

2017 OPERATING BUDGET

GENERAL FUND REVENUE

SUMMARY

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Revenue					
Property Taxes	\$30,943,887	\$34,767,887	\$36,394,497	\$36,625,000	\$37,493,038
Other Taxes	\$719,478	\$734,467	\$751,022	\$768,031	\$702,286
Intergovernmental	\$3,655,092	\$3,796,571	\$3,864,277	\$3,834,164	\$3,904,974
Rents and Leases	\$293,753	\$291,536	\$266,520	\$248,690	\$252,348
Fines and Penalties	\$743,900	\$814,518	\$640,744	\$697,365	\$616,000
Licenses and Permits	\$1,025,786	\$893,205	\$994,790	\$988,762	\$1,259,712
Investment Income	\$22,835	\$56,135	\$68,690	\$66,190	\$111,200
Donations	\$236	\$546	\$33,500	\$32,400	\$36,100
Transfer In	\$2,569,779	\$2,562,364	\$3,625,859	\$3,584,559	\$3,254,490
Use of Fund Balance/Retained Earnings	\$0	\$0	\$960,000	\$0	\$0
Motor Vehicle Registrations	\$5,662,857	\$6,123,498	\$5,957,500	\$6,248,970	\$6,275,000
Department Service Charges	\$3,181,069	\$3,262,018	\$3,155,399	\$3,325,220	\$3,161,919
Retiree Health Reimbursement	\$1,481,913	\$1,450,305	\$1,553,540	\$1,553,540	\$1,366,370
Other Revenue	\$3,032,023	\$1,592,817	\$1,024,750	\$1,490,701	\$1,044,675
Total Revenue	\$53,332,609	\$56,345,868	\$59,291,088	\$59,463,592	\$59,478,112

2017 OPERATING BUDGET

GENERAL FUND REVENUE

DETAIL

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Property Taxes					
Property Taxes-2014	\$30,943,887	\$0	\$0	\$0	\$0
Property Taxes-2015	\$0	\$34,767,887	\$0	\$0	\$0
Property Taxes-2016 on	\$0	\$0	\$36,394,497	\$36,625,000	\$37,493,038
Sub Total	\$30,943,887	\$34,767,887	\$36,394,497	\$36,625,000	\$37,493,038
Other Taxes					
Timber Tax	\$20,516	\$29,574	\$15,000	\$15,000	\$15,000
Payment-In-Lieu of Tax	\$698,924	\$704,089	\$735,822	\$752,741	\$687,086
Excavation Activity Tax	\$39	\$804	\$200	\$290	\$200
Sub Total	\$719,478	\$734,467	\$751,022	\$768,031	\$702,286
Intergovernmental					
Railroad Tax	\$2,416	\$1,609	\$1,286	\$2,000	\$2,000
US Dep of Homeland Security/FEMA	\$17,200	\$0	\$0	\$0	\$0
Medicare D Reimbursement	\$101,664	\$103,119	\$100,000	\$100,000	\$0
Drug Forfeiture/Restitution	\$22,985	\$16,461	\$7,130	\$12,000	\$11,000
Drug Unit OT Reimbursement	(\$226)	\$0	\$0	\$0	\$0
Rooms and Meals Tax	\$1,896,673	\$2,053,492	\$2,042,723	\$2,042,723	\$2,202,800
Highway Block Grant	\$752,607	\$764,379	\$843,681	\$843,681	\$843,681
Share of Debt Service	\$38,728	\$36,499	\$0	\$0	\$0
Forest Loss Reimbursement	\$209	\$393	\$393	\$393	\$393
Fire Service Aid	\$125,000	\$125,000	\$175,000	\$125,000	\$125,000
School District Payments	\$138,999	\$142,739	\$147,150	\$145,260	\$154,160
Multiple Local Governments	\$558,835	\$542,259	\$546,914	\$563,107	\$565,940
Misc. State of NH	\$0	\$10,621	\$0	\$0	\$0
Sub Total	\$3,655,092	\$3,796,571	\$3,864,277	\$3,834,164	\$3,904,974
Rents and Leases					
Cruiser Rental Fee	\$64,673	\$47,854	\$40,000	\$40,000	\$40,000
Building Lease or Rental	\$172,777	\$191,287	\$174,310	\$156,500	\$160,300
Facility Lease or Rental	\$32,184	\$27,552	\$26,770	\$26,750	\$25,828
Land Lease or Rental	\$24,120	\$24,844	\$25,440	\$25,440	\$26,220
Sub Total	\$293,753	\$291,536	\$266,520	\$248,690	\$252,348

