



BUDGET SUMMARIES

ALL FUNDS RECOGNIZED IN BUDGET ORDINANCE

ITEM	2018-19 Actual	2019-20 Budget	2019-20 Estimated	2020-21 Budget
GOVERNMENTAL FUND				
General Fund				
Property Taxes	\$ 21,756,658	\$ 21,256,100	\$ 21,898,330	\$ 21,530,270
Motor Vehicle Property Taxes	2,302,577	2,148,570	2,418,910	2,364,010
Other Taxes	9,737,317	8,120,450	9,395,870	8,130,250
Intergovernmental	7,387,401	6,274,910	7,017,915	6,219,080
Sales/Charges for Services	6,654,806	6,384,220	6,842,687	6,515,740
Licenses, Permits, Etc.	1,721,570	1,150,480	1,547,095	1,192,660
Assessments	126,690	35,400	110,421	42,390
Miscellaneous Income	917,342	1,107,270	1,174,756	130,550
Investment Income	436,654	150,000	308,650	210,000
Interfund Transfers	3,538,814	3,522,280	3,844,230	3,573,790
Total Revenues	<u>\$ 54,579,829</u>	<u>\$ 50,149,680</u>	<u>\$ 54,558,864</u>	<u>\$ 49,908,740</u>
Total Expenditures	<u>\$ 55,737,237</u>	<u>\$ 59,812,906</u>	<u>\$ 56,148,126</u>	<u>\$ 55,955,970</u>
Revenues over/(under) expenditures	\$ (1,157,408)	\$ (9,663,226)	\$ (1,589,262)	\$ (6,047,230)
PROPRIETARY FUNDS				
Electric Fund				
Intergovernmental	\$ 455,508	\$ 0	\$ 5,090	\$ 0
Sales/Charges for Services	125,591,388	126,349,910	122,023,314	125,599,410
Miscellaneous Income	1,456,591	952,380	1,416,093	918,000
Investment Income	589,183	0	559,821	0
Total Revenues	<u>\$ 128,092,670</u>	<u>\$ 127,302,290</u>	<u>\$ 124,004,318</u>	<u>\$ 126,517,410</u>
Total Expenditures	<u>\$ 130,684,366</u>	<u>\$ 135,031,797</u>	<u>\$ 126,658,882</u>	<u>\$ 126,517,410</u>
Revenues over/(under) expenditures	\$ (2,591,696)	\$ (7,729,507)	\$ (2,654,564)	\$ 0
Gas Fund				
Sales/Charges for Services	\$ 18,553,960	\$ 17,464,700	\$ 16,561,100	\$ 17,184,700
Miscellaneous Income	22,794	9,000	32,412	9,000
Investment Income	118,261	0	111,913	0
Interfund Loan Repayment	234,545	0	234,545	0
Total Revenues	<u>\$ 18,929,560</u>	<u>\$ 17,473,700</u>	<u>\$ 16,939,970</u>	<u>\$ 17,193,700</u>
Total Expenditures	<u>\$ 17,681,575</u>	<u>\$ 17,971,395</u>	<u>\$ 16,372,978</u>	<u>\$ 17,565,760</u>
Revenues over/(under) expenditures	\$ 1,247,985	\$ (497,695)	\$ 566,992	\$ (372,060)

ALL FUNDS RECOGNIZED IN BUDGET ORDINANCE

ITEM	2018-19 Actual	2019-20 Budget	2019-20 Estimated	2020-21 Budget
Water Resources Fund				
Intergovernmental	\$ 135,800	\$ 0	\$ 0	\$ 0
Sales/Charges for Services	26,182,126	27,099,300	26,889,814	27,502,870
Miscellaneous Income	662,019	545,500	707,696	720,130
Investment Income	248,725	0	154,846	0
Interfund Transfers	140,245	0	0	0
Total Revenues	<u>\$ 27,368,915</u>	<u>\$ 27,644,800</u>	<u>\$ 27,752,356</u>	<u>\$ 28,223,000</u>
Total Expenditures	<u>\$ 27,514,257</u>	<u>\$ 33,732,036</u>	<u>\$ 31,477,840</u>	<u>\$ 29,268,370</u>
Revenues over/(under) expenditures	\$ (145,342)	\$ (6,087,236)	\$ (3,725,484)	\$ (1,045,370)
Broadband Fund				
Intergovernmental	\$ 79,202	\$ 34,200	\$ 4,280	\$ 0
Sales/Charges for Services	15,523,802	16,606,350	16,484,318	17,471,110
Miscellaneous Income	1,304,327	652,500	1,201,667	579,000
Investment Income	41,762	35,000	47,056	0
Total Revenues	<u>\$ 16,949,093</u>	<u>\$ 17,328,050</u>	<u>\$ 17,737,321</u>	<u>\$ 18,050,110</u>
Total Expenditures	<u>\$ 17,029,826</u>	<u>\$ 17,557,734</u>	<u>\$ 17,963,829</u>	<u>\$ 18,050,110</u>
Revenues over/(under) expenditures	\$ (80,733)	\$ (229,684)	\$ (226,508)	\$ 0
Mass Transit Fund				
Intergovernmental	\$ 1,017,651	\$ 2,158,580	\$ 949,910	\$ 891,630
Licenses, Permits, Etc.	180,525	150,000	174,080	150,000
Sales/Charges for Services	70,663	68,600	74,450	0
Miscellaneous Income	4,839	5,000	6,045	5,000
Investment Income	9,798	0	7,500	0
Interfund Transfers	312,500	417,500	417,500	612,500
Total Revenues	<u>\$ 1,595,976</u>	<u>\$ 2,799,680</u>	<u>\$ 1,629,485</u>	<u>\$ 1,659,130</u>
Total Expenditures	<u>\$ 1,541,801</u>	<u>\$ 3,038,830</u>	<u>\$ 1,674,470</u>	<u>\$ 1,773,610</u>
Revenues over/(under) expenditures	\$ 54,175	\$ (239,150)	\$ (44,985)	\$ (114,480)
Industrial Air Center Fund				
Sales/Charges for Services	\$ 30,741	\$ 37,650	\$ 33,510	\$ 37,650
Miscellaneous Income	970	0	5,500	0
Investment Income	2,628	0	8,500	0
Interfund Transfers	54,880	699,000	699,000	54,880
Total Revenues	<u>\$ 89,219</u>	<u>\$ 736,650</u>	<u>\$ 746,510</u>	<u>\$ 92,530</u>
Total Expenditures	<u>\$ 274,837</u>	<u>\$ 760,510</u>	<u>\$ 690,030</u>	<u>\$ 193,870</u>
Revenues over/(under) expenditures	\$ (185,618)	\$ (23,860)	\$ 56,480	\$ (101,340)

ALL FUNDS RECOGNIZED IN BUDGET ORDINANCE

ITEM	2018-19 Actual	2019-20 Budget	2019-20 Estimated	2020-21 Budget
Stormwater Management Fund				
Intergovernmental	\$ 86,588	\$ 0	\$ 0	\$ 0
Sales/Charges for Services	3,857,844	4,161,370	4,269,427	4,396,500
Miscellaneous Income	18,748	6,000	44,780	8,940
Investment Income	44,423	0	45,079	0
Total Revenues	<u>\$ 4,007,603</u>	<u>\$ 4,167,370</u>	<u>\$ 4,359,286</u>	<u>\$ 4,405,440</u>
Total Expenditures	<u>\$ 3,711,911</u>	<u>\$ 5,079,260</u>	<u>\$ 4,982,800</u>	<u>\$ 4,405,440</u>
Revenues over/(under) expenditures	\$ 295,692	\$ (911,890)	\$ (623,514)	\$ 0
Water Resources Capital Reserve Fund				
Interfund Transfers	\$ 636,870	\$ 67,090	\$ 67,090	\$ 0
Investment Income	14,752	11,000	10,130	0
Total Revenues	<u>\$ 651,622</u>	<u>\$ 78,090</u>	<u>\$ 77,220</u>	<u>\$ 0</u>
Total Expenditures	<u>\$ 0</u>	<u>\$ 878,090</u>	<u>\$ 800,000</u>	<u>\$ 350,000</u>
Revenues over/(under) expenditures	\$ 651,622	\$ (800,000)	\$ (722,780)	\$ (350,000)
SPECIAL REVENUE FUND				
Community Development Fund				
Miscellaneous Income	\$ 2,181	\$ 10,500	\$ 10,525	\$ 8,000
Investment Income	3,571	0	2,600	0
Interfund Transfers	46	0	0	65,000
Total Revenues	<u>\$ 5,798</u>	<u>\$ 10,500</u>	<u>\$ 13,125</u>	<u>\$ 73,000</u>
Total Expenditures	<u>\$ 115,089</u>	<u>\$ 130,790</u>	<u>\$ 110,790</u>	<u>\$ 130,490</u>
Revenues over/(under) expenditures	\$ (109,291)	\$ (120,290)	\$ (97,665)	\$ (57,490)
COMPONENT UNITS				
Downtown Development Corporation				
Property Taxes	\$ 65,597	\$ 60,600	\$ 68,040	\$ 65,100
Motor Vehicle Property Taxes	2,585	2,350	1,930	2,050
Intergovernmental	15,750	15,750	15,750	15,750
Miscellaneous Income	64,172	38,790	44,780	38,790
Investment Income	2,926	0	0	0
Interfund Transfers	280,500	300,000	300,000	260,000
Total Revenues	<u>\$ 431,530</u>	<u>\$ 417,490</u>	<u>\$ 430,500</u>	<u>\$ 381,690</u>
Total Expenditures	<u>\$ 426,662</u>	<u>\$ 471,780</u>	<u>\$ 475,310</u>	<u>\$ 452,410</u>
Revenues over/(under) expenditures	\$ 4,868	\$ (54,290)	\$ (44,810)	\$ (70,720)
Wilson Cemetery Commission				
Sales/Charges for Services	\$ 512,899	\$ 444,500	\$ 492,500	\$ 444,500
Miscellaneous Income	26,715	20,565	18,070	10,000
Investment Income	4,720	1,200	3,000	0
Interfund Transfers	131,900	0	0	0
Total Revenues	<u>\$ 676,234</u>	<u>\$ 466,265</u>	<u>\$ 513,570</u>	<u>\$ 454,500</u>
Total Expenditures	<u>\$ 569,283</u>	<u>\$ 588,080</u>	<u>\$ 570,690</u>	<u>\$ 537,700</u>
Revenues over/(under) expenditures	\$ 106,951	\$ (121,815)	\$ (57,120)	\$ (83,200)

