Town of Londonderry Budget Committee Agenda

October 16, 2025; 7 p.m.; Sunnycrest Conference Room Londonderry Town Hall, 268B Mammoth Road, Londonderry, NH 03053

- 1. Call to Order
- 2. Pledge of Allegiance / Moment of Silence
- 3. Public Comment
- 4. Committee Business
 - a. Approval of Minutes
 - i. September 18, 2025

Documents:

BC-minutes-2025-09-18.pdf

b. Strategic Plan Workshop

Documents:

2025-10-16 Strategic Plan Kick-Off Budget Committee.pdf Board Committee Worksheet Fillable.pdf

c. FY 2026 Unaudited Q1 Financial Update

Documents:

2025-10-16 Quarterly Budget Update.pdf

d. Review Combined Town and School FY27 Budget Season Calendar

Documents:

2025-10-16 Combined Town and School FY27 Budget Cycle Calendar.pdf

- 5. Liaison Reports
 - i. Schools Joseph Gagnon / Nicole Dery
 - ii. Town Council Jason Goldman / Patrick El-Azem
 - iii. Town Hall Kate Burbidge
 - iv. Department of Public Works Sarah Meier
 - v. Police Department Joseph Gagnon
 - vi. Fire Department Ryan Cronin
 - vii. Capital Improvements Program Committee Sarah Meier
 - viii. Planning Board Ryan Cronin / Kate Burbidge
 - ix. Library Patrick El-Azem
- 6. Public Comment
- 7. Adjournment

LONDONDERRY BUDGET COMMITTEE

Minutes for September 18, 2025

Sunnycrest Conference Room, 268B Mammoth Road, Londonderry, NH 03053

Present: Joseph Gagnon - Chair, Kate Burbidge – Vice Chair, Sarah Meier - Member at large, Ryan Cronin - Member at large, Nicole Dery – Secretary, Jason Goldman – Member at large

(Absent: Patrick El Azem - Member at large)

- 1. CALL TO ORDER: The meeting was called to order at 7:00pm by J. Gagnon.
- 2. PLEDGE OF ALLEGIANCE: J. Gagnon led the Pledge of Allegiance
- 3. PUBLIC COMMENT (BEGINNING & END OF MEETING)
- No members of the public were in attendance

3. COMMITTEE BUSINESS

- a. Approval of prior meeting minutes
 - August 18, 2025 Motion to approve minutes S. Meier; second, K. Burbidge, all in favor (6-0)

4. Discussion with Shaun Mulholland and Kirsten Hilodnen

- **a. Strategic Plan:** Ask for Budget Committee to give feedback for the Strategic Plan. Planned presentation in spring 2026 by S. Mulholland to Town Council, in effect in fiscal year 2027, drives 2028 budget. **Resulting action**: J Gagnon (Chair) suggests we review the objective planning in our October meeting to gather feedback for Shaun's office about Strategic Plan.
 - i. The strategic plan is framed as a one-year, priority-based document that informs the annual budget and reflects the town's functional areas of government.
 - ii. The plan's success hinges on realism, public engagement, and ongoing status reporting, ensuring transparency to the community.
 - iii. The plan should be adaptable, with status updates guiding whether objectives are being met and what adjustments are necessary.
 - iv. Each objective should be paired with concrete action items and KPIs to assess progress.
 - v. The group emphasized that the plan should avoid a "wish list" approach; it must reflect feasible work given current resources.
 - **vi.** There was emphasis on presenting the plan publicly, gathering input, and utilizing multiple engagement channels, including sessions and online feedback. Ensure people understand what's happening with the budget and big projects before coming to the deliberative sessions.

- vii. The concept of sharing progress through dashboards and accessible formats (e.g., video, interactive tools) was highlighted as essential for community understanding.
- viii. Desire to educate public more about how the budget works and is structured
- ix. The plan should be organized by function (e.g., communication, infrastructure, services) rather than by department, recognizing that many initiatives cross multiple departments.
- x. Need to update all of the functional codes to meet requirements. Allows benchmarking with other communities.
- xi. The discussion repeatedly underscored the necessity of aligning objectives with available funding and avoiding overcommitment.
- xii. There was a call for robust cost accounting and data-driven budgeting to demonstrate the value proposition of investments (e.g., facilities, equipment, and services).
- xiii. Participants used the concept of vehicle storage facilities as an example of how a project's ROI could be demonstrated through extended asset lifespans and maintenance cost reductions.
- xiv. The conversation acknowledged the potential for revenue-generating projects (e.g., pickleball courts) to illustrate the return on investment when structured with public benefits in mind.
- xv. Training opportunities through the NH Municipal Association (NHMA) and similar resources were proposed to bolster committee members' capabilities. (**Action**: Town Manager office to share)
- xvi. Would like to see Town Council approving a strategic plan.

