



# Cherokee County Board of Commissioners

## Financial Update FY2023 Q1 Results

PRESENTED 03.07.2023

# County Wide Cash Position

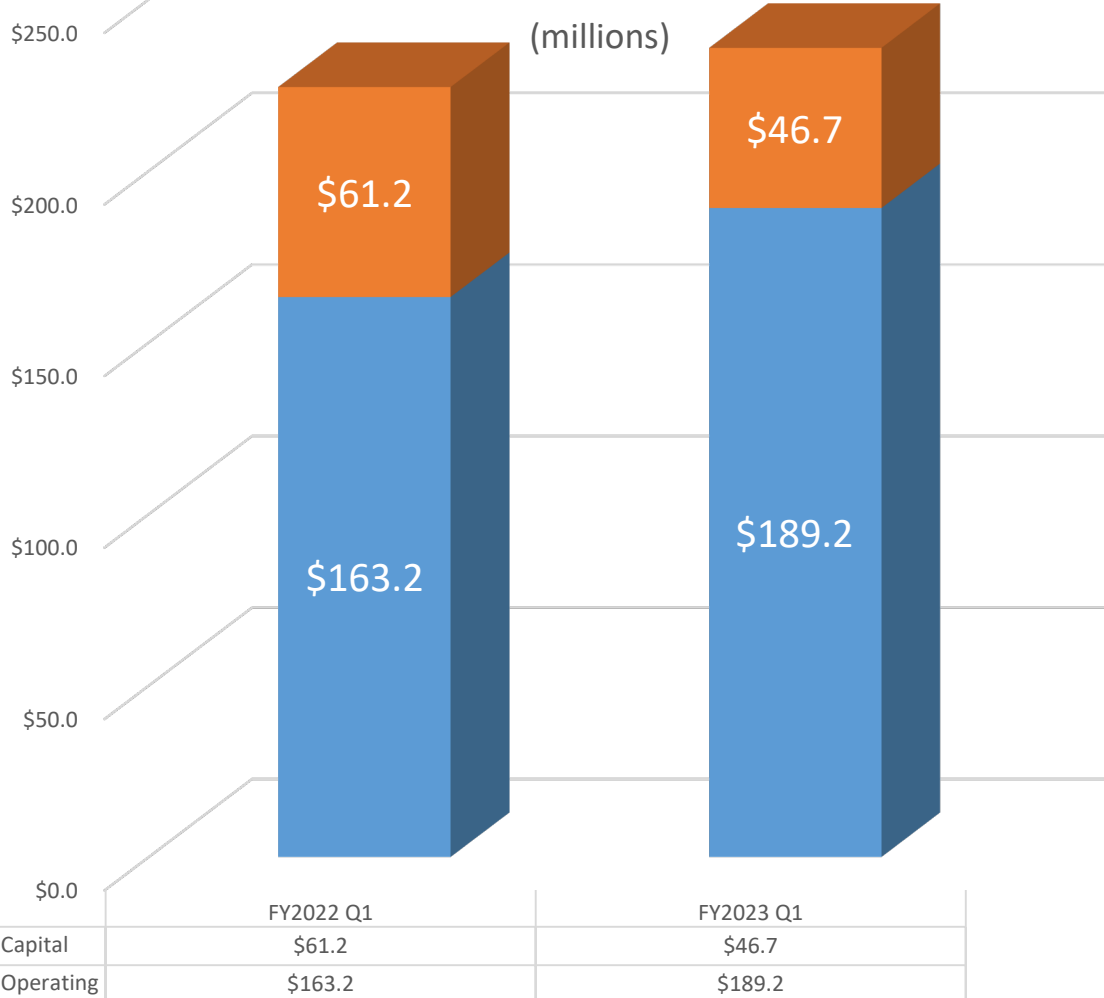
## Q1 FY2023

Q1 FY2023

(Millions)

### Cash Balances

(millions)



Significant Operating Funds	FY2022 Cash Balance	FY2023 Cash Balance	Variance Better/Worse
General Fund	\$93.2	\$114.9	\$21.7
E911	2.6	3.2	0.6
Senior Services	0.3	0.2	(0.1)
Parks & Recreation	1.7	1.6	(0.1)
Transportation	0.4	0.4	(0.0)
Fire District	30.2	33.7	3.5
CDBG	(0.1)	(0.1)	(0.0)
EMS	1.9	2.4	0.6
Ins & Benefits Fund	(0.4)	0.2	0.6
Other Funds	33.4	32.6	(0.8)
<b>Total</b>	<b>\$163.2</b>	<b>\$189.2</b>	<b>\$25.9</b>

Capital Funds	FY2022 Cash Balance	FY2023 Cash Balance	Variance Better/Worse
Impact Fee	\$8.8	\$11.5	\$2.7
SPLOST V, 2012, 2018	46.8	29.4	(17.4)
Debt Service	5.7	5.8	0.1
RRDA	(0.1)	-	0.1
<b>Total</b>	<b>\$61.2</b>	<b>\$46.7</b>	<b>(\$14.6)</b>

