

MAJOR REVENUES

GENERAL PURPOSE REVENUE (GPR)

General purpose revenue makes up the difference between adopted expenditures and adopted program revenues, excluding the Airport, Solid Waste, Methane Gas, Land Information, Workers Compensation, Liability Insurance, Employee Benefit, and Revolving Loan funds, as well as the Alliant Energy Center. Actual GPR consists of the County Property and Sales Taxes, and other revenues in the General County program such as State Shared Revenues. GPR accounts for approximately 45% of the total County operating budgets for those programs its supports.

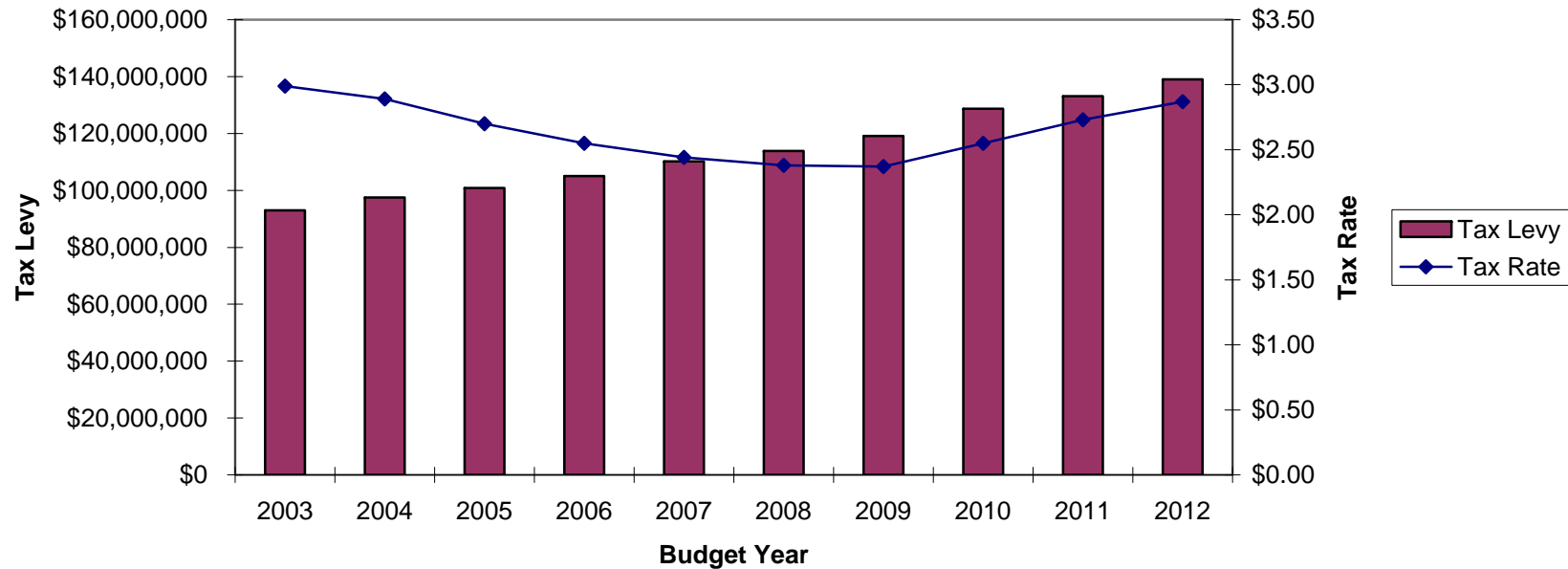
County Property Tax Levy

The County’s largest source of operating revenue is the property tax levy. The property tax has been used to finance both the operating and capital budgets. Property taxes are set forth under Chapter 70 of the Wisconsin State Statutes. Due to the varying assessment policies of the 61 municipalities of the County, the property tax is established as a mill rate applied against the equalized value of taxable property in the County. The Wisconsin Department of Revenue, Bureau of Property Tax prepares the equalized value each year. The equalized value does not include Tax Incremental Districts (TID), which are not included in the taxable property upon which county taxes are levied. Property taxes are levied in November or December of the year preceding the budget, based on adoption of the budget, for collection during the budget year. The following table summarizes the property tax levy for the past 10 years.

