FINANCE DEPARTMENT

Paul L. Fulton, Jr., CPA CHIEF FINANCIAL OFFICER

Terri L. Goodman, CPA
DEPUTY CHIEF FINANCIAL OFFICER

Lee H. Plunkett TREASURER



Michael J. Phelps, CPA CONTROLLER AND SYSTEMS MANAGER

> Teresa G. Everhart, CISR RISK MANAGER

M. Brandon Branscome, CPA
INTERNAL AUDIT MANAGER

TO: J. Dudley Watts, Jr., County Manager

FROM: Paul L. Fulton, Jr., Chief Financial Officer

DATE: May 16, 2016

RE: QUARTERLY FINANCIAL REPORT as of MARCH 31, 2016

GENERAL FUND RESULTS OF OPERATIONS

Revenue and expenditure reports as of March 31, 2016 follow the departmental discussion.

Revenues Total General Fund revenues for the first three quarters of the fiscal year totaled \$322 million, \$9.4 million, or 3.0% higher than the previous year.

- Property tax collections are \$9.3 million higher than this time last year with 97.2% of budgeted revenue collected through 03-31-2016, compared to 96.9% in the prior year. Collection of current year taxes is up \$9.4 million while interest and prior years' taxes collected are \$54,000 and \$67,000 behind last year's pace, respectively.
- Sales tax revenue is \$242,000, or 0.8%, higher than a year ago. The year-to-year performance seems relatively weak, but the primary driver of this small increase is refund activity and not economic activity. To date, the County has paid \$3.6 million more in refunds than a year ago. The amount of refunds a year ago was abnormally low in comparison to previous years. The amount of refunds paid to date this year is more in line with the historical average. In terms of general economic activity, the gross collection of sales tax revenue is 7.7% higher than this time last year. Even though refunds are higher year to date, greater economic activity has offset the loss and still created a small increase in revenue.
- Intergovernmental revenues are \$839,000 lower than this time a year ago. Decreases in federal grants passed through the state (\$424,000) and juvenile detention subsidies (\$365,000) attributed to this overall decline.
- Charges for services revenues increased \$584,000 from the previous year. This increase was generated primarily by increased emergency medical services fees (\$964,000) which were only partially offset by decreased state jail fees (\$282,000).
- Other revenues decreased \$178,000 from the first nine months of last year. This decrease is attributed to a \$1.4 million decrease in Medicaid cost settlement revenue which has only been partially offset by increases in public assistance refunds (\$97,000), KBR grant revenue for the public health dental clinic (\$321,000) and library (\$333,000), claims proceeds (\$310,000), and other reimbursements (\$163,000).

Transfers from other funds were \$2.3 million less than the prior year. This decrease resulted from a non-recurring transfer of \$1.7 million from the 2007 Schools CPO, a reduction of \$313,000 transferred from the State Public School Building Capital Fund, and non-recurring transfers from closing the 2010 and 2012 FTCC Capital Maintenance fund in the prior year.

Expenditures Total General Fund expenditures for the first three quarters of the fiscal year totaled \$282 million, \$6.7 million, or 2.4% higher than the previous year.

- Personal services costs increased by \$3.5 million due primarily to increases in salaries for sheriff (\$641,000) and MapForsyth (\$267,500), health insurance costs (\$1.1 million) and employer 401(k) contributions (\$1.4 million).
- Other purchased service costs increased \$485,000. Contributing to this increase were increases in food services costs (\$26,000), software licensing and maintenance costs for MapForsyth (\$52,000), and Tax Administration (\$91,000), other contractual services expenditures for Emergency Services (\$105,000) and MapForsyth (\$114,000), advertising costs (\$31,000), youth detention care services (\$82,000), and NCVTS collection fees (\$19,000).
- Other operating costs increased \$1.1 million primarily as a result of increased support and assistance costs (\$606,000) as well as claims costs for Sheriff (\$119,000) and social services (\$349,000).
- Property costs decreased \$758,000 due to decreases in equipment purchases by Management Information Services (\$348,000) and Sheriff (\$41,000), and decreases in computer software costs for Tax Administration (\$374,000).
- Debt service decreased \$1.7 million as a result of decreased general obligation bond principal (\$1.2 million) and interest (\$514,000) costs.
- Payments to agencies increased by \$4.3 million. This increase is attributed primarily to increased payments to FTCC (\$325,000), WSFCS (\$3.4 million), SciWorks (\$203,000), WPDA (\$200,000), National Black Theater Festival (\$65,000), and Pepsi Bottling Ventures (\$52,000).

