



ROCKY MOUNT, NC
THE CENTER OF IT ALL

ROCKY MOUNT CITY COUNCIL

COMMITTEE OF THE WHOLE MEETING

MONDAY, NOVEMBER 9, 2020

**CITY COUNCIL
COMMITTEE OF THE WHOLE**

**MONDAY, NOVEMBER 9, 2020
4:00 PM**

AGENDA

- | | |
|--|----------------------------------|
| 1. Land Trust Proposed Update | Dr. Jim Johnson |
| 2. Downtown Hotel/Garage Assessment Update | Attorney Anthony Fox, Parker Poe |
| 3. Independent Audit Report | Kari Dunlap, Martin Starnes |
| 4. Fund Balance | Amy Staton |
| 5. Review of Fourth Quarter FY 2020 and
First Quarter FY2021 Revenues
and Expenditures | Kenneth Hunter |
| 6. Crime Statistics | Interim Police Chief C. Williams |
| 7. 2020 Census Update | Archie Jones |

MEMORANDUM

Committee of the Whole



ROCKY MOUNT
CITY MANAGER'S OFFICE
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To: Rochelle D Small-Toney, City Manager

Cc:

From: Amy Staton, Director of Finance

Date: 10/30/2020

Re: Annual Independent Audit Report

The independent financial auditors have completed the fiscal year ending June 30, 2020 financial audit. Kari Dunlap with Martin Starnes and Associates will provide an overview of their audit. The attached is the independent auditor's presentation.

The Comprehensive Annual Financial Report and Compliance report can be found on the city's website under the Finance Department.

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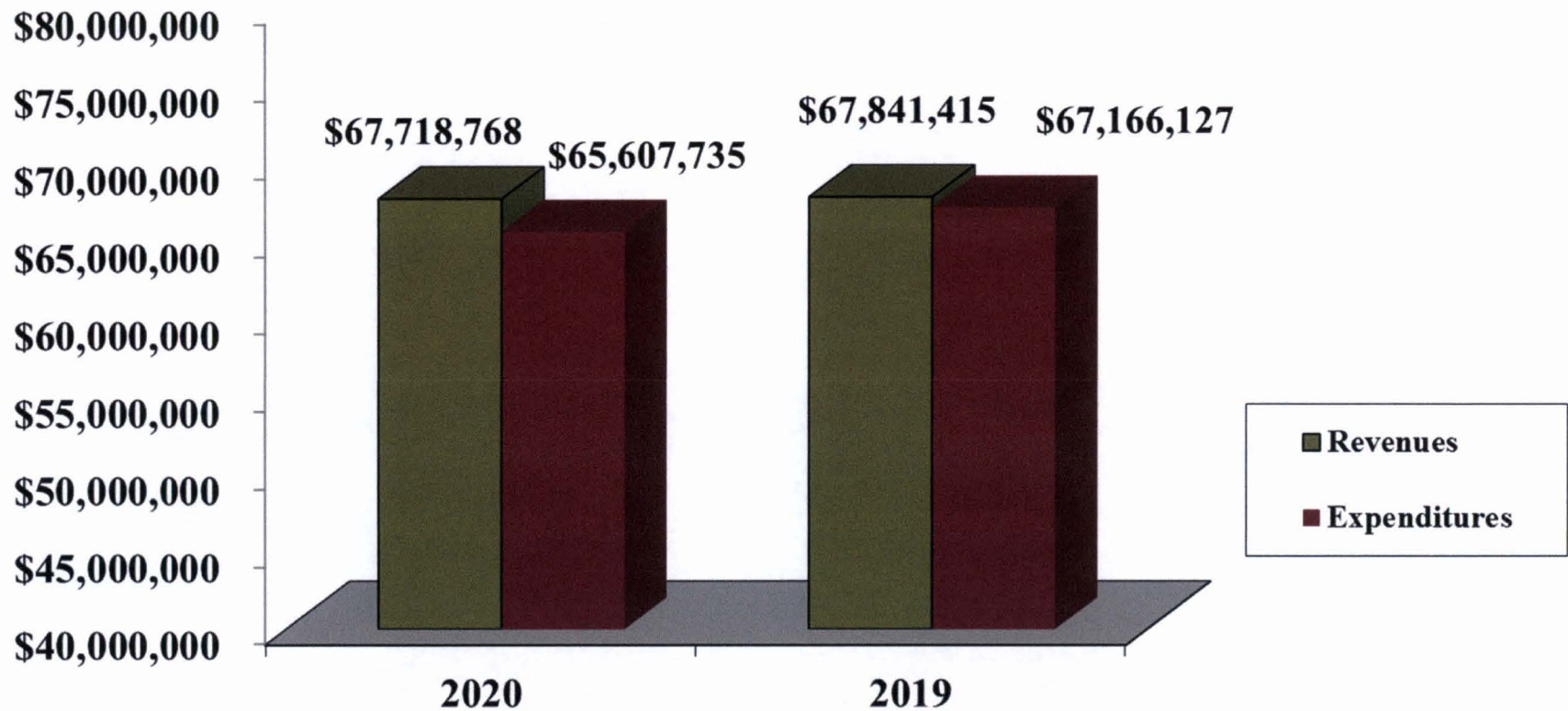
City of Rocky Mount
2020 Audited Financial Statements



Audit Highlights

- Unmodified opinion on the financial statements and compliance
- Cooperative staff

General Fund Only



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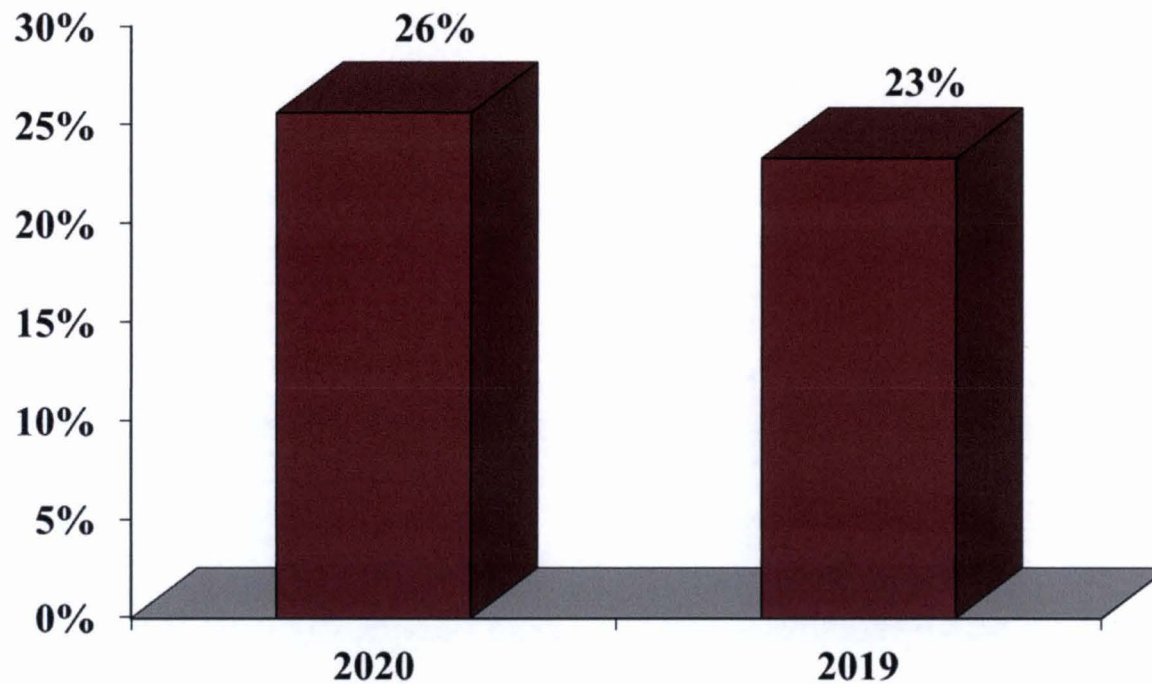


Available Fund Balance

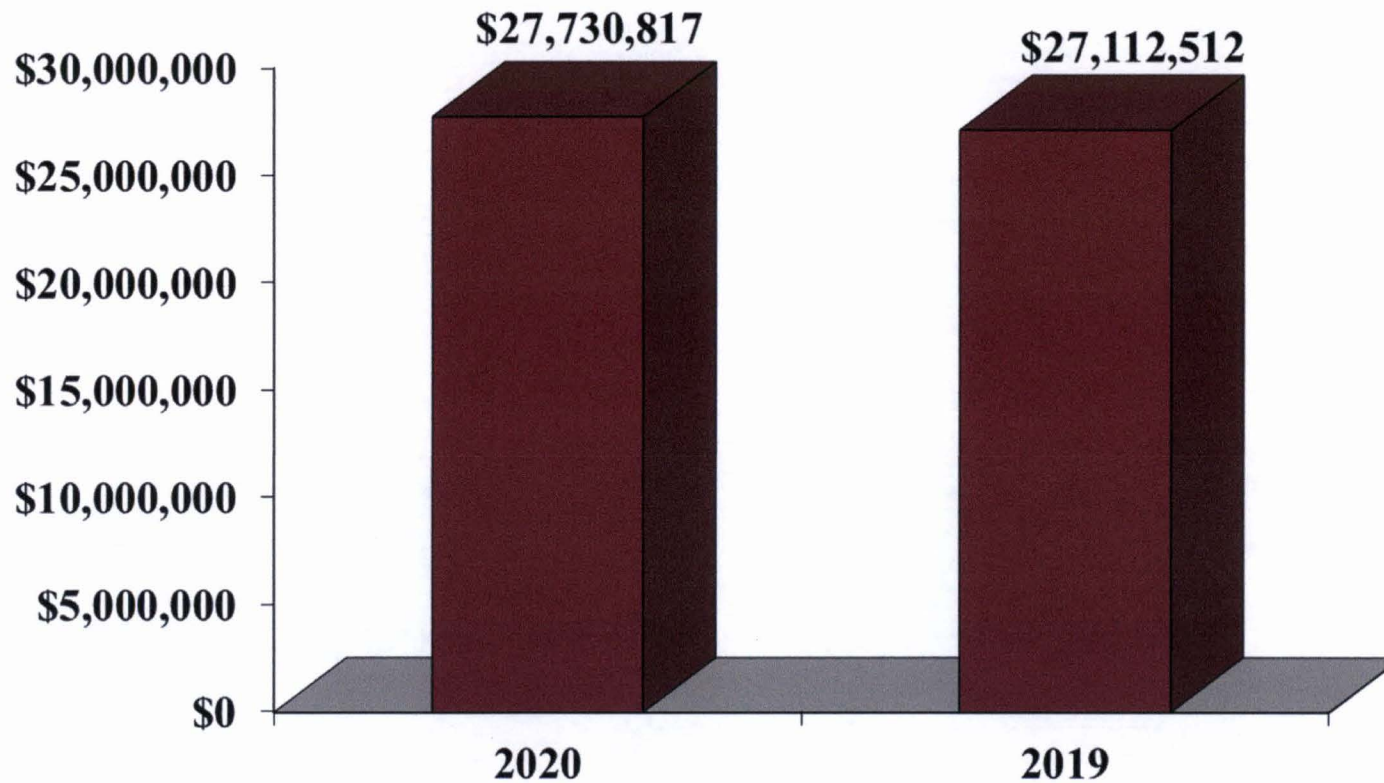
	<u>2019</u>	<u>2020</u>
Available Fund Balance	\$ 25,085,884	\$ 28,874,117
Total Expenditures + Transfers out to all funds - Bond proceeds	\$ 68,321,251	\$ 67,379,415
Available Fund Balance / Total Expenditures and Transfers out	36.72%	42.85%

