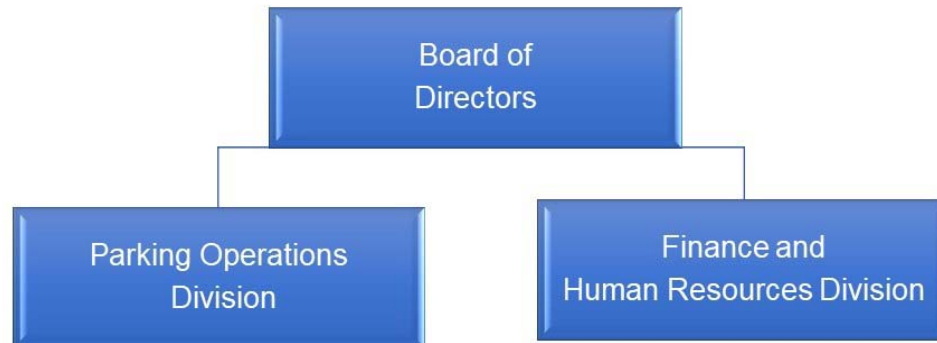


# Revenue Authority



## MISSION AND SERVICES

---

The Revenue Authority is a quasi-governmental entity that serves as a real estate development and development finance agency, an operator of programs and facilities, and a manager of programs and facilities in partnership with other County agencies.

### CORE SERVICES

- Facilitate real estate development
- Provide financial tools to support county economic development priorities
- Operate and manage parking facilities
- Enforce parking enforcement requirements
- Administering various public safety programs on behalf of our County partners.

### FY 2024 KEY ACCOMPLISHMENTS

- Provided economic activity through real estate development and development financing – closed its first conduit bond financing transaction, Hamilton Manor. The project was significant for the county as it was the County's first right of refusal project.
- Provided efficient parking operations for residents and workers to improve quality of life.
- Provided management and program funds distribution for public safety enforcement programs; increased collection of unpaid automated speed citations and increased the number of paid red-light citations by improving program delivery.

### STRATEGIC FOCUS AND INITIATIVES FOR FY 2025

The authority's top priorities in FY 2025 are:

- Become a financial solutions provider for County economic development projects.
- Enhance the efficiency and effectiveness of the parking operations.
- Strengthen partnerships with County agencies.

- Expand community outreach and education.

## FY 2025 BUDGET SUMMARY

The FY 2025 approved budget for the Revenue Authority is \$50,390,600, an increase of \$4,055,100 or 8.8% over the FY 2024 approved budget.

### Reconciliation from Prior Year

	<b>Expenditures</b>
<b>FY 2024 Approved Budget</b>	<b>\$46,335,500</b>
<b>Increase Cost: Operating</b> — Increase in operating management costs for the School Bus Stop Arm Safety Program	\$1,963,900
<b>Increase Cost: Operating</b> — Increase in bond debt service costs	1,368,600
<b>Increase Cost: Operating</b> — Increase in bad debt	1,211,200
<b>Increase Costs: Operating</b> — Increase in operating management costs for the Automated Speed Camera Program	690,300
<b>Increase Cost: Operating</b> — Increase in operating costs associated with maintenance, repairs and liability insurance obligations for leased and owned agency properties	650,700
<b>Increase costs: Compensation - Mandated Salary Requirements</b> — Annualization of FY 2024 salary adjustments	200,100
<b>Add: Compensation - New Positions</b> — Increase in compensation due to the addition of 5 new Parking Enforcement Officer positions	187,200
<b>Increase Cost: Fringe Benefits</b> — Increase in fringe benefit costs to align with projected costs as well as funding for five new Parking Enforcement Officer positions	107,300
<b>Increase Cost: Operating</b> — Net increase in operating for inflationary costs associated with utilities, banking fees, shipping and postings costs	63,600
<b>Decrease Cost: Operating</b> — Decrease in the Residential Signage Program due to reduced activity	(11,500)
<b>Decrease Cost: Operating</b> — Net decrease in operating costs associated with reserve contributions to maintain agency operations	(88,100)
<b>Decrease Cost: Operating:</b> — Decrease in costs related to the Red Light Program including management fees due to reduced ticket issuance	(476,400)
<b>Decrease Cost: Operating:</b> — Decrease costs in bond debt requirements for the Capitol Region Medical Center Garage	(1,811,800)
<b>FY 2025 Approved Budget</b>	<b>\$50,390,600</b>

## FY 2025 OPERATING BUDGET

### Revenues by Category

Category	FY 2023 Actual	FY 2024 Budget	FY 2024 Estimate	FY 2025 Approved	Change FY24-FY25	
					Amount (\$)	Percent (%)
Enforcement	\$22,715,658	\$21,144,000	\$21,511,020	\$23,250,000	\$2,106,000	10.0%
Facilities	23,987,700	25,106,500	24,418,300	26,768,000	1,661,500	6.6%
Interest Income	494,499	85,000	382,200	372,600	287,600	338.4%
<b>Total</b>	<b>\$47,197,857</b>	<b>\$46,335,500</b>	<b>\$46,311,520</b>	<b>\$50,390,600</b>	<b>\$4,055,100</b>	<b>8.8%</b>

