

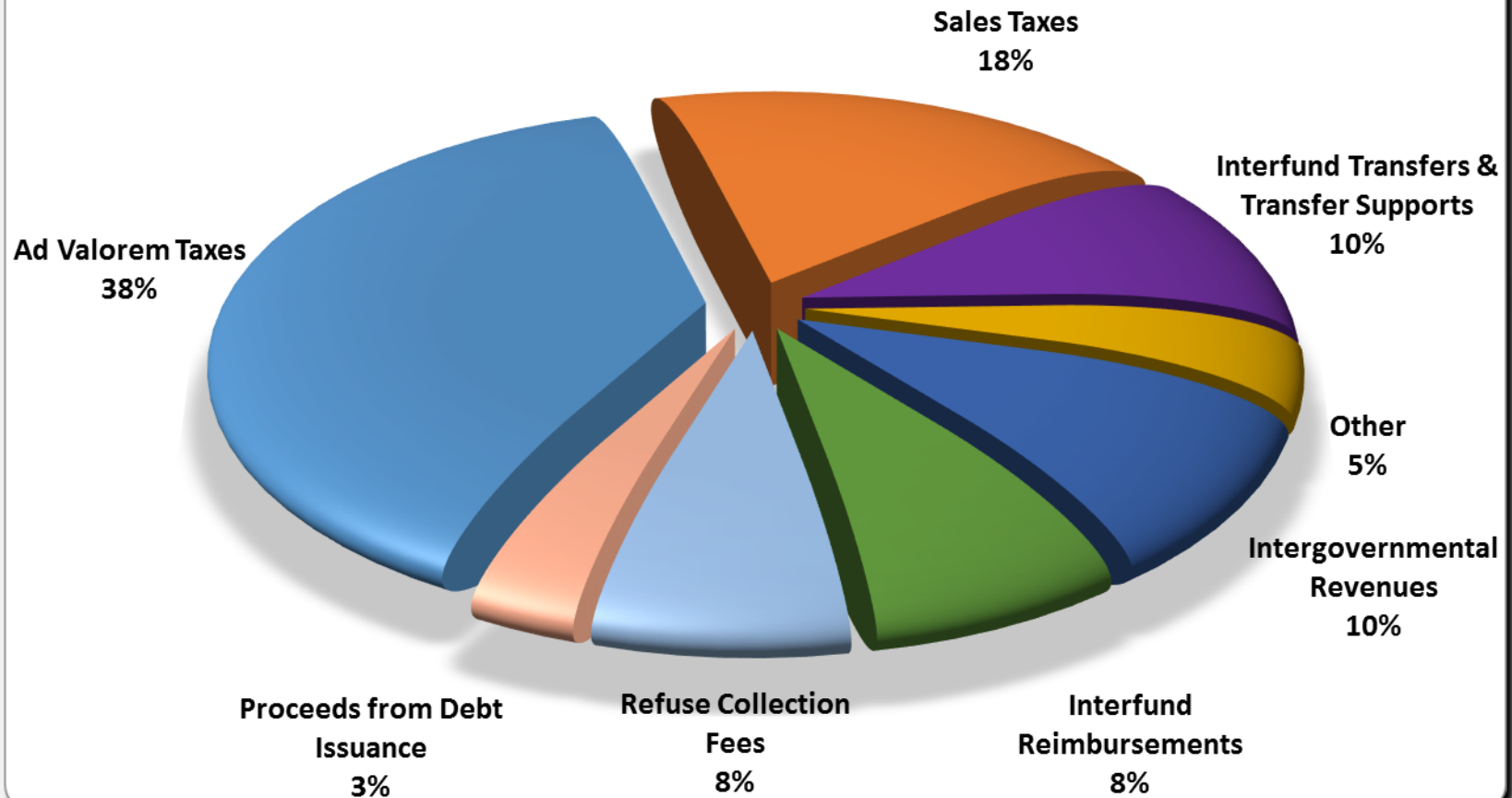


Discussion on Revenues and Expenditures

Mark Stephens, City Manager

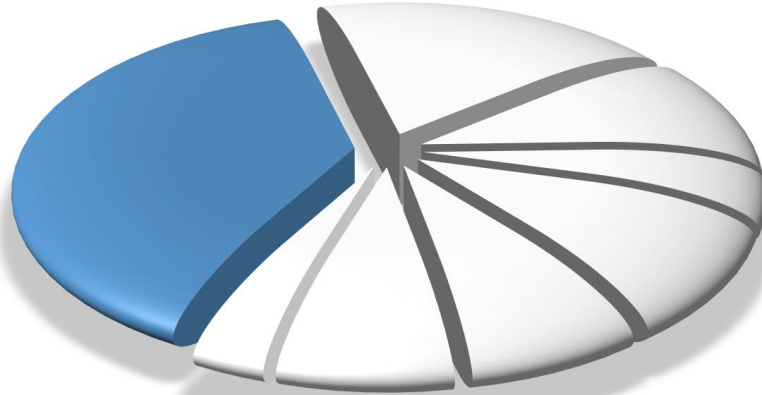
General Fund Revenue Sources

General Fund Sources of Revenue



Revenue Sources Detail

Ad Valorem Taxes



FY18 estimate \$13.8M

Based on Property Valuation

- Updated every 4 years
- Last updated CY2016

Current rate \$0.46 per \$100 of value

Sales Tax



FY18 estimate \$6.71M

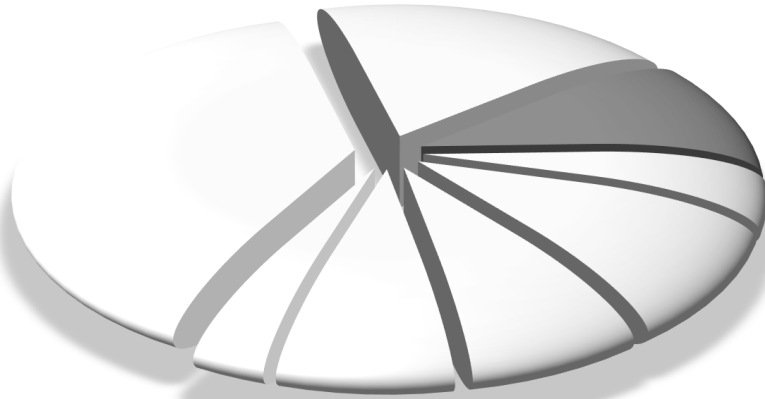
Currently

- 2% set by County
- 4.75% set by State

DOR Collects all sales tax and distributes to New Bern based on total property valuation (shared by all cities in the county)