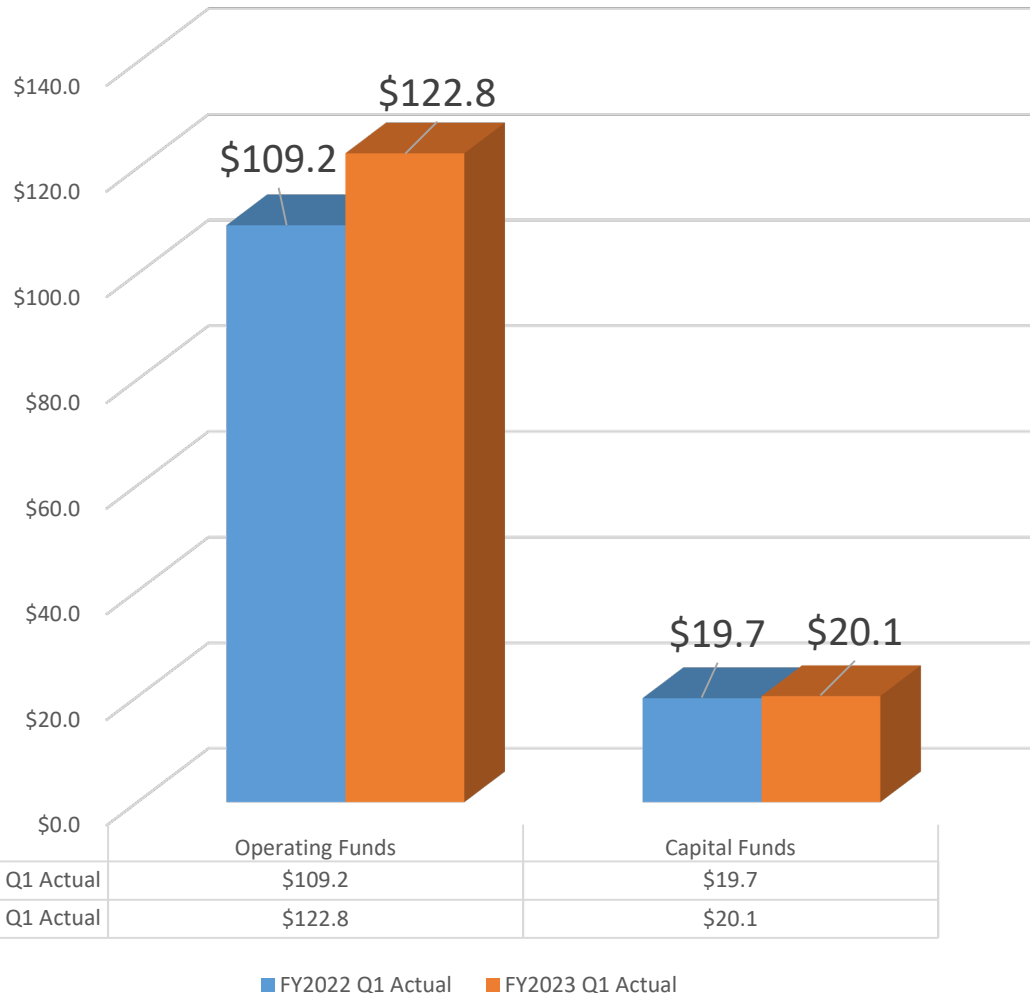
<b>GRAND TOTAL</b>	<b>\$224.4</b>	<b>\$235.8</b>	<b>\$11.4</b>
--------------------	----------------	----------------	---------------

Other Funds includes (\$4.6M) ERAP, \$2.9M ARPA

# County Wide Revenue

## Q1 FY2023

(Millions)



## FY2022 vs FY2023 Variance Highlights

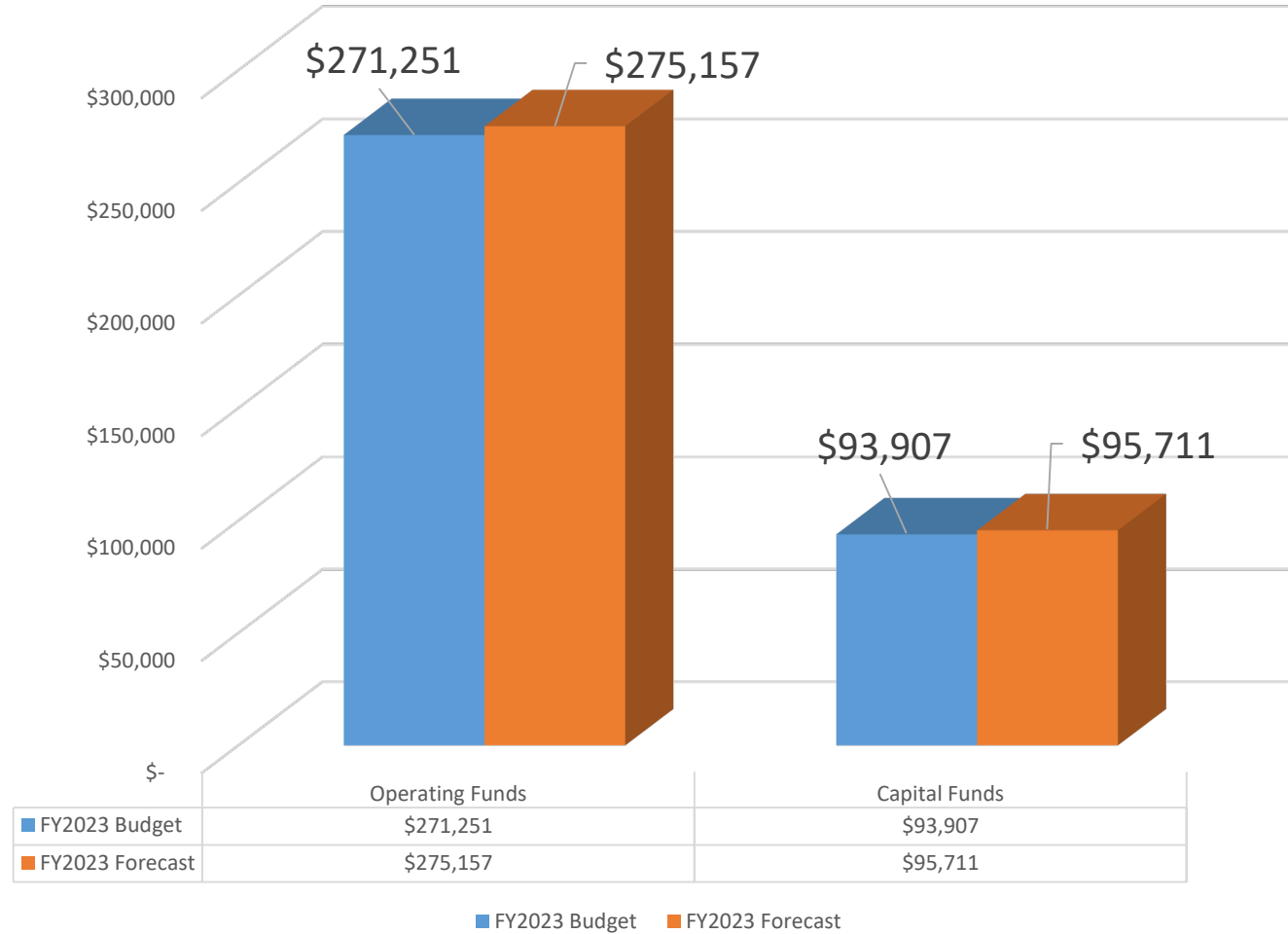
Operating  
+\$13.6M

- Property Taxes +\$8.9M
- TAVT +\$177K
- Interest +\$1.5M
- Charges/Service +\$1.6M
- Other Items +\$1.7M

