

OUR HOME.



OUR JOBS.

1/4 OF A CENT ECONOMIC
DEVELOPMENT SALES TAX



David Wood
President

¼ Cent Economic Development Sales Tax

- Initiated 1986
- Five-Year Sunset
- Five Consecutive Renewals
- Voter Decision: October 13th



¼ Cent Economic Development Sales Tax

- Job Creation
- Diversification



1/4 Cent Economic Development Sales Tax



Bartlesville Industrial Park



Employment Growth 1999 - 2010



SGS: 174 Jobs

Employment Growth 1999 - 2010



Siemens: 124 Jobs



Employment Growth 1999 - 2010



ABB: 163 Jobs

Employment Growth 1999 - 2010



Wal-Mart DC: 400 Jobs

Employment Growth 1999 - 2010



SITEL: 319 Jobs

Project Highlights: 1999 - 2010

Company	Current Employment
SGS	174
Siemens	124
ABB	163
Wal-Mart Distribution Center	400
SITEL	319
Husky Portable Containment	15
21 st Sensory	10
ALLtra Corporation	56
Dewey Iron Works	17
Diversified Systems Resource	198
Total:	1,476



Economic Impact*: 1999 - 2010

Direct Jobs = 1,476

Indirect Jobs = 421

Total Jobs = 1,897

*Source: OSU Economic Impact Model



Fiscal Impact*: 1999 - 2010

Total Jobs = 1,897

Annual Payroll = \$ 78 Million

Retails Sales = \$ 46 Million

Annual Bartlesville Sales Tax = \$1.24 Million

*Source: OSU Economic Impact Model



Employment Growth 2011 - 2015



Dilbeck Mfg: 6 Jobs

Employment Growth 2011 - 2015



Element Integrity: 4 Jobs

Employment Growth 2011 - 2015



Husky Portable: 37 Jobs

Employment Growth 2011 - 2015



Superior: 20 Jobs

Employment Growth 2011 - 2015



ABB: 265 Jobs

Employment Growth 2011 - 2015



ABB: 265 Jobs



Employment Growth 2011 - 2015



ABB: 265 Jobs

Employment Growth 2011 - 2015



Springs Global: 15 Jobs

Employment Growth 2011 - 2015



Employment Growth 2011 - 2015

Company	Current Employment
Logan and Company	70
Siemens	5
Superior Manufacturing	20
Husky Portable Containment	37
ABB	265
Boom Mobile/ECG	25
Springs Global	15
Element Integrity	4
Dilbeck Manufacturing	6
Total:	447



Economic Impact*: 2011 - 2015

Direct Jobs = 447

Indirect Jobs = 186

Total Jobs = 633

*Source: OSU Economic Impact Model



Fiscal Impact*: 2011 - 2015

Total Jobs = 633

Annual Payroll = \$ 29 Million

Retails Sales = \$ 22 Million

Annual Bartlesville Sales Tax = \$ 597,000

*Source: OSU Economic Impact Model



Primary Industry & Retail Summary

Primary Industry

<i>Facilitated:</i>	447 Direct Jobs 186 Indirect Jobs
	<hr/>
	\$29 Million Annual Payroll
<i>Public ROI:</i>	40% or \$1.40 (OSU Fiscal Impact Model)

Retail Expansion

- Facilitated:*
- Hideaway Pizza, Dollar General and Atwood's.
 - In contact with top targeted brands from Consumer Logic study, and have received serious interest.











