



# **FY 2018 Revenue Forecast**

**Actual Data - FY 2012-2016**

**Budget & Estimated - FY 2017**

**Forecast - FY 2018**



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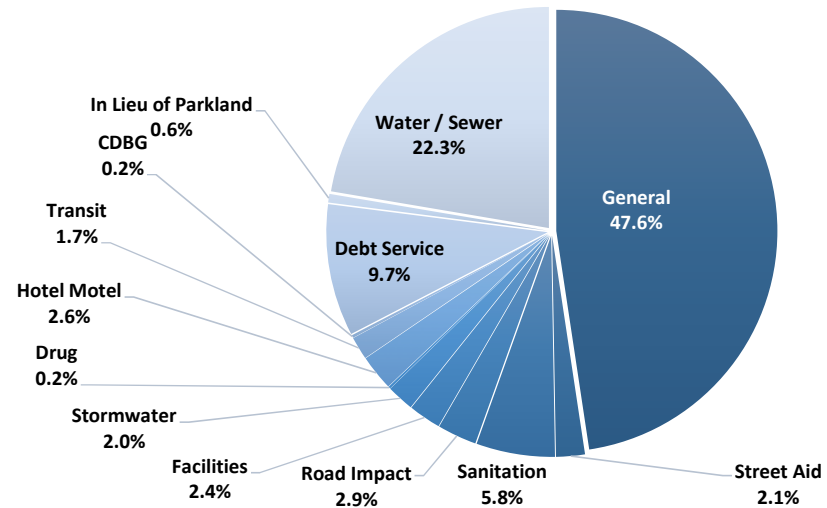
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Summary (All Funds)

The City of Franklin funds its operations through a variety of taxes, fees for service, fines and grants. This page shows the total amount of revenues - regardless of fund - proposed to support operations for the City of Franklin in Fiscal Year 2018.

Overall we are projecting all funds revenues of \$139.1 Million, almost \$3.4 Million (2.6%) higher than the FY 2017 Budget. The largest fund, the General Fund, is forecast to grow to \$66.3 million, an increase of \$1.95 Million (3.1%) over the FY 2017 Budget.



Fund	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	FY 2018
General	\$ 51,815,038	\$ 52,677,369	\$ 56,918,504	\$ 57,489,269	\$ 64,614,166	\$ 64,313,625	\$ 64,749,973	\$ 64,301,486	\$ 66,260,336	\$ 68,643,273	47.6%
Street Aid	\$ 1,748,318	\$ 2,309,493	\$ 2,494,155	\$ 2,396,417	\$ 2,486,091	\$ 2,962,643	\$ 2,966,799	\$ 2,910,299	\$ 2,936,638	\$ 2,962,978	2.1%
Sanitation	\$ 8,681,651	\$ 7,648,732	\$ 7,462,938	\$ 8,275,157	\$ 9,057,524	\$ 9,372,227	\$ 8,219,851	\$ 7,925,248	\$ 8,002,947	\$ 8,080,645	5.8%
Road Impact	\$ 1,391,645	\$ 3,276,075	\$ 4,082,685	\$ 3,358,555	\$ 7,611,360	\$ 6,811,334	\$ 7,230,994	\$ 3,977,256	\$ 4,016,635	\$ 4,056,014	2.9%
Facilities	\$ 1,853,812	\$ 2,624,601	\$ 3,855,445	\$ 2,482,412	\$ 4,886,088	\$ 2,910,000	\$ 3,520,025	\$ 3,203,281	\$ 3,297,495	\$ 3,391,709	2.4%
Stormwater	\$ 2,193,201	\$ 2,383,896	\$ 2,340,963	\$ 2,673,347	\$ 2,546,488	\$ 2,714,224	\$ 2,723,371	\$ 2,736,988	\$ 2,777,838	\$ 2,818,689	2.0%
Drug	\$ 178,401	\$ 86,358	\$ 171,821	\$ 214,483	\$ 325,356	\$ 124,010	\$ 271,507	\$ 220,879	\$ 225,168	\$ 229,457	0.2%
Hotel Motel	\$ 2,289,730	\$ 2,470,748	\$ 3,242,135	\$ 3,293,338	\$ 3,555,091	\$ 3,410,850	\$ 3,457,271	\$ 3,595,553	\$ 3,630,125	\$ 3,664,698	2.6%
Transit	\$ 1,293,974	\$ 1,437,191	\$ 2,009,347	\$ 2,087,408	\$ 1,953,574	\$ 2,246,755	\$ 2,272,104	\$ 2,294,825	\$ 2,317,546	\$ 2,340,267	1.7%
CDBG	\$ 145,570	\$ 192,586	\$ 198,920	\$ 448,200	\$ 330,297	\$ 280,560	\$ 281,242	\$ 284,054	\$ 286,867	\$ 289,679	0.2%
Debt Service	\$ 9,926,272	\$ 33,212,371	\$ 11,106,967	\$ 12,050,577	\$ 12,777,235	\$ 13,225,298	\$ 13,225,298	\$ 13,434,933	\$ 13,434,933	\$ 13,434,933	9.7%
In Lieu of Parkland	\$ -	\$ -	\$ -	\$ 2,494,076	\$ 1,931,890	\$ 1,207,525	\$ 839,016	\$ 855,796	\$ 872,291	\$ 889,357	0.6%
Water / Sewer	\$ 23,876,451	\$ 25,471,938	\$ 23,187,492	\$ 31,048,727	\$ 34,226,028	\$ 26,150,977	\$ 30,241,753	\$ 30,642,798	\$ 31,086,896	\$ 31,530,995	22.3%
<b>All Revenues</b>	<b>\$ 105,394,062</b>	<b>\$ 133,791,358</b>	<b>\$ 117,071,372</b>	<b>\$ 128,311,966</b>	<b>\$ 146,301,187</b>	<b>\$ 135,730,028</b>	<b>\$ 139,999,205</b>	<b>\$ 136,383,395</b>	<b>\$ 139,145,715</b>	<b>\$ 142,332,694</b>	<b>100.0%</b>



# City of Franklin

Revenue Model

## Summary (General Fund)

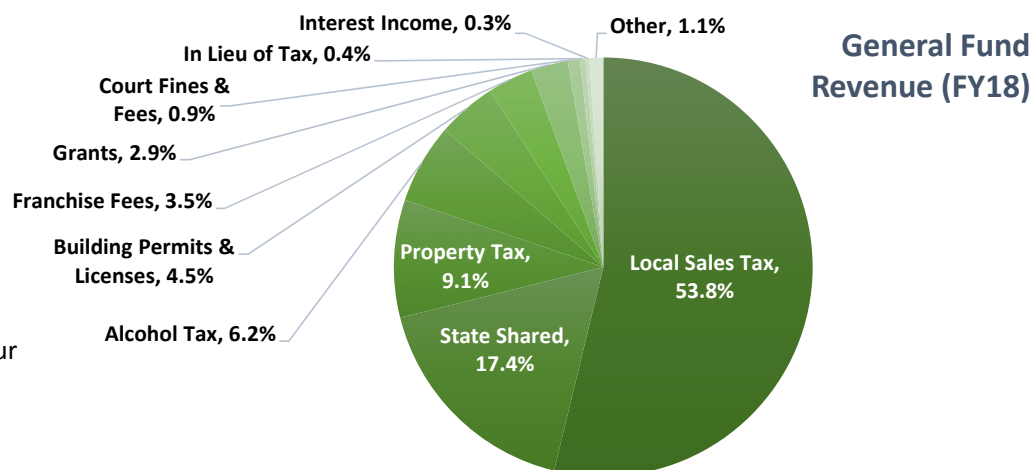
Percent of All Revenues

47.6%

The General Fund for the City of Franklin is the largest and most important of the City's 13 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 FY 2018.

On the following pages, please find a preview of each of these Top 10 revenue sources, with discussion and detail of a preliminary low, middle, and high estimates for FY 2018. It is important to remember that this is the best estimate we have available midway through the current fiscal year. Actual receipts have only been received through four to five months in many major revenue categories.

We will revise throughout the budget process and present final recommendations in May.



## Top Ten Revenue Categories

	Actual					Budget	Estimated	FY 2018 Forecast		
	<u>A</u> FY 2012	<u>B</u> FY 2013	<u>C</u> FY 2014	<u>D</u> FY 2015	<u>E</u> FY 2016	<u>F</u> FY 2017 (B)	<u>G</u> FY 2017 (E)	<u>H</u> Low	<u>I</u> Medium	<u>J</u> High
Local Sales Tax	\$ 24,197,413	\$ 25,995,733	\$ 27,254,742	\$ 28,943,994	\$ 31,309,366	\$ 33,183,778	\$ 33,259,243	\$ 34,257,020	\$ 35,627,301	\$ 37,408,666
State Shared	\$ 8,841,675	\$ 9,906,104	\$ 10,677,057	\$ 12,796,277	\$ 14,984,292	\$ 11,148,733	\$ 11,345,106	\$ 11,147,950	\$ 11,498,898	\$ 11,849,846
Property Tax	\$ 6,426,577	\$ 6,457,052	\$ 6,266,420	\$ 5,546,050	\$ 5,948,793	\$ 5,948,793	\$ 5,742,536	\$ 5,884,072	\$ 6,017,144	\$ 6,150,216
Alcohol Tax	\$ 3,084,136	\$ 3,323,302	\$ 3,373,143	\$ 3,630,037	\$ 3,926,711	\$ 3,888,565	\$ 3,928,420	\$ 4,077,699	\$ 4,086,276	\$ 4,094,853
Building Permits & Licenses	\$ 1,620,166	\$ 1,592,736	\$ 2,088,774	\$ 2,208,560	\$ 2,850,547	\$ 2,817,396	\$ 2,914,373	\$ 2,972,661	\$ 3,001,804	\$ 3,030,948
Franchise Fees	\$ 1,900,254	\$ 2,174,803	\$ 2,449,724	\$ 2,462,903	\$ 2,255,565	\$ 2,536,790	\$ 2,536,790	\$ 2,300,676	\$ 2,323,232	\$ 2,345,788
Grants	\$ 755,372	\$ 1,353,926	\$ 520,921	\$ 289,382	\$ 1,710,835	\$ 1,828,300	\$ 1,899,857	\$ 1,899,857	\$ 1,899,857	\$ 1,899,857
Court Fines & Fees	\$ 887,349	\$ 738,785	\$ 657,229	\$ 586,479	\$ 475,060	\$ 560,935	\$ 597,661	\$ 585,705	\$ 612,590	\$ 636,430
In Lieu of Tax	\$ 355,632	\$ 339,808	\$ 325,018	\$ 326,887	\$ 326,438	\$ 271,369	\$ 278,837	\$ 284,414	\$ 287,202	\$ 289,991
Interest Income	\$ 144,574	\$ 166,679	\$ 189,013	\$ 145,098	\$ 191,620	\$ 217,582	\$ 176,048	\$ 189,252	\$ 193,653	\$ 214,100
<b>Top Ten Revenue Sources</b>	<b>\$ 48,213,148</b>	<b>\$ 52,048,928</b>	<b>\$ 53,802,041</b>	<b>\$ 56,935,668</b>	<b>\$ 63,979,227</b>	<b>\$ 62,402,241</b>	<b>\$ 62,678,872</b>	<b>\$ 63,599,306</b>	<b>\$ 65,547,957</b>	<b>\$ 67,920,694</b>
Other	\$ 3,601,890	\$ 628,441	\$ 3,116,463	\$ 553,601	\$ 634,939	\$ 1,911,384	\$ 2,071,102	\$ 702,180	\$ 712,379	\$ 722,579
<b>Total General Fund Revenues</b>	<b>\$ 51,815,038</b>	<b>\$ 52,677,369</b>	<b>\$ 56,918,504</b>	<b>\$ 57,489,269</b>	<b>\$ 64,614,166</b>	<b>\$ 64,313,625</b>	<b>\$ 64,749,973</b>	<b>\$ 64,301,486</b>	<b>\$ 66,260,336</b>	<b>\$ 68,643,273</b>

		<u>(B-A)</u>	<u>(C-B)</u>	<u>(D-C)</u>	<u>(E-D)</u>	<u>(F-E)</u>	<u>(G-E)</u>	<u>(H-F)</u>	<u>(I-F)</u>	<u>(J-F)</u>
Change Year-over-Year	\$ (725,307)	\$ 862,331	\$ 4,241,135	\$ 570,765	\$ 7,124,897	\$ (300,540)	\$ 135,808	\$ (12,140)	\$ 1,946,712	\$ 4,329,648
	-1.4%	1.7%	8.1%	1.0%	12.4%	-0.5%	0.2%	0.0%	3.0%	6.7%



# City of Franklin

Revenue Model

## Summary (General Fund)

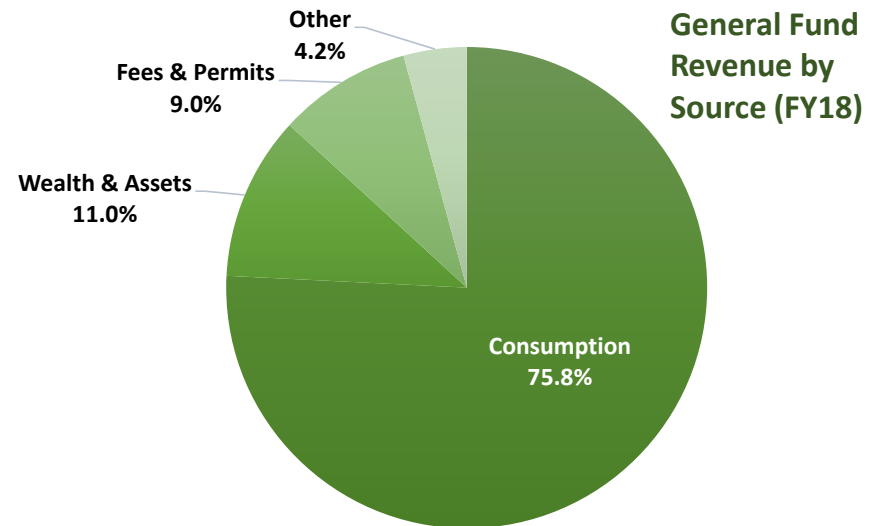
Percent of All Revenues

47.6%

The City of Franklin relies upon a variety of different sources to fund general operations, but essentially there are only four sources of revenue: taxes on consumption, taxes derived from wealth & assets, permitting & fees for services, and "Other."

