



State of New York County of Broome Government Offices

Office of the Broome County Executive
Jason T. Garnar, County Executive

July 27th, 2017

Dear Chairman Dan J. Reynolds and Aaron Martin, Clerk of the Legislature:

As you are aware, New York State Governor Andrew Cuomo asked all the County Executives in New York State to draft a County-Wide Shared Services Initiative Plan to reduce property tax requires counties to assemble local governments to find reoccurring taxpayer savings. The County-Wide Shared Services Initiative, included in the enacted FY 2018 Budget, requires county officials to develop localized plans that find property tax savings by coordinating and eliminating duplicative services and propose coordinated services to enhance purchasing power. The property tax is the largest tax burden to the New York taxpayer, with the typical taxpayer paying 2.5 times more in property taxes than in income taxes. The goal of this new initiative is to save taxpayers money by identifying collaborative opportunities for shared services between as many local governments as possible.

Each county under law was required to:

1. **Establish a Shared Service Panel**

The panel will include the mayor of each city or village and the supervisor of each town. A representative of a school district, board of cooperative education services, and/or special improvement district may be also invited to participate.

2. **Develop a Property Tax Savings Plan**

The panel will develop a County-Wide Shared Service Property Tax Savings Plan to identify, propose and implement new actions to save taxpayers money through shared, coordinated and more efficient services between local governments within the county.

3. **Have Opportunity for State Match Funding**

Plans that create actual and demonstrable savings across multiple jurisdictions may be eligible for a one-time match of the net savings resulting from new actions implemented pursuant to the Plan.

Broome County was ahead of all the other New York Counties and began assembling and holding meetings for a Broome County Shared Services Panel the first week in February 2017. Then in the 2018 State Budget, new guidelines were set forth and the members of the Panel that the county had assembled changed. We once again began holding meetings with the new panel. For a total of fifteen panel meetings and three public hearings.

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Also, attached to this document:

1. Timeline for the remainder of the plan
2. Existing Shared Services in Broome County
3. List of Responding Municipalities
3. Available Broome County Shared Services (services the county could share)
4. Spreadsheet of the proposed shared services to receive the match

The Panel is asking for recommendations and comments from the Broome County Legislative body by **August 18th, 2017**. Please keep in mind that Broome County will not be bound to any of the shared services that appear on the spreadsheet, these are simply ideas. If you would like to add a shared service that you think would benefit Broome County, School Districts or any of our 24 municipalities please let the County Executive office know, all ideas will be considered.

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COUNTY WIDE SHARED SERVICES PLAN TIMELINE

Beginning April 1, 2017	Creation of Panel	Completed
No Later than August 1, 2017	Development of Initial Plan	Completed
	Submission to County Legislative Body	Completed 7-27-17
No Later than August 18, 2017	Legislative Review Deadline	
No Later than September 15, 2017	Hold 3 Public Hearings	Completed 7-26-17
	Modification to the Original Plan	
	Panel Vote of Plan Submitted by CEO	
If Approved by Panel:	CEO Finalizes Plan	
	Plan is Submitted to Budget Office	
	Plan is Shared with Residents of County	
If NOT Approved by Panel:	Report on proposal released to public	
	CEO will follow same procedures for 2019	
No Later than October 15, 2017	Public Presentation of Approved Plan	

Existing Shared Services in Broome County

Please note that this is the services that have been reported by the town or municipalities, some have chosen not to participate.

Assessments

The Towns of Nanticoke and Lisle participate in a coordinated assessment program and share the services of an assessor.

The Towns of Deposit, Sanford, and Binghamton all use the same assessor.

The Towns of Dickinson, Fenton, and Triangle all use the same assessor.

The Towns of Union and Conklin use the same assessor.

The Village of Port Dickinson and the Town of Dickinson use the same assessor.

The Village of Whitney Point and the Town of Triangle share an assessor.

Attorneys

The Town of Conklin and the Village of Johnson City use the same law firm's services.

The Towns of Union and Binghamton use the same law firm's services.

The Towns of Kirkwood, Dickinson, Triangle, Nanticoke, Maine, Colesville, Lisle, and Sanford, and the Villages of Port Dickinson, Windsor, Whitney Point, and Deposit all use the same law firm's services.

Bridges

Colesville and the Town of Windsor have signed an agreement to share the net costs of replacing the Ouaquaga Bridge which crosses over the Susquehanna River and connects Colesville and Windsor.

