

General Fund Revenue

<u>Summary</u>	2020	2021	2021	2021	2022
	Actual	Adopted	Revised	Projected	Budget
Revenue					
Property Taxes	\$41,872,607	\$42,194,952	\$42,608,575	\$43,082,514	\$44,157,853
Other Taxes	\$789,442	\$808,479	\$808,479	\$790,640	\$709,572
Intergov Revenue	\$5,583,981	\$4,861,248	\$5,203,123	\$5,253,699	\$4,096,234
Rental Income	\$199,561	\$285,940	\$285,940	\$186,540	\$278,502
Fines and Penalties	\$570,825	\$566,500	\$566,500	\$547,900	\$586,000
Licenses and Permits	\$1,509,505	\$988,480	\$948,480	\$966,200	\$1,164,785
Investment Income	\$613,031	\$390,000	\$140,000	\$48,000	\$45,000
Donations	\$48,237	\$48,200	\$48,200	\$45,100	\$48,200
Transfer In	\$3,957,460	\$3,964,400	\$4,079,600	\$3,920,693	\$3,901,793
Use of Fund Bal/RE	\$0	\$1,500,000	\$2,501,692	\$0	\$1,750,000
Motor Vehicle Reg	\$7,104,853	\$7,000,000	\$7,000,000	\$7,000,000	\$7,100,000
Dept Service Charges	\$3,601,865	\$3,603,259	\$3,603,259	\$3,350,878	\$3,532,394
Retiree Health Reimb	\$1,356,856	\$1,338,680	\$1,338,680	\$1,317,500	\$1,334,950
Other Revenue	\$1,131,705	\$947,515	\$1,044,520	\$1,201,135	\$963,450
Total Revenue	\$68,339,929	\$68,497,653	\$70,177,048	\$67,710,800	\$69,668,734

General Fund Revenue

<u>Detail</u>	2020 Actual	2021 Adopted	2021 Revised	2021 Projected	2022 Budget
Property Taxes					
Property Taxes	\$41,872,517	\$42,194,952	\$42,608,575	\$43,082,514	\$44,157,853
Property Taxes-Elderly Lein	\$90	\$0	\$0	\$0	\$0
Subtotal	\$41,872,607	\$42,194,952	\$42,608,575	\$43,082,514	\$44,157,853
Other Taxes					
Timber Tax	\$17,274	\$15,000	\$15,000	\$20,000	\$15,000
Payment-In-Lieu-of-Tax (PILOT)	\$771,766	\$793,379	\$793,379	\$770,540	\$694,472
Excavation Activity Tax	\$402	\$100	\$100	\$100	\$100
Subtotal	\$789,442	\$808,479	\$808,479	\$790,640	\$709,572
Intergov Revenue					
Other Gov Agencies - Federal	\$151,591	\$0	\$93,659	\$93,655	\$0
Other Gov Agencies - State	\$1,528,733	\$874,727	\$1,215,140	\$1,330,705	\$125,000
Drug Forfeiture or Restitution	\$14,113	\$5,000	\$5,000	\$6,500	\$5,000
Rooms and Meals Tax	\$2,185,141	\$2,185,000	\$2,175,005	\$2,175,006	\$2,205,005
Highway Block Grant	\$909,634	\$909,730	\$859,528	\$859,530	\$859,530
Railroad Tax	\$1,614	\$1,500	\$1,500	\$1,908	\$1,000
Other Gov Agencies - Local	\$636,163	\$630,676	\$630,676	\$630,676	\$632,089
School District Payments	\$156,992	\$254,615	\$222,615	\$155,720	\$268,610
Subtotal	\$5,583,981	\$4,861,248	\$5,203,123	\$5,253,699	\$4,096,234
Rental Income					
Rental Income	\$199,561	\$285,940	\$285,940	\$186,540	\$278,502
Subtotal	\$199,561	\$285,940	\$285,940	\$186,540	\$278,502
Fines and Penalties					
Fines and Penalties	\$443,726	\$400,000	\$400,000	\$450,000	\$450,000
Parking Penalties	\$60,353	\$100,000	\$100,000	\$52,500	\$80,000
False Alarm Penalties	\$42,745	\$33,500	\$33,500	\$39,000	\$35,000
Fines for Overdue Items	\$17,211	\$27,000	\$27,000	\$400	\$15,000
Fines for Code Prosecution	\$5,046	\$5,000	\$5,000	\$5,000	\$5,000
Court Ordered Payments	\$1,743	\$1,000	\$1,000	\$1,000	\$1,000
Subtotal	\$570,825	\$566,500	\$566,500	\$547,900	\$586,000

