Standard Operating Procedures (SOP), and various other Cybersecurity related plans, processes, and procedures
- Planned and facilitated IT Incident Response Plan and IT Contingency Plan exercises
- Analyzed, tracked, and managed identified information system vulnerabilities and Information Assurance Vulnerability Alerts (IAVA), including the remediation of identified vulnerabilities in a timely manner
- Tracked and managed compliance with various Security Technical Implementation Guide (STIG) requirements

02/2011 – 10/2018

Federal-Civilian Client

Project Description: Contracted to develop software for a Federal-Civilian client. The software provides electronic filing and payment options for corporations, exempt organizations, individuals, partnerships, and filers of excise tax returns.

FISMA and ATO Subject Matter Expert (SME) – Provided guidance and worked with the Project Management Office (PMO) to comply with FISMA requirements, identified and closed deficiencies, provided guidance/assistance during periodic contractor reviews, and developed and maintained a System Security Plan (SSP); and authored and maintained additional policy, procedure, and process documentation.

07/2008 - 10/2008

Internal

Project Description: The primary goal of the program was to establish and implement Public Sector project level data security and privacy policies, controls and processes; and to audit projects on their data security and privacy practices and to remediate identified deficiencies through collaboration.

Data Security & Privacy Consultant - Mr. Beyene worked with various project team members at different levels to develop an Public Sector project level data security and privacy framework through the establishment of policies, controls and processes. In addition, Mr. Beyene assessed/audited projects' data security and privacy practices and in-place controls and worked with such projects to close/address identified deficiencies.

Key Skills

- Project and personnel management
- Bid and Proposal
- Information security management
- Infrastructure and asset criticality analysis and risk mitigation
- Secure software engineering
- Database design and management
- WEB application design, development, and maintenance
- Sales

Key Courses, Training & Certifications

- Certified Information Security Manager (CISM)
- Certified Information System Auditor (CISA)
- Secure Software Engineering

Education

Education

M.S. - Computer Science (Secure Software Engineering)
James Madison University, United States of America, 2008

B.B.A. - Marketing
James Madison University, United States of America, 1996

Languages

English	Fluent
Amharic	Fluent

Other relevant information

Membership in Professional Organizations

Information Systems Audit and Control Association (ISACA)



A Proclamation to Observe April as Child Abuse Prevention Month

Whereas, our children are our most valuable resource and are vital to our future success, prosperity and quality of life, they are also the most vulnerable members of our society; and

Whereas, child abuse is a community problem and finding solutions depends on the environment of the people throughout the community; and

Whereas, all children deserve to have the safe, stable, nurturing homes and communities they need to foster their healthy growth and development; and

Whereas, the most important thing we can do to help children thrive is to support families before they reach a crisis; and

Whereas, effective child abuse prevention activities and training succeed because of the partnerships created among individuals and families, health care professionals, schools, community and civic organizations, faith-based organizations, businesses, and law enforcement agencies; and

Whereas, the Haymarket Town Council acknowledges that we must all work together to increase awareness about child abuse and create safe and healthy environments for children where they can live with supportive families and engaged communities;

NOW, THEREFORE, the Town Council of the Town of Haymarket, Virginia does hereby proclaim April 2023 as ***Child Abuse Prevention Month*** and urges all citizens to recognize this month by dedicating ourselves to the task of improving the quality of life for all children and families.

In Witness Whereof, this 3rd day of April 2023.

Kenneth Luersen
Mayor

TracyLynn Pater
Vice Mayor

Joseph Pasanello
Councilmember

Mary Ramirez
Councilmember

R. Marchant Schneider
Councilmember

David Leake
Councilmember

TOWN OF HAYMARKET
 15000 Washington Street, Suite 100
 Haymarket, Virginia 20169
 Instagram: @townofhaymarketVA



703-753-2600
 Fax 703-753-2800
 www.townofhaymarket.org
 Facebook: Haymarket Town Hall

March 21, 2023

Mayor and Town Council,

Town Staff is pleased to present the Proposed Budget for Fiscal Year 2024 (FY24). The budget funds the continued operations of the Town government to include public safety, community engagement, support for the Town's Capital Improvement Projects and addressing the Town's growth.

This budget takes into consideration the Town Council's goals and objectives for finalizing Town initiated site plan engineering for two public projects, offering professional public safety services for residents and business owners, increasing community services while ensuring fiscal responsibility. As the Council deliberates through the budget work sessions and develops updated goals the Town Staff will adjust the budget to reflect these updates.

The Town has recognized revenue increases due in part to the strength of our restaurants and the Town's meals tax, the addition of the hotel and transient occupancy tax revenue and the increase in property assessments. The real estate assessments have seen an average residential increase of 5%, while the average commercial increase has been 8%. With this increase in mind, the Town Treasurer has proposed a reduction in the real property tax rate, resulting in a rate of .111 per \$100 assessed value. This rate would work to equalize the tax rate for residents and reduce the tax rate for commercial properties, again keeping in mind the difference of the assessment increases.

In the past two years, the Town has seen significant growth not only in the surrounding area but within Town as well. This budget addresses the additional operational needs that have organically risen due to the increased growth of the Town, while continuing to be cautious, considering some unprecedented inflation rates, which as of March 20, 2023 is at 6.04%. In the past two years, the Town has seen an unexpected increase in revenues after adjusting to the COVID pandemic. The additional revenue funds have been dispersed back to the reserve funds. This budget continues to acknowledge these unprecedented times, while demonstrating the ability to provide a Real Estate tax reduction from the existing rate. The proposed tax reduction will still result in an increased in Real Estate tax revenue due to the commercial property assessments of the new developments and the general growth across Haymarket.

Expenditures for FY24 include enhancements to operations and services of the Police Department, a proposed Maintenance FTE, and enhanced Administration operations, and an increase in Building and Ground maintenance; the latter of which is primarily related to the upcoming cycle of maintenance needs for our Town owned buildings. The Proposed FY24 Budget also includes adjustments for administrative personnel to maintain competitive employment and accommodate the anticipated health insurance increases, opportunities for merit increases and implementation of a career step program in for our police officers.

The Town continues to operate in a positive fiscal manner. The Town Staff has prepared a strong budget proposal to accommodate potential economic downturn, while ensuring health, safety and welfare of the Town citizens, businesses and greater community.

The Town will hold public budget discussions starting March 27th through June. We encourage the

community to attend the meetings and provide input on the Proposed FY24 Budget, including the proposed real property tax rate. For additional information, please visit the Town website or visit Town Hall.