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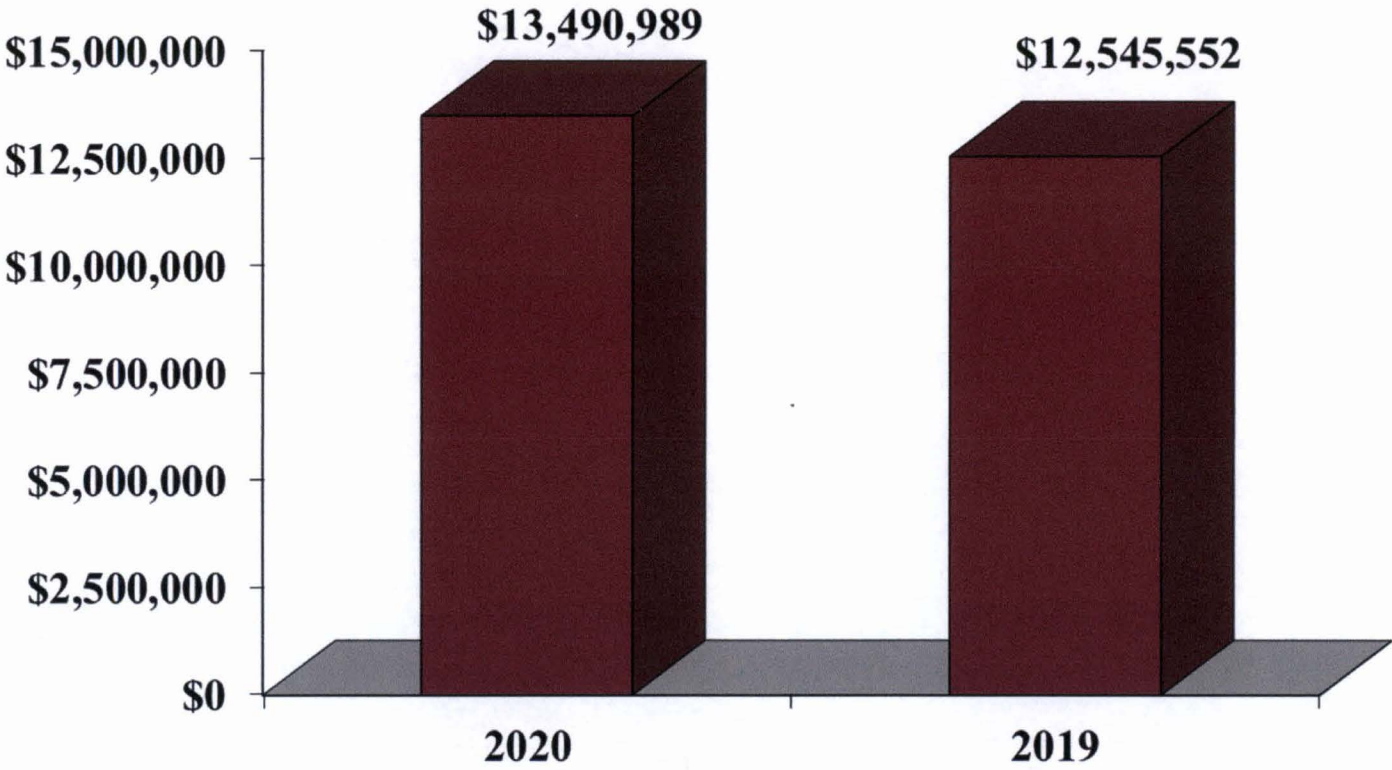
Unassigned Fund Balance as a Percent of Expenditures Net of Powell Bill -General Fund



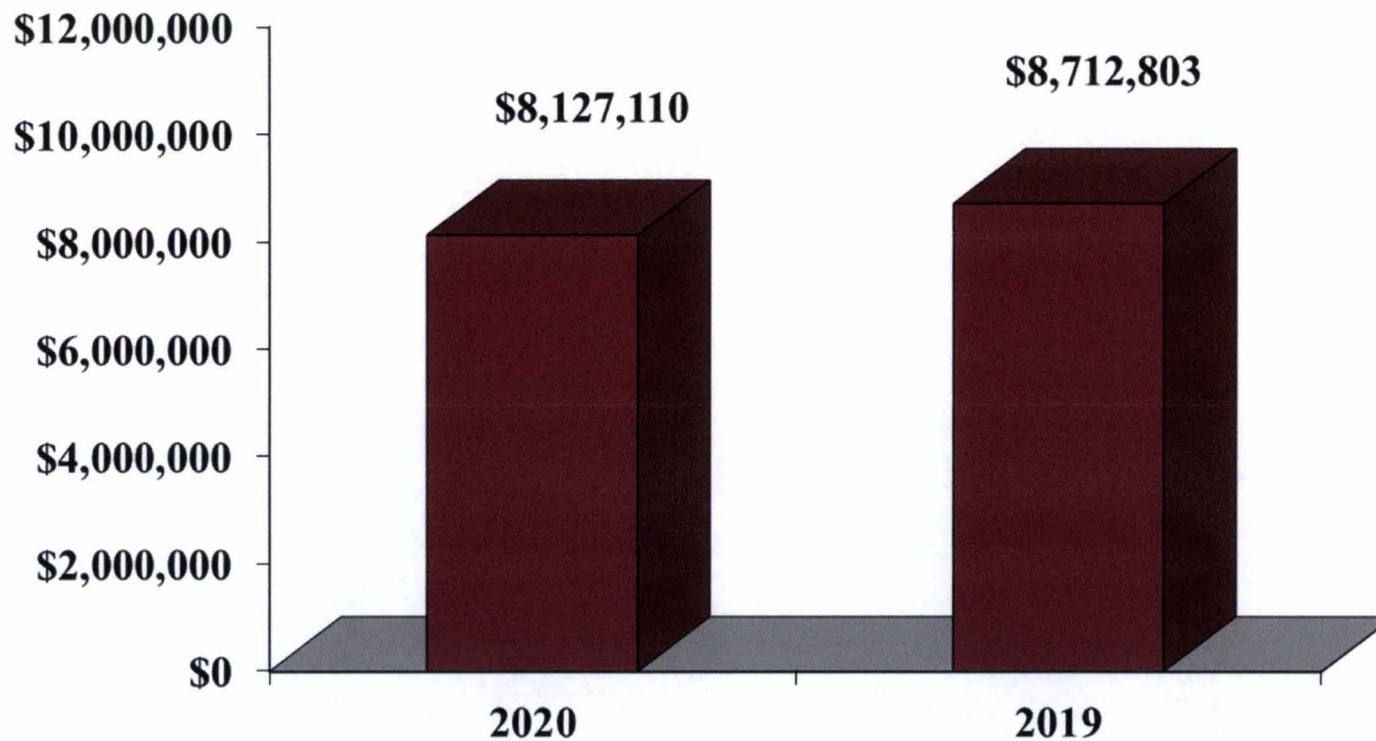
Ad Valorem Taxes – General Fund



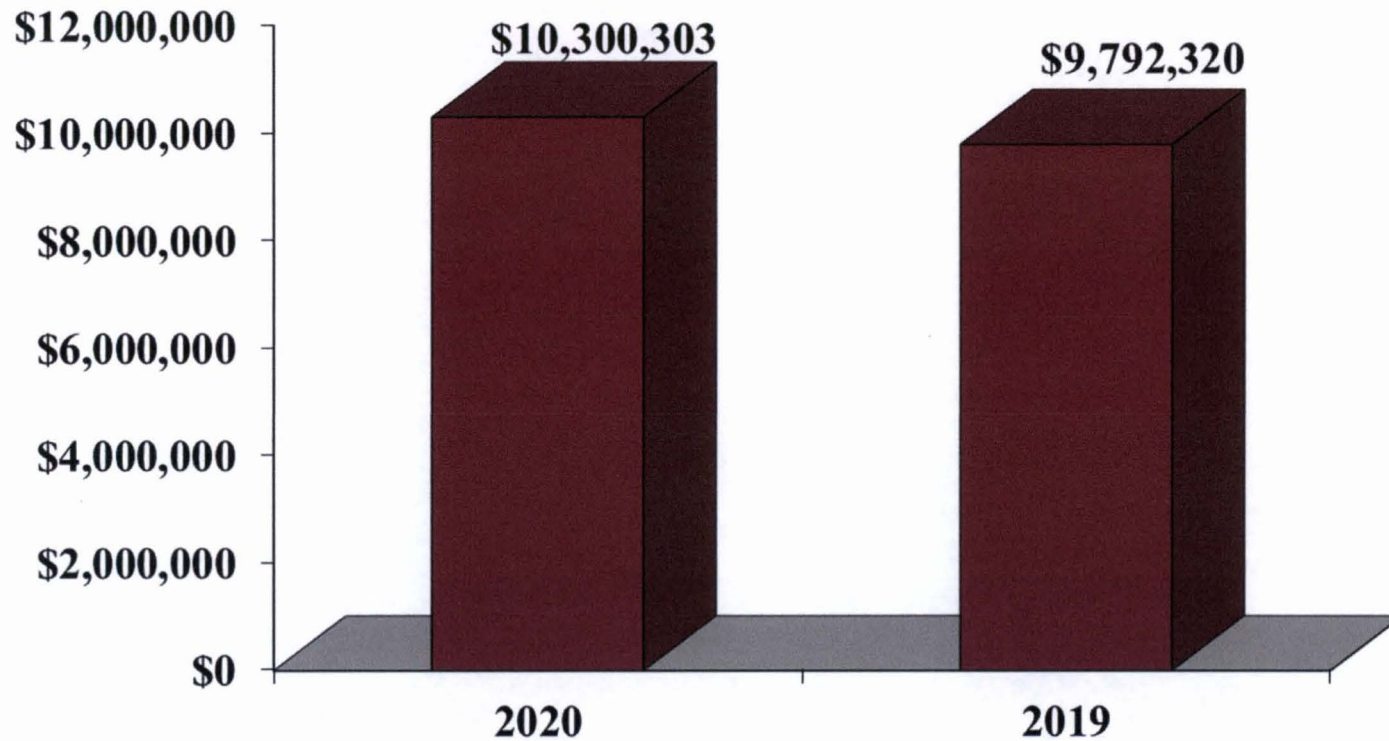
Local Option Sales Tax – General Fund



Intergovernmental Revenues – General Fund (Less Local Option Sales Tax and Powell Bill)



Sales and Services – General Fund





Electric Fund

	<u>2020</u>		<u>2019</u>		<u>Dollar Variance</u>
Total Revenues & OFS	\$ 75,554,826	\$	78,552,129	\$	(2,997,303)
Total Expenditures & OFU	\$ 76,300,632	\$	80,001,244	\$	(3,700,612)
Net Revenue/Expenditures	\$ (745,806)	\$	(1,449,115)	\$	703,309
Available Fund Balance	\$ 13,197,705	\$	12,604,344	\$	593,361

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Gas Fund

	<u>2020</u>		<u>2019</u>		<u>Dollar Variance</u>
Total Revenues & OFS	\$ 21,612,648	\$	24,367,118	\$	(2,754,470)
Total Expenditures & OFU	\$ 22,181,363	\$	24,544,108	\$	(2,362,745)
Net Revenue/Expenditures	\$ (568,715)	\$	(176,990)	\$	(391,725)
Available Fund Balance	\$ 9,563,106	\$	8,700,910	\$	862,196