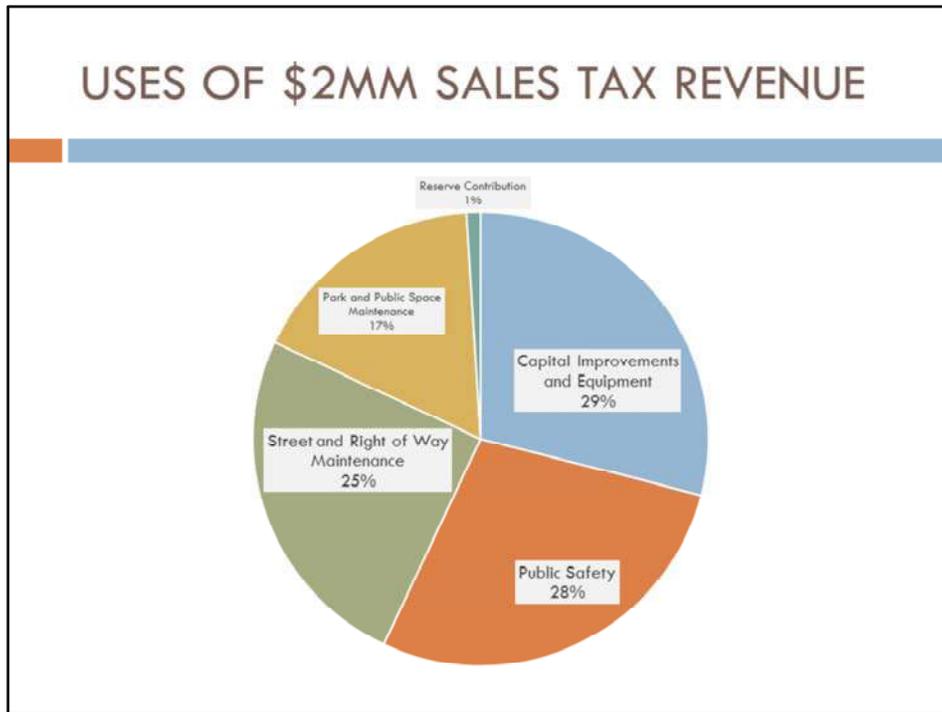
 bartlesville
development authority
CONNECTED • CREATIVE • VIBRANT





In order for the BDA to accomplish all they intend, Bartlesville must continue to be a great community to live in. That's where the 4/10 of a cent sales tax proposal comes in.

USES OF \$2MM SALES TAX REVENUE



In order to ensure our home continues to be a great place to live, improvements to certain core government functions are necessary. 82% of the proposed tax increase will be used on local government's most important functions:

- Capital improvements
- Public safety
- Streets and rights of way maintenance

FIREFIGHTERS

- Put 3 firefighters back at the stations to bring us back to full staff



Starting with public safety, we will first address vacancies caused by recent revenue shortfalls and return the Fire Department back to full staff.

POLICE OFFICERS

- Put 5 police officers on the street to bring department back to full strength



We will also add 5 officers back to the force.

The first 3 are current vacancies that are frozen due to recent shortfalls, and the additional 2 officers will ensure that we are performing proactive police work to provide the safest city possible.

It's important to note that the public's safety, nor the safety of our officers or fire fighters have not been endangered by the recent reductions in public safety staff, but due to these vacancies, we are beginning to burn our existing staff out.

Filling these positions will ensure that we stay adequately staffed even during times of temporary vacancies.

i.e. It takes 6-9 months to train and replace an officer.

OTHER PUBLIC SAFETY PERSONNEL

- Add 2 code compliance officers to assist with neighborhood code issues



One other area of public safety that the City is unable to address to our expectations is code enforcement. Code enforcement officers ensure that property is maintained to a safe standard and does not become a hazard or nuisance for a neighborhood.

In the past the City was able to abate these nuisances, but with current staff levels, the City can only write tickets to property owners who frequently live elsewhere or own property through layers of LLCs.

The additional staff will allow the City to return to abating nuisances and to be more proactive.

CAPITAL EXPENDITURES

- Spend additional \$550,000 on capital
 - ▣ Streets
 - ▣ Drainage
 - ▣ Parks
 - ▣ Equipment



Over \$500,000 of the proposed increase will be used to provide for basic infrastructure needs or equipment necessary to perform other core functions of government.

Currently the only capital funds available for public improvements are part of restricted funds that are scheduled years in advance as part of 5-10 year capital plans. These funds will allow for greater flexibility and can be used to address unforeseen needs as they arise.

STREET AND RIGHT OF WAY MAINTENANCE

- Add 10 road crew employees to enable more thorough and timely maintenance
 - Mowing/weed eating
 - Pothole repair
 - Residential concrete repair



While the City makes excellent use of available personnel and resources, staffing shortages on our road crews caused by revenue shortfalls have led to the inability to address certain maintenance needs as timely as we would like.

The additional personnel proposed in the increase will allow for more timely and thorough maintenance of our streets, roads, bridges, and rights of way. It will also allow for City staff to perform continuous concrete street repair in residential areas.

PARK AND PUBLIC SPACE MAINTENANCE

- Add 6 maintenance workers to ensure that parks and public places are maintained to our standards



Our parks and public spaces are not currently maintained to the standards of the City or its citizens. This is unavoidable at this time due to staffing shortages that will be addressed by this proposal.