Capital  
+\$.4M

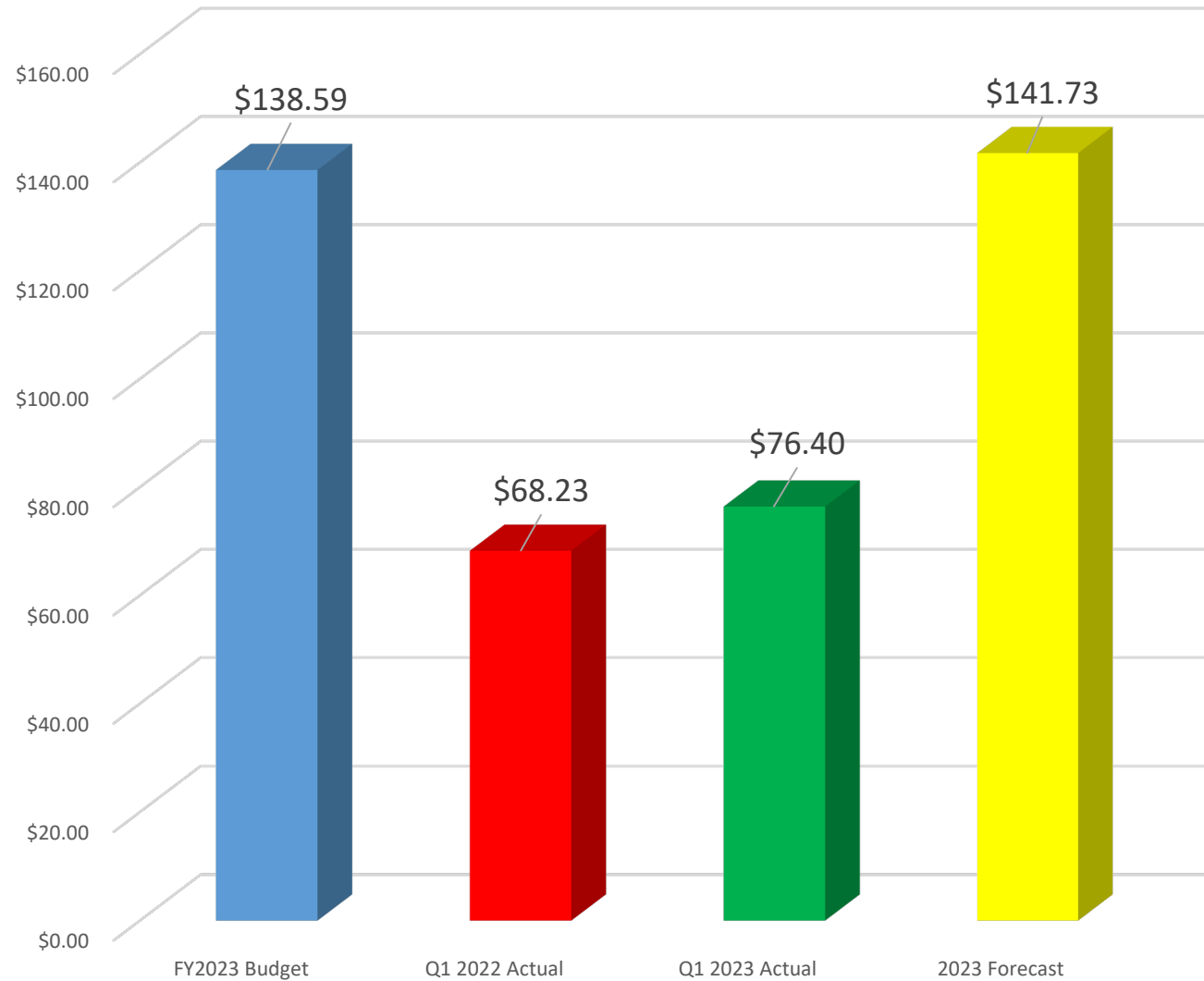
- SPLOST +\$740K
- Intergovern. +\$1.9M
- Interfund Transf. (\$2.3M)
- Other Items + \$100K

# County Wide Revenue FY2023 Forecast vs Budget (Millions)



# General Fund Revenue FY2023

(Millions)





# General Fund Revenue

## Q1 FY2023 vs Q1 FY2022

	FY2022 Q1 Actual	FY2023 Q1 Actual	Budget Variance (Under)/Over	Variance Explanations
Taxes	\$62,100,022	\$67,887,651	\$5,787,629	Current Taxes +\$5.8M, TAVT +\$177K, <b>Real Estate Taxes (\$388K)</b>
Licenses and Permits	\$796,391	\$1,034,993	\$238,602	<b>Alcohol/Business Licenses (\$16K)</b> , Building Inspection +\$247K, Film Project Fees +\$8K
Intergovernmental	\$13,744	\$39,290	\$25,546	
Charges and Services	\$4,109,913	\$4,777,335	\$667,422	Tax Commissions +\$574K, Probation Fees +\$88K
Fines and Forfeitures	\$748,954	\$894,288	\$145,334	<b>Superior (\$73K)</b> , State +\$157K, <b>Probation (\$41K)</b> , Speed Cameras +\$76K
Investment Income	\$16,394	\$1,078,779	\$1,062,385	
Miscellaneous	\$164,955	\$240,755	\$75,800	Rents +\$37K, Indigent Defense +\$19K, Other +\$20K
Other Financing Sources	\$279,476	\$448,542	\$169,066	Custodial +\$72K, Transfers +\$27K, Sale of Assets +\$57K, Insurance Recovery +\$14K
Use of Reserves Budgeted			\$0	
<b>Total Revenue</b>	<b>\$68,229,849</b>	<b>\$76,401,633</b>	<b>\$8,171,784</b>	



