



FY 2016 General Fund Revenue Forecast

Actual Data - FY 2010-2014

Budget - FY 2015

Forecast Ranges - FY 2016

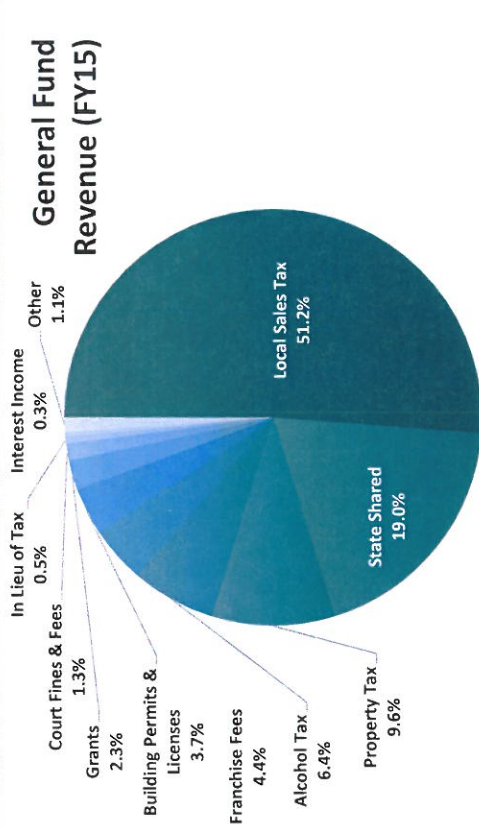
Budget & Finance Committee Meeting - January 8, 2015



Summary (General Fund)

The General Fund for the City of Franklin is the largest and most important of the City's 12 funds used for financing City services. Although it comprises over 40 individual revenue sources, this analysis focuses on the Top 10 revenue sources, which comprise nearly 99% of the total as of 2015.

On the following pages, please find a preview of each of these Top 10 revenue sources, with discussion and detail of each an preliminary, low middle and high estimates for FY 2016. It is important to remember that this is an ESTIMATE only at this time. Given the fact that the City is only one-half through its fiscal year, and has only 1/3 of accrued revenue received in many major revenue categories, it is impossible to precisely predict how much revenue will actually be available in the ensuing fiscal year. This projection will be refined in April and presented as part of the formal budget proposal in May.



Top Ten Revenue Categories	Actual			Budget			FY 2016 Forecast			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	% of Total	Low	Medium	High
Local Sales Tax	\$ 20,969,821	\$ 22,720,666	\$ 24,197,413	\$ 25,995,733	\$ 27,254,742	\$ 28,758,770	51.2%	\$ 29,477,739	\$ 29,909,121	\$ 30,340,502
State Shared	\$ 4,861,686	\$ 8,451,880	\$ 8,841,675	\$ 9,906,104	\$ 10,677,057	\$ 10,660,898	19.0%	\$ 10,820,811	\$ 10,927,420	\$ 11,034,029
Property Tax	\$ 8,062,817	\$ 6,438,848	\$ 6,426,577	\$ 6,457,052	\$ 6,266,420	\$ 5,396,034	9.6%	\$ 5,173,756	\$ 5,301,686	\$ 5,429,615
Alcohol Tax	\$ 2,683,493	\$ 2,865,433	\$ 3,084,136	\$ 3,323,302	\$ 3,373,143	\$ 3,615,310	6.4%	\$ 3,644,464	\$ 3,663,900	\$ 3,683,336
Franchise Fees	\$ 2,074,032	\$ 2,030,529	\$ 1,900,254	\$ 2,174,803	\$ 2,449,724	\$ 2,449,980	4.4%	\$ 2,486,730	\$ 2,511,230	\$ 2,535,729
Building Permits & Licenses	\$ 766,173	\$ 1,318,725	\$ 1,620,166	\$ 1,592,736	\$ 2,088,774	\$ 2,091,490	3.7%	\$ 2,114,742	\$ 2,135,577	\$ 2,156,412
Grants	\$ 620,277	\$ 1,710,579	\$ 755,372	\$ 1,353,926	\$ 520,921	\$ 1,288,539	2.3%	\$ 1,288,539	\$ 1,288,539	\$ 1,288,539
Court Fines & Fees	\$ 1,100,578	\$ 798,415	\$ 887,349	\$ 738,785	\$ 657,229	\$ 747,720	1.3%	\$ 654,127	\$ 660,572	\$ 667,016
In Lieu of Tax	\$ 388,180	\$ 341,652	\$ 355,632	\$ 339,808	\$ 325,018	\$ 306,131	0.5%	\$ 306,131	\$ 306,131	\$ 306,131
Interest Income	\$ 511,380	\$ 415,422	\$ 144,574	\$ 166,679	\$ 189,013	\$ 179,820	0.3%	\$ 193,307	\$ 197,802	\$ 202,298
Top Ten Revenue Sources	\$ 42,038,437	\$ 47,092,149	\$ 48,213,148	\$ 52,048,928	\$ 53,802,041	\$ 55,494,692	98.9%	\$ 56,160,346	\$ 56,901,977	\$ 57,643,608
Other	\$ 4,647,009	\$ 5,448,196	\$ 3,601,890	\$ 628,441	\$ 3,116,463	\$ 640,011	1.1%	\$ 649,611	\$ 656,011	\$ 662,411
Total General Fund Revenues	\$ 46,685,446	\$ 52,540,345	\$ 51,815,038	\$ 52,677,369	\$ 56,918,504	\$ 56,134,703	100.0%	\$ 56,809,958	\$ 57,557,988	\$ 58,306,019
Change Year-over-Year	\$ 5,854,899	\$ (725,307)	\$ 862,331	\$ 4,241,135	\$ (783,801)	\$ 675,255	1.2%	\$ 1,423,285	\$ 2,171,316	\$ 3,9%
	12.5%	-1.4%	1.7%	8.1%	-1.4%	2.5%	1.2%	2.5%	3.9%	3.9%

