

General Fund Revenue

<u>Summary</u>	2017	2018	2019	2019	2020
	Actual	Actual	Budgeted	Estimated	Budget
Revenue					
Property Taxes	\$36,844,125	\$38,180,141	\$40,805,658	\$40,818,300	\$41,869,229
Other Taxes	\$714,265	\$731,123	\$732,037	\$748,755	\$756,332
Intergovernmental	\$3,964,650	\$4,831,338	\$4,092,519	\$4,090,351	\$4,083,974
Rents and Leases	\$242,531	\$243,128	\$306,444	\$248,510	\$308,443
Fines and Penalties	\$816,041	\$596,870	\$597,100	\$593,175	\$518,500
Licenses and Permits	\$1,902,547	\$1,587,137	\$1,238,910	\$1,287,295	\$1,334,040
Investment Income	\$196,731	\$532,695	\$582,460	\$665,380	\$700,000
Donations	\$40,219	\$38,615	\$46,200	\$46,500	\$47,500
Transfer In	\$3,214,057	\$3,815,184	\$4,296,494	\$4,242,116	\$3,901,833
Use of Fund Balance/Retained Earnings	\$0	\$0	\$1,405,200	\$0	\$0
Motor Vehicle Registrations	\$6,686,684	\$7,141,635	\$6,740,000	\$7,152,900	\$7,080,994
Department Service Charges	\$3,248,105	\$3,542,932	\$3,376,977	\$3,534,642	\$3,545,977
Retiree Health Reimbursement	\$1,370,612	\$1,411,249	\$1,445,640	\$1,467,250	\$1,409,670
Other Revenue	\$1,273,779	\$1,207,436	\$1,018,323	\$1,302,890	\$946,365
Total Revenue	\$60,514,345	\$63,859,485	\$66,683,962	\$66,198,064	\$66,502,857

General Fund Revenue

<u>Detail</u>	2017	2018	2019	2019	2020
	Actual	Actual	Budgeted	Estimated	Budget
Property Taxes					
Property Taxes	\$36,844,125	\$38,180,141	\$40,805,658	\$40,818,300	\$41,869,229
Subtotal	\$36,844,125	\$38,180,141	\$40,805,658	\$40,818,300	\$41,869,229
Other Taxes					
Timber Tax	\$18,580	\$23,870	\$15,000	\$15,000	\$15,000
Payment-In-Lieu of Tax	\$695,628	\$707,254	\$716,937	\$733,655	\$741,232
Excavation Activity Tax	\$56	\$0	\$100	\$100	\$100
Subtotal	\$714,265	\$731,123	\$732,037	\$748,755	\$756,332
Intergovernmental					
Railroad Tax	\$45	\$708	\$1,561	\$1,516	\$1,517
US Dep of Homeland Security/FEMA	\$19,057	\$108,114	\$89,747	\$89,747	\$0
Medicare D Reimbursement	\$1,556	\$0	\$0	\$0	\$0
Drug Forfeiture/Restitution	\$17,066	\$12,754	\$13,000	\$6,000	\$10,000
Rooms and Meals Tax	\$2,191,965	\$2,190,811	\$2,190,108	\$2,190,108	\$2,190,812
Highway Block Grant	\$862,747	\$1,633,864	\$896,713	\$896,710	\$896,710
Forest Loss Reimbursement	\$450	\$460	\$460	\$460	\$460
Fire Service Aid	\$125,000	\$125,000	\$125,000	\$125,000	\$125,000
School District Payments	\$152,401	\$153,467	\$158,000	\$162,880	\$240,175
Multiple Local Governments	\$594,362	\$606,160	\$617,930	\$617,930	\$619,300
Subtotal	\$3,964,650	\$4,831,338	\$4,092,519	\$4,090,351	\$4,083,974
Rents and Leases					
Cruiser Rental Fee	\$22,847	\$38,120	\$32,000	\$19,500	\$27,000
Building Lease or Rental	\$162,141	\$148,855	\$204,220	\$159,610	\$185,790
Facility Lease or Rental	\$31,187	\$29,005	\$42,264	\$41,400	\$66,853
Land Lease or Rental	\$26,357	\$27,147	\$27,960	\$28,000	\$28,800
Subtotal	\$242,531	\$243,128	\$306,444	\$248,510	\$308,443
Fines and Penalties					
Interest Costs and Penalties	\$645,922	\$399,104	\$425,000	\$452,330	\$350,000
Court Ordered Payments-Cemeteries	\$102	\$77	\$0	\$50	\$0
Court Ordered Payments-Legal	(\$1,031)	\$1,303	\$1,100	\$100	\$500
Court Ordered Pymnts-Parks & Rec	\$59	\$25	\$0	\$95	\$0
Parking Penalties	\$99,132	\$115,281	\$100,000	\$75,000	\$100,000
False Alarm Penalties	\$29,841	\$44,452	\$33,000	\$33,000	\$33,000
Fines For Overdue Books	\$31,593	\$30,102	\$33,000	\$26,000	\$30,000
Fines For Code Prosecution	\$10,423	\$6,526	\$5,000	\$6,600	\$5,000
Subtotal	\$816,041	\$596,870	\$597,100	\$593,175	\$518,500

