

FISCAL YEAR 2021 REVENUES

Overview

GENERAL FUND

Inclusive of the effects of COVID-19, total General Fund revenue before transfers is projected to be **\$157,859,018**, a net decrease of \$11.8 million, or 7.0%, below the FY 2020 budget. This is a \$13.6 million reduction from the pre-COVID proposed revenue estimate. The net change by revenue category is shown below:

	Pre-COVID		Post-COVID		
	A	B	C	C - A	C - B
Revenue	FY 2020 Budget	FY 2021 Proposed	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
Property Taxes	\$42,915,724	\$43,199,742	\$42,142,742	(\$772,982)	(\$1,057,000)
Wage Taxes	70,461,600	72,433,705	\$65,840,370	(\$4,621,230)	(\$6,593,335)
Other Taxes	7,523,291	7,694,239	\$5,977,720	(\$1,545,571)	(\$1,716,519)
Licenses/Permits/Fees	5,065,290	4,457,000	\$3,883,472	(\$1,181,818)	(\$573,528)
Fines	9,142,000	9,373,000	\$8,154,141	(\$987,859)	(\$1,218,859)
Investments	1,031,000	369,000	\$184,500	(\$846,500)	(\$184,500)
Other Revenues	9,775,027	9,780,027	\$9,666,746	(\$108,281)	(\$113,281)
Other Governments	6,786,256	6,070,034	\$6,070,034	(\$716,222)	\$0
Task Force Revenues	5,883,626	6,026,744	\$5,063,006	(\$820,620)	(\$963,738)
County Seat Relief Package	11,088,839	12,037,252	\$10,876,287	(\$212,552)	(\$1,160,965)
Total	\$169,672,653	\$171,440,743	\$157,859,018	(\$11,813,635)	(\$13,581,725)

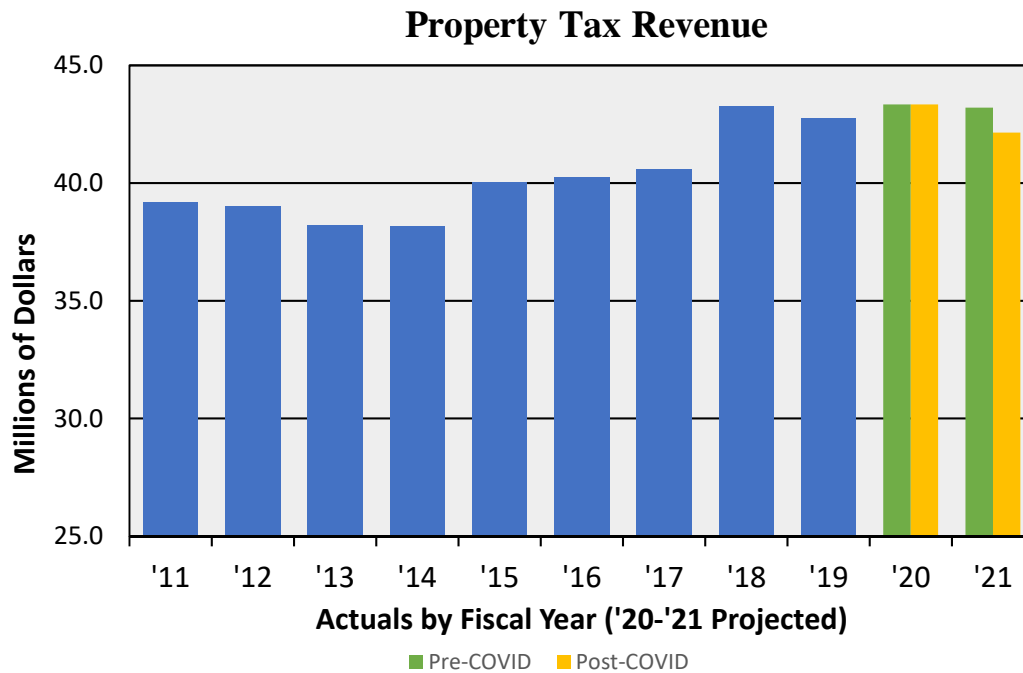
PROPERTY TAX

Basis: Assessment rolls

Critical Assumptions: Inclusive of COVID changes, Property Tax revenues are projected to total \$42.1 million, a decrease of \$773,000 from the FY 2020 budget. This is down more than \$1 million from the pre-COVID projection. Projected base billings for FY 2021 are \$43.0 million, which is inclusive of various post-billing adjustments from FY 2020. This base is reduced by \$250,000 in projected reassessment appeals, though this is partially offset by a combined \$109,000 in additional revenue due to expiring tax incentives and projected property improvements. We have doubled the allowance for doubtful accounts to 4%, which further reduces revenue by \$1.7 million. Lastly, one-time revenue from Penalty and Interest is expected to be \$1.0 million, down \$200,000 due to revisions to the code regarding the payment of delinquent accounts.

There is no Property Tax rate increase included in the FY 2021 budget.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$42,915,724	\$43,336,575	\$43,199,742	\$43,336,575	\$42,142,742	(\$772,982)	(\$1,057,000)



WAGE & NET PROFITS TAXES

Basis: Projected growth of local economy / wage inflation / corporate bonus compensation

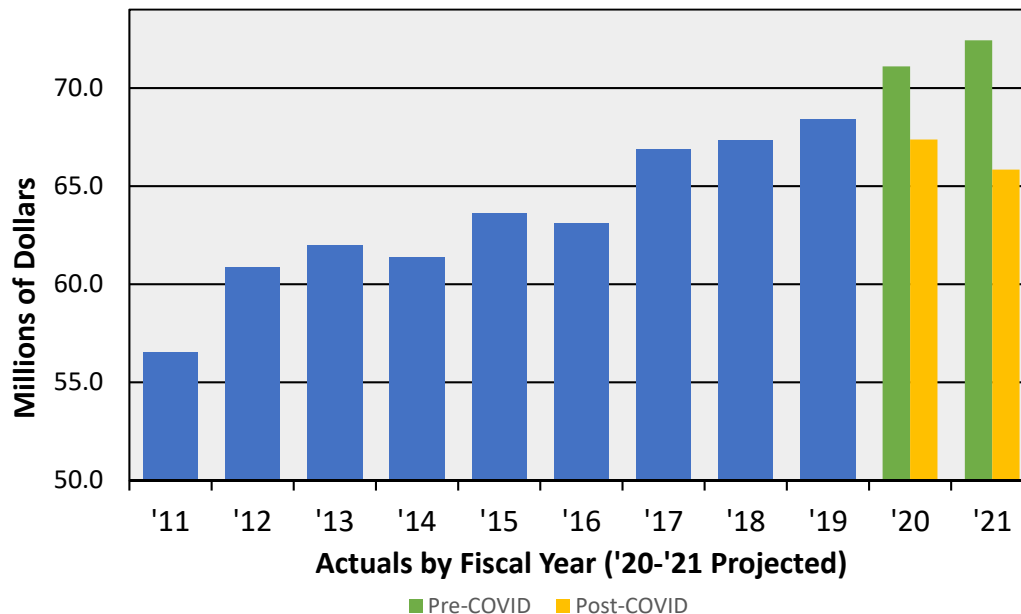
Critical Assumptions: Pre-COVID Wage Tax is built on an adjusted starting base of \$63.1 million, which includes a \$441,000 reduction due to the loss of approximately 500 Barclays jobs (expected to be finalized in FY 2020), as well as a \$65,000 increase due to FY 2020 audit collections made part of the base. In the absence of COVID, job growth was projected to be flat for FY 2021, and higher employee compensation was projected to increase taxable wages by 2.5%. Finally, audit and collection efforts in FY 2021 were expected to yield \$1.25 million in one-time revenue, the same as the FY 2020 budget.

