



CITY OF NEW ORLEANS

# BottomLineStat

February 2012 Reporting Period

[www.nola.gov/opa](http://www.nola.gov/opa)

## **Section 1: Budget Review**

- EMS

## **Section 2: Revenue Analysis**

- EMS Collections
- Sales Taxes and Occupational License Revenues / Collections
- Sanitation Fees Revenues / Collections
- Parking Enforcement Collections
- Photo Safety Collections

# Budget Review

# Budget Control and Cost Containment Efforts

## EMS Payroll Analysis

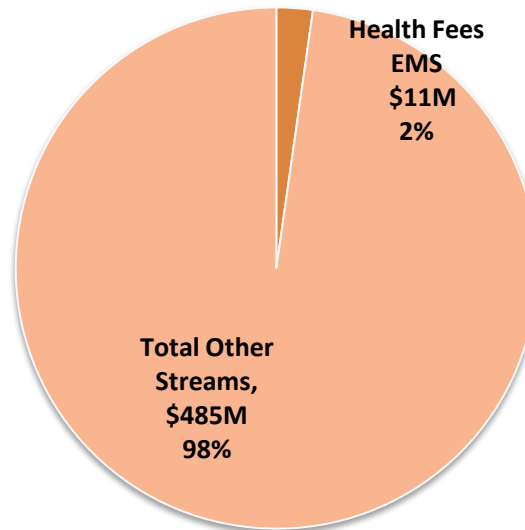
| Category            | Year To Date Expenditures<br>(Biweekly Periods)<br>(A) | Expected Charge Per<br>Period | Projected Expenditures for<br>Remaining Periods<br>(B) | Total Projection<br>(A) + (B) | 2012<br>Budget   | Variance<br>(Budget-<br>Projection) |
|---------------------|--------------------------------------------------------|-------------------------------|--------------------------------------------------------|-------------------------------|------------------|-------------------------------------|
| Salaries / Benefits | 1,260,258                                              | 315,988                       | 6,951,732                                              | 8,211,990                     |                  |                                     |
| Overtime            | 295,621                                                | 47,683                        | 1,049,028                                              | 1,344,649                     |                  |                                     |
| Term Leave          | 6,300                                                  | 965                           | 21,239                                                 | 27,539                        |                  |                                     |
| <b>Total</b>        | <b>1,562,179</b>                                       | <b>364,636</b>                | <b>8,021,998</b>                                       | <b>9,584,177</b>              | <b>8,670,446</b> | <b>(913,731)</b>                    |

**Note:** Analysis performed by the Service and Innovation Team with data obtained from the Great Plains System as of 3.6.2012. Overtime data was adjusted to take in consideration seasonal factors.

# Revenue Analysis

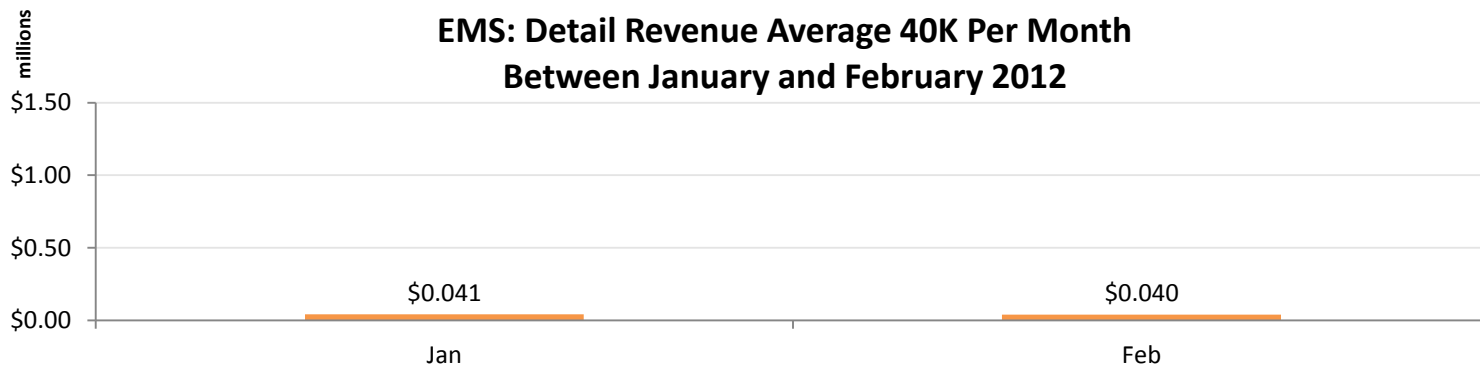
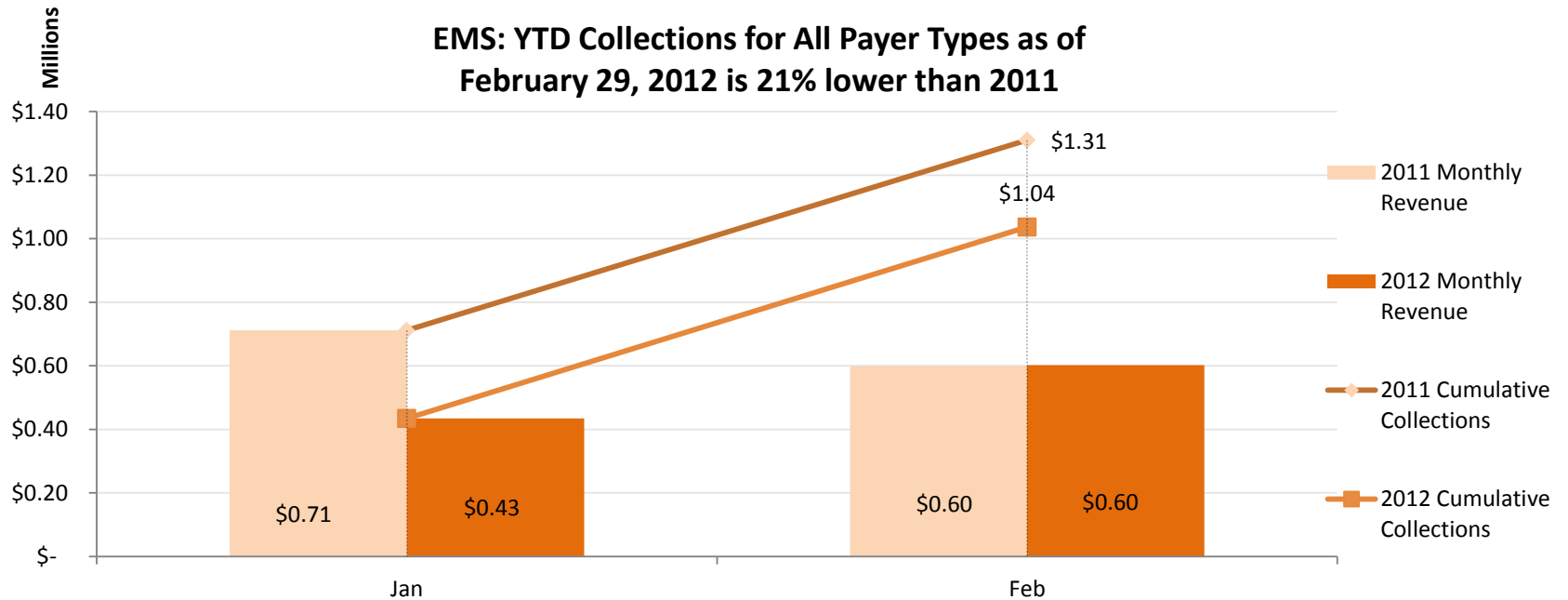
# EMS Revenues

## 2% Adopted Budget GF Revenues for 2012



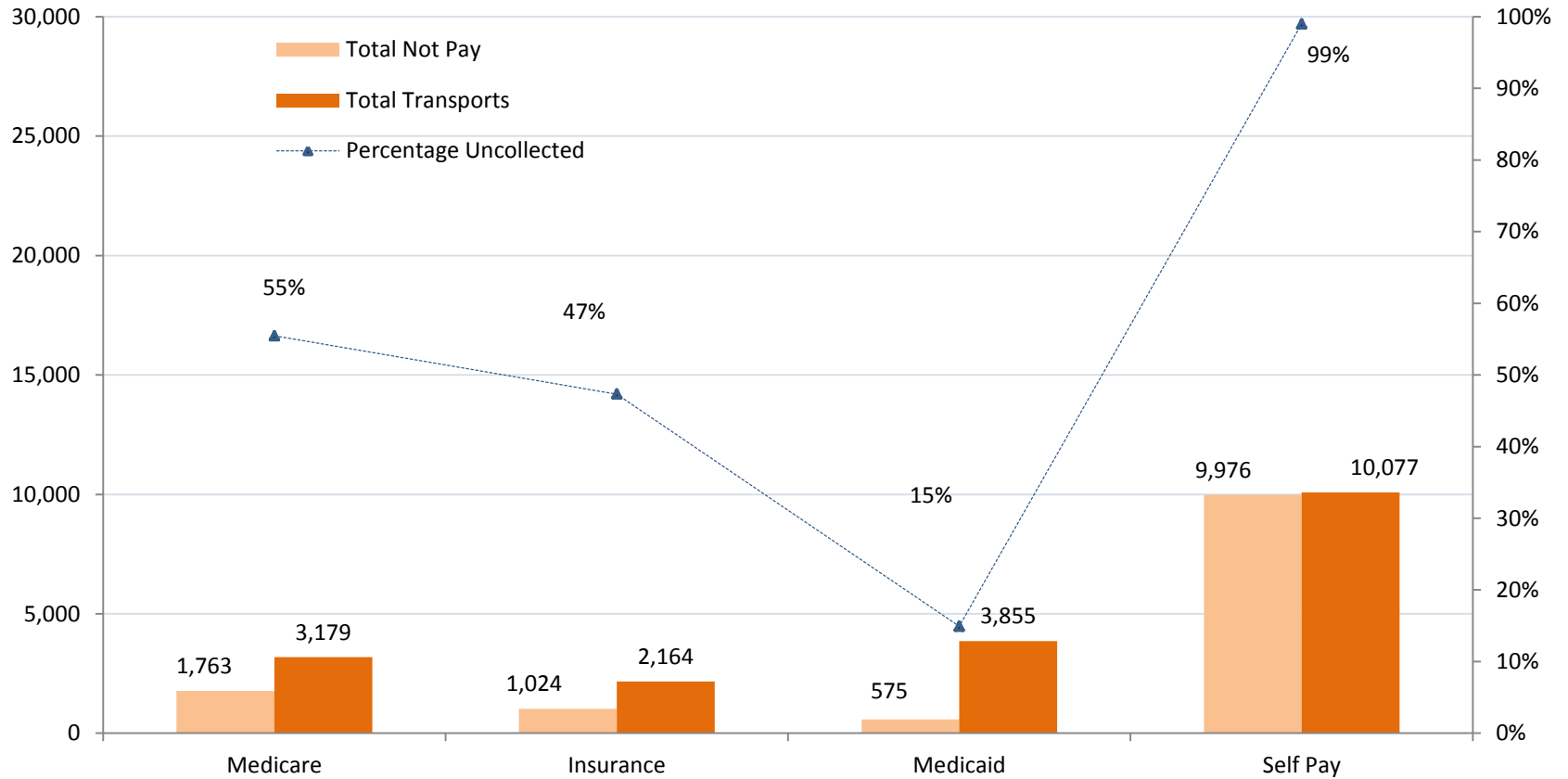
| Collection Efforts                                | Target 2012   | YTD Actual | Reference |
|---------------------------------------------------|---------------|------------|-----------|
| Percentage of Selfpay Individuals in Payment Plan | Target Needed | 4%-5%      | Slide 9   |
| Collection Efforts                                | Target Needed |            |           |