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Water Fund

	<u>2020</u>		<u>2019</u>	<u>Dollar Variance</u>
Total Revenues & OFS	\$ 11,960,538	\$	12,604,495	\$ (643,957)
Total Expenditures & OFU	\$ 12,450,251	\$	11,424,396	\$ 1,025,855
Net Revenue/Expenditures	\$ (489,713)	\$	1,180,099	\$ (1,669,812)
Available Fund Balance	\$ 7,720,239	\$	4,964,927	\$ 2,755,312

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Sewer Fund

	<u>2020</u>		<u>2019</u>		<u>Dollar Variance</u>
Total Revenues & OFS	\$ 15,363,577	\$	15,572,728	\$	(209,151)
Total Expenditures & OFU	\$ 16,662,296	\$	13,483,465	\$	3,178,831
Net Revenue/Expenditures	\$ (1,298,719)	\$	2,089,263	\$	(3,387,982)
Available Fund Balance	\$ 4,327,648	\$	6,478,481	\$	(2,150,833)

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Stormwater Fund

	<u>2020</u>		<u>2019</u>		<u>Dollar Variance</u>
Total Revenues & OFS	\$ 4,875,791	\$	4,535,153	\$	340,638
Total Expenditures & OFU	\$ 4,906,737	\$	3,736,608	\$	1,170,129
Net Revenue/Expenditures	\$ (30,946)	\$	798,545	\$	(829,491)
Available Fund Balance	\$ 3,616,261	\$	3,277,100	\$	339,161


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Discussion

&

Questions



**City of Rocky Mount
2020**

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MEMORANDUM

Committee of the Whole



ROCKY MOUNT
CITY MANAGER'S OFFICE
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To: Rochelle D Small-Toney, City Manager

Cc:

From: Amy Staton, Director of Finance

Date: 10/30/2020

Re: Fund Balance

The fiscal year ending June 30, 2020 has been audited and final fund balance numbers are recorded. The attached presentation contains the results of fund balance for the general fund and all utility funds.



ROCKY MOUNT, NC
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To: Rochelle D. Small-Toney, City Manager

From: Amy Staton, Director of Finance *AS*

Date: October 30, 2020

Re: Fund Balance Update

The purpose of this presentation is to provide fund balance information for the fiscal year ending June 30, 2020.

The financial records for the fiscal year ending June 30, 2020 are complete and audited by the city's independent auditors, Martine Starnes and Associates, CPAs, P.A.. Final fund balance results are impacted by actual net revenue and expenditures for the fiscal year. The available fund balance is impacted by those financial results and reduced by fund balance that is restricted by state statute, funds designated for a specific purpose, and funds appropriated. Funds may be appropriated to balance the annual adopted budget and can be used throughout the year to provide funding for expenditures subsequent to the budget adoption. Fund balance provided in this presentation are funds available after considering restrictions, designations, and appropriations.

The city has a fund balance policy. The policy requires a minimum fund balance of 10% for each fund. The policy further allows setting of conservative fund balance targets considering the unique needs for each fund. All funds are compliant with the fund balance policy. It is important to note that the city anticipated a fiscal impact related to the COVID pandemic. Mid-year budget reductions were implemented. The general fund reductions were sufficient to cover pandemic related revenue shortfalls. Utility funds revenues are impacted by usage. Fund balance grew for electric, gas, water, and stormwater. Fund balance for sewer has declined primarily due to planned use of fund balance for necessary capital projects.



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Fund Balance

Fiscal year ended 6/30/2020

November 2020

Amy Staton, Director of Finance





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General Fund

As of June 30, 2020

Actual = \$13M (20%)

Target = \$11.1M (17%)

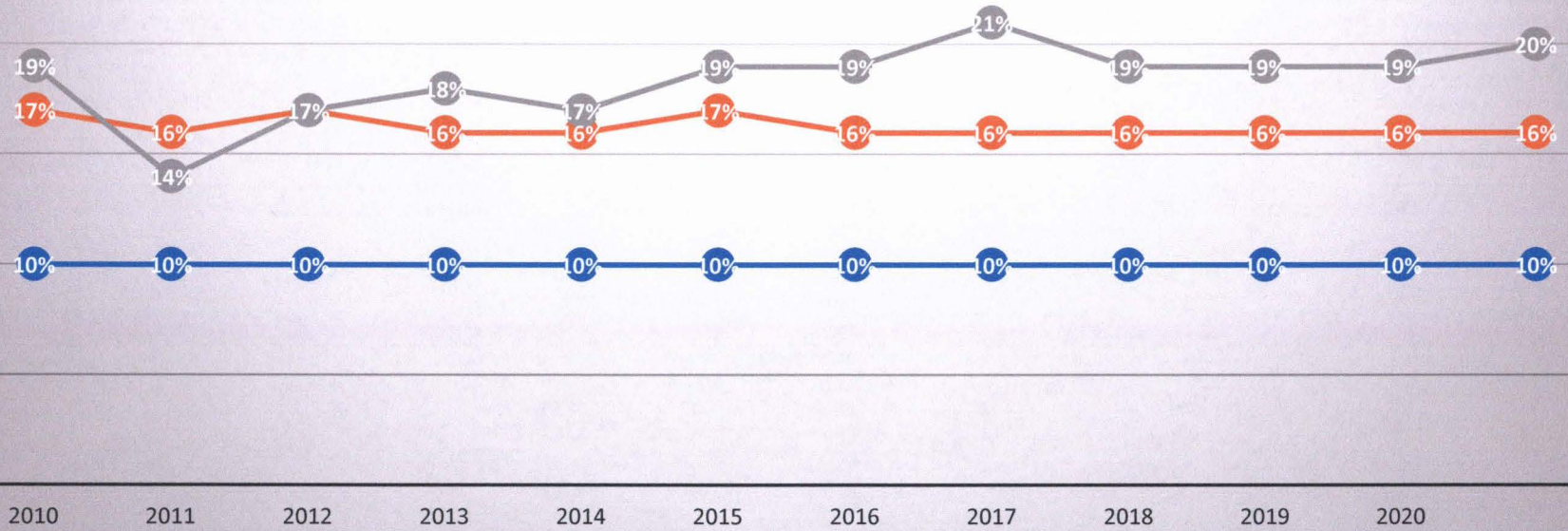
Minimum \$6.6M (10%)



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General Fund Balance %

— Minimum — Target — Actual





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Electric Fund

As of June 30, 2020

Actual = \$13.2M (16%)

Target = \$10M (12%)

Minimum = \$8.2M (10%)

Rate Stabilization = \$14.8M (18%)

Working Capital = \$3.3M (4%)



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Gas Fund

As of June 30, 2020

Actual = \$9.6M (41%)

Target = \$6M (26%)

Minimum = \$2.3M (10%)

Rate Stabilization = \$1M (4%)

Working Capital = \$1.5M (6%)



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Water Fund

As of June 30, 2020

Actual = \$7.7M (62%)

Target = \$4M (32%)

Minimum = \$1.3M (10%)

Working Capital = \$790K (6%)



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Sewer Fund

As of June 30, 2020

Actual = \$4.3M (23%)

Target = \$4M (22%)

Minimum = \$1.9M (10%)

Working Capital = \$170K (1%)



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Stormwater Fund

As of June 30, 2020

Actual = \$3.6M (75%)

Target = \$510K (10%)

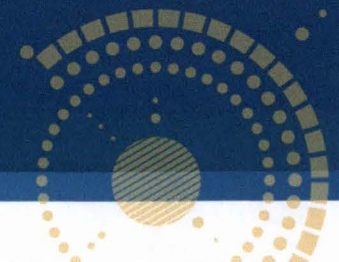
Minimum = \$480K (10%)

Working Capital = \$250K (5%)



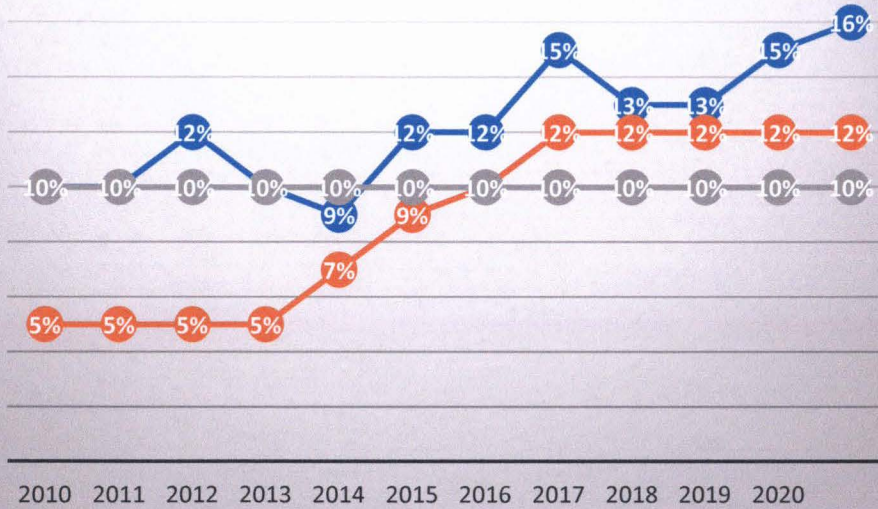


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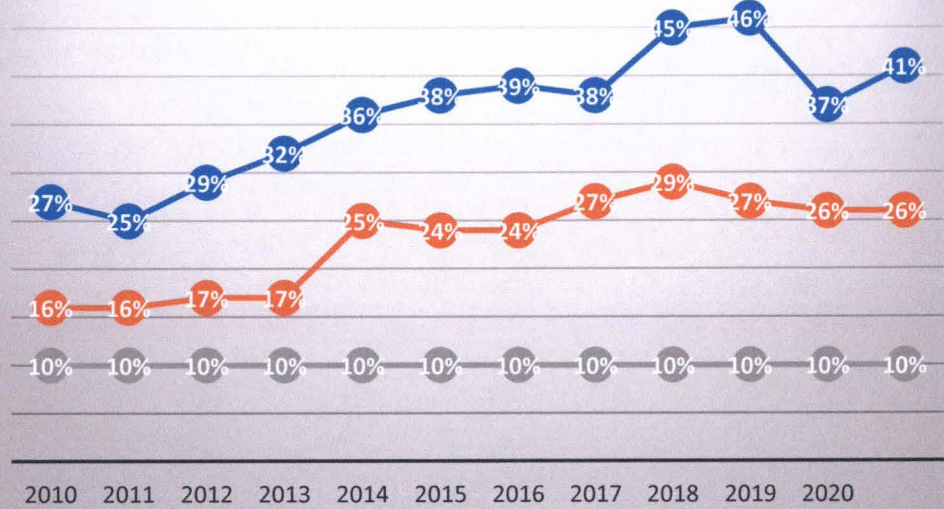
Electric