The largest category - by far - are revenues derived from the consumption of goods and services. This source - taxes on retail sales and alcohol consumption - comprises over three of every four dollars the City receives for the General Fund. All other sources - wealth & assets (property & income taxes), fees & permits (proceeds from permits, fees & licenses recovered for City services provided), and other (in lieu of taxes, earned interest income, grants and miscellaneous revenue) - make up only one out of every four dollars received. This heavy reliance on consumption taxes will increase with the gradual repeal of the Hall Income Tax, beginning in FY2017 and ending in FY2022.

Heavy dependency on consumption taxes places the City in a vulnerable position during downturns in the business cycle and economic retrenchments, such as the financial events of the 2007-2009 period. City revenue dropped by over 15% within twelve months, requiring extreme measures to continue critical services to the citizenry.



## Top Ten Revenue Categories

	Actual					Budget		Estimated			FY 2018 Forecast		
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	Low	Medium	High
<b>Consumption</b>	<b>\$ 35,330,051</b>	<b>\$ 37,895,674</b>	<b>\$ 39,308,908</b>	<b>\$ 42,289,111</b>	<b>\$ 45,726,795</b>	<b>\$ 46,971,076</b>	<b>\$ 47,282,768</b>	<b>\$ 48,732,669</b>	<b>\$ 50,212,475</b>	<b>\$ 52,103,365</b>			
Local Sales Tax	\$ 24,197,413	\$ 25,995,733	\$ 27,254,742	\$ 28,943,994	\$ 31,309,366	\$ 33,183,778	\$ 33,259,243	\$ 34,257,020	\$ 35,627,301	\$ 37,408,666			
State Shared	\$ 8,048,502	\$ 8,576,639	\$ 8,681,023	\$ 9,715,080	\$ 10,490,718	\$ 9,898,733	\$ 10,095,106	\$ 10,397,950	\$ 10,498,898	\$ 10,599,846			
Alcohol Tax	\$ 3,084,136	\$ 3,323,302	\$ 3,373,143	\$ 3,630,037	\$ 3,926,711	\$ 3,888,565	\$ 3,928,420	\$ 4,077,699	\$ 4,086,276	\$ 4,094,853			
<b>Wealth &amp; Assets</b>	<b>\$ 7,575,382</b>	<b>\$ 8,126,325</b>	<b>\$ 8,587,472</b>	<b>\$ 8,954,134</b>	<b>\$ 10,768,805</b>	<b>\$ 7,470,162</b>	<b>\$ 7,271,373</b>	<b>\$ 6,918,486</b>	<b>\$ 7,304,346</b>	<b>\$ 7,690,206</b>			
Property Tax	\$ 6,426,577	\$ 6,457,052	\$ 6,266,420	\$ 5,546,050	\$ 5,948,793	\$ 5,948,793	\$ 5,742,536	\$ 5,884,072	\$ 6,017,144	\$ 6,150,216			
Hall Income Tax	\$ 793,173	\$ 1,329,465	\$ 1,996,034	\$ 3,081,197	\$ 4,493,574	\$ 1,250,000	\$ 1,250,000	\$ 750,000	\$ 1,000,000	\$ 1,250,000			
In Lieu of Tax	\$ 355,632	\$ 339,808	\$ 325,018	\$ 326,887	\$ 326,438	\$ 271,369	\$ 278,837	\$ 284,414	\$ 287,202	\$ 289,991			
<b>Fees &amp; Permits</b>	<b>\$ 4,407,769</b>	<b>\$ 4,506,324</b>	<b>\$ 5,195,727</b>	<b>\$ 5,257,943</b>	<b>\$ 5,581,172</b>	<b>\$ 5,915,121</b>	<b>\$ 6,048,825</b>	<b>\$ 5,859,042</b>	<b>\$ 5,937,626</b>	<b>\$ 6,013,166</b>			
Franchise Fees	\$ 1,900,254	\$ 2,174,803	\$ 2,449,724	\$ 2,462,903	\$ 2,255,565	\$ 2,536,790	\$ 2,536,790	\$ 2,300,676	\$ 2,323,232	\$ 2,345,788			
Building Permits & Licenses	\$ 1,620,166	\$ 1,592,736	\$ 2,088,774	\$ 2,208,560	\$ 2,850,547	\$ 2,817,396	\$ 2,914,373	\$ 2,972,661	\$ 3,001,804	\$ 3,030,948			
Court Fines & Fees	\$ 887,349	\$ 738,785	\$ 657,229	\$ 586,479	\$ 475,060	\$ 560,935	\$ 597,661	\$ 585,705	\$ 612,590	\$ 636,430			
<b>Other</b>	<b>\$ 4,501,836</b>	<b>\$ 2,149,046</b>	<b>\$ 3,826,397</b>	<b>\$ 988,081</b>	<b>\$ 2,537,394</b>	<b>\$ 3,957,266</b>	<b>\$ 4,147,007</b>	<b>\$ 2,791,289</b>	<b>\$ 2,805,889</b>	<b>\$ 2,836,536</b>			
Grants	\$ 755,372	\$ 1,353,926	\$ 520,921	\$ 289,382	\$ 1,710,835	\$ 1,828,300	\$ 1,899,857	\$ 1,899,857	\$ 1,899,857	\$ 1,899,857			
Interest Income	\$ 144,574	\$ 166,679	\$ 189,013	\$ 145,098	\$ 191,620	\$ 217,582	\$ 176,048	\$ 189,252	\$ 193,653	\$ 214,100			
Other	\$ 3,601,890	\$ 628,441	\$ 3,116,463	\$ 553,601	\$ 634,939	\$ 1,911,384	\$ 2,071,102	\$ 702,180	\$ 712,379	\$ 722,579			
<b>Total General Fund Revenues</b>	<b>\$ 51,815,038</b>	<b>\$ 52,677,369</b>	<b>\$ 56,918,504</b>	<b>\$ 57,489,269</b>	<b>\$ 64,614,166</b>	<b>\$ 64,313,625</b>	<b>\$ 64,749,973</b>	<b>\$ 64,301,486</b>	<b>\$ 66,260,336</b>	<b>\$ 68,643,273</b>			



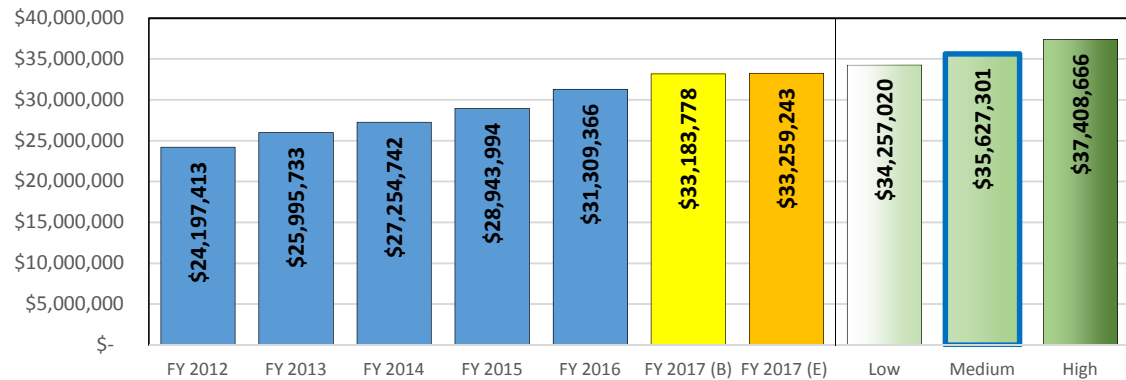
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Local Sales Tax</b>	<b>Percent of Total General Fund Revenues</b>	<b>53.8%</b>
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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 six consecutive years. This steady, continuous improvement is expected to continue by another 4% in FY 2018.

**Local Sales Tax Revenue - FY 2012-2018**



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
July	1,925,395	2,003,719	2,113,374	2,288,457	2,477,647	2,601,530	2,546,087	2,622,469	2,727,368	2,863,737	3-yr Average
August	1,843,928	2,101,518	2,115,836	2,296,081	2,420,111	2,541,118	2,547,776	2,624,209	2,729,178	2,865,637	\$ 29,169,367
September	1,946,970	2,065,402	2,178,174	2,374,572	2,571,550	2,700,129	2,817,329	2,901,849	3,017,923	3,168,819	4.6%
October	1,881,099	2,026,866	2,117,978	2,327,026	2,485,463	2,609,736	2,616,784	2,695,288	2,803,099	2,943,254	5-Yr Average
November	1,998,723	2,176,371	2,419,578	2,399,941	2,579,786	2,708,775	2,708,775	2,790,039	2,901,640	3,046,722	\$ 27,540,250
December	2,902,675	3,012,759	3,097,595	3,345,840	3,752,983	3,940,632	3,940,632	4,058,851	4,221,205	4,432,265	4.1%
January	1,722,901	1,948,752	1,926,687	2,079,072	2,151,378	2,258,947	2,258,947	2,326,715	2,419,784	2,540,773	10-Yr Average
February	1,729,002	1,856,748	1,973,541	1,900,628	2,181,227	2,086,164	2,086,164	2,148,749	2,234,699	2,346,433	\$ 24,961,499
March	2,191,405	2,265,006	2,421,918	2,479,918	2,689,471	3,093,119	3,093,119	3,185,913	3,313,349	3,479,017	3.3%
April	1,897,741	2,168,372	2,201,566	2,410,499	2,611,014	2,678,614	2,678,614	2,758,973	2,869,332	3,012,798	20-Yr Average
May	1,989,477	2,109,923	2,323,975	2,489,724	2,559,116	2,808,100	2,808,100	2,892,343	3,008,037	3,158,439	\$ 19,899,404
June	2,168,095	2,260,297	2,364,520	2,552,236	2,829,620	3,156,915	3,156,915	3,251,622	3,381,687	3,550,772	3.3%
<b>Totals</b>	<b>\$ 24,197,413</b>	<b>\$ 25,995,733</b>	<b>\$ 27,254,742</b>	<b>\$ 28,943,994</b>	<b>\$ 31,309,366</b>	<b>\$ 33,183,778</b>	<b>\$ 33,259,243</b>	<b>\$ 34,257,020</b>	<b>\$ 35,627,301</b>	<b>\$ 37,408,666</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



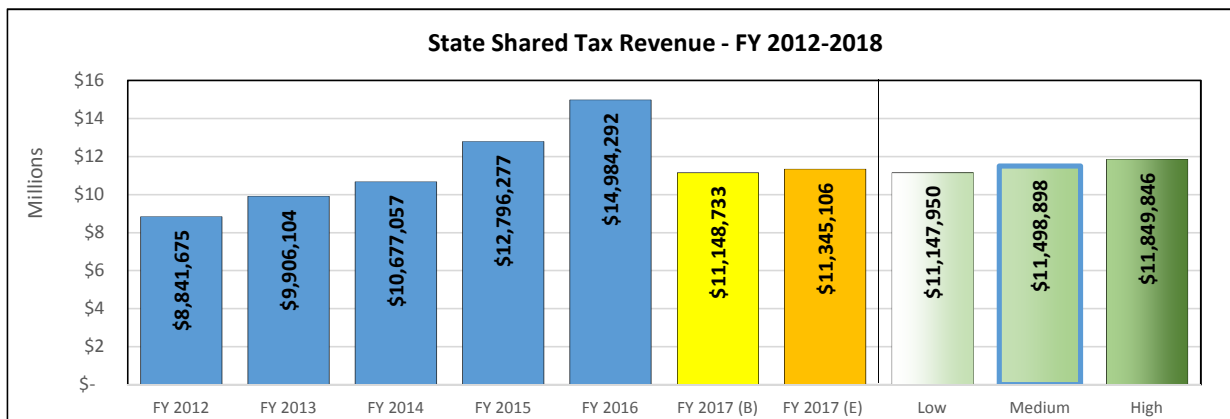
# City of Franklin

## Revenue Model

Fund:	General Fund	Category:	State Shared	Percent of Total General Fund Revenues	17.4%
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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 (annual) and the Excise Tax which are semi-annual remittances.