Proposed Budget for FY2023 - 2024	Actuals for FY2018	Actuals for FY2019	Actuals for FY2020	Actuals for FY2021	Actuals for FY2022	Actuals as of 03.21.2023	FY2023 Budget	Change	Proposed Budget FY2024	% of Budget
Income										
3110 · GENERAL PROPERTY TAXES										
3110-01 · Real Estate - Current	340,658.41	361,088.09	376,124.12	368,969.64	366,123.33	398,736.41	400,143.00	\$ 55,640.00	455,783.00	13.9%
3110-02 · Public Service Corp RE Tax	11,273.29	11,778.30	14,174.08	13,835.01	13,493.59	13,066.89	12,022.00	\$ 578.00	12,600.00	4.8%
3110-03 · Interest - All Property Taxes	115.03	81.54	337.72	430.17	971.79	0.00			0.00	0.0%
3110-04 · Penalties - All Property Taxes	726.20	600.51	1,038.03	1,331.41	1,154.52	26.71	1,000.00		1,000.00	0.0%
Total 3110 · GENERAL PROPERTY TAXES	352,772.93	373,548.44	391,673.95	384,566.23	381,743.23	411,830.01	413,165.00		469,383.00	13.6%
3120 · OTHER LOCAL TAXES										
3120-00 · Transient Occupancy Tax	0.00	0.00	0.00	0.00	55,651.04	152,012.46	168,000.00	\$ 7,000.00	175,000.00	4.2%
3120-01 · Bank Stock Tax	24,239.00	26,989.00	36,141.00	24,355.00	24,163.00	0.00	24,000.00		24,000.00	0.0%
3120-02 · Business License Tax	184,705.45	200,166.48	233,161.18	217,042.12	272,185.08	163,400.36	240,000.00	\$ 10,000.00	250,000.00	4.2%
3120-03 · Cigarette Tax	124,931.80	153,299.25	147,645.00	134,995.60	139,446.86	105,261.13	140,000.00		140,000.00	0.0%
3120-04 · Consumer Utility Tax	165,987.08	160,299.60	154,839.67	153,614.80	161,880.25	97,109.97	158,000.00		158,000.00	0.0%
3120-05 · Meals Tax - Current	671,603.48	721,569.04	778,012.80	887,341.25	1,039,274.04	806,804.84	1,100,000.00	\$ 100,000.00	1,200,000.00	9.1%
3120-06 · Sales Tax Receipts	152,958.74	137,499.00	142,990.57	153,950.37	171,198.74	96,595.38	160,000.00		160,000.00	0.0%
3120-07 · Penalties (Non-Property)	3,860.36	1,762.59	6,173.91	8,308.48	7,989.34	6,543.22	5,000.00		5,000.00	0.0%
3120-08 · Interest (Non-Property)	200.48	37.42	2,564.29	69.46	374.99	1,148.61			0.00	0.0%
Total 3120 · OTHER LOCAL TAXES	1,328,486.39	1,401,622.38	1,501,528.42	1,579,677.08	1,872,163.34	1,428,875.97	1,995,000.00		2,112,000.00	5.9%
3130 · PERMITS,FEES & LICENSESES										
3130-01 · Application Fees	4,885.00	8,170.00	4,450.50	1,850.00	5,495.00	1,500.00	4,500.00		4,500.00	0.0%
3130-02 · Inspection Fees	8,442.97	13,440.00	4,165.00	405.00	0.00				0.00	0.0%
3130-03 · Motor Vehicle Licenses	1,128.00	2,285.00	865.00	826.50	738.00	180.00	1,000.00		1,000.00	0.0%
3130-04 · Occupancy Permits	500.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
3130-05 · Other Planning & Permits	14,860.00	17,705.63	33,263.05	18,537.55	9,925.00	12,815.00	15,000.00		15,000.00	0.0%
3130-06 · Pass Through Fees	0.00	0.00	0.00	18,542.35	27,451.25	13,379.08			0.00	0.0%
Total 3130 · PERMITS,FEES & LICENSESES	29,815.97	41,600.63	42,743.55	40,161.40	43,609.25	27,874.08	20,500.00		20,500.00	0.0%
3140 · FINES & FORFEITURES										
3140-01 · Fines	68,459.29	38,542.11	52,194.17	32,615.20	23,736.84	10,011.23	20,000.00		20,000.00	0.0%
3140-02 · Asset Forfeitures	0.00	-1,427.28	0.00	0.00	0.00	0.00			0.00	0.0%
Total 3140 · FINES & FORFEITURES	68,459.29	37,114.83	52,194.17	32,615.20	23,736.84	10,011.23	20,000.00		20,000.00	0.0%
3150 · REVENUE - USE OF MONEY										
3150-01 · Earnings on VACO/VML Investment	-22.92	11,688.69	12,726.17	488.03	-10,555.52	7,157.74	1,500.00		1,500.00	0.0%
3150-02 · Interest on Bank Deposit	1,044.13	6,557.58	4,098.49	0.00	0.00	0.00			0.00	0.0%
3150-03 · Interest on Bank Deposits	12,202.64	10,560.64	9,032.04	5,039.84	8,520.31	18,763.25	6,000.00		6,000.00	0.0%
Total 3150 · REVENUE - USE OF MONEY	13,223.85	28,806.91	25,856.70	5,527.87	-2,035.21	25,920.99	7,500.00		7,500.00	0.0%
3151 · RENTAL (USE OF PROPERTY)										
3151-01 · Suite 200 Stronger Fitness LLC	0.00	0.00	9,111.63	828.33	0.00	0.00			0.00	0.0%
3151-02 · 15026 Suite 210 Body Mind	0.00	0.00	6,202.28	6,792.50	4,764.27	0.00			0.00	0.0%
3151-03 · Suite 208 Dent-ology Inc	0.00	0.00	3,024.00	0.00	0.00	0.00			0.00	0.0%
3151-04 · Suite 208 B&B Security	0.00	0.00	9,827.60	10,733.34	6,460.45	2,339.05	4,010.00		4,010.00	0.0%
Suite 110 Rental Income	20,191.96	21,424.34	0.00	0.00	0.00	0.00			0.00	0.0%

Attachment: FY2024 Draft Budget_03.20.2023 (6014 : FY24 Budget Work Session)

