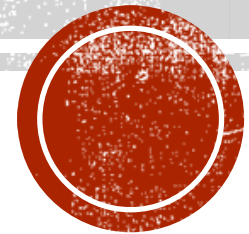
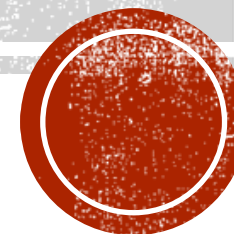


BUDGET PLANNING

What tools are available



CAPITAL AND DEBT PLANNING



NEW CAPS, NEW RULES, NO MONEY

- What does it mean for your community?
- Should we stop all projects to wait out the storm?
- Should we continue ahead with the existing plan?

NEW CAPS, NEW RULES, NO MONEY

- Even if you stopped all capital projects today, you most likely would not see any tax relief until 5 to 10 years into the future unless you are already in a “Pay as you Go” position
- Postponing or canceling capital projects will come back to bite you in the future as infrastructure starts failing

NEW CAPS, NEW RULES, NO MONEY

- Municipal infrastructure needs constant attention and maintenance
- Failure to maintain your infrastructure will put your community at risk in future years
- Kicking the can down the road is not a plan

CAPITAL PLANNING

- If you haven't developed a formal capital plan, now is a good time to start
- Proactive versus reactive planning is a must
- Realize that this is only a plan and is **absolutely** subject to change
- When planning you should allow for the unexpected

RESTRICTIONS TO DEAL WITH

- We are working within a 2.0% Levy CAP
- Capital and Debt are an exception to the CAP, however, the last thing we want to do is raise taxes more than we need to
- Local Finance Board may scrutinize non-conforming debt schedules
- Level Debt payments may not be a good enough reason on its own to get approval

LONG RANGE DEBT PLANNING

- One way to deal with all of the restrictions is to develop a long-range plan for your capital needs
- Should include not only what you want to spend on but also how you will be able to afford the debt and its impact on your budget
- The creation of a debt plan allows you to detect spikes in debt service
- Seeing these types of issues far in advance allows you to deal with the issues early on

CAPITAL PLANNING

- This is not a 1 or even a 6-year plan
- This is something that need to look out 20 or more years
- A community needs to establish what its plan is and what level of attention your infrastructure requires
- An example of this could be how much road paving should you be taking on in each year
 - Useful life of a road is anywhere from 20-30 years
 - Take you total road miles and divide them by 30
 - This is what you should be looking at for road improvements

CAPITAL & DEBT PLANNING AND BUDGETING



VEHICLES AND EQUIPMENT

Borough of Wharton 2019 Capital Program																			
										2019 Funding Source									
Category	Year	Make	Description	Veh ID for JIF	Wharton ID	VIN # (Last 5)	Replacement Value	Age of Asset	Capital Improvement Fund	Capital Fund Balance	Grant	Debt	Red	Yellow	Green				
VEHICLES:																			
Administration:																			
	2016	Jeep	Patriot Sport	V20300035		44715	25,855.00	3	-			-							
Fire Department:																			
	1987	ARROW	PUMPER	V20300055	9235	40446	0.00	32	-			-							
	1996	PIERCE	PUMPER FIRE TRUCK	V20300064	9236	69997	147,696.00	23	22,500			427,500			450,000				
	2003	KENWORTH	FIRE TRUCK	V20300037	407	84106	326,000.00	16	-			-							
	2008	ARROW	XT MOUNT AERIAL FIRE TRUCK	V20300039	1058	8231	962,042.00	11	-			-							
	2013	Chevy	Tahoe	V20300004		58362	0.00	6	-			-							
Senior Bus:																			
	2009	GMC	SENIOR BUS	V20300062	8685	208	0.00	10	4,400			83,600			88,000				
Police:																			
	2010	DODGE	DURANGO	V20300056	8493	12744	23,800.00	9	1,900			36,100			38,000				
	2010	FORD	CROWN VICTORIA	V20300057	8492	11234	20,000.00	9	1,600			30,400			32,000				
	2012	Ford	Taurus	V20300003		15001	26,000.00	7	-			-							
	2012	DODGE	CHARGER	V20300040	13655	29548	24,094.00	7	-			-							
	2013	FORD	EXPLORER	V20300030	13657	15842	25,825.00	6	-			-							
	2013	Chevrolet	Tahoe	V20300036		58362	25,825.00	6	-			-							
	2013	FORD	PICK UP	V20300042	13656	29558	22,310.00	6	-			-							
	2014	Ford	Explorer	V20300033		19809	25,613.00	5	-			-							
	2015	Ford	Taurus	V20300022		51664	26,000.00	4	-			-							
	2015	Ford	Taurus	V20300047		51665	26,000.00	4	-			-							
	2016	Chevy	Impala	V20300023		13960	25,825.00	3	-			-							
	2016	Chevy	Impala	V20300060		16411	25,825.00	3	-			-							
	2017	Ford	Explorer	V20300073		61186	41,831.00	2	-			-							



BOROUGH OF WHARTON, NEW JERSEY

2019 Road Improvement Program

1 - Excellent
5 - Needs
Help

Ave

Improved Municipal Roads	Grid	Length	Date of Last Improvement	Ord. #	Notes	Anticipated Impr. Year	Condition (1-5)	Estimated Cost
High Street	C3	580 ft	2007				2	52,000
Huff Street	D3	525 ft	2017				1	47,000
Hurd Street	C5	290 ft	2016				1	26,000
Irondale Road (Kice to Bartek)	B5	1,170 ft			Waiting for Wharton Woods to be completed	2020	3	104,000
Jackson Avenue	D2	465 ft	2016				1	44,000
Kice Avenue	B5, C5	1,220 ft	2009		Done as part of the Tree Streets		2	108,000
Kitchell Avenue (South)	D8	476 ft	2015		From Orange to Walnut		1	42,000
Kitchell Avenue (North)		476 ft				2019	5	42,000
Kossuth Street	C5	540 ft	2005				2	48,000
Lafayette Street	D6, D7	2,045 ft	2003			2020	3	181,000
Lane Way	D7	590 ft	2009			2019	5	52,000
Langdon Avenue	C2	1,575 ft	2003			2021	3	139,000
Laurel Street	B4, B5	250 ft	2009				1	23,000
Lehigh Street	D8, E8	710 ft				2020	2	63,000
Lowe Street	D7	620 ft				2020	3	55,000
Lowry Avenue	A7, B7, C7	1,775 ft	2016				1	178,000
Luxemburg Avenue	C3	670 ft	2006			2020	1	60,000
Maple Terrace	C7	290 ft	2017				1	26,000
Meadow Avenue	D2	1,425 ft	2016				1	81,000
Michigan Avenue	E7, E8	1,745 ft	2018				1	154,000
Mill Street (East)	B5, C5	985 ft	2004		Waiting for Wharton Woods to be completed	2020	4	87,000
Mill Street (West)					Waiting for Wharton Woods to be completed	2020	3	-
Mount Pleasant Avenue	C5, D5	980 ft	2013				2	87,000
Mt. Pleasant Lane	C1, D1	440 ft	2014		From Fern Hill to Third		1	39,000
Mt. Pleasant Lane	C1, D1	440 ft	2017		From Third to Church		1	39,000

ROAD PLANNING

<u>% of Total Roads</u>	<u>Length</u>	<u>Recap by Year:</u>	
9.57%	9,136 ft	2019	808,000
10.59%	10,104 ft	2020	897,000
1.65%	1,575 ft	2021	139,000
0.00%	ft	2022	-
0.00%	ft	2023	-
0.00%	ft	2024	-
	20,815 ft		1,844,000
<u>% of Total Roads</u>	<u>Length</u>	<u>Recap by Condition:</u>	
65.43%	62,428 ft	1	5,403,000
12.23%	11,670 ft	2	1,045,000
16.40%	15,651 ft	3	1,383,000
3.90%	3,719 ft	4	331,000
2.04%	1,951 ft	5	173,000
0.00%	ft	U	-
100.00%	95,419 ft		8,335,000

<u>Historical Improvement by Year</u>		
<u>Length</u>	<u>Recap by Year:</u>	
17,165 ft	2018	17.99%
13,020 ft	2017	13.65%
12,192 ft	2016	12.78%
1,121 ft	2015	1.17%
6,760 ft	2014	7.08%
2,870 ft	2013	3.01%
2,215 ft	2012	2.32%
3,495 ft	2011	3.66%
2,630 ft	2010	2.76%
3,330 ft	2009	3.49%
5,365 ft	2008	5.62%
1,390 ft	2007	1.46%
1,515 ft	2006	1.59%
670 ft	2005	0.70%
985 ft	2004	1.03%
3,620 ft	2003	3.79%

ROAD RATING PROGRAM

Borough of Wharton
Road/Pavement Rating Form

Street Name:		Date:	/ /
Length of Road:		Width of Road:	

Note: A rating of "0" indicates defect does not occur

DEFECTS	SCALE	RATING
Transverse Cracks	0-5	_____
Longitudinal Cracks	0-5	_____
Alligator Cracks	0-10	_____
Shrinkage Cracks	0-5	_____
Rutting	0-10	_____
Corrugations	0-5	_____
Raveling	0-5	_____
Shoving or Pushing	0-10	_____
Pot Holes	0-10	_____
Excess Asphalt	0-10	_____
Polished Aggregate	0-5	_____
Deficient Drainage	0-10	_____
Overall Riding Quality	0-10	_____
SUM OF DEFECTS		=====
Condition Rating = 100 – Sum of Defects		
Condition Rating = _____		

- Source: City of Ocean City
- <http://www.ocnj.us/Capital-Projects-Roads-and-Drainage/>
- Don't be afraid to steal someone else's ideas. Especially if they are good ones.

DEBT PLANNING

PRINCIPAL & INTEREST

Budget Year	Total Existing	2011 Notes	Fields (Net of Revenue)	Future Needs	Total Debt Service	\$\$ Increase over Prior Year	%% Increase over Prior Year	4.0% Debt Service Growth Plan	Total Debt To Debt Plan Variance
2011	2,013,759	91,710	-	-	2,105,469			2,105,469	-
2012	1,930,946	200,584	60,000	-	2,191,530	86,061	4.1%	2,190,000	1,530
2013	1,908,095	338,348	30,000	11,250	2,287,693	96,164	4.4%	2,278,000	9,693
2014	1,830,739	411,582	113,725	22,500	2,378,546	90,853	4.0%	2,370,000	8,546
2015	1,802,991	466,586	127,225	71,180	2,467,982	89,437	3.8%	2,465,000	2,982
2016	1,706,033	614,266	125,725	119,290	2,565,314	97,332	3.9%	2,564,000	1,314
2017	587,837	1,674,657	237,500	166,830	2,666,824	101,510	4.0%	2,667,000	(176)
2018	569,440	1,769,277	219,500	213,800	2,772,017	105,193	3.9%	2,774,000	(1,983)
2019	-	2,201,922	206,650	347,865	2,756,437	(15,580)	-0.6%	2,885,000	(128,563)
2020	-	2,346,659	203,800	304,695	2,855,154	98,717	3.6%	3,001,000	(145,846)
2021	-	658,000	920,000	1,288,660	2,866,660	11,506	0.4%	3,001,000	(134,340)
2022	-	-	-	2,868,460	2,868,460	1,800	0.1%	3,001,000	(132,540)
2023	-	-	-	2,870,750	2,870,750	2,290	0.1%	3,001,000	(130,250)
2024	-	-	-	1,950,000	1,950,000	(920,750)	-32.1%	3,001,000	(1,051,000)
2025	-	-	-	750,000	750,000	(1,200,000)	-61.5%	3,001,000	(2,251,000)
2026	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2027	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2028	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2029	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2030	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2031	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
2032	-	-	-	750,000	750,000	-	0.0%	3,001,000	(2,251,000)
	<u>12,349,840</u>	<u>10,773,590</u>	<u>2,244,125</u>	<u>16,235,280</u>	<u>41,602,835</u>				

DEBT PLANNING

- Do you have a debt plan?
- If not, you should consider establishing one
- It does not have to be fancy, however, you need to start planning

DEBT PLANNING — WHERE TO START?

- Establish your base
- This can be done by combining the current debt service and capital appropriations in the current fund budget
- Determine whether or not you will allow this amount to grow in each future year and if so at what rate
- This combined total will be used to meet your current obligations and also for providing down payments on improvements or even fully funding improvements depending upon your goals

DEBT PLANNING — WHERE TO START?