# EMS Collections



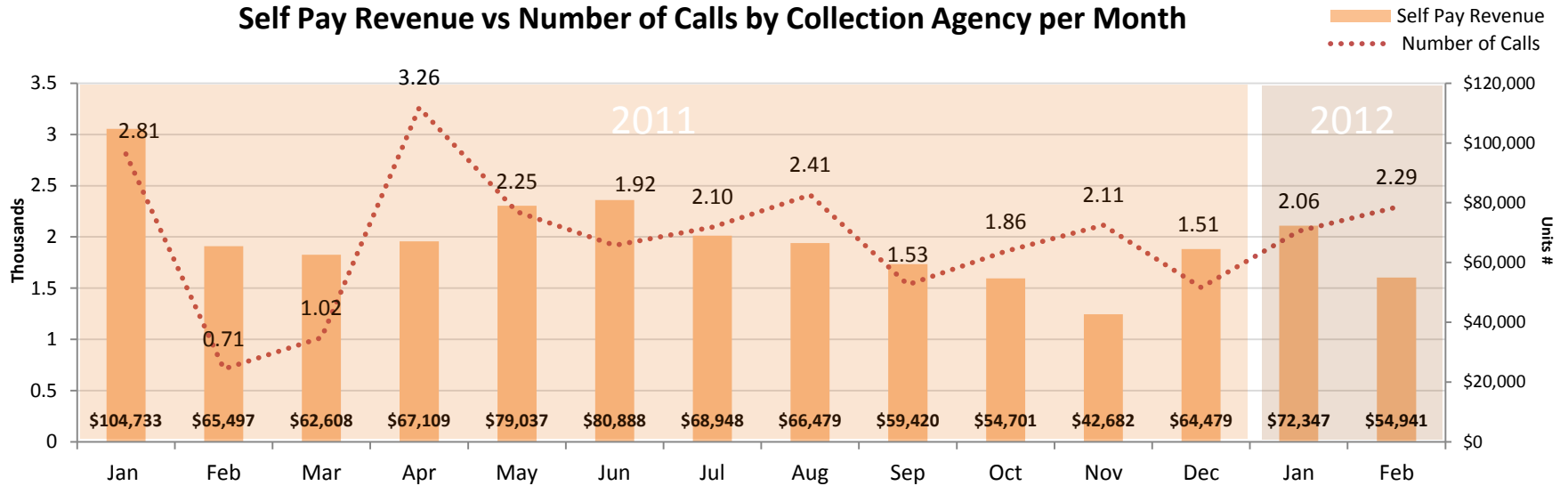
# EMS Collections

**Total Transports and Total Transports Uncollected  
by Payer for the Period 7.1.2011 - 2.29.2012**

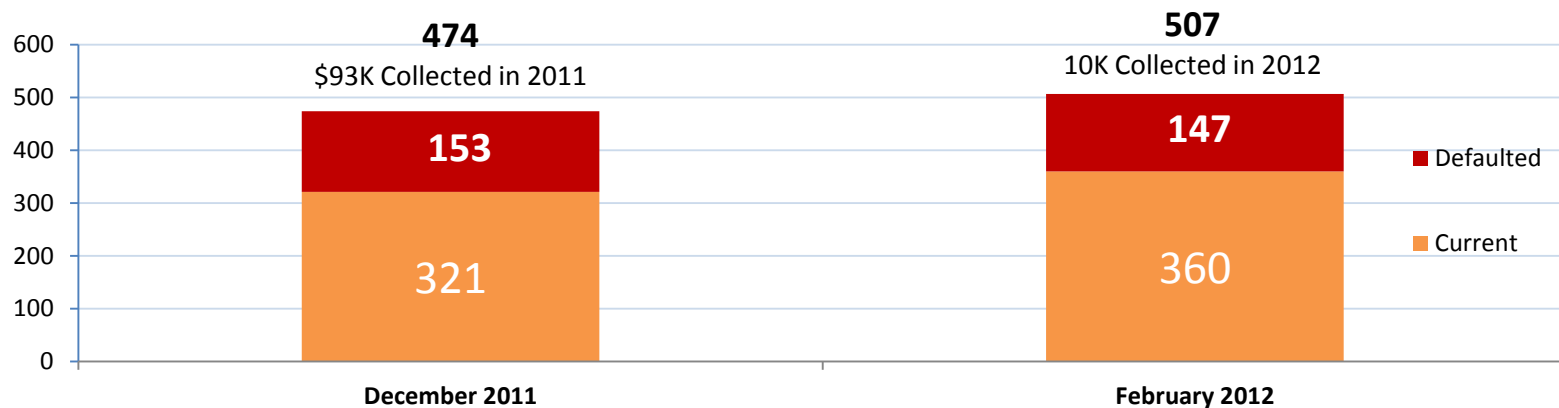


# EMS Collections

## Self Pay Revenue vs Number of Calls by Collection Agency per Month



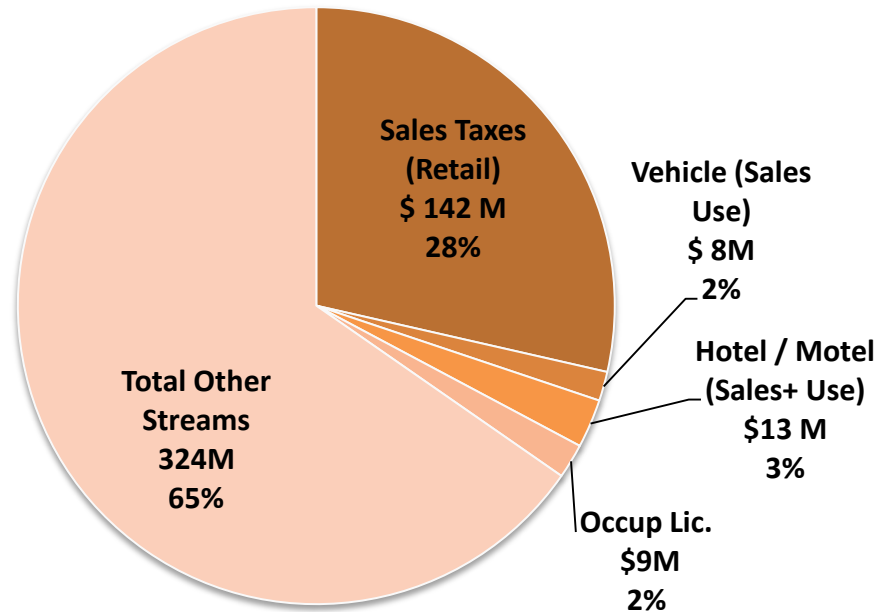
## Currently 33 New Participants in the Payment Plan Compared to December 2011



# Sales Taxes and Occupational Licenses Revenues

Sales Taxes : 33% of Adopted Budget GF Revenues for 2012

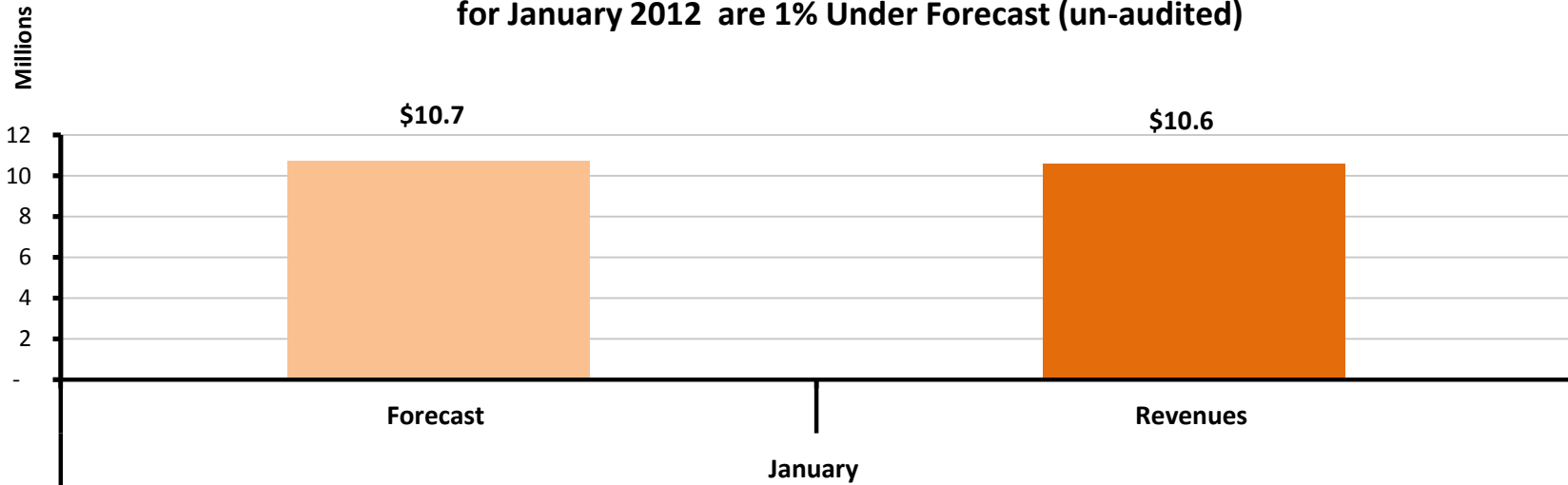
Occupational License : 2% Adopted Budget GF Revenues for 2012



