



CITY OF NEW ORLEANS

# BottomLineStat

December 2014 Reporting Period

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

## **Revenue Analysis**

- Parking Enforcement
- Photo Safety
- Emergency Medical Services
- Traffic Court
- Sales Taxes and Occupational License
- Property Taxes
- Sanitation Fees
- Additional Revenue Items

## **Capital Fund**

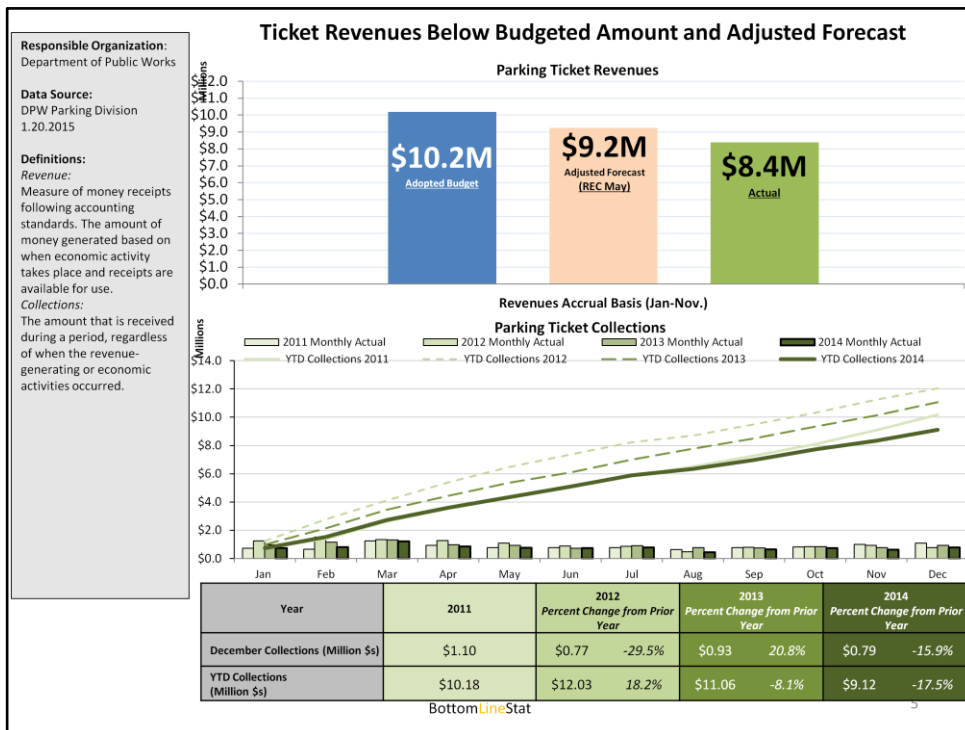
- Surplus Real Estate Sales

## **Expenditures**

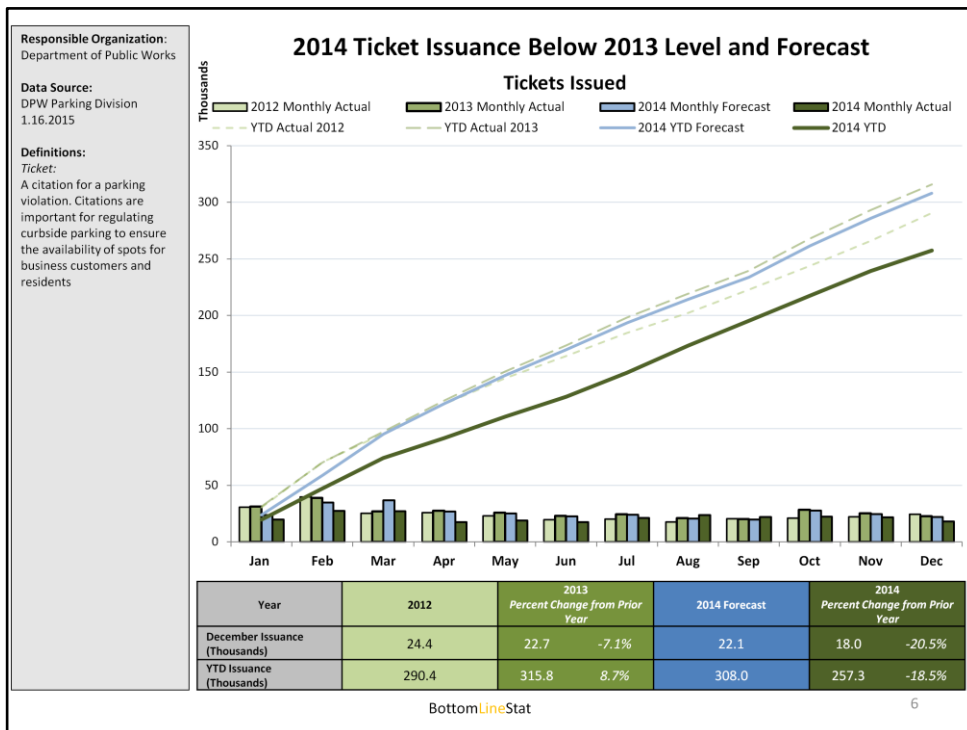
- Workers Compensation Cost Analysis
- Health Care Cost Analysis
- Fuel Usage
- Utility Usage

# Revenue Analysis

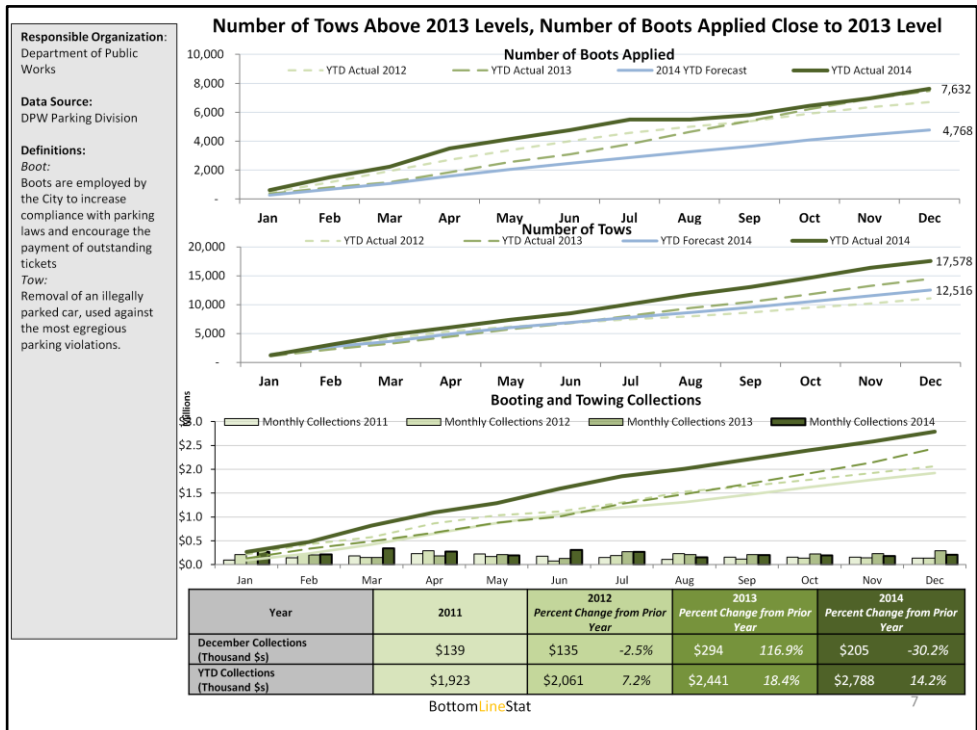




The decrease in collections is mostly a result of a decrease in ticket issuance due to PCO staffing issues. DPW has also faced temporary operational interruptions due to the transition to a new vendor, but most of these issues have been resolved.



Ticket issuance improved from early 2014 due to more PCOs on the ground and better equipment from DPW's new parking enforcement vendor.



The year-end revenue projection for booting and towing increased from \$2.1M to \$2.5M.

**Responsible Organization:**  
Department of Public Works

**Data Source:**  
Duncan Solutions  
1.15.2015

**Definitions:**

**Note:**  
Ticket Fines does not include  
late fees.

## Tickets Collection Rates Achieving Approx. 82% After Aging 3 Months

2014	By Date of Issuance				Last Month Collections %
	Tickets Issued	Ticket Fines	Collections \$	Current Collections %	
August	23,794	\$692,250	\$587,550	85%	80%
September	22,126	\$656,126	\$546,801	83%	78%
October	22,393	\$663,630	\$506,823	76%	69%
November	21,663	\$635,520	\$426,700	67%	49%
December	18,009	\$528,525	\$206,035	39%	-



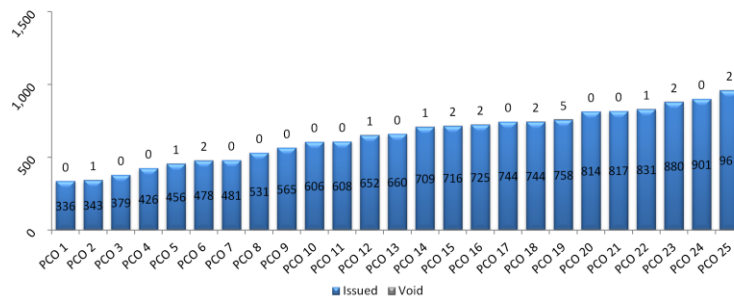
**Responsible Organization:**  
Department of Public Works

**Data Source:**  
Duncan Solutions  
1.15.2015

**Definitions:**

**Note:**  
• Average number of PCO's based on cumulative PCO count divided by number of days in month

## 25 PCO's Active in October

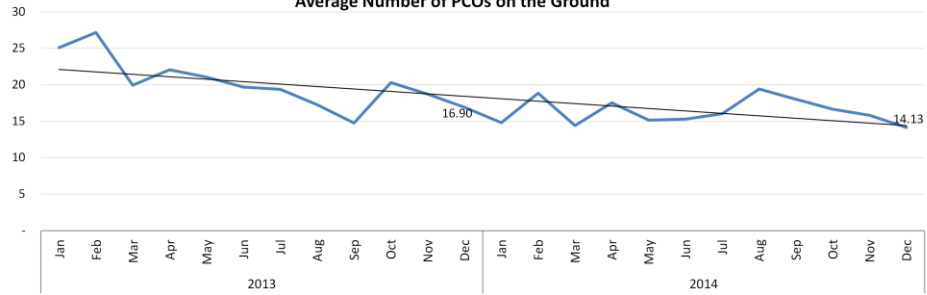


\* Does not account for assigned beat or shift, hours worked in month, or weather.

