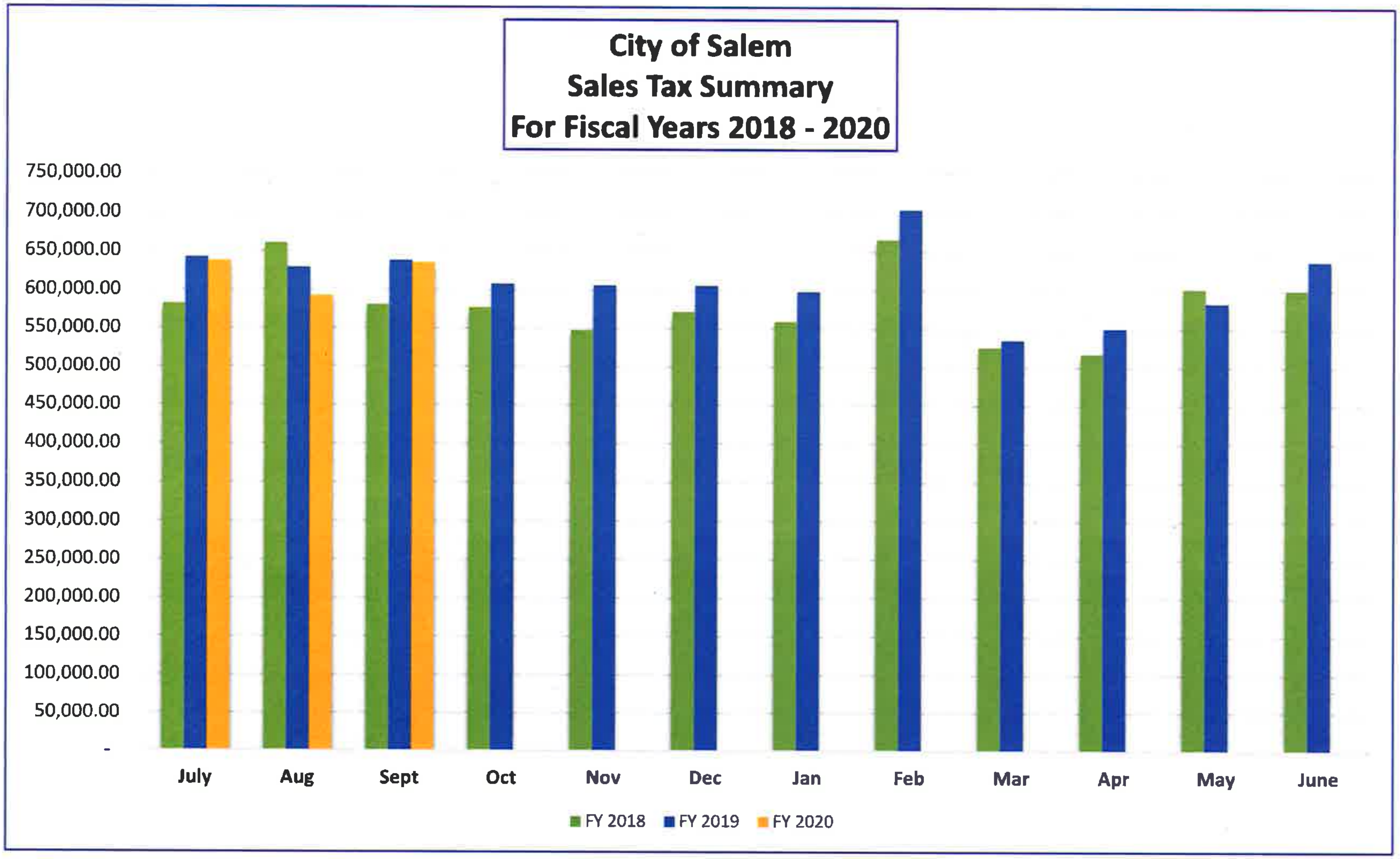
ITEM # 3B
DATE 12/9/19

Schedule A

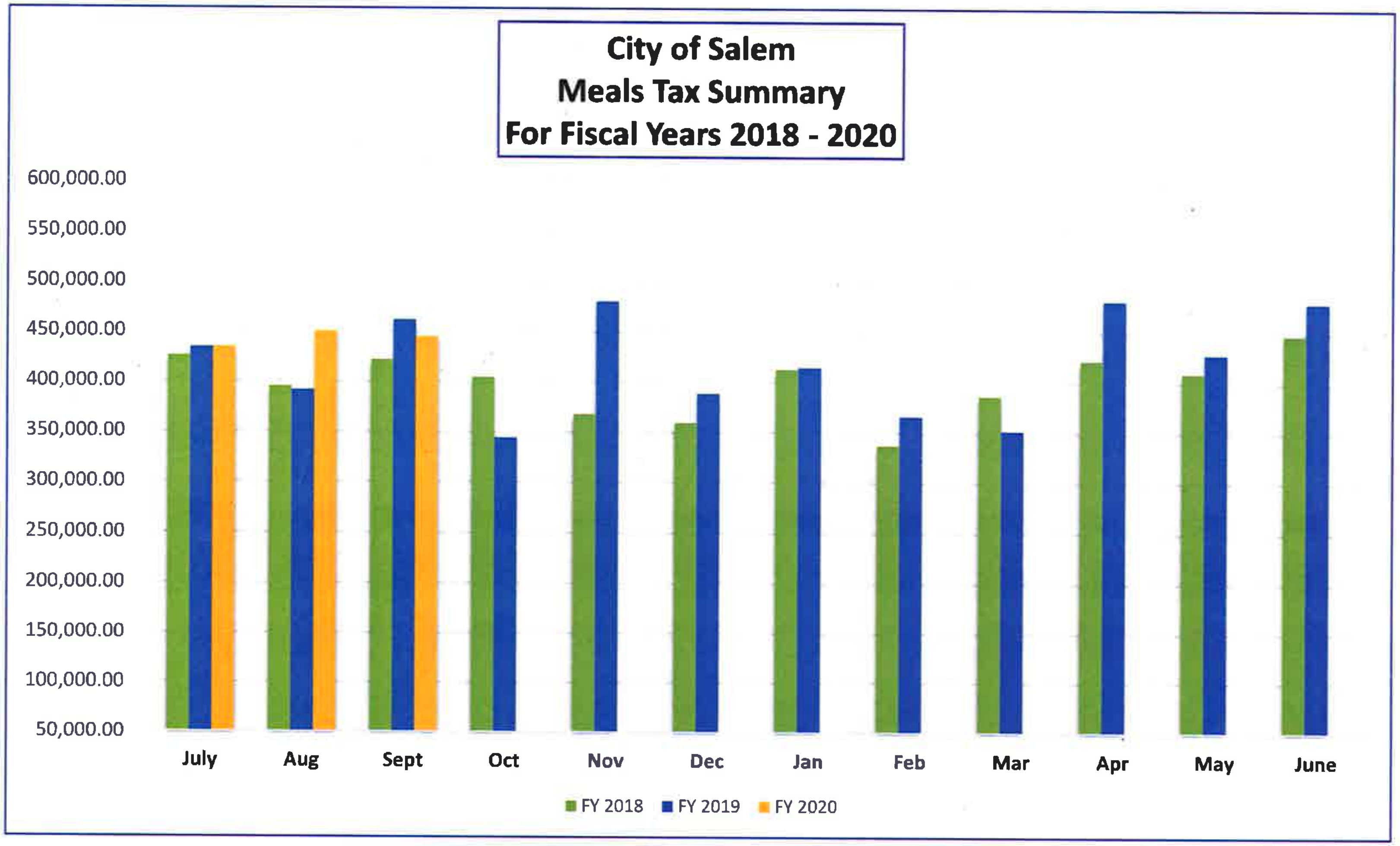
City of Salem, Virginia
General Fund
Statement of Revenues and Expenditures
For Three Months Ending September 30, 2019

