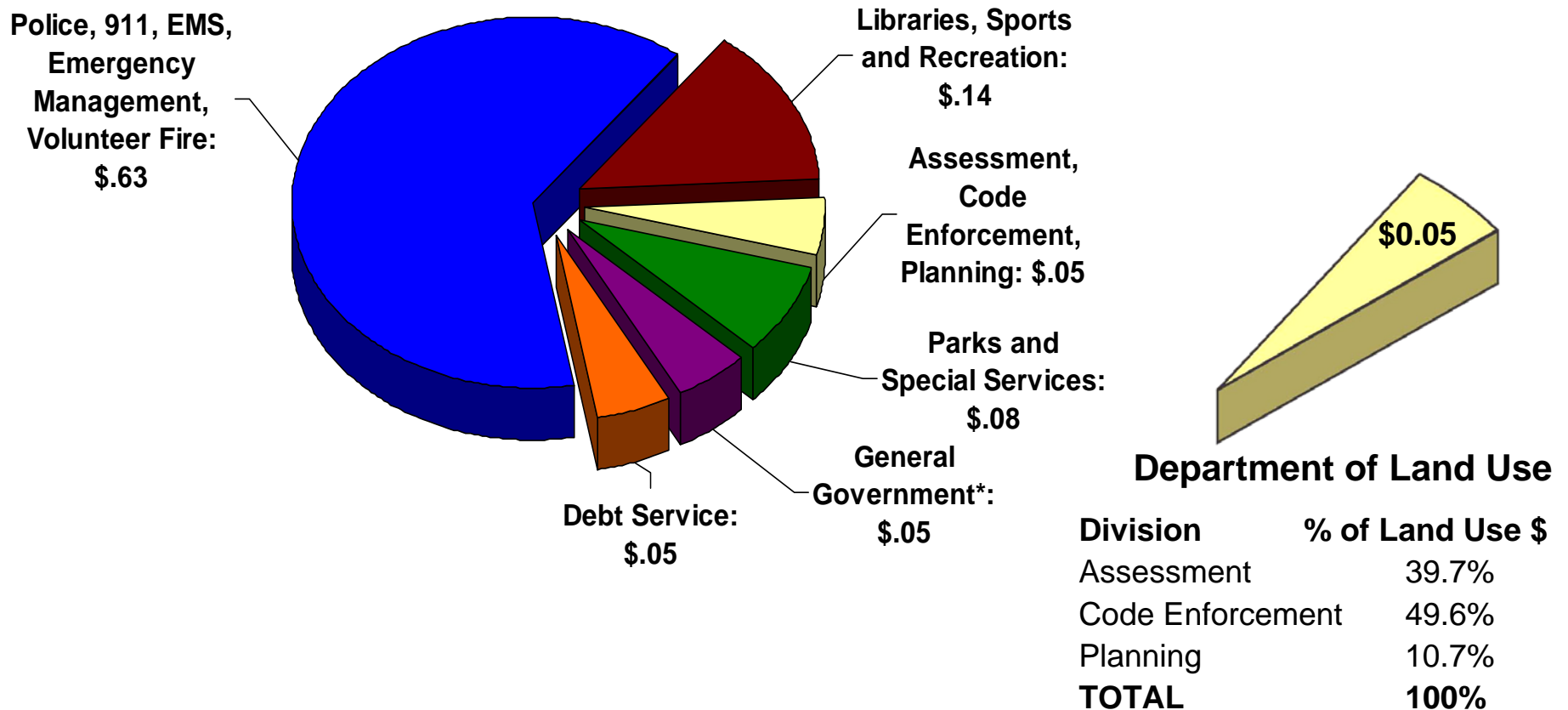


New Castle County FY 2012 Revenue

As of December 31, 2011

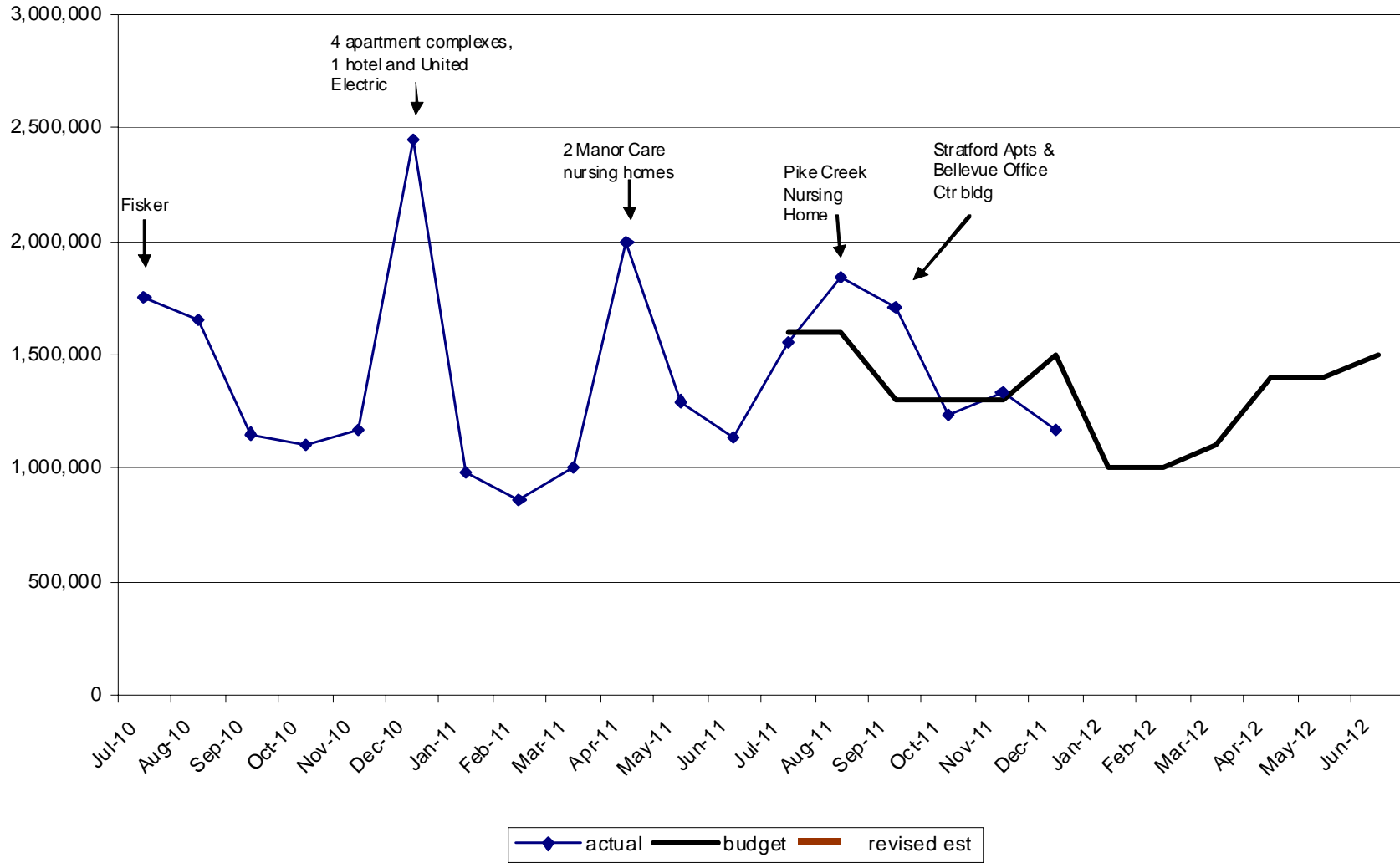
Submitted by the Office of Finance