b. Review of budget calendar:

- i. Emphasis on accessibility of information and proactive public communication: everything from PowerPoint presentations by departments to more robust, easily navigable online materials is highlighted as essential for informed citizen participation. Will include budget related FAQs on town website.
- ii. We have a need for earlier, better-prepared budget documents, with more thoughtful narratives and attachments (PowerPoint presentations) to accompany departmental budgets.

c. Request from Town Council about reach of authority for Budget Committee – option review

- i. Option 1: Adopt statutory provisions, transforming the budget committee from advisory to a more active role in budget creation, with town and school alignment considerations.
- ii. Option 2: Amend the town charter to adjust the budget committee's powers and scope, recognizing the broader implications for school and town budgeting workflows.
- **iii.** Option 3: Amend the municipal code to clarify duties, authorities, and processes, providing a flexible framework that can evolve without full charter changes.
- **iv.** The council will discuss on October 6, evaluating feasibility, political appetite, and potential timelines. The committee's voice on this matter is sought, including how to balance transparency with practical workload considerations.

v. The debate features a spectrum of views: some members appreciate the flexibility of Option 3, while others worry about administrative complexity and the risk of jurisdictional friction between the town and school boards with option 1. The preference leans toward a staged, incremental approach that preserves the ability to adjust based on outcomes, starting with option 1.

d. Unaudited FY2025 end-of-year and Open Gov software

- i. A relatively small unspent percentage, with several line items under review (notably legal expenses) and opportunities to optimize contracting and internal processes.
- **ii.** The need to modernize budget numbering to align with state requirements and to transition to Open Gov as part of a broader digitization initiative.
- iii. Open Gov seeks to enhance asset management, permitting/licensing, and finance/payroll functionalities, enabling real-time dashboards, improved data integrity, and citizen-friendly workflows. Asset management would cover facilities, vehicles, roads, and other infrastructure, while permitting would guide residents through permitting steps via digital forms and status tracking. (6-8 months until initial operability)
- iv. The framework foresees phased implementation: starting with asset management, then permitting/licensing, followed by integrated finance and payroll, with a target of FY28 for full system adoption. Resultant benefits include improved accountability, faster service delivery, and better forecasting.

5. Liaisons Reports

- a. School & school tours (Joseph Gagnon, N Dery, K Burbidge):
 - **i.** School tours saw ongoing improvements such as new boilers, repainting, and landscaping.
 - ii. From school board meeting: They had received the some donations for playground up upgrades from the PTAs: from the North School PTA received \$85,000. From Matthew PTA they received \$41,325. That's a total of \$126,000 \$325 in donations from the PTAs for playground upgrades.
 - **iii.** A note on some federal funding that was temporarily frozen 67 weeks over the summer, which are now unfrozen. These funds were used for professional development and AP testing support. So they had been covering these costs um within the operating budget during the freeze. Now they're able to access those funds again.
- b. Town Council (Patrick El-Azem, Jason Goldman): NA
- c. **Town Hall** (Kate Burbidge)
 - i. Potential change in the budget committee in taking on greater authority.
 Discussed the meetings of the department heads being staggered throughout the budget season that we'll get our budget books before the Saturday meeting.
 - ii. They talked about maybe a warrant for the water fund where we're thinking about breaking that out into 12 different phases and getting grants and money from DENS to you know improve water in the town.