- Next, determine your community's annual spending level
- Realize that grants and other sources of funding may impact your plan
- Work around exceptions
- If you have a year that exceeds your plan, then the next year may call for a reduction in projects to compensate for the previous year

TRENDS TO TRACK

- Debt per Capita
 - Total Capital and Debt per Capita
 - Debt Ratio
 - Debt as a % of Budget
-
- Consistency and predictability should your primary focus

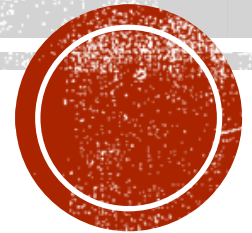
RECAP

- The single most important thing that you can do is to begin the planning process as early as possible
- The Second most important thing to remember is to maintain the plan and track your progress
- A plan is only good if you use it

PROPERTY TAX BASICS



The Twilight Zone



TAX POINT

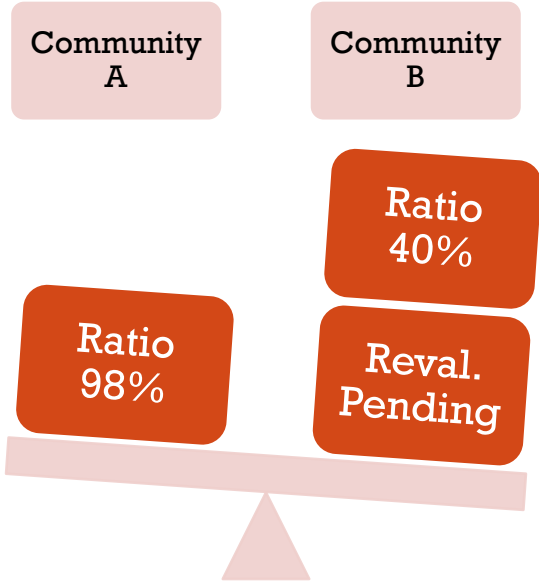
- Everyone talks about what their tax point is. What is it?
- This is also referred to as a cent or penny on the tax rate
- A Tax Point is One Ten-Thousandths of the total amount of Assessed Valuations for a municipality
- Assessed Valuations are also referred to as Ratables or the NVT
- Mathematically stated it is .0001

TAX POINT

- Can you compare a tax point from one community to another?
- Each community tracks it's Market to Assessed Ratio
 - This is the ratio that approximates the difference between market values to those that are reflected as assessed valuations in the Assessor's records.
- Unless everyone is at 100% you are not comparing like communities

TAX POINT

Community	Ratables	Tax Point
Community A	\$ 844,280,775	\$ 84,428.08
Community B	\$ 352,012,836	\$ 35,201.28



AVERAGE HOUSEHOLD

Class	Description	2022 Tax Value	2023 Tax Value	Change Factor
1	Vacant Land	5,165,300	17,248,900	3.34
2	Residential	233,507,500	567,671,400	2.43
3A	Farm (Regular)	146,900	703,100	4.79
3B	Farm (Qualified)	2,500	4,000	1.60
4A	Commercial	38,138,900	102,222,100	2.68
4B	Industrial	53,739,800	126,740,600	2.36
4C	Apartment	20,922,300	28,526,200	1.36
	Utilities	389,636	1,164,475	2.99
Totals		352,012,836	844,280,775	2.40

When you look at the actual change from 2022 to 2023 you see that the residential changed in line with the overall factor.

REVALUATION

- If the value of my home goes up will my taxes go up by the same amount?
- The Revaluation occurred during the height of the market. I would love to get that much for my home today. I want to appeal. What are my chances?
- What is the 1/3 Rule during a Revaluation?
- Did your residents come in prior to the Revaluation to complain that their house was worth more?
- Assessment Maintenance Program is another option

AVERAGE HOUSEHOLD

Class	Description	Items	Tax Value
1	Vacant Land	61	17,248,900
2	Residential	1,692	567,671,400
3A	Farm (Regular)	2	703,100
3B	Farm (Qualified)	2	4,000
4A	Commercial	80	102,222,100
4B	Industrial	11	126,740,600
4C	Apartment	13	28,526,200
	Utilities		1,164,475
Totals		1,861	844,280,775

The average household is calculated as:

$$567,671,400 / 1,692 = \$335,503.19$$

2022 TAX BILL CALCULATION

- Your Tax Rate is: \$4.629 per \$100 Assessed Value.
- You own a home assessed at 138,088.41
- How do you calculate what your tax bill will be?
- Assessed Valuation: \$ 138,088.41
- x Tax Rate 4.629
- / (Converts Tax Rate to %) 100.00
- = \$ 6,392.11

2023 TAX BILL CALCULATION

- Your Tax Rate is: \$2.073 per \$100 Assessed Value.
- You own a home assessed at 335,503.19
- How do you calculate what your tax bill will be?
- Assessed Valuation: \$ 335,503.19
- x Tax Rate 2.073
- / (Converts Tax Rate to %) 100.00
- = \$ 6,954.98

TAX BILL CALCULATION

Tax Breakdown	Amount
County	1,664,569.26
County Open Space	375,236.47
District School	7,383,968.00
Regional School	4,414,111.14
Municipal Open Space	126,642.12
Special District	812,946.59
Municipal Tax	2,724,464.05
Total Levy	17,501,937.63

TAX BILL CALCULATION

Description	Amount/Value/%
Assessed Value of Your Property	335,503.19
Assessed Value of All Properties	844,280,775
Your Property as a % of Total	.03973834297%
Total Taxes to be Raised	17,501,937.63
Tax Rate (17,501,937.63/844,280,775)	2.073 / \$100 AV
Your Share of Taxes (335,503.19/844,280,775)	.03973834297%
Your Tax Bill	\$6,954.98

IMPACT OF NEW RATABLES

- A new project is being built in town
- The value of the project is estimated at \$100,000,000.
- Assume that the ratable base and tax rate are from the previous example
- What is the benefit to the town?
- How much new money will be available for local services?

TAX BILL CALCULATION (REVISED)

Description	Amount/Value/%
Assessed Value of Your Property	335,503.19
Old Assessed Value of All Properties	844,280,775
New Project Estimated Value	100,000,000
New Assessed Value of All Properties	944,280,775
Your Property as a % of Total	.03553002443%
Total Taxes to be Raised	17,501,937.63
Tax Rate (17,501,937.63/944,280,775)	1.853 / \$100 AV
Your Share of Taxes (335,503.19/944,280,775)	.03553002443%
Your Tax Bill	\$6,218.44

BENEFITS OF RATABLE GROWTH

- Residents and other businesses are provided relief through the redistribution of the tax base
- The CAP laws allow towns to exceed their CAP amounts by the tax impact of the new ratable amount
 - However, when preparing or evaluating the budget the focus needs to be on the impact to average residential property rather than the amount of taxes being raised

PITFALLS OF RATABLE GROWTH

- Failure to account for the additional pressure on municipal services
- Will take service levels and response time away from other areas of town resulting in decrease in service to existing residents and businesses



PILOTS



WHAT IS A PILOT?

- An Annual Service Charge (ASC) is the statutory term for a Payment in Lieu of Taxes (PILOT)
- An ASC replaces the conventional tax on improvements, and in the case of residential projects, may replace the conventional tax on land
- ASC are a critical tool in the municipal toolkit to effectuate redevelopment of underutilized and unproductive properties
- ASC are permitted pursuant to the Long-Term Tax Exemption Law
- Available since 1992, ASC are used State-wide to effectuate billions of dollars worth of redevelopment projects

WHAT IS A FINANCIAL AGREEMENT?

- An agreement between the municipality and the Redeveloper that memorializes the terms of an Annual Service Charge
- It Includes:
 - The amount of the ASC to be paid annually
 - Limitation on profits of the Redeveloper
 - Exemption of improvements and, in residential projects, land from traditional taxation
 - Requirement that the Redeveloper submit annual audits to the municipality
 - Municipal charge of an annual Administrative Fee

ANNUAL SERVICE CHARGE AMOUNT

- The ASC is determined as follows:
 - At least 10% of annual gross revenue or 2% of the total project costs
 - Increases in stages as a percentage of otherwise applicable taxes
- 95% of the ASC goes to the municipality and 5% goes to the county
- Maximum term of 30 years from completion of the project

WHY CONSIDER AN ASC FOR A PROPERTY?

- Under conventional taxation, the redevelopment project might not be economically feasible for anyone to build
- Incentivizes Redevelopers to invest in a property that might otherwise be unattractive
- Generates more tax revenue for the town than traditional taxation

TAXES PRIOR TO IMPROVEMENT

Entity	Tax Rate	Taxes
County Tax	0.254	4,247
County Open Space	0.009	150
School – Local	1.378	23,040
School – Regional	0.627	10,483
Muni Open Space	0.015	251
Library	0.033	552
Special District	0.167	2,792
Municipal Tax	0.572	9,564
Total	3.055	51,080

- Assessed value (Land) - \$1,672,000
- Fenced in property protecting an old mine shaft
- Property was an eyesore

TAXES AFTER IMPROVEMENT

Entity	Tax Rate	Taxes
County Tax	0.254	4,392
County Open Space	0.009	156
School – Local	1.378	23,826
School – Regional	0.627	10,841
Muni Open Space	0.015	259
Library	0.033	571
Special District	0.167	2,887
Municipal Tax	0.572	9,890
Total	3.055	52,821

- Assessed value (Land) - \$1,729,000
- Eyesore is gone
- New residential project is built in it's place

TAXES BEFORE AND AFTER (LAND)

Entity	Tax Rate	Old Taxes	New Taxes	Difference
County Tax	0.254	4,247	4,392	145
County Open Space	0.009	150	156	5
School – Local	1.378	23,040	23,826	785
School – Regional	0.627	10,483	10,841	357
Muni Open Space	0.015	251	259	9
Library	0.033	552	571	19
Special District	0.167	2,792	2,887	95
Municipal Tax	0.572	9,564	9,890	326
Total	3.055	51,080	52,821	1,741

PILOT AND CONVENTIONAL LAND TAX

Entity	Tax Rate	New Taxes	PILOT	Total
County Tax	0.254	4,392	31,772	36,164
County Open Space	0.009	156		156
School – Local	1.378	23,826		23,826
School – Regional	0.627	10,841		10,841
Muni Open Space	0.015	259		259
Library	0.033	571		571
Special District	0.167	2,887		2,887
Municipal Tax	0.572	9,890	603,668	613,558
Total	3.055	52,821	635,440	688,261

PILOT VERSUS CONVENTIONAL LAND TAX

Entity	Tax Rate	Conventional Taxes	PILOT & Land Tax
County Tax	0.254	81,434	36,164
County Open Space	0.009	2,885	156
School – Local	1.378	441,795	23,826
School – Regional	0.627	201,020	10,841
Muni Open Space	0.015	4,809	259
Library	0.033	10,580	571
Special District	0.167	53,541	2,887
Municipal Tax	0.572	183,387	613,558
Total	3.055	979,451	688,261



FINANCIAL TRENDS ANALYSIS



THE WORLD AROUND US

Revenue Accountability
Loss

Increased Fiscal Oversight! Municipal Consolidation!

Transparency Do more with Less!

BE PREPARED!

- How well situated is your organization to deal the financial slings and arrows that are constantly being thrown at you from a variety of sources?
- CAP Laws (Levy, Appropriation, and maybe more)
- Increased Regulations
- Lack of Financial Flexibility (Rigid Policy Enforcement from LFB)
- Rating Agencies are looking into our ongoing financial viability given the economic constraints in place

CAN WE AFFORD IT ?

	BUDGET SIZE	FUND BALANCE 1/1/18	USED IN BUDGET - 2018	EXCESS TO FUND BALANCE	BALANCE 12/31/18	% OF BUDGET
TOWN (1)	\$ 68,881,833.04	\$ 4,764,530.00	\$ 4,764,000.00	\$ 644,007.00	\$ 644,537.00	0.94%
TOWN (2)	\$ 78,326,188.37	\$ 7,995,373.95	\$ 5,190,000.00	\$ 2,805,373.95	\$ 5,610,747.90	7.16%
TOWN (3)	\$ 1,426,204.00	\$ 718,051.07	\$ 348,500.00	\$ 369,551.07	\$ 739,102.14	51.82%
TOWN (4)	\$ 715,155,312.90	\$ 40,282,274.59		\$ 17,788,657.02	\$ 58,070,931.61	8.12%
TOWN (5)	\$ 10,021,014.62	\$ 2,375,471.07	\$ 2,127,294.00	\$ 2,436,251.32	\$ 2,684,428.39	26.79%
TOWN (6)	\$ 4,864,250.09	\$ 1,144,401.10	\$ 385,000.00	\$ 672,783.94	\$ 1,432,185.04	29.44%
TOWN (7)	\$ 59,444,328.81	\$ 12,224,508.67	\$ 4,750,000.00	\$ 6,248,946.95	\$ 13,723,455.62	23.09%
* 2018 AUDIT						
**DEFERRED CHARGES RESTRICT FUND BALANCE USAGE						

HOW ABOUT RESERVES ?