Transfers to other funds were \$3.6 million lower than last year at this time. This decrease is attributed to the \$3.6 million transfer to the 2014 FTCC Carolina Hall CPO made in FY2015 which did not recur in the current year.

Summary In summary, through the first nine months of the fiscal year, the gap between revenues and other financing sources and expenditures and other financing uses is a positive \$40.9 million. This is an increase of \$3.9 million, or 10.4%, over a year ago.

The **Education Debt Leveling Plan** (EDLP) comprises the use of lottery proceeds, federal interest credits, and designated ad valorem tax revenues to service certain education debt. Effective with the levy for the 2007 tax year, revenues generated by \$0.03 of each year's tax rate have been designated for debt service on the November 2006 debt authorizations ("2006 EDLP"), and effective with the levy for the 2009 tax year, revenues generated by \$0.011 of each year's tax rate have been designated for debt service on the November 2008 debt authorizations ("2008 EDLP"). (In fiscal year 2014, as a result of the County's revaluation these rates were adjusted to \$.0330 and \$.0121 for the 2006 and 2008 EDLP, respectively).

In the current fiscal year, \$10.4 million in tax revenue and \$76,700 in interest earnings have accrued for application to debt authorized by the 2006 referendum, and \$8.7 million has been applied to debt service, net of federal interest subsidies and lottery proceeds. Also in the current fiscal year, \$3.8 million in tax revenue and \$4,600 in interest earnings have accrued for application to debt authorized by the 2008 referendum, and \$2.7 million has been applied to debt service, net of federal interest subsidies. As of March 31, 2016, the accumulated unapplied balance of tax-generated revenues designated for the 2006 EDLP is \$29.5 million and for the 2008 EDLP, \$1.6 million.

Projection for the fiscal year's end The County adopted a conservative budget for the current year and revenues and expenditures are generally in line with the budget. It is possible that General Fund revenues may exceed expenditures by \$2.5-\$4.0 million, resulting in a fund balance increase, depending on final sales tax and property tax collections for the year. This does not include the use of EDLP reserves which will affect overall fund balance utilization as planned in the budget.

INVESTMENT MANAGEMENT

The cash and investment portfolio balance at March 31, 2016 is \$210.6 million, \$6.2 million more than a year ago. The average daily invested balance for the first nine months of fiscal year 2016 is \$174.5 million, \$11.2 million higher than at this time last year. Investment earnings outpaced the previous year by \$181,000. The Federal Open Markets Committee (FOMC) has not raised their federal funds target rate since December of 2015. Many economists at that time believed another rate hike would follow in the first two quarters of 2016. However, current market predictors are calling for a 2% chance that the FOMC raises rates in June and less than 50% chance that a rate hike happens by the end of 2016. Despite the stall in rate increases, short term rates in the NCCMT accounts and commercial paper are higher than one year ago which is driving our increased earnings to date. Comparative data for the cash and investment portfolio (all funds except restricted bond accounts) follows.

	<u>Mar '16</u>	<u>Mar '15</u>	Change
Portfolio Balance	210,635,304	204,425,142	6,210,162
Avg Daily Balance (YTD)	174,454,130	163,283,213	11,170,918
Net Earnings (YTD)	523,493	342,434	181,060
Net Earnings Yield (YTD)	0.400%	0.279%	0.121%
NCCMT Cash Yield	0.37%	0.02%	0.35%

The priorities for managing the County's investment portfolio remain safety, liquidity and yield, in that order. The investment strategy will continue to be investment in safe, short-term investments like the North Carolina Capital Management Trust (NCCMT) Cash and Term accounts, our Wells Fargo banking account, and commercial paper. The County continues to keep only a small portion of its portfolio in long-term investments as we evaluate the proper strategy for investing in a gradually increasing rate environment. At the moment, long term rates have not significantly changed. Therefore, we continue to monitor FOMC rate increases and other market indicators.