315110 · Suite 200 Genesis Contracting	4,890.08	2,010.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
3151-05 · Suite 202 Metis Group	-2,500.00	4,235.00	367.50	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
3151-06 · Suite 204 MAC-ISA	4,790.00	5,040.00	6,300.00	6,720.00	6,944.00	5,292.00	3,528.00	\$ (3,528.00)	0.00	-100.0%
315130 · Suite 206 - Xcellent Technology	20,476.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
3151-07 · Haymarket Church Suite 206	0.00	0.00	32,592.00	33,569.76	34,576.80	26,710.65	35,614.00	\$ 1,069.00	36,683.00	3.0%
3151-08 · 15020 Washington Realty	42,717.96	42,717.96	50,562.00	32,937.50	47,035.80	41,431.23	55,241.00	\$ 1,531.00	56,772.00	2.8%
3151-09 · 15026 Copper Cricket	19,656.00	19,944.00	20,851.32	21,470.40	22,114.56	17,722.35	23,629.00	\$ 709.00	24,338.00	3.0%
3151-10 · The Very Thing For Her	29,820.00	33,470.00	11,090.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
3151-11 · Cupcake Heaven and Cafe LLC	0.00	0.00	21,436.00	32,797.12	33,781.08	26,010.61	34,793.00	\$ 1,045.00	35,838.00	3.0%
3151-12 · Haymarket Coffee Company LLC	0.00	0.00	0.00	11,350.00	12,850.00	0.00	0.00	0.00	0.00	0.0%
3151-13 · A1 Testing Solutions LLC	0.00	0.00	0.00	0.00	2,350.00	0.00	14,241.00	\$ (14,241.00)	0.00	-100.0%
3151-90 · Town Hall Rental Income	800.00	0.00	300.00	0.00	0.00	50.00	0.00	0.00	0.00	0.0%
3151 · RENTAL (USE OF PROPERTY) - Other	3,834.15	365.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total 3151 · RENTAL (USE OF PROPERTY)	144,676.15	129,207.15	171,664.33	157,198.95	170,876.96	119,555.89	171,056.00		157,641.00	-7.8%
3160 · CHARGES FOR SERVICES										
FOIA Receipts	0.00	120.00	49.01	54.73	291.19	0.00	0.00	0.00	0.00	0.0%
3160-01 · Public Safety									0.00	0.0%
3160-02 · Donation/Grants	1,519.80	6,008.00	12,835.50	0.00	0.00	10.00	0.00	0.00	0.00	0.0%
3160-03 · VDOT Detail	0.00	0.00	3,008.75	2,700.00	5,880.00	0.00	0.00	0.00	0.00	0.0%
3160-04 · Sponsorships	0.00	0.00	6,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
3160-05 · Laney Detail	0.00	0.00	48,350.00	121,653.75	0.00	0.00	0.00	0.00	0.00	0.0%
3160-01 · Public Safety - Other	18,402.00	125.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total 3160-01 · Public Safety	19,921.80	6,133.00	70,694.25	124,353.75	5,880.00	10.00	0.00		0.00	0.0%
Total 3160 · CHARGES FOR SERVICES	19,921.80	6,253.00	70,743.26	124,408.48	6,171.19	10.00	0.00		0.00	0.0%
3165 · REVENUE - TOWN EVENTS										
3165-00 · Sponsorships	0.00	0.00	0.00	0.00	1,000.00	11,500.00	\$ 10,000.00	10,000.00	10,000.00	0.0%
3165-01 · Town Event	83,084.00	70,081.64	64,124.43	7,050.57	66,193.00	55,830.00	80,000.00	80,000.00	80,000.00	0.0%
3165-02 · Farmer's Market	0.00	0.00	0.00	1,205.00	2,002.50	9,047.50	1,500.00	\$ 1,500.00	3,000.00	100.0%
3165-03 · Town Ornaments	80.00	3,577.18	7,030.20	4,773.00	6,897.00	7,558.96	4,350.00	\$ 650.00	5,000.00	14.9%
3165 · REVENUE - TOWN EVENTS - Other	0.00	0.00	0.00	0.00	0.00	358.00	0.00	0.00	0.00	0.0%
Total 3165 · REVENUE - TOWN EVENTS	83,164.00	73,658.82	71,154.63	13,028.57	76,092.50	84,294.46	85,850.00		98,000.00	14.2%
3170 · HISTORICAL FUND										
3170-01 · Historical Fund	0.00	21,230.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total 3170 · HISTORICAL FUND	0.00	21,230.02	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
3180 · MISCELLANEOUS										
3180-00 · Convenience Fee	0.00	0.00	0.00	16.92	64.81	-326.86	0.00	0.00	0.00	0.0%
3180-01 · Citations & Accident Reports	545.00	620.00	135.00	10.00	0.00	40.00	0.00	0.00	0.00	0.0%
3180-02 · Vetern Banners	0.00	475.00	72.00	75.00	0.00	0.00	0.00	0.00	0.00	0.0%
3180-03 · Miscellaneous	28.62	4,678.67	2,048.80	0.01	255.90	0.00	0.00	0.00	0.00	0.0%
3180-04 · Reimbursement from Insurance	0.00	0.00	0.00	4,782.74	26,817.73	0.00	0.00	0.00	0.00	0.0%
3180-05 · Recovered Costs- Private Events									0.00	0.0%
Donations									0.00	0.0%
Charitable Contributions	137.76	2.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total Donations	137.76	2.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%

Attachment: FY2024 Draft Budget_03.20.2023 (6014 : FY24 Budget Work Session)

3180-05 · Recovered Costs- Private Events - Other	0.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	0	0.0%
Total 3180-05 · Recovered Costs- Private Events	137.76	2.00	0.00	300.00	0.00	0.00	0.00	0.00	0.00	0.0%
3190 · Sale of Salvage & Surplus										0.0%
3190-01 · Public Safety - Surplus Sales	0.00	0.00	4,776.95	0.00	0.00	0.00			0.00	0.0%
Total 3190 · Sale of Salvage & Surplus	0.00	0.00	4,776.95	0.00	0.00	0.00			0.00	0.0%
3180 · MISCELLANEOUS - Other	2,559.87	0.00	174.98	206.60	10.00	388.17			0.00	0.0%
Total 3180 · MISCELLANEOUS	3,271.25	5,775.67	7,207.73	5,391.27	27,148.44	101.31	0.00		0.00	0.0%
3200 · REVENUE FROM COMMONWEALTH										
3200-01 · VDOT Grant Revenue	1,406.08	0.00	0.00	0.00	0.00	0.00				0.0%
3200-02 · 599 Law Enforcement Grant	29,280.00	30,364.00	31,548.00	31,548.00	31,552.00	26,016.00	31,548.00		31,548.00	0.0%
3200-04 · Car Rental Reimbursement	6,732.57	5,733.46	414.58	92.62	224.76	167.55			0.00	0.0%
3200-05 · Communications Tax	115,006.54	106,692.08	104,259.34	92,605.84	89,883.89	51,098.34	80,000.00		80,000.00	0.0%
3200-06 · Department of Fire Programs	0.00	0.00	10,000.00	10,000.00	15,000.00	15,000.00	10,000.00		10,000.00	0.0%
3200-10 · Other	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
3200-11 · Personal Property Tax Reimburse	18,626.97	18,626.97	18,626.97	18,626.97	18,626.97	18,626.97	18,627.00		18,627.00	0.0%
3200-12 · Railroad Rolling Stock	1,355.70	1,327.54	1,349.52	1,300.21	1,278.82	1,285.76	1,300.00		1,300.00	0.0%
3200-14 · Pedestrian Improvement Grant	0.00	0.00	0.00	93,742.73	0.00	0.00			0.00	0.0%
3200-15 · 599 Recruitment/Retention Funds	0.00	0.00	0.00	3,362.00	0.00	0.00			0.00	0.0%
3200-16 · DMV Select Commission	0.00	0.00	0.00	0.00	54,517.19	180.33	0.00		0.00	0.0%
3200-17 · LOLE Grant	0.00	0.00	0.00	0.00	0.00	4,366.00	4,393.00		4,393.00	0.0%
Total 3200 · REVENUE FROM COMMONWEALTH	172,407.86	162,744.05	166,198.41	251,278.37	211,083.63	116,740.95	145,868.00		145,868.00	0.0%
3300 · REVENUE FROM FEDERAL GOVERNMENT										
3300-01 · DMV Transp Safety Grant	10,525.78	3,586.84	5,506.82	3,084.99	0.00	0.00			0.00	0.0%
3300-02 · CABOOSE ENHANCEMENT GRANT	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
3300-04 · PEDESTRIAN IMPROVEMENT GRANT	6,157.24	0.00	287,635.50	0.00	0.00	0.00			0.00	0.0%
3300 · REVENUE FROM FEDERAL GOVERNMENT - Other	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
Total 3300 · REVENUE FROM FEDERAL GOVERNMENT	16,683.02	3,586.84	293,142.32	3,084.99	0.00	0.00			0.00	0.0%
3500 · Reserve Funds	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
4000 · Carry-Over Surplus	0.00	0.00	0.00	0.00	0.00	0.00	273,850.00	\$ (273,850.00)	0.00	-100.0%
4002 · Transfer from ARPA Funds	0.00	0.00	0.00	0.00	0.00	0.00	209,600.00	\$ (9,600.00)	200,000.00	-4.6%
Total Income	2,232,882.51	2,285,148.74	2,794,107.47	2,596,938.41	2,810,590.17	2,225,214.89	3,342,389.00		3,230,892.00	-3.3%
Gross Profit	2,232,882.51	2,285,148.74	2,794,107.47	2,596,938.41	2,810,590.17	2,225,214.89	3,342,389.00		3,230,892.00	-3.3%

