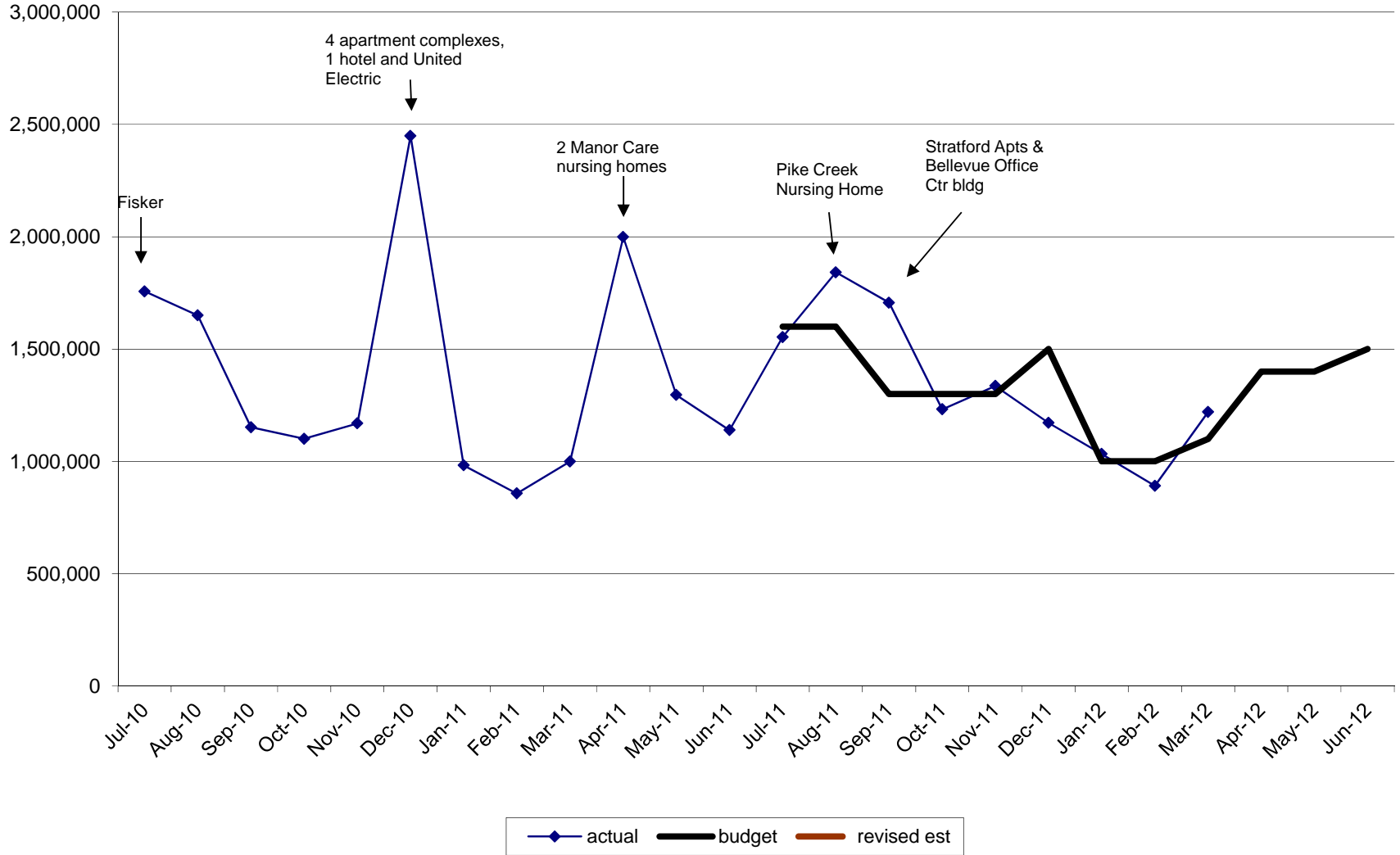


New Castle County FY 2012 Revenue

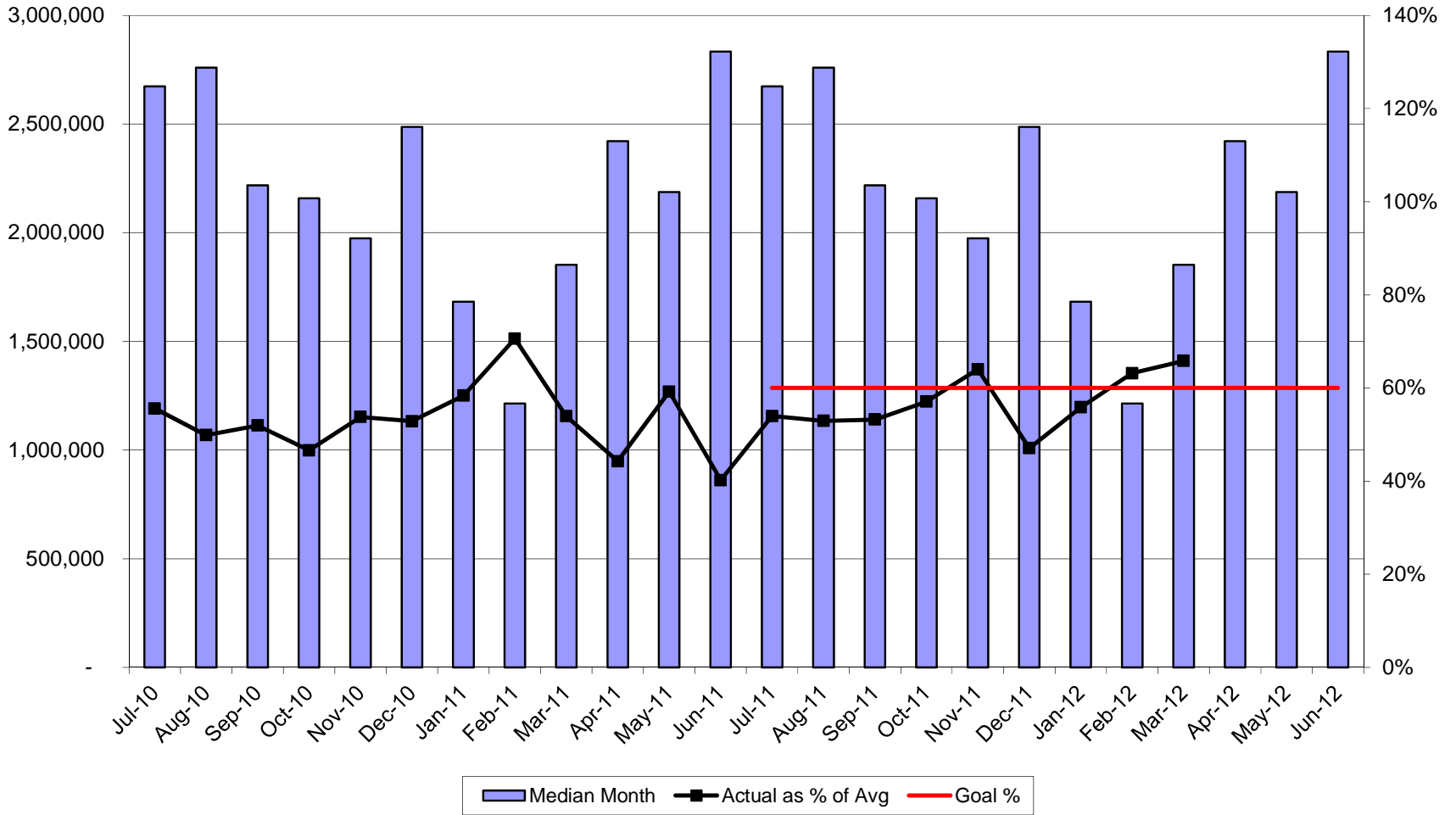
As of March 31, 2012

Submitted by the Office of Finance
April 24, 2012

RTT Revenue (Budget Estimate - \$16.0 million)



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



RTT Summary thru 3/31

	<u>FY 2011</u>	<u>FY 2012</u>	<u>Difference</u>	
Overall Transactions	2,739	3,183	444	16.21%
<hr/>				
Exemptions - Half RTT	759	1,043	284	37.42%
Transactions under \$500,000 – Full RTT *	1,769	1,982	213	12.04%
Transactions between \$500-\$1M – Full RTT	125	111	-14	-11.20%
Transactions between \$1M-\$5M – Full RTT	43	43	0	0.00%
Transactions over \$5M – Full RTT	12	6	-6	-50.00%
* Average Value	\$239,898	\$225,463		-6.0%