ECONOMIC REVIEW

Current estimates showed the employment in Forsyth County as of March 31, 2016 was 182,884 workers, 4,642 more than the same period a year ago. However, the number of unemployed also increased by 39 workers. The unemployment rate in the County as of March 2016 was 5.3 percent, 0.1 percent higher than a year ago. The state and national unemployment rates for the same period are 5.8 percent (0.3 percent higher than a year ago) and 5.5 percent (0.5 percent higher than a year ago), respectively.

RISK MANAGEMENT

Claims During the time period July 1, 2015, through March 31, 2016, expenditures for property, liability, and workers' compensation claims totaled \$1,076,432 excluding administrative fees. The total amount listed above reflects all claim expenditures made during this period regardless of the year in which the claims

occurred, but does not include reserve amounts. Detailed information for departmental losses for both the current year and prior years is available upon request.

Safety and Loss Control During the period July 1, 2015, through March 31, 2016, Risk Management presented Risk Management policies and procedures to all new employees during the weekly New Employee Orientation. In addition, specific training was performed on Risk Management policies and procedures for the supervisors in the Department of Social Services. We coordinated hearing tests on 368 county employees. The Hearing Conservation Program for the Sheriff's Office was reviewed, changes recommended, and training performed incorporating the recommended changes. First Aid/CPR Training was conducted for Tanglewood Park and Grounds Maintenance. Automotive Services was trained on the use of an Automated External Defibrillator (AED). OSHA Compliance training was conducted for Grounds Maintenance, Fleet Services, Facility Operations, and Facility Services. Annual Safety Training was performed for the Parks Department.

Risk Management conducted two Defensive Driving Classes for all new employees and employees who had preventable automobile accidents. The Emergency Action Plan was updated for all public libraries and the Department of Social Services. A fire drill was coordinated for Public Health, Department of Social Services, and the Government Center. The Emergency Action Plan was updated for the Public Safety Center and an evacuation drill was conducted. The Emergency Action Plan was updated for the Hall of Justice and the Government Center. All floor coordinators were trained at the Government Center and an evacuation drill was performed with the Fire Marshall.

Risk Management hosted an OSHA 10-Hour certification course for county employees and employees from surrounding governmental entities. Risk Management coordinated four CPR/AED training classes for county employees. Risk Management conducted job hazard analysis training for the Office of Environmental Assistance and Protection. Buildings inspections were performed on numerous county buildings to ensure compliance with OSHA standards. Rapid HIV testing procedures were developed and implemented for employees who become exposed on the job. The Confined Space Policy was reviewed and changes were recommended for the Public Health Department regarding their pool inspections. Recommendations were made to General Services regarding 70E Arc Flash.

INTERNAL AUDIT ACTIVITES

During the first nine months of fiscal year 2016, Internal Audit has completed the following Reviews, Follow-Ups, and Special Reports:

- Single Audit Review: along with Cherry Bekaert
- Review: Social Services Protective Payee Program
- Follow-Up: Public Health Pharmacy
- Special Report: Tax Department Property Valuation Change
- Special Report: Public Health Missing Gift Cards
- Special Report: County Vending Machines
- Full Department Review: Environmental Assistance & Protection

In February 2016, Internal Audit welcomed a new internal auditor, J.B. Lagnie,

Forsyth County, North Carolina - General Fund Operating Results Compared with Prior Year as of March 31, 2016