— Actual — Target — Minimum



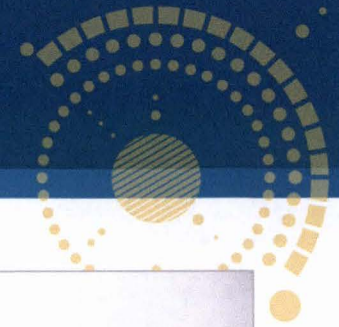
Gas

— Actual — Target — Minimum



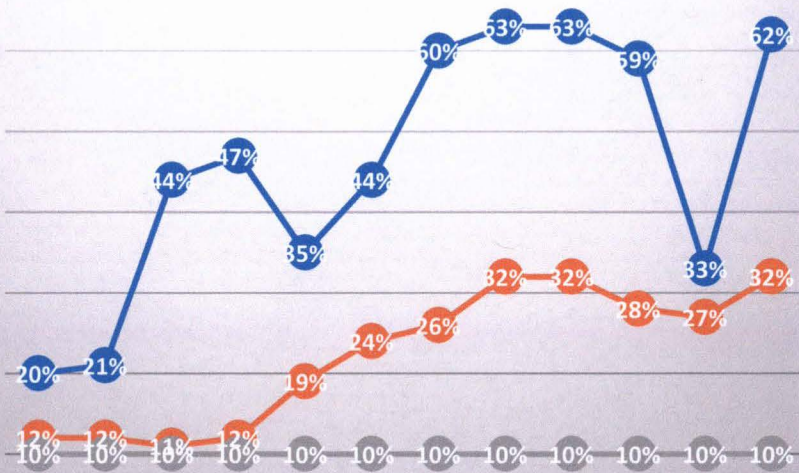


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Water

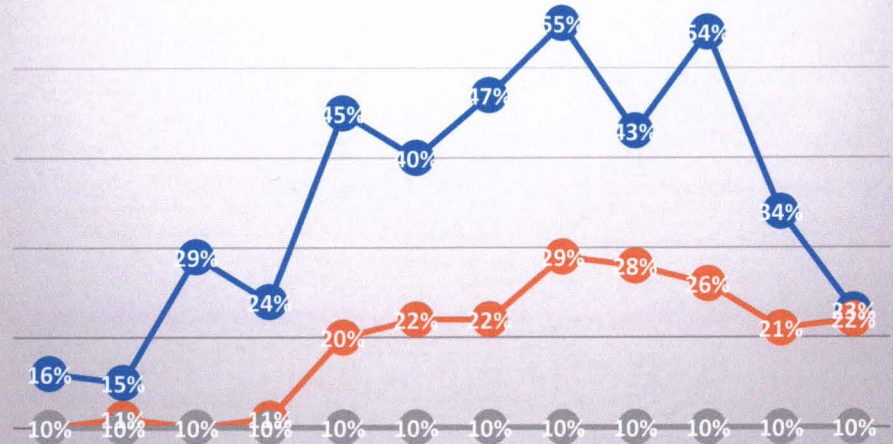
— Actual — Target — Minimum



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Sewer

— Actual — Target — Minimum



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



ROCKY MOUNT, NC
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Stormwater

—●— Actual —●— Target —●— Minimum



MEMORANDUM



ROCKY MOUNT
CITY MANAGER'S OFFICE
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To: Rochelle Small-Toney, City Manager
From: Kenneth Hunter, Assistant to the City Manager for Budget & Evaluation
Date: 10/29/2020
Re: Review of Fourth Quarter, FY 2020, and First Quarter, FY 2021 Revenues & Expenditures

The attached "Report of Revenues and Expenditures for Government Funds" provides additional information for the City's primary general government and enterprise funds, all of which appear to be in solid condition as of June 30, 2020, the end of the Fourth Quarter of Fiscal Year (FY) 2020, and September 30, 2020, the end of the First Quarter of Fiscal Year 2021.

Fourth Quarter, FY 2020 Overview

Activities for FY 2020 closed in the Fourth Quarter. Overall revenues saw a decline in performance consistent with the economic downturn created by policy actions taken in response to the COVID-19 Pandemic. However, this downturn was not as significant as predicted in our March 2020 reforecast. Expenditure cutback actions taken across operating funds for the final quarter of FY 2020 were followed, enabling us to restrain spending in order to finish the fiscal years with a positive return to fund balance and minimal, anticipated uses of fund balance for capital projects in the enterprise utility funds.

For the General Fund, revenues from Property Taxes, Sales Taxes, and Solid Waste (Environmental Services) operations met and exceeded their budgeted levels. Other sources, particularly Investments and Licenses and Permits, did not meet their targets due to the economic impact of COVID-19 policy implementation. Overall spending for the fiscal year declined 2.3% compared to FY 2019 due to COVID-19 cutback response. The General Fund has a positive balance of revenues over expenditures for FY 2020 and did not need to apply any of the \$4.3 million in fund balance appropriated during the fiscal year.

In the Enterprise Utility Funds, both Electric and Gas achieved sales necessary to meet budgeted net margins, when accounting for costs of wholesale energy. Operating expenses in both funds remained below budgeted levels.

Both Water and Sewer saw declines in sales in FY 2020 compared to FY 2019. Operational spending in both funds remained constrained. Despite significant capital outlay activity in both funds, water and sewer remain in health financial positions.

Stormwater revenues met budgeted projections. The Stormwater Fund remains healthy and in good position for future capital activity.

First Quarter, FY 2021 Overview

During the first 3 months of the current FY, General Fund revenues remained stronger than forecasted. This was especially true of Local Option Sales Tax, which grew by more than 11% compared to the same period in FY 2020. Most other revenue groups finished the quarter higher than projected, with the exception of Interest Earnings, which declined more dramatically than projected due to the wide scope of Federal Reserve intervention in our available securities markets.

Expenditure activity across all funds remained well-controlled by staff, as we work to ensure the City finishes FY 2021 with a balanced budget and minimal use of appropriated fund balance. Electric and Gas revenues were down in the First Quarter, which was expected. Water revenues also experienced decline, while Sewer sales increased due to the impact of summer weather on demand for service.



Report of Revenues and Expenditures of Government Funds

Fiscal Year 2020
As of June 30, 2020

Purpose

This report provides summary information on revenue, expenditures, and budget balance for primary City funds, including General Government, Transportation, and Utilities. It is presented to the public and the Mayor and City Council on a quarterly basis to represent recent financial activity and the current status of the City's financial condition.

Source of Information

Information in this report is summarized from the General Ledger of the City, as entered in our financial management

Timeframe

This report includes information for specific funds budgeted in Fiscal Year 2020.

Guide to Reading Report Information

Description <i>Revenue or expenditure category for line.</i>	FY 2020 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2019	YTD% of Budget	Comparison of Performance <i>FY 2020 % of Budget (Blue)</i>
General Summary					
Fourth Quarter revenues reflect downturn impact created by policy responses to COVID-19 Pandemic, though they did perform better than revised March 2020 estimates. Expenditures were constrained through targeted cutbacks, enabling the General Fund to finish the Fiscal Year with a positive return to Fund Balance.					
Revenues					
Ad Valorem	27,178,000	27,746,758	2.3%	102.1%	
Intergovernmental	8,615,780	8,434,298	-1.4%	97.9%	
Sales Tax	12,820,000	13,490,989	5.5%	105.2%	
Licenses & Permits	1,723,000	1,576,118	-5.9%	91.5%	
Sales & Services	10,480,520	10,023,997	-3.8%	95.6%	
Investments	851,520	735,729	-12.9%	86.4%	
Miscellaneous	917,553	714,924	-25.5%	77.9%	
Transfers	4,300,000	4,000,000	-8.8%	93.0%	
Lease Proceeds	2,719,000	976,000	N/A	35.9%	
Fund Balance Appropriated	4,299,177	-	N/A	0.0%	
Total Revenue	77,797,177	77,200,791	-8.4%	91.6%	

Summary Statement
Brief description of fund performance.

Budget Portion
Share of budget represented by line.

FY 2020 Amended Budget
Final amended budget total for line.

YTD Actual
Actual FY 2020 Year to Date amount for

YTD % Dif to YTD FY 2019
1-Year % Difference in YTD Amounts.

YTD% of Budget
Actual FY 2020 Year to Date amount for line as percentage of Amended Budget.

Comparison of Performance
Graphic representation of FY 2020 Year to Date performance (bottom, light blue horizontal bar) in relation 100% of budgeted amount (red vertical line).

Prepared By

Kenneth Hunter, Budget & Evaluation Manager
Kenneth.Hunter@rockymountnc.gov
(252) 972-1335

Available online at
www.rockymountnc.gov/budget






















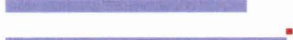





Report on General Fund Revenues and Expenditures

	FY 2020 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2019	YTD% of Budget	Comparison of Performance FY 2020 % of Budget (Blue)
General Fund Summary					
Fourth Quarter revenues reflect downturn impact created by policy responses to COVID-19 Pandemic, though they did perform better than revised March 2020 estimates. Expenditures were constrained through targeted cutbacks, enabling the General Fund to finish the Fiscal Year with a positive return to Fund Balance.					

Revenues

Ad Valorem	 27,178,000	27,746,758	2.3%	102.1%	
Intergovernmental	 8,615,780	8,434,298	-1.4%	97.9%	
Sales Tax	 12,820,000	13,490,989	7.5%	105.2%	
Licenses & Permits	 1,723,000	1,576,118	-5.9%	91.5%	
Sales & Services	 10,480,520	10,023,997	3.8%	95.6%	
Investments	 851,520	735,729	-12.9%	86.4%	
Miscellaneous	 917,553	714,924	-25.5%	77.9%	
Transfers	 4,300,000	4,000,000	8.8%	93.0%	
Lease Proceeds	 2,719,000	976,000	N/A	35.9%	
Fund Balance Appropriated	 4,299,129	-	N/A	0.0%	
Total Revenue	73,904,502	67,698,812	-8.4%	91.6%	

Expenditures by Department

Mayor & City Council	 2,262,196	2,004,611	-32.4%	88.6%	
City Clerk	 112,759	106,060	-26.6%	94.1%	
City Manager	 750,660	674,410	-10.2%	89.8%	
Human Resources	 1,249,681	1,126,129	24.5%	90.1%	
Human Relations	 427,595	358,351	-9.0%	83.8%	
Finance & Technology	 4,983,490	1,811,892	24.5%	36.4%	
Police	 18,094,746	17,389,138	3.9%	96.1%	
Fire	 12,985,073	12,912,983	-10.6%	99.4%	
Public Works (Incl. Engineering)	 10,576,975	9,979,243	-5.6%	94.3%	
Parks & Recreation	 11,263,837	10,067,363	-10.6%	89.4%	
Development Services	 2,987,159	2,541,853	11.7%	85.1%	
Event Center	 5,968,652	5,923,323	45.9%	99.2%	
Community & Business Dev.	 2,241,679	692,421	-41.8%	30.9%	
Total Expenditures	73,904,502	65,587,778	-2.3%	88.7%	

Balance - Revenues Over/(Under) Expenditures

2,111,034

Expenditures by Category

Salaries & Wages	 38,588,086	38,297,452	4.1%	99.2%	
Employee Benefits	 13,517,010	13,327,854	10.6%	98.6%	
Professional Services	 1,740,950	1,384,130	-19.3%	79.5%	
Operating Costs	 4,361,345	1,293,271	-65.0%	29.7%	
Debt Service	 5,711,004	5,613,924	-1.1%	98.3%	
Capital Equipment	 7,511,224	4,075,938	-27.6%	54.3%	
Transfers	 1,648,900	1,520,811	N/A	92.2%	
Other	 825,983	74,397	-17.4%	9.0%	
Total Expenditures	73,904,502	65,587,778	-2.3%	88.7%	

Report on General Capital, Powell Bill, and Public Utility Fund









FY 2020 Amended Budget	YTD Actual	YTD %Dif to YTD FY 2019	YTD% of Budget
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Comparison of Performance
FY 2020 % of Budget (Blue)

Powell Bill Fund

Summary

















FY 2020 Powell Bill Allocation is 0.7% lower than the FY 2019 allocation, and 4.8% lower than the FY 2020 adopted projection.