Going forward, we expect that the layoffs, furloughs, and reduced earnings resulting from the COVID social distancing and business closures will result in a blended loss rate of 22.4% in Q1. This loss rate declines though the year as economic activity returns, ending at 1.5% down during Q4. This is effectively a 9.0% total reduction from the pre-COVID estimate, equal to a loss of \$5.9 million.

Net Profits revenue, which is remitted by business partnerships, professional associations, and limited liability corporations, was previously is expected to remain stable in FY 2021; however, we now project a year-end total reduction of \$677,000, or a bit over 10%. As Net Profits is paid on a calendar year basis, the revenues received during FY 2021 straddle two fiscal years. Due to this, the most heavily impacted periods (Q4 FY 2020 and Q1 FY 2021) fall into FY 2021. We have reduced each of these quarters by a weighted average of 17% (based on the mix of Net Profits payers, assuming the low-paying businesses are impacted most).

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$70,461,600	\$71,103,157	\$72,433,705	\$67,372,684	\$65,840,370	(\$4,621,230)	(\$6,593,335)

Wage & Net Profits Tax Revenue



OTHER TAXES

Basis: Trend analysis / growth of local economy

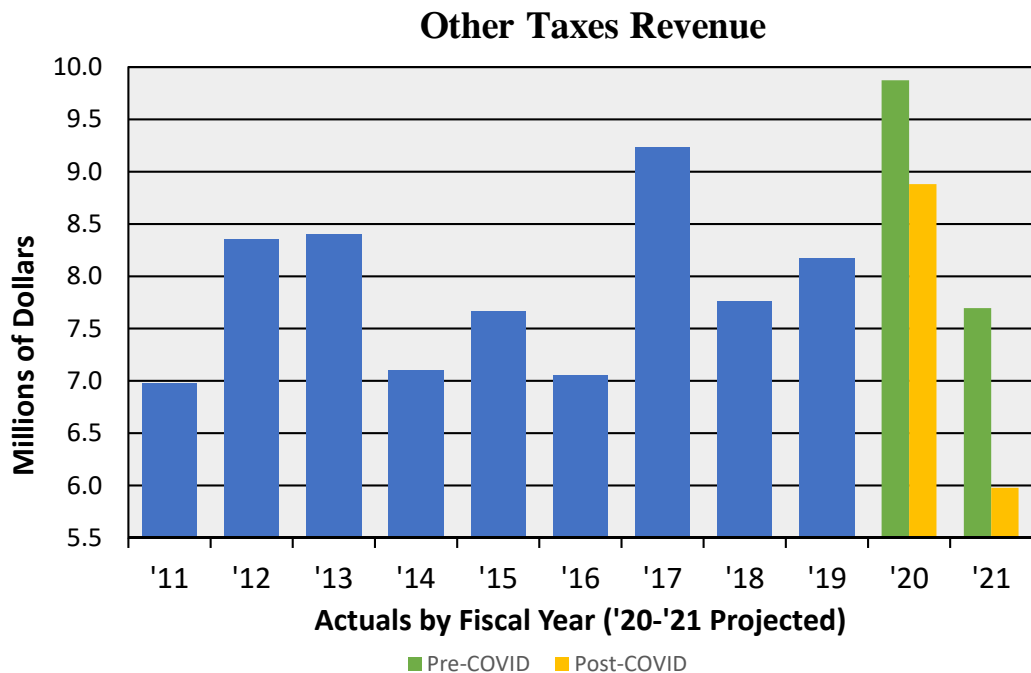
Critical Assumptions: Other Taxes are projected to decrease by \$1.6 million relative to FY 2020 budget. This includes the following:

Franchise Fees consists of 2% of the gross revenues from Delmarva Power electricity sales in the City (as Delmarva is the sole electricity distributor). While no COVID-specific changes are expected, we have adjusted this down by \$136,000 to better reflect recent revisions to the Delmarva Power franchise agreement.

Real Estate Transfer Tax revenues are projected to show significant declines in the first half of FY 2021, with both Residential and Commercial recovering later in the fiscal year. Combined, this results in a loss of \$1.1 million compared to the pre-COVID proposed budget.

Head Tax revenues are projected to decline by \$667,000 relative to the FY 2020 budget. Roughly half this reduction is due to the effects of the relocation of 500 Barclays jobs to New Jersey and an approximately 600-job exemption for Chemours, along with adjustments to better reflect prior-year actuals. Post-COVID, we have projected that the bulk of layoffs will impact low-wage workers, similar to Wage Tax. Given the relative mix of jobs in the City, this results in a blended loss rate of 20.1% in Q1, with the rate of losses declining to 4.0% by year end.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$7,523,291	\$9,872,621	\$7,694,239	\$8,879,594	\$5,977,720	(\$1,545,571)	(\$1,716,519)