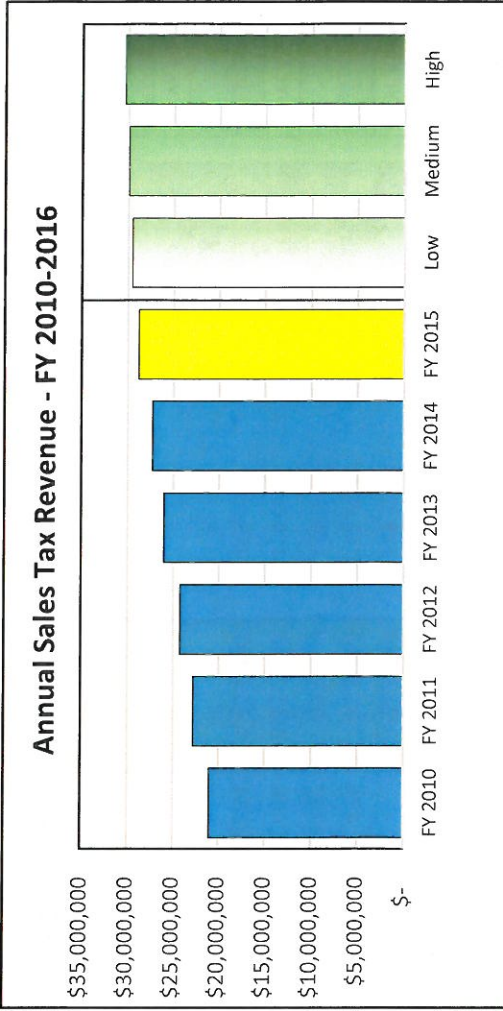


City of Franklin

Revenue Model

Fund:	General Fund	Category:	Local Sales Tax	Percent of Total General Fund Revenues	51.2%
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Local Sales Tax is the City's primary revenue source. Roughly half of our General Fund revenue comes from this source. In addition to the State-imposed 7% sales tax, the City has a 2.25% local sales tax, which is below the 2.75% allowed by State law. Local sales tax revenue is shared equally with education, which is provided by Williamson County Schools and the Franklin Special School District. Significant erosion in collections occurred, starting in 2008 and continuing through the first half of 2010, due to the national economic situation, increased gas prices and increased competition from alternative shopping options in the region. However, a rebound started midway through FY 2010 and collections have exceeded the previous year's level for four consecutive years. This steady, continuous improvement is expected to continue in FY2016 & 2017.



	Actual				Budget			Forecasts (FY 2016)			Averages		
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	10-Yr Average	20-Yr Average
July	1,646,449	1,769,523	1,925,395	2,003,719	2,113,374	2,197,910	2,252,858	2,285,826	2,318,795	\$ 25,815,963	\$ 24,227,675	\$ 23,115,356	\$ 17,652,035
August	1,711,487	1,774,021	1,843,928	2,101,518	2,115,836	2,200,470	2,255,482	2,288,489	2,321,496	3.8%	3.7%	2.4%	3.1%
September	1,645,241	1,888,809	1,946,970	2,065,402	2,178,174	2,265,300	2,321,933	2,355,912	2,389,892				
October	1,639,767	1,767,404	1,881,099	2,026,866	2,117,978	2,202,700	2,257,768	2,290,808	2,323,849				
November	1,736,146	1,892,149	1,998,723	2,176,371	2,419,578	2,516,360	2,579,269	2,617,014	2,654,760				
December	2,479,640	2,670,491	2,902,675	3,012,759	3,097,595	3,221,500	3,302,038	3,350,360	3,398,683				
January	1,401,398	1,552,324	1,722,901	1,948,752	1,926,687	2,003,750	2,053,844	2,083,900	2,113,956				
February	1,521,898	1,628,745	1,729,002	1,856,748	1,973,541	2,052,480	2,103,792	2,134,579	2,165,366				
March	1,820,095	1,979,080	2,191,405	2,265,006	2,421,918	2,661,320	2,727,853	2,767,773	2,807,693				
April	1,719,674	1,866,180	1,897,741	2,168,372	2,201,566	2,304,680	2,362,297	2,396,867	2,431,437				
May	1,686,756	1,884,275	1,989,477	2,109,923	2,323,975	2,416,090	2,476,492	2,512,734	2,548,975				
June	1,961,270	2,047,664	2,168,095	2,260,297	2,364,520	2,716,210	2,784,115	2,824,858	2,865,602				
Totals	\$ 20,969,821	\$ 22,720,666	\$ 24,197,413	\$ 25,995,733	\$ 27,254,742	\$ 28,758,770	\$ 29,477,739	\$ 29,909,121	\$ 30,340,502				

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.

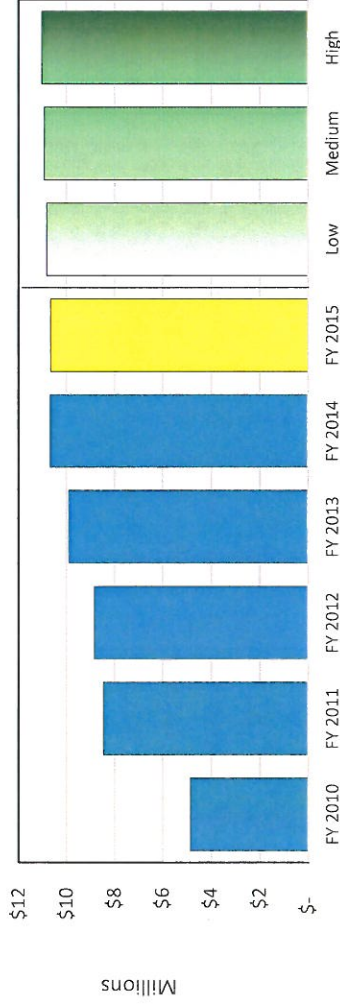


City of Franklin
Revenue Model

Fund: General Fund **Category:** State Shared **Percent of Total General Fund Revenues** 19.0%

State Shared taxes: We receive significant revenue from the State in the form of shared taxes with distribution based primarily on population. The major sources are from the Sales Tax, Business Tax, Hall Income Tax (dividends / interest), TVA in Lieu Of, Beer Tax, Mixed Drink Taxes and the Bank Excise Tax. These are sent to us monthly or quarterly around the 20th except for the Income tax (August) and the excise Tax which are annual remittances sent to us in July and March respectively. Results of the 2014 special census are anticipated to increase the City's share, estimated at approximately \$100 per person.