January 24, 2012

Where Your County Tax Dollar Goes

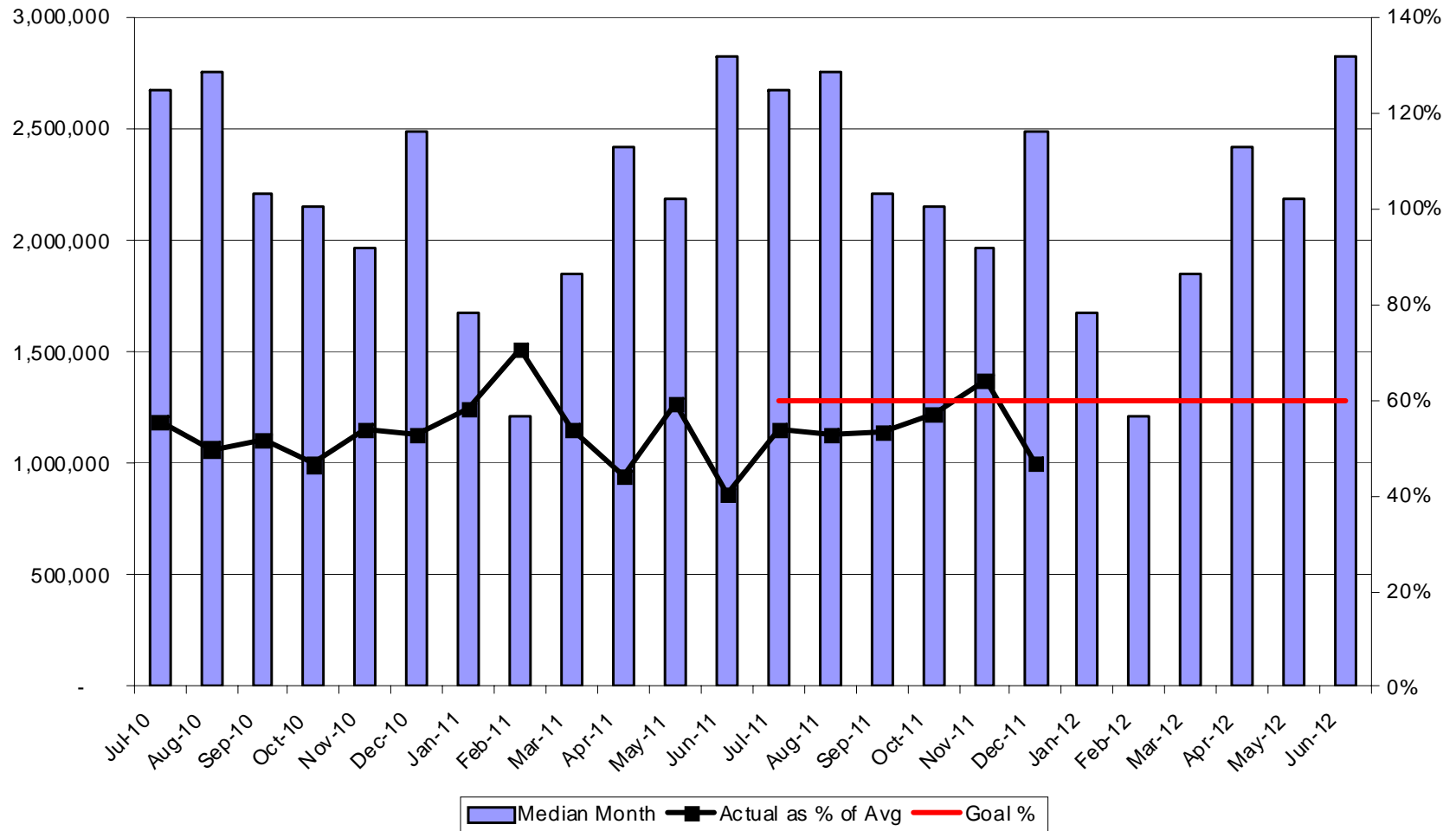


*Executive Office, County Council, Law, HR, Admin Services, Finance, Row Offices, Ethics