Revenue Sources Detail

Interfund Transfers and Transfer Supports

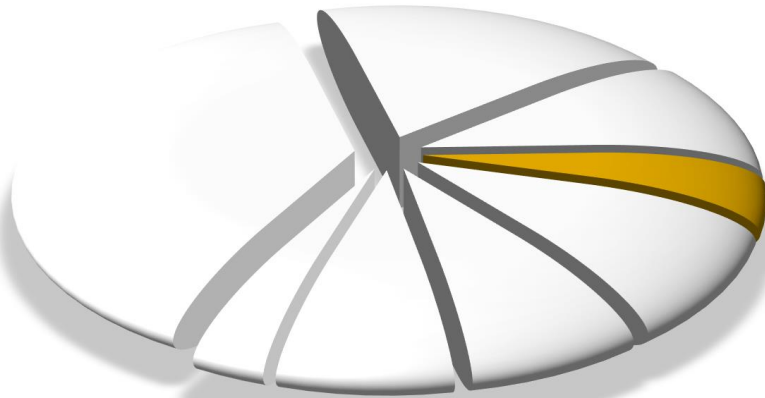


FY18 estimate \$3.7M

Includes

- PILOT from water, sewer, electric
- 5% of electric revenues

Other



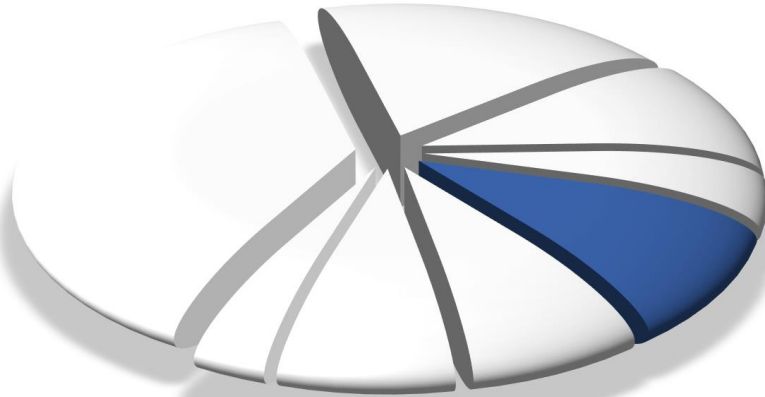
FY18 estimate \$1.66M

Includes

- Permits and Fees
- Department Revenues
- Interest Earnings
- Other taxes and Fees

Revenue Sources Detail

Intergovernmental Revenues

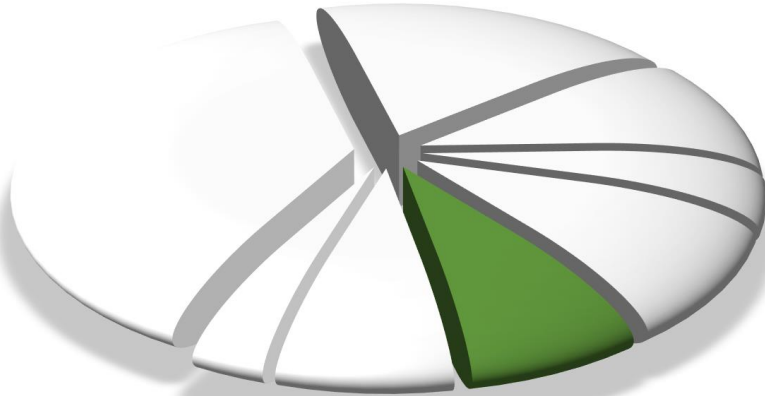


FY18 estimate \$3.6M

Includes

- Powell Bill Funds
- Utility Franchise Tax
- Telecommunications Taxes
- Beer and Wine Taxes