Code Enforcement

The Town of Dickinson and the Village of Windsor use the same Code Enforcement Officer. That person has also provided backup service in the Village of Port Dickinson.

The Village of Endicott's Code Enforcement Officer has also provided backup service in the Village of Windsor.

The Town of Nanticoke's Code Enforcement Officer has provided backup service in the Town of Barker.

The Towns of Sanford and Binghamton both use the same Code Enforcement Officer.

The Village of Johnson City and the Town of Union share code enforcement.

Courts

Town of Maine has authorized its two town justices to service as justices in the Town of Nanticoke from time to time to substitute for the Town of Nanticoke justice when he is unable to serve. A similar arrangement is in place between the Towns of Lisle and Triangle.

Village of Port Dickinson terminated its village court and transferred the functions to the Town of Dickinson.

The Village of Whitney Point shares a traffic court with the Town of Triangle.

Department of Motor Vehicles

The Broome County DMV has a pop-up office on Monday's in the Town of Colesville at the Eastern Broome Senior Center, on Tuesday's in the Town of Conklin Town Hall, on Wednesday's and Friday's in the Town of Triangle Town Hall, and Thursday's in the Town of Windsor Town Hall.

Dog Control

The Town of Dickinson and Chenango share the services of a Dog Control Officer under a cooperation agreement, and this officer further acts as backup in the Town of Barker when needed.

Town of Conklin and the Town of Binghamton provide dog control backup for each other.

The Town of Conklin and Town of Vestal share dog control services.

The Village of Whitney Point and Town of Fenton share dog control services.

The Town of Dickinson and the Town of Fenton share the services of a Dog Control Officer.

City of Binghamton, Town of Barker, Town of Chenango, Town of Conklin, Town of Dickinson, Town of Fenton, Town of Kirkwood, Town of Triangle, Town of Union, Town of Windsor contract with the Broome County Dog Shelter.

Electricity

Municipal Electric & Gas Alliance (“MEGA”) is a not-for-profit local development corporation whose purpose is to assist its customers in “getting the benefits of reduced energy costs through the power of aggregated buying...” Among the participants are The County of Broome, City of Binghamton, the Towns of Maine, Colesville, Chenango, Dickinson, Union, and Vestal, and the Villages of Deposit, Johnson City, the Binghamton City School District, Harpursville Central School District, Maine-Endwell School District, Susquehanna Valley School District, Union-Endicott School District, and the Binghamton-Johnson City Joint Sewage Treatment Plant.

Broome County excepts responsibility for the lights on the Bevier St. Bridge located in the

The Village of Johnson City and City of Binghamton participate in a Master Electrical License Reciprocal.

Village of Endicott Light Department works with the Town of Union on bulb replacement.

Emergency Medical Services

The Towns of Barker, Binghamton, Conklin, Dickinson, Fenton, Kirkwood, Triangle, portions of the Towns of Nanticoke and Lisle, and the Villages of Lisle, Port Dickinson, and Whitney Point share ambulance services.

The Village of Deposit provides ambulance service to the Town of Deposit, the Town of Sanford, and Scott Township, PA.

The Town of Afton shares ambulance service with the Towns of Colesville and Sanford.

The Village and Town of Marathon shares ambulance service with the Towns of Lapeer, Freetown, Virgil, and with a portion of the Town of Lisle.

The Town and Village of Windsor share an ambulance service.

The Maine Emergency Squad, Inc. furnishes ambulance service to both Towns of Maine and Nanticoke.

Engineers

The Towns of Kirkwood, Windsor, and Dickinson share the services of the same engineer.

The Village of Endicott shares engineering advising.

Equipment

After the fire at the Town of Barker highway garage, both Broome County and the Town of Maine loaned trucks to Barker, and other municipalities offered other assistance.

The Town of Windsor lets the Village of Windsor use a wood-chipper for brush removal.

The Village of Windsor uses the Town of Windsor's backhoe when needed, and roller for ball fields.

The Village of Windsor and Windsor schools share a backhoe and mowing equipment.

The Village of Windsor and the Town of Windsor share a spring-cleanup day for all equipment to compact roll offs.

The Village of Johnson City and the Town of Dickinson when needed.

The Village of Johnson City and the NYS Department of Transportation when needed.

The Village of Johnson City and Johnson City Schools when needed.

