

City Council Meeting

November 9, 2020



Greenville
NORTH CAROLINA

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Item 12

Proposed Amendment to the
Management Agreement
Between the City of Greenville
and Antares Golf Management



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**BRADFORD CREEK PUBLIC GOLF COURSE
Amendment to Management Agreement**

Background – Bradford Creek

- Purchased from Briley Enterprises in 1999.
- Managed by City staff through December 2017
- Effective 1/2018, the City entered into a 5 year agreement with Billy Casper Golf for course management.
- Not-to-Exceed Limits: City's Maximum Annual Contribution when Course Expenses Exceed Course Revenues:
 - Year 1: \$100,000 Year 2: \$75,000
 - Year 3: \$50,000 Year 4 & 5: \$25,000



**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

BACKGROUND

- Results of Operations:

	City's Last Year 2016-17	Billy Casper Year One 2018-19
	<u>2016-17</u>	<u>2018-19</u>
Revenue	\$ 568,765	\$ 482,478
Expense	<u>(805,035)</u>	<u>(656,378)</u>
Profit (Loss)	\$ (236,270)	\$ (173,900)
City Contribution	-	100,000
Net Loss	<u><u>\$ (236,270)</u></u>	<u><u>\$ (73,900)</u></u>

- City's Net Contribution:

- Final Year of City Operation: \$(236,270)
- Billy Casper's First Year of Operation: \$(100,000)

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**



BACKGROUND

- At the February 10, 2020 Council Workshop Staff Presented:
 - Billy Casper's First Full Year of Operations
 - Billy Casper's Request to Maintain a City Net Contribution of \$100,000 for 2nd Full Year of Contract (Rather Than \$75,000)
- At that Workshop Council Endorsed Maintaining a \$100,000 Net Contribution for 2nd Full Year



**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

BACKGROUND

- Results of Operations:

	City's	Billy Casper	
	Last Year 2016-17	Year One 2018-19	Year Two 2019-20
Revenue	\$ 568,765	\$ 482,478	\$ 437,033
Expense	(805,035)	(656,378)	(590,043)
Profit (Loss)	\$ (236,270)	\$ (173,900)	\$ (153,010)
City Contribution	-	100,000	100,000
Net Loss	\$ (236,270)	\$ (73,900)	\$ (53,010)

- City's Net Contribution:

- City's Last Year of Operation: \$(236,270)
- Billy Casper's First Year of Operation: \$(100,000)
- Billy Casper's Second Yr of Operation: \$(100,000)

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

BILLY CASPER NOTICE OF TERMINATION

- March 25, 2020 Billy Casper Notified City in Writing of its Intent to Terminate the Management Agreement 3/31/21.
- In May, 2020, Staff asked Whether BCG Would Consider Amending the Management Agreement to Allow for Their Continued Operation of the Course
- Discussions followed regarding a Amendment Option to provide Council for Consideration

PROPOSED AGREEMENT AMENDMENTS



**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

- City Guarantee a Net Contribution of \$90,000 for FY2020-21 (\$50,000 per Current Agreement)
- Not-to-Exceed Limit becomes \$125,000 for All Remaining Years of the Contract
- Carryover Provision Beginning With FY 2022-23:
 - If: Expenses Exceed Revenues by Less Than \$125,000
 - Then: City Would Carryover the Difference to the Following Year to Cover Losses Above \$125,000
 - Maximum Cumulative Carryover: \$37,500

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

AMEND AGREEMENT WITH BILLY CASPER/ANTARES

- Extend Contract Term by 3 Years:
 - Would Expire 12/31/2025 Rather Than 12/31/2022
- Neither Party Can Opt Out of Contract before 12/31/2023
With a Notice of Termination coming a minimum of one year prior.
- All Other Agreement Terms Would Remain in Place

AMEND AGREEMENT WITH BILLY CASPER/ANTARES

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

- City's Projected Net Contribution:

	<u>Profit (Loss)</u>	<u>City Net Contribution</u>
City's Last Year of Operation	\$ (236,270)	\$ (236,270)
Billy Casper's First Year of Operation	(173,900)	(100,000)
Billy Casper's Second Year of Operation	(153,010)	(100,000)
Projected City Resuming Operations	(248,248)	(248,248)
Renegotiate Contract with Billy Casper		
- Fiscal Year 2020-21	?	(90,000)
- All Remaining Years of Contract	?	(125,000)



AMEND AGREEMENT WITH BILLY CASPER/ANTARES

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

- City's Projected Net Contribution:

	Profit (Loss)	City Net Contribution
City's Last Year of Operation	\$ (236,270)	\$ (236,270)
Billy Casper's First Year of Operation	(173,900)	(100,000)
Billy Casper's Second Year of Operation	(153,010)	(100,000)
	(248,248)	(248,248)

For none of these 3 Fiscal Years was the operational shortfall ever below \$125,000, and with City operations it significantly exceeded it.