The additional positions will allow for better maintenance beyond just mowing including repairs, weed eating, trimming, etc...

PROPOSED SALES TAX DETAILS

- 4/10 of a Cent
- \$2,000,000 additional revenue annually
- October 13, 2015 election date
- January 1, 2016 effective date
- March/April 2016 start receiving additional revenue

MONTHLY COST PER PERSON



Average cost per person
is **\$1.80 per month.**

	Cost Now	Cost if Approved
Milk (gal)	\$ 4.58	\$ 4.60
Bread (loaf)	\$ 2.37	\$ 2.37
Bacon (lb)	\$ 5.28	\$ 5.30
Bananas (lb)	\$ 0.74	\$ 0.74

The advantage of sales tax as a revenue source is that much of it is paid by visitors and commuters. This lowers the burden on citizens to an average of \$1.80/mo/person.

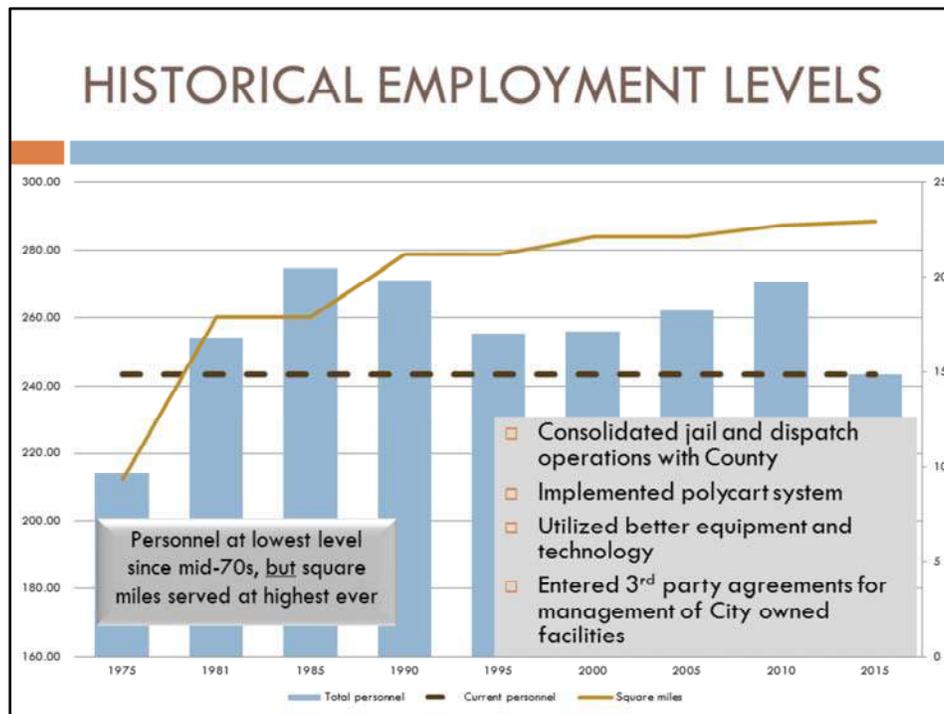


The City of Bartlesville’s current total sales tax rate is the 3rd lowest of our regional peers.

While some have concerns that an increased sales tax rate will result in decreased local shopping, polling has indicated that very few shoppers are even aware of the sales tax rate and that an even smaller portion of those make shopping choices based on that information.



After the increase, Bartlesville’s total tax rate will be tied for 4th lowest in the region. This statistic shows that our rate is still extremely competitive with neighboring cities and that the total cost of local government to the citizens of Bartlesville will still be comparatively low.