Facilities

Town of Binghamton and Susquehanna Valley School District have an agreement where SV uses a gas pump in exchange for facility use by the Town.

Susquehanna Valley School District and Conklin share athletic fields and gymnasium space.

The Village of Port Dickinson allows the Chenango Valley School District to use the Village Athletic Fields. The Port Dickinson Community Park has been the home field of the Chenango Valley Boys Baseball Team and the Girls Soccer Team for more than ten years. This has required the sharing of mowing and field maintenance services between the Village DPW and the School District's Department of Buildings and Grounds.

The Town of Kirkwood and the Count share hydro-seeding services at reduced cost.

The Town of Windsor allows the Village of Windsor to use the Highway Department garage when needed.

The NYS DEC is building a boat launch in the Village of Windsor using the combined resources and materials between the State and the Village, and contracting the Village for maintenance.

Broome County Library shares meeting rooms with many Broome County, SUNY Binghamton, and SUNY Broome agencies; along with housing Literacy Volunteers of Broome and Tioga Counties.

Broome County Library shares HOOPLA eBook audio, movies, and music with 8 other libraries in Broome County.

Village of Endicott Library is funded by a tax to all Town of Union residents.

The Town of Sanford Library is funded by an inter-municipal agreement.

Fire Inspections

Each school district is required by law to have fire inspections of its schools carried out by duly licensed building code inspectors. The Town of Kirkwood has a qualified employee who can do these inspections, and Kirkwood furnishes these services at no charge to the Susquehanna Valley School District. If this service is not provided by the local municipality, it would default to the county.

Fire Protection

The Village of Deposit Fire Department furnishes fire protection within the Town of Sanford, the Town of Deposit, and the Township of Scott, Pennsylvania.

Union Center Fire Company, whose headquarter are in the Town of Union, furnishes fire protection within a portion of the Town of Maine.

Glen Aubrey Fire Company, Inc., whose headquarters are in the Town of Nanticoke, furnishes fire protection within a portion of the Town of Maine.

Village of Port Dickinson Fire Department furnishes fire protection to a portion of the Town of Dickinson.

The Village of Whitney Point provides fire protection for portions of the Towns of Barker and Triangle.

The Town of Barker has contracts with volunteer fire departments of Chenango Forks, Castle Creek, and Triangle for fire and emergency services.

East Maine Fire Company, Inc., whose headquarters is in the Town of Maine, furnishes fire protection at the Broome County Landfill within the Towns of Nanticoke, Barker, and portions of the Town of Union.

Village of Windsor leases a building to the Windsor Fire Company, Inc., a 501© (3) not-for-profit corporation serving the Village, and portions of the Town of Windsor.

The Village of Lisle and the Town of Lisle share a village fire-hall.

Under various mutual aid arrangements, fire companies with headquarters in one town frequently provide fire protection within another town and are not paid for this protection, other than to receive assistance in return from the aided towns' fire companies when required.

Highway equipment and personnel/ Street Work

Broome County provides the Towns and villages with aid regarding rail repairs/replacements, road/street signs, road stripping, tree removal, and tractor trailer use at request of the municipalities. Currently road stripping in particular is used by the City of Binghamton and the Towns of Binghamton, Chenango, Dickinson, Fenton, Vestal, and Union.

Street work and snow removal are the topics of agreements between the Town of Triangle and the Village of Whitney Point. The Town provides personal and equipment to do the snow plowing in the Village, and the Town also does some street work in the Village.

The Town of Kirkwood provides water to the County at no charge for street sweeping.

Among the municipalities which have agreements in place to allow the sharing of highway equipment and personnel are:

- There is an internuncial agreement between the Town of Sanford and Village and Town of Deposit and Colesville to provide cooperative highway services;
- The Village of Lisle and the Town of Lisle (road patching, road salt storage, ditch-work, trucking stone, sign maintenance, and other repairs.);
- Towns of Kirkwood and Windsor;
- Towns of Kirkwood and Conklin;
- Towns of Kirkwood and Chenango;
- Towns of Colesville and Chenango;
- Village of Port Dickinson and Town of Dickinson;
- Village of Port Dickinson and the Town of Fenton (Road stripping contract);
- Town of Windsor and Village of Windsor;
- The Town of Dickinson and the Village of Johnson City;
- The Towns of Dickinson and Kirkwood;
- The Town of Dickinson and the City of Binghamton.
- The Town of Dickinson and the Town of Union;
- The Towns of Dickinson and Chenango;

Information Technology Services

Broome County provides IT services for:

- The Town of Windsor,
- City of Binghamton,
- Town of Chenango,
- Endicott Fire Department,
- Village of Endicott Police Department,
- Village of Port Dickinson Police Department,
- Village of Johnson City,
- Joint Binghamton-Johnson City Seward Board Website Hosting Services,
- CCSI Project-Br Co & Promise Zone Website Development & Maintenance Project,
- The Susquehanna Regional Emergency Medical Services Council, Inc.

