

GENERAL FUND REVENUE

	SUMMARY				
	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Revenue					
Property Taxes	\$32,665,988	\$30,943,887	\$34,744,142	\$34,812,400	\$36,382,689
Other Taxes	\$646,595	\$719,478	\$744,148	\$722,140	\$751,022
Intergovernmental	\$3,843,720	\$3,655,092	\$3,794,190	\$3,792,603	\$3,787,659
Rents and Leases	\$265,539	\$293,753	\$272,190	\$277,720	\$266,520
Fines and Penalties	\$677,001	\$743,900	\$612,500	\$721,890	\$640,744
Licenses and Permits	\$899,043	\$1,025,786	\$1,027,769	\$966,640	\$994,790
Investment Income	\$45,444	\$22,835	\$24,400	\$32,000	\$68,690
Donations	\$7,553	\$236	\$6,500	\$1,500	\$33,500
Transfer In	\$2,018,097	\$2,569,779	\$2,637,580	\$2,566,570	\$3,442,859
Capital Contributions	\$119	\$0	\$0	\$0	\$0
Use of Fund Balance/Retained Earnings	\$0	\$0	\$1,053,015	\$0	\$0
Motor Vehicle Registrations	\$5,415,538	\$5,662,857	\$5,600,000	\$5,850,000	\$5,957,500
Department Service Charges	\$2,964,580	\$3,181,069	\$3,082,180	\$3,018,442	\$3,155,399
Retiree Health Reimbursement	\$1,549,682	\$1,481,913	\$1,484,360	\$1,466,100	\$1,553,540
Other Revenue	\$1,435,280	\$3,032,023	\$1,104,190	\$1,557,559	\$1,024,750
Total Revenue	\$52,434,179	\$53,332,609	\$56,187,164	\$55,785,564	\$58,059,662

GENERAL FUND REVENUE

DETAIL

	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Property Taxes					
Property Taxes-2012	\$9,473	\$0	\$0	\$0	\$0
Property Taxes-2013	\$32,656,514	\$0	\$0	\$0	\$0
Property Taxes-2014	\$0	\$30,943,887	\$0	\$0	\$0
Property Taxes-2015	\$0	\$0	\$34,744,142	\$34,812,400	\$0
Property Taxes-2016 on	\$0	\$0	\$0	\$0	\$36,382,689
Sub Total	\$32,665,988	\$30,943,887	\$34,744,142	\$34,812,400	\$36,382,689
Other Taxes					
Timber Tax	\$7,917	\$20,516	\$15,000	\$16,870	\$15,000
Payment-In-Lieu of Tax	\$638,678	\$698,924	\$728,948	\$704,470	\$735,822
Excavation Activity Tax	\$0	\$39	\$200	\$800	\$200
Sub Total	\$646,595	\$719,478	\$744,148	\$722,140	\$751,022
Intergovernmental					
Railroad Tax	\$304	\$2,416	\$1,999	\$1,999	\$2,000
US Dep of Homeland Security/FEMA	\$195,451	\$17,200	\$0	\$0	\$0
Medicare D Reimbursement	\$94,681	\$101,664	\$100,000	\$110,000	\$100,000
Drug Forfeiture/Restitution	\$35,020	\$22,985	\$20,000	\$15,000	\$5,000
Drug Unit OT Reimbursement	\$9,502	(\$226)	\$0	\$0	\$0
Rooms and Meals Tax	\$1,896,539	\$1,896,673	\$2,053,492	\$2,053,492	\$2,054,000
Highway Block Grant	\$748,193	\$752,607	\$757,385	\$757,385	\$757,385
Share of Debt Service	\$40,949	\$38,728	\$36,500	\$36,500	\$0
Forest Loss Reimbursement	\$461	\$209	\$210	\$210	\$210
Fire Service Aid	\$125,000	\$125,000	\$125,000	\$125,000	\$175,000
School District Payments	\$132,428	\$138,999	\$145,610	\$142,735	\$147,150
Multiple Local Governments	\$565,194	\$558,835	\$553,994	\$550,282	\$546,914
Sub Total	\$3,843,720	\$3,655,092	\$3,794,190	\$3,792,603	\$3,787,659
Rents and Leases					
Cruiser Rental Fee	\$29,304	\$64,673	\$34,850	\$44,500	\$40,000
Building Lease or Rental	\$192,586	\$172,777	\$185,000	\$180,400	\$174,310
Facility Lease or Rental	\$24,849	\$32,184	\$27,620	\$28,000	\$26,770
Field Lease or Rental	\$165	\$0	\$0	\$100	\$0
Land Lease or Rental	\$18,635	\$24,120	\$24,720	\$24,720	\$25,440
Sub Total	\$265,539	\$293,753	\$272,190	\$277,720	\$266,520

