



BUDGET PERFORMANCE REPORT
OCTOBER 2022 – FISCAL YEAR 2023



Executive Summary

Fiscal Year 2023 Overview through October FY2023

The FY2023 Performance Report is an opportunity to highlight spending patterns in areas requiring additional observation or action throughout the fiscal year. Guilford County's current fiscal year runs from July 1, 2022 through June 30, 2023, and this report's actual performance through October 31, 2022.

General Fund Summary

The General Fund is the primary operating fund for Guilford County. The General Fund is supported through collected property tax (\$0.7305 per \$100 of property value), sales tax, intergovernmental (federal or state grants, or state shared revenue), and other revenues. These revenues support service delivery for county departments, including departments in Human Services, Public Safety, the Guilford County School System, Community Services, and General Government operations.

The table below shows revenues and expenditure actuals through October of FY2022 and FY2023.

| | FY2023 Amended Budget | FY2023 YTD Actuals | % Collected YTD | FY2022 Amended Budget | FY2022 YTD Actuals | % Collected |
|--------------------------------|-----------------------------|-----------------------|-------------------------|-----------------------------|-----------------------|-------------------------|
| Sources of Funds | | | | | | |
| Property Tax | \$502,484,435 | \$325,477,539 | 64.8% | 402,140,000 | 265,283,864 | 66.0% |
| Sales Tax | 90,060,000 | 7,822,797 | 9% | 100,000,000 | 8,381,714 | 8% |
| Other Tax | 5,875,000 | 2,059,593 | 35% | 5,050,000 | 2,551,033 | 51% |
| Intergovernmental | 103,386,554 | 14,218,859 | 14% | 91,859,244 | 15,110,949 | 16% |
| Charges for Service | 43,572,654 | 15,740,459 | 36% | 43,328,818 | 17,222,164 | 40% |
| Miscellaneous Revenues | 8,899,071 | 1,552,483 | 17% | 7,471,109 | 1,186,522 | 16% |
| Licenses & Permits | 2,395,380 | 721,634 | 30% | 2,390,050 | 810,873 | 34% |
| Debt Issued | 4,350,000 | - | 0% | 3,386,000 | 3,386,029 | 100% |
| Penalties, Fines & Forfeitures | 1,527,102 | 870,288 | 57% | 1,477,000 | 601,903 | 41% |
| Total Revenues | \$762,550,196 | \$368,463,653 | 48% | \$657,102,221 | \$314,535,051 | 48% |
| Fund Balance Appropriated | 40,327,260 | | | \$46,836,237 | | |
| Total Sources of Funds | \$802,877,456 | | | \$703,938,458 | | |
| | | | | | | |
| | FY2023 Amended Budget | FY2023 YTD Actuals | % Budget Utilization | FY2022 Amended Budget | FY2022 YTD Actuals | % Budget Utilization |
| Expenses by Type | | | | | | |
| Personnel | \$180,413,324 | \$47,072,220 | 26% | \$153,744,216 | \$44,475,091 | 29% |
| Benefits | 85,013,044 | 25,846,482 | 30% | 78,941,337 | 24,547,154 | 31% |
| Supplies & Materials | 18,135,019 | 2,714,074 | 15% | 14,216,873 | 2,822,337 | 20% |
| Other Services & Charges | 359,657,752 | 104,101,963 | 29% | 331,540,251 | 98,787,149 | 30% |
| Human Services Assistance | 18,734,555 | 5,175,887 | 28% | 19,506,370 | 4,545,029 | 23% |
| Capital | 59,288,472 | 1,709,936 | 3% | 6,903,554 | 527,219 | 8% |
| Debt Service* | - | - | - | 1,350 | - | 0% |
| Transfers | 81,635,290 | 26,864,529 | 33% | 99,084,507 | 33,033,876 | 33% |
| Total Expenses | \$802,877,456 | \$213,485,089 | 27% | \$703,938,458 | \$208,737,854 | 30% |

*Debt service is shown in the transfer line starting in FY2022.



