

FY20 Revenue Forecast

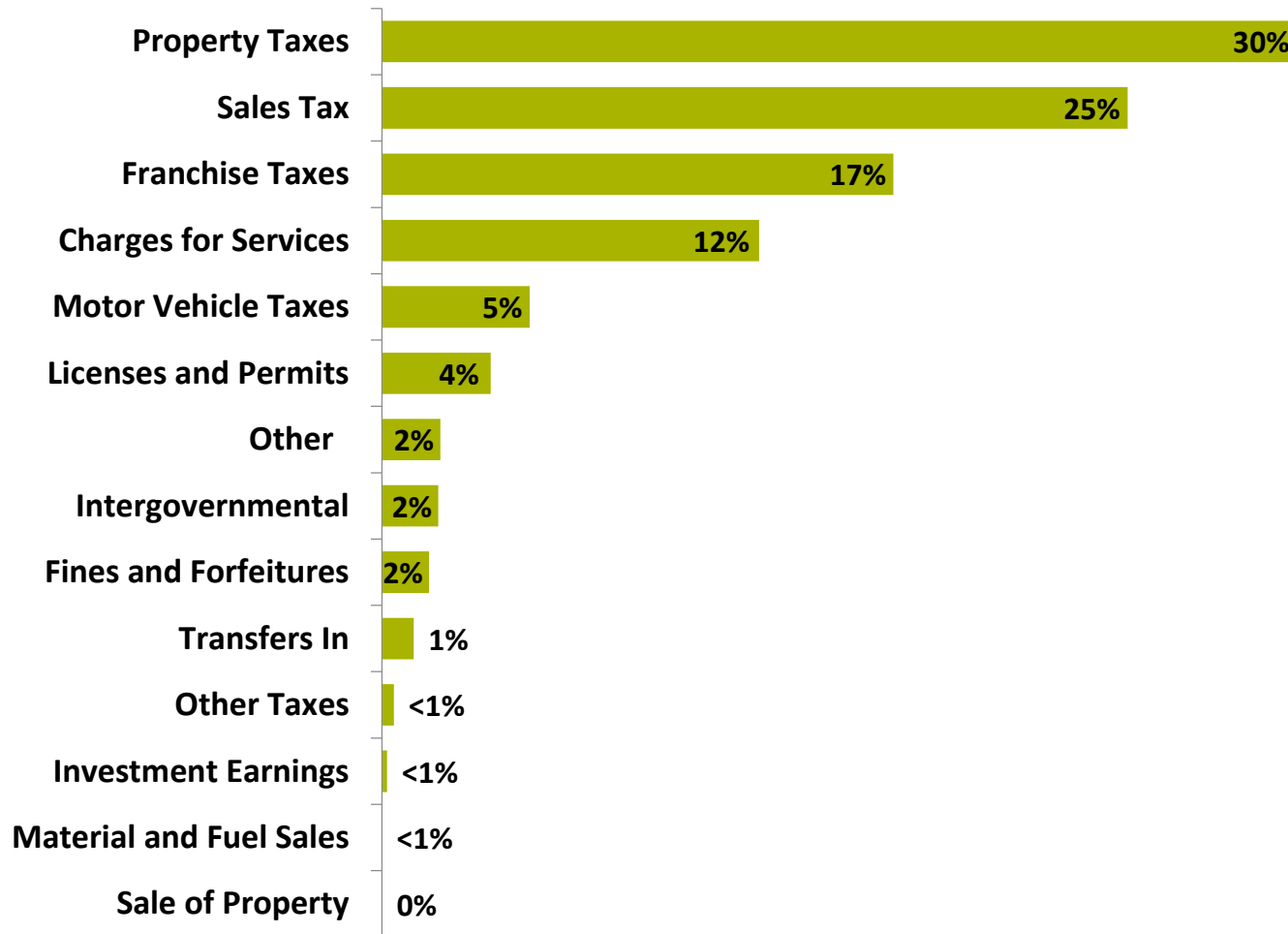
Finance & Budget Committee

March 13, 2019

Budget Estimate Considerations

- Data trends
- Population growth trends
- Changes in price or Schedule of Fees
- Development trends
- Changes in legislation