Interfund Reimbursements



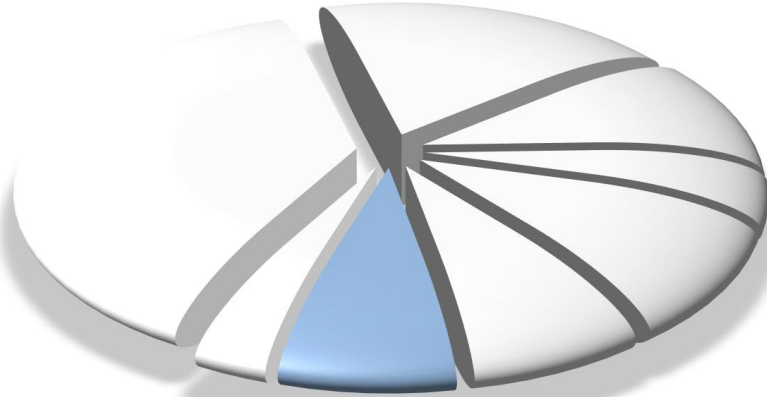
FY18 estimate \$2.9M

Shared Services paid by other funds for use of

- Admin
- Information Technology
- Human Resources
- ...etc

Revenue Sources Detail

Refuse Collection Fees



FY18 estimate \$2.9M

Includes

- Commercial Service
- Residential Service
- Mulch recycling sales

Proceeds From Debt Issuance



FY18 estimate \$1.25M

Loans taken out in a given year to pay for capital expenses

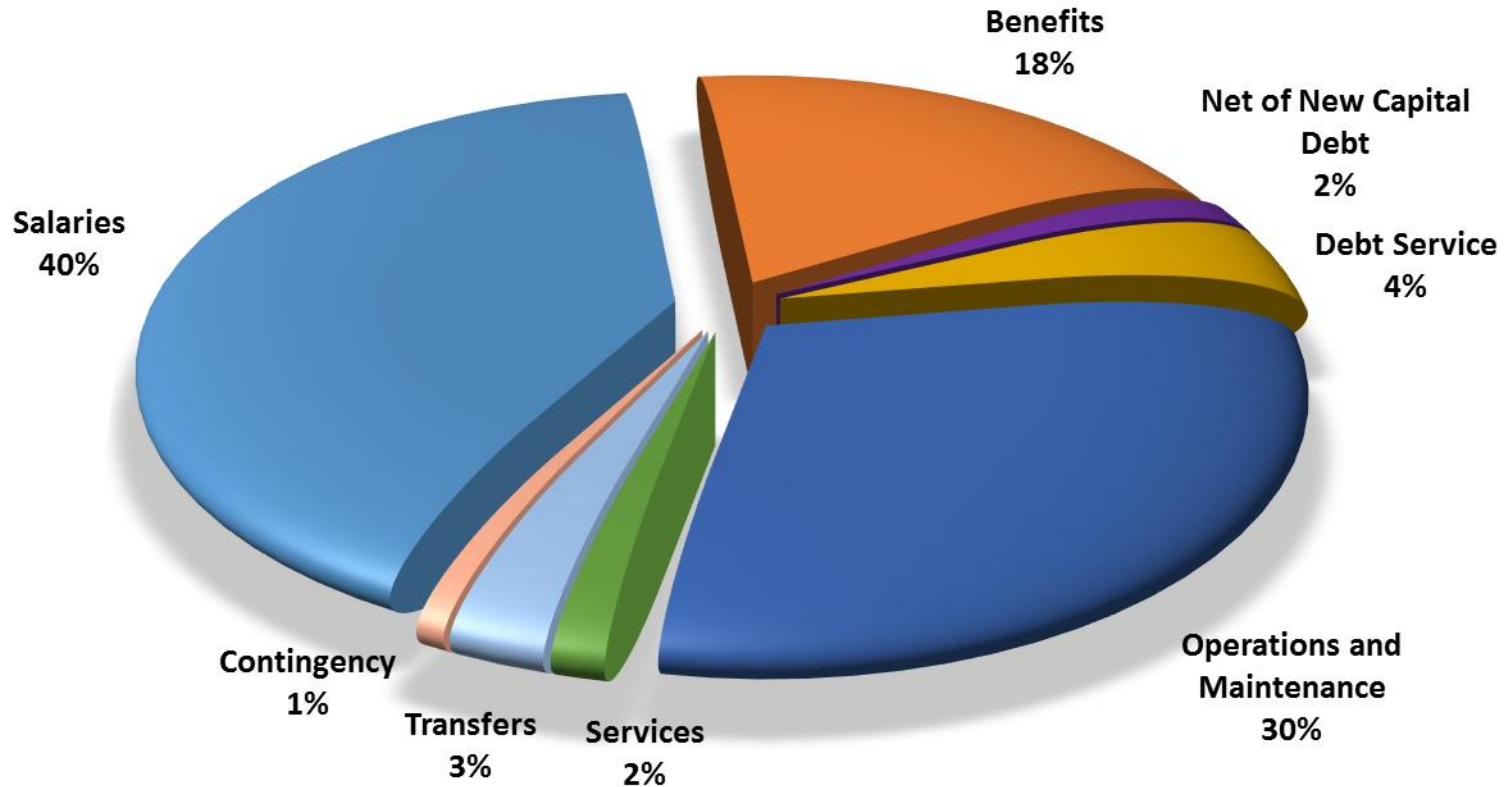
- Every dollar of debt revenue has a corresponding expense

Revenue Summary

Source	FY18 Estimate	Controllable?
Ad Valorem Taxes	\$13.8M	Yes
Sales Tax	\$6.71M	No, market driven
Interfund Transfer	\$3.7M	Limited
Other	\$1.66M	Yes for fees
Intergov. Revenues	\$3.6M	Not directly
Interfund Reimbursement	\$2.9M	Adjustable but must meet audit req'ts
Refuse Collection	\$2.9M	Yes
Debt Proceeds	\$1.25M	No (will net out w/ expenses)
TOTAL	\$36.5M	

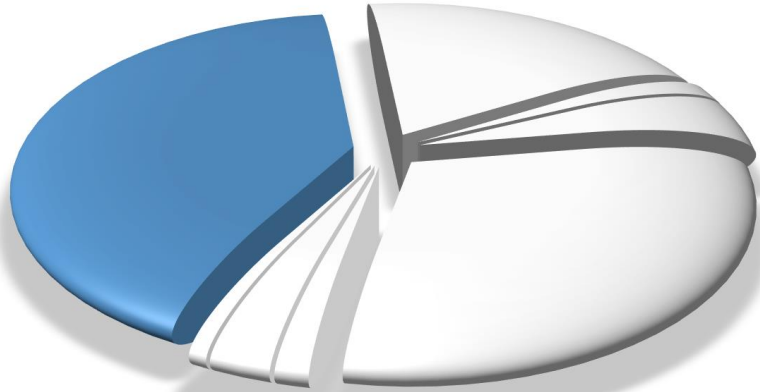
General Fund Expenses

General Fund Expenditures



Expenditure Detail

Salaries



FY18 estimate \$15.5M

- Includes base salary, overtime, standby, temporary, etc
- PD not budgeted at 100%
- Should try for cost of living increases each year (min)