Powell Bill Allocation		1,588,000	1,512,126	99.3%	95.2%	
Other Revenue		1,608,000	945,498	63.6%	58.8%	
Fund Balance Appropriated		692,676	-	N/A	0.0%	
Total Revenues		3,888,676	2,457,624	-18.3%	63.2%	
Total Expenditures		3,888,676	795,680	-70.3%	20.5%	
<i>Balance - Revenues Over Expenditures</i>			<i>1,661,944</i>			

Electric Fund

Summary

















Utility Sales performed lower than last year, while expenditures were restrained due to COVID-19 cutbacks.

Utility Sales		77,510,000	73,090,603	96.6%	94.3%	
Other Revenue		4,314,327	2,464,223	84.4%	57.1%	
Fund Balance Appropriated		4,741,950	-	N/A	0.0%	
Total Revenues		86,566,277	75,554,825	-3.8%	87.3%	
Energy Purchase		55,477,085	51,728,908	-2.6%	93.2%	
Operating		17,168,490	15,274,748	3.4%	89.0%	
Non-Operating		7,652,726	5,783,844	-9.6%	75.6%	
Capital		6,267,976	3,513,131	-38.4%	56.0%	
Total Expenditures		86,566,277	76,300,631	-4.6%	88.1%	
<i>Balance - Revenues Over Expenditures</i>			<i>(745,806)</i>			

Gas Fund

Summary

Sales reached forecasted levels for the fiscal year. Overall expenditures remained within budgeted levels.

Utility Sales		20,800,000	20,826,108	92.6%	100.1%	
Other Revenue		734,000	786,540	41.6%	107.2%	
Fund Balance Appropriated		2,539,776	-	N/A	0.0%	
Total Revenues		24,073,776	21,612,648	-11.3%	89.8%	
Energy Purchase		10,227,800	10,215,375	-15.3%	99.9%	
Operating		10,244,152	9,648,487	19.5%	94.2%	
Non-Operating		2,367,500	1,741,669	N/A	73.6%	
Capital		1,234,324	575,832	-75.4%	46.7%	
Total Expenditures		24,073,776	22,181,362	-9.6%	92.1%	
<i>Balance - Revenues Over Expenditures</i>			<i>(568,714)</i>			

Report on Water Resources and Stormwater Management Fund

		FY 2020 Amended Budget	YTD Actual	YTD %Dif to YTD FY 2019	YTD% of Budget	Comparison of Performance FY 2020 % of Budget (Blue)
Water Fund						
Summary						
Sales were less than 2% below budgeted projections. Increased expenditures reflect impact of planned capital activity.						
Utility Sales		11,089,804	10,878,152	-2.6%	98.1%	
Other Revenue		980,000	1,082,385	75.6%	110.4%	
Fund Balance Appropriated		5,090,801	-	N/A	0.0%	
Total Revenues		17,160,605	11,960,537	-5.1%	69.7%	
Operating		10,743,803	10,070,319	7.5%	93.7%	
Non-Operating		1,131,396	594,522	20.1%	52.5%	
Capital		5,285,406	1,785,410	14.2%	33.8%	
Total Expenditures		17,160,605	12,450,252	9.0%	72.6%	
<i>Balance - Revenues Over Expenditures</i>			<i>(489,715)</i>			

Sewer Fund						
Summary						
Sales continue to perform below budgeted projections due to dry conditions and lower industrial and wholesale utilization. Expenditure increases are primarily due to increased focus on planned capital projects relying on the use of appropriated reserves.						
Utility Sales		14,463,150	13,554,593	-5.9%	93.7%	
Other Revenue		2,310,700	1,808,985	154.0%	78.3%	
Fund Balance Appropriated		4,916,015	-	N/A	0.0%	
Total Revenues		21,689,865	15,363,578	-1.3%	70.8%	
Operating		12,267,945	11,968,958	11.0%	97.6%	
Non-Operating		1,799,441	1,645,265	1.1%	91.4%	
Capital		7,622,479	3,048,072	184.1%	40.0%	
Total Expenditures		21,689,865	16,662,296	23.6%	76.8%	
<i>Balance - Revenues Over Expenditures</i>			<i>(1,298,718)</i>			

Stormwater Fund						
Summary						
Revenue are in line with budgeted projections. Capital spending increase reflects progress of scheduled projects.						
Utility Sales		4,130,000	4,130,604	0.1%	100.0%	
Other Revenue		470,000	745,187	182.9%	158.6%	
Fund Balance Appropriated		1,211,683	-	N/A	0.0%	
Total Revenues		5,811,683	4,875,791	7.5%	83.9%	
Operating		3,968,929	3,451,904	12.1%	87.0%	
Non-Operating		669,985	369,946	-9.0%	55.2%	
Capital		1,172,769	1,084,890	330.2%	92.5%	
Total Expenditures		5,811,683	4,906,740	31.3%	84.4%	
<i>Balance - Revenues Over Expenditures</i>			<i>(30,949)</i>			



Report of Revenues and Expenditures of Government Funds

Fiscal Year 2021
As of September 30, 2020

Purpose

This report provides summary information on revenue, expenditures, and budget balance for primary City funds, including General Government, Transportation, and Utilities. It is presented to the public and the Mayor and City Council on a quarterly basis to represent recent financial activity and the current status of the City's financial condition.

Source of Information

Information in this report is summarized from the General Ledger of the City, as entered in our financial management system.

Timeframe

This report includes information for specific funds budgeted in Fiscal Year 2021.

Guide to Reading Report Information

Description

Revenue or expenditure category for line.

General Summary

First Quarter revenues exceeded their budgeted forecast for the period, which was fairly conservative to account for anticipated revenue losses due to policy implemented necessitated by the COVID-19 Pandemic. Sales Tax revenues remained strong. General Fund expenditures declined for the period measured compared to the same period last year. General Fund finished the First Quarter with an operating ratio (revenues/expenditures) of 0.84, significantly higher than the average of performance for the past 3 years (0.75).

Revenues

Description	FY 2021 Amended Budget	YTD Actual	YTD %Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%	3-Year Average % End of Year Actual (Blue) to FY 2021 % of Budget (Purple)
Ad Valorem	27,863,000	4,179,832	5.8%	15.0%	13.8%	
Intergovernmental	8,275,720	1,572,340	-2.6%	19.0%	19.1%	
Sales Tax	11,420,000	1,572,723	11.3%	13.8%	10.1%	
Licenses & Permits	1,519,160	276,336	14.4%	18.2%	17.4%	
Sales & Services	10,134,150	2,056,120	-14.1%	20.4%	24.2%	
Investments	336,520	10,683	-47.0%	32.0%	20.7%	
Miscellaneous	621,450	86,099	-4.0%	13.9%	22.2%	
Transfers	3,750,000	762,500	9%	20.5%	21.7%	
Lease Proceeds	769,000	-	N/A	0%	0%	
Fund Balance Available	9,300,000	1,900,000	3%	15%		

Summary Statement
Brief description of fund performance.

Budget Portion

Share of budget represented by line.

FY 2021 Amended Budget
Final amended budget total for line.

YTD Actual FY 2021 Year to Date amount for

YTD %Dif to YTD FY 2020 1-Year % Difference in YTD Amounts.

YTD% of Budget
Actual FY 2021 Year to Date amount for line as percentage of Amended Budget.

3-Year Avg. YTD%
Year to Date of budget percentage for similar period averaged for last 3 fiscal years (FY 2018 to FY 2020).

Comparison of Performance
Graphic representation of FY 2021 Year to Date performance (bottom, purple horizontal bar) in relation to performance of 3 prior years (top, light blue horizontal bar) and 100% of budgeted amount (red vertical line).

Prepared By

Kenneth Hunter, Assistant to the City Manager for Budget & Evaluation
Kenneth.Hunter@rockymountnc.gov
(252) 972-1335

Available online at
www.rockymountnc.gov/budget

Report on General Fund Revenues and Expenditures

Comparison of Performance

	FY 2021 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%	3-Year Average % End of Year Actual (Blue) to FY 2021 % of Budget (Purple)
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General Fund Summary

First Quarter revenues exceeded their budgeted forecast for the period, which was fairly conservative to account for anticipated revenue losses due to policy implementations necessitated by the COVID-19 Pandemic. Sales Tax revenues remained strong. General Fund expenditures declined for the period measured compared to the same period last year. General Fund finished the First Quarter with an operating ratio (revenues/expenditures) of 0.84, significantly higher than the average of performance for the past 3 years (0.75).

Revenues

Ad Valorem		27,863,000	4,179,832	5.8%	15.0%	13.8%	
Intergovernmental		8,275,720	1,572,340	-2.6%	19.0%	19.1%	
Sales Tax		11,420,000	1,572,723	11.3%	13.8%	10.1%	
Licenses & Permits		1,519,160	276,336	14.4%	18.2%	17.4%	
Sales & Services		10,134,150	2,066,120	-14.9%	20.4%	24.2%	
Investments		336,520	110,683	-42.1%	32.9%	20.7%	
Miscellaneous		621,450	86,099	-49.6%	13.9%	22.2%	
Transfers		3,550,000	762,500	-12.9%	21.5%	21.7%	
Lease Proceeds		769,000	-	N/A	0.0%	0.0%	
Fund Balance Appropriated		4,904,430	-	N/A	0.0%	0.0%	
Total Revenue		69,393,430	10,626,633	-2.4%	15.3%	15.6%	

Expenditures by Department

Mayor & City Council		2,181,410	81,577	-325.8%	3.7%	3.4%	
City Clerk		167,300	27,472	-8.1%	16.4%	22.9%	
City Manager		1,025,274	186,696	26.1%	18.2%	23.0%	
Human Resources		1,327,788	39,703	-80.5%	3.0%	15.5%	
Human Relations		428,220	82,533	26.8%	19.3%	20.6%	
Finance, Technology Services, Business & Collections Services		3,252,149	944,146	100.9%	29.0%	44.1%	
Police		17,378,500	3,880,047	-0.9%	22.3%	22.5%	
Fire		12,338,100	2,668,541	-13.7%	21.6%	21.9%	
Public Works		10,347,620	1,783,670	-13.7%	17.2%	20.3%	
Parks & Recreation		9,664,600	1,785,931	-31.9%	18.5%	25.0%	
Development Services		2,855,888	562,515	1.0%	19.7%	22.1%	
Event Center		6,237,140	424,439	-43.1%	6.8%	N/A	
Community & Business Dev.		2,189,441	210,648	59.0%	9.6%	18.9%	
Total Expenditures		69,393,430	12,677,917	-10.3%	18.3%	21.0%	

Balance - Revenues Over/(Under) Expenditures

(2,051,284)

Expenditures by Category

Salaries & Wages		38,032,460	8,079,481	-6.2%	21.2%	22.4%	
Employee Benefits		13,964,363	2,816,458	-7.4%	20.2%	23.5%	
Professional Services		1,252,307	381,258	67.8%	30.4%	15.1%	
Operating Costs		3,867,939	329,056	-70.7%	8.5%	40.8%	
Debt Service		5,325,600	268,088	-26.7%	5.0%	17.4%	
Capital Equipment		5,177,325	788,691	210.2%	15.2%	12.1%	
Transfers		1,073,750	-	N/A	0.0%	0.0%	
Other		699,686	14,884	-23.8%	2.1%	31.8%	
Total Expenditures		69,393,430	12,677,917	-10.3%	18.3%	21.0%	

Report on General Capital, Powell Bill, and Public Utility Funds

Comparison of Performance
3-Year Average %
End of Year Actual (Blue) to
FY 2021 % of Budget (Purple)

FY 2021
Amended
Budget

YTD Actual

YTD % Dif
to YTD
FY 2020














YTD% of
Budget

3-Year
Avg.
YTD%

Powell Bill Fund

Summary


























FY 2020 Powell Bill Allocation for the First Quarter is adjusted to reflect the impact of an impoundment of funds due to excessive prior balances.