General Fund Revenue Dashboard

(Yearly Comparison Through October)

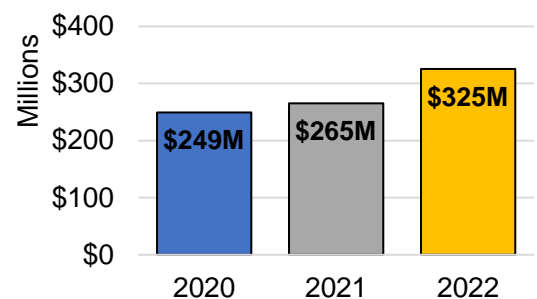
General Fund revenues support the primary functions of Guilford County. The major revenue categories in the adopted FY2023 budget are property tax (63%), sales tax (11%), and intergovernmental - federal, state, or state shared revenues (13%). Other revenues include revenue generated from the issuance of permits, licenses, penalties and other fees charged for County services. Staff monitor the performance of these revenues to determine if corrective action is needed due to revenue source underperformance, and to identify historical trends and projected outlook during the budget development process. The section below reports actuals from FY2021 through FY2023.

The County collected \$325.5million (or 64.8 percent) of its **property tax** budget through October of FY2023. While collections through September are \$60.1 million more than the amount collected in the same period of the prior year, the collection rate remains in line with prior year (67.60% vs. 68.67% prior year). Staff will continue to monitor property tax collections each month.

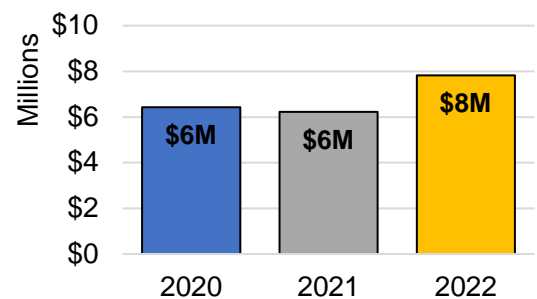
The FY2023 General Fund budget includes \$90.1 million in revenue generated from **sales tax** receipts. Gross sales tax collections remain above prior year (4%); however, the County continues to monitor refunds which were higher in prior years. Refunds are submitted by governmental agencies or not-for-profit agencies, so any major construction projects or purchases eligible for refunds may impact future collections based on when the State processes the refund request.

Intergovernmental revenues are lower than the same period of the prior year. Grant funds and other intergovernmental revenues are often disbursed to the County throughout the year, and the year-to-year variance may be due to the timing of when the County receives funds from other government agencies.

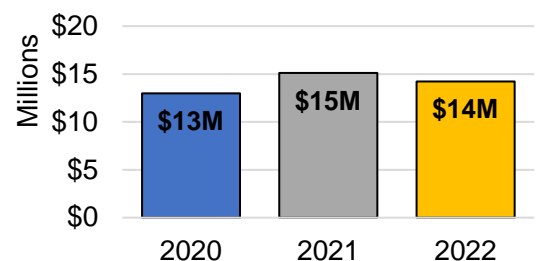
Property Tax Revenues (YTD)



Sales Tax Revenues (YTD)



Intergovernmental Revenues (YTD)





General Fund Expense Dashboard

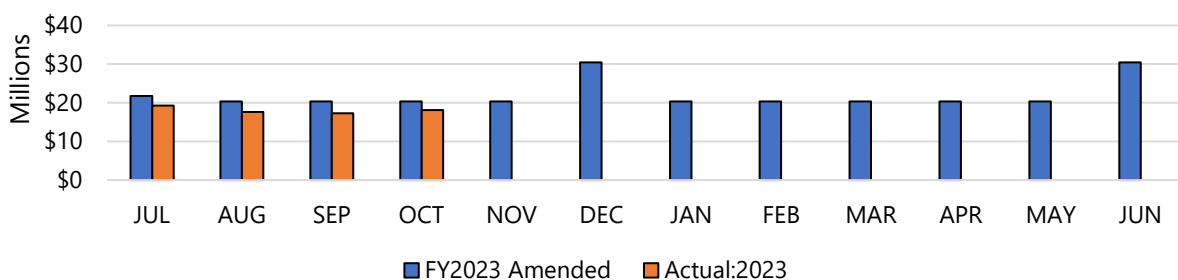
(Yearly Comparison Through October)

The General Fund operating budget is comprised of four major categories: personnel (salaries), benefits, operating expenditures, and transfers (capital or debt). Staff monitor these categories to identify corrective actions if an area is exceeding planned expenses, identify savings to support additional county priorities, and to ensure estimated expenses are supported by estimated revenues.

