

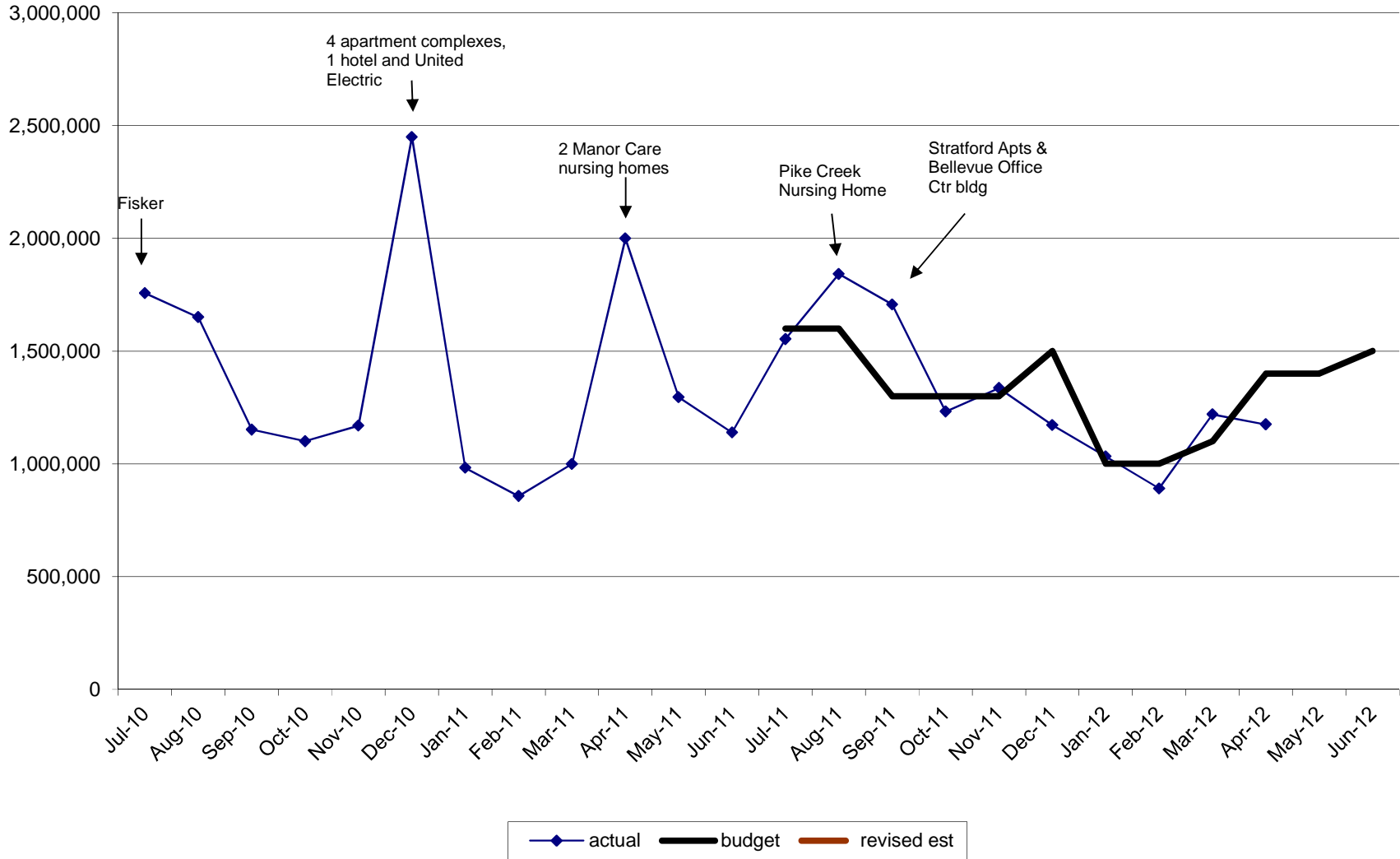


# New Castle County FY 2012 Revenue

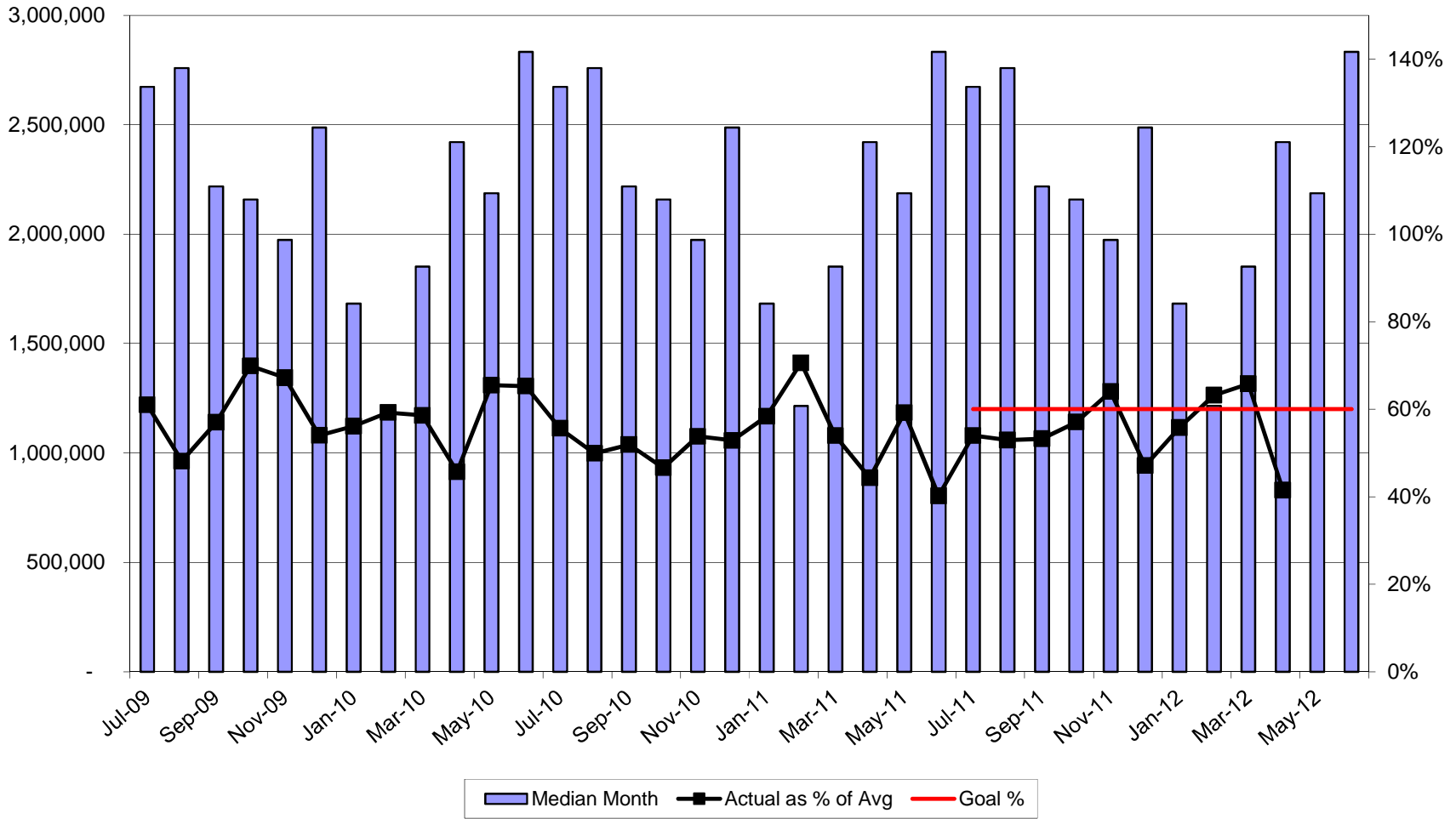
As of April 30, 2012

Submitted by the Office of Finance  
May 8, 2012

**RTT Revenue  
(Budget Estimate - \$16.0 million)**



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



## RTT Summary thru 4/30

	<u>FY 2011</u>	<u>FY 2012</u>	<u>Difference</u>	
Overall Transactions	3,068	3,519	451	14.70%
