

## FY 2017 BUDGET PRESENTATION

The **Cook County Recorder of Deeds** has been a partner in saving money for the County. Additionally, we are a large revenue generator in relation to our expenditures. We do this by efficiently managing our workflows and only filling essential positions vacated through attrition. In past years we have been able to do **more with less**, expanding our public-facing services while at the same time cutting costs.

Our major budgetary accomplishments since FY 13

- Opened the more-efficient e-recording platform to deeds
- Reduced headcount from over 190 to less than 160
- Made great progress towards eliminating costly *Shakman* oversight
- Expanded public outreach offerings and strengthened Fraud Unit

We believe that a different, but equally effective path for FY 17 could have been chosen, had our collaboration been sought early on. For that reason, we offer no endorsement of this budget and the pain it will cause, but instead an acknowledgement of the tough choices that must be made when collaboration is avoided.

Further cuts beyond what is proposed could be damaging to the core services we provide. Though in the past we have touted our ability to do more with less, we are now facing the possibility of **doing less with less**.

**REVENUE:** Has been increasing since 2014. However it varies monthly based upon the shifts in the real estate market including home and commercial property sales, volume price levels as well as foreclosure rates. We anticipate continual growth but at a minimal rate. There have been anomalies in the market such as the sale of large dollar commercial property, but we cannot rely on that to occur yearly. We are risk averse, thus are revenue projections are very conservative, yet we have exceeded our revenue projections in both 2015 and we will in 2016

### POSITIONS:

- We only made 3 outside new hires in 2016 in needed departments: Chief of Human Resource/Sr. Accountant/ Outreach Asst. to Recorder
- We have a Reduction-In-Force of 17 live positions, a savings of approximately \$992,000
- We will be operating with approximately 143 staff from 156 active staff in 2016 (Overall 8 % reduction)
- We plan to increase our Outreach Services
- We will be closing another Satellite office which will reduce CCRD's footprint and create space allocation and overhead savings for the County

### OPERATIONS/TECHNOLOGY:

- Our eRecording Volume is increasing
- Due to the delay in procuring our core application solution, we had to renew our server warranties and purchase a new server to replace a server that was experiencing multiple failures.
- Core Application-Key Technology project for FY 2017 which will eliminate redundant work flows and increase efficiency for overall operations

**OPERATING EXPENDITURES:** Significant reductions in our Advertising and Operational Supplies yet we plan to expand our Community Outreach. We will become creative and utilize other cost effective means for advertising our office services.

|      | Budgeted Revenue        | Actual Revenue          | Budgeted Expenditures Fund 130 | Budgeted Expenditures Fund 527 | Budgeted Expenditures Fund 570 | Budgeted Expenditures Fund 571 | Total Budgeted Expenditures | Differences Between Years | Differences Between Years | Budgeted FTEs Fund 130 (Only) | Differences Between Years | Total Budgeted FTE's (all CCRD) | Differences Between Years | Actual FTE's | Differences Between Years |
|------|-------------------------|-------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|-----------------------------|---------------------------|---------------------------|-------------------------------|---------------------------|---------------------------------|---------------------------|--------------|---------------------------|
| 2012 | \$ 30,555,114.00        | \$ 35,819,725.91        | \$ 5,695,385.00                | \$ 2,729,796.00                | \$ 2,504,892.00                | \$ 482,591.00                  | \$ 11,412,664.00            |                           |                           | 121                           |                           | 193                             |                           |              |                           |
| 2013 | \$ 33,364,000.00        | \$ 40,219,546.81        | \$ 5,555,564.00                | \$ 3,231,719.00                | \$ 2,638,445.00                | \$ 346,506.00                  | \$ 11,772,234.00            | -\$359,570.00             | 3.15%                     | 123.5                         | 2.07%                     | 196.5                           | 1.81%                     |              |                           |
| 2014 | \$ 41,500,000.00        | \$ 35,947,286.18        | \$ 5,686,120.00                | \$ 4,771,195.00                | \$ 3,599,488.00                | \$ 576,867.00                  | \$ 14,633,670.00            | -\$2,861,436.00           | 24.31%                    | 108                           | -12.55%                   | 190                             | -3.31%                    | 172          |                           |
| 2015 | \$ 33,916,000.00        | \$ 40,192,390.47        | \$ 5,484,174.00                | \$ 5,723,112.00                | \$ 2,496,691.00                | \$ 286,000.00                  | \$ 13,989,977.00            | \$643,693.00              | -4.40%                    | 99                            | -8.33%                    | 181                             | -4.74%                    | 160          | -6.98%                    |
| 2016 | \$ 33,293,302.00        | <b>\$ 31,971,486.88</b> | \$ 5,196,984.00                | \$ 4,925,288.00                | \$ 2,169,922.00                | \$ 280,749.00                  | \$ 12,572,943.00            | \$ 1,417,034.00           | -10.13%                   | 92                            | -7.07%                    | 171                             | -5.52%                    | 159          | -0.63%                    |
| 2017 | <b>\$ 36,500,000.00</b> |                         | <b>\$ 6,782,074.00</b>         | <b>\$ 3,889,560.00</b>         | <b>\$ 1,594,331.00</b>         | <b>\$ 457,117.00</b>           | <b>\$ 12,723,082.00</b>     | <b>-\$150,139.00</b>      | 1.19%                     | <b>79</b>                     | -14.13%                   | <b>143</b>                      | <b>16.37%</b>             | <b>146</b>   |                           |