The forecast for 2018 assumes a 4% increase for all but one state shared revenue category, based on composite projections from state economists and the Department of Revenue. The lone exception is the continued reduction in the Hall Income Tax.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Sales Tax (State)	4,242,695	4,324,811	4,496,081	5,033,141	5,373,891	5,498,130	5,481,099	5,645,532	5,700,343	5,755,154	3-yr Average
Beer Tax (State)	30,674	30,894	29,568	31,743	32,407	34,912	34,539	35,575	35,921	36,266	\$ 12,819,209
State Excise Tax - BANK	15,260	38,427	94,685	115,165	152,620	100,964	100,964	103,993	105,002	106,012	-4.3%
In Lieu of Tax (TVA)	722,090	712,731	691,474	769,381	778,995	782,311	782,311	805,781	813,604	821,427	5-Yr Average
Business License (Local Share)	283,442	318,552	320,747	13,456	13,250	326,780	10,280	10,588	10,691	10,794	\$ 11,441,081
Transient/Peddler Bus. License	-	-	-	2,448	452	300	300	300	300	300	-0.5%
Business Tax (State)	2,754,341	3,151,224	3,048,468	3,410,424	3,762,342	3,155,336	3,299,234	3,398,211	3,431,203	3,464,196	10-Yr Average
Income Tax (State)	793,173	1,329,465	1,996,034	3,081,197	4,493,574	1,250,000	1,250,000	750,000	1,000,000	1,250,000	\$ 8,790,631
Business Tax Record Fee - State	-	-	-	339,322	376,761	-	386,378	397,970	401,833	405,697	2.7%
<b>Totals</b>	<b>\$ 8,841,675</b>	<b>\$ 9,906,104</b>	<b>\$ 10,677,057</b>	<b>\$ 12,796,277</b>	<b>\$ 14,984,292</b>	<b>\$ 11,148,733</b>	<b>\$ 11,345,106</b>	<b>\$ 11,147,950</b>	<b>\$ 11,498,898</b>	<b>\$ 11,849,846</b>	<b>20-Yr Average</b>
											<b>\$ 5,916,173</b>
											<b>4.4%</b>

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



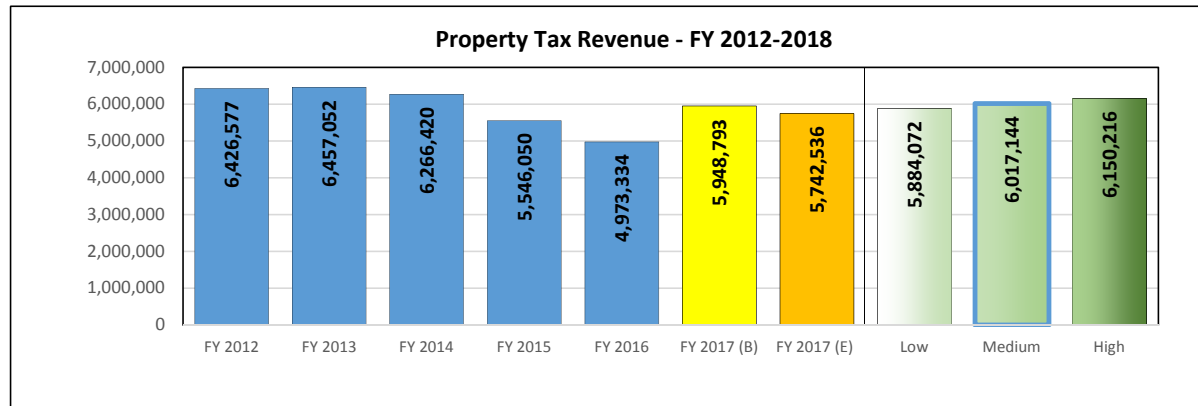
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Property Tax</b>	<b>Percent of Total General Fund Revenues</b>	<b>9.1%</b>
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**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 80% of property taxes are collected in December and February. The County is now collecting property tax for the City.

The FY 2018 Forecast assumes a modest 1% growth in collections due to growth.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Property Taxes	11,718,525	11,902,186	12,342,702	13,742,347	14,582,590	15,880,661	19,203,126	19,203,126	19,395,157	19,587,189	3-yr Average
Less: Due to IDB	(740,899)	(786,760)	(944,274)	(1,041,403)	(1,195,813)	(1,325,000)	(1,634,784)	(1,634,784)	(1,651,132)	(1,667,480)	\$ 5,595,268
Less: Debt Service Fund	(4,830,155)	(4,779,633)	(5,357,261)	(6,350,472)	(7,338,632)	(7,477,356)	(7,477,356)	(7,273,106)	(7,273,106)	(7,273,106)	2.1%
Less: Unavailable Revenue (uncollected at year-end)	(154,909)	(148,036)	(143,000)	(153,193)	(272,814)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	5-Yr Average
Less: Capital Projects Set-Aside	-	-	-	(508,038)	(526,008)	(689,756)	(689,767)	(689,767)	(696,665)	(703,563)	\$ 5,933,887
Less: Street Aid Set-Aside	-	-	-	(508,038)	(526,008)	(689,756)	(689,767)	(689,767)	(696,665)	(703,563)	-20.0%
Invest Franklin	-	-	-	-	-	-	(3,218,915)	(3,218,915)	(3,251,104)	(3,283,293)	
Pickups (primarily RR and Public Ut)	339,166	218,645	285,573	265,202	132,392	250,000	250,000	248,196	250,678	253,160	
Plus: Prior Year Collections	94,849	50,650	82,680	99,645	117,627	150,000	150,000	89,090	89,981	90,872	
<b>Totals</b>	<b>6,426,577</b>	<b>6,457,052</b>	<b>6,266,420</b>	<b>5,546,050</b>	<b>4,973,334</b>	<b>5,948,793</b>	<b>5,742,536</b>	<b>5,884,072</b>	<b>6,017,144</b>	<b>6,150,216</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.





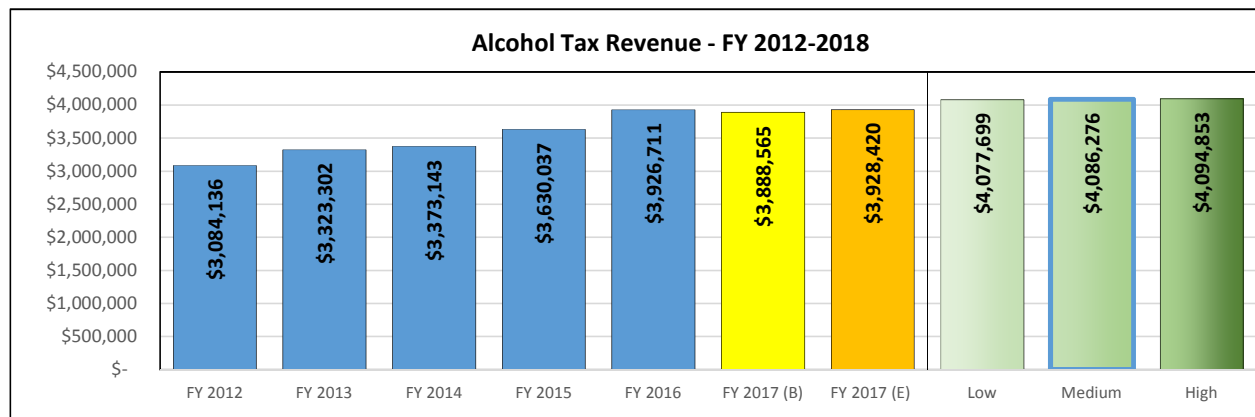
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Alcohol Tax</b>	<b>Percent of Total General Fund Revenues</b>	<b>6.2%</b>
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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 in 2013 to tax sales on volume sold and not total sales (volume x price). As a result, the Beer Tax is only projected to increase by 1% in FY 2018, while other Mixed Drink and Alcohol taxes are projected to increase a healthy 6-7%.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Beer Tax - Wholesale	1,503,877	1,585,289	1,507,185	1,544,139	1,612,550	1,695,419	1,681,525	1,689,933	1,698,341	1,706,748	3-yr Average
Beer Privilege Tax (Renewal)	21,195	21,517	20,742	21,660	23,706	22,869	33,874	34,043	34,213	34,382	\$ 3,643,297
Liquor Tax - Wholesale	915,105	1,015,623	1,095,467	1,190,758	1,349,135	1,284,010	1,315,967	1,394,925	1,394,925	1,394,925	2.2%
Liquor Privilege Tax	75,205	91,920	87,065	90,800	94,605	97,155	104,900	111,194	111,194	111,194	5-Yr Average
Mixed Drink Tax	568,754	608,953	662,684	782,681	846,715	789,113	792,153	847,604	847,604	847,604	\$ 3,467,466
											2.4%
											10-Yr Average
											\$ 3,051,931
											2.7%
											20-Yr Average
											\$ 2,352,428
											3.3%
<b>Totals</b>	<b>\$ 3,084,136</b>	<b>\$ 3,323,302</b>	<b>\$ 3,373,143</b>	<b>\$ 3,630,037</b>	<b>\$ 3,926,711</b>	<b>\$ 3,888,565</b>	<b>\$ 3,928,420</b>	<b>\$ 4,077,699</b>	<b>\$ 4,086,276</b>	<b>\$ 4,094,853</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



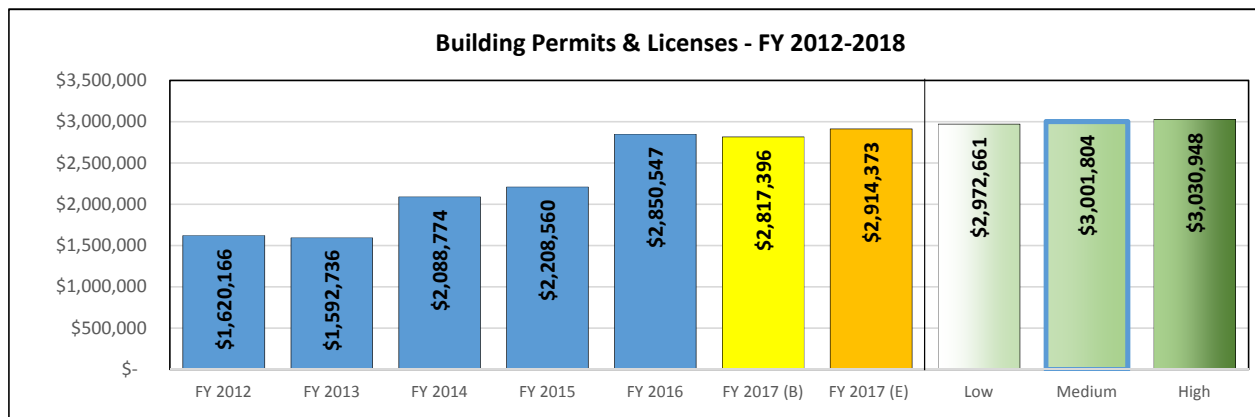
# City of Franklin

Revenue Model

Fund:	General Fund	Category:	Building Permits & Licenses	Percent of Total General Fund Revenues	4.5%
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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.

The forecast for FY 2018 is a 3% increase.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Mechanical License	4,000	3,850	3,500	3,877	6,939	5,422	5,422	5,530	5,584	5,639	3-yr Average
Mechanical Permits	151,167	103,374	183,383	138,384	94,346	152,669	152,669	155,723	157,249	158,776	\$ 2,382,627
Building Permits	855,409	1,046,947	1,343,978	1,426,188	2,136,322	1,772,738	1,772,738	1,808,193	1,825,920	1,843,647	6.1%
Technology Fee	-	-	-	44,129	88,690	62,500	105,513	107,623	108,678	109,734	5-Yr Average
Plumbing License	3,382	3,802	3,224	3,025	2,875	3,583	3,583	3,655	3,691	3,726	\$ 2,072,157
Plumbing Permits	130,541	128,139	145,525	94,177	69,760	128,518	128,518	131,089	132,374	133,659	7.2%
Electrical Inspections	371,001	233,078	281,106	237,101	279,828	324,514	324,514	331,004	334,249	337,494	10-Yr Average
Planning Fees (Plans Review)	80,349	45,049	17,732	43,335	33,595	43,821	43,821	44,697	45,136	45,574	\$ 1,913,944
Consultant Fees	716	1,147	1,000	2,100	-	2,144	2,144	2,187	2,209	2,230	4.7%
Reinspection Fees	9,600	10,328	16,872	13,400	12,850	13,322	13,322	13,588	13,722	13,855	20-Yr Average
Sign Permits	10,456	11,002	9,895	10,946	10,420	9,913	9,913	10,112	10,211	10,310	\$ 1,486,782
Café Fees	420	920	8,590	-	75	1,066	1,066	1,087	1,098	1,109	4.5%
Tree Cutting Permits	25	-	-	-	75	107	107	109	110	111	
Grading Permits	3,100	5,100	3,000	-	82,066	4,371	113,262	115,527	116,660	117,792	
Roadway Inspections	-	-	70,969	191,898	32,706	157,708	102,781	104,837	105,865	106,892	
Traffic Impact Study Fees	-	-	-	-	-	135,000	135,000	137,700	139,050	140,400	
<b>Totals</b>	<b>\$ 1,620,166</b>	<b>\$ 1,592,736</b>	<b>\$ 2,088,774</b>	<b>\$ 2,208,560</b>	<b>\$ 2,850,547</b>	<b>\$ 2,817,396</b>	<b>\$ 2,914,373</b>	<b>\$ 2,972,661</b>	<b>\$ 3,001,804</b>	<b>\$ 3,030,948</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1991-2016 & Estimates from Finance & Revenue Management Departments.