# General Fund Revenue

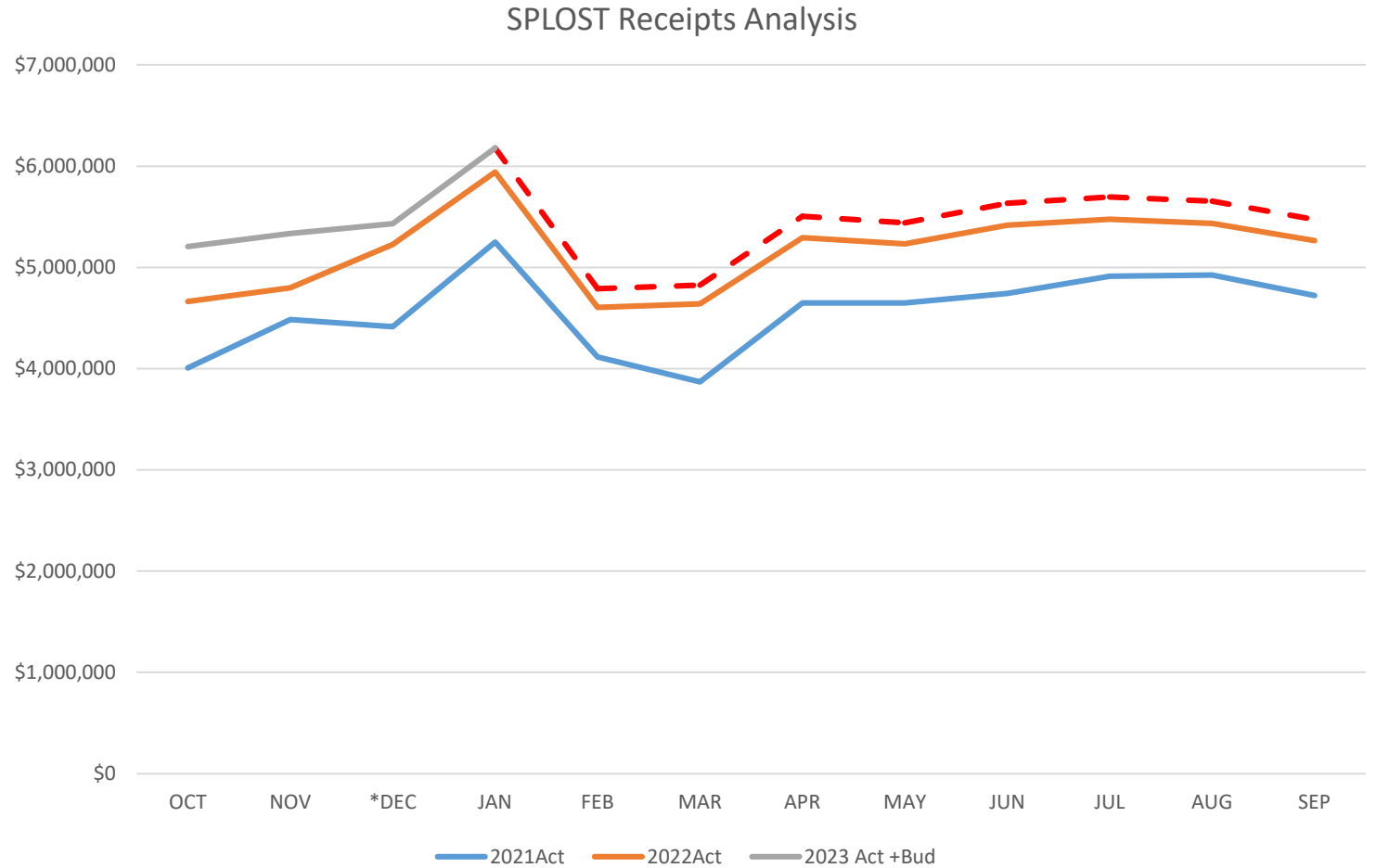
## FY2023 Forecast vs Budget

	FY2023 Budget	FY2023 Forecast	Budget Variance (Under)/Over	Variance Explanations
Taxes	\$110,238,462	\$109,503,486	(\$734,976)	TAVT (\$456K), Real Estate (\$246K)
Licenses and Permits	\$3,144,225	\$3,469,854	\$325,629	Alcohol/Business Licenses (\$21K), Building Inspection +\$338K, Film Project Fees +\$8K
Intergovernmental	\$95,000	\$111,790	\$16,790	
Charges and Services	\$10,867,683	\$11,336,405	\$468,722	Tax Commissions +\$412K, Probation Fees +\$36K, Recycling +\$11K
Fines and Forfeitures	\$4,952,698	\$5,022,988	\$70,290	Superior (\$39K), State +\$132K, Probate (\$22K), Speed Cameras (\$15K), Pre-Trial Fee +\$17K
Investment Income	\$59,511	\$2,878,779	\$2,819,268	
Miscellaneous	\$885,352	\$951,555	\$66,203	
Other Financing Sources	\$1,873,684	\$1,975,253	\$101,569	Insurance Recovery +\$45K, Sale of Assets +\$57K
Use of Reserves Budgeted	\$6,475,610	\$6,475,610	\$0	
<b>Total Revenue</b>	<b>\$138,592,225</b>	<b>\$141,725,720</b>	<b>\$3,133,495</b>	



# Total SPLOST 2018 Receipts Forecast FY2023

	2021Act	2022Act	2023 Act +Bud
OCT	\$4,006,954	\$4,664,187	\$5,206,307
NOV	\$4,485,634	\$4,799,648	\$5,335,058
*DEC	\$4,413,138	\$5,227,214	\$5,431,697
JAN	\$5,250,552	\$5,940,408	\$6,178,024
FEB	\$4,113,997	\$4,605,724	\$4,789,953
MAR	\$3,867,825	\$4,639,755	\$4,825,345
APR	\$4,649,900	\$5,292,442	\$5,504,139
MAY	\$4,649,878	\$5,232,056	\$5,441,339
JUN	\$4,742,059	\$5,415,770	\$5,632,400
JUL	\$4,912,086	\$5,475,015	\$5,694,016
AUG	\$4,923,717	\$5,435,406	\$5,652,822
SEP	\$4,721,310	\$5,263,278	\$5,473,809
Total	\$54,737,050	\$61,990,902	\$65,164,909







# Total SPLOST 2018 Receipts Forecast FY2023

	Growth Rate 4.0%							
	2018	2019	2020	2021	2022	2023	2024	Total
OCT		\$3,101,224	\$3,644,224	\$4,006,954	4,664,187	5,206,307	\$5,414,559	
NOV		\$3,621,148	\$3,680,899	\$4,485,634	4,799,648	5,335,058	\$5,548,460	
*DEC		\$3,493,054	\$3,758,270	\$4,413,138	5,227,214	5,431,697	\$5,648,965	
JAN		\$4,140,065	\$4,478,355	\$5,250,552	5,940,408	6,178,024	\$6,425,145	
FEB		\$3,272,362	\$3,471,614	\$4,113,997	4,605,724	\$4,789,953	\$4,981,551	
MAR		\$3,130,550	\$3,277,908	\$3,867,825	4,639,755	\$4,825,345	\$5,018,359	
APR		\$3,537,710	\$3,501,383	\$4,649,900	5,292,442	\$5,504,139	\$5,724,305	
MAY		\$3,711,123	\$3,603,816	\$4,649,878	5,232,056	\$5,441,339	\$5,658,992	
JUN		\$3,793,025	\$4,024,719	\$4,742,059	5,415,770	\$5,632,400	\$5,857,696	
JUL		\$3,614,207	\$4,119,626	\$4,912,086	5,475,015	\$5,694,016	\$5,921,776	
AUG	\$3,473,050	\$3,863,533	\$3,909,356	\$4,923,717	5,435,406	\$5,652,822		
SEP	\$3,372,907	\$3,753,062	\$6,087,689	\$4,721,310	5,263,278	\$5,473,809		
Total	\$6,845,957	\$43,031,063	\$47,557,858	\$54,737,050	\$61,990,902	\$65,164,909	\$56,199,809	\$335,527,547