Budget Year	Operating Levy	Capital Levy	Total Levy	Equalized Value	Tax Rate
2003	\$93,293,755	(\$345,300)	\$92,948,455	\$31,108,023,850	\$ 2.99
2004	\$97,456,418	\$0	\$97,456,418	\$33,724,492,950	\$ 2.89
2005	\$100,857,453	\$0	\$100,857,453	\$37,293,118,150	\$ 2.70
2006	\$105,045,958	\$0	\$105,045,958	\$41,164,743,450	\$ 2.55
2007	\$110,172,695	\$0	\$110,172,695	\$45,074,674,300	\$ 2.44
2008	\$113,877,907	\$0	\$113,877,907	\$47,806,288,650	\$ 2.38
2009	\$119,150,454	\$0	\$119,150,454	\$50,256,371,350	\$ 2.37
2010	\$128,720,640	\$0	\$128,720,640	\$50,383,375,250	\$ 2.55
2011	\$133,068,833	\$0	\$133,068,833	\$48,755,974,750	\$ 2.73
2012	\$139,057,624	\$0	\$139,057,624	\$48,454,016,950	\$ 2.87

MAJOR REVENUES (continued)

Dane County Property Tax Levy



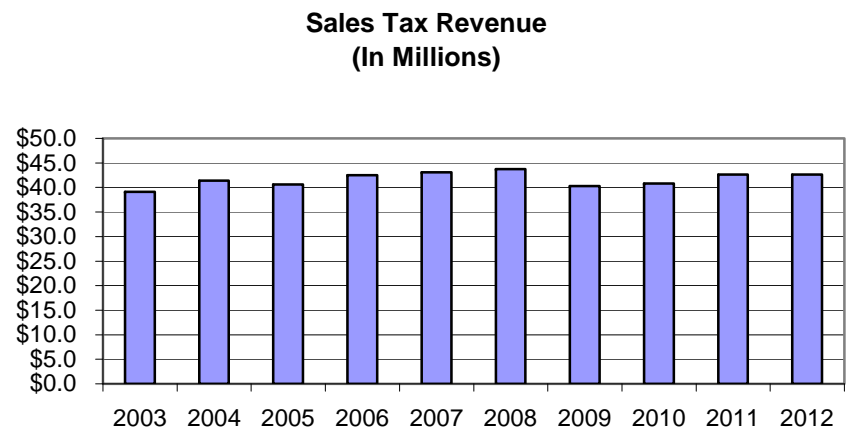
County Sales Tax

Section 77.70 of the Wisconsin State Statutes allows counties to implement a ½ percent (0.5%) tax on the sale, lease or rental of personal property that is subject to the State of Wisconsin Sales Tax. Retailers remit funds collected to the Wisconsin Department of Revenue, which processes remittances, deducts an administrative fee, and forwards the balance to the County. Adoption of the sales tax was through Dane County Ordinance Amendment 10, 1990-91. The sales tax became effective April 1, 1991.

MAJOR REVENUES (continued)

Sales tax projections are made based on a review of historical collections, current and projected economic conditions, and Wisconsin Department of Revenue projections for state sales tax. Dane County sales tax revenue has traditionally grown at a rate faster than the state sales tax. 2011 sales tax revenue is projected to be 5% more than the budgeted level. 2012 sales tax is conservatively projected to be the same as the projected 2011 amount. The following table summarizes sales tax revenues for the last ten years.

Year	Sales Tax Revenue	% Change From Prior Year
2003 Actual	\$39,121,543	
2004 Actual	\$41,398,611	5.82%
2005 Actual	\$40,620,232	-1.88%
2006 Actual	\$42,507,147	4.65%
2007 Actual	\$43,064,672	1.31%
2008 Actual	\$43,746,347	1.58%
2009 Actual	\$40,293,014	-7.89%
2010 Actual	\$40,785,232	1.22%
2011 Estimated	\$42,611,858	4.48%
2012 Projected	\$42,611,858	0.00%



The 0.00% increase projected for 2012 reflects the continued impact of the economic slowdown that has taken place nationally over the past three years as a result of financial system troubles. Dane County has a relatively stable employment base which helps mitigate the local impact of the national economic slowdown.

