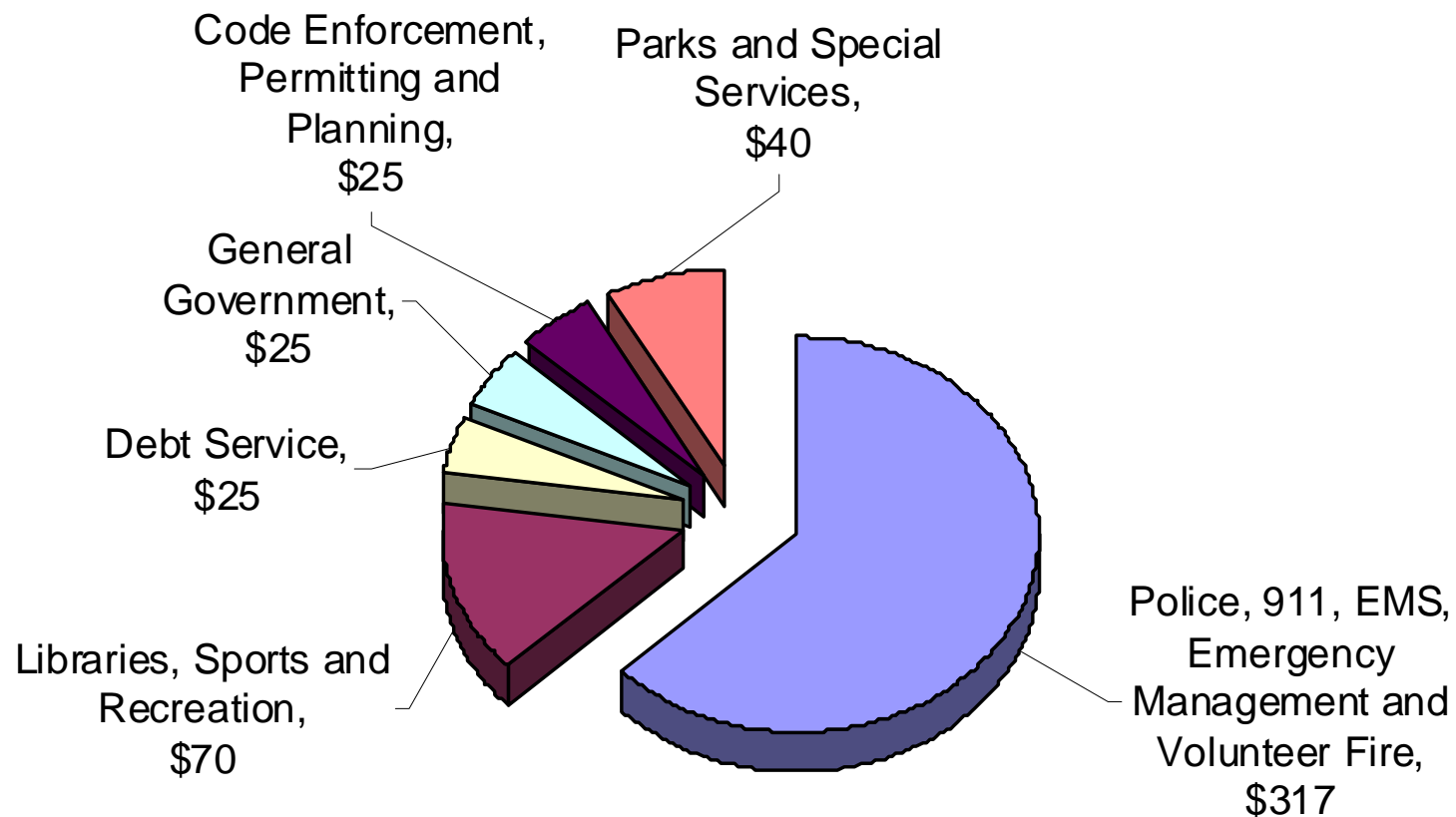


New Castle County FY 2012 Revenue

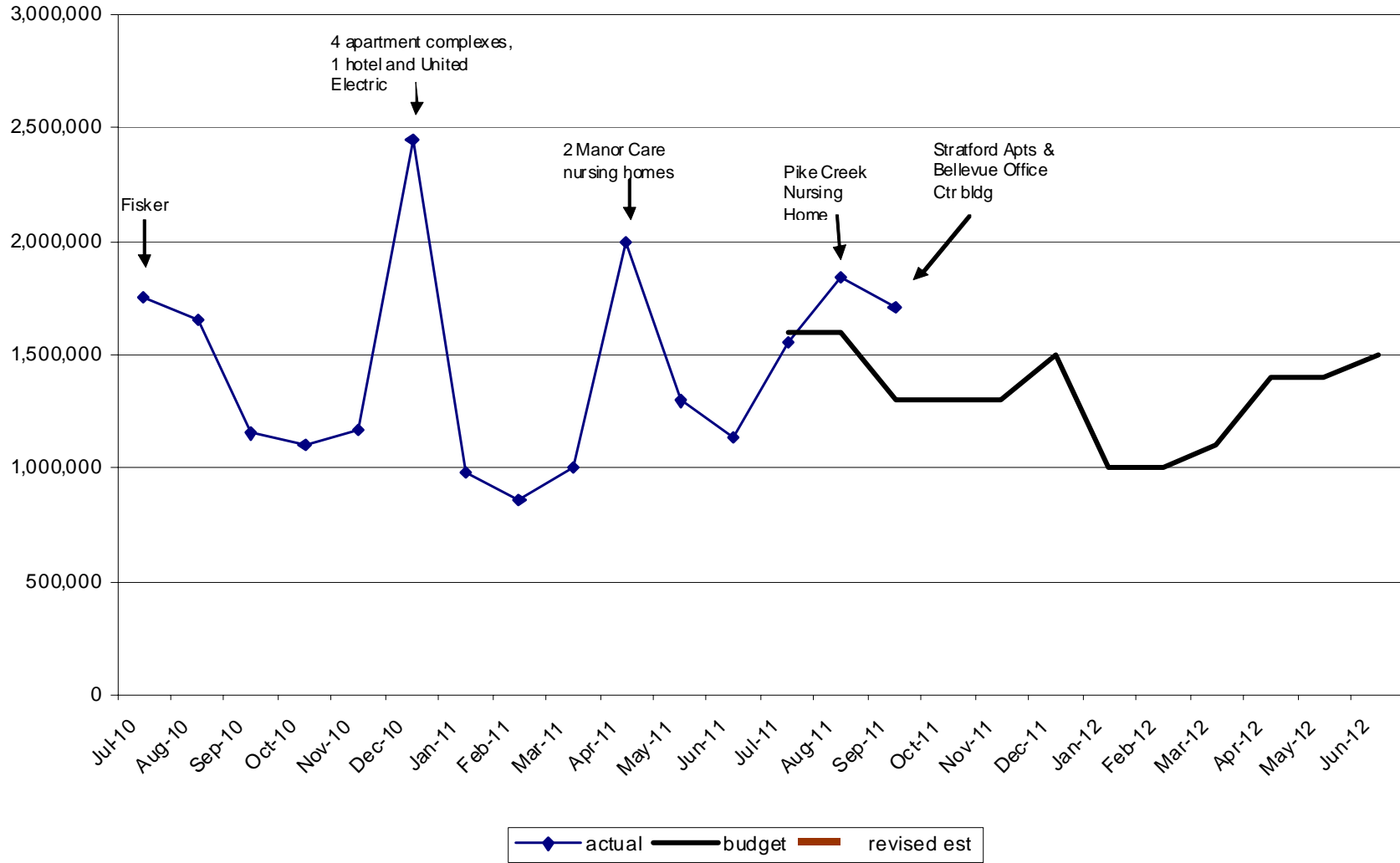
As of September 30, 2011