Expense

01 · ADMINISTRATION

11100 · TOWN COUNCIL

111001 · Convention & Education	1,067.64	3,287.46	662.80	0.00	424.00	250.00	2,500.00		2,500.00	0.0%
111002 · FICA/Medicare	1,460.00	1,363.98	1,136.04	1,807.75	1,600.50	837.32	2,000.00		2,000.00	0.0%
111003 · Meals and Lodging	257.30	1,160.78	0.00	0.00	178.27	77.22	1,000.00		1,000.00	0.0%
111004 · Mileage Allowance	163.93	0.00	237.80	0.00	0.00	0.00	250.00		250.00	0.0%
111005 · Salaries & Wages - Regular	18,825.00	20,057.65	14,850.00	23,960.71	21,421.43	12,367.86	25,000.00		25,000.00	0.0%
111006 · Town Elections	3,161.04	0.00	5,534.68	0.00	0.00	0.00	0.00		0.00	0.0%
Total 11100 · TOWN COUNCIL	24,934.91	25,869.87	22,421.32	25,768.46	23,624.20	13,532.40	30,750.00		30,750.00	0.0%

12110 · TOWN ADMINISTRATION

1211001 · Salaries/Wages-Regular	289,887.00	218,051.91	261,613.95	301,638.15	317,035.91	214,589.20	330,500.00	\$ 76,969.00	407,469.00	23.3%
1211102 · Salaries & Wages - DMV Clerk	0.00	0.00	0.00	427.89	34,805.30	0.00	0.00		0.00	0.0%
1211103 · Salaries/Wages - Part Time	48,967.00	63,009.00	24,384.00	12,319.87	37,879.22	41,373.22	79,960.00	\$ (13,400.00)	66,560.00	-16.8%
1211100 · Salary & Wages - Hazard Pay	0.00	0.00	5,680.00	0.00	0.00	0.00			0.00	0.0%