RTT Revenue (Budget Estimate - \$16.0 million)



RTT
Actual Collected as % of Median Month
Excludes Sales Over \$5 Million



First Half RTT Summary

	FY 2011	FY 2012	Difference	
Overall Transactions	1,957	2,260	303	15.48%
<hr/>				
Exemptions - Half RTT	531	737	206	38.79%
Transactions under \$500,000 – Full RTT *	1,259	1,412	153	12.15%
Transactions between \$500-\$1M – Full RTT	121	84	-37	-30.58%
Transactions between \$1M-\$5M – Full RTT	34	25	-9	-26.47%
Transactions over \$5M – Full RTT	12	4	-8	-66.67%
* Average Value	\$244,101	\$236,030		-3.3%

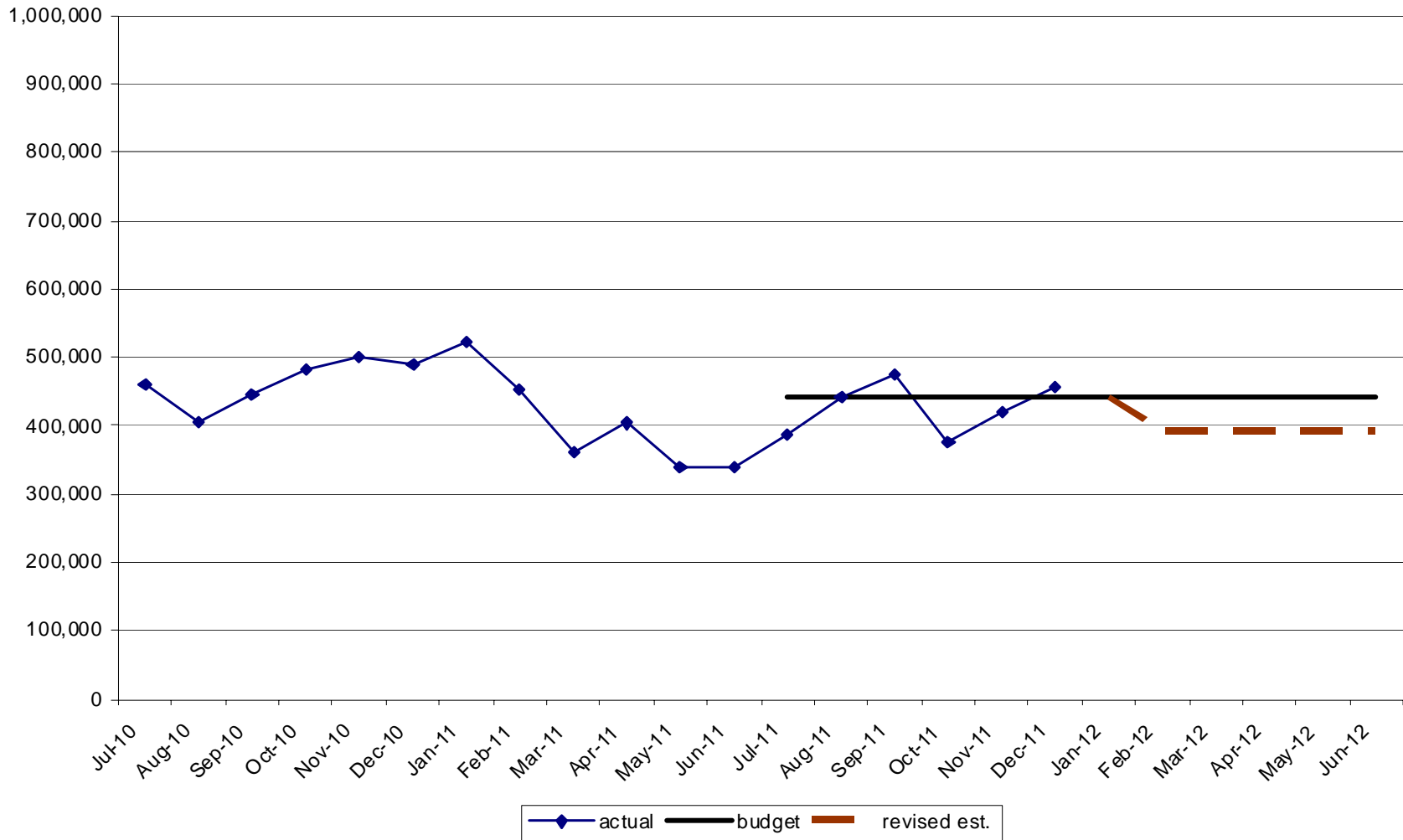
Over \$5 Million Transactions RTT Received by NCC