	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Revenues:					
Beginning Balance 7-1-19	$ 1,690,755	-	0%	$ -	$ -
General Property Taxes	37,880,695	630,006	2%	646,089	(16,083)
Other Local Taxes	22,938,000	2,558,106	11%	2,632,595	(74,489)
Permits and Licenses	297,950	91,518	32%	94,510	(2,992)
Fines and Forfeitures	113,500	11,464	20%	22,893	(11,429)
Revenue from Use of Money and Property	1,718,569	532,996	6%	107,401	425,595
Charges for Services	3,483,775	725,376	18%	626,753	98,623
Payment in Lieu of Taxes from Electric Fund	3,160,000	-	0%	-	-
Payment in Lieu of Taxes from Water Fund	163,000	45,717	27%	44,293	1,424
Miscellaneous Revenue	182,677	184,218	13%	24,549	159,669
Recovered Costs	13,296	-	0%	-	-
Non-Categorical Aid	3,908,287	144,289	4%	148,988	(4,699)
Shared Expenses	1,411,164	204,419	14%	196,962	7,457
Categorical Aid	6,891,968	1,347,389	20%	1,402,561	(55,172)
Non-Revenue Receipts	-	1,155	0%	-	1,155
Total Revenues	83,853,636	6,476,653	8%	5,947,594	529,059
Expenditures:					
General Government	7,298,593	2,090,386	25%	1,803,432	286,954
Judicial Administration	2,270,308	556,380	23%	527,142	29,238
Public Safety	17,199,564	4,670,906	26%	4,485,986	184,920
Public Works	11,456,610	2,343,351	16%	1,888,425	454,926
Health and Welfare	3,294,776	992,210	19%	631,545	360,665
Education	22,915,270	6,560,299	28%	6,463,194	97,105
Parks, Recreation and Cultural	5,685,084	1,528,305	23%	1,318,792	209,513
Community Development	2,900,635	1,332,685	43%	1,243,282	89,403
Non-Departmental	7,742,130	1,045,106	12%	939,691	105,415
Contingency	2,115,666	-	0%	-	-
Contingency for Economic Dev. Opportunities	200,000	-	0%	-	-
Reserve for Fund Balance Replenishment	450,000	-	0%	-	-
Reserve for Capital	325,000	-	0%	-	-
Total Expenditures	83,853,636	21,119,628	25%	19,301,489	1,818,139
Revenues Over/(Under) Expenditures	$ -	$ (14,642,975)		$ (13,353,895)	$ (1,289,080)

Schedule B


City of Salem
Sales Tax Summary
For Fiscal Years 2018 - 2020
750,000.00
700,000.00
650,000.00
600,000.00
550,000.00
500,000.00
450,000.00
400,000.00
350,000.00
300,000.00
250,000.00
200,000.00
150,000.00
100,000.00
50,000.00
-
July
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
June
FY 2018
FY 2019
FY 2020