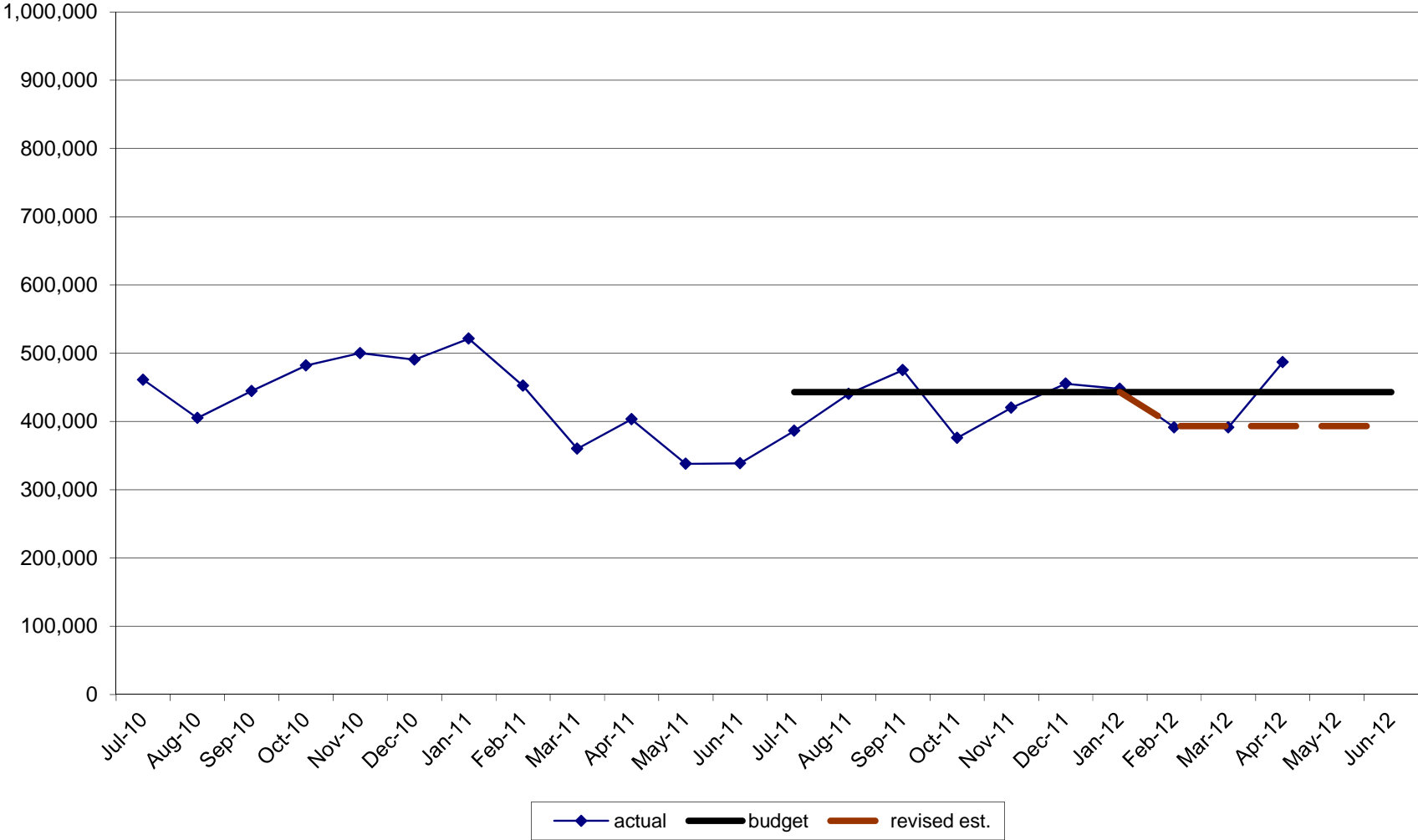
Over \$5 Million Transactions RTT Received by NCC

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
		Linens of the Week	75,000
Thru 6/30/11	\$2,603,000	Thru 4/20/12	\$1,304,000