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Exemptions - Half RTT	880	1,161	281	31.93%
Transactions under \$500,000 – Full RTT *	1,960	2,189	229	11.68%
Transactions between \$500-\$1M – Full RTT	135	118	-17	-12.59%
Transactions between \$1M-\$5M – Full RTT	48	45	-3	-6.25%
Transactions over \$5M – Full RTT	14	8	-6	-42.86%
* Average Value	\$239,898	\$225,463		-6.0%

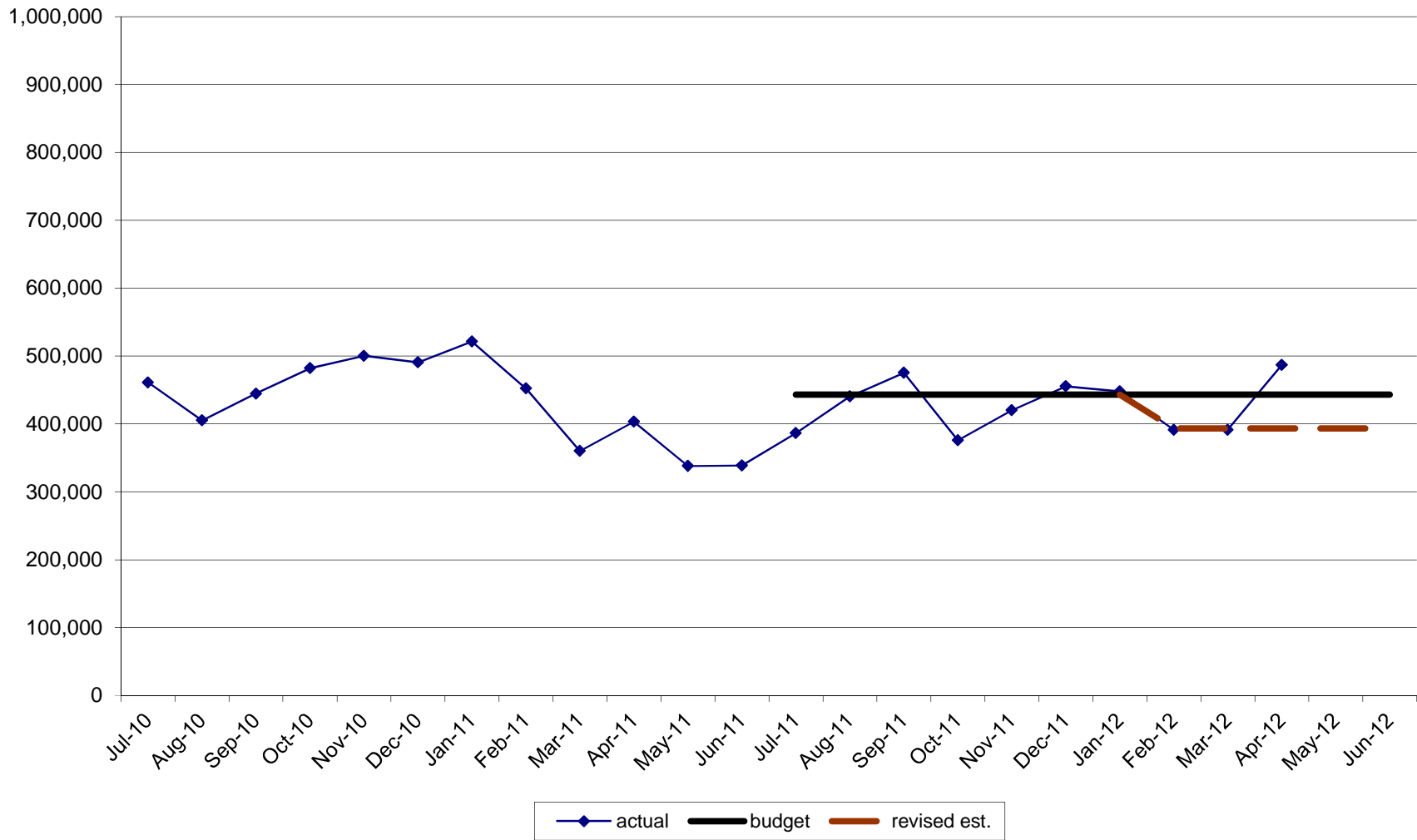
# Over \$5 Million Transactions RTT Received by NCC

