

SALFORD TOWNSHIP
Finance Committee
Meeting Summary
8/15/17

1. Attendance: TClemens, Eckhart, JHill, KLandis, JStyer
2. Summary of Last Meeting: Approved.
3. July Financial Report: Income running slightly ahead of budget. Expenses close to budget. Over budget spending was noted in the ditches/road maintenance category, however, a significant portion will be reimbursed. Real Estate transfer tax income exceeding budget – Karen noted that budget is very conservative. Engineering expenses higher than budget due to additional projects. A portion will be reimbursed.
4. SBC American Cell Tower: Response from agent was that the legal items A thru E, in the prior meeting summary were acceptable. However, the requests for a non-cancelable contract and 50% of sub leasing revenue were not possible. It was noted that the contract may be cancelled with 30 days of notice and the consensus was that additional protection was needed. Also the consensus was that protection was needed against subleasing to other wireless companies that would reduce the total annual income. The agent offered to provide “language” to restrict subleasing.

The consensus also was that the Committee had moved the negotiations as far as possible and that more expertise was needed. It was requested that the Township solicitor, if qualified, continue the final negotiations. If not qualified, it was requested that a qualified attorney be retained to handle the negotiations.

5. CCI - STC Tower: Based on memos from Robert Iannozzi and the SITA there was a proposal from the Crown Castle for a 25 years prepayment that, according to SITA, was a very good offer. While SITA’s recommendation was that nothing was required, it was suggested that if the Township wished to move ahead, this proposal could be accepted. Jim is working with Robert Iannozzi to get the contact information with the intent of determining if the previous proposal is still valid and ways to move ahead. The consensus was that if the proposal is valid it would make sense to negotiate an acceptance to reduce the risk of cancellation of tower contracts which would reduce income.
6. 2018 Budget Process: Asked Karen to collect all requests from the various committees, the Road Master, Fire Co, and any other agencies, to prepare a “rough” budget for the September meeting. The plan is to complete the budget at the October meeting and recommend it to the BOS with adequate time for review and approval by 12/31/17.
7. Next Meeting: Tuesday, Sept 12, 7:30 pm.