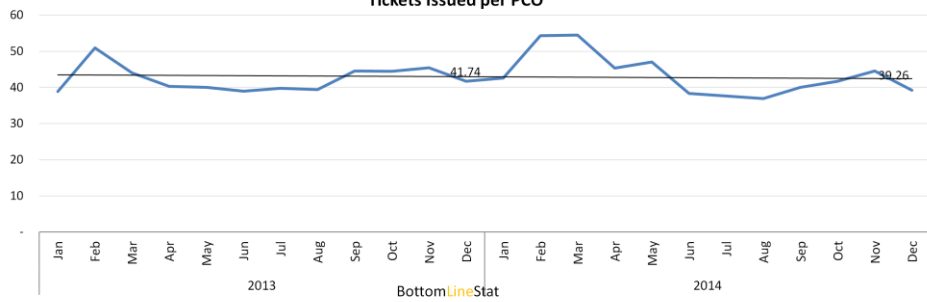
	Average Number of PCOs Per Day		
	2012	2013	2014
Jan	19.0	25.1	14.8
Feb	23.4	27.2	18.9
Mar	18.5	20.0	14.4
Apr	16.7	22.1	17.5
May	16.1	21.1	15.2
Jun	16.2	19.7	15.3
Jul	17.4	19.4	16.0
Aug	12.7	17.3	19.4
Sep	14.0	14.8	18.0
Oct	15.5	20.3	16.6
Nov	17.5	18.7	15.8
Dec	20.2	16.9	14.1

## PCO Productivity Has Remained Constant, While PCOs On the Ground Have Decreased

Average Number of PCOs on the Ground



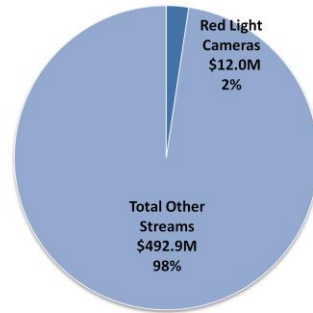
Tickets Issued per PCO



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## Photo Safety Management

2% Adopted Budget GF Revenues for 2014



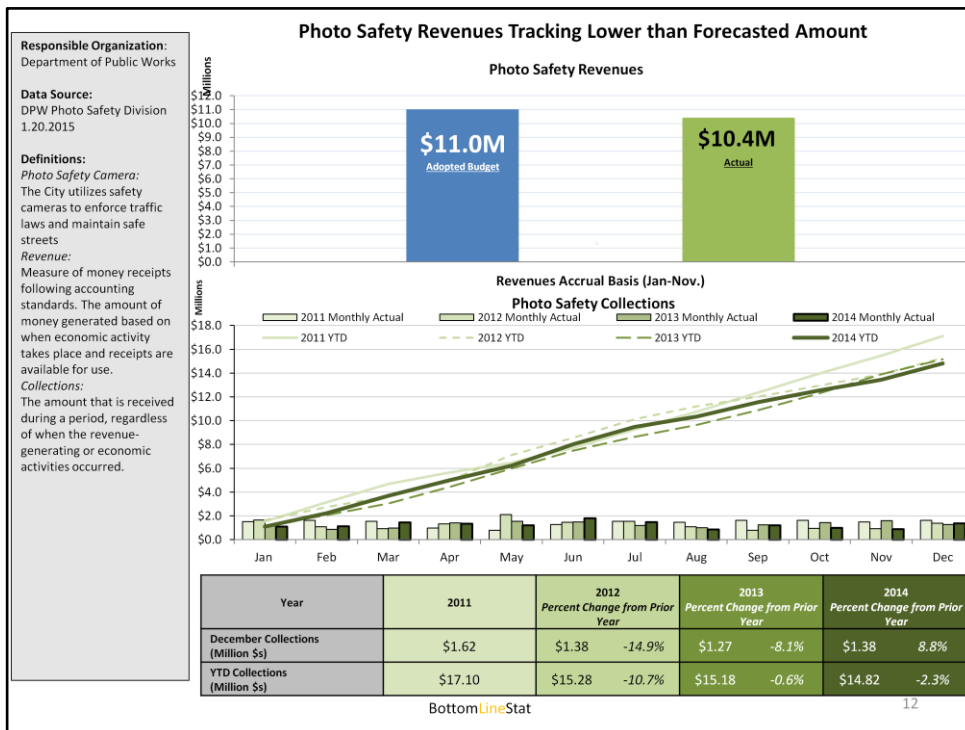
### Action Item

Responsible Party	Action Item	Due	Status
M. Jernigan	Develop and implement a strategy to fix inoperable flashers	Ongoing	DPW is in the process of inspecting all flashing beacons. DPW is working with IT to troubleshoot the communications network that monitors the beacons, and is looking into additional resources needed to respond to inoperable flashers.

Source: Adopted Budget 2014

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In upcoming months, DPW's new parking enforcement vendor will work on collections for photo safety violations. DPW anticipates that the vendor will be on-boarded to this role by December.

**Responsible Organization:**  
Department of Public Works

**Data Source:**  
DPW Photo Safety Division  
1.20.2015

**Definitions:**

**Photo Safety Camera:**  
The City utilizes safety cameras to enforce traffic laws and maintain safe streets

**Event:**  
Any traffic event that causes a photo safety camera to register a potential violation

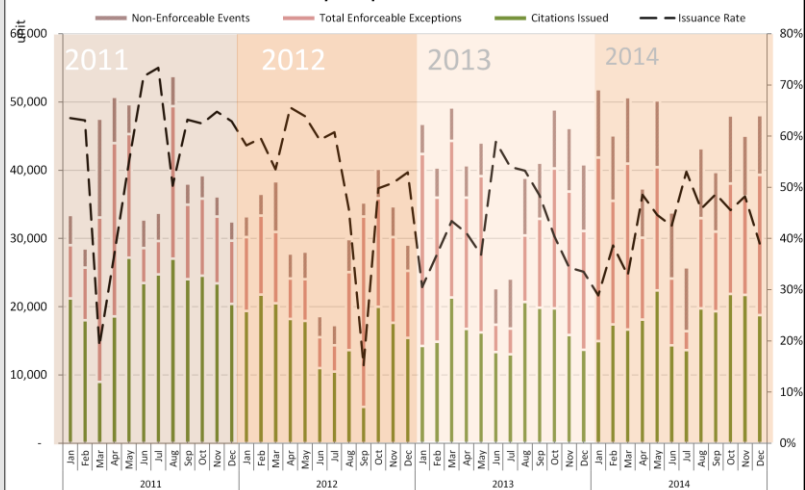
**Non-Enforceable Events:**  
An event that is later ruled not to be in violation of any traffic laws

**Enforceable Exception:**  
An event that involves a traffic violation but does not lead to the issuance of a citation. This can occur for a number of reasons including mechanical failures, false positives, and the inability to identify the violating vehicle.