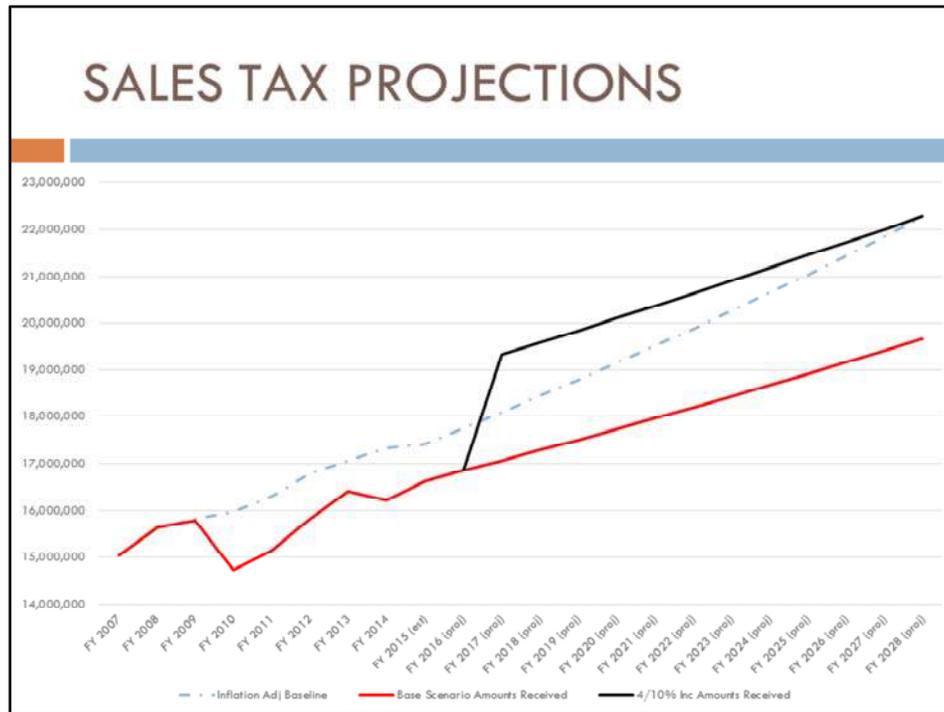
The City's current personnel levels are their lowest since the mid-70s.

However, the land within the City's boundaries has more than doubled in that same period of time.

Some of the personnel reductions are good and are related to efficiencies gained through operational changes including:

- Consolidating jail and dispatch with Washington County
- Implementation of the automated polycart system
- Utilization of better equipment and technology
- Public-private partnerships/Public-public partnerships
 - YMCA management of pools
 - BHS management of Doenges Memorial Stadium

Other personnel reductions have caused service cuts primarily in the areas addressed by this proposal.



The red-line represents actual sales tax receipts from 2007 projected to 2028

The dashed blue line represents the amount of sales tax that would need to be received in order to provide the same service levels as 2007 based on inflation. The difference between them is the sales tax shortfall.

The black line represents the amount of sales tax that would be received with the passage of this proposal at election. With passage of this proposal, it is estimated that the City's sales tax revenue will stay ahead of the inflation mark through 2028.

STATE LAW

- ❑ Oklahoma is only State that restricts municipalities to sales tax for operations
- ❑ By contrast, State of Oklahoma uses income tax, sales tax, motor vehicle tax, and gross production tax (oil and gas)



Why sales tax?

There's really no other choice. The State of Oklahoma restricts municipalities primarily to sales tax for operations. It is the only state in the U.S. with this restriction.

By contrast the State operates on many different sources of revenue that help to provide stability.

WHAT DOES SALES TAX FUND?

- Code enforcement
- Cemetery & Mausoleum
- Planning & Zoning
- Engineering/Public Improvements
- Fire (4 stations)
- Police
- Dispatch
- Street Repair
- Library
- History Museum
- Parks
- City Council
- Administration
- Accounting and Finance
- Legal
- Building Maintenance
- IT
- Fleet Maintenance

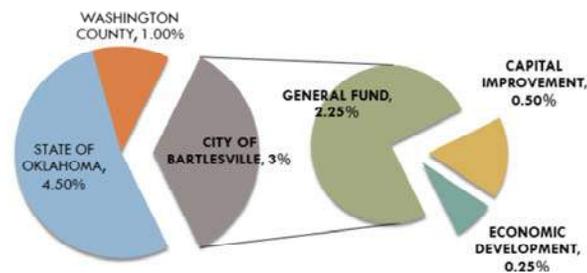
All of the functions on the left are the services provided directly to the citizens of Bartlesville.

All of the functions on the right are internal services that support and make possible the direct citizen services.

All of these functions are paid primarily from sales tax.

GENERAL SALES TAX HISTORY

- Dec 1966 – 1 Cent
- Dec 1973 – 1 Cent (2 Cent total)
- Nov 1987 – ¼ Cent (2 ¼ Cent total)



The total sales tax rate in the City is 8.5%, but most of that goes to the State.

State – 4.5%
County – 1%
City – 3%

Of the City's 3%, only 2 ¼% is for operations. This rate has not been raised since 1987.

CONTACT INFO

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