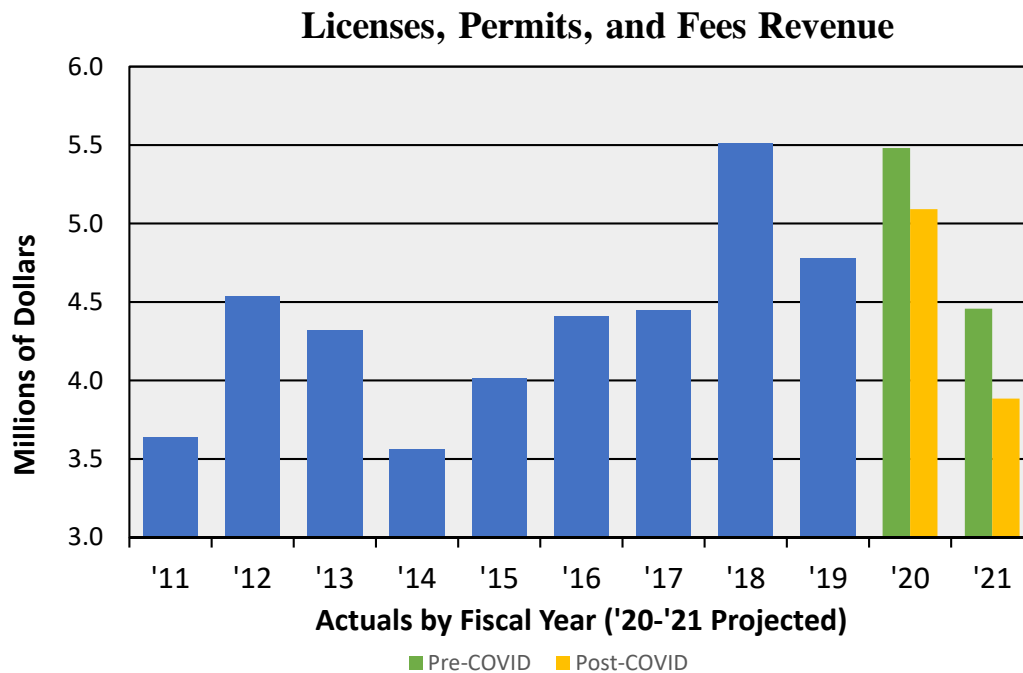
LICENSES, PERMITS, AND FEES

Basis: Trend analysis

Critical Assumptions: Licenses/Permits/Fees revenues are down by \$1.2 million in total compared to FY 2020.

Business License revenues are projected to be down by a \$857,000 from FY 2020 mainly because of the removal of a previously proposed change to the Rental License Fee, which was included in the FY 2020 budget but not subsequently passed into law. Consequently, the \$815,000 in revenue expected from the Fee change has not been included in the FY 2021 budget. We project only minor changes due to COVID, as most businesses are expected to remain as active business entities, even if economic activity is reduced. For Permits, we project that new construction activity will fall off significantly during Q1, and recover by year-end, resulting in a \$308,000 reduction relative to FY 2020. Finally, Fees, which mainly consists of parking meter revenues, are projected to be 50% lower in Q1, then subsequently return to roughly normal as the City discontinues free metered parking; due to growth in the Fee base, this only results in a net reduction of \$17,000.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$5,065,290	\$5,480,957	\$4,457,000	\$5,091,305	\$3,883,472	(\$1,181,818)	(\$573,528)



FINES

Basis: Trend analysis

Critical Assumptions: Taking into account COVID, Fines are projected to be down by \$988,000, to a new total of \$8.2 million. This consists of the following:

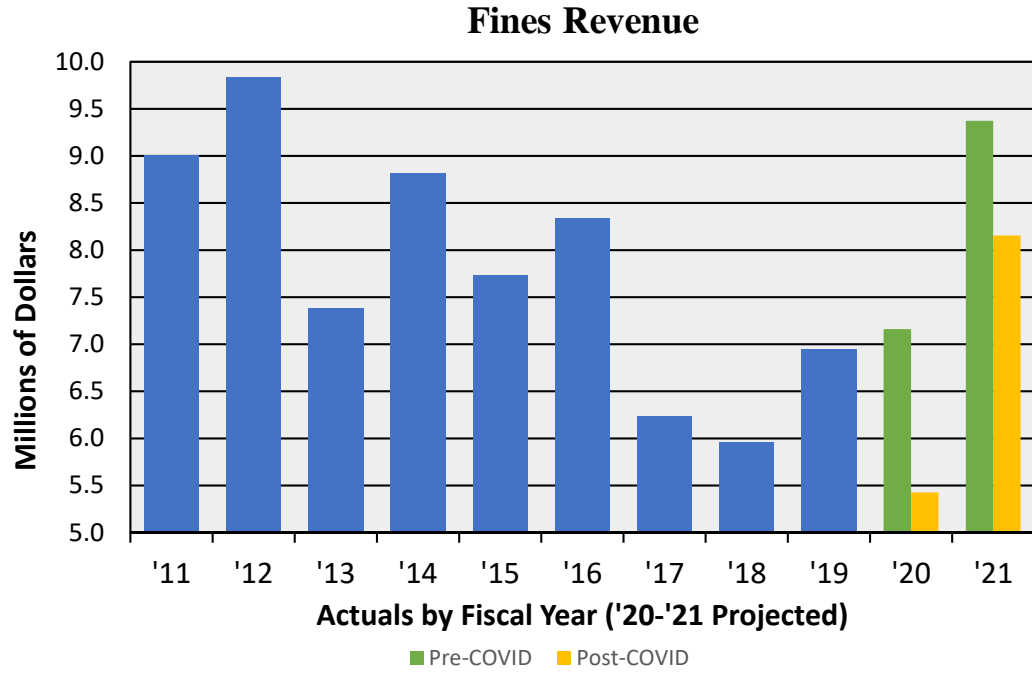
Criminal / Instant Ticket revenues are composed of Criminal Fines remitted by the State and the L&I Instant Ticketing Program. Criminal Fines are projected to decrease by \$30,000, based on historical trends; there is no expected impact from COVID. Instant Ticket revenues are projected to decrease by \$160,000; \$120,000 of this decrease is due to L&I reprioritizing their efforts to focus on rental inspections and housing code enforcement rather than instant ticketing. The remainder of the reduction is due to COVID, as Instant Tickets are expected to be 50% below normal in Q1, with issuance slowed considerably as L&I focuses on imminent threats to the health and safety of residents.

Redlight revenues, in total, are projected to decline by \$665,000 relative to FY 2020. In the absence of COVID, revenues were projected to remain effectively flat. However, due to ongoing reductions in vehicle traffic as fewer employees commute into the City, we assume a 30% loss for Q1, followed by a recovery over the next two quarters. This equates to a 12% change from the proposed budget, or a \$656,000 reduction.