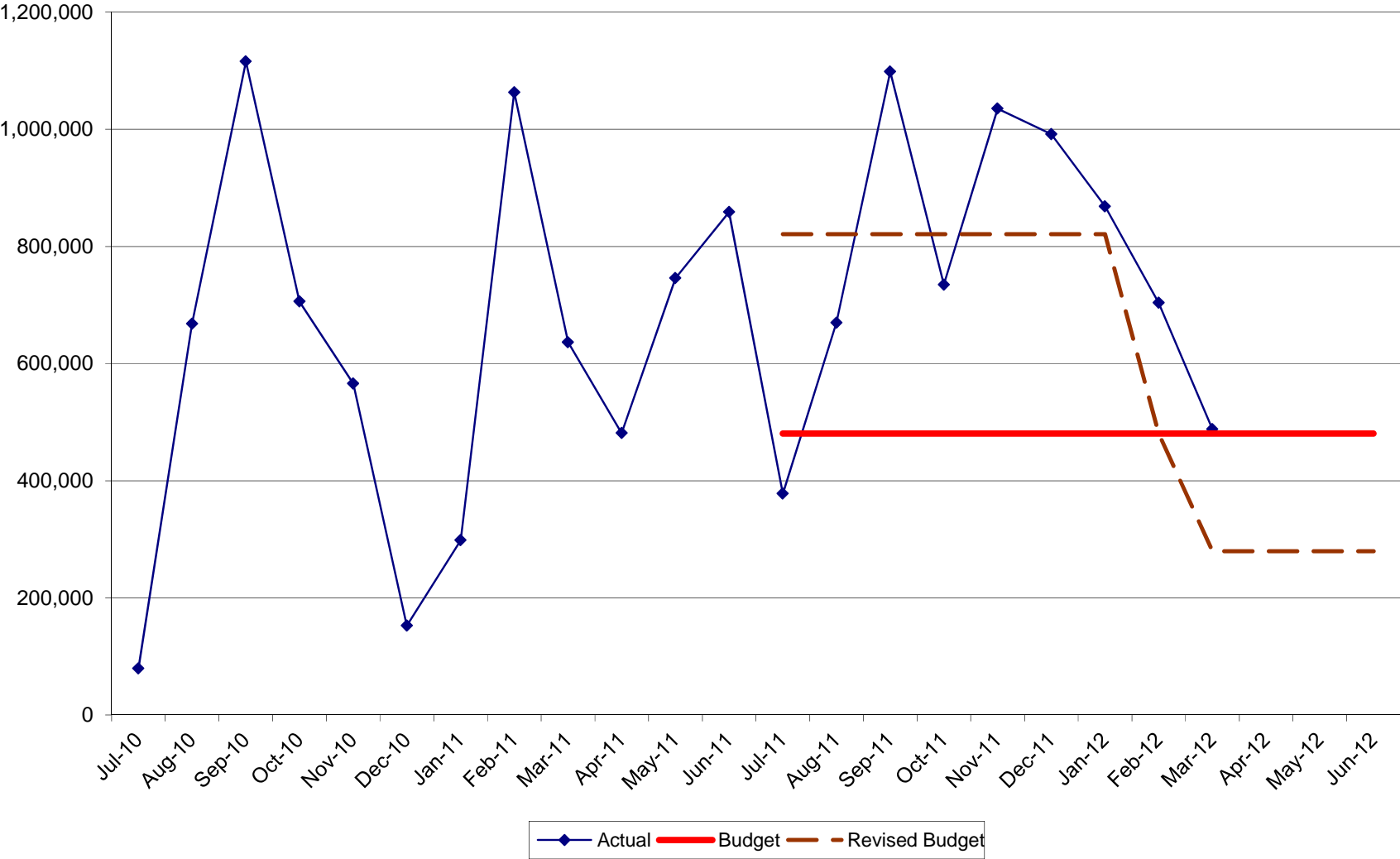
FY 2012 Service Charges and Fees

	Budget	As of 3/31/12	% of Budget
Sheriff Commissions	\$4.4	\$6.1	139%
Sheriff Fees	\$1.4	\$0.7	50%
Deeds & Instruments	\$5.3	\$3.7	71%
Deeds Corp. Filing Fee	\$1.0	\$0.7	71%
Subdivision Review	\$1.4	\$0.5	38%
911 Reporting Fees	\$1.1	\$0.7	68%

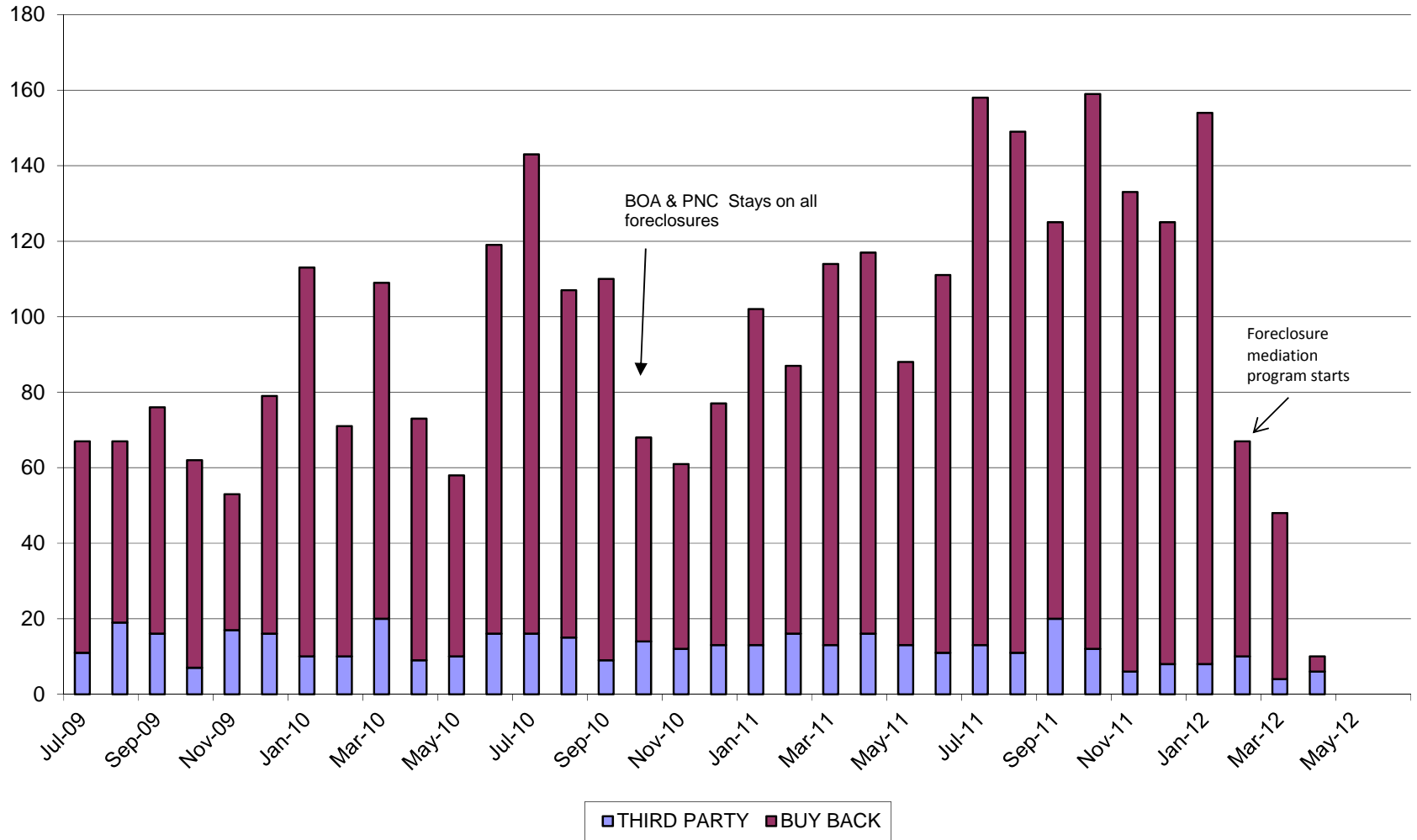
Recorder of Deeds Revenue
No Corporation Fees