Schedule C



City of Salem
Meals Tax Summary
For Fiscal Years 2018 - 2020
600,000.00
550,000.00
500,000.00
450,000.00
400,000.00
350,000.00
300,000.00
250,000.00
200,000.00
150,000.00
100,000.00
50,000.00
July
Aug
Sept
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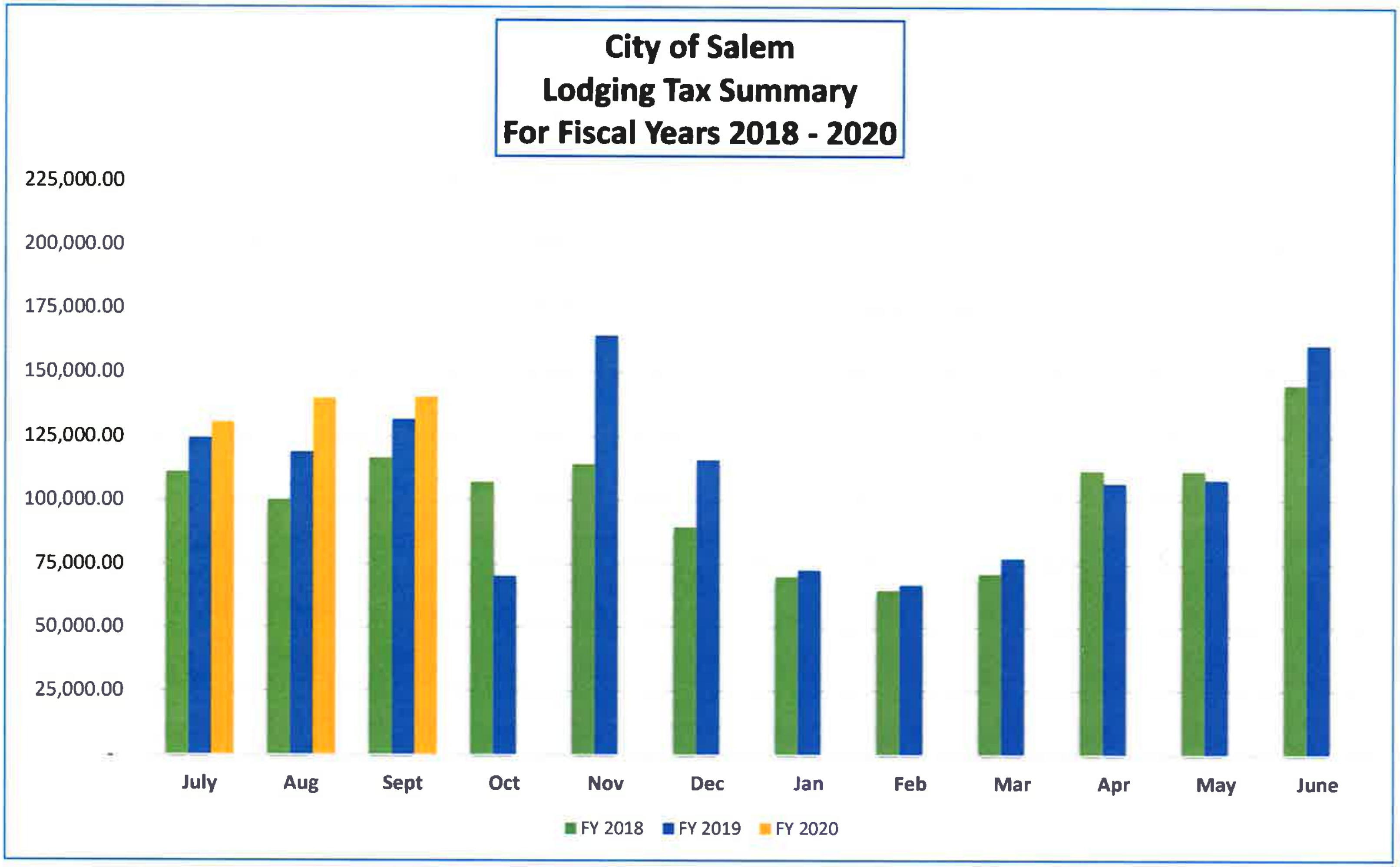
Nov
Dec
Jan
Feb
Mar
Apr
May
June
FY 2018
FY 2019
FY 2020

Schedule D



City of Salem
Lodging Tax Summary
For Fiscal Years 2018 - 2020
225,000.00
200,000.00
175,000.00
150,000.00
125,000.00
100,000.00
75,000.00
50,000.00
25,000.00
-
July
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Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
June
FY 2018
FY 2019
FY 2020

City of Salem, Virginia
Debt Outstanding
For Period Ending September 30, 2019

Schedule E

	Balance 7/1/2019	Issuances	Principal Payments	Balance 9/30/2019
City Debt Outstanding				
2010B VML/VACO Series G Build America Bonds	$ 2,700,000	$ -	$ -	$ 2,700,000
2010D VML/VACO Bonds I Tax Exempt Bonds	1,775,000	-	-	1,775,000
2011 Union First Market Refunding Bonds	1,996,164	-	-	1,996,164
2013 Public Improvement Bonds	1,335,250	-	(89,425)	1,245,825
2015 Key Bank Refunding Bonds	1,581,684	-	-	1,581,684
2016A Public Improvement Bonds	3,275,107	-	-	3,275,107
2016B Public Improvement Bonds	980,736	-	-	980,736
2019 Public Improvement Bonds	5,025,000	-	-	5,025,000
Total City Debt Outstanding	18,668,941	-	(89,425)	18,579,516
School Debt Outstanding				
2011 Union First Market Refunding Bonds	3,493,836	-	-	3,493,836
2012A Public Improvement Bonds	6,681,500	-	(477,250)	6,204,250
2013 Public Improvement Bonds	4,114,750	-	(275,575)	3,839,175
Total School Debt Outstanding	14,290,086	-	(752,825)	13,537,261
Total Debt Outstanding	$ 32,959,027	$ -	$ (842,250)	$ 32,116,777

