

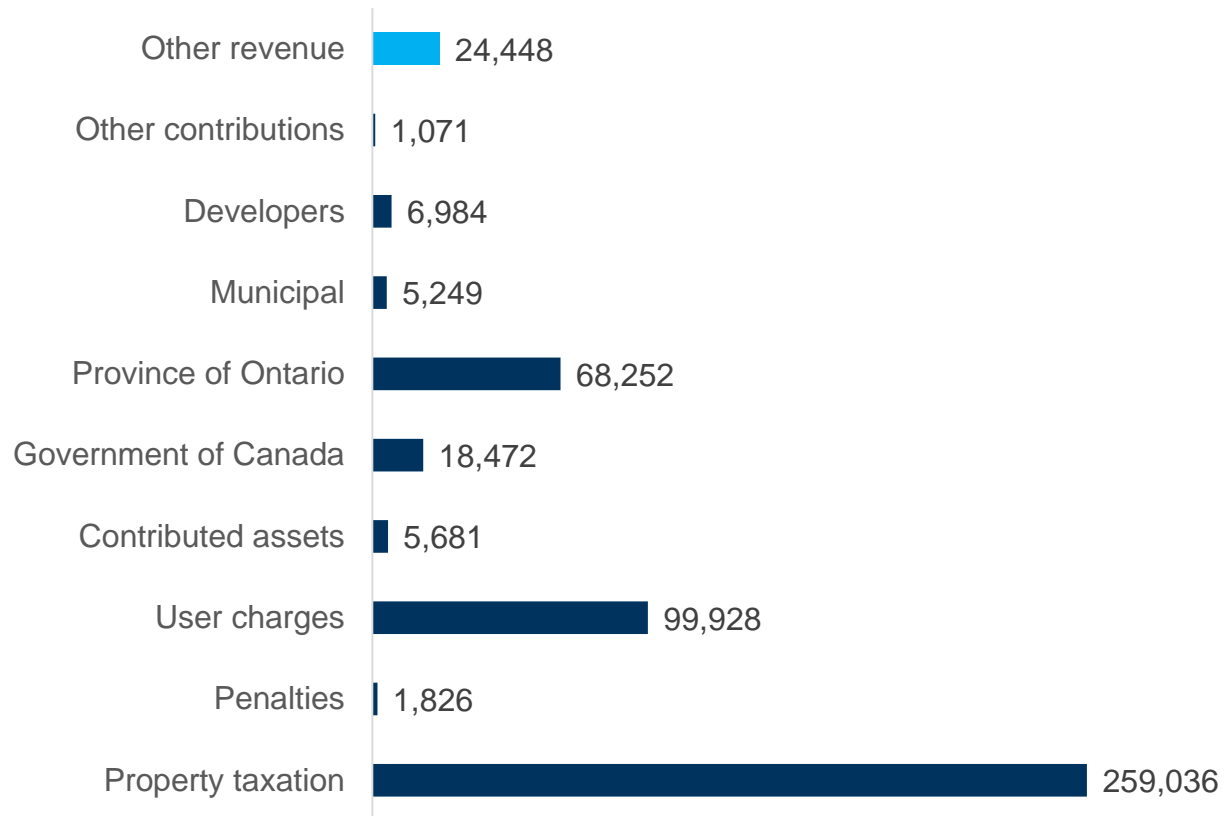


Money Talk:

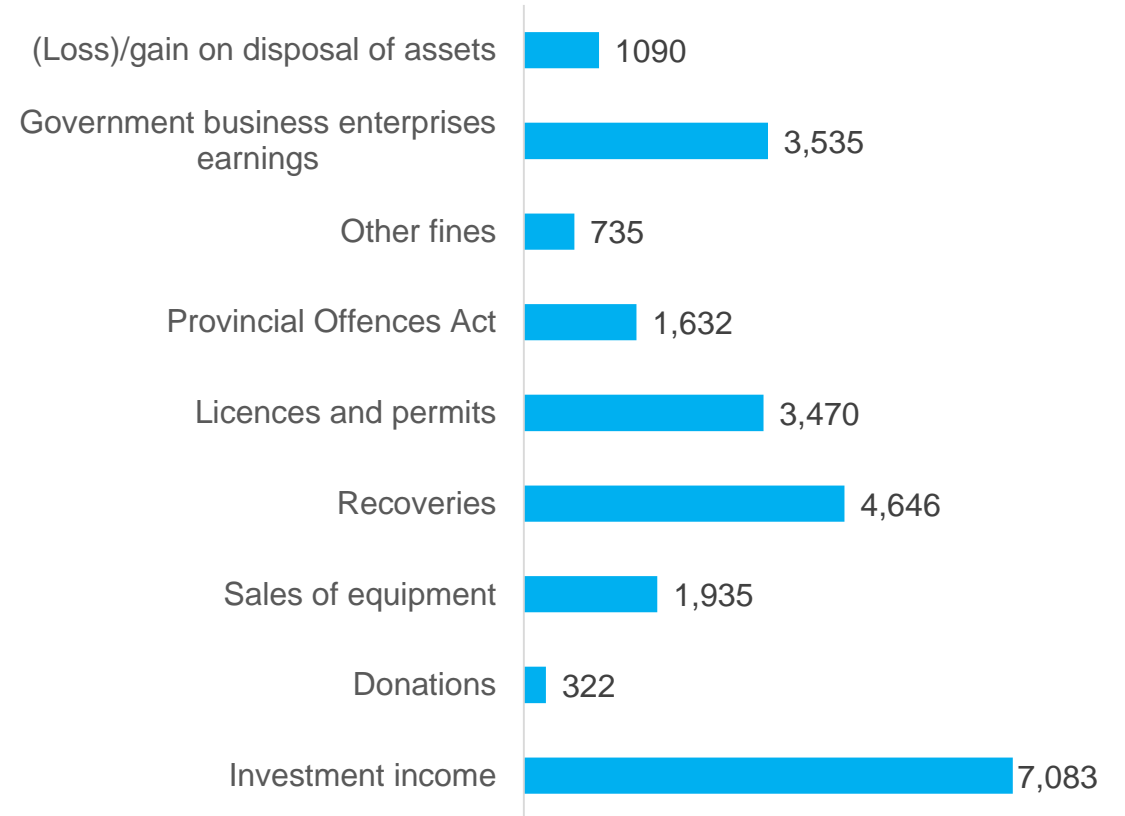
Revenue Beyond Property Tax

Revenue sources

Revenue sources



Other revenue



User fees and service charges

- Charged to individuals/groups for the use of a program/service which provides a direct benefit to the user
- User fees = 20% of the City's total revenue
 - Water, Wastewater, Stormwater = 65% of user fees
 - Recreation programming, culture ticket sales, transit fares, parking, solid waste services = 27% of user fees
 - Fees reviewed annually and set to maintain user fee/property tax ratio
 - Change in delivery of service may drive fee increases beyond standard 2-5%

Grants

- Grants can be allocation based or application based
- Federal grants:
 - Smart Cities Challenge
 - Canada Community Building Fund
- Provincial grants:
 - The blue box program plan
 - Land ambulance services grant
 - Provincial Dedicated Gas Tax

Development-related funds

- Funds are collected from developers for a specific purpose and include:
 - Development Charges
 - Building permit fees
 - Parkland Dedication funds
- Mandated via legislation to be held separate from other City revenues
- Annual reporting requirements to development community and Ministry of Municipal Affairs and Housing

Other revenue sources

- External recoveries
- Investment income (including dividends from city-owned companies)
- Licenses and permits
- Product sales
- Gain on sale of assets or property (Hanlon Creek business park, aged fleet)
- Donations and fundraising
- Business enterprise earnings

Technology

The City delivers a wide range of services using various systems:

- Recreation programs - registration and billing system
- Parking lots - on-location pay stations
- Transit – transitioned to electronic fare media (OnYourWay fare card)
- Public drop-off of waste - uses a weigh scale revenue system
- River Run - uses an online ticketing system
- Sleeman Centre – POS system that tracks orders, sales, food costs, and staff time

Accounting and banking

Transit fares

Property taxes

Water, wastewater, stormwater

Recreation programs

Parking fees

Business and marriage licensing

Development charges and Parkland

Grants

Public Drop-off fees



Future Ready

- We have big plans
 - Modernize payment options for customers/residents; online payment option for every service
 - Single-sign on for payment of any City fee
 - Self-service functionality for customers
 - Pay any City fee at any City facility
 - Consistent service standards regardless of what facility you are at

guelph.ca/budget