Submitted by the Office of Finance
October 25, 2011

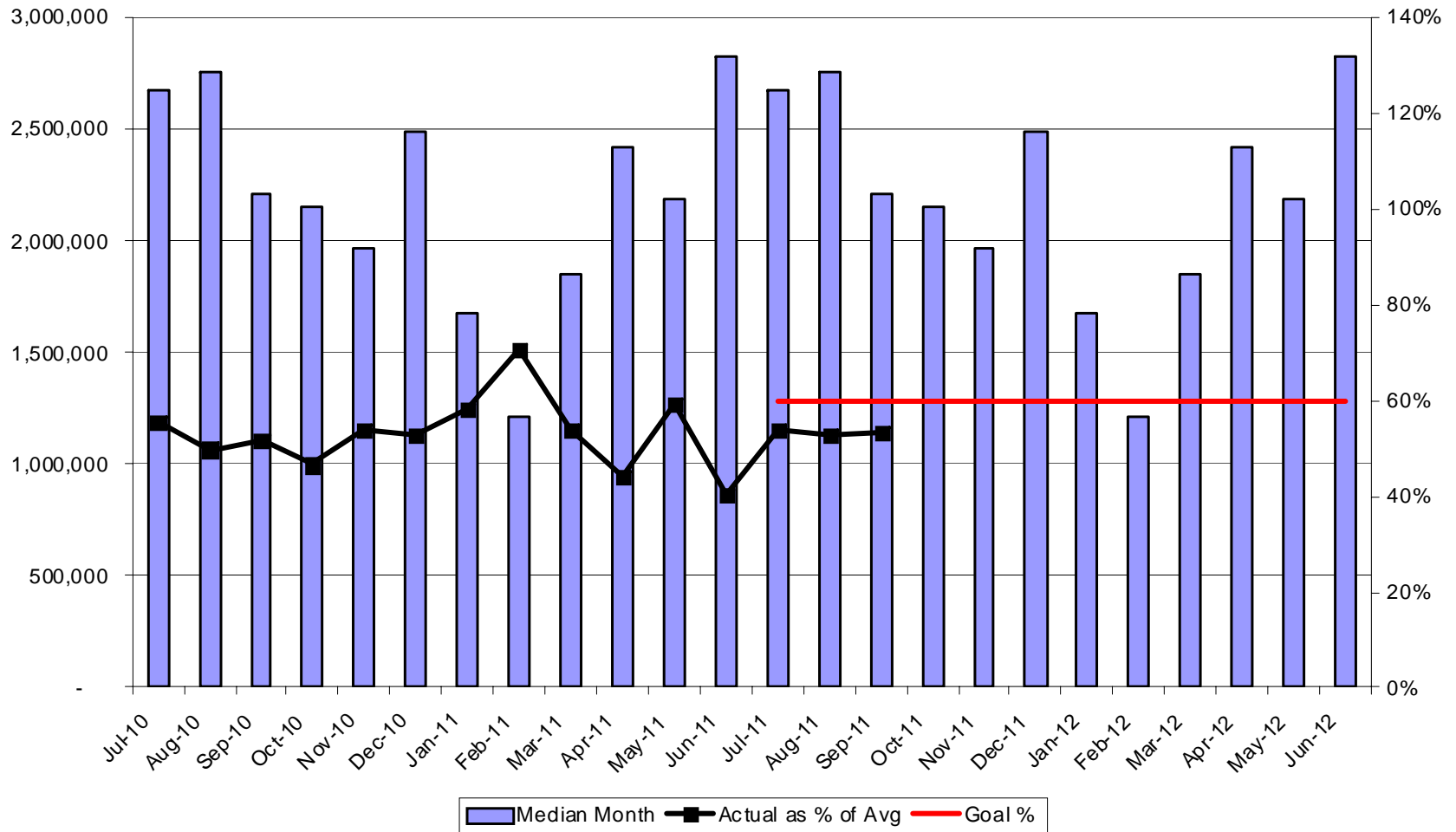
What Does the Average Unincorporated County Tax Bill (\$502) pay for...