**Citation:**  
An event that results in the issuance of a citation

## 42% Issuance Rate in 2014

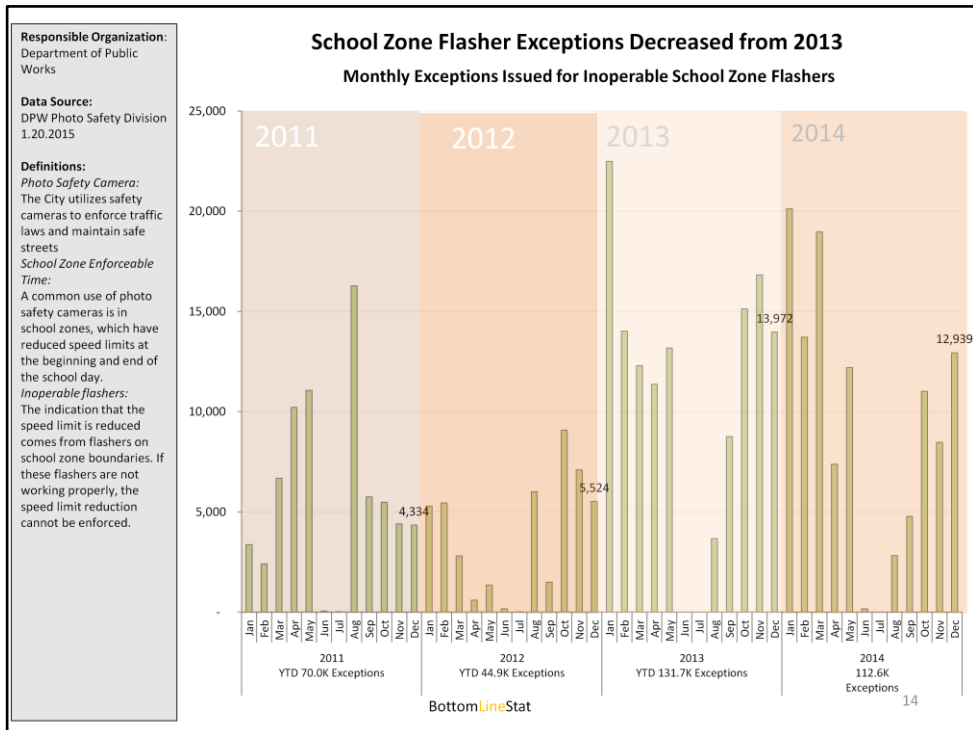
### Detail of Monthly Exceptions and Citations Issued



Year	2011	2012	2013	2014
YTD Events	32,504	29,149	40,859	48,070
YTD Citations	20,454	15,433	13,690	18,771
YTD Issuance Rate	55%	52%	41%	42%
December Issuance Rate	63%	53%	34%	39%

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DPW reported that the decrease in school zone flashers is largely due to converting flashers from solar to AC power.



**Responsible Organization:**  
Department of Public Works

**Data Source:**  
American Traffic Solutions  
1.16.2015

**Definitions:**

**Note:**  
Collected funds shown here  
do not include any late fees,  
only original amount due.

## Photo Safety Collections

	By Date of Violation			
	Tickets	Billed	Collected	% Collected
Jan-14	15,087	\$1,696,795.00	\$1,071,425.00	63%
Feb-14	17,554	\$1,967,765.00	\$1,188,425.00	60%
Mar-14	16,750	\$1,941,340.00	\$1,133,355.00	58%
Apr-14	18,283	\$2,017,700.00	\$1,136,360.00	56%
May-14	22,522	\$2,483,890.00	\$1,395,215.00	56%
Jun-14	14,490	\$1,805,255.00	\$953,130.00	53%
Jul-14	13,810	\$1,713,895.00	\$848,770.00	50%
Aug-14	19,932	\$2,213,910.00	\$1,171,730.00	53%
Sep-14	19,448	\$2,149,390.00	\$1,082,405.00	50%
Oct-14	21,963	\$2,454,210.00	\$1,214,985.00	50%
Nov-14	21,871	\$2,538,225.00	\$1,064,310.00	42%
Dec-14	16,615	\$1,931,865.00	\$131,550.00	7%

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**Responsible Organization:**  
Department of Public Works

**Data Source:**  
American Traffic Solutions  
1.16.2015

**Definitions:**

**Note:**

### Photo Safety Clearance Rates

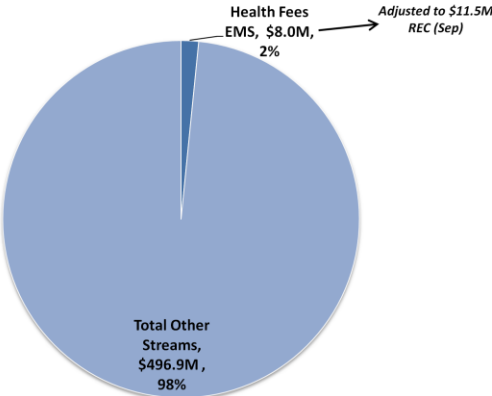
	Undeliverable	Paid	Dismissed	Not Paid
Jan-2014	0%	64%	1%	36%
Feb-2014	0%	60%	5%	35%
Mar-2014	0%	60%	1%	39%
Apr-2014	0%	58%	1%	41%
May-2014	4%	57%	1%	39%
Jun-2014	6%	55%	1%	38%
Jul-2014	7%	50%	1%	42%
Aug-2014	7%	53%	1%	39%
Sep-2014	7%	52%	1%	40%
Oct-2014	6%	51%	1%	42%
Nov-2014	4%	48%	0%	47%
Dec-2014	0%	35%	0%	65%

Large number of tickets dismissed in Feb. due severe weather which closed schools.

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# EMS Revenues 2% Adopted Budget GF Revenues for 2014



## Action Item

Responsible Party	Action Item	Due	Status
A. Holladay, J. Elder	Ensure that all one-time dispensations from previous contractor are processed	11/27/2014	EMS is working with the State on this issue.

Source: Adopted Budget 2014

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**Responsible Organization:**  
Emergency Medical  
Services

**Data Source:**  
EMS and Intermedix  
1.20.2015

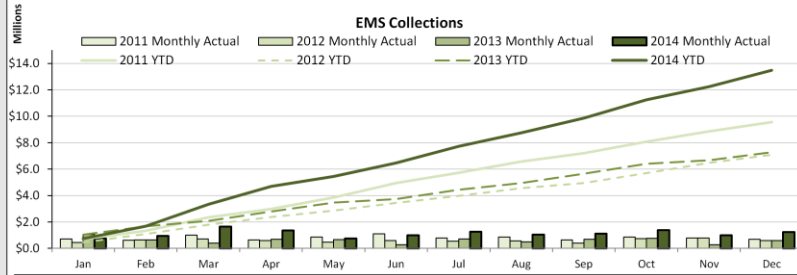
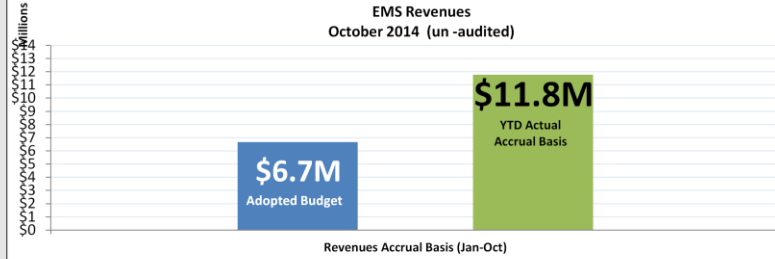
**Definitions:**

**Revenue:**  
Measure of money  
receipts following  
accounting standards. The  
amount of money  
generated based on when  
economic activity takes  
place and receipts are  
available for use.

**Collections:**  
The amount that is  
received during a period,  
regardless of when the  
revenue-generating or  
economic activities  
occurred.

## EMS Revenues Above Original Budgeted Amount

EMS Revenues  
October 2014 (un-audited)



Year	2011	2012	2013	2014
		Percent Change from Prior Year	Percent Change from Prior Year	Percent Change from Prior Year
December Collections (Million \$)	\$0.70	\$0.59 -15.1%	\$0.59 -1.5%	\$1.23 110.1%
YTD Collections (Million \$)	\$9.56	\$7.08 -26.0%	\$7.27 2.7%	\$13.47 85.3%

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**Responsible Organization:**  
Emergency Medical Services

**Data Source:**  
Intermedix 1.20.2015

**Definitions:**

## EMS Collections

	By Date of Service			
	Billable Incidents	Net Charges	Collections	% Collections
Jan	3,548	\$3.27 M	\$1.06 M	33%
Feb	3,274	\$3.10 M	\$1.01 M	33%
Mar	3,761	\$3.64 M	\$1.20 M	33%
Apr	3,520	\$3.27 M	\$1.04 M	32%
May	3,641	\$3.45 M	\$1.06 M	31%
June	3,502	\$3.33 M	\$0.98 M	29%
July	3,609	\$3.47 M	\$0.95 M	27%
Aug	3,654	\$3.58 M	\$0.90 M	25%
Sep	3,561	\$3.58 M	\$0.90 M	25%
Oct	3,789	\$3.70 M	\$0.83 M	22%
Nov	3,531	\$3.80 M	\$0.62 M	16%
Dec	3,619	\$4.73 M	\$0.32 M	7%
2014 Total	43,009	\$42.91 M	\$10.88 M	25%

**Responsible Organization:**  
Emergency Medical Services

**Data Source:**  
Intermedix 1.20.2015

**Definitions:**  
*Charge Mix:*  
The classification of responsible parties billed in a given month for EMS services provided.

## EMS Collections

**Initial Charge Mix:** After a year with Intermedix, a portion of Self-Payers have been redistributed among the 3 insurance payers.

	Medicaid	Medicare	Private	Self
Dec-13	19.8%	28.1%	10.4%	41.7%
Dec-14	23.5%	31.4%	11.6%	33.5%

**Payer Mix:** Similarly, the payer mix has been redistributed. More of the remaining Self-Pay population is paying their bill.

