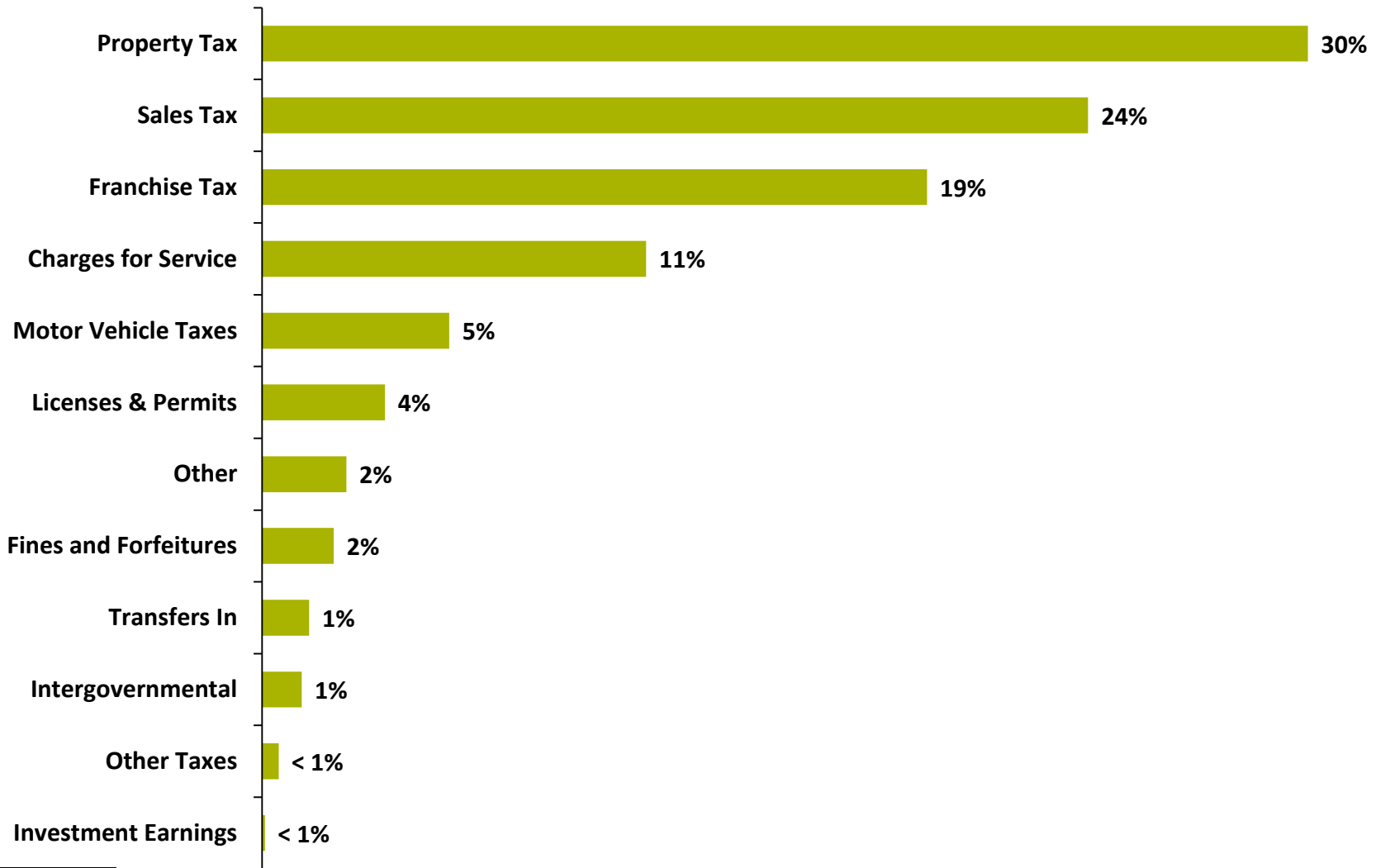


FY18 General Fund Revenue Estimates

Finance & Budget Committee

April 3, 2017

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

FY18 Revenue Estimates

	FY17	FY17	FY18	Change from FY17 Budget		Change from FY17 Proj	
	Budget	Projected	Request	\$	%	\$	%
Property Tax	19,341,788	20,004,833	20,508,192	1,166,404	6.03%	503,359	2.52%
Sales Tax	15,136,358	15,580,746	16,197,424	1,061,066	7.01%	616,678	3.96%
Franchise Tax	13,524,887	13,309,633	13,037,427	-487,460	-3.60%	-272,206	-2.05%
Motor Vehicle Taxes	3,364,508	3,559,941	3,671,162	306,654	9.11%	111,221	3.12%
Other Taxes	332,640	330,798	324,597	-8,043	-2.42%	-6,201	-1.87%
Fines and Forfeitures	1,412,986	1,372,331	1,405,838	-7,148	-0.51%	33,507	2.44%
Licenses & Permits	1,786,379	2,706,610	2,411,880	625,501	35.02%	-294,730	-10.89%
Intergovernmental	826,253	898,990	778,007	-48,246	-5.84%	-120,983	-13.46%
Charges for Service	5,271,476	6,025,244	7,531,104	2,259,628	42.87%	1,505,860	24.99%
Investment Earnings	64,103	45,057	56,845	-7,258	-11.32%	11,788	26.16%
Other	1,494,400	1,559,400	1,654,600	160,200	10.72%	95,200	6.10%