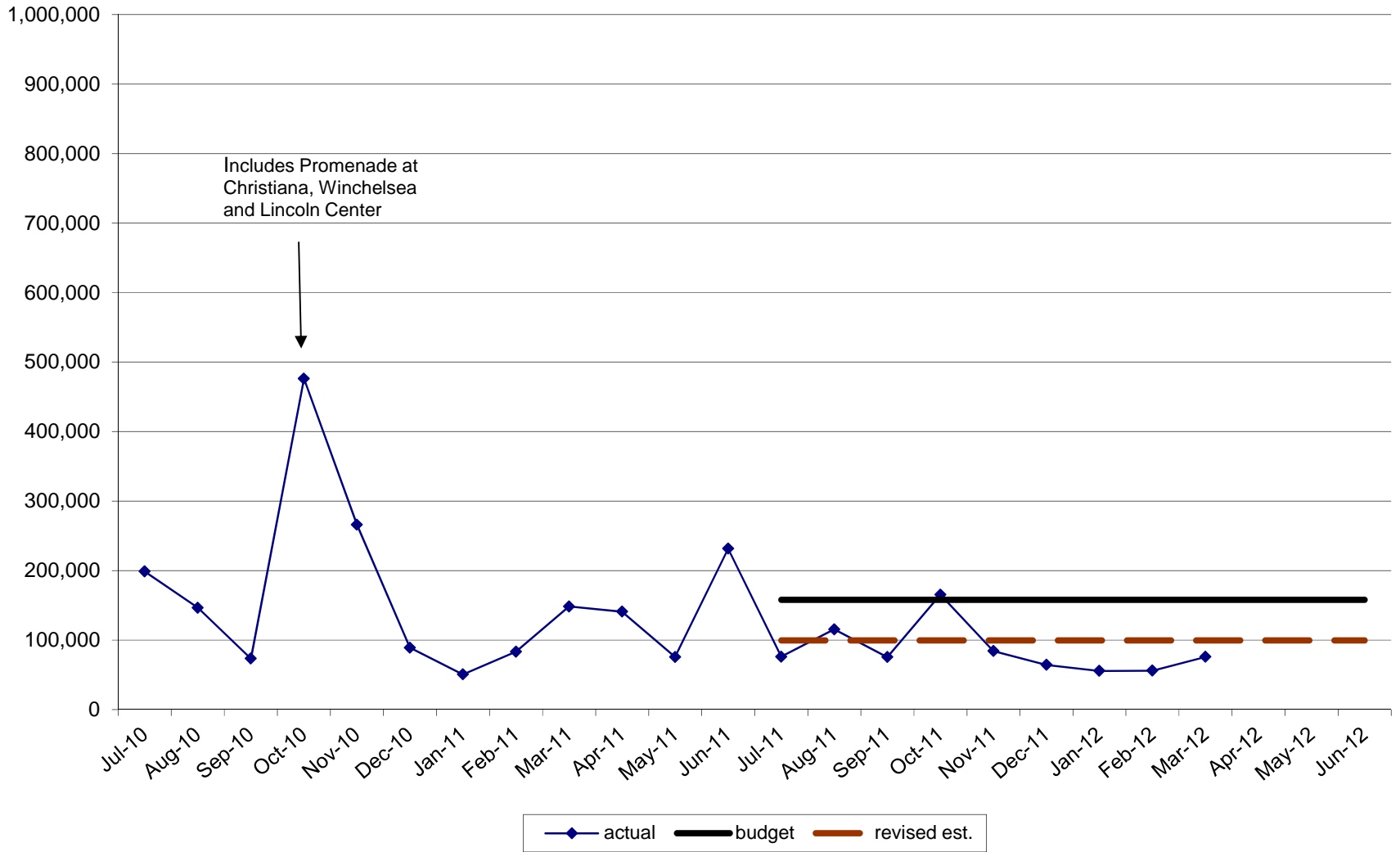
Sheriff Revenue Actual



Number of Sheriff Sales FY 2010 to FY 2012



Subdivision & Zoning Review Revenue



Large Subdivision Review Projects

FY 2011

FY 2012

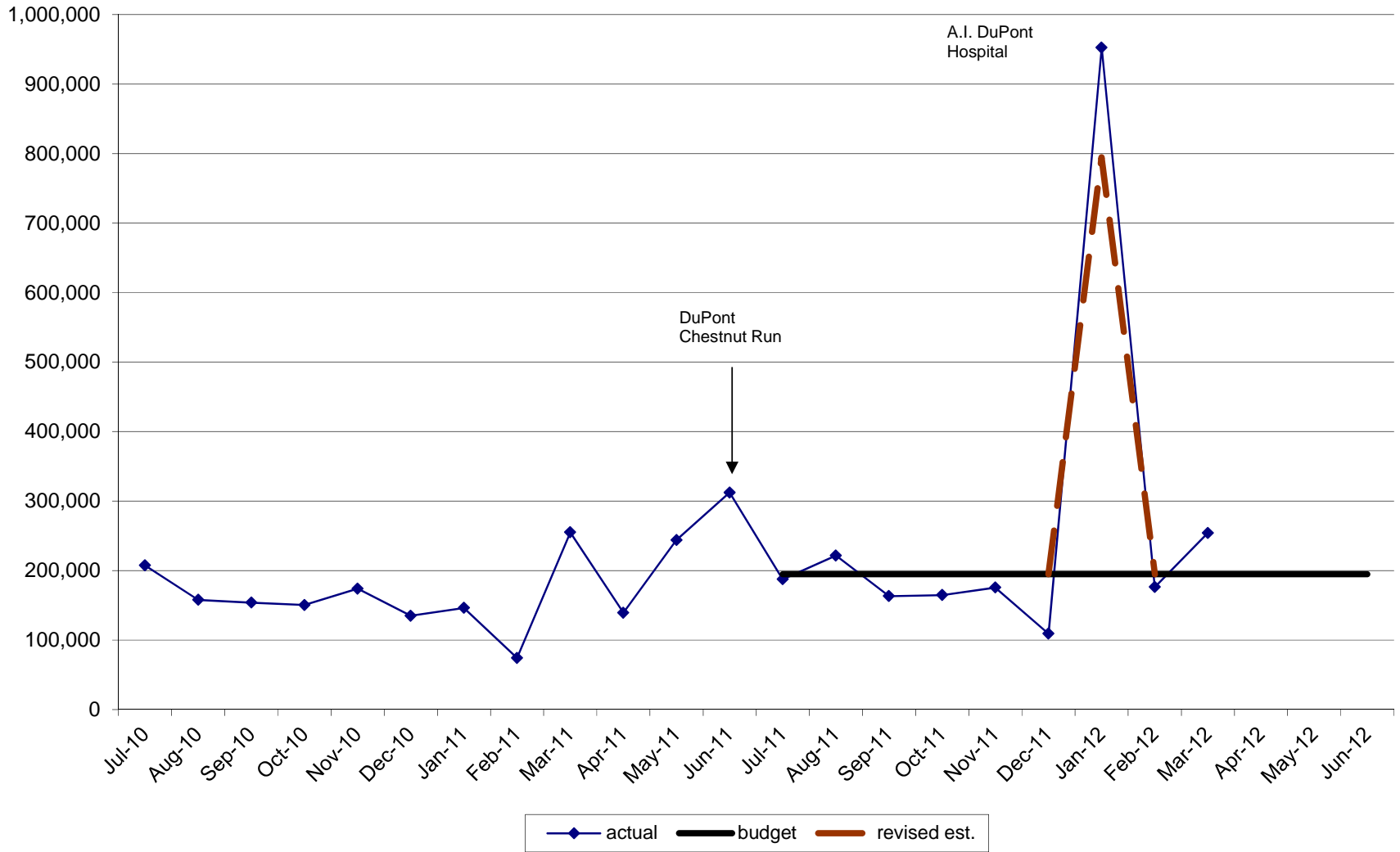
Lincoln Center	\$ 161,000
Winchelsea	107,000
Preserve at Robinson Farm	100,000
Promenade at Christiana	94,000
Silver Maple Farm	65,000
Market Place at Christiana	65,000

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

Thru 6/30/11 \$ 592,000

Thru 3/31/12 \$ 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
	#	#	#	#	#	#	#	#	#	#
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	3	36	1	25	10
February	6	27	0	18	9	18	40	0	32	8
March	6	28	0	23	5	9	59	3	32	24
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	61	356	6	221	129
						FY 11 Jul-Mar	58	338	0	0
								225	113	

