

Memo

To: Board of Supervisors
From: Chris Boylan
Re: Q1 2021 Financial Report
Date: April 8, 2021

As of March 31st, net of pass throughs, the general fund had revenues of \$3,922,202 and expenses of \$2,448,145 for a positive variance of \$1,474,057. As of March 31st, the general fund balance was \$7,161,890.

On the expense side, almost all departments are well under budget. Of particular note, the Public Works budget for snow removal was over budget by \$45,991, due to budget cuts and unexpected storm events. However, this was offset by savings across other Public Works line items.

On the revenue side, overall, revenues performed stronger than anticipated. Earned Income Tax and Real Estate Transfer Tax exceeded Q12021 expectations. We received Transfer Tax revenue for four commercial properties that sold in Q12021; M&T Bank and Swiss Farms on Paoli Pike, Laundromat on West Chester Pike, and a small commercial unit on Boot Rd. Commercial sales are unbudgeted and contributed to this positive variance.

Additionally, State Liquid Fuels revenue of \$508,674 was received on March 29, 2021. This was approximately 3% more than budgeted. We invested this in a special PLGIT TERM, earning 0.12%, and maturing on December 23, 2021.

Other funds

- The **State Liquid Fuels Fund** had \$510,994 in revenues and \$0 in expenses. The fund balance is \$511,035.
- The **Capital Reserve Fund** had \$405,421 in revenues and \$465,344 expenses. The fund balance was \$4,959,995.
- The **Transportation Fund** had \$231 in revenues and \$0 in expenses. The fund balance was \$609,567.
- The **Sewer Operating Fund** had \$936,909 in revenues and \$707,305 in expenses. The fund balance was \$1,229,852.
- The **Refuse Fund** had \$298,224 in revenues and \$267,825 in expenses. The fund balance was \$560,539.
- The **Bond Fund** had \$167 in revenues and \$81,938 in expenses. The fund balance was \$3,102,853.
- The **Sewer Capital Reserve Fund** had \$262 in revenues and \$59,538 in expenses. The fund balance is \$2,191,053.
- The **Operating Reserve Fund** had \$361 in revenues and \$104 in expenses. The fund balance is \$2,630,420.

Accounts Receivable

Utilities Accounts Receivable went from \$227K end of February to \$144K at the end of March, a reduction of \$83K.

Other A/R (Recharges, Alarms, On-lot and other Misc. Invoices) improved from an aged (over 30 days) outstanding A/R of \$10K in February to an aged outstanding A/R balance of \$4K in March. Kelly Brophy does a great job monitoring these accounts for collection.

Long-Range Budget Planning Session

I anticipate working on the Long-Range and expect to review with Rick, along with the new Township Manager and Township Finance Director in early May 2021. A follow-up session is expected with the Board at a later date.

Investment Overview

All total, our cash is currently yielding a weighted average of .05% (compared to .11% three months ago), which includes investing the State Liquid Fuels revenue in a special PLGIT TERM at .12%. The average time until maturity of our illiquid (TERM) investments, which is only the State Liquid Fuels investment, is 269 days.