FY 2011		FY 2012	
Thru 12/31/10	\$1,677,000	Thru 12/31/11	\$1,014,000
Manor Care	926,000	Waterview Apts	92,000
		Little Falls Center	123,000
		Woodfield Apts	94,000
		Linens of the Week	75,000
Thru 6/30/11	\$2,603,000	Thru 4/30/12	\$1,398,000

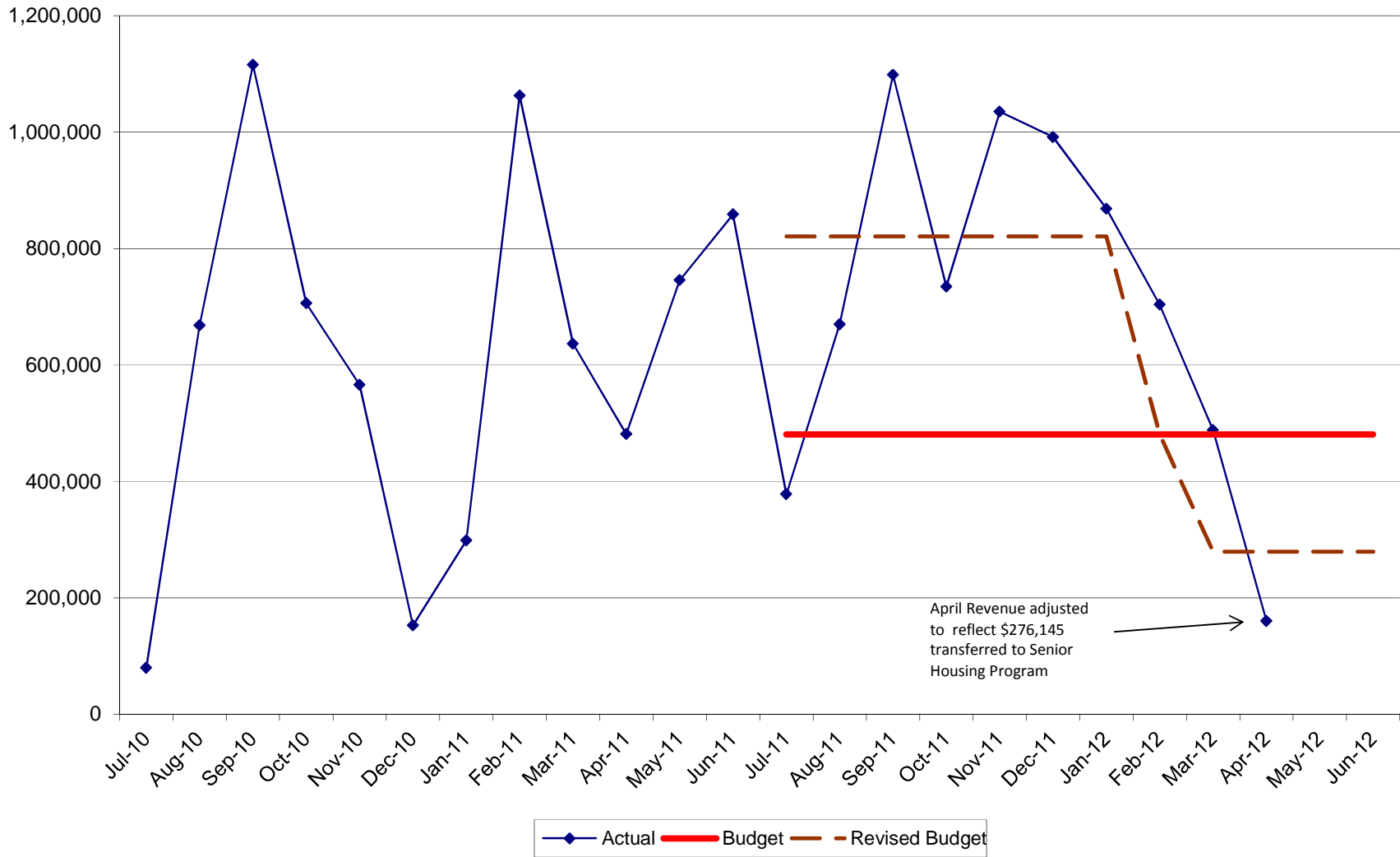
# FY 2012 Service Charges and Fees

	Budget	As of 4/30/12	% of Budget
Sheriff Commissions	\$4.4	\$6.2	142%
Sheriff Fees	\$1.4	\$0.9	64%
Deeds & Instruments	\$5.3	\$4.2	80%
Deeds Corp. Filing Fee	\$1.0	\$0.8	80%
Subdivision Review	\$1.4	\$0.5	39%
911 Reporting Fees	\$1.1	\$0.8	76%

