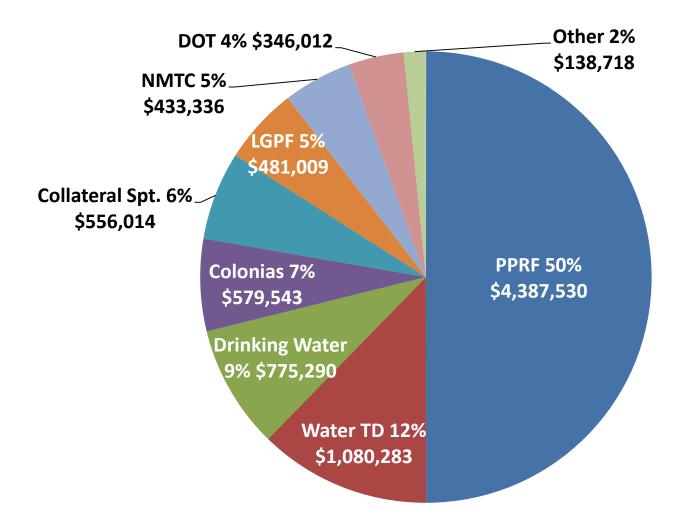
New Mexico Finance Authority

Budget Presentation to Legislative Oversight Committee November 15, 2016

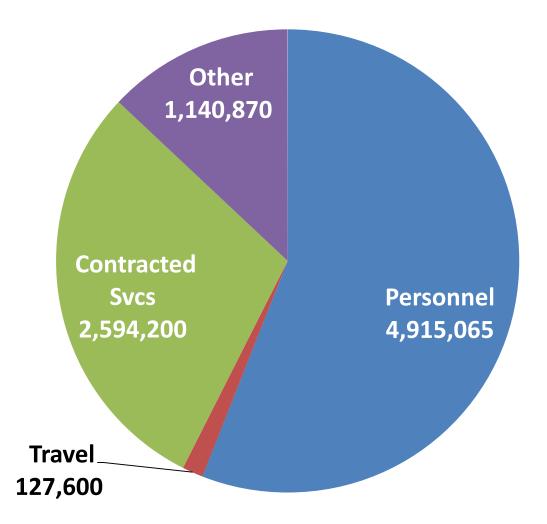
New Mexico Finance Authority Budget for Fiscal Years 2016 thru 2017

	Dudact EV40		Dudget EV47	Budget FY17 to Actual	Budget FY16 to Budget
REVENUES	Budget FY16	Actual FY16	Budget FY17	FY16	FY17
Administration fee revenue	3,939,407	3,532,578	3,697,400	4.7%	-6.1%
Interest revenue bonded loans	47,970,000	48,745,502	49,955,000	2.5%	4.1%
Interest on equity loans	2,810,650	2,989,052	2,055,500	-31.2%	-26.9%
Interest income from investments	990,100	1,548,383	1,575,900	1.8%	59.2%
Appropriation revenue	41,569,000	33,127,880	38,849,900	17.3%	-6.5%
Grant revenue	62,426,632	56,602,985	57,650,000	1.8%	-7.7%
Total Revenues	159,705,789	146,546,379	153,783,700	4.9%	-3.7%
EXPENDITURES					
Operating Expenses					
Personnel services	4,966,146	4,515,207	4,915,065	8.9%	-1.0%
Professional services	2,741,100	2,693,081	2,594,200	-3.7%	-5.4%
Operating costs	1,410,298	1,104,879	1,268,470	14.8%	-10.1%
Total - Operating Expenses	9,117,544	8,313,167	8,777,735	5.6%	-3.7%
Non-Operating Increases (Decreases)					
Capital Outlay	(14,300,000)	(19,100,000)	(16,200,000)	-15.2%	13.3%
Grants to others	(55,378,969)	(44,860,328)	(61,810,089)	37.8%	11.6%
Transfers to other agencies	(5,805,000)	(11,727,594)	(9,535,000)	-18.7%	64.3%
New loans	(25,237,677)	(11,776,862)	(7,202,018)	-38.8%	-71.5%
Bond/Loan interest Expense	(48,366,599)	(51,154,490)	(48,258,858)	-5.7%	-0.2%
Bond Issuance Expense	(1,500,000)	(1,525,161)	(2,000,000)	31.1%	33.3%
Net other increases (decreases)	(150,588,245)	(140,144,435)	(145,005,965)	3.5%	-3.7%
Excess (deficit) revenues over expenses	\$-	\$ (1,911,223)	\$-		