AMEND AGREEMENT WITH BILLY CASPER/ANTARES



**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

- Moving Forward, Staff Will Implement a Management Plan to Significantly Increase Oversight of the Agreement with Antares Golf Management to Include (But Not Be Limited To):
 - Weekly City Staff Hours On-Site at the course to Provide Operational Feedback to Antares
 - Monthly / Quarterly Administrative Meetings with Antares
 - Bi-Annual *Notes to Council* Regarding Course Operations
 - Coordination of Marketing Efforts with City PIO
 - City Support in Special Event Planning

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

AMEND AGREEMENT WITH BILLY CASPER/ANTARES

- Management Plan will be Intended to Provide Feedback to Antares in Relation to:
 - Overall Conditions and Appearance of the Course
 - Maintenance and Up-Keep of Cart Paths
 - Maintenance and Up-Keep of Clubhouse
 - Ensure Coordination Between Antares and City on Marketing Efforts
- Management Plan will be Used to Supplement Antares' Operations of the Course and Not Replace Their Management Responsibilities as stipulated in the Management Agreement

AMEND AGREEMENT WITH ANTARES GOLF MANAGEMENT

Staff Recommendation

Council Approve the Amendment to the Management Agreement Between the City and Antares Golf Management



**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

**BRADFORD CREEK
PUBLIC GOLF COURSE
Amendment to
Management
Agreement**

QUESTIONS



Item 13

Contract with Riverside
Recreation, LLC for the Provision
of Watersports Services at the
Town Common



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11.9.20

Provision of Watersports Services at the Town Common

***Request to Approve the Contract with
Riverside Recreation, LLC***



BACKGROUND

- The Town Common Master Plan stipulated the provision of public watersports services as a top priority for City Staff, to further provide recreational opportunities within the park and river access.
- This is best accomplished by securing a contract, through a Request for Proposals (RFP) process, with one or more vendors for the delivery of kayak/canoe/paddleboard rental services at Town Common.
- In 2018, Recreation & Parks staff installed a handicapped accessible canoe & kayak launch adjacent to the boat ramp at Town Common in preparation for a contract with a private vendor.
- The RFP process was delayed until the completion of the Town Creek Culvert project.