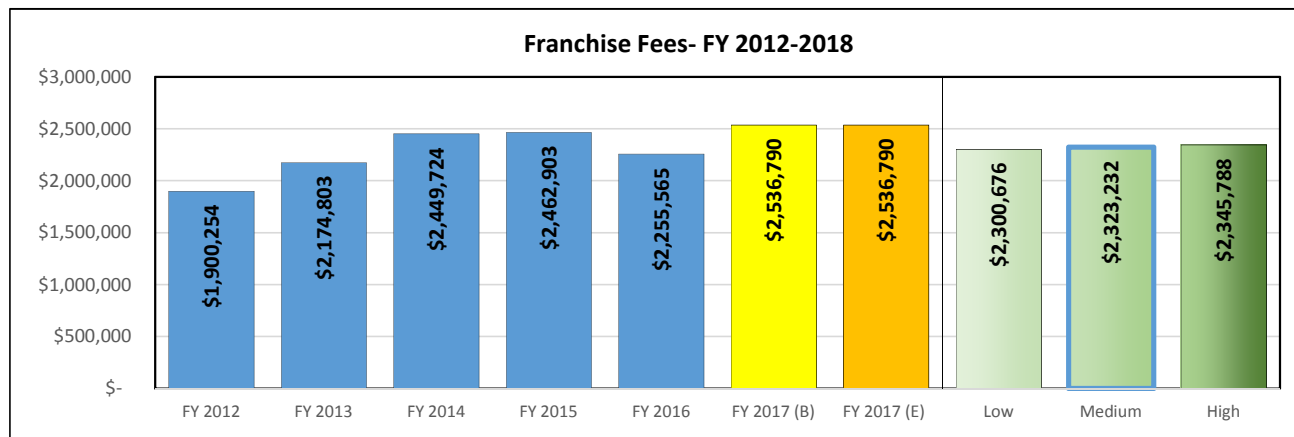
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Franchise Fees</b>	<b>Percent of Total General Fund Revenues</b>	<b>3.5%</b>
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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 using City right of way to provide 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.

The forecast for FY 2018 is a 3% increase.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
ATMOS	897,371	1,148,193	1,351,330	1,331,989	1,032,015	1,371,949	1,371,949	1,052,655	1,062,975	1,073,296	3-yr Average
Comcast	820,050	827,377	875,035	886,358	926,422	912,948	912,948	944,950	954,215	963,479	\$ 2,389,397
Piedmont	63,980	54,058	60,098	24,103	114,061	24,826	24,826	116,342	117,483	118,623	2.1%
AT&T	118,853	145,175	163,261	220,453	183,067	227,067	227,067	186,728	188,559	190,390	5-Yr Average
											\$ 2,248,650
											2.6%
											10-Yr Average
											\$ 2,028,548
											2.5%
											20-Yr Average
											\$ 1,356,575
											4.3%
<b>Totals</b>	<b>\$ 1,900,254</b>	<b>\$ 2,174,803</b>	<b>\$ 2,449,724</b>	<b>\$ 2,462,903</b>	<b>\$ 2,255,565</b>	<b>\$ 2,536,790</b>	<b>\$ 2,536,790</b>	<b>\$ 2,300,676</b>	<b>\$ 2,323,232</b>	<b>\$ 2,345,788</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



# City of Franklin

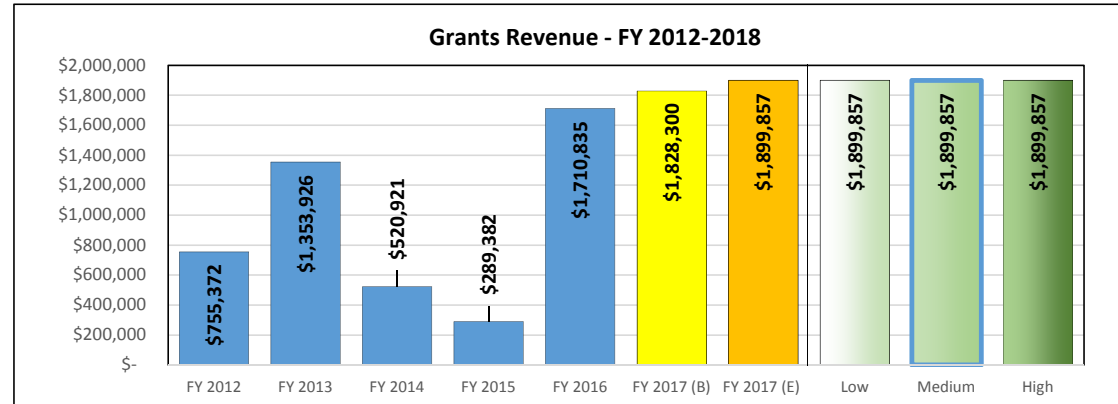
## Revenue Model

<b>Fund:</b>	<b>General</b>	<b>Category:</b>	<b>Grants</b>	<b>Percent of Total General Fund Revenues</b>	<b>2.9%</b>
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Grants (Federal/State): In 2017, these grants consisted of the Traffic Operations Center (\$1,680,000), parks grants (\$100,000) and various Public Safety grants (\$48,300).

There is no change assumed in these grants for FY 2018, but these estimates are subject to change.

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	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Homeland Security Grant	-	-	-	-	4,370	-	-	-	-	-	3-yr Average
TEMA Grant	-	-	-	-	62,319	-	18,984	18,984	18,984	18,984	\$ 840,379
May 2010 Flood	-	-	63,622	-	-	-	-	-	-	-	39.2%
Emergency Shelter Grant	39,864	24,612	34,423	54,635	-	35,000	35,000	35,000	35,000	35,000	5-Yr Average
Police Equipment Grant #7	-	10,131	-	-	-	-	-	-	-	-	\$ 926,087
Federal Grant - Ballistic Vests	5,549	11,235	8,094	3,300	-	3,300	3,300	3,300	3,300	3,300	19.5%
Highway Safety Grant	27,459	50,019	38,147	35,340	-	10,000	10,000	10,000	10,000	10,000	10-Yr Average
Franklin ITS	-	-	190,800	-	-	-	-	-	-	-	\$ 852,619
Federal Grant - TOC	100,933	222,307	190,800	79,382	141,862	1,680,000	1,680,000	1,680,000	1,680,000	1,680,000	11.4%
Preservation Plan Grant (Federal)	-	175,596	-	-	1,487,213	-	52,573	52,573	52,573	52,573	20-Yr Average
Parks Grants	453	50,085	22,708	9,896	15,071	100,000	100,000	100,000	100,000	100,000	\$ 709,233
Loop Eastern Flank	1,500	-	-	-	-	-	-	-	-	-	7.9%
Miscellaneous Grants	286	2,850	44	-	-	-	-	-	-	-	
Federal ARRA #1 - Dept of Justice	-	12,607	-	-	-	-	-	-	-	-	
Federal ARRA #2 - Dept of Energy	11,522	-	-	-	-	-	-	-	-	-	
Federal ARRA - TOC	566,185	-	-	-	-	-	-	-	-	-	
HGMP-1909-0049	-	794,484	156,020	-	-	-	-	-	-	-	
HGMP-1909-0061	-	-	7,063	106,829	-	-	-	-	-	-	
In-Kind Contributions	1,621	-	-	-	-	-	-	-	-	-	
<b>Totals</b>	<b>\$ 755,372</b>	<b>\$ 1,353,926</b>	<b>\$ 520,921</b>	<b>\$ 289,382</b>	<b>\$ 1,710,835</b>	<b>\$ 1,828,300</b>	<b>\$ 1,899,857</b>	<b>\$ 1,899,857</b>	<b>\$ 1,899,857</b>	<b>\$ 1,899,857</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



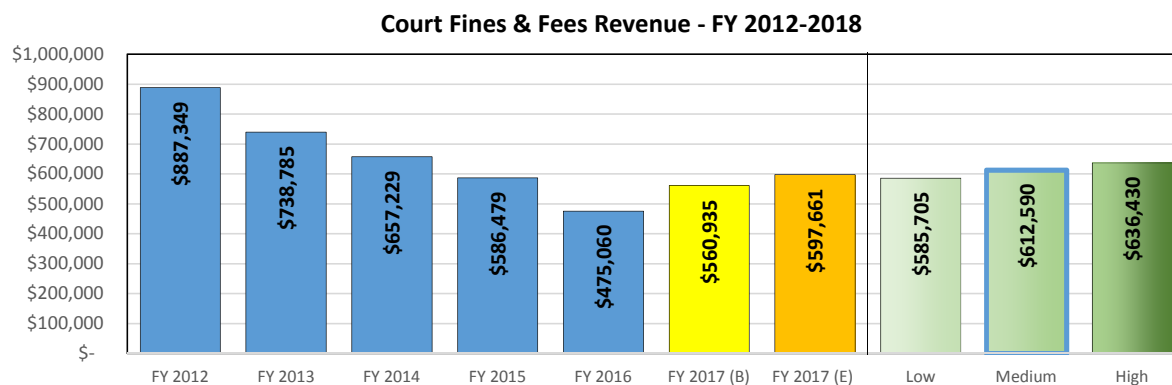
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Court Fines &amp; Fees</b>	<b>Percent of Total General Fund Revenues</b>	<b>0.9%</b>
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**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 the revenue decrease beginning in 2013 was 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 rebound slightly (2.5% increase over FY 2017 estimated) in FY 2018, the first increase year-over-year in over five years.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Court Costs	-	53,371	1,160	190	-	-	-	-	-	-	3-yr Average
Fines/Fees - Mun Court	808,105	375,719	297,088	153,472	127,038	160,376	171,089	173,656	175,367	177,078	\$ 572,923
Court-Local Litigation Tax	-	9,728	11,027	8,096	4,661	4,905	4,905	4,978	5,027	5,076	-0.7%
Court-Bad Check	-	920	525	181	-	-	-	-	-	-	5-Yr Average
Court Collection Fee	-	-	-	963	(228)	500	500	500	500	500	\$ 668,980
Delinquent Court Fees & Fines	-	35,282	35,261	24,816	13,828	15,613	15,156	15,384	15,535	15,687	-3.2%
Court-Driving School	-	33,248	108,442	71,345	64,422	63,104	70,517	71,575	72,280	72,985	10-Yr Average
Court-Admin Fee	-	2,803	2,739	1,844	1,463	1,256	741	752	759	767	\$ 787,907
Fines - Gen Sessions	63,746	79,344	71,762	128,355	93,149	92,681	81,197	82,415	83,227	84,039	-2.9%
Officer Costs - General Sessions/Circuit Court	-	-	-	104,411	95,227	88,800	85,142	86,419	87,270	88,122	20-Yr Average
Parking Fines - Mun Court	13,813	17,744	12,070	10,427	10,707	10,013	39,558	40,152	40,547	40,943	\$ 708,556
Fines - Traffic Offenses	-	126,898	113,242	78,843	62,317	60,471	65,639	66,624	67,280	67,937	-1.0%
Failure To Appear - Fine	-	3,725	3,913	3,536	2,275	2,317	2,317	2,351	2,374	2,398	
Technology Fee	-	-	-	-	-	60,900	60,900	40,900	62,423	80,900	
Confiscated Goods (Federal)	-	-	-	-	201	-	-	-	-	-	
Confiscated Goods (State)	1,685	3	-	-	-	-	-	-	-	-	
<b>Totals</b>	<b>\$ 887,349</b>	<b>\$ 738,785</b>	<b>\$ 657,229</b>	<b>\$ 586,479</b>	<b>\$ 475,060</b>	<b>\$ 560,935</b>	<b>\$ 597,661</b>	<b>\$ 585,705</b>	<b>\$ 612,590</b>	<b>\$ 636,430</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



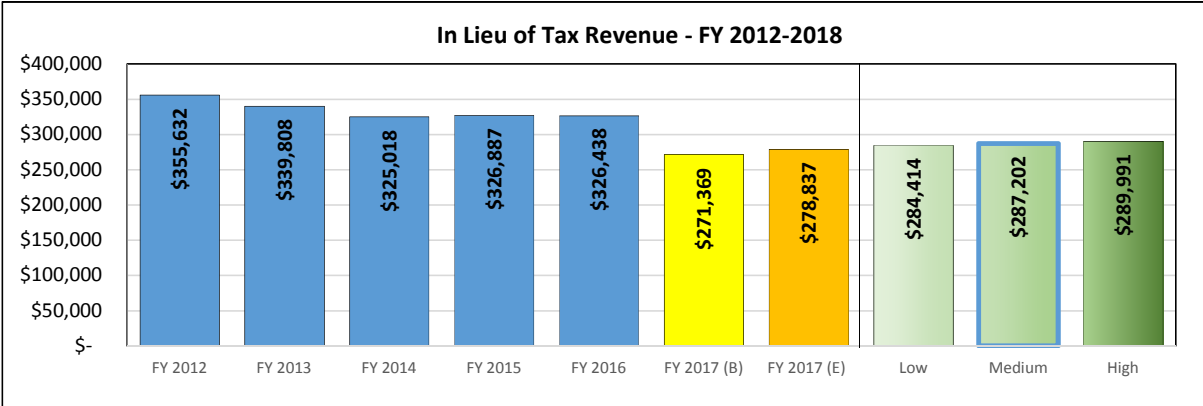
# City of Franklin

Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>In Lieu of Tax</b>	<b>Percent of Total General Fund Revenues</b>	<b>0.4%</b>
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**In Lieu Of Tax:** Payments In Lieu Of Tax are made primarily by various local entities - such as the Franklin Housing Authority, Nissan, Community Health Systems (CHS) and Jackson National Life - that have leases through a local government Industrial Board. The local payments are made annually. Two payments have ended - Verizon (last year FY 2014) and Healthways (last year FY 2016).