Total Operating Budget Distribution \$8,777,735



Total Operating Budget by Category \$ 8,777,735



Distribution of Personnel Resources

		Behavorial Hea % Hours		h Child Care Fund % Hours		Colonias % Hours		DOT (GRIP) % Hours		Drinking Water % Hours		Economic Development % Hours	
Employee/Position	<u>Amount</u>	of hrs	Allocated	of hrs	Allocated	<u>of hrs</u>	Allocated	of hrs	Allocated	of hrs	Allocated	of hrs	Allocated
LENDING (PPRF)													
Chief Lending Officer	2,080		-		- 1	5%	104		-	5%	104		-
PPRF Analyst	2,080		-		-		_		-		_		-
Lending Office	2,080		-		-	10%	208		-	10%	208		-
Lending Officer	2,080		-		-		_		-	5%	104		-
Senior Lending Officer	2,080		-		-		-		_	5%	104		
Senior Lending Officer	2,080		-		-		-		-	5%	104		
Senior Administrative Assistant	2,080		-		-		-		-		_		
Sub-total			_		_		312.00		_		624.00		_
ACCOUNTING													
Chief Financial Officer - New Position	2.080		-		- 1	6%	125		_	10%	208		_
Senior Accountant I	2,080		-		-		-		-	2%	42		-
Senior Accountant I	2,080		_		_		_		_	270			_
Accountant III	2,080		_		_	7%	146	4%	83	9%	187		_
Director of Loan Operations	2,080		_		_	1 /0	-	470		1%	21		_
Accountant II	2,080				_	7%	146	4%	83	9%	187		
Senior Accountant II	2,080		-		-	1-70	146	4%	63	68%	1.414		-
Senior Accountant II Senior Accountant II	2,080		-		-	6%	- 125		-	68%	1,414 62		
			-		-		125	404	-		62 187		-
Accountant I	2,080		-		-	7%		4%	83	9%			-
Sub-total	18,720	<u> </u>	-		-		686.40		249.60		2,308.80		-
ADMINISTRATION													
Chief Adminstrative Officer	2,080		-		-	7%	146	4%	83	9%	187		-
Admin Support Specialist II	2,080		-		-	7%	146	4%	83	9%	187		-
IT Systems Analyst	2,080		-		-	7%	146	4%	83	9%	187		-
Information Security Analyst	2,080		-		-	7%	146	4%	83	9%	187		-
Admin Support Specialist I	2,080		-		-	7%	146	4%	83	9%	187		-
Director of IT	2,080		-		-	7%	146	4%	83	9%	187		-
Salary Survey	- 1		-		-	7%	-	4%	-	9%	-		-
Sub-total	12,480		-		-		873.60		499.20		1,123.20		-
PROGRAMS - PRIVATE LENDING													
Director of Commercial Lending	2,080	5%	104		- 1		-		-		-	5%	104
Senior Administrative Assistant	2,080	5%	104		-		-		-		-	10%	208
Commercial Credit Analyst	2.080	10%	208		-		-		-		-	10%	208
Commercial Lender	2.080	10%	208	2%	42		_		-		-	10%	208
Chief of Programs	1,040	2%	21		-	10%	104		-	10%	104	5%	52
Sub-total			644.80		41.60		104.00		_		104.00		780.00
FINANCE													
Chief Financial Strategist	2,080		_		-		-	25%	520		_		
Investment Manager	2.080		_		_		_	25%	520		_		_
Sub-total			_		_		_	2070	1.040.00		_		_
EXECUTIVE									1,010.00				
Chief Executive Officer	2.080					7%	146	4%	83	9%	187		1
Executive Assistant	2,080		-		-	7%	146	4%	83	9%	187		-
			-		-								-
Compliance Officer	2,080		-		-	7%	146	4%	83	9%	187		-
Sub-total	6.040		-		-		400.00		- 249.60		- 561.60		-
	6,240	<u> </u>	-		-		436.80		249.60		561.60		-
GENERAL COUNSEL	0.000										- · ·		
Asst General Counsel	2,080		-		-	13%	260	1%	21	2%	42	1%	21
General Counsel	2,080		-		-	2%	42	5%	104	2%	42	2%	42
Asst General Counsel	2,080		-		-	1%	21	3%	62	8%	156	1%	21
Paralegal			-		-		-		-		-		-
Sub-total	<u>6,240</u>		-		-		322.40		187.20		239.20		83.20
PROGRAMS - WATER													
Senior Program Administrator	2,080		-		-		-		-	95%	1,976		-
Senior Program Administrator	2,080		-		-		-		-	100%	2,080		-
Senior Administrative Assistant	2,080		-		-	35%	728		-		-		-
Senior Program Administrator - PG/Coloni	i 2,080		-		-	35%	728		-		-		-
Senior Program Administrator - WTB	2,080		-		-	35%	728		-		-		-
Chief of Programs	1,040	2%	21		-	10%	104		-	10%	104	5%	52
Prog Admin - DW/WTB	2,080				-	35%	728		-	10%	208		
New Position	2,080		-		-	25%	520		-	25%	520		-
Sub-total			20.80		-		3,536.00		-		4,888.00		52.00
Cub total						1	1,222.00				.,		
Totals - Hours	87,360		665.60	-	41.60	-	6.271.20	-	2.225.60	-	9.848.80	-	915.20
		-					0,271.20		,		-,		-
FTE Equivalent	42.00		0.32		0.02		3.02		1.07		4.74		0.44