FY 2011		FY 2012	
Fisker	\$270,000	Meadow Wood Hospital	\$109,000
Exxon Gas Stations	153,000	Pike Creek Nursing Home	381,000
Mike's Harley	120,000	Bellevue Office Bldg	129,000
4 Apt complex, 1 hotel & United Electric	1,134,000	Stratford Apartments	395,000
Thru 12/31/10	\$1,677,000	Thru 12/31/11	\$1,014,000

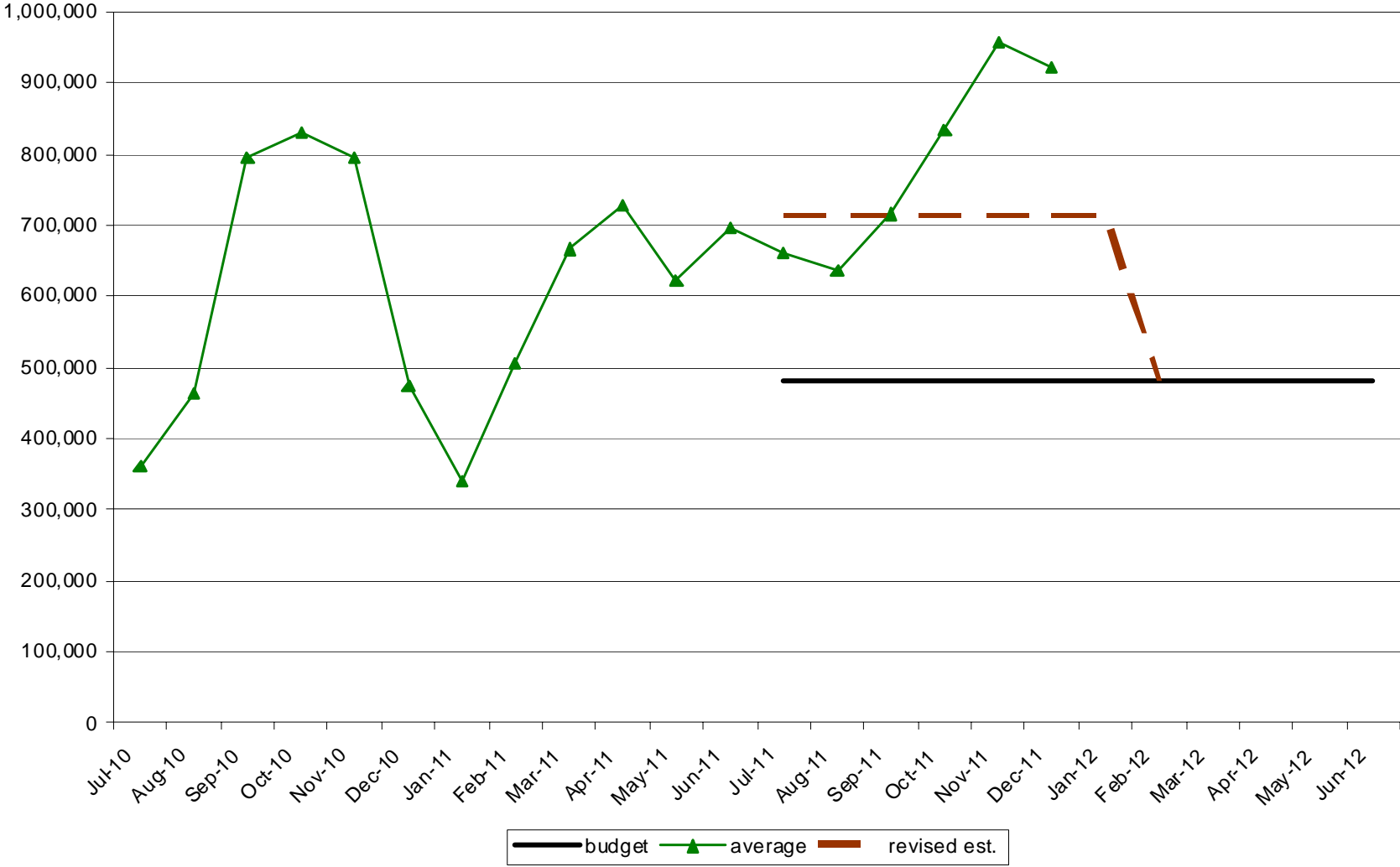
FY 2012 Service Charges and Fees

	Budget	As of 12/31/11	% of Budget
Sheriff Commissions	\$4.4	\$4.3	98%
Sheriff Fees	\$1.4	\$0.6	45%
Deeds & Instruments	\$5.3	\$2.5	48%
Deeds Corp. Filing Fee	\$1.0	\$0.5	45%
Subdivision Review	\$1.4	\$0.4	30%
911 Reporting Fees	\$1.1	\$0.5	42%