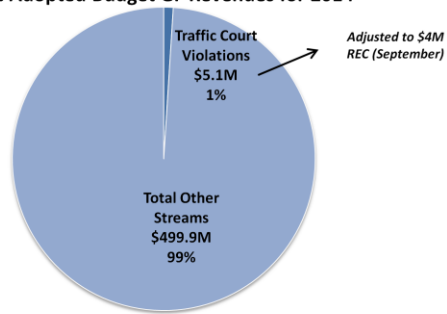
	Medicaid	Medicare	Private	Self
Dec-13	36.7%	29.4%	31.6%	2.2%
Dec-14	27.7%	33.8%	26.9%	11.6%

**Historical Xerox Accounts:** Intermedix began pursuing collections of unpaid Xerox accounts in July. (Nov. unavailable)

Month	Collections
July 2014	\$52,481
August 2014	\$96,869
September 2014	\$31,338
October 2014	\$13,344
Dec 2014	\$11,294
<b>Total</b>	<b>\$205,326</b>

## Traffic Court

### 1% Adopted Budget GF Revenues for 2014



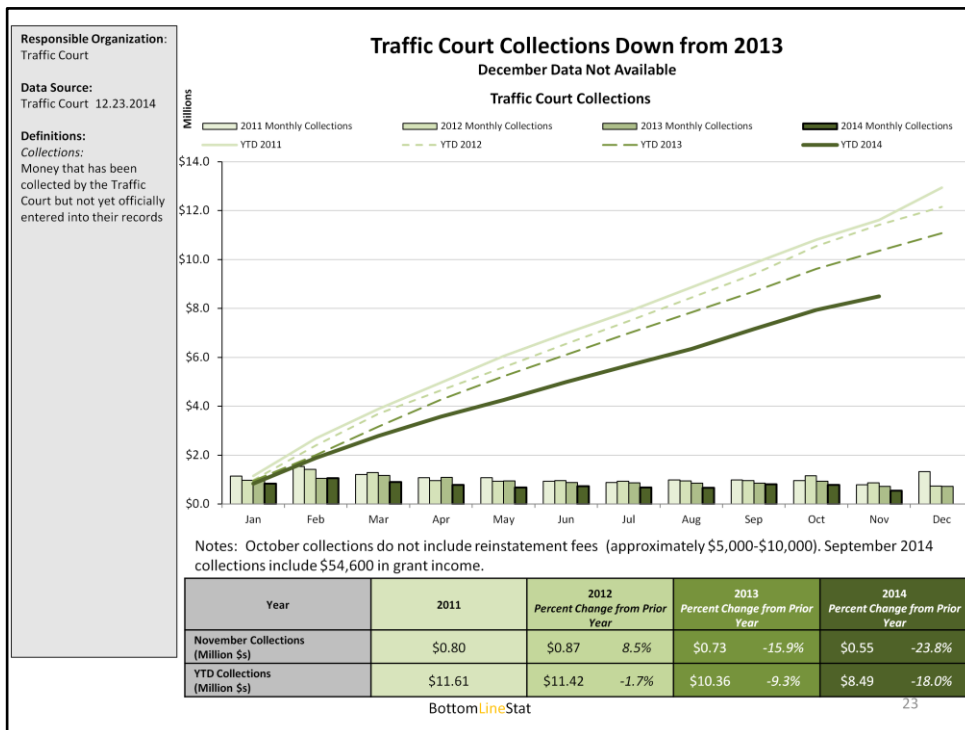
### Action Item

Responsible Party	Action Item	Due	Status
Debra Hall	Develop and implement a comprehensive collections plan	8/31/2014	
Traffic Court	Develop policy to handle cases where a charged individual fails to appear at court	Ongoing	
Eric Seling	Investigate the feasibility of training NOPD officers to write State citations	12/1/2014	

Source: Adopted Budget 2014

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Traffic Court collections are projected to be at \$9 million by the end of 2014.

**Responsible Organization:**  
Traffic Court

**Data Source:**  
Traffic Court 12.23.2014

**Definitions:**  
*Citation Issuance:*  
A traffic ticket requiring a hearing in Traffic Court. Citations may include multiple traffic violations.

*Citation Disposal:*  
The result of final determination of a case in Traffic Court: guilty, not guilty, or dismissed.

## Monthly Violations Issued Down from 2013

December Data Not Available

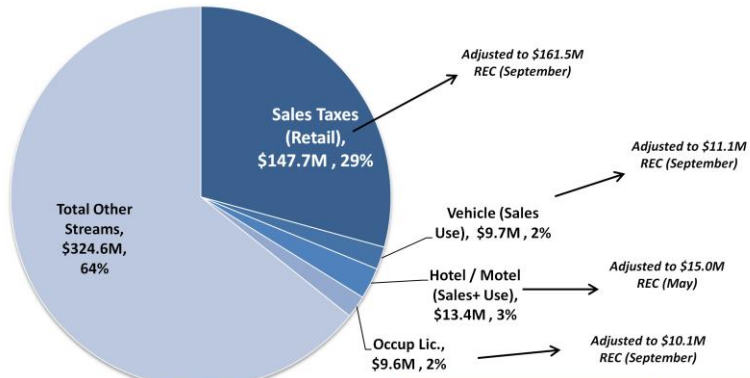




## Sales Taxes and Occupational Licenses Revenues

Sales Taxes : 34% of Adopted Budget GF Revenues for 2014

Occupational License : 2% Adopted Budget GF Revenues for 2014



Measure	2014 Year-End Actual	2014 Year-End Target	Status
Number of sales tax audits completed	65	105	Off Target
Number of field visits/contacts by Bureau of Revenue field agents	17,156	10,000	On Target

● On Target ▲ Within 10% of Target ◆ Off Target

Source: Adopted Budget 2014

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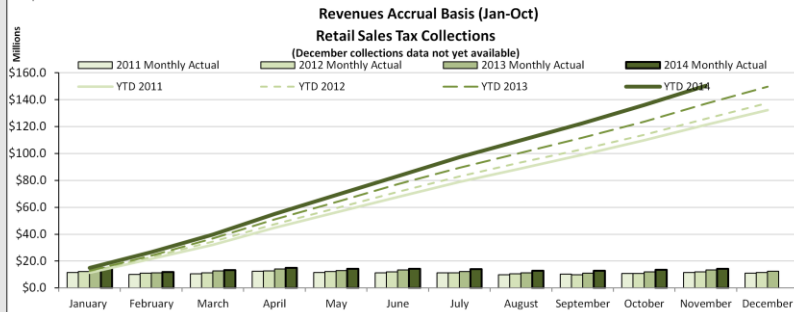
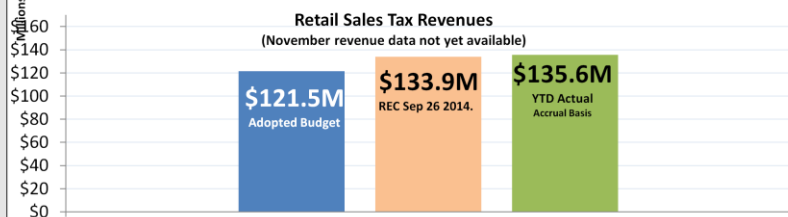
25

**Responsible Organization:**  
Bureau of Revenues

**Data Source:**  
Bureau of Revenues and Finance 12.22.2014

**Definitions:**  
**Revenue:**  
Measure of money receipts following accounting standards. The amount of money generated based on when economic activity takes place and receipts are available for use.  
**Collections:**  
The amount that is received during a period, regardless of when the revenue-generating or economic activities occurred.

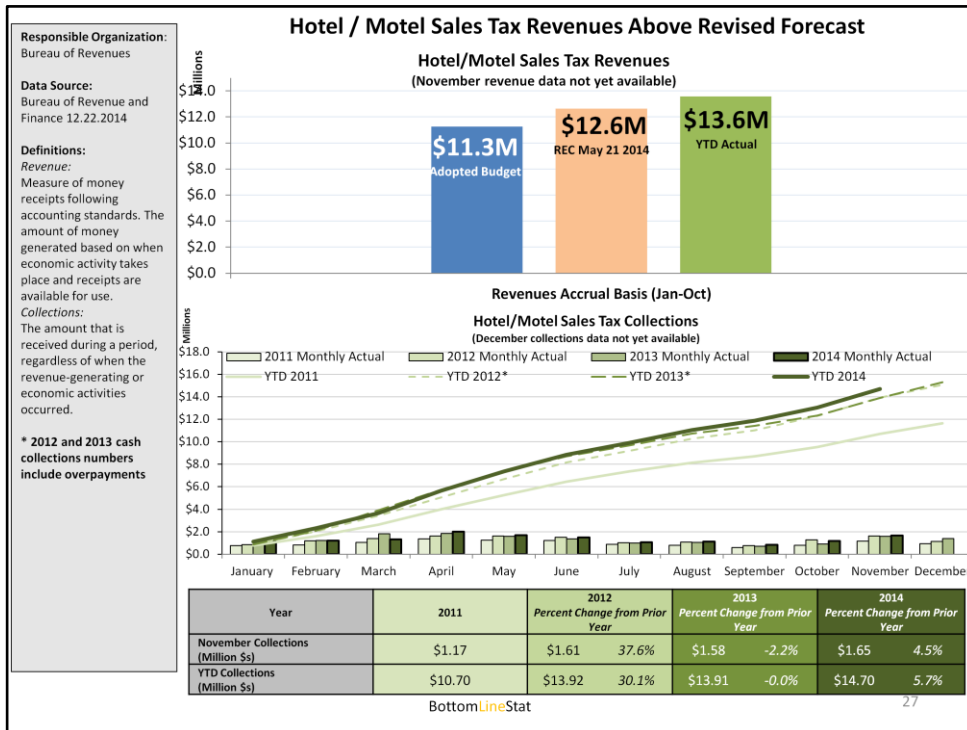
## Retail Sales Tax Revenues Above Revised Forecast Amount



Year	2011	2012	2013	2014
		Percent Change from Prior Year	Percent Change from Prior Year	Percent Change from Prior Year
November Collections (Million \$)	\$11.50	\$11.94 3.9%	\$13.38 12.1%	\$14.28 6.7%
YTD Collections (Million \$)	\$121.41	\$126.00 3.8%	\$137.17 8.9%	\$150.46 9.7%

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The reported collections in 2012 and 2013 are an overestimate by approximately \$100K per month due to an overpayment that has been refunded.

