



# PUTNAM COUNTY BUDGET 2019

## October 3, 2018

MARKET PLACE AT 5:30 p.m.  
PRESENTATION AT 7:00 p.m.

PUTNAM COUNTY GOLF COURSE  
187 Hill St, Mahopac, NY 10541

## PUTNAM COUNTY

HAS COME A LONG WAY....

MEETING OUR SOCIAL AND FISCAL RESPONSIBILITIES....

JOIN US AS WE CONTINUE TO MOVE OUR COUNTY IN THE RIGHT DIRECTION.

- OUR VETERANS
- OUR SENIORS
- OUR ONE ARMY ON THE WAR OF ADDICTION & SUBSTANCE ABUSE

PLEASE RSVP:

[www.putnamcountyny.com/budget2019](http://www.putnamcountyny.com/budget2019)



# Budget & Finance Committee Meeting Of The Putnam County Legislature



- Agenda
  - Call To Order
  - Pledge of Allegiance
  - National Anthem
  - Legislative Prayer
  - Roll Call
  - Budget 2019 Presentation By County Executive  
MaryEllen Odell
  - Adjournment



# Budget & Finance Committee Meeting Of The Putnam County Legislature



❖ Call To Order

**Joseph Castellano, Chairman**  
*Putnam County Legislature*



# Budget & Finance Committee Meeting Of The Putnam County Legislature



❖ Color Guard

**Putnam County Sheriff's Department with  
the Civil Air Patrol**



# Budget & Finance Committee Meeting Of The Putnam County Legislature



❖ Pledge o





# Budget & Finance Committee Meeting Of The Putnam County Legislature



❖ Legislative Prayer



# Budget & Finance Committee Meeting Of The Putnam County Legislature



## ❖ Roll Call

**Joseph F. Castellano, Chairman**  
*District 7*

**Barbara J. Scuccimarra**  
*District 1*

**Carl L. Albano**  
*District 5*

**William J. Gouldman**  
*District 2*

**Paul Jonke**  
*District 6*

**Toni E. Addonizio**, *Deputy Chair*  
*District 3*

**Amy Sayegh**  
*District 8*

**Ginny Nacerino**  
*District 4*

**Neal L. Sullivan**  
*District 9*

# 2019 Putnam County Budget Presentation



# 2019 Putnam County Budget Presentation



**William Carlin**  
*Commissioner of Finance*



# 2019 Putnam County Budget Presentation



**MaryEllen Odell**  
*County Executive*



Putnam County

2019  
BUDGET





Thanks to the hard work of our **Elected Officials, Department Heads and employees** we were able to deliver a fair budget that meets the needs of our citizens while continuing our vision of fiscal conservancy





*Open  
&  
Transparent*

**Through hard work & dedication, not only does this budget meet the needs of the citizens of Putnam County but we deliver & adopt it before Election Day!**

***That is as open and transparent as you can get!***



# This Budget Will

 Deliver Quality of Life Services

 Provide MANDATED Services

 Maintain A Fiscally Responsible Vision

 Provide For The Needs Of Our Employees & Retirees

 Be Delivered On Time



**While Not  
Exceeding  
The  
Albany  
Imposed  
Tax Cap!**



**Deliver Quality of Life Services**



**Provide MANDATORY SERVICES**



**Provide a Fiscally Responsible Vision**



**Provide For The Needs Of Our Employees & Retirees**

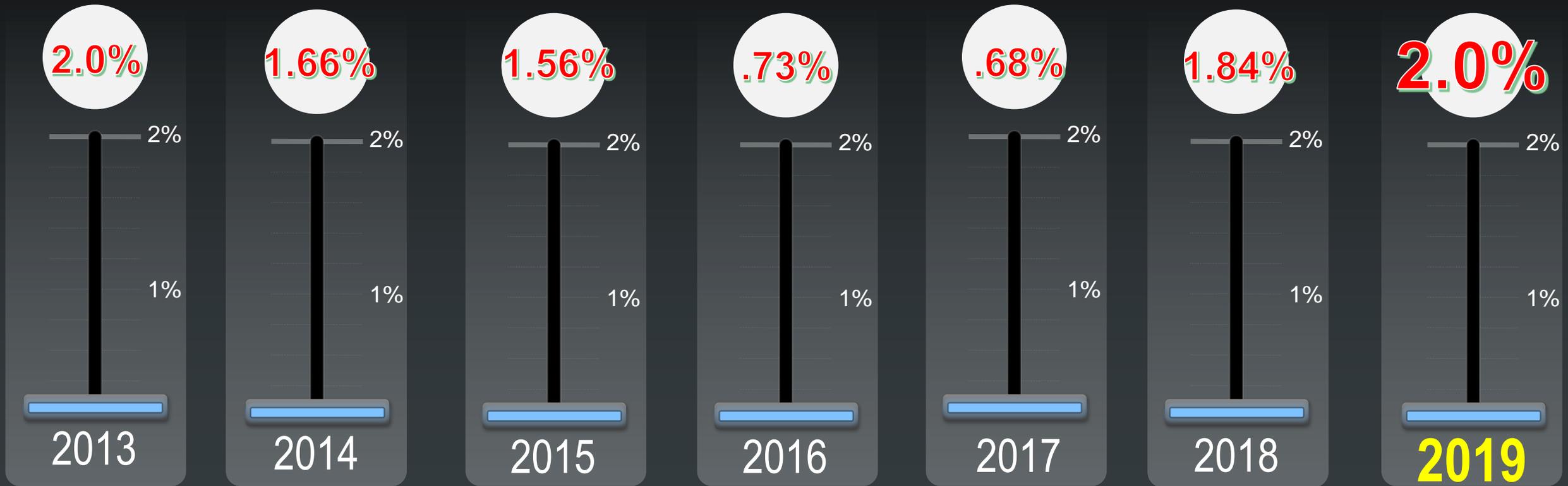


**Be Delivered On Time**



# Putnam County Meets The NYS Tax Cap

*Each Year Since 2013 NYS Has Set The Maximum Real Property Tax Rate*



*We will not, and have not exceeded the NYS Imposed Tax Cap for the 7<sup>th</sup> Year in a row!*



# **0% Zero's Don't Work!**

**Since 1980 the Putnam County tax levy has been frozen only twice in 1997 & 2011**

**County governments can't fund rising mandated costs without increasing revenues to fund them and/or eliminating essential services**



# **0% Zero's Don't Work!**

**We have demonstrated that small property tax increases, within the tax cap, combined with prudent conservative fiscal spending practices, results in a fiscally strong Putnam County that meets its fiscal and social responsibilities**



# 2019 Tax Cap = 2.0%

Our Administration will continue to strongly support the tax cap, as our resources allow, and this budget will meet that commitment

Commitment

But we're still waiting for MANDATE relief

A 2% increase in Real Property tax amounts to  
\$1m in revenue



Yet our expenses including MANDATES

A 2% increase in Real Property tax amounts to  
\$1m in revenue

Increased over \$1.9M!



# Proposed 2019 budget - \$159.8m

This is a *net increase of \$4.4m* over the 2018 adopted budget or a 2.9% spending increase and includes:



# Proposed 2019 budget - \$159.8m

This is a *net increase of \$4.4m* over the 2018 adopted budget or a 2.9% spending increase and includes:

*\$976k* increase in employee and retiree health insurance costs

*\$1.5m* increase in contractual obligations

*\$629k* decrease in NYS Pension Expense due to amortization PAY OFF

*\$350k* increase in Preschool Education Program which serves 347 children and costs taxpayers \$7.9m

*\$267k* increase in Debt Service Costs

# iMPACT



How Does  
This Impact  
The Average  
Putnam  
County  
Homeowner?



# iMPACT



How Does  
This Impact  
The Average  
Putnam  
County  
Homeowner?



# iMPACT

The average homeowner  
assessed at \$277,000 will  
see an increase of \$24 in  
2019





# General Fund Balance





# General Fund Balance

- **\$17.8m** Anticipated YE 2018 General Fund Balance

**-\$3.2m** For 2019 Operating Expenses

**\$14.6m**

- Estimated Remaining, YE 2018

We used \$1.5m

LESS than last

- year!



“Putnam County’s financial position is sound and will remain stable going forward, given management’s conservative budgeting”

*That’s a strong statement but that’s not us saying that!*

*That’s a direct quote from Moody’s*

*In fact Moody’s went on to say:*

“Management’s history of maintaining healthy reserves is expected to continue and is evident by another projected surplus in fiscal 2018”



*Putnam County  
Maintains*

**Aa2**

*Moody's  
For 2018*

“Pu  
an  
T

nd  
en  
”  
t!

h  
an

e  
us



# Debt Management Remains a Focus of Our Fiscal Plan, and as We Lined Up The Key Pieces, it has Delivered Measurable Results!

## Long Term Debt

Year Ending 2011 \$88m

Year Ending 2017 \$75m

*15% Reduction*

## Short Term Debt

Year Ending 2011 \$17.2m

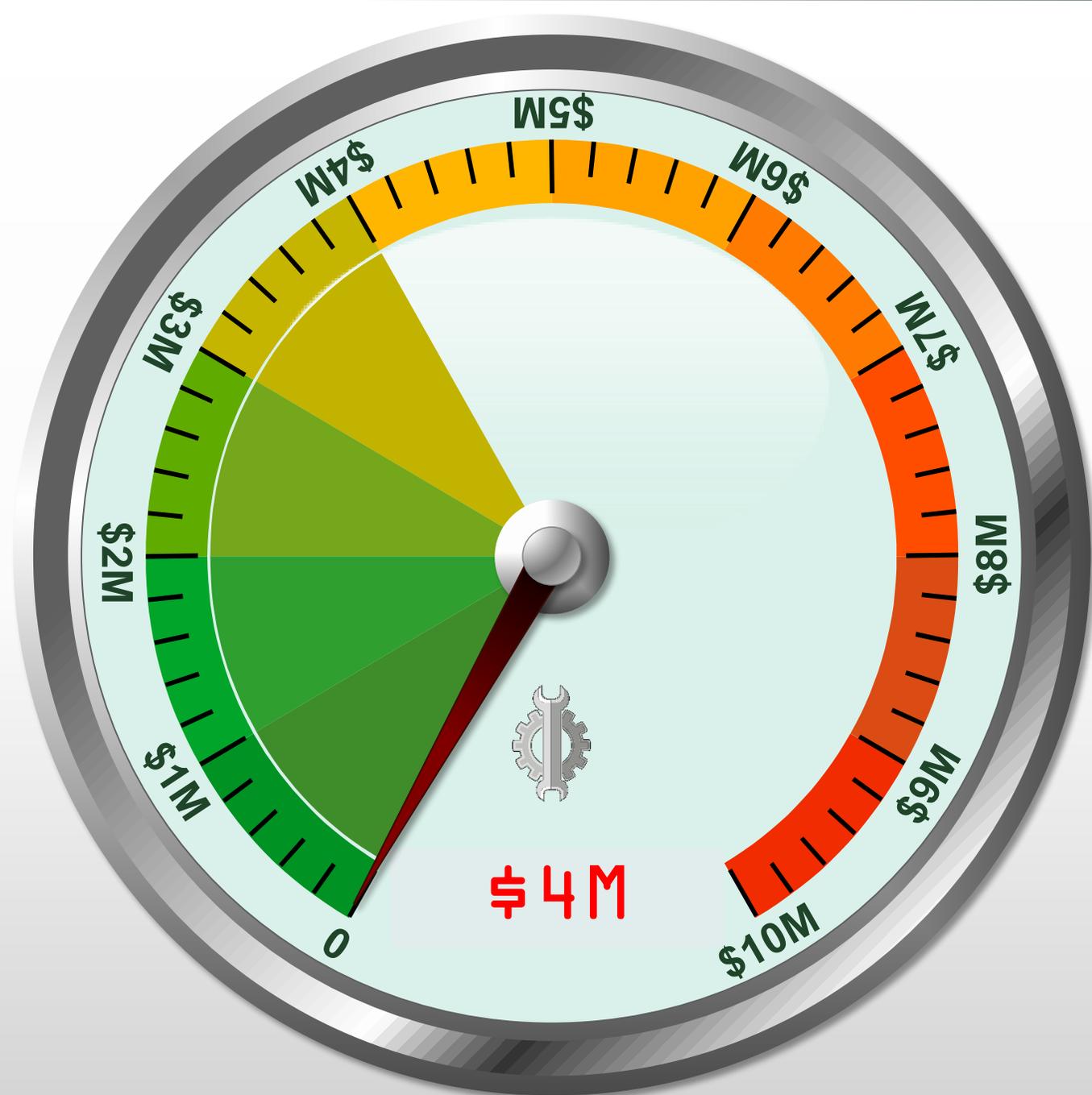
Year Ending 2017 ZERO!

*100% Reduction*



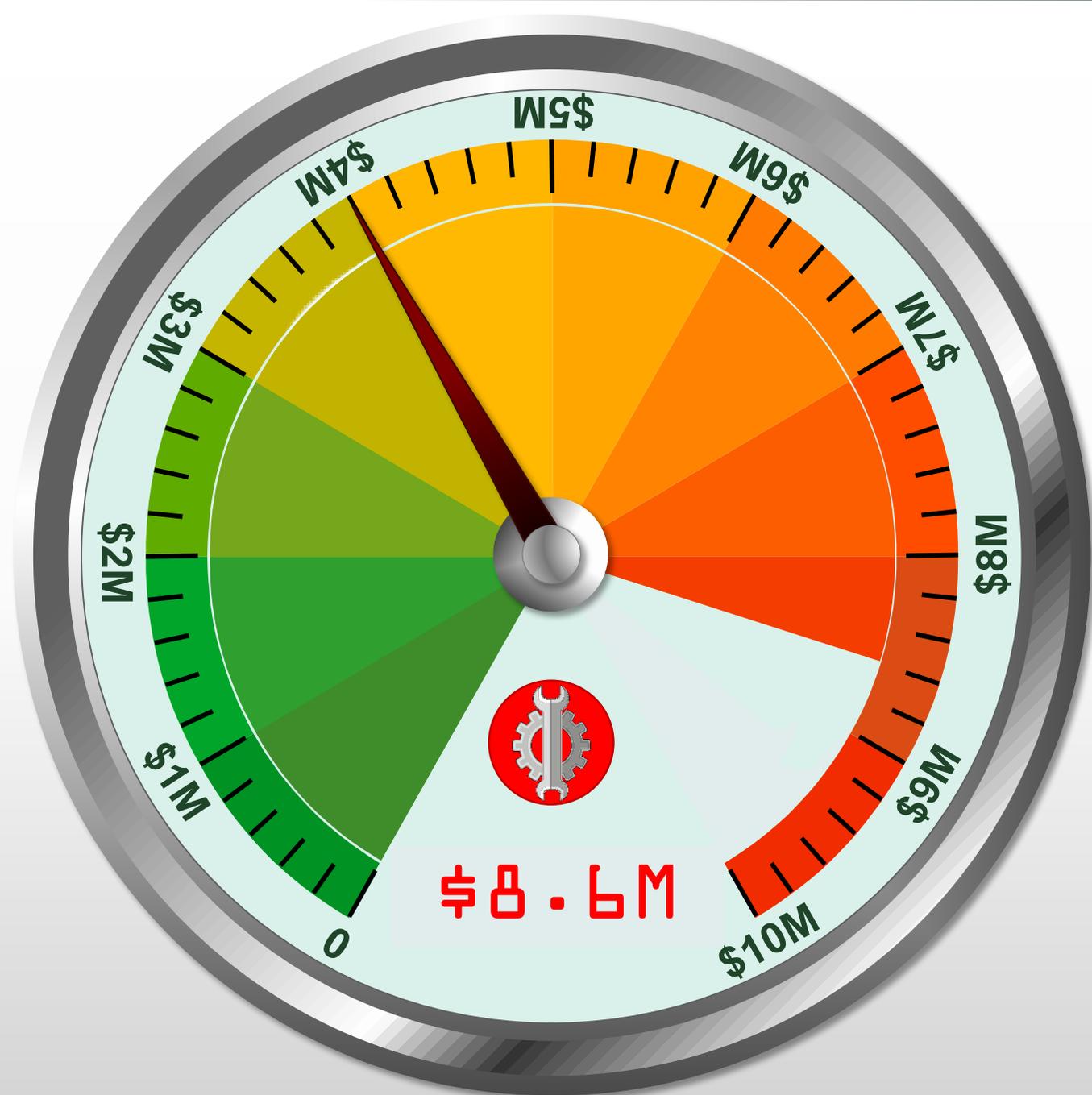
# The History Of Pension Amortization In Putnam County

In 2012 Putnam County  
Borrowed \$4M To  
Cover NYS Mandated  
Pension Expense  
Increases Due To  
Stock Market Losses