Transfers In	954,515	954,515	924,515	-30,000	-3.14%	-30,000	-3.14%
Total Revenue	63,510,293	66,348,100	68,501,591	4,991,298	7.86%	2,153,491	3.25%



Property Tax

	2016	2017	2017	2018	Change from FY17 Budget		Change from FY17 Proj	
	Actuals	Budget	Projected	Request	\$	%	\$	%
Property Taxes- Jackson County	15,247,123	15,457,415	15,829,683	16,176,233	718,818	4.65%	346,550	2.19%
Property Taxes- Cass County	428,559	421,209	447,665	467,956	46,747	11.10%	20,291	4.53%
RR Taxes- Jackson County	409,475	353,452	371,800	410,510	57,058	16.14%	38,710	10.41%
RR Taxes- Cass County	10,937	10,804	10,879	10,879	75	0.69%	0	0.00%
Replacement Tax	1,599,995	1,517,382	1,517,382	1,652,146	134,764	8.88%	134,764	8.88%
Payment in Lieu of Taxes	1,453,631	1,581,526	1,827,424	1,790,468	208,942	13.21%	-36,956	-2.02%
Total	19,149,720	19,341,788	20,004,833	20,508,192	1,166,404	6.03%	503,359	2.52%

Considerations:

- Actual property tax assessments from CY2016
- Preliminary Jackson County assessment for CY2017
- Anticipated levy decrease for CY2017
- Increase in Commercial Assessed Value; Replacement Tax