RTT Revenue (Budget Estimate - \$16.0 million)



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



First Quarter RTT Summary

	FY 2011	FY 2012	Difference	
Overall Transactions	990	1,187	197	19.90%
<hr/>				
Exemptions - Half RTT	283	401	118	41.70%
Transactions under \$500,000 – Full RTT *	620	734	114	18.39%
Transactions between \$500-\$1M – Full RTT	66	35	-31	-46.97%
Transactions between \$1M-\$5M – Full RTT	19	13	-6	-31.58%
Transactions over \$5M – Full RTT	3	4	1	33.33%
 * Average Value	 \$248,334	 \$237,039		 -4.5%

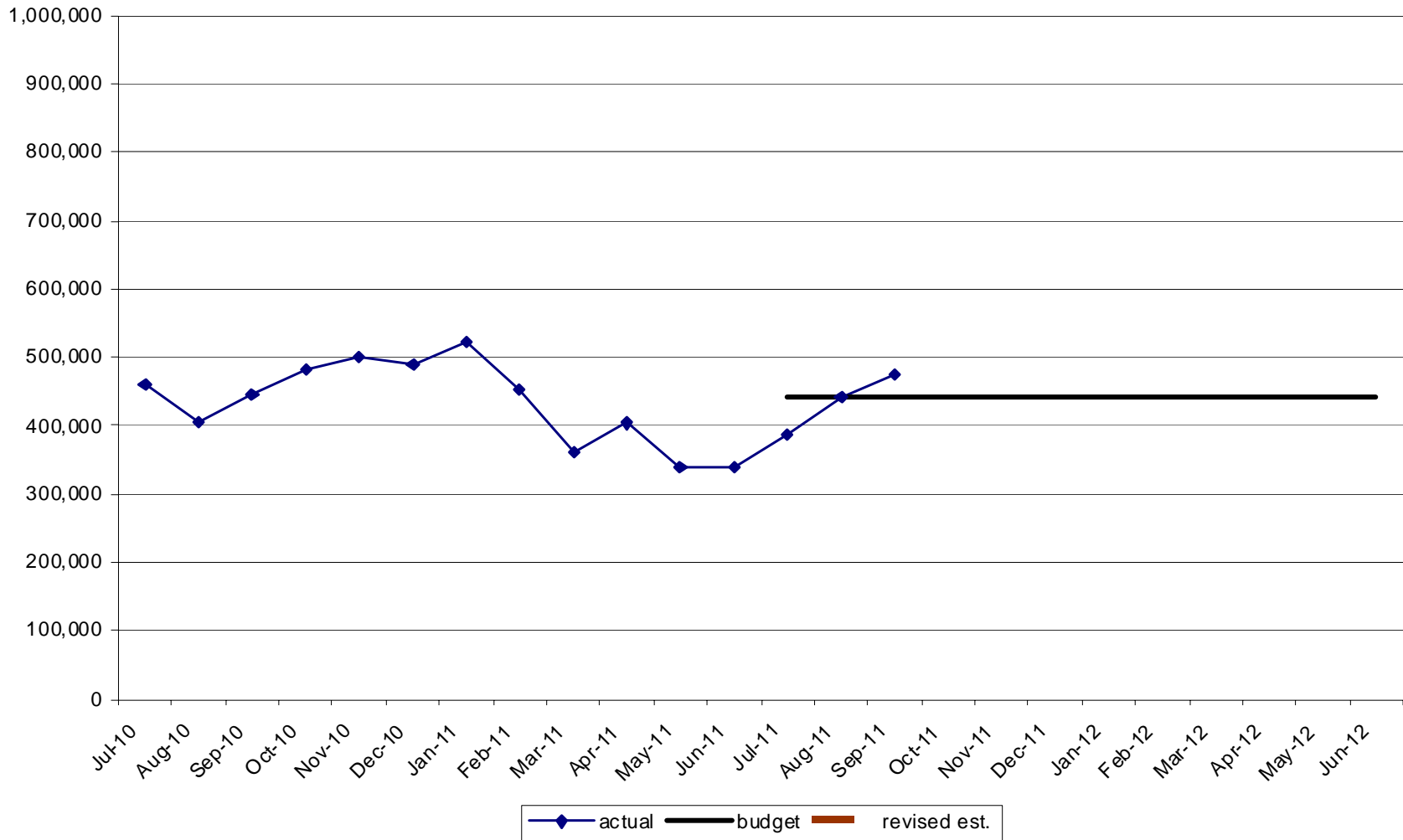
Over \$5 Million Transactions RTT Received by NCC