Major Commercial Building Permits

FY 2011

FY 2012

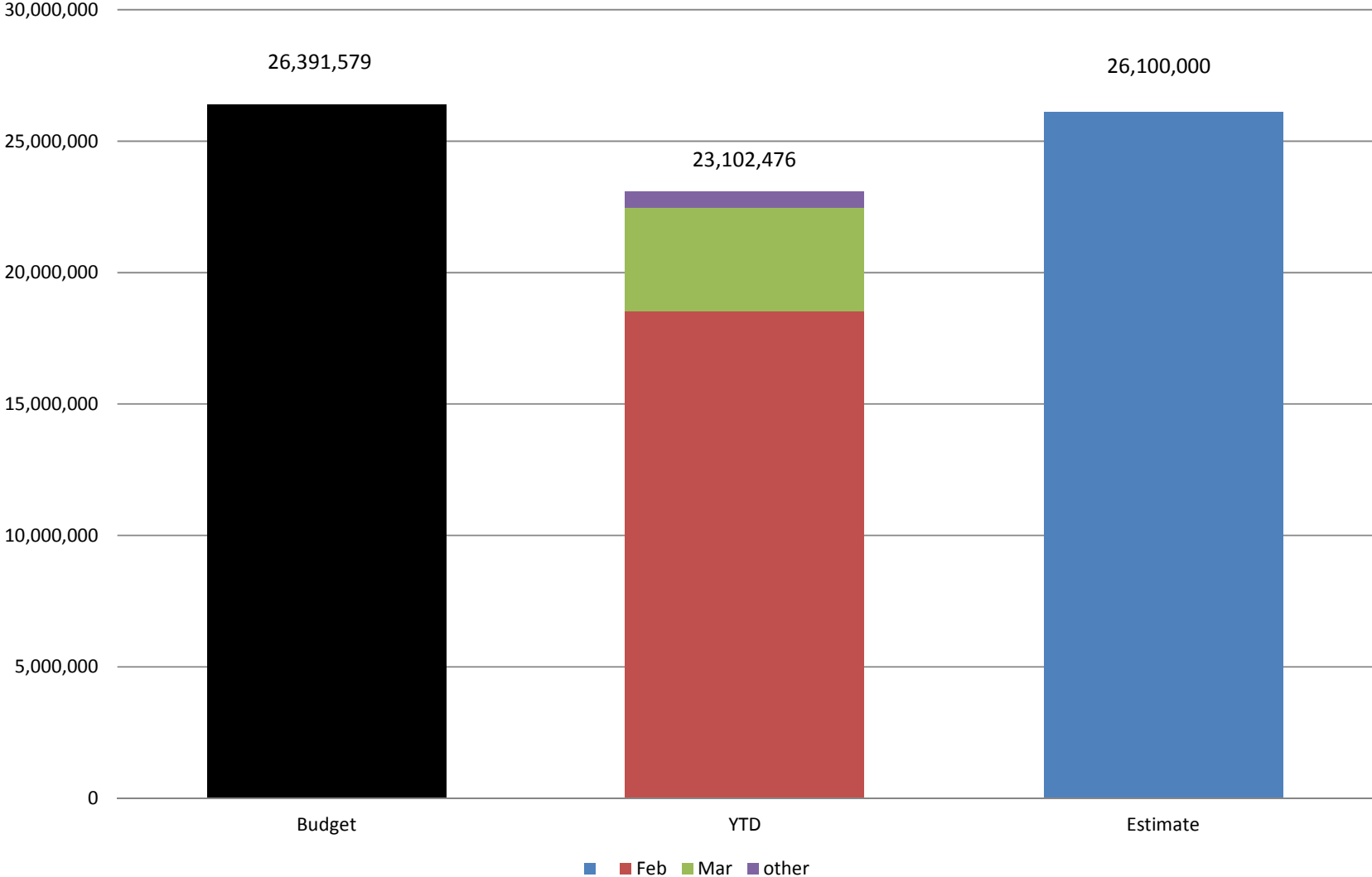
DuPont Chestnut Run	\$ 115,000
DuPont Chestnut Run parking	28,000
Odessa Elementary School	66,000
DE City Refinery, Wall enclosure & Coke Barn	51,000
Summit Aviation	22,000
Rockford Center Addition	22,000
Word of Life Church	21,000

Governor's Square	\$ 33,000
Beck's Woods Plaza	25,000
A.I. DuPont Hospital	633,000
Silverside Cadia Rehab	77,000
Armed Svc Reserve Center	68,000
Continental Exec Center	58,000