Revised 6/25/2015

GENERAL FUND REVENUE

	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Fines and Penalties					
Interest Costs and Penalties	\$452,518	\$544,524	\$425,000	\$525,000	\$453,244
Court Ordered Payments-Burials & Markers	\$1,000	\$908	\$0	\$0	\$0
Court Ordered Payments-Cemeteries	\$30	\$219	\$0	\$60	\$0
Court Ordered Payments-Legal	\$1,840	\$5,135	\$3,000	\$3,000	\$3,000
Non-Metered Parking Penalties	\$112,700	\$101,610	\$100,000	\$98,000	\$100,000
False Alarm Penalties	\$54,590	\$37,045	\$37,500	\$37,500	\$37,500
Fines For Overdue Books	\$34,325	\$33,858	\$32,000	\$32,000	\$32,000
Fines For Code Prosecution	\$19,998	\$20,601	\$15,000	\$26,330	\$15,000
Sub Total	\$677,001	\$743,900	\$612,500	\$721,890	\$640,744
Licenses and Permits					
Building Permits	\$430,371	\$483,684	\$544,000	\$480,000	\$500,000
Electrical Permits	\$60,661	\$70,113	\$65,000	\$80,000	\$80,000
Mechanical Permits	\$92,712	\$139,163	\$110,000	\$95,000	\$95,000
Plumbing Permits	\$40,078	\$46,460	\$45,000	\$45,000	\$45,000
Sign Permits	\$12,841	\$13,043	\$12,000	\$12,000	\$12,000
Fire Protect Permits	\$2,480	\$2,500	\$1,500	\$1,600	\$1,500
Misc Permits	\$50,394	\$58,179	\$48,000	\$49,500	\$50,000
PD Licenses and Permits	\$7,630	\$7,398	\$8,000	\$7,700	\$8,000
Engineering Licenses	\$5,260	\$5,500	\$4,560	\$4,560	\$4,560
Engineering Pole License Recording Fees	\$120	\$90	\$100	\$100	\$100
POA Inspection Fees	\$18,150	\$17,830	\$19,800	\$19,800	\$19,800
School Inspection Fees	\$2,650	\$2,968	\$2,968	\$3,180	\$3,180
Food Service Licenses	\$89,204	\$96,703	\$85,000	\$90,000	\$95,000
Amusement Center Licenses	\$636	\$326	\$650	\$330	\$330
Rooming House Licenses	\$4,222	\$4,222	\$4,200	\$4,200	\$4,200
Yard Sales Permits	\$1,105	\$1,290	\$1,200	\$1,200	\$1,200
Taxi Cab Licenses	\$1,979	\$1,937	\$1,890	\$3,500	\$3,500
Peddler Licenses	\$12,764	\$16,576	\$13,500	\$10,000	\$10,000
Amusement Device Licenses	\$5,830	\$6,200	\$5,500	\$6,000	\$6,000
Billiard and Bowling Licenses	\$270	\$270	\$270	\$270	\$270
Entertainment Licenses	\$10,387	\$9,419	\$9,000	\$9,200	\$9,500
Convalescent Home Licenses	\$1,335	\$1,335	\$1,300	\$1,400	\$1,400
Recycling Center Licenses	\$1,531	\$1,531	\$1,531	\$1,500	\$1,550
Solicitation Licenses	\$1,119	\$982	\$1,100	\$1,000	\$1,100
Taxi Drivers Licenses	\$2,223	\$3,041	\$5,600	\$5,600	\$5,500
Misc Licenses & Permits	\$1,880	\$2,249	\$1,300	\$1,300	\$1,300
Pawnbroker/Secondhand Dealer Licenses	\$1,375	\$2,125	\$2,000	\$2,000	\$2,000
Dog Licenses	\$37,437	\$27,642	\$30,000	\$28,000	\$30,000
Marriage Licenses	\$2,401	\$3,010	\$2,800	\$2,700	\$2,800
Sub Total	\$899,043	\$1,025,786	\$1,027,769	\$966,640	\$994,790