ACCUMULATED ABSCENSES	BUDGET SIZE	LIABITLIY	RESERVED	% RESERVED
TOWN (1)	\$ 68,881,833.04	\$ 2,851,423.21	\$ 578,000.00	20.27%
TOWN (2)	\$ 78,326,188.37	\$ 6,482,362.39	\$ 2,394,413.35	36.94%
TOWN (3)	\$ 1,426,204.00	\$ 25,685.56	\$ -	0.00%
TOWN (4)	\$ 715,155,312.90	\$ 54,653,812.17	\$ -	0.00%
TOWN (5)	\$ 10,021,014.62	\$ 399,587.95	\$ 197,864.03	49.52%
TOWN (6)	\$ 4,864,250.09	\$ 57,091.41	\$ 23,032.17	40.34%
TOWN (7)	\$ 59,444,328.81	\$ 4,970,791.32	\$ 1,247,585.00	25.10%

WHAT IS TREND ANALYSIS?

- Simplifies how we look at financial statements
- Boils down financial information for an audience that may not be financially astute
- Allows us to track our performance over a given period of time
- Is a measure of past performance which can be a useful tool for future planning
- Allows us to learn from our mistakes as well as good decisions

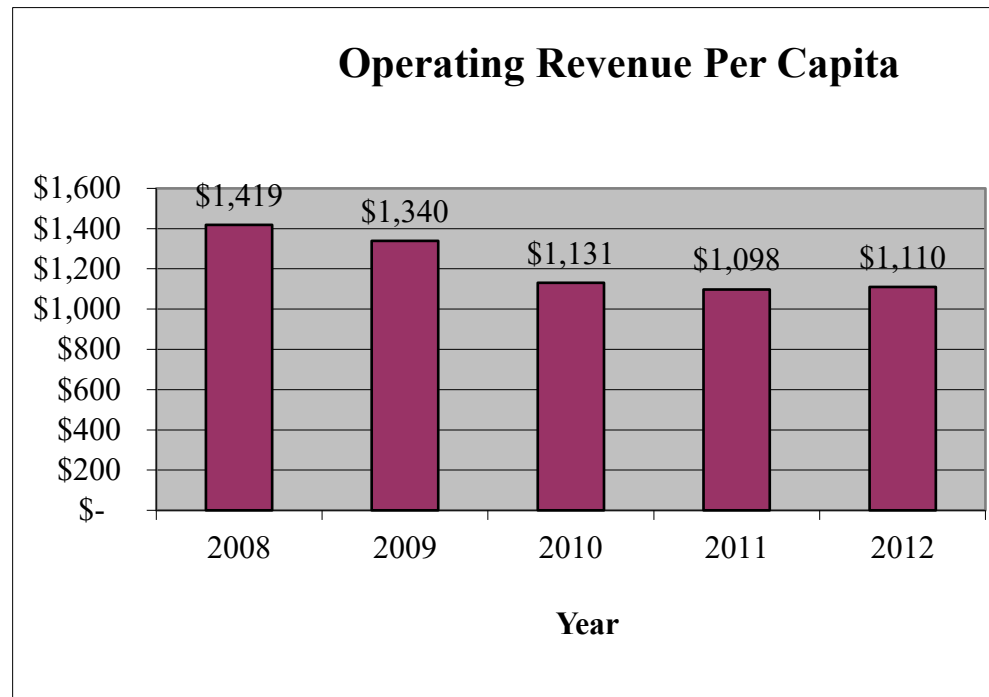
BENEFITS OF PREPARING A TRENDS ANALYSIS

- Establish and maintain favorable bond rating conditions
- Identify areas of financial concern
- Assist management and governing body in financial planning and forecasting
- Educate taxpayers on the forces impacting the decisions of elected officials
- The ability to see what decisions worked and which ones did not
- Provides a graphic representation of historic performance

FINANCIAL TREND ANALYSIS

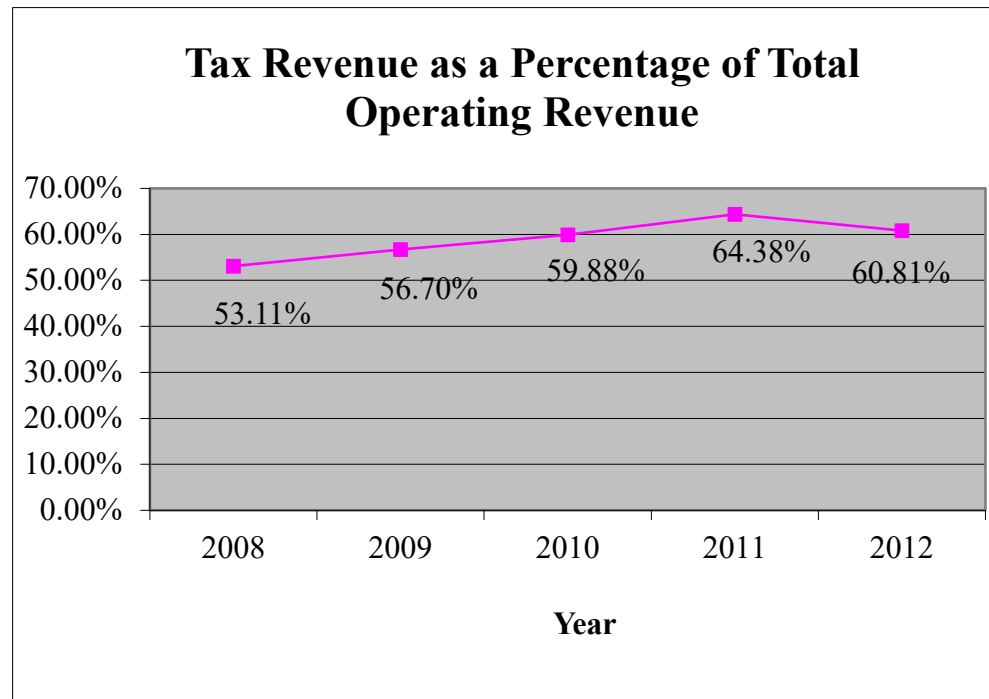
- You need to look no further than your audit or budget to begin
- Let's take a look at some indicators that you can follow and how to interpret their meaning

OPERATING REVENUE PER CAPITA



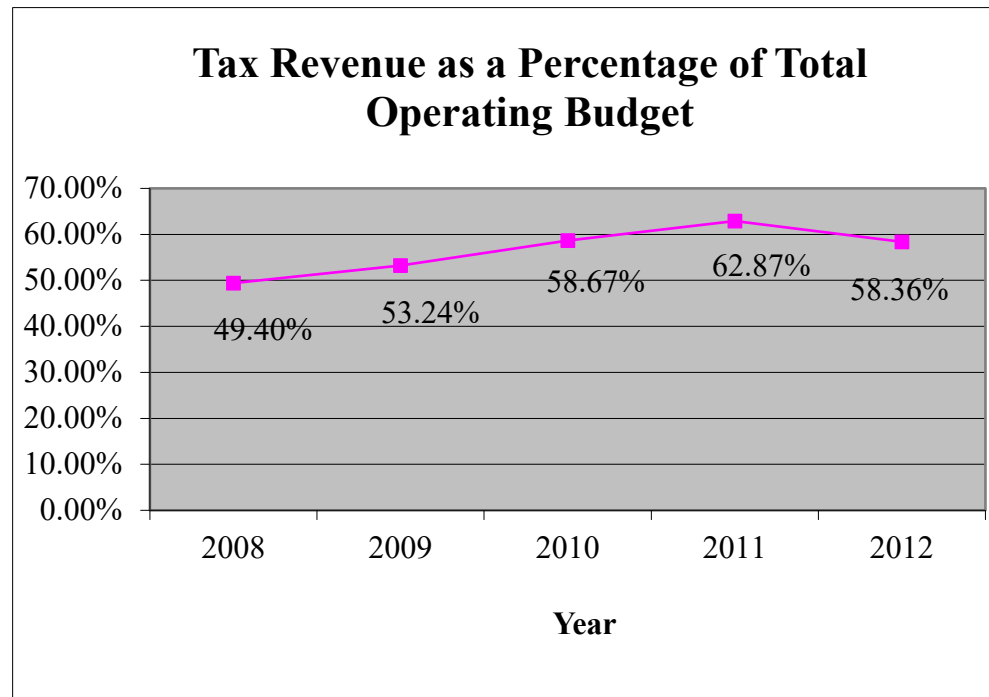
- As population increases, it is expected that revenue and the need for staff to support services would increase proportionately
- Per capita revenue shows changes in revenue relative to the population
- For a municipality to remain financially stable, revenue per capita should remain at least constant
- Revenue per capita should be examined relative to expenditure per capita

TAX REVENUE AS A % OF TOTAL OPERATING REVENUE



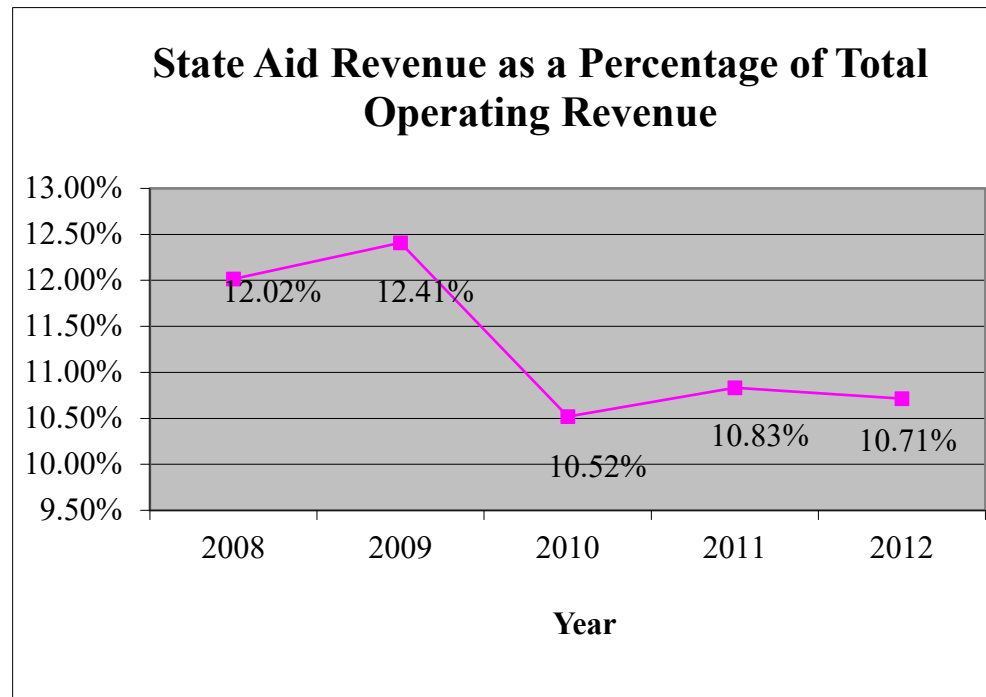
- This indicator shows changes in the revenue structure
- Strong shifts in the percentage of any revenue source may be a warning of financial problems
- It is also an indicator that the revenue replacement aid " so-called state aid" that is being distributed by the State of NJ has not kept pace

