

General Fund Revenue

<u>Summary</u>	2018	2019	2020	2020	2021
	Actual	Actual	Budgeted	Estimated	Budget
Revenue					
Property Taxes	\$38,180,141	\$41,727,954	\$41,874,229	\$41,940,000	\$42,194,952
Other Taxes	\$731,123	\$751,442	\$756,332	\$792,048	\$808,479
Intergov Revenue	\$4,830,878	\$4,114,907	\$4,873,807	\$4,887,140	\$4,861,248
Rental Income	\$210,486	\$228,486	\$285,743	\$196,938	\$285,940
Fines and Penalties	\$596,870	\$778,425	\$518,500	\$559,470	\$566,500
Licenses and Permits	\$1,587,137	\$1,308,046	\$1,334,040	\$1,438,770	\$988,480
Investment Income	\$532,695	\$895,936	\$700,000	\$610,000	\$390,000
Donations	\$38,615	\$49,625	\$47,500	\$46,700	\$48,200
Transfer In	\$3,815,184	\$4,124,046	\$4,048,333	\$4,006,347	\$3,964,400
Use of Fund Bal/RE	\$0	\$0	\$1,107,100	\$0	\$1,500,000
Motor Vehicle Reg	\$7,141,635	\$7,288,755	\$7,081,994	\$7,000,000	\$7,000,000
Dept Service Charges	\$3,575,575	\$3,756,764	\$3,568,677	\$3,458,449	\$3,603,259
Retiree Health Reimb	\$1,411,249	\$1,449,900	\$1,409,670	\$1,334,900	\$1,338,680
Other Revenue	\$1,207,896	\$1,301,604	\$946,825	\$1,067,570	\$947,515
Total Revenue	\$63,859,485	\$67,775,892	\$68,552,750	\$67,338,333	\$68,497,653

General Fund Revenue

<u>Detail</u>	2018 Actual	2019 Actual	2020 Budgeted	2020 Estimated	2021 Budget
Property Taxes					
Property Taxes	\$38,180,141	\$41,727,954	\$41,874,229	\$41,940,000	\$42,194,952
Subtotal	\$38,180,141	\$41,727,954	\$41,874,229	\$41,940,000	\$42,194,952
Other Taxes					
Timber Tax	\$23,870	\$17,993	\$15,000	\$20,000	\$15,000
Payment-In-Lieu-of-Tax (PILOT)	\$707,254	\$732,892	\$741,232	\$771,748	\$793,379
Excavation Activity Tax	\$0	\$558	\$100	\$300	\$100
Subtotal	\$731,123	\$751,442	\$756,332	\$792,048	\$808,479
Intergov Revenue					
Other Gov Agencies - Federal	\$108,114	\$89,747	\$40,565	\$40,565	\$0
Other Gov Agencies - State	\$125,000	\$125,000	\$874,728	\$874,730	\$874,727
Drug Forfeiture or Restitution	\$12,754	\$9,646	\$10,000	\$4,500	\$5,000
Rooms and Meals Tax	\$2,190,811	\$2,190,108	\$2,190,812	\$2,185,140	\$2,185,000
Highway Block Grant	\$1,633,864	\$895,355	\$896,710	\$909,730	\$909,730
Railroad Tax	\$708	\$1,786	\$1,517	\$1,525	\$1,500
Other Gov Agencies - Local	\$606,160	\$640,396	\$619,300	\$629,300	\$630,676
School District Payments	\$153,467	\$162,869	\$240,175	\$241,650	\$254,615
Subtotal	\$4,830,878	\$4,114,907	\$4,873,807	\$4,887,140	\$4,861,248
Rental Income					
Rental Income	\$210,486	\$228,486	\$285,743	\$196,938	\$285,940
Subtotal	\$210,486	\$228,486	\$285,743	\$196,938	\$285,940
Fines and Penalties					
Fines and Penalties	\$399,104	\$630,437	\$350,000	\$440,000	\$400,000
Parking Penalties	\$115,281	\$76,160	\$100,000	\$57,000	\$100,000
False Alarm Penalties	\$44,452	\$39,139	\$33,000	\$36,000	\$33,500
Fines for Overdue Items	\$30,102	\$24,607	\$30,000	\$20,000	\$27,000
Fines for Code Prosecution	\$6,526	\$7,817	\$5,000	\$5,000	\$5,000
Court Ordered Payments	\$1,406	\$265	\$500	\$1,470	\$1,000
Subtotal	\$596,870	\$778,425	\$518,500	\$559,470	\$566,500