Insurance

The Broome County Department of Planning has shared service agreements with the Towns of Maine, Binghamton, and Sanford providing comprehensive plan updates; and the City of Binghamton providing GIS services.

Police Dispatch

The Village of Port Dickinson, Town of Vestal, Village of Johnson City, Village of Endicott, Village of Deposit, and the City of Binghamton have each transferred their police dispatch functions to the County.

Police Protection

Maine leased a portion of its Town Hall to Broome County for use as a Sheriff's Department substation. The Town of Triangle provides a portion of its Town Hall to the State Troopers as a substation.

The Village of Johnson City shares police services with Binghamton University.

Southern Tier Cyber Predator Force- several municipalities.

Special Investigations Task Force – Johnson City, Binghamton, Endicott, Broome County

Printing

Town of Fenton uses the Broome County Print Shop to print the Town newsletter.

Purchasing

All the municipalities frequently take advantage of purchasing items pursuant to County or State bid, to secure a better price through volume purchasing.

Recreation Programs

The Towns of Kirkwood and Conklin have an agreement to provide joint summer recreation activities.

The Towns of Sanford and Deposit, and the Village of Deposit have a joint recreation facility.

Recycling

The Town of Sanford, Town of Deposit, and the Village of Deposit entered an agreement between themselves and Broome County whereby they provide an employee to manage and retain the recycling drop-off point in Deposit.

Sewage Treatment

The City of Binghamton and Village of Johnson City created the Binghamton-Johnson City Joint Sewage Treatment Board to operate the sewage treatment plant. Sewage is treated from the City of Binghamton, Village of Johnson City, Towns of Kirkwood, Vestal, Dickinson, Fenton, and the Village of Port Dickinson.

The Village of Endicott sewage treatment plant treats sewage from the Village of Endicott, Town of Union, and Town of Vestal.

The Town of Sanford has contracted with the Village of Deposit to operate the Town's sewer plant, so that only one set of operators' licenses and training is required.

Snow Removal

The Towns of Maine, Barker, Naticoke, and Kirkwood each entered into agreements with Broome County to do snow plowing on various County highways.

Town of Maine and Town of Union have an agreement under which the Maine Highway Department performs plowing, sanding, and snow and ice removal on a portion of Cornell Hollow Road in the Town of Union; and the Union Highway Department performs plowing, sanding, and snow and ice removal on a portion of Boswell Hill Road in the Town of Maine.

The Towns of Kirkwood and Windsor have a similar agreement for cross-plowing of roads.

Susquehanna Valley School District and Conklin have traded lawn mowing equipment for snow plowing.

Chenango Forks School District, Chenango Valley School District, SUNY Broome, Town of Port Dickinson, and Broome County have an agreement whereby Broome County stores salt and loads trucks for snow removal.

Broome County Highway department utilizes seven NYSDOT sites as well as Town of Binghamton and Colesville for salt and/or salt-sand mix.

Village of Windsor, Town of Windsor, and Windsor School District assist one another in various snow removal tasks.

Broome County, Village of Endicott, and Town of Union have agreement where the County helps with snow removal.

The Village of Lisle and the Town of Lisle share snow-removal services when needed.

The Town of Dickinson provides snow and ice removal and control for County sidewalks along Glenwood Road and Prospect Street.

[State Office Building, Edwin L. Crawford County Office Building and Binghamton City Hall](#)

These Three Buildings, owned by different units of government, were all constructed on a shared foundation under a tripartite agreement between the State of New York, County of Broome, and City of Binghamton.

[Surplus Equipment](#)

The County of Broome annually conducts an auction in which municipalities can dispose of surplus equipment and retain the net proceeds.

[SWAT](#)

Town of Vestal, Binghamton Police, and Johnson City Police are all under the same SWAT Team.

