

Accounting and Auditing - 53200

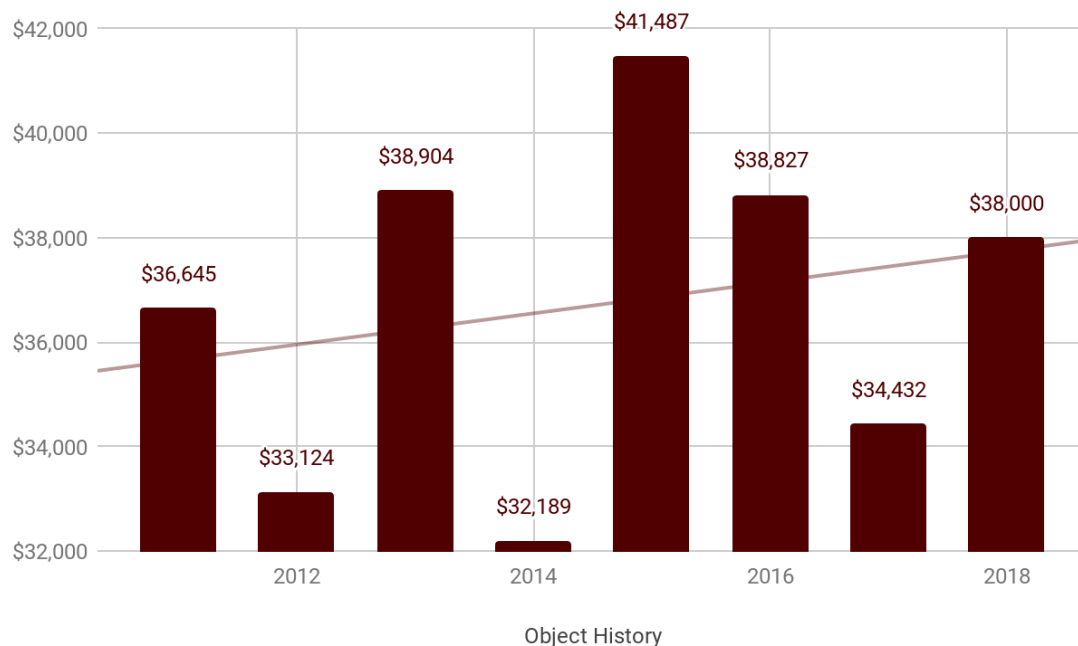
The Accounting and Auditing object of the budget is for external auditing services rendered to the Town.

CURRENT METHODOLOGY:

Our current format of identifying cost is based on an analysis of historic trends associated with how much we utilize external accounting and auditing services, combined with an estimation on how much work we will require for the upcoming fiscal year.

CURRENT OUTLOOK:

Town staff is currently evaluating this line as a steady cost of \$38,000 based on renewals with the audit agreement. The fluctuation on this line item is primarily attributed to the timing of invoices and payments as that can affect which fiscal year an expense is recognized. Staff believes that the amount of \$38,000 is a reasonable projection for the coming five years.



General Liability Insurance - 54510

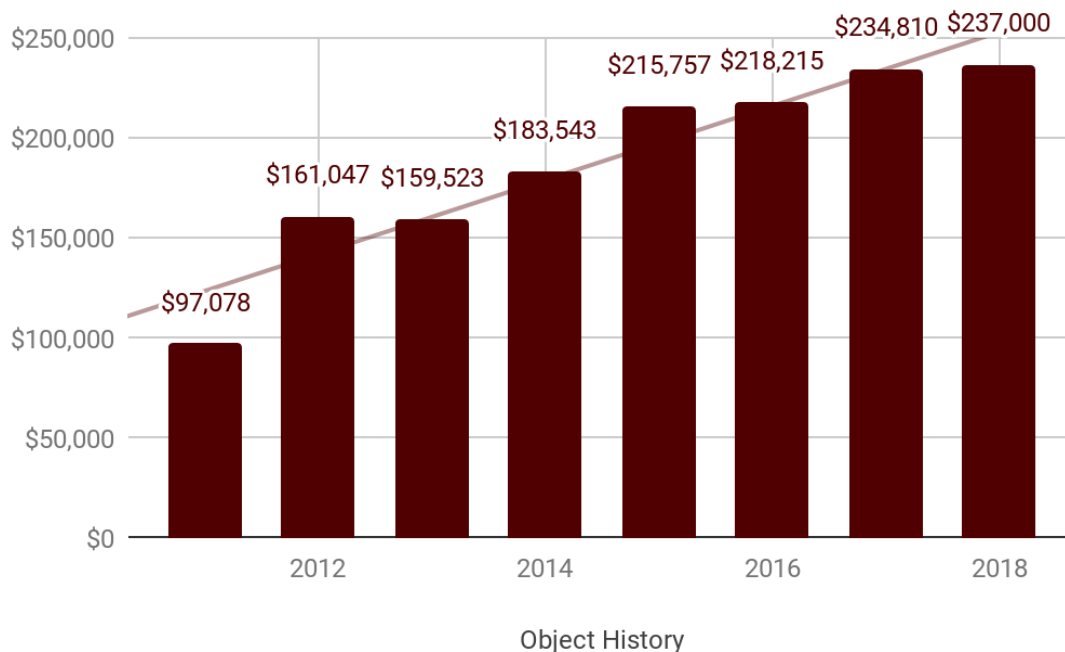
This object is an expense item related to all insurance the Town offers, such as automobile, workers compensation, and machinery. This object holds any risks that the Town insures against, with the exception of health.

CURRENT METHODOLOGY:

General Liability Insurance relies heavily on a number of factors that require thorough examination from staff. This can range from named storm events to global insurance markets. Due to these expansive influences, early estimation utilizes historical trends combined with information received from PRM.

CURRENT OUTLOOK:

Due to the previous increase and trend, staff expects an increase in this object. Though there was a sharp increase in this item in 2012, this has tapered off in the most recent years. Because of this pattern, combined with research into the cost drivers for this object, staff recommends that estimates be based on the average percentage increase from the past five years.



There is an average increase of about \$20,000 per year, or 15.32%, per year for this line item. There is a sort of stair-step pattern for increases here as the Town is able to stabilize rates with a two-year lock as a means to manage volatility. The Town most recently renewed this agreement shortly before Hurricane Irma, and although rate increases are anticipated as a result they will hopefully be tempered with market has two years to recover from the Irma-related impacts.

Electricity - 54300

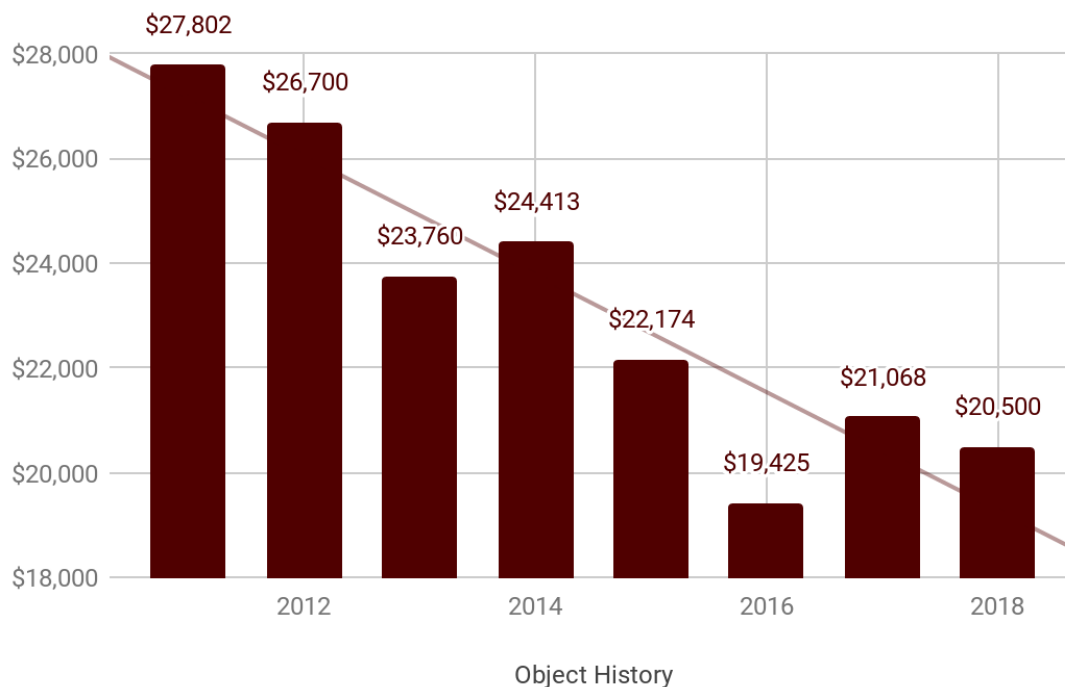
This object is the cost of power for the Town. This specific example relates to the power for Town Hall, though each department has its own line for electricity.

CURRENT METHODOLOGY:

The cost determination for electricity utilizes average consumption combined with estimated cost per unit. Staff also incorporates a historic analysis based on the negative trend line that has been identified.

CURRENT OUTLOOK:

By utilizing a thorough analysis of previous years' expenditures and the efficiency granted by ABM, Staff feels comfortable moving forward following the negative trend. Because of these cost drivers decreasing, staff estimates this line item to total about \$19,500.



ABM is currently in the process of replacing lights around Town Hall. This will drastically cut the cost of electricity in the upcoming fiscal year. There is an average decrease in this item of about 4% each year, which equates to just over \$1,000 per year.

Fuel and Gasoline - 55220

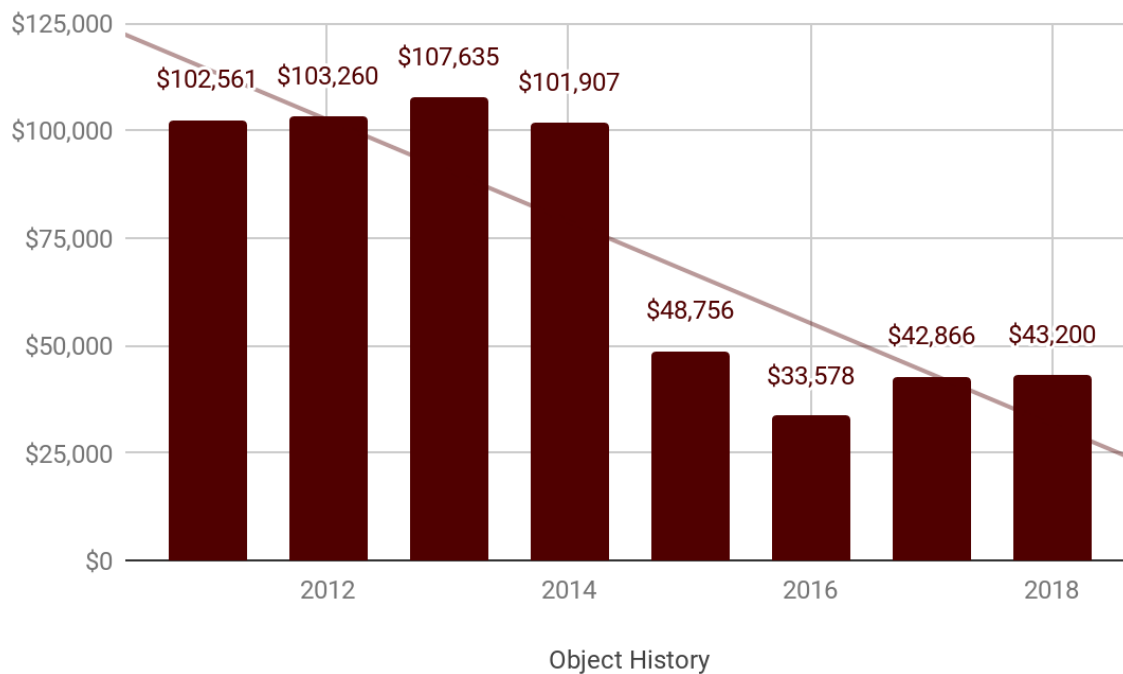
The Fuel and Gasoline object in the expenditure budget is where the Town charges all fuel costs for vehicles and equipment.

CURRENT METHODOLOGY:

The Town currently employs a methodology of finding average fuel consumption per equipment and vehicle. After identifying this consumption rate, staff determines what type of fuel is used, such as diesel or gasoline. A thorough analysis is then conducted to estimate what the fuel rates will potentially look like for the upcoming fiscal year, which ultimately equates to the new line item cost.