State Shared Tax Revenue - FY 2010-2016



	Actual				Budget			Forecasts (FY 2016)			Averages	
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	
Sales Tax (State)	3,600,721	3,767,317	4,242,695	4,324,811	4,496,081	4,804,530	4,876,598	4,924,643	4,972,689	\$ 9,808,279	2.9%	
Beer Tax (State)	27,860	29,329	30,674	30,894	29,568	30,450	30,907	31,211	31,516	\$ 8,547,680	4.9%	
State Excise Tax - BANK	55,176	13,498	15,260	38,427	94,685	94,685	96,105	97,052	97,999	10-Yr Average		
Increase in State Shared Taxes	-	-	-	-	-	323,463	328,315	331,550	334,784	\$ 4,668,339	6.4%	
In Lieu of Tax (TVA)	618,580	632,821	722,090	712,731	691,474	712,240	722,924	730,046	737,168			
Business License (Local Share)	-	261,720	283,442	318,552	320,747	318,810	323,592	326,780	329,968			
Business Tax (State)	-	2,518,958	2,754,341	3,151,224	3,048,468	3,126,720	3,173,621	3,204,888	3,236,155			
Income Tax (State)	559,348	1,228,236	793,173	1,329,465	1,996,034	1,250,000	1,268,750	1,281,250	1,293,750			
Totals	\$ 4,861,686	\$ 8,451,880	\$ 8,841,675	\$ 9,906,104	\$ 10,677,057	\$ 10,660,898	\$ 10,820,811	\$ 10,927,420	\$ 11,034,029			

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund: General Fund

Category: Property Tax

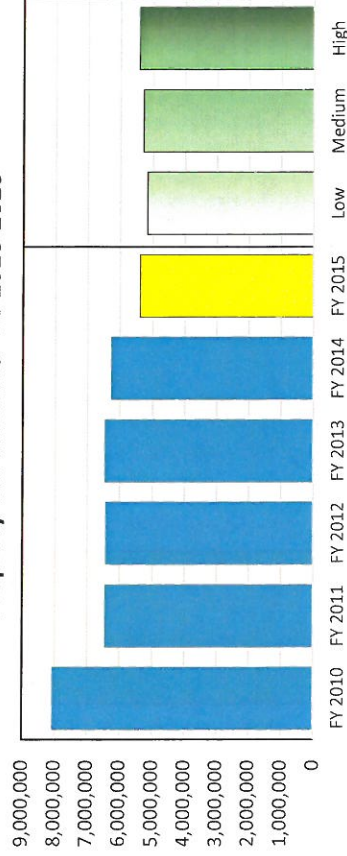
Percent of Total General Fund Revenues

9.6%

Property Tax: Citizens of Franklin pay property tax to two entities - the City of Franklin and Williamson County. Bills are issued on October 1st and are due by February 28th without penalty/interest. Historically, about 1/3 is received in December and another third in February. The County is now collecting property tax for the City.

Available revenue from the Property Tax for operations will decrease in FY 2016 as the required amount for the IDB and the Debt Service Fund increases by \$130,000 and \$215,000 respectively over the FY 2015 Budget.

Property Tax Revenue - FY 2010-2016



	Actual				Budget			Forecasts (FY 2016)			Averages	
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	
Property Taxes	11,468,281	11,785,700	11,718,525	11,902,186	12,342,702	13,482,930	13,617,759	13,752,589	13,887,418	\$ 6,383,350		
Less: Due to IDB	(603,313)	(655,355)	(740,899)	(786,760)	(944,274)	(953,720)	(1,087,500)	(1,087,500)	(1,087,500)			
Less: Debt Service Fund	(2,851,481)	(4,952,567)	(4,830,155)	(4,779,633)	(5,357,261)	(6,443,176)	(6,659,603)	(6,659,603)	(6,659,603)			
Less: Unavailable Revenue (uncollected at year-end)	(280,879)	(216,551)	(154,909)	(148,036)	(143,000)	(150,000)	(151,500)	(153,000)	(154,500)			
Less: Capital Projects Set-Aside	-	-	-	-	-	(500,000)	(505,000)	(510,000)	(515,000)			
Less: Street Aid Set-Aside	-	-	-	-	-	(500,000)	(505,000)	(510,000)	(515,000)			
Pickups (primarily RR and Public)	276,430	370,138	339,166	218,645	285,573	220,000	222,200	224,400	226,600			
Plus: Prior Year Collections	53,779	107,483	94,849	50,650	82,680	240,000	242,400	244,800	247,200			
Totals	8,062,817	6,438,848	6,426,577	6,457,052	6,266,420	5,396,034	5,173,756	5,301,686	5,429,615			

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



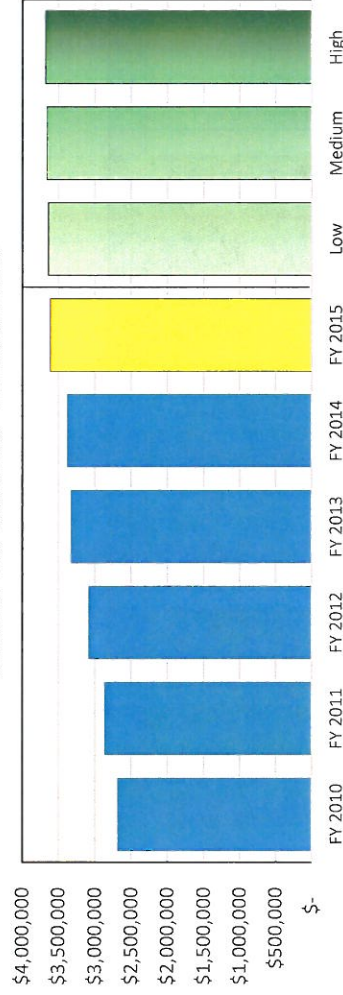
City of Franklin
Revenue Model

Fund: General Fund **Category:** Alcohol Tax **Percent of Total General Fund Revenues** 6.4%

Alcohol taxes (local): We receive wholesale beer/liquor revenue from distributors (these are not located locally) and privilege taxes from local businesses each month. This revenue comes in about the 20th of each month and is fairly consistent across the Fiscal year, with a slight falloff during the winter months.