The Village of Endicott and Broome County Sheriff's Office share a SWAT Team.

[Tax Collection](#)

The Towns of Conklin, Union, Port Dickinson, and the Villages of Windsor and Endicott, have authorized Broome County to collect Town and County real estate taxes within the Towns.

[Town and Village Halls](#)

The Town of Triangle rents space within the Town of Triangle Town Hall to the Village of Whitney Point.

The Village of Windsor mows the lawns at the Town of Windsor Town Hall and the Highway Department.

[Water](#)

A joint water supply has been created by an agreement between Town of Kirkwood and Town of Conklin. Kirkwood has a water supply in the Town, whereas Conklin did not have an adequate supply of water. Under the agreement, Conklin runs water lines across the Susquehanna River, Kirkwood sells water to Conklin, and Conklin avoids the expense of developing its own wells.

Residents of the Town of Dickinson are able to obtain water by virtue of agreements in place between the Town of Dickinson and the Town of Chenango, the Town of Dickinson and the Village of Johnson City, and the Town of Dickinson and the City of Binghamton.

The Village of Whitney Point owns a water system and sells water to residents of the Towns of Lisle and Triangle, and the Village of Lisle.

The Village of Port Dickinson allows the Town of Fenton to utilize the Village of Port Dickinson sewer lines to send effluent to the joint sewage treatment plant.

The Port Dickinson Public Works//Water/Sewer Departments have a Mutual Assistance Agreement with the Town of Fenton Water Department for Operations in Confined Space, allowing both municipalities to adhere to the minimum staffing requirements of OSHA without having to hire additional personal or contractors.

The Village of Windsor provides water to the Town of Windsor at no cost.

The Village of Windsor provides water repair support and potable water system support to the Windsor School District.

The Town of Union and Village of Endicott are in a water district together.

The Village of Endicott has a new water line to Vestal under Restore NY grants.

The Town of Dickinson has an internuncial agreement for town participation in Broome-Tioga MS4 coalition.

The Village of Johnson City and City of Binghamton participate in a Master Plumbing License Reciprocal.

Town of Dickinson has an agreement to install a new water line on SUNY Broome campus., and has previously installed grinder pumps.

Workers Compensation

The following are participants in the Broome County Workers' Compensation Self-Insured Plan:

Broome County	Town of Nanticoke
SUNY Broome	Town of Sanford
Broome County Soil & Water Conservation	Town of Triangle
Town of Barker	Town of Windsor
Town of Binghamton	Village of Lisle
Town of Chenango	Village of Port Dickinson
Town of Colesville	Village of Whitney Point
Town of Conklin	Chenango Forks Fire
Town of Lisle	Town of Binghamton Stations 1, 2, and 3
Town of Maine	Castle Creek Fire

Participants

<u>County Departments:</u>	<u>Municipalities:</u>
Arena/Forum	City of Binghamton
County Clerk	Town of Barker
County Sheriff	Town of Colesville
District Attorney	Town of Conklin
Emergency Services	Town of Dickinson
Employment and Training	Town of Fenton
Health	Town of Kirkwood
Highway	Town of Triangle
Information Technology	Town of Vestal
Law	Town of Windsor
Library	Village of Deposit
Office for Aging	Village of Endicott
Parks, Recreation & Youth Services	Village of Port Dickinson
Probation	Village of Johnson City
Public Defender	Village of Lisle
Real Property Tax Service	Village of Whitney Point
Security	Village of Windsor
Stop-DWI	
Transit	

Available Broome County Shared Services

Employment and Training

- Provide job postings
- Job Postings of employment opportunities in the NYSDOL database
- Advertising of job postings on the radio on News Radio 1290
- Candidate matching for job postings (staffing services)
- Introduction to Civil Service Careers workshops (12/year)
- Job trainings

Emergency Services

- After Hours Answering Service
- Code Enforcement
- Fire Inspections

Information Technology

- Provide a variety of IT services to municipalities

Print Shop/Mailing

- Provide printing bids to all municipalities

Law

- Can aid departments and municipalities as needed in implanting their agreements.