ALL FUNDS RECOGNIZED IN INTERNAL SERVICE FUNDS SPENDING PLANS

ITEM	2018-19 Actual	2019-20 Budget	2019-20 Estimated	2020-21 Budget
INTERNAL SERVICE FUNDS				
Operations Center Fund				
Sales/Charges for Services	\$ 1,123,405	\$ 1,172,080	\$ 1,172,080	\$ 1,046,910
Miscellaneous Income	14	0	0	0
Investment Income	37,009	0	35,000	0
Total Revenues	<u>\$ 1,160,428</u>	<u>\$ 1,172,080</u>	<u>\$ 1,207,080</u>	<u>\$ 1,046,910</u>
Total Expenditures	<u>\$ 1,154,405</u>	<u>\$ 2,273,458</u>	<u>\$ 2,261,937</u>	<u>\$ 1,046,910</u>
Revenues over/(under) expenditures	\$ 6,023	\$ (1,101,378)	\$ (1,054,857)	\$ 0
Risk Management Fund				
Sales/Charges for Services	\$ 3,167,060	\$ 3,226,030	\$ 3,226,030	\$ 3,311,100
Miscellaneous Income	71,262	0	90,770	0
Investment Income	123,324	0	115,000	0
Total Revenues	<u>\$ 3,361,646</u>	<u>\$ 3,226,030</u>	<u>\$ 3,431,800</u>	<u>\$ 3,311,100</u>
Total Expenditures	<u>\$ 2,460,362</u>	<u>\$ 4,184,845</u>	<u>\$ 4,043,422</u>	<u>\$ 3,311,100</u>
Revenues over/(under) expenditures	\$ 901,284	\$ (958,815)	\$ (611,622)	\$ 0
Group Insurance Benefits Fund				
Sales/Charges for Services	\$ 13,173,362	\$ 14,579,050	\$ 14,574,880	\$ 15,112,880
Miscellaneous Income	887	0	450	0
Investment Income	158,226	0	154,180	0
Total Revenues	<u>\$ 13,332,475</u>	<u>\$ 14,579,050</u>	<u>\$ 14,729,510</u>	<u>\$ 15,112,880</u>
Total Expenditures	<u>\$ 13,342,047</u>	<u>\$ 14,579,050</u>	<u>\$ 14,515,870</u>	<u>\$ 15,112,880</u>
Revenues over/(under) expenditures	\$ (9,572)	\$ 0	\$ 213,640	\$ 0

BUDGET SUMMARY – ALL FUNDS – 2020-2021

ITEM	2018-19 Actual	2019-20 Budget	2019-20 Estimated	2020-21 Budget
<u>Funding Sources</u>				
Property Taxes	\$ 21,822,255	\$ 21,316,700	\$ 21,966,370	\$ 21,595,370
Motor Vehicle Property Taxes	2,305,162	2,150,920	2,420,840	2,366,060
Other Taxes	9,737,317	8,120,450	9,395,870	8,130,250
Intergovernmental	9,177,900	8,483,440	7,992,945	7,126,460
Sales/Charges for Services	214,442,056	217,593,760	212,644,110	218,623,370
Licenses and Permits	1,902,095	1,300,480	1,721,175	1,342,660
Assessments	126,690	35,400	110,421	42,390
Investment Income	1,900,765	186,200	1,621,645	210,000
Miscellaneous	4,552,861	3,347,505	4,753,544	2,427,410
Interfund Loan Repayment	234,545	0	234,545	0
Transfers from Other Funds	5,095,755	5,016,870	5,327,820	4,566,170
Total Revenues and Other				
Financing Sources	271,297,401	267,551,725	268,189,285	266,430,140
Beginning Fund Balance Available	71,613,387	74,101,061	74,101,061	68,227,534
Non-budgetary Increase/(Decrease)	3,433,931	0	0	0
Total Available Resources	<u>\$ 346,344,719</u>	<u>\$ 341,652,786</u>	<u>\$ 342,290,346</u>	<u>\$ 334,657,674</u>
<u>Expenditures</u>				
Administrative Services	\$ 5,055,209	\$ 5,216,922	\$ 4,874,361	\$ 4,801,110
Financial Services	1,222,993	1,347,725	1,273,010	1,339,540
Information Technology Services	317,828	324,190	324,190	332,290
Human Resources	337,617	380,290	358,620	391,640
Police	14,723,164	15,566,674	14,915,950	15,792,480
Fire	8,709,529	9,235,883	9,134,940	9,276,450
Planning, Community Revitalization and Development Services	3,482,843	3,956,940	3,511,890	3,848,020
Parks and Recreation	5,826,983	6,259,914	6,110,490	5,685,050
Public Works	13,426,384	16,748,862	14,294,740	14,198,720
Wilson Energy	141,153,317	145,153,200	136,035,049	135,885,640
Water Resources	19,426,935	23,076,086	21,022,398	21,602,220
Broadband	13,253,212	13,866,134	14,272,231	14,172,440
Stormwater	3,711,911	4,129,260	4,082,800	4,355,440
Wilson Cemetery Commission	569,283	588,080	570,690	537,700
Risk Management & Group Insurance Benefit	15,802,409	18,763,895	18,559,292	18,423,980
Contributions to Other Agencies	1,563,528	2,066,930	1,852,250	1,993,660
Transfers to Other Funds	12,718,305	16,003,116	16,828,240	10,522,170
Debt Service	10,707,663	10,493,820	10,491,288	10,378,930
Interfund Loan Repayment	234,545	234,550	234,545	234,550
Contingency	0	850,000	0	900,000
Total Expenditures and Other				
Financing Uses	272,243,658	294,262,471	278,746,974	274,672,030
Encumbrances Reappropriated		(4,684,162)	(4,684,162)	
Ending Fund Balance Available	<u>74,101,061</u>	<u>52,074,477</u>	<u>68,227,534</u>	<u>59,985,644</u>
Total Fund Commitments and Fund Balance	<u>\$ 346,344,719</u>	<u>\$ 341,652,786</u>	<u>\$ 342,290,346</u>	<u>\$ 334,657,674</u>

BUDGET SUMMARY – ALL FUNDS – 2020-2021

	MAJOR FUNDS					NON-MAJOR FUNDS			Internal Service Funds	OPERATING TOTAL
	General Fund	Electric Fund	Gas Fund	Water Resources Fund	Broadband Fund	Other Governmental Funds	Other Proprietary Funds	Component Units		
REVENUES										
Property Taxes	21,530,270							65,100		21,595,370
Motor Vehicle Property Taxes	2,364,010							2,050		2,366,060
Other Taxes	8,130,250									8,130,250
Intergovernmental	6,219,080						891,630	15,750		7,126,460
Sales/Charges For Services	6,515,740	125,599,410	17,184,700	27,502,870	17,471,110		4,434,150	444,500	19,470,890	218,623,370
Licenses and Permits	1,192,660						150,000			1,342,660
Assessments	42,390									42,390
Investment Income	210,000									210,000
Miscellaneous Income	130,550	918,000	9,000	720,130	579,000	8,000	13,940	48,790		2,427,410
Transfers from Other Funds	3,573,790					65,000	667,380	260,000		4,566,170
Total Revenues and Other										
Financing Sources	49,908,740	126,517,410	17,193,700	28,223,000	18,050,110	73,000	6,157,100	836,190	19,470,890	266,430,140
Beginning Fund Bal Available	17,304,771	16,921,333	7,751,633	4,707,319	738,835	80,047	6,985,460	351,799	13,386,337	68,227,534
Total Available Resources	67,213,511	143,438,743	24,945,333	32,930,319	18,788,945	153,047	13,142,560	1,187,989	32,857,227	334,657,674
EXPENDITURES										
Administrative Services	4,801,110									4,801,110
Financial Services	1,339,540									1,339,540
Information Tech. Services	332,290									332,290
Human Resources	391,640									391,640
Police	15,792,480									15,792,480
Fire	9,276,450									9,276,450
Planning, Community Revitalization and Development Services	3,265,120					130,490		452,410		3,848,020
Parks and Recreation	5,685,050									5,685,050
Public Works	12,231,240						1,967,480			14,198,720
Wilson Energy		119,657,160	15,564,780						663,700	135,885,640
Water Resources				21,602,220						21,602,220
Broadband					14,172,440					14,172,440
Stormwater							4,355,440			4,355,440
Debt Service	351,170	1,578,500	456,780	3,966,150	3,643,120				383,210	10,378,930
Wilson Cemetery Commission								537,700		537,700
Risk Management & Group Ins.									18,423,980	18,423,980
Contribution to Other Agencies		1,984,090	9,570							1,993,660
Transfers to Other Funds	814,880	1,841,500	1,213,920				350,000			4,220,300
Transfer to Capital Projects	1,675,000	281,000		3,500,000						5,456,000
Transfer/Pyrrt in lieu of taxes		675,160	170,710							845,870
Loan Repayment					234,550					234,550
Contingency		500,000	150,000	200,000			50,000			900,000
Total Expenditures and Other										
Financing Uses	55,955,970	126,517,410	17,565,760	29,268,370	18,050,110	130,490	6,722,920	990,110	19,470,890	274,672,030
Ending Fund Balance	11,257,541	16,921,333	7,379,573	3,661,949	738,835	22,557	6,419,640	197,879	13,386,337	59,985,644
Total Fund Commitments and										
Fund Balances	67,213,511	143,438,743	24,945,333	32,930,319	18,788,945	153,047	13,142,560	1,187,989	32,857,227	334,657,674

Note: The numbers as presented above include interfund transfers and financial plans for the internal service funds. The funding sources for the internal service funds are represented as charges in each operating fund. Also, the transfers are funding operating activity in other funds, thus duplicating amounts in terms of the total budget. The net City budget excluding these intra-activity amounts is as follow:

Total Expenditures and Other Financing Uses	274,672,030
Less Internal Service Funds	(19,470,890)
Less amount of Transfers out that are funding sources for appropriations in other funds	(4,616,170)
Total Expenditures and Other Financing Uses (Net of intra-activity amounts)	<u>250,584,970</u>

BUDGET COMPARISON BY FUND FOR FISCAL YEAR 2019-2021 (MAJOR FUNDS)

Funding Sources	GENERAL FUND			ELECTRIC FUND			GAS FUND		
	2018-19 Actual	2019-20 Estimated	2020-21 Budget	2018-19 Actual	2019-20 Estimated	2020-21 Budget	2018-19 Actual	2019-20 Estimated	2020-21 Budget
Property Taxes	21,756,658	21,898,330	21,530,270						
Motor Vehicle Property Taxes	2,302,577	2,418,910	2,364,010						
Other Taxes	9,737,317	9,395,870	8,130,250						
Intergovernmental	7,387,401	7,017,915	6,219,080	455,508	5,090				
Sales/Charges For Services	6,654,806	6,842,687	6,515,740	125,591,388	122,023,314	125,599,410	18,553,960	16,561,100	17,184,700
Licenses and Permits	1,721,570	1,547,095	1,192,660						
Assessments	126,690	110,421	42,390						
Investment Income	436,654	308,650	210,000	589,183	559,821		118,261	111,913	
Miscellaneous Income	917,342	1,174,756	130,550	1,456,591	1,416,093	918,000	22,794	32,412	9,000
Proceeds from Debt Refunding									
Transfers from Other Funds	3,538,814	3,844,230	3,573,790						
Interfund Loan Repayment							234,545	234,545	
Beginning Fund Bal Available	19,673,122	18,122,773	17,304,771	15,484,733	16,986,130	16,921,333	5,612,267	7,118,146	7,751,633
Non-budgetary Inc/(Dec)	(392,941)	771,260		4,093,093	2,589,767		257,894	66,495	
TOTAL	73,860,010	73,452,897	67,213,511	147,670,496	143,580,215	143,438,743	24,799,721	24,124,611	24,945,333
Expenditures/Other Uses (Grouped by function)									
General Government	6,980,968	6,851,451	7,059,740						
Public Safety	24,543,503	25,269,405	26,424,360						
Public Works	5,433,369	5,462,710	6,444,110						
Environmental Services	5,939,821	6,249,610	5,380,290						
Planning, Community Revitalization and Development Services	1,752,126	1,638,735	1,834,730						
Human Relations	267,391	265,190	286,640						
Parks and Recreation	5,826,983	6,110,490	5,685,050						
Wilson Energy				124,537,703	119,656,056	119,657,160	15,844,896	14,499,283	15,564,780
Debt Service	359,731	354,165	351,170	1,906,435	1,765,476	1,578,500	439,869	463,015	456,780
Contribution to Other Agencies				1,532,808	1,818,960	1,984,090	30,720	33,290	9,570
Transfers to Other Funds	4,633,345	3,946,370	2,489,880	2,707,420	3,418,390	2,797,660	1,366,090	1,377,390	1,384,630
Contingency						500,000			150,000
Ending Fund Balance	18,122,773	17,304,771	11,257,541	16,986,130	16,921,333	16,921,333	7,118,146	7,751,633	7,379,573
Total Fund Commitments and Fund Balances	73,860,010	73,452,897	67,213,511	147,670,496	143,580,215	143,438,743	24,799,721	24,124,611	24,945,333