General Fund Revenue

	2017 Actual	2018 Actual	2019 Budgeted	2019 Estimated	2020 Budget
Licenses and Permits					
Building Permits	\$488,306	\$752,085	\$645,000	\$660,000	\$700,000
Electrical Permits	\$67,120	\$66,593	\$65,000	\$70,000	\$70,000
Mechanical Permits	\$163,252	\$115,878	\$90,000	\$115,000	\$120,000
Plumbing Permits	\$39,523	\$42,769	\$45,000	\$42,000	\$42,000
Sign Permits	\$14,166	\$11,609	\$14,000	\$15,000	\$15,000
Fire Protect Permits	\$2,580	\$2,065	\$2,500	\$2,500	\$2,500
GS Street Excavation Permit	\$0	\$220	\$0	\$0	\$0
Misc Permits	\$57,478	\$55,101	\$55,000	\$55,000	\$55,000
PD Licenses and Permits	\$5,977	\$3,505	\$2,500	\$2,000	\$2,000
Street Excavation Fees	\$852,592	\$340,535	\$130,000	\$130,000	\$130,000
Engineering Licenses	\$5,520	\$4,187	\$4,800	\$4,800	\$4,800
Engineering Pole Lic. Recording Fees	\$110	\$220	\$50	\$70	\$100
POA Inspection Fees	\$19,910	\$20,130	\$19,665	\$20,000	\$19,665
School Inspection Fees	\$3,498	\$3,520	\$3,795	\$4,025	\$4,025
Food Service Licenses	\$90,532	\$97,599	\$95,000	\$100,000	\$102,000
Amusement Center Licenses	\$330	\$0	\$0	\$0	\$0
Rooming House Licenses	\$4,262	\$4,449	\$4,350	\$4,400	\$4,500
Yard Sales Permits	\$925	\$804	\$1,000	\$1,000	\$1,000
Taxi Cab Licenses	\$3,200	\$2,250	\$3,200	\$2,600	\$2,600
Peddler Licenses	\$9,557	\$11,728	\$9,500	\$10,000	\$10,000
Amusement Device Licenses	\$5,200	\$1,120	\$0	\$0	\$0
Entertainment Licenses	\$9,303	\$11,126	\$8,000	\$8,000	\$8,000
Convalescent Home Licenses	\$1,387	\$0	\$0	\$0	\$0
Recycling Center Licenses	\$1,052	\$1,315	\$1,600	\$1,500	\$1,500
Solicitation Licenses	\$1,305	\$1,265	\$1,400	\$1,100	\$1,100
Taxi Drivers Licenses	\$4,685	\$3,188	\$2,750	\$2,900	\$2,850
Misc Licenses & Permits	\$2,328	\$2,190	\$1,000	\$1,100	\$1,100
Pawnbroker/Secondhand Dealer Lic.	\$1,125	\$1,875	\$1,500	\$2,000	\$2,000
Dog Licenses	\$44,364	\$26,977	\$29,500	\$29,500	\$29,500
Marriage Licenses	\$2,962	\$2,835	\$2,800	\$2,800	\$2,800
Subtotal	\$1,902,547	\$1,587,137	\$1,238,910	\$1,287,295	\$1,334,040
Investment Income					
Investment Income	\$196,731	\$532,695	\$582,460	\$665,380	\$700,000
Subtotal	\$196,731	\$532,695	\$582,460	\$665,380	\$700,000