City of Salem, Virginia
Capital Projects Fund
Statement of Revenues and Expenditures
For Period Ending September 30, 2019

	Budget	Project To Date	Encumbrances	Total Project	Available Balance	Year To Date	
Fund Balance, July 1, 2019							2,720,784
Revenues:							
Federal Grants	10,753,772	315,408	-	315,408	10,438,364	3,000	
State Grants	2,302,530	62,447	-	62,447	2,240,083	-	
Proceeds From Debt Issuance	4,365,336	4,365,336	-	4,365,336	-	-	
Interest Income	95,043	106,666	-	106,666	(11,623)	11,624	
Donations	45,000	35,000	-	35,000	10,000	-	
Transfer From General Fund	1,310,962	1,347,678	-	1,347,678	(36,716)	250,000	
Transfer From Electric Fund	450,600	450,600	-	450,600	-	-	
Transfer From Water Fund	28,000	28,000	-	28,000	-	-	
Transfer From Schools Fund	150,000	150,000	-	150,000	-	-	
Total Revenues	19,501,243	6,861,135	-	6,861,135	12,640,108		264,624
Expenditures:							
ERP - New World	530,079	525,394	4,685	530,079	-	-	
Radio System Upgrade	2,632,218	2,154,142	102,532	2,256,674	375,544	2,526	
Fire Station Alerting System	258,469	219,393	39,076	258,469	-	27,561	
Roanoke Blvd Multimodal Impr at VA	876,381	47,258	-	47,258	829,123	2,560	
Colorado St Bridge Replacement	6,450,000	22,597	696,940	719,537	5,730,463	-	
Apperson Drive Bridge Replacement	3,364,939	48,200	-	48,200	3,316,739	-	
Street Department Equipment 2019	711,979	436,659	235,500	672,159	39,820	290,983	
Courthouse Cooling Tower Replacement	85,000	73,858	-	73,858	11,142	-	
TAP House Roof Renovations	66,942	-	-	-	66,942	-	
VDOT E Main Project UPC 8753	149,000	-	-	-	149,000	-	
Rke River Greenway Phase 2B	376,586	361,885	12,723	374,608	1,978	71,747	
Hanging Rock Battlefield Phase 2	563,383	107,027	15,513	122,540	440,843	-	
Kiwanis Scoreboard	45,158	45,158	-	45,158	-	-	
Parks & Recreation Equipment 2019	45,000	40,161	-	40,161	4,839	6,145	
Western Roanoke River Greenway	50,000	1,500	-	1,500	48,500	-	
Downtown Impr - E Main St/College Ave	1,132,044	110,085	1,035	111,120	1,020,924	3,164	
Downtown Impr - E Main St/Broad St	614,065	89,340	2,100	91,440	522,625	8,375	
Downtown Impr - CDBG Community Impr	535,000	7,060	19,069	26,129	508,871	931	
Downtown Impr - E Main St/Union St	750,000	-	-	-	750,000	-	
Transfer to Civic Center-2019 Bonds	265,000	234,000	-	234,000	31,000	234,000	
Total Expenditures	19,501,243	4,523,717	1,129,173	5,652,890	13,848,353		647,992
Fund Balance, September 30, 2019							2,337,416

Schedule G

City of Salem, Virginia
Electric Fund
Statement of Operations
For Three Months Ending September 30, 2019