Funding Sources	WATER RESOURCES FUND			BROADBAND FUND		
	2018-19 Actual	2019-20 Estimated	2020-21 Budget	2018-19 Actual	2019-20 Estimated	2020-21 Budget
Intergovernmental	135,800			79,202	4,280	
Sales/Charges For Services	26,182,126	26,889,814	27,502,870	15,523,802	16,484,318	17,471,110
Investment Income	248,725	154,846		41,762	47,056	
Miscellaneous Income	662,019	707,696	720,130	1,304,327	1,201,667	579,000
Proceeds from Debt Refunding						
Transfers from Other Funds	140,245					
Beginning Fund Bal Available	7,241,073	7,394,497	4,707,319	1,025,625	955,659	738,835
Non-budgetary Inc/(Dec)	298,766	1,038,306		10,767	9,684	
TOTAL	34,908,754	36,185,159	32,930,319	17,985,485	18,702,664	18,788,945
Expenditures/Other Uses (Grouped by function)						
Water Resources	19,426,935	21,022,398	21,602,220			
Broadband				13,253,212	14,272,231	14,172,440
Debt Service	4,075,872	4,069,352	3,966,150	3,542,069	3,457,053	3,643,120
Transfers to Other Funds	4,011,450	6,386,090	3,500,000			
Interfund Loan Repayment				234,545	234,545	234,550
Contingency			200,000			
Ending Fund Balance	7,394,497	4,707,319	3,661,949	955,659	738,835	738,835
Total Fund Commitments and Fund Balances	34,908,754	36,185,159	32,930,319	17,985,485	18,702,664	18,788,945

**BUDGET COMPARISON BY FUND FOR FISCAL YEAR 2019-2021 (NON-MAJOR FUNDS)
with Internal Service Funds**

Funding Sources	GOVERNMENTAL			PROPRIETARY			INTERNAL SERVICE		
	2018-19 Actual	2019-20 Estimated	2020-21 Budget	2018-19 Actual	2019-20 Estimated	2020-21 Budget	2018-19 Actual	2019-20 Estimated	2020-21 Budget
Intergovernmental				1,104,239	949,910	891,630			
Sales/Charges For Services				3,959,248	4,377,387	4,434,150	17,463,827	18,972,990	19,470,890
Licenses and Permits				180,525	174,080	150,000			
Investment Income	3,571	2,600		136,404	129,579		318,559	304,180	
Miscellaneous Income	2,181	10,525	8,000	24,557	56,325	13,940	72,163	91,220	
Proceeds from Debt Refunding									
Transfers from Other Funds	46		65,000	1,004,250	1,183,590	667,380			
Beginning Fund Bal Available	210,563	177,712	80,047	7,282,282	8,053,239	6,985,460	14,755,220	14,839,176	13,386,337
Non-budgetary Inc/(Dec)	76,440			(109,717)	208,650		(813,779)		
TOTAL	292,801	190,837	153,047	13,581,788	15,132,760	13,142,560	31,795,990	34,207,566	32,857,227
Expenditures/Other Uses (Grouped by function)									
Public Works				1,816,638	2,364,500	1,967,480			
Planning, Community Revitalization and Development Services	115,089	110,790	130,490						
Wilson Energy							770,718	1,879,710	663,700
Stormwater				3,711,911	4,082,800	4,355,440			
Debt Service							383,687	382,227	383,210
Risk Management & Group Ins.							15,802,409	18,559,292	18,423,980
Contribution to Other Agencies									
Transfers to Other Funds					1,700,000	350,000			
Contingency						50,000			
Ending Fund Balance	177,712	80,047	22,557	8,053,239	6,985,460	6,419,640	14,839,176	13,386,337	13,386,337
Total Fund Commitments and Fund Balances	292,801	190,837	153,047	13,581,788	15,132,760	13,142,560	31,795,990	34,207,566	32,857,227

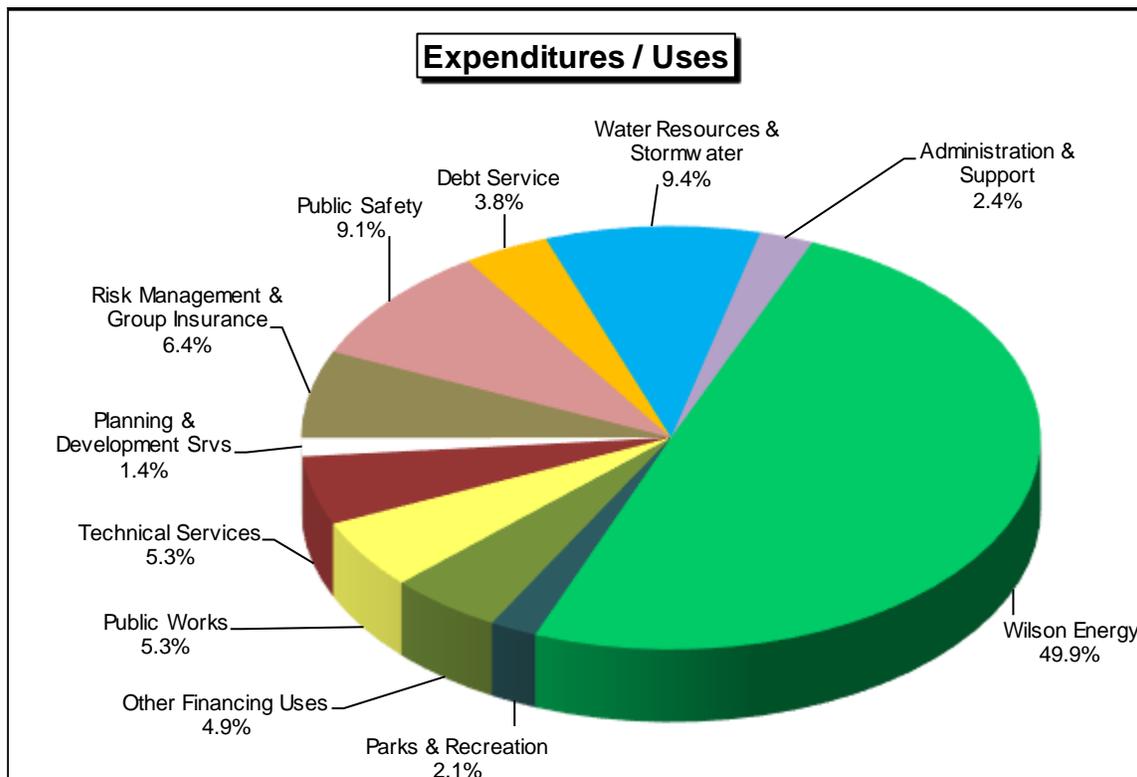
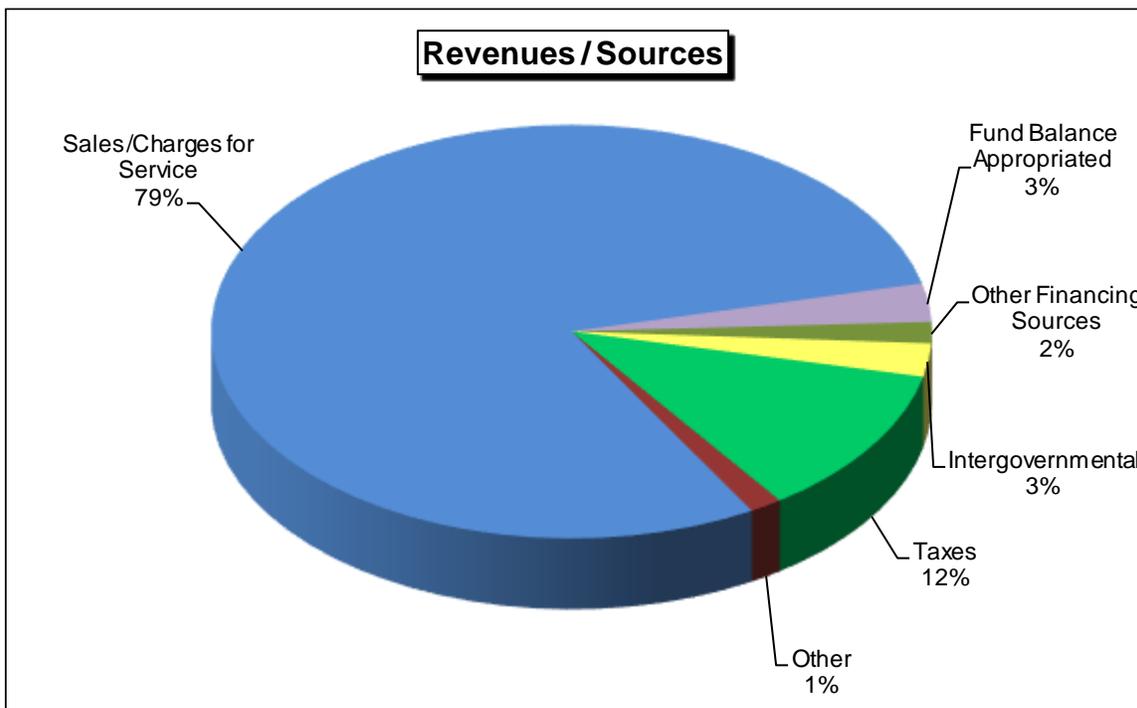
Summary of Changes in Fund Balances - Major / Non-Major Funds

	General Fund	Electric Fund	Gas Fund	Water Resources Fund	Broadband Fund	All Non-Major Funds
FY 2020 Fund Balance (Unassigned, Estimate)	17,304,771	16,921,333	7,751,633	4,707,319	738,835	7,065,507
FY 2021 Budgeted Revenues	49,908,740	126,517,410	17,193,700	28,223,000	18,050,110	6,230,100
FY 2021 Budgeted Expenditures	55,955,970	126,517,410	17,565,760	29,268,370	18,050,110	6,853,410
Net Gain(Loss) to Fund Balance	(6,047,230)	0	(372,060)	(1,045,370)	0	(623,310)
Projected FY 2021 Yearend Fund Balance	11,257,541	16,921,333	7,379,573	3,661,949	738,835	6,442,197
Percentage Inc/(Dec)	-34.9%	0.0%	-4.8%	-22.2%	0.0%	-8.8%

Two of the City's major funds are projected to present changes resulting in fund balance exceeding 10% for FY 2021.