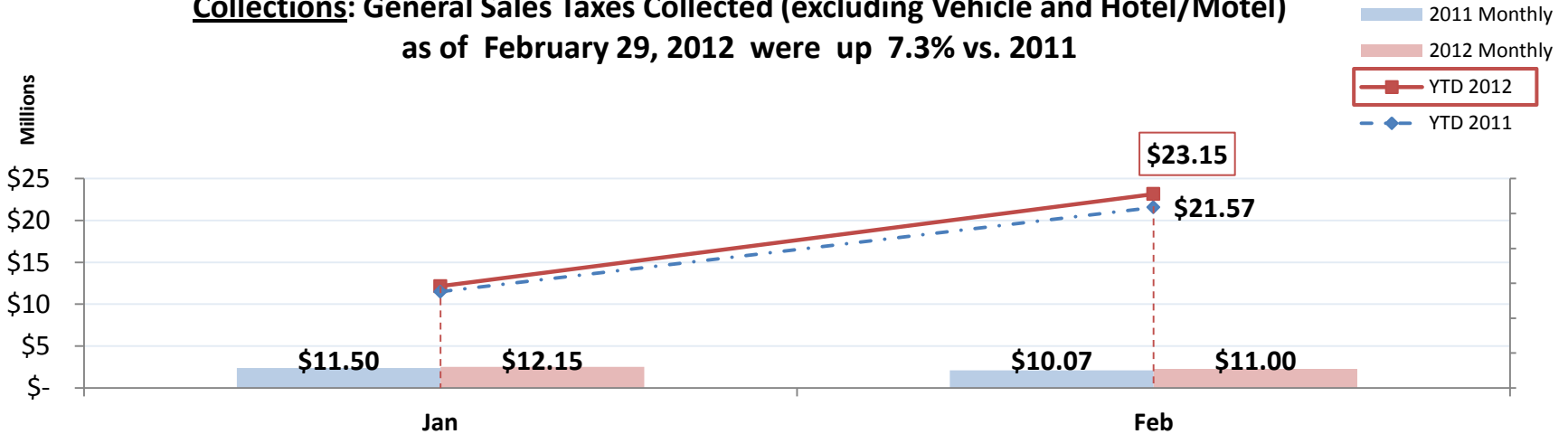
| Collection Efforts      | Target 2012   | YTD Actual | Reference |
|-------------------------|---------------|------------|-----------|
| Sales Tax Audits        | Target Needed | 8          | Slide 15  |
| Delinquency Mailings    | Target Needed |            |           |
| Field Visits / Contacts | Target Needed | 2,569      | Slide 16  |

# Sales Tax (Retail Only)

**Revenues: General Sales Taxes (excluding Vehicle and Hotel/Motel)**  
for January 2012 are 1% Under Forecast (un-audited)



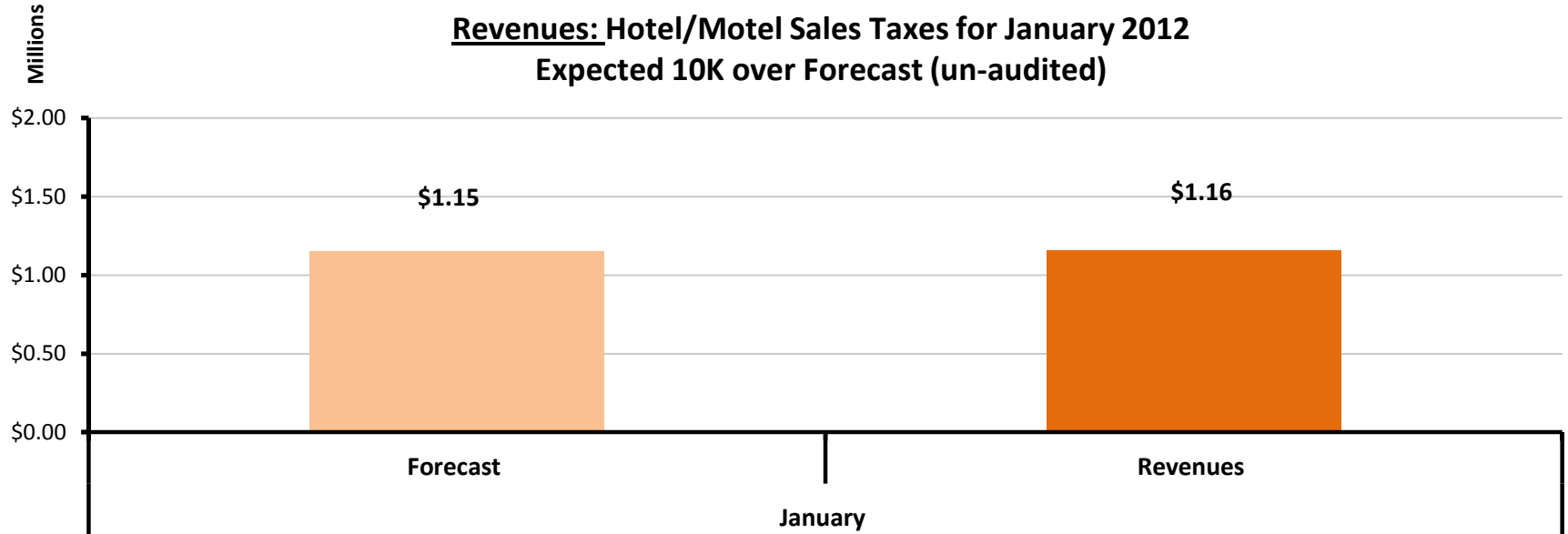
**Collections: General Sales Taxes Collected (excluding Vehicle and Hotel/Motel)**  
as of February 29, 2012 were up 7.3% vs. 2011



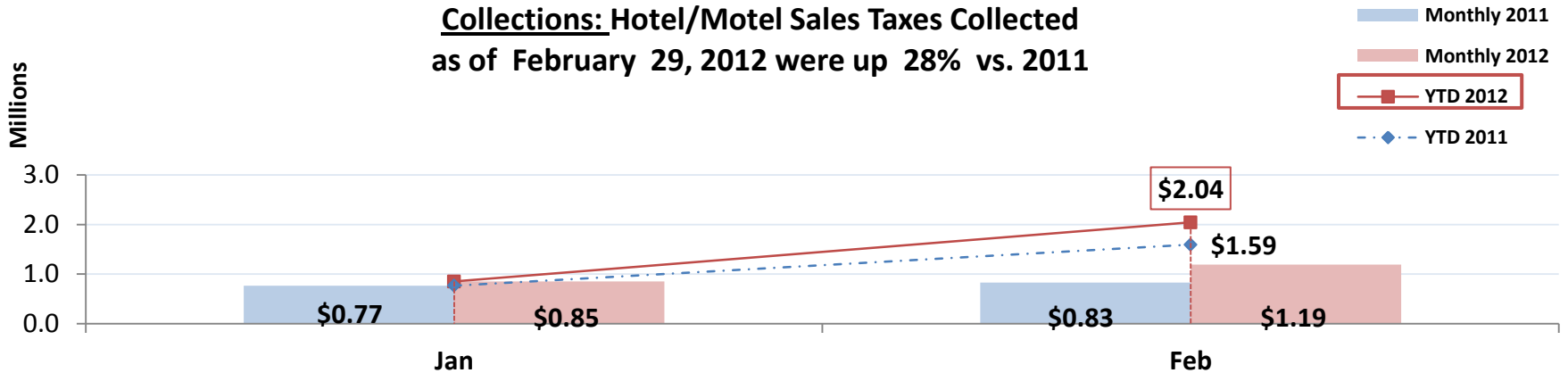
\*Note: January's 2012 Sales Tax Collection and a portion of February's 2012 Collections are part of the City's sales tax revenues earned during fiscal year 2011