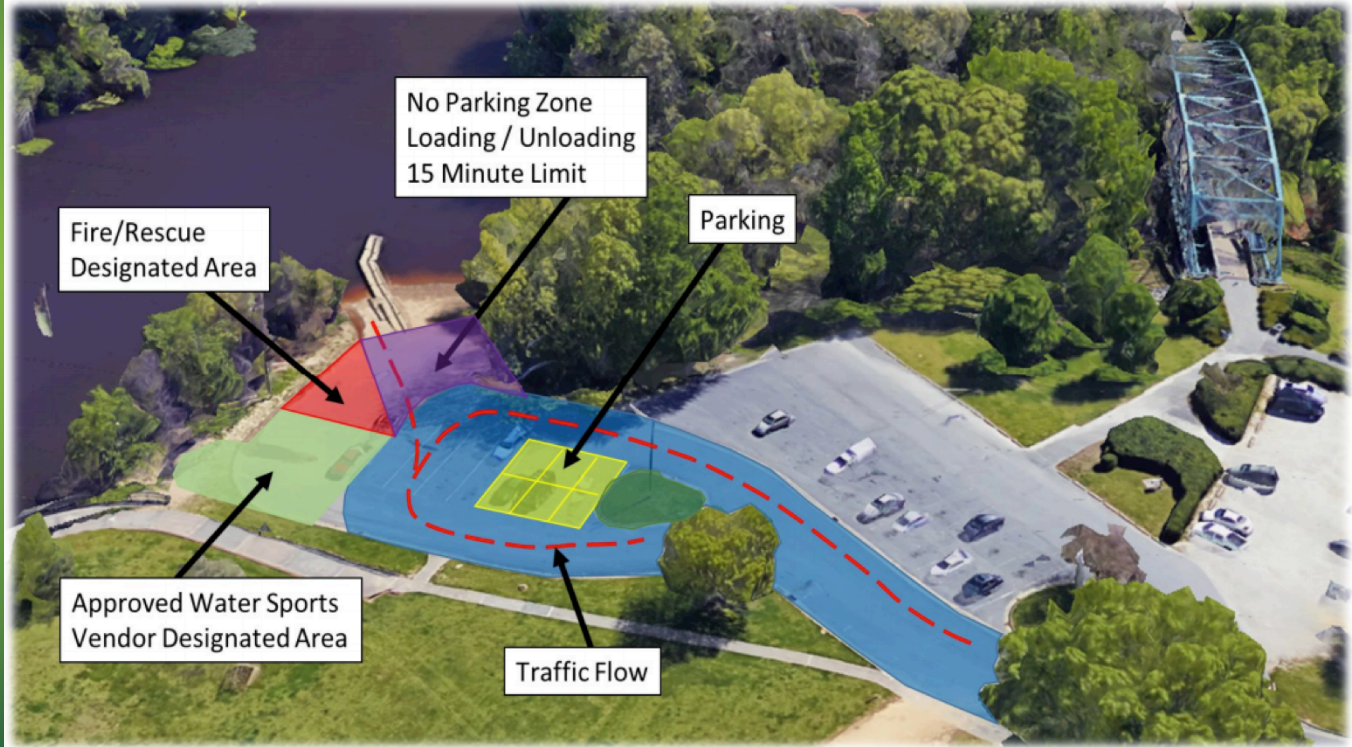


BACKGROUND

- When the Town Creek Culvert project was nearing completion, City staff began the RFP process to solicit bids for the provision of watersports activities at Town Common.
- As part of the culvert project, the Town Common parking lot was resurfaced and redesigned. The redesign included a designated area, adjacent to the handicapped accessible canoe & kayak launch, for the provision of watersports services.
- As seen on the next slide, the new parking lot layout also includes a 15 minute drop off zone for the general public and other watersports vendors in the community.



OVERVIEW OF TOWN COMMON EAST END



REQUEST FOR PROPOSAL PROCESS

- July 20, 2020 – RFP Released to the public
- August 11, 2020 – RFP processed closed; proposals due
 - One proposal submitted by Riverside Recreation, LLC
- August 18, 2020 – Evaluation team discussed and reviewed the submittal.
- August 28, 2020 – Interview and site visit held with Riverside Recreation, LLC
- Contract review began in mid-September



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HIGHLIGHTS OF PROPOSED CONTRACTUAL AGREEMENT

- Term of the agreement is for three years beginning January 1, 2021 through December, 31, 2023.
- Riverside Recreation, LLC will pay a monthly fee of \$200 per month between April and October.
- Riverside Recreation, LLC will be the only approved provider of watersports services allowed by the City to transact business on-site at Town Common.
- Other watersports vendors will be able to use the designated 15 minute drop-off/pickup site located near the boat ramp.



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RECOMMENDATIO N

**City Council Approve the
Contract with Riverside
Recreation, LLC for the Provision
of Watersports Services at Town
Common**



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QUESTIONS



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Item 14

Fiscal Year 2021 First Quarter General Fund Update



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

DISCUSSION ITEMS

- 1. Quick Overview of Adopted Budget**
- 2. General Fund Revenues Year-to-Date**
 - Tax Revenues: Property Tax & Sale Tax**
- 3. General Fund Expenses Year-to-Date**



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

OVERVIEW OF ADOPTED BUDGET

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

ADOPTED GENERAL FUND BUDGET

	FY2020-21 Base Budget	COVID-19 Adjustment	Property Revaluation	FY2020-21 Adopted Budget
Revenue	\$ 87,280,276	\$ (7,565,000)	\$ 1,298,808	\$ 81,014,084
Expense	87,280,276	(7,565,000)	1,298,808	81,014,084
Net	\$ -	\$ -	\$ -	\$ -

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

ADOPTED GENERAL FUND BUDGET

- COVID-19 is a 100 Year Pandemic
- City Never Been Through a 100 Year Pandemic
- City Will Learn From This Pandemic
- Will Take What We Learn and Be Ready for the Next One

**COVID-19
Adjustment**

\$ (7,565,000)

(7,565,000)