State Shared Revenue

The State of Wisconsin distributes Shared Revenues to local units of government under Chapter 79 of the Wisconsin State Statutes. Originally, shared revenues were distributed according to a formula which took into consideration equalized value, population, local purpose revenues and the value of utility property for all participating local units of

MAJOR REVENUES (continued)

government. The basic payment was comprised of two sub-payments, an aidable revenue component and a basic utility component. The aidable revenue component distributed payments based on “per capita property wealth” and “net revenue effort.” Per capita property wealth was the comparative wealth of the governmental unit as measured by taxable value per capita – the total of all taxable property divided by population. Net revenue effort was measured by “aidable revenues.” For counties, aidable revenues were the average of the last 3 years of local purpose revenues: general property taxes; special assessments; various license, permit and inspection fees; various user charges and fees; parking utility receipts; and tax base equalization aids. The public utility payment was restricted to municipalities and counties in which public utilities were located. Because public utilities are taxed by the State rather than the local units of government, the public utility component compensated the local unit for their services to the utilities and the possible loss of tax base. The basic utility component entitlement was computed as a mill rate applied against the utility’s net book value.

The formula also included a minimum and maximum payment guarantee that ensured that each municipality received a payment equal to at least 95% of the previous year’s aidable revenue payment. Dane County had been held harmless at the 95% level for many years because of its higher than average taxable value per capita. This is demonstrated by the downward trend in the aidable revenue component. In fact, the County would not have received any aidable revenue if it weren’t for the 95% hold harmless clause.

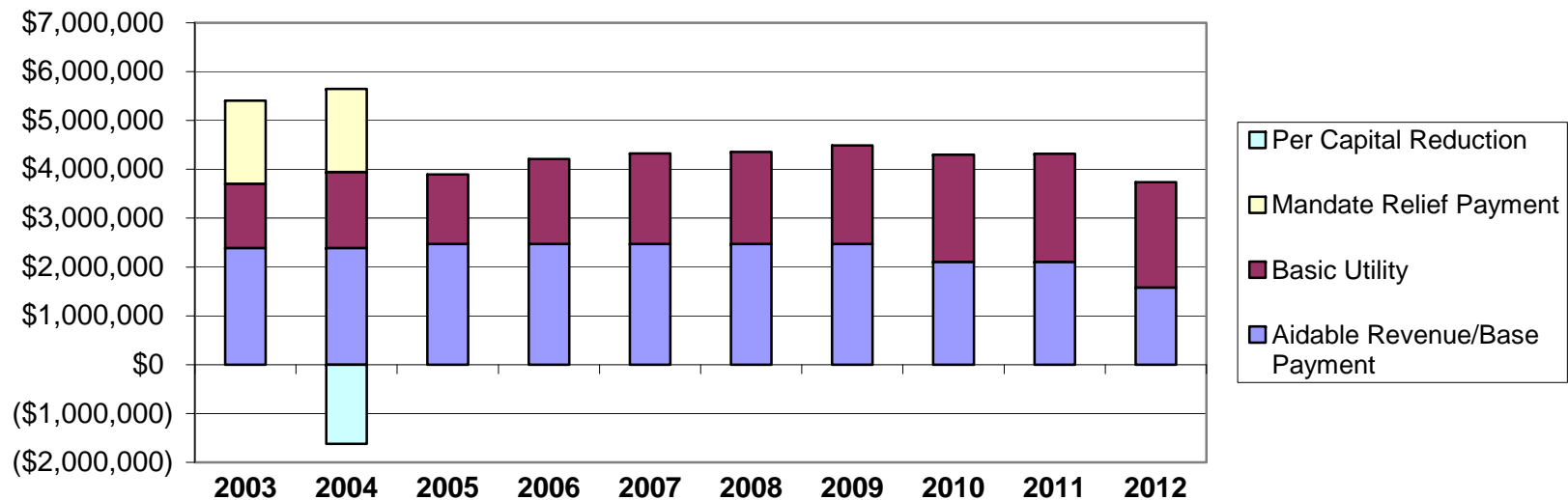
The mandate relief payment was a per capita payment that began with partial funding in 1994 and went into full funding in 1995. The mandate relief component was added as a means to help offset the costs of providing services that were mandated by the State. In 2004 the State of Wisconsin froze the Aidable Revenue and Mandate Relief components at the 2003 levels and implemented a per capita payment reduction to help balance the State’s budget. For payments beginning in 2005, the Aidable Revenue component, Mandate Relief Payment and Per Capita Reduction were combined into a Base Payment amount. The payment for new power plants that went into operation beginning in 2005 was changed to a mega-watt based payment, rather than the book value of the property. There is a total of \$2,000 per mega-watt, of which the County gets two-thirds of it (\$1,333.33) if the plant is located in a town and one-third (\$666.67) if it is located in a city or village.