The leveling forecast in Wholesale Beer Tax is due to a decision made by the state several years ago to tax on volume sold, not price. This has started to reduce collections, as is evident in the FY 2014 actual column.

Alcohol Tax Revenue - FY 2010-2016



	Actual			Budget	Forecasts (FY 2016)			Averages					
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	10-Yr Average	20-Yr Average
Bear Tax - Wholesale	1,339,821	1,421,683	1,503,877	1,585,289	1,507,185	1,671,710	1,671,710	1,671,710	1,671,710	22,667	94,661	3,065,901	2,066,251
Bear Privilege Tax (Renewal)	18,427	19,918	21,195	21,517	20,742	21,900	22,229	22,448	22,667			3.6%	
Liquor Tax - Wholesale	810,970	854,254	915,105	1,015,623	1,095,467	1,139,270	1,156,359	1,167,752	1,179,144				
Liquor Privilege Tax	65,005	72,005	75,205	91,920	87,065	91,460	92,832	93,747	94,661				
Mixed Drink Tax	449,269	497,573	568,754	608,953	662,684	690,970	701,335	708,244	715,154				
Totals	\$ 2,683,493	\$ 2,865,433	\$ 3,084,136	\$ 3,323,302	\$ 3,373,143	\$ 3,615,310	\$ 3,644,464	\$ 3,663,900	\$ 3,683,336				

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



City of Franklin

Revenue Model

Fund: General Fund

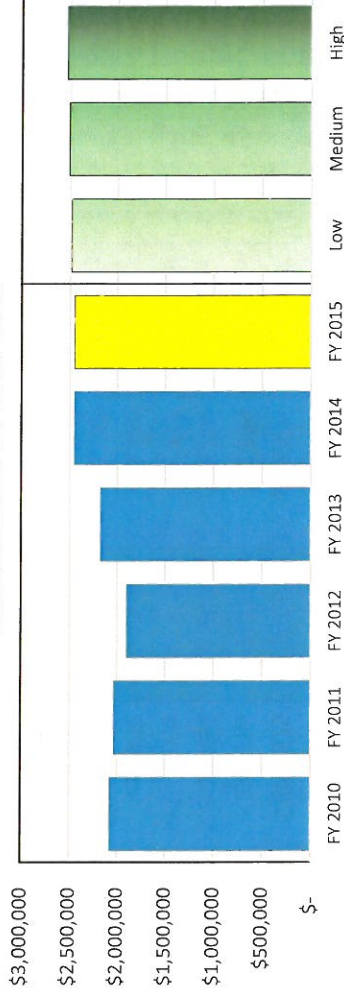
Category: Franchise Fees

Percent of Total General Fund Revenues

4.4%

Franchise Fees: Collected by the City from cable and gas utility providers, franchise fees are payments received by the City from utility companies for the privilege of providing service within the City limits. These payments are received annually from Comcast Cable, Piedmont Energy and Atmos Energy. The City receives payments from AT&T on a quarterly basis. Payments are determined through terms set in the franchise agreements.

Franchise Fees- FY 2010-2016



	Actual					Budget			Forecasts (FY 2016)			Averages	
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	10-Yr Average	20-Yr Average
ATMOS	1,167,895	1,084,874	897,371	1,148,193	1,351,330	1,311,600	1,331,274	1,344,390	1,357,506	\$ 2,174,927	\$ 2,125,868	\$ 1,784,903	\$ 1,148,160
Comcast	800,834	797,921	820,050	827,377	875,035	910,040	923,691	932,791	941,891	4.2%	3.0%	3.7%	5.7%
Piedmont	64,098	65,570	63,980	54,058	60,098	62,500	63,438	64,063	64,688				
AT&T	41,206	82,164	118,853	145,175	163,261	165,840	168,328	169,986	171,644				
Totals	\$ 2,074,032	\$ 2,030,529	\$ 1,900,254	\$ 2,174,803	\$ 2,449,724	\$ 2,449,980	\$ 2,486,730	\$ 2,511,230	\$ 2,535,729				

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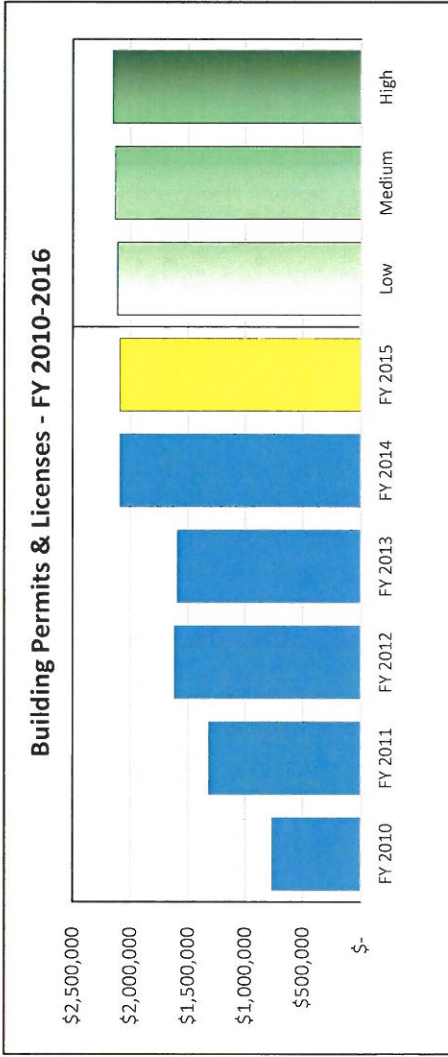


City of Franklin
Revenue Model

Fund: General Fund	Category: Building Permits & Licenses	Percent of Total General Fund Revenues 3.7%
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Building Permits & Licenses: These fees are paid to the City to offset and pay for the staffing costs borne by the City to extend services due to construction growth. There has been growth in both residential and commercial sides of development. This revenue has been difficult to predict by month because permits are often obtained and fees paid in advance of construction. The fees in this group include building permits, electrical inspections, mechanical permits, plumbing permits, plans review fees, sign permits, reinspection fees, mechanical licenses, grading permits, plumbing license, consultant fees, cafe fees, and tree cutting permits.