# The History Of Pension Amortization In Putnam County

In 2013 Putnam County  
Borrowed An Additional  
\$4.6M To Continue  
Cover The Mandated  
Expenses Of The NYS  
Pension System



# The History Of Pension Amortization In Putnam County

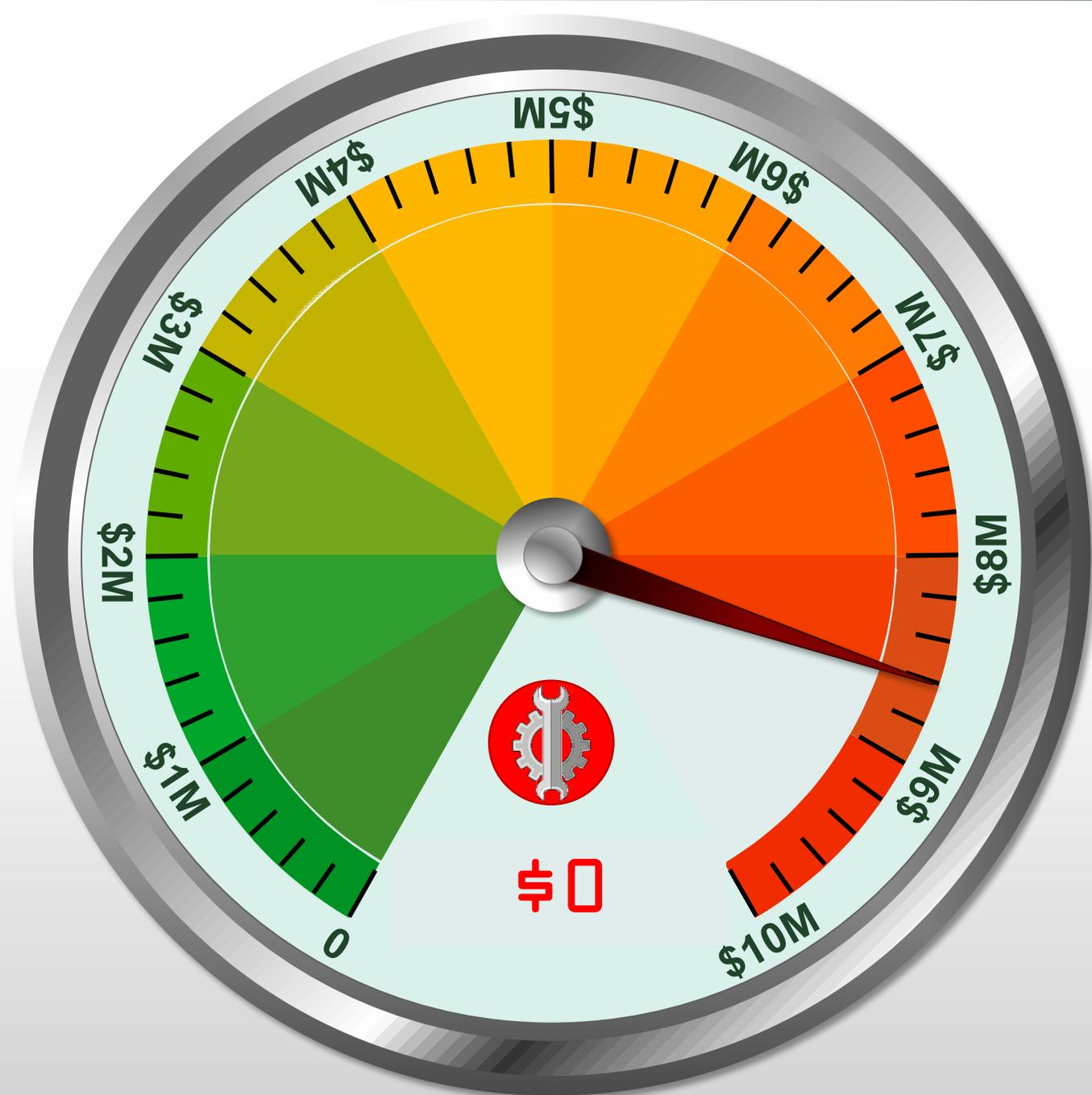
*In 2014 We Began The  
Task Of Repaying*

2014 - \$362K

2015 - \$1.5M

2016 - \$3.7M

2017 - \$2.9M



# The History Of Pension Amortization In Putnam County

Our Commitment To  
Fiscal Management  
Saved The  
Taxpayers \$773K In  
Interest Costs



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$7.3M**

## *Some Quality of Life Examples*

Million  
\$160

**\$7.3m Sheriff's Road Patrol**

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0





# Putnam County Sheriff's Department

*There is no mission more important than keeping Putnam County safe*

- The safety of our children remains a priority
  - We deploy 9 School Resource Officers (SRO's) which are specially trained Sheriff's Deputies and 13 Special Patrol Officers (SPO's) to our schools

## Brewster Schools

3 SRO's  
1 SPO

## Mahopac Schools

2 SRO's  
7 SPO's

## Carmel Schools

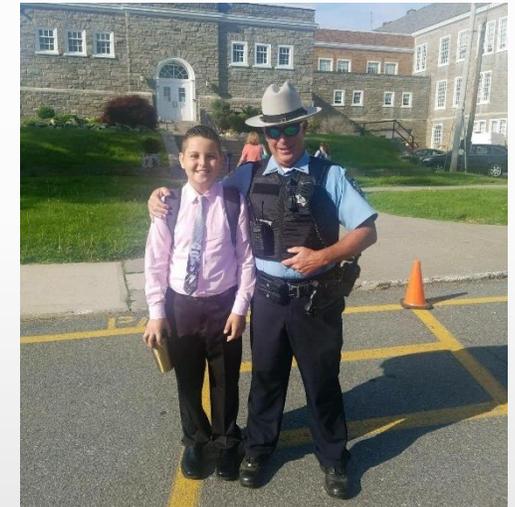
2 SRO's  
3 SPO's

## Putnam Valley Schools

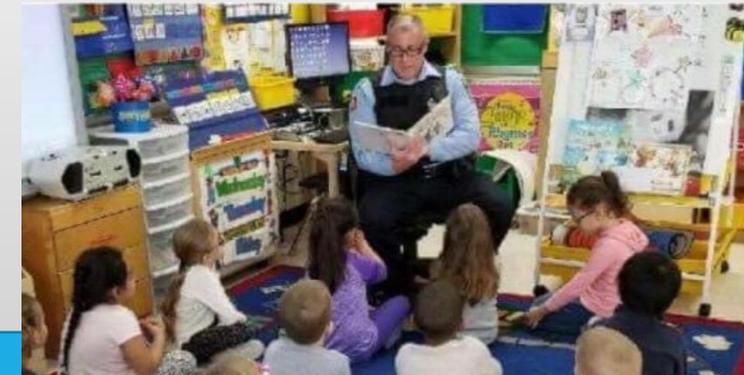
1 SRO  
1 SPO

## Haldane Schools

1 SRO  
1 SPO



*This administration remains committed to our partnership with our school districts and Sheriff's Department to keep our children safe*





# Putnam County Sheriff's Department

*There is no mission more important than keeping Putnam County safe*

- Sharing our resources is a trademark of the Sheriff's Office
  - The Putnam County Emergency Response Team (ERT) is a specialized team comprised of members of the Sheriff's Department, Kent PD and Carmel PD





# Putnam County Sheriff's Department

*There is no mission more important than keeping Putnam County safe*

K-9's have always been an integral part of police work

- We received a grant to purchase an Electronics Detection Dog to be used with Probation to assist with searches for prohibited electronic devices as well as executing search warrants for those that commit crimes against children
- Using funds that will have a zero impact to the budget, the jail will be purchasing an additional canine that will help to detect smuggled narcotics



October 3, 2018



en Odell, County Executive



Putnam County



# Putnam County Sheriff's Department

*There is no mission more important than keeping Putnam County safe*

- As an active participant in the **ONE ARMY ON THE WAR ON ADDICTION**
  - The Sheriff's Department received a grant from the Office of Alcoholism and Substance Abuse Services (OASAS) for \$156,000.00
  - We will be focusing the treatment needs of persons in the Putnam County Correctional Facility with substance abuse disorder
  - Our plan includes working with the Putnam County's Department of Social Services, Mental Health, the Youth Bureau and Arms Acres



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$14.1M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources



# 2018 is a year “on the move” for the Office for Senior Resources

- New administrative offices opened in early summer





# 2018 is a year “on the move” for the Office for Senior Resources

- New administrative offices opened in early summer
- Renovations have already begun on our Carmel Facility – expected completion Spring of 2019



20  
th



# Senator Terrence Murphy

## For Securing Grants Through New York State

- New administrative offices opened in early summer
- Renovations have already begun on our Carmel Facility – expected completion Spring of 2019



## 2018 is a year “on the move” for the Office for Senior Resources

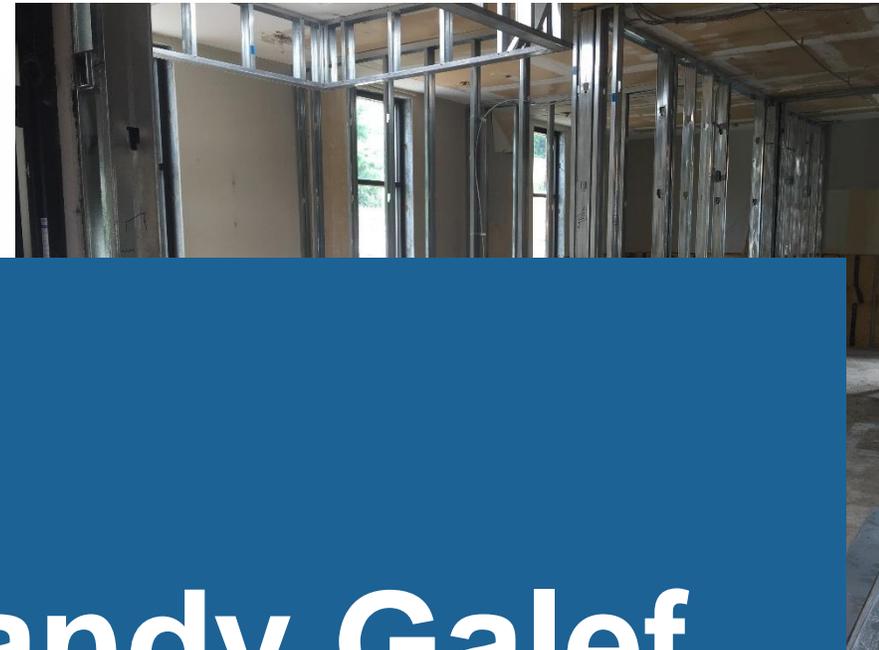
- New administrative offices opened in early summer
- Renovations begun on our Carmel Facility – expected completion Spring of 2019
- Using approximately \$750k in funds from the Federal Government we will be purchasing new buses



## 2018 is a year “on the move” for the Office for Senior Resources

- New administrative offices opened in early summer
- Renovations begun on our Carmel Facility – expected completion Spring of 2019
- New York State Department of Transportation awarded Putnam \$900k for new buses
- The Friendship Center in Philipstown will have it's ribbon cutting in a few weeks!





*Special Thank You*



**Senator Sue Serino**



**Assemblywoman Sandy Galef**

*For Securing Grants Through New York State*

- New York State Department of Transportation awarded Putnam \$900k for new buses
- The Friendship Center in Philipstown will have it's ribbon cutting in a few weeks!

© 2018 Michael C



© 2018 Michael Cunningham



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

# \$19.5M

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits



# Alternative to NYSHIP for Medicare Retirees

In 2018 we proposed a **Voluntary** cost savings alternative plan to NYSHIP for Medicare Retirees

We offered a plan that was affordable, portable, offered coverage for spouses, required no referrals, has no networks and the retirees were guaranteed coverage

The plan would be administered by **Benistar**, a nationwide leader in group retiree medical benefits



# Alternative to NYSHIP for Medicare Retirees

- We currently have 13 individuals enrolled
- The plan has not only saved the County taxpayers money but has saved the retirees money as well
- **Benistar** also provides great customer support with one number to call for full assistance



# Alternative to NYSHIP for Medicare Retirees

## So how is it going?

*From Our Putnam County Retirees:*

“Pat and I have had Benistar for almost a year and we have found them responsive to our inquiries and we have had no problems with their coverage of our medical costs. We particularly like the fact that there are no requirements to see a network provider. I also love the fact that the service is great and the premium cost is less. The transition from the prescription drug coverage under the Empire Plan to the prescription drug coverage under Benistar was flawless. What’s not to like?”

*John & Pat Lynch*



# Alternative to NYSHIP for Medicare Retirees

## So how is it going?

*From Our Putnam County Retirees:*

**“Benistar Customer Service has been outstanding, and we have saved a substantial amount of money. Their agents are very knowledgeable and available to serve their clients in a courteous and professional manner.”**

*Kathy & Dennis Sant*



# Alternative to NYSHIP for Medicare Retirees

## So how is it going?

*From Our Putnam County Retirees:*

“When I, as a surviving spouse of a retiree, was offered the option last October to leave the Empire Plan for Transamerica, I must admit I had concerns. In reviewing the material I received, I was impressed with the excellent benefits offered by Transamerica when compared to the Empire Plan. I decided to make the change, and my experience has been all positive. Claims are processed promptly, and I really appreciate their simple, easy-to-understand Notification of Benefits form.”

*Cecilia Campbell*



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$24.0M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits

**\$4.5m**

**Emergency Services**





# Bureau of Emergency Services

CPR

First Aid

Stop The Bleed

Preparing for Emergencies

Certified First Responder

Emergency Medical Technician

Firefighter

Fire Police

Hazardous Materials Awareness/Response

Incident Command System

**These are just  
some of the many  
courses we teach  
to the public and  
our emergency  
responders**

Interested In A Course?  
Give Us A Call At 845-808-4000





# Bureau of Emergency Services

# THE STORMS OF 2018





# Bureau of Emergency Services

**Friday, March 2, 2018**

- Putnam County is pummeled with 12" of snow and wind gusts up to 60 MPH causing major power outages and roadway closures
- We closed all non-essential County Offices, called the Commissioner of Emergency Services and activated the County Incident Command Structure





# Bureau of Emergency Services

## Friday, March 2, 2018

- The Incident Command Structure is comprised of employees, volunteers, law enforcement, first responders and utility companies
- As Incident Commander and in coordination with the Commissioner of Emergency Services, I lead the overall operation of the countywide response, interfacing with the local municipalities, their highway departments and the community at large
- Our 9-1-1 Center answered over 1500 calls for assistance on the first day of the storm and they dispatched all calls to EMS, fire departments and law enforcement teams for immediate action
- We declared a State of Emergency and NYS responds by embedding the Commissioner of Homeland Security, Roger Parrino in Operations Center





# Bureau of Emergency Services

**Wednesday, March 7, 2018**

- Another round of heavy, wet snow with wind gusts hits Putnam County hard resulting in more power outages, more road closures and we continued the State of Emergency and the Incident Command Structure remains activated
- Putnam County is on its 6<sup>th</sup> day of 24 X 7 activation with massive power outages and we relied on our emergency management plan to continue operating our comfort stations throughout Putnam County
- Thank you to all who managed the Operations Center and responded to the needs of our community





# Bureau of Emergency Services

## Tuesday, May 15, 2018

- Putnam County was hit with 3 of 5 tornados and macrobursts that entered our region
- The storm hit just before evening rush hour leaving many residents stranded as the area was littered with trees, large branches and power lines
- **The National Weather Service confirms:**
  - 1) EF2 tornado with winds up to 110 MPH in the Town of Kent
  - 1) EF1 tornado with wind speeds up to 100 MPH in the Town of Patterson
  - 1) Macroburst with wind speeds of 80-90 MPH in an area 3 miles wide and 4 miles long in the Town of Kent





# Bureau of Emergency Services

**Tuesday, May 15, 2018**

- Our residents were once again cast into darkness with wide spread power outages
- We quickly activated the Emergency Operations Center and declared a State of Emergency
- Highway crews had a difficult time removing debris from roadways as NYSEG was slow to respond
- With limited power throughout the County, including Putnam County Facilities, and most roads still impassable, all County offices were closed until Friday