### Expenditures by Category

Category	FY 2023 Actual	FY 2024 Budget	FY 2024 Estimate	FY 2025 Approved	Change FY24-FY25	
					Amount (\$)	Percent (%)
Compensation	\$4,077,945	\$4,827,300	\$5,150,565	\$5,214,600	\$387,300	8.0%
Fringe Benefits	1,169,355	1,351,600	1,442,158	1,458,900	107,300	7.9%
Managed Program Operating Expenses	14,710,200	1,894,000	3,039,500	3,857,900	1,963,900	103.7%
Facilities Operating Expenses	21,452,592	30,484,800	31,140,742	33,596,800	3,112,000	10.2%
Reserve for Maintenance and Economic Development	1,785,053	2,002,800	1,502,800	1,914,700	(88,100)	-4.4%
Managed Program Funds to County	4,002,722	5,775,000	4,035,755	4,347,700	(1,427,300)	-24.7%
<b>Total</b>	<b>\$47,197,867</b>	<b>\$46,335,500</b>	<b>\$46,311,520</b>	<b>\$50,390,600</b>	<b>\$4,055,100</b>	<b>8.8%</b>

## SERVICE DELIVERY PLAN AND PERFORMANCE

**Goal 1** — To provide economic activity through real estate development or development financing.

**Objective 1.1** — Increase the quantity of projects by developing land, financing partnerships with other agencies, and/or private developers (millions).

FY 2029 Target	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected	Trend
\$1,000	\$680	\$680	\$680	\$900	↔

### Trend and Analysis

The Authority owns land parcels and has invested in several real estate projects within the County. These include properties in Suitland, Brentwood and Largo. The Authority successfully opened the Regional Medical Center Garage in Largo and will continue development in Suitland in 2025. The Authority will continue to engage in development or development financing as a partner or an equity investor.

### Performance Measures

Measure Name	FY 2021 Actual	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected
<b>Quality</b>					
Percent of total projects funded	82%	78%	85%	85%	85%
<b>Impact (Outcome)</b>					
Estimated value of projects (millions)	\$605	\$680	\$680	\$680	\$900
Increase in project value (millions)	\$490	\$548	\$548	\$548	\$500

**Goal 2** — To provide efficient parking operations for residents and workers to improve quality of life.

**Objective 2.1** — Increase collection of unpaid parking citations.

FY 2029 Target	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected	Trend
43%	30%	58%	55%	45%	↑

**Trend and Analysis**

The Authority continues to see an increasing demand for parking meters and parking facilities within the County. The Authority currently oversees over 5,800 parking spaces at multiple locations. The projected totals by FY 2025 will exceed 10,000 parking spaces. The Authority will enhance parking enforcement customer service by providing training for the Authority's enforcement officers and providing the officers with the latest technology for issuing citations with real time data. The Authority expects demands for parking enforcement to increase in the Largo, Suitland and National Harbor areas.

**Performance Measures**

Measure Name	FY 2021 Actual	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected
<b>Workload, Demand and Production (Output)</b>					
Parking fines issued	93,205	107,118	112,129	114,000	115,000
<b>Quality</b>					
Potential revenue from fines (millions)	\$6	\$7	\$7	\$7	\$8
Collected fine revenue (millions)	\$2	\$1	\$3	\$3	\$4
Citations dismissed	7%	10%	6%	6%	6%
<b>Impact (Outcome)</b>					
Citations outstanding after 90 days (#)	53,127	37,316	26,754	28,500	25,000
Citations outstanding after 90 days (%)	57%	30%	58%	55%	45%

**Goal 3** — To provide management and program funds distribution for public safety enforcement programs.

**Objective 3.1** — Increase collection of unpaid automated speed citations.

FY 2029 Target	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected	Trend
80%	74%	73%	75%	77%	↔

**Trend and Analysis**

The Authority supports the Police Department and the Department of Public Works and Transportation in the administration of the Automated Speed Enforcement (ASE) program. The County's selected and designated vendor is currently responsible for the collection of ASE fines. The number of ASE cameras increased to its full complement of 72 cameras at the beginning of calendar year 2013; however, in fiscal years 2023 and 2024, the cameras experienced operational issues. As a result, the County is transitioning to a new vendor. During the transition time, the County will experience an initial drop in revenue. This should level out once the new vendor is fully onboard and operational.

**Performance Measures**

Measure Name	FY 2021 Actual	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected
<b>Resources (Input)</b>					
ASE cameras (operational)	66	64	66	66	50
<b>Workload, Demand and Production (Output)</b>					
Speed events at camera locations	249,010	229,250	209,184	202,000	205,000
<b>Quality</b>					
Percent transferred to County	24%	36%	4%	5%	5%
<b>Impact (Outcome)</b>					
Collection rate	73%	74%	73%	75%	77%

**Objective 3.2** — Increase the number of paid red light citations by improving program delivery.

FY 2029 Target	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected	Trend
95%	92%	91%	85%	85%	↔

**Trend and Analysis**

The Authority supports the Police Department and the Department of Public Works and Transportation in the administration of the Red-Light Camera (RL) program. The number of paid Red-Light citations are leveling off as the number of approved camera locations have reached a steady 46. The County's designated vendor is currently responsible for collecting RL camera violation fines.

**Performance Measures**

Measure Name	FY 2021 Actual	FY 2022 Actual	FY 2023 Actual	FY 2024 Estimated	FY 2025 Projected
<b>Resources (Input)</b>					
Red light cameras operational	44	46	46	46	50
<b>Workload, Demand and Production (Output)</b>					
Violations validated	47,892	58,300	55,702	57,545	72,250
<b>Efficiency</b>					
Outstanding revenues (millions)	\$3	\$2	\$1	\$2	\$1
<b>Quality</b>					
Paid red light citations	47,892	58,300	55,702	57,545	72,250
<b>Impact (Outcome)</b>					
Percent citations collected	96%	92%	91%	85%	85%