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
		Stratford Apartments	395,000
Thru 9/30/10	\$543,000	Thru 9/30/11	\$1,014,000

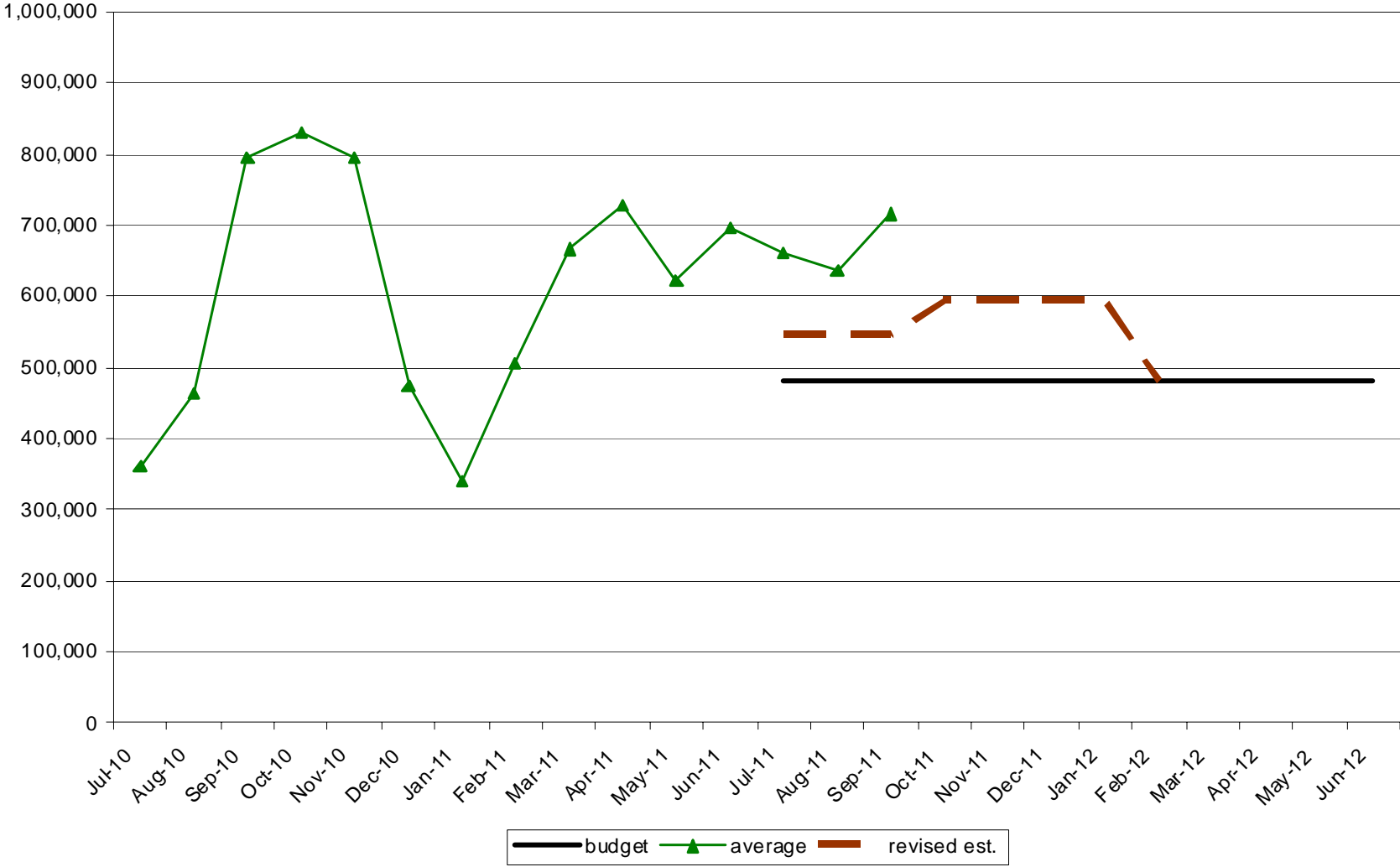
FY 2012 Service Charges and Fees

	Budget	As of 9/30/11	% of Budget
Sheriff Commissions	\$4.4	\$1.8	41%
Sheriff Fees	\$1.4	\$0.3	24%
Deeds & Instruments	\$5.3	\$1.3	24%
Deeds Corp. Filing Fee	\$1.0	\$0.2	24%
Subdivision Review	\$1.4	\$0.2	12%
911 Reporting Fees	\$1.1	\$0.3	24%