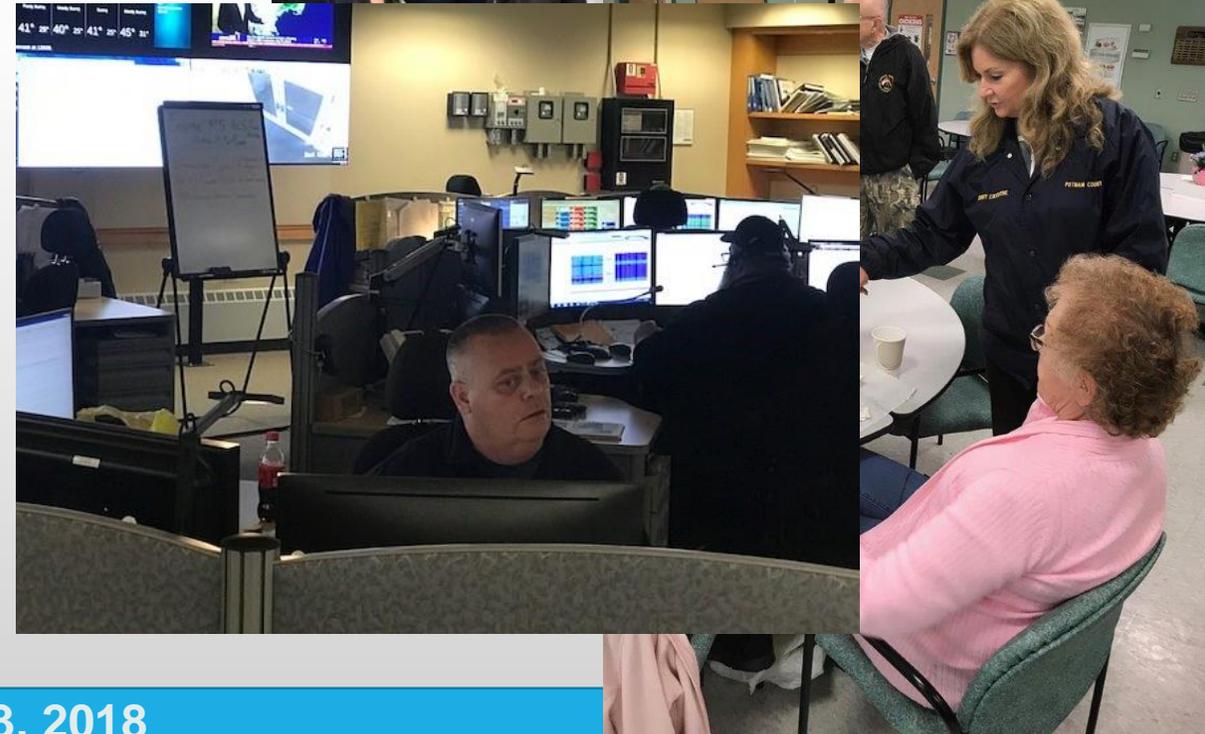




# Bureau of Emergency Services

**Tuesday, May 15, 2018**

- We met with the Governor in the field to review the magnitude of the storms and ask for additional help
- Comfort stations and shelters were coordinated and opened
- We met with NYSEG CEO Karl Taylor and identified, prioritized and coordinated restoration efforts
- Our 9-1-1 Center answered over 3,600 calls in just a 16 hour period





Bureau of Emergency Services

**CATASTROPHIC STORMS**

**CATASTROPHIC FINANCIAL IMPACT**





# Bureau of Emergency Services

## CATASTROPHIC STORMS

# CATASTROPHIC FINANCIAL IMPACT

**March Winter**

**May**

**Storms**

**Tornados**

**\$194,000**

**\$324,348**

**\$323,400**

---

**\$194,000**

---

**\$647,748**

**Overtime Costs**

**Additional Costs**

*(This includes Post-Storm debris removal management, generators, fuel, safety equipment, etc.)*

**3 Storm Total \$841,748**

**And Continuing!**

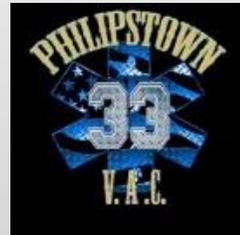




# Bureau of Emergency Services

Thanks to our dispatchers and the many career and volunteer first responders that put

## US FIRST 24 X 7



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$28.7M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits

\$4.5m

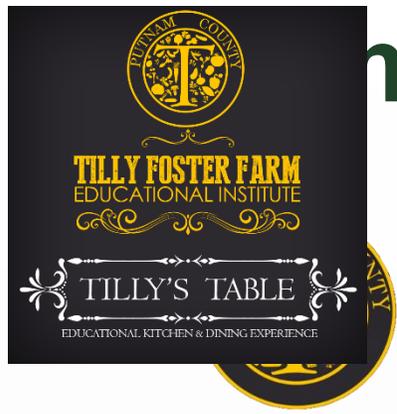
Emergency Services

**\$4.7m**

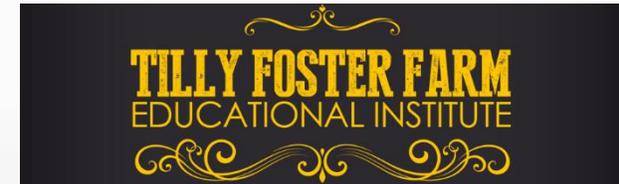
**Parks & Recreation**



# Putnam County Parks & Recreation All In One



The Puzzle Pieces  
Fit Together  
Perfectly!





# Tilly Foster Farm & Educational Institute

## Partnership with BOCES has brought education to the farm



### BOCES Programs at Tilly Foster Include:

- Construction Trades
- Culinary Program
- Adult Programs
- Summer Camp For Middle Schools Students
- Open House Events
- Educated Palate Events
- Red Carpet Event

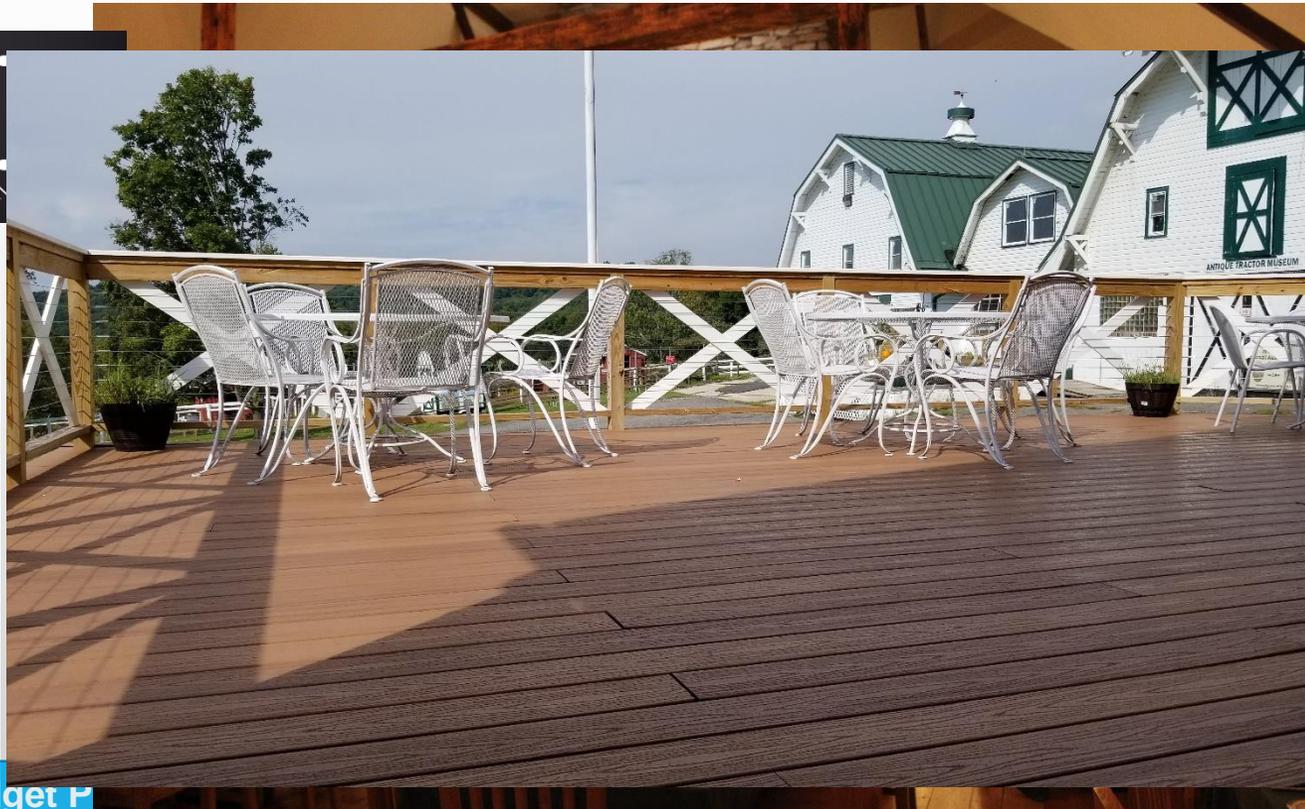
### Coming Soon:

- Animal Care
- Horticulture/Hydroponics



# Tilly Foster Farm & Educational Institute

- From steaks to fish to a Sunday Brunch, Tilly's Table offers the finest in culinary delights
- Comedy Headliners, Murder Mysteries, live music every Friday and Saturday nights
- Showers, Weddings, Gatherings, Tilly's is the place to celebrate life's events or just sit and enjoy life



**FRIDAY, SEPTEMBER 28TH**



**Comedy Show**

**AT TILLY'S TABLE**  
6:30-8:00PM | WITH BUFFET DINNER | 8PM SHOWTIME  
**\$35 + TAX**

**HEADLINER CHRIS MONTY**  
FEATURE TIM HAYES  
HOST JOE ALFANO

**TILLY'S TABLE**  
TILLY FOSTER FARM

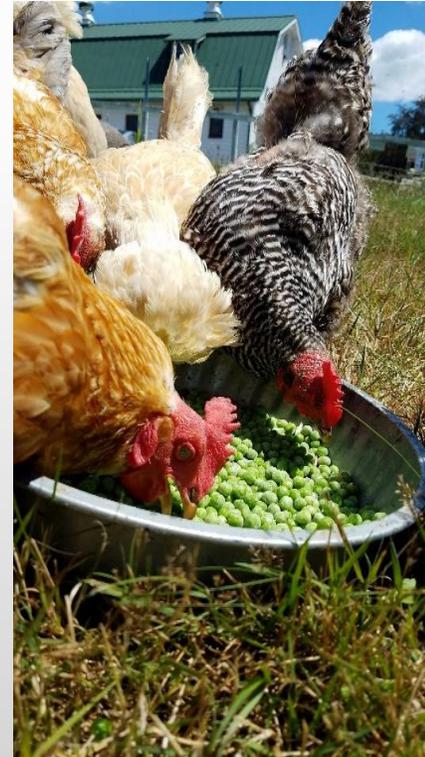
**GET TICKETS AT [WWW.TILLYSTABLERESTAURANT.COM](http://WWW.TILLYSTABLERESTAURANT.COM)**  
TILLY'S TABLE IS LOCATED AT 100 NY-312, BREWSTER, NY 10509 | 646-785-9897

# Foster Farm & Educational Institute

- Bringing farming education to the public is a priority
- Tilly Foster Farm is open to the public from sunrise to sunset every day
- Chickens, pigs, goats, alpaca's and more!



**TILLY FOSTER FARM**



# Foster Farm & Educational Institute

## “Farm to Table”

- This year we put the Farm in Farming, planting and harvesting crops on 1/3 of an acre
- The crops are still producing and we’ve just planted for our fall harvest

The harvest to date for 2018 has provided 10k lbs. of fresh vegetables, 800 lbs. sold to Tilly’s Table and 9k lbs. for our seniors to enjoy at our Senior Nutrition Centers!

### *Year to Date Harvest*

Total weight 10k lbs. including:

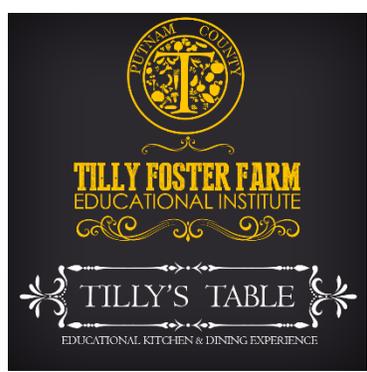
- 750 lbs. Butternut Squash
- 350 lbs. Patty Pan Squash
- 337 lbs. Zucchini
- 925 lbs. Yellow Squash
- 1,405 lbs. Lg Tomato
- 96 lbs. Cherry Tomato
- 139 lbs. Kale
- 170 lbs. Swiss Chard
- 147 lbs. Eggplant
- 170 lbs. Carrots
- 300 lbs. Cucumber

October 3, 2018

MaryEllen Odell, County Executive



# Tilly Foster Farm & Educational Institute



- Bringing Putnam together in a farm setting, this year we hosted numerous events that integrated the outdoors with the arts



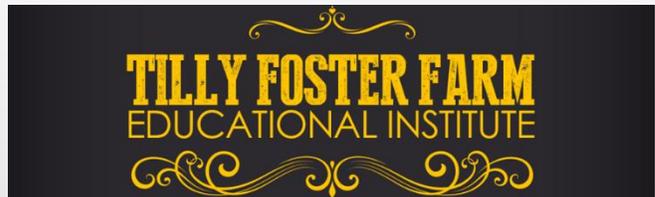
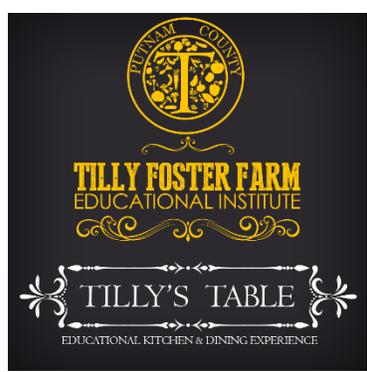
Putnam BBQ Buffet and the Show. A Cash Bar Available throughout the evening.

For more information visit [WWW.TILLYSTABLERESTAURANT.COM](http://WWW.TILLYSTABLERESTAURANT.COM)

For Complete Details



# Tilly Foster Farm & Educational Institute



**And soon the Putnam Arts Council will be coming back to Tilly Foster!**

*The Putnam Arts Council supports cultural tourism which spurs economic growth*

*Some examples of the exciting activities they will be bringing to Tilly Foster*

- Connect – a visual arts forum
- Musical performances
- Art exhibits
- Readings of short plays and/or poetry
- Art classes for adults, teens and children
- Photography shoots
- On location painting throughout the farm





# Tilly Foster Farm & Educational Institute

And soon the Putnam Arts Council will be coming back to Tilly Foster!

*Special Thank You*



## Senator Terrence Murphy

*For Securing \$250k Through New York State To Help Bring The Putnam Arts Council To Tilly Foster*

- Readings of short plays and/or poetry
- Art classes for adults, teens and children
- Photography shoots
- On location painting throughout the farm





# Tilly Foster Farm & Educational Institute

Tilly Foster Farm fit the pieces of the puzzle together and is in the **GREEN** in more ways than one!

We booked **\$385k** in revenue for 2018 but as of August of 2018 we increased that to **\$680k**

In 2019 we have budgeted **\$771k** *and* we're looking to go to **solar** energy!

# Putnam County Golf Course



# Putnam County Golf Course

Putnam County Golf Course  
continues to be *the* Hudson  
Valley destination for golf,  
outings and events



# Putnam County Golf Course

And a solid financial  
investment!



# Putnam County Golf Course

Golf is a great outdoor sport where nature can make or break your game

This year nature taught us the value of a sunny day

Year to date: 45 golf days lost due to rain  
16 of those days were on weekends  
6 on a Friday

*The first round of golf for the 2018 season  
wasn't played until April 7<sup>th</sup>!*



# Putnam County Golf Course

Despite a less than desirable spring (did we have spring?) and a very wet summer, Putnam County Golf Course remains on track to show another profitable season

## Why?

Putnam Golf Course is a great investment that wasn't simply focused on golf but rather in providing our residents with quality recreation at a low cost!