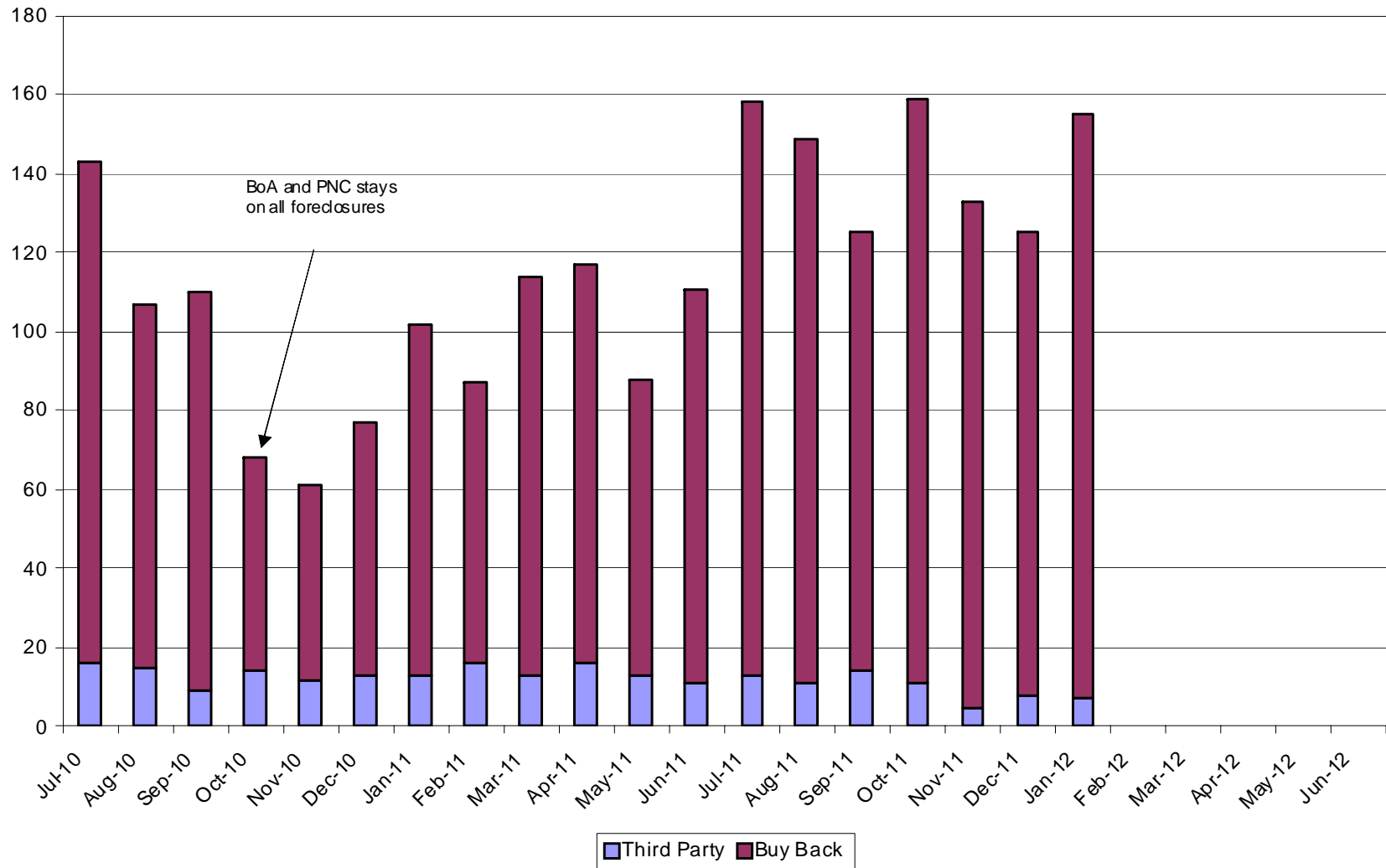
Recorder of Deeds Revenue No Corporation Fees