1211101 · Salaries & Wages - Bonus	0.00	0.00	0.00	4,000.00	0.00	0.00		0.00	0.0%	
1211004 · FICA/Medicare	24,792.02	20,804.34	21,264.14	24,879.52	29,507.18	20,837.97	35,389.00	\$ 875.00	36,264.00	2.5%
1211005 · VRS	27,650.54	22,892.45	26,050.98	35,776.56	35,732.21	15,608.45	36,809.00	\$ 1,043.00	37,852.00	2.8%
1211006 · Health Insurance	49,932.10	43,426.04	35,695.12	31,598.58	37,214.14	27,800.95	66,466.00	\$ (2,503.00)	63,963.00	-3.8%
1211007 · Life Insurance	3,391.29	2,753.27	3,256.98	4,018.27	4,327.75	2,896.50	4,685.00		4,685.00	0.0%
1211008 · Disability Insurance	1,375.25	1,555.80	1,491.95	1,988.54	2,232.35	1,530.25	2,640.00	\$ 720.00	3,360.00	27.3%
1211009 · Unemployment Insurance	5,107.13	3,739.37	3,649.07	5,628.74	2,831.25	2,992.50	6,160.00		6,160.00	0.0%
1211010 · Worker's Compensation	402.64	660.02	200.00	256.00	263.00	322.00	335.00	\$ 100.00	435.00	29.9%
1211011 · Gen Property/Liability Ins.	14,827.00	14,700.00	13,802.00	14,123.00	16,237.00	17,802.00	18,025.00	\$ 1,303.00	19,328.00	7.2%
1211012 · Accounting Services	6,406.61	7,149.77	7,536.63	6,503.92	6,763.06	7,866.59	8,000.00		8,000.00	0.0%
1211013 · Cigarette Tax Administration	-317.80	5,145.49	5,274.74	0.00	0.00	0.00			0.00	0.0%
1211014 · Printing & Binding	12,136.39	10,513.36	8,464.87	6,384.93	5,115.06	4,690.04	8,298.00		8,298.00	0.0%
1211015 · Advertising	8,919.95	13,345.71	8,050.96	9,355.31	10,031.93	2,116.50	9,000.00		9,000.00	0.0%
1211016 · Computer, Internet &Website Svc	30,189.22	21,736.14	22,465.91	16,469.11	23,589.54	13,529.55	28,550.00		28,550.00	0.0%
1211017 · Postage	2,379.50	3,225.86	3,424.37	3,238.78	1,748.45	1,857.79	4,000.00		4,000.00	0.0%
1211018 · Telecommunications	2,743.58	391.62	5,959.64	5,570.20	5,708.23	4,707.62	7,500.00		7,500.00	0.0%
1211019 · Mileage Allowance	372.76	33.25	265.64	0.00	550.71	231.25	1,000.00		1,000.00	0.0%
1211020 · Meals & Lodging	2,104.71	2,480.54	2,587.07	1,168.72	1,327.05	1,096.61	2,000.00		2,000.00	0.0%
1211021 · Convention & Education	5,266.78	1,495.05	3,220.49	1,885.00	1,520.85	123.90	6,000.00		6,000.00	0.0%
1211022 · Miscellaneous	76.45	0.00	734.57	180.06	1,802.66	0.00	2,000.00		2,000.00	0.0%
1211023 · Discretionary Fund	154.70	585.25	0.00	0.00	0.00	0.00			0.00	0.0%
1211024 · Books, Dues & Subscriptions	15,491.10	14,557.20	16,376.23	17,721.55	15,698.33	11,066.77	16,000.00		16,000.00	0.0%
1211025 · Office Supplies	4,606.72	4,931.03	6,562.79	6,123.16	5,415.79	3,967.79	6,500.00		6,500.00	0.0%
1211026 · Equipment Rental	0.00	0.00	4,377.69	4,540.00	3,981.72	1,731.49	4,075.00		4,075.00	0.0%
1211027 · Insurance Pass-Through	0.00	-2,692.38	0.00	0.00	0.00	0.00			0.00	0.0%
1211030 · Capital Outlay-Machinery/Equip	708.46	2,790.40	0.00	4,651.17	0.00	7,550.65	5,000.00		5,000.00	0.0%
66900 · Reconciliation Discrepancies	-0.01	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
12110 · TOWN ADMINISTRATION - Other	15.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
Total 12110 · TOWN ADMINISTRATION	557,586.09	477,280.49	492,389.79	520,447.03	601,318.69	406,289.59	688,892.00		753,999.00	9.5%
12210 · LEGAL SERVICES										
1221001 · Legal Services	48,969.22	59,114.48	72,610.96	120,305.72	75,900.25	27,507.19	80,000.00	\$ 3,200.00	83,200.00	4.0%
1221002 · Legal - Pass Through Fees	0.00	0.00	0.00	3,088.60	0.00	0.00			0.00	0.0%
12210 · LEGAL SERVICES - Other	0.00	0.00	0.00	576.57	0.00	0.00			0.00	0.0%
Total 12210 · LEGAL SERVICES	48,969.22	59,114.48	72,610.96	123,970.89	75,900.25	27,507.19	80,000.00		83,200.00	4.0%
12240 · INDEPENDENT AUDITOR										
1224001 · Auditing Services	14,350.00	14,550.00	14,550.00	14,850.00	16,000.00	0.00	17,120.00		17,120.00	0.0%
Total 12240 · INDEPENDENT AUDITOR	14,350.00	14,550.00	14,550.00	14,850.00	16,000.00	0.00	17,120.00		17,120.00	0.0%
Total 01 · ADMINISTRATION	645,840.22	576,814.84	601,972.07	685,036.38	716,843.14	447,329.18	816,762.00		885,069.00	8.4%
03 · PUBLIC SAFETY										
31100 · POLICE DEPARTMENT										
3110001 · Salaries & Wages - Regular	339,017.80	388,904.31	395,197.22	371,171.79	408,433.77	328,617.35	464,487.00	\$ 51,919.00	516,406.00	11.2%
3110002 · Salaries & Wages - OT Regular	7,434.92	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
3110003 · Salaries & Wages - OT Premium	8,520.98	20,191.98	27,735.11	20,094.56	12,133.00	16,384.54	23,000.00	\$ 7,000.00	30,000.00	30.4%
3110013 · Salaries & Wages - OT Select En	0.00	0.00	0.00	0.00	10,035.36	5,671.18	12,000.00	\$ (2,000.00)	10,000.00	-16.7%
3110004 · Salaries & Wages - Holiday Pay	13,378.56	17,001.08	19,217.95	13,442.02	18,690.41	21,423.00	32,310.00		32,310.00	0.0%
3110005 · Salaries & Wages - Part Time	7,742.18	17,404.94	41,157.86	56,136.43	38,583.21	31,880.00	36,000.00	\$ 29,000.00	65,000.00	80.6%