To support various county functions, Guilford County has an amended position count of 2,856.75 positions in the FY2023 General Fund budget. Spending on **regular salaries** is in line with prior years and **overtime** costs are greater as staff in various departments work additional hours associated with market challenges filling vacant positions. Decreased spending on **group insurance** was offset by increased spending on **retirement** costs in comparison to the prior year. State mandated retirement costs continue to increase associated with a 12.10% mandated County contribution to the retirement plan for non-sworn positions, and 13.1% for sworn. This is a 0.75 percentage point increase over the prior year.

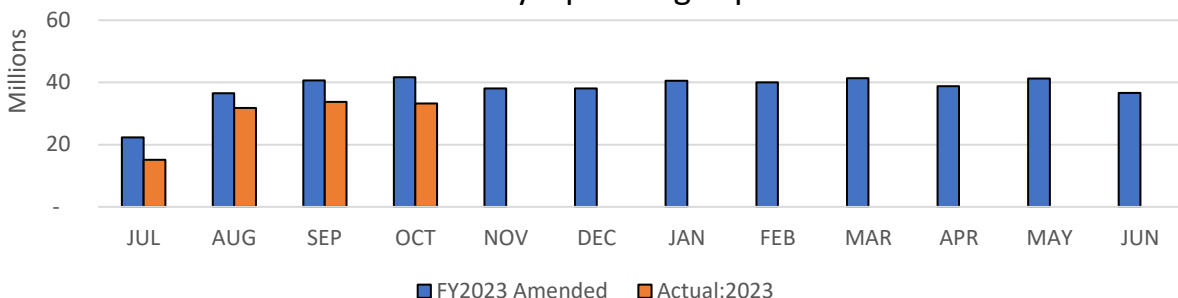
The graph below shows the County anticipates higher personnel-related expenses in November due to implementation of the findings of the compensation study, and in December and June due to the occurrence of an additional pay period in those months. The Personnel budget continues to perform within expectations:

FY2023 Monthly Personnel Expenditures



The graphs below show performance for the County's **operating expense accounts**.

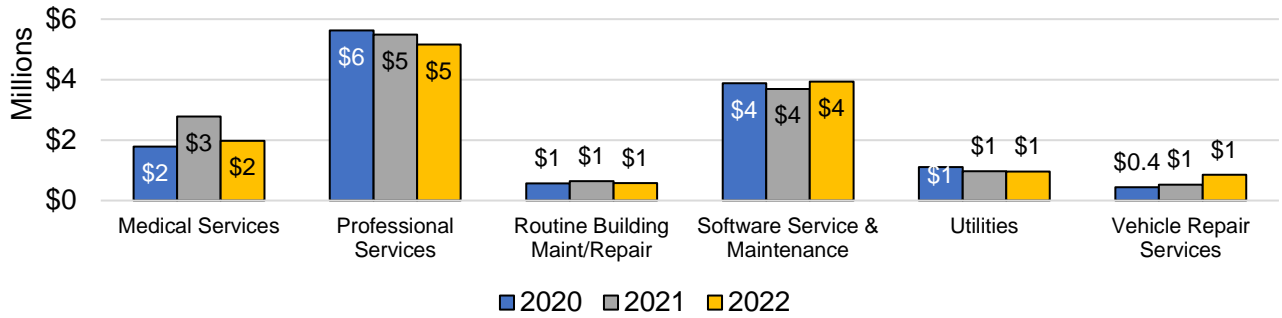
FY2023 Monthly Operating Expenditures



*This chart does not include transfers.

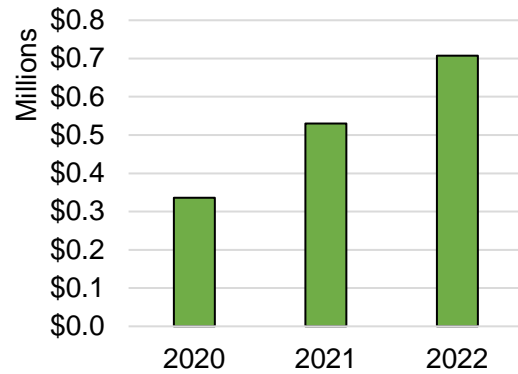


Key Operating Accounts



The FY2023 budget for **vehicle fuel** is \$1.1 million higher than for the prior fiscal year as the County anticipates fuel prices will continue to fluctuate.