Benefits



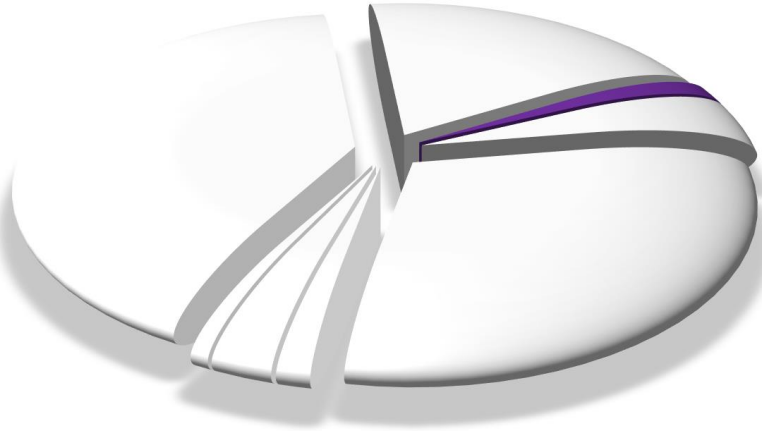
FY18 estimate \$7.1M

Includes

- Health Insurance
- Social Security and Medicare Taxes
- Workers' Compensation
- Retirement and 401K contributions

Expenditure Detail

Net of New Capital Debt



FY18 estimate \$0.6M

Capital expenditures for the year minus amount financed

Debt Service



FY18 estimate \$1.7M

Principal and Interest Payments from prior years

Expenditure Detail

Operations and Maintenance



FY18 estimate \$11.8M

Largest expenses include:

- Street resurfacing
- Sanitation Contract
- Utilities
- IT Maintenance Contracts
- Vehicle Maintenance

Services



FY18 estimate \$0.6M

Contracted Professional Services

- Legal
- Medical
- Accounting
- Other

Expenditure Detail

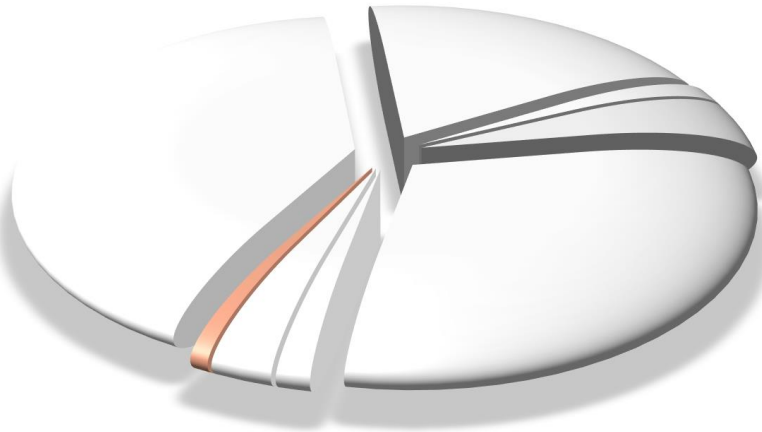
Transfers



FY18 estimate \$1.1M

Net transfer to/from project funds, grants, etc

Contingency



FY18 estimate \$0.3M

Amount set aside for unforeseen contingencies

Requires Board approval to transfer and spend

Expense Summary

Source	FY18 Estimate
Salaries	\$15.5M
Benefits	\$7.1M
Net of New Capital Debt	\$0.6M
Debt Service	\$1.7M
Operations and Maintenance	\$11.8M
Services	\$0.6M
Transfers	\$1.1M
Contingency	\$0.3M
TOTAL	\$38.7M

SUBMITTED ISSUES BY ALDERMAN

1. WARD 1 (Sabrina Bengel)
 - a. Redevelopment commission to include city property.
 - b. Roads, stormwater, substation, and other infrastructure improvements
2. WARD 2 (Jameesha Harris)
 - a. Affordable housing
 - b. Pocket Park with life size chess
 - c. Partnership with Boys & Girls club to find a permanent home within our parks and recreation department.
 - d. Live @ 5 at union park
3. WARD 3 (Bobby Aster)
 - a. New fire station
 - b. Additional firefighters for Thurman Road St.
 - c. Possible Police office located somewhere in James City area. Possibly at Thurman Road Station.
 - d. Improve sewer and drainage.
 - e. Raises for employees
 - f. Redevelopment commission to include city property.
4. WARD 4 (Johnnie Ray Kinsey)
 - a. Health Insurance deductible too high
 - b. Raises for employees
 - c. Staffing Needs – How many employees each department has, whether they need more, and if vacancies are being filled timely.
 - d. Improve sewer and drainage.
5. WARD 5 (Barbara Best)
 - a. Fire station in Ward 5
 - b. Community Center in Ward 5
 - c. Improve utilities rates and fees
6. WARD 6 (Jeffrey Odham)
 - a. Martin Marietta Park Development, including amphitheater
 - b. Accelerate our city-driven efforts in economic development. While C1A is working on the more 'industrial' aspect of growth, I feel we need to refocus on our local efforts in the hospitality, restaurant and retail markets. Partnering with Weyerhaeuser on Craven West and continuing to build our relationship with Columbia Development will help us in segment.
 - c. Refocus our efforts on redevelopment our corridors and gateway's into our city (MLK commercial corridor, 5 Points, Hwy. 70 East & West and Hwy. 43).
 - d. Increase contractual and outsourcing opportunities where applicable (snow removal, cemetery landscaping/maintenance, hurricane preparedness/clean-up).