- iii. We talked about a transport fund potentially as being one of the warrant articles for traffic counting with radar, collecting data, doing an engineering analysis and getting grant funding for that as well.
- iv. Potentially increasing the IT capital reserves especially for the finance software. That's probably going to be a Warren article that's coming up too because of where we want to put it.
- v. Potentially hiring two part-time people in HR to do benefits and background checks.
- d. **Department of Public Works** (Sarah Meier) NA Emailing dept.
- e. Police Department (Joseph Gagnon) NA
- f. Fire Department (Ryan Cronin)
 - i. Fire was one of the departments that came in over budget, but they were preapproved special projects that drove most of that variance. Security system for the fire station, an emergency repair for the station's alerts alerting system, which was over \$100,000.
 - ii. So far this year they are tracking on budget overall a couple line items of concern: training, which we talked about a lot during the budget season, trying to right size that that line, but they're really focused on getting their staff the training they need and vehicle repair expense line with aging fleet continue to be that something they're going to have to monitor. They're under on overtime. Four open positions, fire chief, one firefighter, dispatcher, and a part-time dispatcher.
- g. Capital Improvement Plan (Sarah Meier):
- h. At last meeting discussed warrant article, SAU office, public safety topics, in order to prioritizing needs. Will be finalized end of month
- i. Planning Board (Ryan Cronin, K. Burbidge): NA
- j. Library (Patrick El-Azem) NA

6. PUBLIC COMMENT

No public in attendance

7. ADJOURNMENT

Motion to adjourn R. Cronin; second S. Meier all in favor (6-0)

8. MEETING SCHEDULE:

October 16

STRATEGIC PLAN KICK-OFF MEETING

About the Strategic Plan & Timeline

The Strategic Plan is intended to cover **one year** (FY27) with an eye forward to FY28 & FY29. Shaun intends to present this plan in Spring 2026, so your contributions should be focused on what you wish to achieve during that year.

Remember, the Strategic Plan is not the same as the Master Plan. A master plan is broad, long-term, and visionary. It sets the direction for the community as a whole over a decade (or more). A strategic plan is shorter-term, operationally focused, and directly tied to how your department runs on a day-to-day basis. It's about connecting what you do now with where we want to be in the near future.

Objectives, Action Items, and Key Performance Indicators

Objectives are:

- Future-focused, but realistic within the fiscal year.
- Linked to your core operations and priorities.
- Reflective of statutory / regulatory obligations and service expectations but go beyond "maintenance of status quo."

Example: Improve response time for permit applications by 15%.

Action Items are:

- Concrete steps you'll take to achieve each objective.
- Specific enough that progress can be tracked.
- Created with consideration toward staffing, budget, and resources.

Example: Adopt new electronic application software; provide training for staff.

Key Performance Indicators (KPIs) are:

- Measurable outcomes that show whether objectives are met.
- Quantifiable whenever possible.
- Focused on results, not just effort.

Example: Average application turnaround time reduced from 15 days to 12 days by March 31.

If this is an ongoing objective, you can also include a **current status report** to establish a baseline for capacity, staffing, challenges, or constraints.

These objectives should be **operationally focused** and not capital improvements or purchases; the plan is about identifying what tangible progress looks like next year and how we'll know we achieved it.

Process

This is the **first of an ongoing series of conversations** about strategic planning for the Town and your Board. A strategic plan is a living guidance document, and its creation is a collaborative and iterative process. Feedback from **everyone** – staff, volunteers, residents, and stakeholders – will be considered and incorporated.

Londonderry Strategic Plan - Board & Committee Worksheet

Use this worksheet to draft objectives, action items, and KPIs for discussion. Think from the perspective of your board's purview.

Current Status / Context		
Key Performance Indicators (How We Measure Success)		
Action Items (Steps to Achieve It)		
Objective (Goal for FY27)		



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October 20, 2025

To: Town Council

CC: Shaun Mulholland, Town Manager; Kellie Caron, Assistant Town Manager

From: Justin W. Campo, Director of Finance

Subject: Fiscal Year 2026 <u>Unaudited</u> Quarter 1 Financial Update

The following represents the unaudited financial status for Quarter 1 for Fiscal Year 2026 (*July 1st*, 2025 through September 30th, 2025). These numbers are subject to change from audit entries and upon further review throughout the audit process.

General Fund Expenditures:

Departmental & Debt Service Encumbrances & Expenditures

The table below summarizes the total of each department's expenditures including any encumbrance for that have occurred and been recorded through September 30th, 2025.