Distribution of Personnel Resources

			Government ing Grant Hours		larkets Tax redits Hours		ary Care ital Fund Hours	%	PPRF Hours		NESS NITIATIVE Hours		ER TRUST DARD Hours
Employee/Position	Amount	of hrs	Allocated	of hrs	Allocated	of hrs	Allocated	of hrs	Allocated	of hrs	Allocated	of hrs	Allocated
LENDING (PPRF)		0	<u>/ moodtod</u>	<u></u>	<u>/ 11000000</u>	<u></u>	<u>/ 110 001000</u>	01110	<u>/ moodtod</u>	00	<u>/ 110000100</u>	<u> <u>or mo</u></u>	<u>/ 1100001000</u>
Chief Lending Officer	2.080	504						80%	1 00 1			5%	
PPRF Analyst	2,080	5%	104		-		-		1,664		-	5%	104
Lending Office	2,080	504	-		-		-	100%	2,080		-	1504	-
Lending Officer	2,080	5%	104		-		-	60%	1,248		-	15%	312
Senior Lending Officer	2,080	10%	208		-		-	80%	1,664		-	5%	104
	2,080	10%	208		-		-	80%	1,664		-	5%	104
Senior Lending Officer		10%	208		-		-	80%	1,664		-	5%	104
Senior Administrative Assistant	2,080		-		-		-	100%	2,080		-		-
Sub-total	14,560		832.00		-		-		12,064.00		-		728.0
ACCOUNTING													
Chief Financial Officer - New Position	2,080	3%	62	5%	104		-	59%	1,227	3%	62	14%	291
Senior Accountant I	2,080		-		-	1%	21	96%	1,997		-	1%	21
Senior Accountant I	2,080		-	17%	354		-	80%	1,664	3%	62		-
Accountant III	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Director of Loan Operations	2,080	7%	146	1%	21		-	87%	1,810	1%	21	3%	62
Accountant II	2,080	4%	83	7%	146		_	52%	1,082	5%	104	12%	250
Senior Accountant II	2,080	770		1 /3	-	4%	83	26%	541	578	-	2%	42
Senior Accountant II	2,080	3%	62		_	4 /0		82%	1,706		_	6%	125
Accountant I	2,080	3% 4%		78/	- 146		-	82% 52%		5%	-	12%	250
Sub-total	18,720	4%	83	7%			-	52%	1,082	5%	104	12%	
	.0,120		520.00		915.20		104.00		12,188.80		457.60		1,289.60
	0.000												
Chief Adminstrative Officer	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Admin Support Specialist II	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
IT Systems Analyst	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Information Security Analyst	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Admin Support Specialist I	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Director of IT	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
Salary Survey	-	4%	-	7%	-		-	52%	.,	5%	-	12%	
Sub-total	12,480	. 70	499.20	. , , ,	873.60			0270	6,489,60	070	624.00	. 270	1.497.60
PROGRAMS - PRIVATE LENDING			400.20		070.00				0,400.00		024.00		1,457.00
Director of Commercial Lending	2,080			75%	4 5 6 9	3%	62	2%	40	10%	000		
Senior Administrative Assistant	2,080		-		1,560			2%	42		208		-
Commercial Credit Analyst	2,080		-	60%	1,248	5%	104		-	20%	416		-
Commercial Lender	2,080		-	35%	728	5%	104		-	40%	832		-