2017 OPERATING BUDGET

GENERAL FUND REVENUE

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Fines and Penalties					
Interest Costs and Penalties	\$544,524	\$614,213	\$453,244	\$500,515	\$425,000
Court Ordered Payments-Burials & Markers	\$908	\$0	\$0	\$0	\$0
Court Ordered Payments-Cemeteries	\$219	\$93	\$0	\$50	\$0
Court Ordered Payments-Legal	\$5,135	\$1,862	\$3,000	\$400	\$1,000
Non-Metered Parking Penalties	\$101,610	\$99,944	\$100,000	\$100,000	\$100,000
False Alarm Penalties	\$37,045	\$35,557	\$37,500	\$42,400	\$37,000
Fines For Overdue Books	\$33,858	\$33,720	\$32,000	\$34,000	\$33,000
Fines For Code Prosecution	\$20,601	\$29,130	\$15,000	\$20,000	\$20,000
Sub Total	\$743,900	\$814,518	\$640,744	\$697,365	\$616,000
Licenses and Permits					
Building Permits	\$483,684	\$409,226	\$500,000	\$500,000	\$750,000
Electrical Permits	\$70,113	\$80,954	\$80,000	\$85,000	\$99,000
Mechanical Permits	\$139,163	\$90,379	\$95,000	\$90,000	\$93,500
Plumbing Permits	\$46,460	\$39,396	\$45,000	\$45,000	\$49,500
Sign Permits	\$13,043	\$10,394	\$12,000	\$13,000	\$12,500
Fire Protect Permits	\$2,500	\$3,640	\$1,500	\$2,500	\$3,000
Misc Permits	\$58,179	\$52,444	\$50,000	\$50,000	\$48,000
PD Licenses and Permits	\$7,398	\$6,655	\$8,000	\$7,000	\$8,000
Engineering Licenses	\$5,500	\$4,900	\$4,560	\$4,560	\$4,560
Engineering Pole License Recording Fees	\$90	\$70	\$100	\$50	\$50
POA Inspection Fees	\$17,830	\$18,485	\$19,800	\$18,260	\$18,260
School Inspection Fees	\$2,968	\$3,180	\$3,180	\$2,862	\$2,862
Food Service Licenses	\$96,703	\$86,899	\$95,000	\$90,000	\$90,000
Amusement Center Licenses	\$326	\$478	\$330	\$660	\$660
Rooming House Licenses	\$4,222	\$4,222	\$4,200	\$4,200	\$4,200
Yard Sales Permits	\$1,290	\$1,160	\$1,200	\$1,200	\$1,200
Taxi Cab Licenses	\$1,937	\$3,250	\$3,500	\$3,550	\$3,500
Peddler Licenses	\$16,576	\$13,160	\$10,000	\$9,000	\$9,000
Amusement Device Licenses	\$6,200	\$6,235	\$6,000	\$6,000	\$6,000
Billiard and Bowling Licenses	\$270	\$270	\$270	\$270	\$270
Entertainment Licenses	\$9,419	\$9,575	\$9,500	\$9,500	\$9,500
Convalescent Home Licenses	\$1,335	\$1,335	\$1,400	\$1,400	\$1,400
Recycling Center Licenses	\$1,531	\$1,531	\$1,550	\$1,550	\$1,550
Solicitation Licenses	\$982	\$901	\$1,100	\$1,100	\$1,100
Taxi Drivers Licenses	\$3,041	\$6,225	\$5,500	\$6,000	\$6,000
Misc Licenses & Permits	\$2,249	\$1,945	\$1,300	\$1,300	\$1,300
Pawnbroker/Secondhand Dealer Licenses	\$2,125	\$2,000	\$2,000	\$2,000	\$2,000
Dog Licenses	\$27,642	\$31,502	\$30,000	\$30,000	\$30,000
Marriage Licenses	\$3,010	\$2,793	\$2,800	\$2,800	\$2,800
Sub Total	\$1,025,786	\$893,205	\$994,790	\$988,762	\$1,259,712