Parking revenues were previously projected to increase by \$390,000, due mainly to a \$350,000 increase for improved collections of new and existing tickets. In addition, we had projected a \$65,000 increase to citations and a \$25,000 decrease for booting fines, both based on historical trends. However, the City has temporarily suspended ticketing, booting, and parking enforcement for metered parking and time-limited neighborhood parking. We assume this suspension ends midway through Q1, for a quarterly reduction of 50%. Parking revenues are expected to remain below normal through Q3 and recover in Q4. In total, this results in a loss of \$524,000 from the proposed budget, for a net reduction of \$134,000 relative to FY 2020.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$9,142,000	\$7,159,760	\$9,373,000	\$5,425,068	\$8,154,141	(\$987,859)	(\$1,218,859)

FINES (Continued)

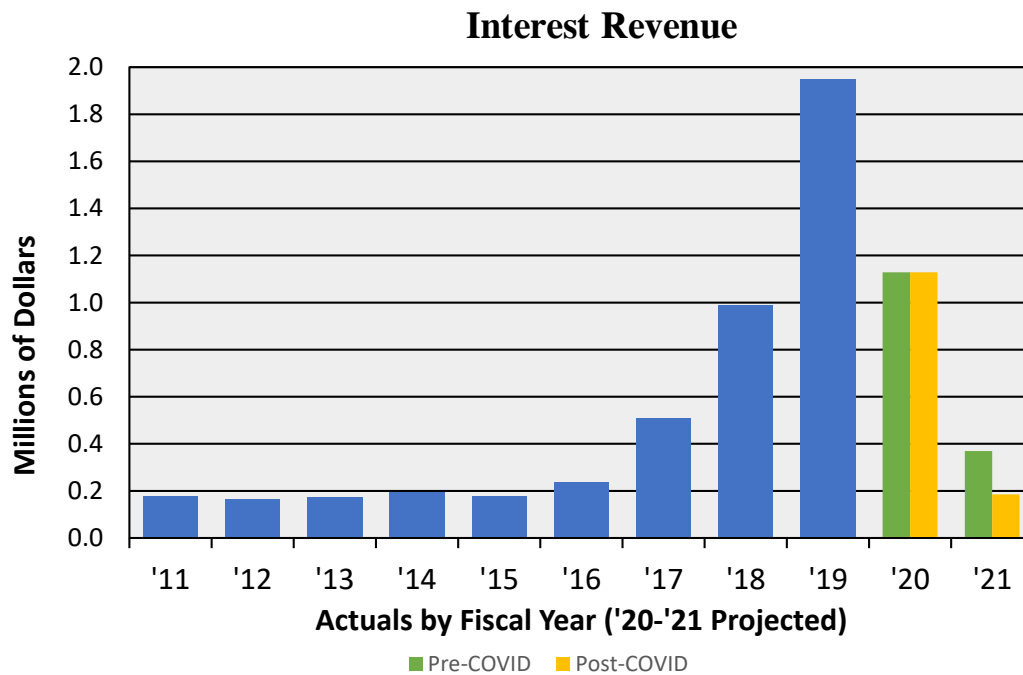


INTEREST

Basis: Trend analysis / interest rate projections / bond issuance

Critical Assumptions: Interest earnings on the City’s cash balances are projected to decrease \$847,000 relative to the FY 2020 budget. Given the recent precipitous decline in interest rates, the projection for FY 2021 is based on an average annual interest rate of 0.4%, approximately 150 basis points lower than the rates experienced by the City so far in FY 2020. This decline is further exacerbated by reductions in the City’s available cash, as overall revenue losses cause the City to tap into fund balance. This reduction is slightly offset by bond issuance expected to occur in November 2020 (which is assumed to be only partially spent in FY 2021).

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$1,031,000	\$1,128,053	\$369,000	\$1,128,053	\$184,500	(\$846,500)	(\$184,500)

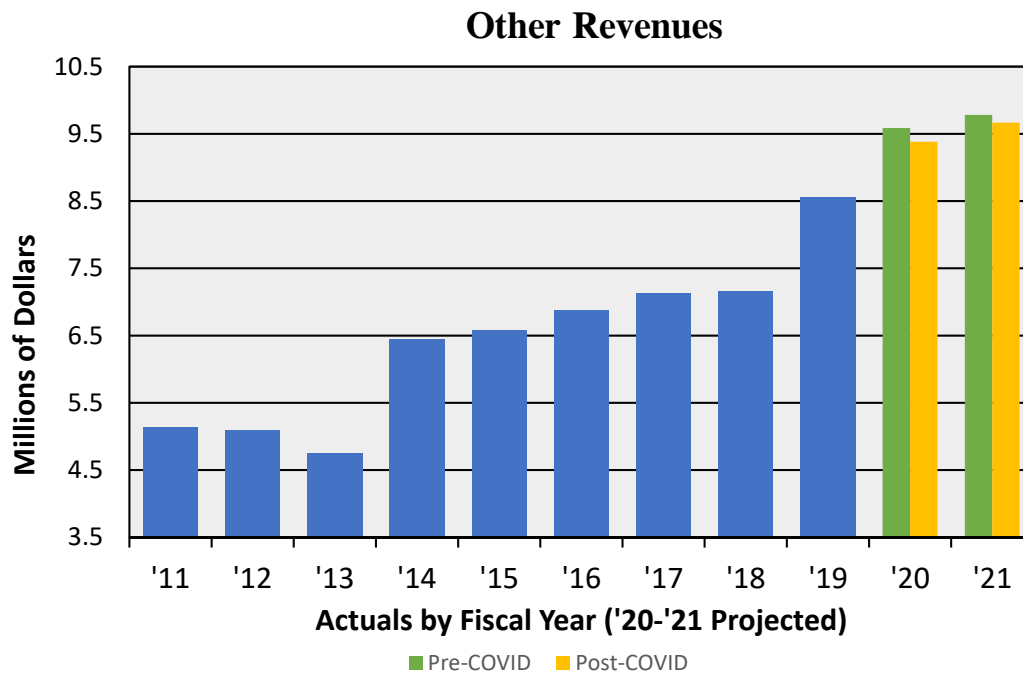


OTHER REVENUES

Basis: Trend analysis / contracts

Critical Assumptions: Other Revenues is comprised of Indirect Costs, General Government Charges, Rentals, and other miscellaneous revenues. Indirect Costs are charges to the Water/Sewer Fund reimbursing costs incurred by the General Fund in support of water, sewer, and stormwater utilities. In FY 2020, this was adjusted upwards by \$2.3 million to reflect the Water/Sewer Fund’s usage of various internal services which were transferred to the General Fund. There is no change to Indirect Costs for FY 2021. Rentals and Concessions revenues are projected to be 50% less than normal during Q1, as various events are cancelled. When combined with smaller reductions to General Government Charges, total Other Revenues are down \$108,000 from the FY 2020 budget.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$9,775,027	\$9,583,924	\$9,780,027	\$9,379,663	\$9,666,746	(\$108,281)	(\$113,281)