The General Fund shows a \$6 million reduction in fund balance. The anticipated reduction will result in the City falling slightly below our policy guideline of fund balance available for appropriation of at least 25% or greater of annual expenditures. At June 30, 2021, it is projected that the General Fund fund balance will represent about 20.1% of annual expenditures, which would still be more than double the recommended state level of 8.0% of annual expenditures. The increase in the General Fund's budget relates to parks and facility improvements; along with transportation and innovation facilities and infrastructure.

The Water Resources Fund will have a reduction in fund balance of about 22.2%. This fund has several significant capital projects planned and in progress. These projects are needed to maintain and keep our water and sewer system infrastructure viable. Reserves have increased the past couple of years due to base rate increases and a much needed increase in water sales. An increase in base rates and volume charges will be implemented to support these much needed improvements. The City recognizes that maintaining healthy operating reserves (or fund balance) is a prudent fiscal management tool and an important credit factor in the analysis of financial flexibility. As enterprise fund balance levels have exceeded practical levels of about 10%, the City made a decision to leverage fund balance to balance the budget shortfall and stabilize rates.



LONG-TERM DEBT

Outstanding general obligation bonds at June 30, 2020 will total \$2,530,000. This general obligation debt is secured by a pledge of the net revenues from fees and charges from enterprise funds operations and is considered self-supporting. The ratio of net bonded debt to assessed valuation and the amount of gross debt per capita are useful indicators to city management, citizens, and investors of the City's debt position. The City has no net bonded debt. The gross bonded debt (general obligation) per capita at June 30, 2020 is estimated to be \$51. The amount of net debt that can be issued by local governments in North Carolina is limited by state statute to eight percent (8%) of the appraised value of property subject to taxation in the City. The legal debt margin of the City at June 30, 2019 was \$290,704,018. The estimated legal debt margin at June 30, 2020 is \$299,842,065.

The estimated long-term debt of the City at June 30, 2020, excluding vacation benefits and accrued pension, and other post-employment benefit liabilities, consists of:

GENERAL FUND LONG-TERM DEBT

Capital Installment Obligations:

Aerial Ladder Fire Truck	\$ 456,000	
Carter Building Purchase	108,326	
Carter Building Renovation	<u>73,581</u>	
		<u>637,907</u>

ENTERPRISE FUNDS DEBT

Capital Installment Obligations:

MGP Site Cleanup	190,761	
Industrial Development Site	<u>523,512</u>	
		<u>714,273</u>

General Obligation Bonds:

Buckhorn Reservoir Expansion	<u>2,530,000</u>	
		<u>2,530,000</u>

Certificates of Participation:

Electric System Improvements – 2007	9,242,000	
Electric System Improvements – 2008	7,790,000	
Fiber Optic System Infrastructure – 2007	4,075,306	
Fiber Optic System Infrastructure – 2008	<u>7,084,000</u>	
		<u>28,191,306</u>

State Revolving Loans:

Wastewater Management Facility Upgrade (14MGD)	654,601	
Water Reuse (Happy Valley)	112,341	
Contentnea Interceptor Reline	283,580	
Wastewater Management Facility Upgrade Phase III	<u>5,808,886</u>	
		<u>6,859,408</u>

Revenue Bonds:

Natural Gas System Improvements	1,833,750	
Water/Sewer System Improvements	<u>6,316,250</u>	
		<u>8,150,000</u>

INTERNAL SERVICE FUNDS DEBT

Certificates of Participation:

Operations Center Building – Meter Shop/Broadband Addition	<u>711,695</u>	
		<u>711,695</u>

GRAND TOTAL of Existing Debt FY 2020-21

\$ 47,794,589

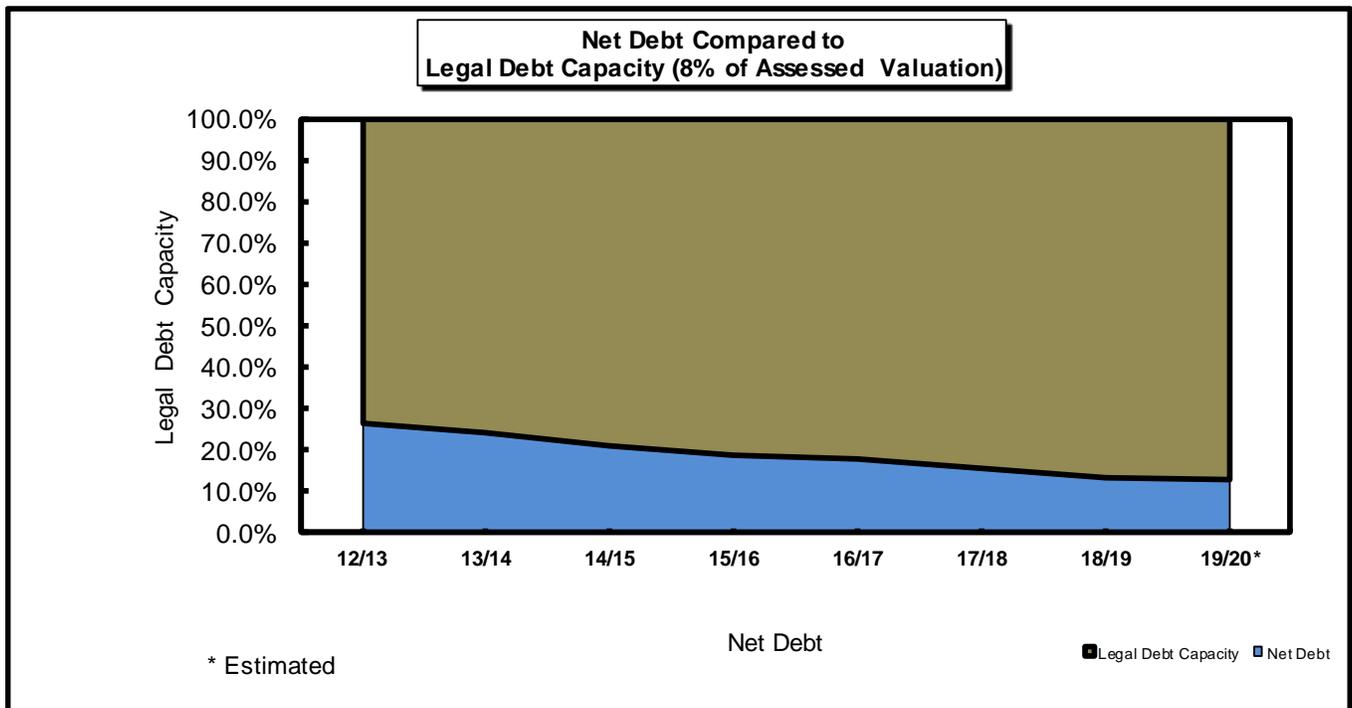
LONG-TERM DEBT

The annual debt service requirements related to the debt are:

Year Ending June 30	General Fund Long-Term Debt		Enterprise Funds		Internal Service Funds		All Funds	Total
	Principal	Interest	Principal	Interest	Principal	Interest		
2021	\$ 329,907	\$ 19,255	\$ 8,348,471	\$ 1,285,534	\$ 347,620	\$ 35,585	\$ 13,500	\$ 10,379,872
2022	152,000	9,209	7,628,656	1,048,509	364,075	18,205	13,500	9,234,154
2023	156,000	4,664	5,103,974	833,348			13,500	6,111,486
2024			3,698,974	689,614			13,500	4,402,088
2025			3,769,974	590,614			13,500	4,374,088
2026-2030			13,761,938	1,575,540			37,500	15,374,978
2031-2035			4,133,000	177,471			6,000	4,316,471
2036-2040								
Total:	\$ 637,907	\$ 33,128	\$ 46,444,987	\$ 6,200,630	\$ 711,695	\$ 53,790	\$ 111,000	\$ 54,193,137

A summary of the estimated changes in long-term debt is as follows:

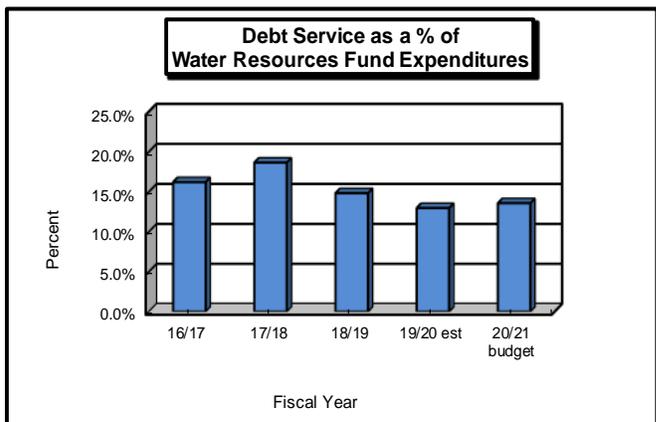
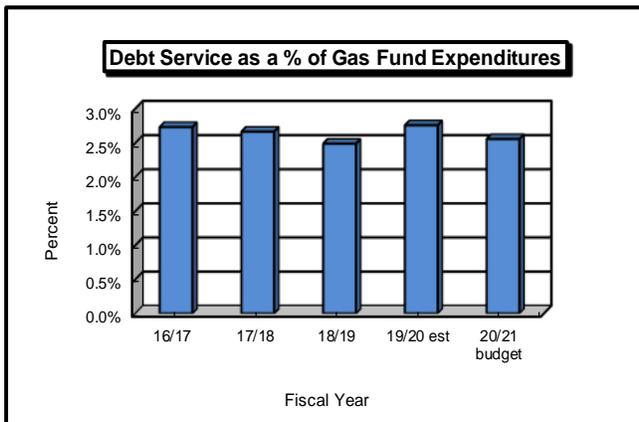
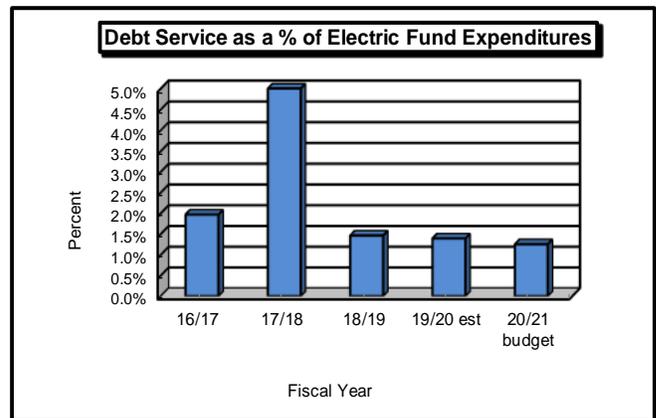
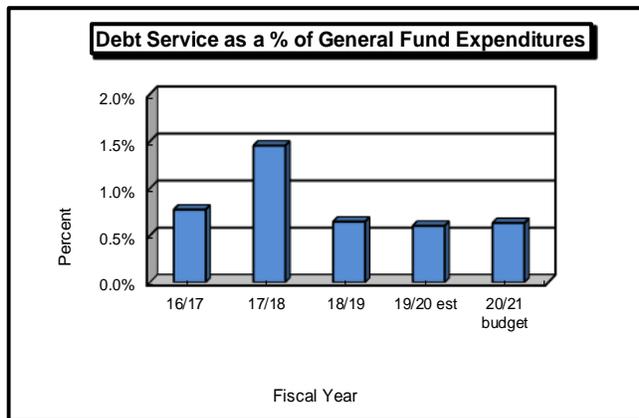
	Estimated Balance June 30, 2020	Estimated Additions	Estimated Retirements	Estimated Balance June 30, 2021
General Fund Long-Term Debt	\$ 637,907	\$	\$ 329,907	\$ 308,000
Enterprise Funds Debt	46,444,987		8,348,471	38,096,516
Internal Service Funds Debt	711,695		347,620	364,075
Total:	\$ 47,794,589	\$	\$ 9,025,998	\$ 38,768,591



