

SALEM HOUSING AUTHORITY
ACTUAL VS. BUDGET ANALYSIS - LOW RENT PUBLIC HOUSING
FOR THE PERIOD OCTOBER 1, 2019 THROUGH AUGUST 31, 2020

| | YEAR TO DATE | | | | | | MONTH TO DATE | | | | |
|---------------------------------------|---------------------|---------------------|---------------------|-----------------|-----------------|-----------------|----------------|----------------|---------------|-----------------|---------------|
| | Annual | | | Var. - Fav./ | %age Var. | Actual | | | Var. - Fav./ | %age Var. | Actual |
| | Budget | Budget | Actual | (Unfav.) | Fav. / (Unfav.) | PUM | Budget | Actual | (Unfav.) | Fav. / (Unfav.) | PUM |
| REVENUES | | | | | | | | | | | |
| Dwelling Rentals | \$ 578,163 | \$ 529,983 | \$ 512,032 | \$ (17,951) | -3.39% | \$ 2,844.62 | \$ 48,180 | \$ 44,224 | \$ (3,956) | -8.21% | \$ 245.69 |
| Transfer from Capital Fund for Ops | 182,526 | 167,316 | 170,148 | 2,833 | 1.69% | 945.27 | 15,211 | 16,284 | 1,074 | 7.06% | 90.47 |
| PFS Operating Subsidy | 941,681 | 863,208 | 909,250 | 46,042 | 5.33% | 5,051.39 | 78,473 | 71,460 | (7,013) | -8.94% | 397.00 |
| Cares Act Revenue | - | - | 64,700 | 64,700 | 100.00% | 359.44 | - | 12,613 | 12,613 | 100.00% | 70.07 |
| Interest | 420 | 385 | 442 | 57 | 14.81% | 2.46 | 35 | 40 | 5 | 14.29% | 0.22 |
| Other | 14,000 | 12,833 | 16,405 | 3,572 | 27.83% | 91.14 | 1,167 | 6,705 | 5,538 | 474.71% | 37.25 |
| Total Revenues | 1,716,790 | \$ 1,573,724 | \$ 1,672,977 | 99,253 | 6.31% | 9,294.32 | 143,066 | 151,326 | 8,260 | 5.77% | 840.70 |
| EXPENSES | | | | | | | | | | | |
| Administrative Salaries | 72,060 | 66,055 | 67,891 | (1,836) | -2.78% | 377.17 | 6,005 | 5,543 | 462 | 7.69% | 30.79 |
| Benefits | 52,070 | 47,731 | 44,863 | 2,868 | 6.01% | 249.24 | 4,339 | 3,596 | 743 | 17.13% | 19.98 |
| Audit | 10,150 | 9,304 | 9,304 | 0 | 0.00% | 51.69 | 846 | 846 | 0 | 0.02% | 4.70 |
| Mgmt/MHA Fees (ED & Prop Mgr) | 90,760 | 83,197 | 80,254 | 2,943 | 3.54% | 445.86 | 7,563 | 7,296 | 267 | 3.53% | 40.53 |
| Bad Debts | 7,650 | 7,013 | 15,205 | (8,193) | -116.83% | 84.47 | 638 | - | 638 | 100.00% | - |
| Telecommunications | 11,000 | 10,083 | 7,935 | 2,148 | 21.31% | 44.08 | 917 | 468 | 449 | 48.95% | 2.60 |
| Legal | 61,000 | 55,917 | 35,089 | 20,828 | 37.25% | 194.94 | 5,083 | 1,590 | 3,493 | 68.72% | 8.83 |
| Staff Training & Travel | 5,430 | 4,978 | 699 | 4,279 | 85.96% | 3.88 | 453 | - | 453 | 100.00% | - |
| Accounting Fees | 30,000 | 27,500 | 26,580 | 920 | 3.35% | 147.67 | 2,500 | 2,200 | 300 | 12.00% | 12.22 |
| Administrative Other | 69,240 | 63,470 | 50,570 | 12,900 | 20.32% | 280.94 | 5,770 | 5,989 | (219) | -3.80% | 33.27 |
| Total Administrative | 409,360 | 375,247 | 338,390 | 36,857 | 9.82% | 1,879.94 | 34,113 | 27,528 | 6,586 | 19.31% | 152.93 |
| Resident Services Materials | 1,100 | 1,008 | - | 1,008 | 100.00% | - | 92 | - | 92 | 100.00% | - |
| Total Tenant Services | 1,100 | 1,008 | - | 1,008 | 100.00% | - | 92 | - | 92 | 100.00% | - |
| Gas | 124,000 | 113,667 | 137,679 | (24,012) | -21.13% | 764.88 | 10,333 | 6,399 | 3,934 | 38.07% | 35.55 |
| Electric | 259,000 | 237,417 | 226,422 | 10,995 | 4.63% | 1,257.90 | 21,583 | 20,635 | 948 | 4.39% | 114.64 |
| Water/Sewer | 156,000 | 143,000 | 154,649 | (11,649) | -8.15% | 859.16 | 13,000 | 18,648 | (5,648) | -43.45% | 103.60 |
| Total Utilities | 539,000 | 494,083 | 518,750 | (24,667) | -4.99% | 2,881.94 | 44,917 | 45,682 | (765) | -1.70% | 253.79 |
| Maintenance Salaries | 75,300 | 69,025 | 60,902 | 8,123 | 11.77% | 338.34 | 6,275 | 4,296 | 1,979 | 31.54% | 23.87 |
| Benefits | 54,411 | 49,877 | 43,095 | 6,782 | 13.60% | 239.42 | 4,534 | 3,714 | 820 | 18.09% | 20.63 |
| Materials | 124,791 | 114,392 | 91,292 | 23,100 | 20.19% | 507.18 | 10,399 | 6,856 | 3,543 | 34.07% | 38.09 |
| Trash Removal Contract | 67,977 | 62,312 | 66,083 | (3,771) | -6.05% | 367.13 | 5,665 | 6,000 | (335) | 0.00% | 33.33 |
| Miscellaneous Contracts | 255,455 | 234,167 | 279,735 | (45,568) | -19.46% | 1,554.08 | 21,288 | 14,035 | 7,253 | 34.07% | 77.97 |
| Total Maintenance | 577,934 | 529,773 | 541,107 | (11,334) | -2.14% | 3,006.15 | 48,161 | 34,901 | 13,260 | 27.53% | 193.89 |
| Insurance | 155,000 | 142,083 | 148,617 | (6,534) | -4.60% | 825.65 | 12,917 | 14,207 | (1,290) | -9.99% | 78.93 |
| PILOT | 3,916 | 3,590 | - | 3,590 | 0.00% | - | 326 | - | 326 | 0.00% | - |
| Total General Expenses | 158,916 | 145,673 | 148,617 | (2,944) | -2.02% | 825.65 | 13,243 | 14,207 | (964) | -7.28% | 78.93 |
| Total Expenses | 1,686,310 | 1,545,784 | 1,546,864 | (1,080) | -0.07% | 8,593.69 | 140,526 | 122,318 | 18,208 | 12.96% | 679.54 |
| Increase / (Decrease) in Net Position | \$ 30,480 | \$ 27,940 | \$ 126,113 | \$ 98,173 | | 700.63 | \$ 2,540 | \$ 29,008 | \$ 26,468 | | \$ 161.16 |
| Net Position - Beg. of Period | 1,140,990 | 1,140,990 | 1,140,990 | | | | | | | | |
| Net Position - End of Period | <u>\$ 1,171,470</u> | <u>\$ 1,168,930</u> | <u>\$ 1,267,103</u> | | | | | | | | |