General Fund Revenue

	2017 Actual	2018 Actual	2019 Budgeted	2019 Estimated	2020 Budget
Donations					
Donations	\$40,000	\$37,500	\$45,000	\$45,000	\$45,000
Music Program Donations	\$219	\$1,115	\$1,200	\$1,500	\$1,500
Fireworks Donation	\$0	\$0	\$0	\$0	\$1,000
Subtotal	\$40,219	\$38,615	\$46,200	\$46,500	\$47,500
Transfer In					
Transfer In-Engineering Inspections	\$2,389	\$3,742	\$3,710	\$3,710	\$3,600
Transfer In-Parking Fund	\$106,940	\$107,030	\$106,070	\$106,070	\$107,263
Transfer In-Parking Fund Snow Reim	\$58,200	\$58,200	\$0	\$0	\$0
Transfer In-Airport Fund	\$68,720	\$68,812	\$71,804	\$71,804	\$73,034
Transfer In-CD Con Prop Mgmt Fund	\$48,800	\$45,000	\$29,000	\$29,000	\$20,000
Transfer In-Impact Fee Fund	\$60,000	\$65,390	\$104,540	\$104,540	\$95,000
Transfer In-NEOCTIF	\$145,685	\$153,000	\$160,650	\$160,650	\$168,683
Transfer In-Sears Block TIF	\$412,560	\$469,882	\$469,725	\$469,725	\$461,291
Transfer In-Penacook TIF	\$6,690	\$7,025	\$7,380	\$7,380	\$7,750
Transfer In-Golf Fund	\$0	\$0	\$76,650	\$76,650	\$300
Transfer In-Arena Fund	\$64,350	\$65,797	\$69,123	\$69,123	\$66,497
Transfer In-Solid Waste Fund	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600
Transfer In-Water Fund	\$822,638	\$812,884	\$861,300	\$861,300	\$857,582
Transfer In-Wastewater Fund	\$946,840	\$1,043,751	\$1,095,684	\$1,095,684	\$1,081,708
Transfer In-Trust/Capital Reserve	\$75,000	\$52,216	\$480,500	\$450,500	\$433,500
Transfer In-Trust/Economic Dev	\$34,000	\$138,000	\$180,000	\$180,000	\$125,000
Transfer In-Trust/Flowers	\$6,000	\$5,500	\$6,500	\$6,500	\$6,500
Transfer In-Trust/Forest	\$40,453	\$0	\$40,458	\$36,080	\$49,225
Transfer In-Trust/General Care	\$122,155	\$118,187	\$122,000	\$122,000	\$137,000
Transfer In-Trust/Library	\$186,300	\$186,300	\$186,300	\$186,300	\$186,300
Transfer In-Trust/Self Insurance	\$2,737	\$409,369	\$220,000	\$200,000	\$16,500
Transfer In-Trust/Shrubs	\$0	\$1,500	\$1,500	\$1,500	\$1,500
Subtotal	\$3,214,057	\$3,815,184	\$4,296,494	\$4,242,116	\$3,901,833
Use of Fund Balance/Retained Earnings					
Budgetary Use of Fund Balance	\$0	\$0	\$1,405,200	\$0	\$0
Subtotal	\$0	\$0	\$1,405,200	\$0	\$0
Motor Vehicle Registrations					
Motor Vehicle Registrations	\$6,686,684	\$7,141,635	\$6,740,000	\$7,152,900	\$7,080,994
Subtotal	\$6,686,684	\$7,141,635	\$6,740,000	\$7,152,900	\$7,080,994