This projection will be revised between February & March 2015. We expect another 300-600 new units in the ensuing fiscal year. This will also be the second year of a new fee structure for permits, so staff will be able to analyze the impacts of that change.



	Actual			Budget	Forecasts (FY 2016)			Averages		
	FY 2010	FY 2011	FY 2012		FY 2013	FY 2014	FY 2015		Low	Medium
Mechanical License	6,800	5,200	4,000	3,850	3,500	3,640	3,695	3,731	3,767	3,767
Mechanical Permits	74,420	105,506	151,167	103,374	183,383	190,670	193,530	195,437	197,343	197,343
Building Permits	430,901	820,111	855,409	1,046,947	1,343,978	1,340,440	1,360,547	1,373,951	1,387,355	1,387,355
Building Reinspections	-	-	-	-	-	-	-	-	-	-
Plumbing License	4,950	4,169	3,382	3,802	3,224	3,100	3,147	3,178	3,209	3,209
Plumbing Permits	56,842	102,788	130,541	128,139	145,525	152,620	154,909	156,436	157,962	157,962
Electrical Inspections	132,129	186,224	371,001	233,078	281,106	314,620	319,339	322,486	325,632	325,632
Planning Fees (Plans Review)	42,809	66,869	80,349	45,049	17,732	50,000	50,750	51,250	51,750	51,750
Consultant Fees	3,513	11,054	716	1,147	1,000	1,200	1,218	1,230	1,242	1,242
Reinspection Fees	2,300	3,920	9,600	10,328	16,872	12,000	12,180	12,300	12,420	12,420
Sign Permits	7,364	9,459	10,456	11,002	9,895	10,000	10,150	10,250	10,350	10,350
Café Fees	795	-	420	920	8,590	1,000	1,015	1,025	1,035	1,035
Grass Cutting	1,000	-	-	-	-	-	-	-	-	-
Tree Cutting Permits	50	25	25	-	-	100	102	103	104	104
Grading Permits	2,300	3,400	3,100	5,100	3,000	4,100	4,162	4,203	4,244	4,244
Roadway Inspections	-	-	-	-	70,969	8,000	8,120	8,200	8,280	8,280
Totals	\$ 766,173	\$ 1,318,725	\$ 1,620,166	\$ 1,592,736	\$ 2,088,774	\$ 2,091,490	\$ 2,114,742	\$ 2,135,577	\$ 2,156,412	\$ 2,156,412

Source: City of Franklin, Comprehensive Annual Financial Reports - 1991-2014 & Estimates from Finance & Revenue Management Departments.



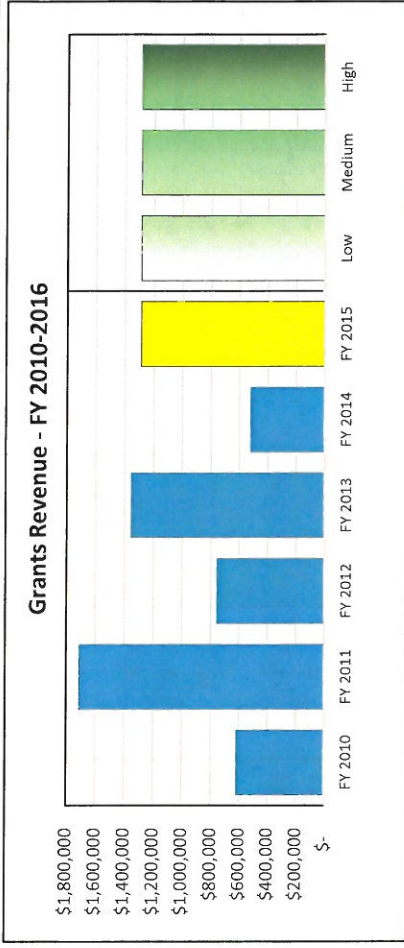
City of Franklin

Revenue Model

Fund: General	Category: Grants	Percent of Total General Fund Revenues 2.3%
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Grants (Federal/State): In 2014, these grants consisted of the Traffic Operations Center (\$2,000,000), parks grants (\$341,717) and funds outstanding from FEMA/TEMA for the May 2010 Flood (\$100,000). In 2015, these grants consisted of money for the TOC (\$1,000,000), various Parks Grants (\$223,103) and several other grants.

Please note: Although the City has received other grants such as the Hazard Mitigation Program, only those budgeted in prior years are included within the preliminary estimates.



	Actual			Budget	Forecasts (FY 2016)			Averages				
	FY 2010	FY 2011	FY 2012		FY 2013	FY 2014	FY 2015		Low	Medium	High	
FEMA Grant	-	353,073	-	-	-	-	-	-	-	-	3-yr Average	\$ 876,740
May 2010 Flood	-	-	-	63,622	-	-	-	-	-	-	5-Yr Average	\$ 992,215
Emergency Shelter Grant	25,944	34,756	39,864	34,423	24,612	45,436	45,436	45,436	45,436	45,436	10-Yr Average	\$ 716,711
Police Equipment Grant #7	-	-	-	10,131	10,131	-	-	-	-	-	20-Yr Average	\$ 618,597
Federal Grant - Ballistic Vests	-	4,400	5,549	11,235	8,094	10,000	10,000	10,000	10,000	10,000		8.0%
Highway Safety Grant	-	2,208	27,459	50,019	38,147	10,000	10,000	10,000	10,000	10,000		6.0%
Fight Impaired Driving Grant	18,971	-	-	-	-	-	-	-	-	-		
Various	-	-	100,933	222,307	222,307	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000		
Federal Grant - TOC	412,424	145,754	100,933	190,800	222,307	223,103	223,103	223,103	223,103	223,103		
Preservation Plan Grant	-	20,000	-	-	-	-	-	-	-	-		
Preservation Plan Grant (Federal)	-	-	-	-	-	-	-	-	-	-		
Parks Grants	-	-	453	175,596	50,085	223,103	223,103	223,103	223,103	223,103		
Loop Eastern Flank	1,500	-	1,500	-	-	-	-	-	-	-		
Miscellaneous Grants	-	52,424	286	2,850	2,850	-	-	-	-	-		
TN Dept of Agriculture	16,376	2,855	-	-	-	-	-	-	-	-		
Federal ARRA #1 - Dept of Justice	-	33,723	-	12,607	12,607	-	-	-	-	-		
Federal ARRA #2 - Dept of Energy	22,062	560,116	11,522	-	-	-	-	-	-	-		
Federal ARRA - TOC	123,000	499,656	566,185	794,484	794,484	-	-	-	-	-		
HGMP-1909-0049	-	-	-	-	-	-	-	-	-	-		
HGMP-1909-0061	-	-	-	7,063	-	-	-	-	-	-		
In-Kind Contributions	-	1,614	1,621	-	-	-	-	-	-	-		
Totals	\$ 620,277	\$ 1,710,579	\$ 755,372	\$ 1,353,926	\$ 520,921	\$ 1,288,539	\$ 1,288,539	\$ 1,288,539	\$ 1,288,539	\$ 1,288,539		