Unaudited Fiscal Year 2026										
Town of Londonderry Quarter 1 Report Town Departments & Debt Service										
	Budgeted	Expenditures &	Unspent	% Spent						
Description	Appropriation	Encumbrances	Appropriation	70 Spent						
Town Council	13,070	12,158	912	93.02%						
Town Manager	811,284	173,361	637,923	21.37%						
Budget Committee	1	-	1	0.00%						
Town Clerk	610,459	128,445	482,014	21.04%						
Finance	690,614	138,559	552,055	20.06%						
Personnel Health Insurance Holdings	21,500	-	21,500	0.00%						
Assessing	448,270	79,851	368,419	17.81%						
Information Technology	705,498	194,772	510,726	27.61%						
Legal Expenses	200,000	16,193	183,808	8.10%						
General Government	555,491	134,939	420,552	24.29%						
Cemetery	42,540	11,682	30,858	27.46%						
Insurance	6,012,054	1,487,862	4,524,192	24.75%						
Conservation Commission	3,500	50	3,450	1.43%						
Police	11,866,846	2,731,836	9,135,010	23.02%						
Fire	10,162,998	2,564,194	7,598,804	25.23%						
Building	469,238	106,412	362,826	22.68%						
Highway Administration	3,028,897	574,342	2,454,555	18.96%						
Highway Operations	2,152,916	650,550	1,502,366	30.22%						
Solid Waste-Waste Collection & Recycling	2,954,529	493,907	2,460,622	16.72%						
Social Services	50,000	25,300	24,700	50.60%						
Welfare	98,000	18,102	79,898	18.47%						
Cable	280,598	63,149	217,449	22.51%						
Recreation	276,119	124,895	151,224	45.23%						
Library	1,589,967	319,984	1,269,983	20.13%						
Senior Affairs	119,958	16,854	103,104	14.05%						
Community Development	391,428	118,200	273,228	30.20%						
Debt Service	1,329,550	314,121	1,015,429	23.63%						
Totals:	44,885,325	10,499,717	34,385,608	23.39%						
Percentage through the year:	25.21%									
Percentage of Budget Spent:	23.39%									



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Through September 30th, the Town is 25.21% of the way through the fiscal year. Through this portion, the Town's Debt Service and Departments combined have expended 23.39% of the budget that was appropriated for Fiscal Year 2026. It is important when analyzing these numbers and percentages that one-time payments can inflate the percentage expended and can also do the reverse and not accurately reflect the current position of the Town if the payment comes later in the year.

Capital Outlay & Transfers to Capital Reserve

The table below summarizes the Town's budget for Capital outlay and Transfer to the Capital Reserve which were approved in March of 2025. The underspent appropriation is from the Rail Trail Warrant Article.

Unaudited Fiscal Year 2026 Town of Londonderry Quarter 1 Report									
Capital Outlay & Transfers to Capital Reserve									
Budgeted Appropriation	Expenditures & Encumbrances	Unspent Appropriation	% Spent						
-	-	-	0.00%						
-	-	-	0.00%						
850,000	850,000	-	100.00%						
1,593,500	952,500	641,000	59.77%						
2,443,500	1,802,500	641,000	73.77%						
	ndonderry Qua y & Transfers to O Budgeted Appropriation - - 850,000 1,593,500	Appropriation Stransfers to Capital Reserve Expenditures & Encumbrances	Appropriation Expenditures & Unspent Appropriation Fincumbrances S50,000 S50,000 1,593,500 Page 1 Report Unspent Appropriation						



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General Fund Revenues:

The table below summarizes the Town's General Fund Revenues throughout the first quarter of Fiscal Year 2026. These revenues are comprised of departmental revenues, state revenues, motor vehicle revenues, among various other ones.