LONG-TERM DEBT

Computation of Legal Debt Margin

Estimated Assessed Valuation – June 30, 2020	<u>\$ 4,211,958,170</u>
Debt Limit (at 8% of assessed valuation)	336,956,654
GROSS DEBT: (as of June 30, 2020)	
Outstanding general obligation bonded debt: Water Resources	2,530,000
State Revolving Loan – Water Resources	6,859,408
Notes payable – Capital Installment Obligations	1,352,180
Certificates of Participation	<u>28,903,001</u>
Total	<u>39,644,589</u>
STATUTORY DEDUCTIONS:	
Outstanding general obligation bonded debt: Water Resources	<u>2,530,000</u>
Total	<u>2,530,000</u>
NET DEBT	<u>37,114,589</u>
LEGAL DEBT MARGIN	<u>\$ 299,842,065</u>



PROPERTY TAX – ASSESSED VALUES, TAX RATES, TAX LEVY AND ESTIMATED COLLECTIONS

ITEM	2019-2020		2020-2021
	BUDGET	ESTIMATED	BUDGET
General Fund (City Wide)			
Assessed Value	\$ 4,201,939,590	\$ 4,211,958,170	\$ 4,254,077,750
Tax Rate/Per \$100			
Assessed Value	.575	.575	.575
Tax Levy	24,161,150	24,300,580	24,460,950
Collection Rate	96.6%	96.6%	96.6%
Estimated Net Revenue	\$ 23,339,670	\$ 23,474,360	\$ 23,629,280
Downtown Development Fund			
(Municipal Tax District)			
Assessed Value	\$ 37,205,010	\$ 38,922,030	\$ 39,676,430
Tax Rate/Per \$100			
Assessed Value	.18	.18	.18
Tax Levy	66,970	70,210	71,440
Collection Rate	94.0%	94.0%	94.0%
Estimated Net Revenue	62,950	66,000	67,150

TAX VALUES, RATES, AND COLLECTIONS

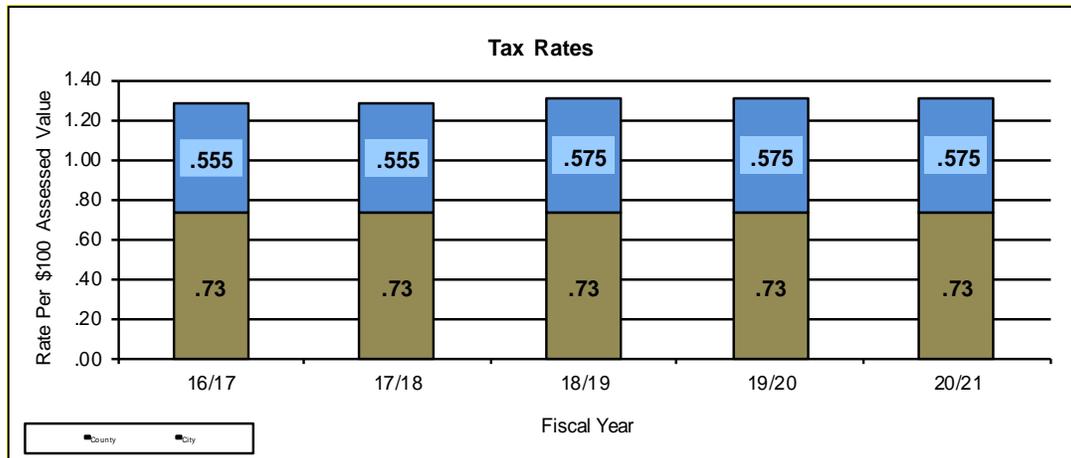
Fiscal Year	Assessed Valuation	Percent Change %	Tax Rate (per \$100)	Net Levy (Collected)
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2010-2011	3,897,895,993	+ 1%	.515	19,678,806
2011-2012	3,952,614,383	+ 1%	.515	19,860,046
2012-2013	4,016,228,608	+ 1%	.515	19,993,633
2013-2014	3,996,209,996	- 1%	.515	21,266,798
2014-2015	4,140,468,933	+ 3%	.515	20,970,965
2015-2016	4,287,376,918	+ 3%	.515	21,766,834
2016-2017*	4,066,651,874	- 5%	.555	22,278,764
2017-2018	4,067,471,963	+ .02%	.555	22,222,449
2018-2019	4,182,882,554	+ 2.8%	.575	23,710,165
2019-2020 (E)	4,211,958,170	+ .7%	.575	23,474,360
2020-2021 (B)	4,254,077,750	+ 1%	.575	23,629,280

(E) Estimated

(B) Budget

* Revaluation



PRINCIPAL TAXPAYERS

As of June 30, 2019

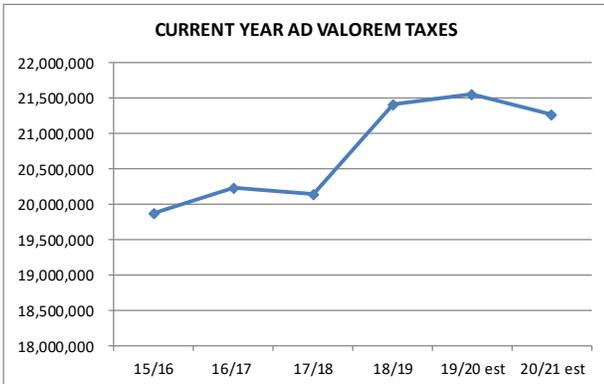
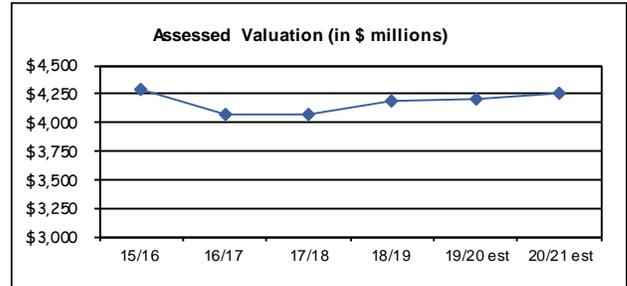
Name	Nature of Business	Assessed Valuation
BB&T	Banking	\$ 187,911,991
Sandoz Inc.	Pharmaceutical	100,898,420
DLP Wilson Medical Center, Inc.	Health Care	91,729,407
Fresenius Kabi USA, LLC	Pharmaceutical	67,482,868
Purdue Pharmaceuticals	Pharmaceutical	66,616,467
Alliance One	Tobacco Processor	65,531,052
Linamar Forgings Inc.	Manufacturing	41,741,222
IREIT Wilson Marketplace, LLC	Retail Management	29,686,939
Sleepy Hollow Development	Development	24,671,691
Absolute Plastics, LLC	Plastic Packaging	18,941,164

KEY REVENUE SOURCE ANALYSIS

The following provides analysis for key revenue sources in various funds. The City strives to estimate revenue as realistically as possible, but with an overall conservative preference. These estimates are based on actual prior year results, fiscal year 2019-20 approximation, impacts from statutory changes, and general economic forecasts. The City also takes into consideration forecasts of certain revenues provided by organizations such as the North Carolina League of Municipalities (NCLM).

Current Year Ad Valorem Property Tax (excludes Motor Vehicle Property Tax) = \$ 21,270,270

The City of Wilson property (ad valorem) tax rate for FY 2021 is 57.5 cents per \$100 of assessed property value. The ad valorem tax on property is the City’s major revenue source, representing 47% of all general fund revenues. Property categories assessed include land, buildings, and improvements (real property), personal property (business machinery and equipment, unlicensed vehicles like boats, etc.), vehicles, and public service (railroads) providers. In accordance with North Carolina General Statute 160A-209, the City levies property (ad valorem) taxes on July 1, the beginning of the City’s fiscal year, for property in place as of January 1 of that same calendar year. Property taxes are assessed and collected by Wilson County and remitted to the City throughout the year. These property taxes are separate from those levied by Wilson County. The taxes are due on September 1, but interest does not accrue until the following January. The City conservatively estimates the FY 2021 budget for ad valorem taxes.



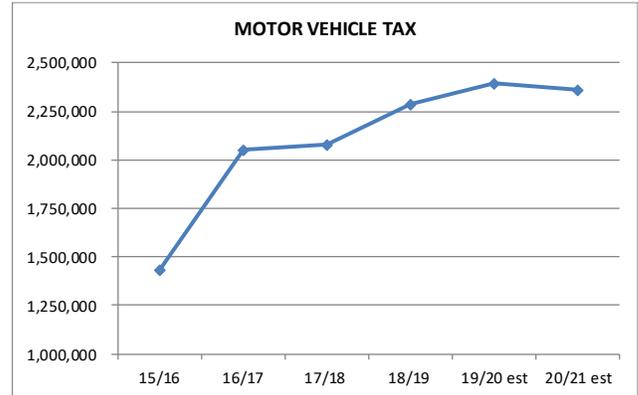
	Current Year Ad Valorem Budget	Current Year Ad Valorem Actual (net of refunds)
2015-2016	19,630,229	19,881,776
2016-2017	19,689,770	20,227,534
2017-2018	19,940,530	20,142,216
2018-2019	20,672,600	21,421,717
2019-2020	21,196,100	21,557,140 (Est.)
2020-2021	21,270,270	

KEY REVENUE SOURCE ANALYSIS

Current Year Motor Vehicle Property Tax = \$ 2,359,010

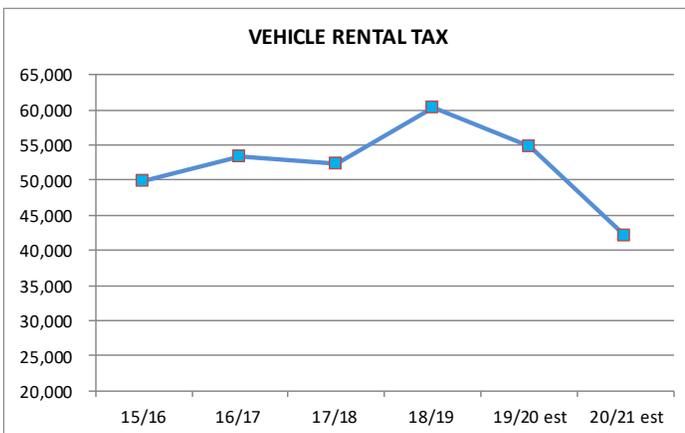
The North Carolina General Assembly passed a law which became effective July 1, 2013 to create a combined motor vehicle registration renewal and property tax collection system (Tag & Tax System). By doing so the new law transfers the responsibility for motor vehicle tax collection from the individual counties across North Carolina to the North Carolina Division of Motor Vehicles (NCDMV). North Carolina's Tag & Tax Together System has been designed as a convenient way to pay annual vehicle tag renewals and vehicle property taxes by combining them into one billing.