OTHER GOVERNMENTS

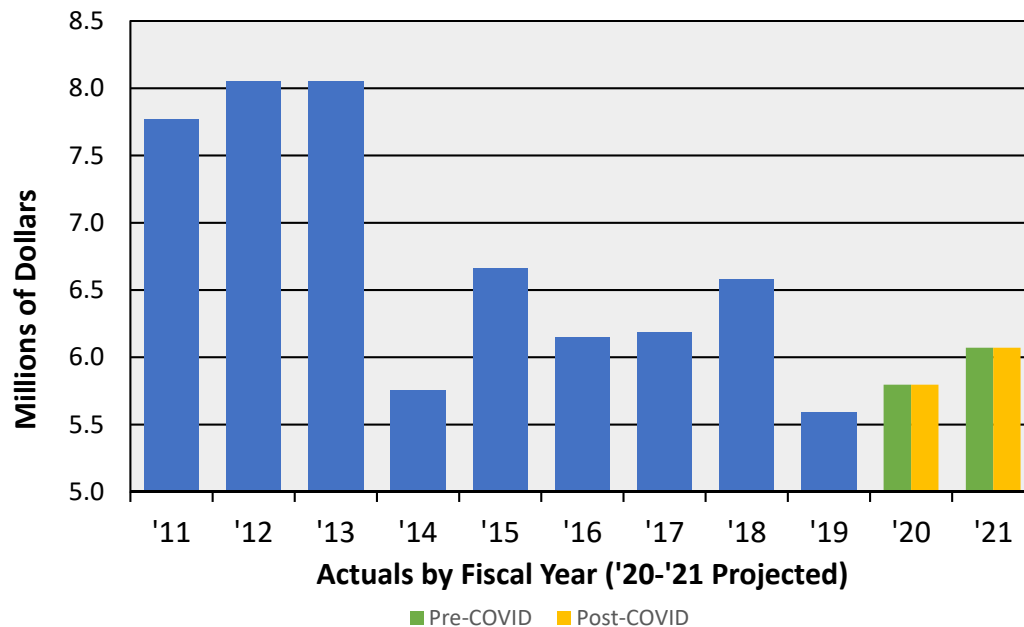
Basis: Estimates from State of Delaware / current debt schedules

Critical Assumptions: Other Governments consists of the State Pension Contribution and the State Port Debt Reimbursement. The State Pension Contribution is a pass-through grant that is offset against an equal amount appropriated for pension contribution expenses in the Fire and Police Departments. At the end of FY 2019, the City learned from the State Insurance Commissioner’s Office (which determines the contribution amount) that the contribution had been previously miscalculated and had not only been reduced for FY 2019 but would be lower going forward. Consequently, the FY 2021 contribution has been reduced by \$991,000 to a new total of \$5.2 million. This is consistent with the amount received in FY 2019 and the revised amount projected for FY 2020.

The State Port Debt Reimbursement is related to the 1996 sale of the Port from the City to the State. Per the sale agreement, the outstanding Port debt remains as a liability on the City’s books. In 2018, the State entered into a long-term lease of the Port, and subsequently provided the City with full payment for the outstanding debt. The City has amortized these funds and will continue to budget debt payments for the remaining life of the associated bonds. For FY 2021, the reimbursement is \$871,000, up \$275,000 from FY 2020.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$6,786,256	\$5,795,533	\$6,070,034	\$5,795,533	\$6,070,034	(\$716,222)	\$0

Other Governments Revenues



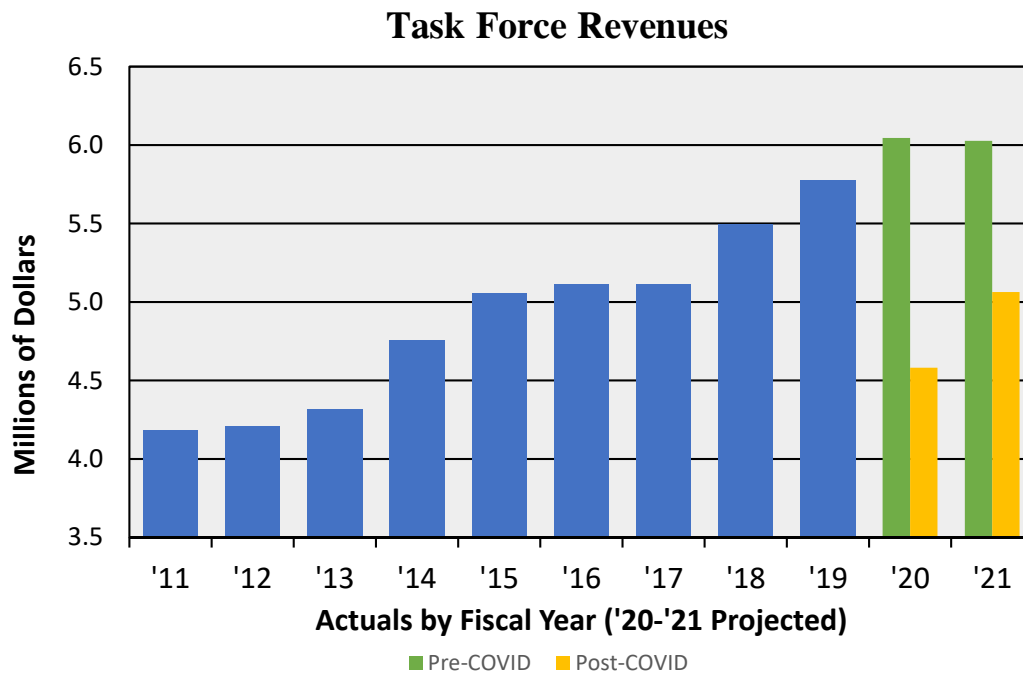
TASK FORCE REVENUES

Basis: Estimates from State of Delaware / trend analysis / State agreements

Critical Assumptions: Task Force Revenues were created as a result of the Governor’s Task Force, which took effect in FY 2004. As a result, each county seat (Wilmington being the county seat of New Castle County) receives the revenue derived from the State filing fee for corporations and limited liability companies (LLC). The State also passed enabling legislation that allowed the City to create a 2% Lodging Tax and a 2% Natural Gas Franchise Fee on gross sales of natural gas in the City.

Taking into account the effects of COVID, Task Force Revenues are projected to be down a total of \$821,000 from the FY 2020 budget. Given the expected slowdown in corporate activity, we have reduced both Corporate Filing Tax and LLC Filing Tax by 75% in Q1, with both returning to normal by Q3. Net of base growth, this results in budget-to-budget projected reductions of \$180,000 and \$402,000, respectively. Similarly, we expect Lodging Tax to be hit extremely hard by travel and social distancing restrictions. We have projected an 85% reduction in Q1, followed by a recovery by Q3, for a year-end reduction of \$134,000. Finally, Natural Gas Tax has been reduced by 20%, based on the reductions in the price of natural gas.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$5,883,626	\$6,045,099	\$6,026,744	\$4,580,494	\$5,063,006	(\$820,620)	(\$963,738)



COUNTY SEAT RELIEF PACKAGE

Basis: Estimates from State of Delaware / trend analysis

Critical Assumptions: The County Seat Relief Package is a bundle of escalating revenue enhancements built upon the Governor’s Task Force and intended to provide further diversification to support the three county seats in the State of Delaware. The FY 2021 projection totals a combined \$10.9 million, down \$213,000 from FY 2020. This is composed of the following:

Statutory Trust Filing Fees, which are capped at \$1.0 million, are unchanged from the FY 2020 budget.