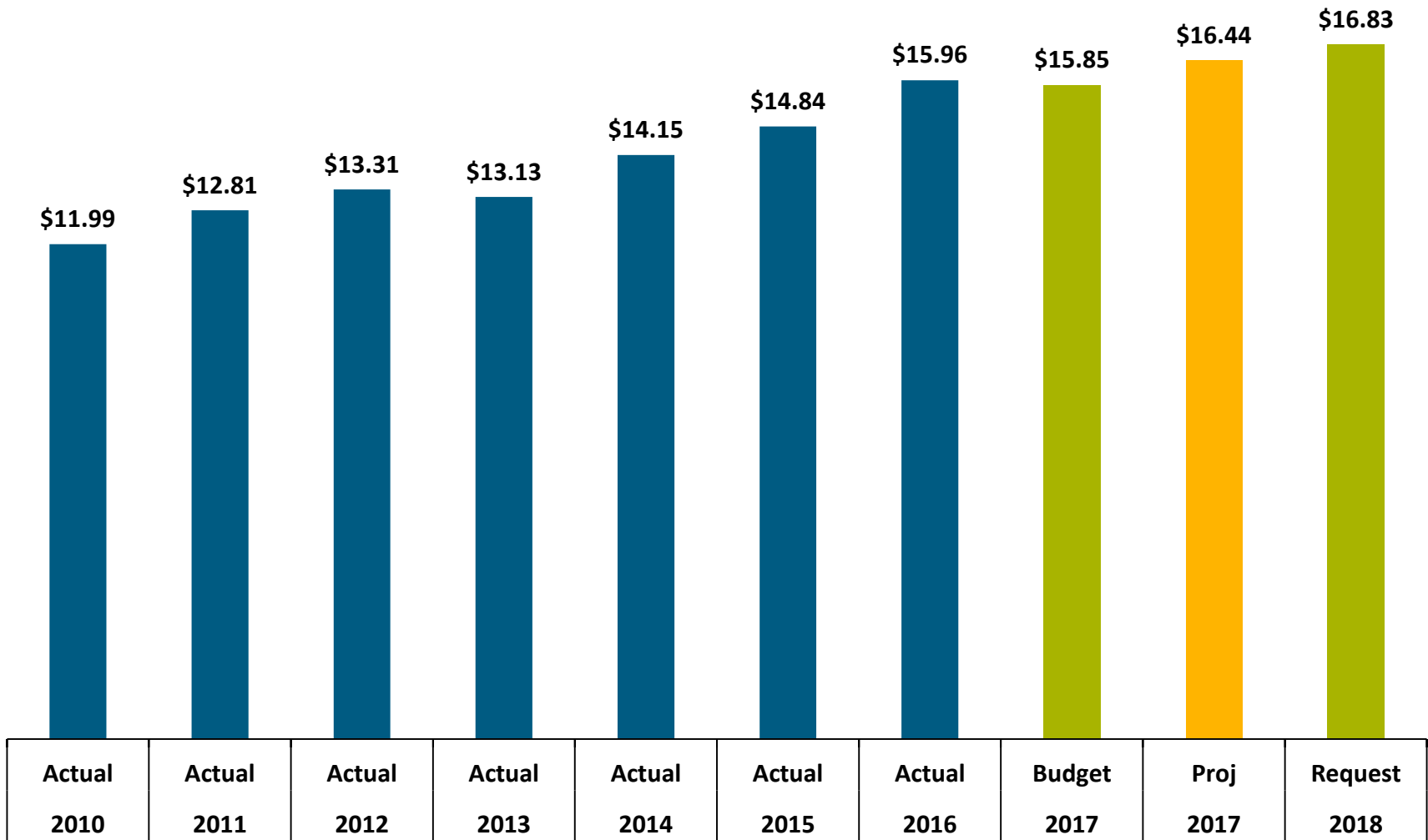
Sales Tax

	2016	2017	2017	2018	Change from Budget		Change from Proj	
	Actual	Budget	Proj	Request	\$	%	\$	%
Sales Tax	15,963,046	15,846,744	16,444,002	16,825,437	978,693	6.18%	381,435	2.32%
EATs	-846,299	-710,386	-863,256	-628,013	82,373	11.60%	235,243	27.25%
Total	15,116,747	15,136,358	15,580,746	16,197,424	1,061,066	7.01%	616,678	3.96%