General Fund Revenue

	2017 Actual	2018 Actual	2019 Budgeted	2019 Estimated	2020 Budget
Department Service Charges					
Salt Sales	\$29,044	\$18,589	\$30,000	\$30,000	\$30,000
Street Tree Sales	\$4,450	\$765	\$9,000	\$9,000	\$9,000
Timber Sales	\$23,835	\$29,215	\$10,000	\$13,000	\$1,000
MV State Agent Admin	\$123,777	\$127,323	\$122,000	\$127,556	\$127,200
MV Transportation Admin	\$19,773	\$20,185	\$19,300	\$20,230	\$20,400
MV Transportation Surcharge	\$177,984	\$181,661	\$175,000	\$181,655	\$181,400
MV Waste Disposal	\$20,004	\$20,410	\$19,300	\$20,094	\$20,230
Alarm Panel Plug In/Out	\$4,941	\$6,963	\$5,850	\$5,600	\$5,850
Master Alarm Box Connection	\$202,560	\$203,634	\$211,480	\$213,000	\$211,480
Advanced Life Support Intercept	\$1,098	\$1,098	\$1,647	\$1,647	\$1,647
Ambulance Service Charge	\$1,802,343	\$1,882,169	\$1,750,000	\$1,995,000	\$1,950,000
Recording Fees	\$11,545	\$7,955	\$4,800	\$7,310	\$6,000
Application Fee	\$20,984	\$22,673	\$22,360	\$23,200	\$22,360
Application for Appeal	\$16,557	\$30,834	\$19,000	\$24,000	\$22,000
Review Fee-Site Plans	\$38,474	\$62,967	\$40,000	\$40,000	\$40,000
Review Fee-Subdivision	\$8,090	\$9,675	\$9,000	\$16,000	\$15,000
Reports, Prints and Copies	\$28,236	\$27,289	\$21,450	\$3,650	\$3,250
Special Fire Duty Services	\$16,302	\$16,391	\$19,500	\$15,700	\$17,200
Recreation Player Fee-Parks	\$3,982	\$5,478	\$4,300	\$4,300	\$4,300
Sundry Services	\$57,022	\$49,593	\$45,320	\$47,860	\$46,120
Police Patrol Services	\$7,353	\$10,574	\$6,400	\$6,400	\$6,400
Police Witness Fees	\$13,307	\$8,057	\$8,000	\$5,600	\$6,000
Special Police Duty Services	\$196,286	\$321,321	\$275,000	\$177,000	\$275,000
Interment	\$78,051	\$88,123	\$80,100	\$85,000	\$80,100
Cemetery Maintenance	\$1,166	\$1,826	\$2,000	\$700	\$1,500
Inventory Mark-up	\$15,177	\$15,154	\$16,200	\$16,200	\$15,000
Overtime & Supply Charges	\$7,824	\$9,952	\$10,500	\$12,000	\$10,500
Miscellaneous Services	\$172,507	\$201,668	\$279,460	\$246,000	\$246,640
Non-Resident Library Fees	\$6,550	\$6,855	\$7,400	\$6,000	\$7,000
Camps	\$89,438	\$129,609	\$113,710	\$140,110	\$127,500
Aquatics Program	\$44,312	\$19,344	\$31,000	\$33,780	\$31,500
Lighting Charge	\$2,785	\$4,265	\$4,400	\$7,000	\$4,400
Concession Income	\$2,349	\$1,320	\$3,500	\$50	\$0
Subtotal	\$3,248,105	\$3,542,932	\$3,376,977	\$3,534,642	\$3,545,977

General Fund Revenue

	2017 Actual	2018 Actual	2019 Budgeted	2019 Estimated	2020 Budget
Retiree Health Reimbursement					
NHRS subsidy for Retiree Health Ins	\$955,283	\$961,720	\$962,060	\$949,420	\$934,080
Retiree share of Health Ins	\$415,329	\$449,529	\$483,580	\$517,830	\$475,590
Subtotal	\$1,370,612	\$1,411,249	\$1,445,640	\$1,467,250	\$1,409,670
Other Revenue					
Cable TV Franchise	\$923,973	\$889,139	\$900,370	\$841,500	\$832,500
Finance Charges	\$488	\$5,089	\$2,000	\$4,000	\$2,500
Insurance Distributions & Credits	\$0	\$0	\$0	\$291,350	\$0
Contribution-Purchase of Lots	\$15,348	\$26,422	\$23,100	\$31,600	\$23,100
Contribution-Purchase of Niches	\$1,460	\$3,564	\$2,000	\$8,100	\$3,000
Reimbursements	\$10,667	\$26,300	\$10,000	\$8,000	\$10,000
Sale of Surplus Property	\$29,084	\$90,877	\$30,000	\$28,050	\$30,000
Miscellaneous	\$292,759	\$160,545	\$45,353	\$84,290	\$39,765
Advertising Revenue	\$0	\$5,500	\$5,500	\$6,000	\$5,500
Subtotal	\$1,273,779	\$1,207,436	\$1,018,323	\$1,302,890	\$946,365
Total Revenue	\$60,514,345	\$63,859,485	\$66,683,962	\$66,198,064	\$66,502,857

General Fund Revenue

Description of Revenue Detail

The following items represent 85.7% of all General Fund revenues:

Property Taxes	\$41,869,229	63.0%
Motor Vehicle Registrations	\$7,080,994	10.6%
Transfer-In	\$3,901,833	5.9%
Intergovernmental - Rooms and Meals Tax	\$2,190,812	3.3%
Department Service Charges - Ambulance Service Charge	\$1,950,000	2.9%
Total	\$56,992,868	85.7%

Property Taxes

FY 2020 property taxes account for approximately 63.0% of General Fund revenues. This represents a 1.92% tax rate increase over FY 2019. Budgeted property taxes are determined by subtracting all other budgeted General Fund revenues from total General Fund budgeted expenses. The City Council did not set a specific tax rate target for FY 2020 and instead instructed the City Manager to present a responsible budget and work towards the City Council priorities.