Unaudited Fiscal Year 2026										
Town of Londonderry Quarter 1 Report										
General Fund Revenues										
Description		Revenues During Budget Process		Budgeted Appropriation		Revenue Recognized		(Over)/Under	% Collected	
Yield Taxes	\$	5,000.00	\$	5,000.00	\$	-	S	5,000.00	0.00%	
Payment in Lieu of Taxes	S	908,125.00	\$	908,125.00	\$	-	\$	908,125.00	0.00%	
Excavation Taxes	S	10,000.00	\$	10,000.00	\$	-	\$	10,000.00	0.00%	
Interest & Costs on Late Property Taxes	S	175,000.00	S	175,000.00	\$	28,934.79	S	146,065.21	16.53%	
Business Licenses & Fees	S	6,000.00	\$	6,000.00	\$	2,524.00	S	3,476.00	42.07%	
Motor Vehicle Permits	\$	10,000,000.00	\$	10,000,000.00	\$	2,796,024.06	\$	7,203,975.94	27.96%	
Boat Licenses	S	8,000.00	S	8,000.00	S	1,482.67	S	6,517.33	18.53%	
Building Permits	S	550,000.00	\$	550,000.00	\$	376,841.00	S	173,159.00	68.52%	
Dog Licenses	S	25,000.00	S	25,000.00	S	11,589.00	S	13,411.00	46.36%	
Marriage Licenses	\$	7,500.00	\$	7,500.00	\$	2,529.00	\$	4,971.00	33.72%	
Reclamation Fees	S	17,000.00	\$	17,000.00	\$	3,982.00	S	13,018.00	23.42%	
Other Licenses and Permits	S	500.00	S	500.00	\$	_	S	500.00	0.00%	
Marriage Ceremonies	S	2,500.00	S	2,500.00	S	825.00	S	1,675.00	33.00%	
Meals & Room Tax	S	2,600,000.00	S	2,600,000.00	S	_	S	2,600,000.00	0.00%	
Highway Block Grant	S	635,224.00	S	635,224.00	S	199,790.97	S	435,433.03	31.45%	
Zoning Review	S	40,000.00	S	40,000.00	\$	13,738.81	S	26,261.19	34.35%	
General Government	S	218,000.00	S	218,000.00	\$	_	S	218,000.00	0.00%	
Police Department	s	182,774.00	S	182,774.00	S	2.113.00	S	180,661.00	1.16%	
Fire Department	s	886,200.00	S	886,200.00	S	240,256.18	S	645,943.82	27.11%	
Public Works Department	S	137,000.00	\$	137,000.00	\$	35,958.03	S	101,041.97	26.25%	
Cable Department	s	516.000.00	S	548,500.00	S	113,998.91	S	434,501.09	20.78%	
Recreation Department	s	7,000.00	S	7,000.00	S	_	S	7,000.00	0.00%	
Senior Affairs Department	S	3,000.00	S	3,000.00	S	822.00	S	2,178.00	27.40%	
Interest on Investments	S	750,000.00	S	750,000.00	S	202.435.09	S	547,564.91	26.99%	
Insurance Reimbursements	S	50,000.00	S	50,000.00	S	-	S	50,000.00	0.00%	
Other Miscellaneous Revenue	S	70,000.00	S	70,000.00	S	2,260.10	S	67,739.90	3.23%	
Sale of Town Property	s	-	s	-	s	-	s	-	0.00%	
Transfers from Sewer Fund	s	99,786.00	s	99,786.00	s	_	s	99,786.00	0.00%	
Transfers from Airport Fund	s	95,000.00	s	95,000.00	s	_	s	95,000.00	0.00%	
Transfer from trust/agency funds Transfers	s	25,000.00	s	25,000.00	s	-	s	25,000.00	0.00%	
, , , , , , , , , , , , , , , , , , ,		18,029,609.00	s	18,062,109.00	S	4,036,104.61	s	14,026,004.39	22.35%	
Percentage through the year:		25.21%	1							
Percentage of Revenue Collected:		22.35%								
	-									

The Town has received approximately 22.35% of the budgeted revenue so far throughout Quarter 1. Like the one-time payments that were mentioned during the expenses, revenue received one-time throughout the year can also result in the percentage not being accurately reflected. Removing out Payment in Lieu of Taxes, Meals & Rooms Revenue, and the Transfers from the Sewer, Airport, and Trust funds the percentage of revenue the Town has received through Quarter 1 is approximately 28.16%. The reason



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for removing these categories is when the Town will receive the funds as they are done so at a specified time every year which has not occurred yet. As is the case every year, these revenue numbers will be analyzed and reviewed prior to the Tax rate setting process and then the anticipated revenue to be received will be adjusted to reflect the projections at the time. As has been stated previously, the Town during the budget process will estimate revenues low, to allow for the operating budget warrant article to reflect a higher tax rate. This is done to prevent misleading the taxpayers by estimating high revenues to show a lower tax rate on the warrant article.

