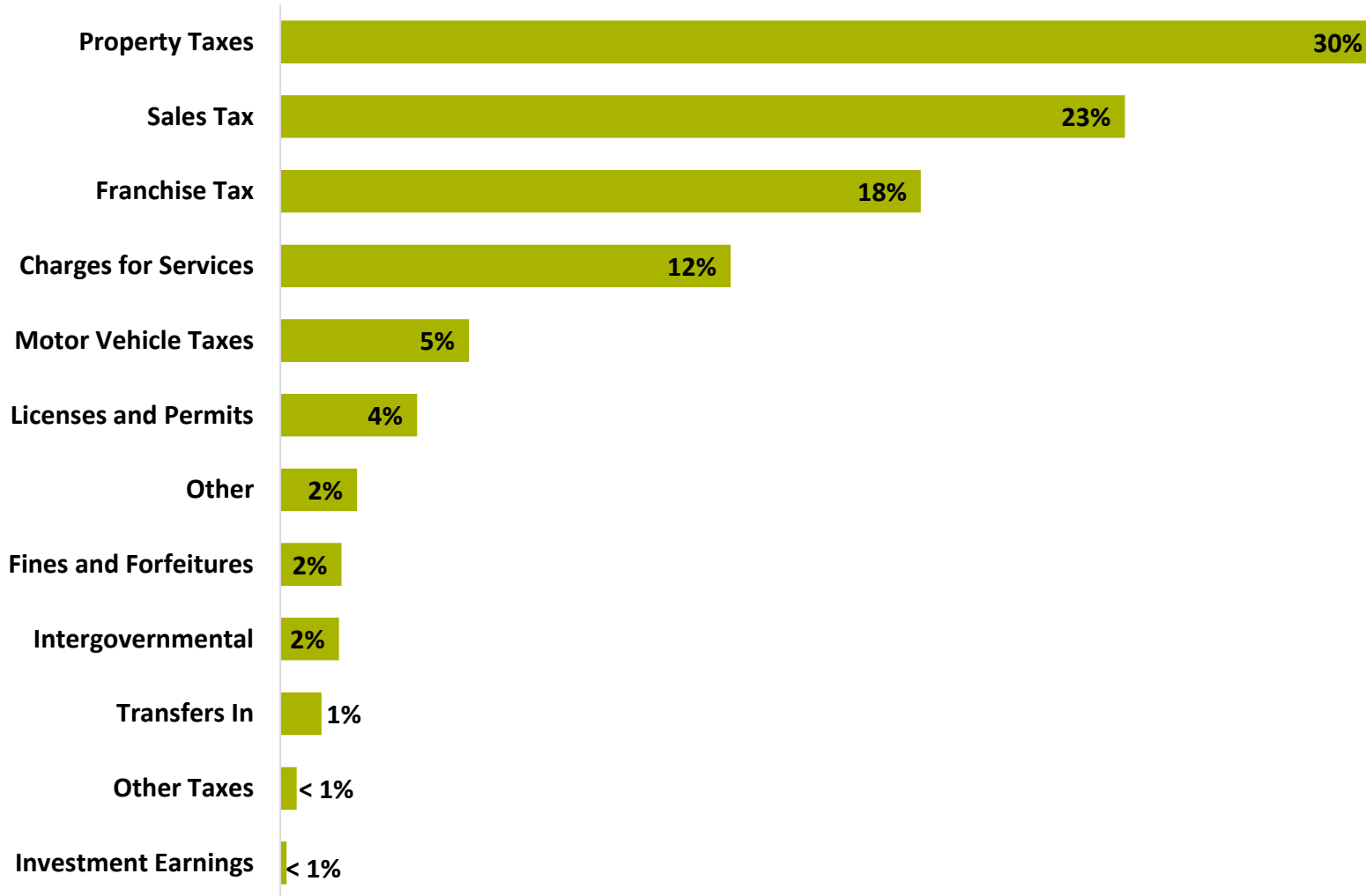


FY19 Revenue Forecast

Finance & Budget Committee

March 5, 2018

Overview of Major Revenues



Budget Estimate Considerations

- Population growth
- Data trends
- Changes in price or Schedule of Fees
- Changes in legislation
- Micro/macroeconomic trends
- New development