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



Fund: General Fund **Category:** Court Fines & Fees **Percent of Total General Fund Revenues** 1.3%

Court Fines & Fees: The City Court collects fees/fines for traffic violations and property maintenance violations. A major initiative was taken in 2013 to submit outstanding debts to a collection agency. The primary reason for a revenue decrease in 2013 and 2014 is a change in accounting to net amounts due the State against revenue, rather than show those amounts under expenditures in Revenue Management. (with that change, Revenue Management's expenditures were lower as well.) Revenues are anticipated to be lower in FY 2015 than budgeted, so FY 2016 estimates are based in line with FY 2014 actuals.

Court Fines & Fees Revenue - FY 2010-2016



	Actual				Budget	Forecasts (FY 2016)			Averages
	FY 2010	FY 2011	FY 2012	FY 2013		FY 2014	Low	Medium	
Court Costs	-	-	-	53,371	1,000	1,015	1,025	1,035	3-yr Average
Fines/Fees - Mun Court	986,017	714,013	808,105	375,719	408,670	331,840	335,109	338,379	\$ 761,121
Court-Local Litigation Tax	-	-	-	9,728	10,000	10,150	10,250	10,350	-0.6%
Court-Bad Check	-	-	-	920	1,000	1,015	1,025	1,035	5-Yr Average
Delinquent Court Fees & Fines	-	-	-	35,282	25,630	26,014	26,271	26,527	\$ 836,471
Court-Driving School	-	-	-	33,248	96,790	98,242	99,210	100,178	-2.1%
Court-Admin Fee	-	-	-	2,803	2,000	2,030	2,050	2,070	10-Yr Average
Fines - Gen Sessions	65,833	67,107	63,746	79,344	77,500	78,663	79,438	80,213	\$ 840,889
Fines - Circuit Court	-	-	-	-	-	-	-	-	-1.1%
Parking Fines - Mun Court	48,728	17,295	13,813	17,744	15,000	15,225	15,375	15,525	20-Yr Average
Fines - Traffic Offenses	-	-	-	126,898	107,630	87,396	88,257	89,118	\$ 674,092
FTA - Fine	-	-	-	3,725	2,500	2,538	2,563	2,588	0.5%
Drug Fines (Circuit Court)	-	-	-	-	-	-	-	-	
Drug Fines Received (PD)	-	-	-	-	-	-	-	-	
Confiscated Goods (Federal)	-	-	-	-	-	-	-	-	
Confiscated Goods (State)	-	-	1,685	3	-	-	-	-	
Totals	\$ 1,100,578	\$ 798,415	\$ 887,349	\$ 738,785	\$ 747,720	\$ 654,127	\$ 660,572	\$ 667,016	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



City of Franklin

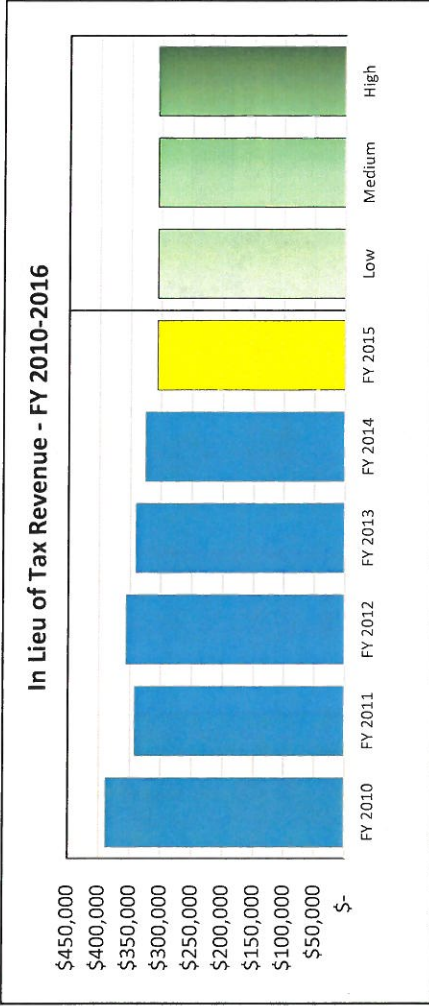
Revenue Model

Fund: General Fund

Category: In Lieu of Tax

Percent of Total General Fund Revenues 0.5%

In Lieu Of Tax: Payments in lieu of tax are made primarily by various local entities, such as Franklin Housing authority, Nissan, Healthways, Verizon, CHS and Hackson National Life, that have leases through a local government Industrial Board. The local payments are made annually.



	Actual					Budget			Forecasts (FY 2016)			Averages			
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	3-yr Average	5-Yr Average	10-Yr Average			
Franklin Housing Authority			30,567	17,846	14,090	14,090	14,090	14,090	14,090	14,090					
Nissan (TIF District)			167,329	165,581	166,572	166,572	166,572	166,572	166,572	166,572				\$	340,153
Nissan Personal Property		Breakout	13,380	12,025	-	12,025	12,025	12,025	12,025	12,025					-3.3%
Healthways (TIF District)		Breakout	43,835	43,835	43,835	43,835	43,835	43,835	43,835	43,835				\$	350,058
Verizon (pilot ends 2014)		N/A	30,912	30,912	30,912	0	-	-	-	-					-2.5%
Community Health Systems (CHS)			26,487	26,487	26,487	26,487	26,487	26,487	26,487	26,487				\$	237,306
Jackson National Life			43,122	43,122	43,122	43,122	43,122	43,122	43,122	43,122				\$	264,045
Totals	\$ 388,180	\$ 341,652	\$ 355,632	\$ 339,808	\$ 325,018	\$ 306,131	\$ 306,131	\$ 306,131	\$ 306,131	\$ 306,131	\$ 306,131	\$ 306,131	\$ 306,131		0.8%

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.