Vehicle Fuel Actuals





General Fund Expenditures Summary by Department

The table below provides an overview of departmental spending patterns by comparing the current budget and prior year spending. In general, departments are performing as expected if budget utilization is around 33% (4 out of 12 months).

| | FY2023 Amended Budget | FY2023 M4 Actuals | % Budget Utilization | FY2022 Amended Budget | FY2022 M4 Actuals | % Budget Utilization |
|-----------------------------------|-----------------------------|----------------------|-------------------------|-----------------------------|----------------------|-------------------------|
| GENERAL GOVERNMENT | | | | | | |
| County Commissioners & Clerk | \$1,479,368 | 388,002 | 26% | \$1,149,495 | 383,749 | 33% |
| County Administration | 2,785,354 | 659,101 | 24% | 2,384,924 | 693,825 | 29% |
| County Attorney | 4,119,284 | 989,585 | 24% | 3,580,641 | 957,011 | 27% |
| General Government* | 15,000,000 | - | 0% | - | - | 0% |
| Human Resources | 9,887,336 | 3,008,269 | 30% | 8,401,185 | 2,947,050 | 35% |
| Budget & Management Services | 1,138,946 | 271,355 | 24% | 837,244 | 130,236 | 16% |
| Internal Audit | 833,620 | 227,700 | 27% | 750,626 | 170,935 | 23% |
| Finance | 3,334,169 | 899,682 | 27% | 3,208,292 | 831,490 | 26% |
| Public Relations | 792,526 | 23,504 | 3% | 595,091 | - | 0% |
| Purchasing | 1,020,286 | 289,547 | 28% | 443,420 | 135,282 | 31% |
| Tax | 8,472,139 | 2,470,930 | 29% | 8,353,573 | 2,458,723 | 29% |
| Register of Deeds | 3,228,761 | 848,526 | 26% | 2,678,609 | 795,829 | 30% |
| Elections | 3,478,234 | 1,168,013 | 34% | 3,302,459 | 442,612 | 13% |
| EDUCATION | | | | | | |
| Guilford County Schools & GTCC | 274,467,898 | 87,596,255 | 27% | 247,667,898 | 79,254,341 | 32% |
| Reserve for Education Capital | 50,000,000 | - | - | - | - | - |
| HUMAN SERVICES | | | | | | |
| DHHS Administration* | 268,371 | 67,126 | 25% | - | - | 0% |
| Public Health | 64,348,671 | 12,064,778 | 19% | 59,750,601 | 12,071,118 | 20% |
| Mental Health | 11,078,588 | 2,526,561 | 23% | 10,828,208 | 3,394,781 | 31% |
| Social Services | 77,196,282 | 21,785,190 | 28% | 72,653,120 | 20,250,598 | 28% |
| Child Support Enforcement | 7,761,190 | 2,244,935 | 29% | 7,604,295 | 2,282,122 | 30% |
| Transportation | 1,513,249 | 360,010 | 24% | 1,398,868 | 363,128 | 26% |
| Veteran Services | 531,676 | 128,661 | 24% | 351,844 | 98,389 | 28% |
| Coordinated Services | 3,873,423 | 601,593 | 16% | 1,974,058 | 338,984 | 17% |
| PUBLIC SAFETY | | | | | | |
| Security | 3,376,957 | 833,454 | 25% | 2,998,222 | 815,603 | 27% |
| Law Enforcement | 81,810,654 | 25,604,774 | 31% | 77,461,653 | 23,130,463 | 30% |
| Emergency Services | 41,218,907 | 9,196,439 | 22% | 38,342,825 | 10,492,974 | 27% |
| Inspections | 3,588,375 | 941,257 | 26% | 2,773,390 | 835,007 | 30% |
| Juvenile Detention | 3,485,036 | 651,206 | 19% | 3,179,396 | 743,289 | 23% |
| Family Justice Center | 1,201,518 | 435,806 | 36% | 1,166,199 | 352,936 | 30% |
| Animal Services | 5,150,357 | 1,243,715 | 24% | 5,125,471 | 1,204,052 | 23% |
| Court Services | 1,191,704 | 285,907 | 24% | 1,144,367 | 220,340 | 19% |
| SUPPORT SERVICES | | | | | | |
| Information Services | 7,245,423 | 4,875,448 | 28% | 13,020,898 | 5,008,735 | 38% |
| Facilities | 10,949,274 | 2,837,845 | 26% | 9,979,282 | 2,617,409 | 26% |
| Fleet Operation | 2,283,338 | 453,439 | 20% | 1,452,930 | 263,017 | 18% |
| COMMUNITY SERVICES | | | | | | |
| Planning and Development | 1,349,088 | 270,680 | 20% | 1,015,832 | 252,280 | 25% |
| Cooperative Extension Service | 933,531 | 245,227 | 26% | 736,861 | 216,400 | 29% |
| Solid Waste | 2,492,021 | 360,598 | 14% | 2,655,859 | 397,378 | 15% |
| Soil & Water Conservation | 413,715 | 101,165 | 24% | 363,871 | 70,637 | 19% |
| Culture & Libraries | 2,350,160 | 2,239,116 | 95% | 2,113,485 | 1,468,630 | 69% |
| Recreation - Parks | 5,929,761 | 1,504,920 | 25% | 5,615,499 | 1,505,968 | 27% |
| Economic Development & Assist. | 2,943,956 | - | 0% | 3,644,025 | 75,000 | 2% |
| DEBT REPAYMENT | | | | | | |
| | 68,354,310 | 22,784,772 | 33% | 93,233,944 | 31,067,532 | 33% |
| GENERAL FUND EXPENSE TOTAL | \$802,877,456 | \$213,485,089 | 27% | \$703,938,458 | \$208,737,854 | 30% |