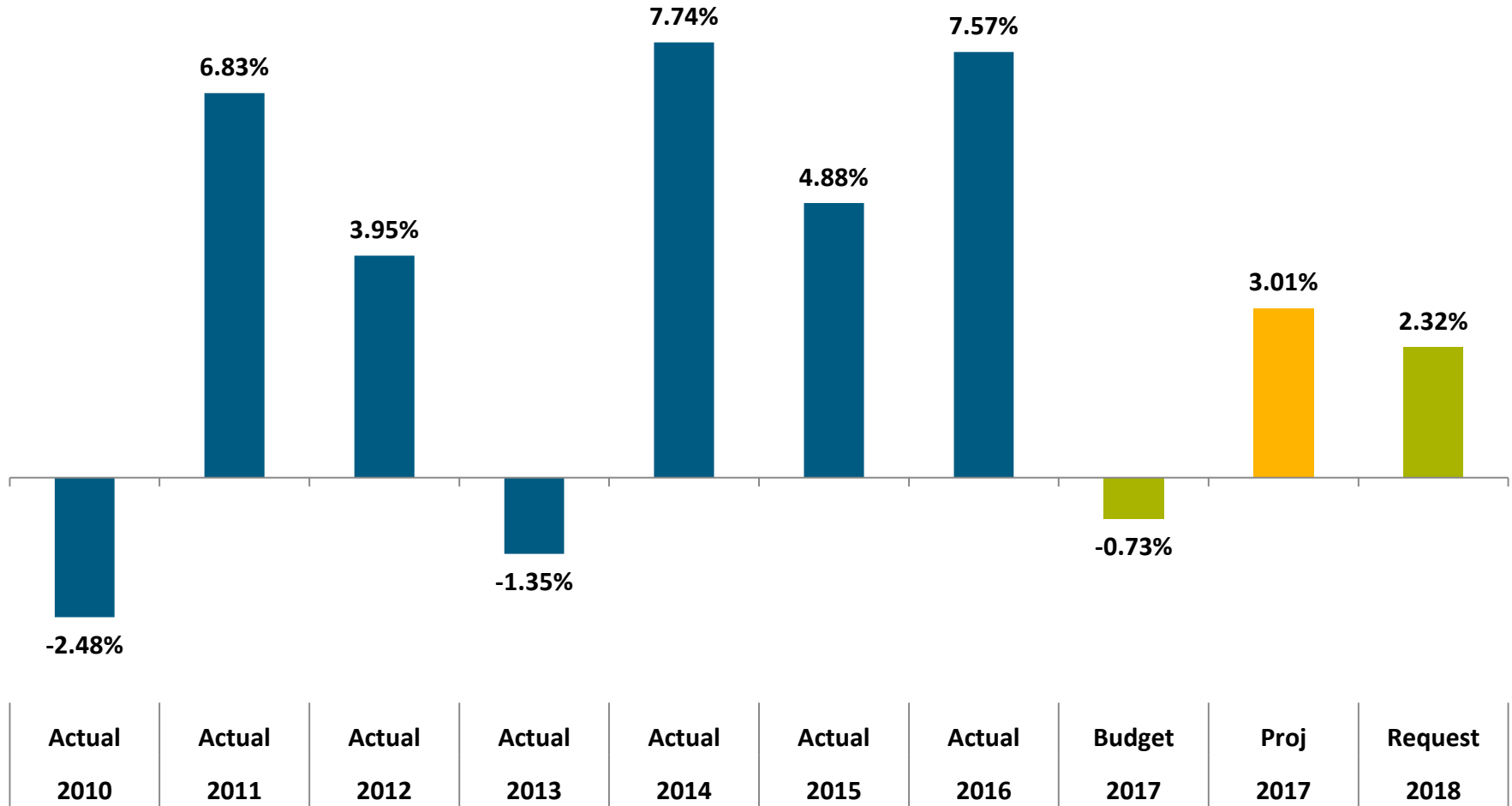
Considerations:

- Assumes 3% growth over YTD and FY2017 Projections
- Additional multi-family and SFR development contributing to growth
- New big box opened Q4 FY2017
- Termination of Chapel Ridge TIF in FY2017
- New Longview generating additional EATs in FY2018