Overview of Major Revenues



FY20 Revenue Forecast

	2018	2019	2019	2020	Change from FY19 Budget		Change from FY19 Proj	
	Actuals	Budget	Proj	Forecast	\$	%	\$	%
Property Taxes	21,177,380	21,664,477	21,983,424	22,706,099	1,041,622	4.81%	722,675	3.29%
Sales Tax	16,402,094	17,121,276	17,809,477	18,405,282	1,284,006	7.50%	595,805	3.35%
Franchise Tax	13,425,420	12,530,550	12,892,717	12,625,326	94,776	0.76%	-267,391	-2.07%
Motor Vehicle Taxes	3,704,598	3,694,490	3,683,787	3,648,635	-45,855	-1.24%	-35,152	-0.95%
Other Taxes	319,617	322,690	310,610	295,174	-27,516	-8.53%	-15,436	-4.97%
Fines and Forfeitures	1,201,591	1,199,105	1,147,106	1,159,690	-39,415	-3.29%	12,584	1.10%
Licenses and Permits	2,762,581	2,655,300	2,727,300	2,685,440	30,140	1.14%	-41,860	-1.53%
Intergovernmental	891,502	1,148,065	1,148,065	1,310,965	162,900	14.19%	162,900	14.19%
Charges for Services	7,731,488	8,826,224	8,901,187	9,314,305	488,081	5.53%	413,118	4.64%
Materials and Fuel Sales	830	0	1,860	2,000	2,000	N/A	140	7.53%
Investment Earnings	98,394	120,000	334,334	280,000	160,000	133.33%	-54,334	-16.25%
Other	1,890,067	1,730,838	1,740,105	1,442,500	-288,338	-16.66%	-297,605	-17.10%
Sale of Property	108,233	0	0	0	0	0.00%	0	0.00%
Transfers In	791,112	804,515	804,515	784,518	-19,997	-2.49%	-19,997	-2.49%
Total	70,504,907	71,817,530	73,484,487	74,659,934	2,842,404	3.96%	1,175,447	1.60%