GENERAL FUND REVENUE

	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Investment Income					
Investment Income	\$45,444	\$22,835	\$24,400	\$32,000	\$68,690
Sub Total	\$45,444	\$22,835	\$24,400	\$32,000	\$68,690
Donations					
Donations	\$7,297	\$0	\$0	\$0	\$30,000
Music Program Donations	\$256	\$236	\$1,500	\$1,500	\$1,500
Fireworks Donation	\$0	\$0	\$5,000	\$0	\$2,000
Sub Total	\$7,553	\$236	\$6,500	\$1,500	\$33,500
Transfer In					
Transfer in-Engineering Inspections Fund	\$0	\$400	\$400	\$400	\$1,892
Transfer In-Parking Fund	\$96,150	\$96,150	\$96,150	\$96,150	\$106,870
Transfer In-Parking Fund Snow Reim	\$58,200	\$58,200	\$58,200	\$58,200	\$58,200
Transfer In-Airport Fund	\$31,900	\$30,500	\$32,360	\$32,360	\$67,390
Transfer In-CD Con Prop Mgmt Fund	\$78,250	\$23,300	\$47,560	\$47,560	\$55,600
Transfer In-Impact Fee Fund	\$40,000	\$329,100	\$151,794	\$151,790	\$151,790
Transfer In-NEOCTIF	\$89,840	\$125,850	\$132,140	\$132,140	\$138,749
Transfer In-Sears Block TIF	\$0	\$287,430	\$282,780	\$282,780	\$385,210
Transfer In-Penacook TIF	\$0	\$1,180	\$1,240	\$1,240	\$6,618
Transfer In-Golf Fund	\$74,950	\$74,950	\$74,950	\$74,950	\$76,440
Transfer In-Arena Fund	\$40,000	\$42,760	\$47,444	\$47,440	\$64,630
Transfer In-Solid Waste Fund	\$0	\$0	\$0	\$0	\$3,600
Transfer In-Water Fund	\$428,500	\$441,710	\$454,970	\$454,970	\$821,225
Transfer In-Wastewater Fund	\$506,800	\$544,040	\$560,361	\$560,360	\$914,145
Transfer In-Trust/Capital Reserve	\$31,479	\$70,000	\$156,611	\$136,610	\$0
Transfer In-Trust/Concord Calvary	\$14,835	\$14,080	\$15,000	\$15,000	\$15,000
Transfer In-Trust/Economic Dev	\$20,000	\$20,000	\$20,000	\$20,000	\$30,000
Transfer In-Trust/Flowers	\$6,983	\$5,000	\$4,000	\$4,000	\$8,000
Transfer In-Trust/Forest	\$24,895	\$0	\$51,000	\$0	\$54,000
Transfer In-Trust/General Care	\$127,491	\$79,766	\$95,620	\$95,620	\$92,000
Transfer In-Trust/Library	\$185,800	\$185,800	\$186,300	\$186,300	\$186,300
Transfer In-Trust/Self Insurance	\$161,193	\$138,863	\$168,000	\$168,000	\$203,000
Transfer In-Trust/Shrubs	\$832	\$700	\$700	\$700	\$2,200
Sub Total	\$2,018,097	\$2,569,779	\$2,637,580	\$2,566,570	\$3,442,859
Capital Contributions					
Contribution In Aid	\$119	\$0	\$0	\$0	\$0
Sub Total	\$119	\$0	\$0	\$0	\$0
Use of Fund Balance/Retained Earnings					
Budgetary Use of Fund Balance	\$0	\$0	\$1,053,015	\$0	\$0
Sub Total	\$0	\$0	\$1,053,015	\$0	\$0