# Putnam County Golf Course

To date Putnam Golf Course has hosted over 200 events independent of golf outings

- 9 Sweet 16's
- 3 Wedding Receptions
- 39 School/Sport Association Events
- 15 Outdoor Concerts
- 2 Comedy Nights
- Just to name a few*



3, 2018

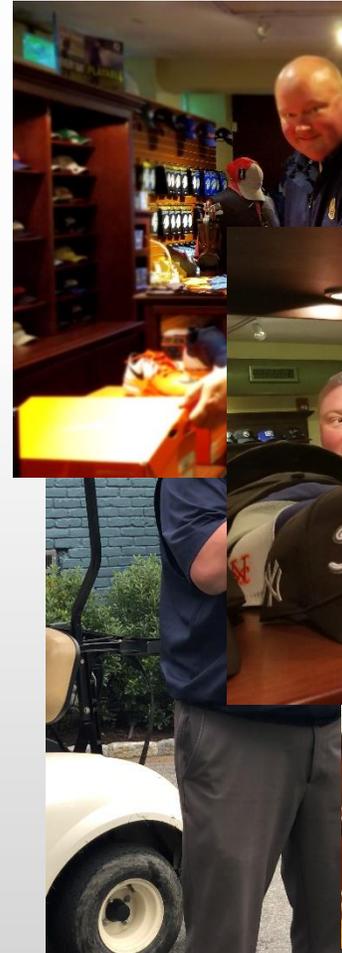
# Putnam County Golf Course

## In 2014 We Welcomed Jim Woods As Our New Golf Professional

Jim's insight to golfing and his professional attitude helped Putnam Golf Course become a renowned golf destination

- *A newly designed Pro Shop*
- *Trained, knowledgeable staff*
- *Equipment sales & repair*
- *Golf lessons tailored to your skill level*
- *These are just some of the many fundamentals Jim brought to Putnam Golf Course*

***At the end of the 2018 season Jim will be moving up as he takes over the reigns of the Omni Bedford Spa and Resort in Bedford PA as the PGA Golf Professional***



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$31.7M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits

\$4.5m

Emergency Services

\$4.7m

Parks & Recreation

**\$3.0m**

**PART System**



# PART System

- We continue to replace our fleet of buses within the PART system and PARA Transit
- These purchases are made with limited cost to Putnam Taxpayers using funds from the Federal Government
- To further save the taxpayers money we have replaced some larger PARA Transit buses with smaller vehicles reducing operating expenses for each trip



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$34.6M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits

\$4.5m

Emergency Services

\$4.7m

Parks & Recreation

\$3.0m

PART System

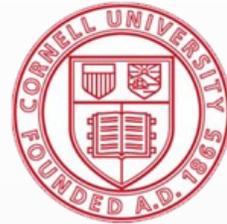
**\$2.9m**

**Outside Agencies**

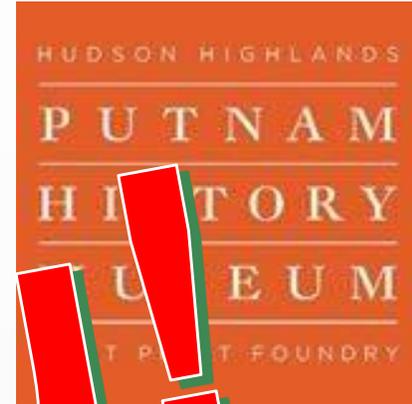


# Quality of Life Costs

Our Outside Agencies continue to be a valuable resource for our residents



Cornell University  
Cooperative Extension  
Putnam County



**Thank You!**



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$50.3M**

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0

\$7.3m

Sheriff's Road Patrol

\$6.8m

Office of Senior Resources

\$5.4m

Retiree Health Benefits

\$4.5m

Emergency Services

\$4.7m

Parks & Recreation

\$3.0m

PART System

\$2.9m

Outside Agencies

**\$15.7m**

**General Government Support**



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

# \$50.3M

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$50.3M**

## MANDATED Services

*We CANNOT fully control these costs*

Health Department    Food Stamps    Traffic Control  
Real Property    Debt Services