In Lieu of Tax Revenue is project to increase a modest 3.0% in FY 2018.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Franklin Housing Authority	30,567	17,846	14,090	23,447	21,841	14,090	21,558	21,989	22,205	22,421	3-yr Average
Nissan (TIF District)	167,329	165,581	166,572	180,957	182,114	182,117	182,117	185,759	187,581	189,402	\$ 326,114
Nissan Personal Property	13,380	12,025	-	-	-	0	0	-	-	-	-5.6%
Healthways (pilot ends 2016)	43,835	43,835	43,835	47,327	47,327	0	0	-	-	-	5-Yr Average
Verizon (pilot ends 2014)	30,912	30,912	30,912	-	-	0	0	-	-	-	\$ 334,757
Community Health Systems (CHS)	26,487	26,487	26,487	28,598	28,598	28,601	28,601	29,173	29,459	29,745	-3.8%
Jackson National Life	43,122	43,122	43,122	46,558	46,558	46,561	46,561	47,492	47,958	48,423	10-Yr Average
											\$ 262,456
											0.3%
											20-Yr Average
											\$ 282,118
											-0.2%
<b>Totals</b>	<b>\$ 355,632</b>	<b>\$ 339,808</b>	<b>\$ 325,018</b>	<b>\$ 326,887</b>	<b>\$ 326,438</b>	<b>\$ 271,369</b>	<b>\$ 278,837</b>	<b>\$ 284,414</b>	<b>\$ 287,202</b>	<b>\$ 289,991</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



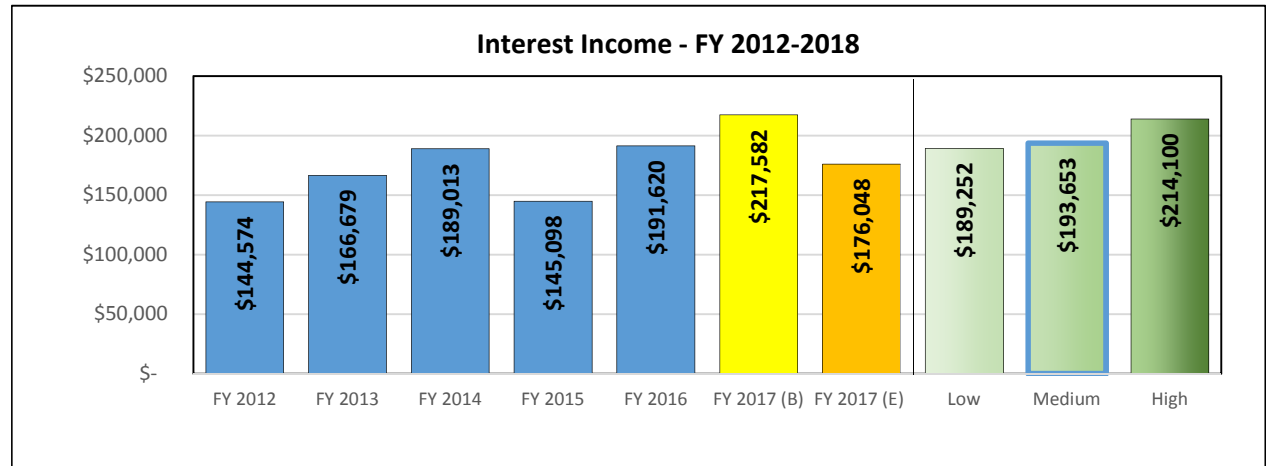
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Interest Income</b>	<b>Percent of Total General Fund Revenues</b>	<b>0.3%</b>
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**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, but grow slightly.

It should be noted that negative amounts shown herein reflect annual reallocation of interest income earned to all funds. All initial interest income is collected within the General Fund and then apportioned out to respective funds.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
July	(37,631)	14,660	12,902	7,242	13,577	15,924	6,985	7,509	7,684	7,858	3-yr Average
August	31,626	15,474	10,925	6,914	2,666	13,479	(4,705)	(5,058)	(5,176)	13,786	\$ 175,244
September	28,313	15,213	20,011	(5,204)	32,171	24,696	24,259	26,078	26,685	25,257	8.1%
October	30,599	16,050	11,983	5,942	4,069	14,786	16,554	17,796	18,209	15,122	5-Yr Average
November	23,860	13,859	11,477	5,550	(35,195)	22,095	6,353	6,829	6,988	22,597	\$ 167,397
December	23,825	38,735	(11,547)	10,791	(2,479)	23,014	23,014	24,740	25,316	23,537	6.0%
January	24,084	13,314	14,444	6,098	69,251	17,823	17,823	19,160	19,606	18,228	10-Yr Average
February	22,392	13,204	14,059	18,087	13,568	25,265	25,265	27,160	27,791	25,839	\$ 559,381
March	26,115	6,442	13,110	13,148	36,310	19,263	19,263	20,708	21,190	19,701	-6.1%
April	27,308	20,582	16,422	58,058	8,671	28,350	28,350	30,477	31,185	28,995	20-Yr Average
May	24,495	11,978	16,316	8,123	504	21,586	21,586	23,205	23,745	22,077	\$ 655,471
June	(80,412)	(12,832)	58,911	10,349	48,507	(8,700)	(8,700)	(9,352)	(9,570)	(8,898)	-5.0%
<b>Totals</b>	<b>\$ 144,574</b>	<b>\$ 166,679</b>	<b>\$ 189,013</b>	<b>\$ 145,098</b>	<b>\$ 191,620</b>	<b>\$ 217,582</b>	<b>\$ 176,048</b>	<b>\$ 189,252</b>	<b>\$ 193,653</b>	<b>\$ 214,100</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.





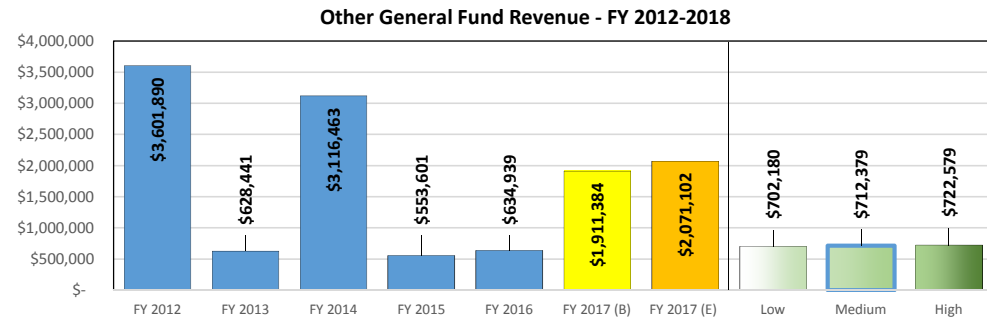
# City of Franklin

Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Other</b>	<b>Percent of Total General Fund Revenues</b>	<b>1.1%</b>
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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.

The major decrease forecast is the elimination of one-time revenues from Fund Balance included in FY 2016 & FY 2017. This may change as the budget process continues.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
City Tax Relief	(6,406)	(7,720)	(6,517)	(8,050)	-	(7,175)	(8,053)	(8,174)	(8,295)	(8,415)	3-yr Average
Prop Taxes - P&I	56,405	49,501	35,819	30,529	34,026	40,000	40,000	40,600	41,200	41,800	\$ 1,432,835
Business Tax	9,882	11,090	9,002	-	-	13,104	8,420	8,547	8,673	8,799	11.1%
Planning Fees (Rezoning)	8,594	5,826	39,237	43,946	15,052	10,315	33,377	33,877	34,378	34,879	5-Yr Average
Planning Fees (Site Plans)	41,600	70,161	46,138	48,061	42,924	53,218	59,757	60,654	61,550	62,446	\$ 2,669,718
Planning Fees (Plat Submittal)	20,443	42,837	89,000	78,771	106,544	89,665	83,772	85,028	86,285	87,542	-5.7%
Planning Fees (Misc Planning)	13,986	42,531	7,671	7,155	7,664	15,411	14,317	14,531	14,746	14,961	10-Yr Average
Beer Permits (New Applic Fee)	12,750	13,000	13,700	13,250	14,750	16,189	13,842	14,049	14,257	14,465	\$ 3,234,206
Yard Sale Permits	9,635	8,660	9,295	7,605	7,395	8,186	7,487	7,600	7,712	7,824	-4.1%
Alarm Permits	22,800	23,835	29,130	30,320	26,540	31,315	21,495	21,818	22,140	22,463	20-Yr Average
Miscellaneous Permits	4,405	4,100	2,300	3,600	4,900	4,774	4,826	4,898	4,970	5,043	\$ 2,514,068
In Lieu of Parkland	-	-	2,280,119	-	-	-	-	-	-	-	-1.2%
Water & Sewer Admin Fees	1,823,176	-	-	-	-	-	-	-	-	-	
ADMIN SERVICES PROVIDED BY GENERAL TO STORMWATER	150,144	-	-	-	-	-	-	-	-	-	
ADMIN SERVICES PROVIDED BY GENERAL TO SANITATION	171,593	-	-	-	-	-	-	-	-	-	
Regional Fire Training	275	3,000	3,000	-	1,500	-	-	-	-	-	
Maps Sold	1,529	2,798	1,476	2,952	2,752	1,545	1,986	2,016	2,046	2,075	
Plans Sold	4,500	2,850	700	2,628	50	2,575	2,575	2,614	2,652	2,691	
Records Sold	-	19	1,130	26	-	1,267	1,267	1,286	1,305	1,324	
Special Event Services Fee	-	-	-	1,200	3,600	-	900	914	927	941	
Traffic Impact Analysis Review Fee	-	-	-	-	-	-	43,763	44,419	45,076	45,732	
Accident Reports	4,010	450	199	633	74	515	515	523	530	538	
Fingerprinting Fees	1,170	-	-	-	-	-	-	-	-	-	
Sex Offender Registry	1,650	2,100	2,350	1,800	1,800	2,060	2,060	2,091	2,122	2,153	
License Seizure Fees	3,350	485	675	750	1,515	633	1,275	1,294	1,313	1,332	
Citizen's Police Academy	-	1,820	-	-	-	-	-	-	-	-	
Background Checks	615	-	-	-	-	-	-	-	-	-	
3rd Party Billable OT	176	-	-	-	-	-	-	-	-	-	
Police Extra Duty	44,585	47,810	35,478	31,547	27,279	45,153	45,563	46,246	46,930	47,613	
Compost Voucher (Non-Refundable)	6,100	7,160	7,400	10,780	18,040	2,246	4,480	4,547	4,614	4,682	





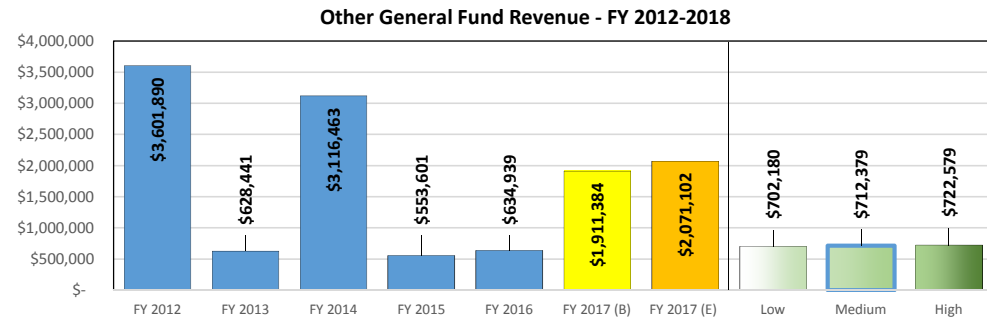
# City of Franklin

Revenue Model

<b>Fund:</b>	<b>General Fund</b>	<b>Category:</b>	<b>Other</b>	<b>Percent of Total General Fund Revenues</b>	<b>1.1%</b>
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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.

The major decrease forecast is the elimination of one-time revenues from Fund Balance included in FY 2016 & FY 2017. This may change as the budget process continues.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
Hazardous Matls Recovery	5	-	-	-	-	-	-	-	-	-	
Charge Station Fees	-	-	-	-	-	264	264	268	272	276	
Beer Board Violations	9,500	-	3,000	1,500	-	1,056	1,056	1,072	1,087	1,103	
Bldg & Street Stds Appeals Fees	500	500	-	-	-	1,056	1,056	1,072	1,087	1,103	
Bus Tax Recording Fees	2,847	3,233	1,893	1,163	3,485	4,264	4,264	4,328	4,392	4,456	
Tree Bank Fees	12,547	-	-	-	53,841	56,206	56,206	57,049	57,892	58,735	
Sidewalk Reserve Fees	-	-	-	-	-	-	82,840	-	-	-	
Rebates on Purchases	37,923	55,675	60,280	61,349	64,639	68,624	68,624	69,653	70,682	71,712	
Rent - Mall & Other	1	1	1	1	8,001	1	12,001	12,001	12,001	12,001	
Park Concessions	35,297	19,895	46,731	41,329	67,779	53,582	61,051	61,966	62,882	63,798	
Harlinsdale Rentals	-	-	-	-	-	-	4,782	4,853	4,925	4,997	
Sale of Surplus Assets	47,552	97,844	79,364	137,454	118,277	77,250	77,250	78,409	79,568	80,726	
Electrical Charging Stations	-	214	819	-	-	-	-	-	-	-	
Called Performance Bonds	-	-	195,000	-	-	-	-	-	-	-	
Miscellaneous Other Revenue	96,144	118,766	122,073	3,301	2,512	21,804	21,804	22,131	22,458	22,785	
CAPITAL ALLOCATION FROM F/B	952,607	-	-	-	-	1,296,282	1,296,282	-	-	-	
<b>Totals</b>	<b>\$ 3,601,890</b>	<b>\$ 628,441</b>	<b>\$ 3,116,463</b>	<b>\$ 553,601</b>	<b>\$ 634,939</b>	<b>\$ 1,911,384</b>	<b>\$ 2,071,102</b>	<b>\$ 702,180</b>	<b>\$ 712,379</b>	<b>\$ 722,579</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



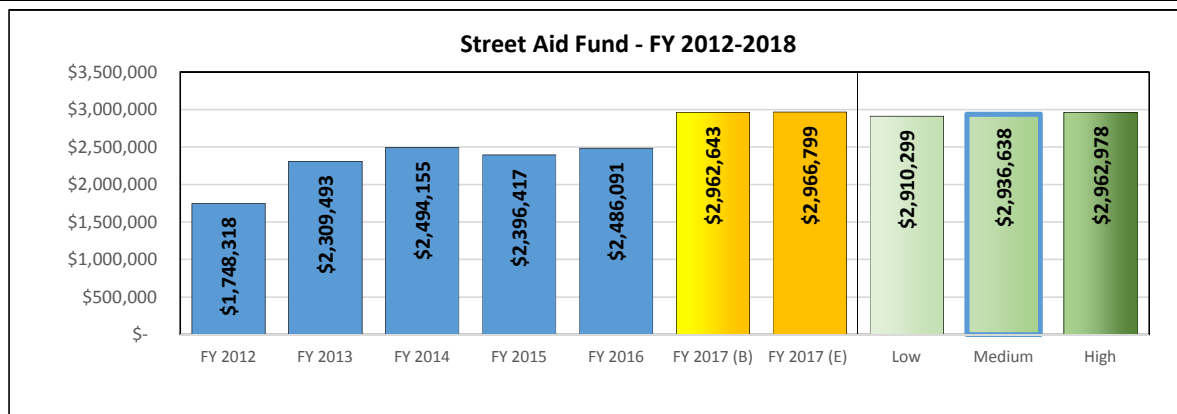
# City of Franklin

Revenue Model

<b>Fund:</b>	<b>Street Aid</b>	<b>Percent of All Revenues</b>	<b>2.1%</b>
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**Street Aid:** A special revenue fund used to account for the receipt and usage of the City's share of State gasoline taxes. State law requires these gasoline taxes to be used to maintain streets.