FY19 Revenue Forecast

	2017	2018	2018	2019	Change from FY18 Budget		Change from FY18 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Property Taxes	20,288,003	20,508,192	20,745,963	21,477,628	969,436	4.73%	731,665	3.53%
Sales Tax	15,582,207	16,197,424	16,148,100	16,548,415	350,991	2.17%	400,315	2.48%
Franchise Tax	12,941,800	13,037,427	13,059,149	12,551,078	-486,349	-3.73%	-508,071	-3.89%
Motor Vehicle Taxes	3,663,029	3,671,162	3,671,162	3,694,490	23,328	0.64%	23,328	0.64%
Other Taxes	332,015	324,597	331,569	322,690	-1,907	-0.59%	-8,879	-2.68%
Fines and Forfeitures	1,308,667	1,405,838	1,215,355	1,199,105	-206,733	-14.71%	-16,250	-1.34%
Licenses and Permits	2,691,658	2,411,880	2,411,880	2,678,300	266,420	11.05%	266,420	11.05%
Intergovernmental	1,163,681	1,008,067	1,008,067	1,148,065	139,998	13.89%	139,998	13.89%
Charges for Services	6,244,364	7,570,459	7,612,020	8,826,224	1,255,765	16.59%	1,214,204	15.95%
Investment Earnings	92,659	56,845	72,240	120,000	63,155	111.10%	47,760	66.11%
Other	1,559,207	1,659,600	1,982,244	1,504,100	-155,500	-9.37%	-478,144	-24.12%
Sale of Property	0	0	108,233	0	0	0.00%	-108,233	-100.00%
Transfers In	1,008,788	1,004,515	1,004,515	807,018	-197,497	-19.66%	-197,497	-19.66%
Total	66,876,078	68,856,006	69,370,496	70,877,112	2,021,106	2.94%	1,506,616	2.17%