- ❑ YTD SPLOST Receipts of \$252,961,892 forecasted for May 2023
- ❑ All Receipts after May 2023 will be considered Excess SPLOST Receipts
- ❑ The County is projected to have \$53M in Excess SPLOST Receipts of which \$5.8M is for unallocated projects. Recommend reserving the remainder for the Courthouse Parking Lot Project



# County Wide Expenditures Q1 FY2023

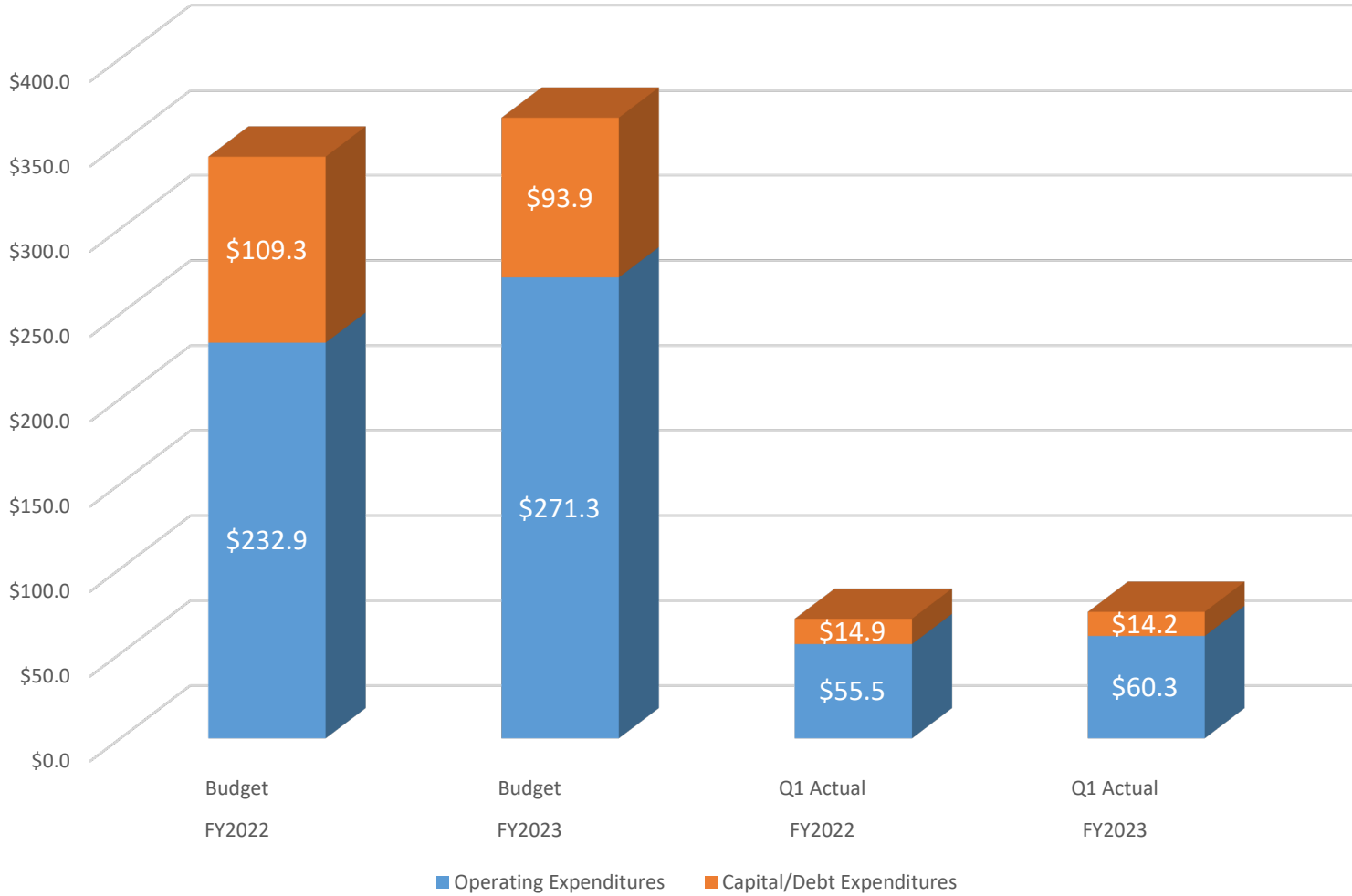
	FY2022 Budget	FY2022 Q1 Actual	FY2023 Budget	FY2023 Q1 Actual	FY2022 % Spent	FY2023 % Spent
Compensation	\$100,725,187	\$22,744,679	\$116,717,440	\$26,163,006	22.6%	22.4%
Insurance Benefits	\$41,843,859	\$11,052,888	\$46,732,105	\$11,323,532	26.4%	24.2%
Payroll Taxes	\$7,697,819	\$1,629,873	\$8,776,348	\$1,892,415	21.2%	21.6%
Workers Comp	\$1,531,753	\$383,268	\$1,244,577	\$456,110	25.0%	36.6%
Retirement Plans	\$15,548,621	\$3,483,256	\$17,669,854	\$3,955,489	22.4%	22.4%
Other Personnel	\$0	\$2,734	\$145,000	\$545		0.4%
<b>Total Personnel</b>	<b>\$167,347,239</b>	<b>\$39,296,698</b>	<b>\$191,285,324</b>	<b>\$43,791,097</b>	<b>23.5%</b>	<b>22.9%</b>
Operating Costs	\$38,556,079	\$8,055,777	\$46,200,832	\$9,293,217	20.9%	20.1%
Capital	\$78,209,994	\$7,189,055	\$65,726,594	\$9,031,539	9.2%	13.7%
Non-Op Costs	\$29,566,956	\$5,664,474	\$34,635,037	\$7,421,328	19.2%	21.4%
Debt Service	\$9,649,668	\$3,103,629	\$6,634,108	\$89,005	32.2%	1.3%
Utilities/Insurance	\$6,622,120	\$2,174,089	\$7,946,130	\$2,257,917	32.8%	28.4%
Transfers	\$12,278,239	\$4,953,791	\$12,729,908	\$2,631,331	40.3%	20.7%
<b>Total Expenditures</b>	<b>\$342,230,295</b>	<b>\$70,437,513</b>	<b>\$365,157,933</b>	<b>\$74,515,434</b>	<b>20.6%</b>	<b>20.4%</b>



# Operating and Capital Funds Expenditures

## Q1 FY2022 vs Q1FY2023

(Millions)