CURRENT OUTLOOK:

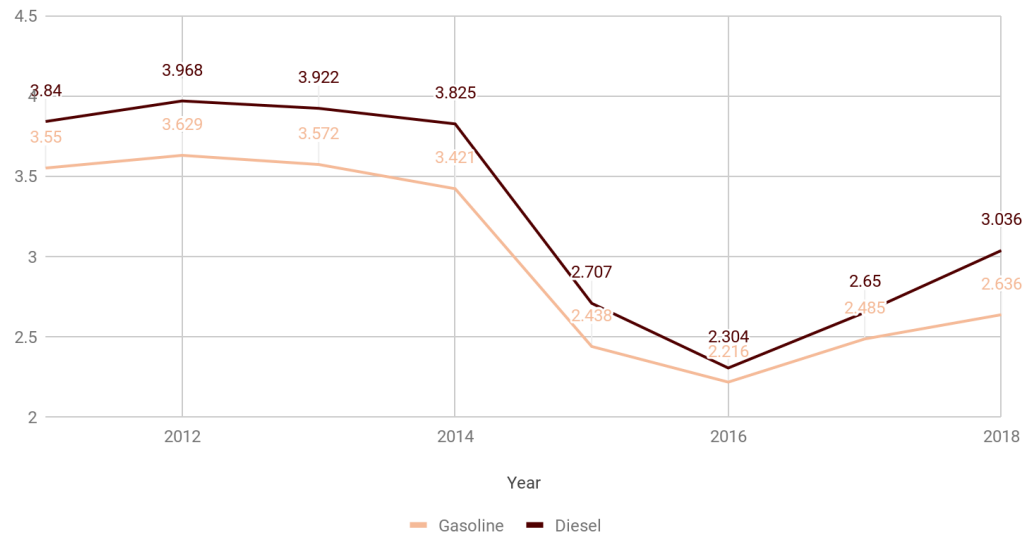
Staff is currently under the assumption that there will be a spike in fuel and gasoline costs in the 2018-2019 budget year related to increases in the cost per gallon. That may result from macroeconomic or international pressures. At this time staff is projecting that over the next five years the cost per gallon will rise to \$2.80 but not exceed this price point. With this assumption in mind, and generally declining consumption totals staff is expecting this line item to increase next year to approximately \$48,000 but remain fairly steady for the remainder of the five-year period.



Fuel and gasoline has seen a steady decrease of about \$8,500, or nearly 8%, each year. This item can be influenced by a few external factors, such as:

- The cost per gallon of fuel
- The fuel efficiency of vehicles and machines
- Average use of each individual vehicle and machine

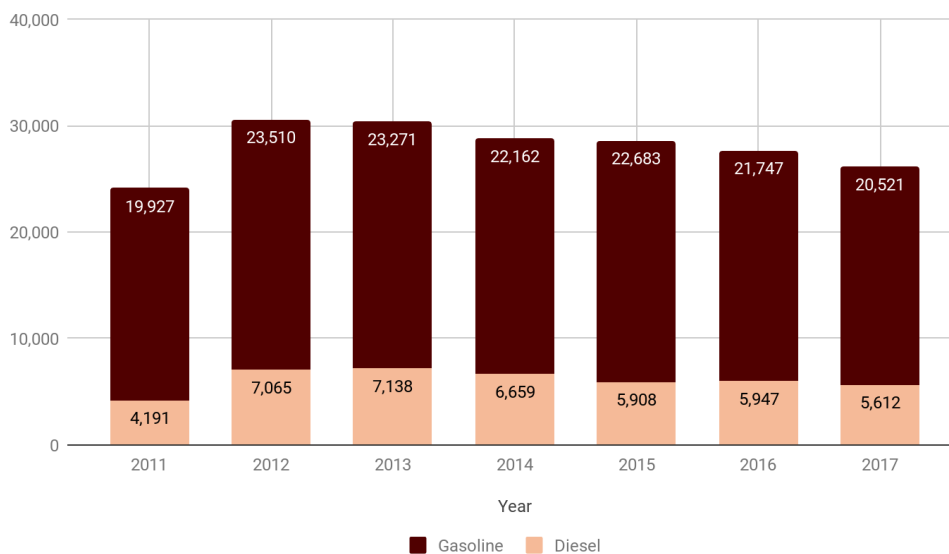
Gasoline and Diesel Historical Averages



While the consumption of fuel and gasoline has always been a significantly high number for the Town, a multitude of factors have influenced the decline of this, such as the streamlining of more fuel efficient vehicles and the addition of hybrid vehicles that utilize battery power in addition to gasoline.

At the time of this presentation, the General Fund portion of this object has not even reached 50% of the spending capacity, when we are nearly 60% through the budget year. In addition to that, the overall budget for the Town related to fuel and gasoline has only reached 52%, confirming the predicted decline in costs.

Gasoline and Diesel Consumption (in Gallons)



Professional Services - 53151

The Professional Services item within the budget is used for charges related to services rendered to the Town. Some line items are renewed each year while others are one-time costs.

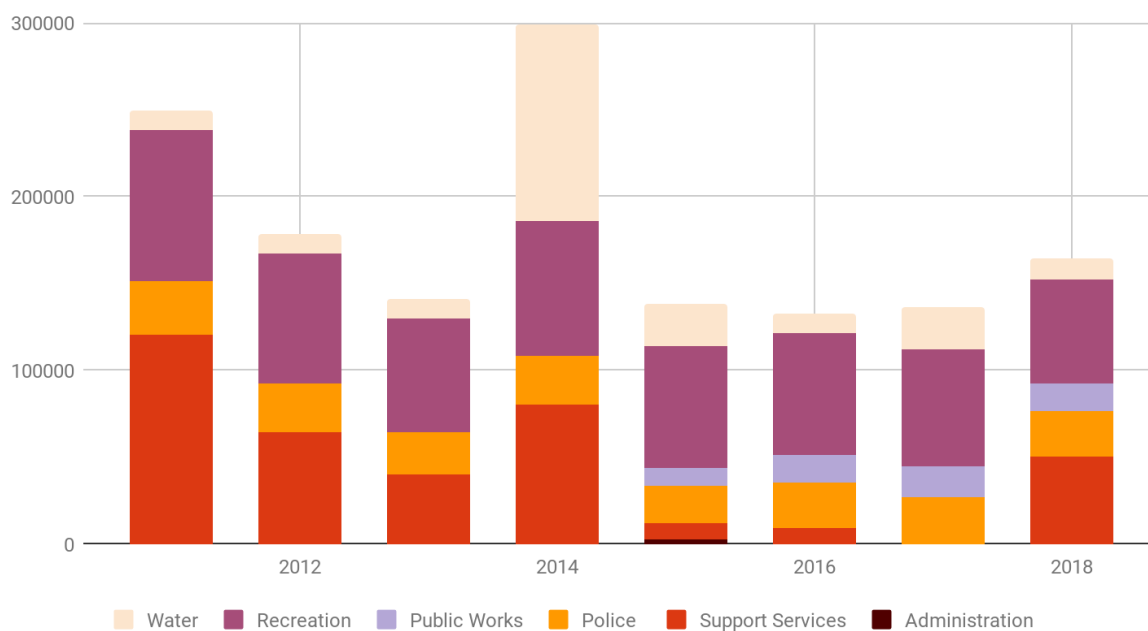
CURRENT METHODOLOGY:

Among the professional services agreements, the Pinellas County Sheriff's Office contract pays for property and evidence storage, forensics, CAD and server connections. This cost of this is subject to how much of each service is required. To evaluate this, a historical analysis is conducted to determine an average of these services. In cases where there is a pattern to renewal increases, especially if there is a maximum percentage or dollar amount increase, staff recommends taking a conservative approach and assuming an increase consistent with the highest foreseeable increase.

CURRENT OUTLOOK:

For the 2017-2018 budget year, Staff included a \$50,000 addition due to the matching historic grant that is currently being conducted. At this time, staff estimates this item to remain stable in cost.

Breakdown of Professional Services by Department



The breakdown for each department is as follows:

Support Services	Police	Public Works	Recreation	Water
Infrastructure surveys HR management charges Historic survey project	Sheriffs Contract/forensic services Transcription services	NPDES permit fees	Class payouts	Reclaim services from Pinellas County

Contractual Labor - 53160

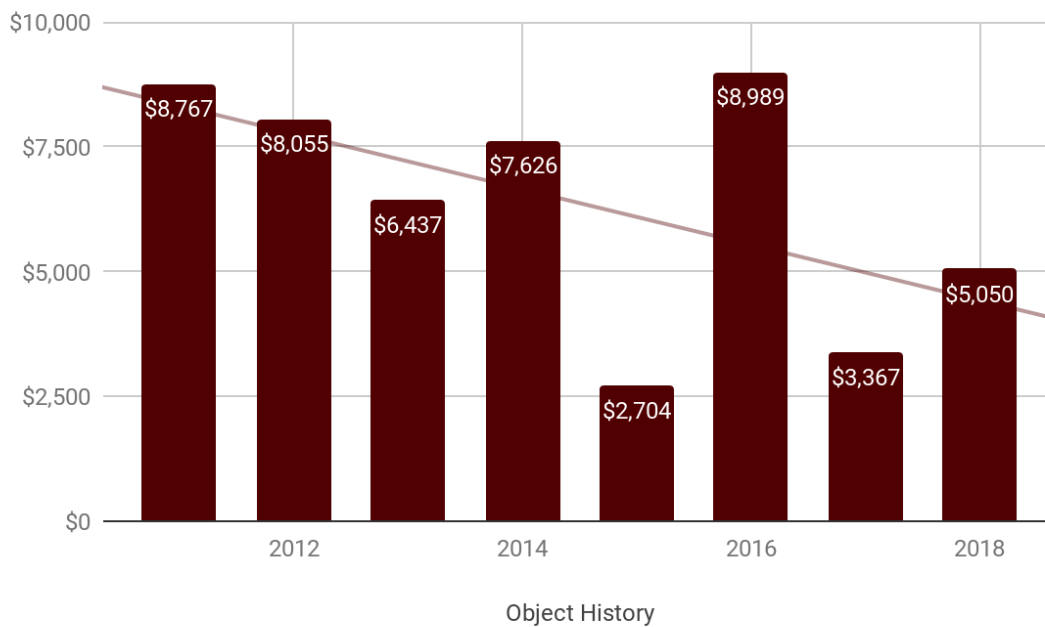
This object is directly related to utilizing external contractors to help fill in required labor with the Solid Waste department.

CURRENT METHODOLOGY:

Staff utilizes a trend analysis combined with a rough estimation of what hours may be required for filling in the coming fiscal year.

CURRENT OUTLOOK:

The Town is currently utilizing contractual labor until the vacant spot in the Solid Waste department is filled. There is a decreasing trend of about 10.38%, which equates to \$9,800 each year. At this time, the Town does not expect a large increase in this object for the next fiscal year, though a small one is predicted. After speaking with the Supervisor of Solid Waste, staff has determined that the in-house recycling program could possibly result in an increase of contracted labor due to staffing levels. The estimate for the next fiscal year is about \$6,000, which is a \$950 increase from this current year.



Fire Services - 53152

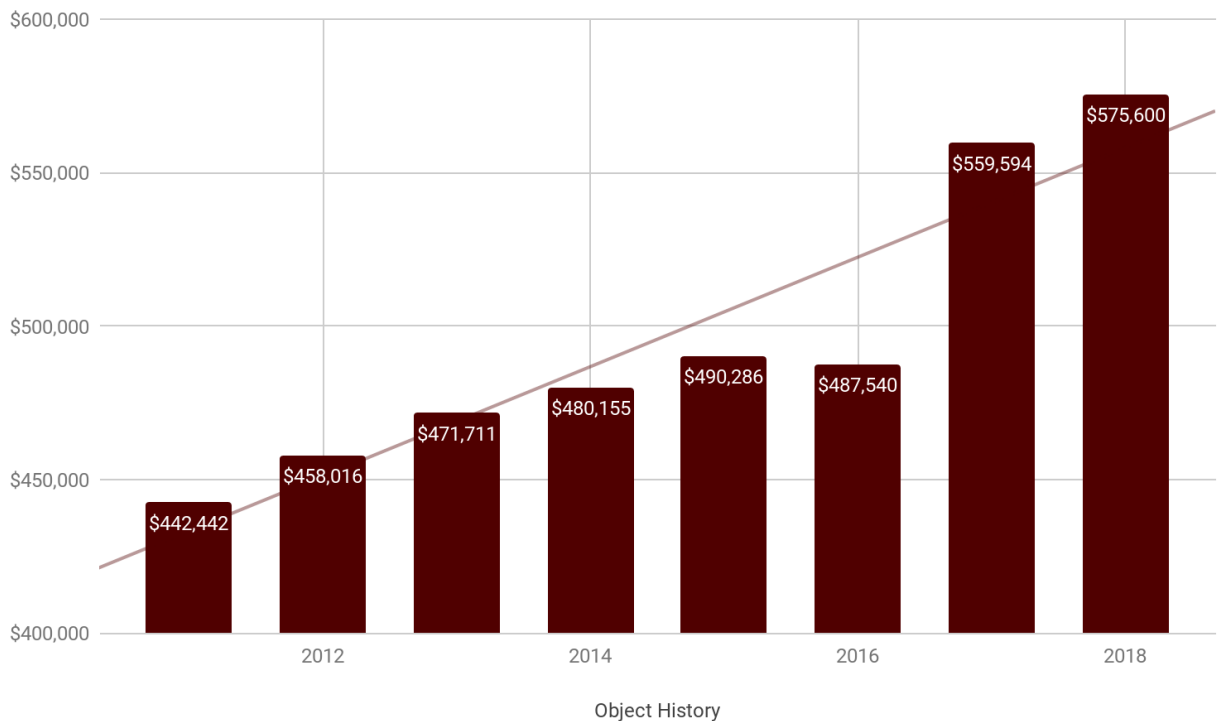
This object line holds the cost of the contract the Town has with the City of Largo for fire services and response.