Operating Revenues	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Sale of Power	$ 39,986,044	$ 10,877,033	27%	$ 11,283,846	$ (406,813)
Other Electric Revenue	583,045	124,175	21%	95,224	28,951
Reserve for Encumbrances	3,529,026	-	0%	-	-
Appropriated from Net Position	11,849,179	-	0%	-	-
Total Operating Revenues	55,947,294	11,001,208	20%	11,379,069	(377,862)
Operating Expenses					
Other Power Generation - Operation	90,000	28,276	31%	30,778	(2,502)
Other Power Generation - Maintenance	82,121	36,830	45%	6,174	30,656
Purchased Power	22,005,000	6,048,730	27%	5,843,879	204,850
Transmission - Operation	6,010,500	1,300,360	22%	1,388,220	(87,860)
Transmission - Maintenance	24,000	1,649	7%	7,293	(5,644)
Distribution - Operations	939,150	239,000	25%	223,767	15,232
Distribution - Maintenance	1,221,665	296,935	24%	278,947	17,989
Customer Service	550,288	144,383	26%	130,396	13,987
Administration & General - Operation	3,049,378	281,957	9%	123,272	158,685
Administration & General - Maintenance	208,651	42,933	21%	25,347	17,586
Depreciation	-	345,621	0%	370,108	(24,487)
Capital	17,785,347	663,652	0%	657,298	6,355
Contingency	821,194	-	0%	-	-
Total Operating Expenses	52,787,294	9,430,326	18%	9,085,479	344,847
Income (loss) Before Transfers	3,160,000	1,570,882		2,293,590	(722,708)
Transfers	(3,160,000)	-	0%	-	-
Income (loss)	$ -	$ 1,570,882		$ 2,293,590	$ (722,708)

Schedule H

City of Salem, Virginia
Water Fund
Statement of Operations
For Three Months Ending September 30, 2019

Operating Revenues	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Services	$ 7,025,205	$ 1,836,883	26%	$ 1,828,180	$ 8,703
Other Revenue	392,103	115,585	29%	88,875	26,710
Reserve for Encumbrances	2,184,270	-	0%	-	-
Appropriated from Net Position	-	-	0%	-	-
Total Operating Revenues	9,601,578	1,952,468	20%	1,917,055	35,413
Operating Expenses					
Production					
Salaries of Personnel	815,545	206,882	25%	193,426	13,456
Fringe Benefits	358,154	80,981	23%	81,529	(548)
Contractual Services	731,127	119,900	16%	103,891	16,009
Printing and Binding	2,500	106	4%	-	106
Advertising	1,000	-	0%	-	-
Utilities	417,200	96,605	23%	98,817	(2,212)
Communications	6,900	1,331	19%	787	544
Insurance	27,250	1,036	4%	840	196
Travel and Training	9,800	2,415	25%	1,422	993
Miscellaneous	61,930	35,841	58%	31,497	4,344
Materials and Supplies	185,008	36,053	19%	61,219	(25,166)
Depreciation	-	213,725	0%	214,069	71,585
Capital	1,070,000	24,112	2%	-	24,112
Contingency	972,046	-	0%	-	-
Total Production Expenses	4,658,460	818,986	18%	787,495	31,490
Distribution					
Salaries of Personnel	597,787	132,852	22%	115,952	16,900
Fringe Benefits	276,876	54,755	20%	52,074	2,681
Contractual Services	428,137	142,471	33%	94,206	48,265
Communications	4,950	762	15%	670	93
Insurance	22,000	-	0%	-	-
Lease/Rent of Equipment	2,000	455	23%	453	3
Travel and Training	5,300	2,419	46%	305	2,114
Miscellaneous	28,835	7,013	24%	4,960	2,053
Miscellaneous Credits	(240,000)	(88,697)	37%	(41,883)	(46,815)
Materials and Supplies	188,698	5,875	3%	6,185	(311)
Depreciation	-	23,344	0%	22,009	1,335
Capital	1,905,058	51,223	3%	25,800	25,422
Interest Obligations	1,556,477	(5,676)	0%	(5,645)	(32)
Bond Costs	-	-	0%	-	-
Total Distribution Expenses	4,776,118	326,796	7%	275,087	51,710
Income (loss) Before Transfers	167,000	806,686		854,473	(47,787)
Transfers	(167,000)	(45,717)	27%	(44,293)	(1,424)
Income (loss)	$ -	$ 760,968		$ 810,180	$ (49,211)