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3110006 · Salaries & Wages - VDOT	7,993.92	0.00	2,900.94	2,430.00	4,815.00	0.00		0.00	0.0%	
3110007 · Salary & Wages - DMV Grant	0.00	4,796.57	9,242.82	6,532.01	0.00	0.00		0.00	0.0%	
3110008 · Salaries & Wages - Laney Detail	0.00	0.00	56,017.09	101,080.71	0.00	0.00		0.00	0.0%	
3110009 · Salary & Wages - Hazard Pay	0.00	0.00	16,193.00	0.00	0.00	0.00		0.00	0.0%	
3110010 · Salaries & Wages - Bonus	0.00	0.00	0.00	5,500.00	0.00	0.00		0.00	0.0%	
3110011 · Salaries & Wages - Recruit. Bon	0.00	0.00	0.00	2,357.14	642.86	0.00		0.00	0.0%	
3110012 · Salaries & Wages - P/T Admin	0.00	0.00	0.00	0.00	0.00	3,500.00	19,500.00	\$ 19,500.00	39,000.00 0.0%	
3110020 · FICA/MEDICARE	28,828.27	33,078.45	42,977.04	42,682.13	37,087.87	28,643.58	44,937.00	\$ 8,056.00	52,993.00 17.9%	
3110021 · VRS	35,474.34	39,907.77	36,971.15	37,302.28	41,239.22	23,087.63	28,427.00	\$ 3,177.00	31,604.00 11.2%	
3110022 · Health Insurance	53,972.08	67,380.57	67,664.15	38,395.19	56,339.70	54,411.62	78,379.00	\$ (6,107.00)	72,272.00 -7.8%	
3110023 · Life Insurance	4,294.90	5,219.73	5,222.73	4,354.90	5,229.52	4,642.54	5,904.00	\$ 242.00	6,146.00 4.1%	
3110024 · Disability Insurance	2,055.13	2,227.32	2,303.13	1,526.83	1,849.05	1,897.91	2,400.00		2,400.00 0.0%	
3110025 · Unemployment Insurance	0.00	2,624.24	4,082.00	2,571.75	5,682.58	3,235.03	3,360.00		3,360.00 0.0%	
3110026 · Workers' Compensation Insurance	11,781.36	14,401.98	12,309.00	19,185.00	23,809.00	20,067.00	23,305.00	\$ 2,998.00	26,303.00 12.9%	
3110027 · Line of Duty Act Insurance	1,662.00	1,740.00	4,969.00	4,969.00	4,705.00	4,705.00	4,750.00		4,750.00 0.0%	
3110028 · Legal Services	11,231.10	21,988.82	18,945.80	24,780.40	25,730.40	17,858.11	27,300.00	\$ 1,092.00	28,392.00 4.0%	
3110030 · Advertising	0.00	0.00	0.00	0.00	0.00	0.00			0.00 0.0%	
3110032 · Computer, Internet & Website	9,649.43	13,113.70	11,133.57	14,699.89	36,705.32	2,845.00	5,000.00		5,000.00 0.0%	
3110033 · Postage	139.78	22.10	5.19	57.40	15.93	109.44	100.00		100.00 0.0%	
3110034 · Telecommunications	7,429.41	8,675.60	10,054.10	10,542.69	11,190.78	7,594.66	12,000.00	\$ 1,800.00	13,800.00 15.0%	
3110035 · General Prop Ins (Vehicles)	7,330.00	4,089.00	3,072.00	3,609.00	3,420.00	3,891.00	3,700.00	\$ 1,314.00	5,014.00 35.5%	
3110036 · Mileage Allowance	0.00	0.00	0.00	0.00	0.00	0.00			0.00 0.0%	
3110037 · Meals and Lodging	323.30	-35.80	0.00	0.00	0.00	428.45	5,000.00		5,000.00 0.0%	
3110038 · Convention & Edu. (Training)	479.58	3,781.82	4,728.40	2,443.06	2,427.60	1,059.50	10,000.00		10,000.00 0.0%	
3110039 · Miscellaneous	0.00	428.81	1,353.92	0.00	0.00	0.00			0.00 0.0%	
3110040 · Annual Dues & Subscriptions	6,073.90	10,111.90	12,945.09	12,909.23	13,009.58	12,080.09	14,000.00	\$ 3,200.00	17,200.00 22.9%	
3110041 · Office Supplies								\$ 5,000.00	5,000.00 0.0%	
Printing & Binding	675.72	0.00	0.00	0.00	0.00	0.00			0.00 0.0%	
3110041 · Office Supplies - Other	4,442.56	4,538.12	6,370.90	4,276.25	5,329.31	3,230.21	5,000.00	\$ (5,000.00)	0.00 -100.0%	
Total 3110041 · Office Supplies	5,118.28	4,538.12	6,370.90	4,276.25	5,329.31	3,230.21	5,000.00		0.00 -100.0%	
3110042 · Vehicle Fuels	18,810.59	18,573.31	17,791.40	13,868.33	28,182.45	19,127.26	43,200.00	\$ (6,500.00)	36,700.00 -15.0%	
3110043 · Vehicle Maintenance/Supplies	10,842.18	10,369.48	11,691.48	10,369.07	14,996.05	13,460.36	15,000.00	\$ 6,500.00	21,500.00 43.3%	
3110044 · Repairs/Maintenance Supplies	8,736.42	165.05	0.00	0.00	24,134.58	0.00	0.00		0.00 0.0%	
3110045 · Uniforms & Police Supplies	46,947.15	31,154.67	41,664.26	11,873.97	17,218.88	12,409.22	26,000.00	\$ 10,000.00	36,000.00 38.5%	
3110046 · Community Events	2,209.60	4,509.98	12,338.89	0.00	0.00	0.00			0.00 100.0%	
3110047 · Donation Expenditure	0.00	0.00	9,457.50	0.00	0.00	0.00			0.00 0.0%	
3110049 · Grant Expenditures	0.00	1,837.05	2,006.30	0.00	0.00	0.00			0.00 0.0%	
3110050 · Insurance Pass-Through	-8,421.97	1,775.01	67.13	0.00	0.00	0.00			0.00 0.0%	
3110051 · Mobile Data Computer Netwk Svc	25,897.00	0.00	0.00	0.00	0.00	0.00			0.00 0.0%	
3110052 · Office Equipment Rental	0.00	0.00	0.00	0.00	0.00	4,549.64	4,393.00	\$ (4,393.00)	0.00 -100.0%	
3110056 · Capital Outlay-Machinery/Equip	0.00	5,517.00	0.00	31,592.38	0.00	0.00		\$ 109,000.00	109,000.00 0.0%	
310057 · Capital Outlay-Furniture/Fixtur	2,675.90	0.00	0.00	0.00	0.00	0.00		\$ 14,000.00	14,000.00 0.0%	
310058 · DMV Grant Payback of Reimburs						4,974.47			0.00 0.0%	
Total 31100 · POLICE DEPARTMENT	677,628.09	755,494.56	907,786.12	870,753.41	851,636.43	651,783.79	949,452.00		1,199,250.00	26.3%
32100 · FIRE & RESCUE										
3210001 · Contributions to other Govt Ent	0.00	0.00	0.00	0.00	59,084.41	0.00	10,000.00		10,000.00	0.0%
Total 32100 · FIRE & RESCUE	0.00	0.00	0.00	0.00	59,084.41	0.00	10,000.00		10,000.00	0.0%
34100 · BUILDING OFFICIAL										0.0%
3410001 · Erosion & Sedimentation Ins.	0.00	13,350.00	4,654.20	0.00	0.00	0.00				0.0%