## Recorder of Deeds Revenue No Corporation Fees

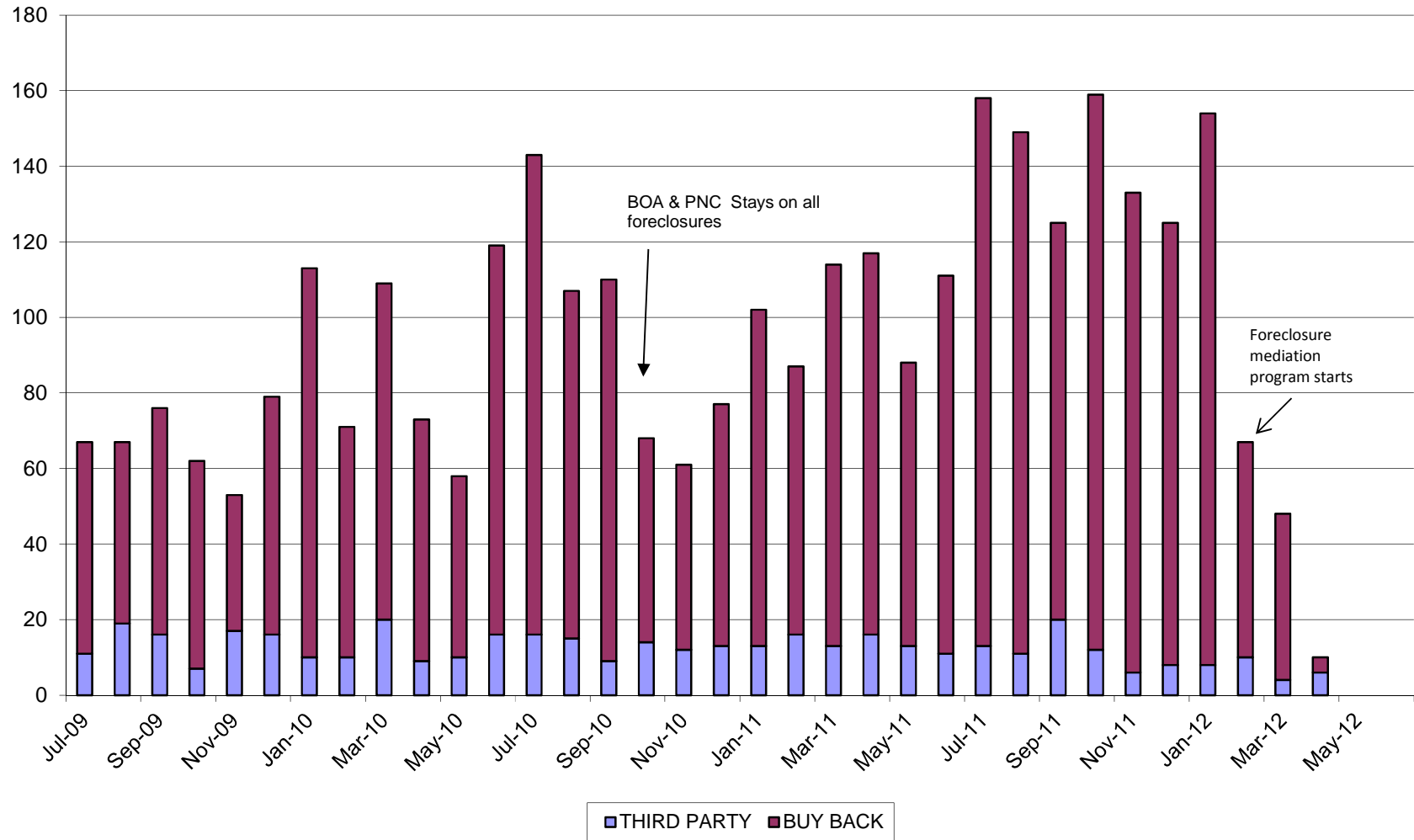


### Sheriff Revenue Actual

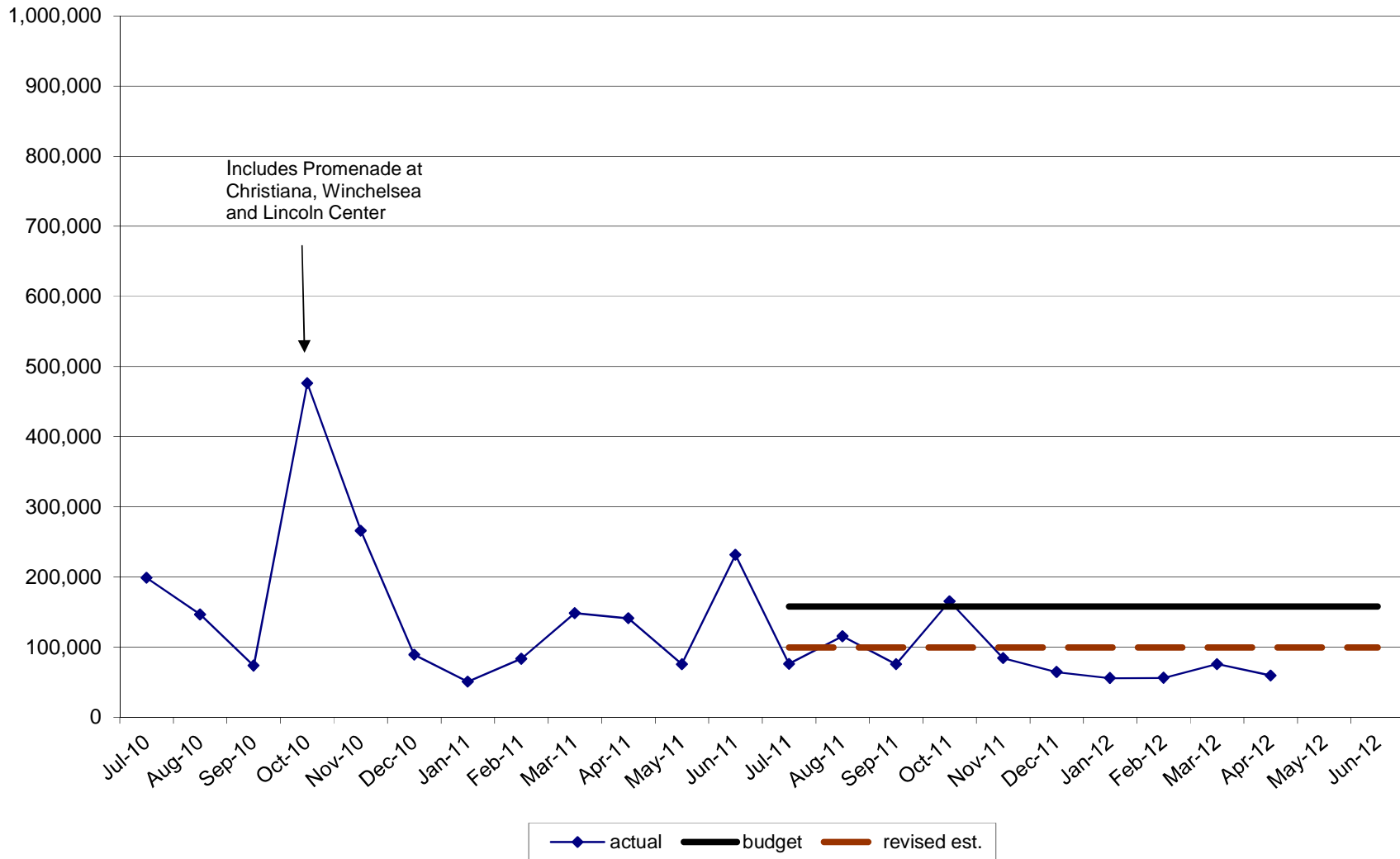




### Number of Sheriff Sales FY 2010 to FY 2012



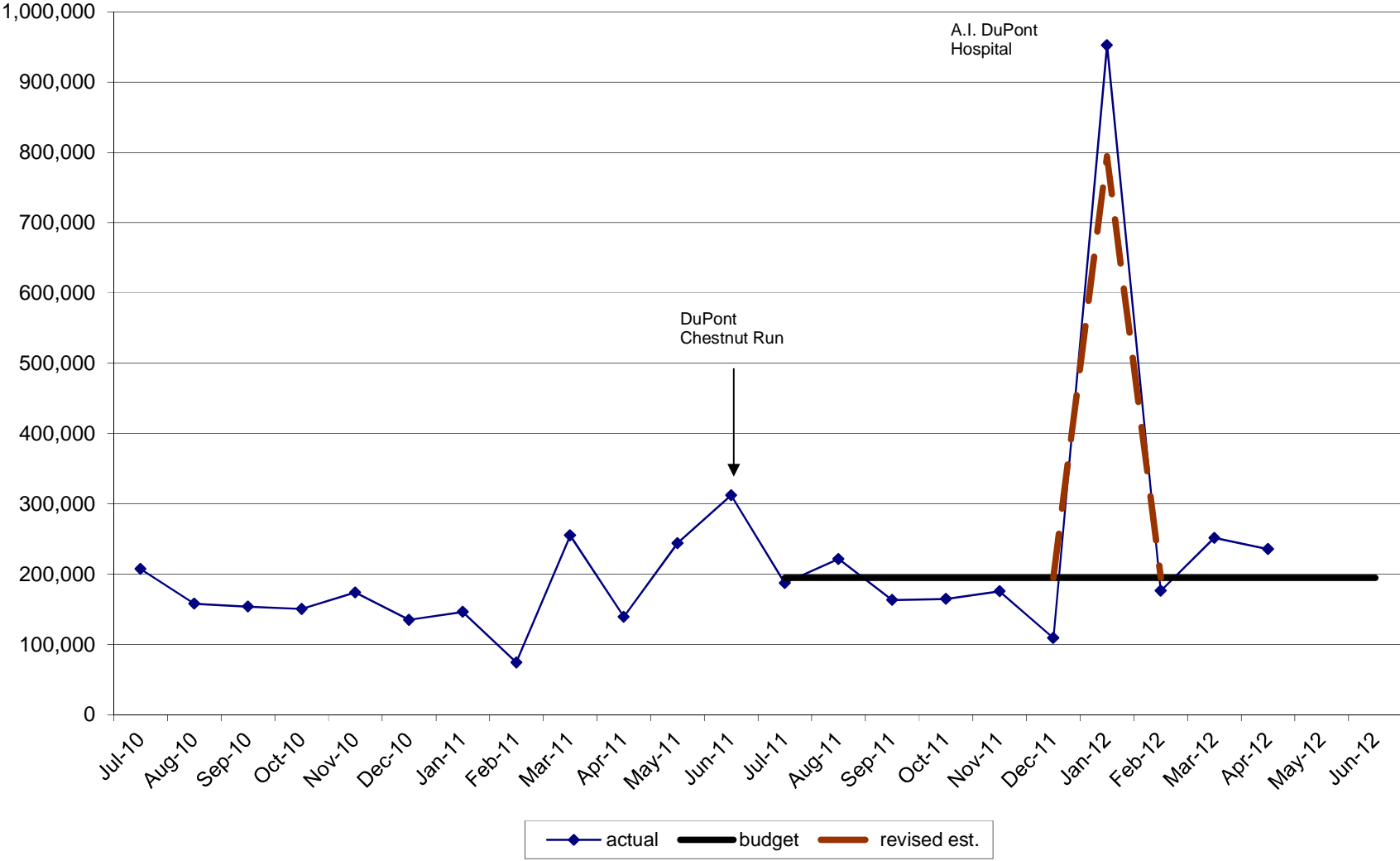
### Subdivision & Zoning Review Revenue



## Large Subdivision Review Projects

<b>FY 2011</b>		<b>FY 2012</b>		
Lincoln Center	\$ 161,000	Huber's Crossing	\$ 29,000	
Winchelsea	107,000	A I DuPont Hospital	122,000	
Preserve at Robinson Farm	100,000			
Promenade at Christiana	94,000			
Silver Maple Farm	65,000			
Market Place at Christiana	65,000			
Thru 6/30/11		\$ 592,000	Thru 4/30/12	
			\$ 131,000	