Chief of Programs	1,040		-	40%	832	3%	62		-	35%	728		-
		5%	52	40%	416	1%	10	5%	52	7%	73	15%	156
Sub-total	9,360		52.00		4,784.00		343.20		93.60		2,256.80		156.00
FINANCE													
Chief Financial Strategist	2,080		-		-		-	75%	1,560		-		-
Investment Manager	2,080		-		-		-	75%	1,560		-		-
Sub-total	4,160		-		-		-		3,120.00		-		-
EXECUTIVE													
Chief Executive Officer	2,080	4%	83	7%	146			52%	1,082	5%	104	12%	250
Executive Assistant	2,080	4%	83	7%	146		_	52%	1,082	5%	104	12%	250
Compliance Officer	2,080	4%	83	7%	146		-	52%	1,082	5%	104	12%	250
	_,	4 %	03	170	140		-	5276	1,082	576	104	1270	250
Sub-total	6.240		249.60		436.80		-		- 3,244.80		- 312.00		- 748.80
GENERAL COUNSEL	5,2.5	<mark></mark>	249.60		430.80		-		3,244.80		312.00		748.80
Asst General Counsel	2,080												
													42
Coperal Coursed		18%	364	2%	42		-	62%	1,279	1%	10	2%	
General Counsel	2,080	2%	42	5%	104		-	78%	1,622	2%	42	2%	42
Asst General Counsel							- - -						
Asst General Counsel Paralegal	2,080 2,080	2%	42 42 -	5%	104		- - -	78%	1,622 1,435 -	2%	42 21 -	2%	42 312 -
Asst General Counsel Paralegal Sub-total	2,080	2%	42	5%	104		- - - -	78%	1,622	2%	42	2%	42
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER	2,080 2,080 6,240	2%	42 42 -	5%	104 10 -		- - - -	78%	1,622 1,435 -	2%	42 21 -	2%	42 312 -
Asst General Counsel Paralegal Sub-total	2,080 2,080 6,240 2,080	2% 2%	42 42 - 447.20	5%	104 10 -		- - - -	78%	1,622 1,435 -	2%	42 21 -	2%	42 312 -
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER	2,080 2,080 6,240	2%	42 42 -	5%	104 10 -			78%	1,622 1,435 -	2%	42 21 -	2%	42 312 -
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator	2,080 2,080 6,240 2,080	2% 2% 5%	42 42 - 447.20 104 -	5%	104 10 -			78%	1,622 1,435 -	2%	42 21 -	2% 15%	42 312 - - 395.20 - -
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant	2,080 2,080 6,240 2,080 2,080 2,080	2% 2% 5%	42 42 - - 447.20 104 - 104	5%	104 10 -			78%	1,622 1,435 -	2%	42 21 - 72.80 - - -	2% 15% 60%	42 312 - - 395.20 - - 1,248
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Program Administrator - PG/Coloni	2,080 2,080 6,240 2,080 2,080 2,080 2,080	2% 2% 5%	42 42 - 447.20 104 -	5%	104 10 -		- - - - - - - -	78%	1,622 1,435 -	2%	42 21 -	2% 15% 60% 25%	42 312 - - - - 1,248 520
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB	2,080 2,080 6,240 2,080 2,080 2,080 2,080 2,080	2% 2% 5% 40%	42 42 	5% 1%	104 10 - - 156.00 - - - - - - - -			78% 69%	1,622 1,435 - - 4,336.80 - - - - - - - - -	2% 1%	42 21 - - - - - - - - - - -	2% 15% 60% 25% 65%	42 312 - - 395.20 - - 1,248 520 1,352