# Hotel / Motel Sales Taxes

## Revenues: Hotel/Motel Sales Taxes for January 2012 Expected 10K over Forecast (un-audited)



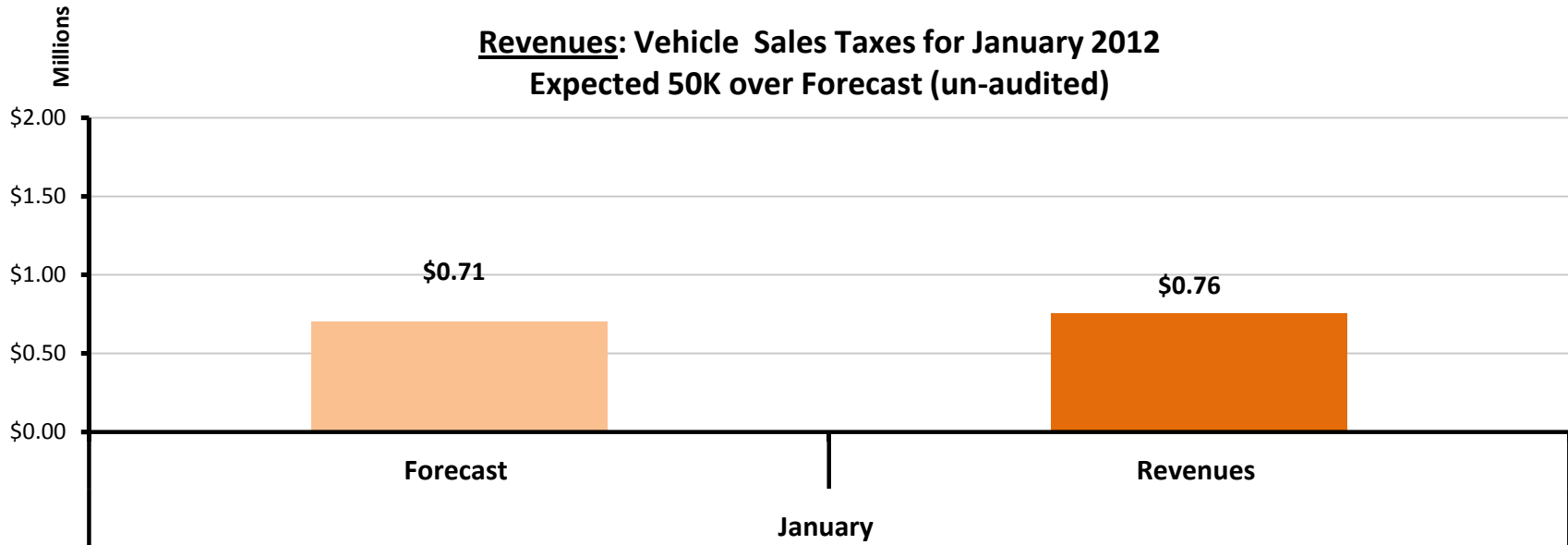
## Collections: Hotel/Motel Sales Taxes Collected as of February 29, 2012 were up 28% vs. 2011



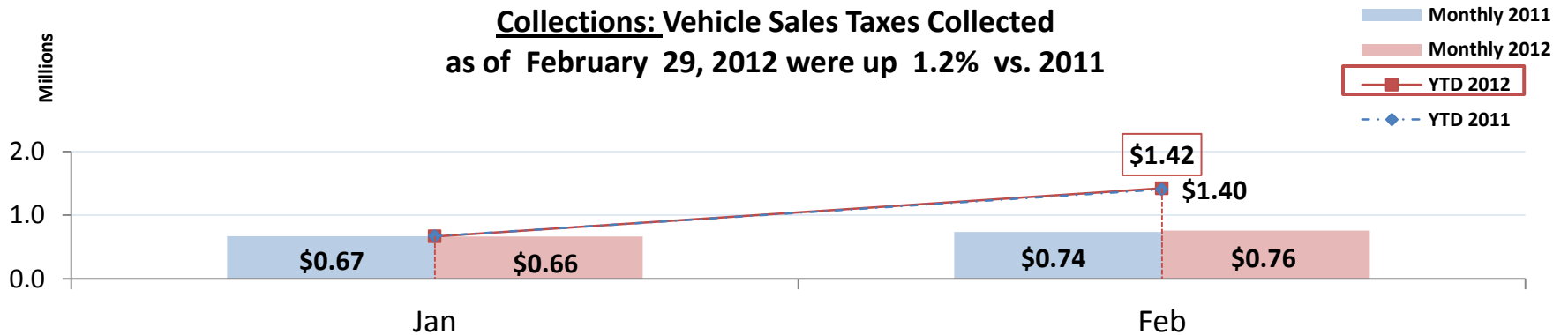
\*Note: January's 2012 Hotel/Motel Collection and a portion of February's 2012 Collections are part of the City's Hotel/Motel sales tax revenues earned during fiscal year 2011

# Vehicle Sales Taxes

**Revenues: Vehicle Sales Taxes for January 2012**  
Expected 50K over Forecast (un-audited)



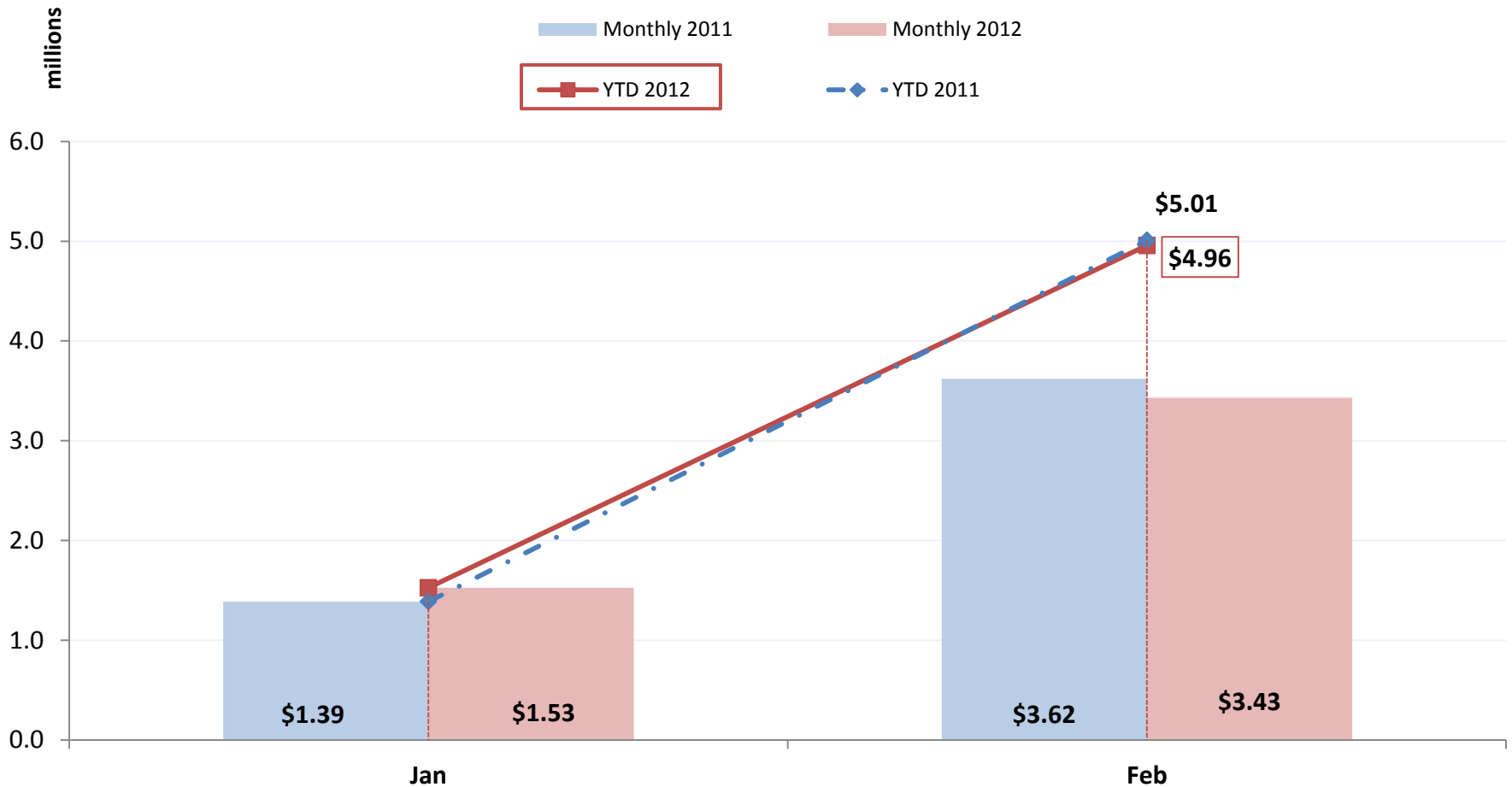
**Collections: Vehicle Sales Taxes Collected**  
as of February 29, 2012 were up 1.2% vs. 2011



\*Note: January's 2012 Vehicle Sales Tax Collection and a portion of February's 2012 Collections are part of the City's Vehicle sales tax revenues earned during fiscal year 2011