All budget amounts for Shared Revenues are based on annual estimates provided by the Wisconsin Department of Revenue. The 2012 amount reflects a 25% reduction in the Base Shared Revenue Payment as a result of State budget reductions. The following table summarizes state shared revenue payments for the past 10 years.

MAJOR REVENUES (continued)

Year	Aidable Revenue /Base Payment	Basic Utility Payment	Mandate Relief Payment	Per Capita Reduction	Total Shared Revenue
2003 Actual	\$2,391,320	\$1,310,601	\$1,704,466	\$0	\$5,406,387
2004 Actual	\$2,391,319	\$1,552,986	\$1,704,466	(\$1,621,838)	\$4,026,933
2005 Actual	\$2,473,947	\$1,419,553	\$0	\$0	\$3,893,500
2006 Actual	\$2,473,947	\$1,737,948	\$0	\$0	\$4,211,895
2007 Actual	\$2,473,947	\$1,850,665	\$0	\$0	\$4,324,612
2008 Actual	\$2,473,947	\$1,879,631	\$0	\$0	\$4,353,578
2009 Actual	\$2,473,947	\$2,015,256	\$0	\$0	\$4,489,203
2010 Actual	\$2,102,855	\$2,194,381	\$0	\$0	\$4,297,236
2011 Estimated	\$2,102,855	\$2,214,028	\$0	\$0	\$4,316,883
2012 Projected	\$1,577,141	\$2,160,187	\$0	\$0	\$3,737,328

The following chart shows the changes by payment component for the past 10 years.



MAJOR REVENUES (continued)

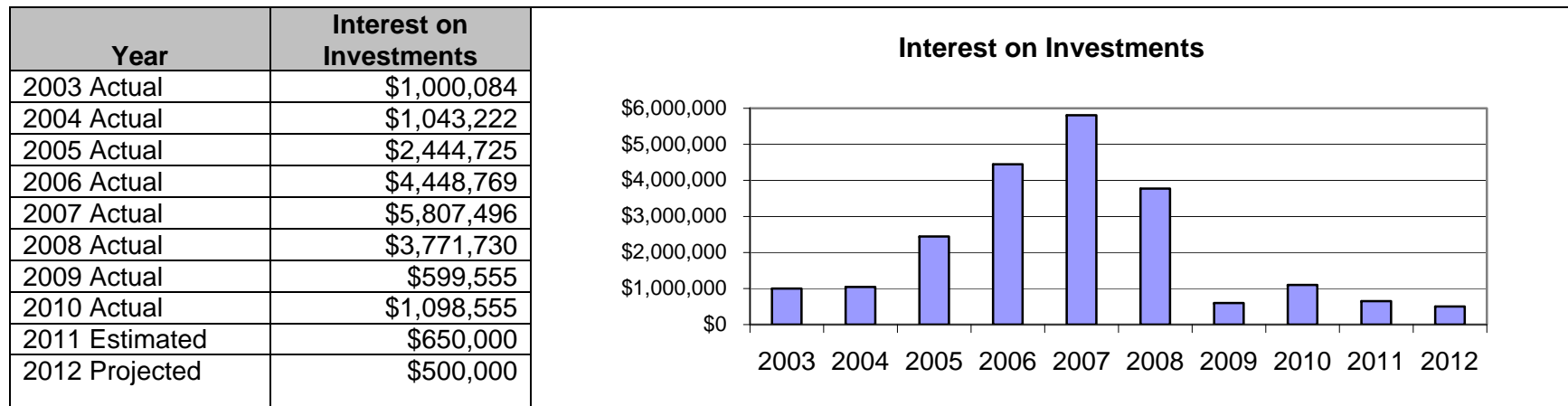
PROGRAM SPECIFIC REVENUE

Program specific revenue is revenue derived from the day-to-day operations of county departments. Program specific revenue is first used to fund the operation of the department that generates it. Any program specific revenue that exceeds the department’s expenditures is used to help reduce the need for general purpose revenues.