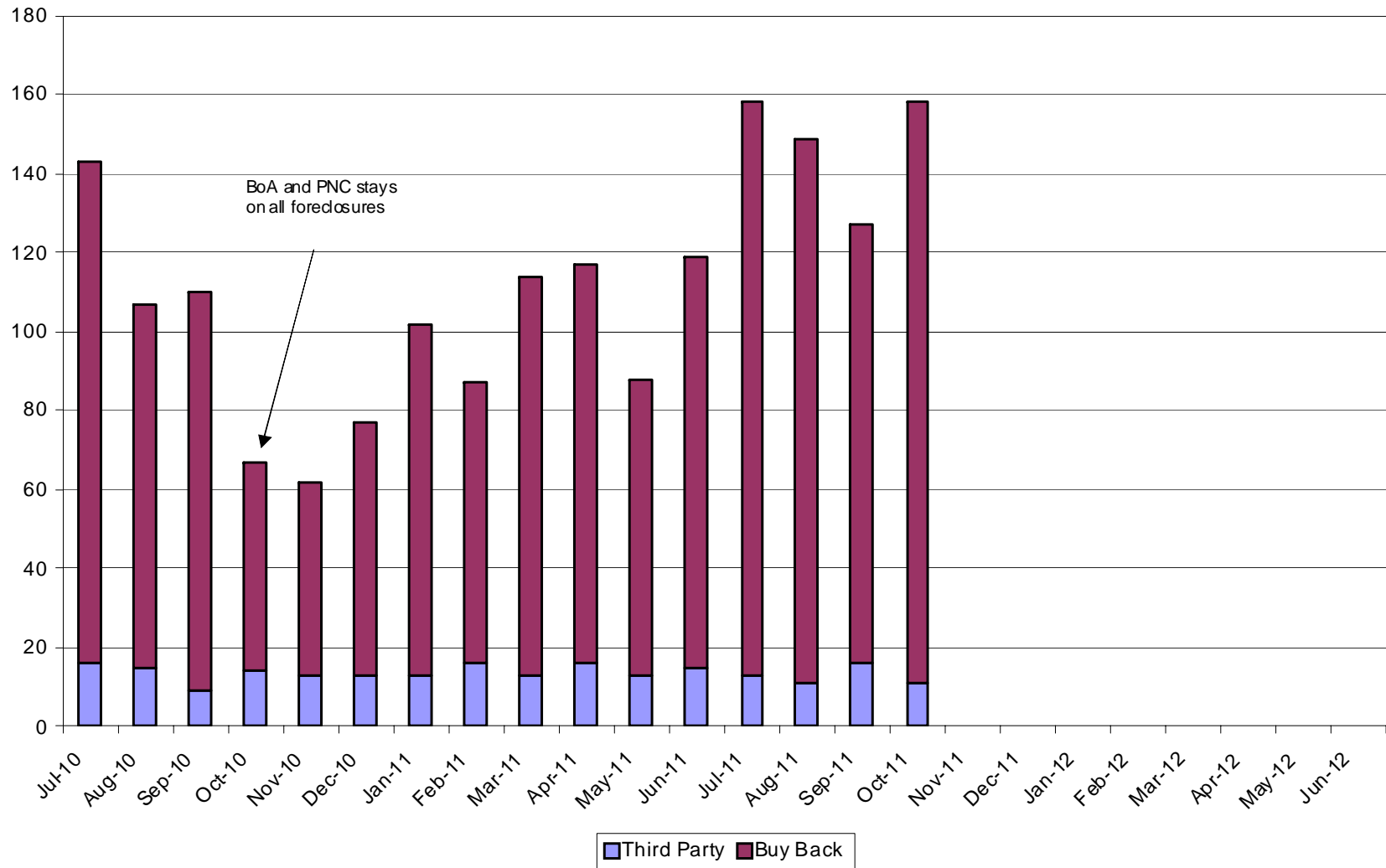
Recorder of Deeds Revenue No Corporation Fees