CURRENT METHODOLOGY:

At this time the Town currently relies on the contract increasing no more than 5%, but early estimations work to be incredibly conservative by assuming the maximum increase.

CURRENT OUTLOOK:

The Town estimates initially a conservative increase of 5%, though staff is unsure as to what the final cost will be, which equates to \$604,500 or nearly \$29,000 of an increase. This is if the increase is the full 5%, which historically has not happened. There has been a sharp increase of cost in this line item in recent years, though on average it has increased by about \$19,000 (3.93%).



Ahlf Property - 54905

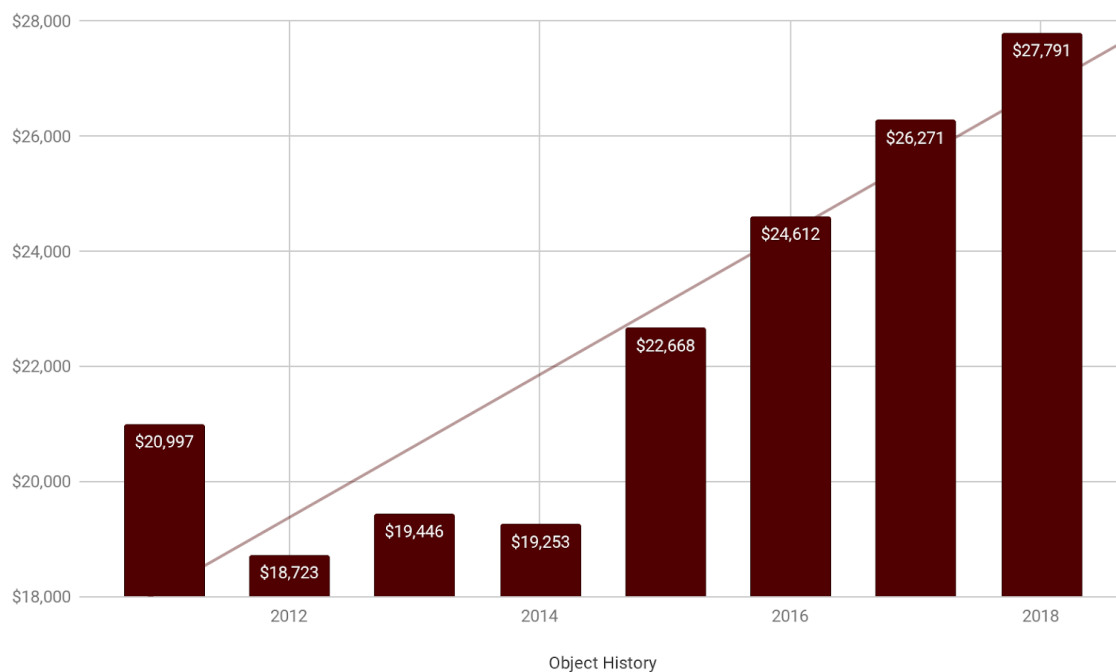
The line item for the Ahlf Property holds the costs related to the property that will be donated to the Town from Mr. Ahlf.

CURRENT METHODOLOGY:

The Town currently employs the use of historical analysis combined with trends estimated by the county for property values to evaluate the potential cost of this item.

CURRENT OUTLOOK:

As property values increase in Belleair, staff assumes that the cost of this object will also increase. It is estimated that this property will follow the trend in Ad Valorem of a 3.14% increase, bringing it to \$28,700.



This line item sees an increase of roughly 4.41%, or nearly \$1,000, each year. Please see the page related to property values/ad valorem for more details.

Pinellas County Water - 54315

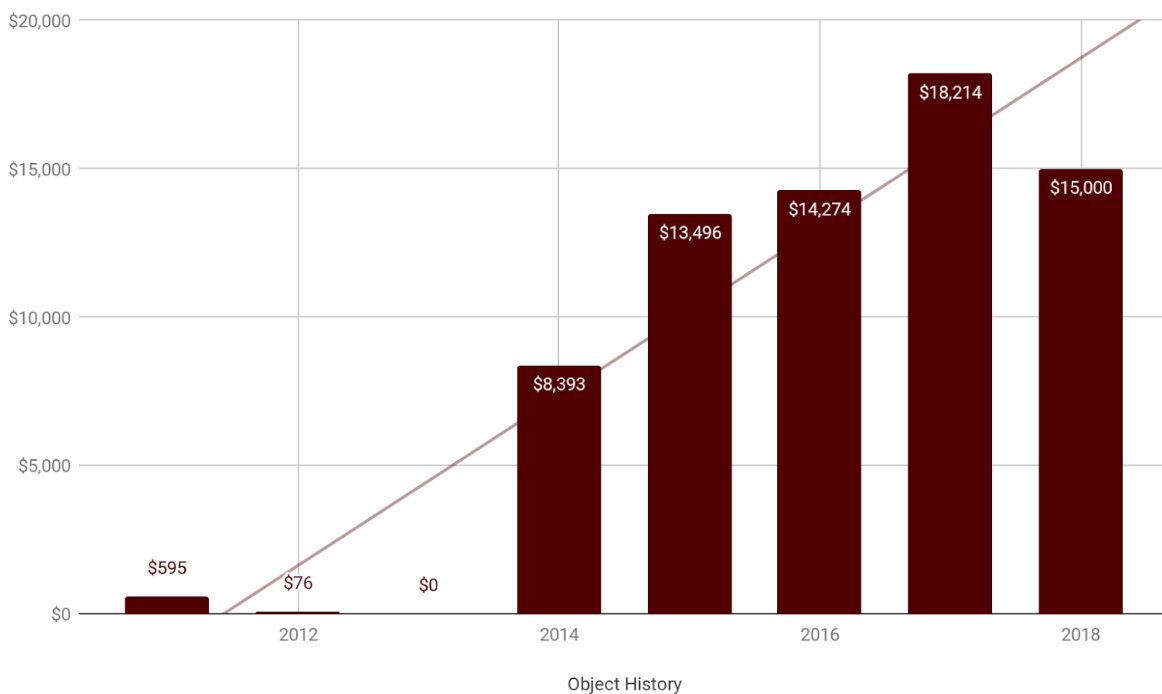
This object holds the cost of any county water utilized by the Town. This could be to compensate for low pressure or in the event that the Town needs water for residents.

CURRENT METHODOLOGY:

The Town currently estimates these costs based on consumption rates published by Pinellas County.

CURRENT OUTLOOK:

This item has a history with many fluctuations in either direction, which causes the percentage of change to have a massive margin of error. However, the average cost of increase is about \$2,000 per year. After speaking with the Director of Water Utilities, it has been determined that while the rate is increasing, Pelican Golf Course is planning to pay for their own reclaimed water usage. In previous years, Pelican consumed over 50 million gallons of reclaimed water. Since the demolition of the course this consumption has naturally gone down, but is expected to increase as it comes back online. Because Pelican is going to be making these payments, there is a small decrease in this item, estimated to come in at \$13,000.



Chemicals - 55230

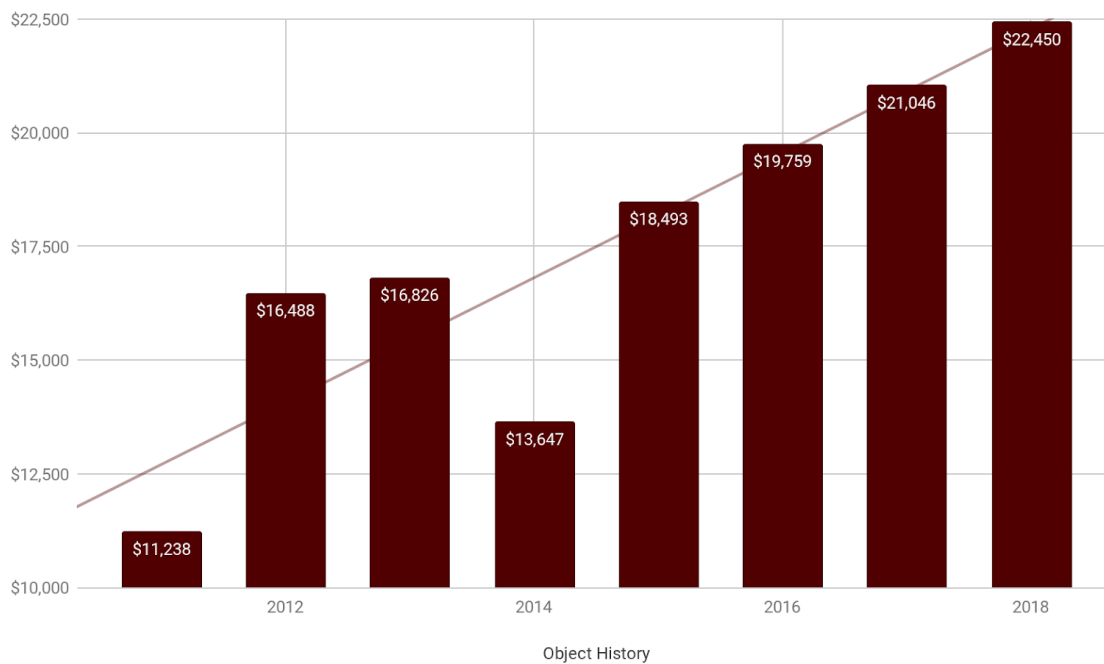
This object is used for the costs of chemicals utilized across the town for various reasons, such as fertilization or water treatment.

CURRENT METHODOLOGY:

The current process for costing this object regards an estimation from departments on how many chemicals will be utilized throughout the fiscal year, then multiplied by the average cost of related chemicals.

CURRENT OUTLOOK:

At this time, the Town expects a small inflation in this object. As the Town looks to transition to a reverse osmosis system, these costs could decrease within the next five years.



The cost of chemicals has been driven up over the past few years, resulting in an increase of \$1,600 each year. After speaking with the department head, it appears these costs will continue to go up for the Town, unless a switch to RO is made. Staff currently estimates this line item to follow the trend with an increase of \$1,500, totalling \$23,950.

Garbage and Trash Disposal - 54340

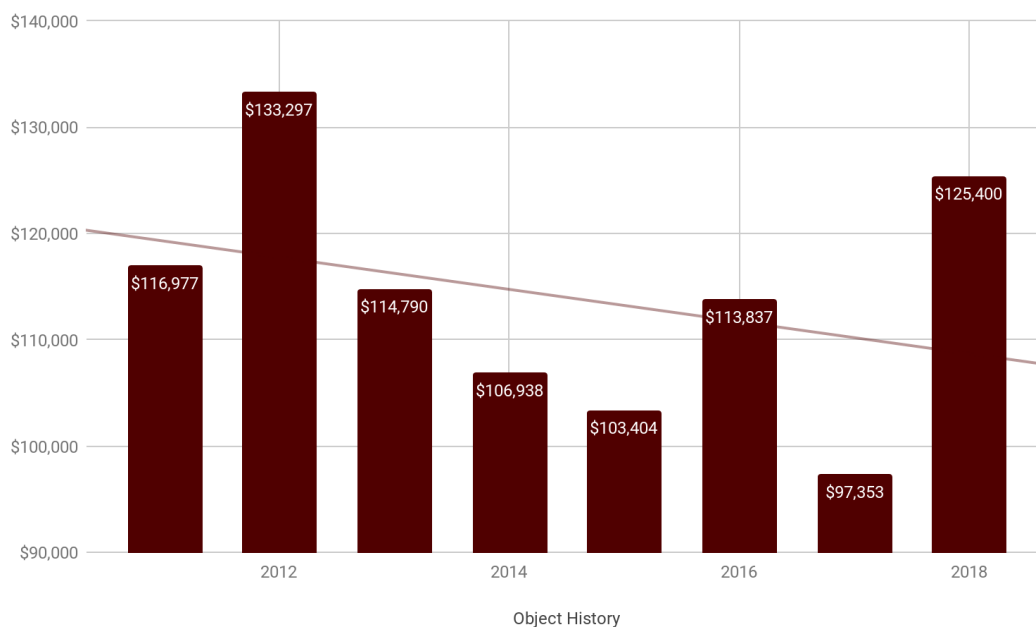
This item is the cost of the Town to dispose of waste collected.

CURRENT METHODOLOGY:

The Town currently estimates this line by identifying a trendline from historic data and forecasting the tons of waste to be collected from residents.

CURRENT OUTLOOK:

There is currently a negative trend associated with this item, though there is an average increase in cost of about \$1,200 per year. Analyses have been conducted in an attempt to narrow down the major cost drivers for this item. The following charts show relations to the tonnage levels per population and cost.