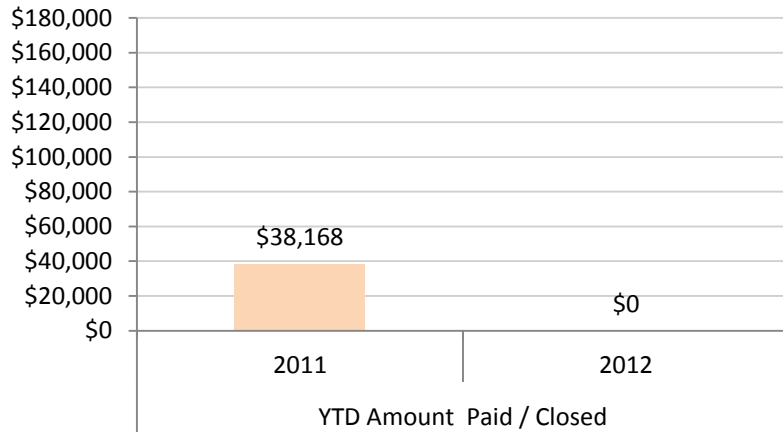
# Occupational Licenses

**Collections : Occupational Licenses Revenue**  
as of February 29, 2012 were down 1% vs. 2011

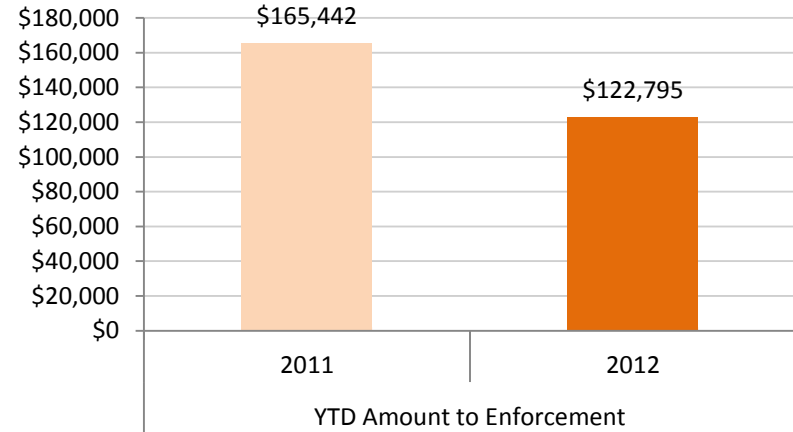


## Bureau of Revenue Enforcement (Continue)

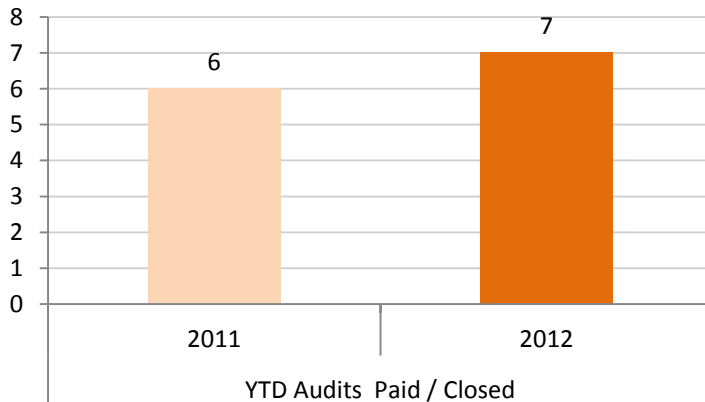
**2012 YTD Amount Paid for Audits Completed is \$0 Compared to \$38K in 2011**



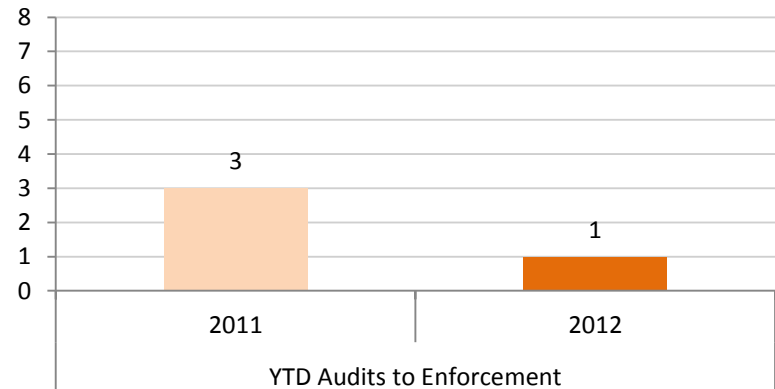
**2012 YTD Amounts Referred to Enforcement for Action for Audits Completed is \$122K compared to \$165K in 2011**