Office of Management and Budget

- Can provide payroll services

Parks and Recreation and Youth Services

- List of all equipment that could be shared within municipalities

Personnel

- Can provide services to municipalities

Planning and Economic Development

- Can provide GIS services and comprehensive plan updates to municipalities

Public Works

- Can share engineering services with municipalities

Purchasing

- Can assist municipalities with getting a better deal by buying in bulk or advisement

Risk and Insurance

- Can provide workmen's compensation
- Hire us for safety trainings and consultations
- Claims? If law does lawsuit

Other ideas:

Grant Writer

Water/Sewer District

Sharing Holding Cells (Corrections)

MEGA

Broome County Proposed Shared Services

Shared Service	Participants	Cost to Mun./School	County Cost	Savings	Notes
Emergency Communications Project	All Municipalities	\$52,693,500	\$34,032,500	\$18,661,000	County Cost includes combined savings by sharing Overall Project Costs by Municipality
Caseworkers in School	Binghamton City Schools	\$365,567.02	0	\$255,897.02	School Dist Saves \$255,897 for 6 caseworker positions through County Shared Service by paying local share of \$109,670
	Union Endicott Public Scho	\$100,000	0	\$70,000	School Dist saves \$70,000 for 2 caseworker positions through County Shared Service by paying local share of \$30,000
Pharmacy Prescription Program	BOCES	0	\$15,700,000	\$1,000,000	Broome County Costs potentially reduced by \$1,000,000 by participating in Keenan Coalition via BOCES
					County Currently Spends \$15,700,000 on prescription costs through express scripts
Insurance	Risk and Insurance	n/a	n/a	n/a	Health Care Consortium
					Current Legislation in State House/Senate will enable such a plan
Binghamton University	District Attorney's Office	\$10,000	0	\$10,000	Saves the County \$10,000 with Forensics Accountant intern, compared to salary employee performing duties
	Arena	\$10,000	0	\$10,000	Saves the County \$10,000 with Research Project Grant intern, compared to salary employee performing duties
	Public Transportation	\$10,000	0	\$10,000	Saves the County \$10,000 with Research Project Grant intern, compared to salary employee performing duties
	Emergency Services	0	\$10,000	\$10,000	Saves the County \$10,000 with Research Project Grant intern, compared to salary employee performing duties
County Tax Collection	Maine Endwell School District	n/a	n/a	\$15,040	Broome County collects taxes for school district
	Union Endicott District	n/a	n/a	\$23,886	Broome County collects taxes for school district
Park Maintained (Memorial Park)	City of Binghamton	\$2,480	\$0	\$2,480	Shared Service with Broome County saves City of Binghamton \$2,480 in Mowing Fees and Costs
					Current agreement - Will formalize
Park Maintained (Otsiningo Park)	Town of Chenango	\$0	\$12,214	\$12,214	Shared Service with - Town Of Chenango - County Saves \$12,214 in mowing ball fields
	Broome County	\$30,720	\$0	\$30,720	Shared Service with Broome County - Town of Chenango saves \$30,720 in costs and fees for Mowing and Bathroom Maintenance
					Current Agreements will Formalize
Sport Fields	City of Binghamton	\$300	\$0	\$300	Shared Service with Broome County - The City of Binghamton is saving \$300 renting fields for leagues
					Current Agreement will Formalize
Park Maintenance (Chocanut Dog Park)	Town of Union	\$0	\$24,800	\$24,800	Shared Service with Town of Union - Broome County saves \$24,800 in park maintenance, Town of Union Maintains park
					Current Agreement will Formalize
Movie Screen	New York State Park	\$1,500	\$0	\$1,500	Shared Service with New York State - Broome County Saves \$1500.00 that would cost to rent a screen for \$300 (5 times)
					Current Agreement will Formalize
Shared Water Line Construction	One Stop Shop SUNY Broome	n/a	n/a	\$64,000	Town of Dickinson, SUNY Broome and County - 3 way agreement to install waterline on SUNY Broome campus due to construction of THE AGENCY building. Saving the county 2/3's of the cost. The Town of Dickinson performed the work. County will save \$64,000
Court Consolidation	Town of Conklin	\$85,000	\$0	\$60,000	Town of Kirkwood is taking over the Town of Conklin Courts - Savings to Conklin \$60,000, Revenue to Kirkwood \$25,000
Performance Stage	Available to All	\$60,000	\$15,000	\$45,000	Broome County owns stage and rents it to municipalities for \$1000 15 times per year
					If the municipalities rented it from another source it would cost (approx.) \$4000 for 15 times per year
					Savings of \$45,000 for municipalities that use the stage
TOTAL PROJECTED SAVINGS				\$20,306,837.02	