SUBMITTED ISSUES BY ALDERMAN

- e. Maintain, or reduce our current tax and utility rates with a shift toward more 'user-fees' when additional funding is required (parking, etc.)
7. MAYOR (Dana Outlaw)
- a. Martin Marietta Park Development, including amphitheater
 - b. Fiscal Conditions (low rates low taxes)
 - c. Strategy for redevelopment of Trent Court (public housing)
 - d. Redevelopment of Broad Street Corridor
 - e. Affordable housing
 - f. Improve road conditions

SUBMITTED ISSUES BY TOPIC

1. EMPLOYEE ISSUES

- a. Health Insurance deductible too high
- b. (Listed twice) Raises for employees
- c. Staffing Needs – How many employees each department has, whether they need more, and if vacancies are being filled timely.

2. PUBLIC SAFETY

- a. New fire station
- b. Additional firefighters for Thurman Road St.
- c. Possible Police office located somewhere in James City area.
- d. Fire station in Ward 5

3. PARKS AND RECREATION

- a. Pocket Park with life size chess
- b. Partnership with B&G club to find a permanent home within our parks and recreation department.
- c. Live @ 5 at union park
- d. (Listed twice) Martin Marietta Park Development, including amphitheater
- e. Community Center in Ward 5

4. FISCAL

- a. Low rates and taxes
- b. Maintain, or reduce our current tax and utility rates with a shift toward more 'user-fees' when additional funding is required (parking, etc.)
- c. Increase contractual and outsourcing opportunities where applicable (snow removal, cemetery landscaping/maintenance, hurricane preparedness/clean-up).
- d. Improve utilities rates and fees

5. INFRASTRUCTURE

- a. (Listed three times) Improve sewer and drainage.
- b. Roads, stormwater, substation, and other infrastructure improvements
- c. Improve road conditions

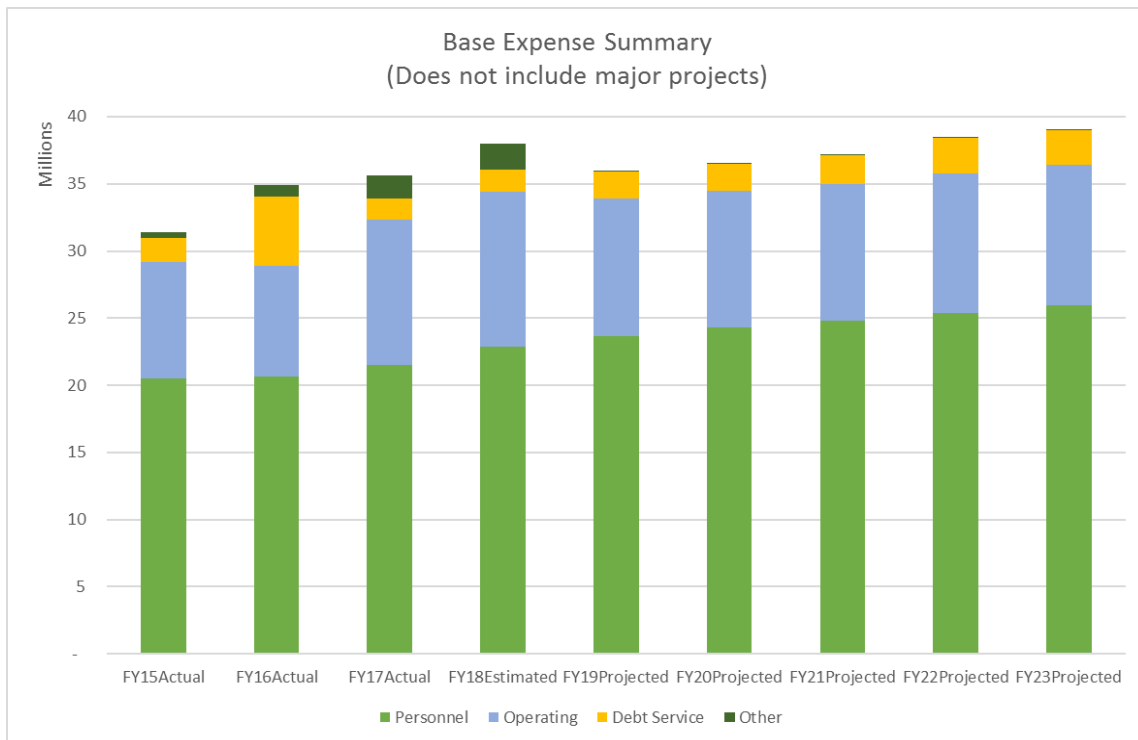
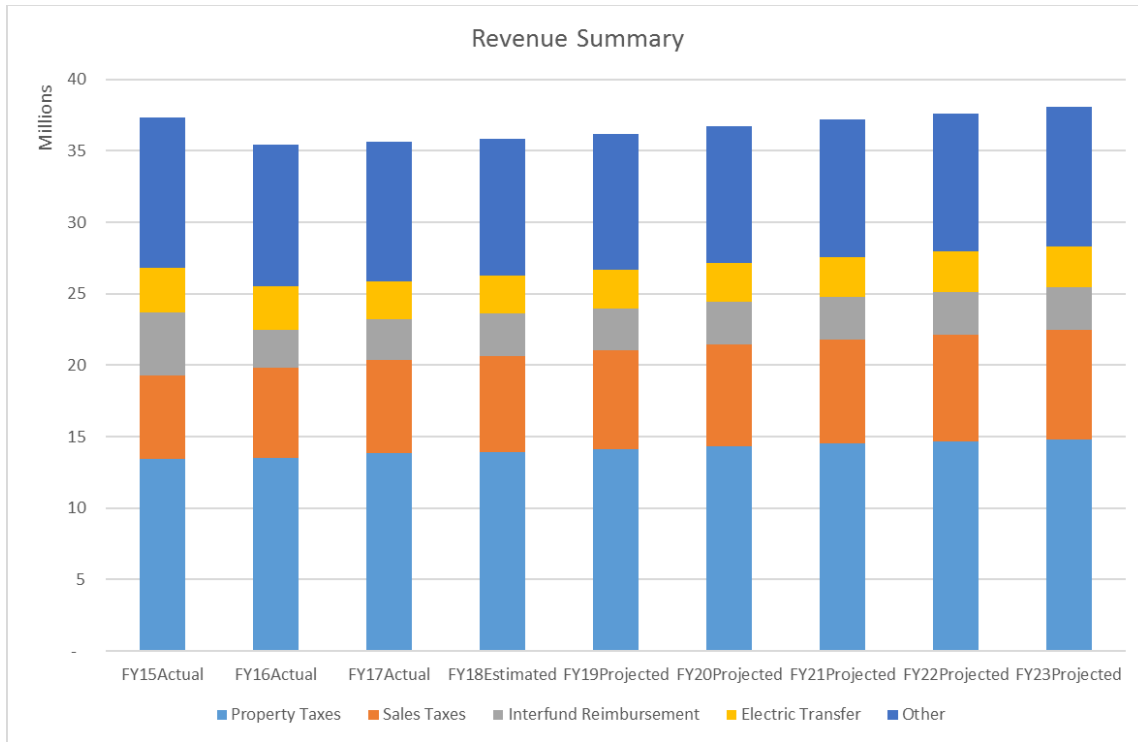
6. ECONOMIC DEVELOPMENT