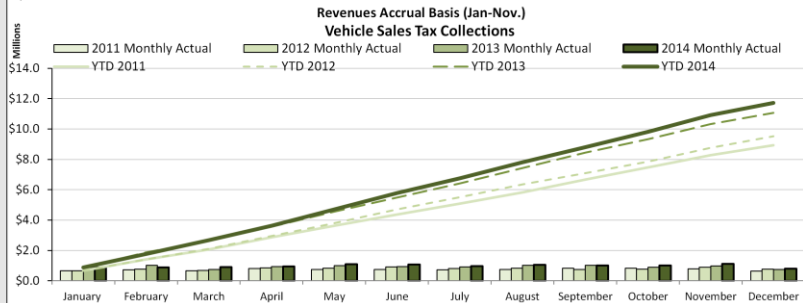
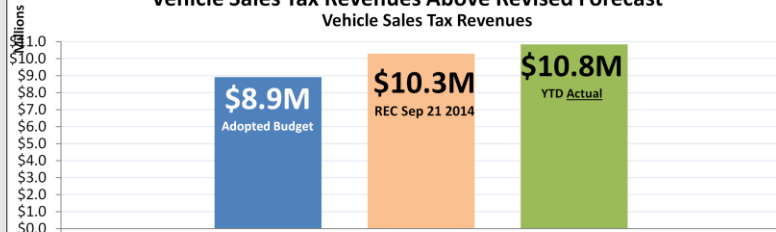
**Responsible Organization:**  
Bureau of Revenues

**Data Source:**  
Bureau of Revenue and Finance 1.20.2015

**Definitions:**  
**Revenue:**  
Measure of money receipts following accounting standards. The amount of money generated based on when economic activity takes place and receipts are available for use.  
**Collections:**  
The amount that is received during a period, regardless of when the revenue-generating or economic activities occurred.

## Vehicle Sales Tax Revenues Above Revised Forecast

### Vehicle Sales Tax Revenues



Year	2011	2012 Percent Change from Prior Year	2013 Percent Change from Prior Year	2014 Percent Change from Prior Year
December Collections (Million \$)	\$0.65	\$0.77 19.4%	\$0.75 -2.7%	\$0.80 6.8%
YTD Collections (Million \$)	\$8.92	\$9.53 6.8%	\$11.07 16.1%	\$11.72 5.9%

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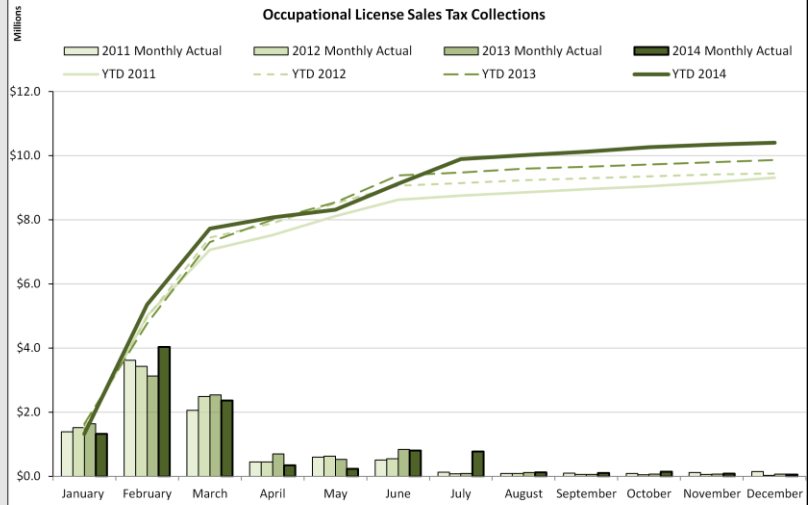
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**Responsible Organization:**  
Bureau of Revenues

**Data Source:**  
Bureau of Revenue and  
Finance 1.20.2015

**Definitions:**  
**Collections:**  
The amount that is  
received during a period,  
regardless of when the  
revenue-generating or  
economic activities  
occurred.

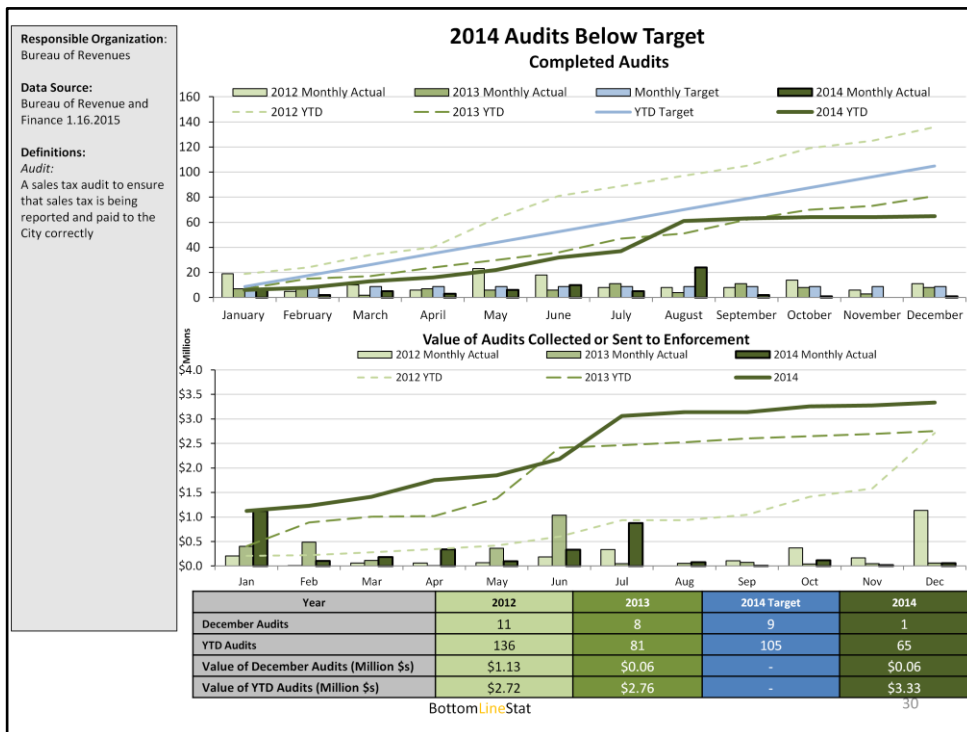
## Occupational License Collections Above 2013 Level



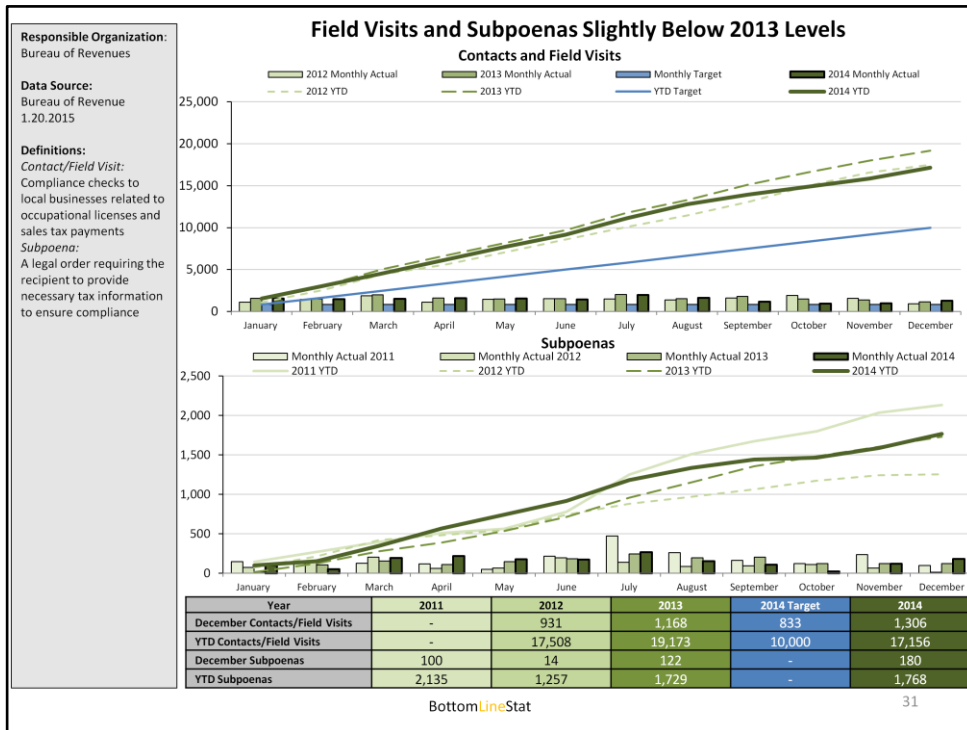
Year	2011	2012	2013	2014
		Percent Change from Prior Year	Percent Change from Prior Year	Percent Change from Prior Year
December Collections (Million \$s)	\$0.15	\$0.03 -81.8%	\$0.07 168.4%	\$0.06 -19.9%
YTD Collections (Million \$s)	\$9.32	\$9.44 1.3%	\$9.87 4.5%	\$10.41 5.5%

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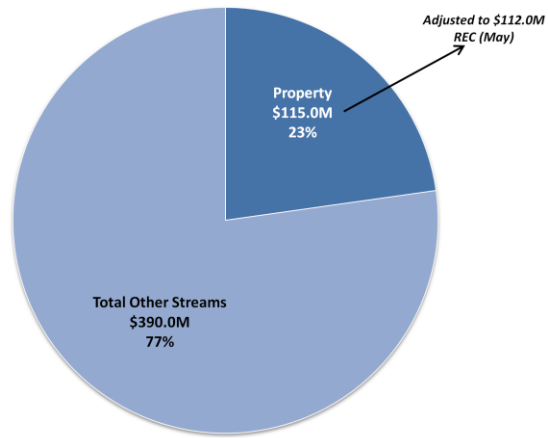
The Bureau of Revenue has experienced staff shortages, and anticipates receiving a register of potential new employees for the audit unit in the upcoming weeks. The Bureau has completed contracts with 3 outside audit firms



The Bureau of Revenue is implementing a new sales tax collection system and is currently working to train staff in the field in the new system.