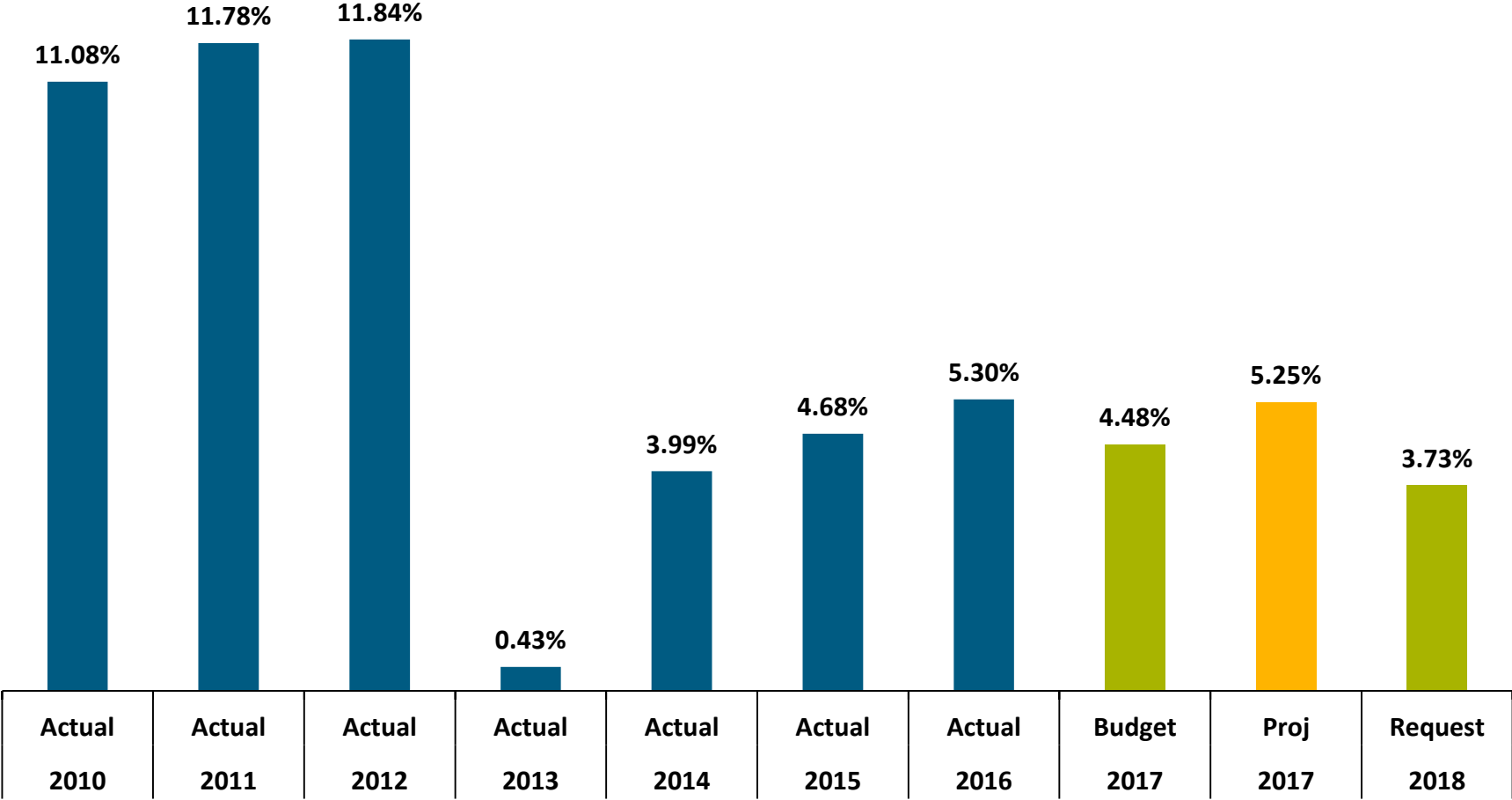
Gross Sales Tax (in \$millions)



Gross Sales Tax Annual Growth (%)



EATs as a Share of Sales Tax (%)