**2012 YTD Audits Completed with Outcome of Payment or Closed is 7 Compared to 6 in 2011**

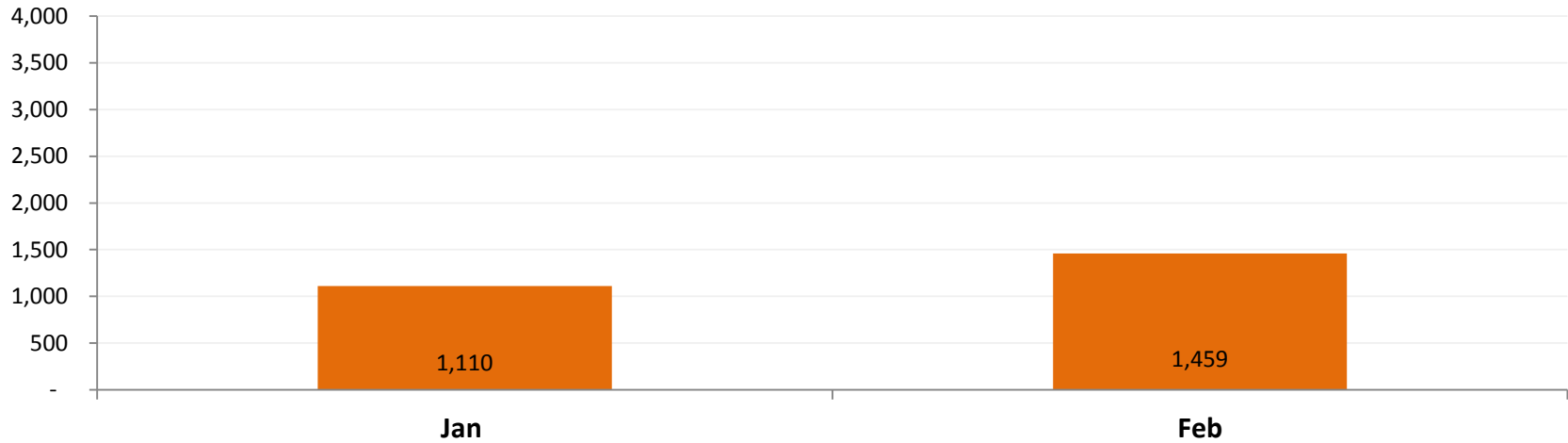


**2012 YTD Audits Completed and Transferred to Enforcement for Further Processing is 1 Compared to 3 in 2011**

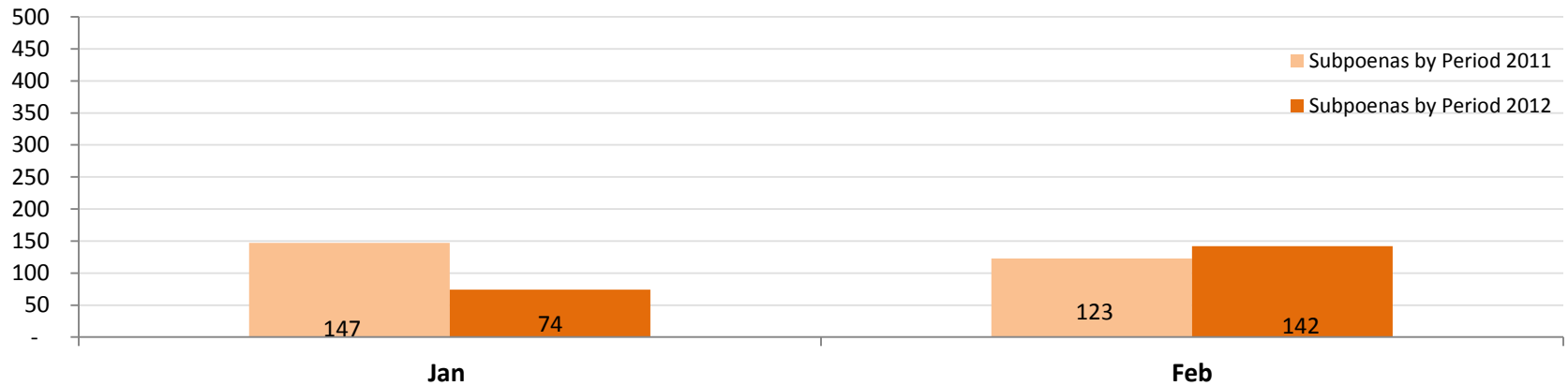


# Bureau of Revenue Enforcement (Continue)

## Field Visits/Contacts by Month 2012

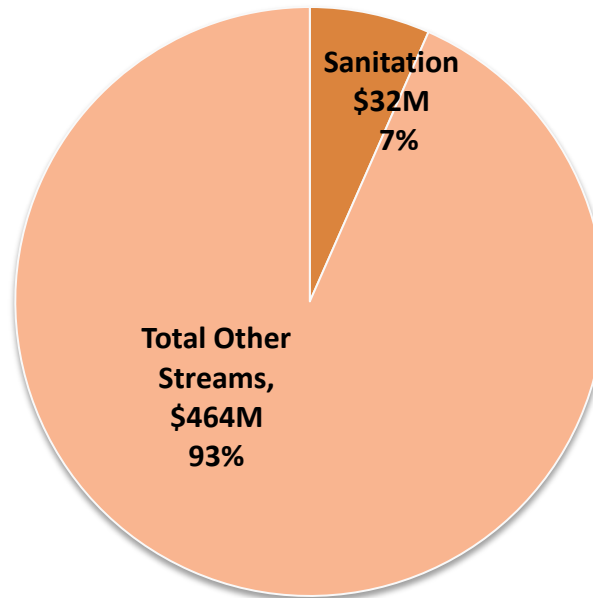


## Administrative Subpoenas by Month 2012 vs. 2011



# Sanitation Revenues

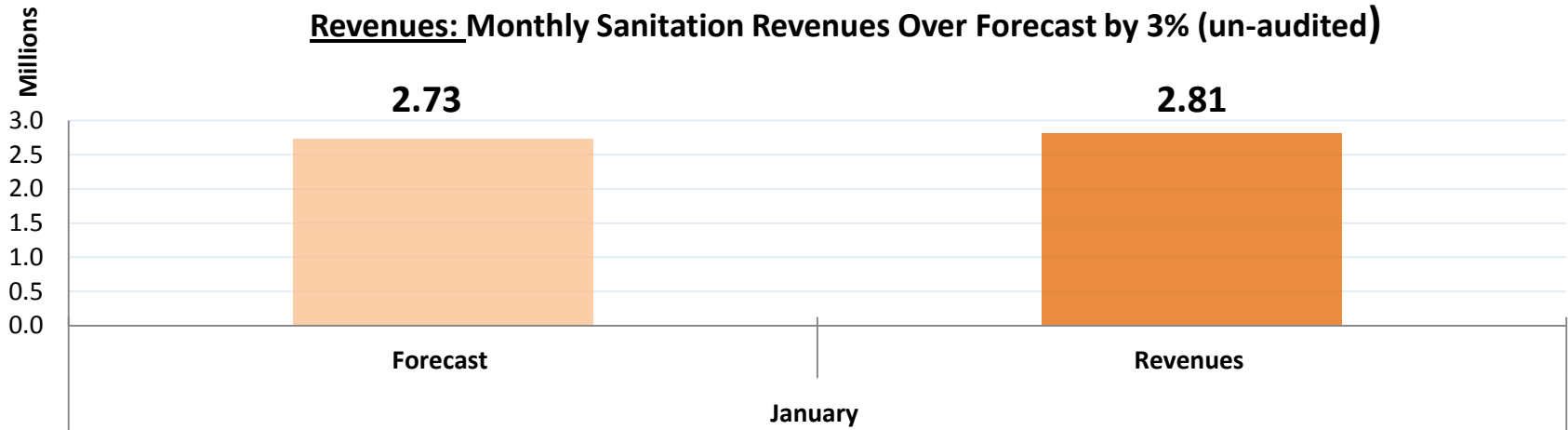
7% Adopted Budget GF Revenues for 2012



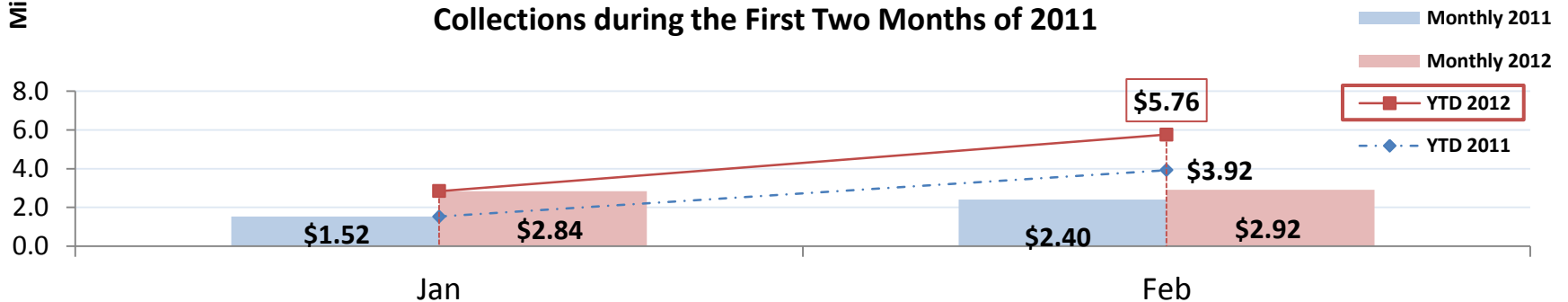
| Collection Efforts | Target 2012   | YTD Actual | Reference |
|--------------------|---------------|------------|-----------|
| Collection Agency  | Target Needed |            | Slide 19  |

# Sanitation Revenues

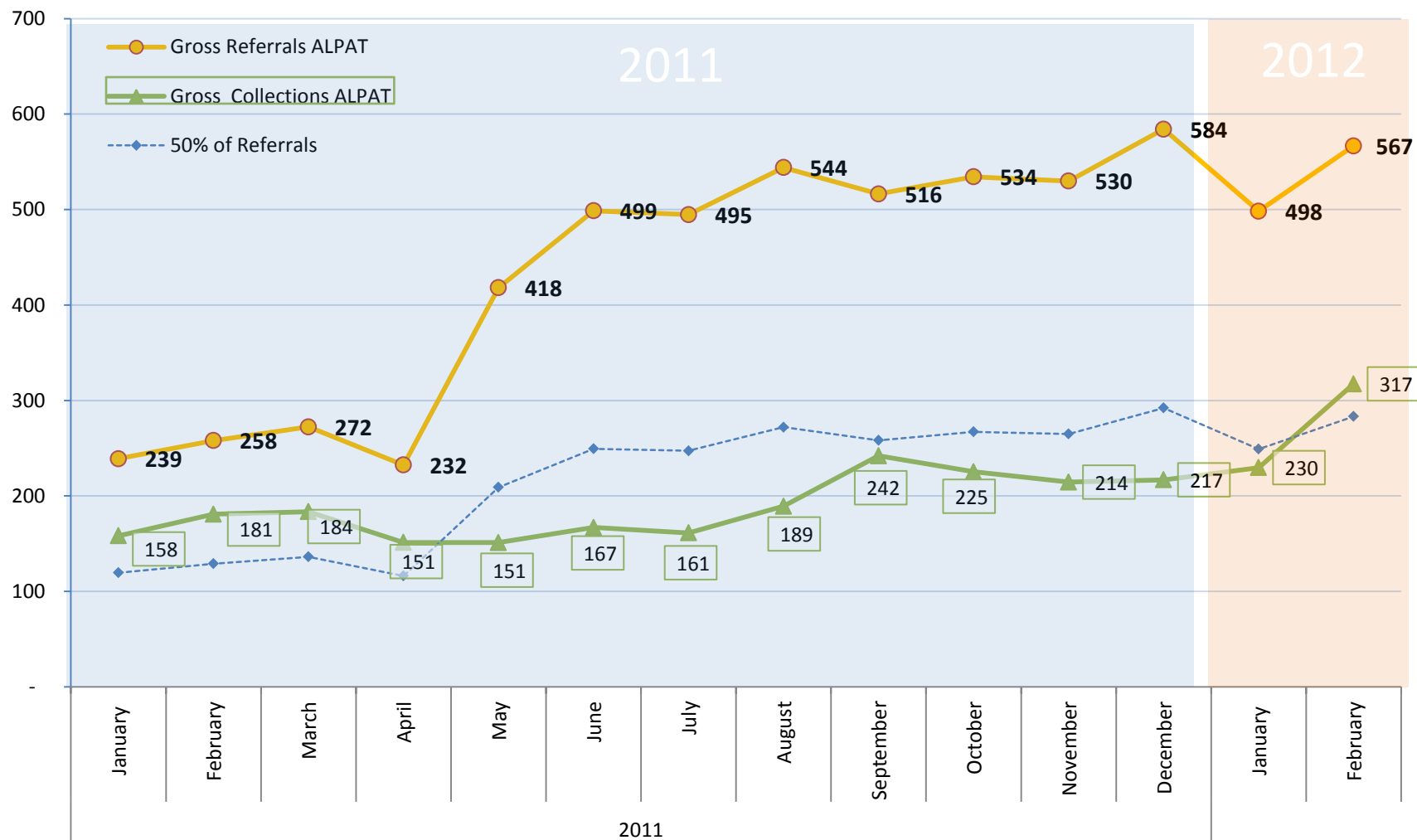
## Revenues: Monthly Sanitation Revenues Over Forecast by 3% (un-audited)



## Collections : January and February 2012 Collections Are Higher than 2011. Difference Due to Sanitation Fee Increase not Being Fully Reflected in Collections during the First Two Months of 2011

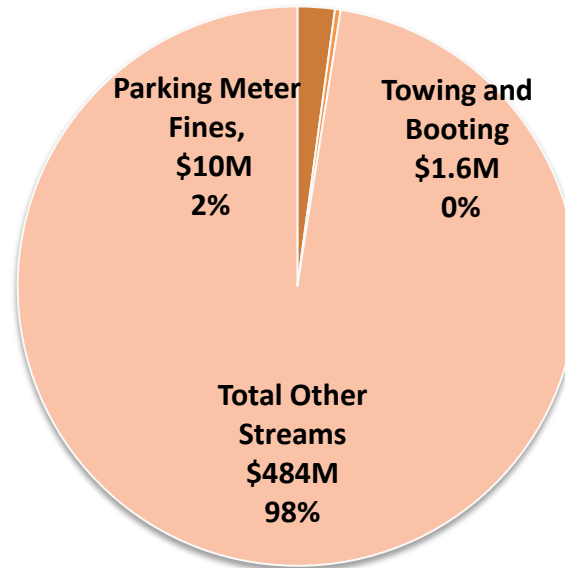


## Net Period Collections of Delinquent Balances Reached over 50% of Current Period Delinquent Referrals for the First Time in 10 Months