TAX REVENUE AS A % OF TOTAL OPERATING BUDGET



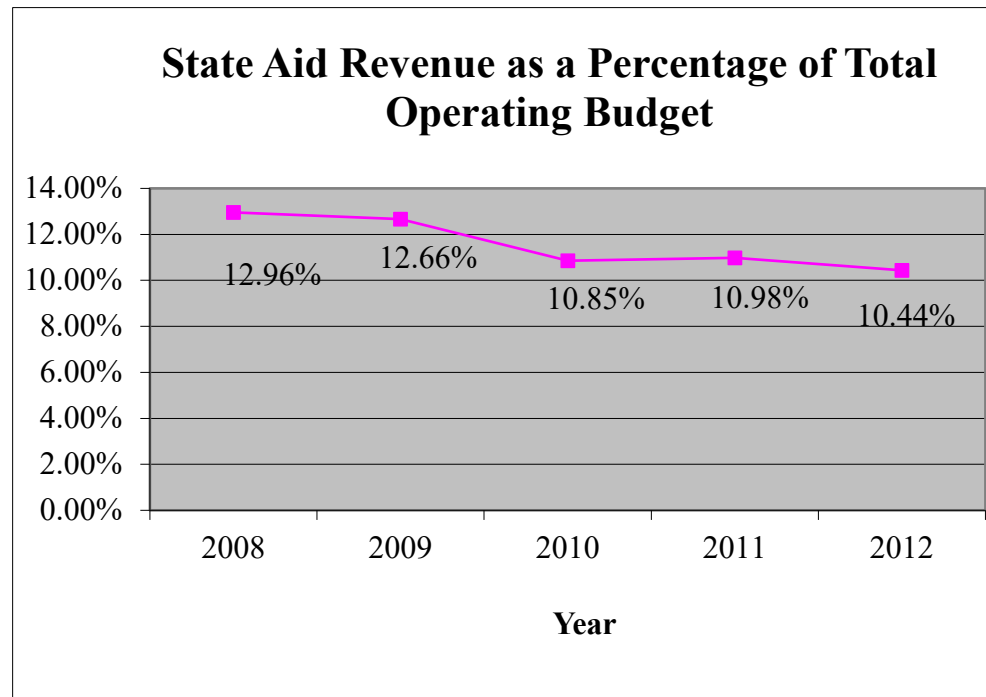
- The more stable the trend the better off we will be with this trend
- Any single revenue source as a percentage of the total budget should be kept lower than 60%
- As you can see above, we are close to that level, slightly under
- The rise since 2009 is directly attributable to the State of New Jersey reducing state aid to local government while pushing down pension costs

STATE AID REVENUE AS A % OF TOTAL OPERATING REVENUE



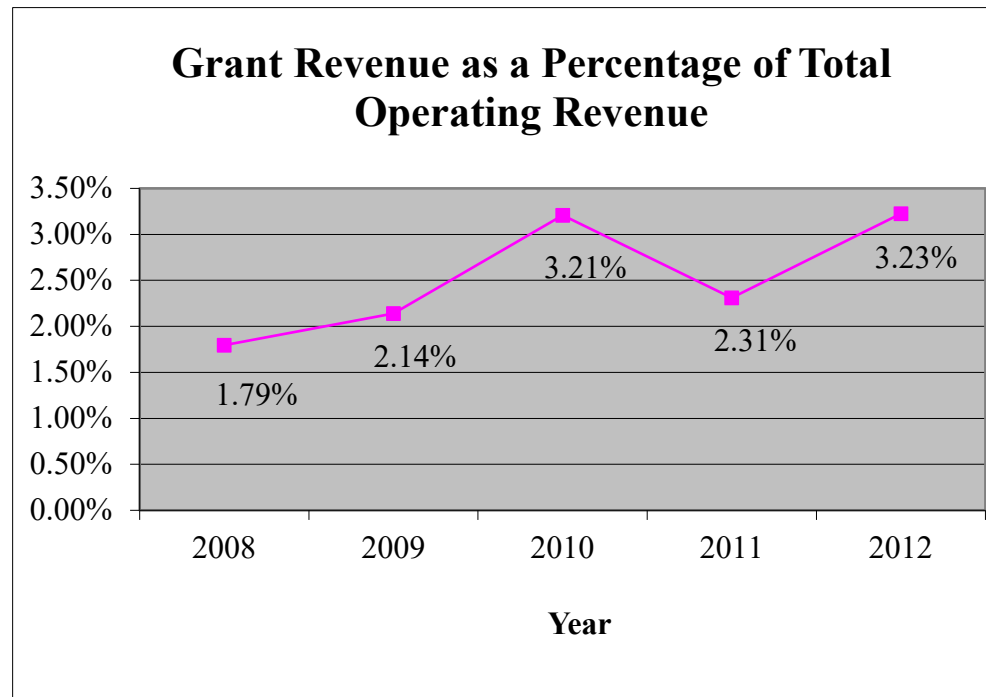
- State Aid includes: Legislative Initiative Municipal Block Grant, Consolidated Municipal Property Tax relief Aid, and Energy Receipts Tax
- This revenue is intended to be used to reduce the tax burden to the residents and as such is not earmarked or directed to be used for a specific purpose
- Decreasing state aid revenue may create financial inflexibility and may signal an immediate financial weakness

STATE AID REVENUE AS A % OF TOTAL OPERATING BUDGET



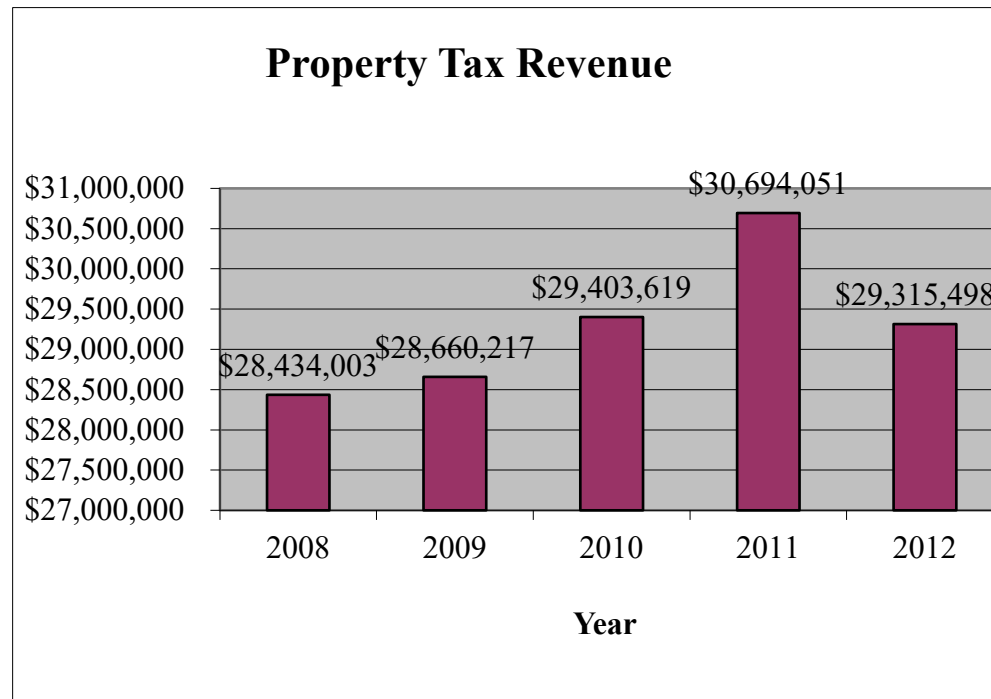
- State Aid includes: Legislative Initiative Municipal Block Grant, Consolidated Municipal Property Tax Relief Aid, and Energy Receipts Tax
- This revenue is intended to be used to reduce the tax burden to the residents and as such is not earmarked or directed to be used for a specific purpose
- An overdependence may indicate future hardship if state aid revenue continues to decline.

GRANT REVENUE AS A % OF TOTAL OPERATING REVENUE



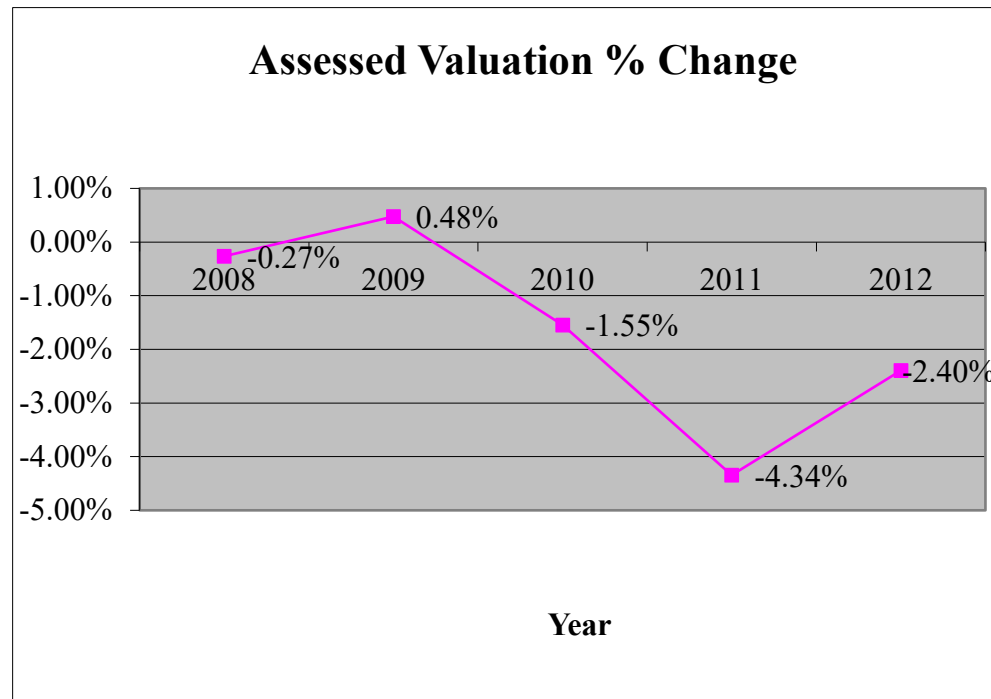
- Grants include such programs as Clean Communities, Municipal Alliance, Drunk Driving Enforcement, Body Armor Replacement, Emergency Management Programs, and other various programs for police or other services
- These programs are not guaranteed from year to year and are subject to termination in any year
- These grant funds are directed to a specific purpose and may not be used to reduce municipal taxes

PROPERTY TAX REVENUE



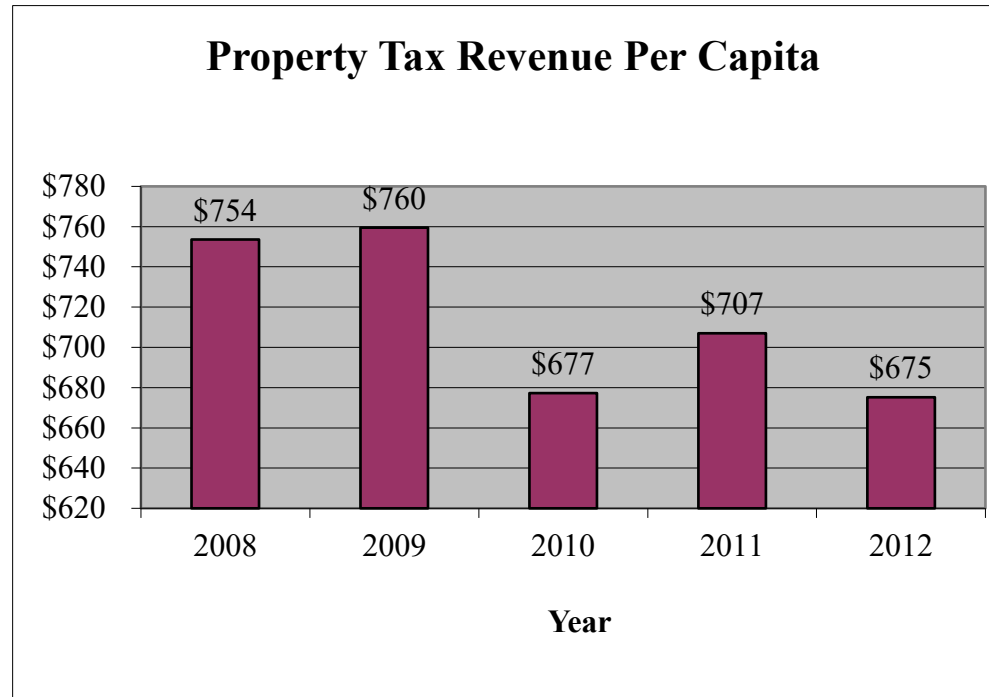
- Fluctuations in Property Tax Revenue can be caused by many factors including new development, decline or rise in property values, age of properties, or a general decline in the regional economy
- Communities that rely heavily on Property Tax Revenue are susceptible to serious economic disruption
- The introduction of the Levy Cap by the State of New Jersey has put additional pressure on our ability to use Property Tax as a revenue source