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34100 · BUILDING OFFICIAL - Other	28,555.00	0.00	0.00	0.00	0.00	0.00				0.0%
Total 34100 · BUILDING OFFICIAL	28,555.00	13,350.00	4,654.20	0.00	0.00	0.00	0.00	0.00	0.00	0.0%
Total 03 · PUBLIC SAFETY	706,183.09	768,844.56	912,440.32	870,753.41	910,720.84	651,783.79	959,452.00		1,209,250.00	26.0%
04 · PUBLIC WORKS										
4110001 · Town Public Works	45,460.75	70,445.10	17,083.64	0.00	0.00	0.00				
4110002 · Street Beautification - HF	0.00	19,017.19	0.00	0.00	0.00	0.00	2,213.00		2,213.00	0.0%
4110003 · E & S Inspections	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00		5,000.00	0.0%
43200 · REFUSE COLLECTION									0.00	0.0%
4320001 · Trash Removal Contract	73,656.59	76,027.02	86,226.38	79,235.26	90,210.06	70,835.43	110,820.00		110,820.00	0.0%
Total 43200 · REFUSE COLLECTION	73,656.59	76,027.02	86,226.38	79,235.26	90,210.06	70,835.43	110,820.00		110,820.00	0.0%
43100 · MAINT OF 15000 Wash St./Grounds										
4310001 · Repairs/Maintenance Services	54,046.29	57,616.82	72,396.70	80,706.57	72,249.03	41,784.02	97,672.00		97,672.00	0.0%
4310002 · Maint Svc Contract-Pest Control	1,420.00	2,709.00	1,290.00	1,290.00	2,774.80	544.80	3,000.00		3,000.00	0.0%
4310003 · Maint Svc Contract-Landscaping	24,900.00	29,177.01	32,332.74	26,612.42	32,355.35	19,685.00	35,000.00		35,000.00	0.0%
4310004 · Maint Svc Contract Snow Removal	345.00	2,100.90	35.88	5,205.25	8,018.00	0.00	7,000.00		7,000.00	0.0%
4310005 · Maint Svc Cont- Street Cleaning	6,375.00	5,915.00	5,940.00	6,630.00	1,280.00	0.00	2,000.00		2,000.00	0.0%
4310007 · Electric/Gas Services	16,763.30	16,201.27	15,139.92	15,364.58	17,763.38	13,680.28	16,500.00		16,500.00	0.0%
4310008 · Electrical Services-Streetlight	4,557.99	5,158.42	4,534.08	4,170.50	4,052.24	3,178.73	5,500.00		5,500.00	0.0%
4310009 · Water & Sewer Services	2,228.98	2,009.52	1,696.30	2,644.20	2,662.28	3,030.25	3,000.00		3,000.00	0.0%
4310010 · Janitorial Supplies	109.11	795.07	410.41	167.07	94.34	240.34	2,000.00		2,000.00	0.0%
4310011 · Real Estate Taxes	1,625.17	1,932.75	816.84	2,097.41	1,122.02	915.51	2,500.00		2,500.00	0.0%
4310015 · Maintenance - Vehicle Fuel	0.00	0.00	0.00	0.00	0.00	486.12	2,500.00	\$ 2,500.00	5,000.00	100.0%
4310016 · Maint - Vehicle Maintenance	0.00	0.00	0.00	0.00	0.00	875.16	1,000.00	\$ 2,000.00	3,000.00	200.0%
43100 · MAINT OF 15000 Wash St./Grounds - Other	0.00	-196.62	0.00	0.00	0.00	0.00			0.00	0.0%
Total 43100 · MAINT OF 15000 Wash St./Grounds	112,370.84	123,419.14	134,592.87	144,888.00	142,371.44	84,420.21	177,672.00		182,172.00	2.5%
Total 04 · PUBLIC WORKS	231,488.18	288,908.45	237,902.89	224,123.26	232,581.50	155,255.64	295,705.00		300,205.00	1.5%
06 · ECONOMIC DEVELOPMENT										
60000 · Tourism/Traveling Marketing	0.00	0.00	0.00	0.00	5,315.00	76,938.66	95,850.00	\$ (20,775.00)	75,075.00	-21.7%
60001 · Town Tourism	0.00	0.00	0.00	0.00	0.00	21,391.80	48,000.00	\$ 2,050.00	50,050.00	4.3%
60003 · Advertising	0.00	0.00	0.00	0.00	7,575.06	0.00	22,000.00		22,000.00	0.0%
Total 06 · ECONOMIC DEVELOPMENT	0.00	0.00	0.00	0.00	12,890.06	98,330.46	165,850.00		147,125.00	-11.3%
07 · PARKS, REC & CULTURAL										
70000 · HAYMARKET COMMUNITY PARK										
7000001 · Grounds Maintenance/Repairs	0.00	65,731.36	45,060.25	18,654.08	13,978.93	10,434.30	20,000.00	\$ 5,000.00	25,000.00	25.0%
Total 70000 · HAYMARKET COMMUNITY PARK	0.00	65,731.36	45,060.25	18,654.08	13,978.93	10,434.30	20,000.00		25,000.00	25.0%
71110 · EVENTS										
7111001 · Advertising - Events	4,786.35	10,203.67	13,087.60	1,412.92	6,893.89	2,094.14	5,000.00		5,000.00	0.0%
7111003 · Contractual Services	57,888.31	60,721.15	58,183.61	5,931.13	43,045.59	51,535.50	50,000.00		50,000.00	0.0%
7111004 · Events - Other	0.00	0.00	0.00	0.00	7,710.74	12,236.80	30,850.00		30,850.00	0.0%
7111005 · Police Department Events								\$ 7,500.00	7,500.00	100.0%
71110 · EVENTS - Other	285.67	987.27	0.00	5,433.88	0.00	0.00			0.00	0.0%
Total 71110 · EVENTS	62,960.33	71,912.09	71,271.21	12,777.93	57,650.22	65,866.44	85,850.00		93,350.00	8.7%
72200 · MUSEUM										
7220008 · Unemployment Insurance	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
7220009 · Advertising	0.00	1,008.00	0.00	0.00	0.00	0.00	750.00		750.00	0.0%
7220012 · Telecommunications	2,314.40	2,028.02	1,624.12	1,616.83	1,650.42	1,108.52	2,200.00		2,200.00	0.0%
7220014 · Mileage Allowance	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.0%
7200015 · Books, Dues & Subscriptions	0.00	30.00	0.00	0.00	0.00	0.00	250.00		250.00	0.0%
7200016 · Office Supplies	0.00	19.99	0.00	0.00	0.00	0.00	250.00		250.00	0.0%