General Fund Revenue

	2020 Actual	2021 Adopted	2021 Revised	2021 Projected	2022 Budget
Licenses and Permits					
Fire Prevention Permits	\$67,210	\$79,000	\$79,000	\$79,000	\$85,245
Construction Permits	\$926,245	\$623,000	\$583,000	\$703,000	\$818,910
Other Permits	\$17,388	\$18,200	\$18,200	\$17,500	\$17,700
Licenses	\$162,517	\$168,280	\$168,280	\$146,700	\$167,930
Street Damage Fees	\$336,145	\$100,000	\$100,000	\$20,000	\$75,000
Subtotal	\$1,509,505	\$988,480	\$948,480	\$966,200	\$1,164,785
Investment Income					
Investment Income	\$613,031	\$390,000	\$140,000	\$48,000	\$45,000
Subtotal	\$613,031	\$390,000	\$140,000	\$48,000	\$45,000
Donations					
Donations	\$48,237	\$48,200	\$48,200	\$45,100	\$48,200
Subtotal	\$48,237	\$48,200	\$48,200	\$45,100	\$48,200
Transfer In					
Transfer In - Trust	\$1,041,348	\$1,008,939	\$1,124,139	\$978,012	\$1,073,566
Transfer In - Inspection	\$3,546	\$3,800	\$3,800	\$3,800	\$3,790
Transfer In - Parking	\$107,263	\$108,498	\$108,498	\$108,498	\$109,795
Transfer In - Airport	\$73,034	\$74,152	\$74,152	\$74,152	\$75,560
Transfer In - Conserv Prop	\$20,000	\$25,000	\$25,000	\$25,000	\$34,000
Transfer In - Impact Fee	\$95,000	\$0	\$0	\$0	\$98,890
Transfer In - Golf	\$0	\$300	\$300	\$300	\$300
Transfer In - Arena	\$66,497	\$66,765	\$66,765	\$66,765	\$75,101
Transfer In - Solid Waste	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600
Transfer In - NEOCTIF	\$168,683	\$177,115	\$177,115	\$177,115	\$178,890
Transfer In - Sears Block TIF	\$461,291	\$454,060	\$454,060	\$454,060	\$446,635
Transfer In - Penacook TIF	\$7,750	\$8,135	\$8,135	\$8,135	\$11,220
Transfer In - Water	\$847,032	\$918,137	\$918,137	\$911,747	\$798,479
Transfer In - Wastewater	\$1,062,416	\$1,115,899	\$1,115,899	\$1,109,509	\$991,967
Subtotal	\$3,957,460	\$3,964,400	\$4,079,600	\$3,920,693	\$3,901,793
Use of Fund Bal/RE					
Use of Fund Balance	\$0	\$1,500,000	\$2,501,692	\$0	\$1,750,000
Subtotal	\$0	\$1,500,000	\$2,501,692	\$0	\$1,750,000
Motor Vehicle Reg					
Motor Vehicle Registrations	\$7,104,853	\$7,000,000	\$7,000,000	\$7,000,000	\$7,100,000
Subtotal	\$7,104,853	\$7,000,000	\$7,000,000	\$7,000,000	\$7,100,000