## Property Tax Revenues

23% Adopted Budget GF Revenues for 2014

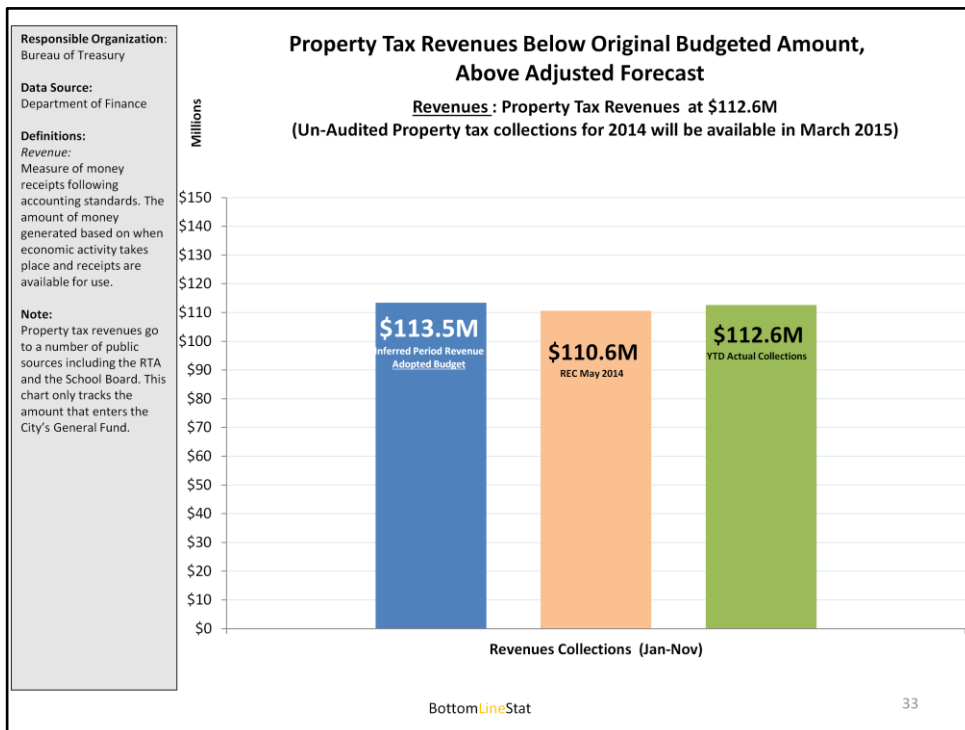


Source: Adopted Budget 2014

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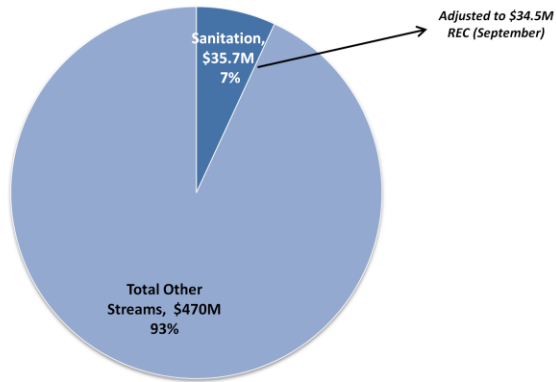
Property tax revenues have increased due to the City holding auctions of properties that are tax-delinquent in 2014, leading to property owners paying their taxes. This is a policy change from previous years when the City did not bring properties to auction until the year after they were tax delinquent.

The City is currently working to implement a simplified bill for property taxes.

The Department of Finance is projecting a 3% increase in property tax revenues in 2015.

## Sanitation Revenues

7% Adopted Budget GF Revenues for 2014

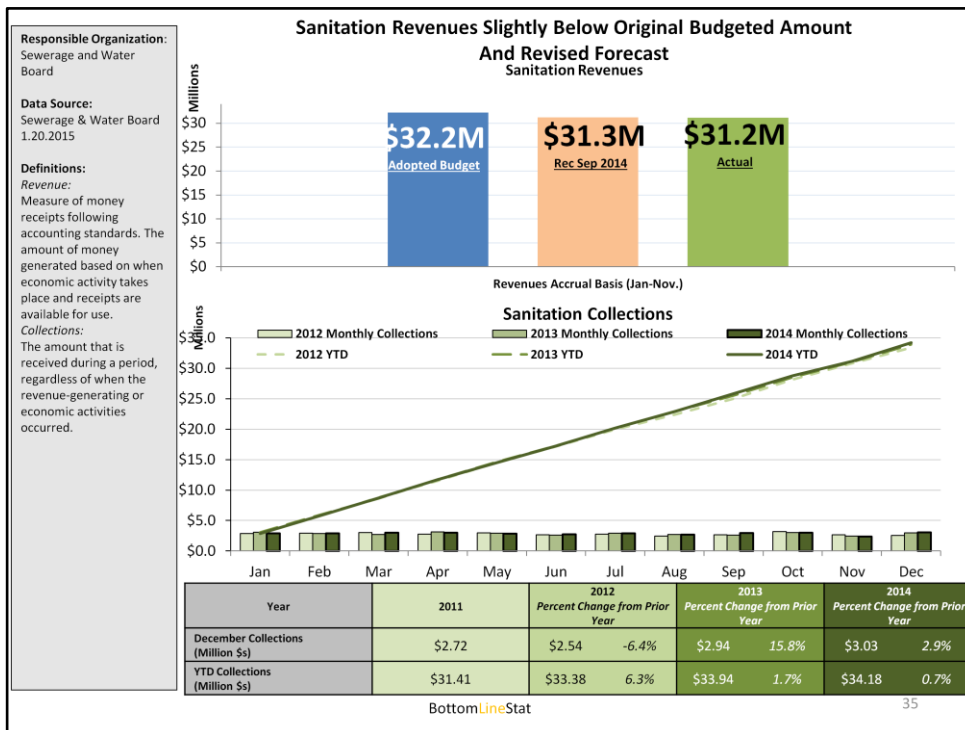


Measure	2014 Actual	2014 Target
Percent of sanitation referrals collected	40%	50%

Source: Adopted Budget 2014

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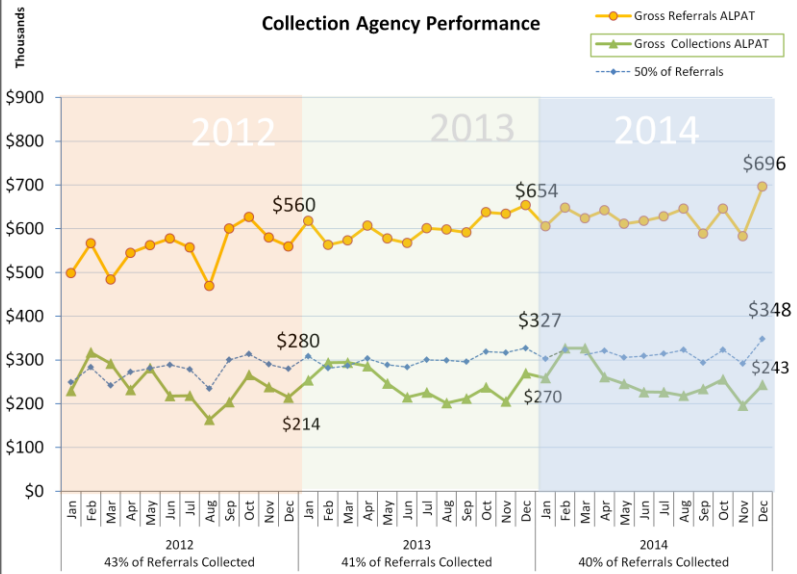
The monthly increase in sanitation collections from 2013 is due to an additional week of collections in 2014.