Million  
\$160  
\$140  
\$120  
\$100  
\$80  
\$60  
\$40  
\$20  
\$0



# 2019 Operating Expenses

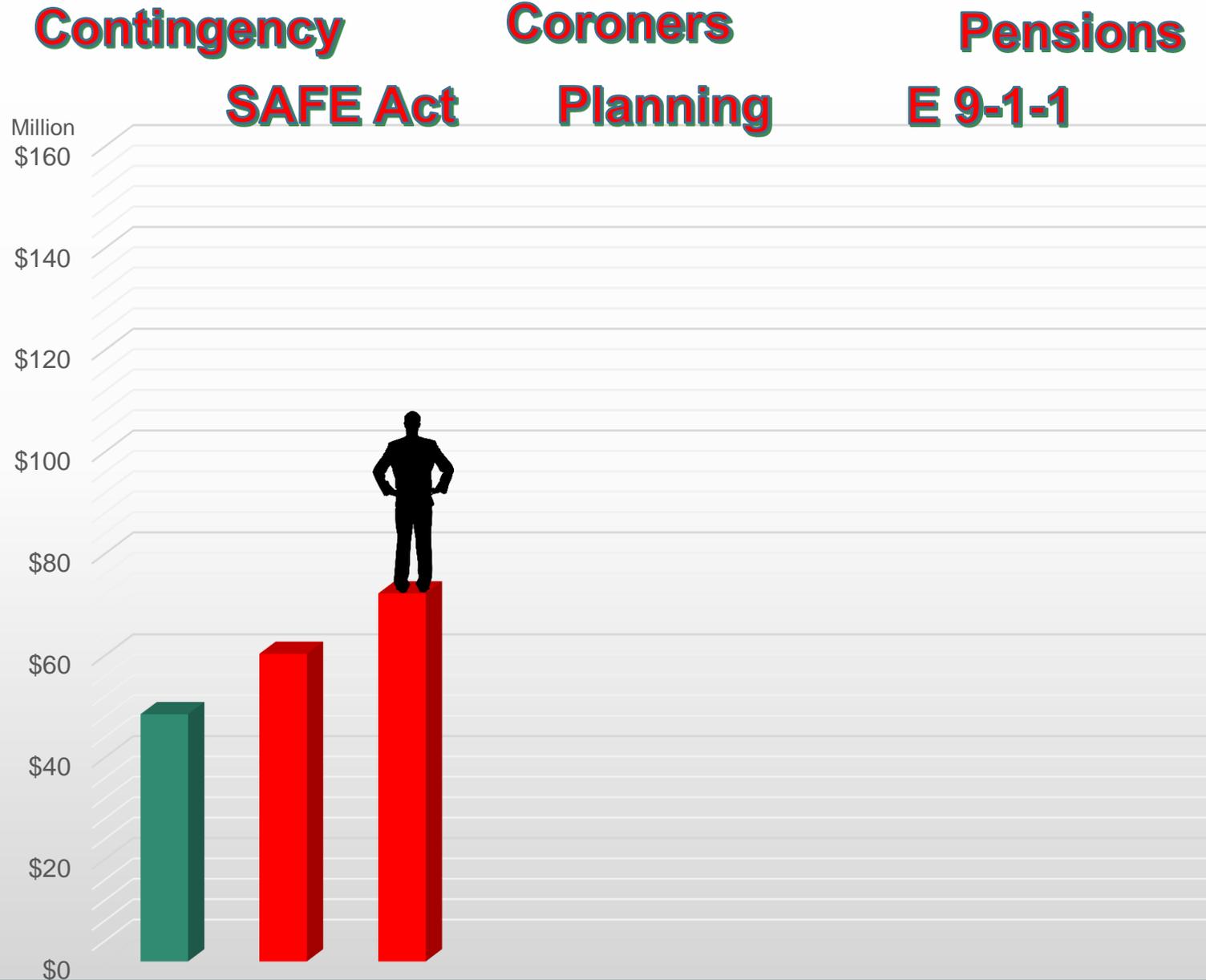
## Quality of Life Services

*We can control these costs*

# \$50.3M

## MANDATED Services

*We CANNOT fully control these costs*



# 2019 Operating Expenses

**Early Intervention / Pre-K**

**MTA Subsidy**

**DMV**

**Quality of Life Services**

**Child Support Services**

**MTA Mobility Tax**

*We can control these costs*

**\$50.3M**

**MANDATED Services**

*We CANNOT fully control these costs*

Million  
\$160

\$140

\$120

\$100

\$80

\$60

\$40

\$20

\$0



# 2019 Operating Expenses

**Medicaid**

**Workforce Investment Act**

**Personnel**

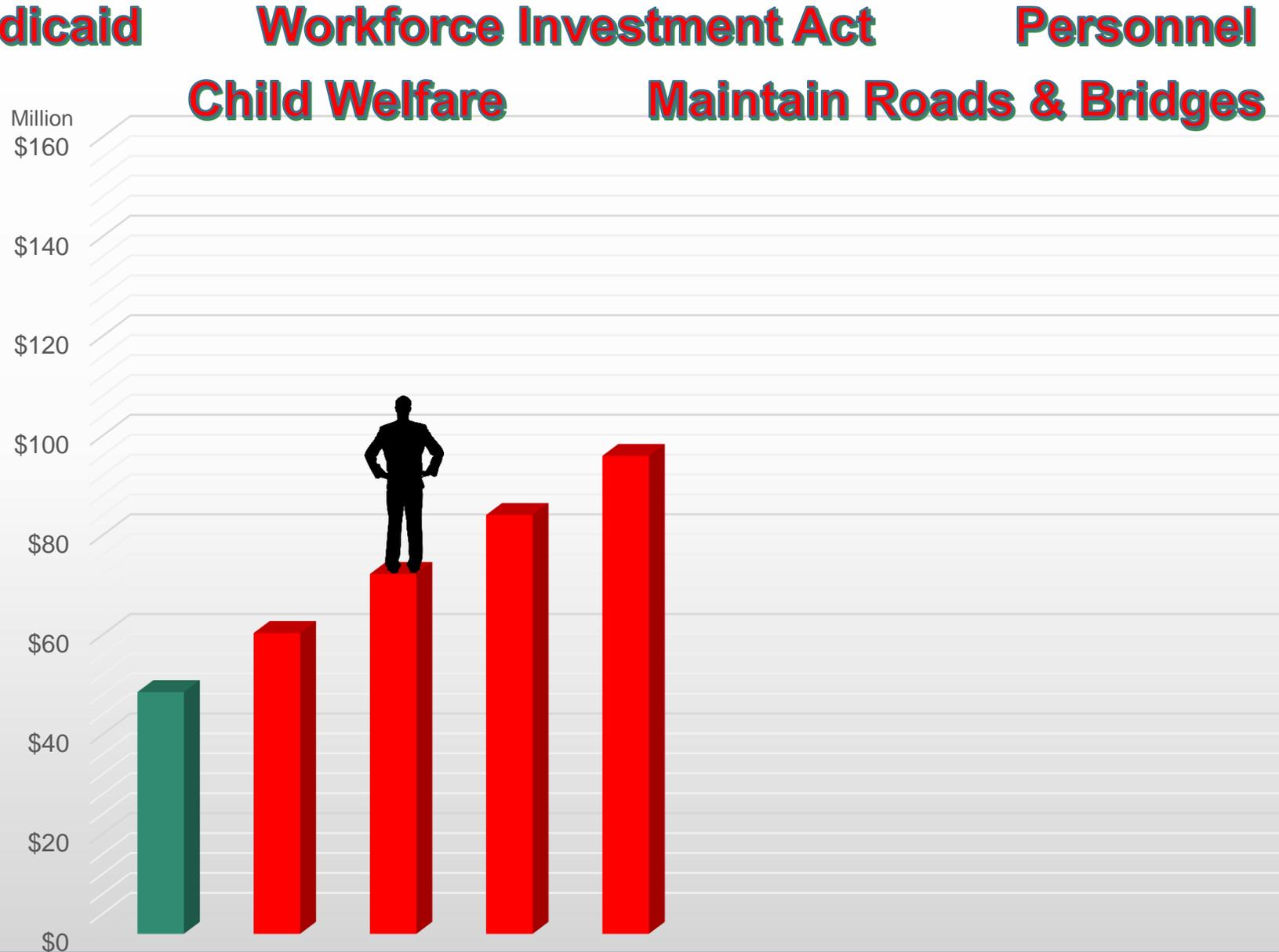
**Quality of Life Services**

*We can control these costs*

**\$50.3M**

**MANDATED Services**

*We CANNOT fully control these costs*



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

# \$50.3M

## MANDATED Services

*We CANNOT fully control these costs*

**Weights & Measures**      **EPA Mandated MS4 Program**  
**Jail**      **Mental Health**      **Judgements & Claims**

Million  
\$160  
\$140  
\$120  
\$100  
\$80  
\$60  
\$40  
\$20  
\$0



# 2019 Operating Expenses

County Clerk    Health Education    Sheriff – Civil Division

Traffic Safety

State Snow Removal

## Quality of Life Services

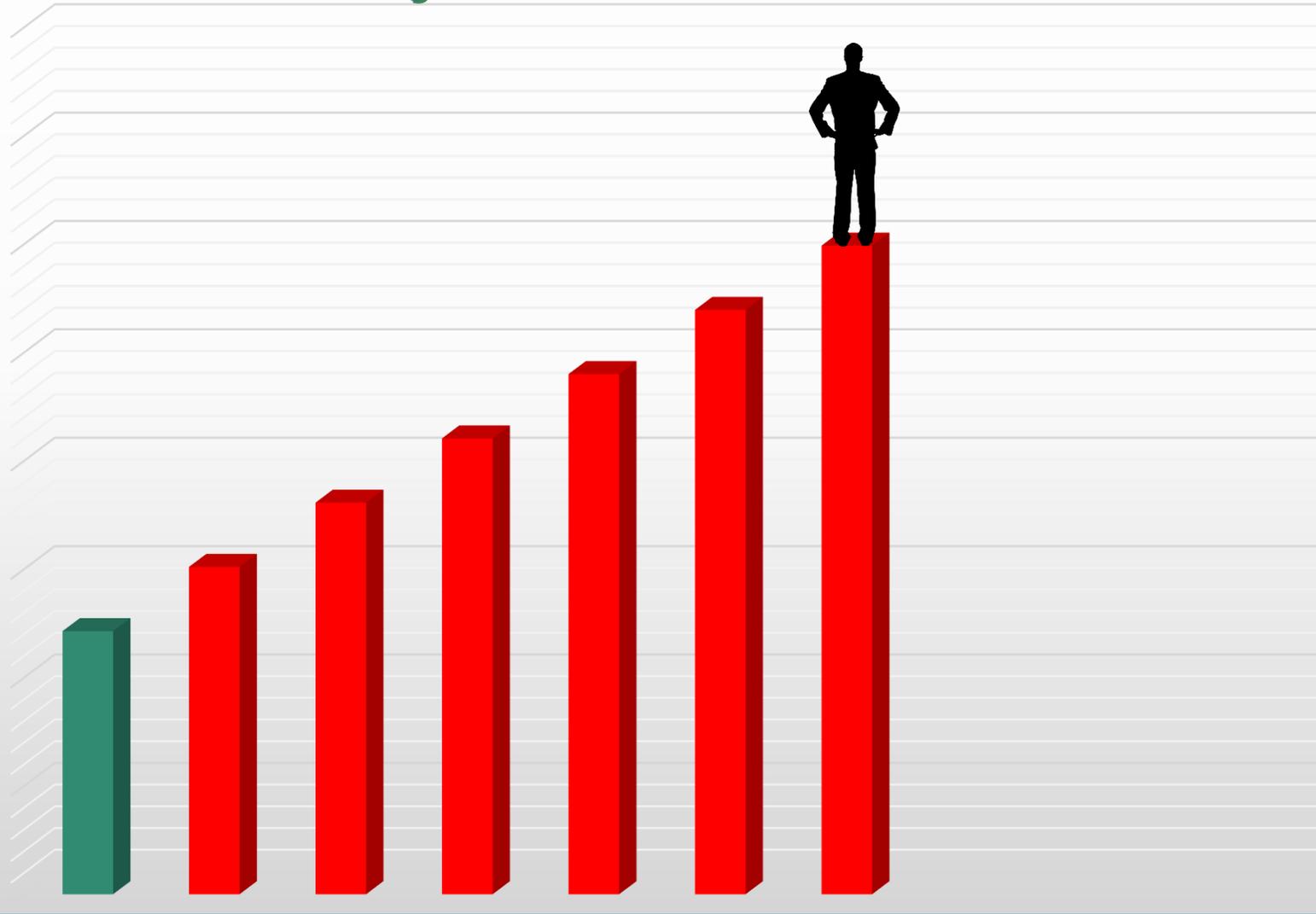
*We can control these costs*

# \$50.3M

## MANDATED Services

*We CANNOT fully control these costs*

Million  
\$160  
\$140  
\$120  
\$100  
\$80  
\$60  
\$40  
\$20  
\$0



# 2019 Operating Expenses

Probation    Consumer Affairs    Adult Protective Services

Social Services

Health - Immunization

## Quality of Life Services

*We can control these costs*

# \$50.3M

## MANDATED Services

*We CANNOT fully control these costs*

Million  
\$160  
\$140  
\$120  
\$100  
\$80  
\$60  
\$40  
\$20  
\$0



# 2019 Operating Expenses

## Quality of Life Services

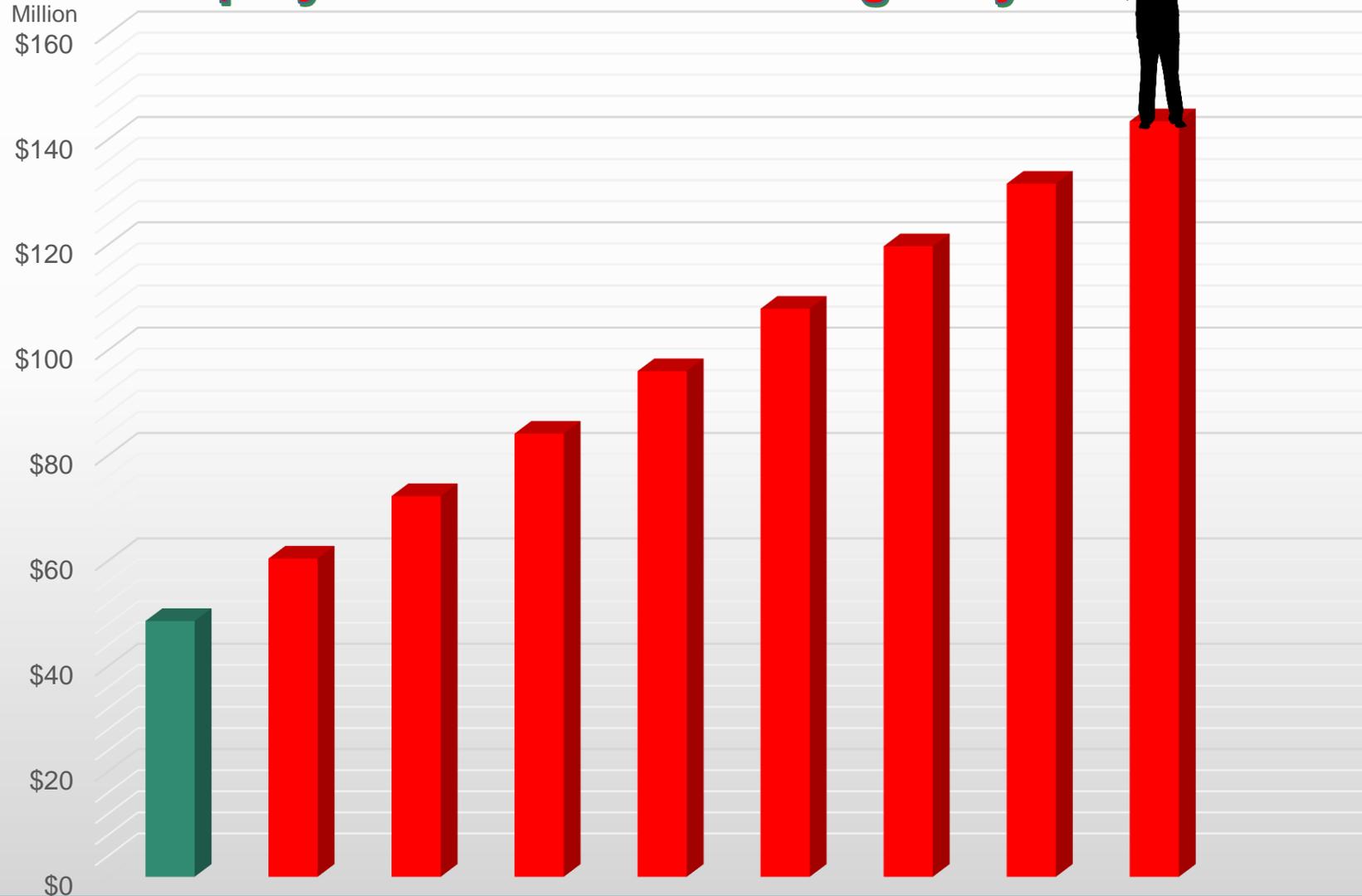
*We can control these costs*

# \$50.3M

## MANDATED Services

*We CANNOT fully control these costs*

**District Attorney**  
**Unemployment Insurance**  
**Indigent Defense**  
**Highways & Facilities**



# 2019 Operating Expenses

## HAVA

### Quality of Life Services

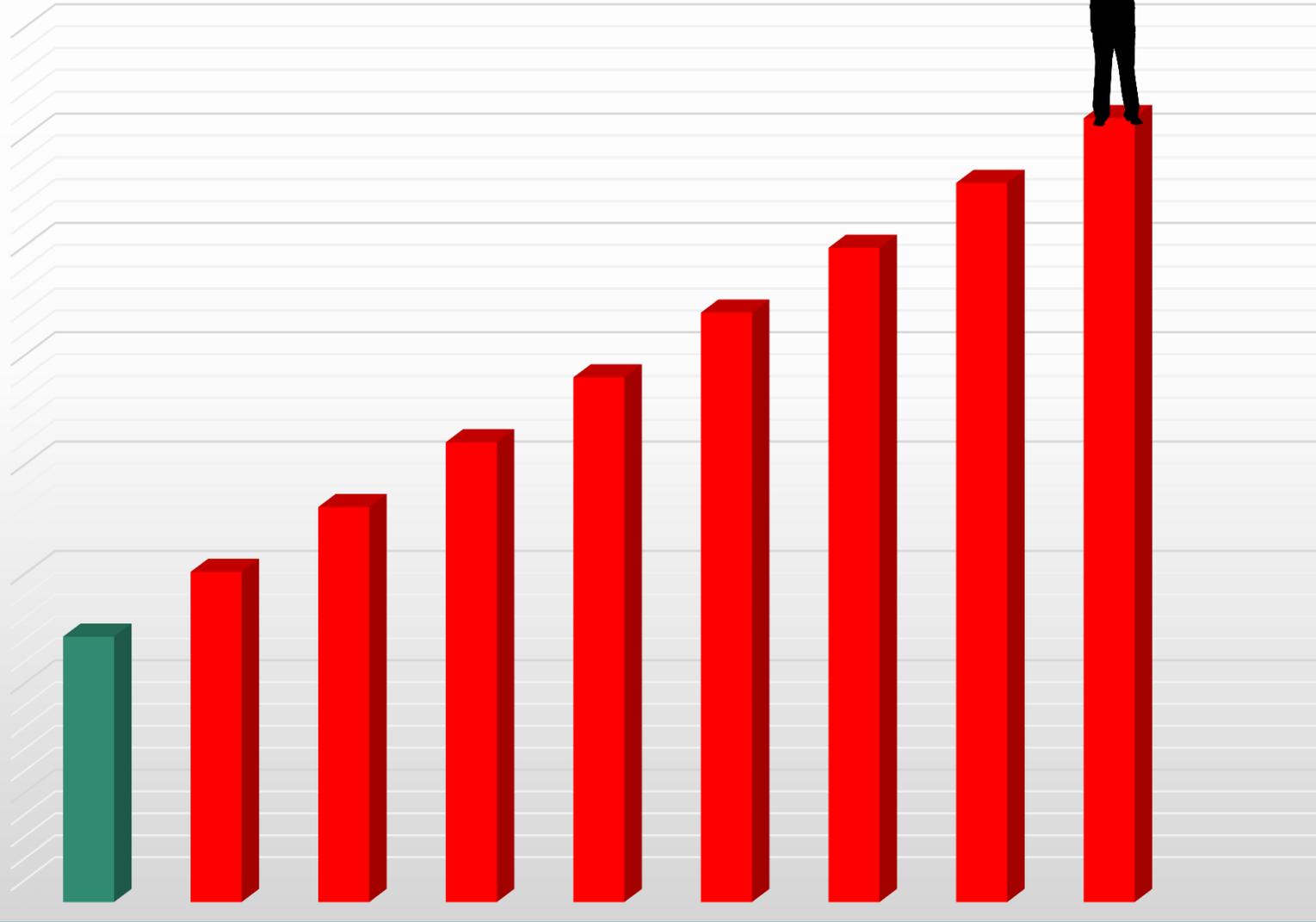
*We can control these costs*

# \$50.3M

### MANDATED Services

*We CANNOT fully control these costs*

Million  
\$160  
\$140  
\$120  
\$100  
\$80  
\$60  
\$40  
\$20  
\$0



# Help America Vote Act



- Passed by the United States Congress in 2002
- Each year elections costs have gone up
  - In 2006 the entire Board of Elections budget was **\$850k**
  - For 2019 the Board of Elections budget is **\$1.7m**
- In addition we purchased and remodeled a new location at a cost of \$1.2m
- This MANDATED cost is a responsibility of local governments

*Putnam County pays the FULL TOWN COST of this program without chargeback!*



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

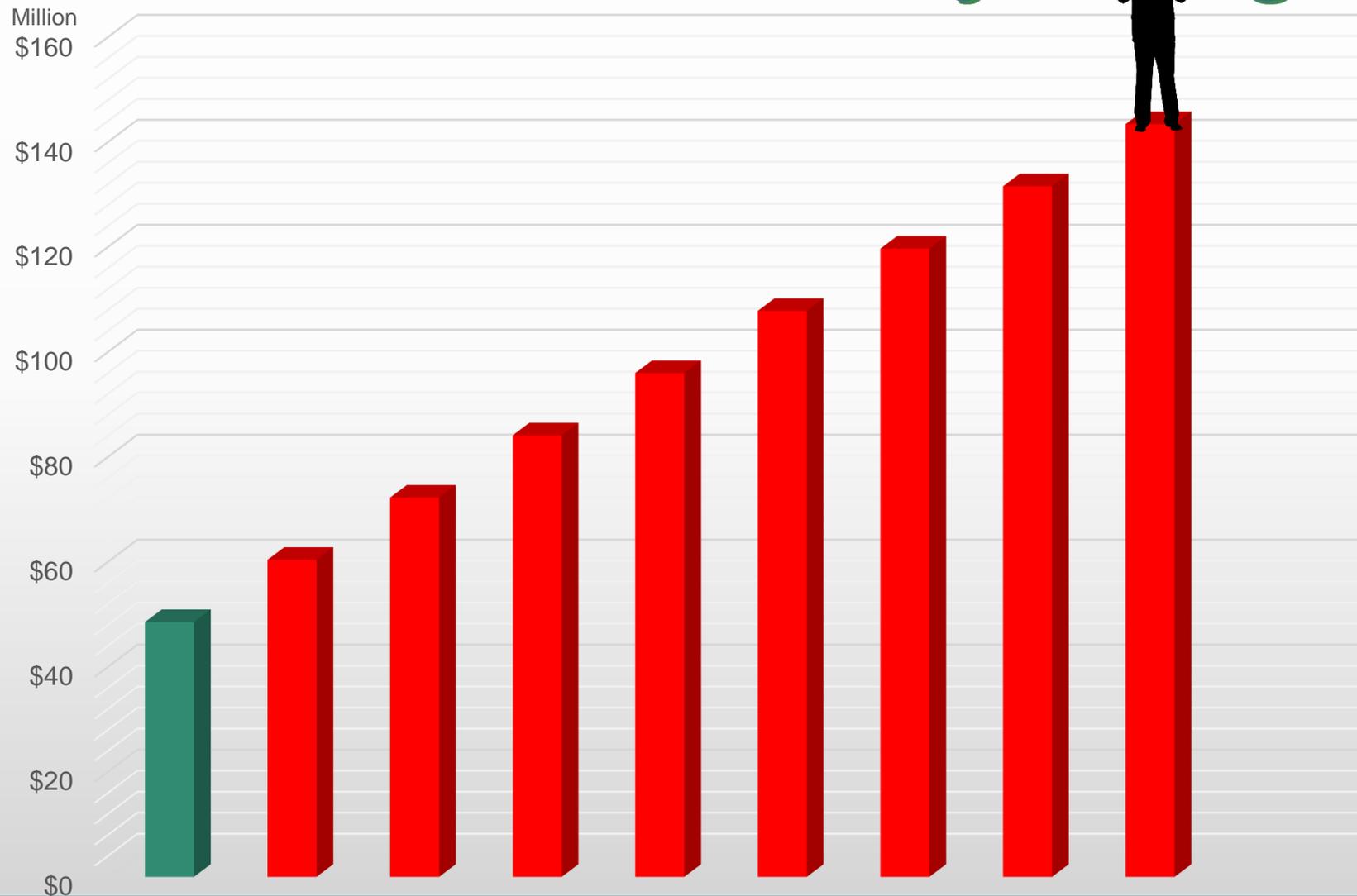
**\$50.3M**

## MANDATED Services

*We CANNOT fully control these costs*

**HAVA**

**Community College**



# Community College



- College is considered the most valuable investment that can be made for our future
- We believe in investing for the future
- The cost of Community College is **MANDATED** to be split *(approximate)*
  - **1/3** from the student
  - **1/3** from the State
  - **1/3** from *TOWNS*

*Putnam County pays the FULL TOWN COST of this program without chargeback!*



Help America Vote Act

# Community College



• Between the costs for HAVA and Community College Putnam County pays out an estimated **\$4.8m**

- **\$1.9m** *Town of Carmel*
- **\$614k** *Town of Kent*
- **\$507k** *Town of Patterson*
- **\$367k** *Town of Philipstown*
- **\$655k** *Town of Putnam Valley*
- **\$775k** *Town of Southeast*



# Sharing is a basic principle of Putnam County

***And we've been doing it for years!***

In addition to the \$4.8m spent for HAVA and Community College reimbursements, there are numerous Inter-Municipal Agreements (IMAs) and shared services arrangements that are presently in place between the County and various municipalities



# Sharing is a basic principle of Putnam County

*Of the numerous IMAs and shared services arrangements – Putnam County provides approximately 75% of the services*

 County Provides Service

Town	Description	Town	Description	Town	Description	Town	Description
Carmel	Electrical Inspection	Patterson	Electrical Inspection	Putnam Valley	Oscawana Lake Retrofit	V of Cold Spring	Detention of Arraignment
Carmel	Equipment Share & Salt Store	Patterson	Equipment & Salt Share	Putnam Valley	Police Protection Services	V of Nelsonville	Real Property
Carmel	Real Property	Patterson	Real Property	Southeast	Electrical Inspection	V of Nelsonville	Court Security
Carmel	Outreach Worker	Patterson	Outreach Worker	Southeast	Equipment & Salt Share	V of Nelsonville	Police Protection Services
Carmel	Electrical Supply	Patterson	Salt Storage	Southeast	Real Property	FDs & EMS	Training Facility Usage
Carmel	Detention of Arraignment	Patterson	Electronic Records Storage	Southeast	Outreach Worker	FDs & EMS	Coordination of Training
Carmel	Marine Patrol	Patterson	EMS Agreement-Fire Trng.	Southeast	Vac-All Trucks	Municipalities	Civil Service Admin
Carmel	ERT Mutual Aid	Patterson	Police Protection Services	Southeast	Tax Assessment to Village	Municipalities	9-1-1 Services
Kent	Electrical Inspection	Philipstown	Electrical Inspection	Southeast	Street Sweep to Village	BSEJFD	Fire Training
Kent	Highway IMA	Philipstown	Equipment & Salt Share	Southeast	Catch Basin to Village	Municipalities	EMS Service – ALS & BLS
Kent	Electronic Records Storage	Philipstown	Real Property	V of Brewster	Real Property	Municipalities	Road Striping
Kent	Outreach Worker	Philipstown	Outreach Worker	V of Brewster	Detention of Arraignment	Municipalities	Procurement Bids
Kent	Real Property	Philipstown	VFW Bldg. Lease	V of Brewster	Comp Plan Land Use Regs	Municipalities	Local Election Admin
Kent	E-mail Services	Putnam Valley	Real Property	V of Cold Spring	Highway Resource Share	Municipalities	Records Storage
Kent	Detention of Arraignment	Putnam Valley	Outreach Worker	V of Cold Spring	Equipment Share	Municipalities	Sign Making
Kent	ERT Mutual Aid	Putnam Valley	Equipment & Salt Share	V of Cold Spring	Real Property	Various	Putnam County Humane Soc



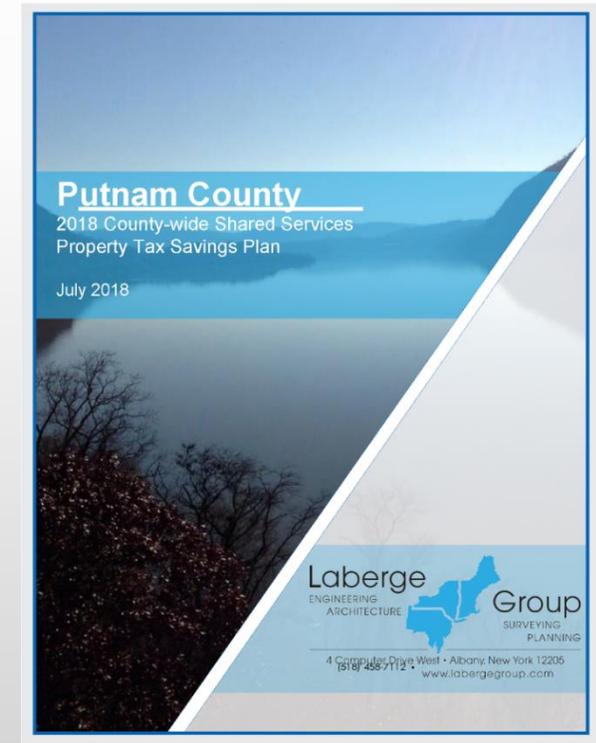
# Putnam County Shared Services Property Tax Savings Plan