*The General Government line shown here is for the \$15.0 million allocated for employee salaries/compensation in the FY2023 budget. The Health & Human Services Administration Division was created as a part of the FY2023 budget.



Fire District Summary

The County has 24 special fire protection / service districts providing fire response in areas of the county not serviced by a municipal fire department. Nineteen of these districts also have fire protection service overlay districts -- funding mechanisms used to generate funds for fire protection services once the district tax rates reach the caps established when the districts were first established. The primary funding for each district comes from property tax revenue generated by a special district tax. The tax, which is in addition to the County's general property tax, is levied on the property in each district. The revenues generated are dedicated for use in the district where they are raised. The districts also receive funding from their share of the local option sales taxes levied by the County.

| | FY2023 Amended Budget | FY2023 M4 Actuals | % Collected | FY2022 Amended Budget | FY2022 M4 Actuals | % Collected |
|--------------------------------|--------------------------------------|------------------------------|------------------------|--------------------------------------|------------------------------|------------------------|
| Property Tax | \$21,892,689 | \$15,097,655 | 69% | \$17,836,004 | \$12,397,687 | 70% |
| Sales Tax | 4,699,879 | 331,944 | 7% | 4,012,034 | 284,151 | 7% |
| Penalties, Fines & Forfeitures | - | 13,300 | 0% | - | 14,847 | 0% |
| Total Revenues | \$26,592,568 | \$15,442,899 | 58% | \$21,848,038 | \$12,696,685 | 58% |
| Fund Balance Appropriated | \$1,351,169 | | | \$1,303,475 | | |
| Total Sources of Funds | \$27,943,737 | \$15,442,899 | | \$23,151,513 | \$12,696,685 | |