### Building Permit Revenue



# New Construction Permits FY 2011 and FY 2012

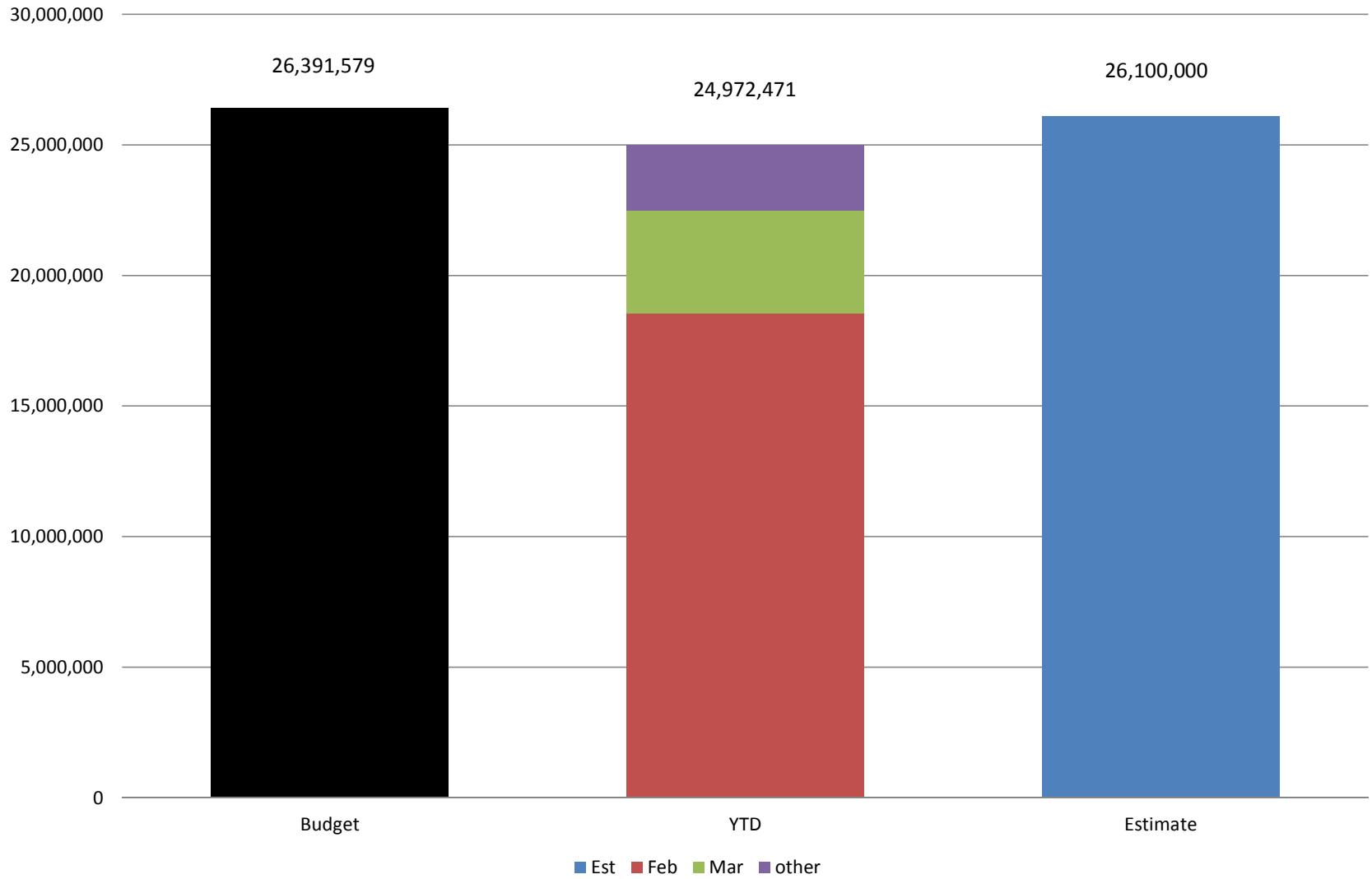


	Commercial	Residential	Multi Residential	Single Family	Townhouse		Commercial	Residential	Multi Residential	Single Family	Townhouse	
	#	#	#	#	#		#	#	#	#	#	
<b>July</b>	8	45	0	29	16		9	45	1	29	15	
<b>August</b>	5	39	0	26	13		3	33	0	25	8	
<b>Sept</b>	7	58	0	34	24		3	30	0	21	9	
<b>October</b>	10	40	0	30	10		5	42	0	19	23	
<b>November</b>	5	33	0	18	15		5	37	1	21	15	
<b>December</b>	8	32	0	22	10		6	34	0	17	17	
<b>January</b>	3	36	0	25	11		3	36	1	25	10	
<b>February</b>	6	27	0	18	9		18	40	0	32	8	
<b>March</b>	6	28	0	23	5		9	59	3	32	24	