\$ -

- Budgeted Reductions in Revenue Equal Budgeted Reductions in Expense (Dollar for Dollar!):

Reduction Reduction
in Revenue = in Expense

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND PROPOSED BUDGET
COVID-19 ADJUSTMENTS

Revenue Adjustments

Property Tax	\$ (700,000)
Sales Tax	(5,456,000)
Inspections	(349,000)
Rescue Transport	(506,000)
Rec & Parks	(334,000)
Investments	(445,000)
FEMA Reimbursement	500,000
Other Revenue	(275,000)
Total Revenue	\$ (7,565,000)

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Expense Adjustments

Personnel	\$ (2,265,000)
Operations	(710,000)
P-A-Y-G Capital	(3,440,949)
Transit Transfer	(787,751)
SML Transfer	(85,300)
Other Fixed Costs	(276,000)
Total Expense	\$ (7,565,000)



**FISCAL YEAR 2020-21 GENERAL FUND PROPOSED BUDGET
GOALS AND PRIORITIES RELATED TO BUDGET ADJUSTMENTS**



- The Following Reductions Have Been Made to the Expense Budget for FY2020-21 Due to COVID-19:

Reduction in Funding for Facility Improvement Projects	\$ 750,000
Delayed Replacement of Public Safety & Other City Work Vehicles	2,348,405
Delayed Replacement of Workforce Computers	200,000
Reduction in Funding for Pedestrian Safety Projects	125,000
Reduction in Funding to Sheppard Memorial Library	102,844
Reduction in Match Funding to Transit Operations	787,751
Reduction in Funding for the OPEB Program	500,000
Reduction in Operating Allocations to Departments	886,000
Total	<u>\$ 5,700,000</u>



- As General Fund Revenues Increase Back to Their Pre COVID-19 Levels, the Spending Reductions Made Above WILL ALSO BE Restored Back to Pre COVID-19 Levels**
- This May Take One Year or Several Years
- The First Dollar of Any Increase in Revenue Moving Forward Will Be Used to Restore the Budget Cuts Detailed Above
- Many of These Reductions Can Only be Done Once!

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Total Revenue

\$ (7,565,000)

Total Expense

\$ (7,565,000)

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CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

ADOPTED GENERAL FUND BUDGET

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Net	\$ -	\$ -	\$ -	\$ -

**CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020**

ADOPTED GENERAL FUND BUDGET

Additional Revenue From Revaluation:

- **NOT** Used to Offset Reductions Due to COVID-19
- Used to Fund the Following New Projects:
 - BUILD Grant Project
 - New Community Pool
 - Eppes Renovations
 - Wildwood Phase 3
 - MWBE Incubate to Accelerate Program

**Property
Revaluation**

\$ 1,298,808

1,298,808

\$ -

BUILD Grant Project	\$ 600,000
R&P Capital Projects	486,466
MWBE	100,000
Contingency	112,342
Total	<u><u>\$1,298,808</u></u>

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

ADOPTED GENERAL FUND BUDGET

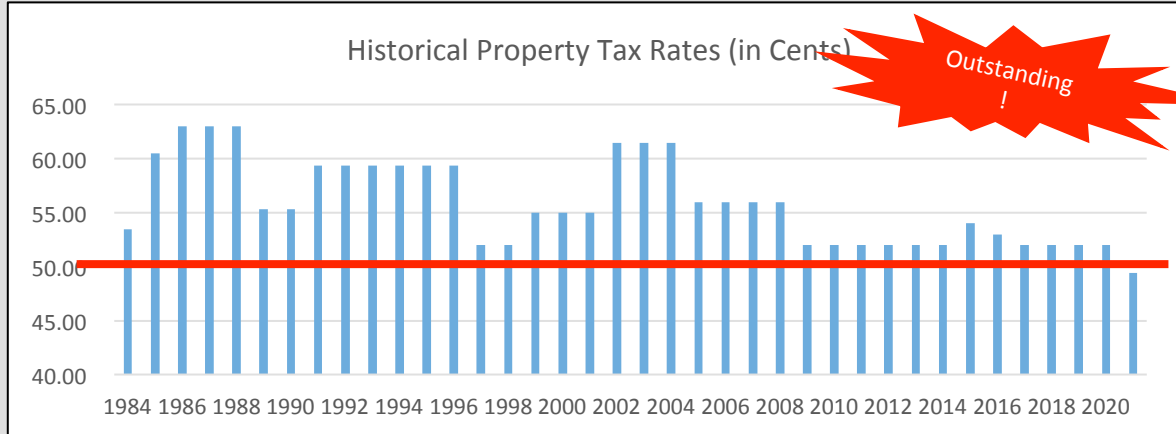
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Net	\$ -	\$ -	\$ -	\$ -

**CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020**

ADOPTED GENERAL FUND BUDGET

Adopted Budget Based on Tax Rate of 49.45 Cents:

- A 2.55 Cent Reduction From FY2019-20
- The Lowest Property Tax Rate in 38 Years.