Schedule I

City of Salem, Virginia
Sewer Fund
Statement of Operations
For Three Months Ending September 30, 2019

Operating Revenues	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Services	$ 6,993,028	$ 1,746,501	25%	$ 1,789,928	$ (43,428)
Other Revenue	177,703	55,052	31%	38,619	16,433
Reserve for Encumbrances	3,840,978	-	0%	-	-
Appropriated from Net Position	639,500	-	0%	-	-
Total Operating Revenues	11,651,209	1,801,552	15%	1,828,547	(26,995)
Operating Expenses					
Salaries of Personnel	679,705	170,270	25%	144,193	26,077
Fringe Benefits	319,467	72,451	23%	65,491	6,959
Contractual Services	3,907,640	565,430	14%	834,830	(269,400)
Printing and Binding	1,500	-	0%	-	-
Advertising	1,500	-	0%	-	-
Utilities	4,500	855	19%	861	(5)
Communications	15,600	2,901	19%	2,549	352
Insurance	16,500	-	0%	-	-
Lease/Rent of Equipment	3,000	455	15%	453	3
Travel and Training	9,000	3,441	38%	1,304	2,137
Miscellaneous	40,230	9,490	24%	6,641	2,849
Miscellaneous Credits	(325,000)	(64,410)	20%	(70,429)	6,018
Materials and Supplies	90,000	7,477	8%	(13,515)	20,992
Depreciation	-	291,858	0%	288,170	3,688
Capital	4,411,168	14,494	0%	28,119	(13,625)
Interest Obligations	1,484,014	(3,834)	0%	(3,212)	(622)
Bond Costs	-	-	0%	-	-
Contingency	992,385	-	0%	-	-
Total Operating Expenses	11,651,209	1,070,877	9%	1,285,455	(214,578)
Income (loss) before Transfers	-	730,675		543,092	187,583
Transfers	-	-		-	-
Income (loss)	$ -	$ 730,675		$ 543,092	$ 187,583

Schedule J

City of Salem, Virginia
Salem Civic Center
Statement of Operations
For Three Months Ending September 30, 2019

Operating Revenues	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Shows/rentals	$ 410,000	$ 97,232	24%	$ 90,572	$ 6,660
Box office shows	1,060,000	364,463	34%	283,390	81,073
Catering and concessions	163,278	37,256	23%	21,301	15,955
Merchandise and commissions	160,000	35,798	22%	21,626	14,172
Static advertising	67,500	28,667	42%	28,667	-
Miscellaneous income	20,100	1,072	5%	1,980	(908)
Salem Fair	576,980	584,143	101%	581,706	2,437
Reserve for encumbrances	607,145	-	0%	-	-
Total Operating Revenues	3,065,003	1,148,629	37%	1,029,242	119,388
Operating Expenses					
Salaries of personnel	1,161,884	311,976	27%	298,591	13,385
Fringe benefits	420,897	96,992	23%	99,241	(2,249)
Maintenance and contractual services	248,046	60,101	24%	54,430	5,671
Printing and binding	2,500	-	0%	-	-
Advertising	40,000	13,879	35%	10,003	3,875
Utilities	268,000	93,798	35%	90,022	3,776
Communications	21,900	3,334	15%	4,307	(973)
Insurance	20,000	-	0%	-	-
Travel and training	15,500	1,073	7%	1,648	(575)
Miscellaneous	68,682	18,241	27%	15,144	3,097
Show expense	1,300,000	282,346	22%	100,878	181,469
Fair 2019 expense	420,500	459,332	0%	451,063	8,269
Materials and supplies	46,150	8,204	18%	7,609	595
Capital	604,311	237,960	39%	-	237,960
Depreciation	-	70,462	0%	69,513	950
Contingency	-	-	0%	-	-
Total Operating Expenses	4,638,370	1,657,697	36%	1,202,448	455,249
Income (loss) Before Transfers	(1,573,367)	(509,068)		(173,206)	(335,862)
Transfers	1,573,367	627,342	40%	408,702	218,640
Income (loss)	$ -	$ 118,274		$ 235,496	$ (117,222)