<b>April</b>	5	56	0	41	15		6	70	4	36	30	
<b>May</b>	4	61	0	30	31			0				
<b>June</b>	10	54	0	37	17			0				
<b>Totals</b>	77	509	0	333	176		67	426	10	257	159	
							<b>FY 11 Jul-Apr</b>	<b>63</b>	<b>394</b>	<b>0</b>	<b>266</b>	<b>128</b>

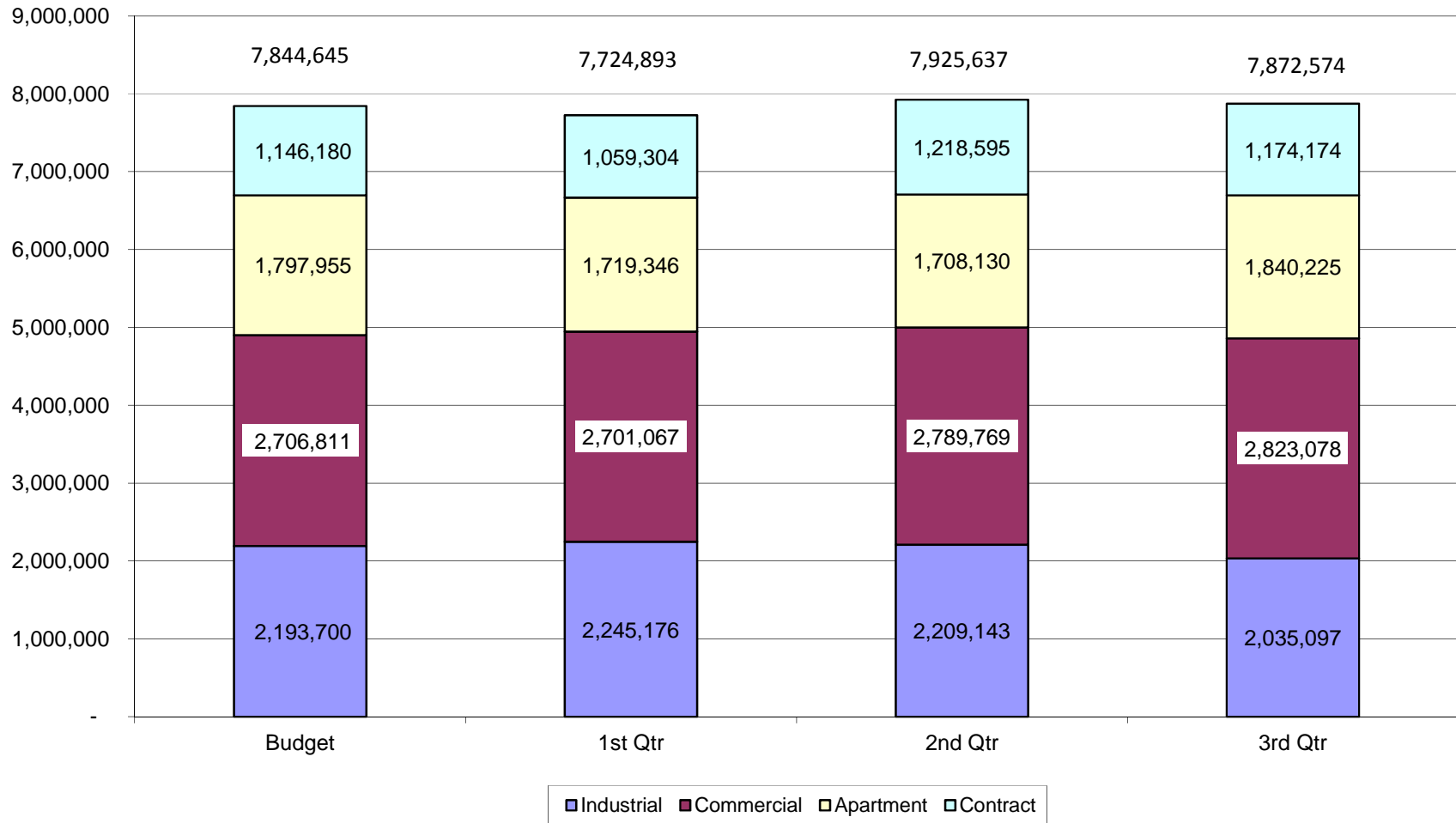
## Major Commercial Building Permits

<b>FY 2011</b>			<b>FY 2012</b>		
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	Silverside Cadia Rehab		77,000
Summit Aviation		22,000	Armed Svc Reserve Center		68,000
Rockford Center Addition		22,000	Continental Exec Center		58,000
Word of Life Church		21,000			
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Thru 6/30/11	\$	325,000	Thru 4/30/12	\$	894,000

