

MILWAUKEE COUNTY FISCAL NOTE FORM

DATE: 8/18/21

Original Fiscal Note

Substitute Fiscal Note

SUBJECT: From Milwaukee County Zoo, requesting to abolish the 1.0 FTE Group Sales Coordinator (33M) and Create 1.0 FTE Group Sales Manager (30M)

FISCAL EFFECT:

- | | |
|---|--|
| <input type="checkbox"/> No Direct County Fiscal Impact | <input type="checkbox"/> Increase Capital Expenditures |
| <input type="checkbox"/> Existing Staff Time Required | <input type="checkbox"/> Decrease Capital Expenditures |
| <input checked="" type="checkbox"/> Increase Operating Expenditures
(If checked, check one of two boxes below) | <input type="checkbox"/> Increase Capital Revenues |
| <input type="checkbox"/> Absorbed Within Agency's Budget | <input type="checkbox"/> Decrease Capital Revenues |
| <input type="checkbox"/> Not Absorbed Within Agency's Budget | |
| <input type="checkbox"/> Decrease Operating Expenditures | <input type="checkbox"/> Use of contingent funds |
| <input type="checkbox"/> Increase Operating Revenues | |
| <input type="checkbox"/> Decrease Operating Revenues | |

Indicate below the dollar change from budget for any submission that is projected to result in increased/decreased expenditures or revenues in the current year.

	Expenditure or Revenue Category	Current Year	Subsequent Year
Operating Budget	Expenditure	\$693	\$4,018
	Revenue		
	Net Cost	\$693	\$4,018
Capital Improvement Budget	Expenditure	\$0	\$0
	Revenue	\$0	\$0
	Net Cost	\$0	\$0

DESCRIPTION OF FISCAL EFFECT

In the space below, you must provide the following information. Attach additional pages if necessary.

- A. Briefly describe the nature of the action that is being requested or proposed, and the new or changed conditions that would occur if the request or proposal were adopted.
- B. State the direct costs, savings or anticipated revenues associated with the requested or proposed action in the current budget year and how those were calculated. ¹ If annualized or subsequent year fiscal impacts are substantially different from current year impacts, then those shall be stated as well. In addition, cite any one-time costs associated with the action, the source of any new or additional revenues (e.g. State, Federal, user fee or private donation), the use of contingent funds, and/or the use of budgeted appropriations due to surpluses or change in purpose required to fund the requested action.
- C. Discuss the budgetary impacts associated with the proposed action in the current year. A statement that sufficient funds are budgeted should be justified with information regarding the amount of budgeted appropriations in the relevant account and whether that amount is sufficient to offset the cost of the requested action. If relevant, discussion of budgetary impacts in subsequent years also shall be discussed. Subsequent year fiscal impacts shall be noted for the entire period in which the requested or proposed action would be implemented when it is reasonable to do so (i.e. a five-year lease agreement shall specify the costs/savings for each of the five years in question). Otherwise, impacts associated with the existing and subsequent budget years should be cited.
- D. Describe any assumptions or interpretations that were utilized to provide the information on this form.
 - A. The retirement of the former Group Sales Coordinator has provided the opportunity to update the responsibilities of the position, giving it a greater sales focus.
 - B. This will be a new annual fiscal absorption in the 2021 budget and this action is included in the Zoo's 2022 request. Planned to and if hired by November 1st, 2021 the remaining year will be \$11,133. With annual salary of \$69,514. This position is to increase number of County contracts awarded to minority and women-owned businesses, apply racial equity lens when considering a diverse applicant pool and enhance Milwaukee County's fiscal health by increasing group sales revenues. Thus making the Zoo less dependent on a tax levy.
 - C. The budget impact will be absorbed in the 2021 budget and this action is included in the Zoo's 2022 request. Planned to and if hired by November 1st, 2021 the remaining year will be \$11,133. With annual salary of \$69,514. With the elimination of the Group Sales Coordinator salaried at \$65,514, the remaining difference and increase in Operating personnel will be \$4,018 per year.
 - D. This position of Group Sales Manager is expected to be hired at the salary point of \$69,514, pay range code 30M and a starting date of November 1st 2021.

¹ If it is assumed that there is no fiscal impact associated with the requested action, then an explanatory statement that justifies that conclusion shall be provided. If precise impacts cannot be calculated, then an estimate or range should be provided.

² Community Business Development Partners' review is required on all professional service and public work construction contracts.

Department/Prepared By Anthony Rux

Authorized Signature JOSEPH LAMERS

Did DAS-Fiscal Staff Review? Yes No

Did CBDP Review?² Yes No Not Required