Interest on Investments

The Treasurer, under Sections 59.25(3)(s) and 59.62 of the Wisconsin State Statutes, is responsible for the investment of county funds. Chapter 26, Subchapter II of the Dane County Code of Ordinances, Investment Policy, sets forth the types of investment that the Treasurer can invest in. The Investment Policy can be found in the Budget Policies and Structure section of this budget document.

The amount received as interest on investments is attributable to two factors – the amount of money on deposit throughout the year, and the interest rates in effect. There is a direct relationship between both of these items and the interest income received, in that higher amounts on deposit and higher interest rates singularly and together result in higher earnings. The following table summarizes the Treasurer’s investment earnings for the last 10 years.



MAJOR REVENUES (continued)

During 2002 some of the lowest interest rates in decades were experienced. Those low interest rates continued through 2004. Interest rates went up considerably during 2006 and held fairly steady through the first half of 2007. Rates have declined significantly since mid-2007 as a result of the economic troubles of the past couple of years. The County is now experiencing the lowest interest rates on record. The modest rise in investment income for 2010 is a result of having to value bond investments at market prices rather than face value. As these bond investments approach maturity or interest rates begin to rise their market prices will fall and offset future investment income. Interest rates are predicted to remain historically low throughout 2012.

Register of Deeds Fees

Under Wisconsin State Statutes the Register of Deeds is responsible for providing the official county repository for real estate, personal property and vital records. Sections 59.57 and 69.22 of the Wisconsin State Statutes establish fees for recording real estate documents, making certified copies of birth, death and marriage records, making paper copies of real estate documents and for faxing documents to and from the office. Up until 2005 these fees collectively made up the General Fees revenues in the Register of Deeds Office. In 2005 the vital records fees were separated out into their own revenue account and the General Fees was retitled Real Estate Fees. A Wisconsin Real Estate Transfer Return must accompany every deed and land contract that is recorded with the Register of Deeds. Section 77.22 of the Statutes sets a fee of 30 cents per \$100 of market value being transferred. The County retains 20% of the fee and the State gets the remaining 80%. These revenue sources are directly dependent upon the number of documents recorded. Unlike interest earnings, there tends to be an inverse relationship between interest rates and real estate transfer fees. Generally speaking, lower interest rates encourage property sales and mortgage refinancing activity.

The table on the following page summarizes these revenue sources for the past 10 years.

MAJOR REVENUES (continued)

Year	General Fees/Real Estate Fees	County Share of Real Estate Transfer Fee	Vital Records *	Total
2003 Actual	\$3,101,006	\$1,873,039	\$0	\$4,974,045
2004 Actual	\$1,929,633	\$2,131,897	\$0	\$4,061,530
2005 Actual	\$1,590,071	\$2,355,476	\$199,387	\$4,144,934
2006 Actual	\$1,419,229	\$2,209,190	\$217,223	\$3,845,642
2007 Actual	\$1,214,575	\$1,859,469	\$227,222	\$3,301,266
2008 Actual	\$1,190,791	\$1,592,255	\$217,310	\$3,000,356
2009 Actual	\$1,707,350	\$1,130,521	\$220,200	\$3,058,071
2010 Actual	\$1,409,886	\$1,095,020	\$220,551	\$2,725,457
2011 Estimated	\$1,300,000	\$1,010,049	\$227,268	\$2,537,317
2012 Projected	\$1,370,200	\$1,307,000	\$224,000	\$2,901,200

* Note: Vital Records were split out from the General Fees category in 2005 for monitoring purposes.

Unlike in past years, the decrease in both the Real Estate Fees and County Share of Real Estate Transfer Fee revenues between 2006 and 2007, and again between 2007 and 2008 was not attributable to the inverse relationship they tend to have with interest rates. Instead, the decrease reflects the overall condition of the real estate market which was dragged down by record foreclosures and the national sub-prime mortgage crisis. This inverse relationship returned in 2009 for General Fees and Real Estate Fees, but not for the Real Estate Transfer Fee as housing sales continued to be sluggish during 2009 and 2010. The County is anticipating a moderately improved housing market, with the continuation of low interest rates for 2012. This results in a corresponding increase in Real Estate Transfer Fees revenue to reflect increased home sales in 2012.

The chart on the following page shows the past 10 years of history for these accounts in a graphic format.

MAJOR REVENUES (continued)

Register of Deeds Fees