2017 OPERATING BUDGET

GENERAL FUND REVENUE

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Investment Income					
Investment Income	\$22,835	\$56,135	\$68,690	\$66,190	\$111,200
Sub Total	\$22,835	\$56,135	\$68,690	\$66,190	\$111,200
Donations					
Donations	\$0	\$0	\$30,000	\$30,000	\$35,000
Music Program Donations	\$236	\$546	\$1,500	\$1,100	\$1,100
Fireworks Donation	\$0	\$0	\$2,000	\$1,300	\$0
Sub Total	\$236	\$546	\$33,500	\$32,400	\$36,100
Transfer In					
Transfer in-Engineering Inspections Fund	\$400	\$400	\$1,892	\$2,442	\$3,230
Transfer In-Parking Fund	\$96,150	\$96,150	\$106,870	\$106,870	\$106,940
Transfer In-Parking Fund Snow Reim	\$58,200	\$58,200	\$58,200	\$58,200	\$58,200
Transfer In-Airport Fund	\$30,500	\$32,360	\$67,390	\$67,390	\$68,720
Transfer In-CD Con Prop Mgmt Fund	\$23,300	\$47,560	\$55,600	\$55,600	\$48,800
Transfer In-Impact Fee Fund	\$329,100	\$151,794	\$151,790	\$151,790	\$60,000
Transfer In-NEOCTIF	\$125,850	\$132,140	\$138,749	\$138,749	\$145,685
Transfer In-Sears Block TIF	\$287,430	\$282,780	\$385,210	\$385,210	\$412,560
Transfer In-Penacook TIF	\$1,180	\$1,240	\$6,618	\$6,618	\$6,690
Transfer In-Golf Fund	\$74,950	\$74,950	\$76,440	\$76,440	\$76,560
Transfer In-Arena Fund	\$42,760	\$47,444	\$64,630	\$64,630	\$64,350
Transfer In-Solid Waste Fund	\$0	\$0	\$3,600	\$3,600	\$3,600
Transfer In-Water Fund	\$441,710	\$454,970	\$821,225	\$821,225	\$832,650
Transfer In-Wastewater Fund	\$544,040	\$560,361	\$914,145	\$914,145	\$951,705
Transfer In-Trust/Capital Reserve	\$70,000	\$150,703	\$108,000	\$108,000	\$0
Transfer In-Trust/Concord Calvary	\$14,080	\$15,000	\$15,000	\$15,000	\$15,000
Transfer In-Trust/Economic Dev	\$20,000	\$20,000	\$105,000	\$105,000	\$34,000
Transfer In-Trust/Flowers	\$5,000	\$4,000	\$8,000	\$8,000	\$6,000
Transfer In-Trust/Forest	\$0	\$0	\$54,000	\$17,150	\$31,500
Transfer In-Trust/General Care	\$79,766	\$95,789	\$92,000	\$92,000	\$122,000
Transfer In-Trust/Library	\$185,800	\$186,300	\$186,300	\$186,300	\$186,300
Transfer In-Trust/Self Insurance	\$138,863	\$149,523	\$203,000	\$198,000	\$20,000
Transfer In-Trust/Shrubs	\$700	\$700	\$2,200	\$2,200	\$0
Sub Total	\$2,569,779	\$2,562,364	\$3,625,859	\$3,584,559	\$3,254,490
Use of Fund Balance/Retained Earnings					
Budgetary Use of Fund Balance	\$0	\$0	\$960,000	\$0	\$0
Sub Total	\$0	\$0	\$960,000	\$0	\$0

