

CITY OF ROANOKE RAPIDS
Financial Report
December 31, 2011

This report is to be used for informational purposes only and is only a snapshot of the City's general ledger as of the last day of each month. During the month of December, the Finance Department issued 87 purchase orders, wrote 606 payroll checks and 330 accounts payable checks. \$305,974.01 was collected by the Revenue-Tax Division. The attached operating statement shows the results of operations for the current fiscal year.

General Fund

Operating revenues and expenditures through December as reported by the Finance/Tax Division:

- **General Fund operating receipts** totaled \$7,810,097.89. (The percentage of actual money collected of adopted budgeted figures stand at 53.7%)
- **General Fund operating expenditures** totaled \$8,875,089.50 (The percentage of actual monies expended of adopted budgeted figures stand at 61.9%)

As shown on the attached operating statement, *year to date expenditures exceeded revenues by (\$1,064,991.61).*

- **The monthly cost associated with the 2007 Series Bonds** totaled \$129,350.78. (Breakdown – \$68,211.55 swap payment; \$6,360.14 Letter of Credit fee; quarterly remarketing/commissions \$54,634.09 and \$145.00 wire fee)
- **Sales and Use Tax receipts for the month of October** totaled \$164,489.37. Our adopted 2011 / 2012 budget for this category is \$1,941,728. The percentage of actual money collected of adopted budgeted figures stand at 32.0%. (1.48% increase compared to July – October 2010)
- **Utility Franchise Tax** (2nd quarter) receipts totaled \$310,962.99. Our adopted 2011 / 2012 budget for this category is \$1,190,000.00. The percentage of actual money collected of adopted budgeted figure stands at 49.4%. (down 3.92% compared to July – December 2010)
- **Final payment \$144,493.34 was made on December 15, 2011 to First Citizens Bank.** Installment financing was secured for the purchase of 20 police vehicles and public works equipment (two knuckle booms and one limb/leaf truck). Term was 5 years, annual payment in arrears.
- **Bid opening for the sale of surplus property** will be held on January 4th. (Advertisement for the sale of surplus property was included on the City Page and the City's website)
- **Rodney Langley with CrossPoint Telecom** completed the assessment of the City's telecommunications which included the telephone system, the internet, email and the network infrastructure. The three (3) year cumulative benefit to the City is a projected net savings in telecommunication expenses of \$30,453.02. Attached is the summary of the three (3) year savings.

- **Cash & Investment:**

Cash on Deposit (General Fund) First Citizens Bank	0.20%	\$	1,115,545.03
Cash on Deposit (RR Theatre) First Citizens Bank	0.20%	\$	42,031.75
Investments (General Fund) NCCMT	0.20%	\$	3,171,726.40
Investments (Debt Svc Reserve) NCCMT	0.20%	\$	1,979,004.79
Total		\$	6,308,307.97

Respectfully submitted,

MeLinda Hite

MeLinda Hite
Finance Director

Operating Statement

Year: 2012 Period: 6

City of Roanoke Rapids

	Budget	PTD	YTD	YTD%
10 GENERAL FUND				
Revenue				
Ad Valorem Tax (Current)	\$6,570,985.00	\$237,414.80	\$4,307,545.89	65.6
Sale of Surplus Property	\$5,000.00	\$0.00	\$0.00	0.0
Property - Old Airport	\$0.00	\$0.00	\$0.00	0.0
Sale of Fixed Assets	\$0.00	\$0.00	\$0.00	0.0
Financing Agreement	\$0.00	\$0.00	\$0.00	0.0
Installment Financing	\$160,000.00	\$0.00	\$160,000.00	100.0
Fund Balance Reserve - Theatre	\$264,716.00	\$0.00	\$0.00	0.0
Transfer from Revitalization	\$0.00	\$0.00	\$0.00	0.0
Fund Balance Appropriated - Regular	\$0.00	\$0.00	\$0.00	0.0
Ad Valorem Tax (Prior Yrs/Penalties)	\$412,415.00	\$14,824.73	\$110,645.41	26.8
Fund Balance - Prior Year Encumbran	\$249,301.80	\$0.00	\$0.00	0.0
Fund Balance - Powell Bill	\$237,327.00	\$0.00	\$0.00	0.0
Fund Balance - USDA	\$0.00	\$0.00	\$0.00	0.0
Fund Balance - Tinsley Park	\$0.00	\$0.00	\$0.00	0.0
Sales and Use Tax	\$1,941,728.00	\$164,489.37	\$621,357.36	32.0
Utility Franchise Tax	\$1,190,000.00	\$310,962.99	\$588,083.60	49.4
Solid Waste Disposal Tax	\$12,080.00	\$0.00	\$2,790.08	23.1
Reimbursement - FEMA	\$0.00	\$0.00	\$266,823.71	>100.0%
Other Taxes and Licenses	\$907,790.00	\$53,734.48	\$389,346.52	42.9
Powell Bill	\$446,025.00	\$0.00	\$229,438.79	51.4
Grants and Donations	\$310,795.00	\$16,250.33	\$49,638.52	16.0
City Users Fees	\$1,636,454.00	\$74,413.77	\$965,960.73	59.0
RR Theatre Lease Payments	\$0.00	\$0.00	\$0.00	0.0
Interest Income	\$6,500.00	\$0.00	\$1,729.28	26.6
Other Revenues	\$199,711.00	\$517.66	\$116,738.00	58.5
Total Revenue	\$14,550,827.80	\$872,608.13	\$7,810,097.89	53.7
Expense				
General Fund	\$12,225,963.00	\$1,162,207.83	\$7,372,967.69	60.3
Total Expense	\$12,225,963.00	\$1,162,207.83	\$7,372,967.69	60.3
Transfers				
Transfer to RR Theatre	(\$1,524,578.00)	(\$138,304.95)	(\$1,084,486.44)	71.1
Transfer to Capital Outlay	(\$800,286.80)	\$0.00	(\$417,635.37)	52.2
Transfer to Vine Street Project	\$0.00	\$0.00	\$0.00	0.0
Transfer from MSP	\$0.00	\$0.00	\$0.00	0.0
Police Separation Allowance	\$0.00	\$0.00	\$0.00	0.0
Economic Development Fund	\$0.00	\$0.00	\$0.00	0.0
Total Transfers	(\$2,324,864.80)	(\$138,304.95)	(\$1,502,121.81)	64.6
Fund Total	\$0.00	(\$427,904.65)	(\$1,064,991.61)	