Estimates for growth from the State are meager in this fund, as revenues from the Gasoline Tax can only increase in one of two ways: increased consumption or vote by the legislature to raise the tax per gallon of gasoline. All composite statewide estimates forecast a 2% growth in this important revenue source in FY 2018, which is what the City is showing here. This projection assumes [NO increase in the State Gasoline Tax](#); the City will carefully monitor legislative discussions concerning potential increases and adjust estimates accordingly.



	Actual					Budget		Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
PROPERTY TAXES COLLECTED	-	-	-	508,038	526,008	689,756	689,756	696,654	703,551	710,449	3-yr Average
GASOLINE TAX (STATE)	1,748,202	1,736,341	1,754,190	1,887,683	1,959,797	1,939,747	1,944,003	1,963,443	1,982,883	2,002,323	\$ 2,458,888
INCREASE IN STATE SHARED TAXES	-	-	-	-	-	-	-	-	-	-	6.8%
INTEREST INCOME	116	20	-	697	286	300	200	202	204	206	5-Yr Average
TRANSFER FROM GENERAL FUND	-	573,132	739,965	-	-	332,840	332,840	250,000	250,000	250,000	\$ 2,286,895
											5.9%
											10-Yr Average
											\$ 2,007,477
											9.5%
<b>Totals</b>	<b>\$ 1,748,318</b>	<b>\$ 2,309,493</b>	<b>\$ 2,494,155</b>	<b>\$ 2,396,417</b>	<b>\$ 2,486,091</b>	<b>\$ 2,962,643</b>	<b>\$ 2,966,799</b>	<b>\$ 2,910,299</b>	<b>\$ 2,936,638</b>	<b>\$ 2,962,978</b>	

Source: City of Franklin, [Comprehensive Annual Financial Reports - 1990-2016](#) & Estimates from Finance & Revenue Management Departments.



# City of Franklin

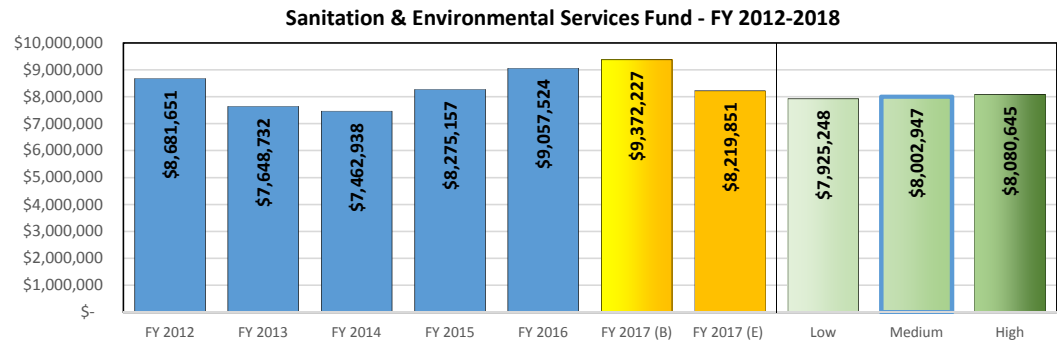
## Revenue Model

<b>Fund:</b>	<b>Sanitation &amp; Environmental Services Fund</b>	<b>Percent of All Revenues</b>	<b>5.8%</b>
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**Sanitation & Environmental Services Fund:** This Special Revenue fund accounts for the fees collected in the collection and disposal of residential and commercial garbage. The primary component within the fund are those fees charged for disposal of refuse. In recent years, the City has worked to reduce the subsidy from the General Fund for sanitation and recycling operations.

At this point in time we are forecasting that the City can operate the fund without a general fund subsidy in FY 2018; provided that revenues increase as more and more tonnage is collected by the City and/or fees are adjusted.

The FY 2018 forecast is a 3% increase over 2017 estimated receipts.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
FEMA/TEMA GRANTS (FED/STATE)	-	-	39,309	-	-	-	-	-	-	-	3-yr Average
SOLID WASTE GRANT (STATE)	-	-	4,790	42,686	4,142	-	-	-	-	-	\$ 8,265,206
SPECIAL EVENT GRANT RECOVERIES	-	-	27,401	50,623	-	-	-	-	-	-	4.5%
SAFETY GRANT	-	-	-	-	18,135	-	-	-	-	-	
SPECIAL EVENT SERVICES FEE	-	-	-	4,275	3,820	5,000	5,640	5,753	5,809	5,866	5-Yr Average
COLLECTION REVENUES	4,334,914	4,417,799	4,460,658	4,946,611	5,063,842	5,563,127	5,246,491	5,351,421	5,403,886	5,456,351	\$ 8,225,200
NON-RESIDENTIAL DUMPSTERS	-	-	-	-	-	5,125	-	-	-	-	2.8%
ADDL RESIDENTIAL ROLLOUT CONTAINERS	-	-	-	-	4,675	3,000	8,360	8,527	8,611	8,694	
SANITATION SERVICES - MILCROFTON	-	-	-	-	78,069	-	-	-	-	-	10-Yr Average
TIPPING FEES	2,443,774	2,314,116	1,487,082	2,293,823	3,064,284	3,173,347	2,318,569	2,364,941	2,388,126	2,411,312	\$ 7,082,013
CARDBOARD RECYCLING	7,300	9,400	11,250	13,715	9,862	9,328	9,931	10,130	10,229	10,328	3.2%
RECYCLING-BATTERIES	-	-	-	4,266	3,855	6,284	4,999	5,099	5,149	5,199	
RECYCLING-ELECTRONICS	-	-	-	-	428	-	12,917	13,175	13,304	13,434	20-Yr Average
RECYCLING-METAL	-	-	-	5,817	3,619	7,152	4,716	4,811	4,858	4,905	\$ 4,433,197
RECYCLING-WASTE OIL	-	-	-	523	82	-	-	-	-	-	11.1%
BUCK A BAG PROGRAM	2,354	2,626	-	2,988	2,897	3,664	3,092	3,154	3,185	3,216	
RESIDENTIAL BRUSH	-	-	-	900	800	800	500	510	515	520	
RESIDENTIAL BULKY GOODS	-	-	-	600	900	200	2,500	2,550	2,575	2,600	
NON-RESIDENTIAL BRUSH	-	-	-	100	100	200	600	612	618	624	
NON-RESIDENTIAL BULKY GOODS	-	-	-	600	-	-	900	918	927	936	
INTEREST INCOME	-	-	-	-	22	-	190	193	195	197	
SALE OF WASTE CONTAINERS	43,017	60,341	63,802	77,595	73,068	60,000	63,322	64,588	65,222	65,855	
LEASE OF WASTE CONTAINERS	25,605	31,050	34,065	37,260	35,910	35,000	35,000	35,700	36,050	36,400	
SALE OF SURPLUS ASSETS	478,864	64,590	101,640	292,774	189,011	50,000	52,124	53,166	53,687	54,209	
TRANSFER FROM GENERAL FUND	1,314,772	728,483	1,208,148	500,000	500,000	-	-	-	-	-	
MISCELLANEOUS OTHER REVENUE	31,051	20,327	24,793	-	-	450,000	450,000	-	-	-	
<b>Totals</b>	<b>\$ 8,681,651</b>	<b>\$ 7,648,732</b>	<b>\$ 7,462,938</b>	<b>\$ 8,275,157</b>	<b>\$ 9,057,524</b>	<b>\$ 9,372,227</b>	<b>\$ 8,219,851</b>	<b>\$ 7,925,248</b>	<b>\$ 8,002,947</b>	<b>\$ 8,080,645</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



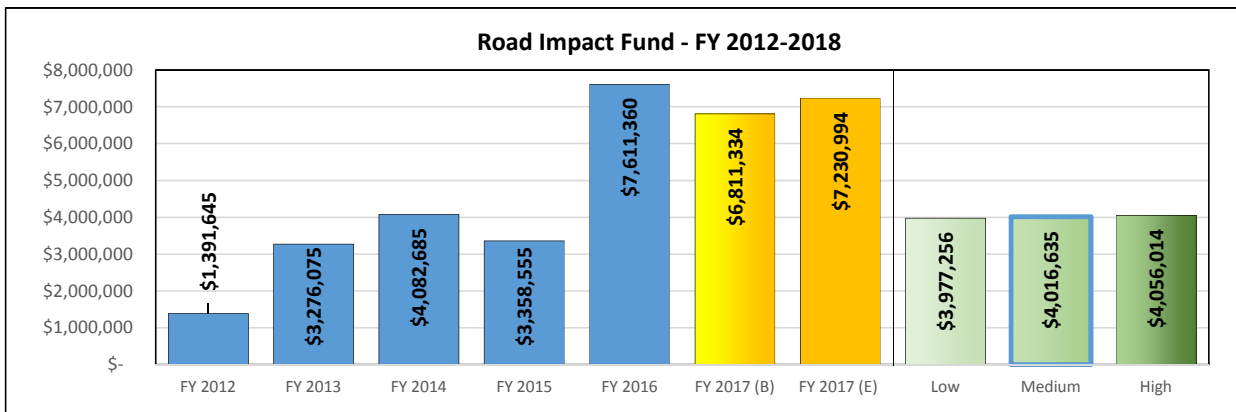
# City of Franklin

Revenue Model

<b>Fund:</b>	<b>Road Impact</b>	<b>Percent of All Revenues</b>	<b>2.9%</b>
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**Road Impact Fund:** The Road Impact Fund is a special revenue fund created for the accounting of expenditures in accord with City Ordinance 88-13 on the proceeds of road impact fees from new development. These funds can be used to pay for new arterial roads, directly or through payment of debt service on bonds associated with the projects. After completing an update of the major thoroughfare plan, the City re-examined the structure of road impact fees which was approved in April 2011.

The forecast for FY 2018 is an estimate (2% higher than 2017 estimated), based upon historic averages and year-to-date activity. It is heavily dependent upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
ROAD IMPACT FEES	1,461,757	3,488,544	4,725,902	3,611,954	7,869,600	6,810,334	7,297,478	4,273,867	4,316,182	4,358,498	3-yr Average
ROAD IMPACT CREDITS	(70,112)	(182,469)	(704,150)	(253,523)	(267,394)	-	(85,227)	(298,485)	(301,440)	(304,395)	\$ 5,017,533
INTEREST INCOME	-	-	-	124	9,154	1,000	18,743	1,874	1,893	1,911	11.9%
CONTRIBUTIONS FROM DEVELOPER	-	(30,000)	-	-	-	-	-	-	-	-	5-Yr Average
TRANSFER FROM GENERAL FUND			60,933	-	-						\$ 3,944,064
											14.5%
											5-Yr Average
											\$ 3,047,393
											24.7%
<b>Totals</b>	<b>\$ 1,391,645</b>	<b>\$ 3,276,075</b>	<b>\$ 4,082,685</b>	<b>\$ 3,358,555</b>	<b>\$ 7,611,360</b>	<b>\$ 6,811,334</b>	<b>\$ 7,230,994</b>	<b>\$ 3,977,256</b>	<b>\$ 4,016,635</b>	<b>\$ 4,056,014</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 2001-2016 & Estimates from Finance & Revenue Management Departments.