Revised 5/11/2015

GENERAL FUND REVENUE

	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Motor Vehicle Registrations					
Motor Vehicle Registrations	\$5,415,538	\$5,662,857	\$5,600,000	\$5,850,000	\$5,957,500
Sub Total	\$5,415,538	\$5,662,857	\$5,600,000	\$5,850,000	\$5,957,500
Department Service Charges					
Salt Sales	\$39,488	\$57,554	\$25,000	\$25,000	\$30,000
Street Tree Sales	\$3,648	\$2,913	\$9,000	\$4,500	\$9,000
Timber Sales	\$0	\$24,513	\$14,000	\$31,840	\$8,150
MV State Agent Admin	\$120,348	\$120,561	\$118,000	\$118,000	\$118,000
MV Transportation Admin	\$19,945	\$19,126	\$19,500	\$19,000	\$19,000
MV Transportation Surcharge	\$173,327	\$172,134	\$174,000	\$172,000	\$172,000
MV Waste Disposal	\$19,513	\$19,377	\$19,500	\$19,000	\$19,000
Alarm Panel Plug In/Out	\$6,710	\$5,856	\$6,100	\$6,100	\$6,100
Master Alarm Box Connection	\$198,213	\$197,165	\$200,050	\$198,000	\$198,770
Advanced Life Support Intercept	\$11	\$2,745	\$1,098	\$6,040	\$1,647
Ambulance Service Charge	\$1,417,483	\$1,456,815	\$1,375,000	\$1,375,000	\$1,425,000
Recording Fees	\$7,397	\$11,705	\$9,000	\$7,000	\$7,000
Application Fee	\$19,273	\$20,300	\$19,032	\$21,360	\$19,032
Application for Appeal	\$26,846	\$15,396	\$18,000	\$18,000	\$19,000
Review Fee-Site Plans	\$49,050	\$43,867	\$30,000	\$40,000	\$40,000
Review Fee-Subdivision	\$7,730	\$11,107	\$5,000	\$11,000	\$11,000
Reports, Prints and Copies	\$35,735	\$33,147	\$34,300	\$22,775	\$22,400
Special Fire Duty Services	\$22,342	\$22,203	\$17,000	\$18,270	\$17,000
Recreation Player Fee-Facilities	\$17,064	\$16,338	\$16,900	\$14,744	\$16,500
Recreation Player Fee-Parks	\$5,182	\$6,912	\$5,320	\$6,343	\$6,000
Sundry Services	\$27,012	\$48,492	\$32,000	\$38,000	\$35,000
Police Patrol Services	\$3,201	\$4,018	\$5,230	\$4,700	\$4,650
Police Witness Fees	\$15,159	\$15,683	\$17,400	\$15,000	\$15,200
Special Police Duty Services	\$198,526	\$351,769	\$312,000	\$295,000	\$305,000
Interment	\$107,395	\$98,681	\$108,440	\$103,500	\$103,500
Cemetery Maintenance	\$4,787	\$3,231	\$4,000	\$4,000	\$4,000
Inventory Mark-up	\$7,885	\$8,082	\$7,400	\$7,400	\$7,400
Overtime & Supply Charges	\$2,546	\$12,766	\$9,000	\$10,000	\$9,000
Miscellaneous Services	\$232,063	\$211,848	\$257,630	\$212,270	\$314,060
Non-Resident Library Fees	\$7,272	\$8,280	\$8,250	\$8,350	\$8,300
Camps	\$130,430	\$126,505	\$167,760	\$155,000	\$152,640
Aquatics Program	\$28,329	\$21,118	\$25,480	\$23,200	\$23,550
Lighting Charge	\$5,564	\$6,711	\$6,790	\$5,020	\$5,000
Concession Income	\$5,108	\$4,151	\$5,000	\$3,030	\$3,500
Sub Total	\$2,964,580	\$3,181,069	\$3,082,180	\$3,018,442	\$3,155,399

Revised 6/25/2015

GENERAL FUND REVENUE

	2013 Actual	2014 Actual	2015 Budgeted	2015 Estimated	2016 Budget
Retiree Health Reimbursement					
NHRS subsidy for Retiree Health Ins	\$1,041,714	\$1,003,419	\$1,003,140	\$1,001,900	\$1,013,650
Retiree share of Health Ins	\$507,968	\$478,493	\$481,220	\$464,200	\$539,890
Sub Total	\$1,549,682	\$1,481,913	\$1,484,360	\$1,466,100	\$1,553,540
Other Revenue					
Cable TV Franchise	\$731,793	\$749,281	\$745,000	\$806,350	\$820,000
Finance Charges	(\$655)	(\$448)	\$3,200	\$2,500	\$2,500
Insurance Distributions & Credits	\$315,094	\$327,702	\$163,850	\$163,790	\$82,500
Contribution-Purchase of Lots	\$17,064	\$16,452	\$17,000	\$18,618	\$17,000
Contribution-Purchase of Niches	\$0	\$3,982	\$2,000	\$2,000	\$2,000
Reimbursements	\$35,482	\$29,273	\$21,000	\$15,500	\$21,000
Sale of Surplus Property	\$70,459	\$36,978	\$69,142	\$94,102	\$30,000
Miscellaneous	\$240,463	\$1,843,723	\$71,999	\$436,499	\$39,750
Advertising Revenue	\$25,580	\$25,080	\$11,000	\$18,200	\$10,000
Sub Total	\$1,435,280	\$3,032,023	\$1,104,190	\$1,557,559	\$1,024,750
Total Revenue	\$52,434,179	\$53,332,609	\$56,187,164	\$55,785,564	\$58,059,662