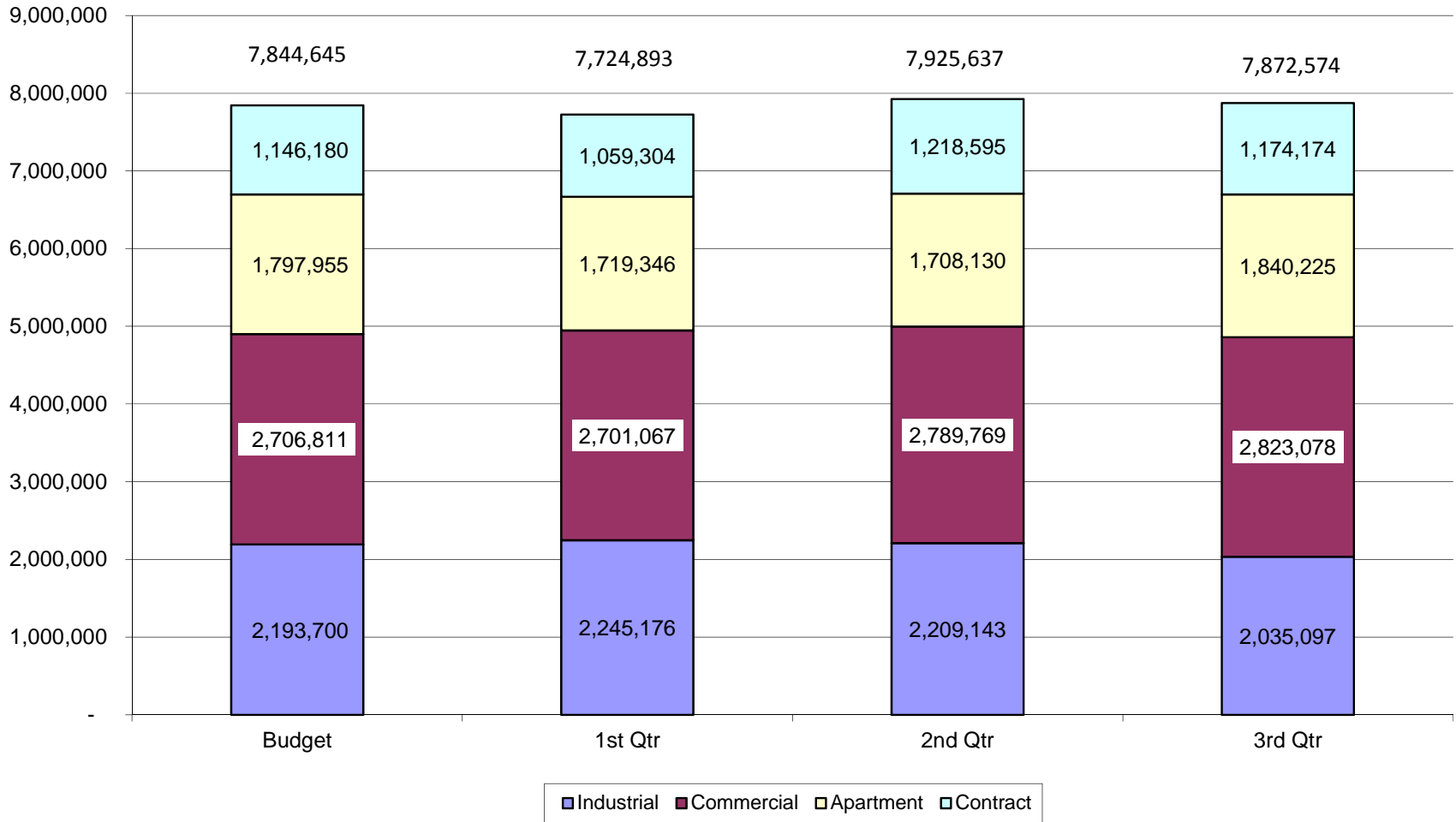
Thru 6/30/11	\$ 325,000
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Thru 3/31/12	\$ 894,000
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Residential Sewer YTD compared to Budget and Revised estimate



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



General Fund

As of 3/31/12

	<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 3/31/12

	<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

General Fund (in millions)	2012	2013	2014	2015	2016	2017	Comments
Available Financial Reserves, beginning of period	52.8	53.5	53.5	45.9	34.8	22.1	
Revenues							
Property Tax Revenue	108.2	108.7	109.5	110.3	111.2	112.0	minimum growth
Transfer Tax Revenue	16.0	16.2	17.0	17.9	18.8	19.8	90% cap- 5% growth
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	2.0% Growth in 13-17
Total Revenue	163.2	166.6	167.3	169.8	172.4	175.1	
			0.7	2.5	2.6	2.7	\$ Growth
Expenditures							
Personnel Costs	119.5	121.6	130.0	135.2	140.6	146.2	4.0% Annual Growth
Non-Personnel Costs	21.1	21.9	22.6	23.2	23.9	24.6	3.0% Annual Growth
Debt Service	21.9	23.1	22.4	22.4	20.6	19.4	2014/2016 \$12.5M Bond Issue
Total Expenditures	162.5	166.6	175.0	180.8	185.1	190.3	
			8.4	5.9	4.3	5.1	\$ Growth
Revenue over Exp./Transfers	0.7	0.0	(7.6)	(11.0)	(12.8)	(15.2)	\$46.6 million shortfall
% of Budget Shortfall		0.0%	4.4%	6.1%	6.9%	8.0%	from 2014 through 2017
Available Financial Reserves	53.5	53.5	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
Available Financial Reserves, beginning of period	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
Total Revenue	68.0	69.3	69.8	70.4	70.9	71.5	
			0.5	0.5	0.5	0.6	\$ Growth
<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
Total Expenditures	67.6	71.0	75.9	77.8	80.5	82.2	
			4.9	2.0	2.6	1.8	\$ Growth
Revenue over Expenditures	0.4	(1.7)	(6.1)	(7.5)	(9.5)	(10.8)	\$35.6million shortfall 13-17
% of Budget Shortfall		2.4%	8.0%	9.6%	11.8%	13.1%	
Available Financial Reserves	13.6	11.9	5.8	(1.6)	(11.1)	(21.9)	