# Parking Enforcement Revenues

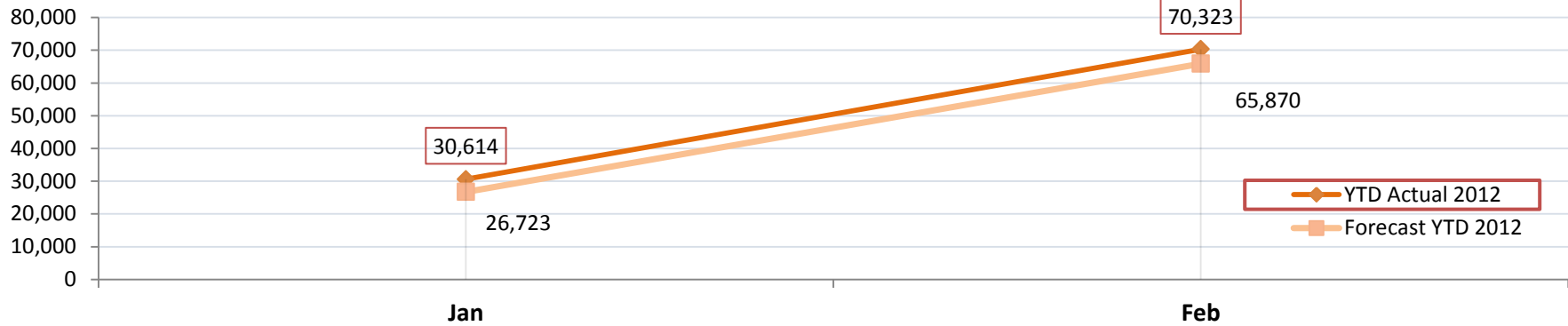
2% Adopted Budget GF Revenues for 2012



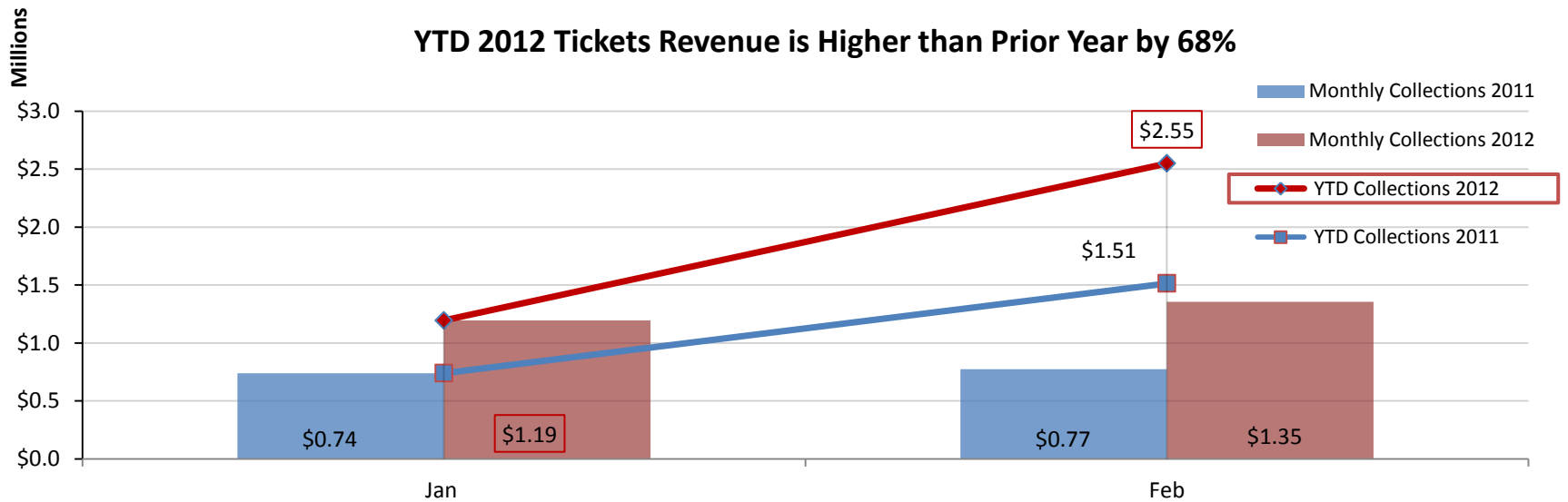
| Enforcement Strategy | Target 2012 | YTD Actual | Reference |
|----------------------|-------------|------------|-----------|
| Parking Tickets      | 328,694     | 70,323     | Slide 21  |
| Boots                | 3,195       | 1,143      | Slide 22  |
| Tows                 | 10,190      | 2,938      | Slide 22  |

# Parking Enforcement Revenues

**YTD 2012 Tickets Issued Are Higher than Projected by 7%**

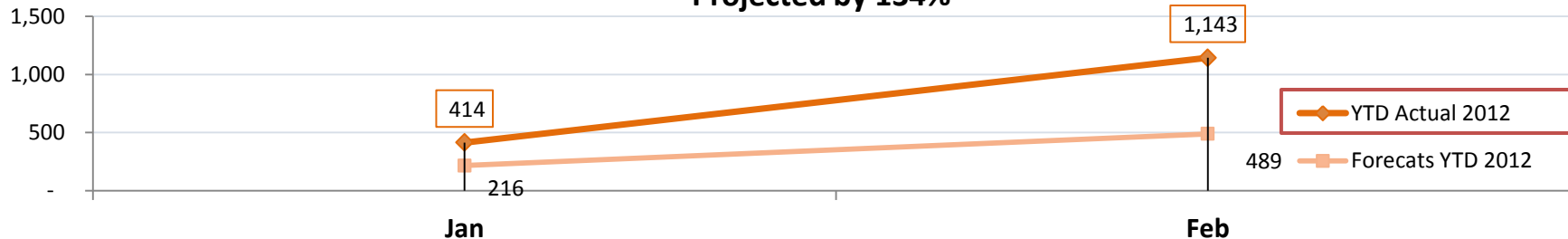


**YTD 2012 Tickets Revenue is Higher than Prior Year by 68%**

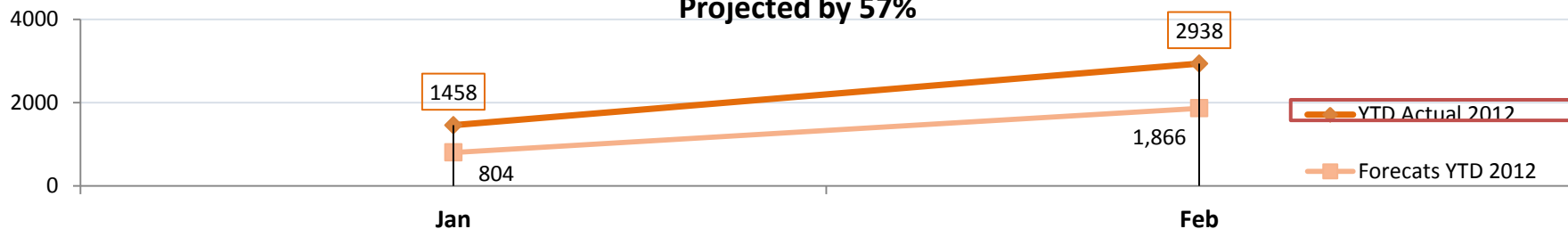


# Parking Enforcement Revenues

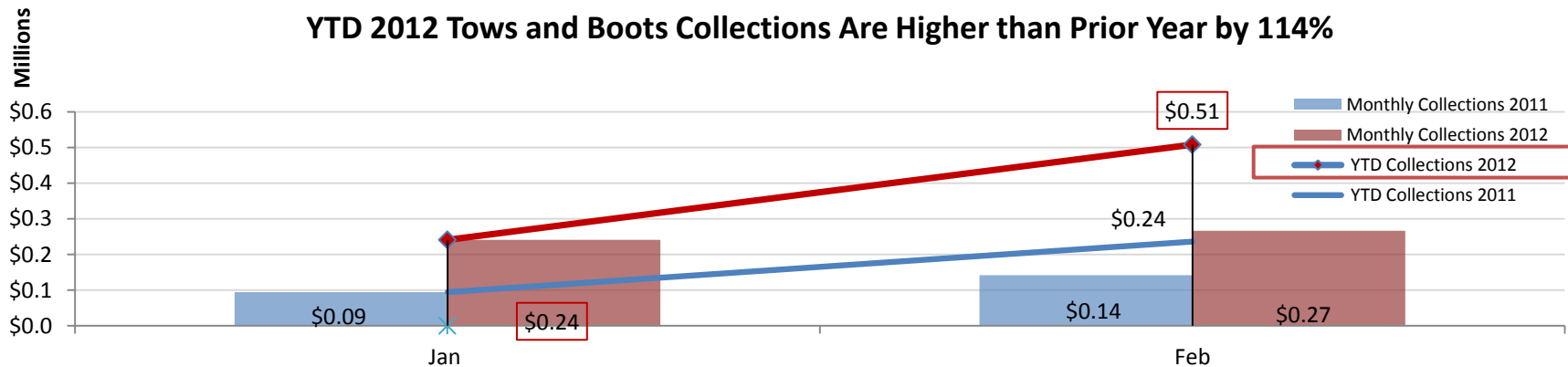
**YTD 2012 Boots Issued Are Higher than Projected by 134%**