		FY 2021 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%		
Powell Bill Allocation		1,365,000	185,598	-75.5%	13.6%	N/A		
Other Revenue		1,886,000	1,582	-96.1%	0.1%	N/A		
Fund Balance Appropriated		1,140,000	-	N/A	0.0%	0.0%		
Total Revenues		4,391,000	187,180	-76.5%	4.3%	28.6%		
Total Expenditures		4,391,000	221,687	138.8%	5.0%	12.0%		
<i>Balance - Revenues Over Expenditures</i>			<i>(34,508)</i>					

Electric Fund

Summary


























Utility Sales performed slightly lower than last year, while expenditures were restrained due to COVID-19 cutbacks.

Utility Sales		75,745,000	21,609,784	-1.8%	28.5%	13.4%		
Other Revenue		5,910,900	137,681	-71.4%	2.3%	15.6%		
Fund Balance Appropriated		3,178,165	-	N/A	0.0%	0.0%		
Total Revenues		84,834,065	21,747,466	-3.3%	25.6%	28.7%		
Energy Purchase		54,235,000	10,642,934	-1.1%	19.6%	19.9%		
Operating		16,596,088	3,383,314	-6.2%	20.4%	23.1%		
Non-Operating		5,460,300	1,292,868	-12.9%	23.7%	25.1%		
Capital		8,542,677	772,952	15.4%	9.0%	16.9%		
Total Expenditures		84,834,065	16,092,068	-2.6%	19.0%	20.8%		
<i>Balance - Revenues Over Expenditures</i>			<i>5,655,398</i>					

Gas Fund

Summary

Sales declined compared to last year, with expenditures also restrained to achieve year-end balance.

Utility Sales		21,940,000	2,310,036	-6.3%	10.5%	7.9%		
Other Revenue		421,170	73,540	-57.8%	17.5%	15.7%		
Fund Balance Appropriated		1,173,466	-	N/A	0.0%	0.0%		
Total Revenues		23,534,636	2,383,576	-9.7%	10.1%	11.1%		
Energy Purchase		11,400,000	814,196	-14.2%	7.1%	8.3%		
Operating		9,800,486	2,298,015	14.1%	23.4%	23.4%		
Non-Operating		760,800	147,195	N/A	19.3%	18.2%		
Capital		1,573,350	47,776	-10.3%	3.0%	18.3%		
Total Expenditures		23,534,636	3,307,182	-7.2%	14.1%	14.9%		
<i>Balance - Revenues Over Expenditures</i>			<i>(923,606)</i>					

Report on Water Resources and Stormwater Management Funds

Comparison of Performance
3-Year Average %
End of Year Actual (Blue) to
FY 2021 % of Budget (Purple)

FY 2021
Amended
Budget

YTD Actual

YTD % Dif
to YTD
FY 2020

YTD% of
Budget

3-Year
Avg.
YTD%

Water Fund

Summary

Sales were below last year's performance. Decreased expenditures reflect efforts to balance with available revenues.

		FY 2021 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%		
Utility Sales		11,050,000	2,949,830	-5.0%	26.7%	27.8%		
Other Revenue		611,000	181,073	33.0%	29.6%	26.1%		
Fund Balance Appropriated		1,957,750	-	N/A	0.0%	0.0%		
Total Revenues		13,618,750	3,130,904	-3.4%	23.0%	26.5%		
Operating		8,975,130	1,868,854	-17.2%	20.8%	24.0%		
Non-Operating		1,127,600	246,773	33.6%	21.9%	22.8%		
Capital		3,516,020	219,002	-56.6%	6.2%	41.7%		
Total Expenditures		13,618,750	2,334,629	-20.8%	17.1%	22.5%		
<i>Balance - Revenues Over Expenditures</i>			796,275					

Sewer Fund

Summary

Sales increased significantly due to heavier demand in the First Quarter. Revenues increased to reflect additional treatment and capital activity.

		FY 2021 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%		
Utility Sales		14,430,000	3,644,134	7.6%	25.3%	25.0%		
Other Revenue		2,190,500	425,762	223.8%	19.4%	9.2%		
Fund Balance Appropriated		5,035,833	-	N/A	0.0%	0.0%		
Total Revenues		21,656,333	4,069,896	15.6%	18.8%	22.9%		
Operating		13,240,290	3,074,863	10.5%	23.2%	23.6%		
Non-Operating		1,520,210	196,964	-51.1%	13.0%	26.6%		
Capital		6,895,833	920,870	10.0%	13.4%	17.8%		
Total Expenditures		21,656,333	4,192,697	4.2%	19.4%	22.4%		
<i>Balance - Revenues Over Expenditures</i>			(122,801)					

Stormwater Fund

Summary

Revenue are in line with budgeted projections. Capital activity is expected to increase through the remainder of the fiscal year.

		FY 2021 Amended Budget	YTD Actual	YTD % Dif to YTD FY 2020	YTD% of Budget	3-Year Avg. YTD%		
Utility Sales		4,145,000	1,028,630	0.5%	24.8%	24.9%		
Other Revenue		136,000	79,710	-30.0%	58.6%	58.9%		
Fund Balance Appropriated		547,680	-	N/A	0.0%	0.0%		
Total Revenues		4,828,680	1,108,340	-2.5%	23.0%	24.6%		
Operating		3,881,780	663,605	-8.9%	17.1%	22.9%		
Non-Operating		321,900	61,062	-45.7%	19.0%	32.2%		
Capital		625,000	-	-100.0%	0.0%	18.2%		
Total Expenditures		4,828,680	724,667	-13.9%	15.0%	21.9%		
<i>Balance - Revenues Over Expenditures</i>			383,673					



ROCKY MOUNT, NC
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Review of Revenues & Expenditures

4th Quarter FY 2020 & 1st Quarter FY 2021

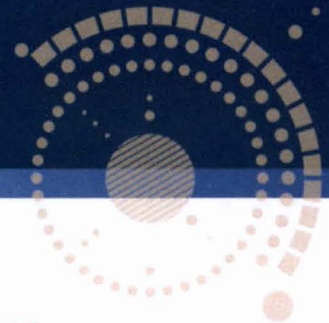
Kenneth Hunter, Assistant to the City Manager for Budget & Evaluation
November 2020



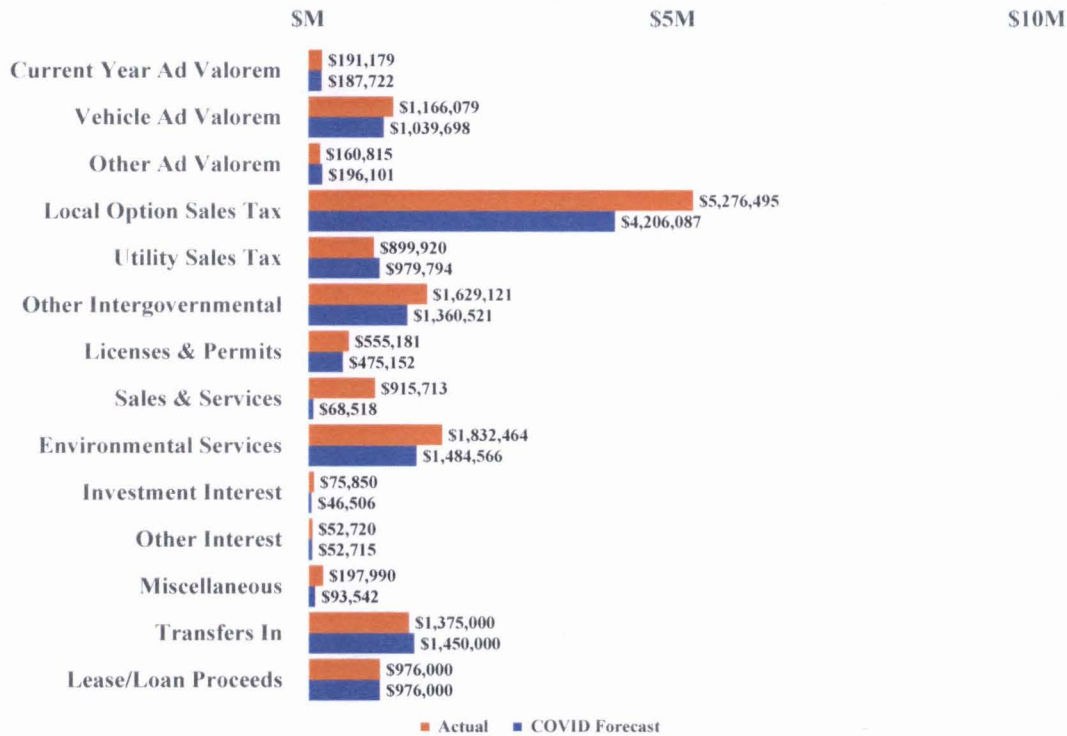


General Fund

- Revenues exceed COVID-adjusted forecasts
- Local Option Sales Tax remains strong
- Interest Earnings negated by Federal Reserve intervention
- Expenditures constrained, carefully managed