General Fund Revenue

	2020 Actual	2021 Adopted	2021 Revised	2021 Projected	2022 Budget
Dept Service Charges					
MV Transportation Surcharge	\$179,708	\$175,050	\$175,050	\$179,000	\$180,000
MV Transportation Admin	\$20,273	\$19,300	\$19,300	\$20,000	\$21,000
MV Waste Disposal	\$20,216	\$19,300	\$19,300	\$20,000	\$21,000
MV State Agent Admin	\$128,145	\$122,100	\$122,100	\$127,000	\$125,000
Reports, Prints, and Copies	\$3,263	\$3,150	\$3,150	\$2,200	\$2,150
Recording Fees	\$8,965	\$6,000	\$6,000	\$10,300	\$6,000
Application Fees	\$43,340	\$40,750	\$40,750	\$43,090	\$41,400
Review Fees	\$32,491	\$38,000	\$38,000	\$165,000	\$80,000
Inspection Fees	\$38,293	\$28,000	\$28,000	\$17,000	\$22,000
Camps	\$72,754	\$145,000	\$145,000	\$64,295	\$140,530
Aquatics Programs	\$19,002	\$20,000	\$20,000	\$8,000	\$24,930
Program Fees	\$132,732	\$187,550	\$187,550	\$64,200	\$148,715
Salt Sales	\$20,973	\$30,000	\$30,000	\$20,000	\$30,000
Tree Sales	\$1,200	\$9,000	\$9,000	\$0	\$9,000
Timber Sales	\$14,400	\$7,000	\$7,000	\$20,000	\$5,000
Mark-up	\$10,398	\$15,000	\$15,000	\$8,000	\$15,000
Non-Resident Library Fees	\$4,300	\$7,000	\$7,000	\$4,500	\$6,000
Sundry Services	\$54,278	\$46,120	\$46,120	\$50,000	\$46,120
Special Duty Services	\$340,662	\$295,000	\$295,000	\$134,360	\$232,500
Police Patrol Services	\$5,017	\$6,400	\$6,400	\$1,500	\$6,400
Cruiser Rental Fee	\$40,150	\$30,000	\$30,000	\$15,000	\$25,000
Police Witness Fees	\$2,423	\$6,000	\$6,000	\$30	\$0
Ambulance Charges	\$2,047,740	\$1,998,294	\$1,998,294	\$1,998,294	\$1,998,294
Alarm Boxes	\$215,430	\$221,795	\$221,795	\$221,490	\$223,135
Concession Sales	\$43	\$0	\$0	\$0	\$0
Other Service Charges	\$145,671	\$127,450	\$127,450	\$157,619	\$123,220
Subtotal	\$3,601,865	\$3,603,259	\$3,603,259	\$3,350,878	\$3,532,394
Retiree Health Reimb					
Retiree Health Insurance	\$1,356,856	\$1,338,680	\$1,338,680	\$1,317,500	\$1,334,950
Subtotal	\$1,356,856	\$1,338,680	\$1,338,680	\$1,317,500	\$1,334,950

General Fund Revenue

	2020	2021	2021	2021	2022
	Actual	Adopted	Revised	Projected	Budget
Other Revenue					
Sales of Lots and Niches	\$24,613	\$29,500	\$29,500	\$32,000	\$32,000
Sale of Assets	\$95,103	\$30,000	\$30,000	\$30,000	\$30,000
Advertising	\$0	\$5,500	\$5,500	\$5,500	\$8,000
Cable TV Franchise	\$841,396	\$833,110	\$833,110	\$830,000	\$845,750
Finance Charges	\$4,615	\$2,500	\$2,500	\$2,500	\$2,500
Insurance Dist and Credits	\$99,935	\$0	\$17,450	\$108,090	\$0
Forest Loss Reimbursement	\$515	\$460	\$515	\$460	\$460
Reimbursements	\$15,508	\$10,000	\$10,000	\$6,000	\$10,000
Other Revenue	\$50,020	\$36,445	\$115,945	\$186,585	\$34,740
Subtotal	\$1,131,705	\$947,515	\$1,044,520	\$1,201,135	\$963,450
Total Revenue	\$68,339,929	\$68,497,653	\$70,177,048	\$67,710,800	\$69,668,734

General Fund Revenue

Description of Revenue Detail

The following items represent 85.2% of all General Fund revenues:

Property Taxes	\$44,157,853	63.4%
Motor Vehicle Registrations	\$7,100,000	10.2%
Transfer-In	\$3,901,793	5.6%
Intergovernmental - Rooms and Meals Tax	\$2,205,005	3.2%
Department Service Charges - Ambulance Charges	\$1,998,294	2.9%
Total	\$59,332,945	85.2%

Property Taxes

FY 2022 property taxes account for approximately 63.4% of General Fund revenues. This represents a 2.5% tax rate increase over FY 2021. 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 2022 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, \$467,400 of tax revenue is estimated to be raised for tax abatements or overlay (\$200,000) and war service credits (\$267,400). Including overlay and war service credits, the FY 2022 total tax revenue is \$44,625,253 up from \$43,175,975 revised for FY 2021. The actual amount to raise in taxes is \$1,449,278 higher than the FY 2021 budget due to the additional real growth value in property assessments. The proposed City portion of the tax rate increases to \$9.55. Please refer to the Resolution section for a comparison of FY 2021 versus FY 2022 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.

Transfer-In

The Transfer In portion of revenue represents 5.6% 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. The Council adopted budget represents a \$30,000 increase over FY 2021.

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

If adopted, FY 2022 will be the second year 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>
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
2020	\$19,721,024	\$12,525,950

Source: 2011-2020 Comprehensive Annual Financial Reports