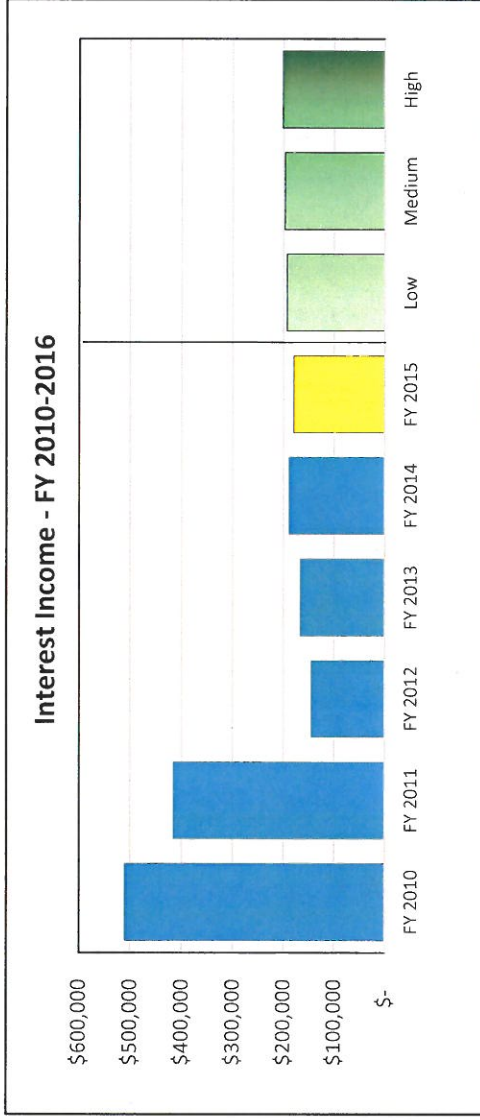


City of Franklin

Revenue Model

Fund: General Fund **Category:** Interest Income **Percent of Total General Fund Revenues** 0.3%

Interest Income: This revenue source is bank interest and investment earnings on temporarily idle funds. This revenue has been adversely affected significantly in recent years due to the low interest rate environment. It is anticipated that short term interest rates will remain low during the next fiscal year.



	Actual			Budget	Forecasts (FY 2016)			Averages			
	FY 2010	FY 2011	FY 2012		FY 2013	FY 2014	FY 2015		Low	Medium	High
July	Breakout		(37,631)	14,660	12,902	13,160	14,147	14,476	14,805	3-Yr Average	\$ 166,755
August			31,626	15,474	10,925	11,140	11,976	12,254	12,533		2.6%
September			28,313	15,213	20,011	20,410	21,941	22,451	22,961	5-Yr Average	\$ 285,414
October			30,599	16,050	11,983	12,220	13,137	13,442	13,748		-7.4%
November		Breakout	23,860	13,859	11,477	18,260	19,630	20,086	20,543	10-Yr Average	\$ 683,365
December		Breakout	23,825	38,735	(11,547)	19,020	20,447	20,922	21,398		-7.4%
January	N/A	N/A	24,084	13,314	14,444	14,730	15,835	16,203	16,571	20-Yr Average	\$ 687,699
February			22,392	13,204	14,059	20,880	22,446	22,968	23,490		-5.0%
March			26,115	6,442	13,110	15,920	17,114	17,512	17,910		
April			27,308	20,582	16,422	23,430	25,187	25,773	26,359		
May			24,495	11,978	16,316	17,840	19,178	19,624	20,070		
June			(80,412)	(12,832)	58,911	(7,190)	(7,729)	(7,909)	(8,089)		
Totals	\$ 511,380	\$ 415,422	\$ 144,574	\$ 166,679	\$ 189,013	\$ 179,820	\$ 193,307	\$ 197,802	\$ 202,298		

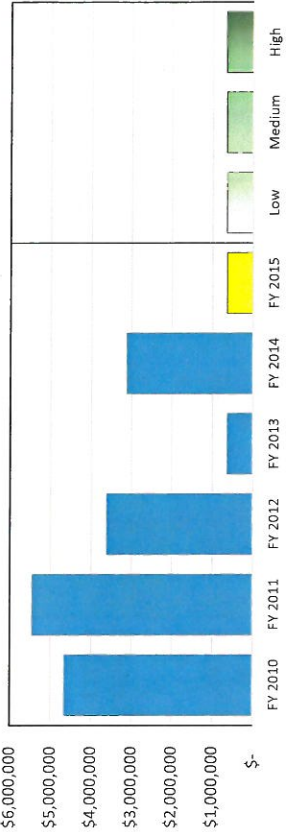
Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.



Fund: General Fund **Category:** Other **Percent of Total General Fund Revenues** 1.1%

Other: This catch-all revenue category comprises all other individual categories of General Fund Revenue. Traditionally the largest components are one-time receipts, such as contributions from developers. Other Revenue can fluctuate greatly from year to year.