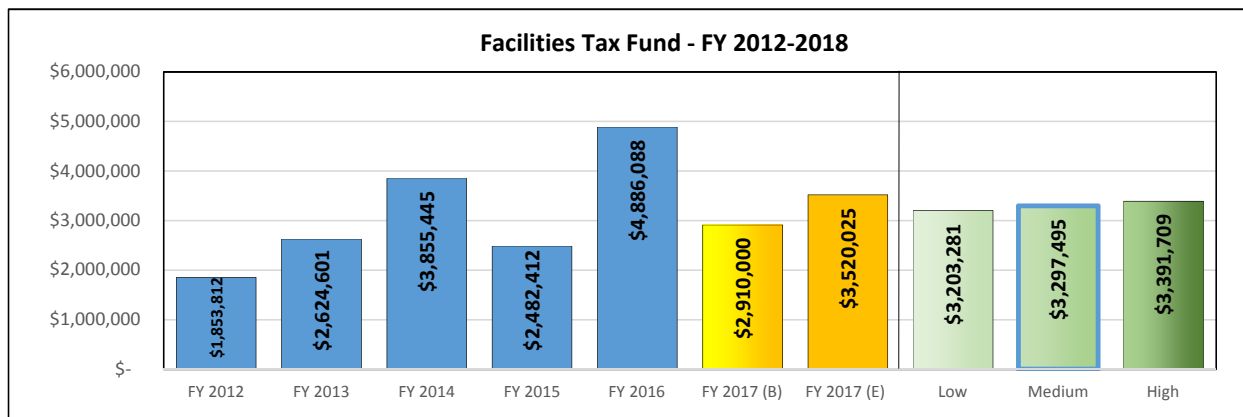
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Facilities Tax Fund</b>	<b>Percent of All Revenues</b>	<b>2.4%</b>
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**Facilities Tax:** A special revenue fund used to account for the proceeds authorized by a private act of the Tennessee General Assembly of 1987 for the City to levy and collect a privilege tax on new development to provide that new development contribute its fair share of providing new public facilities made necessary by growth. Such taxes may be expended only on police, fire, sanitation, and parks and recreation.

The forecast for FY 2018 is an estimate (5% higher than 2017 estimated) , based upon historic averages and year-to-date activity. It is heavily dependent upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
July	144,273	129,034	188,335	174,169	460,763	250,000	221,540	223,701	230,281	236,860	3-yr Average
August	108,287	156,599	282,956	128,599	138,739	250,000	299,262	166,297	171,188	176,079	\$ 3,741,315
September	264,898	171,951	172,873	155,707	405,920	250,000	242,795	238,955	245,983	253,011	-7.4%
October	139,605	158,433	1,182,887	211,229	693,869	250,000	663,512	486,749	501,065	515,381	5-Yr Average
November	309,959	282,226	234,251	160,556	561,169	250,000	432,916	315,825	325,114	334,403	\$ 3,140,472
December	83,451	263,070	188,891	168,587	235,832	250,000	250,000	191,726	197,365	203,003	-1.5%
January	74,070	154,265	189,243	186,851	227,208	250,000	250,000	169,654	174,644	179,634	10-Yr Average
February	147,114	124,139	70,242	130,798	575,877	250,000	250,000	213,827	220,116	226,405	\$ 2,620,265
March	106,169	192,990	216,615	227,269	302,406	250,000	250,000	213,272	219,544	225,817	1.1%
April	144,359	192,337	160,708	383,594	336,678	250,000	250,000	248,406	255,712	263,018	
May	197,549	313,792	309,052	256,477	325,313	200,000	200,000	286,045	294,458	302,872	
June	125,956	478,503	652,730	284,637	564,194	200,000	200,000	429,628	442,264	454,900	
Interest Income	8,122	7,262	6,662	13,939	58,120	10,000	10,000	19,197	19,762	20,327	
<b>Totals</b>	<b>\$ 1,853,812</b>	<b>\$ 2,624,601</b>	<b>\$ 3,855,445</b>	<b>\$ 2,482,412</b>	<b>\$ 4,886,088</b>	<b>\$ 2,910,000</b>	<b>\$ 3,520,025</b>	<b>\$ 3,203,281</b>	<b>\$ 3,297,495</b>	<b>\$ 3,391,709</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



# City of Franklin

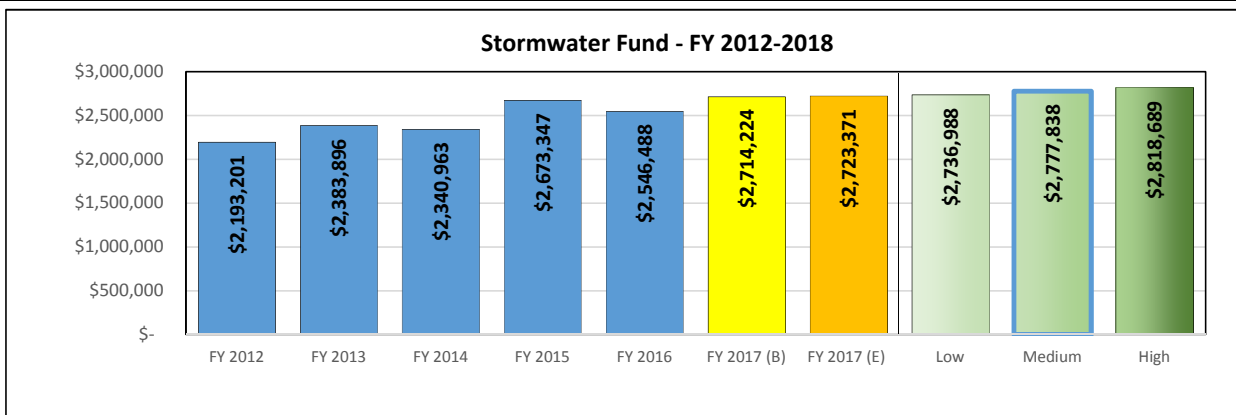
## Revenue Model

<b>Fund:</b>	<b>Stormwater Fund</b>	<b>Percent of All Revenues</b>	<b>2.0%</b>
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**Stormwater Fund:** A special revenue fund used to account for the City's stormwater drainage operations. Revenues are primarily from charges to residential and commercial customers based on paved areas.

This is another fund dependent upon development. Should development increase faster than projected, revenues will be positively affected.

A nominal 2% increase is forecast in this fund.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
PLANS REVIEW FEE	0	0	9,908	24,500	15,100	25,000	25,000	25,125	25,500	25,875	3-yr Average
DRAINAGE INSPECTIONS	0	0	5,477	68,947	25,303	60,000	60,000	60,300	61,200	62,100	\$ 2,520,266
STORMWATER PERMIT FEE	3,082	5,950	12,482	10,789	8,225	10,000	40,075	40,275	40,877	41,478	2.6%
FEMA/TEMA GRANTS (FED/STATE)	0	0	3,691	0	0	0	0	-	-	-	5-Yr Average
STORMWATER FEES	2,127,733	2,225,948	2,277,908	2,521,597	2,381,431	2,569,224	2,547,396	2,560,133	2,598,344	2,636,555	\$ 2,427,579
STORMWATER FINES	0	100	0	9,675	14,125	10,000	10,000	10,050	10,200	10,350	2.4%
STORMWATER LATE PAY PENALTIES	20,615	21,179	20,754	23,398	21,640	30,000	30,900	31,055	31,518	31,982	10-Yr Average
INTEREST INCOME	41,771	20,719	8,930	14,441	83,971	10,000	10,000	10,050	10,200	10,350	\$ 2,671,985
CUSTOMER SERVICE	0	0	(4,776)	0	(3,307)	0	0	-	-	-	0.2%
CONTRIBUTIONS - OTHERS	0	110,000	6,589	0	0	0	0	-	-	-	
<b>Totals</b>	<b>\$ 2,193,201</b>	<b>\$ 2,383,896</b>	<b>\$ 2,340,963</b>	<b>\$ 2,673,347</b>	<b>\$ 2,546,488</b>	<b>\$ 2,714,224</b>	<b>\$ 2,723,371</b>	<b>\$ 2,736,988</b>	<b>\$ 2,777,838</b>	<b>\$ 2,818,689</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



# City of Franklin

## Revenue Model

**Fund:** Drug Fund

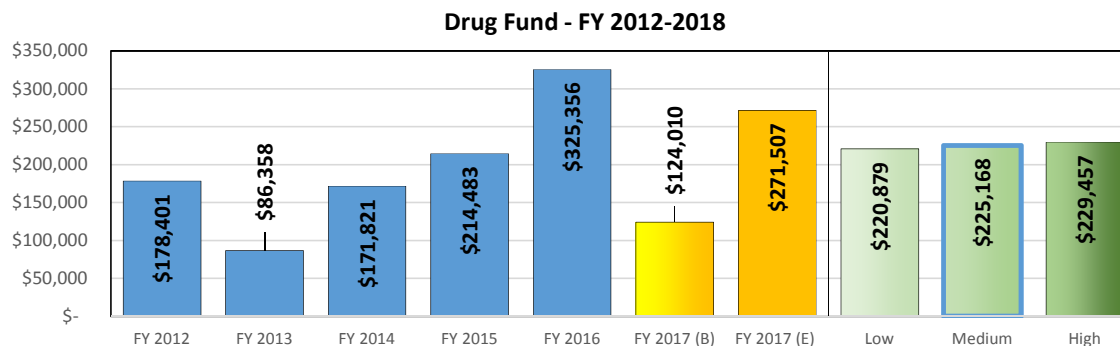
**Percent of All Revenues**

**0.2%**

**Drug Fund:** The Drug Fund is a special revenue account established under Tennessee Code Annotated (T.C.A.) 39-17-420. (A special revenue account exists outside the city's or county's General Fund, and funds in the special revenue account do not revert to the General Fund at the end of the fiscal year).

Revenues come from one-half of the fines from drug offenses, any cash that is forfeited to the city or county as well as the proceeds from the sale of any forfeited property (usually vehicles) and donations.

The FY 2018 Forecast is an increase of 5%.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
DRUG FINES RECEIVED	50,708	55,078	82,013	42,740	137,906	95,397	114,882	75,900	77,373	78,847	3-yr Average
DRUG CONTRIBUTIONS PAID TO POLICE DEPT				16,050	47,824	21,061	30,124	32,895	33,534	34,173	\$ 237,220
CONFISCATED GOODS (FEDERAL)	121,312	23,459	68,264	95,226	116,811	-	110,593	87,565	89,265	90,965	-15.9%
CONFISCATED GOODS (STATE)	1,372	3,224	17,087	15,211	10,495	-	10,495	9,762	9,952	10,141	5-Yr Average
INTEREST INCOME	5,009	1,840	1,127	937	1,874	1,000	1,217	2,222	2,265	2,308	\$ 195,284
SALE OF SURPLUS ASSETS	-	2,757	3,330	44,319	10,446	6,552	4,196	12,536	12,779	13,022	-7.3%
											10-Yr Average
											\$ 423,714
											-7.1%
<b>Totals</b>	<b>\$ 178,401</b>	<b>\$ 86,358</b>	<b>\$ 171,821</b>	<b>\$ 214,483</b>	<b>\$ 325,356</b>	<b>\$ 124,010</b>	<b>\$ 271,507</b>	<b>\$ 220,879</b>	<b>\$ 225,168</b>	<b>\$ 229,457</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



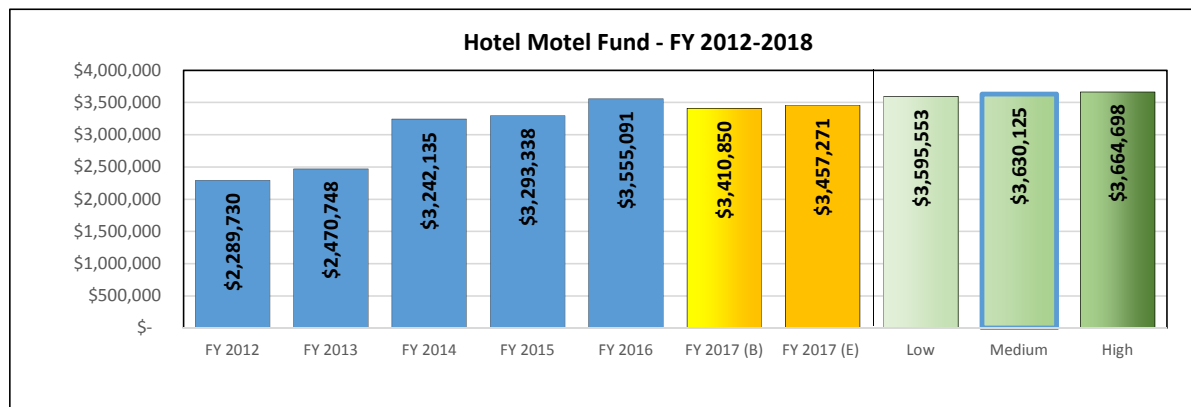
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Hotel Motel Fund</b>	<b>Percent of All Revenues</b>	<b>2.6%</b>
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**Hotel Motel Fund:** The Hotel/Motel Fund is a special revenue fund used to account for the locally administered tax levied on the occupancy of hotel and motel rooms, in addition to sales tax. The City of Franklin Hotel /Motel Tax is 4%. The fund is used to pay debt service on the Cool Springs Conference Center and the Harlinsdale and Battlefield parks. Also, the funds can be used to support projects and operations related to tourism.

The FY 2018 Forecast is an increase of 5%.