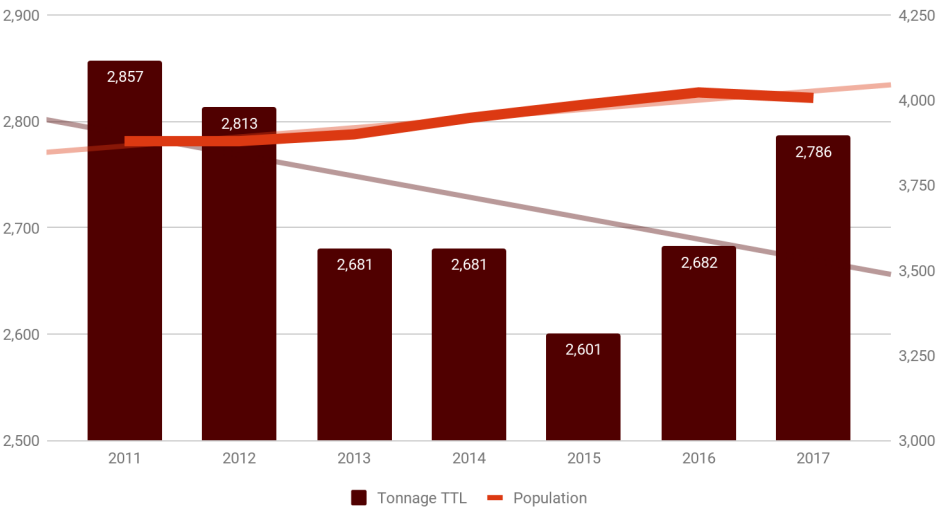


As the Town is currently expecting an increase in the population with the completion of Belleview Place, the total tonnage for collection and disposal is expected to go up as well. Based on the data presented it appears that there is no major correlation between population and tonnage, which was a surprising find. This could be related to the fact that a portion of Belleair's residents utilize the Town as a spot for vacation homes, or "snow-bird" homes.

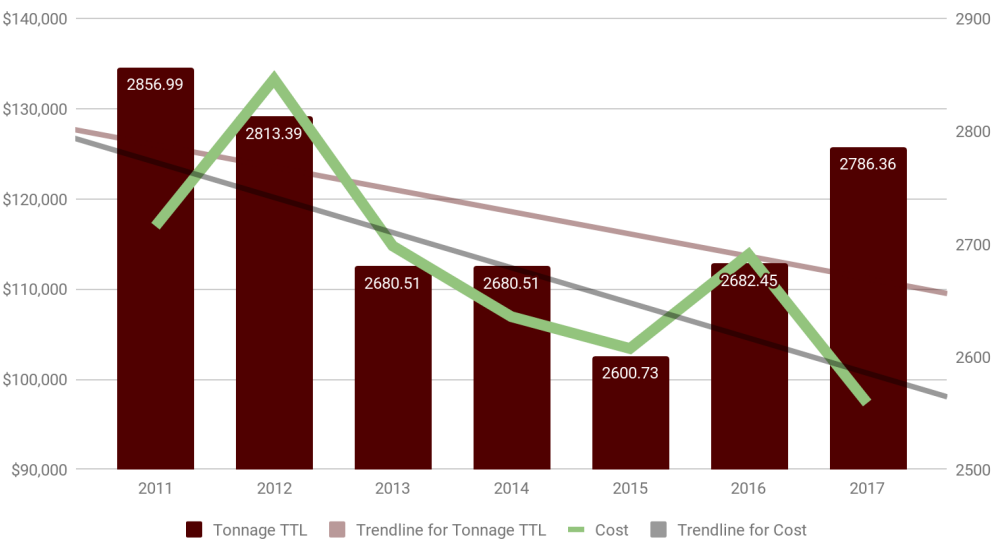
The cost related to the tonnage disposed of may appear at first to be a sporadic spat of data as well, though further analysis provided a trendline that shows an overall decrease in both the total tonnage disposal and the cost. This correlation is expected, as the expenditure for this item would fluctuate directly in relation to how much waste is collected. However, in 2017 there was a large increase for the total tonnage (about 100 additional tons), when the cost of disposal took a sharp dive (about \$16,500). Staff is still investigating this anomaly.

Year	2011	2012	2013	2014	2015	2016	2017
Tonnage TTL	2,857	2,813	2,681	2,681	2,601	2,682	2,786
Population	3,879	3,879	3,899	3,947	3,986	4,022	4,006
Cost	\$116,977	\$133,297	\$114,790	\$106,938	\$103,404	\$113,837	\$97,353

Tonnage Totals vs. Population



Tonnage Totals vs. Annual Cost



Recycling - 54342

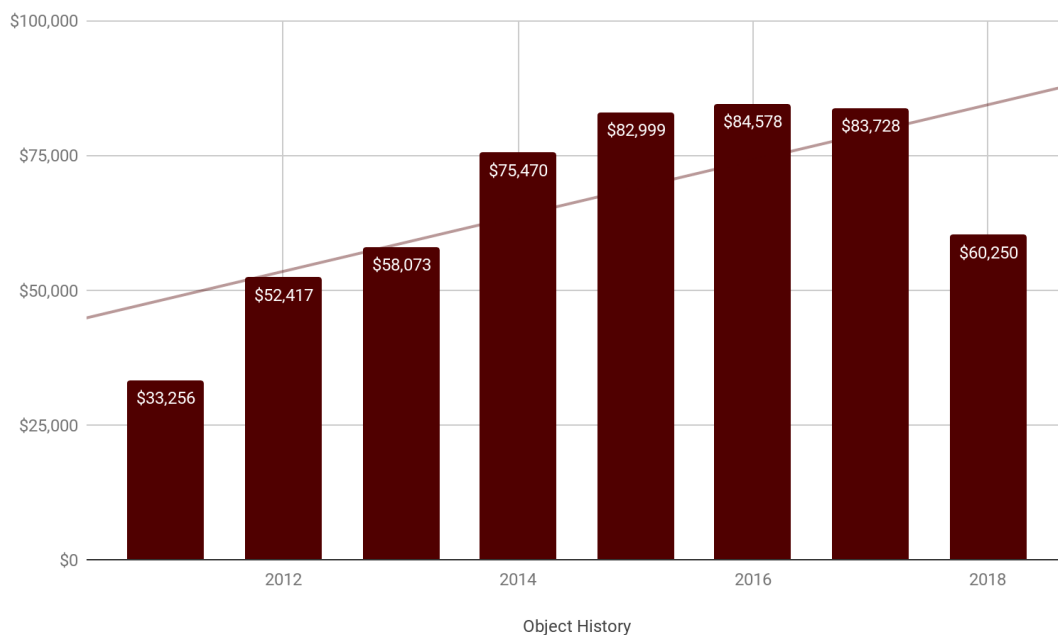
This object holds the cost of the City of Clearwater to process the recycling the Town retrieves from residents.

CURRENT METHODOLOGY:

Staff utilizes the average rate of recycling materials collected and multiplies that number with the residents utilizing recycling services. This will give the Town a rough estimate of what this item will cost.

CURRENT OUTLOOK:

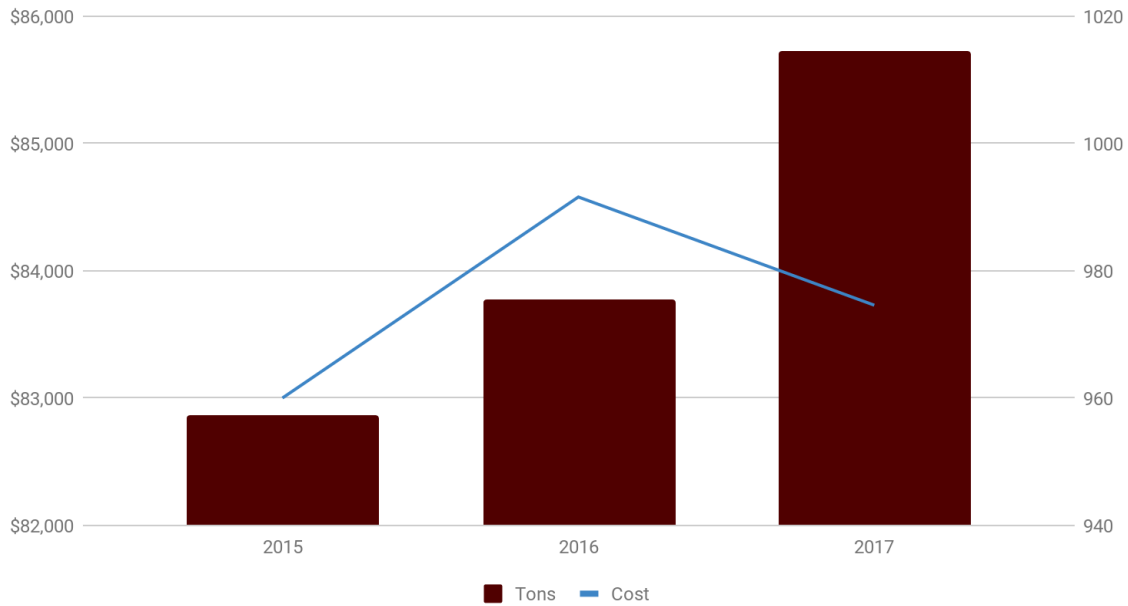
At this time it is estimated that the costs for this object will continue to decrease as the Town continues the pilot recycling program. The current estimations for this item continue to place it at \$60,250.



The cost for recycling has a trend of increasing by approximately \$3,800 per year, though staff finds this to be a bit of a false reading due to the recycling pilot program. Given that the pilot program has been in place since 2015, it is important to study those years as they will provide a more true reading of the costs and future trends.

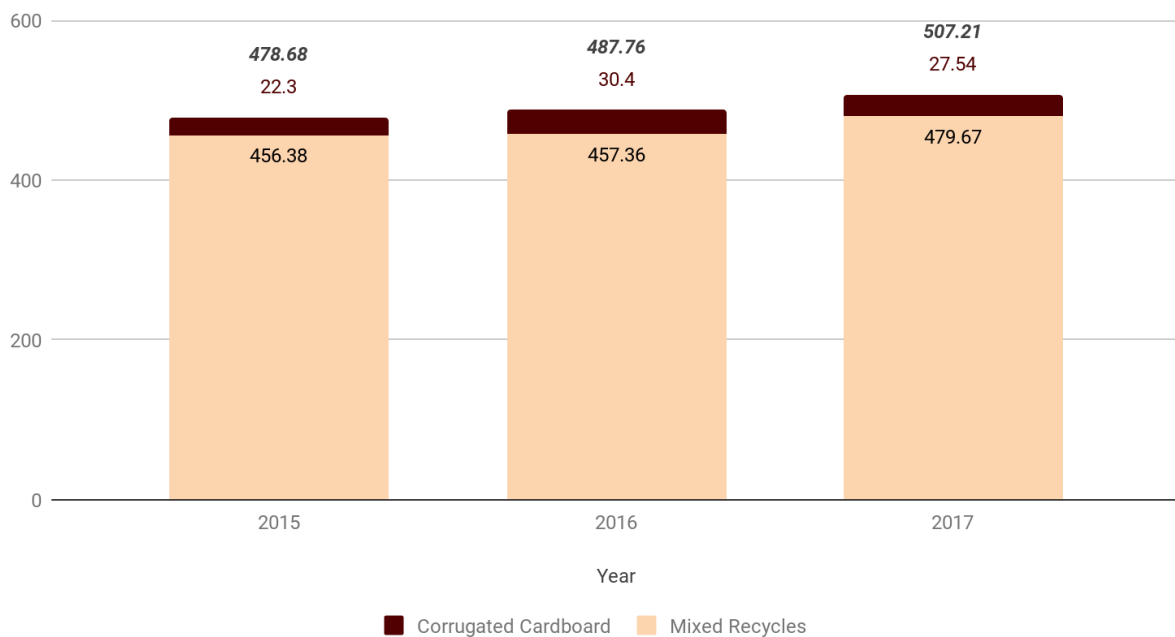
Though there will be an assumed increase in tonnage of recycling as Bellevue Place comes online, staff expects the costs of recycling to decrease as our pilot program continues. The following charts breakdown the recycling data received from our pilot program, though 2018 data has not been included as final and accurate results have not been completed.

Cost vs Recycling Tonnage



Year	2015	2016	2017
Cost	\$82,999	\$84,578	\$83,728
Tons	478.68	487.76	507.21

Types of Recycling per Year



<i>Year</i>	<i>2015</i>	<i>2016</i>	<i>2017</i>
<i>Total Recyclables</i>	478.68	487.76	507.21
<i>Mixed Recycles</i>	456.38	457.36	479.67
<i>Corrugated Cardboard</i>	22.3	30.4	27.54

311100 - Ad Valorem

A levy against the taxable value of real and personal property. The Town Commission sets the millage rate annually prior to October 1st. One mill is \$1 of tax per \$1,000 of taxable assessed value. The adopted operating millage from FY 2018 is 5.9257.