**FY2020-21
Adopted
Budget**

\$ 81,014,084

81,014,084

\$ -



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

GENERAL FUND REVENUES

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND REVENUES

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Tax Revenues	\$ 54,837,120	\$ 28,551,520	\$ 26,168,912	\$ 2,382,608
All Other Revenues	27,252,853	5,181,692	6,161,989	(980,297)
Total Revenues	\$ 82,089,973	\$ 33,733,212	\$ 32,330,901	\$ 1,402,311

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND REVENUES

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All Other Revenues	27,252,853	5,181,692	6,161,989	(980,297)
Total Revenues	\$ 82,089,973	\$ 33,733,212	\$ 32,330,901	\$ 1,402,311

- Tax Revenues are Up \$2.4 Million for FY2021:
 - Property Tax Revenues: \$1,500,000
 - Sales Tax Revenues: \$799,000

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND REVENUES

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All Other Revenues	27,252,853	5,181,692	6,161,989	(980,297)
Total Revenues	<u>\$ 82,089,973</u>	<u>\$ 33,733,212</u>	<u>\$ 32,330,901</u>	<u>\$ 1,402,311</u>

- Other Revenues Down \$980 for FY2021:
 - License, Permits, Fees: \$(90,000)
 - R&P / Other Sales, Services: \$(390,000)
 - Investment Earnings: (102,000)
 - Other Revenues: \$(120,000)



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

TAX REVENUES

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
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Property Tax Revenue	\$ 32,344,992	\$ 23,148,360	\$ 21,640,787	\$ 1,507,573

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Property Tax Revenue	\$ 32,344,992	\$ 23,148,360	\$ 21,640,787	\$ 1,507,573

- Budget Reduced by \$700,000 Due to Projected Reduction in Collection Rate in Relation to COVID-19
- It is too Early to Tell if This Will Bear Out
- Staff Will Continue to Monitor Throughout the Year in Relation to the Collection Rate

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Property Tax Revenue	\$ 32,344,992	\$ 23,148,360	\$ 21,640,787	\$ 1,507,573

Increase Due To:

- Normal Growth in Property Tax Base of 2.0%
- Additional Revenue From Revaluation Used to Fund:
 - BUILD Grant Project
 - R&P Projects (Pool, Eppes, Wildwood)
 - MWBE Incubate to Accelerate Program

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
	<hr/>	<hr/>	<hr/>	<hr/>
Sales Tax Revenue	\$ 16,366,718	\$ 4,218,505	\$ 3,419,409	\$ 799,096

**CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020**

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Sales Tax Revenue	\$ 16,366,718	\$ 4,218,505	\$ 3,419,409	\$ 799,096

Budget Reduced by \$5.4 Million due to the Projected Impact of COVID-19:

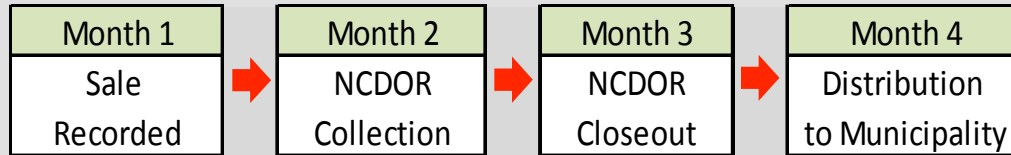
Projected Before COVID Adjustment	\$ 21,822,718
COVID Adjustment	<u>(5,456,000)</u>
Adopted Budget	<u><u>\$ 16,366,718</u></u>