General Fund Revenue

	2018 Actual	2019 Actual	2020 Budgeted	2020 Estimated	2021 Budget
Licenses and Permits					
Fire Prevention Permits	\$78,751	\$88,241	\$78,690	\$63,690	\$79,000
Construction Permits	\$977,324	\$936,776	\$932,000	\$871,000	\$623,000
Other Permits	\$18,203	\$22,438	\$20,500	\$14,800	\$18,200
Licenses	\$172,324	\$167,879	\$172,850	\$165,030	\$168,280
Street Damage Fees	\$340,535	\$92,711	\$130,000	\$324,250	\$100,000
Subtotal	\$1,587,137	\$1,308,046	\$1,334,040	\$1,438,770	\$988,480
Investment Income					
Investment Income	\$532,695	\$895,936	\$700,000	\$610,000	\$390,000
Subtotal	\$532,695	\$895,936	\$700,000	\$610,000	\$390,000
Donations					
Donations	\$38,615	\$49,625	\$47,500	\$46,700	\$48,200
Subtotal	\$38,615	\$49,625	\$47,500	\$46,700	\$48,200
Transfer In					
Transfer In - Trust	\$911,071	\$1,163,203	\$1,102,025	\$1,060,189	\$1,008,939
Transfer In - Inspection	\$3,742	\$2,876	\$3,600	\$3,600	\$3,800
Transfer In - Parking	\$165,230	\$106,070	\$107,263	\$107,113	\$108,498
Transfer In - Airport	\$68,812	\$71,804	\$73,034	\$73,034	\$74,152
Transfer In - Conserv Prop	\$45,000	\$29,000	\$20,000	\$20,000	\$25,000
Transfer In - Impact Fee	\$65,390	\$104,540	\$95,000	\$95,000	\$0
Transfer In - Golf	\$0	\$0	\$300	\$300	\$300
Transfer In - Arena	\$65,797	\$69,123	\$66,497	\$66,497	\$66,765
Transfer In - Solid Waste	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600
Transfer In - NEOCTIF	\$153,000	\$160,650	\$168,683	\$168,683	\$177,115
Transfer In - Sears Block TIF	\$469,882	\$469,725	\$461,291	\$461,291	\$454,060
Transfer In - Penacook TIF	\$7,025	\$7,380	\$7,750	\$7,750	\$8,135
Transfer In - Water	\$812,884	\$850,724	\$857,582	\$857,582	\$918,137
Transfer In - Wastewater	\$1,043,751	\$1,085,352	\$1,081,708	\$1,081,708	\$1,115,899
	\$3,815,184	\$4,124,046	\$4,048,333	\$4,006,347	\$3,964,400
Use of Fund Bal/RE					
Use of Fund Balance	\$0	\$0	\$1,107,100	\$0	\$1,500,000
Subtotal	\$0	\$0	\$1,107,100	\$0	\$1,500,000
Motor Vehicle Reg					
Motor Vehicle Registrations	\$7,141,635	\$7,288,755	\$7,081,994	\$7,000,000	\$7,000,000
Subtotal	\$7,141,635	\$7,288,755	\$7,081,994	\$7,000,000	\$7,000,000

General Fund Revenue

	2018 Actual	2019 Actual	2020 Budgeted	2020 Estimated	2021 Budget
Dept Service Charges					
MV Transportation Surcharge	\$181,661	\$183,654	\$181,400	\$175,000	\$175,050
MV Transportation Admin	\$20,185	\$26,069	\$20,400	\$19,000	\$19,300
MV Waste Disposal	\$20,410	\$20,638	\$20,230	\$19,000	\$19,300
MV State Agent Admin	\$127,323	\$130,500	\$127,200	\$122,000	\$122,100
Reports, Prints, and Copies	\$27,289	\$3,715	\$3,250	\$3,300	\$3,150
Recording Fees	\$7,955	\$9,885	\$6,000	\$6,000	\$6,000
Application Fees	\$53,507	\$46,474	\$44,360	\$44,000	\$40,750
Review Fees	\$72,642	\$66,832	\$55,000	\$55,000	\$38,000
Inspection Fees	\$31,820	\$32,413	\$21,000	\$32,300	\$28,000
Camps	\$129,609	\$158,206	\$127,500	\$85,000	\$145,000
Aquatics Programs	\$19,344	\$36,203	\$31,500	\$23,000	\$20,000
Program Fees	\$134,933	\$186,284	\$193,640	\$134,000	\$187,550
Salt Sales	\$18,589	\$34,401	\$30,000	\$30,000	\$30,000
Tree Sales	\$765	\$8,003	\$9,000	\$1,200	\$9,000
Timber Sales	\$29,215	\$19,537	\$1,000	\$14,000	\$7,000
Mark-up	\$15,154	\$15,015	\$15,000	\$11,000	\$15,000
Non-Resident Library Fees	\$6,855	\$7,295	\$7,000	\$5,000	\$7,000
Sundry Services	\$49,593	\$57,906	\$46,120	\$50,000	\$46,120
Special Duty Services	\$337,712	\$227,281	\$292,200	\$265,000	\$295,000
Police Patrol Services	\$10,574	\$7,447	\$6,400	\$4,200	\$6,400
Cruiser Rental Fee	\$38,120	\$20,896	\$27,000	\$36,000	\$30,000
Police Witness Fees	\$8,057	\$5,045	\$6,000	\$4,200	\$6,000
Ambulance Charges	\$1,883,267	\$2,087,807	\$1,951,647	\$1,970,000	\$1,998,294
Alarm Boxes	\$210,597	\$218,879	\$217,330	\$220,000	\$221,795
Concession Sales	\$1,320	\$49	\$0	\$43	\$0
Other Service Charges	\$139,081	\$146,331	\$128,500	\$130,206	\$127,450
Subtotal	\$3,575,575	\$3,756,764	\$3,568,677	\$3,458,449	\$3,603,259
Retiree Health Reimb					
Retiree Health Insurance	\$1,411,249	\$1,449,900	\$1,409,670	\$1,334,900	\$1,338,680
Subtotal	\$1,411,249	\$1,449,900	\$1,409,670	\$1,334,900	\$1,338,680