- a. (Listed twice) Redevelopment commission to include city property.
- b. (Listed twice) Affordable housing
- c. Redevelopment of Broad Street Corridor
- d. Strategy for redevelopment of Trent Court (public housing)
- e. Accelerate our city-driven efforts in economic development. While C1A is working on the more 'industrial' aspect of growth, I feel we need to refocus on our local efforts in the hospitality, restaurant and retail markets. Partnering with Weyerhaeuser on Craven West and continuing to build our relationship with Columbia Development will help us in segment.
- f. Refocus our efforts on redevelopment our corridors and gateway's into our city (MLK commercial corridor, 5 Points, Hwy. 70 East & West and Hwy. 43).

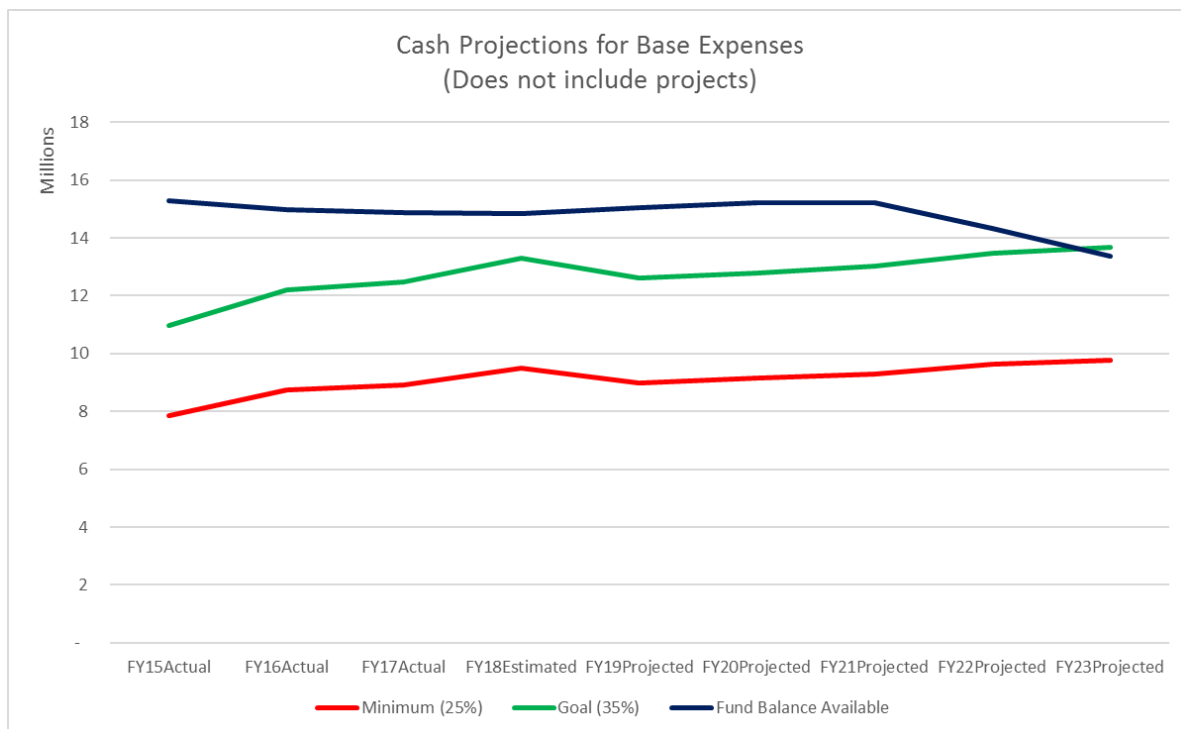
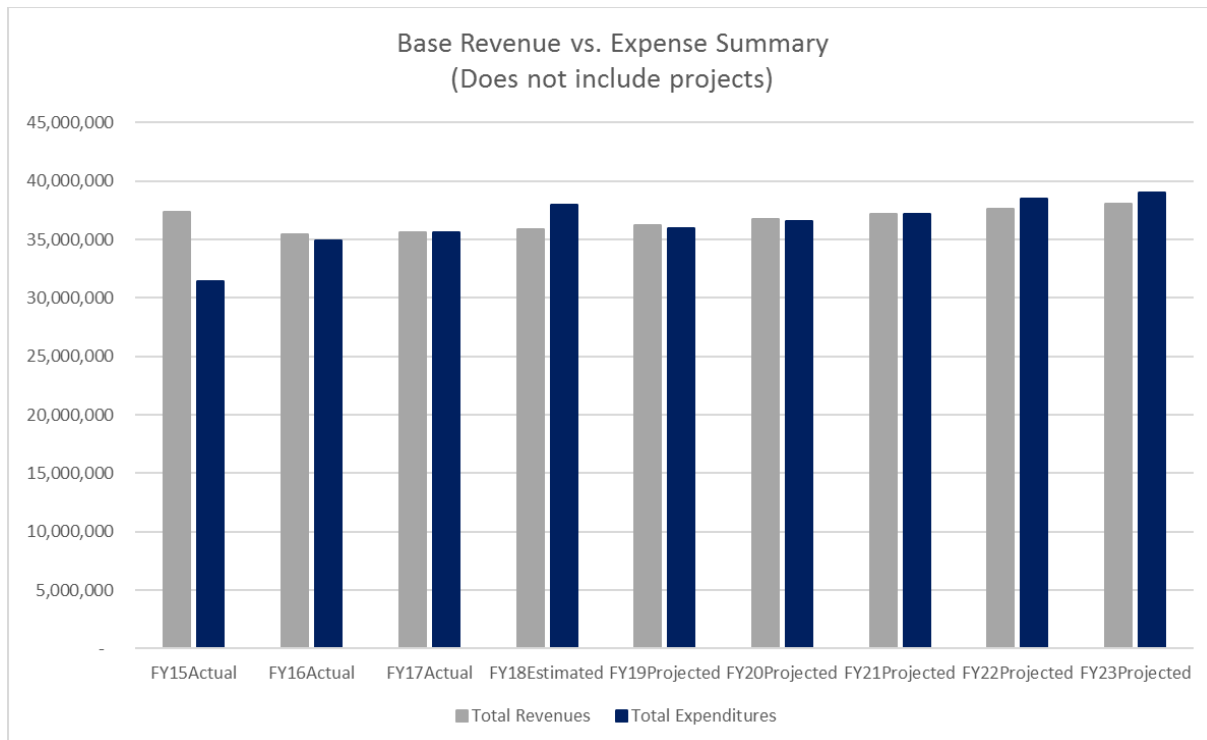
DRAFT GOALS