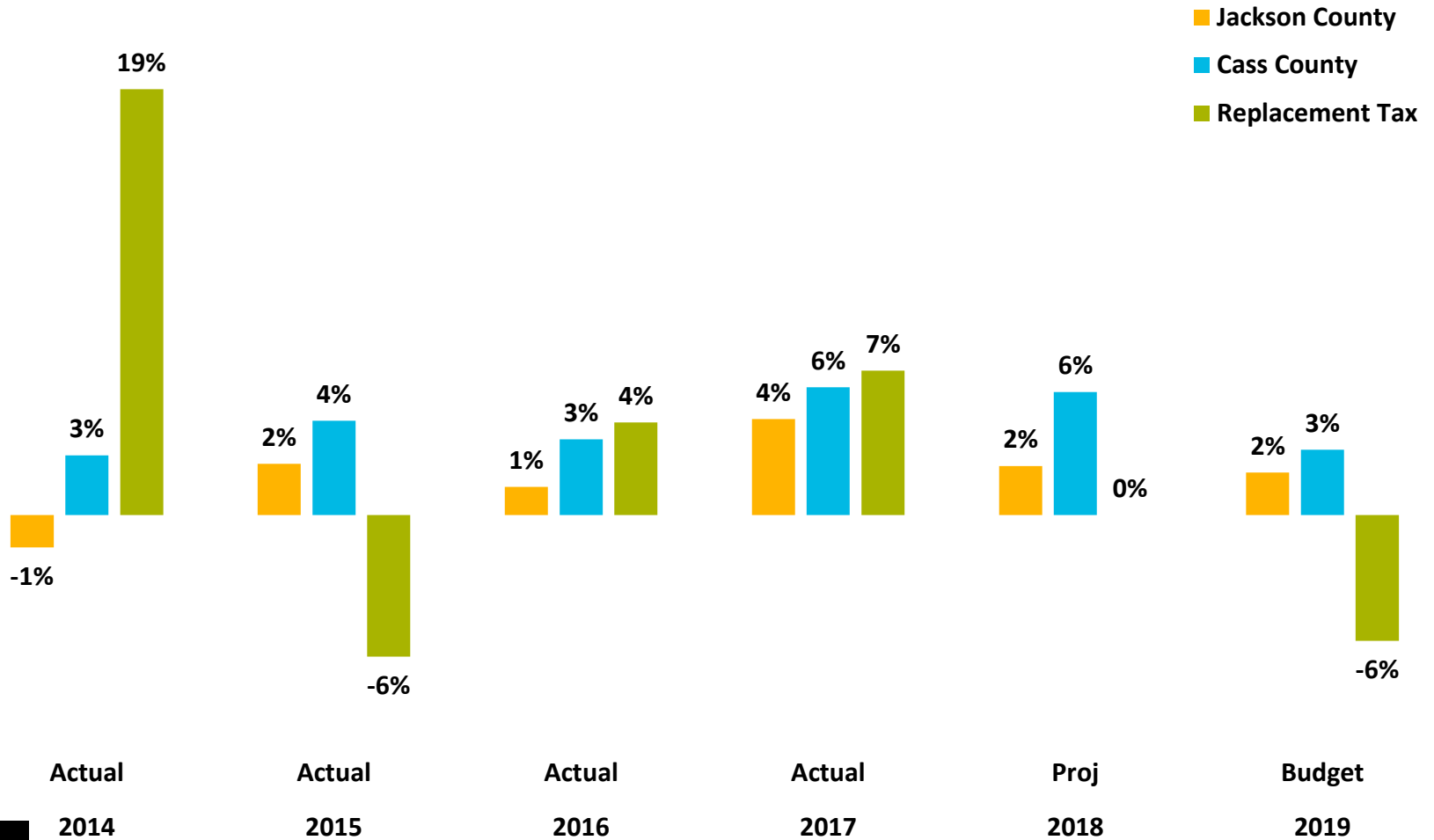
Property Tax

	2017	2018	2018	2019	Change from FY18 Budget		Change from FY18 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Property Taxes- Jackson	15,926,090	16,176,233	16,356,601	16,683,733	507,500	3.14%	327,132	2.00%
Property Taxes Cass	454,012	467,956	480,818	495,242	27,286	5.83%	14,424	3.00%
RR Tax - Jackson	410,510	410,510	341,210	334,486	-76,024	-18.52%	-6,724	-1.97%
RR Tax - Cass	10,879	10,879	9,904	9,954	-925	-8.50%	50	0.50%
Replacement Tax	1,704,297	1,652,146	1,704,297	1,607,381	-44,765	-2.71%	-96,916	-5.69%
Payment in Lieu of Taxes	1,782,216	1,790,468	1,853,132	2,346,832	556,364	31.07%	493,700	26.64%
Total	20,288,003	20,508,192	20,745,963	21,477,628	969,436	4.73%	731,665	3.53%

Considerations:

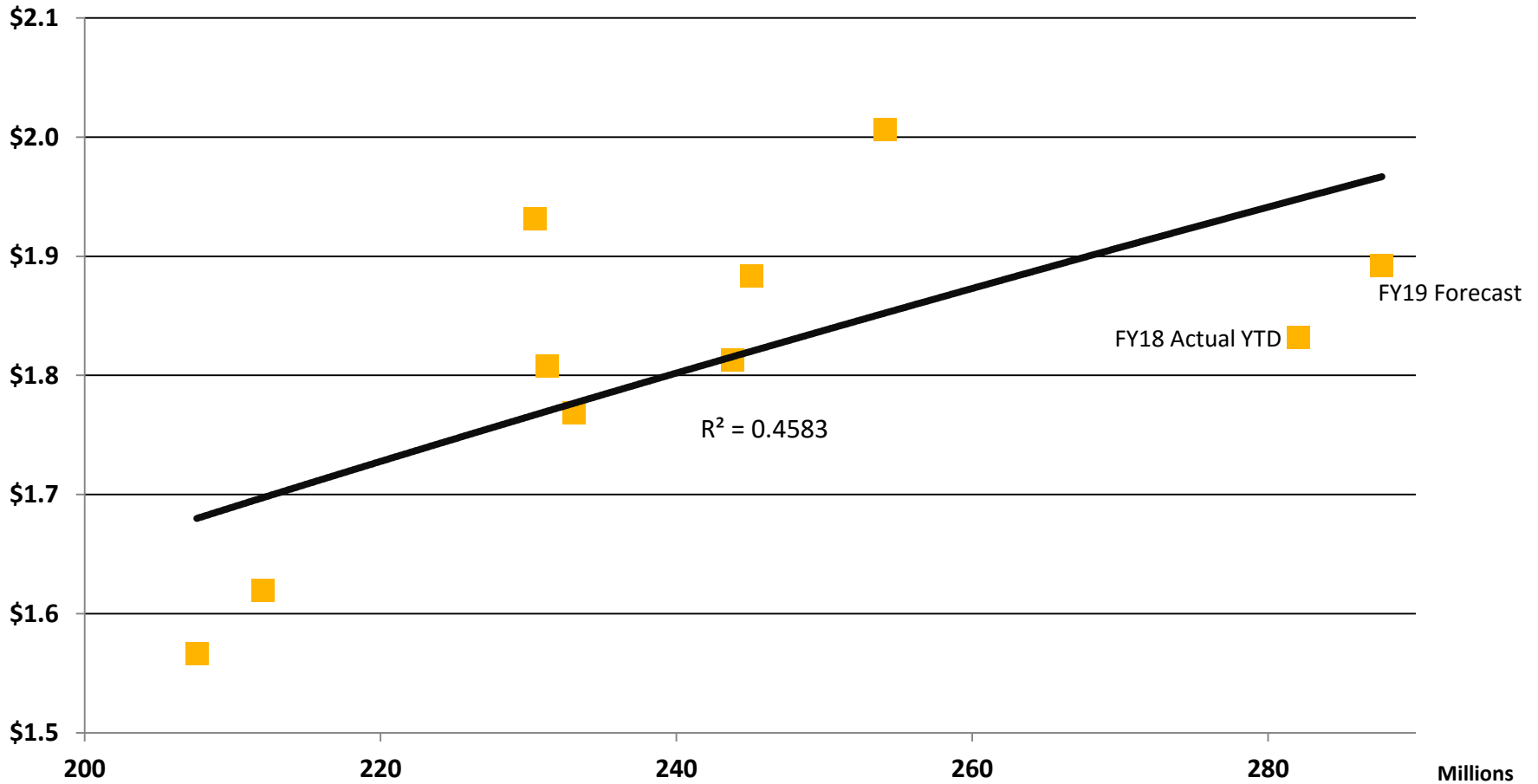
- Actual property tax assessments from CY2017
- Hancock Amendment levy calculations
- 3-year average replacement tax

Property Tax Annual Change



Replacement Tax

Commercial Assessed Value (x) vs Replacement Tax (y)