| | FY2023 Amended Budget | FY2023 M4 Actuals | % Budget Utilization | FY2022 Amended Budget | FY2022 M4 Actuals | % Budget Utilization |
|---|--------------------------------------|------------------------------|---------------------------------|--------------------------------------|------------------------------|---------------------------------|
| Revenues | | | | | | |
| Alamance | \$2,494,639 | \$1,497,680 | 60% | \$1,982,080 | \$1,161,502 | 59% |
| Climax | 276,313 | 86,162 | 31% | 215,134 | 117,885 | 55% |
| Colfax | 992,891 | 540,693 | 54% | 933,775 | 516,367 | 55% |
| No. 13 (Rankin) | 2,051,878 | 1,179,682 | 57% | 1,653,257 | 954,364 | 58% |
| No. 14 (Franklin Blvd) | 270,376 | 146,474 | 54% | 271,073 | 143,788 | 53% |
| No. 18 (Deep River) | 382,199 | 191,093 | 50% | 361,650 | 167,034 | 46% |
| No. 28 (Friedens) | 363,607 | 180,573 | 50% | 292,708 | 144,931 | 50% |
| Hornetown | 56,516 | 28,450 | 50% | 49,295 | 24,479 | 50% |
| Gibsonville | 15,715 | 8,653 | 55% | 15,394 | 8,710 | 57% |
| Guilford College | 640,865 | 227,284 | 35% | 688,985 | 273,589 | 40% |
| Guil-Rand | 283,705 | 128,950 | 45% | 236,915 | 104,207 | 44% |
| Julian | 119,584 | 60,066 | 50% | 114,214 | 53,415 | 47% |
| Kimesville | 149,028 | 69,280 | 46% | 134,750 | 60,351 | 45% |
| Mcleansville | 2,100,188 | 1,306,667 | 62% | 1,543,837 | 820,260 | 53% |
| Mount Hope | 1,131,675 | 592,152 | 52% | 887,810 | 450,234 | 51% |
| Northeast | 1,879,413 | 1,095,605 | 58% | 1,630,361 | 915,571 | 56% |
| Oak Ridge | 2,474,756 | 1,383,813 | 56% | 2,020,469 | 1,170,725 | 58% |
| Pincroft-Sedgefield | 3,603,051 | 1,898,811 | 53% | 2,992,918 | 1,601,814 | 54% |
| Pleasant Garden | 1,379,457 | 727,325 | 53% | 1,087,166 | 557,570 | 51% |
| PTIA | 228,348 | 96,605 | 42% | 250,715 | 118,213 | 47% |
| Southeast | 353,374 | 171,566 | 49% | 270,699 | 137,749 | 51% |
| Stokesdale | 1,330,852 | 827,673 | 62% | 1,024,182 | 642,759 | 63% |
| Summerfield | 4,209,279 | 2,402,811 | 57% | 3,493,333 | 2,011,040 | 58% |
| Whitsett | 1,156,028 | 594,831 | 51% | 1,000,793 | 540,128 | 54% |
| Total Fire District Expenditures | \$27,943,737 | \$15,442,899 | 55% | \$23,151,513 | \$12,696,685 | 55% |



Other Annual Funds

In addition to the General and Rural Fire District funds, the County maintains additional annual funds. The table below shows revenue and expenditure actuals through September for these funds.

| | FY2023 Amended Budget | FY2023 M4 Actuals | % Budget | FY2022 Amended Budget | FY2022 M4 Actuals | % Budget |
|---|-----------------------------|----------------------|-------------|-----------------------------|----------------------|-------------|
| 2000 Internal Service Fund | | | | | | |
| Revenues | \$59,878,797 | \$16,422,933 | 27% | \$55,937,553 | 41,424,153 | 74% |
| Expenditures | 59,878,797 | 16,474,536 | 28% | 55,937,553 | 16,075,159 | 29% |
| 4500 Room Occupancy/Tourism Dev Fund | | | | | | |
| Revenues | 6,000,000 | 1,375,570 | 23% | 6,000,000 | 1,580,806 | 26% |
| Expenditures | 6,000,000 | 1,375,570 | 23% | 6,000,000 | 1,580,806 | 26% |
| 4700 Tax Revaluation Fund | | | | | | |
| Revenues | 362,500 | 119,584 | 33% | 276,913 | 92,304 | 33% |
| Expenditures | 362,500 | 2,192 | 1% | 276,913 | 2,297 | 1% |
| 4730 Fines & Forfeitures Fund* | | | | | | |
| Revenues | 4,000,000 | 581,248 | 15% | - | - | - |
| Expenditures | 4,000,000 | 541,099 | 14% | - | - | - |
| 4740 DSS Representative Payee Fund* | | | | | | |
| Revenues | 4,000,000 | 12,244 | 0% | - | - | - |
| Expenditures | 4,000,000 | 43,166 | 1% | - | - | - |
| 4850 Opioid Settlement Fund* | | | | | | |
| Revenues | 300,000 | 944,750 | 315% | - | - | - |
| Expenditures | 300,000 | - | 0% | - | - | - |
| 9100 Debt Service Fund | | | | | | |
| Revenues | 104,336,218 | 25,227,619 | 24% | 93,202,594 | 31,067,532 | 33% |
| Expenditures | 104,336,218 | 29,398,803 | 28% | 93,202,594 | 27,330,433 | 29% |

*The Fines and Forfeitures Fund, DSS Representative Payee Fund and Opioid Settlement Fund were each established in FY2022.