GENERAL FUND REVENUE**DESCRIPTION OF REVENUE DETAIL**

The following items represent 83.5% of all General Fund revenues:

Property Taxes	\$36,382,689	62.7%
Intergovernmental		
Rooms and Meals Tax	\$2,054,000	3.5%
Licenses and Permits		
Building Permits	\$500,000	0.9%
Transfer-In		
General Overhead	\$2,050,700	3.5%
Motor Vehicle Registrations	\$5,957,500	10.3%
Retiree Health Reimbursement		
NHRS Subsidy for Retirees	\$1,013,650	1.7%
Retiree Share of Health Insurance	\$539,890	0.9%
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TOTAL	\$48,498,429	83.5%

Property Taxes

FY 2016 property taxes account for approximately 62.7% of General Fund revenues. This represents a 4.2% tax rate increase over FY 2015. 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 2016, 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, \$561,225 of tax revenue is estimated to be raised for tax abatements or overlay (\$300,000) and war service credits (\$261,225). Including overlay and war service credits, the FY 2016 total tax revenue is \$36,943,914, up from the \$35,313,115 adopted by City Council for FY 2015. Please refer to the Budget Summary section for a comparison of FY 2015 versus the FY 2016 budgetary tax rate.

Intergovernmental

Rooms and Meals taxes represent 3.5% of all General Fund revenue and are determined to be about the same as in FY 2015, based on estimates received from the State of New Hampshire.

Licenses and Permits

Building Permit revenue represents 0.9% of all General Fund revenue and is determined by identifying anticipated projects, estimating their likelihood of proceeding, and what percentage of projects will be completed by June 30, 2016. An estimated dollar amount is calculated using these factors to determine the budget for FY 2016. For FY 2015, this revenue is anticipated to fall short of budget; and FY 2016 is anticipated to be only slightly better than FY 2015.

Investment Income

Interest on investments has declined steadily since 2008, reducing this revenue from over a million dollars in previous years. As City investments are closely tied to the "Federal Funds" rate, our income from this source can be expected to remain low until the Feds increase the Fed Funds rate.

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GENERAL FUND REVENUETransfer In

The General Overhead portion of this revenue represents 3.5% of all General Fund revenue and is comprised of general overhead charges to most of the City's Enterprise and Special Revenue funds, as well as Information Technology (IT) computer charges to the Parking, Airport, Golf, Arena, Water and Wastewater Funds. General Overhead is determined using a formula to calculate General Fund overhead expenses and prorating the expenses to the applicable funds based on their percentage of budgets. The amounts may also be adjusted slightly 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 formula cost per computer as applicable to the individual Funds.

In addition to the General Overhead transfer, the City also recognizes revenues as transfer-in from trusts and trust funds for various purposes including cemetery, library, and insurance; and transfers from Impact Fee and Tax Increment Finance (TIF) District funds as reimbursement for operating expenses and applicable debt service costs.

Motor Vehicle Registrations

Revenue from motor vehicle registrations represent 10.3% 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.

Retiree Health Reimbursement

Retiree Health reimbursements represent 2.6% of all General Fund revenue and is expected to be somewhat higher than the amount budgeted or received in FY 2015. These amounts are budgeted by determining the subsidies that qualified retirees will receive from the New Hampshire Retirement System, the current City subsidy, and the remaining amount that retirees need to pay for their health insurance coverage.

USE OF FUND BALANCE

The City Council has adopted balanced budgets since FY 2010 and, if adopted, FY 2016 will be year number 7. 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 Fund Balance</u>	<u>Unassigned Fund Balance</u>
2005	7,305,247	4,106,287
2006	7,119,336	4,079,762
2007	5,724,246	3,453,608
2008	5,747,884	4,447,779
2009	6,471,747	5,302,478
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

Source: 2005-2014 Comprehensive Annual Financial Reports