**Responsible Organization:**  
Sewerage and Water  
Board/ALPAT

**Data Source:**  
ALPAT  
1.20.2015

**Definitions:**  
**ALPAT:**  
The City's contracted  
collection agency for  
sanitation charges  
**Referrals:**  
The total sanitation billing  
amount referred to ALPAT  
for collection  
**Collections:**  
The total sanitation  
charges collected due to  
enforcement by ALPAT

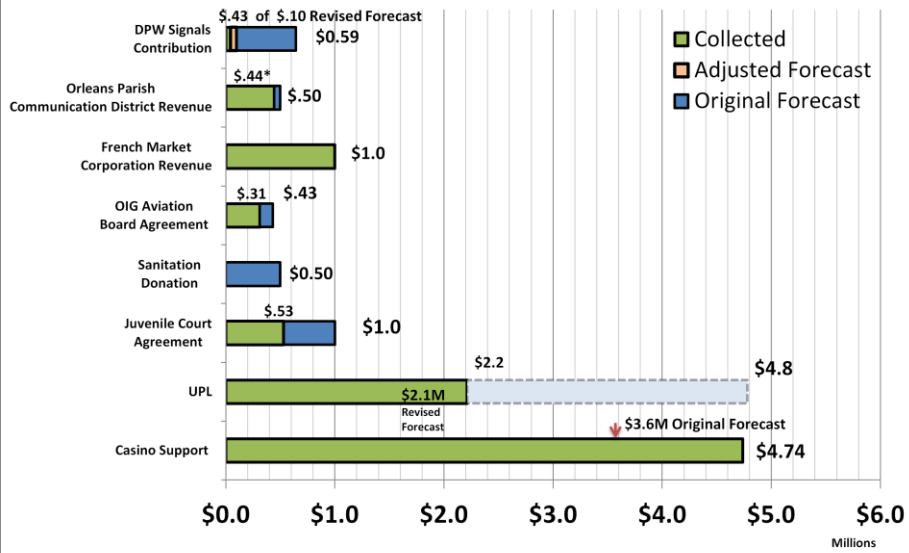
## 40% of Referrals Collected in 2014



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### Review of Additional Revenue Items



\* Check was delivered to Police on July 17th. Amount recorded as a deduction to expenditures (waiting for correction)

# Capital Fund

**Responsible Organization:**  
Real Estate and Records

**Data Source:**  
Capital Projects, Real Estate and Records

**Definitions:**  
*Surplus Properties:*  
Properties that no longer serve a regular function to the City and are sent to sale

## Surplus Properties Auction

Properties Slated for Next Auction
Poland Avenue Stables
Elysian Fields Fire House
New Orleans East Visitor's Center
Wilson Avenue Apartments
2019 Third St.

Estimated Income from Auction: \$350,000

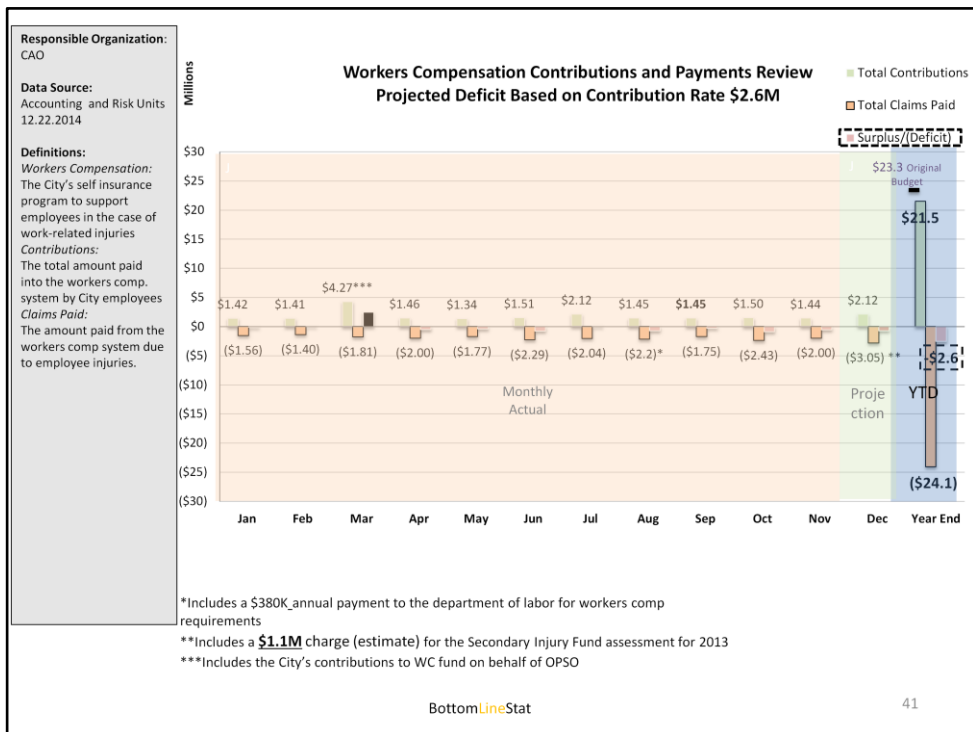
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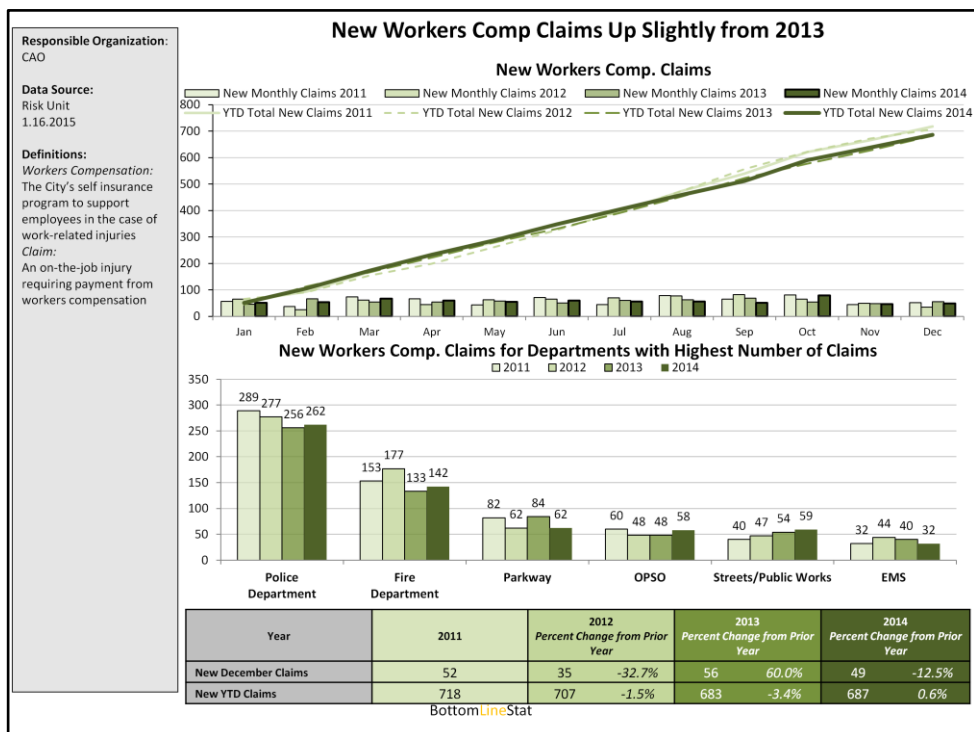
The surplus properties auction was originally scheduled for late December. However, the Department of Property Management may delay the auction to early January, when more people will be able to attend.

# Expenditure Analysis

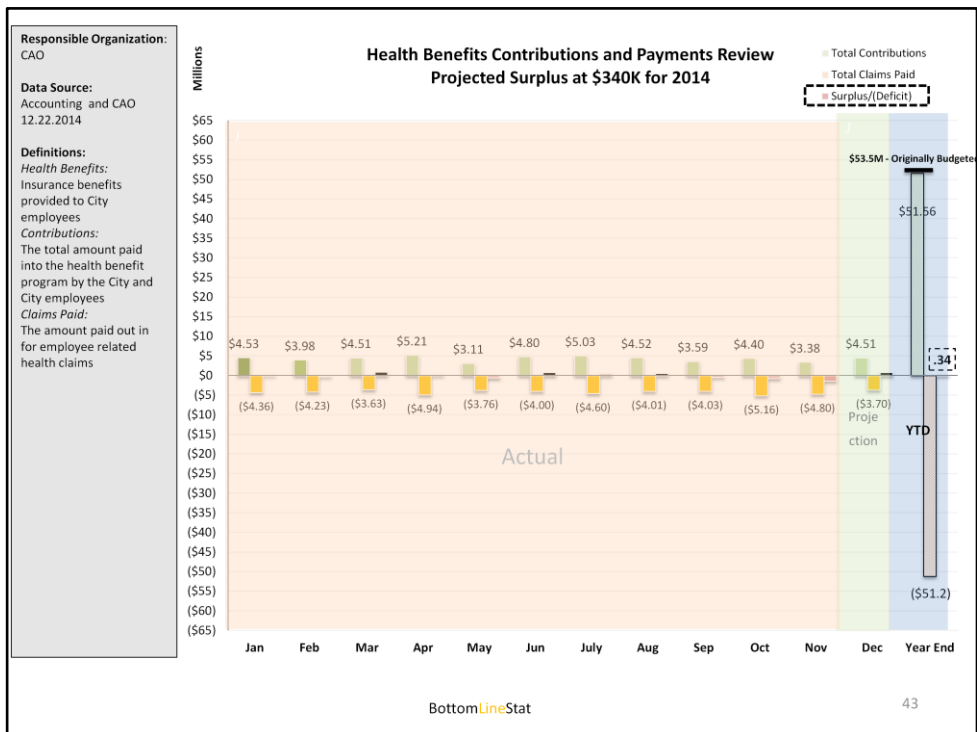




Contributions to the workers compensation fund are low due to personnel shortages, particularly in the Police Department.



The shooting of a Police Officer was the largest source of Workers Comp spending in September.