**Keeping government, County & local, efficient is a primary focus**

When Governor Cuomo issued a report outlining Shared Services Initiatives in 2018 we were ahead of the curve having already established dozens of IMAs

**We took a “Bottom Up” approach and acting as the facilitator brought all the stakeholders together**

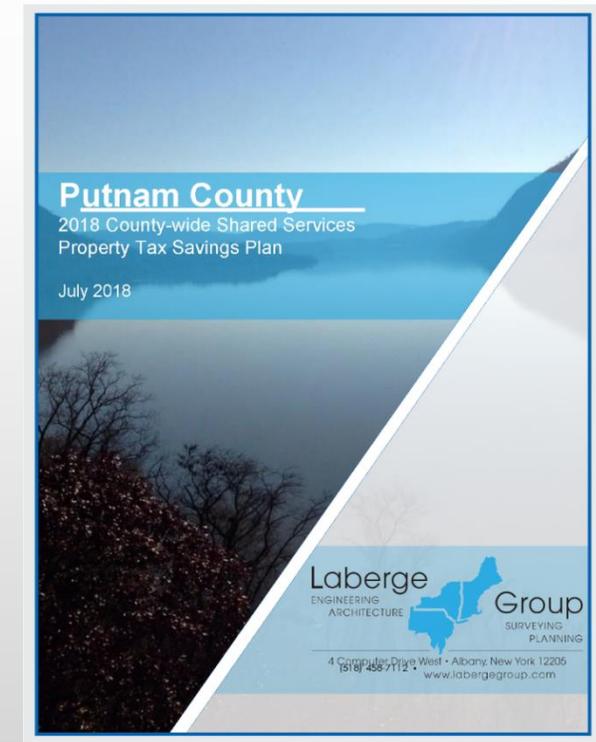
The County contracted with the Laberge Group to facilitate developing a comprehensive Shared Services Plan and created a Shared Services Panel



# Putnam County Shared Services Property Tax Savings Plan

## The Putnam County Shared Services Panel

- Putnam County Executive MaryEllen Odell
- Supervisor Kenneth Schmitt, Town of Carmel
- Supervisor Maureen Fleming, Town of Kent
- Supervisor Richard Williams, Town of Patterson
- Supervisor Richard Shea, Town of Philipstown
- Supervisor Sam Oliverio, Town of Putnam Valley
- Supervisor Tony Hay, Town of Southeast
- Mayor James Schoenig, Village of Brewster
- Mayor Dave Merandy, Village of Cold Spring
- Mayor Bill O'Neill, Village of Nelsonville



# Short Term Projects

Several meetings were held that included not only the Shared Services Panel Members but non-voting members **Legislators Ginny Nacerino** and **Neal Sullivan**, co-chairs of the Committee on Fiscal Vision & Accountability and **Anthony DiCarlo**, Superintendent of the Mahopac Central Schools and **Andy Irvin**, Superintendent of the Carmel Central School District who were all active participants

Numerous ideas were discussed with the panel choosing 4 Short Term projects that could possibly be implemented in 2019

- **Joint Purchasing**
- **Shared Line Striping & Paving Coordination**
- **Snow Plow Coordination**
- **Shared Property Tax Assessment Services**



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$50.3M**

## MANDATED Services

*We CANNOT fully control these costs*

**\$109.5M**

**HAVA**

**Community College**

Million  
\$160

\$140

\$120

\$100

\$80

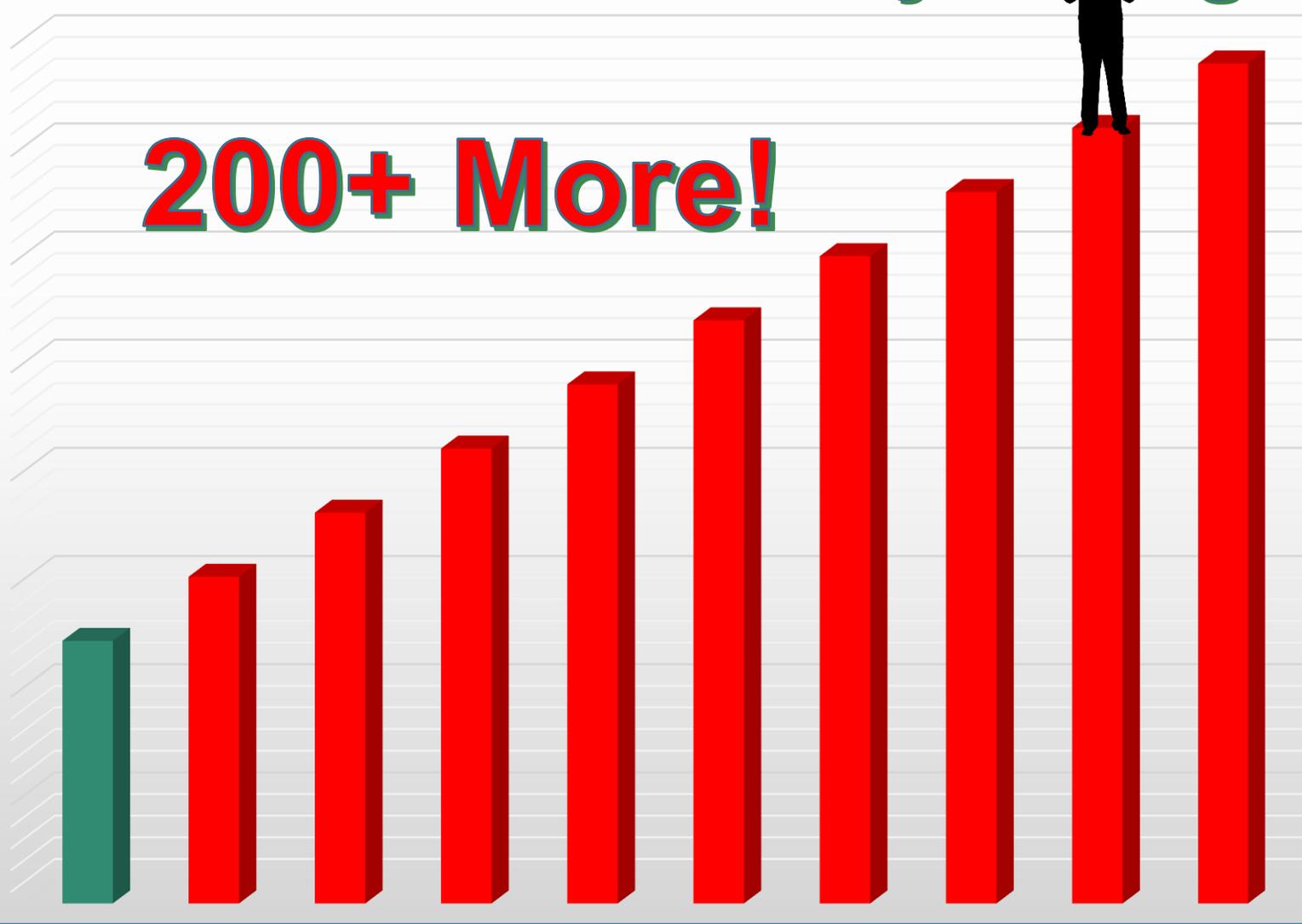
\$60

\$40

\$20

\$0

**200+ More!**



# 2019 Operating Expenses

## Quality of Life Services

*We can control these costs*

**\$50.3M**

## MANDATED Services

*We CANNOT fully control these costs*

**\$109.5M**

2019 TOTAL OPERATING EXPENSES

**\$159.8M**

Million  
\$160

\$140

\$120

\$100

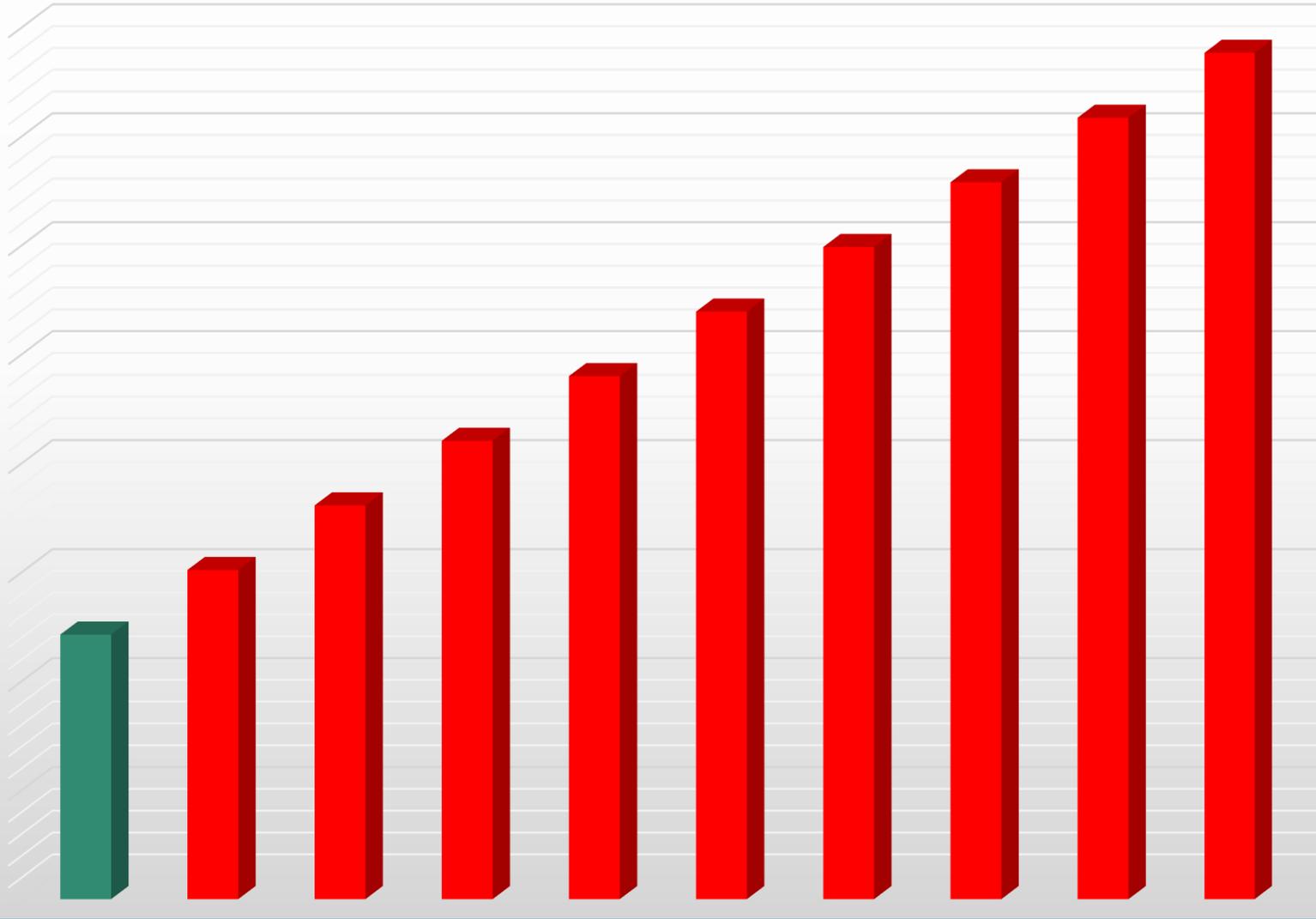
\$80

\$60

\$40

\$20

\$0



**With \$109.5m in unfunded MANDATES and \$50.3m in operational costs, how did we balance the 2019 budget?**





# By focusing on our Sound Fiscal Management Practices!

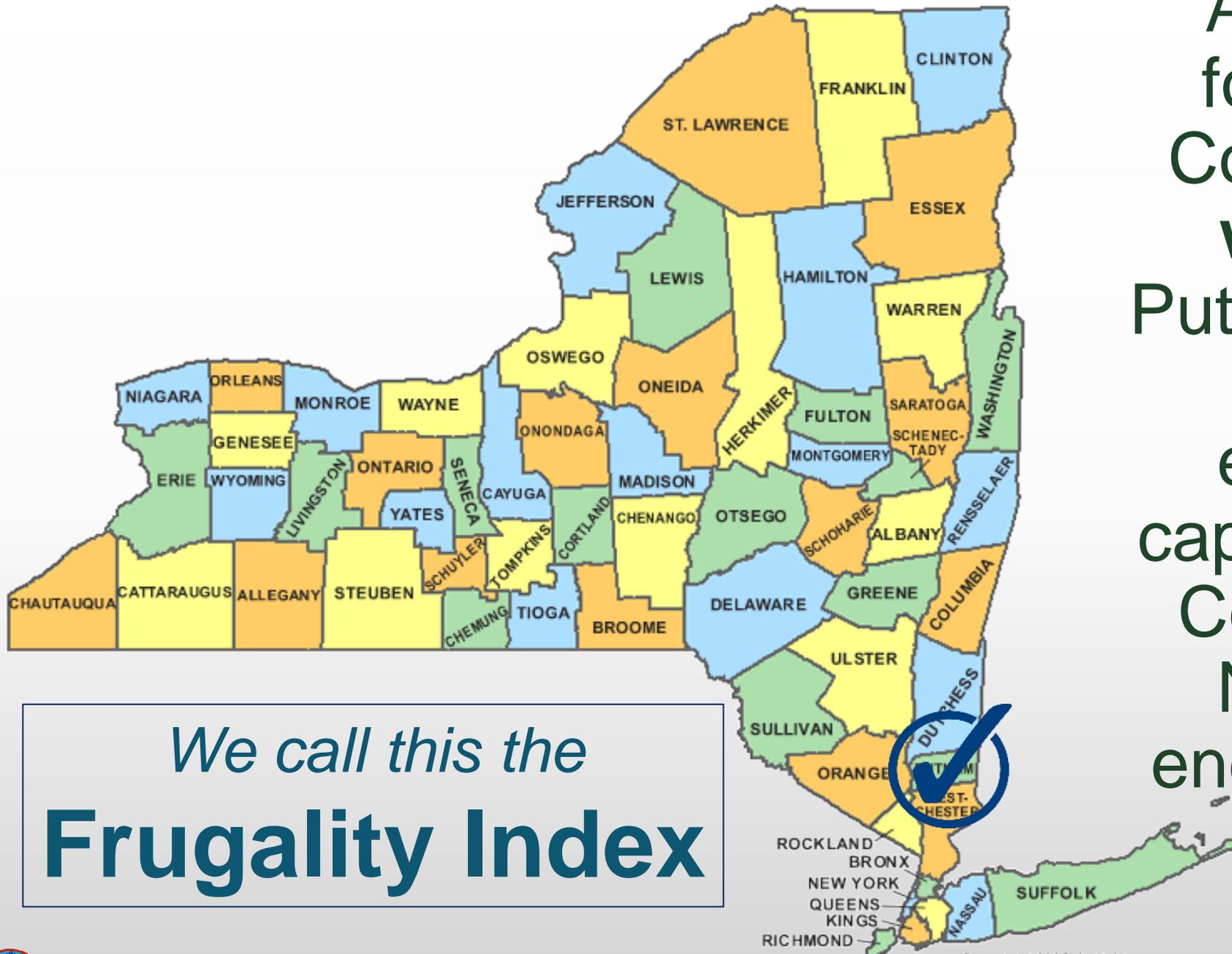


We must carefully balance the budget to provide  
**MANDATED** programs which absorb the majority of our  
revenue

while continuing to deliver Quality of Life  
services

**and stay within the Albany  
imposed tax cap**





*We call this the*  
**Frugality Index**

According to data found on the NYS Comptroller website [www.osc.ny.us](http://www.osc.ny.us), Putnam ranked Fourth **LOWEST** in expenditures per capita of **ALL** 57 NYS Counties outside of NYC for the year ended December 31, 2016.