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7220018 · Exhibits & Programs	1,141.40	700.27	400.00	566.32	400.00	400.00	1,700.00	\$ 800.00	2,500.00	47.1%
Total 72200 · MUSEUM	3,455.80	3,786.28	2,024.12	2,183.15	2,050.42	1,508.52	5,150.00		5,950.00	15.5%
Total 07 · PARKS, REC & CULTURAL	66,416.13	141,429.73	118,355.58	33,615.16	73,679.57	77,809.26	111,000.00		124,300.00	12.0%
08 · COMMUNITY DEVELOPMENT										
81100 · PLANNING COMMISSION										
8110001 · Salaries & Wages - Regular	3,420.00	4,095.00	1,365.00	2,955.00	2,385.00	1,635.00	5,670.00		5,670.00	0.0%
8110002 · FICA/Medicare	247.86	360.04	100.98	236.00	185.50	160.47	500.00		500.00	0.0%
8110003 · Consultants - Engineer	59,908.46	25,947.22	30,779.31	29,877.65	10,682.90	6,119.80	10,000.00		10,000.00	0.0%
8110004 · Consultants - Comp Plan	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00		5,000.00	0.0%
8110005 · Mileage Allowance	230.05	0.00	0.00	0.00	0.00	0.00	250.00		250.00	0.0%
8110006 · Meals & Lodging	22.62	0.00	0.00	0.00	0.00	0.00	700.00		700.00	0.0%
8110007 · Convention/Education	69.99	0.00	0.00	216.40	0.00	820.45	1,000.00		1,000.00	0.0%
8110009 · Engineer - Pass Through	0.00	0.00	0.00	20,113.18	33,103.75	19,913.75	0.00		0.00	0.0%
Total 81100 · PLANNING COMMISSION	63,898.98	30,402.26	32,245.29	53,398.23	46,357.15	28,649.47	23,120.00		23,120.00	0.0%
81110 · ARCHITECTURAL REVIEW BOARD										
8111001 · Salaries & Wages - Regular	2,220.00	4,065.00	1,605.00	2,670.00	1,980.00	1,080.00	5,830.00		5,830.00	0.0%
8111002 · FICA/Medicare	148.42	366.07	98.67	198.61	146.88	62.93	446.00		446.00	0.0%
8111003 · Mileage Allowance	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
8111004 · Meals & Lodging	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
8111005 · Convention & Education	0.00	0.00	0.00	0.00	0.00	820.45	1,500.00		1,500.00	0.0%
Total 81110 · ARCHITECTURAL REVIEW BOARD	2,368.42	4,431.07	1,703.67	2,868.61	2,126.88	1,963.38	7,776.00		7,776.00	0.0%
81111 · Board Of Zoning Appeals										
8111101 · Convention & Education	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00		1,500.00	0.0%
8111102 · FICA / Medicare	0.00	0.00	0.00	4.59	0.00	0.00	102.00		102.00	0.0%
8111103 · Salaries & Wages - Regular	0.00	0.00	0.00	60.00	0.00	0.00	1,325.00		1,325.00	0.0%
81111 · Board Of Zoning Appeals - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
Total 81111 · Board Of Zoning Appeals	0.00	0.00	0.00	64.59	0.00	0.00	2,927.00		2,927.00	0.0%
Total 08 · COMMUNITY DEVELOPMENT	66,267.40	34,833.33	33,948.96	56,331.43	48,484.03	30,612.85	33,823.00		33,823.00	0.0%
09 · NON-DEPARTMENTAL										
90000 · BB&T Tax Overpayment Refund	0.00	0.00	32,594.00	0.00	0.00	0.00	0.00		0.00	0.0%
90001 · Return of Surplus RE Tax Rev	0.00	0.00	0.00	0.00	0.00	249,323.53	250,000.00	\$ (250,000.00)	0.00	-100.0%
95100 · DEBT SERVICE									0.00	0.0%
9510002 · General Obligation Bond - Prin	155,700.00	156,600.00	157,300.00	158,300.00	158,000.00	160,100.00	160,200.00	\$ (23,600.00)	136,600.00	-14.7%
9510003 · General Obligation Bond - Int	27,682.10	23,904.47	20,102.92	16,234.13	12,383.17	8,556.89	8,545.00	\$ (3,595.00)	4,950.00	-42.1%
9510005 · Capital Lease Pmt - Principal	28,783.74	29,353.57	29,934.69	-1,065.08	30,670.92	0.00	0.00		0.00	0.0%
9510006 · Capital Lease - Interest Paymen	2,808.64	2,238.81	1,657.69	1,065.08	947.93	0.00	0.00		0.00	0.0%
Total 95100 · DEBT SERVICE	214,974.48	212,096.85	208,995.30	174,534.13	202,002.02	168,656.89	168,745.00		141,550.00	-16.1%
Total 09 · NON-DEPARTMENTAL	214,974.48	212,096.85	241,589.30	174,534.13	202,002.02	417,980.42	418,745.00		141,550.00	-66.2%
94101 · CABOOSE ENHANCEMENT PROJECT	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
94102 · HAYMARKET COMMUNITY PARK	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
Architectural/Engineering Fees						5,000.00				0.0%
Total 94102 · HAYMARKET COMMUNITY PARK						5,000.00				0.0%
94103 · PEDESTRIAN IMPROVEMENT PROJECT										0.0%
9410301 · Architectural/Engineering Fees	6,790.00	13,367.00	0.00	0.00	0.00	0.00	0.00		0.00	0.0%
94103 · PEDESTRIAN IMPROVEMENT PROJECT - Other	33,964.24	0.00	295,061.61	236,614.90	2,339.02	0.00	0.00		0.00	0.0%
Total 94103 · PEDESTRIAN IMPROVEMENT PROJECT	40,754.24	13,367.00	295,061.61	236,614.90	2,339.02	0.00	0.00		0.00	0.0%
94104 · Street Scope - Park Sidewalk										0.0%
9410401 · Architectural/Engineering Fees	0.00	0.00	0.00	0.00	7,902.50	25,963.75	144,318.00	\$ 5,682.00	150,000.00	3.9%

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Total 94104 · Street Scape - Park Sidewalk	0.00	0.00	0.00	0.00	7,902.50	25,963.75	144,318.00	150,000.00	3.9%	
94105 · PERSONNEL										
EMPLOYEE BENEFITS										
6560 · Payroll Processing Fees	0.00	-0.02	0.03	-0.02	0.05	222.06			0.0%	
Total EMPLOYEE BENEFITS	0.00	-0.02	0.03	-0.02	0.05	222.06			0.0%	
Total 94105 · PERSONNEL	0.00	-0.02	0.03	-0.02	0.05	222.06			0.0%	
94106 · TOWN CENTER MASTER PLAN										
9410601 · Architectural/Engineering Fees	62,447.77	45,970.84	0.00	0.00	51,237.68	20,605.08	65,057.00	\$ (15,057.00)	50,000.00	-23.1%
9410602 · Construction (Renovations)	0.00	0.00	138,273.52	0.00	0.00	0.00				
Total 94106 · TOWN CENTER MASTER PLAN	62,447.77	45,970.84	138,273.52	0.00	51,237.68	20,605.08	65,057.00		50,000.00	-23.1%
94107 · BLIGHT MITIGATION										
9410701 · Building Official/Engr.	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00		40,000.00	0.0%
94107 · BLIGHT MITIGATION - Other	0.00	0.00	2,595.00	171.24	0.00	0.00				
Total 94107 · BLIGHT MITIGATION	0.00	0.00	2,595.00	171.24	0.00	0.00	40,000.00	\$ -	40,000.00	0.0%
94108 · Capital Improvement Funds Expens	0.00	0.00	0.00	27,617.00	20,800.00	0.00	291,677.00	\$ (142,107.00)	149,570.00	-48.7%
Total Expense	2,034,371.51	2,082,265.58	2,582,139.28	2,308,796.89	2,279,480.41	1,930,892.49	3,342,389.00		3,230,892.00	-3.3%
Net Ordinary Income	198,511.00	202,883.16	211,968.19	288,141.52	531,109.76	294,322.40	0.00		0.00	
Other Income/Expense										
Other Income										
50000 · CARES Act Funds	0.00	0.00	0.00	226,993.88	68,458.12	0.00	0.00	\$ -	0.00	0.00
50001 · Amerian Rescue Plan Funds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$ -	0.00	0.00
Total Other Income	0.00	0.00	0.00	226,993.88	68,458.12	0.00	0.00	\$ -	0.00	0.00
Other Expense										
97000 · CARES Act Expenses	0.00	0.00	0.00	226,993.88	68,814.00	0.00	0.00	\$ -	0.00	0.00
97001 · American Rescue Plan Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$ -	0.00	0.00
Total Other Expense	0.00	0.00	0.00	226,993.88	68,814.00	0.00	0.00	\$ -	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	-355.88	0.00	0.00	\$ -	0.00	0.00
Net Income	198,511.00	202,883.16	211,968.19	288,141.52	530,753.88	294,322.40	0.00	\$ -	0.00	0.00