ASSESSED VALUATION % CHANGE



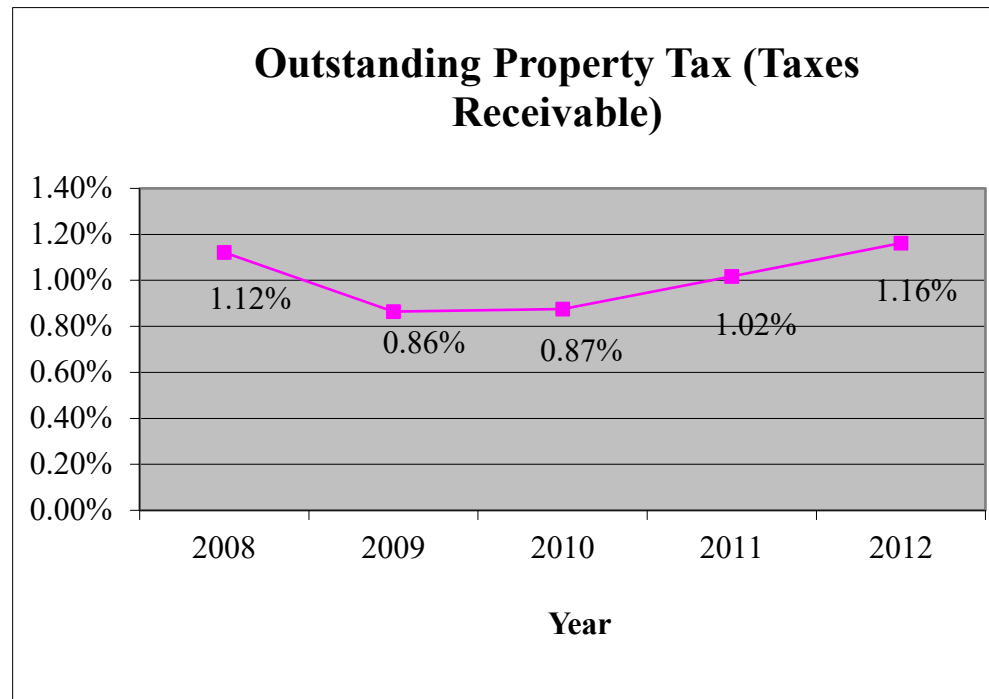
- This indicator is a measure of how well a community is able to manage its tax levy cap
- Growth in the range of 3% or higher would enable a community to manage its tax burden along with budget growth
- It will require significant management going forward as we see the impacts of property value growth slow down and tax appeals increase

PROPERTY TAX REVENUE PER CAPITA



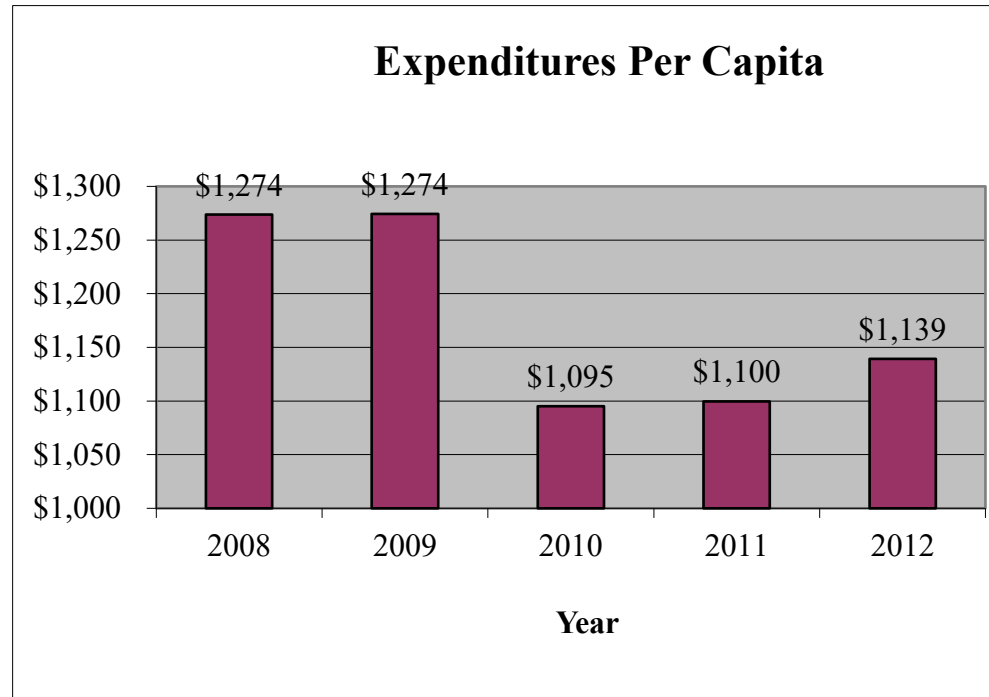
- Per capita property taxes show changes relative to population
- For a municipality to remain financially stable, losses in property tax should be offset by increases in other forms of revenue
- Variations may also be the result of sudden growth or reduction in population

OUTSTANDING PROPERTY TAXES (TAXES RECEIVABLE)



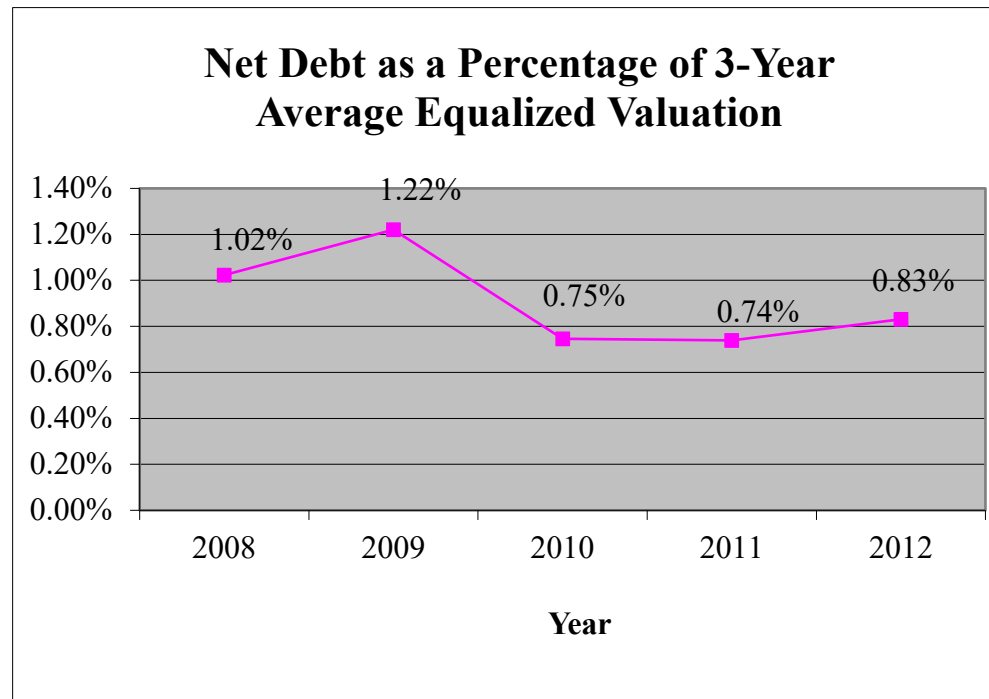
- Increases in the % of property tax not collected may indicate a serious problem decreasing liquidity and the ability of the municipality to meet its current bills and liabilities
- Increases in uncollected taxes becomes a burden on all of the other taxpayers by increasing the amount needed to be funded in the "Reserve for Uncollected Taxes" account
- However, the benefit of having a manageable level of delinquent taxes is the additional delinquent interest revenue that is used to offset traditional property tax

EXPENDITURES PER CAPITA



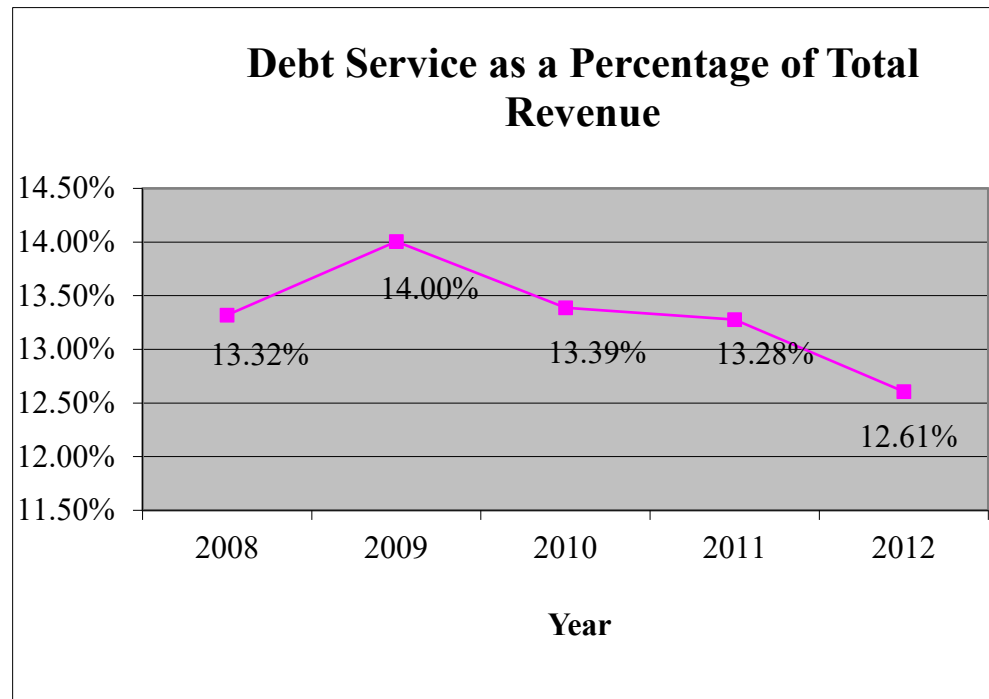
- Fluctuations in expenditures can be caused by many factors including new development, debt service, contractual obligations, changes in health and/or liability insurance, State mandates, cost of living factor, etc.
- Ideally we would want to see a constant trend with this indicator
- Extreme fluxuations should documented and explained in a narrative

NET DEBT AS A % OF 3-YEAR AVERAGE EQUALIZED VALUATION

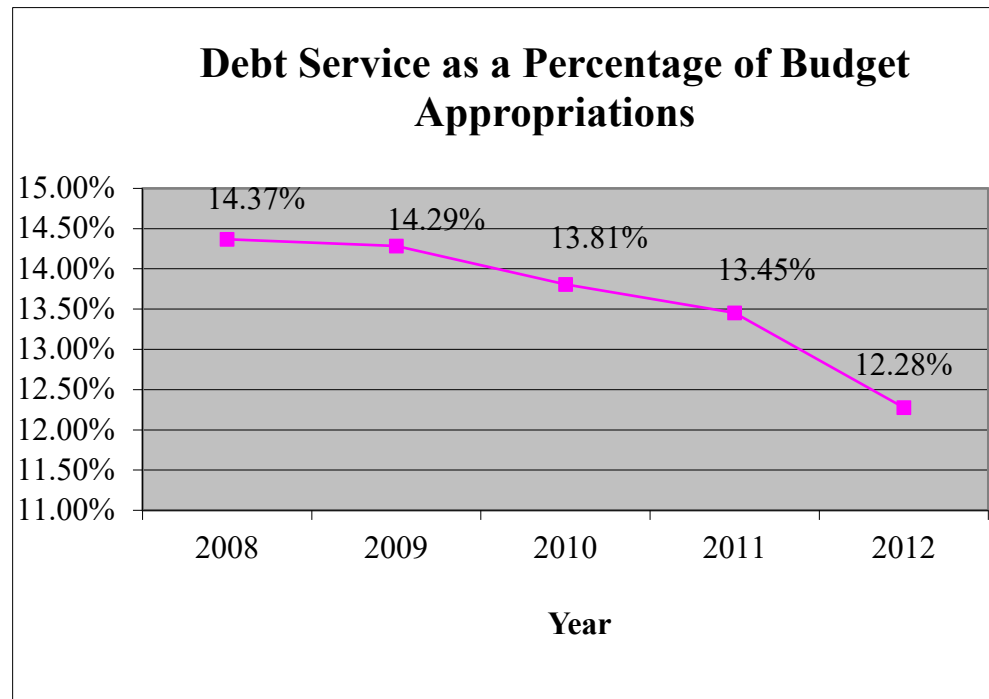


- N.J.S.A. 40A:2-5 allows a municipality to incur debt up to a maximum of 3.5% of the three-year average equalized valuation in any year
- A community's ability to manage that debt can be measured by how well it is able to control the debt level as a percentage of the three-year average equalized valuation
- Note that the Utility debt is not reflected in these figures so long as the utility is considered to be self liquidating