1. Develop, Train, and Retain Qualified Staff Across All Departments
2. Enhance Public Safety Through Training and Expanded Services
3. Expand Parks and Recreation Opportunities for all Citizens
4. Maintain Fiscal Responsibility While Providing Value-Added Services
5. Invest in City Infrastructure to Ensure Long-Term Sustainability
6. Promote Economic Development and Redevelopment in Housing and Commercial Areas

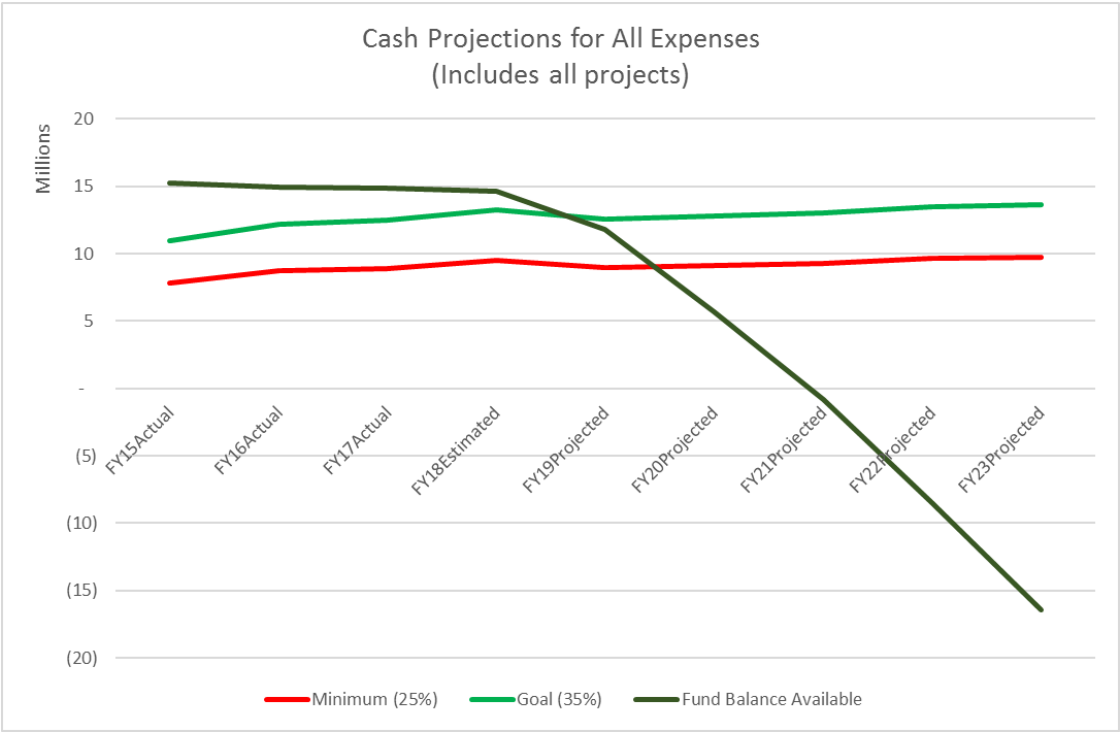
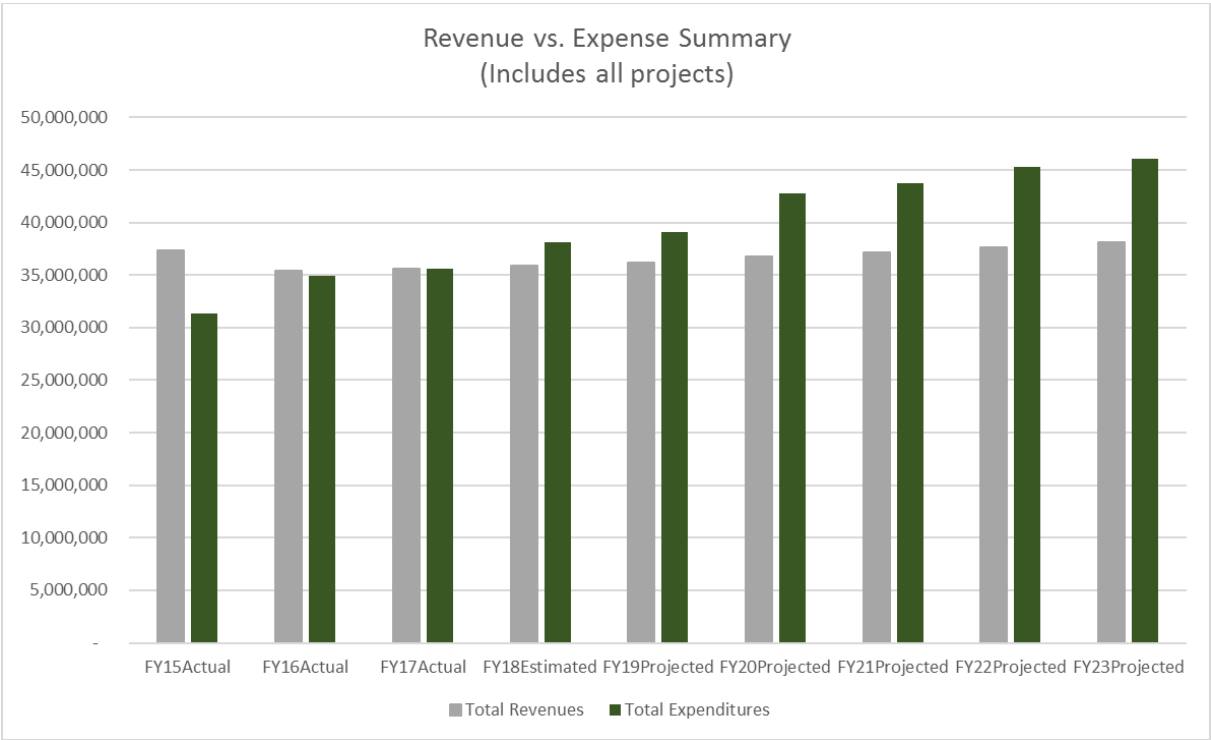
REVENUE AND EXPENSE PROJECTIONS



REVENUE vs. EXPENSE and CASH PROJECTION (BASE)



REVENUE vs. EXPENSE and CASH PROJECTIONS (WITH ALL PROJECTS)



PROJECT INFORMATION

Current Initiatives Underway								
			Annual Cost/Debt Service Impact					
	Capital Cost	Operating Cost	FY18 Estimated	FY19 Projected	FY20 Projected	FY21 Projected	FY22 Projected	FY23 Projected
Oaks Road Resurfacing	800,000		-	107,300	104,500	101,700	98,900	96,100
Trent Road Expansion	1,755,000		-	243,945	236,925	229,905	222,885	215,865
Trent Road - Developer	800,000		-	107,300	104,500	101,700	98,900	96,100
Old Airport Road Expansion	1,995,000		-	277,305	269,325	261,345	253,365	245,385
Drainage Improv (Stormwater)	1,500,000		-	201,188	195,938	190,688	185,438	180,188
Central Garage Relocation	800,000		-	107,300	104,500	101,700	98,900	96,100