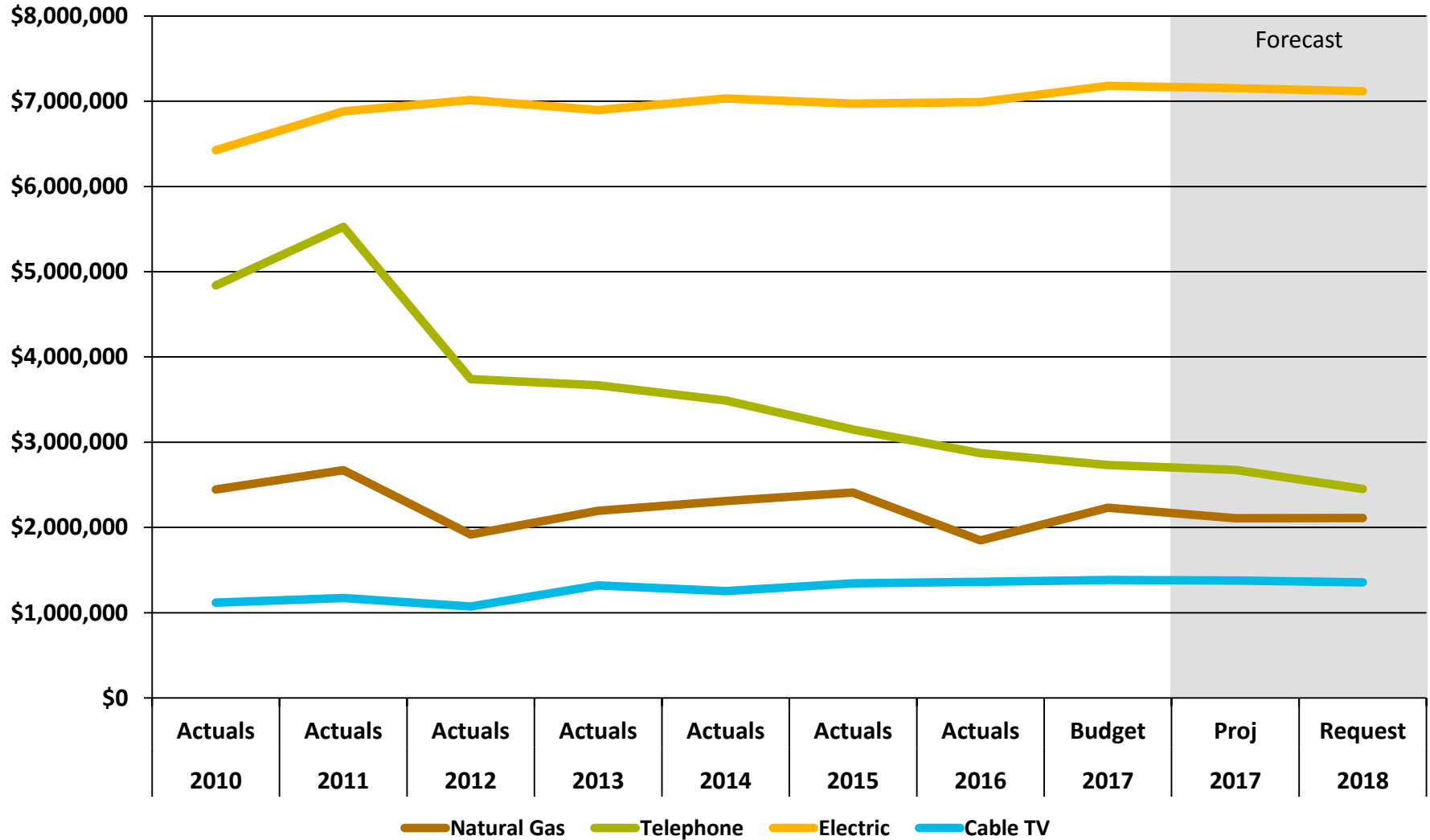
Franchise Tax

	2016	2017	2017	2018	Change from Budget		Change from Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Natural Gas	1,846,687	2,231,422	2,106,700	2,111,130	-120,292	-5.39%	4,430	0.21%
Telephone	2,870,126	2,731,898	2,673,771	2,452,864	-279,034	-10.21%	-220,907	-8.26%
Electric	6,989,610	7,179,755	7,153,326	7,116,302	-63,453	-0.88%	-37,024	-0.52%
Cable TV	1,362,055	1,381,812	1,375,836	1,357,131	-24,681	-1.79%	-18,705	-1.36%
Total	13,068,478	13,524,887	13,309,633	13,037,427	-487,460	-3.60%	-272,206	-2.05%

Considerations:

- Natural Gas: 3-year average, assumes no price changes or changes in demand
- Telephone: 8% decrease from FY17 Projections and Actuals YTD
- Electric: 3-year average
- Cable: 2-year average

Annual Franchise Tax Receipts (\$)