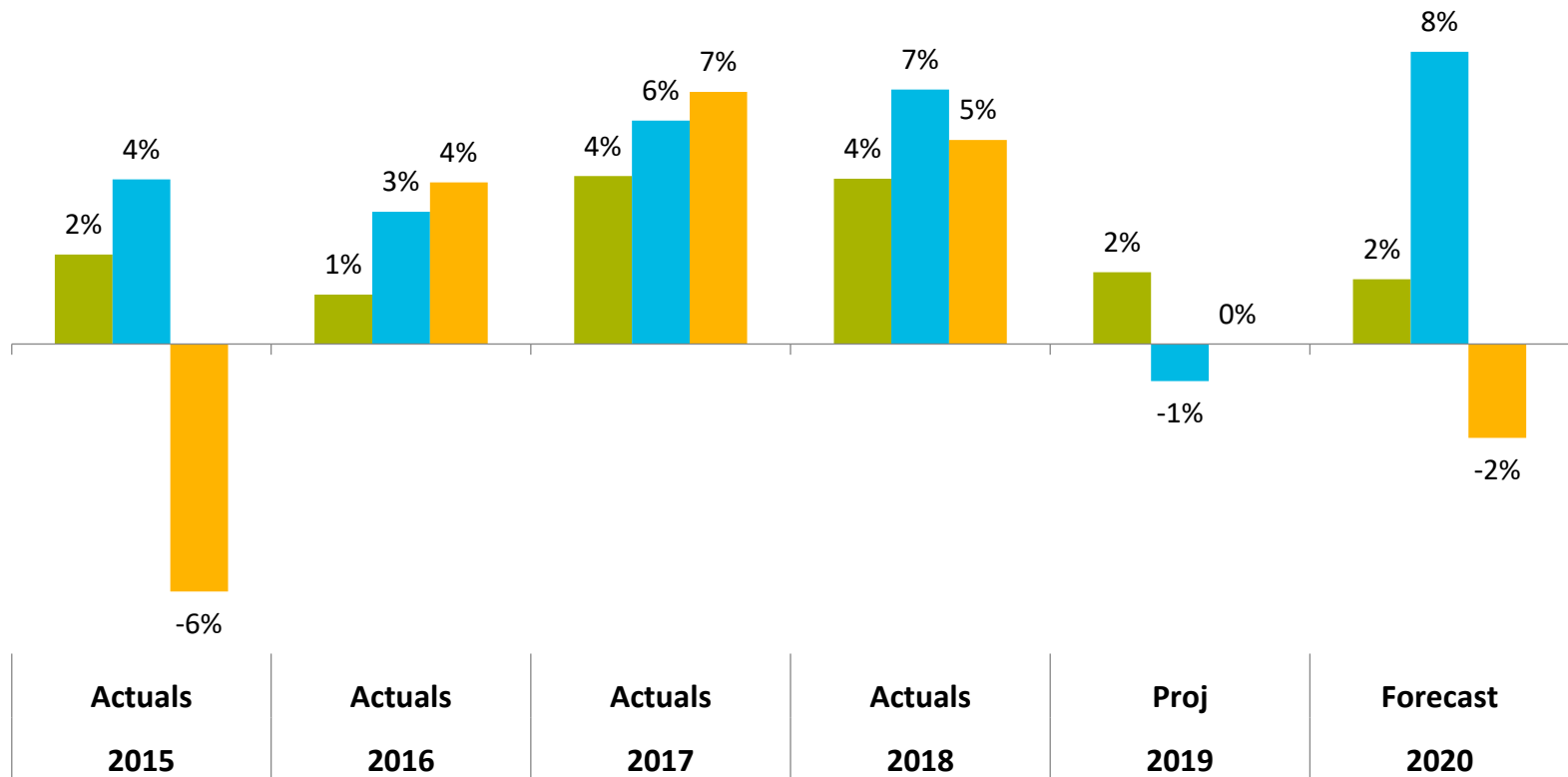
Property Tax

	2018	2019	2019	2020	Change from FY19 Budget		Change from FY19 Proj	
	Actuals	Budget	Proj	Forecast	\$	%	\$	%
Property Taxes- Jackson	16,652,184	16,683,733	17,017,105	17,261,085	577,352	3.46%	243,980	1.43%
Property Taxes Cass	485,585	495,242	480,817	518,682	23,440	4.73%	37,865	7.88%
RR Tax - Jackson	382,344	334,486	334,486	382,344	47,858	14.31%	47,858	14.31%
RR Tax - Cass	9,904	9,954	9,954	9,187	-767	-7.71%	-767	-7.71%
Replacement Tax	1,794,230	1,794,230	1,794,230	1,750,812	-43,418	-2.42%	-43,418	-2.42%
Payment in Lieu of Taxes	1,853,132	2,346,832	2,346,832	2,783,989	437,157	18.63%	437,157	18.63%
Total	21,177,379	21,664,477	21,983,424	22,706,099	1,041,622	4.81%	722,675	3.29%



Property Tax Annual Change

■ Jackson County ■ Cass County ■ Replacement Tax



Sales Tax

	2018	2019	2019	2020	Change from FY19 Budget		Change from FY19 Proj	
	Actuals	Budget	Proj	Forecast	\$	%	\$	%
Sales Tax-Cass Co prior period	89,509	0	214,824	214,824	214,824	N/A	0	0.00%
Total	89,509	0	214,824	214,824	214,824	N/A	0	0.00%

Considerations:

- The Sales Tax-Cass County prior period remittance is a fixed amount of revenue that is received by the City on a monthly basis over a 36 month period.
- The City began receiving this in January 2018.
- This revenue source is included in the overall revenue projections, but it is not included in the data used to forecast gross sales tax amounts or growth rates.