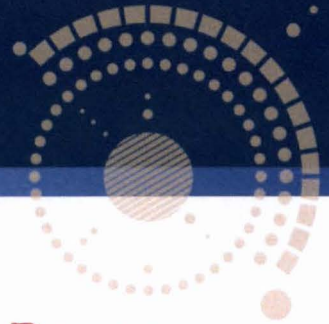


General Fund, 4th Quarter, FY 2020

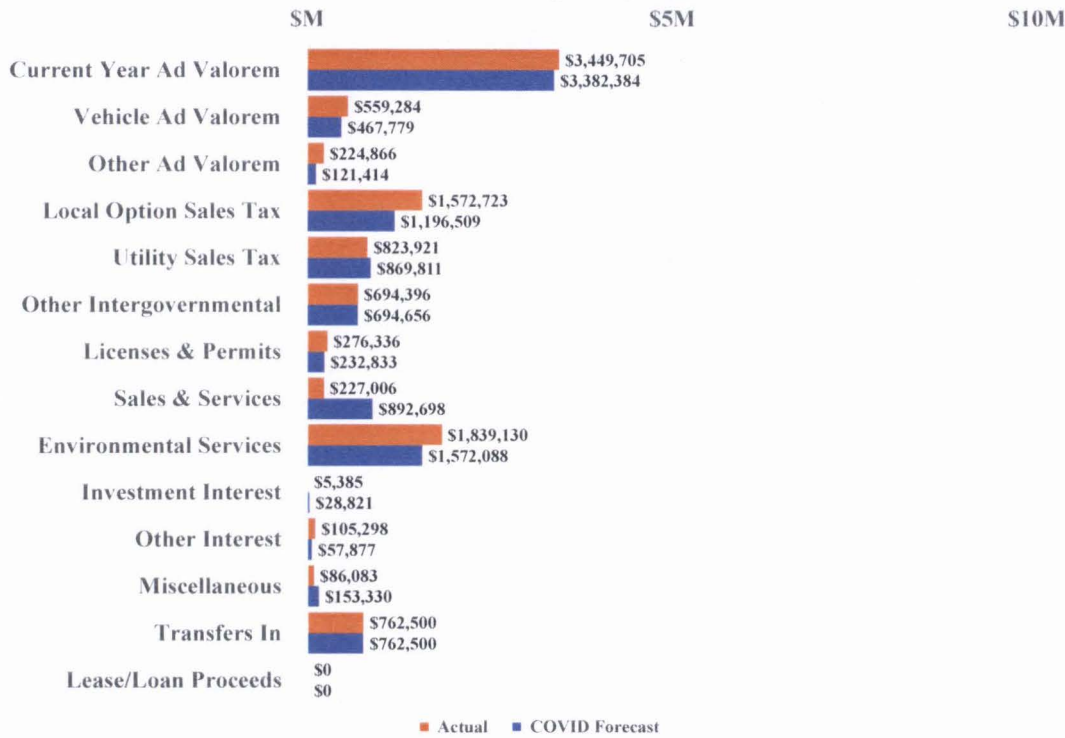


Total General Fund Revenues
4th Quarter, FY 2020

Actual: \$15.304M
Revised Forecast: \$12.616M
Difference +21.3%



General Fund, 1st Quarter, FY 2021

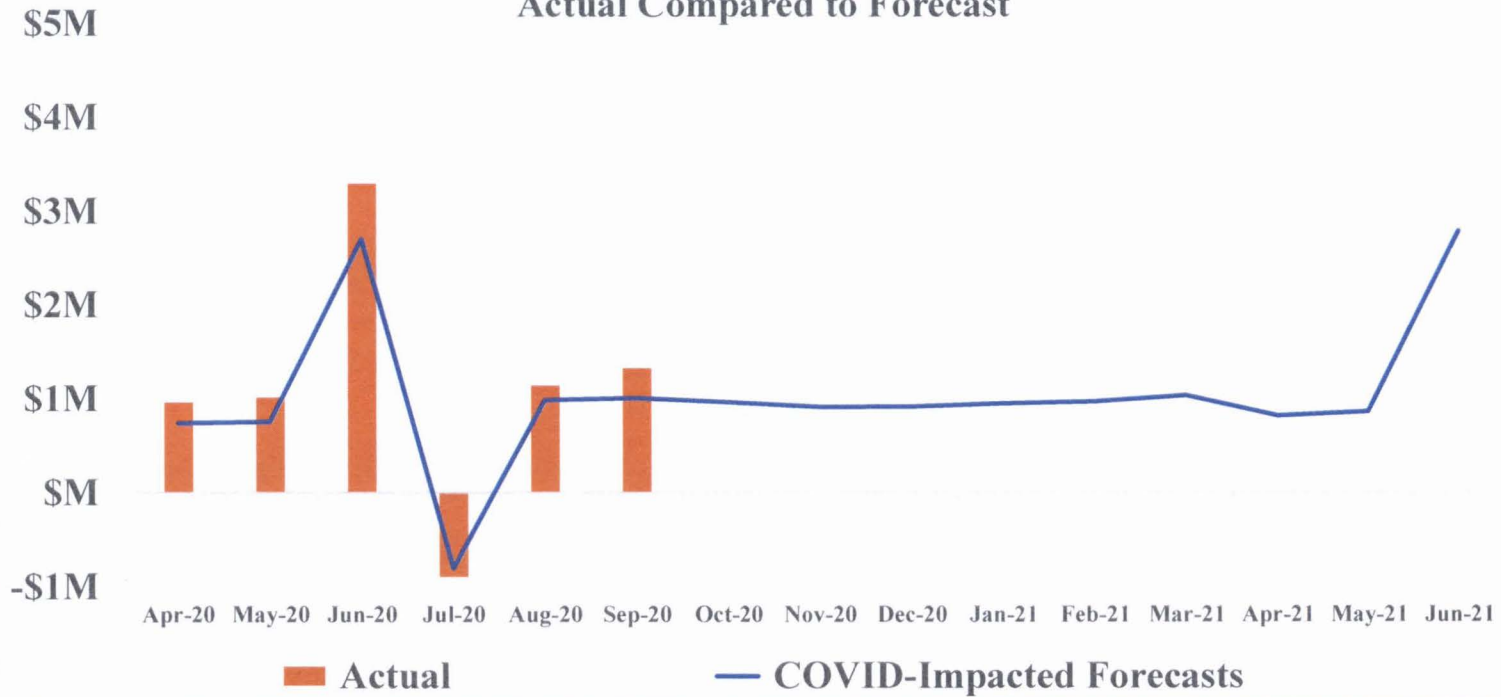


Total General Fund Revenues 1st Quarter, FY 2021

Actual: \$10.627M
Budget Forecast: \$10.433M
Difference +1.9%

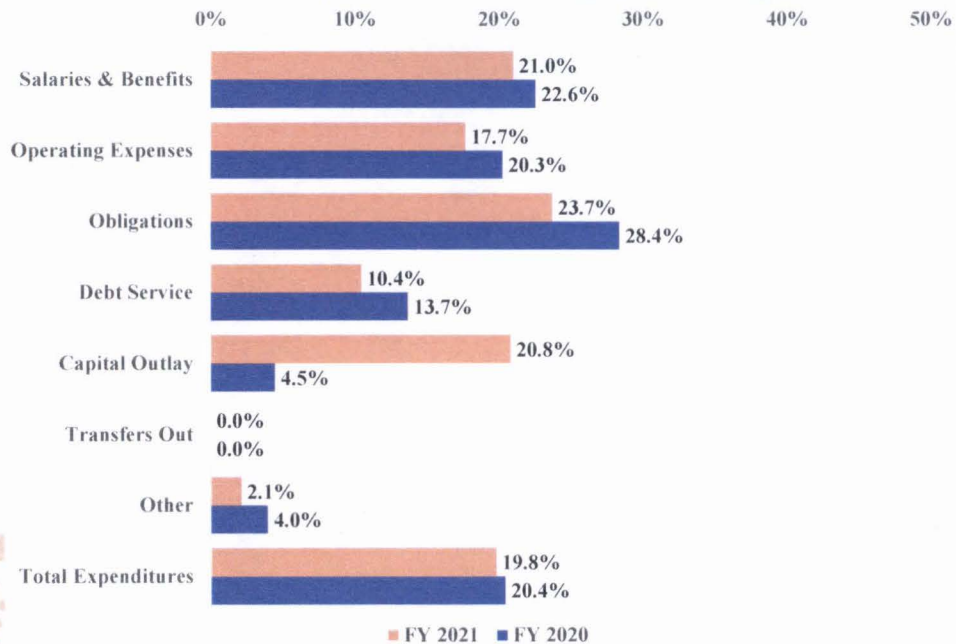


Recorded Monthly Local Option Sales Tax, Actual Compared to Forecast



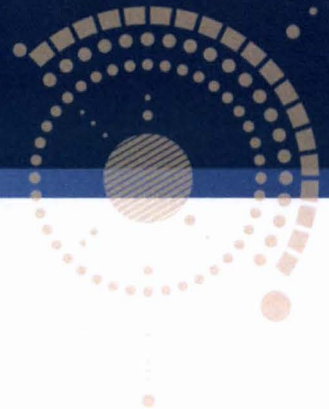


General Fund Expenditures as % of Budget, End of 1st Quarter



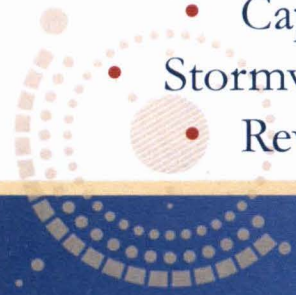
General Fund Operating Ratio, End of 1st Quarter





Enterprise Funds

- Electric & Gas
 - Sales declined compared to prior year
 - Expenditures constrained due to COVID in order to achieve year-end balance
 - Capital activity is manageable
- Water & Sewer
 - Sales declined in Water, increased in Sewer
 - Operating expenditures reflect related activity, minimized to achieve year-end balance
 - Capital improvements continue
- Stormwater
 - Revenues meeting expectations, spending decreased, capital activity upcoming

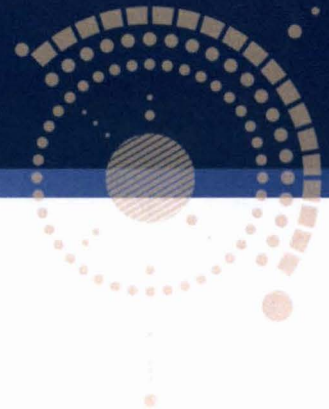




- Continue close monitoring of Revenues
 - Adopted Forecast projected some improvement quarter-by-quarter
 - Ad Valorem Taxes are key (primarily collected in 2nd Quarter)
- Staff continues to hold line on Expenditures
- Internal preparation of CIP underway
- Track economic indicators
 - Local GDP
 - Employment
 - Wages & Income



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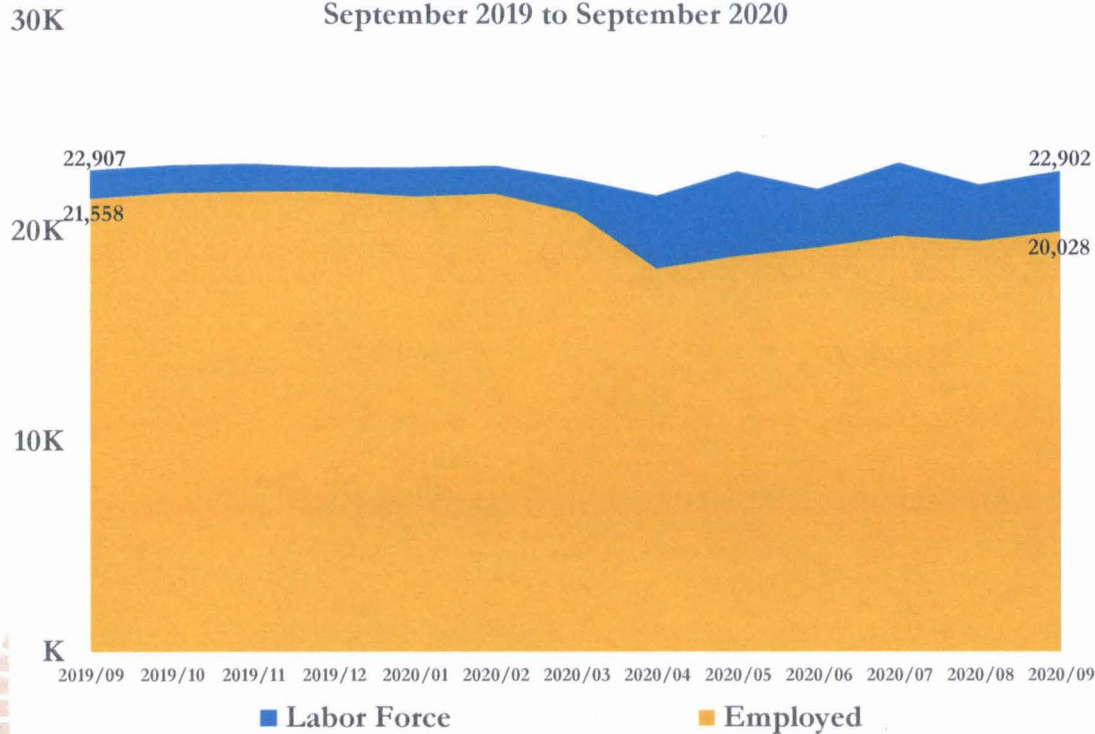