	Current Year Budget	Current Year Actual (net of refunds)
2015-2016	1,323,671	1,432,815
2016-2017	1,401,810	2,051,230
2017-2018	1,899,500	2,080,233
2018-2019	2,106,290	2,288,448
2019-2020	2,143,570	2,397,870 (Est.)
2020-2021	2,359,010	



Vehicle Rental Tax = \$ 42,030

Session Law 2000-2 was signed into law on May 17, 2000 and is entitled "An Act to Repeal the Property Tax on Certain Vehicles Leased or Rented under Retail Short-Term Leases or Rentals and to Replace Tax Revenue with a Local Tax on Gross Receipts Derived from Retail Short-Term Leases or Rentals". FY 2021 is estimated to decrease 23% below the estimated FY 2020 revenues, which is characteristic of a post-recession environment.

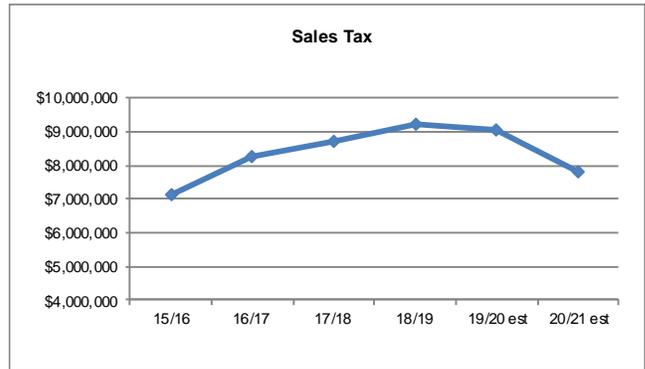


2015-2016	49,870
2016-2017	53,459
2017-2018	52,269
2018-2019	60,426
2019-2020	54,890 (Est.)
2020-2021	42,030 (Budget)

KEY REVENUE SOURCE ANALYSIS

Combined Sales Tax = \$ 7,788,220

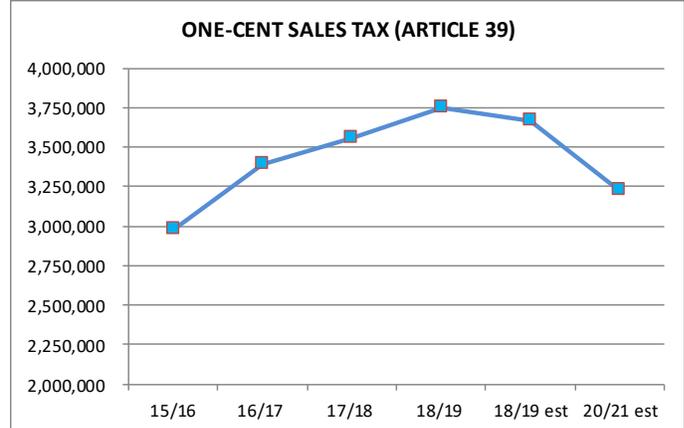
2015-2016	7,139,870
2016-2017	8,260,412
2017-2018	8,728,492
2018-2019	9,228,875
2019-2020	9,040,980 (Est.)
2020-2021	7,788,220 (Budget)



One-Cent Sales Tax (Article 39) = \$ 3,224,220

Wilson County levies a one-cent local sales tax on all retail sales, lease, or rental of tangible personal property, rental of motel or hotel rooms, and rendering of services according to Article 39 of North Carolina General Statute 105. Proceeds of the one-cent sales tax are distributed to municipalities in each respective county by a formula based on county point of sale. Once the county share is determined, municipalities and the county itself receive funding based on population within the respective county as recorded by the North Carolina Office of State Planning. Sales tax receipts are received monthly with the fourth quarter of each calendar year traditionally being the highest and first quarter being the lowest. While consumer confidence is high at this time, we recognize that it can change quickly. The FY 2021 budget for Article 39 is decreasing 0.58% compared to the FY 2020 budget.

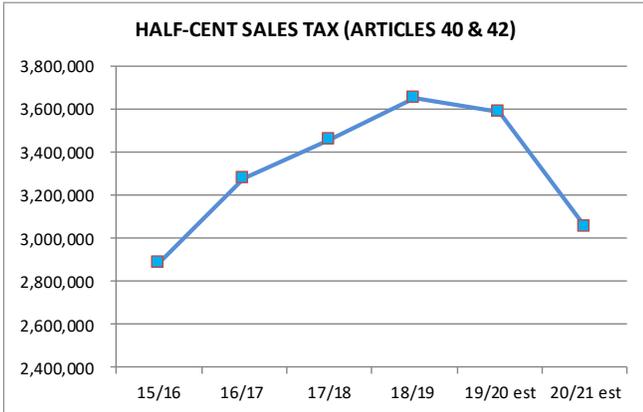
2015-2016	2,980,605
2016-2017	3,389,157
2017-2018	3,555,779
2018-2019	3,752,127
2019-2020	3,663,100 (Est.)
2020-2021	3,224,220 (Budget)



KEY REVENUE SOURCE ANALYSIS

Half-Cent Sales Taxes (Articles 40 and 42) = \$ 3,050,200

The North Carolina General Assembly authorized the half-cent sales tax as a local county option. Two half-cent sales taxes exist and both are currently collected statewide and then distributed to counties on a per capita basis according to Articles 40 and 42 North Carolina General Statutes 105. As of October 1, 2009, the Article 42 local option sales tax is distributed to municipalities based on county point of sale. The FY 2021 budget for Article 40 and 42 is increasing 1.6% compared to the FY 2020 budget.

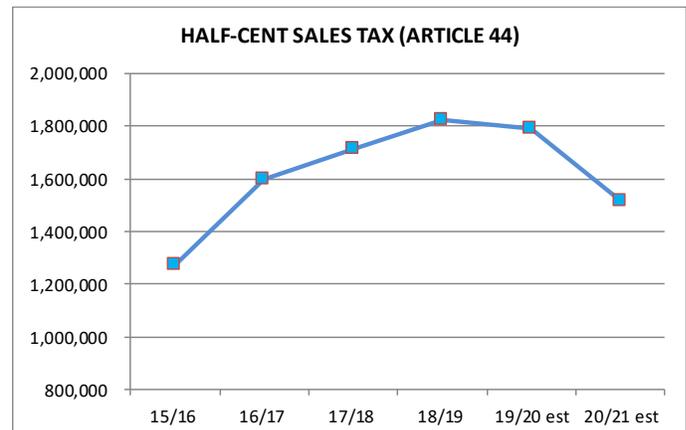


2015-2016	2,883,328	
2016-2017	3,275,007	
2017-2018	3,457,723	
2018-2019	3,652,188	
2019-2020	3,589,780	(Est.)
2020-2021	3,050,200	(Budget)

Half-Cent Sales Tax (Article 44) = \$ 1,513,800

The North Carolina General Assembly, as a local county option, authorized this half-cent sales tax with proceeds going to counties and municipalities effective in December 2002 as a replacement for the repealed intangibles tax and inventory tax reimbursements. This tax is different from the other sales taxes because it is not charged on food, and its distribution method is 50% on point of sale and 50% on per capita. In 2007, the state passed legislation to have the state assume county Medicaid costs, thus eliminating the Article 44 local option sales tax. Effective October 1, 2008, the state took over one quarter cent of the Article 44 sales tax as authorized by North Carolina General Statute 105, and effective October 1, 2009, the state took over the remaining one-quarter cent. The legislation provides for municipalities to be completely reimbursed for the loss of their share of tax revenues, accounting for growth. The first one quarter cent has been replaced by a payment equal to 50% of the amount the City receives from the Article 40 sales tax, and the second one-quarter cent has been replaced by a payment equal to 25% of the City's share of the Article 39 sales tax. These payments come from Wilson County's share of sales tax revenues, but and is paid directly to the City by the NC Department of Revenue. The FY 2021 budget for Article 44 is decreasing 1.6% compared to the FY 2020 budget.

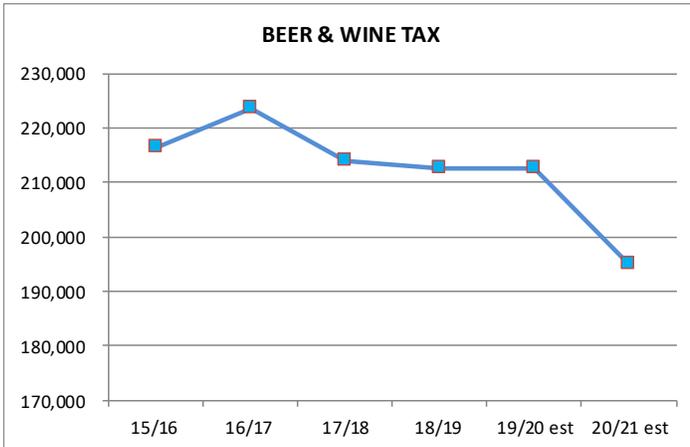
2015-2016	1,275,937
2016-2017	1,596,248
2017-2018	1,714,990
2018-2019	1,824,560
2019-2020	1,788,100 (Est.)
2020-2021	1,513,800 (Budget)



KEY REVENUE SOURCE ANALYSIS

Beer and Wine Tax = \$ 195,000

The State of North Carolina levies this tax on alcoholic beverages, and a municipality may share in the revenues if beer or wine is sold legally within its jurisdiction according to North Carolina General Statute 105-13.82. The statute provides that the state shares 23.75% of state beer tax collections, 62% of state unfortified wine tax collections and 22% of state fortified wine tax collections with local government units. These proceeds are distributed within 60 days of March 31, and local portions are based on the City’s population as recorded by the North Carolina Office of State Planning.

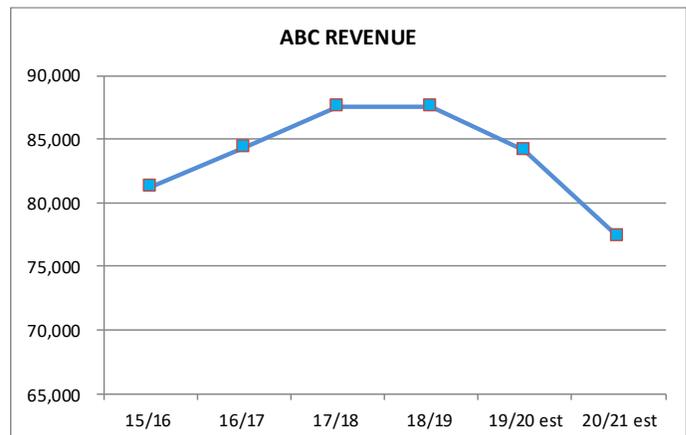


2015-2016	216,526	
2016-2017	223,417	
2017-2018	213,991	
2018-2019	212,455	
2019-2020	212,450	(Est.)
2020-2021	195,000	(Budget)

ABC REVENUE = \$ 77,330

Pursuant to North Carolina General Statute 18B, ABC taxes are distributed quarterly by the county alcohol control board based on the ad valorem levy from the previous year after expenses are deducted for law enforcement, education, and rehabilitation according to North Carolina General Statute 10A-15(14). The FY 2021 budget is projected to decrease 8% from the estimated FY 2020. This revenue source fluctuates from year to year and is not related to demographic variables, so a conservative projection is used.