The projected surplus in the healthcare benefits fund decreased slightly from August.

Fuel Usage (in Gallons)						
Responsible Organization: Equipment Maintenance Division	2011 Total Through December	2012 Total Through December	2013 Total Through December	2014 Total Through December	Change 2014/2013	
<b>Data Source:</b> Equipment Maintenance Division 1.16.2015	POLICE	1,078,748	985,054	889,601	807,482	-9%
	CRIMINAL SHERIFF	248,876	226,949	214,592	220,797	3%
	EMERGENCY MEDICAL SERVICES	130,273	132,750	133,658	133,897	0%
	PUBLIC WORKS	62,477	65,045	68,545	74,267	8%
	FIRE	77,317	76,367	71,496	73,491	3%
	PARKWAY & PARK COMMISSION	69,810	69,149	65,693	61,621	-6%
	SANITATION	35,533	37,482	38,388	42,738	11%
	DISTRICT ATTORNEY	34,298	34,411	34,170	33,852	-1%
	RECREATION	30,449	33,064	26,724	29,909	12%
	LA SPCA	13,079	14,396	13,552	15,102	11%
<b>Definitions:</b> <i>Fuel Usage:</i> The amount of fuel used by various City organizations	SAFETY & PERMITS	23,349	15,717	17,299	13,681	-21%
	OFFICE OF HOUSING & URBAN DEV.	10,583	8,954	12,247	12,610	3%
	COUNCIL	9,384	9,029	10,450	11,953	14%
	N O MOSQUITO CONTROL BRD.	12,928	11,625	12,039	11,687	-3%
	PROPERTY MANAGEMENT	13,938	15,352	14,206	10,218	-28%
	CORONER'S OFFICE	8,742	7,378	6,968	6,245	-10%
	CLERK OF CRIMINAL DIST COURT	2,183	2,863	5,106	5,238	3%
	FIRST CITY COURT	5,077	4,839	5,624	4,188	-26%
	LIBRARY	3,635	3,972	4,633	4,175	-10%
	OFFICE OF EMERGENCY PREPAREDNESS	1,796	4,911	5,280	4,029	-24%
	EQUIPMENT MAINTENANCE DIVISION	726	1,092	4,406	3,791	-14%
	CRIMINAL DISTRICT COURT	12,605	6,568	4,202	3,633	-14%
	LAW	3,028	3,082	3,121	3,323	6%
	All Other Departments (Less than 3,000 Gallons)	20,580	18,265	15,497	12,736	-18%
	Total (Not Including Police)	830,667	803,257	787,895	793,180	1%
	Total	1,909,415	1,788,310	1,677,496	1,600,662	-5%

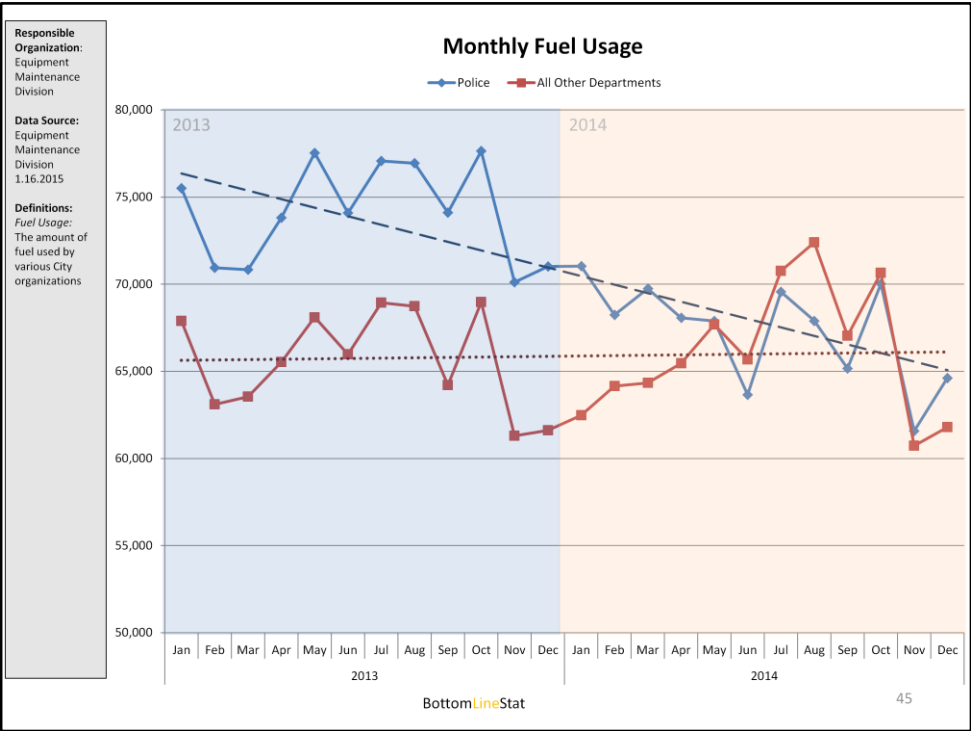
BottomLineStat

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BottomLineStat

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EMD reported that they are no longer providing fuel cards to the First City Court. Increased programming and equipment by NORDC and DPW have led to more fuel usage. EMD anticipates that these increases will continue in 2015.

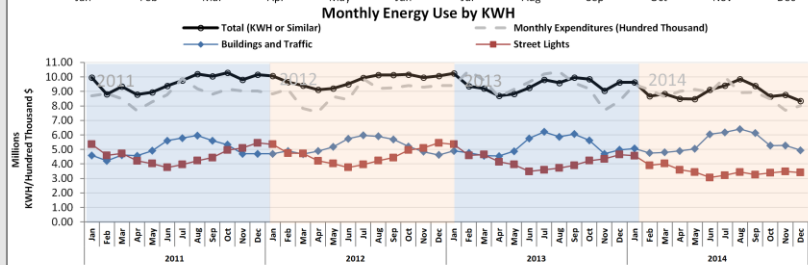
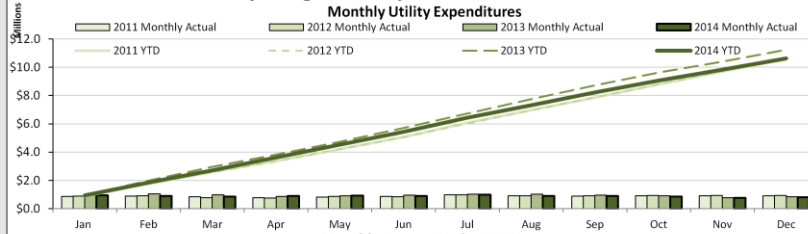


Responsible  
Organization:  
CAO

Data Source:  
CAO 1.20.2015

Definitions:  
Utility Expenditures:  
Spending on electricity  
and gas to power City  
buildings

## YTD Utility Usage and Expenditures Below 2013 Levels



Year	2011	2012	2013	2014
		Percent Change from Prior Year	Percent Change from Prior Year	Percent Change from Prior Year
December Utility Expenditures (Millions)	\$0.90	\$0.94 4.0%	\$0.84 -11.1%	\$0.80 -4.0%
YTD Utility Expenditures (Millions)	\$10.59	\$10.69 0.9%	\$11.24 5.2%	\$10.63 -5.4%
December Utility Usage (Million KWHs)	10.15	10.07 -0.7%	9.62 -4.5%	8.35 -13.2%
YTD Utility Usage (Million KWHs)	115.5	117.3 1.6%	113.5 -3.3%	107.6 -5.2%

BottomLineStat

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<div>Responsible Organization: CAO</div> <div>Data Source: CAO 12.15.2014</div> <div>Definitions: <i>Utility Usage:</i> The amount of electricity and gas (in KWH) used to power City buildings</div>	Street Light Usage Decreased from 2013, NORDC, Police, and Library Increased					
		2011 Total Through December (KWH)	2012 Total Through December (KWH)	2013 Total Through December (KWH)	2014 Total Through December (KWH)	Change 2014/2013
	Street Lights	54,846,906	54,999,659	50,623,633	42,792,695	-15%
	All Other Buildings	22,051,625	21,447,257	20,865,608	22,102,781	6%
	1300 Perdido	9,117,782	9,688,385	9,727,565	9,403,217	-3%
	NORDC	4,510,874	5,000,461	6,931,894	7,750,963	12%
	Museum of Art	4,732,763	5,522,392	5,515,611	5,302,244	-4%
	Criminal Sheriff	6,749,827	5,776,675	5,049,810	4,852,569	-4%
	Police	4,140,156	4,377,171	4,318,934	4,688,911	9%
	Library	2,246,710	3,281,852	3,630,876	3,987,585	10%
	District Attorney	2,981,760	3,134,640	2,937,558	2,829,915	-4%
	Fire Department	2,926,956	2,785,698	2,731,731	2,809,495	3%
	Traffic Signals	1,070,164	1,082,598	1,115,102	1,107,204	-1%
	Total (Not Including Street Lights)	60,528,617	62,097,129	62,824,689	64,834,884	3%
	Total	115,375,523	117,096,788	113,448,322	107,627,578	-5%
BottomLineStat						
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BottomLineStat

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The decrease in fuel usage by street lights is driven by conversion to LEDs. DPW anticipates that they will have converted 17,000 streetlights by the end of 2014, giving the city a total of 33,000 LED streetlights.

The City is working pilot program for NORDC and the Library to obtain more efficient utility usage in new libraries and recreation facilities.