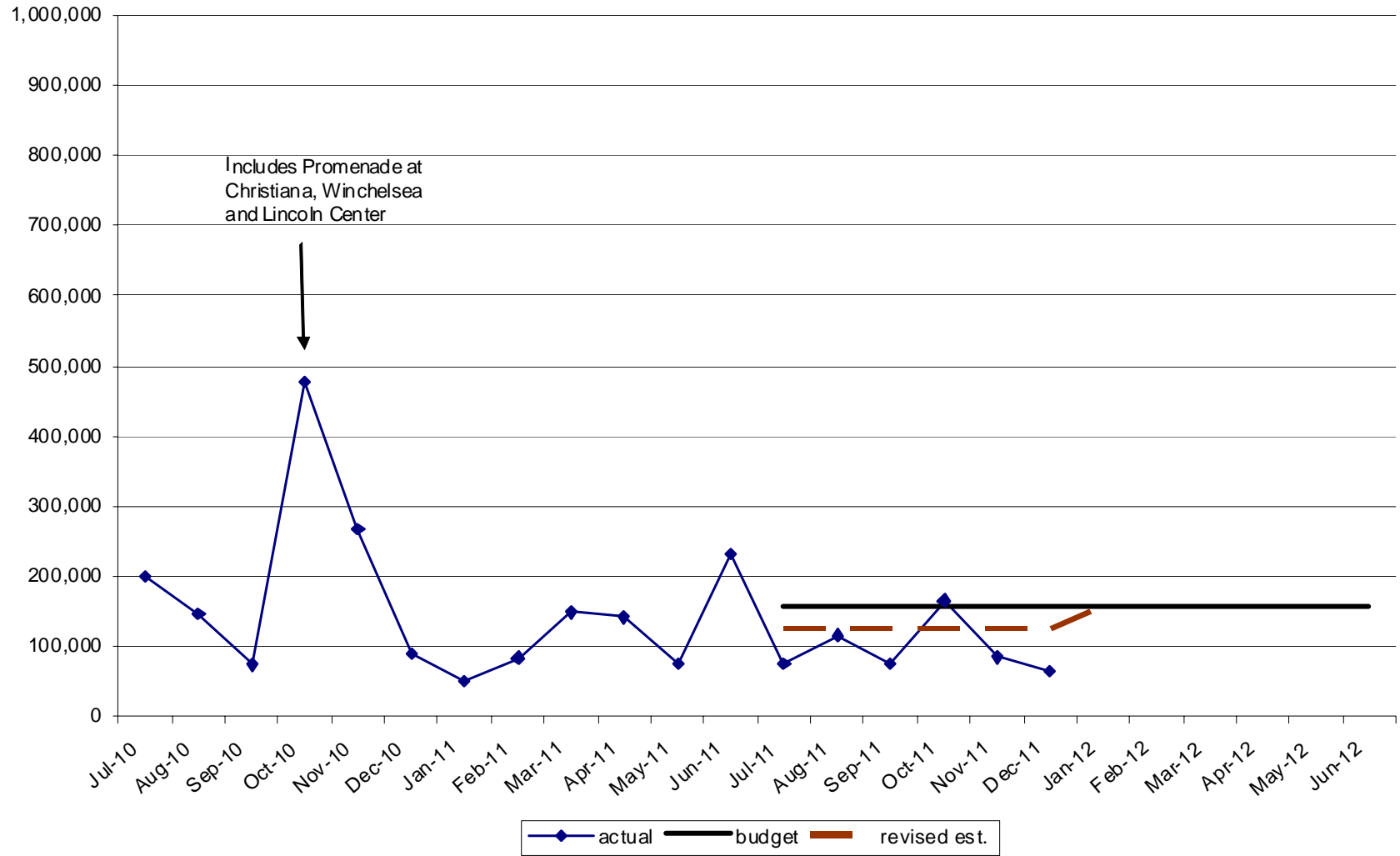
Sheriff Revenue



Number of Sheriff Sales



Subdivision & Zoning Review Revenue



Large Subdivision Review Projects

FY 2011

FY 2012

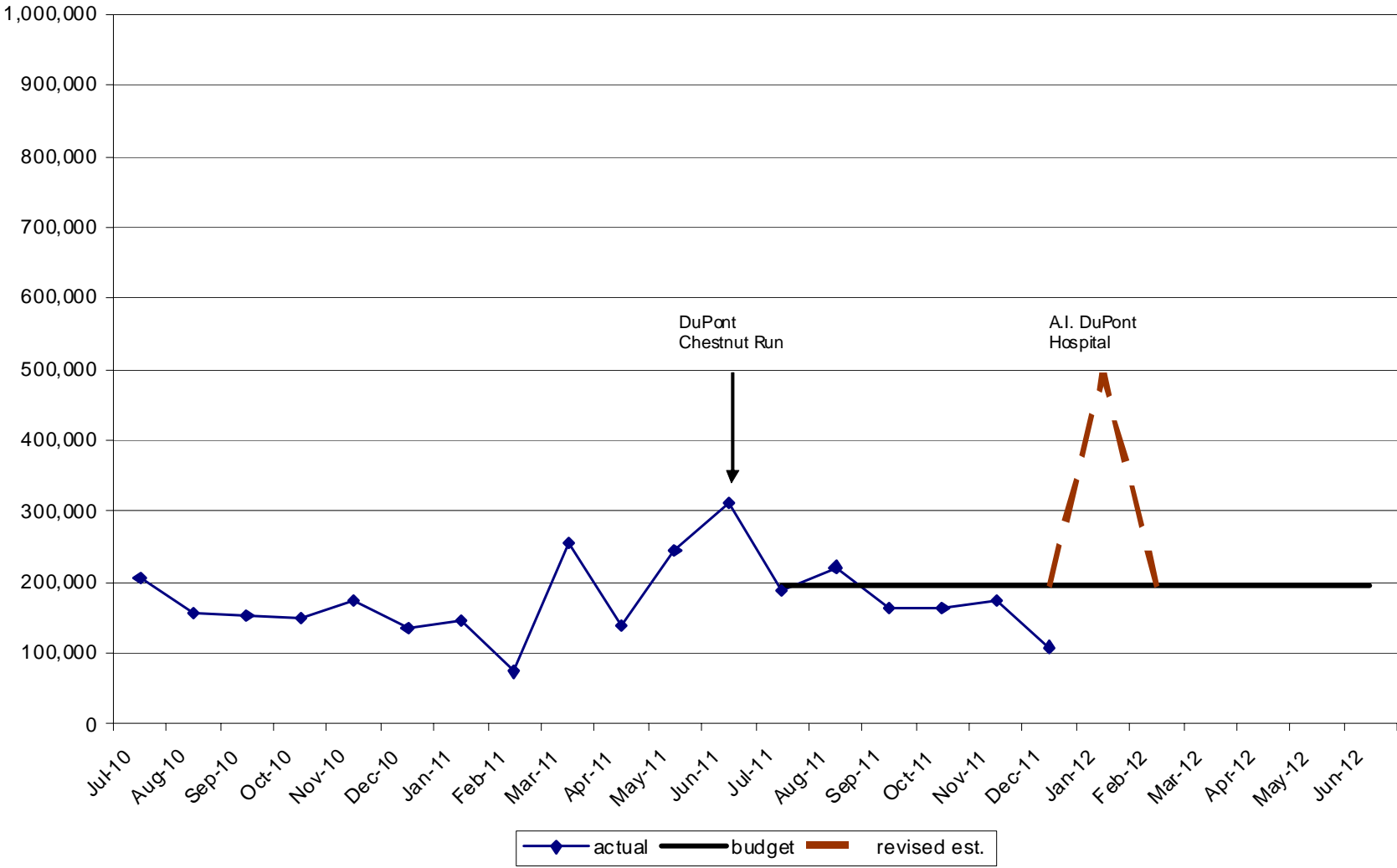
Lincoln Center	\$ 161,000
Winchelsea	107,000
Preserve at Robinson Farm	100,000
Promenade at Christiana	94,000
Silver Maple Farm	65,000
Market Place at Christiana	65,000