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

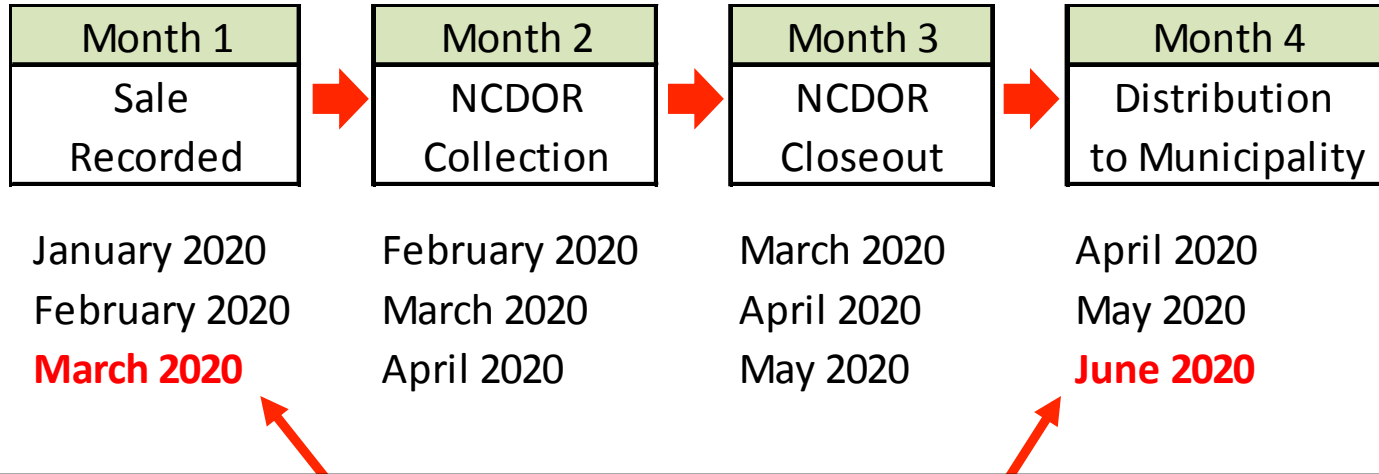
	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Sales Tax Revenue	\$ 16,366,718	\$ 4,218,505	\$ 3,419,409	\$ 799,096

Sales Tax Distributions From the NC DOR Run 3 Months in Arears:



CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

NC DOR SALES TAX DISTRIBUTION SCHEDULE



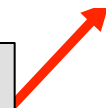
In June 2020 (Month of Budget Adoption) the City Received Sales Tax Revenues for Sales Occurring in March 2020

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAX REVENUE BREAKDOWN

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Sales Tax Revenue	\$ 16,366,718	\$ 4,218,505	\$ 3,419,409	\$ 799,096

Month of Sale	Actual FY2021	Actual FY2020	FY2021 Change From FY2020
June	\$ 2,182,133	\$ 1,517,791	\$ 664,342
July	2,036,372	1,901,618	134,754
YTD	\$ 4,218,505	\$ 3,419,409	\$ 799,096



CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

SALES TAX CALENDER YEAR COLLECTIONS

	Month of Sale	Fiscal Year	Calender 2019	Calender 2020	Change		
	January	2019-20	\$ 1,526,006	\$ 1,695,338	\$ 169,332		
	February	2019-20	1,587,233	1,686,677	99,444		
Pandemic Period	March	2019-20	1,971,153	1,770,112	(201,041)	} \$(988,497)	
	April	2019-20	1,841,740	1,100,414	(741,326)		
	May	2019-20	1,882,328	1,836,198	(46,130)		
	June	2020-21	1,517,791	2,182,133	664,342	} \$799,096	
	July	2020-21	1,901,618	2,036,372	134,754		
		Total		\$ 12,227,870	\$ 12,307,244	\$ 79,374	

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

SALES TAX CALENDER YEAR COLLECTIONS

				er	Change	
Pandemic Period				5,338	\$ 169,332	
				6,677	99,444	
				0,112	(201,041)	} \$(988,497)
				0,414	(741,326)	
		May	2019-20	1,882,328	1,836,198	(46,130)
	June	2020-21	1,517,791	2,182,133	664,342	} \$799,096
	July	2020-21	1,901,618	2,036,372	134,754	
	Total		\$ 12,227,870	\$ 12,307,244	\$ 79,374	

- Major Swing in Revenue Indicates Uncertainty and Volatility
- We are Cautiously Optimistic About Impact of COVID-19 on Sales Tax
- Need to Proceed with Caution as we Move Into Winter and Flue Season



CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

TAXABLE SALES BY THE NUMBERS...