**YTD 2012 Tows Issued Are Higher than Projected by 57%**

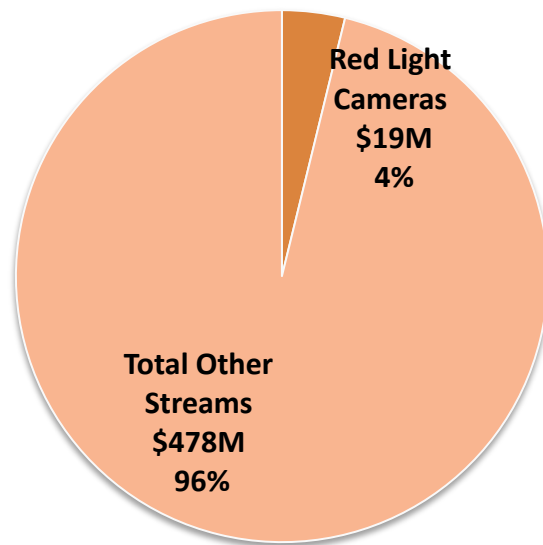


**YTD 2012 Tows and Boots Collections Are Higher than Prior Year by 114%**



# Photo Safety Management

## 4% Adopted Budget GF Revenues for 2012

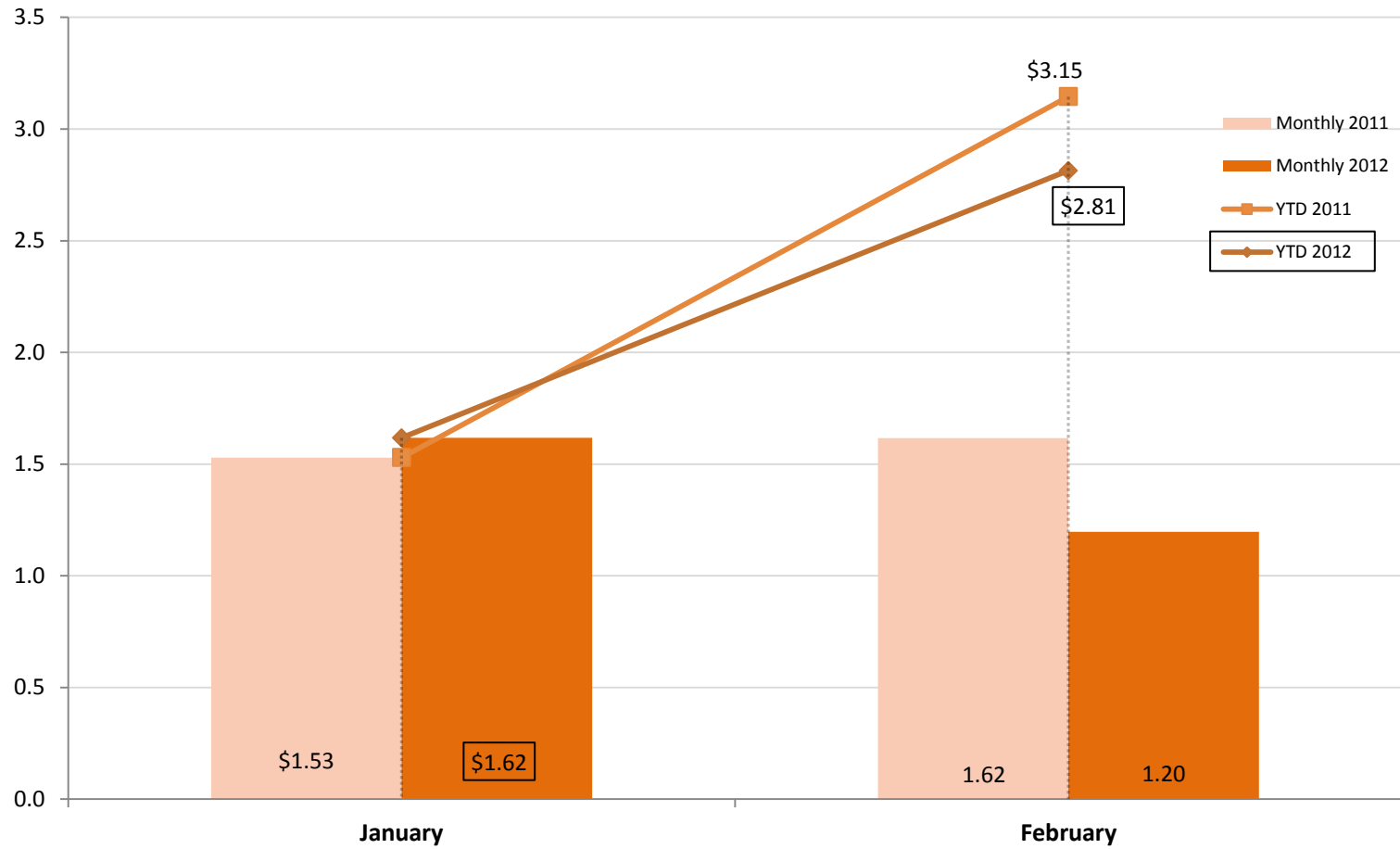


| Management Controls                         | Target 2012   | YTD Actual | Reference |
|---------------------------------------------|---------------|------------|-----------|
| Reduce Inoperable Flashers                  | Target Needed | 8,245      | Slide 26  |
| Reduce Tickets that Exceed Enforceable Date | -             | 431        |           |

# Photo Safety

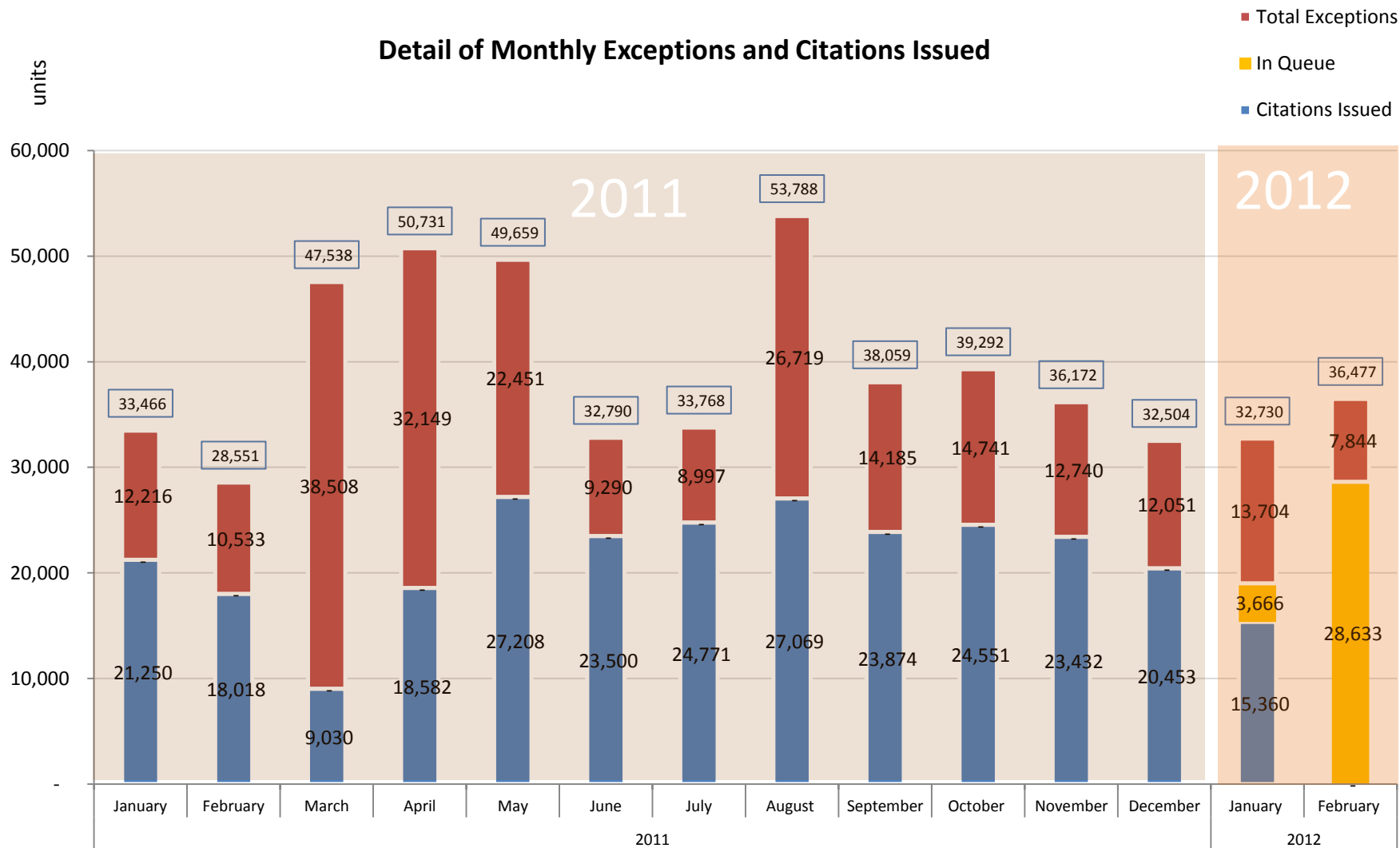
Millions

## YTD Collections 2012 Vs. 2011



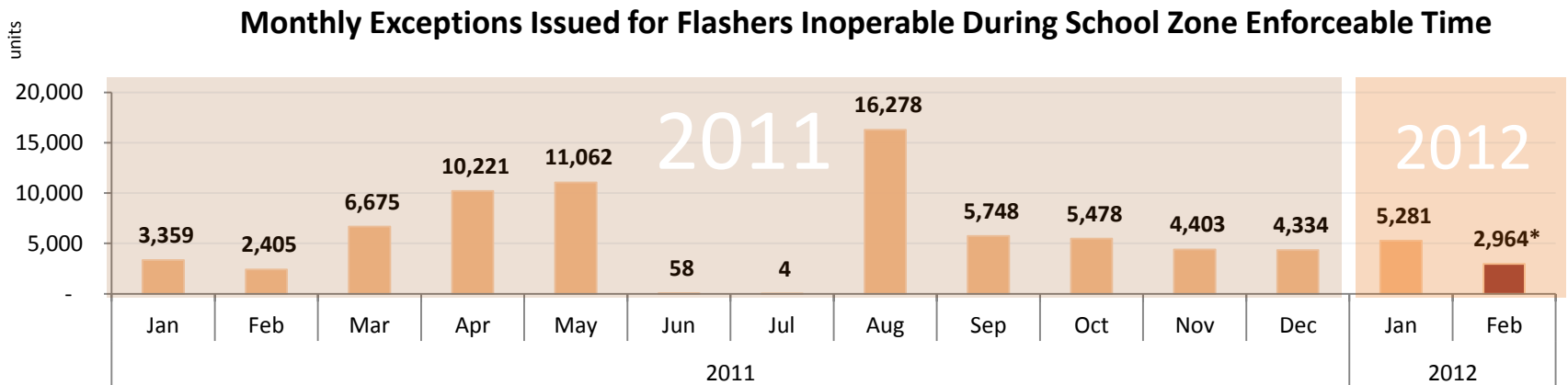
# Photo Safety Citations

## Detail of Monthly Exceptions and Citations Issued



## Photo Safety Flashers Exceptions for School Zones

| Flashers Exception / Events            |          |         |          |
|----------------------------------------|----------|---------|----------|
| Location                               | 2011     | 2012    |          |
|                                        | December | January | February |
| NO49 EB ST CHARLES AVE @ CADIZ ST      | 92%      | 92%     | 63%      |
| NO50 WB ST CHARLES AVE @ JENA ST       | 92%      | 90%     | 69%      |
| NO51 NB READ BLVD @ HAMMOND ST         | 83%      | 63%     | 15%      |
| NO56 SB FRANKLIN AVE @ WISTERIA ST     | N/A      | 81%     | 64%      |
| NO57 EB BIENVILLE ST @ N ST PATRICK ST | N/A      | 78%     | 38%      |
| NO58 WB BIENVILLE ST @ N. OLYMIPA ST   | 90%      | 80%     | 71%      |



\* This number only includes a partial portion of the population processed for the month of February. This suggests that a larger number of flasher exceptions may result once the entire population is processed