Huber's Crossing	\$ 29,000
A I DuPont Hospital	122,000

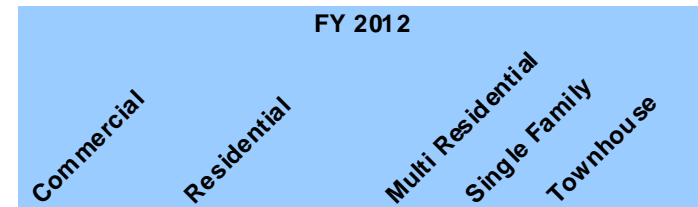
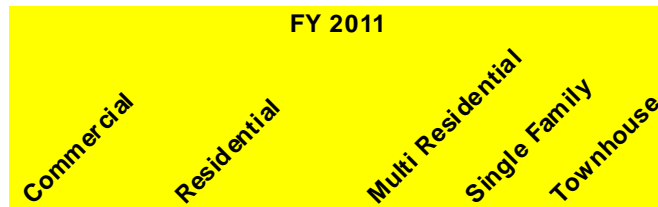
Thru 6/30/11 \$ 592,000

Thru 12/31/11 \$ 131,000

Building Permit Revenue



New Construction Permits FY 2011 and FY 2012

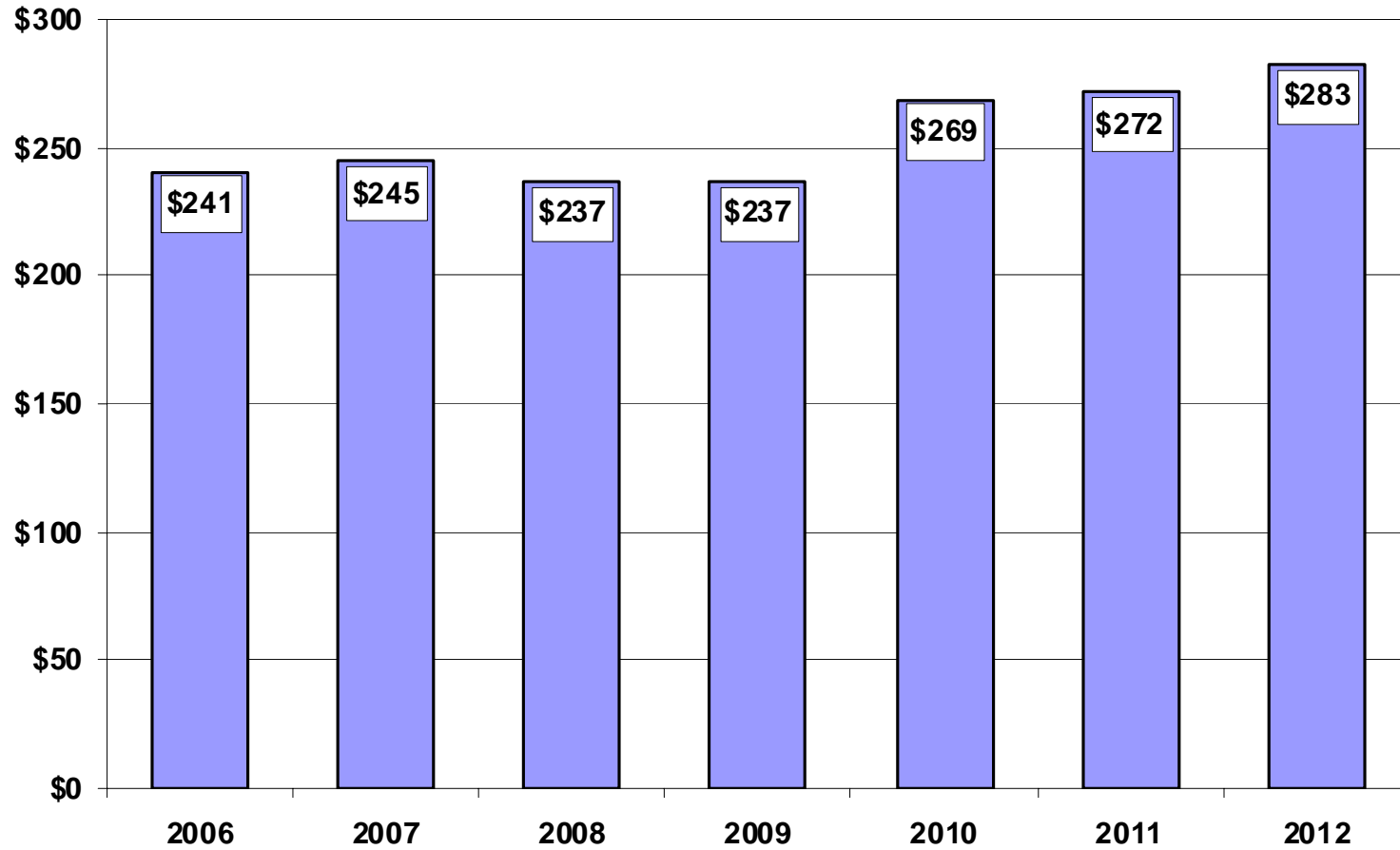


	FY 2011					FY 2012					
	Commercial	Residential	Multi Residential	Single Family	Townhouse	Commercial	Residential	Multi Residential	Single Family	Townhouse	
	#	#	#	#	#	#	#	#	#	#	
July	8	45	0	29	16	9	45	1	29	15	
August	5	39	0	26	13	3	33	0	25	8	
Sept	7	58	0	34	24	3	30	0	21	9	
October	10	40	0	30	10	5	42	0	19	23	
November	5	33	0	18	15	5	37	1	21	15	
December	8	32	0	22	10	6	34	0	17	17	
January	3	36	0	25	11		0				
February	6	27	0	18	9		0				
March	6	28	0	23	5		0				
April	5	56	0	41	15		0				
May	4	61	0	30	31		0				
June	10	54	0	37	17		0				
Totals	77	509	0	333	176	31	221	2	132	87	
						FY 11 Jul-Dec	43	247	0	159	88