DEBT SERVICE AS A % OF TOTAL REVENUE

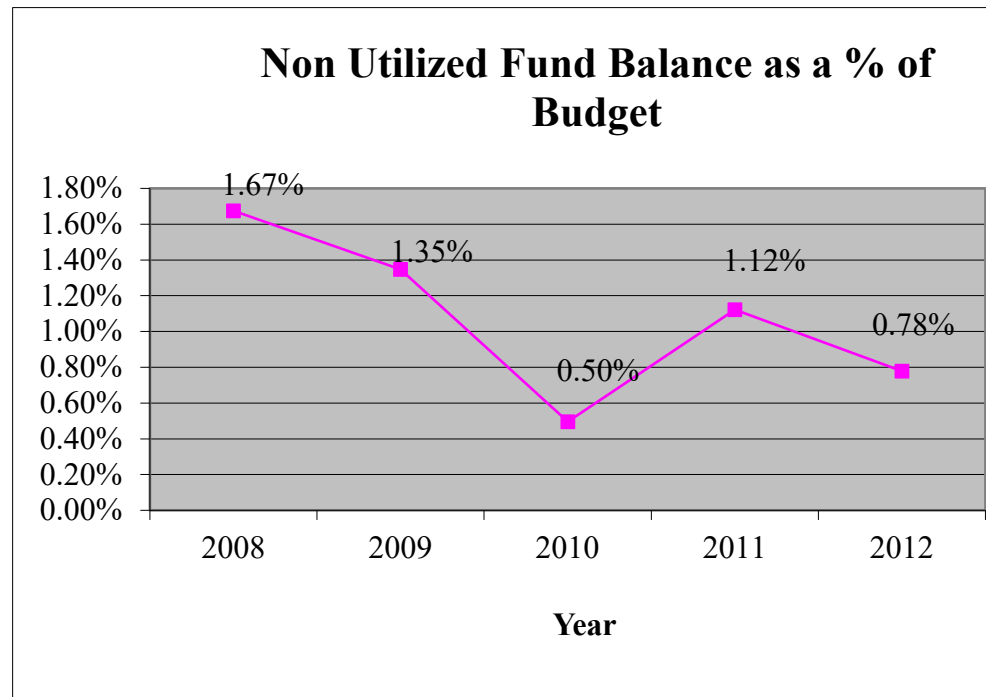


DEBT SERVICE AS A % OF BUDGET APPROPRIATIONS



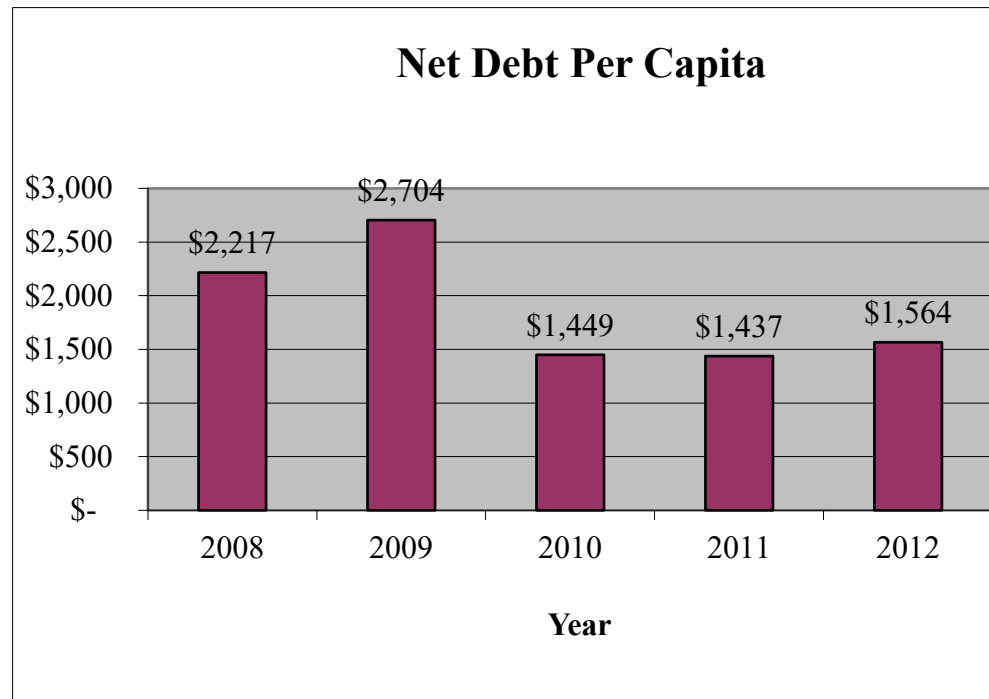
- Less than 5% is exceptional
- Greater than 15% is considered a high level and may indicate an undue burden on the taxpayers

NON UTILIZED FUND BALANCE AS A % OF BUDGET



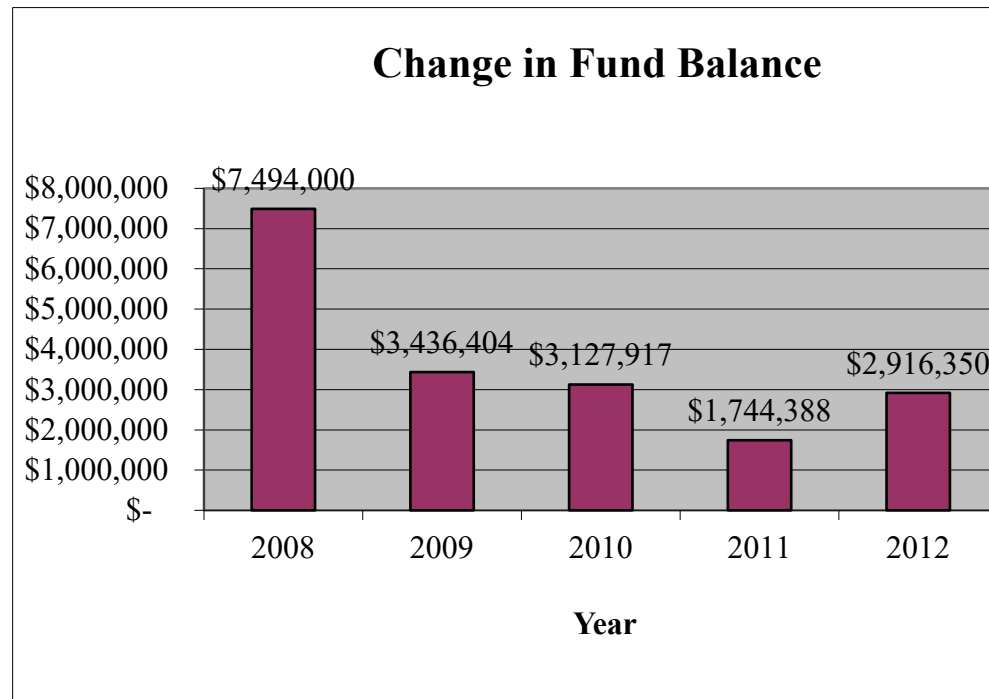
- The more unreserved (Non Utilized) fund balance we have on hand enables us to deal with unexpected issues
- This allows us to better deal with the ongoing change in legislation that is handed down by the State of New Jersey
- An amount that is greater than 8% is exceptional, less than 2% is very risky

NET DEBT PER CAPITA



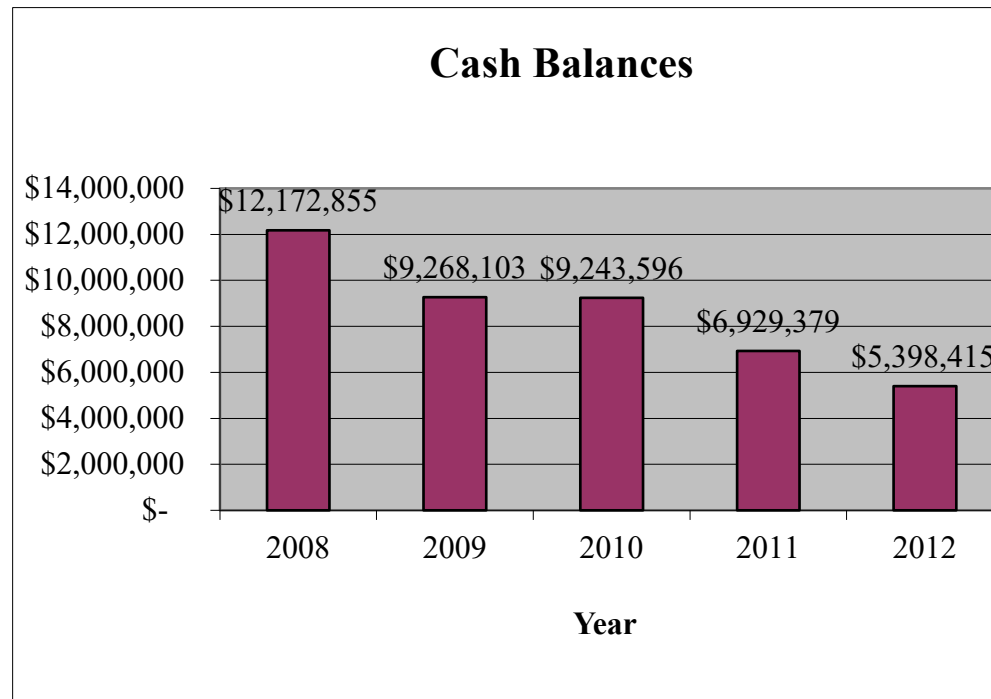
- Increased debt per capita presents a threat to the ability of tax payers to pay their taxes. This may lead to an increase in outstanding property tax
- Debt per capita is a measurement of how well management controls the issuance and authorization of debt for the community
- A level debt per capita amount indicates that a capital plan is in place and that a managed program is in place and is being maintained

CHANGE IN FUND BALANCE



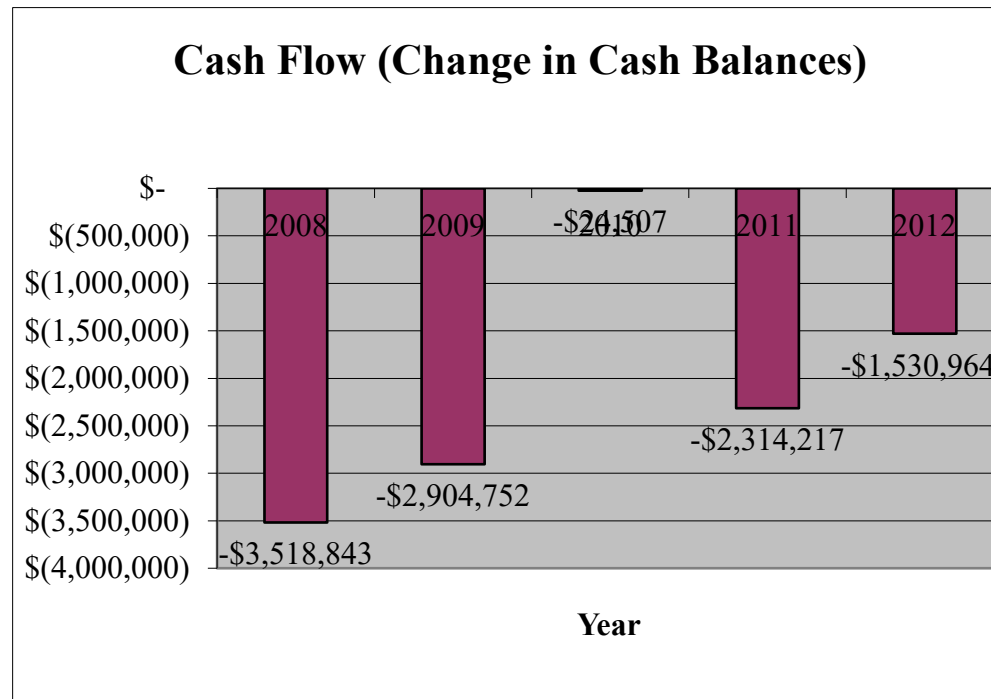
- Fund Balance is used to stabilize the tax impact on a community during economic changes. It serves as a savings account that also generates interest revenue
- A decline in fund balance over time will limit a community's ability to buffer its taxpayers from spikes in tax rates
- A rising fund balance position in excess of the requirements of the community may be perceived as poor management