SUMMARY

LONG TERM SAVINGS ESTIMATE

Telecommunications changes take place on a daily basis and we will continue to monitor those changes, on your behalf. The following table summarizes your estimated savings (net of our fees for the first year) over the next three years, when you implement our suggestions. As you can see, we share the savings in the first year only, but you realize 100% of the cost reductions after that time.

The following table shows your three year savings summary:

Your contingency fee as per the Service Agreement

50%

Number of years savings will be shared:

1

Yearly Savings Summary				
Service	Year 1	Year 2	Year 3	Total
Billing Error / Recovery:	\$2,028.39			\$2,028.39
Local Analysis Savings:	\$5,296.21	\$5,296.21	\$5,296.21	\$15,888.64
LD Savings:	\$143.30	\$143.30	\$143.30	\$429.91
LD Inbound Savings:				
Data - Internet Savings:	\$2,142.32	\$2,142.32	\$2,142.32	\$6,426.97
International:				
Cellular Savings:	\$3,788.01	\$3,788.01	\$3,788.01	\$11,520.03
Total:	\$13,398.24	\$11,369.85	\$11,369.85	\$36,137.94
Your Savings:	\$6,699.12	\$11,369.85	\$11,369.85	\$29,438.82
Our Fee:	\$6,699.12			\$6,699.12

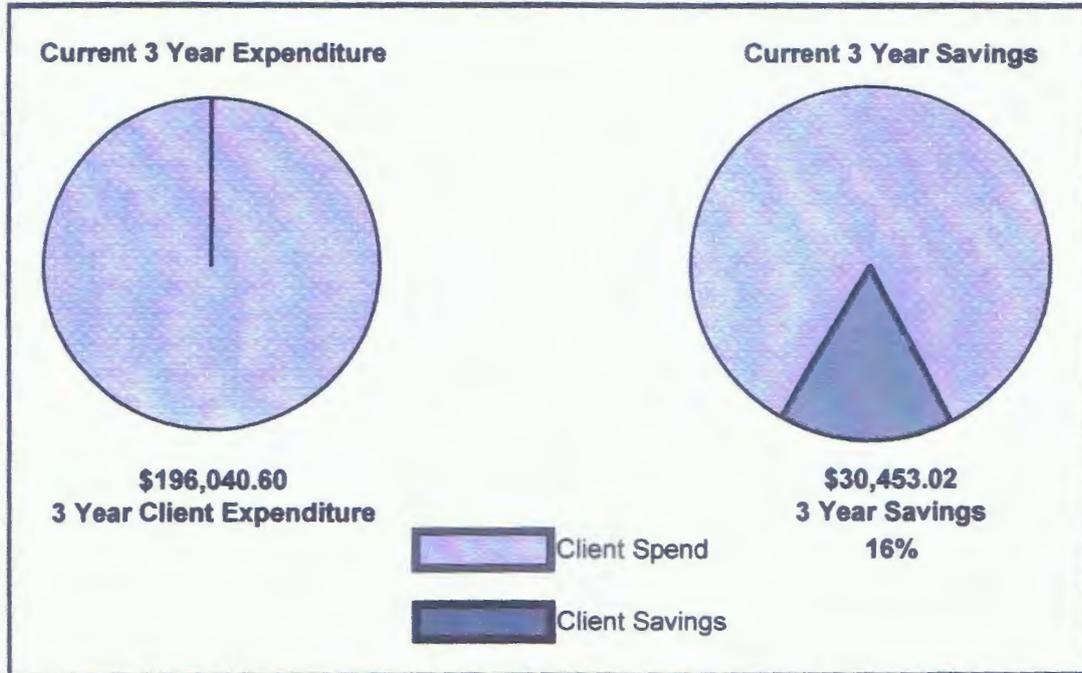
3 Year Savings Graph

The following graphs represent the current 3 year telecom spend that The City of Roanoke Rapids would owe without any changes. Also represented is a graph of the 3 year savings dollar amount generated by CrossPoint Telecom & Consulting expense reduction services. This savings dollar amount is after all CrossPoint Telecom and Consulting fees have been deducted.



CROSSPOINT TELECOM & CONSULTING, LLC

The following graphs display the current 3 year telecom spend and the 3 year savings dollar amount generated by CrossPoint Telecom & Consulting expense reduction services.



	Current Annual Expenditure By Service Type		Proposed Annual Expenditure By Service Type		Estimated Annual Savings	
Year 1	\$	65,346.87	\$	53,977.01	\$	7,713.32
Year 2	\$	65,346.87	\$	53,977.01	\$	11,369.85
Year 3	\$	65,346.87	\$	53,977.01	\$	11,369.85
Total	\$	196,040.60	\$	161,931.04	\$	30,453.02

ACTION PLAN

The Action Plan includes coordinating the orders and activities necessary to implement the approved recommendations. CrossPoint Telecom and Consulting will work with the City to establish on-line access to billing/invoice systems so as to monitor savings and assess future savings opportunities.