

SALES, SERVICES & OTHER REVENUES

	FY 2005-06	FY 2006-07	FY 2006-07	FY 2007-08
	Actuals	Original Budget	Revised Budget	Recommended
Sales and Services				
Interest Income	\$ 1,304,661	\$ 400,000	\$ 400,000	\$ 450,000
Inspection Fees	833,020	701,900	701,900	751,900
Cable TV Franchise Fees	241,936	215,000	215,000	215,000
Property Licenses	105		-	
Occupancy Tax	13,536	12,000	12,000	12,000
Rental of County Facilities	64,265	63,562	63,562	63,562
CAMA Permits	925		-	
Concession Sales	1,411	1,600	1,600	1,600
Civil License Revoked	8,057	7,000	7,000	7,000
Sale of Surplus Property	13,249	2,000	2,000	2,000
Municipal Elections	9,162	-	-	10,000
Planning Fees	91,118	81,000	81,000	81,000
Parks and Recreation	27,975	28,000	28,000	28,000
Court Facility Fees	121,300	110,000	110,000	110,000
ABC Revenues	200,339	160,000	160,000	160,000
Register of Deeds	1,288,510	1,077,000	1,077,000	1,077,000
Sheriff Fees	136,755	93,700	93,700	93,700
Sale of Seized Property	18,370	85,000	85,000	85,000
Officer/Jail Fees	74,823	70,000	70,000	70,000
School Resource Officer				
Sales Tax Refund	120,691		-	-
Gas/Sales Tax Refund	11,516	10,000	10,000	10,000
Hurricane Floyd Recoveries	25,503	-	-	
Hurricane Bonnie	64,517		-	
Hurricane Ophelia	33,668		-	
Miscellaneous	40,956	20,000	20,000	20,000
Library - Miscellaneous	30,080	25,000	25,000	25,000
Internet Fees	1,957	1,957	1,957	1,957
Health Fees	1,594,339	2,225,219	2,255,549	2,710,582
Health Choice Fees				
Subtotal	\$ 6,372,744	\$ 5,389,938	\$ 5,420,268	\$ 5,985,301
Other				
Insurance Proceeds/Property Loss	\$ 9,511	\$ -		\$ -
Donations		-		-
Transfer from Emergency Services Fund		-		-
Transfer from Capital Reserve Fund		-		-
Transfer from Solid Waste		225,000	225,000	
Subtotal	\$ 9,511	\$ 225,000	\$ 225,000	\$ -
Total Sales, Services & Other	\$ 6,382,255	\$ 5,614,938	\$ 5,645,268	\$ 5,985,301

SALES, SERVICES & OTHER REVENUES

DESCRIPTION: Revenues in the sales, services, and other category encompass a wide range of non-tax, local revenue sources. This category is important to the overall financial strength of the County because it includes revenue from self-supporting, general governmental activities, such as building inspections, register of deeds, health, and court facility functions. Some functions of Pender County Government are appropriately funded by fees because they apply to a certain group of citizens, such as development-related services (septic tank permits, building permits, etc). The philosophy of the Governing Body has been to have these services fund the direct cost of the provision of the services. In some cases, the fees may recover a portion of the indirect cost.

Other revenues include interest income resulting from the investment of the County's available fund balance. Some of the benefits of maintaining an adequate fund balance include the following: 1) ensures that sufficient operating funds are available in light of the County's erratic revenue cycle; 2) provides for adequate funds for immediate relief in case of natural disaster (i.e. hurricane/flood); 3) provides interest income through wise investments to help stabilize the tax rate; and 4) reduces the cost of debt issuance by establishing a strong financial history. Other revenues in this category are listed in the accompanying table.

HISTORY: Sales, services, and other revenues are projected to increase 7% from the original FY 2006-07 budgeted amount. The County continues to grow at a strong rate as last fiscal year, but staff will continue to monitor the impact that interest rates are having on the construction industry. A reduction or increase in County development will certainly impact fees generated by this service area. Key increases were: Interest Income – up \$730,000 or 127% due to a solid overall fund balance and higher interest rates; Inspections Fees – up \$40,500 or 5% due to continuing strong construction activity; Register of Deeds – up \$35,000; and Health Fees – up \$157,662 or 11% due to the Health Department continuing to be run more on a “business-like” fee for services basis.

OUTLOOK: Management will continue to look for opportunities to generate fees and other offsetting revenues to fund programs that benefit certain segments of the population or where demand exists to support fees. The increase in Health Fees has the greatest impact on the projected growth with the expansion of dental and pediatric services. As the County grows, this revenue category should also increase. The five-year forecast uses a 2 1/2% growth factor throughout the planning years. This rate of growth is realistic.

ASSUMPTIONS: Sales, services, and other revenues were forecast with input from department managers, grant sources, and historical data. Each revenue was considered separately and forecast from a zero base.