2017 OPERATING BUDGET

GENERAL FUND REVENUE

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Motor Vehicle Registrations					
Motor Vehicle Registrations	\$5,662,857	\$6,123,498	\$5,957,500	\$6,248,970	\$6,275,000
Sub Total	\$5,662,857	\$6,123,498	\$5,957,500	\$6,248,970	\$6,275,000
Department Service Charges					
Salt Sales	\$57,554	\$35,984	\$30,000	\$15,000	\$30,000
Street Tree Sales	\$2,913	\$1,765	\$9,000	\$7,500	\$9,000
Timber Sales	\$24,513	\$30,529	\$8,150	\$30,000	\$7,500
MV State Agent Admin	\$120,561	\$122,667	\$118,000	\$120,990	\$120,000
MV Transportation Admin	\$19,126	\$19,401	\$19,000	\$19,250	\$19,000
MV Transportation Surcharge	\$172,134	\$174,605	\$172,000	\$172,780	\$172,000
MV Waste Disposal	\$19,377	\$19,662	\$19,000	\$19,225	\$19,000
Alarm Panel Plug In/Out	\$5,856	\$5,551	\$6,100	\$5,700	\$5,490
Master Alarm Box Connection	\$197,165	\$197,697	\$198,770	\$200,700	\$198,960
Advanced Life Support Intercept	\$2,745	\$6,588	\$1,647	\$2,745	\$1,647
Ambulance Service Charge	\$1,456,815	\$1,624,491	\$1,425,000	\$1,750,000	\$1,595,000
Recording Fees	\$11,705	\$4,880	\$7,000	\$5,500	\$6,000
Application Fee	\$20,300	\$21,484	\$19,032	\$21,500	\$19,032
Application for Appeal	\$15,396	\$16,208	\$19,000	\$19,000	\$19,000
Review Fee-Site Plans	\$43,867	\$41,730	\$40,000	\$30,000	\$30,000
Review Fee-Subdivision	\$11,107	\$9,578	\$11,000	\$4,000	\$9,000
Reports, Prints and Copies	\$33,147	\$21,337	\$22,400	\$17,200	\$19,350
Special Fire Duty Services	\$22,203	\$21,516	\$17,000	\$22,200	\$19,000
Recreation Player Fee-Facilities	\$16,338	\$6,112	\$16,500	\$0	\$0
Recreation Player Fee-Parks	\$6,912	\$6,956	\$6,000	\$4,500	\$6,230
Sundry Services	\$48,492	\$50,409	\$35,000	\$40,000	\$37,500
Police Patrol Services	\$4,018	\$6,260	\$4,650	\$4,700	\$4,650
Police Witness Fees	\$15,683	\$12,957	\$15,200	\$15,200	\$15,200
Special Police Duty Services	\$351,769	\$308,732	\$305,000	\$305,000	\$305,000
Interment	\$98,681	\$97,660	\$103,500	\$91,000	\$92,000
Cemetery Maintenance	\$3,231	\$2,416	\$4,000	\$3,400	\$3,500
Inventory Mark-up	\$8,082	\$7,952	\$7,400	\$15,000	\$15,400
Professional Service Mark-up	\$0	\$0	\$0	\$400	\$0
Overtime & Supply Charges	\$12,766	\$9,711	\$9,000	\$8,320	\$8,320
Miscellaneous Services	\$211,848	\$212,876	\$314,060	\$201,450	\$206,640
Non-Resident Library Fees	\$8,280	\$8,447	\$8,300	\$7,700	\$8,000
Camps	\$126,505	\$121,790	\$152,640	\$126,840	\$127,550
Aquatics Program	\$21,118	\$27,216	\$23,550	\$30,020	\$23,850
Lighting Charge	\$6,711	\$3,567	\$5,000	\$4,300	\$4,800
Concession Income	\$4,151	\$3,286	\$3,500	\$4,100	\$4,300
Sub Total	\$3,181,069	\$3,262,018	\$3,155,399	\$3,325,220	\$3,161,919