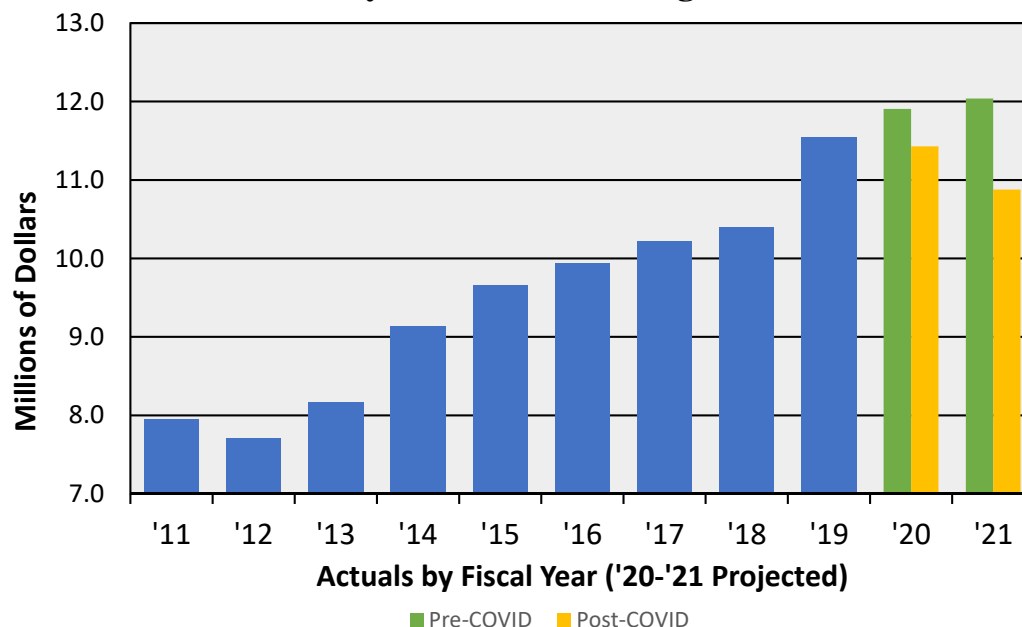
New Castle County Corporate Filing Fees are projected to decrease 75% in Q1 then recover by Q3, for a reduction of \$148,000 relative to the FY 2020 budget.

Uniform Commercial Code (UCC) Filing Fees are projected to decline only slightly from the FY 2020 budget, for a loss of \$65,000 (or 1% annualized), as UCC Filings are heavily driven by corporate bankruptcies and historically have remained relatively level during previous downturns.

The **Payment in Lieu of Taxes (PILOT)** on what would usually be tax-exempt properties in the City is effectively unchanged for FY 2021. Note that this is an \$833,000 decrease from the proposed pre-COVID budget, as we project that the PILOT will be reduced to its FY 2017 value, given that the State will face fiscal pressure to return the PILOT to its historical amount.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$11,088,839	\$11,904,134	\$12,037,252	\$11,428,210	\$10,876,287	(\$212,552)	(\$1,160,965)

County Seat Relief Package Revenues



TRANSFERS AND USE OF FUND BALANCE

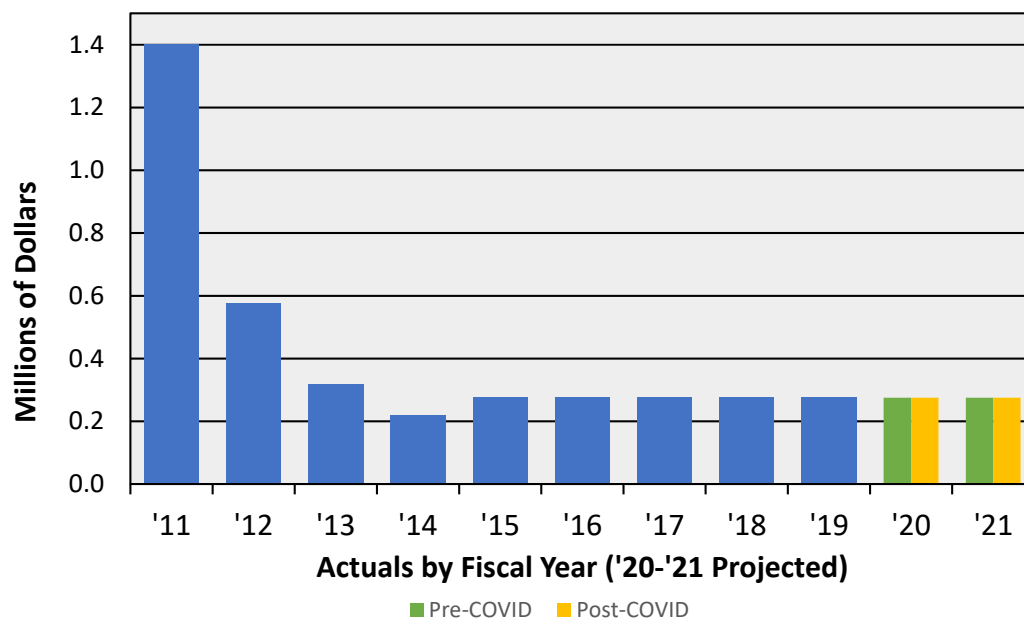
Basis: Authorized transfers from other funds / budgeted expenditures minus projected revenues

Critical Assumptions: There are no prior year designations in FY 2021. There is only the usual transfer from the Wilmington Parking Authority (WPA) in the amount of \$275,000.