SUMMARY OF FUNDS REPORT (AKA "JOE REPORT")
ALL FUNDS MARCH 2021
 * NOTE: GENERAL FUND INCLUDES PASS-THROUGH ACCOUNTS

	GENERAL FUND*	LIQUID FUELS STATE FUND	CAP RESV FUND	TRANSPORT. FUND	SEWER OP. FUND	REFUSE FUND	SEWER CAP RESV FUND	OPERATING RESERVE	TOWNSHIP FUNDS	MUNICIPAL AUTHORITY	BOND FUND
01/01/21 BEGINNING BALANCE	\$5,676,091	\$41	\$5,019,917	\$609,337	\$1,000,248	\$530,140	\$2,250,329	\$2,630,163	\$17,716,266	\$6,372	\$3,184,623
RECEIPTS											
310 TAXES	\$3,475,658	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,475,658	\$0	\$0
320 LICENSES & PERMITS	\$107,957	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$107,957	\$0	\$0
330 FINES & FORFEITS	\$7,261	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,261	\$0	\$0
340 INTERESTS & RENTS	\$25,820	\$0	\$62,681	\$231	\$117	\$48	\$262	\$361	\$89,519	\$1	\$167
350 INTERGOVERNMENTAL	\$3,928	\$510,994	\$342,740	\$0	\$0	\$0	\$0	\$0	\$857,662	\$0	\$0
360 CHARGES FOR SERVICES	\$125,229	\$0	\$0	\$0	\$936,792	\$298,176	\$0	\$0	\$1,360,197	\$1,128	\$0
380 MISCELLANEOUS REVENUES	\$456,303	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$456,303	\$564	\$0
390 OTHER FINANCING SOURCES	\$167,916	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$167,916	\$82,198	\$0
	\$4,370,071	\$510,994	\$405,421	\$231	\$936,909	\$298,224	\$262	\$361	\$6,522,472	\$83,892	\$167
EXPENDITURES											
400 GENERAL GOVERNMENT	\$333,077	\$0	\$13,642	\$0	\$0	\$0	\$0	\$0	\$346,719	\$0	\$0
410 PUBLIC SAFETY	\$1,734,826	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,734,826	\$0	\$0
420 HEALTH & WELFARE	\$50,611	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50,611	\$0	\$0
426 SANITATION & REFUSE	\$0	\$0	\$0	\$0	\$612,950	\$267,825	\$0	\$0	\$880,775	\$82,198	\$0
430 HIGHWAYS,ROADS & STREETS	\$439,075	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$439,075	\$0	\$0
450 CULTURE-RECREATION	\$63,858	\$0	\$197,195	\$0	\$0	\$0	\$0	\$0	\$261,053	\$0	\$81,938
460 CONSERVATION & DEVELOPMENT	\$314	\$0	\$254,231	\$0	\$0	\$0	\$0	\$0	\$254,545	\$0	\$0
470 DEBT SERVICE	\$12,285	\$0	\$0	\$0	\$71,591	\$0	\$0	\$0	\$83,876	\$0	\$0
480 MISCELLANEOUS EXPENDITURES	\$265,829	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$265,829	\$0	\$0
490 OTHER FINANCING USES	\$0	\$0	\$276	\$0	\$22,764	\$0	\$59,538	\$104	\$82,681	\$104	\$0
	\$2,899,876	\$0	\$465,344	\$0	\$707,305	\$267,825	\$59,538	\$104	\$4,399,991	\$82,302	\$81,938
2021 SURPLUS/(DEFICIT)*	\$1,470,196	\$510,994	(\$59,922)	\$231	\$229,604	\$30,399	(\$59,276)	\$257	\$2,122,482	\$1,590	(\$81,770)
CLEARING ACCOUNT ADJUSTMENTS	\$15,603										
3/31/21 ENDING BALANCE	<u>\$7,161,890</u>	<u>\$511,035</u>	<u>\$4,959,995</u>	<u>\$609,567</u>	<u>\$1,229,852</u>	<u>\$560,539</u>	<u>\$2,191,053</u>	<u>\$2,630,420</u>	<u>\$19,854,350</u>	<u>\$7,962</u>	<u>\$3,102,853</u>

**EAST GOSHEN TOWNSHIP
GENERAL FUND SUMMARY
As of March 31, 2021**

Account Title	2021 Annual Budget	2021 YTD Budget	2021 YTD Actual	\$ Variance	% Variance
EMERGENCY SERVICES EXPENSES	4,653,865	1,484,744	1,244,266	(240,478)	-16.2%
PUBLIC WORKS EXPENSES	2,284,898	551,289	566,101	14,812	2.7%
ADMINISTRATION EXPENSES	2,008,620	544,711	438,501	(106,210)	-19.5%
CODES EXPENSES	510,621	133,202	110,929	(22,273)	-16.7%
PARK AND RECREATION EXPENSES	661,575	113,703	76,312	(37,391)	-32.9%
TOTAL CORE FUNCTION EXPENSES	10,119,579	2,827,649	2,436,110	(391,539)	-13.8%
EMERGENCY SERVICES REVENUES	277,646	226,377	4,061	(222,316)	-98.2%
PUBLIC WORKS REVENUES	975,185	127,892	175,159	47,267	37.0%
ADMINISTRATION REVENUES	331,050	40,269	41,424	1,155	2.9%
CODES REVENUES	275,671	37,331	70,071	32,740	87.7%
PARK AND RECREATION REVENUES	165,419	39,024	49,497	10,473	26.8%
TOTAL CORE FUNCTION REVENUES	2,024,971	470,893	340,211	(130,682)	-27.8%
NET EMERGENCY SERVICES	4,376,219	1,258,367	1,240,205	(18,162)	-1.4%
NET PUBLIC WORKS	1,309,713	423,397	390,942	(32,455)	-7.7%
NET ADMINISTRATION	1,677,570	504,442	397,077	(107,365)	-21.3%
NET CODES	234,950	95,871	40,859	(55,012)	-57.4%
NET PARK AND RECREATION	496,156	74,679	26,815	(47,864)	-64.1%
CORE FUNCTION NET SUBTOTAL	8,094,608	2,356,756	2,095,898	(260,858)	-11.1%
DEBT - PRINCIPAL	362,998	-	-	0	0.0%
DEBT - INTEREST	188,758	11,898	12,036	138	1.2%
TOTAL DEBT	551,756	11,898	12,036	138	1.2%
TOTAL CORE FUNCTION NET	8,646,364	2,368,654	2,107,934	(260,720)	-11.0%
NON-CORE FUNCTION REVENUE					
EARNED INCOME TAX	5,000,000	1,213,257	1,294,103	80,846	6.7%
REAL ESTATE PROPERTY TAX	2,045,609	1,862,831	1,855,868	(6,963)	-0.4%
REAL ESTATE TRANSFER TAX	675,000	103,011	238,018	135,007	131.1%
CABLE TELEVIS.FRANCHISE	430,000	109,040	105,777	(3,263)	0.0%
LOCAL SERVICES TAX	315,000	77,546	84,654	7,108	9.2%
OTHER INCOME	180,755	5,348	3,572	(1,776)	-33.2%
TOTAL NON CORE FUNCTION REVENUE	8,646,364	3,371,033	3,581,991	210,958	6.3%
NET RESULT	0	1,002,379	1,474,057	471,678	