Major Commercial Building Permits

FY 2011		FY 2012	
DuPont Chestnut Run	\$ 115,000	Governor's Square	\$ 33,000
DuPont Chestnut Run parking	28,000	Beck's Woods Plaza	25,000
Odessa Elementary School	66,000	A.I. DuPont Hospital	633,000
DE City Refinery, Wall enclosure & Coke Barn	51,000		
Summit Aviation	22,000		
Rockford Center Addition	22,000		
Word of Life Church	21,000		
<hr/>		<hr/>	
Thru 6/30/11	\$ 325,000	Thru 1/14/12	\$ 691,000

**New Castle County
Average Residential Sewer Invoice
2006 - 2012**



General Fund

As of 12/31/11

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>	
Expenditures	\$163.6	\$162.9	\$0.7	Salary Savings offset by gasoline prices
Revenues	\$163.6	\$163.7	\$0.1	Sheriff Office Activity
Net Change		\$0.8		
Available Cash Balance 7/1/11		\$52.8		
FY 2012 Net Activity		\$0.8		
Available Cash Balance 7/1/12		\$53.6	*	

* Excludes Rainy Day Reserve

Sewer Fund

As of 12/31/11

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>	
Expenditures	\$69.1	\$68.6	\$0.5	Salary Savings
Revenues	\$69.1	\$68.7	(\$0.4)	Sewer Charges
Net Change		\$0.1		

Available Cash Balance 7/1/11	\$13.2
FY 2012 Net Activity	\$0.1
Available Cash Balance 7/1/12	\$13.3 *

* Excludes Rainy Day Reserve

General Fund Cash Flow Projections
January-FY 2012
Budget Shortfall 2013-2017 - \$60.3 million

General Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
Available Financial Reserves, beginning of period	52.8	53.6	48.5	38.9	25.6	10.8	
Revenues							
Total Property Tax Revenue	108.3	109.0	109.8	110.6	111.5	112.3	minimum growth
Total Transfer Tax Revenue	16.0	16.2	17.0	17.9	18.8	19.8	90% cap- 5% growth
RTT-Debt Service	1.7	0.0	0.0	0.0	0.0	0.0	
Total Other Revenues	38.4	39.2	40.0	40.8	41.6	42.4	2.0% Growth in 13-17
Total Revenue	164.4	164.4	166.8	169.3	171.8	174.5	
		0.0	2.4	2.5	2.5	2.7	\$ Growth
Expenditures							
Personnel Costs	119.1	123.9	131.0	136.2	141.7	147.4	4.0% Annual Growth
Non-Personnel Costs/Transfers	22.5	22.5	23.2	23.9	24.6	25.3	3.0% Annual Growth
<i>Debt Service</i>	22.0	23.1	22.2	22.4	20.4	19.2	2014/2016 \$12.5M Bond Issue
Total Expenditures	163.6	169.5	176.4	182.5	186.7	191.9	
		5.9	6.9	6.1	4.2	5.2	\$ Growth
Revenue over Exp./Transfers	0.8	(5.1)	(9.6)	(13.3)	(14.9)	(17.4)	\$60.3 million shortfall
% of Budget Shortfall		3.0%	5.4%	7.3%	8.0%	9.1%	from 2013 through 2017
Available Financial Reserves	53.6	48.5	38.9	25.6	10.8	(6.6)	

Sewer Fund Cash Flow Projections
January-FY 2012
Budget Shortfall 2013-2017 - \$31.1 million

Sewer Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
Available Financial Reserves, beginning of period	13.2	13.3	10.5	5.0	(1.9)	(9.2)	
<i>Revenues</i>							
Sewer Charges Collection	60.5	61.0	61.4	61.9	62.3	62.8	minimum growth
Other	8.2	8.3	8.4	8.4	8.5	8.6	minimum growth
Total Revenue	68.7	69.2	69.8	70.3	70.9	71.4	
		0.5	0.5	0.5	0.5	0.6	\$ Growth
<i>Expenditures</i>							
Total Personnel Costs	16.3	17.0	18.0	18.7	19.5	20.2	4.0% annual growth
Total Non-Personnel Costs	36.6	37.7	38.8	40.0	41.2	42.4	3.0% annual growth
Debt Service	15.7	17.4	18.4	18.5	17.5	17.3	2014/2016 \$25M Bond Issue
Transfers							
Total Expenditures	68.6	72.1	75.2	77.2	78.2	80.0	
		3.5	3.2	2.0	0.9	1.8	\$ Growth
Revenue over Expenditures	0.1	(2.8)	(5.5)	(6.9)	(7.3)	(8.6)	\$31.1million shortfall 13-17
% of Budget Shortfall		3.9%	7.2%	8.9%	9.3%	10.7%	
Available Financial Reserves	13.3	10.5	5.0	(1.9)	(9.2)	(17.7)	