### Percentage of Budget Spend

	FY2022 % Spent	FY2023 % Spent
Operating Expenditures	23.8%	22.2%
Capital/Debt Expenditures	13.7%	15.2%
<b>Total Expenditures</b>	<b>20.6%</b>	<b>20.4%</b>

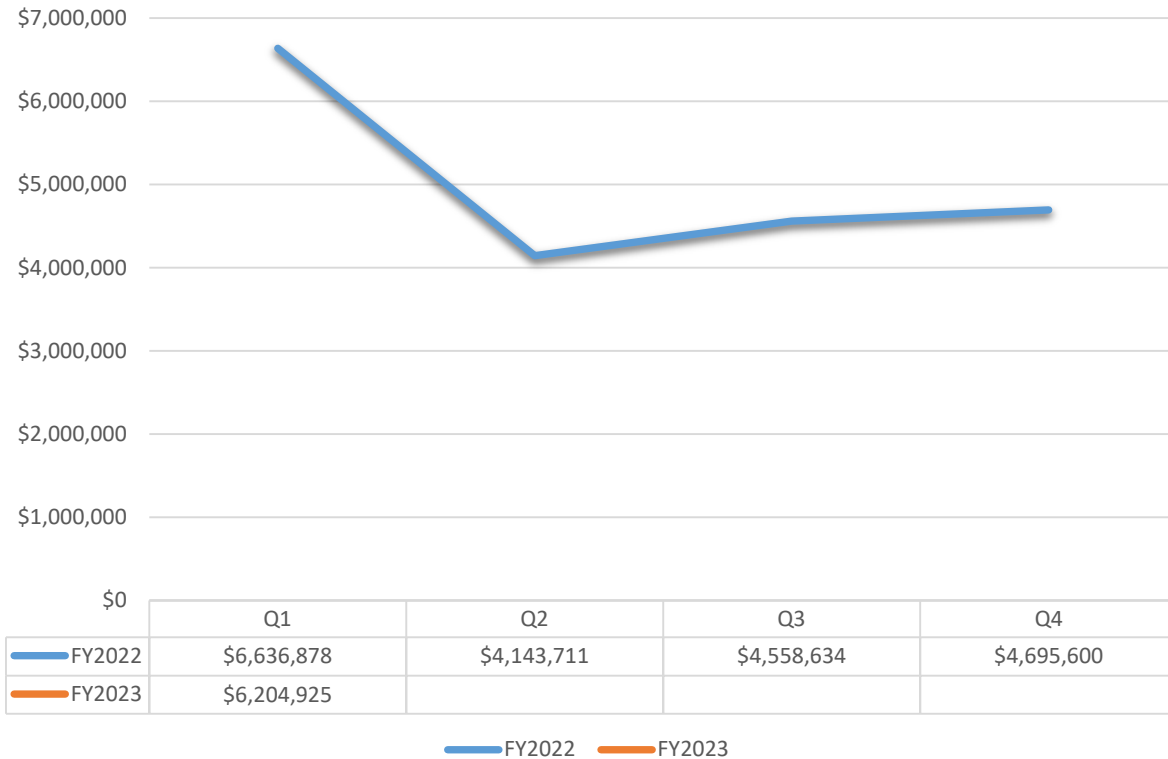


# General Fund Expenditures Q1 FY2023

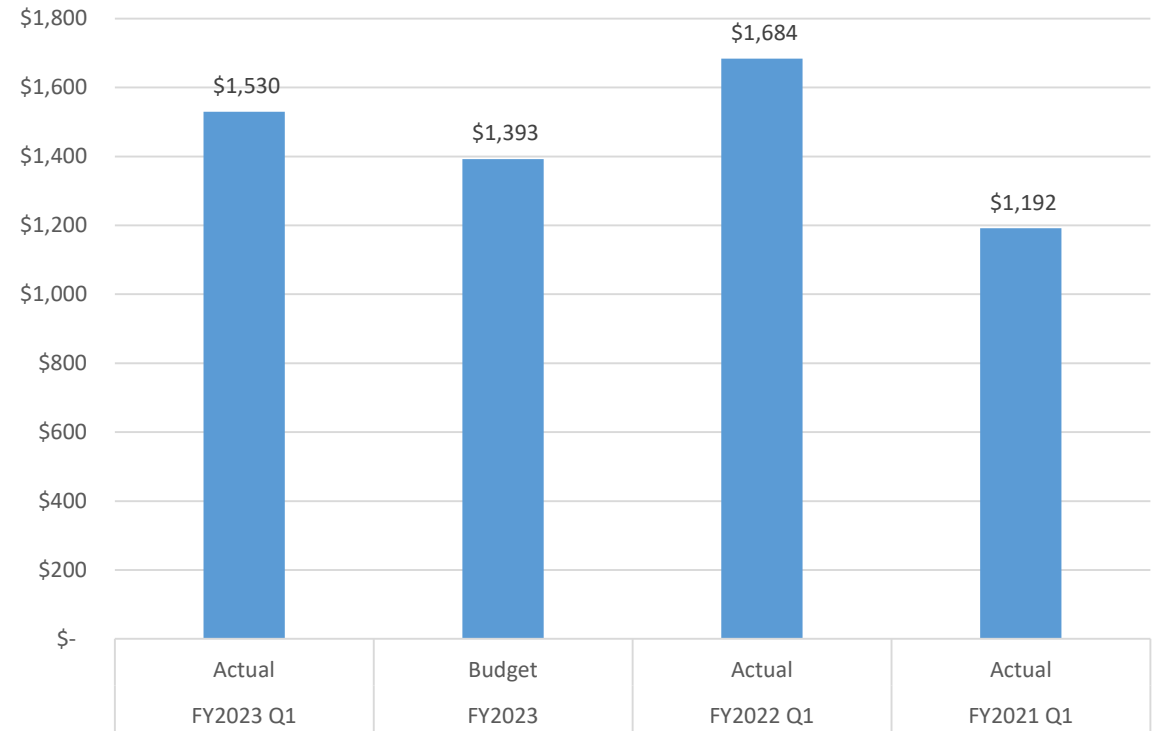
	FY2022 Budget	FY2022 Q1 Actual	FY2023 Budget	FY2023 Q1 Actual	FY2022 % Spent	FY2023 % Spent
Compensation	\$56,811,950	\$13,002,791	\$65,553,330	\$14,928,102	22.9%	22.8%
Insurance Benefits	\$10,598,457	\$2,261,232	\$12,207,678	\$2,544,174	21.3%	20.8%
Payroll Taxes	\$4,345,644	\$927,921	\$4,955,204	\$1,075,864	21.4%	21.7%
Workers Comp	\$853,647	\$251,251	\$863,117	\$290,039	29.4%	33.6%
Retirement Plans	\$8,771,937	\$1,987,517	\$10,017,893	\$2,236,920	22.7%	22.3%
Other Personnel				\$545		
<b>Total Personnel</b>	<b>\$81,381,635</b>	<b>\$18,430,712</b>	<b>\$93,597,222</b>	<b>\$21,075,644</b>	<b>22.6%</b>	<b>22.5%</b>
Operating Costs	\$21,211,070	\$4,199,951	\$24,328,572	\$5,066,084	19.8%	20.8%
Capital	\$1,348,545	\$47,215	\$640,006	\$13,857	3.5%	2.2%
Non-Op Costs	\$4,120,576	\$1,014,590	\$4,462,630	\$1,096,907	24.6%	24.6%
Debt Service	\$390,178	\$106,775	\$342,705	\$73,977	27.4%	21.6%
Utilities/Insurance	\$3,906,482	\$1,362,628	\$4,724,673	\$1,411,852	34.9%	29.9%
Transfers	\$11,595,376	\$4,878,453	\$10,496,417	\$2,529,221	42.1%	24.1%
<b>Total Expenditures</b>	<b>\$123,953,862</b>	<b>\$30,040,324</b>	<b>\$138,592,225</b>	<b>\$31,267,542</b>	<b>24.2%</b>	<b>22.6%</b>