Sales Tax

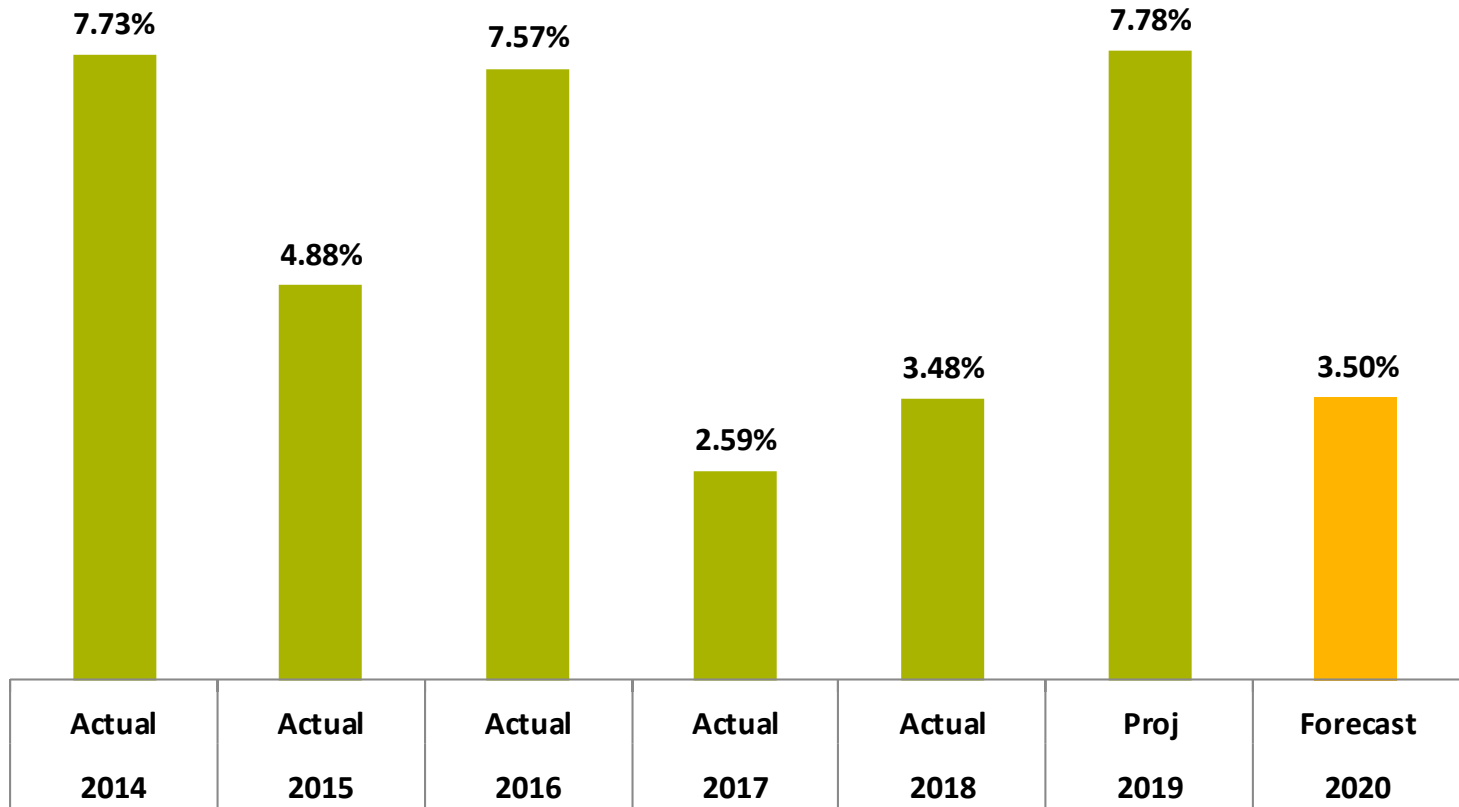
	2018	2019	2019	2020	Change from FY19 Budget		Change from FY19 Proj	
	Actuals	Budget	Proj	Forecast	\$	%	\$	%
Gross Sales Tax	16,946,275	17,829,399	18,264,469	18,903,726	1,074,327	6.03%	639,257	3.50%
EATs	-633,691	-708,123	-669,816	-713,268	-5,145	0.73%	-43,452	6.49%
Total	16,312,584	17,121,276	17,594,653	18,190,458	1,069,182	6.24%	595,805	3.39%

Considerations:

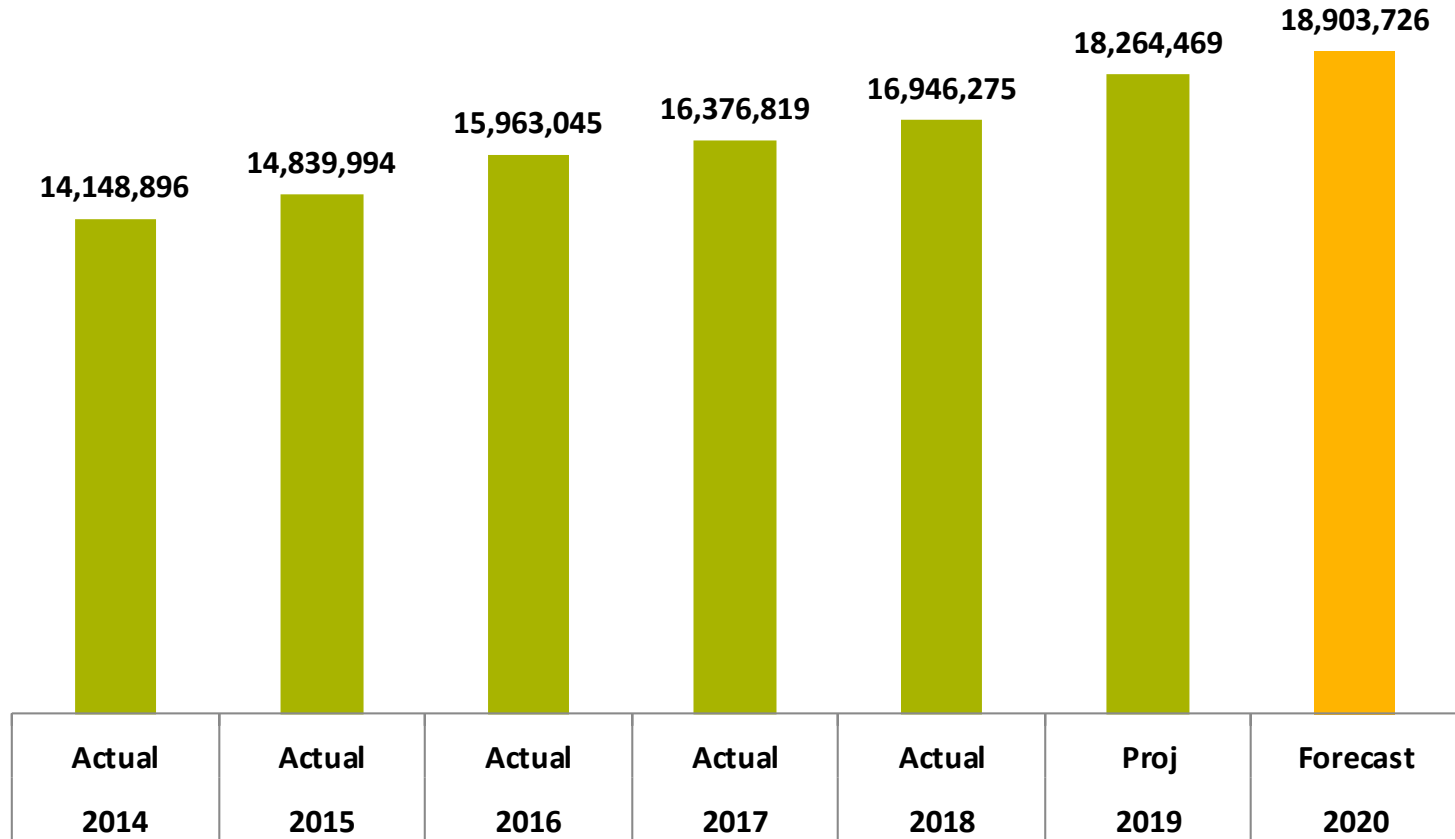
- Assumes a 3.50% growth over FY 2019 Projections
- Sales Tax Trends
- Population growth
- Inflation