**Residential Sewer YTD  
compared to  
Budget and Revised estimate**



**FY 2012 Non Residential Sewer  
First Three Quarters  
Budget Vs. Actual**





# General Fund

## As of 4/30/12

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>	
Expenditures	\$163.8	\$162.5	\$1.3	99% Expended
Revenues/Transfers	\$163.8	\$163.2	(\$0.6)	
Net Change		\$0.7		
Available Cash Balance 7/1/11		\$52.8		
FY 2012 Net Activity		\$0.7		
Available Cash Balance 7/1/12		\$53.5		*

\* Excludes Rainy Day Reserve

# Sewer Fund

## As of 4/30/12

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>	
Expenditures	\$69.1	\$67.6	\$1.5	98% Expended
Revenues/Transfers	\$69.1	\$68.0	(\$1.1)	
Net Change		\$0.4		

Available Cash Balance 7/1/11	\$13.2
FY 2012 Net Activity	\$0.4
Available Cash Balance 7/1/12	\$13.6 *

\* Excludes Rainy Day Reserve

**General Fund Cash Flow Projections**  
**March-FY 2012**  
**Projected Budget 2013-2017**

<b>General Fund (in millions)</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>Comments</b>
<b>Available Financial Reserves, beginning of period</b>	52.8	53.5	53.5	45.9	34.8	22.1	
<b>Revenues</b>							
Property Tax Revenue	108.2	108.7	109.5	110.3	111.2	112.0	<b>minimum growth</b>
Transfer Tax Revenue	16.0	16.2	17.0	17.9	18.8	19.8	<b>90% cap- 5% growth</b>
RTT-Debt Service	1.7	1.7	0.0	0.0	0.0	0.0	
Other Revenues/Transfers	37.3	40.0	40.8	41.6	42.4	43.3	<b>2.0% Growth in 13-17</b>
<b>Total Revenue</b>	<b>163.2</b>	<b>166.6</b>	<b>167.3</b>	<b>169.8</b>	<b>172.4</b>	<b>175.1</b>	
			<b>0.7</b>	<b>2.5</b>	<b>2.6</b>	<b>2.7</b>	<b>\$ Growth</b>
<b>Expenditures</b>							
Personnel Costs	119.5	121.6	130.0	135.2	140.6	146.2	<b>4.0% Annual Growth</b>
Non-Personnel Costs	21.1	21.9	22.6	23.2	23.9	24.6	<b>3.0% Annual Growth</b>
<b>Debt Service</b>	21.9	23.1	22.4	22.4	20.6	19.4	<b>2014/2016 \$12.5M Bond Issue</b>
<b>Total Expenditures</b>	<b>162.5</b>	<b>166.6</b>	<b>175.0</b>	<b>180.8</b>	<b>185.1</b>	<b>190.3</b>	
			<b>8.4</b>	<b>5.9</b>	<b>4.3</b>	<b>5.1</b>	<b>\$ Growth</b>
<b>Revenue over Exp./Transfers</b>	0.7	0.0	(7.6)	(11.0)	(12.8)	(15.2)	<b>\$46.6 million shortfall</b>
<b>% of Budget Shortfall</b>		<b>0.0%</b>	<b>4.4%</b>	<b>6.1%</b>	<b>6.9%</b>	<b>8.0%</b>	<b>from 2014 through 2017</b>
<b>Available Financial Reserves</b>	<b>53.5</b>	<b>53.5</b>	45.9	34.8	22.1	6.9	

**Sewer Fund Cash Flow Projections**  
**March-FY 2012**  
**Projected Budget 2013-2017**

Sewer Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
<b>Available Financial Reserves, beginning of period</b>	13.2	13.6	11.9	5.8	(1.6)	(11.1)	
<i>Revenues</i>							
Sewer Charges Collection	60.7	61.0	61.5	61.9	62.4	62.9	minimum growth
Other Revenues/Transfers	7.3	8.3	8.4	8.5	8.6	8.6	minimum growth
<b>Total Revenue</b>	<b>68.0</b>	<b>69.3</b>	<b>69.8</b>	<b>70.4</b>	<b>70.9</b>	<b>71.5</b>	
			<b>0.5</b>	<b>0.5</b>	<b>0.5</b>	<b>0.6</b>	<b>\$ Growth</b>
<i>Expenditures</i>							
Total Personnel Costs	16.2	17.1	18.2	18.9	19.7	20.5	4.0% annual growth
Total Non-Personnel Costs	35.7	36.4	37.5	38.6	39.8	41.0	3.0% annual growth
Debt Service	15.7	17.5	20.2	20.3	21.0	20.8	2014(\$50)2016 \$25M Issues
<b>Total Expenditures</b>	<b>67.6</b>	<b>71.0</b>	<b>75.9</b>	<b>77.8</b>	<b>80.5</b>	<b>82.2</b>	
			<b>4.9</b>	<b>2.0</b>	<b>2.6</b>	<b>1.8</b>	<b>\$ Growth</b>
<b>Revenue over Expenditures</b>	0.4	(1.7)	(6.1)	(7.5)	(9.5)	(10.8)	\$35.6million shortfall 13-17
<b>% of Budget Shortfall</b>		<b>2.4%</b>	<b>8.0%</b>	<b>9.6%</b>	<b>11.8%</b>	<b>13.1%</b>	
<b>Available Financial Reserves</b>	<b>13.6</b>	<b>11.9</b>	<b>5.8</b>	<b>(1.6)</b>	<b>(11.1)</b>	<b>(21.9)</b>	