Note that no estimate has been made for usage of fund balance to balance the FY 2021 budget, as the expenditure budget is still in development.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$275,000	\$275,000	\$275,000	\$275,000	\$275,000	\$0	\$0

Transfers and Use of Fund Balance



**Water/Sewer Fund Revenues
Fiscal Year 2021**

WATER/SEWER FUND

Inclusive of the effects of COVID, total Water / Sewer Fund revenue is projected to be **\$79,216,541**, a net decrease of \$4.4 million, or 5.3%, below the FY 2020 budget. This is an \$5.2 million reduction from the pre-COVID proposed revenue estimate. The net change by revenue category is shown below:

	Pre-COVID		Post-COVID		
	A	B	C	C - A	C - B
Revenue	FY 2020 Budget	FY 2021 Proposed	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
Direct User Fees	\$54,940,000	\$53,353,000	\$48,165,541	(\$6,774,459)	(\$5,187,459)
Stormwater Billings	\$8,030,000	\$8,074,000	\$8,074,000	\$44,000	\$0
New Castle County Sewer	\$19,578,000	\$21,882,000	\$21,882,000	\$2,304,000	\$0
Rentals	\$1,085,000	\$1,065,000	\$1,065,000	(\$20,000)	\$0
Solar Panel Revenue	\$30,000	\$30,000	\$30,000	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0
Total	\$83,663,000	\$84,404,000	\$79,216,541	(\$4,446,459)	(\$5,187,459)

DIRECT USER FEES

Basis: Trend analysis / management initiatives

Critical Assumptions: In total, Direct User Fees are projected to be almost \$48.2 million, a decrease of \$6.8 million from FY 2020, or 12.3%. Given FY 2019 actual consumption, in the absence of COVID base FY 2021 billings are expected to be \$50.2 million, down from the \$51.0 million that had been projected in FY 2020. Post-COVID, this is reduced by an additional \$2.2 million. Based on data provided by Black & Veatch, commercial customers are expected to use 33% less water during Q1 while other users are expected to remain relatively flat, for an overall weighted annualized revenue decrease of 4.3%.

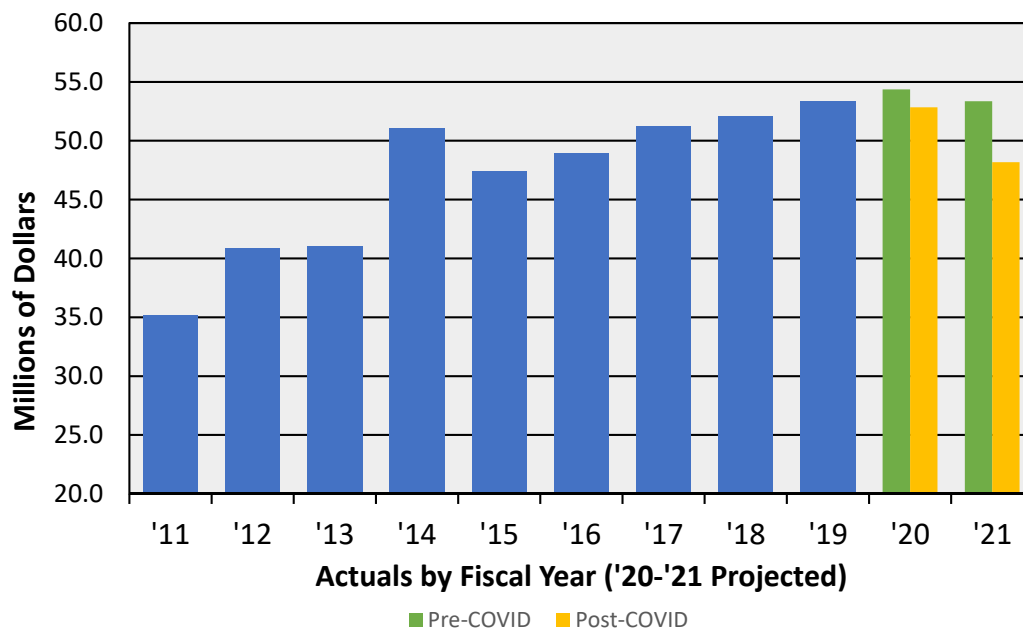
This is further reduced by a nearly \$2.6 million loss (relative to the FY 2020 budget) for changes in the bad debt adjustment factor. Pre-COVID, we projected a \$486,000 reduction in order to be more consistent with the collection rate currently experienced by the Finance Department. Post-COVID, we expect the bad debt rate to more than double (to annualized rate of 7.5%) for an additional loss of \$2.1 million.

Finally, total penalty and interest has been reduced by almost \$1.2 million compared to FY 2020. \$269,000 of this change is the result of May 2019 revisions to the City code regarding the payment of delinquent accounts. These code changes, which were not reflected in the FY 2020 budget, are intended to enable delinquent customers to satisfy their obligations to the City in a timelier manner. On top of this, Post-COVID penalty and interest waivers are expected to result in an additional \$926,000 reduction.

There are no increases to Water or Sewer rates for FY 2021.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$54,940,000	\$54,361,539	\$53,353,000	\$52,829,158	\$48,165,541	(\$6,774,459)	(\$5,187,459)

Direct User Fees Revenues



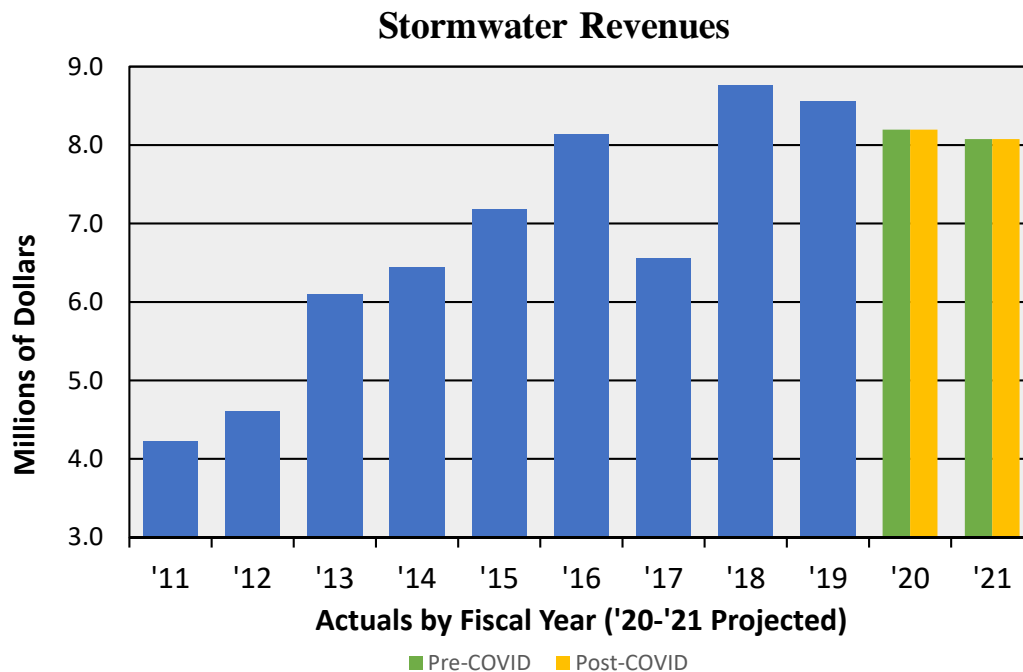
STORMWATER BILLINGS

Basis: Trend analysis / management initiatives

Critical Assumptions: Stormwater Billings are the revenues derived from the Stormwater Property Fee, which is charged to all property owners in the City. The fee is not based on a consumption factor, but rather on the size of property and the characteristics of associated land and buildings as they relate to the generation of stormwater runoff. The Stormwater Billings base for FY 2021 is nearly \$8.5 million. After allowing for a total of \$425,000 in uncollectable accounts, a total of \$8.1 million is projected for FY 2021, an increase of \$44,000 over FY 2020. We currently estimate no impact due to COVID.