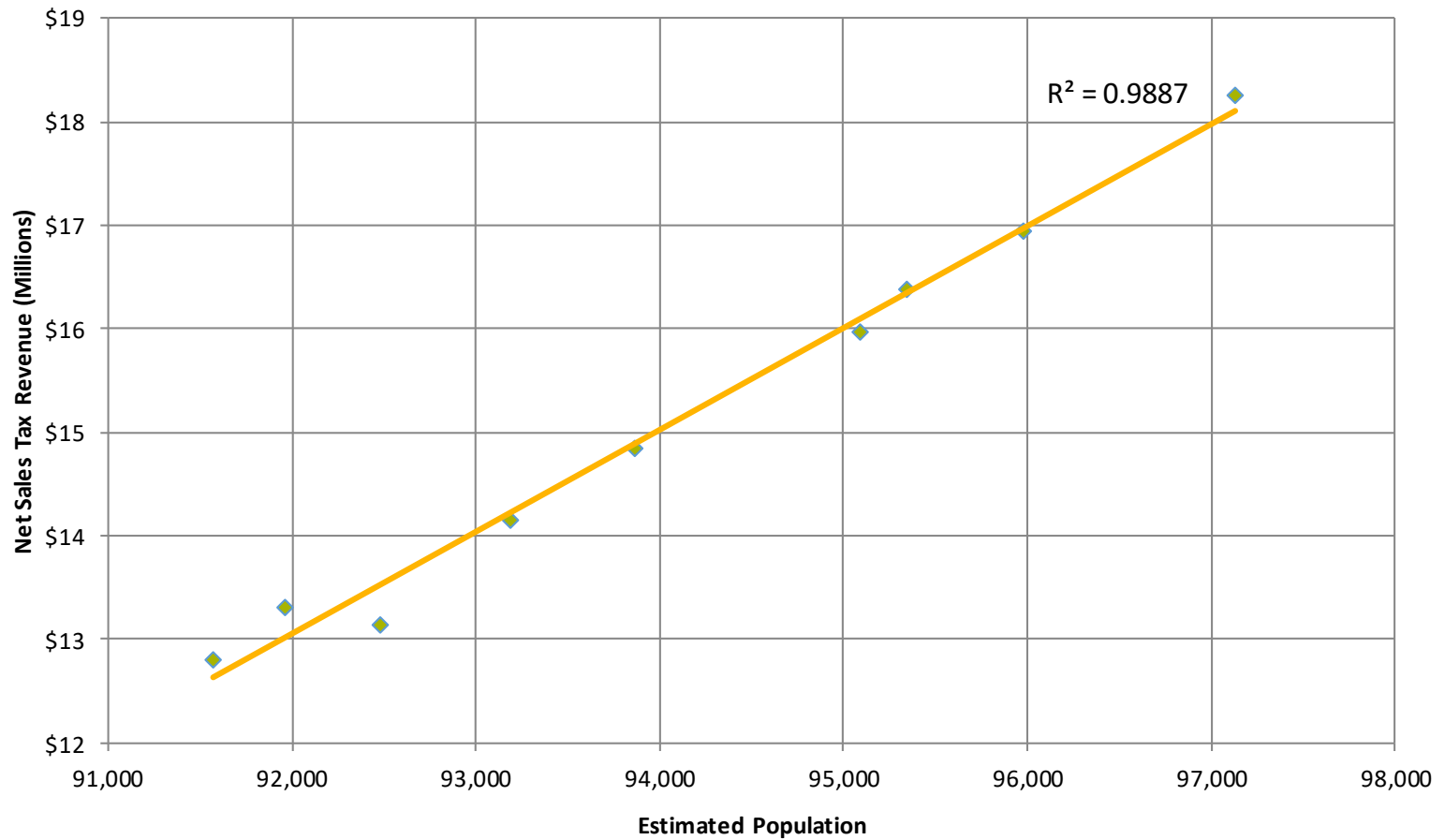
Gross Sales Tax Annual Change



Gross Sales Tax Annual Revenue



Population vs. Sales Tax (2011-2019)