January Thru July Taxable Sales:

	Calender Year 2019	Calender Year 2020	% Change
Pitt County, N.C.	\$ 1.445 Billion	\$1.488 Billion	2.96%
State of North Carolina	\$74.600 Billion	\$72.657 Billion	-0.19%
Top 20 Counties by Sales Volume	\$63.728 Billion	\$62.133 Billion	-2.50%

State Rank	County	Calender Year 2019	Calender Year 2020	% Change
1	Mecklenburg	\$13.966B	\$13.225B	-5.30% ↓
2	Wake	11.623B	11.342B	-2.41% ↓
3	Guilford	4.677B	4.342B	-7.17% ↓
4	Durham	4.590B	4.325B	-5.77% ↓
5	Forsyth	3.322B	3.335B	0.37% ↑
6	Buncombe	3.210B	2.891B	-9.95% ↓
7	New Hanover	3.106B	2.857B	-8.02% ↓
8	Cumberland	2.537B	2.594B	2.25% ↑
9	Cabarrus	2.147B	2.110B	-1.74% ↓
10	Iredell	1.536B	1.635B	6.41% ↑
11	Gaston	1.481B	1.576B	6.41% ↑
12	Alamance	1.514B	1.497B	-1.12% ↓
13	Pitt	1.445B	1.488B	2.96% ↑
14	Onslow	1.446B	1.480B	2.40% ↑
15	Catawba	1.460B	1.448B	-0.86% ↓
16	Union	1.281B	1.425B	11.19% ↑
17	Johnston	1.179B	1.258B	6.65% ↑
18	Brunswick	1.208B	1.252B	3.61% ↑
19	Orange	1.126B	1.106B	-1.77% ↓
20	Davidson	0.874B	0.948B	8.55% ↑
Total		\$63.728B	\$62.133B	-2.50%

- Out of 100 Counties, Pitt Has the 13th Highest Taxable Sales Volume
- Of the Top 20 Counties, Pitt is 1 of 10 That Has Seen an Increase in Taxable Sales Volume From 2019 to 2020 (January thru July)



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

GENERAL FUND EXPENSE

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND EXPENSES

	Budget FY2021	YTD Actual FY2021	YTD Actual FY2020	FY2021 Change From FY2020
Personnel	\$ 54,621,147	\$ 11,979,831	\$ 11,817,973	\$ 161,858
Operating	17,829,955	2,861,303	4,225,088	(1,363,785)
Capital	855,322	600	17,066	(16,466)
Transfers	8,783,550	4,026,966	4,608,567	(581,601)
Total Expense	\$ 82,089,974	\$ 18,868,700	\$ 20,668,694	\$ (1,799,994)

- Personnel Expenses: Increased 1.4% Due to Increased State Retirement Contribution Requirements
- Operating Expenses: Decreased 32% Due to Citywide Spending Freeze and COVID-related changes to Recreation Programming
- Capital Expenses: Decrease Resulting from Citywide Spending Freeze
- Transfers: Increased More than 100% Due to the timing of Recorded Transfers in the Current Year



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**FISCAL YEAR 2020-21 GENERAL FUND
BUDGET UPDATE**

SUMMARY

**CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020**

GENERAL FUND SUMMARY

- | | | | | |
|--------------------------|----------------|------------------------|-------------------------|--------------------|
| - FY2021 Adopted Budget: | Base
Budget | COVID-19
Adjustment | Property
Revaluation | Proposed
Budget |
| | \$ 87,280,276 | \$ (7,565,000) | \$ 1,298,808 | \$ 81,014,084 |
- COVID-19 Revenue Reductions Equal Corresponding Expense Reductions, Dollar for Dollar
 - New Revenue From Property Valuation Was Not Used to Offset COVID-19 Revenue Reductions
 - Increase in Property Tax Revenues From Revaluation Were Used to Fund the Following New Projects:
 - BUILD Grant Projects
 - R&P Capital Projects: New Pool, Eppes Renovations, Wildwood Phase 3
 - MWBE Incubate to Accelerate Program

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND SUMMARY

- YTD Non Tax Revenues are Down \$980 Thousand
- YTD Property Tax Revenues are Up From the Prior Year, As Expected
- YTD Sales Tax Revenues are Up From the Prior Year
- Major Swings in Sales Tax Revenues Over Last 5 Months Indicates Uncertainty and Volatility
- Staff is Cautiously Optimistic About the Impact of COVID-19 Moving Forward