Playground Equip Replacement	500,000			100,000	100,000	100,000	100,000	100,000
Lawson Creek Park Field Lights	150,000			150,000				
Parks & Grounds Relocation	500,000					116,625	113,125	109,625
Riverwalk Completion	500,000		200,000	300,000	-	-	-	-

PROJECT INFORMATION

Board Initiatives								
			Annual Cost/Debt Service Impact					
	Capital Cost	Operating Cost	FY18 Estimated	FY19 Projected	FY20 Projected	FY21 Projected	FY22 Projected	FY23 Projected
Fire Station Multiplex	8,115,300	978,838	-	-	1,807,415	1,805,931	1,804,807	1,804,051
Fire Station Only	2,557,000	958,838	-	-	1,265,336	1,276,091	1,287,204	1,298,682
Thurman Road Fire Station Expansion		702,755	-	702,755	716,810	731,146	745,769	760,684
Police Personnel Additions		See Below	-	438,803	792,488	1,045,340	1,317,226	1,580,573
Ward 5 Community Center	150,000	10,000	-	75,000	85,000	10,000	10,000	10,000
Martin Marietta Park Part F Match	1,500,000		-	-	201,188	195,938	190,688	185,438
Martin Marietta Park Operating		10,000	-	10,000	10,000	10,000	10,000	10,000
Union Point Park Permanent Stage	40,000		-	40,000	-	-	-	-
James City Police Substation		30,000	-	30,000	30,000	30,000	30,000	30,000
2 Hour Parking Enforcement		51,224	-	51,224	52,248	53,293	54,359	55,446
Public/Private Investment		150,000	-	150,000	150,000	150,000	150,000	150,000