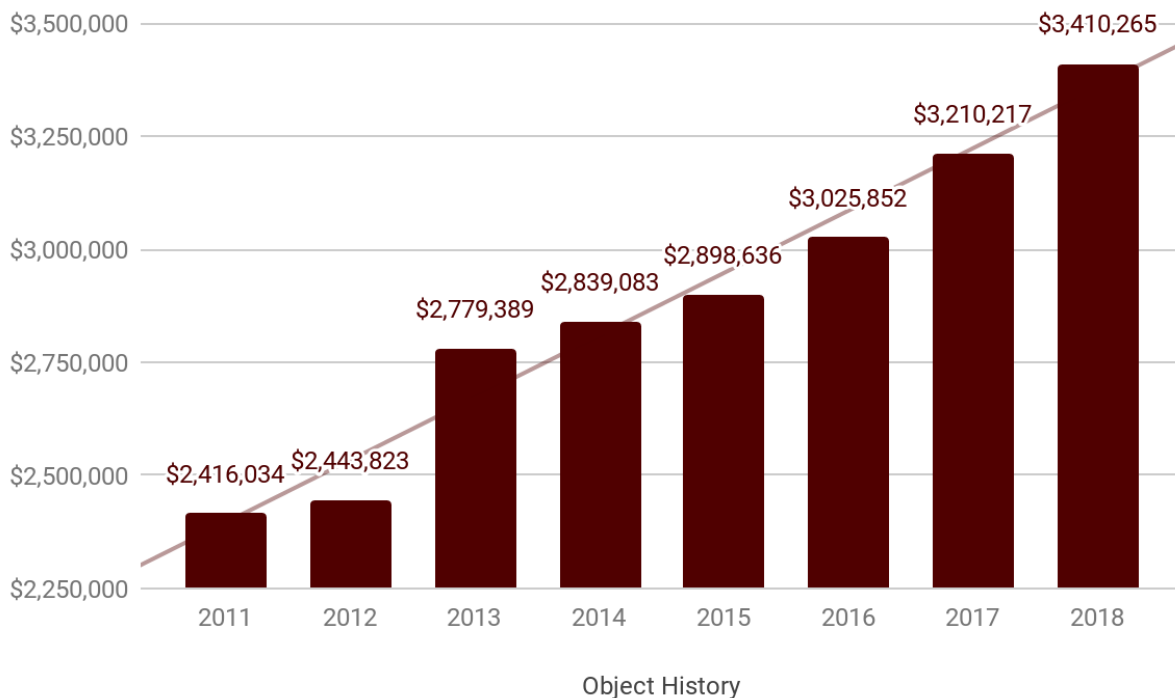
CURRENT METHODOLOGY:

Belleair's millage rate has remained at 5.9257 since 2014. Belleair has the capacity to levy up to 10 mills for operating expenditures based on State law. The millage rate is set by the Commission each fiscal year. The amount of revenue received through ad valorem taxes is the product of two factors: 1) the tax rate (millage) set by the Town Commission; and 2) the value the Pinellas County Property Appraiser's Office (PCPAO) places upon the property.

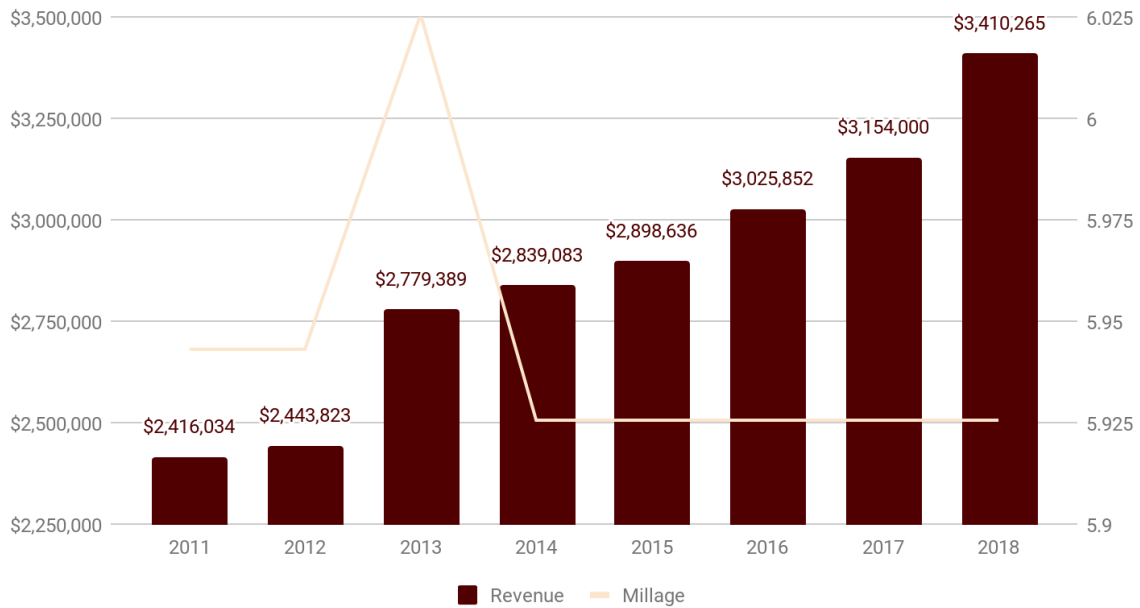
There are concerns for exemptions that can cause this revenue item to fall short if they are not included with the proper calculations. All legal Florida residents are eligible for a Homestead Exemption on their homes, condominiums, apartments and certain mobile home lots if they qualify. The Florida Constitution provides this tax-saving exemption on the first and third \$25,000 of the assessed value of an owner/occupied residence.

CURRENT OUTLOOK:

This item has a steady increase of \$142,000 per year, which equates to 5.13%. In the previous fiscal year, property values were placed at \$670,528,380, which increased to \$712,561,991 in the following year. The Town is currently in the position that the property values within Belleair will continue to increase. A rough estimation for this line item comes in at \$3,517,347, which is a conservative 3.14% increase from the previous year. A third homestead exemption is going to be considered by voters on November 6, 2018. This would exempt the fifth \$25,000 bracket of values on all homestead properties in the state. This will have an impact on Ad Valorem of about \$131,940.



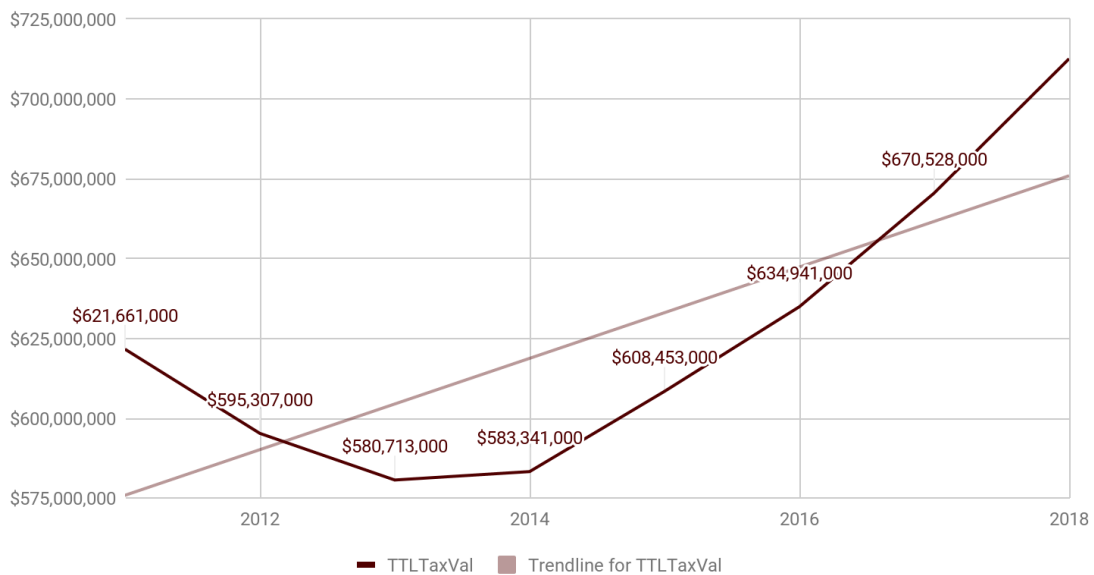
Millage Against Ad Valorem



Year	2011	2012	2013	2014	2015	2016	2017	2018
Millage	5.9432	5.9432	6.0257	5.9257	5.9257	5.9257	5.9257	5.9257
Revenue	\$2,416,034	\$2,443,823	\$2,779,389	\$2,839,083	\$2,898,636	\$3,025,852	\$3,154,000	\$3,410,265

The Town's millage rate has been stagnant since 2014. Meanwhile there has been an increase in taxable property values, thus raising the revenue for Ad Valorem.

Total Taxable Value of Belleair Properties



A major factor in the upcoming estimate for Ad Valorem is the oncoming values for Belleview Place properties. Below is a listing of the developments with the estimated fiscal year they will be reflected on the tax rolls:

Belleview Properties are listed with the following selling ranges:

Home Type	Range	Estimated FY of Valuation
Carriage Homes East (13 units)	\$709,000 - \$1,400,000	2019-2020
Alamanda Residences (26 units)	\$663,000 - \$1,750,000	2019-2020
Magnolia Residences (25 units)	Unknown, est. with Alamanda	2019-2020
Belleview Inn	\$899,200	2019-2020
Brightwater Residences	\$670,000 - \$1,975,000	2020-2021
Sunset Residences	\$700,000 - \$2,200,000	2020-2021
Carriage Homes West (12 units)	\$749,000 - \$1,525,000	2020-2021

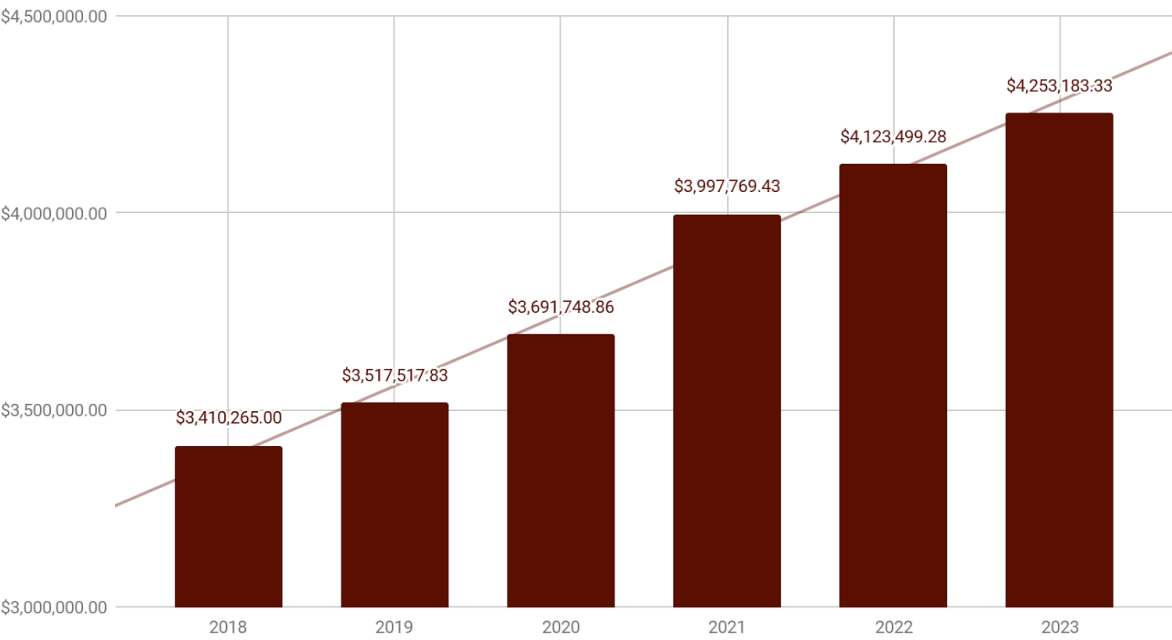
The total taxable value estimated for the entirety of Belleview Place, with homestead exemptions accounted for, comes to \$68,472,480. This is with the conservative estimate of the cost per unit being on the lower end from the sold value given to staff from Belleview Place, with proceeds of \$385,000 to Ad Valorem over the course of five years.

However, many of these pieces of property have sold for higher than the asking price due to their exclusivity. The official taxable values for fiscal year 2017-2018 account for these as vacant properties. This means that the just value is much lower than what it will be once the unit is sold and identified as a livable property. The example property of 6 Hibiscus Lane is listed below.