Note that there are no increases to Stormwater rates for FY 2021.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$8,030,000	\$8,195,177	\$8,074,000	\$8,195,177	\$8,074,000	\$44,000	\$0



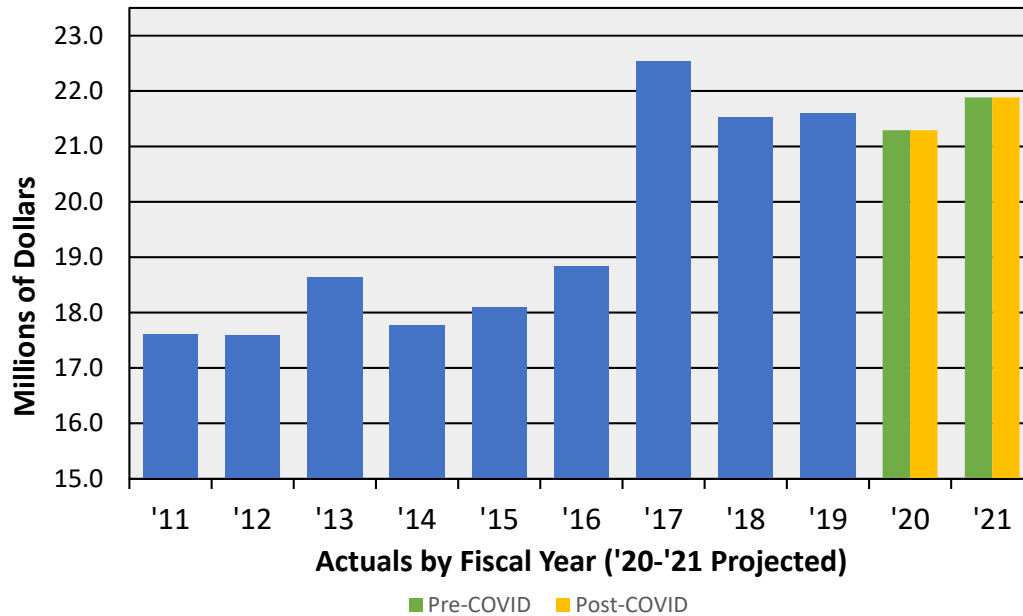
NEW CASTLE COUNTY SEWER SERVICES

Basis: Contract with New Castle County

Critical Assumptions: New Castle County Sewer is the revenue associated with the City’s treatment of sewage from New Castle County. The City and County are currently in the process of finalizing a new sewer contract, and the County has begun providing an increased monthly payment. Based on this, NCC Sewer revenues are projected to increase by \$2.3 million in FY 2021, to a new total of nearly \$21.9 million.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$19,578,000	\$21,289,737	\$21,882,000	\$21,289,737	\$21,882,000	\$2,304,000	\$0

New Castle County Sewer Revenues



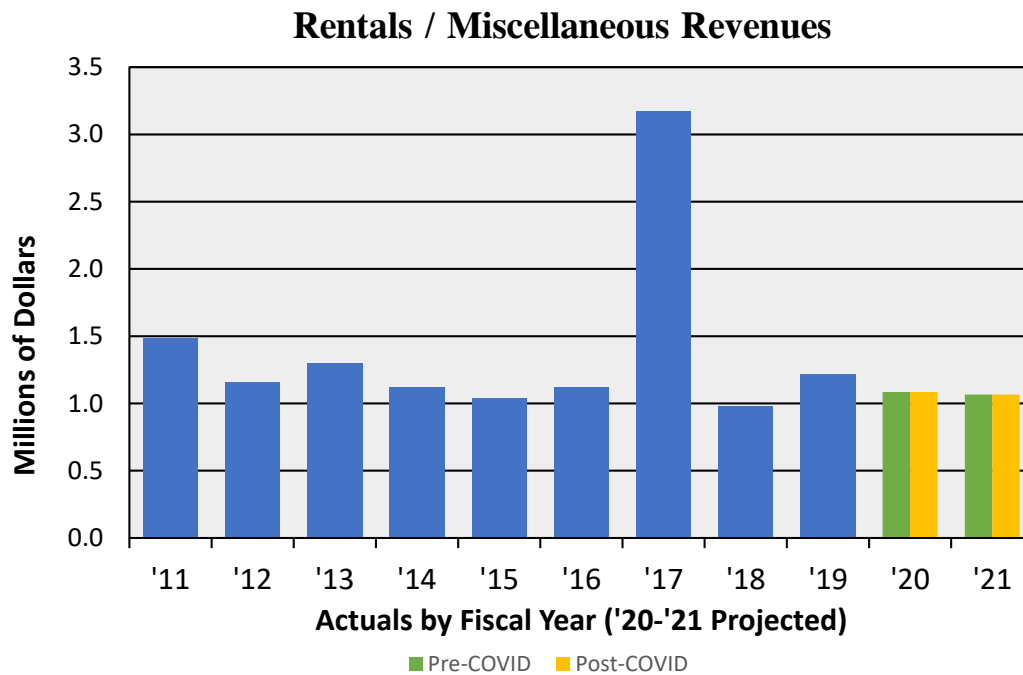
RENTALS / MISCELLANEOUS

Basis: Leases / contracts

Critical Assumptions: Pre-COVID: Rentals revenues are the fees charged to telecommunication companies that rent space on the City’s water tanks for antennae and transmitters. This category is expected to decrease by \$20,000, to a new total of almost \$1.1 million. There are no changes due to COVID, as these revenues are contractual.

Actuals in FY 2017 reflect the one-time \$2.2 million EPA fine of the International Petroleum Corporation for Clean Water Act violations.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$1,085,000	\$1,085,000	\$1,065,000	\$1,085,000	\$1,065,000	(\$20,000)	\$0



SOLAR PANEL REVENUE

Basis: Leases / contracts

Critical Assumptions: Solar Panel Revenue is derived from the sale of Solar Renewable Energy Credits (SRECs) earned by the solar arrays located at various municipal sites (most notably the Porter Filter Plant). The projected revenue for FY 2021 is unchanged from FY 2020, at \$30,000. No changes are expected due to COVID.

Pre-COVID			Post-COVID			
A	B	C	D	E	E - A	E - C
FY 2020 Budget	FY 2020 Projected	FY 2021 Proposed	FY 2020 Projected	FY 2021 Projected	Year / Year Budget Δ	Post-COVID FY 2021 Δ
\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$0	\$0

Solar Panel Revenues