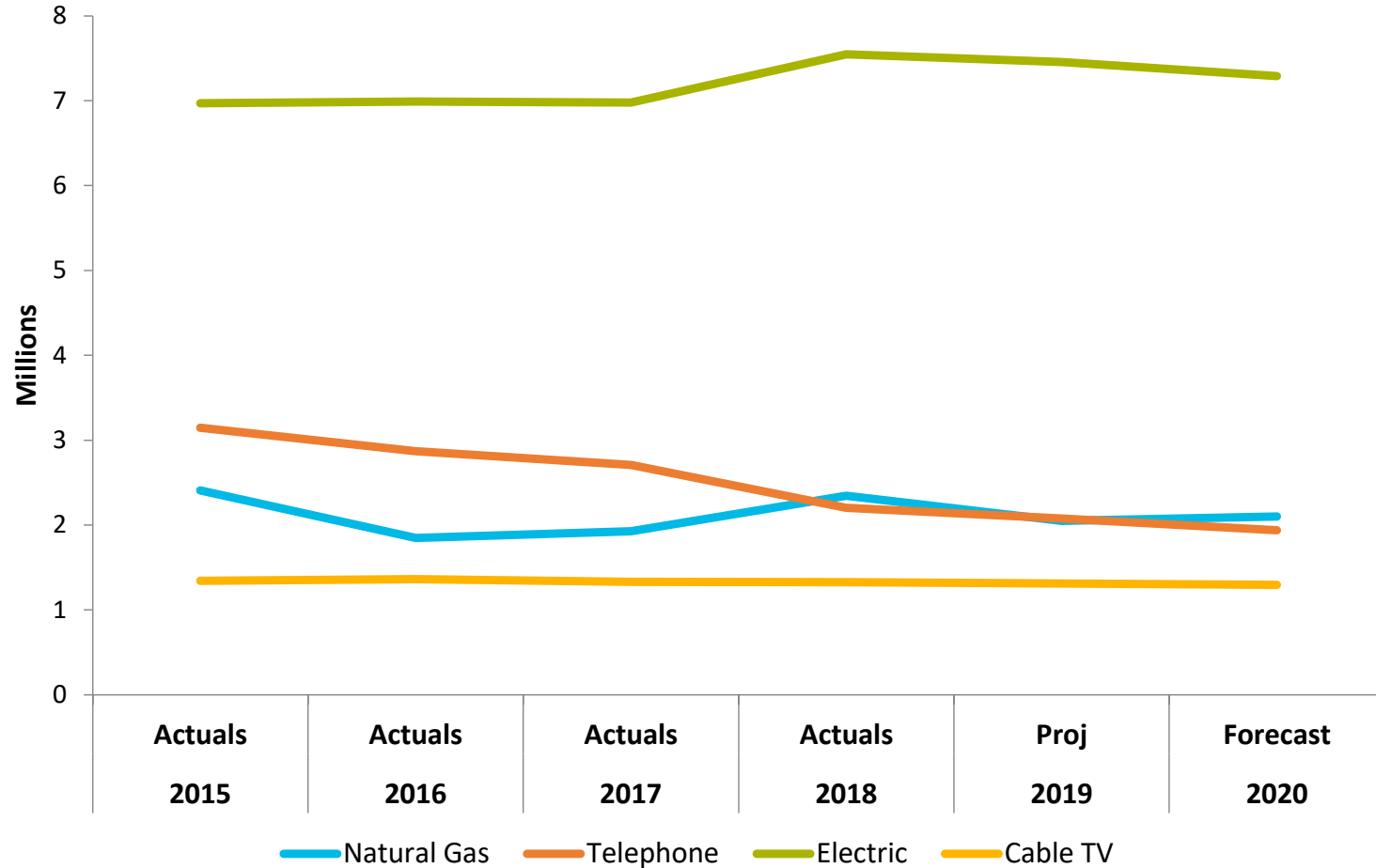
Franchise Tax

	2018	2019	2019	2020	Change from FY19 Budget		Change from FY19 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Natural Gas	2,347,015	2,048,673	2,048,673	2,101,323	52,650	2.57%	52,650	2.57%
Telephone	2,204,493	2,051,079	2,078,484	1,937,147	-113,932	-5.55%	-141,337	-6.80%
Electric	7,547,126	7,076,104	7,456,021	7,290,412	214,308	3.03%	-165,609	-2.22%
Cable TV	1,326,787	1,354,694	1,309,539	1,296,444	-58,250	-4.30%	-13,095	-1.00%
Total	13,425,421	12,530,550	12,892,717	12,625,326	94,776	0.76%	-267,391	-2.07%

Considerations:

- Natural Gas: 3-year average
- Telephone: -6.8% from FY19 Projections
- Electric: 3-year average
- Cable TV: -1% from FY 19 Projections