2017 Final Value Information							
Year	Just Market Value	Assessed Value: SOH Cap	County Taxable Value	School Taxable Value	Municipal Taxable Value		
2017	\$182,613		\$182,613	\$182,613	\$182,613	\$182,613	
[click here to hide] Value History as Certified (yellow indicates correction on file)							
Year	Homestead Exemption	Just Market Value	Assessed Value: SOH Cap	County Taxable Value	School Taxable Value	Municipal Taxable Value	
2017	No	\$182,613		\$182,613	\$182,613	\$182,613	\$182,613
2017 Tax Information			Ranked Sales (What are Ranked Sales?) See all transactions				
2017 Tax Bill	Tax District: BL		Sale Date		Book/Page	Price	Q/U V/I
2017 Final Millage Rate	21.1857		01 Nov 2016		19412 / 0270	\$763,100	U I
Do not rely on current taxes as an estimate following a change in ownership. A significant change in taxable value may occur after a transfer due to a loss of exemptions, reset of the Save Our Homes or 10% Cap, and/or market conditions. Please use our new Tax Estimator to estimate taxes under new ownership.			01 Nov 2016		19410 / 1314	\$763,100	U I
			12 Mar 2015		18707 / 2158	\$6,200,000	M I
Amendment 1 - Will you Benefit?							
Check Estimated 3rd Homestead Exemption Benefit							

The Just Market Value of this property is just over \$182,000, which was again listed as a vacant property. After speaking with Pinellas County Property Appraiser with the Building and Zoning Technician, staff identified the sold price as \$763,000. This is important to note as the Just Market Value is calculated as 90% of the purchase price of the subject property. Even with the Homestead Exemption, this is more than twice the original value utilized for the tax roll. Staff has thoroughly researched the incoming revenue and has worked to identify a projection estimate for the next five years related to the Ad Valorem estimates.

Projected Values for Ad Valorem for the Next Five Years



While this is assumed to be a very large increase, it is not guaranteed. However, the sold value of the property would be identified as the Just Market Value up to one year after the completion of construction. This means the Town of Belleair would see resulting Ad Valorem proceeds somewhere between one and two years from the date the properties have been granted a certificate of occupancy.

313100 - Electric Franchise

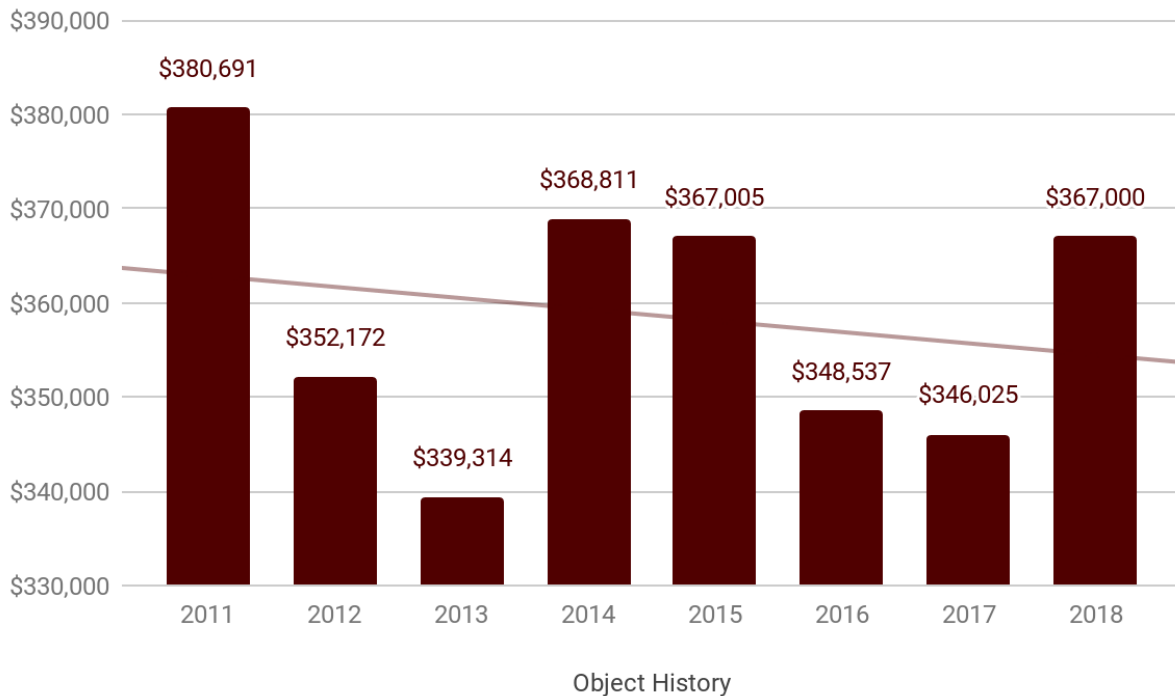
This revenue source consists of payments made for the privilege of operating within the right of ways owned by the Town. The basis for this fee is provided for in multiple long term agreements for payments to the city calculated from gross revenue derived from accounts within Town limits.

CURRENT METHODOLOGY:

This revenue account is a relatively stable source, with assumptions utilizing historic trends and smoothing during the budget planning phase. As the season progresses, the Town will receive a final number for revenue input.

CURRENT OUTLOOK:

This object currently has a small decrease on average of approximately \$2,000 every year. This is one of the more volatile franchise fees the Town receives as this is related to things such as street lights and abandoned properties. Duke is currently proposing raising their prices by about 5%, which brings staff to an estimate of an increase by about 2.75%, which brings this item to \$377,000.



313400 - Gas Franchise

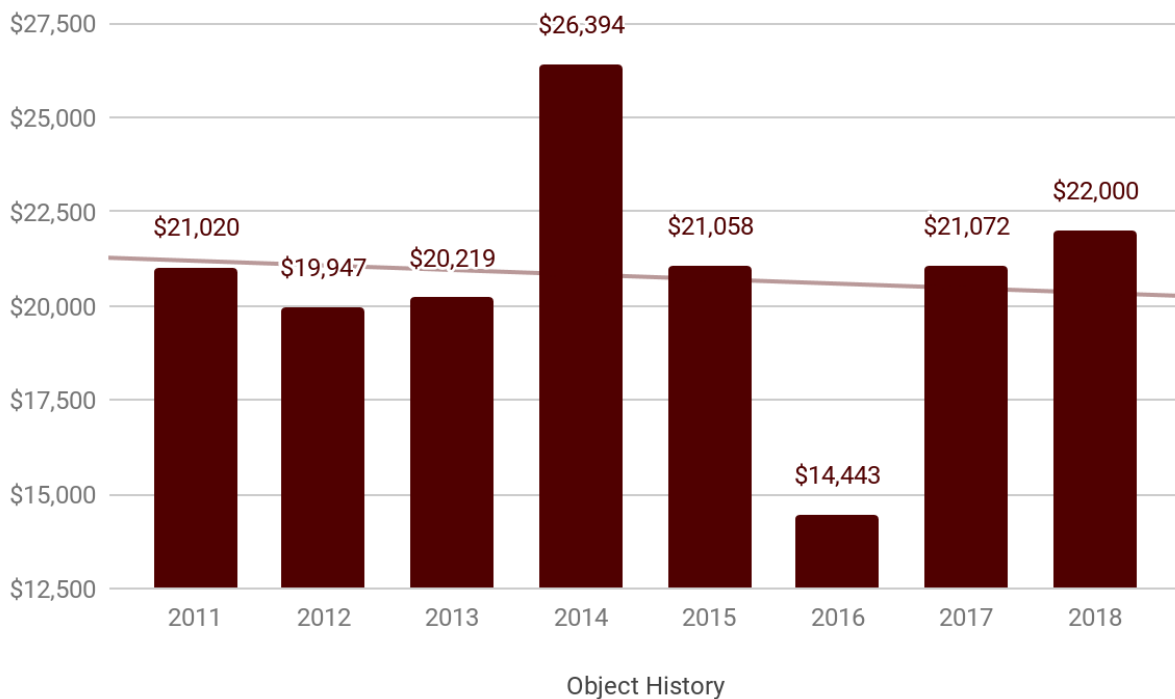
This revenue source consists of payments made by the City of Clearwater for the privilege of operating within the right of ways owned by the Town. The basis for this fee is provided in a long-term agreement for payments to the Town of 5.5% on the sale of gas within the limits of the Town.

CURRENT METHODOLOGY:

The two factors that influence the amount of revenue collected are the sale of gas to customers within the Town limits and the rate negotiated in the agreement. The agreement between the City of Clearwater and the Town of Belleair is a 30-year agreement that is up for renegotiation in 2020.

CURRENT OUTLOOK:

Gas franchise, while a relatively stable fund, has seen a small change of about 3.93%, or \$150, each year. At this time, staff does not expect a change in this line item.



341802 - Building Permits

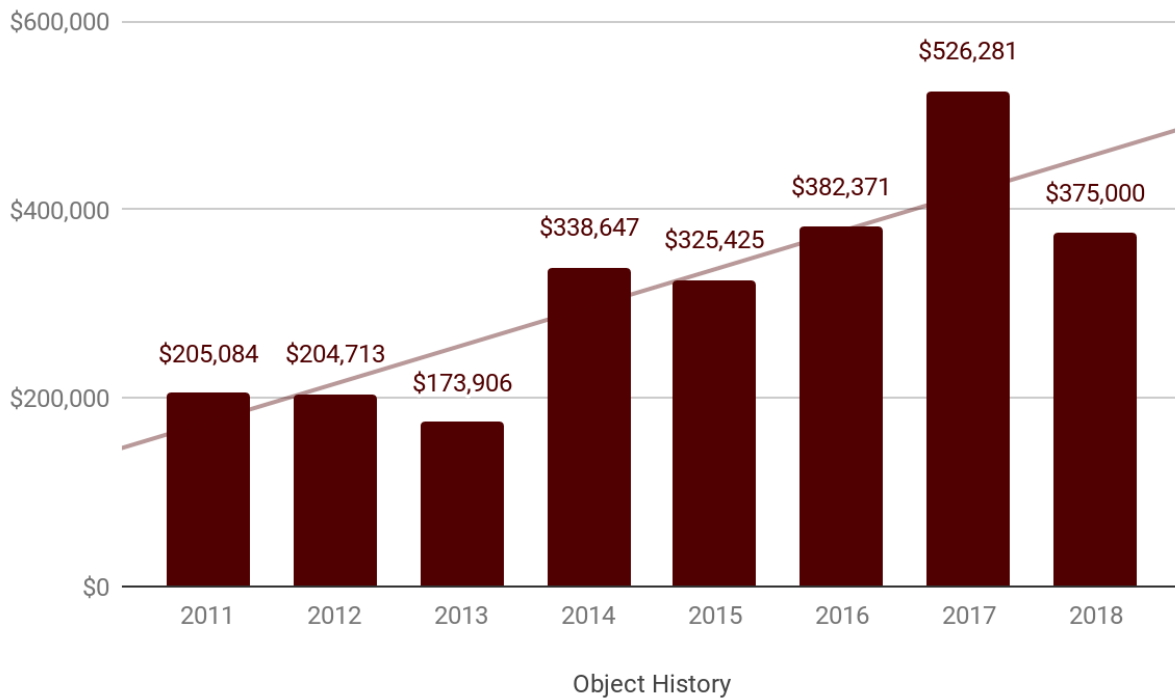
Building revenue is collected from fees and the sale of permits issued to authorize the renovation or construction of homes within Belleair.

CURRENT METHODOLOGY:

This source of revenue is derived from two components being the permit fee, which is 2% of the total project value, and the administration fee applied to every project. Historic analysis is utilized and then combined with an estimated range of potential income based on the Building and Zoning Technician's estimates of incoming permit requests.

CURRENT OUTLOOK:

After speaking with the Building and Zoning Technician, staff is expecting a small decrease in this line item, dropping revenue from \$375,000 to \$325,000. A large portion of this is due to the wrap-up of the Belleview Place construction, as well as the Pelican Golf Course.



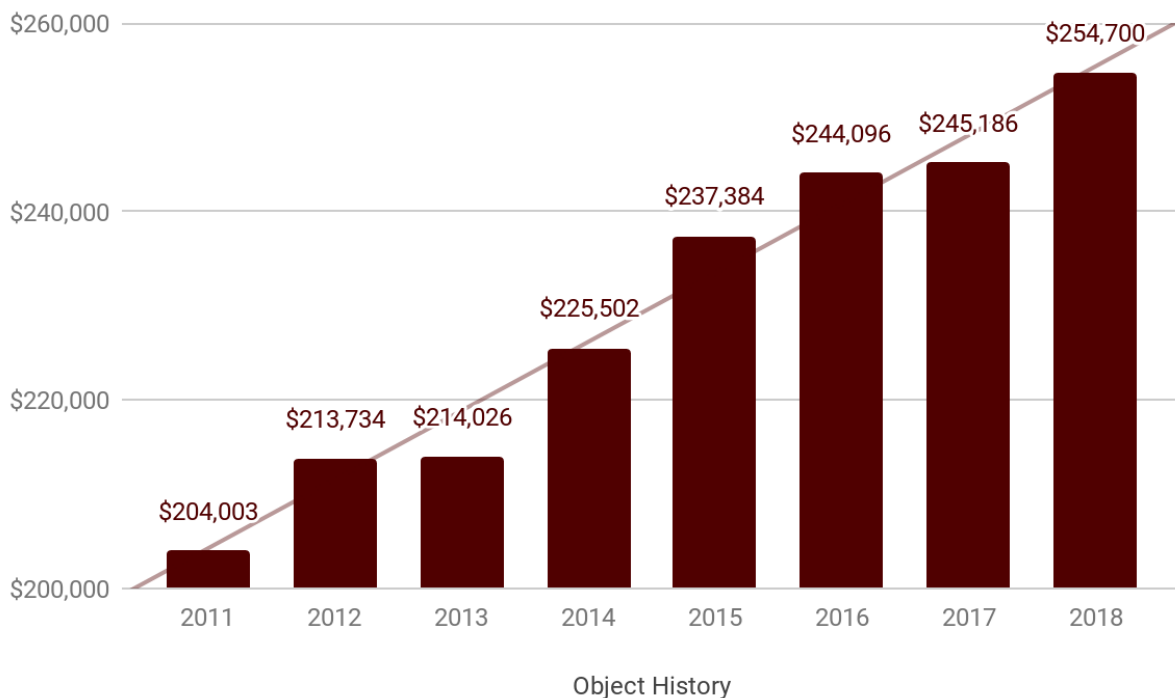
Belleview Place currently accounts for approximately \$70,000 of the building permit revenue, which is almost 20% of the item. Staff has conducted a thorough analysis and identified an average increase of \$24,000 per year, though this is skewed slightly due to the recent years' increase because of the new construction projects. After removing this spike, a conservative minimum of \$225,000 has been established as a baseline for this item.