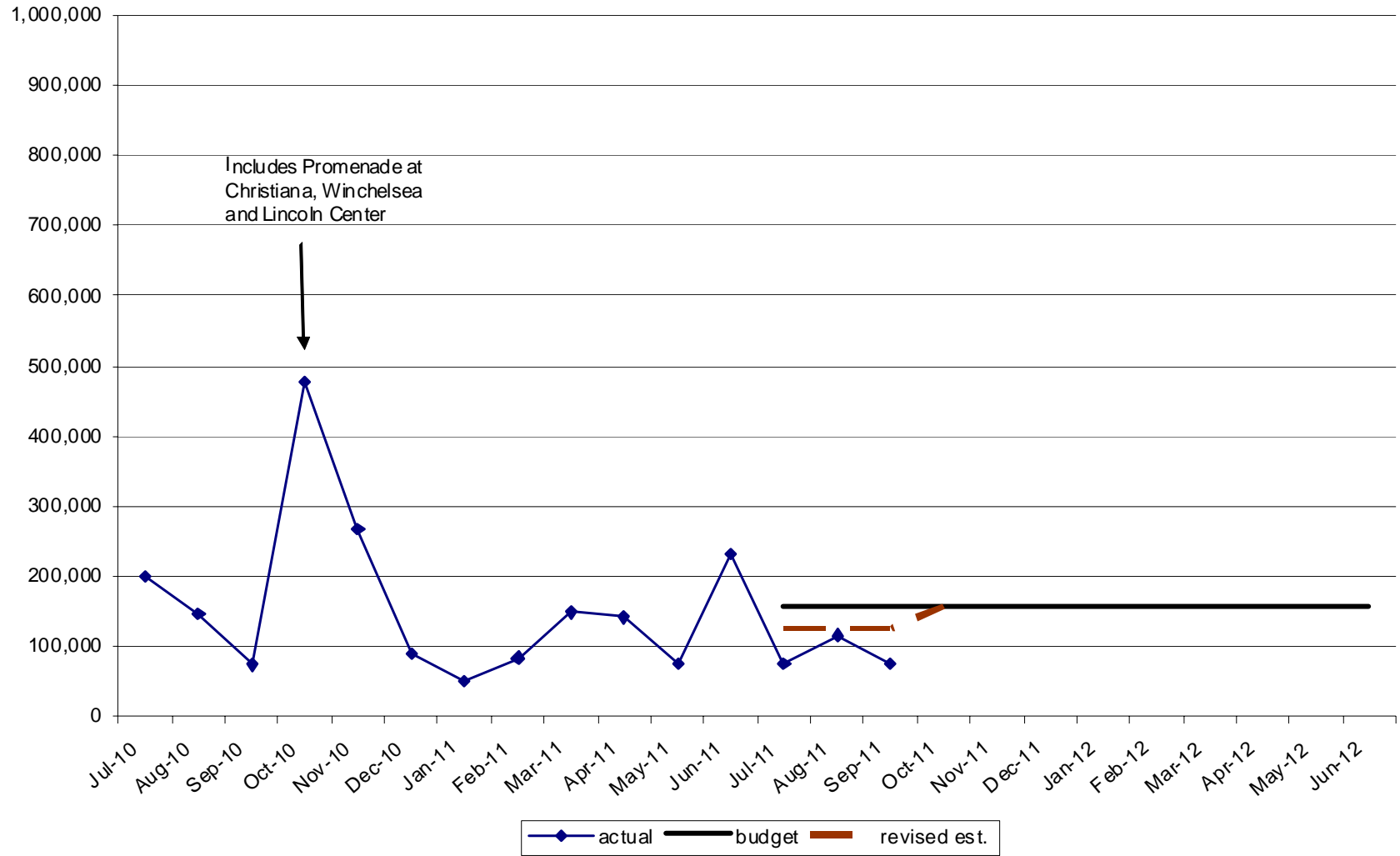
Sheriff Revenue



Number of Sheriff Sales



Subdivision & Zoning Review Revenue



Large Subdivision Review Projects

FY 2011

FY 2012

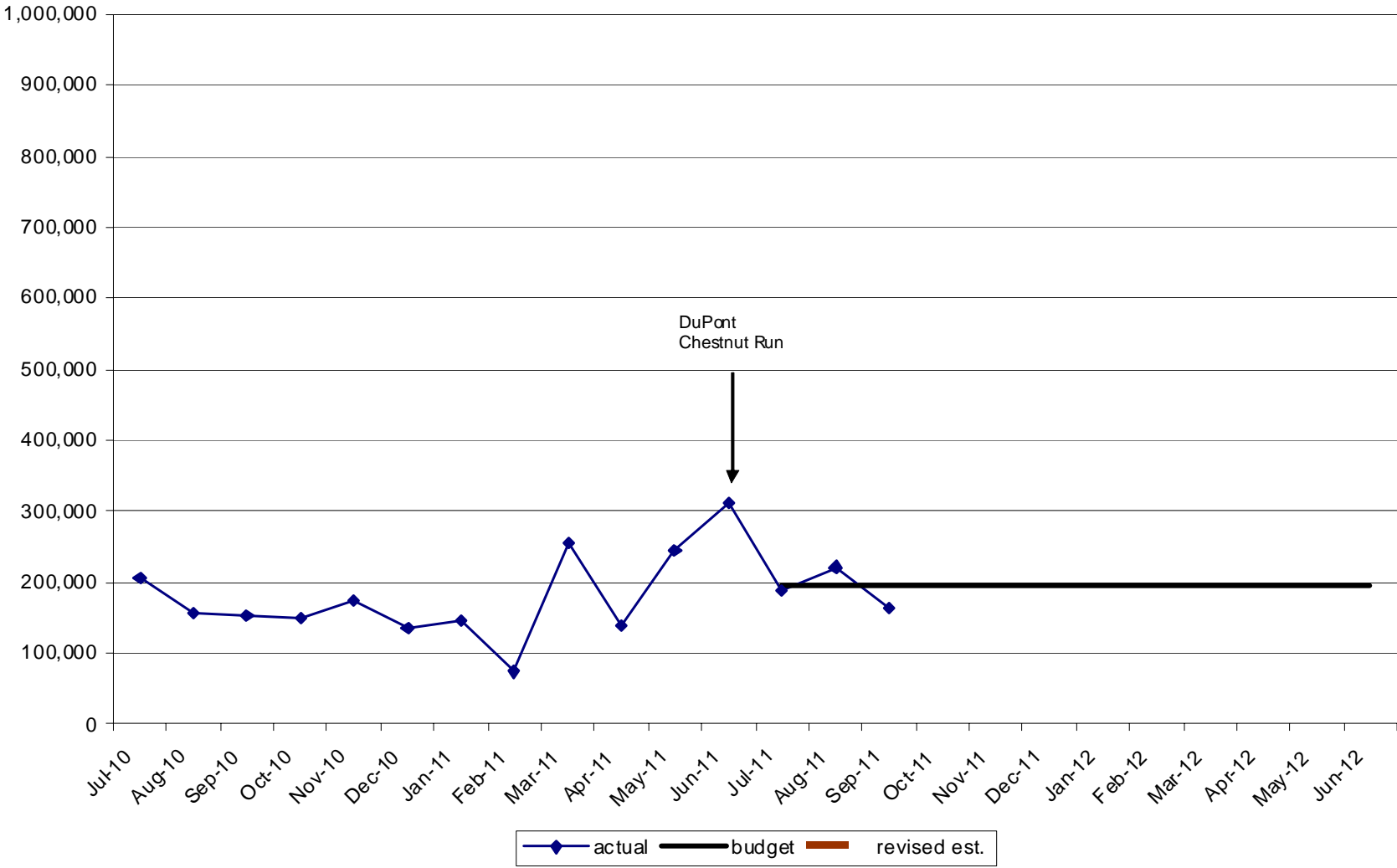
Lincoln Center	\$ 161,000
Winchelsea	107,000
Preserve at Robinson Farm	100,000
Promenade at Christiana	94,000
Silver Maple Farm	65,000
Market Place at Christiana	65,000