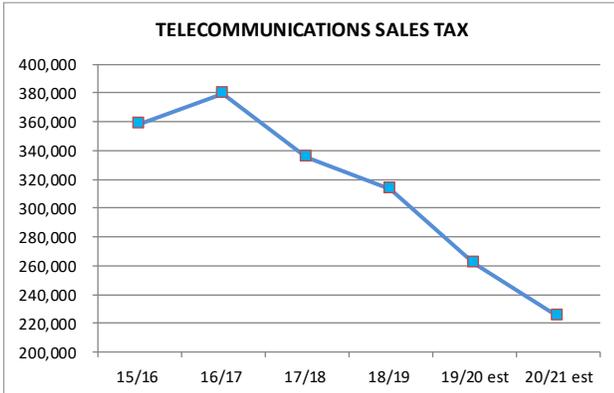
2015-2016	81,250
2016-2017	84,375
2017-2018	87,500
2018-2019	87,500
2019-2020	84,150 (Est.)
2020-2021	77,330 (Budget)



KEY REVENUE SOURCE ANALYSIS

Telecommunications Sales Tax = \$ 224,490

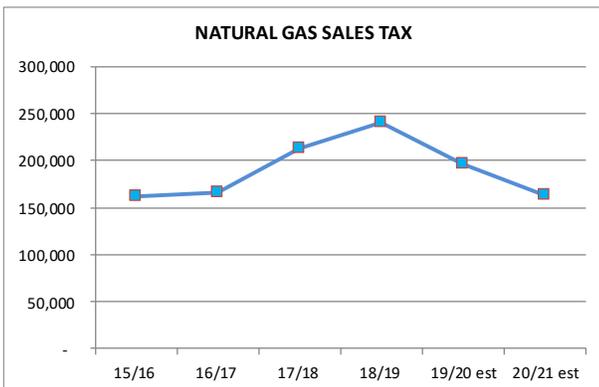
This revenue represents the City’s share of the state gross receipts tax on telecommunications providers, and like the utilities sales tax, revenue is received quarterly. The FY 2021 budget is projected to decrease by 14.2% from the estimated FY 2020 revenues to reflect the downward trend in taxable revenues in this industry. The decline relates to customers abandoning landline telephone service for mobile service. Mobile engagement continues to increase among all age categories.



2015-2016	357,906	
2016-2017	379,601	
2017-2018	335,582	
2018-2019	312,944	
2019-2020	261,480	(Est.)
2020-2021	224,490	(Budget)

Natural Gas Sales Tax = \$ 163,590

Prior to FY 2015, the State of North Carolina levied a tax on the gross receipts of electricity companies and a tax on the volume of piped natural gas sold by gas companies. Municipalities received a portion of the gas and electricity taxes generated within their corporate limits. Effective July 1, 2014, these franchise taxes were repealed and the general sales tax rate is applied to the sale of piped natural gas and electricity. Utility taxes continue to be received quarterly from the State, with the highest receipts expected in the fourth quarter of the fiscal year. During the first year of implementation, utility sales tax revenues were significantly higher than projected for electricity and significantly lower for natural gas, both of which were the result of estimation errors by legislative staff of the effect of the legislation. This revenue source is highly sensitive to several factors, with weather conditions, consumption and price being significant influences. These factors are taken into consideration during the budget process.



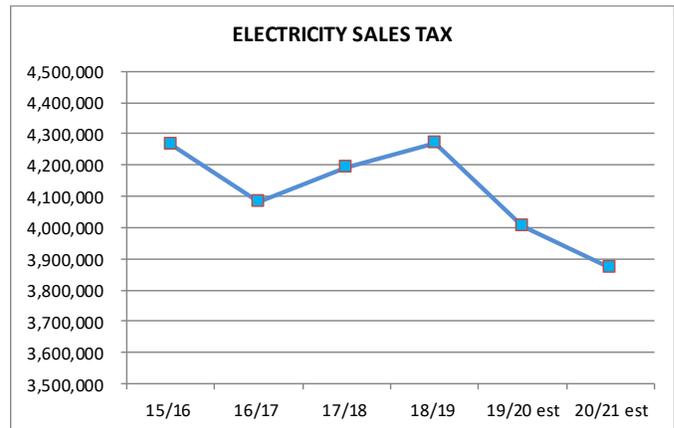
2015-2016	162,406	
2016-2017	165,716	
2017-2018	213,365	
2018-2019	240,676	
2019-2020	195,900	(Est.)
2020-2021	163,590	(Budget)

KEY REVENUE SOURCE ANALYSIS

Electricity Sales Tax = \$ 3,869,380

Prior to FY 2015, the State of North Carolina levied a tax on the gross receipts of electricity companies and a tax on the volume of piped natural gas sold by gas companies. Municipalities received a portion of the gas and electricity taxes generated within their corporate limits. Effective July 1, 2014, these franchise taxes were repealed and the general sales tax rate is applied to the sale of piped natural gas and electricity. Utility taxes continue to be received quarterly from the State, with the highest receipts expected in the fourth quarter of the fiscal year. During the first year of implementation, utility sales tax revenues were significantly higher than projected for electricity and significantly lower for natural gas, both of which were the result of estimation errors by legislative staff of the effect of the legislation. This revenue source is highly sensitive to several factors, with weather conditions, consumption and price being significant influences. These factors are taken into consideration during the budget process and conservative estimates are used.

2015-2016	4,267,797
2016-2017	4,083,527
2017-2018	4,191,146
2018-2019	4,268,684
2019-2020	4,002,650 (Est.)
2020-2021	3,869,380 (Budget)

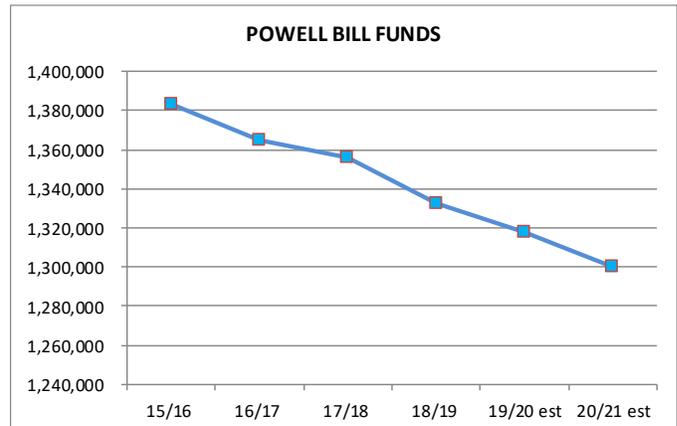


Powell Bill Funds = \$ 1,300,000

In previous years, Powell Bill funds were projected based on a percentage of gas tax revenues. In 2016, the General Assembly eliminated this relationship and made the Powell Bill a direct appropriation of State dollars. The General Assembly could decide to adjust the amount of Powell Bill funds for FY 2021. Our budget is conservative to address this possibility.

The formula for calculating Powell Bill distributions remains unchanged. Of the total annual distribution, 75% is allocated based on population of the eligible city. The remaining 25% distribution is allocated based on the number of city-maintained street system miles within each municipality.

2015-2016	1,382,907
2016-2017	1,364,969
2017-2018	1,356,307
2018-2019	1,332,204
2019-2020	1,317,960 (Est.)
2020-2021	1,300,000 (Budget)

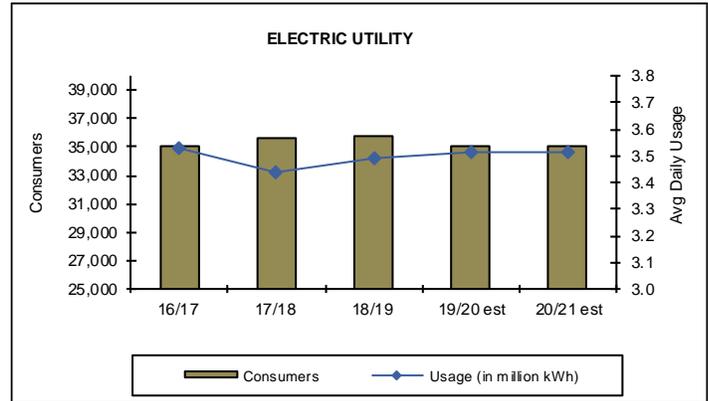


KEY REVENUE SOURCE ANALYSIS

Electric Sales/Charges for Service = \$ 125,599,410

Electric sales are highly sensitive to cyclical variability in weather and are budgeted conservatively to mitigate the impact from wide-ranging swings in weather patterns. Sales for FY 2021 are estimated to be approximately 2.9% higher than FY 2020 sales.

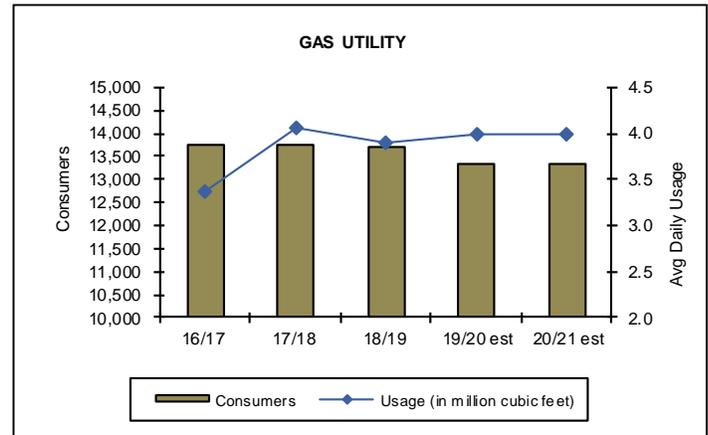
2015-2016	127,934,762
2016-2017	124,734,434
2017-2018	124,697,205
2018-2019	125,591,388
2019-2020	122,023,314 (Est.)
2020-2021	125,599,410 (Budget)



Gas Sales/Charges for Service = \$ 17,184,700

Natural gas sales for FY 2020 decreased 10.7% from sales from FY 2019. Gas sales are influenced by consumption, which is related to various factors; predominately weather conditions and rates of economic growth. Gas sales are budgeted conservatively to mitigate any impact from wide-ranging swings in weather patterns.

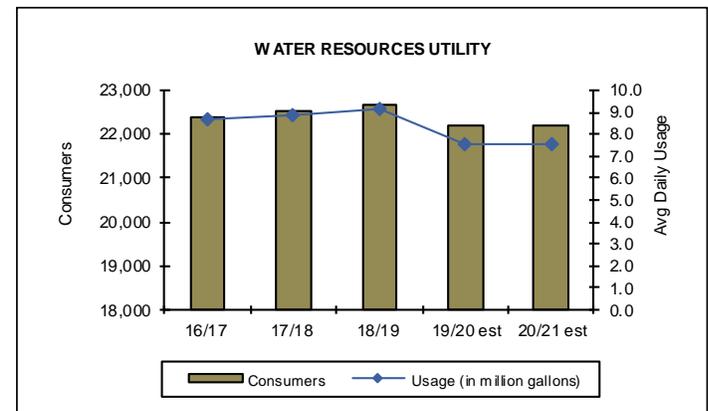
2015-2016	14,829,063
2016-2017	14,854,558
2017-2018	18,652,908
2018-2019	18,553,960
2019-2020	16,561,100 (Est.)
2020-2021	17,184,700 (Budget)



Water Sales/Charges for Service = \$ 13,592,570

The FY 2021 budgeted sales are 3.8% higher than the FY 2020 sales. Conservation, slowed economic growth and unpredictable weather conditions all directly contribute to the level of sales.