In addition to the taxes to be raised for appropriations, \$567,400 of tax revenue is estimated to be raised for tax abatements or overlay (\$300,000) and war service credits (\$267,400). Including overlay and war service credits, the FY 2020 total tax revenue is \$42,436,629, up from \$41,385,110 adopted by City Council for FY 2019. Please refer to the Resolution section for a comparison of FY 2019 versus FY 2020 budgetary tax rates.

Motor Vehicle Registrations

Revenue from motor vehicle registrations represents 10.6% of all General Fund revenue and is the second largest source of revenue for the Fund. This revenue is budgeted by using the current fiscal year's actual year-to-date receipts and estimating the remainder of the year, analyzing the local and national economy for automobile purchases, and considering forecasts of new car sales for the next 12-18 months.

Transfer In

The Transfer In portion of revenue represents 5.9% of all General Fund revenue. It is comprised of Municipal Overhead charges to most of the City's Enterprise and Special Revenue funds; General Services Overhead Charges to the Water, Wastewater, and Arena Funds; as well as Information Technology (IT) computer charges to the Parking, Airport, Golf, Arena, Water, and Wastewater Funds. Municipal Overhead and General Services Overhead is determined using a formula to calculate the overhead expenses and prorating to the applicable funds based on their percentage of budgets. The amounts may also be adjusted based on the Fund's financial position or ability to absorb an increase in any given year. The IT charges, small in comparison to the overhead charges, are based on a cost-per-computer formula, as applicable to the individual Funds.

In addition to overhead transfers, the City also recognizes revenues as transfers in from trusts including cemetery, library, insurance and capital reserves; and transfers from Impact Fee and Tax Increment Finance (TIF) District funds as reimbursement for operating expenses and applicable debt service costs.

General Fund Revenue

Intergovernmental

Rooms and Meals taxes represent 3.3% of all General Fund revenue and are estimated to be less than \$1,000 more than FY 2019.

Department Service Charges

Ambulance Service charges represent 2.9% of all General Fund revenue and is the fifth largest source of revenue for the fund. Revenue is projected primarily based on historical trends and changes in emergency medical services demanded. Changes in payor mix (Medicare, Medicaid, private insurance, no insurance) can have a significant effect on revenues received.

Use of Fund Balance

The City Council has adopted balanced budgets since FY 2010, and, if adopted, FY 2020 will be the eleventh consecutive year. After financial year-end activities are completed, the City Council considers using a portion of surplus remaining from the previous fiscal year, typically to fund one-time expenditures and transfers to capital reserve accounts. This process uses fund balance as the funding source, which has no real impact on the succeeding fiscal years' budgeting since this use of funds is primarily for one-time activities and not ongoing operations.

<u>Fiscal Year</u>	<u>Total</u> <u>Fund Balance</u>	<u>Unassigned</u> <u>Fund Balance</u>
2009	\$6,471,747	\$5,302,478
2010	\$7,992,313	\$5,695,545
2011	\$12,590,168	\$6,736,075
2012	\$14,153,990	\$8,168,250
2013	\$14,896,285	\$9,079,250
2014	\$14,199,114	\$9,879,330
2015	\$14,549,738	\$10,171,068
2016	\$15,939,783	\$10,735,579
2017	\$17,474,214	\$11,015,079
2018	\$17,514,013	\$11,371,395

Source: 2009-2018 Comprehensive Annual Financial Reports

Note: Although not one of the top five revenue categories, Licenses and Permits recognized a new revenue stream, part way through FY 2018. Street Excavation Fees are budgeted at \$130,000 for FY 2020. All funds received in this line item will be subsequently transferred out to the Highway Reserve to help fund the annual paving program. These fees are expected to be a strong source of revenue through approximately 2020 and in conjunction with the significant effort Liberty Utilities is making in upgrading gas lines throughout the City.