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

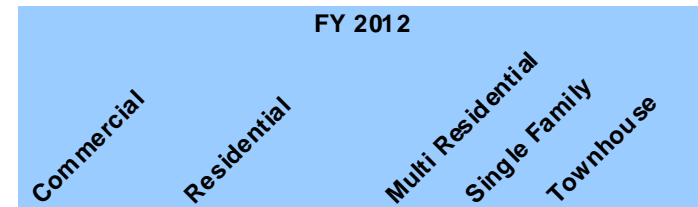
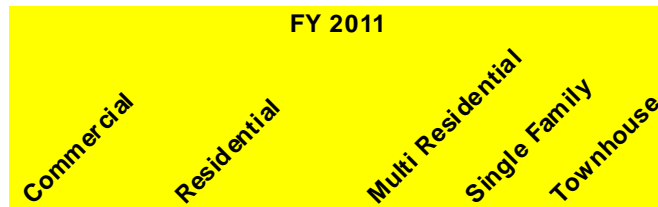
Thru 6/30/11 \$ 592,000

Thru 10/17/11 \$ 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		0			
November	5	33	0	18	15		0			
December	8	32	0	22	10		0			
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	15	108	1	75	32
						FY 11 Jul-Sep 20 142 0 89 53				

Major Commercial Building Permits

FY 2011

FY 2012

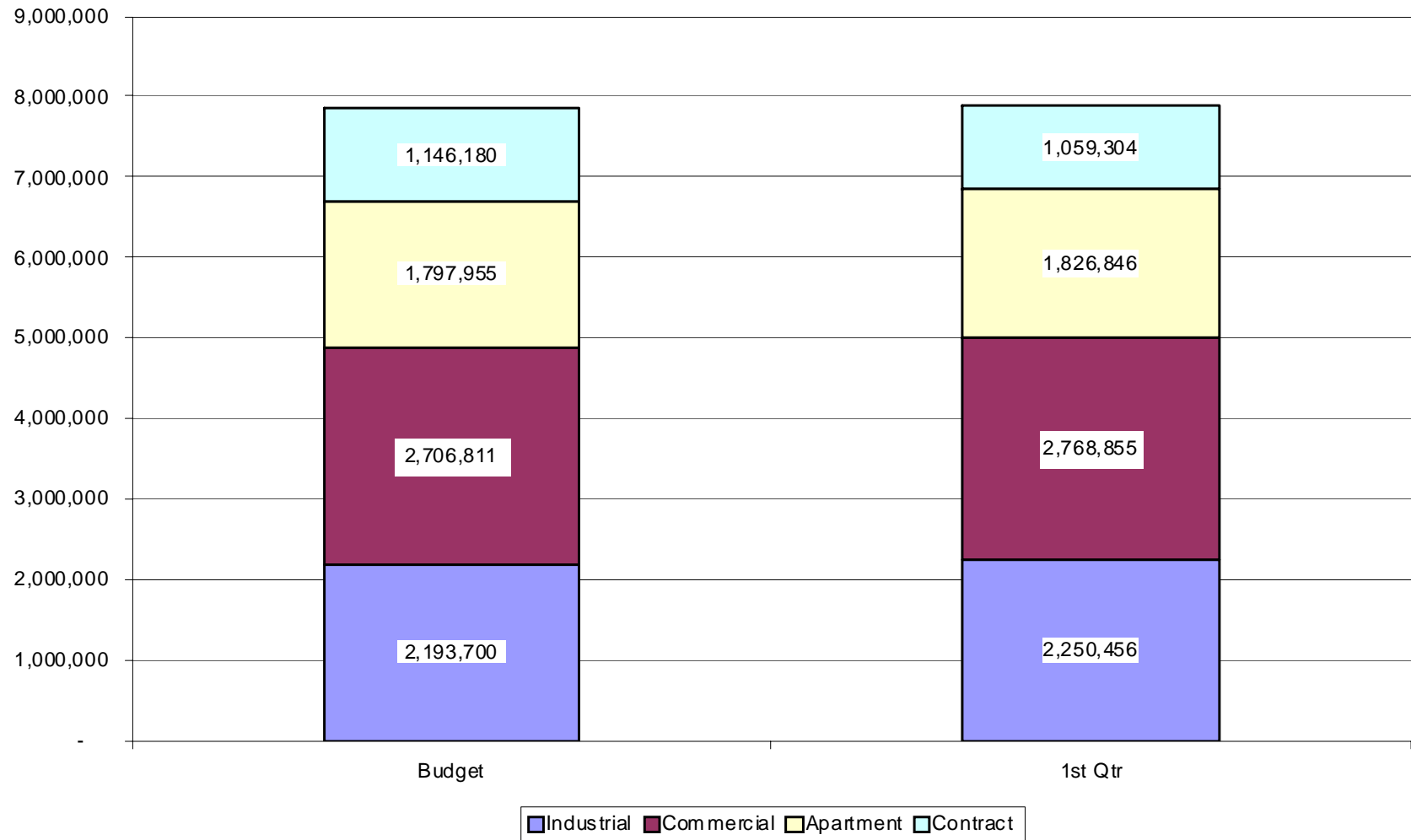
DuPont Chestnut Run	\$ 115,000
DuPont Chestnut Run parking	28,000
Odessa Elementary School	66,000
DE City Refinery, Wall enclosure & Coke Barn	51,000
Summit Aviation	22,000
Rockford Center Addition	22,000
Word of Life Church	21,000