2015-2016	11,342,705
2016-2017	11,733,928
2017-2018	11,862,100
2018-2019	12,528,291
2019-2020	13,099,613 (Est.)
2020-2021	13,592,570 (Budget)

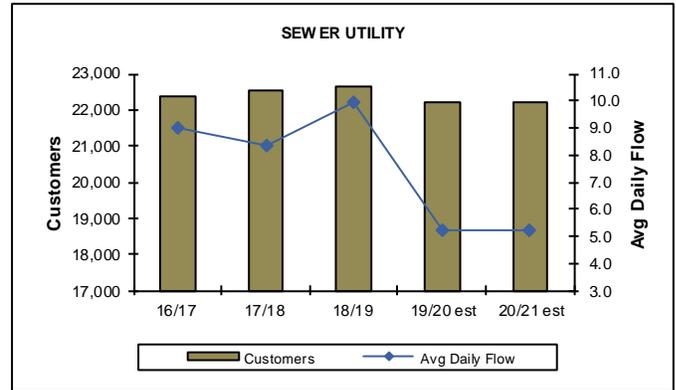


KEY REVENUE SOURCE ANALYSIS

Sewer Sales/Charges for Service = \$ 13,910,300

The FY 2021 sanitary sewer charges are budgeted with a 0.87% increase compared to FY 2020 charges. Conservation, slowed economic growth and fluctuating weather conditions all directly contribute to the level of sales.

2015-2016	12,260,389
2016-2017	12,917,010
2017-2018	13,079,265
2018-2019	13,653,835
2019-2020	13,790,201 (Est.)
2020-2021	13,910,300 (Budget)



FULL-TIME POSITIONS SUMMARY

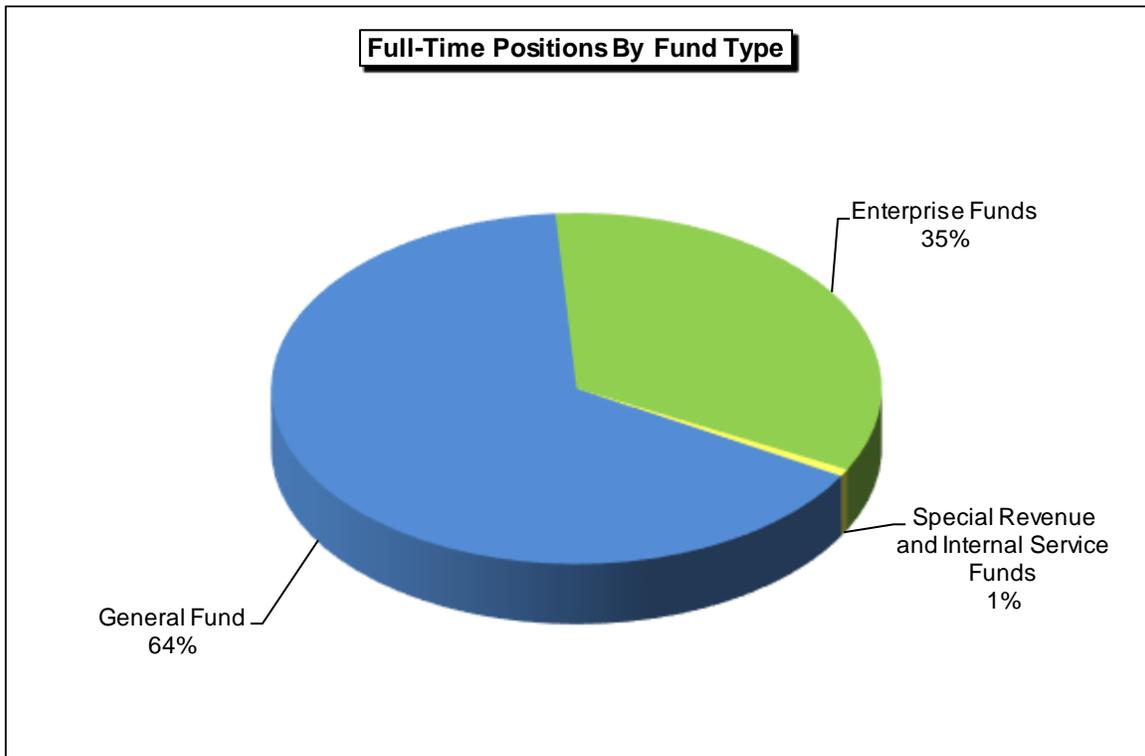
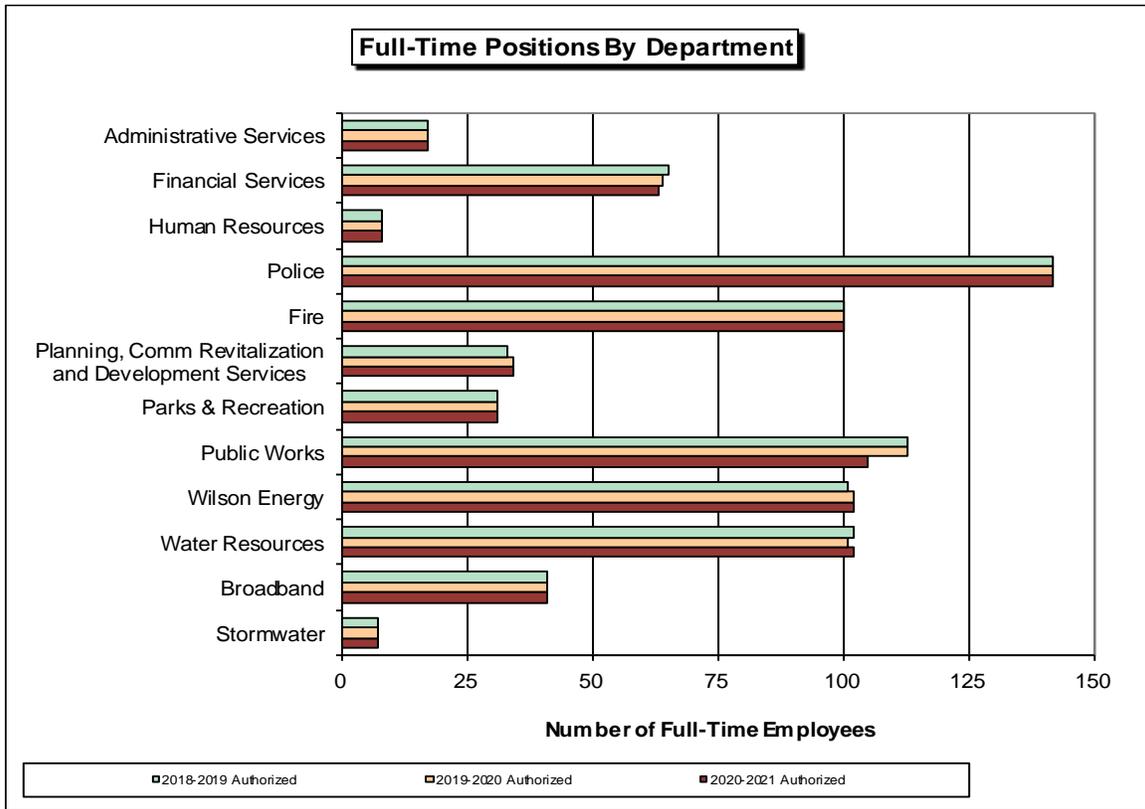
DEPARTMENT	DIVISION		2018-19 POSITIONS (as amended)	2019-20 POSITIONS (as amended)	2020-21 POSITIONS
Administrative Services	Administration	1002	4	4	4
	Communications and Marketing	1004	3	3	3
	Facility Services	1006	6	6	6
	Human Relations	1020	3	3	3
	Gig East Exchange	1025	1	1	1
				17	17
Financial Services	Administration and Accounting	2001	14	14	14
	Purchasing and Warehouse	2004	10	9	9
	Billing, Collections, Customer Service, and Credit	2006	39	39	38
	Print Services	2008	2	2	2
				65	64
Human Resources	Human Resources	2501	6	6	6
			6	6	6
Police	Police	3101	140	140	140
	Police Overhires		2	2	2
			142	142	142
Fire	Fire	3201	97	97	97
	Fire Overhires		3	3	3
			100	100	100
Planning, Community Revitalization, and Development Services	Planning and Community Revitalization	3501	11	11	11
	Construction Standards	3502	9	10	10
	Land Development	3504	4	4	4
	Neighborhood Improvements	3505	3	3	3
	Geographic Information Services	3506	3	3	3
				30	31
Parks and Recreation	Recreation	4001	11	11	11
	Parks	4002	17	18	18
	Wedgewood	4045	3	3	3
				31	32
Public Works	Public Works Administration	5001	7	7	7
	Street Maintenance	5002	25	25	25
	Environmental Services	5003	40	40	40
	Engineering	5004	4	4	4
	Fleet Maintenance	5005	17	17	17
	Stormwater Compliance	5006	4	4	4
	Parking and Traffic	5008	6	6	6
				103	103

FULL-TIME POSITIONS SUMMARY

DEPARTMENT	DIVISION	2018-19 POSITIONS (as amended)	2019-20 POSITIONS (as amended)	2020-21 POSITIONS
Electric	Electric Administration	6001	5	5
	Engineering and System Planning	6002	13	13
	System Control and Communications	6003	6	7
	Electric Distribution	6005	51	51
	Key Accounts and Marketing	6006	1	1
			76	77
Gas	Gas Distribution	6502	21	21
	Utility Locators	6503	4	4
			25	25
Water Resources	Water Resources Administration	7001	2	2
	Water Treatment	7002	21	20
	Water Distribution	7003	20	20
	Water Reclamation	7004	31	31
	Wastewater Collection	7005	28	28
		102	101	
Broadband	Broadband Administration	6301	2	2
	Broadband Operations	6302	13	13
	Broadband Head End Engineering	6303	4	4
	Technical Support Services	6306	8	8
	Unified Communications Center	6307	14	14
		41	41	
Stormwater Management	Stormwater Management	7606	7	7
			7	7
Downtown Development	Administration	8501	3	3
			3	3
Mass Transit	Administration	5101	3	3
	Operations	5102	7	7
			10	10
Risk Management	Risk Services	2503	2	2
			2	2
GRAND TOTAL			760	761
				753

Note: Maintaining a strong team requires us to define strategic roles for each team member and through collaboration bring different strengths to the table. Our flexible staffing management takes into consideration the staff needed to maintain efficient operations and process improvements achieved through technology advances or additional training. As a result, to maximize productivity staffing levels may vary from year-to-year as we shift resources between various divisions or departments to meet operational needs. Overall, staffing level reductions for FY 2021 result in a net decrease of eight (8) positions in the budget. The reductions are specific to the loss of eight (8) positions in Mass Transit due to the implementation of an on-demand contract service model. The total full-time positions for FY2021 are 753.

FULL-TIME POSITIONS SUMMARY





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