

June 2020 Revenue Trends

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COVID-19 Pandemic Impacts

- Due to the COVID-19 Pandemic, the Derry Municipal Center went virtual on 3/19/20 and therefore was closed to the public.
- Transactions were processed on-line, drop box or through the DMC drive-thru.
- Governor Sununu issued a “Stay at Home” directive effective 3/27/20 and that was lifted as of 6/15/20. The Derry Municipal Center re-opened to the public on 7/6/20.

Interest Revenue

| (\$000) | Annual Budget | June Y-T-D | June |
|------------|---------------|----------------|---------------|
| FY19 | \$289 | \$709.5 | \$47.7 |
| FY20 | \$527 | <u>\$550.4</u> | <u>\$11.0</u> |
| Difference | | (\$159.1) | (\$36.7) |
| % Change | | (22.4%) | (76.9%) |

For FY20, General Fund Interest Revenue had exceeded budget by 4.4% For the month of June, however revenue is down 76.9% from a year ago. The average interest rate was .44% for June, down slightly from May(.49%), compared to the June 2019 average of 2.16%. The General Fund Cash Balance was \$65.6M at 6/30/20 vs \$62.6M at 6/30/19. The Treasurer continues to explore other investment opportunities.

Motor Vehicle Revenue

| (000) | Annual Budget | June Y-T-D | June | # Monthly Transactions | Average \$ Per Transaction (Net) |
|------------|---------------|----------------|--------------|------------------------|----------------------------------|
| FY19 | \$6,234 | \$6,677 | \$539 | 4391 | \$123 |
| FY20 | \$6,232 | <u>\$6,728</u> | <u>\$665</u> | 5239 | \$127 |
| Difference | | \$51 | \$126 | | |
| % Change | | .76% | 23.4% | | |

Motor vehicle revenues have more than made up the declines in March and April. The number of new registrations, either new or used vehicles, increased 23% in June as compared to June 2019(812 vs 658). Renewals increased over 2019 by 22% (3,066 vs 2,512). On-Line transactions more than doubled as there were 1,452 in June vs 643 in June 2019. Overall revenue exceeded the FY20 budget by 8%. Total transactions processed in FY20 were 51,415 vs. 50,878 in FY19.

Building Permits

| (000) | Annual Budget | June Y-T-D | June | # Monthly Transactions | Average \$ Per Transaction |
|------------|---------------|----------------|---------------|------------------------|----------------------------|
| FY19 | \$225 | \$240.6 | \$14.7 | 113 | \$130 |
| FY20 | \$225 | <u>\$286.7</u> | <u>\$43.7</u> | 157 | \$278 |
| Difference | | \$24.6 | \$29.0 | | |
| % Change | | 10.22% | 100.73% | | |

Through 6/30/20, Building Permit Revenue has exceeded the FY20 budget by 27.4%. There were (13) commercial permits issue with construction costs of \$2,810,486 in June. Residential additions and renovation permits totaled (63) with construction costs of \$1,276,439. New residential permits totaled (4) with construction cost of \$569,900. In FY20, 1,237 transaction were processed vs 1,185 in FY19. Despite COVID-19, building activity appears not to have been affected.

Transfer Station Revenue

| (000) | Annual Budget | June Y-T-D | June | # Monthly Transactions | Average \$ Per Transaction |
|------------|---------------|----------------|---------------|------------------------|----------------------------|
| FY19 | \$475.0 | \$443.1 | \$43.5 | 1700 | \$26 |
| FY20 | \$439.0 | <u>\$502.2</u> | <u>\$56.2</u> | 2117 | \$27 |
| Difference | | \$59.1 | \$12.7 | | |
| % Change | | 13.3% | 29.2% | | |

Transfer Station revenue categories related to appliance, construction materials, furniture/mattresses and TV/computer monitors disposal have continued to be active. In June, these categories exceeded June 2019 revenue by 29.2%. For FY20, revenue exceeded budget by 14.4%. The number of transactions increased in June by 417 as compared to June 2019. Other market dependent revenue categories such as metals, cardboard, newspapers and textiles have yielded only 49% of budgeted revenue(\$163K).

Tax Revenue

| (000) | Annual Budget | June Y-T-D | June |
|------------|---------------|-----------------|----------------|
| FY19 | \$81,961 | \$82,096 | \$251.7 |
| FY20 | \$83,197 | <u>\$82,843</u> | <u>\$169.8</u> |
| Difference | | \$747 | (\$81.9) |
| % Change | | .91% | (32.5%) |

Preliminary tax receipts received in June are FY21 revenues and are not represented here. In June, these collections represent payments against tax liens. For FY20, **overall** tax collections were 99.6% of the FY20 budget and exceeded FY19 collections by .91%.

At 6/30/20, lien receivables were \$1.55M vs. \$1.41M at 6/30/19.

Preliminary Tax Receipts

| (000) | Preliminary Tax | June Collections | Accounts Receivable |
|------------|-----------------|------------------|---------------------|
| FY19 | \$41,869 | \$34,484 | \$6,789 |
| FY20 | \$42,659 | <u>\$36,765</u> | <u>\$5,192</u> |
| Difference | | \$2,281 | (\$1,597) |
| % Change | | 6.6% | |

Due to COVID-19, there is concern Real Estate Tax payments will decline which would effect our cash flow. The 2020 Preliminary Tax bills were mailed 5/26/20 with a due date of 7/1/20. Data shows that tax collections for the preliminary tax bill exceed June 2019 by 6.6%. As of 6/30/20, 87.83% of the tax billing had been collected compared to 83.79% at 6/30/19.