

September 18, 2020

Building & Land Use Trends

Based on two (2) months of performance data, the County's commercial and residential activity continues to slowly recover from the economic shutdown caused by the global pandemic. Below please find several key data points comparing activity in July and August 2020 versus July and August in 2019.

A summary of the key points is as follows: (1) new home construction permits are trending fairly consistent with last year at this same time; (2) building permits continue to trend higher; and (3) the value of construction permits has declined slightly and (4) Deeds of Trust indexed have jumped as a result of lower mortgage rates and the increased volume of re-financing.

Indicator	July-Aug. (FY 19-20)	July-Aug. (FY 20-21)	% Diff.
New Active Leads in EDC	3	4	+33%
Site Visits and/or Prospect Follow-Up for EDC	16	13	-19%
Existing Industry Visits	5	7	+40%
Building Permits Issued	744	914	+23%
New Home Construction Permits	52	51	-2%
Total Permit Value (\$ millions)	\$20.83	\$17.01	-18%
Major Subdivisions	0	0	-
Deeds of Trust Indexed	388	508	+31%
Phone Calls - Central Permitting	3,509	3,361	-4%
Customers Served at Counter- Central Permitting	887	618	-30%

Expenditure and Revenue Summary

As of August 31, 2020, revenues during the two (2) month period from July-August were trending above the target percentage. The County's actual revenues through August were at 30.10% of budget. At this same time last year, the County had received and booked 28.86% of its amended budget revenue. As of August 2018, the County had received 32.41% of its amended budget revenue. Due to the timing of the Labor Day holiday and the discount period, it is difficult to make a year to year revenue comparison at the end of August. The information at the end of September will provide a more accurate year-to-year financial comparison.

The County's expenditures through August are trending just slightly ahead of the target percentage at 17.87%. At this same time last fiscal year, the County had expended 22.09% of its amended budget. In FY 18-19, the County had expended 20.71% of the amended budget.

The County's fund balance available for appropriation as of August 31 was at 40.39% of expenditures. Fund balance at this same time last fiscal year was at 48.68%. In FY 18-19, the fund balance as a percentage of expenditures as of August 31 was at 46.57%. The current percentage is skewed by the \$3 million interim loan for the West Stanly WWTP project. This has inflated overall General Fund expenditures and impacted the percentage of fund balance available.

The County's General Fund cash position as of August 2020 was \$43.60 million. This figure is \$5.69 million (15%) higher than August 2019 and \$9.9 million (29.4%) higher than August 2018.

The County's group health insurance fund is trending ahead of the budget target. As of August 31, revenues exceeded expenses by approximately \$374,000.

Overall, the County's utility Enterprise Funds (e.g. water and sewer) are trending more favorably than at this same time period last fiscal year. The Enterprise Funds often reflect a deficit the first couple months of the fiscal year due to the large worker's comp and general liability insurance premium payments paid in full each July.