General Fund Revenue

	2018	2019	2020	2020	2021
	Actual	Actual	Budgeted	Estimated	Budget
Other Revenue					
Sales of Lots and Niches	\$29,986	\$33,876	\$26,100	\$29,000	\$29,500
Sale of Assets	\$90,877	\$33,619	\$30,000	\$39,000	\$30,000
Advertising	\$5,500	\$6,000	\$5,500	\$5,500	\$5,500
Cable TV Franchise	\$889,139	\$844,815	\$832,500	\$837,150	\$833,110
Finance Charges	\$5,089	\$5,060	\$2,500	\$2,500	\$2,500
Insurance Dist and Credits	\$0	\$253,917	\$0	\$99,935	\$0
Forest Loss Reimbursement	\$460	\$503	\$460	\$460	\$460
Reimbursements	\$26,300	\$9,162	\$10,000	\$10,500	\$10,000
Other Revenue	\$160,545	\$114,652	\$39,765	\$43,525	\$36,445
Subtotal	\$1,207,896	\$1,301,604	\$946,825	\$1,067,570	\$947,515
Total Revenue	\$63,859,485	\$67,775,892	\$68,552,750	\$67,338,333	\$68,497,653

General Fund Revenue

Description of Revenue Detail

The following items represent 83.8% of all General Fund revenues:

Property Taxes	\$42,194,952	61.7%
Motor Vehicle Registrations	\$7,000,000	10.2%
Transfer-In	\$3,964,400	5.8%
Intergovernmental - Rooms and Meals Tax	\$2,185,000	3.2%
Department Service Charges - Ambulance Charges	\$1,998,294	2.9%
Total	\$57,342,646	83.8%

Property Taxes

FY 2021 property taxes account for approximately 61.7% of General Fund revenues. This represents a 0.00% tax rate increase over FY 2020. 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 2021 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 2021 total tax revenue is \$42,762,352 up from \$42,441,629 adopted by City Council for FY 2020. The actual amount to raise in taxes is \$320,723 higher than the FY 2020 adopted budget due to the additional real growth value in property assessments. The proposed tax rate remains the same. Please refer to the Resolution section for a comparison of FY 2020 versus FY 2021 budgetary tax rates.

Motor Vehicle Registrations

Revenue from motor vehicle registrations represents 10.2% 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. *(Note: for FY 2021, it was originally anticipated that this revenue line would be between \$7.3 and \$7.4 million; however, due to the ongoing economic issues, this revenue was scaled back to \$7,000,000 or approximately \$82,000 less than FY 2020.)*

Transfer-In

The Transfer In portion of revenue represents 5.8% 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, 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 3.2% of all General Fund revenue and are estimated to be the same as FY 2020. *(Note: For FY 2021, due to the ongoing economic issues, this revenue will likely be less than budgeted; however, as of the publication of this budget document, there has been no indication from the State of New Hampshire how this revenue will be impacted. A mid year adjustment to the budget may be necessary based on the actual revenue received during the fiscal year.)*

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 2021 will be the first year in over a decade that “Fund Balance” is used to balance the budget. 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>
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
2019	\$18,904,212	\$11,769,490

Source: 2010-2019 Comprehensive Annual Financial Reports