Governor's Square	\$ 33,000
Beck's Woods Plaza	25,000

Thru 6/30/11	\$ 325,000
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Thru 9/30/11	\$ 58,000
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FY 2012 Non Residential Sewer Budget Vs. Actual



General Fund FY 2012

As of 9/30/11

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>
Expenditures	\$163.6	\$162.5	\$1.1 Salary Savings
Revenues/Transfers	\$163.6	\$163.7	\$0.1 Sheriff Office Activity
Net Change		\$1.2	

Available Cash Balance 7/1/11	\$52.8	
FY 2012 Net Activity	\$1.2	
Available Cash Balance 7/1/12	\$54.0	*

* Excludes Rainy Day Reserve

Sewer Fund FY 2012

As of 9/30/11

	<u>Budget</u>	<u>Projected</u>	<u>Variance</u>
Expenditures	\$69.1	\$68.5	\$0.6 Salary Savings
Revenues	\$69.1	\$69.1	
Net Change		\$0.6	

Available Cash Balance 7/1/11	\$13.2	
FY 2012 Net Activity	\$0.6	
Available Cash Balance 7/1/12	\$13.8	*

* Excludes Rainy Day Reserve

General Fund Cash Flow Projections
September - FY 2012
FY 2012- FY 2017
Projections Based on FY 2012 Budget

General Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
Available Financial Reserves, beginning of period*	52.8	54.0	48.9	39.6	26.9	12.8	
<i>Revenues</i>							
Total Property Tax Revenue	108.3	109.1	110.2	111.3	112.4	113.5	1.0% Annual Growth
Total Transfer Tax Revenue	16.0	16.2	17.0	17.9	18.8	19.7	90% cap- 5% growth
RTT-Debt Service	1.7	-	-	-	-	-	
Total Other Revenues	38.1	38.9	39.6	40.4	41.2	42.1	2.0% Growth in 13-17
Total Revenue	164.1	164.2	166.8	169.6	172.4	175.3	
		0.1	2.7	2.7	2.8	2.9	\$ Growth
<i>Expenditures</i>							
Personnel Costs (A)	119.1	123.9	131.0	136.2	141.7	147.4	4.0% Annual Growth
Non-Personnel Costs	21.4	22.3	23.0	23.7	24.4	25.1	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
Transfers(net)	0.4	-	-	-	-	-	
Total Expenditures	162.9	169.3	176.2	182.3	186.5	191.7	
		6.4	6.9	6.1	4.2	5.2	\$ Growth
Revenue over Exp./Transfers	1.2	(5.1)	(9.3)	(12.7)	(14.1)	(16.4)	\$57.6million shortfall
% of Budget Shortfall		3.0%	5.3%	7.0%	7.5%	8.5%	from 2013 through 2017
Available Financial Reserves	54.0	48.9	39.6	26.9	12.8	(3.6)	

* Crossing Guards Tax reflected as a separate fund in FY 2012

Sewer Fund Cash Flow Projections
September - FY 2012
FY 2012- FY 2017
Projections Based on FY 2012 Budget

Sewer Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
Available Financial Reserves, beginning of period*	13.2	13.8	11.6	7.0	1.1	(5.0)	
<i>Revenues</i>							
Sewer Charges Collection	60.8	61.4	62.0	62.6	63.3	63.9	1.0% annual growth 13-17
Other	8.3	8.4	8.5	8.6	8.6	8.7	1.0% annual growth 13-17
Total Revenue	69.1	69.8	70.5	71.2	71.9	72.6	
		0.7	0.7	0.7	0.7	0.7	\$ Growth
<i>Expenditures</i>							
Total Personnel Costs(A)	16.3	17.0	18.0	18.7	19.5	20.2	4.0% annual growth
Total Non-Personnel Costs (B).	36.5	37.6	38.7	39.9	41.1	42.3	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	68.5	71.9	75.1	77.1	78.0	79.9	
		3.4	3.2	2.0	0.9	1.8	\$ Growth
Revenue over Expenditures	0.6	(2.2)	(4.6)	(5.9)	(6.1)	(7.2)	\$26.0 million shortfall 12-17
% of Budget Shortfall		3.0%	6.2%	7.7%	7.9%	9.1%	from 2013 through 2017
Available Financial Reserves	13.8	11.6	7.0	1.1	(5.0)	(12.3)	