335180 - Half-cent Sales Tax

This program generates the largest portion of revenue for local governments among the state-shared revenue sources currently authorized by legislature. It distributes a portion of state sales tax revenue earmarked for distribution to the county's governing body and each municipality within.

CURRENT METHODOLOGY:

The allocation factor for each municipality is computed by dividing the municipality's total population by the sum of the county's total population plus two-thirds of the County's incorporated population. Each municipality's distribution is determined by multiplying the allocation factor by the sales tax monies earmarked for distribution within its respective county. Only an increase in population or total sales would generate an increase in revenue for the Town of Belleair. Staff currently utilizes a historic analysis combined with a smoothing trend to estimate the oncoming revenue for this item.

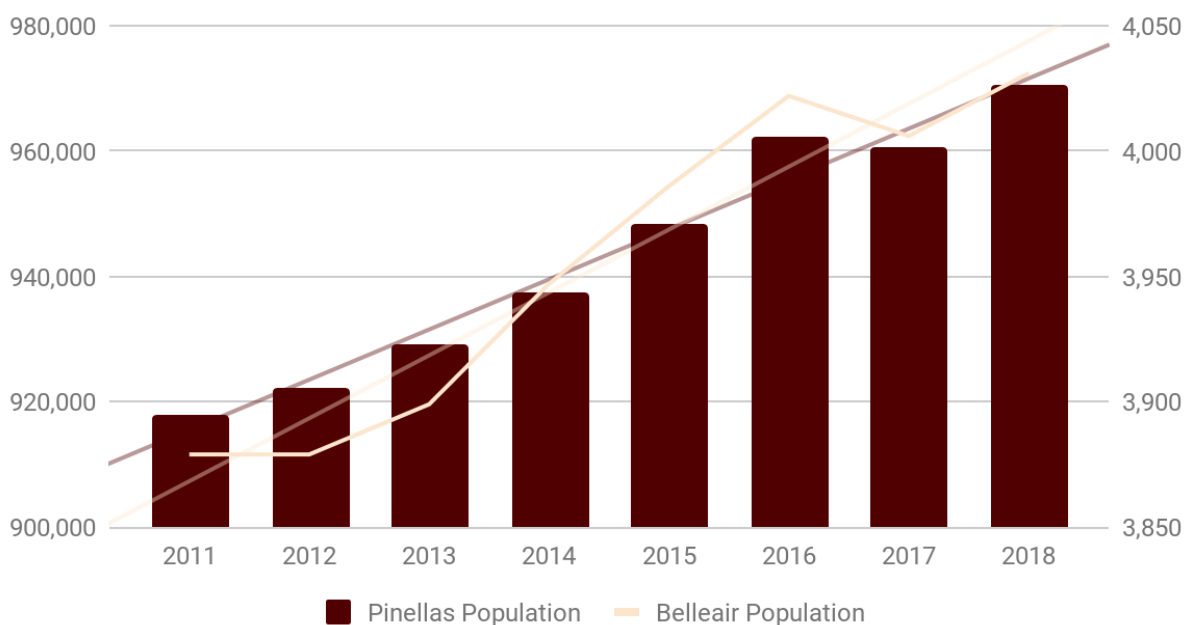


There is a current outlook of this item following the trending increase of 3.24% each year, incoming at a conservative \$260,000. Revenue estimates for the fiscal year 2017-2018 have Pinellas county pulling in approximately \$47,359,964, with Belleair receiving \$254,719. This item will fluctuate as it directly correlates to Belleair's population against the County's population. As shown in the following chart, Belleair receives a very small portion of this due to the fact that our population is so small compared to the County that staff had to move four decimal places out to show any sort of change.

	2011	2012	2013	2014	2015	2016	2017	2018
Pinellas	917,879	922,075	929,085	937,457	948,391	962,106	960,730	970,637
Belleair	3,879	3,879	3,899	3,947	3,986	4,022	4,006	4,031
Percentage	0.4226%	0.4207%	0.4197%	0.4210%	0.4203%	0.4180%	0.4170%	0.4153%

According to the Florida Estimates of Population, published by the Bureau of Economic and Business Research in 2017, Florida's population is estimated to grow anywhere between 1.21% - 7.57%. Utilizing an average of these two numbers (4.39%) and the assumption that Belleair's population will continue to follow the trend set forth in the following chart, staff feels comfortable assuming that there will be an increase of 1.5% in this line item within the next year, which equates to approximately a conservative \$4,000. This assumption does fall below the average increase previously calculated.

Pinellas Population and Belleair Population



315000 - Communication Services Tax

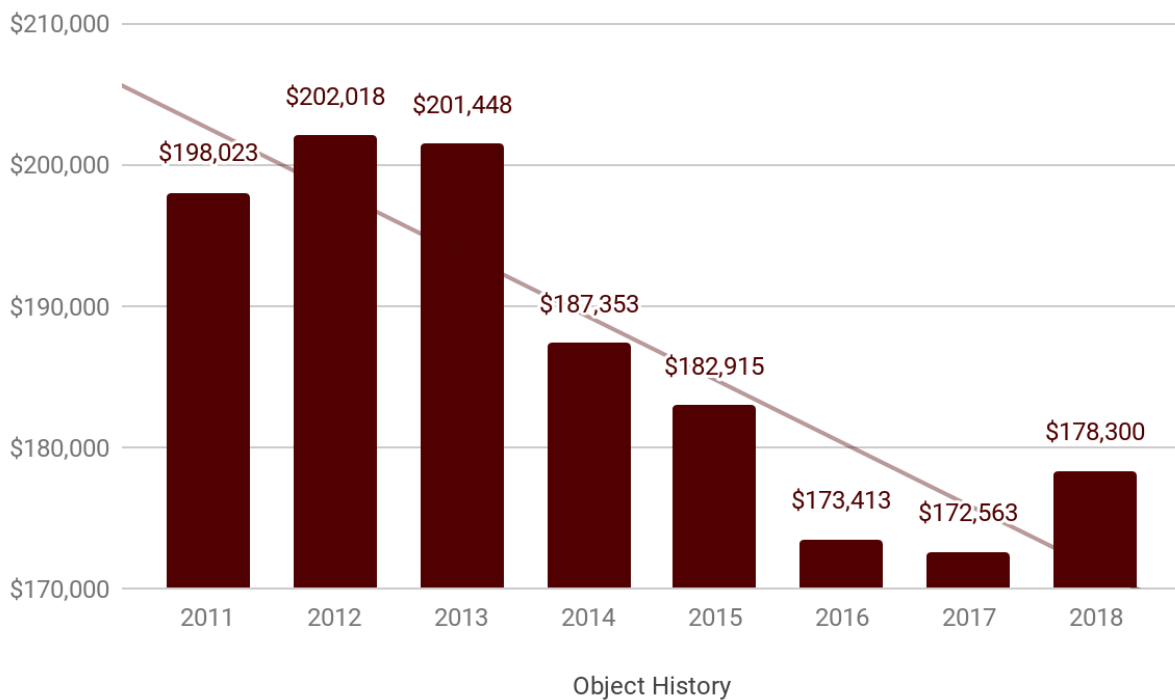
Communication services tax applies to telecommunication, video, direct-to-home satellite, and related communications services.

CURRENT METHODOLOGY:

At this time, Town staff utilizes a historic analysis combined with the quantitative forecasting methodology to determine the revenue from this line item.

CURRENT OUTLOOK:

At this time, staff feels comfortable following the declining trend for this item. While there was a sharp loss of revenue from 2013 to 2014, this pattern is not consistent in every year. The current estimate for this item is \$170,000.



This item has a declining trend of 1.39% each year, which equates to a loss of nearly \$20,000. The items available for taxation include, but are not limited to:

- Local, long distance, and toll telephone
- Video service (for example, television programming or streaming), whether provided by a cable, telephone, or other communications services provider
- Direct-to-home satellite
- Mobile communications

<i>Jurisdiction</i>	<i>Adopted Rate</i>	<i>County Surtax</i>	<i>Total Local Rate</i>
BELLEAIR	5.220%	0.600%	5.820%

343400 - Sanitation Charges

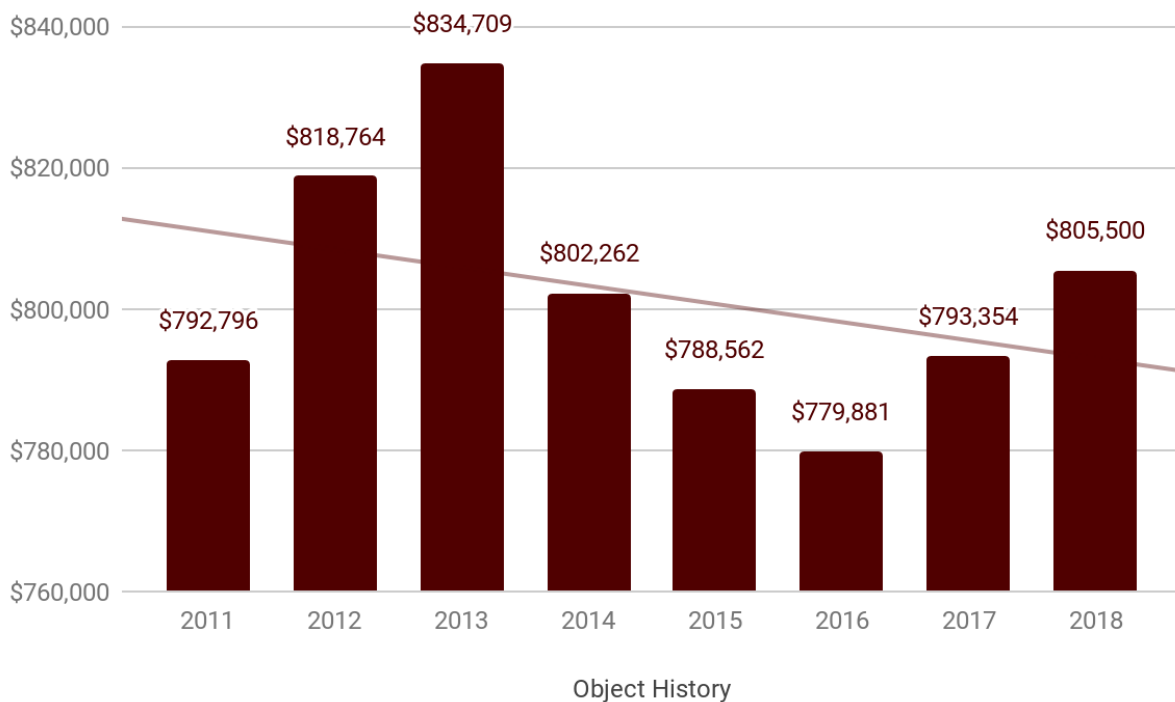
This revenue source includes fees for trash collection assessed to residents for sanitation services.

CURRENT METHODOLOGY:

The Town currently employs a quantitative forecast methodology for this line item. This means that we estimate the incoming revenue by multiplying the appropriate households by their corresponding charge line.

CURRENT OUTLOOK:

At this time, staff expects this item to increase a small amount, following the trend identified below. There is an average increase over time by nearly \$2,000 for this line item, despite the negative trend. This trendline is associated with the large decrease in revenue from 2013-2016, though it has been inflating since. Considering the increase in units to be serviced because of the onlining of Belleview, staff expects this item to follow this trend, with revenue incoming at approximately \$829,500. This is not including any sort of assumed percentage increase.



The current units serviced and their costs are listed below for educational purposes.

Commercial	Multi-family	Single-family	Total Serviced Types
18	19	1,364	1403

It is important to note that the 19 multi-family units are 19 buildings being serviced, when in total there are 899 condominium units generating solid waste.