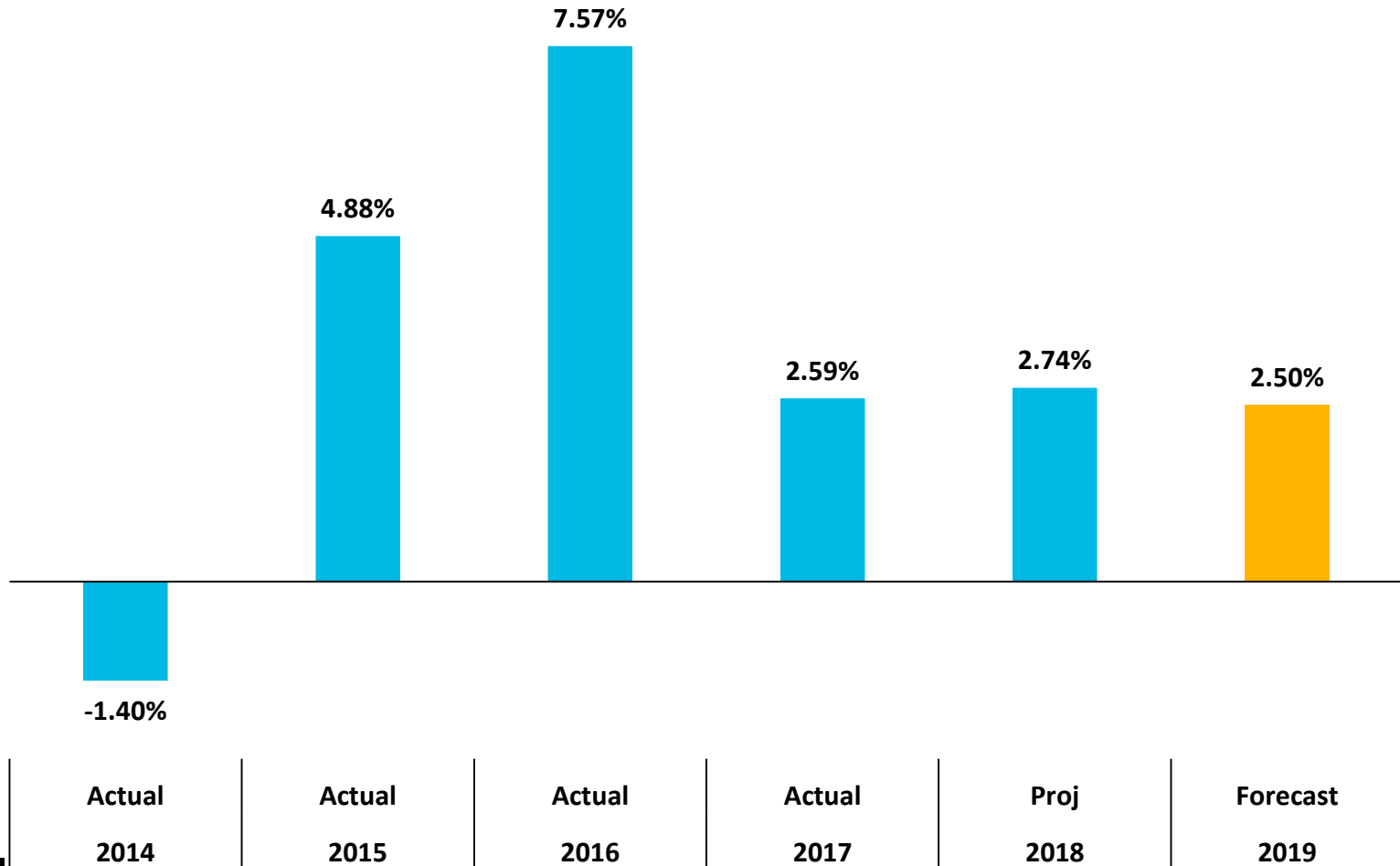
Sales Tax

	2017	2018	2018	2019	Change from FY18 Budget		Change from FY18 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Gross Sales Tax	16,062,009	16,825,437	16,825,437	17,246,073	420,636	2.50%	420,636	2.50%
EATs	-794,612	-628,013	-677,337	-697,658	-69,645	11.09%	-20,321	3.00%
Total	15,267,397	16,197,424	16,148,100	16,548,415	350,991	2.17%	400,315	2.48%