Current Local Employment Statistics





Labor Force & Employment, City of Rocky Mount
September 2019 to September 2020



**Citywide Employment
September 2020**

+9.7% for Month
-8.6% since February
-7.1% since last September

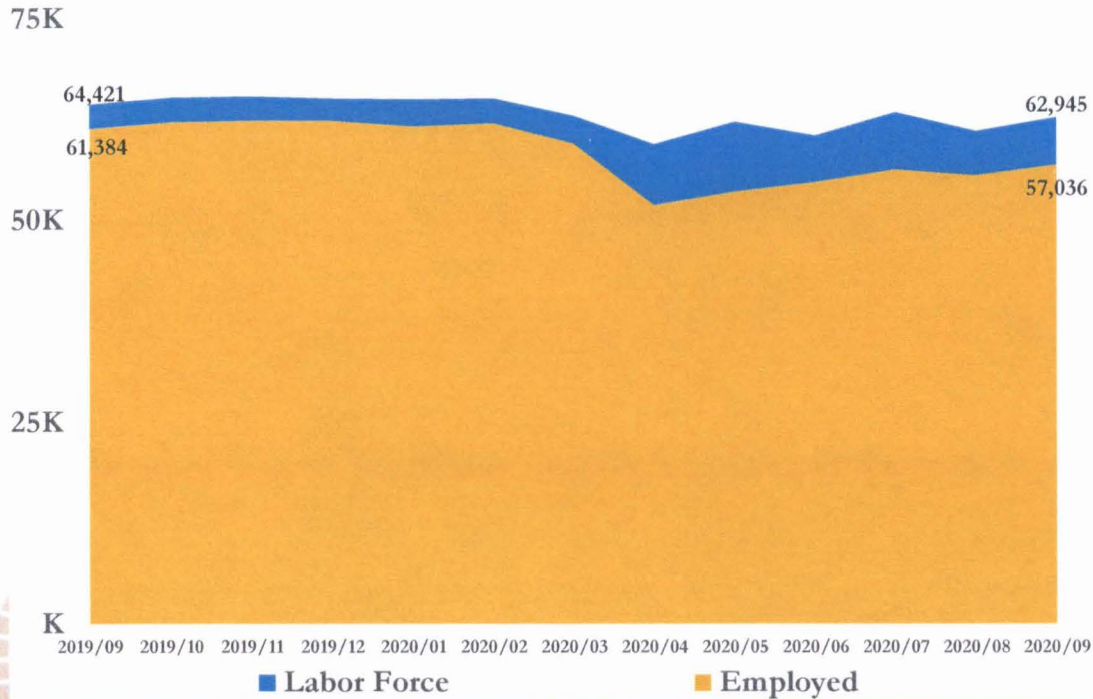
Labor Force

+5.4% for Month
-1.1% since February
-0.8% since last September

**Current Unemployment Rate
12.5%**



Labor Force & Employment, Rocky Mount MSA
September 2019 to September 2020



**Rocky Mount MSA Employment
September 2020**

+2.4% for Month
-8.3% since February
-7.1% since last September

Labor Force

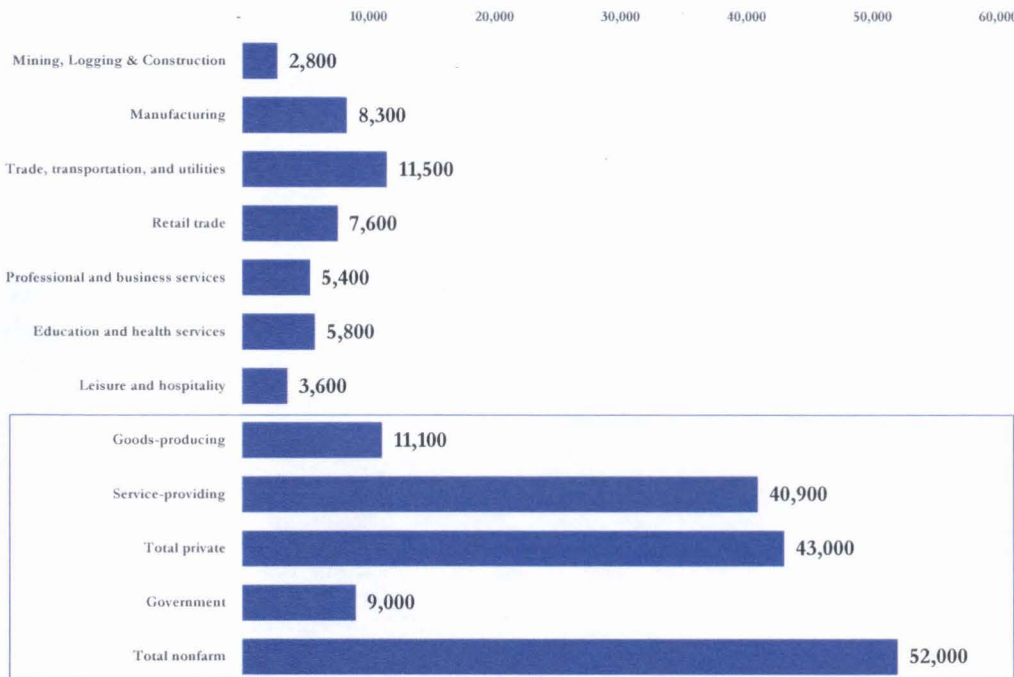
+2.8% for Month
-3.6% since February
-2.3% since last September

Current Unemployment Rate

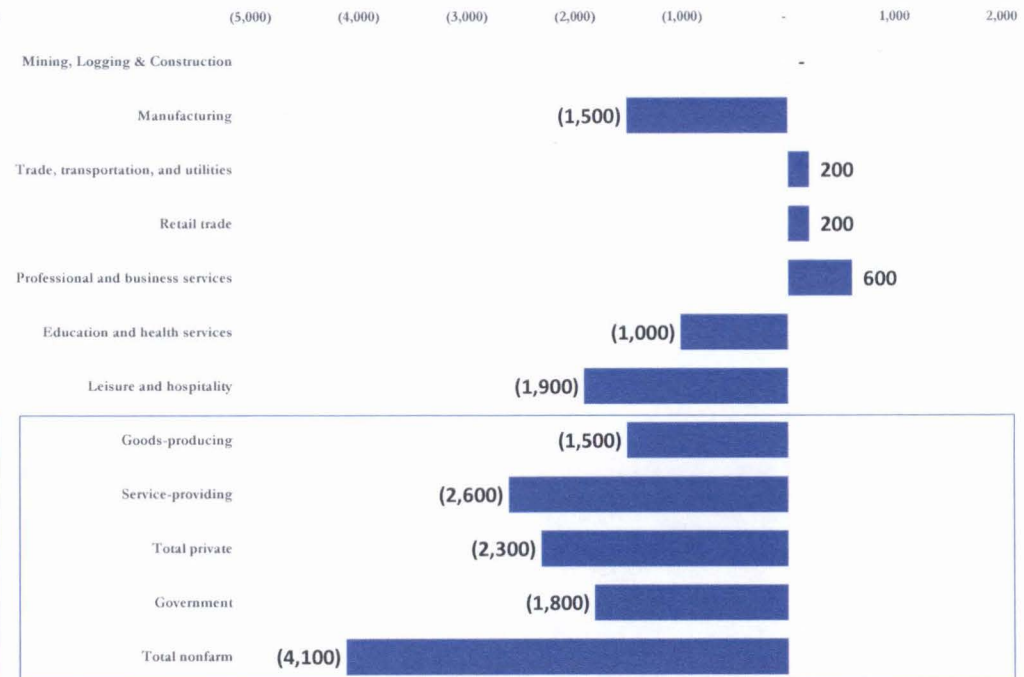
9.4%



Nonfarm Employment, Rocky Mount MSA, September 2020



Change Since February 2020 (Pre-COVID)





ROCKY MOUNT, NC
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Crime Statistics will be presented by the Rocky Mount Police Department. The PowerPoint presentation will be made available during the Council meeting.

MEMORANDUM



ROCKY MOUNT
HUMAN RELATIONS
THE CENTER OF IT ALL

To: Rochelle Small-Toney, City Manager
From: Archie M. Jones, Human Relations Director *AMJ*
Date: October 23, 2020
Re: 2020 Census Outreach Update

The 2020 Census Outreach Team lead by Lois Watkins, Community Outreach Coordinator; Theresa Stokes and Michele Cruz, Community Outreach Specialists sphere headed and/or participated in several community related outreach efforts to engage our residents who had not responded to the census. This team carefully followed the Covid-19 state guidelines, while continuing to inform citizens how the census will directly impact their individual families and neighborhoods.

As of October 16, 2020, the response rates for the City and neighboring locations were as follows:

- National – 67.0%
- North Carolina – 63.4%
- Rocky Mount – 62.6 %
- Edgecombe County – 58.7 %
- Nash County – 65.6 %
- Tarboro – 66.2 %
- City of Wilson – 62.8 %
- Greenville – 58.0
- City of Durham 63.1
- Fayetteville – 62.6

Please see attached graph highlighting the individual census tract response rates.

The outreach team worked tirelessly in the low performing census tracts by:

- Identifying individual neighborhoods and planning activities
- Partnering with more than forty organizations such as community associations, churches, local businesses and property managers
- Partnered with the Impact Center at WTC to create individual video public service announcements
- Sponsored Neighborhood Census Day events involving individuals within the low response neighborhoods

- Worked with the Chamber of Commerce to get businesses to distribute over 4,500 flyers to their employees when payroll was distributed
- The city's Communications and Marketing staff supported the outreach team by providing White Board and Billboard advertisements as well as PSA announcements on local radio outlets.

Hard To Count Neighborhood / Low Performing Census Tracts

Edgecombe

- Tract #202 – 56.1% (SERM, Around The “Y”, Berkshire, Brown Acres)
- Tract #203 – 59.7% (Down East, Edgemont, Meadowbrook)
- Tract #204 – 55.6% (Holly St., Hillsdale, Springfield/Leggett Road)
- Tract #206 – 56.1% (Mobile City MHP, Old Battleboro Road, Battleboro)

Nash

- Tract #102 - 52.9% (SRM, Kingston Ave, Powell Drive, Kinchen Drive)
- Tract #104 – 47.5% (Villa Place, Happy Hill, Falls Road)
- Tract #106.3 – 55.5% (Gold Rock Rd North, Cross Creek, Peel Road)

Special Thanks To Our Community Partners

- Abundant Life Community Church
- Alpha Kappa Alpha Sorority, Inc.
- Around The "Y" Neighborhood Assoc.
- Battleboro Neighborhood Assoc.
- Bullock-McLeod Senior Apartments
- Conetoe Family Life Center
- CRM - Communications and Marketing
- CRM - Parks & Recreations
- Delta Sigma Theta Sorority
- East End Baptist Church
- Ebenezer Baptist Church
- Edgecombe Community College
- Edgecombe County Complete Count Committee
- Freddy's Frozen Custard & Steakburgers
- Greater Joy Church
- Happy Hill Neighborhood Assoc.
- Hillsdale Neighborhood Assoc.
- Hunter Odom Funeral Services
- Little Raleigh Neighborhood
- Metropolitan Baptist Church
- Mount Zion First Baptist Church
- Nash County Complete Count Committee
- Nash County Schools
- North Side Baptist Church
- National Panhellenic Council of Rocky Mount
- OIC Medical Center
- Redeemer Church
- Rocky Mount Housing Authority
- South East Rocky Mount Neighborhood Assoc.
- South Rocky Mount Neighborhood Assoc.
- St. James Baptist Church
- Taste of Paradise
- Thorne Chapel Baptist Church
- Truth Tabernacle Church
- United Way – Tar River Chapter
- Wood Hawk Senior Apartments
- WTC – Impact Center

City of Rocky Mount 2020 Census Tracts Response Rate, 10-16-2020