Other Funds:

Below you will see the overview of funds outside of the General Fund. These funds, while maintained by the Town of Londonderry, have no direct impact on the Tax Rate of the Town of Londonderry and are supported by user fees rather than property taxes.

Unaudited Fiscal Year 2026 Town of Londonderry Quarter 1 Report Other Funds								
Description	Fund Revenues		Fund Expenditures					
Sewer Enterprise Fund	\$	751,098.20	\$	425,179.01				
Police Outside Detail Fund	\$	189,184.50	\$	199,697.98				
Police Airport Detail Fund	\$	518,955.91	\$	601,379.14				
Recreation Revolving Fund	\$	64,512.10	\$	29,234.57				

Justin W. Campo Director of Finance

Londonderry Budget Committee Combined FY 2027 / School Year 2025–2026 Schedule

November 2025

- Sat, Nov 1 (9 AM 3:30 PM) Town FY 2027 Initial Budget Presentation Town Manager overview; Police, Fire, Public Works, and General Government budgets. (Town Hall)
- Mon, Nov 3 (6 PM) Town Council Budget Workshop
 Town Manager, Town Clerk/Tax Collector, Finance, IT, Planning, Building. (Town Hall)
- Mon, Nov 10 (6 PM) Town Council Budget Workshop Cable, Recreation, Solid Waste, Sewer, Senior Affairs, Library; review of Warrant Articles. (Town Hall)
- Mon, Nov 17 (6 PM) Town Council Budget Workshop
 Police, Town Manager, Legal, General Assistance, Conservation, Cultural Affairs, IT. (Town Hall)
- Tue, Nov 25 (7 PM) School Board: Budget Presented to the Board (LHS Café)

December 2025

- Mon, Dec 1 (6 PM) Town Council Budget Workshop & Bond Hearing (if needed) Fire, Town Clerk/Tax Collector, Planning/Building, Finance, Solid Waste, Sewer. (Town Hall)
- Thu, Dec 4 (7 PM) School Board Budget Workshop (LHS Café)
- Mon, Dec 8 (6 PM) Town Council Budget Workshop
 Public Works, Library, Senior Affairs, Recreation, Cable. (Town Hall)
- Thu, Dec 11 (7 PM) School Board Budget Workshop (LHS Café)
- Mon, Dec 15 (6 PM) Town Council Public Hearing on FY 2026 Budget & Bond Hearing (if needed)

Preliminary budget and warrant recommendations. (Town Hall)

• Thu, Dec 18 (7 PM) — School Board Budget Workshop and Regular Meeting (LHS Café)

January 2026

- Mon, Jan 5 (6 PM) Town Council Budget Workshop Committee Requests. (Town Hall)
- Fri, Jan 9 Deadline for Petitioned Bond Warrant Articles (RSA 33:8-a)
- Mon, Jan 12 (6 PM) Budget Workshop (If Requested)

- Tue, Jan 13 Deadline for Petitioned Warrant Articles (RSA 40:13 II-a (b))
- Thu, Jan 8 (7 PM) School Board Budget Workshop & Regular Meeting
- Thu, Jan 15 (7 PM) School Board Budget Hearing / Bond Hearing
- Mon, Jan 19 (6 PM) Town Council Second Budget Public Hearing & Adoption of FY 2027
 Budget
- Tue, Jan 21 (if needed) Optional Meeting to Sign Final Warrant
- Tue, Jan 27 (7 PM) School Board Regular Meeting

February 2026

- Sat, Feb 7 (9 AM) Town Deliberative Session (High School Café)
- Fri, Feb 6 (7 PM) School Deliberative Session + Post-Session Meeting
- Tue, Feb 17 (7 PM) School Board Regular Meeting

March 2026

- Tue, Mar 3 Town Annual Report Available (100 copies minimum) School Board Non-Public Session (6 PM)
- Tue, Mar 10 (6 AM 8 PM) Town & School Election Day Official Ballot Session
- Tue, Mar 17 (7 PM) School Board Reorganization Meeting

Notes

- Town meetings are generally at 6 PM (Town Hall).
- School Board meetings are at 7 PM in the LHS Café unless otherwise noted.
- Combined schedule aligns both Town and School budget processes through deliberative and election phases.