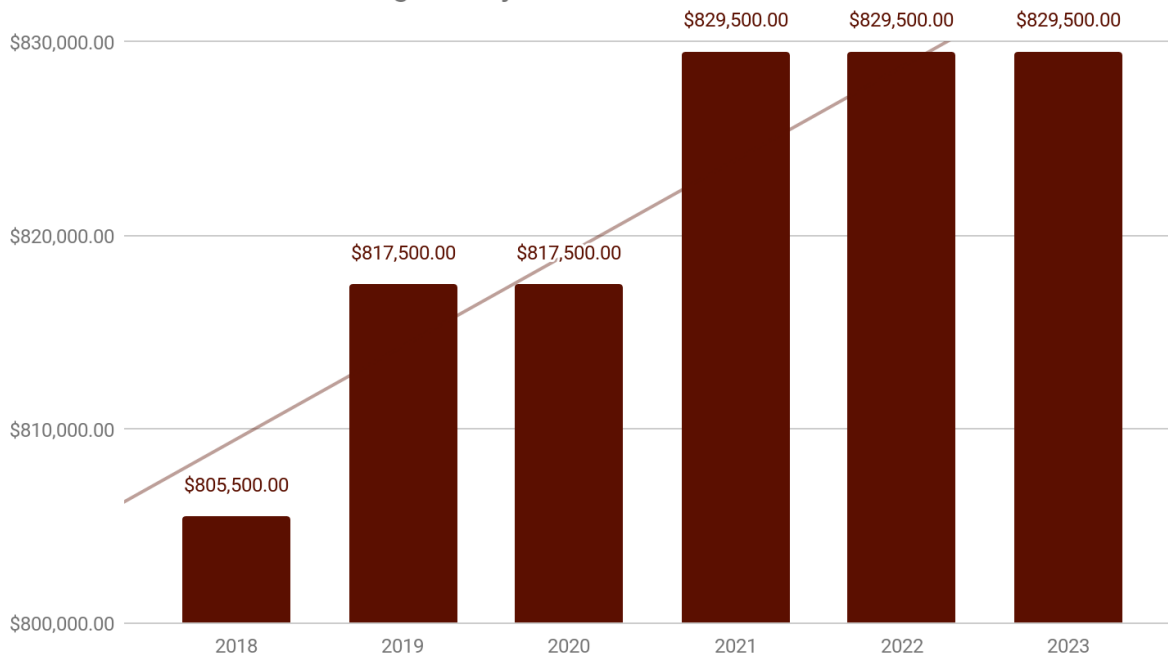
<i>Commercial (No Dumpster)</i>	<i>Multi-family</i>	<i>Single-family</i>
\$28.78	\$13.30	\$35.09

There are different rates for commercial pick-ups with a dumpster. These charges are as follows:

Container	2x / week	3x / week	4x / week	5x / week
1 cubic yard	\$91.68	\$137.52	\$183.37	\$229.20
2 cubic yards	\$183.37	\$301.86	\$366.80	\$458.42
4 cubic yards	\$343.18	\$514.44	\$686.35	\$857.63
6 cubic yards	\$485.44	\$729.65	\$972.87	\$1,216.08

Through previously performed analyses, staff has identified a small but positive trend in this item. On average, this item will increase by approximately \$1,800 every year. However, as seen last year, this item is subject to more sporadic behaviors. This is most likely due to the remodeling of Bellevue Place and the Pelican Golf Course. As these properties come online, it is more likely that there will be a small increase. This increase in revenue is projected over the next five years below.

Solid Waste Revenue Charges Projection



343300 - Water Utility Revenue

This revenue source is primarily generated by water fees paid by the neighbor. These charges include water utility sales, water tap fees, and other surcharges that are assessed for water service.

CURRENT METHODOLOGY:

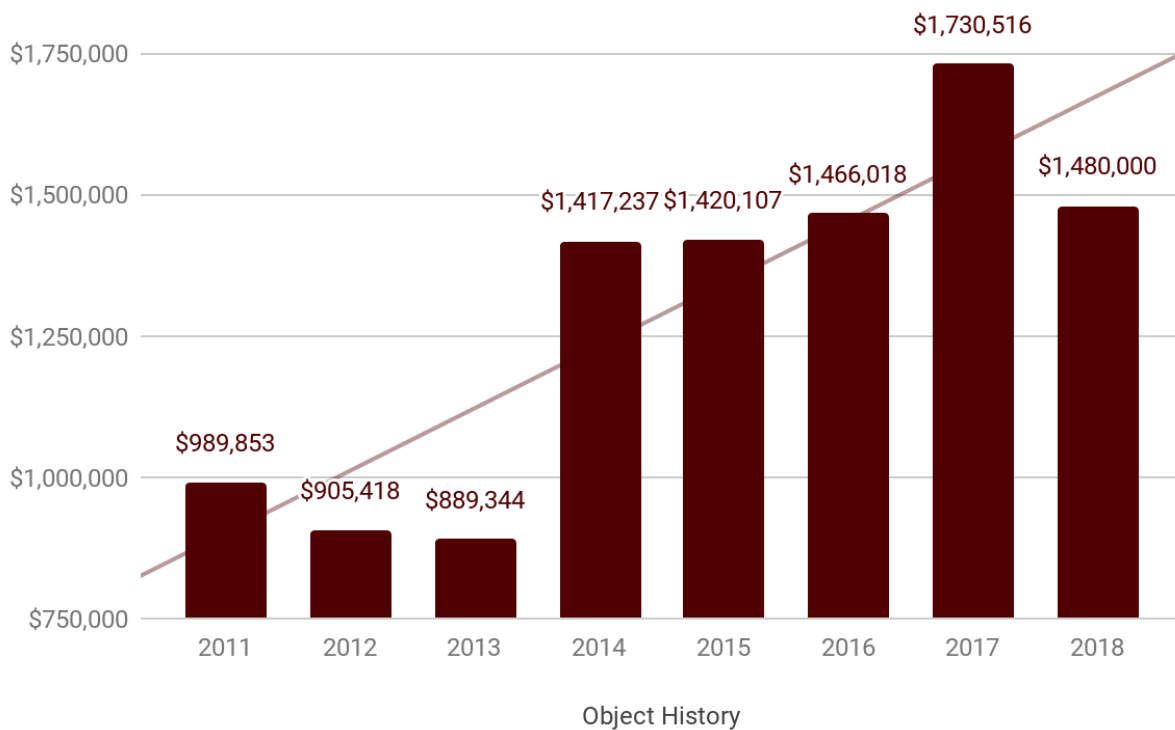
Staff currently utilizes a historic analysis combined with a smoothing trend, in addition to quantitative analysis, to calculate an estimate for this line item.

CURRENT OUTLOOK:

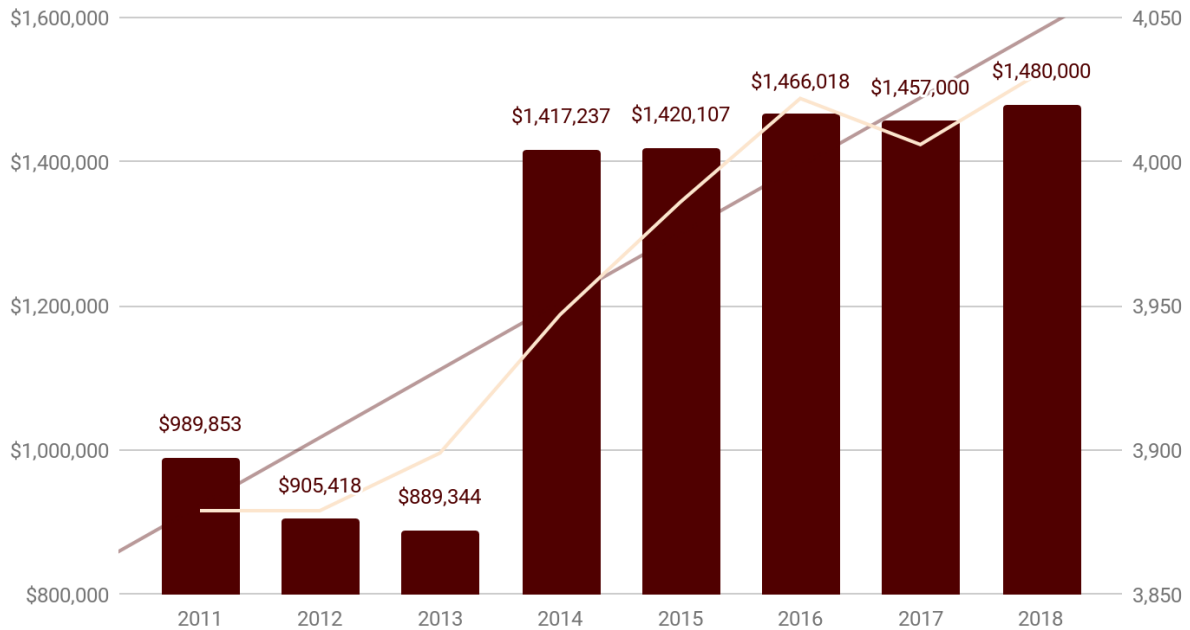
The Town of Belleair has the capacity to increase the monthly water rate. Belleair's current base rate for commercial and residential use is \$12.99. Commission approval would be required to increase the fee schedule.

As one can see, the trendline for this item is increasing heavily. There was a rate change in 2013 which resulted in an increase of revenue, though there is no expected changes in these rates at this time. Staff is currently expecting this revenue item to increase a small amount once Belleview Place is fully online.

Because of the estimated increase in usage, this object's revenue is approximated to come in at \$1,501,000.



Population vs. Water Revenue

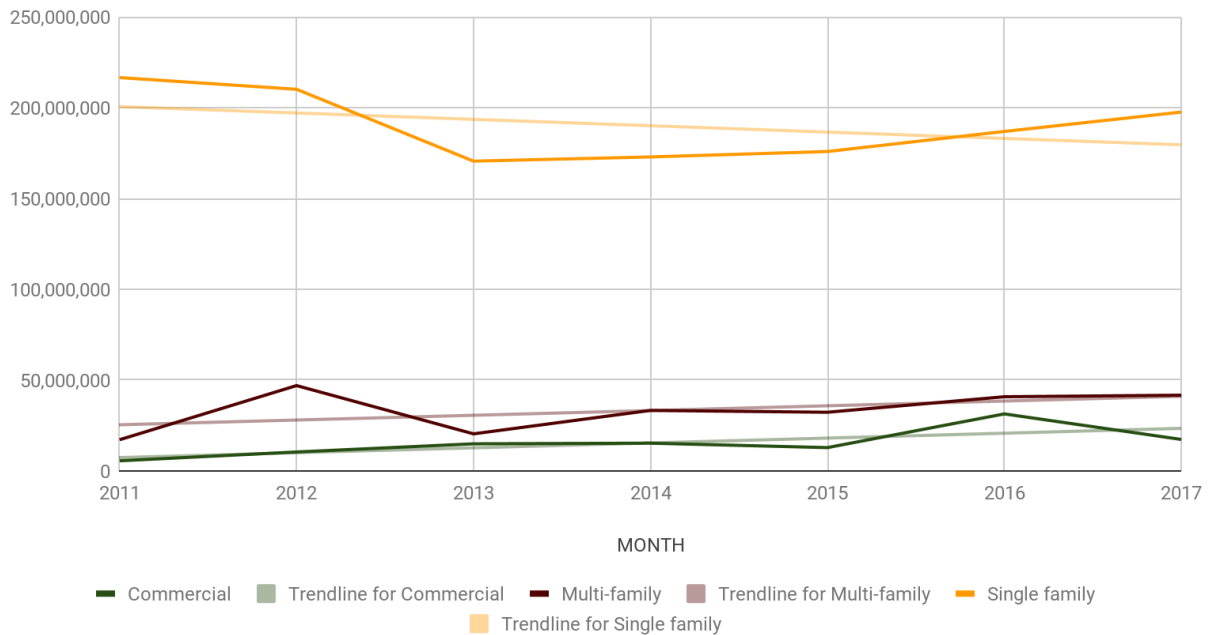


The history of water rates is listed in the chart below, followed by a presentation of the consumption per year for each type.

2013	Single Family	Multi-family	Commercial
<i>Base</i>	12.37	12.37	24.74
<i>1,000 - 4,000</i>	1.86	1.86	6.21
<i>Ea. 1,000 over 4,000</i>	6.21	6.21	6.21
<i>Ea. 1,000 over 25,000</i>	7.45	7.45	7.45

2016	Single Family	Multi-family	Commercial
<i>Base</i>	12.99	12.99	25.98
<i>1,000 - 4,000</i>	1.95	1.95	6.52
<i>Ea. 1,000 over 4,000</i>	6.52	6.52	6.52
<i>Ea. 1,000 over 25,000</i>	7.82	7.82	7.82

Commercial, Multifamily, and Single Family Consumption



	Commercial	Multi-family	Single family	K Gallons/day
2011	5,486,000	17,104,000	216,656,500	655
2012	10,353,000	46,937,000	210,202,000	733
2013	14,857,000	20,346,000	170,612,000	564
2014	15,212,000	33,251,000	172,929,000	607
2015	12,760,000	32,240,000	175,906,000	605
2016	31,331,000	40,790,000	186,972,000	710
2017	17,254,000	41,643,000	197,652,000	703

Staff has thoroughly reviewed the previous consumption of water for the hotel and is determining this item to increase once Belleview Place is fully online, which is depicted in the next graph.

Water Utility Rate Revenue Projection