Executive Summary

Current Year	Prior Year	\$ Change	% Change	
321,951,881	312,584,254	9,367,627	3.0%	
81.76%	82.24%			
2,430,306	4,802,978	(2,372,672)	-49.4%	
10.52%	15.87%			
324,382,187	317,387,232	6,994,955	2.2%	
77.81%	77.35%			
281,941,564	275,224,611	6,716,953	2.4%	
68.17%	68.49%			
295,610,558	286,845,485	8,765,073	3.1%	
71.47%	71.38%			
1,513,000	5,094,835	(3,581,835)	-	
0.00%	0.00%			
297,123,558	291,940,320	5,183,238	1.8%	
71.27%	71.14%			
40,927,623	37,067,786	3,859,837	10.4%	
	321,951,881 81.76% 2,430,306 10.52% 324,382,187 77.81% 281,941,564 68.17% 295,610,558 71.47% 1,513,000 0.00% 297,123,558 71.27%	321,951,881 312,584,254 81.76% 82.24% 2,430,306 4,802,978 10.52% 15.87% 324,382,187 77.35% 281,941,564 275,224,611 68.17% 68.49% 295,610,558 286,845,485 71.47% 71.38% 1,513,000 5,094,835 0.00% 0.00% 297,123,558 291,940,320 71.27% 71.14%	321,951,881 312,584,254 9,367,627 81.76% 82.24% 2,430,306 4,802,978 (2,372,672) 10.52% 15.87% 324,382,187 77.35% 281,941,564 275,224,611 6,716,953 68.17% 68.49% 295,610,558 286,845,485 8,765,073 71.47% 71.38% 1,513,000 5,094,835 (3,581,835) 0.00% 0.00% 297,123,558 291,940,320 5,183,238 71.27% 71.14%	

Forsyth County, North Carolina - General Fund Comparison of Actual to Estimated Revenues as of March 31, 2016 with Prior Year Comparisons

		CL	IRRENT YEAR			PRIOR YE				
	Amended Budget		Year to Date Actual	% Budget	Final Budget	Final Actual	Year to Date Actual	% Budget	Year to Date \$ Change	Year to Date % Change
Revenues:								14 13 15		
Taxes:				į					:	
Property	\$	237,652,866	230,910,040	97.2%	228,644,163	231,677,625	221,599,373	96.9%	9,310,667	4.2%
Sales		59,745,794	30,708,082	51.4%	58,006,460	58,199,413	30,466,308	52.5%	241,774	0.8%
Occupancy Tax		625,000	470,498	75.3%	560,000	673,224	424,164	75.7%	46,334	10.9%
Gross Receipts		355,000	260,521	73.4%	310,970	408,843	280,114	90.1%	(19,593)	-7.0%
Total taxes	-	298,378,660	262,349,141	87.9%	287,521,593	290,959,105	252,769,959	87.9%	9,579,182	3.8%
Licenses and permits		829,084	669,557	80.8%	855,737	840,176	647,106	75.6%	22,451	3.5%
Intergovernmental		56,898,196	35,169,183	61.8%	54,921,548	53,334,543	36,007,852	65.6%	(838,669)	-2.3%
Charges for services		24,280,475	16,056,776	66.1%	24,701,199	23,615,714	15,472,374	62.6%	584,402	3.8%
Investment earnings		428,100	484,094	113.1%	355,400	391,180	285,933	80.5%	198,161	69.3%
Other revenues	_	12,952,828	7,223,130	55.8%	11,723,531	10,531,887	7,401,030	63.1%	(177,900)	-2.4%
Total revenues	_	393,767,343	321,951,881	81.8%	380,079,008	379,672,605	312,584,254	82.2%	9,367,627	3.0%
Other financing sources:										
Transfers from other funds		5,756,280	2,310,706	40.1%	8,741,319	7,366,295	4,580,094	52.4%	(2,269,388)	-49.5%
Net refunding proceeds		119,600	119,600	- (i)	222,884	507,907	222,884	- #	(103,284)	_
Fund balance used	_	17,229,469		0.0%	21,304.058	-		0.0%	-	-
Total other financing sources		23,105,349	2,430,306	10.5%	30,268,261	7,874,202	4,802,978	15.9%	(2,372,672)	-49.4%
Total revenues and other										
financing sources	\$_	416,872,692	324,382,187	77.8%	410,347,269	387,546,807	317,387,232	77.3%	6,994,955	2.2%