CASH BALANCES



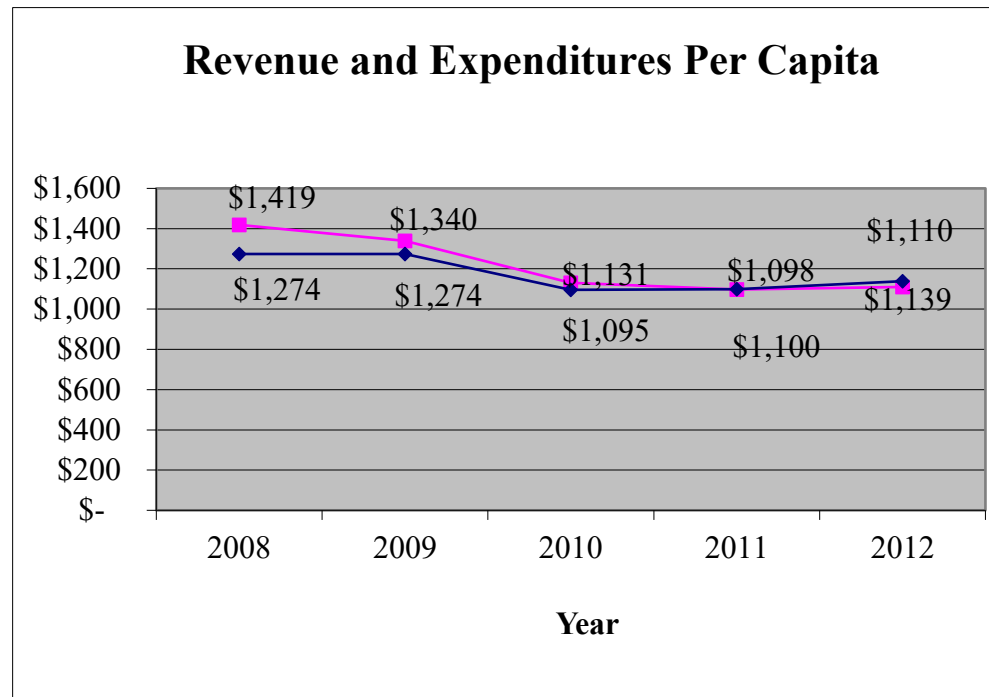
- Liquidity determines a communities ability to meet its short term obligations
- Poor levels of liquidity may be a sign of future economic disruption
- The decrease in fund balance from prior years will ultimately reduce free cash balances and ultimately the ability to generate investment income

CASH FLOW (CHANGE IN CASH BALANCES)



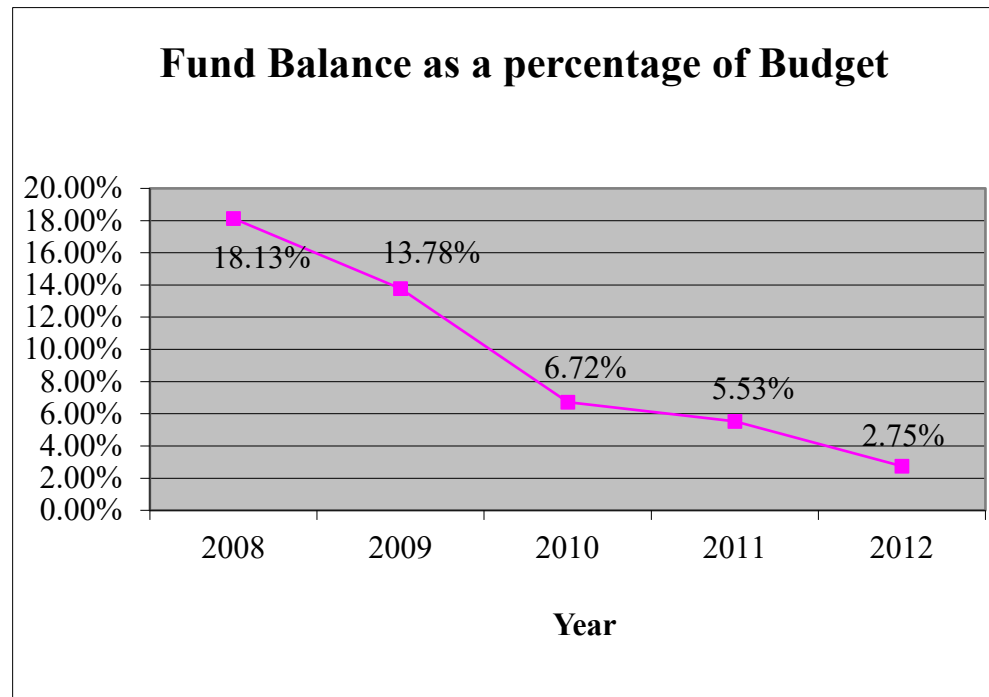
- Liquidity determines a communities ability to meet its short term obligations
- Poor levels of liquidity may be a sign of future economic disruption

REVENUE AND EXPENDITURES PER CAPITA



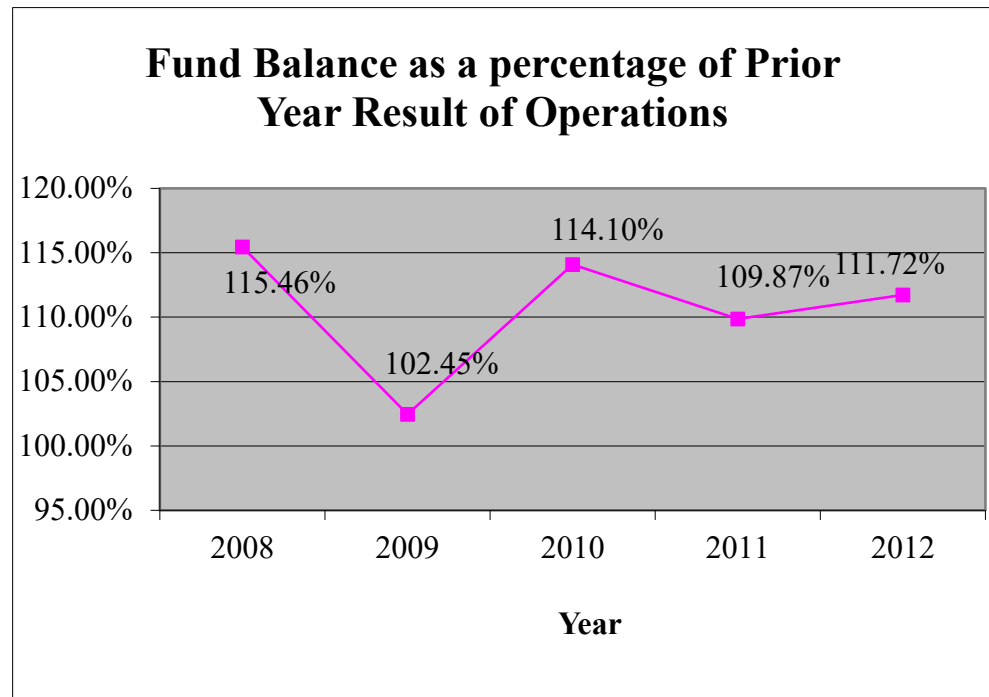
- Revenue Per Capita should exceed Expenditures Per Capita
- The narrowing margin indicates leaner budgets.
- However, the smaller the margin becomes, the harder it is to regenerate Fund Balance with lapsed appropriation reserves

FUND BALANCE AS A % OF BUDGET



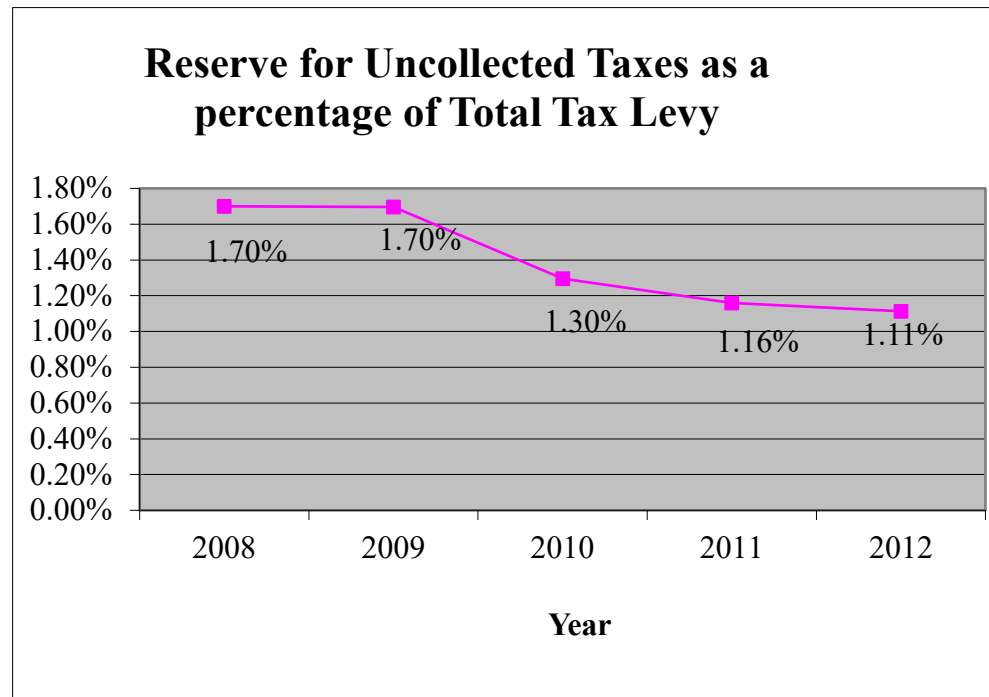
- This indicator is used to measure how responsibly Fund Balance is being utilized
- Fund Balance utilization should not experience large swings unless there has been a plan developed to redeploy the Fund Balance into the budget for a specific purpose
- As a rule of thumb, the amount of Fund Balance utilized or anticipated in a budget should not exceed what can be replenished in each year

FUND BALANCE AS A % OF PRIOR YEAR RESULT OF OPERATIONS



- This indicator is used to measure how responsibly Fund Balance is being utilized
- Fund Balance as a % of Prior Year Operations should be less than 100%
- Utilization rates greater than 100% may be an indication that the dependence on Fund Balance may not be reasonable
- Usage of greater than 100%, when monitored and planned for, is acceptable as long as the dependence is not permanent

RESERVE FOR UNCOLLECTED TAXES AS A % OF TOTAL TAX LEVY

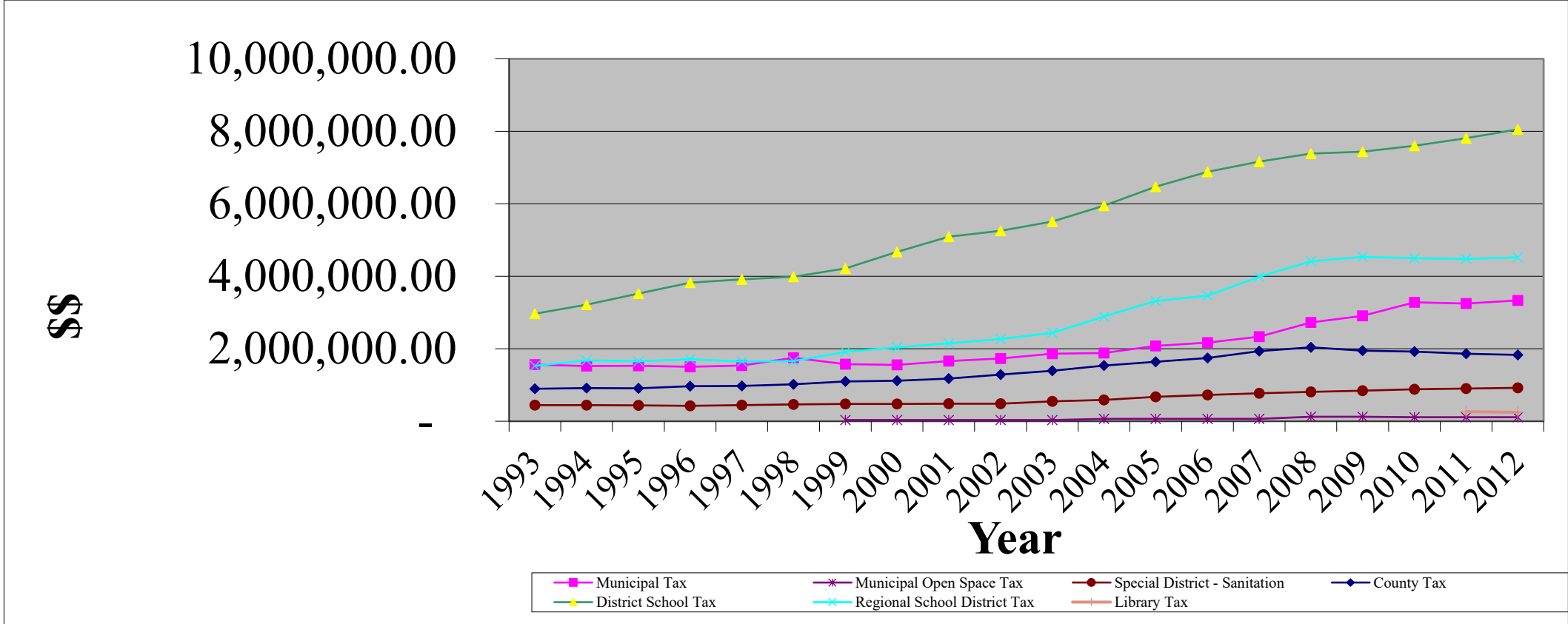


- This indicator is used to measure whether the Reserve for Uncollected Taxes Account is maintained at a constant in relation to the total tax levy
- A decreasing trend may indicate that the account is being underfunded. The ideal position would be to have this account remain level from year to year
- An increasing trend could be an indication that it is overfunded or possibly to correct a declining fund balance position through the Reserve for Uncollected Taxes account