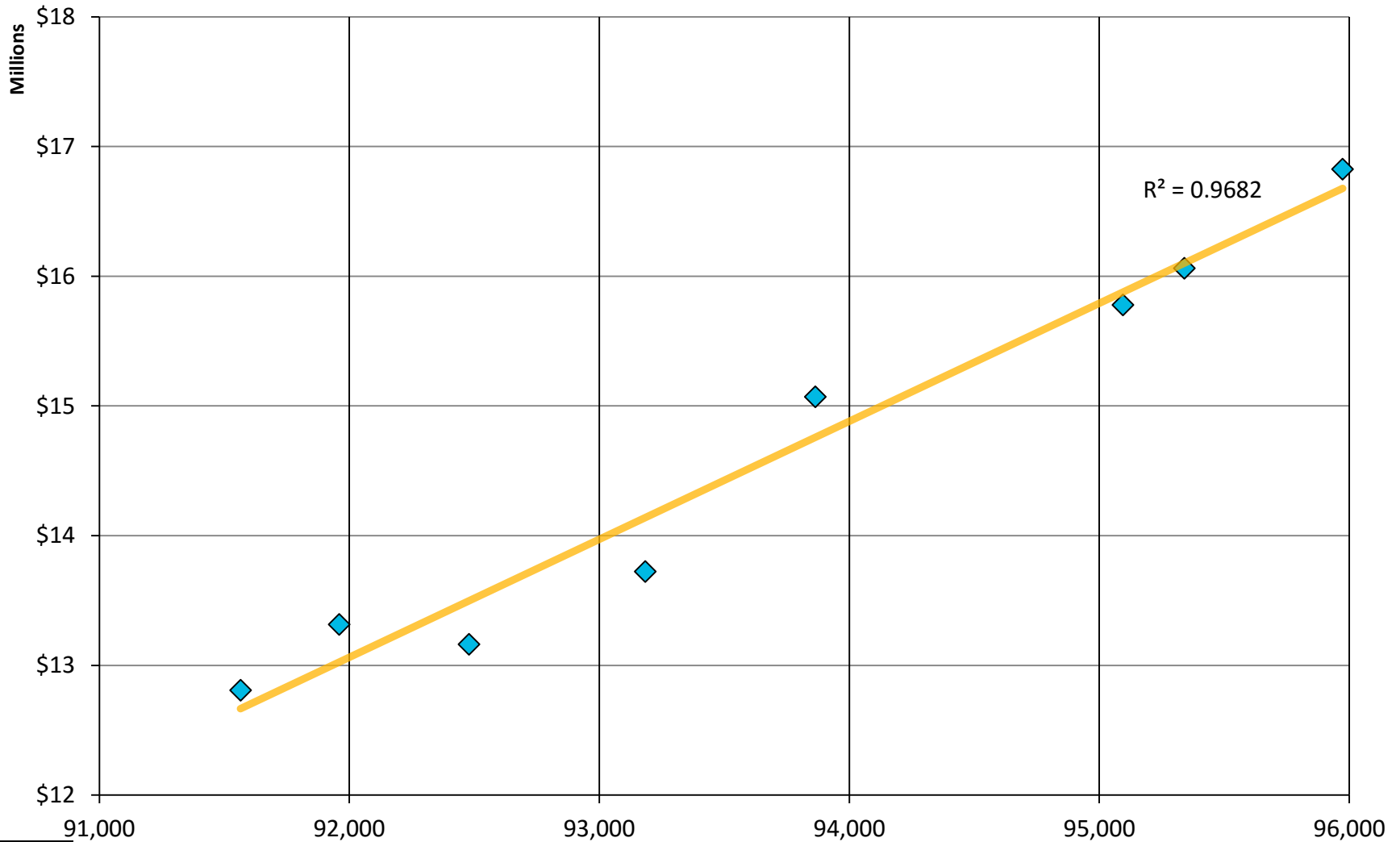
Considerations:

- Assumes 2.5% growth over FY2018
- Population growth
- Inflation
- Additional multi-family and SFR development contributing to growth
- New Longview generating additional EATs in FY2018

Gross Sales Tax Annual Change



Population vs Sales Tax (2011-2018)



