

**MEETING MINUTES
REVENUE ESTIMATING CONFERENCE
APRIL 22, 2013; 12:00 PM**

PRESENT

Honorable Jacquelyn Clarkson, Councilmember-at-Large
Peter Ricchiuti, Professor, Director of Research, Tulane University
Andrew Kopplin, First Deputy Mayor & Chief Administrative Officer
Norman S.J. Foster, Director of Finance/CFO

ABSENT

Honorable Mitchell J. Landrieu, Mayor, City of New Orleans

OPENING

The meeting of the Revenue Estimating Conference (REC) is called to order by First Deputy Mayor and Chief Administrative Officer, Andrew Kopplin.

1. Mr. Ricchiuti moved the approval of the October 22nd and November 19th, 2012 minutes of the Revenue Estimating Conference. Minutes adopted by unanimous consent.
2. 2012 Unaudited Revenue overview, Norman Foster, Director of Finance.

With the retirement of Jerome Lomba as City Economist, a search is underway for a new City Economist, and hopefully will be complete by the next REC. Mr. Foster, Director of Finance, made a presentation on the 2012 unaudited revenues.

Mr. Foster presented an overview of

- 2012 unaudited revenues for the GF
- 2013 first quarter revenues
- How does 2013 look compared to budgeted revenues?
- Special events and recent reports

[Handout is attached]

2012 Unaudited revenues: After adding some revenue items that are added during the audit process (reflecting identical revenue and expenditure items, such as state supplemental pay to police and fire), the unaudited revenues for 2012 were about \$0.1 million less than the last REC forecast for 2012 made in the fall of last year during the budget discussion.

Mr. Kopplin noted that at the same point in 2012, the first REC of the year presented an update on the unaudited revenues from 2011, and its effect on 2012. At that point, the forecast for 2012 needed to be adjusted by about \$14 million because 2011 had fallen short of the last revenue forecast made during 2011.

2013 First Quarter revenues: Collections for January through March of 2013 are about 6% ahead of 2012 on an accrual basis.

2013 versus budget: Property taxes were budgeted to grow about \$11M from 2012 to 2013, and growth for the first three months, the bulk of collections are about \$6M over 2012. This is an area for additional analysis for the next REC. Other taxes are looking encouraging. Licenses and permits are ahead of the budgeted growth. Miscellaneous revenues were budgeted to fall \$3M but are on pace with 2012 so far.

For the total GF, revenues in 2013 were budgeted to grow by about \$8M for the unaudited revenues in 2012; and the change so far in 2013 is \$12M ahead of 2012.

Mr. Kopplin noted that for 2013, property taxes look to be an area for concern. Mr. Foster stated that this area will be analyzed more closely for the next REC. Mr. Kopplin noted that overall, the revenue trends are such that we are cautiously optimistic for the year, but it is still relatively early in the year. Mr. Foster noted that some revenue areas may need adjustment positively and some adjusted downward, but overall revenues are holding up.

3. Mr. Foster reviewed a number of recent reports on economic trends affecting New Orleans:
 - a. Greater New Orleans Community Data Center, *Economic Synergies Across Southeast Louisiana*;
 - b. UNO Hospitality Research Center for the New Orleans;
 - c. Convention and Visitors Bureau (CVB) and New Orleans Tourism Marketing Corporation (NOTMC), *2012 New Orleans Area Visitor Profile study*;
 - d. New World Class Airport project announced for North Side of New Orleans airport;
 - e. Recent report from Super Bowl Host Committee & UNO 2013 Super Bowl Economic Impact; and
 - f. Congressional discussion regarding Interstate Sales Tax bill, which would allow states to enhance collection of use taxes that are already current law for vendors who sell across state lines on the internet.

DISCUSSION

REC members discussed the economic trends underlying the revenue report.

Councilmember Clarkson moved to adjourn and Mr. Ricchiuti seconded. The Revenue Estimating Conference adjourned at 12.55pm.