

## Oklahoma Industrial Finance Authority #370

Lead Administrator: Michael D. Davis, President

| FY'19 Projected Division/Program Funding By Source |  |            |                    |            |            |                    |
|--|--|------------|--------------------|------------|------------|--------------------|
| Dept   |  | Federal    | Revolving          | Local      | Other*     | Total              |
| General Operations                                 |  |            | \$1,006,000        |            |            | \$1,006,000        |
| <b>Total</b>                                       |  | <b>\$0</b> | <b>\$1,006,000</b> | <b>\$0</b> | <b>\$0</b> | <b>\$1,006,000</b> |

\*Source of "Other" and % of "Other" total for each.

| FY'18 Carryover and Refund by Funding Source |  |         |              |       |        |       |
|--|--|---------|--------------|-------|--------|-------|
| FY'18 Carryover                              |  | Federal | Revolving    | Local | Other* | Total |
|  |  |         | \$23,733,000 |       |        |       |
|  |  |         |              |       |        | \$0   |

\*Source of "Other" and % of "Other" total for each.

| What Changes did the Agency Make between FY'18 and FY'19?   |              |                                 |               |                    |            |                  |          |   |
|---|--------------|---------------------------------|---------------|--------------------|------------|------------------|----------|---|
| 1.) Are there any services no longer provided because of budget cuts? No.                                       |              |                                 |               |                    |            |                  |          |   |
| 2.) What services are provided at a higher cost to the user? None. Program costs to the user remain flat.       |              |                                 |               |                    |            |                  |          |   |
| 3.) What services are still provided but with a slower response rate? None. Response rate is actually improved. |              |                                 |               |                    |            |                  |          |   |
| 4.) Did the agency provide any pay raises that were not legislatively/statutorily required? Yes.                |              |                                 |               |                    |            |                  |          |   |
|   |              | <b>Effective - July 1, 2018</b> |               |                    |            |                  |          |   |
|   | <b>Prior</b> | <b>Raise</b>                    | <b>Raise</b>  | <b>Legislative</b> | <b>New</b> | <b>Total Pay</b> |          |   |
|   | <b>Pay</b>   | <b>Percentage</b>               | <b>Amount</b> | <b>Mandate</b>     | <b>Pay</b> | <b>Increase</b>  | <b>%</b> | <b>Notes:</b>   |
| <b>Asst Vice President</b>  | 55,182.90    | 4.2%                            | 2,310.97      | 1,000.00           | 58,493.87  | 6.0%             |          | This employee took on additional responsibilities upon the retirement of an employee on December 31, 2017 |
| <b>Asst Vice President</b>  | 70,000.00    | 0.0%                            | -             | 750.00             | 70,750.00  | 1.1%             |          |   |
| <b>Vice President</b>   | 74,622.36    | 1.0%                            | 742.45        | 750.00             | 76,114.81  | 2.0%             |          |   |
| <b>Sr. Vice President</b>   | 114,610.46   | 1.3%                            | 1,542.21      | 750.00             | 116,902.67 | 2.0%             |          |   |
| <b>President</b>  | 128,645.02   | 2.0%                            | 2,572.90      | -                  | 131,217.93 | 2.0%             |          |   |

| FY'20 Requested Division/Program Funding By Source |  |            |                  |            |                  |               |
|--|--|------------|------------------|------------|------------------|---------------|
| Dept   |  | Federal    | Revolving        | Other      | Total            | % Change      |
| General Operations                                 |  |            | \$943,000        |            | \$943,000        | -6.26%        |
| <b>Total</b>                                       |  | <b>\$0</b> | <b>\$943,000</b> | <b>\$0</b> | <b>\$943,000</b> | <b>-6.26%</b> |

\*Source of "Other" and % of "Other" total for each.

| FY'20 Top Five Budget Adjustments         |             |
|---|-------------|
|   | \$ Amount   |
| n/a                                       |             |
| <b>Total Increase above FY-19 Request</b> | <b>\$ -</b> |

| Does the agency have any costs associated with the Pathfinder retirement system and federal employees? |
|--|
| n/a  |

How would the agency be affected by receiving the same appropriation for FY '20 as was received in FY '19? (Flat/ 0% change)

How would the agency handle a 2% appropriation reduction in FY '20?

| Is the agency seeking any fee increases for FY '20? |           |
|---|-----------|
|   | \$ Amount |
| No.   | \$0       |
|   | \$0       |

| What are the agency's top 2-3 capital or technology (one-time) requests, if applicable? |
|---|
| n/a   |

| Federal Funds |                 |       |       |       |       |
|---------------|-----------------|-------|-------|-------|-------|
|               | FY 19 projected | FY 18 | FY 17 | FY 16 | FY 15 |
| n/a           |                 |       |       |       |       |

| Federal Government Impact   |
|---|
| 1.) How much federal money received by the agency is tied to a mandate by the Federal Government? n/a |
| 2.) Are any of those funds inadequate to pay for the federal mandate? n/a                             |
| 3.) What would the consequences be of ending all of the federal funded programs for your agency? n/a  |
| 4.) How will your agency be affected by federal budget cuts in the coming fiscal year? n/a            |
| 5.) Has the agency requested any additional federal earmarks or increases? n/a                        |

| Division and Program Descriptions |   |
|-----------------------------------|---|
| General Operations                | Actively manage profitability to ensure continued annual growth in Net Assets.<br>Continuous productivity improvement to ensure efficient delivery of services. |

| FY'19 Budgeted FTE |             |            |              |              |                 |                 |
|--------------------|-------------|------------|--------------|--------------|-----------------|-----------------|
|                    | Supervisors | Classified | Unclassified | \$0 - \$35 K | \$35 K - \$70 K | \$70 K - \$\$\$ |
| General Operations |             |            | 5            |              | 1               | 4               |
| <b>Total</b>       | <b>0</b>    | <b>0</b>   | <b>5</b>     | <b>0</b>     | <b>1</b>        | <b>4</b>        |

| FTE History        |               |             |          |          |             |
|--------------------|---------------|-------------|----------|----------|-------------|
|                    | 2019 Budgeted | 2018        | 2017     | 2015     | 2010        |
| General Operations | 5             | 4.75        | 5        | 5        | 6.38        |
| <b>Total</b>       | <b>5</b>      | <b>4.75</b> | <b>5</b> | <b>5</b> | <b>6.38</b> |

| Performance Measure Review |           |           |           |           |           |
|----------------------------|-----------|-----------|-----------|-----------|-----------|
|                            | FY 18     | FY 17     | FY 16     | FY 15     | FY 14     |
| Growth in Net Assets       | Increased | Decreased | Increased | Increased | Decreased |
| Growth in FTE              | Decreased | No Change | No Change | No Change | Decreased |

| Revolving Funds (200 Series Funds)   |                        |                            |                  |
|--|------------------------|----------------------------|------------------|
|  | FY'16-18 Avg. Revenues | FY'16-18 Avg. Expenditures | June '18 Balance |
| 200 Industrial Development Loan Fund<br>805 Bond Redemption<br>810 Bond Interest | \$1,395,702            | \$1,246,308                | \$23,733,000     |