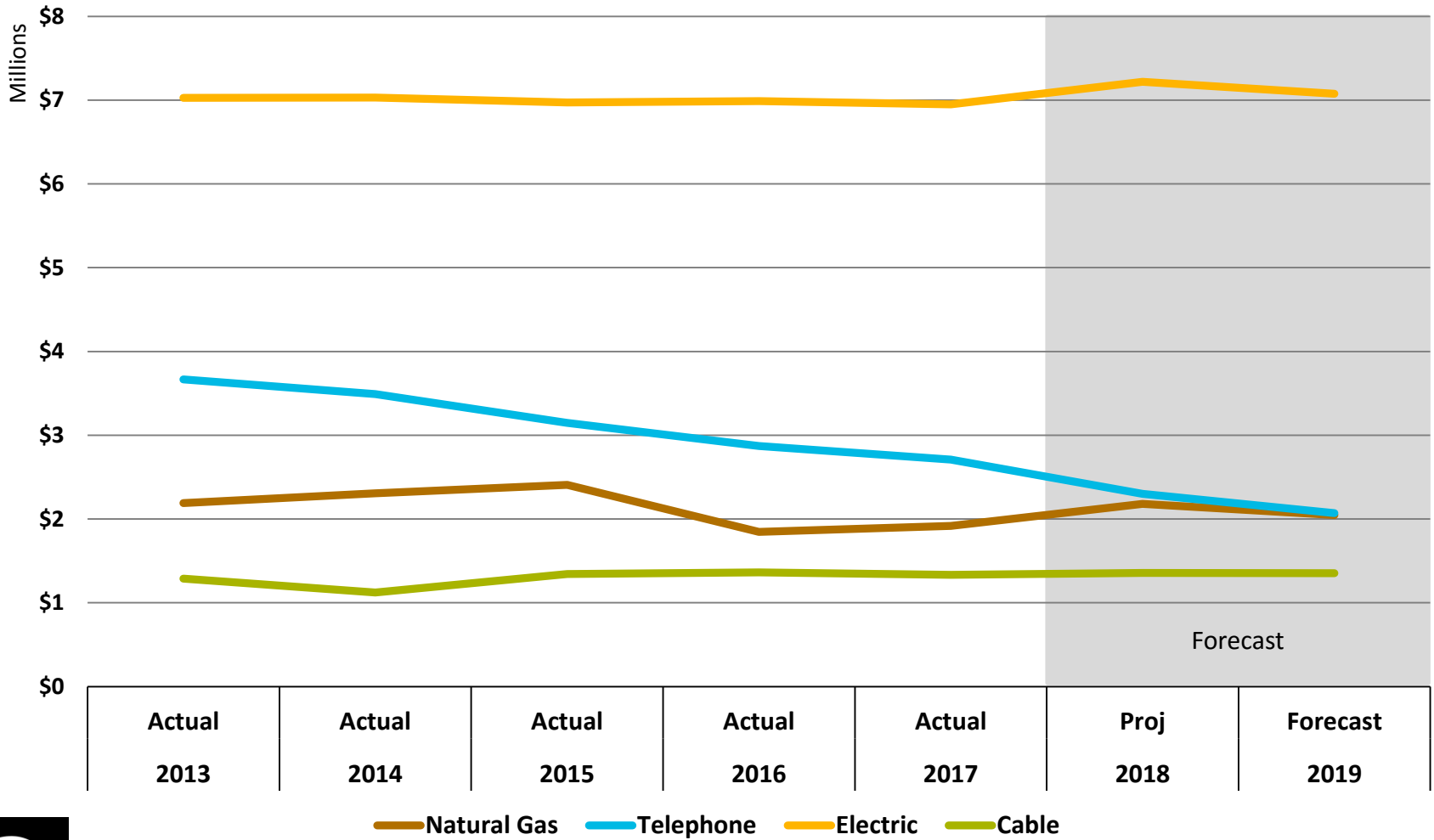
Franchise Tax

	2017	2018	2018	2019	Change from FY18 Budget		Change from FY18 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Natural Gas	1,917,253	2,111,130	2,180,094	2,048,673	-62,457	-2.96%	-131,421	-6.03%
Telephone	2,708,971	2,452,864	2,301,785	2,071,607	-381,257	-15.54%	-230,178	-10.00%
Electric	6,950,954	7,116,302	7,220,139	7,076,104	-40,198	-0.56%	-144,035	-1.99%
Cable TV	1,334,635	1,357,131	1,357,131	1,354,694	-2,437	-0.18%	-2,437	-0.18%
Total	12,911,813	13,037,427	13,059,149	12,551,078	-486,349	-3.73%	-508,071	-3.89%

Considerations:

- Natural Gas: 2-year average
- Telephone: -10% from FY18 Proj
- Electric: 3-year average
- Cable TV: 3-year average