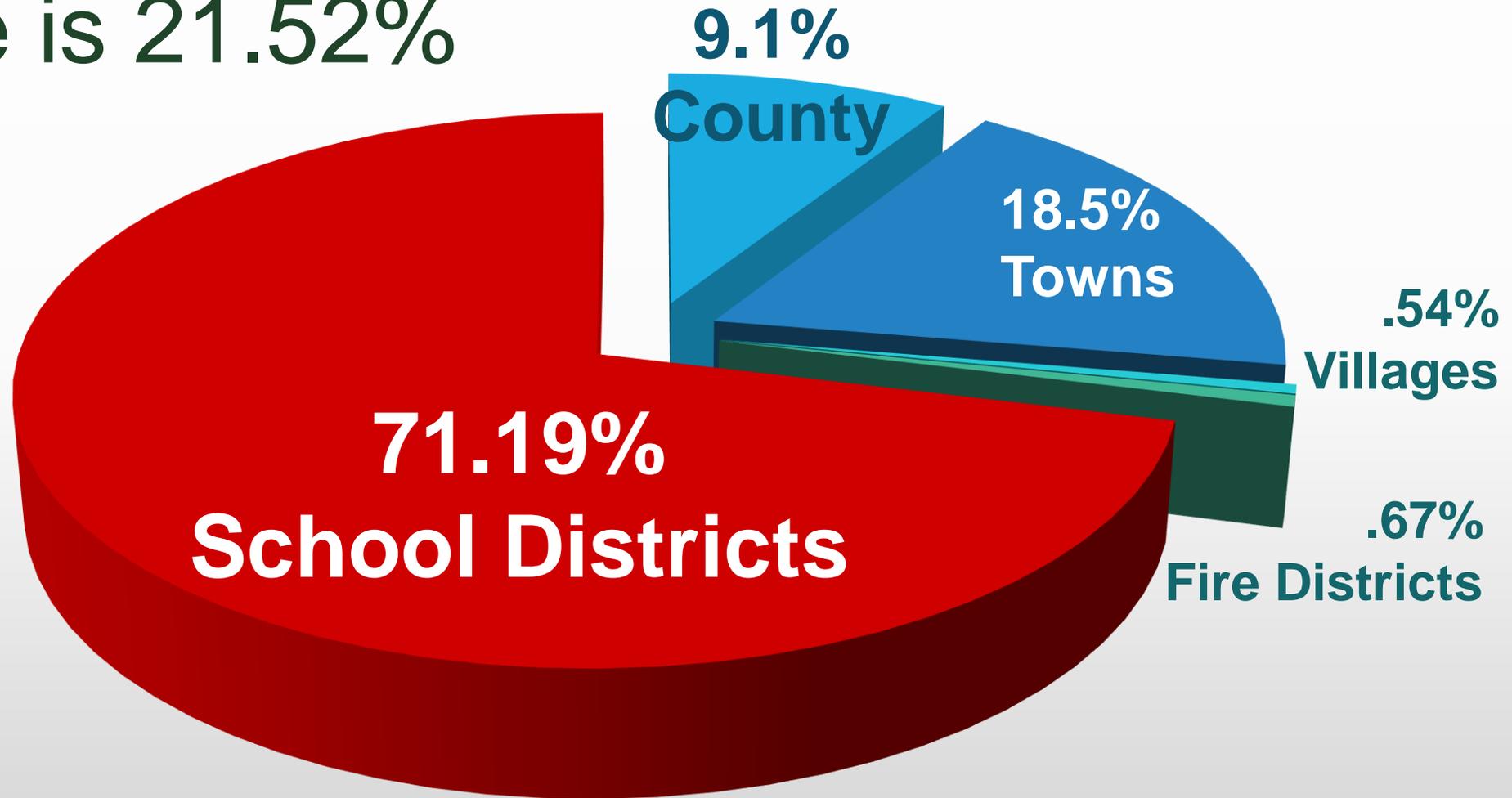
**Putnam County's  
portion of your  
homeowners tax  
bill is only**

**9.1%**

**BEST**



This 9.1% remains the **LOWEST** County portion of any tax bill in New York State, The NYS average is 21.52%



# Where Does Our Revenue Come From?

*Start With*

**\$159.8m Expenses**

- \$60.5m Sales Tax



# Sales Tax

Currently we are up  
3% over the 2018  
projection

Sales tax is our  
most volatile  
revenue

\$58.5m

\$58.5m

\$58.5m

\$58.5m

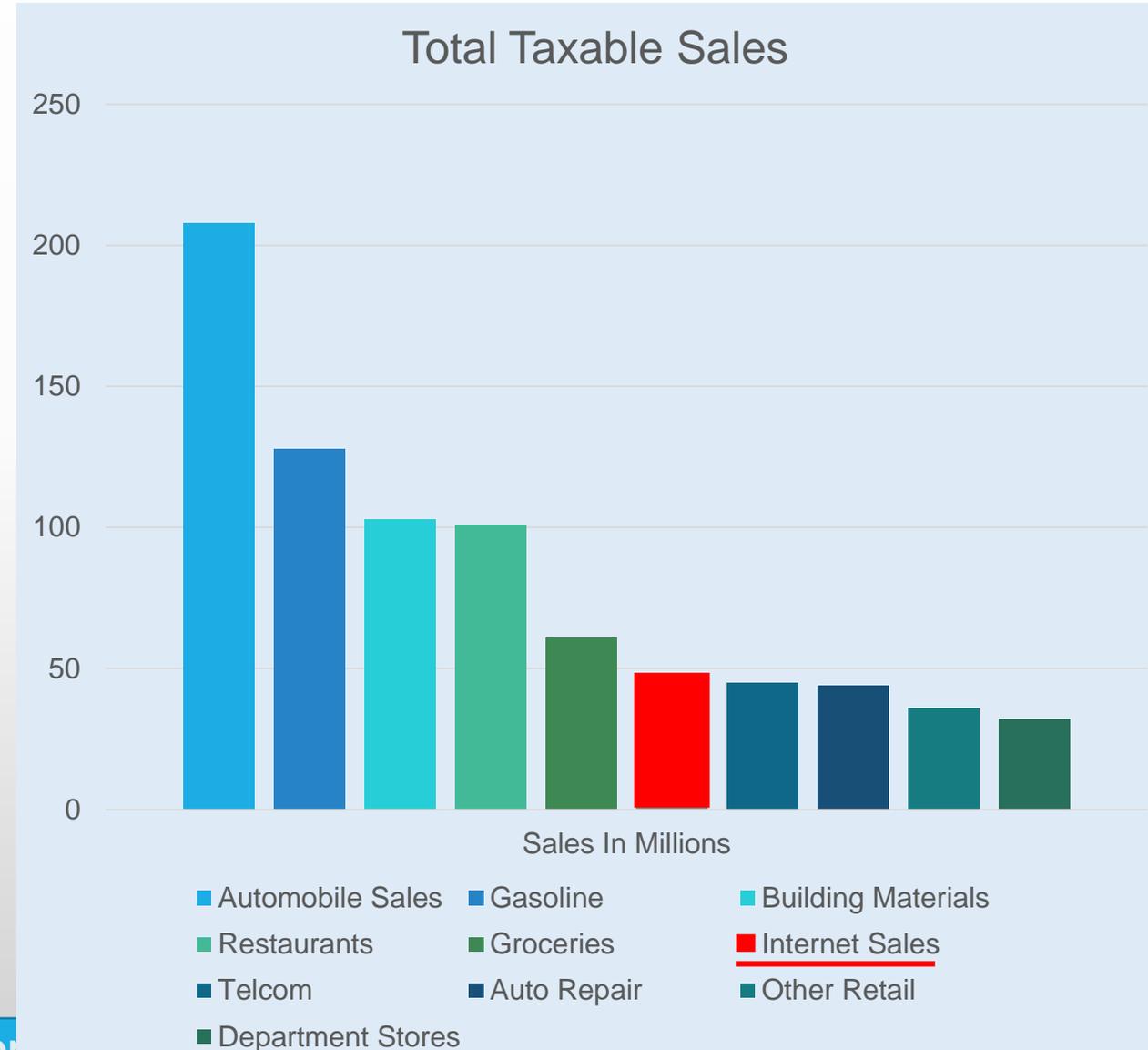
Many factors that are out of our control can  
positively or negatively impact sales tax  
revenue



# Sales Tax

## Internet Sales Tax

- Fact: Putnam County taxable internet sales in 2013/14 were **\$5.2m**
- In 2017/18 taxable internet sales increased to **\$45.6m**
- This was the **6<sup>th</sup> highest** taxable sales category in Putnam County, which is the **highest rank** in all of the Counties in the State of New York



# Where Does Our Revenue Come From?

*Start With*

**\$159.8m Expenses**

- \$60.5m Sales Tax
- \$43.4m Property Tax
- \$26.9m Department Revenue

---

**\$130.8m Total County Revenue**

- \$9.1m Federal Reimbursement
- \$19.9m State Reimbursement

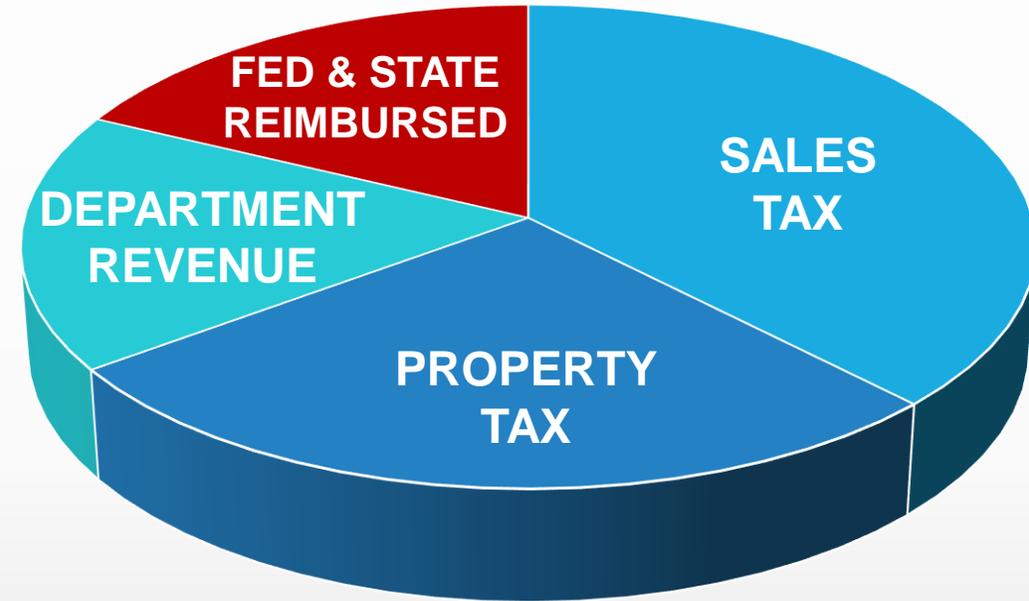
---

**\$29m Total Federal & State Revenue**

---

**\$0**

***2019 Budget Balanced!***

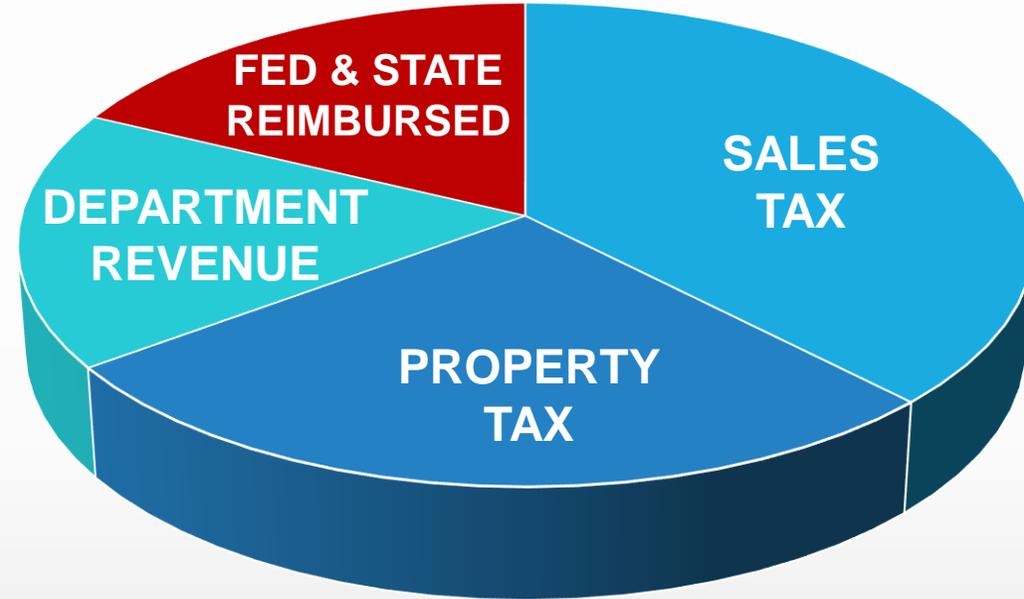


# Expenses vs. Revenue



**\$159.8m**

*Total Operating Expenses*



**\$159.8m**

*Total Revenue*



# Planning, Development & Public Transportation Department

Projects and grants are one of the main focuses of our Planning, Development & Public Transportation Department which is led by Commissioner, Sandra Fusco

**This department is currently managing over \$18.5m in grants and other funding awards**

*Envision Brewster Project*

*Traffic Improvement Investments*

*Bikeway Projects*

*Office for Senior Resources*

*Stoneleigh / Drewville / Hospital Corridor*



# Projects

**We also remain focused on many projects that will help to sustain our economy**

## Economic Development

- Municipal Leaders, the Economic Development Corporation (EDC), Industrial Development Agency (IDA), Putnam Chambers of Commerce, Local Business Owners, the list goes on.....
- Working as a team we can encourage responsible economic development which will help sustain our economy by creating additional jobs and contribute to our tax base



Putnam County  
**Chambers**  
of Commerce



# Projects

**We also remain focused on many projects that will help to sustain our economy**

## Economic Development

- Not staying focused on infrastructure projects can have disastrous effects to our local businesses, to our residents, to our economy

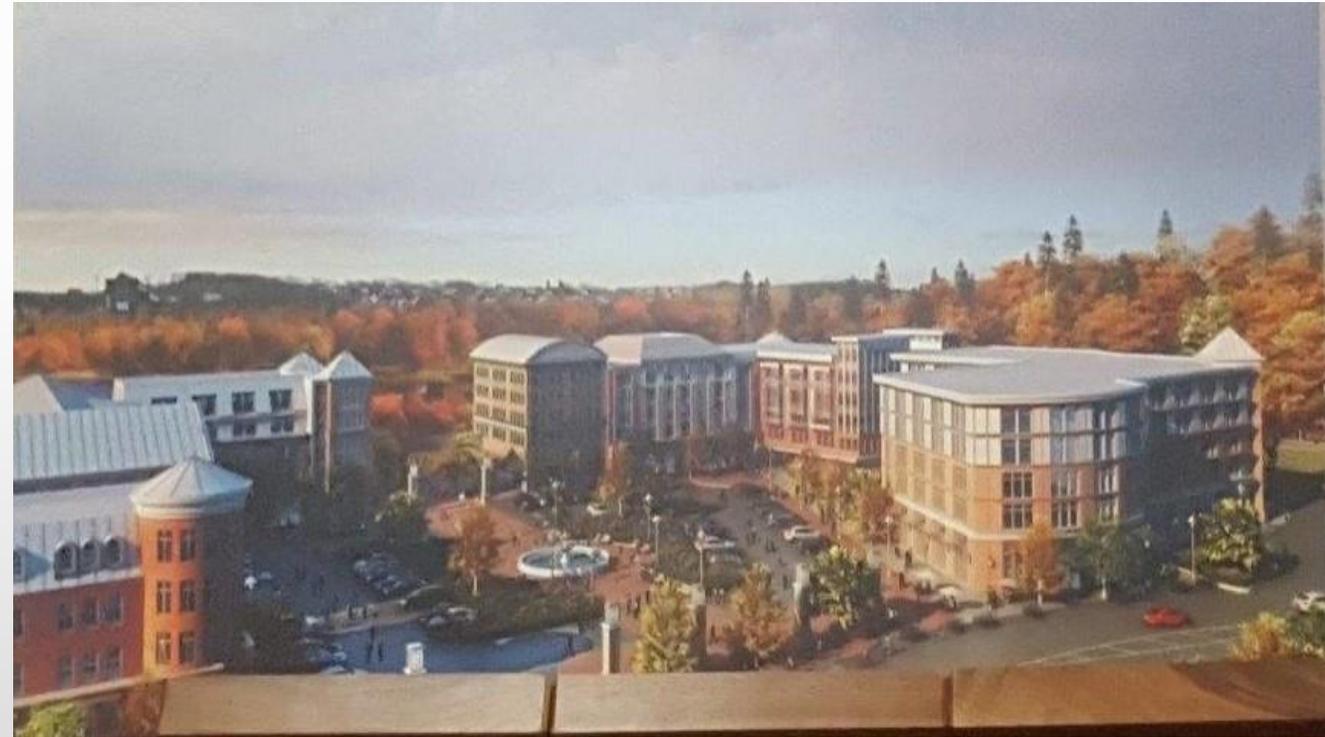


# Projects

**We also remain focused on many projects that will help to sustain our economy**

## Economic Development

- Envision Brewster
  - A Transit-Oriented Development Project that will re-vitalize downtown Brewster bringing retail opportunities, residential housing and public areas together