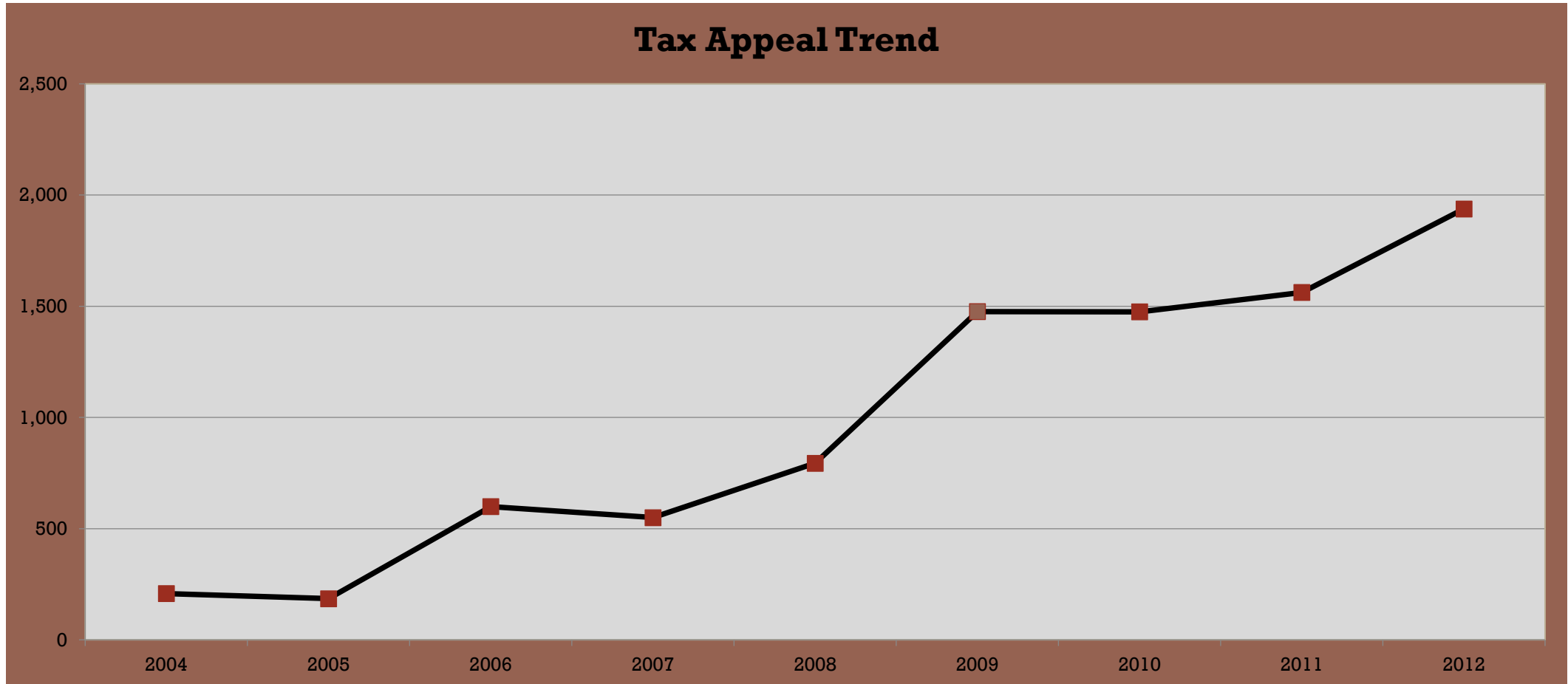
ADDITIONAL FACTORS TO CONSIDER

- **Unfunded Accumulated Absences**
 - What portion of your workforce is eligible to retire in the new couple of years?
 - What should be the goal for funding this reserve?
- **Taxpayer Concentration**
 - How much of the total assessed value lies within just the top 10 taxpayers?
- **Ratable Concentration**
 - How much of the total assessed value is concentrated in one type of category?

TAX DOLLAR TREND



TAX APPEAL TRENDS





PREPARING YOUR OWN



WHAT YOU WILL NEED

All of the data you will need is contained in the following sources:

- Audit Report
- Annual Financial Statements
- Annual Debt Statement

COLLECTING THE DATA

Township of South Brunswick							
Financial Trends							
Source		Here for Base #'s					
		2007	2008	2009	2010	2011	2012
Census	Population	37,734	37,734	37,734	43,417	43,417	43,417
AFS	Assessed Valuation	3,930,649,851	3,920,160,305	3,938,824,222	3,877,851,747	3,709,441,687	3,620,589,459
	Percent Change		-0.27%	0.48%	-1.55%	-4.34%	-2.40%
A-2	Operating Revenue	55,322,844	53,535,732	50,549,555	49,104,825	47,679,210	48,205,000
	Operating Revenue Per Capita	1,466	1,419	1,340	1,131	1,098	1,110
	Dollar Change		(47)	(79)	(209)	(33)	12
	Percent Change		-3.23%	-5.58%	-15.57%	-2.90%	1.10%
A-2	Adopted Budget - Amount to be Raised	24,552,903	24,516,458	26,380,328	27,934,638	29,586,870	28,881,777
A-2	Realized Property Tax Revenue:	28,465,021	28,434,003	28,660,217	29,403,619	30,694,051	29,315,498
	Property Tax Revenue Per Capita	754	754	760	677	707	675
	Dollar Change Per Capita		(1)	6	(82)	30	(32)
	Percent Change Per Capita		-0.11%	0.80%	-10.84%	4.39%	-4.49%
	Dollar Change		(31,018)	226,214	743,402	1,290,432	(1,378,553)
	Percent Change		-0.11%	0.80%	2.59%	4.39%	-4.49%
	Percent of Total Revenue	51.45%	53.11%	56.70%	59.88%	64.38%	60.81%
	State Aid Revenue:						
A-2	Energy Receipts Tax	5,944,160	6,149,639	5,988,855	5,163,941	5,163,941	5,163,941
A-2	Supplemental Energy Receipts Tax	281,706	281,706	281,706			
A-2	Legislative Initiative Municipal Block Grant	147,956	-				
A-2	Garden State Trust Fund	987	987	987	987	987	987

COLLECTING THE DATA

Township of South Brunswick							
Financial Trends							
Source		Here for Base #'s					
		2007	2008	2009	2010	2011	2012
A-7	Total Tax Levy	155,605,169	157,817,200	158,554,472	161,921,819	165,762,881	165,461,540
A-7	Outstanding Property Tax	1,578,019	1,769,664	1,370,869	1,416,642	1,687,081	1,923,440
	Percent of Total	1.01%	1.12%	0.86%	0.87%	1.02%	1.16%
	Total Expenditures (Actual) (Paid or Charged)						
A-3	CY Appropriations	44,751,565	45,963,875	45,893,410	45,876,920	46,118,493	48,014,953
A-11	Reserve Year Appropriations	2,013,955	2,098,588	2,192,334	1,665,759	1,625,239	1,454,585
	Total Expenditures (Actual)	46,765,520	48,062,463	48,085,744	47,542,679	47,743,732	49,469,538
	Expenditures Per Capita	1,239	1,274	1,274	1,095	1,100	1,139
	Dollar Change Per Capita		34	1	(179)	5	40
	Percent Change Per Capita		2.77%	0.05%	-14.07%	0.42%	3.61%
ADS	3 Year Avg Equalized Valuation	7,612,023,481	8,182,254,895	8,361,002,507	8,429,164,132	8,442,095,523	8,180,563,654
ADS	Net Debt per Annual Debt Stmt	106,957,741	83,644,698	102,051,436	62,923,355	62,373,155	67,924,755
	Percentage	1.41%	1.02%	1.22%	0.75%	0.74%	0.83%
	Net Debt Per Capita	2,835	2,217	2,704	1,449	1,437	1,564
	Dollar Change Per Capita		(618)	488	(1,255)	(13)	128
	Percent Change Per Capita		-22%	22%	-46%	-1%	9%

COLLECTING THE DATA

Township of South Brunswick							
Financial Trends							
Source		Here for Base #'s					
		2007	2008	2009	2010	2011	2012
A-3	Debt Service	7,260,190	7,130,230	7,078,784	6,574,580	6,330,632	6,076,492
	Debt Service as % of Total Rev	13.12%	13.32%	14.00%	13.39%	13.28%	12.61%
	Debt Service as % of Budget Approp	14.80%	14.37%	14.29%	13.81%	13.45%	12.28%
A	Fund Bal, Jan 1st	10,536,065	9,830,967	7,494,000	3,436,404	3,127,917	1,744,388
A	Fund Bal, Dec 31st	9,830,967	7,494,000	3,436,404	3,127,917	1,744,388	2,916,350
	Change in Fund Balance	(705,098)	(2,336,967)	(4,057,596)	(308,487)	(1,383,529)	1,171,962
	Percentage	-6.69%	-23.77%	-54.14%	-8.98%	-44.23%	67.18%
A	Cash Bal, Jan 1st	14,043,461	15,691,698	12,172,855	9,268,103	9,243,596	6,929,379
A	Cash Bal, Dec 31st	15,691,698	12,172,855	9,268,103	9,243,596	6,929,379	5,398,415
	Change in Cash Balance	1,648,237	(3,518,843)	(2,904,752)	(24,507)	(2,314,217)	(1,530,964)
	Percentage	11.74%	-22.42%	-23.86%	-0.26%	-25.04%	-22.09%
	State Equalized Valuation	8,339,570,791	8,284,854,723	8,458,582,006	8,544,055,666	8,323,648,898	7,673,986,400
	State Equalized Valuation Per Capita	221,009	219,559	224,163	196,791	191,714	176,751
A-2	Adopted Budget Total	49,065,775	49,632,475	49,550,576	47,610,922	47,057,791	49,490,722
A-2	Fund Balance Utilized in Budget	8,500,000	9,000,000	6,826,236	3,200,000	2,600,000	1,359,000
	Fund Balance Utilized as % of Total Budget	17.32%	18.13%	13.78%	6.72%	5.53%	2.75%
	Non Utilized Fund Balance	2,036,065	830,967	667,764	236,404	527,917	385,388
	Non Utilized Fund Balance as % of Total Budget	4.15%	1.67%	1.35%	0.50%	1.12%	0.78%
A-1	Result of Operations	7,794,901	6,663,032	2,804,640	2,366,513	1,216,471	2,530,961
	Fund Balance Utilized as % of PY Result of		115.46%	102.45%	114.10%	109.87%	111.72%

PRESENTATION

2013 FINANCIAL TREND PROGRAM

ENSURING THE TOWNSHIP OF SOUTH BRUNSWICK'S
FINANCIAL FUTURE

2008 – 2012

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CONCLUSION

- The tool used to calculate the Financial Trends was a cooperative effort of members of the GFOA of NJ
- The Excel file along with the Word narrative is available through the GFOA of NJ website for all of our members to take advantage of

QUESTIONS