# Insurance & Benefits Fund Q1 FY2023

### Medical Health Care Claims



### Per Employee Per Month Claims Cost



# Health Care Employee Rates

Plan	Tier	Employee Current Cost per Pay Check	Employee Annual Cost	10% Increase Cost Per Pay Check	Employee 10% Annual Cost	80% Target Cost per Check	80% Annual Cost
NHN	EE only	\$55.87	\$1,452.52	\$5.59	\$145.25	\$16.54	\$429.94
NHN	EE + 1	\$130.81	\$3,401.03	\$13.08	\$340.10	\$38.72	\$1,006.69
NHN	Family	\$195.33	\$5,078.46	\$19.53	\$507.85	\$57.82	\$1,503.20
Cigna	EE only	\$69.83	\$1,815.56	\$6.98	\$181.56	\$20.67	\$537.40
Cigna	EE + 1	\$163.51	\$4,251.19	\$16.35	\$425.12	\$48.40	\$1,258.33
Cigna	Family	\$244.16	\$6,348.17	\$24.42	\$634.82	\$72.27	\$1,879.03

# Cherokee County Financial Risks & Opportunities

## Risks

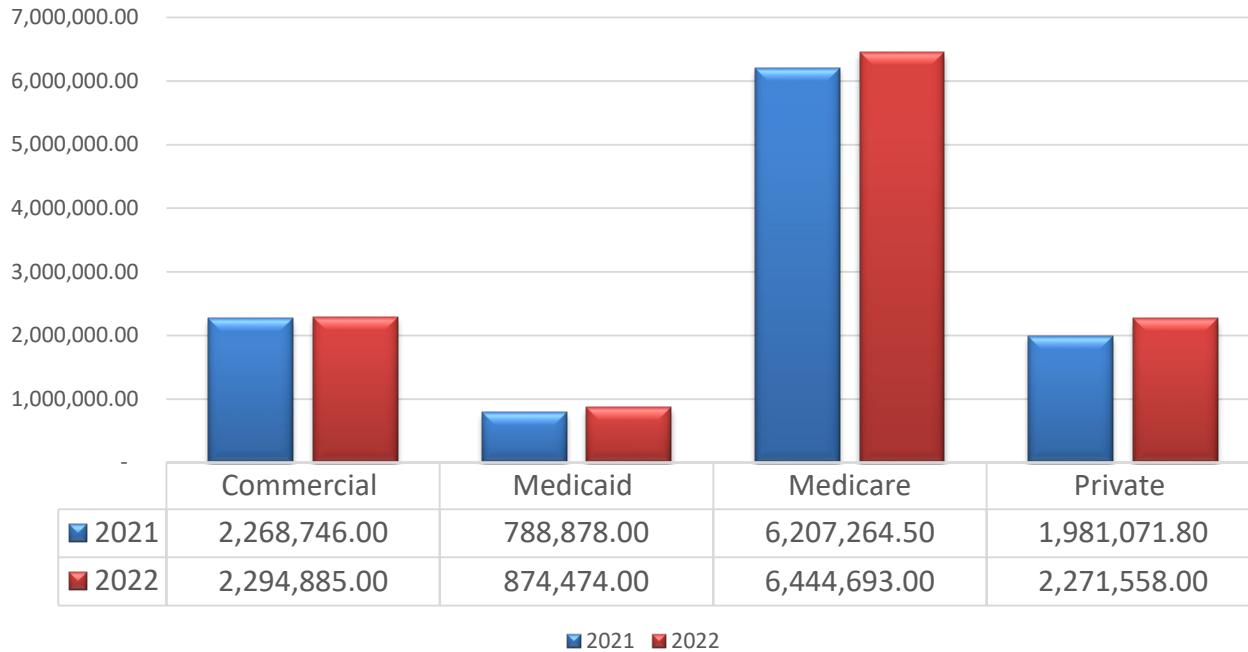
- Revenue Down - Interest Rate Impact
  - TAVT
  - Real Estate Transfer
- General Fund Budgeted Use of Fund Balance - \$8.3M
- Inflation/Interest Rates

## Opportunities

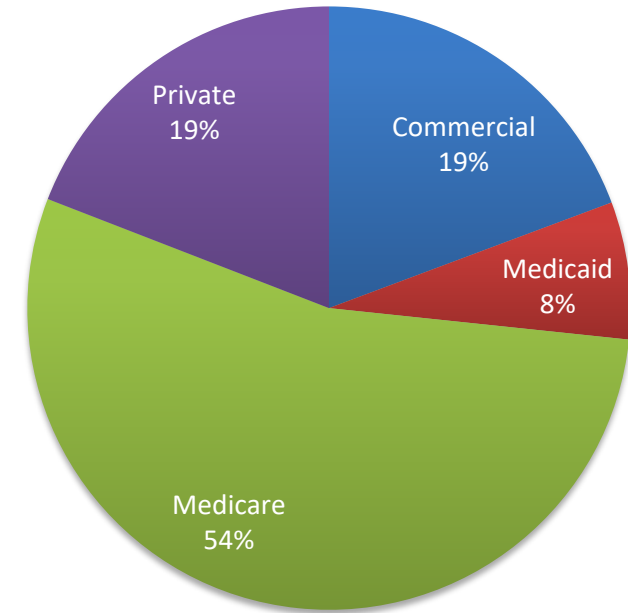
- ▶ Interest Revenue
- ▶ Revenue Forecast - \$3M over Budget
- ▶ SPLOST - Reserve all Future Excess Revenue for Court House Parking Lot Project