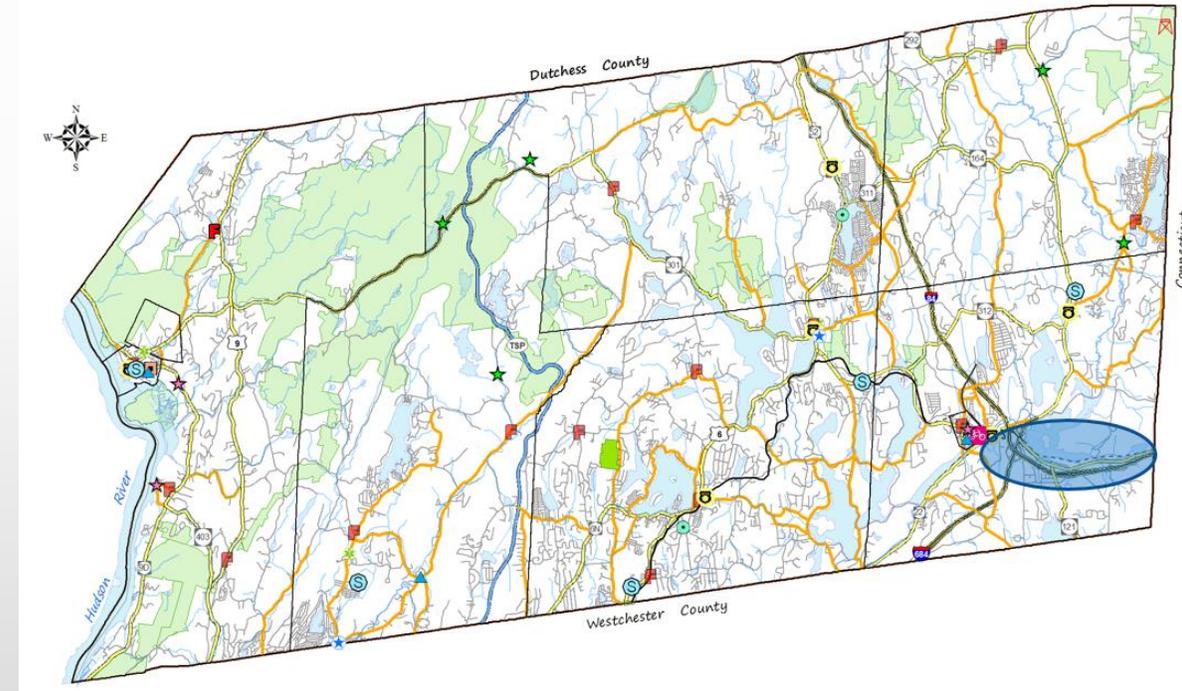


# Projects

**We also remain focused on many projects that will help to sustain our economy**

## Economic Development

- Southeast to Danbury Sewer Project
  - Providing an environmentally responsible resource for waste that will encourage commercial growth along Danbury Rd
  - Special thanks to Danbury Mayor Mark D. Boughton



# Projects

In fact Putnam County has an estimated **\$53m** budgeted for projects that will support our mission of making Putnam *the Place to Live*

## *Some Highlights and Expected Completion Dates*

Carmel Friendship Center	2019	Fair Street Reconstruction	2020
Fairfield Drive Culvert	2019	Peekskill Hollow Road Reconstruction	2020
Maybrook Bikeway Phase A – Alt 1	2019	Putnam Bikeway Stage 4	2020
Maybrook Bikeway Phase B	2019	Stoneleigh Ave/Drewville Rd Intersection	2020
Morningthorpe Avenue Bridge	2019	Drewville Road Bridge	2021
Sodom Road Bridge Replacement	2019	Mahopac Falls Trailway	2021



# **ONE ARMY ON THE WAR ON ADDICTION**

**PUTNAM COUNTY REMAINS DEDICATED  
TO FIGHTING THE WAR ON ADDICTION**

**WE ARE COMMITTED ON THE  
LOCAL, STATE AND FEDERAL  
LEVEL BECAUSE THIS IS A BATTLE  
WE MUST WIN**



# ONE ARMY ON THE WAR ON ADDICTION

**The Army remains diligent, we will put up a fierce fight knowing what's at stake**

**2017**

**24 DEATHS DUE TO  
OVERDOSE**

**2018**

**13 DEATHS DUE TO  
OVERDOSE**



# ONE ARMY ON THE WAR ON ADDICTION

## The **ONE ARMY ON THE WAR ON ADDICTION** Task Force

Barbara Scuccimarra, Chairwoman  
*Putnam County Legislato*

**Susan Salomone**  
*Drug Crisis in Our Backyard*

**Bruce Kelly, Esq**  
*Community That Cares*

**Doreen Lockwood**  
*Community That Cares*

**Kristin McConnell**  
*The Prevention Council of Putnam*

**Diane Russo**  
*CoveCare*

**Sandra Iberger**  
*St. Christophers Inn*

**Joseph DeMarzo, Deputy Commissioner**  
*Putnam County Department of Social Services*

**Michael Nesheiwat, MD, Commissioner**  
*Putnam County Health Department*

**Mike Piazza, Commissioner**  
*Putnam County Department of Social Services*

**Toni Addonizio, Legislator, District 3**  
*Putnam County Legislature*

**Robert Langley, Sheriff**  
*Putnam County. Sheriff's Department*

**Robert Tendy, District Attorney**  
*Putnam County. District Attorney's Office*



# ONE ARMY ON THE WAR ON ADDICTION

*Our history shows our commitment*

Increased Funding for Drug Treatment Court

Pursue Litigation Against Big Pharma

*And now*

**To further strengthen our ARMY:**

I announce tonight that the tentative budget includes the first staffing increase for the District Attorney's Office in 14 years adding 1 new ADA for a total of 2 ADA's devoted strictly to narcotics prosecution

And

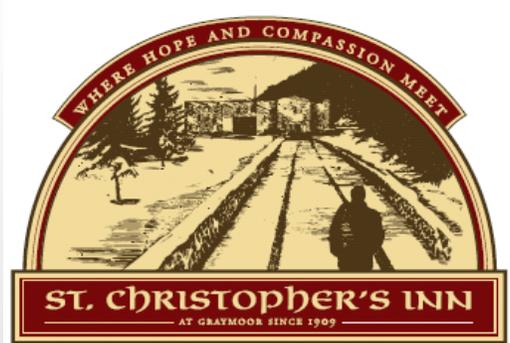
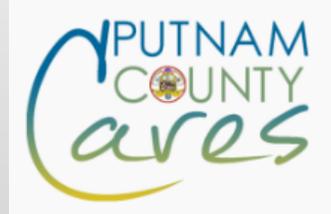
Formation of a new Law Enforcement Narcotics Taskforce



# ONE ARMY ON THE WAR ON ADDICTION

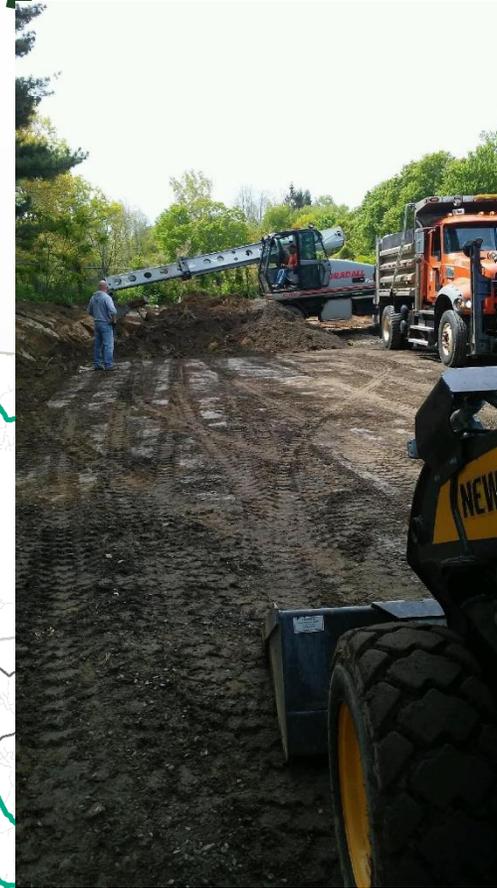
## And The Rest Of Our Team:

County Executive MaryEllen Odell  
 Putnam County Legislature  
 NYS Sen. Sue Serino  
 NYS Sen. Terrence P. Murphy  
 NYS Assemblyman Kevin Byrne  
 Hon. James Reitz  
 Sheriff Robert L Langley, Jr.  
 District Attorney Robert Tendy  
 Putnam County Mental Health & Youth Bureau  
 Mental Health & Substance Abuse Providers



# Putnam County Road Paving Projects

- Putnam County maintains 114 miles of County roads & 56 + miles of New York State roads that we clear during snow and ice events
- We also maintain Inter-Municipal Agreements (IMA's) with our local municipalities to assist with local roads
- And we continue to maintain our roads - examples of our many repaving projects in Putnam County includes
  - *Peekskill Hollow Road*
  - *Crane Road*
  - *Gage Road*
  - *West Shore Road*



# Route 6 Paving Project

Thanks to help from

- **Senator Terrence Murphy**
- **Assemblyman Kevin Byrne**

*Rt 6 in Carmel finally received a much needed facelift*



# Route 6 Paving Project

But we didn't stop there!

Working with Commissioner Pena, Senator Murphy and Assemblyman Byrne

*We were able to secure an additional \$1.7m to increase the paving area to include Rt 6 from Willow Road to Route 301*



# Veteran's Service Agency



America stands for liberty, the pursuit of happiness and the unalienable right for life. We as Americans, enjoy those freedoms because of the courage, strength and determination of our Armed Forces. Our veterans were there when we needed them and Putnam County will be here when they need us!





# Veteran's Service Agency

In 2019 our Veteran's Service Agency Deputy Director Art Hanley will go from part time to full time to fill a hole that New York State created when they reduced our NYS Veteran's Service Officer from 2 days a week to ½ day per week

Thanks to Director Karl Rohde and Deputy Director Art Hanley completing training by the Veterans Administration they are both certified Veterans Service Officers – procuring hard earned and well deserved benefits for our veterans





# Veteran's Service Agency

We care about our veterans personal lives too

- Putnam County continues to operate the **County run Veterans Residence**
- And Putnam County's own PFC Joseph P. Dwyer Program brings Veterans together in a secure, anonymous setting to help one another cope with the effects of Post Traumatic Stress (PTS), addictions, suicide prevention and Traumatic Brain Injury (TBI)



PUTNAM COUNTY VETERANS SERVICE AGENCY  
**PFC. JOSEPH DWYER**  
**VET2VET PROGRAM**





# Veteran's Service Agency

Did you know that all funds collected through our nationally recognized **Row of Honor** goes toward supporting our veterans?



**The Row of Honor is displayed every Memorial Day, Veteran's Day and for special occasions**  
**Help support our vets by supporting our Row of Honor – Call 845-808-1620**



# • Veteran's Servi



## NEW YORK STATE MEDAL OF HONOR P A R A D E

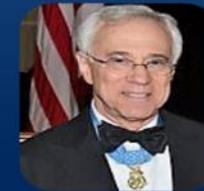
SATURDAY  
JULY 21<sup>ST</sup> 2018  
AT 1:00 P.M.



PARADE STARTS AT  
THE PALADIN CENTER ON  
SEMINARY HILL RD. & ENDS  
AT FAIR STREET IN CARMEL

ALL ARE WELCOME TO  
CELEBRATE THE ANNUAL  
MEDAL OF HONOR PARADE  
IN PUTNAM COUNTY

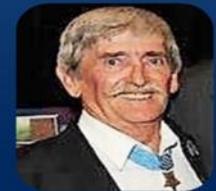
# This July, Putnam County was honored to host the Inaugural Medal of Honor Parade



**Jack Jacobs**  
U.S. Army | Brooklyn  
Medal of Honor  
Recipient



**Gary Beikirch**  
Grand Marshal  
U.S. Army | Rochester  
Medal of Honor  
Recipient



**Robert O'Malley**  
U.S. Marines | Queens  
Medal of Honor  
Recipient



# g Wall Returns



**HELP WELCOME**  
**THE TRAVELING WALL**  
VIETNAM VETERANS MEMORIAL

**WEDNESDAY, OCTOBER 3RD 2018**  
MOTORCYCLE ESCORT FOR THE COST OF FREEDOM TRIBUTE  
MEETING AT THE REST AREA ON THE NORTHBOUND SIDE OF  
ROUTE 684, ONE MILE NORTH OF EXIT 8  
STAGING AT 3 P.M. DEPARTURE 3:30 P.M.



# TRAVELING WALL

## OCTOBER 4 TO 7

**PUTNAM COUNTY VETERANS MEMORIAL PARK**  
GIPSY TRAIL ROAD, CARMEL, NEW YORK



[WWW.PCJVC.ORG](http://WWW.PCJVC.ORG)

[WWW.PUTNAMCOUNTYNY.COM](http://WWW.PUTNAMCOUNTYNY.COM)

FOR ADDITIONAL INFORMATION VISIT [WWW.AVTT.ORG](http://WWW.AVTT.ORG)

October 3, 2018

MaryEllen Odell, County Executive

1928

# Italian American Club of Mahopac

2018

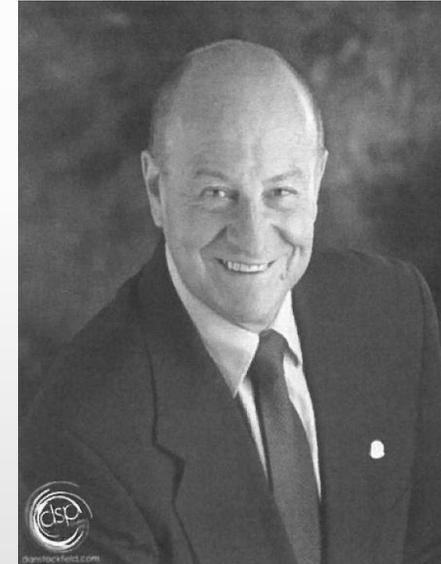
This year the Italian American Club of Mahopac celebrated its 90<sup>th</sup> Anniversary  
and its 30<sup>th</sup> Anniversary of the Columbus Parade

**Regina Morini**



## Honoring Parade Grand Marshals

**Mike Simone**



90<sup>TH</sup> IAC ANNIVERSARY



30<sup>TH</sup> COLUMBUS PARADE



TILLY FOSTER FARM  
EDUCATIONAL INSTITUTE

SATURDAY, OCTOBER 20<sup>TH</sup>

MUSIC BY EAGLES TRIBUTE BAND  
The Fast Lane



\$29  
Per Person Online  
\$35 at the Door  
Doors Open at 6:30 PM  
Show at 8:00 PM

# Oktoberfest

2018

THIS IS AN OUTDOOR EVENT

**FEAST ON A TRADITIONAL OKTOBERFEST MENU**  
of Bangers, Knockwurst, & Kielbasa Along with  
Regular BBQ Staples & Visit Our Beer Tent to Sample  
Seasonal Beers.

GET TICKETS AT [WWW.TILLYSTABLERESTAURANT.COM](http://WWW.TILLYSTABLERESTAURANT.COM)



# New York State Association of Counties



Hon. MaryEllen Odell  
NYSAC President  
Putnam County Executive  
2017- 2018



# New York State Association of Counties



## NYSAC 2017-18 Priorities

- Address Unfunded Mandates
- Helping Local Retailers
- Increasing 911 Surcharge Revenue
- Federal Tax Reform (SALT)
- Indigent Defense Funding
- Address Opioid Crisis
- Secure Federal Resources
- Implement Raise the Age
- Improve Election Security
- Address Water Quality
- Drug Take Back Programs



Hon. Ma  
NYSAC  
Putnam  
2



# New York State Association of Counties



*From left to right*  
**Steven F. McLaughlin, County Executive - Rensselaer County; Stephen J. Acquario, Executive Director - NYSAC; Cheryl Dinolfo, County Executive - Monroe County; MaryEllen Odell, County Executive - Putnam County; Charles H. Nesbitt, Jr., Chief Administrative Officer - Orleans County; Daniel P. McCoy, County Executive - Albany County**



# Thank You!