Schedule K

City of Salem, Virginia
Salem Catering and Concessions
Statement of Operations
For Three Months Ending September 30, 2019

Operating Revenues:	Current Year Budget	Current Year Year to Date	% of Budget	Prior Year Year to Date	Variance
Catering	$ 737,710	$ 164,957	22%	$ 105,322	$ 59,634
Concessions	148,500	14,925	10%	10,125	4,800
Moyer Concessions	47,000	24,301	52%	15,966	8,334
Salem High Concessions	13,000	2,096	16%	2,149	(53)
Total Operating Revenues	946,210	206,279	22%	133,564	72,715
Operating Expenses:					
Catering					
Salaries of personnel	254,328	80,124	32%	76,689	3,434
Fringe benefits	69,413	17,640	25%	19,121	(1,481)
Contractual services	13,600	2,891	21%	5,452	(2,561)
Printing and binding	1,000	165	17%	-	165
Laundry and Cleaning	15,000	2,594	17%	3,291	(697)
Communications	850	49	6%	160	(111)
Insurance	900	-	0%	-	-
Travel and training	225	-	0%	-	-
Miscellaneous	150,614	41,953	28%	27,246	14,707
Materials and supplies	182,333	47,700	26%	26,840	20,860
Depreciation	-	1,058	0%	983	75
Capital	-	-	0%	-	-
Total Catering Expenses	688,263	194,173	28%	159,781	34,392
Concessions					
Salaries of Personnel	62,528	7,463	12%	3,921	3,542
Fringe Benefits	17,230	1,885	11%	904	981
Miscellaneous	51,700	6,280	12%	2,644	3,636
Materials and Supplies	37,500	4,637	12%	2,337	2,299
Total Concessions Expenses	168,958	20,265	12%	9,806	10,459
Moyer Concessions					
Salaries of Personnel	36,750	21,028	57%	15,800	5,228
Fringe Benefits	10,576	5,204	49%	3,915	1,289
Contractual services	2,500	625	25%	625	-
Miscellaneous	6,750	3,691	55%	2,719	972
Materials and Supplies	14,500	5,800	40%	5,697	103
Total Moyer Expenses	71,076	36,348	51%	28,757	7,591
Salem High Concessions					
Salaries of Personnel	11,404	1,899	17%	3,231	(1,332)
Fringe Benefits	3,359	538	16%	1,004	(466)
Miscellaneous	300	-	0%	-	-
Materials and Supplies	2,850	628	22%	543	85
Total Salem High Expenses	17,913	3,065	17%	4,778	(1,713)
Income (loss)	$ -	$ (47,572)		$ (69,558)	$ 21,986

Schedule L

City of Salem, Virginia
Health Insurance Fund
Statement of Revenues and Expenses
For Three Months Ending September, 2019

	Budget	Current Year Year to Date	Percent to Date	Prior Year Year to Date	Variance
Beginning Net Position	$ -	$ 6,521,396		$ 4,840,022	$ 1,681,374
Revenue					
Premiums Paid - City	5,446,550	1,265,385	23%	1,391,087	(125,702)
Premiums Paid - School	4,276,100	1,036,638	24%	1,174,453	(137,815)
Premiums Paid - Retirees	725,000	249,889	34%	269,022	(19,133)
Interest Earnings	42,000	30,074	72%	4,860	25,214
Miscellaneous	-	-	0%	333	(333)
Total Year to Date Revenues	10,489,650	2,581,986	25%	2,839,755	(257,769)
Expenses					
Claims	9,965,600	2,520,918	25%	2,548,834	(27,916)
Employee Health Clinic	450,850	95,423	21%	84,554	10,869
Consulting Services	57,400	22,004	38%	18,004	4,000
Miscellaneous	15,800	6,900	44%	3,087	3,813
Total Year to Date Expenses	10,489,650	2,645,245	25%	2,654,479	(9,234)
Ending Net Position	**$ -**	**$ 6,458,137**		**$ 5,025,298**	**$ 1,432,839**