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE
THREE MONTHS ENDING SEPTEMBER 30, 2020

GENERAL FUND SUMMARY

- However, We Should Proceed With Caution as we Move Into the Winter / Flu Season:
 - Staff Will Continue to Monitor
 - Will Bring Back Update in January for First Half of Year
 - Will Make a Recommendation on Restoring Budget Reductions

- As Stated During Budget Process,
 - As General Fund Revenues Increase Back to Their Pre COVID-19 Levels, the Spending Reductions Made Above WILL ALSO BE Restored Back to Pre COVID-19 Levels

CITY OF GREENVILLE
FISCAL YEAR 2020-21 GENERAL FUND BUDGET UPDATE



FISCAL YEAR 2020-21 GENERAL FUND PROPOSED BUDGET
GOALS AND PRIORITIES RELATED TO BUDGET ADJUSTMENTS



- The Following Reductions Have Been Made to the Expense Budget for FY2020-21 Due to COVID-19:

Reduction in Funding for Facility Improvement Projects	\$ 750,000
Delayed Replacement of Public Safety & Other City Work Vehicles	2,348,405
Delayed Replacement of Workforce Computers	200,000
Reduction in Funding for Pedestrian Safety Projects	125,000
Reduction in Funding to Sheppard Memorial Library	102,844
Reduction in Match Funding to Transit Operations	787,751
Reduction in Funding for the OPEB Program	500,000
Reduction in Operating Allocations to Departments	886,000
Total	<u>\$ 5,700,000</u>

- **As General Fund Revenues Increase Back to Their Pre COVID-19 Levels, the Spending Reductions Made Above WILL ALSO BE Restored Back to Pre COVID-19 Levels**
- This May Take One Year or Several Years
- The First Dollar of Any Increase in Revenue Moving Forward Will Be Used to Restore the Budget Cuts Detailed Above
- Many of These Reductions Can Only be Done Once!



Greenville

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Item 15

Budget Ordinance Amendment
#4 to the 2020-21 City of
Greenville Budget, Capital
Projects Funds, and Special
Revenue Grants Fund



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CITY OF GREENVILLE
FY 2021 BUDGET ORDINANCE AMENDMENT #4

CITY OF GREENVILLE

BUDGET ORDINANCE AMENDMENT #4

Budget Ordinance Amendment #4 Includes Adjustments to the Following Funds:

- **General Fund**
- **Facilities Improvement Fund**
- **Rec & Parks Capital Projects Fund**
- **Special Revenue Grant Fund**

CITY OF GREENVILLE

BUDGET ORDINANCE AMENDMENT #4

	Description	Funds	Budget Impact	Amount
A	To appropriate occupancy tax revenues and move to the Facility Improvement Fund to cover costs associated with Convention Center roof repairs.	General Fund	Increase	\$ 50,000
		FIP	Increase	50,000
B	Recognize future borrowing proceeds to cover projects in the Recreation & Parks Capital Fund to include the Community Pool replacement, Eppes renovation, and Wildwood Park development.	R&P Cap Proj	Increase	\$ 5,513,534
C	To recognize funding received from the County as related to the CARES Act.	Spec Rev Grant	Increase	\$ 1,314,951
D	To use contingency funds for assistance in a food bank warehouse, in conjunction with the Churches Outreach Network.	General Fund	Neutral	\$ 10,000

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4 SUMMARY

City of Greenville Operating Fund Budget per Amendment #4:

Fund	Budget	%
General	\$ 82,663,816	60.6%
Debt Service	5,943,531	4.4%
Public Transportation (Transit)	3,243,918	2.4%
Fleet Maintenance	4,964,629	3.6%
Sanitation	7,865,966	5.8%
Stormwater	8,472,676	6.2%
Housing	1,867,166	1.4%
Health Insurance	13,757,908	10.1%
Vehicle Replacement	2,566,251	1.9%
Capital Reserve	2,016,882	1.5%
Facilities Improvement	3,015,725	2.2%
Total	\$ 136,378,468	100%

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4
SUMMARY

RECOMMENDATION

Approve budget ordinance amendment #4 to the 2020-2021 City of Greenville budget (Ordinance #20-025), Capital Projects Fund (Ordinance #17-024), and Special Revenue Grant Fund Ordinance (Ordinance #11-003)

City Council Meeting

November 9, 2020



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