2017 OPERATING BUDGET

GENERAL FUND REVENUE

	2014 Actual	2015 Actual	2016 Budgeted	2016 Estimated	2017 Budget
Retiree Health Reimbursement					
NHRS subsidy for Retiree Health Ins	\$1,003,419	\$994,283	\$1,013,650	\$1,013,650	\$974,960
Retiree share of Health Ins	\$478,493	\$456,021	\$539,890	\$539,890	\$391,410
Sub Total	\$1,481,913	\$1,450,305	\$1,553,540	\$1,553,540	\$1,366,370
Other Revenue					
Cable TV Franchise	\$749,281	\$799,876	\$820,000	\$831,381	\$853,164
Finance Charges	(\$448)	\$1,296	\$2,500	\$2,500	\$2,500
Insurance Distributions & Credits	\$327,702	\$163,786	\$82,500	\$529,980	\$80,000
Contribution-Purchase of Lots	\$16,452	\$23,136	\$17,000	\$19,000	\$18,000
Contribution-Purchase of Niches	\$3,982	\$0	\$2,000	\$2,000	\$2,000
Reimbursements	\$29,273	\$18,423	\$21,000	\$18,000	\$18,000
Sale of Surplus Property	\$36,978	\$92,888	\$30,000	\$39,250	\$30,000
Miscellaneous	\$1,843,723	\$474,713	\$39,750	\$43,090	\$35,511
Advertising Revenue	\$25,080	\$18,700	\$10,000	\$5,500	\$5,500
Sub Total	\$3,032,023	\$1,592,817	\$1,024,750	\$1,490,701	\$1,044,675
Total Revenue	\$53,332,609	\$56,345,868	\$59,291,088	\$59,463,592	\$59,478,112

GENERAL FUND REVENUE

DESCRIPTION OF REVENUE DETAIL

The following items represent 84.4% of all General Fund revenues:

Property Taxes	\$37,493,038	63.0%
Intergovernmental		
Rooms and Meals Tax	\$2,202,800	3.7%
Transfer-In		
General Overhead	\$1,930,315	3.2%
Motor Vehicle Registrations	\$6,275,000	10.6%
Department Service Charges		
Ambulance Service Charge	\$1,595,000	2.7%
TOTAL	\$49,596,153	83.2%

Property Taxes

FY 2017 property taxes account for approximately 63.0% of General Fund revenues. This represents a 2.5% tax rate increase over FY 2016. 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 2017, 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 2017 total tax revenue is \$38,054,263, up from the \$36,943,914 adopted by City Council for FY 2016. Please refer to the Budget Summary section for a comparison of FY 2016 versus the FY 2017 budgetary tax rate.

Intergovernmental

Rooms and Meals taxes represent 3.7% of all General Fund revenue and are determined to be slightly higher than FY 2016, based on estimates received from the State of New Hampshire.

Transfer In

The General Overhead portion of this revenue represents 3.2% 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.

GENERAL FUND REVENUE

Motor Vehicle Registrations

Revenue from motor vehicle registrations represent 10.6% 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.

Department Service Charges

Ambulance Service charges represent 2.7% of all General Fund revenue is the fourth largest source of revenue for the fund. Revenue is projected primarily based on historical trends and increases in emergency medical services demand. Changes in payor mix (Medicare, Medicaid, private insurance, no insurance) can have a significant effect on revenues received.

USE OF FUND BALANCE

The City Council has adopted balanced budgets since FY 2010, and, if adopted, FY 2017 will be the eighth consecutive year. 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>
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
2015	14,549,738	10,171,068

Source: 2006-2015 Comprehensive Annual Financial Reports