Forsyth County, North Carolina - General Fund Comparison of Actual to Budgeted Expenditures - Object of Expenditure Level as of March 31, 2016 With Prior Year Comparisons

			CURE	RENT YEAR	PRIOR YEAR									
	7	Year			Year				Year	%	Year		Year	Year
		Amended	to Date	%	to Date	%	Final	Final	to Date	Final	to Date	%	to Date	to Date
	_	Budget	Actual	Budget	Obligated	Budget	Budget	Actual	Actual	Actual	Obligated	Budget	\$ Change	% Change
Personal services														
Salaries and wages	\$	90,440,795	63,675,014	70.4%	63,675,014	70.4%	87,878,684	84,014,314	62,734,292	74.7%	62,734,292	71.4%	940,722	1.5%
Other compensation		31,644	30,442	96.2%	30,442	96.2%	28,641	35,701	24,502	68.6%	24,502	85.5%	5,940	24.2%
Employee benefits		42,332,199	29,125,152	68.8%	29,132,152	68.8%	38,802,828	35,198,946	26,549,098	75.4%	26,549,098	68.4%	2,576,054	9.7%
Board compensation		19,590	12,452	63.6%	12,452	63.6%	19,840	16,826	11,952	71.0%	11,952	60.2%	500	4.2%
	_	132,824,228	92,843,060	69.9%	92,850,060	69.9%	126,729,993	119,265,787	89,319,844	70.5%	89,319,844	70.5%	3,523,216	3.9%
Professional & tech. services							,							
Professional & tech. fees	_	8,961,548	4,868,690	54.3%	8,234,983	91.9%	8,781,589	7,664,660	5,175,229	67.5%	8,210,862	93.5%	(306,539)	-5.9%
Purchased property services														
Maintenance		3,489,681	2,265,099	64.9%	2,823,228	80.9%	3,568,811	3,014,179	2,206,277	73.2%	2,839,068	79.6%	58,822	2.7%
Rent		1,308,023	915,487	70.0%	1,131,371	86.5%	1,203,260	1,157,946	951,692	82.2%	1,109,989	92.2%	(36,205)	-3.8%
Utilities		516,412	336,756	65.2%	336,756	65.2%	474,005	434,468	296,463	68.2%	296,463	62.5%	40,293	13.6%
Construction		104,883	12,807	12.2%	15,390	14.7%	83,514	33,725	25,655	76.1%	29,282	35.1%	(12,848)	-50.1%
	_	5,418,999	3,530,149	65.1%	4,306,745	79.5%	5,329,590	4,640,318	3,480,087	65.3%	4,274,802	80.2%	50,062	1.4%
Other purchased services							<i>)</i>							
Communications		1,212,565	900,850	74.3%	926,297	76.4%	1,233,864	1,166,411	830,240	71.2%	858,430	69.6%	70,610	8.5%
Other purchased services		10,603,945	5,367,415	50.6%	8,412,154	79.3%	9,364,518	7,138,600	4,960,382	69.5%	7,471,496	79.8%	407,033	8.2%
Insurance premiums		1,036,630	797,667	76.9%	797,667	76.9%	1,009,180	916,035	790,571	86.3%	790,572	78.3%	7,096	0.9%
	_	12,853,140	7,065,932	55.0%	10,136,118	78.9%	11,607,562	9,221,046	6,581,193	56.7%	9,120,498	78.6%	484,739	7.4%
Travel		837,070	389,218	46.5%	389,218	46.5%	707,404	523,786	358,541	68.5%	358,541	50.7%	30,677	8.6%
Materials/supplies					***************************************		:			***************************************				
General supplies		4,825,021	2,328,971	48.3%	3,110,394	64.5%	4,423,918	3,661,800	2,393,281	65.4%	2,580,966	58.3%	(64,310)	-2.7%
Energy		4,325,948	2,584,481	59.7%	2,774,515	64.1%	4,404,297	3,923,708	2,936,743	74.8%	3,100,080	70.4%	(352,262)	-12.0%
Operating		5,015,920	3,234,329	64.5%	3,530,402	70.4%	4,902,037	4,397,499	2,834,705	64.5%	3,162,795	64.5%	399,624	14.1%
Inventories		3,426,330	1,901,501	55.5%	2,244,175	65.5%	4,234,581	3,070,300	2,061,582	67.1%	2,194,070	51.8%	(160,081)	-7.8%
	_	17,593,219	10,049,282	57.1%	11,659,486	66.3%	17,964,833	15,053,307	10,226,311	56.9%	11,037,911	61.4%	(177,029)	-1.7%