Franchise Tax



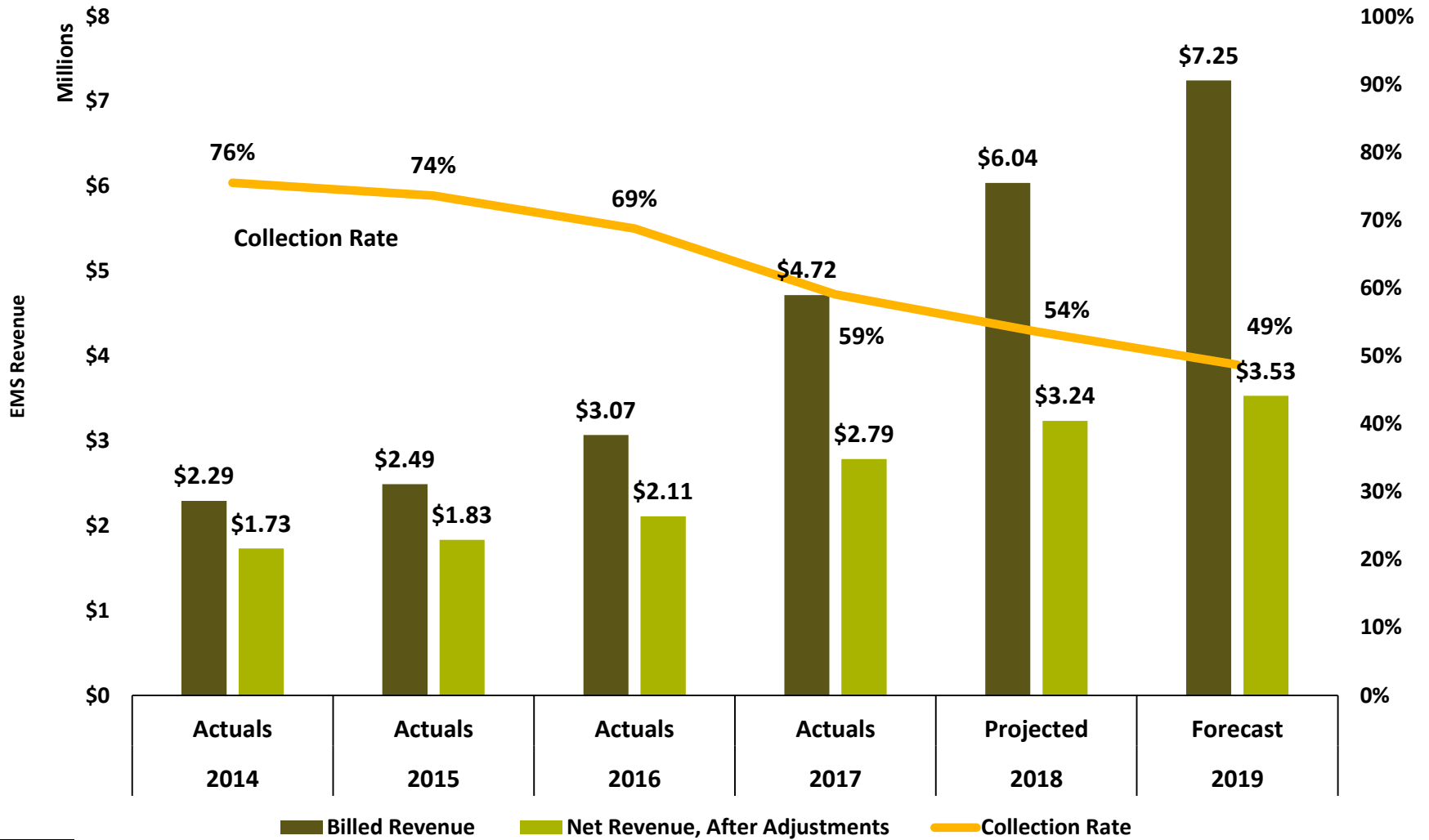
Other Revenue

	2017	2018	2018	2019	Change from FY18 Budget		Change from FY18 Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Motor Vehicle Taxes	3,663,029	3,671,162	3,671,162	3,694,490	23,328	0.64%	23,328	0.64%
Other Taxes	332,015	324,597	331,569	322,690	-1,907	-0.59%	-8,879	-2.68%
Fines and Forfeitures	1,308,667	1,405,838	1,215,355	1,199,105	-206,733	-14.71%	-16,250	-1.34%
Licenses and Permits	2,691,658	2,411,880	2,411,880	2,678,300	266,420	11.05%	266,420	11.05%
Intergovernmental	1,163,681	1,008,067	1,008,067	1,148,065	139,998	13.89%	139,998	13.89%
Charges for Services	6,244,364	7,570,459	7,612,020	8,826,224	1,255,765	16.59%	1,214,204	15.95%
Investment Earnings	92,659	56,845	72,240	120,000	63,155	111.10%	47,760	66.11%
Other	1,559,207	1,659,600	1,982,244	1,504,100	-155,500	-9.37%	-478,144	-24.12%
Sale of Property	0	0	108,233	0	0	0.00%	-108,233	-100.00%
Transfers In	1,008,788	1,004,515	1,004,515	807,018	-197,497	-19.66%	-197,497	-19.66%

Considerations:

- Licenses & Permits: Increasing interest rates; adjustments to schedule of fees
- Charges for Service: Ambulance/EMS fee increase for FY19

EMS Fees and Collection Rate



Next Steps

- Continue to refine revenue estimates
- Continue to work through budget planning process
- City Manager's Budget Presentation
 - April 30, 2018

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Total	66,876,078	68,856,006	69,370,496	70,877,112	2,021,106	2.94%	1,506,616	2.17%