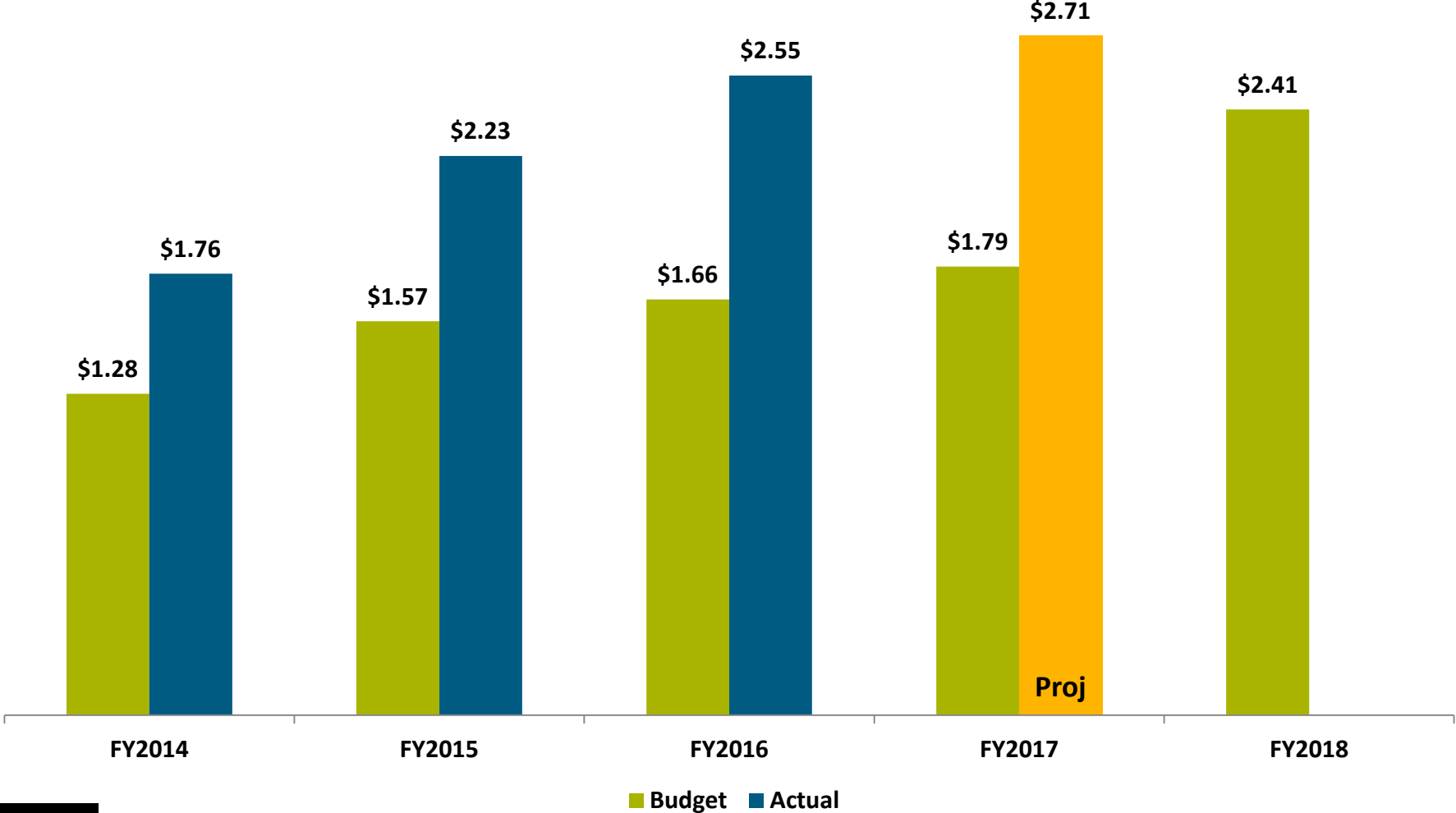
Other Revenues

	2016	2017	2017	2018	Change from Budget		Change from Proj	
	Actuals	Budget	Proj	Request	\$	%	\$	%
Motor Vehicle Taxes	3,616,455	3,364,508	3,559,941	3,671,162	306,654	9.11%	111,221	3.12%
Other Taxes	336,569	332,640	330,798	324,597	-8,043	-2.42%	-6,201	-1.87%
Fines and Forfeitures	1,508,415	1,412,986	1,372,331	1,405,838	-7,148	-0.51%	33,507	2.44%
Licenses & Permits	2,546,787	1,786,379	2,706,610	2,411,880	625,501	35.02%	-294,730	-10.89%
Intergovernmental	991,754	826,253	898,990	778,007	-48,246	-5.84%	-120,983	-13.46%
Charges for Service	4,572,807	5,271,476	6,025,244	7,531,104	2,259,628	42.87%	1,505,860	24.99%
Investment Earnings	206,649	64,103	45,057	56,845	-7,258	-11.32%	11,788	26.16%
Other	1,745,202	1,494,400	1,559,400	1,654,600	160,200	10.72%	95,200	6.10%
Transfers In	1,935,428	954,515	954,515	924,515	-30,000	-3.14%	-30,000	-3.14%

Considerations:

- Licenses & Permits: Revenue from development and building permits
- Charges for Service: Ambulance/EMS fee increase for FY18

Licenses, Permits, and Fees (in \$millions)



Next Steps

- Continue to refine revenue estimates
- City Manager's Budget Presentation
 - April 24, 2017