Forsyth County, North Carolina - General Fund Comparison of Actual to Budgeted Expenditures - Object of Expenditure Level as of March 31, 2016 With Prior Year Comparisons

		CUR	RENT YEAR	₹									
	Year			Year				Year	%	Year		Year	Year
	Amended	to Date	%	to Date	%	Final	Final	to Date	Final	to Date	%	to Date	to Date % Change
	Budget	Actual	Budget	Obligated	Budget	Budget	Actual	Actual	Actual	Obligated	Budget	\$ Change	
Other operating													
Support/assistance	24,266,937	17,144,332	70.6%	19,003,900	78.3%	24,491,894	21,930,577	16,538,025	75.4%	18,239,740	74.5%	606,307	3.7%
Claims	1,606,528	846,877	52.7%	847,314	52.7%	1,307,890	651,933	329,408	50.5%	329,565	25.2%	517,469	157.1%
Other general & admin.	1,016,832	412,837	40.6%	415,837	40.9%	842,611	525,969	456,555	86.8%	460,695	54.7%	(43,718)	-9.6%
	26,890,297	18,404,046	68.4%	20,267,051	75.4%	26,642,395	23,108,479	17,323,988	65.0%	19,030,000	71.4%	1,080,058	6.2%
Prior year encumbrances	-	_		-	• J.*	3,505	-	-		-			-
Contingency	2,082,763	-		-		633,811		-	_	-	- 1		
Property											:		
Land	-	-	-	-	<u>.</u> (-	1,917	3,833	-	3,833		(3,833)	_
Improvemts other than bldgs	46,010	-	-	46,010	- Ş	-	-	-	-	-	\\. • ;		
Buildings	-	_	-	-	<u>-</u> ()		-	-		-	- 1		
Vehicles	429,282	218,397	50.9%	371,376	86.5%	131,111	84,541	77,671	91.9%	77,671	59.1%	140,726	181.2%
Equipment	2,937,465	417,222	14.2%	2,238,740	76.2%	3,790,654	1,380,350	1,175,418	85.2%	3,041,967	80.2%	(758,196)	-64.5%
	3,412,757	635,619	18.6%	2,656,126	77.8%	3,922,165	1,466,808	1,256,922	32.0%	3,123,471	79.6%	(621,303)	-49.4%
Debt service	61,598,897	40,141,068	65.2%	40,141,068	65.2%	64,553,392	60,640,022	41,808,590	68.9%	41,808,590	64.8%	(1,667,522)	-4.0%
Payments to agencies	141,126,649	104,014,500	73.7%	104,969,703	74.4%	134,960,195	134,258,798	99,693,906	74.3%	100,560,966	74.5%	4,320,594	4.3%
Total expenditures	413,599,567	281,941,564	68.2%	295,610,558	71.5%	401,836,434	375,843,011	275,224,611	68.5%	286,845,485	71.4%	6,716,953	2.4%
Other financing uses							***************************************	***************************************					
Transfers out	3,273,125	1,513,000		1,513,000	·	8,510,835	8,510,835	5,094,835	-	5,094,835		(3,581,835)	-70.3%
Total expenditures and								***		**************************************		***************************************	
other financing uses	416,872,692	283,454,564	68.0%	297,123,558	71.3%	410,347,269	384,353,846	280,319,446	68.3%	291,940,320	71.1%	3,135,118	1.1%