Franchise Tax Trends

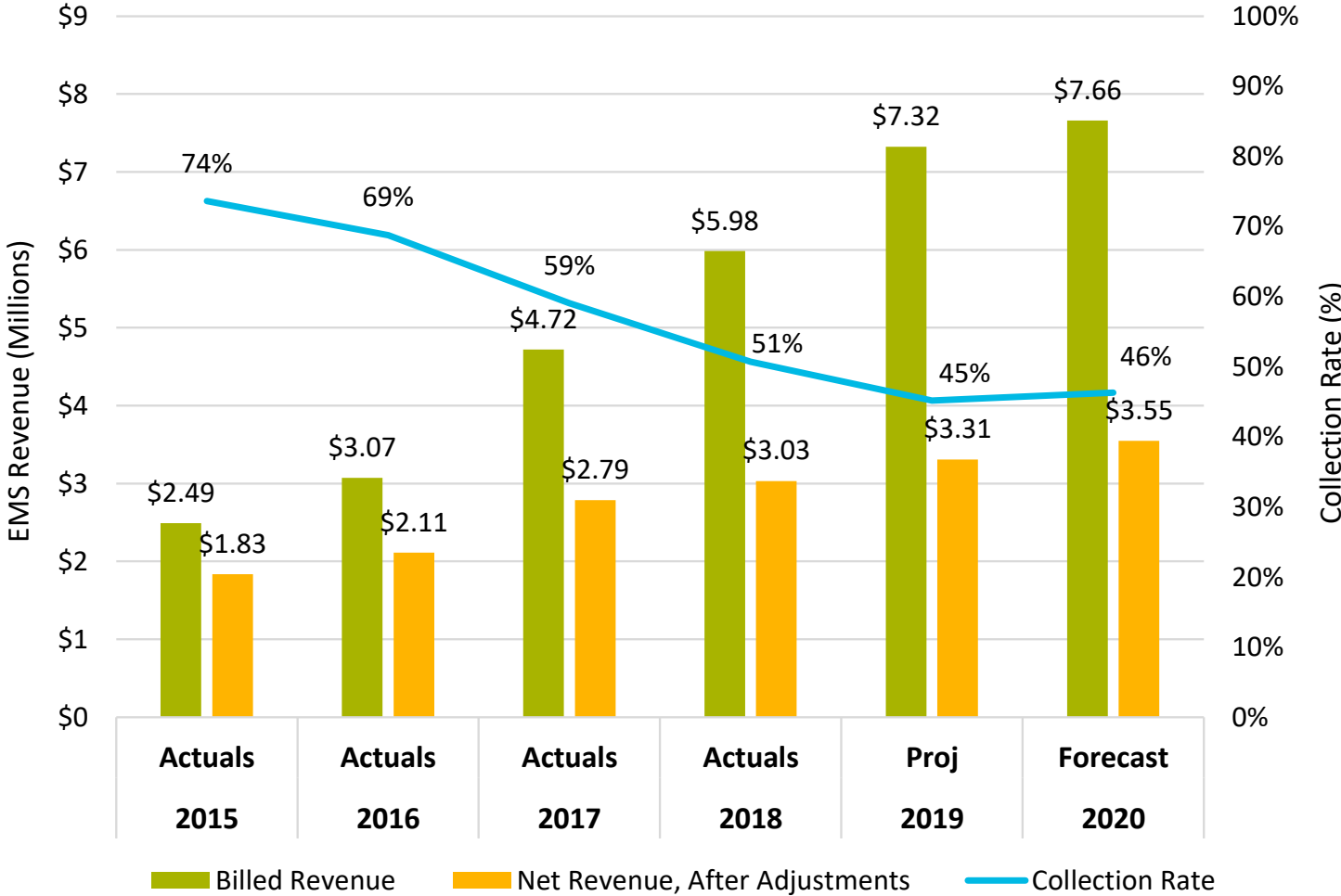


Other Revenue

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Other Taxes	319,617	322,690	310,610	295,174	-27,516	-8.53%	-15,436	-4.97%
Fines and Forfeitures	1,201,591	1,199,105	1,147,106	1,159,690	-39,415	-3.29%	12,584	1.10%
Licenses and Permits	2,762,581	2,655,300	2,727,300	2,685,440	30,140	1.14%	-41,860	-1.53%
Intergovernmental	891,502	1,148,065	1,148,065	1,310,965	162,900	14.19%	162,900	14.19%
Charges for Services	7,731,488	8,826,224	8,901,187	9,314,305	488,081	5.53%	413,118	4.64%
Materials and Fuel Sales	830	0	1,860	2,000	2,000	N/A	140	7.53%
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Sale of Property	108,233	0	0	0	0	0.00%	0	0.00%
Transfers In	791,112	804,515	804,515	784,518	-19,997	-2.49%	-19,997	-2.49%



EMS Fees and Collection Rates



Next Steps

- Continue to refine revenue estimates
- Continue to work through budget planning process
- Update on Compensation Improvement Funding Program (\$4.2 million):
 - F&BC: Monday, April 8, 2019
- City Manager's Budget Presentation to the Finance and Budget Committee:
 - Thursday, April 18, 2019

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Transfers In	791,112	804,515	804,515	784,518	-19,997	-2.49%	-19,997	-2.49%
Total	70,504,907	71,817,530	73,484,487	74,659,934	2,842,404	3.96%	1,175,447	1.60%