Other General Fund Revenue - FY 2010-2016

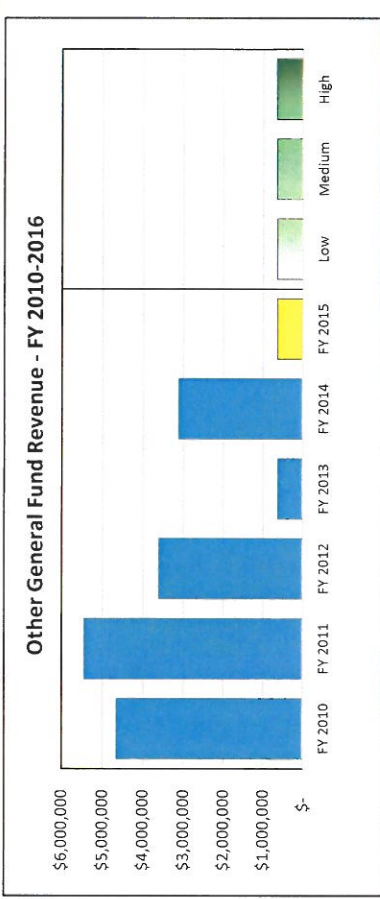


	Actual			Budget			Forecasts (FY 2016)			Averages
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High	
City Tax Relief	(6,875)	(6,735)	(6,406)	(7,720)	(6,517)	(7,000)	(7,105)	(7,175)	(7,245)	(7,245)
Prop Taxes - P&I	45,858	51,707	56,405	49,501	35,819	50,000	50,750	51,250	51,750	51,750
Business Tax	2,619,428	8,302	9,882	11,090	9,002	12,240	12,424	12,546	12,668	12,668
Planning Fees (Rezoning)	2,050	2,500	8,594	5,826	39,237	10,000	10,150	10,250	10,350	10,350
Planning Fees (Site Plans)	18,260	37,860	41,600	70,161	46,138	62,880	63,823	64,452	65,081	65,081
Planning Fees (Plat Submittal)	9,980	16,400	20,443	42,837	89,000	65,000	65,975	66,625	67,275	67,275
Planning Fees (Misc Planning)	11,122	16,945	13,986	42,531	7,671	20,000	20,300	20,500	20,700	20,700
Beer Permits (New Applic Fee)	14,250	14,500	12,750	13,000	13,700	12,270	12,454	12,577	12,699	12,699
Yard Sale Permits	9,755	8,800	9,635	8,660	9,295	9,000	9,135	9,225	9,315	9,315
Taxi Operator Fees	250	-	-	-	-	-	-	-	-	-
Alarm Permits	22,460	21,874	22,800	23,835	29,130	30,000	30,450	30,750	31,050	31,050
Miscellaneous Permits	4,600	1,700	4,405	4,100	2,300	5,000	5,075	5,125	5,175	5,175
In Lieu of Parkland	-	-	-	-	2,280,119	-	-	-	-	-
Water & Sewer Admin Fees	-	-	-	-	-	-	-	-	-	-
Reimb from Other Funds	1,373,311	1,512,063	1,823,176	-	-	-	-	-	-	-
ADMIN SERVICES PROVIDED BY GENERAL TO STORMWATER	145,000	252,010	-	-	-	-	-	-	-	-
ADMIN SERVICES PROVIDED BY GENERAL TO SANITATION	-	252,010	150,144	-	-	-	-	-	-	-
Regional Fire Training	-	-	171,593	-	-	-	-	-	-	-
Maps Sold	300	1,000	275	3,000	3,000	3,000	3,045	3,075	3,105	3,105
Plans Sold	2,170	1,717	1,529	2,798	1,476	1,000	1,015	1,025	1,035	1,035
Records Sold	-	3,775	4,500	2,850	700	2,000	2,030	2,050	2,070	2,070
Accident Reports	33,526	35,470	4,010	450	199	500	508	513	518	518
Fingerprinting Fees	895	1,480	1,170	-	-	1,500	1,523	1,538	1,553	1,553
Sex Offender Registry	1,635	2,100	1,650	2,100	2,350	2,000	2,030	2,050	2,070	2,070
License Seizure Fees	-	865	3,350	485	675	1,500	1,523	1,538	1,553	1,553
Citizen's Police Academy	1,625	-	-	1,820	-	2,000	2,030	2,050	2,070	2,070



Fund: General Fund **Category:** Other **Percent of Total General Fund Revenues:** 1.1%

Other: This catch-all revenue category comprises all other individual categories of General Fund Revenue. Traditionally the largest components are one-time receipts, such as contributions from developers. Other Revenue can fluctuate greatly from year to year.



	Actual					Budget			Forecasts (FY 2016)		
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Low	Medium	High		
Background Checks	-	-	615	-	-	1,000	1,015	1,025	1,035		
3rd Party Billable OT	10,005	-	176	-	-	-	-	-	-		
Police Extra Duty	-	15,432	44,585	47,810	35,478	50,000	50,750	51,250	51,750		
Compost Voucher (Non-Refundable)	-	940	6,100	7,160	7,400	3,000	3,045	3,075	3,105		
Hazardous Waste Recovery	-	-	5	-	-	-	-	-	-		
Charge Station Fees	-	-	-	-	-	250	254	256	259		
Beer Board Violations	-	-	9,500	-	3,000	1,000	1,015	1,025	1,035		
Blotg & Street Stds Appeals Fees	-	250	500	500	-	1,000	1,015	1,025	1,035		
Bus Tax Recording Fees	18,812	3,149	2,847	3,233	1,893	3,000	3,045	3,075	3,105		
Tree Bank Fees	50,302	5,730	12,547	-	-	1,000	1,015	1,025	1,035		
Rebates on Purchases	25,511	29,572	37,923	55,675	60,280	65,000	65,975	66,625	67,275		
Rent - Mall & Other	21,001	2,116	1	1	1	1	1	1	1		
Park Concessions	26,081	27,769	35,297	19,895	46,731	45,310	45,990	46,443	46,896		
Sale of Surplus Assets	21,389	66,781	47,552	97,844	79,364	60,000	60,900	61,500	62,100		
Electrical Charging Stations	-	-	-	214	819	360	365	369	373		
Insurance Reimbursements	75,000	110,404	-	-	-	-	-	-	-		
Called Performance Bonds	-	-	-	-	195,000	-	-	-	-		
Miscellaneous Other Revenue	89,308	101,290	96,144	118,766	122,073	125,000	126,875	128,125	129,375		
CAPITAL ALLOCATION FROM F/B	-	2,848,420	952,607	-	-	-	-	-	-		
Developer Contribution	-	-	-	-	-	-	-	-	-		
CONTRIBUTIONS - OTHERS	-	-	-	-	-	-	-	-	-		
Totals	\$ 4,647,009	\$ 5,448,196	\$ 3,601,890	\$ 628,441	\$ 3,116,463	\$ 640,011	\$ 649,611	\$ 656,011	\$ 662,411		

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2014 & Estimates from Finance & Revenue Management Departments.