# Cherokee County EMS Rate Analysis

Total Charges Invoiced



2022 EMS Revenue



Commercial Medicaid Medicare Private





## Cherokee County Fire & EMS 2022 Rate Survey Recommending Full Bundled Billing

Description Charge	Grady EMS	Puckett EMS-Cobb County	Metro Atlanta - Cobb County	Metro Atlanta - Bartow County	Metro Atlanta - Paulding County	Hall County - No change	Gilmer County Fire Dept.-	Pickens County Fire Dept	Dawson County	Lumpkin County	Habersham County	Gwinnett County	Henry County	Clayton County	Cherokee County Fire & EMS Level of Service: EMT-P Existing Rates	Average	Cherokee County Fire & EMS Proposed Rates
BLS - Non Emergency	\$950.00	\$1,350.00	\$1,350.00	\$1,095.00	\$1,350.00	\$775.00	\$595.00	\$400.00	\$ 550.00	\$430.00	\$500.00	\$975.00	\$800.00	\$1,000.00	<b>\$500.00</b>	\$841.33	\$800.00
BLS - Emergency	\$1,715.00	\$1,350.00	\$1,350.00	\$1,095.00	\$1,350.00	\$775.00	\$500.00	\$645.00	\$ 675.00	\$645.00	\$700.00	\$975.00	\$800.00	\$1,000.00	<b>\$500.00</b>	\$938.33	\$800.00
ALS1 - Non Emergency	\$1,295.00	\$1,350.00	\$1,350.00	\$1,095.00	\$1,350.00	\$775.00	\$550.00	\$697.00	\$ 550.00	\$535.00	\$600.00	\$975.00	\$1,100.00	\$1,100.00	<b>\$600.00</b>	\$928.13	\$900.00
ALS1 - Emergency	\$1,750.00	\$1,350.00	\$1,350.00	\$1,095.00	\$1,350.00	\$775.00	\$650.00	\$745.00	\$ 850.00	\$840.00	\$800.00	\$975.00	\$1,100.00	\$1,100.00	<b>\$600.00</b>	\$1,022.00	\$900.00
ALS2	\$1,795.00	\$1,350.00	\$1,350.00	\$1,095.00	\$1,350.00	\$775.00	\$750.00	\$895.00	\$ 1,000.00	\$1,096.00	\$1,000.00	\$975.00	\$1,100.00	\$1,500.00	<b>\$650.00</b>	\$1,112.07	\$1,500.00
Mileage	\$28.25	\$16.50	\$16.50	\$15.00	\$16.50	\$12.00	\$15.50	\$13.00	\$ 15.00	\$12.60	\$15.00	\$15.00	\$13.00	\$15.00	<b>\$11.00</b>	\$15.32	\$15.00
Oxygen	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	N/S/R	<b>B/P</b>		
															<b>\$53/Med</b>		

# EMS Rate Structure

	Medicare 2022 Rates	Medicare 2023 Rates	Average Survey Rates	Current County Rates	Proposed County Rates
BLS - Non Emergency	\$248.83	\$324.67	\$859.67	\$500.00	\$800.00
BLS - Emergency	\$398.12	\$432.75	\$956.67	\$500.00	\$800.00
ALS1 - Non Emergency	\$298.59	\$324.57	\$939.80	\$600.00	\$900.00
ALS1 - Emergency	\$472.77	\$513.90	\$1,033.67	\$600.00	\$900.00
ALS2	\$684.27	\$743.80	\$1,120.40	\$650.00	\$1,500.00
Mileage	\$8.02	\$8.54	\$15.39	\$11.00	\$15.00

- BLS - Transports Involve basic life support measures – No Paramedic required
- ALS1 – Transports involve advanced life support measures – Paramedic required
- ALS2 – Transports are the most critical and involve advanced life support measures, requires a Paramedic to provide treatment, Medical supplies in excess of \$1,000



# EMS Additional Revenue With New Rates

FY2022 Private Pay and Commercial Billings						
Base Rate Category	Billable Runs	Rate	Total	New Rate	Total	Change
BLS EMERGENCY BASE RATE	1,942	\$500.00	\$971,000	\$800.00	\$1,553,600	\$582,600
ALS1 EMERG BASE RATE	3,716	\$600.00	\$2,229,600	\$900.00	\$3,344,400	\$1,114,800
ALS2 BASE RATE	93	\$650.00	\$60,450	\$1,500.00	\$139,500	\$79,050
<b>Total</b>	5,751		\$3,261,050		\$5,037,500	\$1,776,450
<b>Miles</b>	64,905	\$11.00	\$713,958	\$15.00	\$973,579	\$259,621
<b>Total</b>			\$3,975,008		\$6,011,079	\$2,036,071
<b>Adjustments/Collection Rate</b>	<b>43%</b>					<b>\$875,511</b>

Total FY2022 EMS Billings	
Base Rate Category	Billable Runs
BLS EMERGENCY BASE RATE	4,856
ALS1 EMERG BASE RATE	9,292
ALS2 BASE RATE	232
<b>Total Run Billings</b>	<b>14,380</b>
<b>Miles</b>	<b>162,263</b>

FY2022 Medicare/Medicaid Billings						
Base Rate Category	Billable Runs	Rate	Total	New Rate	Total	Change
BLS EMERGENCY BASE RATE	2,914	\$248.83	\$725,090.62	\$324.67	\$946,088	\$220,998
ALS1 EMERG BASE RATE	5,576	\$298.59	\$1,664,937.84	\$324.57	\$1,809,802	\$144,864
ALS2 BASE RATE	139	\$684.27	\$95,113.53	\$743.80	\$103,388	\$8,275
<b>Total</b>	8,629		\$2,485,142		\$2,859,279	\$365,862
<b>Miles</b>	97,358	\$8.02	\$780,811	\$8.54	\$831,437	\$50,626
<b>Total</b>			\$3,265,953		\$3,690,716	\$416,488
<b>Adjustments/Collection Rate</b>	<b>54%</b>					<b>\$224,904</b>

Total Cash increase using 2022 Billable runs with new proposed Rates

**\$1,100,414**

## EMS Summary

- EMS Rates have not been changed since 2013
- Proposed new rates are below the average of comparable surrounding EMS providers
- ARPA currently funds EMS Squad pay totaling **\$1,414,582** on an annual basis. ARPA funding for EMS Squad pay will cease at 9/30/2023.
- EMS forecasted additional revenue from raising rates **\$1,100,414**