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs	2,080 2,080 6,240 2,080 2,080 2,080 2,080 2,080 1,040	2% 2% 5% 40% 5%	42 42 	5%	104 10 -	1%	- - - - - - - - - - - - - -	78%	1,622 1,435 -	2%	42 21 - 72.80 - - -	2% 15% 60% 25% 65% 15%	42 312 - - - 1,248 520 1,352 156
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB	2,080 2,080 6,240 2,080 2,080 2,080 2,080 2,080 1,040 2,080	2% 2% 5% 40% 5%	42 447.20 104 - 104 832 - 52 104	5% 1%	104 10 - - 156.00 - - - - - - - -	1%	- - - - - - - - - - - - - - 10	78% 69%	1,622 1,435 - - 4,336.80 - - - - - - - - -	2% 1%	42 21 - - - - - - - - - - -	2% 15% 60% 25% 65% 15% 50%	42 312 - <u>395.20</u> - 1,248 520 1,352 156 1,040
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB New Position	2,080 2,080 6,240 2,080 2,080 2,080 2,080 1,040 2,080 2,080	2% 2% 5% 40% 5%	42 42 104 - - 104 - - 52 104 520	5% 1%	104 10 - - - - - 416 - -	1%	-	78% 69%	1,622 1,435 - - - - - - - - 52 - - - -	2% 1%	42 21 	2% 15% 60% 25% 65% 15%	42 312 - - - - - - - - - - - - - - - - - - -
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB	2,080 2,080 6,240 2,080 2,080 2,080 2,080 2,080 1,040 2,080	2% 2% 5% 40% 5%	42 447.20 104 - 104 832 - 52 104	5% 1%	104 10 - - 156.00 - - - - - - - -	1%	- - - - - - 10 - - 10.40	78% 69%	1,622 1,435 - - 4,336.80 - - - - - - - - -	2% 1%	42 21 - - - - - - - - - - -	2% 15% 60% 25% 65% 15% 50%	42 312 - <u>395.20</u> - 1,248 520 1,352 156 1,040
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB New Position Sub-total	2,080 2,080 6,240 2,080 2,080 2,080 2,080 1,040 2,080 2,080 1,040 2,080	2% 2% 5% 40% 5%	42 42 - 104 - 104 832 - 52 104 520 1,716.00	5% 1%	104 	1%	- - 10.40	78% 69%	1,622 1,435 - - - - - - - - 52 - - - - - 52.00	2% 1%	42 21 	2% 15% 60% 25% 65% 15% 50%	42 312 - 395.20 - 1,248 520 1,352 156 1,040 520 4,836.00
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB New Position	2,080 2,080 6,240 2,080 2,080 2,080 2,080 1,040 2,080 2,080 1,040 2,080	2% 2% 5% 40% 5%	42 42 104 - - 104 - - 52 104 520	5% 1%	104 10 - - - - - 416 - -	1%	-	78% 69%	1,622 1,435 - - - - - - - - 52 - - - -	2% 1%	42 21 	2% 15% 60% 25% 65% 15% 50%	42 312 - - - - - - - - - - - - - - - - - - -
Asst General Counsel Paralegal Sub-total PROGRAMS - WATER Senior Program Administrator Senior Administrative Assistant Senior Program Administrator - PG/Coloni Senior Program Administrator - WTB Chief of Programs Prog Admin - DW/WTB New Position Sub-total	2,080 2,080 6,240 2,080 2,080 2,080 2,080 1,040 2,080 2,080 1,040 2,080	2% 2% 5% 40% 5% 5% 25%	42 42 - 104 - 104 832 - 52 104 520 1,716.00	5% 1%	104 	1%	- - 10.40	78% 69%	1,622 1,435 - - - - - - - - 52 - - - - - - 52.00	2% 1% 7%	42 21 	2% 15% 60% 25% 55% 50% 25%	42 312 - 395.20 - 1,248 520 1,352 156 1,040 520 4,836.00