	Actual					Budget	Estimated	Forecasts (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
July	198,277	211,075	220,564	262,528	321,484	301,642	348,168	362,095	365,577	369,059	3-yr Average
August	176,457	175,021	202,941	273,788	255,448	313,205	287,315	298,807	301,680	304,553	\$ 3,363,521
September	170,555	195,057	219,382	310,183	306,676	344,988	327,391	340,487	343,761	347,035	0.5%
October	180,285	223,821	242,061	294,166	323,020	325,728	347,808	361,721	365,199	368,677	5-Yr Average
November	185,887	165,524	223,360	228,683	247,283	255,421	271,943	282,821	285,541	288,260	\$ 2,970,208
December	155,984	153,893	175,183	207,948	205,388	229,892	229,892	239,088	241,387	243,686	3.0%
January	144,366	152,698	184,875	213,640	235,170	238,479	238,479	248,019	250,403	252,788	10-Yr Average
February	149,408	185,118	214,823	231,263	266,011	232,595	232,595	241,899	244,225	246,551	\$ 2,298,319
March	171,438	244,633	274,024	321,936	348,031	298,349	298,349	310,283	313,266	316,250	4.8%
April	214,540	222,217	260,989	311,958	350,962	278,713	278,713	289,862	292,649	295,436	20-Yr Average
May	195,614	225,392	249,496	288,118	340,943	274,106	274,106	285,070	287,811	290,552	\$ 1,390,200
June	206,513	249,326	297,104	346,808	347,923	313,727	313,727	326,276	329,413	332,551	2.4%
EPA GRANT (FEDERAL)	100,000	0	0	0	0	0	0	-	-	-	
PARKS GRANTS	22,575	0	0	0	0	0	0	-	-	-	
JIM WARREN PARK TREE GRANT	0	60,000	0	0	0	0	0	-	-	-	
EASTERN FLANK LOOP GRANT	0	0	476,000	0	0	0	0	-	-	-	
INTEREST INCOME	17,831	6,973	1,333	2,318	6,750	4,000	8,775	9,126	9,214	9,302	
<b>Totals</b>	<b>\$ 2,289,730</b>	<b>\$ 2,470,748</b>	<b>\$ 3,242,135</b>	<b>\$ 3,293,338</b>	<b>\$ 3,555,091</b>	<b>\$ 3,410,850</b>	<b>\$ 3,457,271</b>	<b>\$ 3,595,553</b>	<b>\$ 3,630,125</b>	<b>\$ 3,664,698</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.





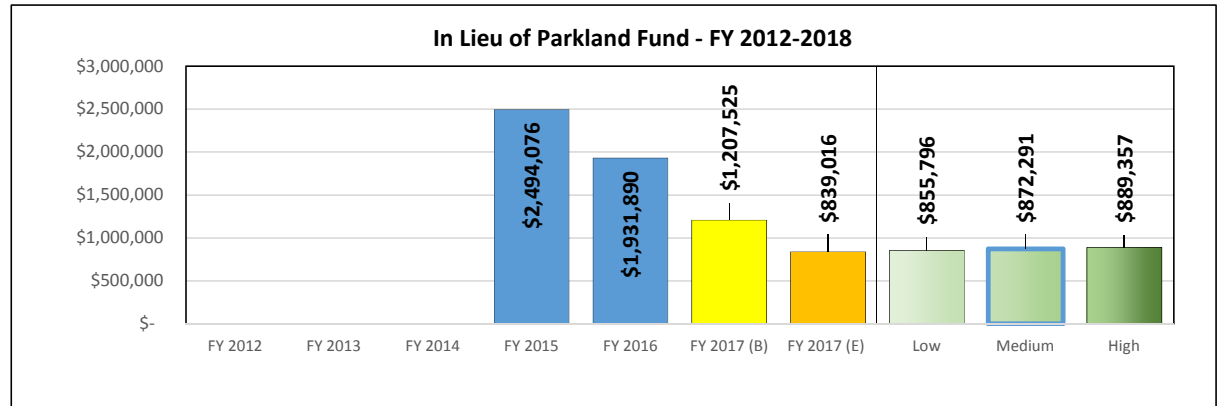
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>In Lieu of Parkland Fund</b>	<b>Percent of All Revenues</b>	<b>0.6%</b>
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In Lieu of Parkland Fund: The In Lieu of Parkland Fund was created in FY 2015 for the purpose of satisfying requirements of Section 5.5.4 of the City of Franklin Zoning Ordinance for developers seeking alternatives to the development of greenspace within developments. Funds can be used only for the acquisition or development of public parks, greenways/blue ways, open space sites, and related facilities.

The forecast for FY 2018 is an estimate (4.0% higher than Estimated 2017), and is based upon historic averages and year-to-date activity. It is heavily dependent upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget		Forecast (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
In Lieu of Parkland Receipts	0	0	0	211,848	1,923,145	1,202,525	824,724	841,218	857,713	874,207	3-yr Average
Interest Income				2,109	8,745	5,000	14,292	14,578	14,578	15,149	\$ -
Transfers from General Fund				2,280,119	0	0	0	-	-	-	0.0%
											5-Yr Average
											\$ -
											0.0%
<b>Totals</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,494,076</b>	<b>\$ 1,931,890</b>	<b>\$ 1,207,525</b>	<b>\$ 839,016</b>	<b>\$ 855,796</b>	<b>\$ 872,291</b>	<b>\$ 889,357</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 2015-2016 & Estimates from Finance & Revenue Management Departments.



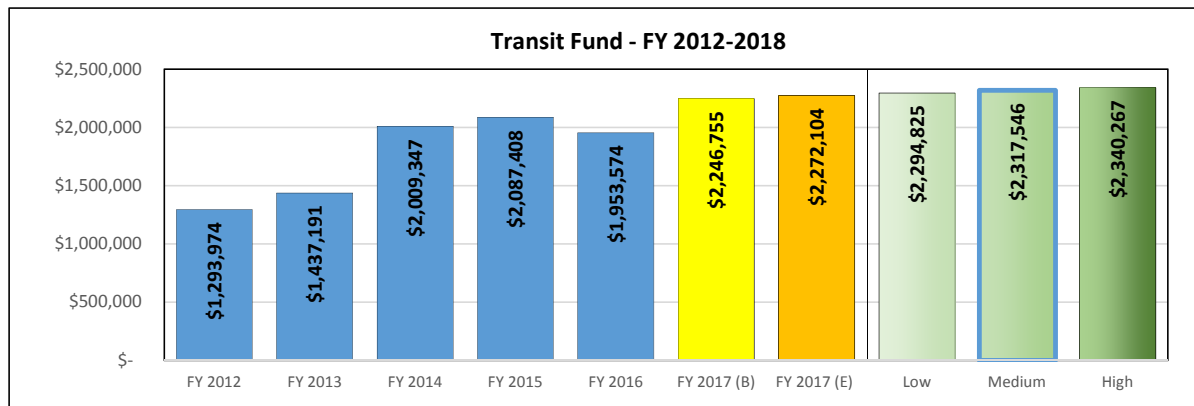
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Transit Fund</b>	<b>Percent of All Revenues</b>	<b>1.7%</b>
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**Transit Fund:** A special revenue fund used to account for the City's transit operations. The primary sources of revenue are an operating subsidy from the general fund and transit fares. The City has created the Franklin Transit Authority to oversee transit operations. Daily operations of the transit system are managed by a contractor.

A nominal 2% increase is forecast in this fund.



	Actual					Budget	Estimated	Forecast (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
TRANSIT OPERATIONS GRANT (FEDERAL)	743,012	906,203	1,005,998	1,229,365	989,504	959,899	959,899	969,498	979,097	988,696	3-yr Average
TRANSIT CAPITAL GRANT (FED/STATE)	137,752	7,972	44,333	67,588	341,464	225,000	225,000	227,250	229,500	231,750	\$ 1,989,201
FEDERAL ARRA # 4	5,119	0	0	0	0	0	0	-	-	-	-2.0%
TRANSIT FARES	78,861	87,069	94,314	94,072	88,461	85,000	95,879	96,838	97,797	98,755	5-Yr Average
CHARTERS							11,335				\$ 1,739,754
INTEREST INCOME	17,742	11,897	11,820	3,573	4,392	3,200	6,235	6,297	6,359	6,422	1.5%
RENTAL INCOME	9,800	9,700	9,700	9,700	9,700	9,700	9,800	9,898	9,996	10,094	
SALE OF SURPLUS ASSETS	0	0	0	0	18,640	0	0	-	-	-	
TRANSFER FROM GENERAL FUND	301,688	414,350	843,182	683,110	501,413	963,956	963,956	973,596	983,235	992,875	
<b>Totals</b>	<b>\$ 1,293,974</b>	<b>\$ 1,437,191</b>	<b>\$ 2,009,347</b>	<b>\$ 2,087,408</b>	<b>\$ 1,953,574</b>	<b>\$ 2,246,755</b>	<b>\$ 2,272,104</b>	<b>\$ 2,294,825</b>	<b>\$ 2,317,546</b>	<b>\$ 2,340,267</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.

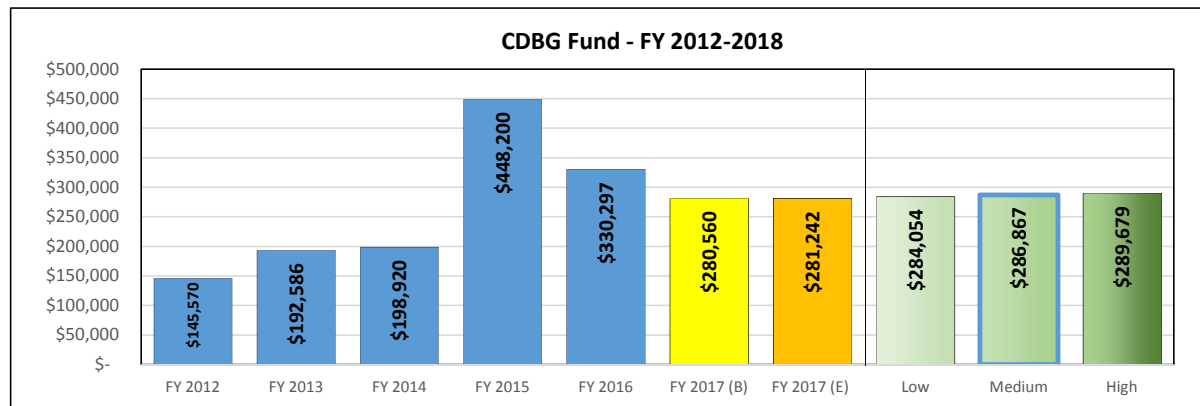


# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Community Development Block Grant Fund</b>	<b>Percent of All Revenues</b>	<b>0.2%</b>
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**CDBG Fund:** The Community Development Block Grant is funded by the Department of Housing and Urban Development based on an annual formula provided by HUD. Under the formula guideline the City receives about Two-Hundred and Fifty Thousand Dollars annually (\$250,000). To date the City of Franklin has received approximately Two-Million Dollars (\$2,000,000) which has been used for emergency rehabilitation of about 62 homes within the City of Franklin for our elderly and low income residents, furthering Fair Housing education, new construction of single family homes within the Hard Bargain and Natchez neighborhoods and administrating homeless assistance on an as-needed basis.



	Actual					Budget	Budget	Forecast (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
CDBG GRANT (FEDERAL)	141,492	192,385	198,747	223,787	329,866	280,410	280,410	283,214	286,018	288,822	3-yr Average
IN LIEU OF AFFORDABLE HOUSING FEES				224,162	0	0	0	-	-	-	\$ 325,806
INTEREST INCOME	709	201	173	251	431	150	832	840	849	857	12.5%
CONTRIBUTIONS - OTHERS	3,369	0	0	0	0	0	0	-	-	-	5-Yr Average
											\$ 263,115
											14.1%
<b>Totals</b>	<b>\$ 145,570</b>	<b>\$ 192,586</b>	<b>\$ 198,920</b>	<b>\$ 448,200</b>	<b>\$ 330,297</b>	<b>\$ 280,560</b>	<b>\$ 281,242</b>	<b>\$ 284,054</b>	<b>\$ 286,867</b>	<b>\$ 289,679</b>	

Source: City of Franklin, [Comprehensive Annual Financial Reports - 1990-2016](#) & Estimates from Finance & Revenue Management Departments.



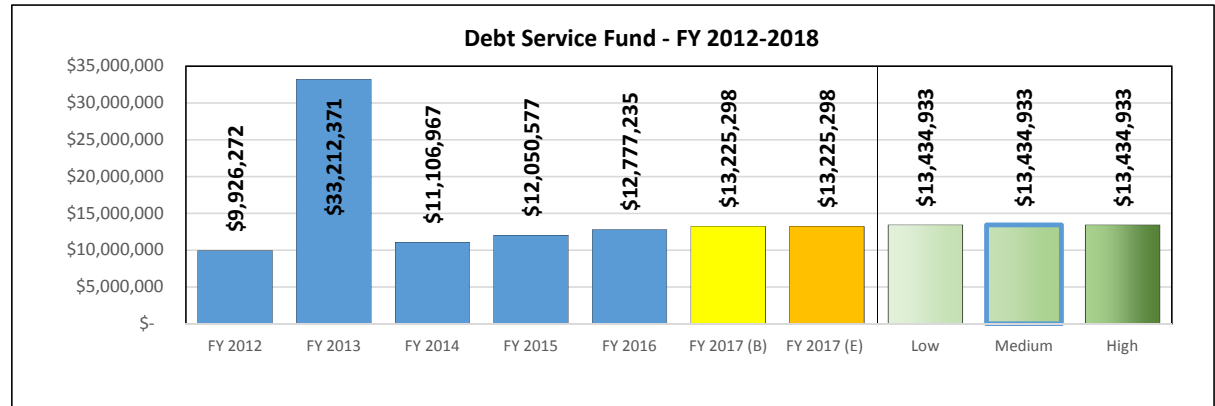
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Debt Service Fund</b>	<b>Percent of All Revenues</b>	<b>9.7%</b>
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**Debt Service Fund:** The Debt Service Fund was created in FY 2010 for the purpose of accounting for resources set aside to fund debt service (payments of long term debt principal, interest, and related costs). All funds which have debt service are accounted for within this fund - General, Road Impact, Sanitation and Hotel / Motel.

FY 2018 will be revised once additional debt service is incurred attributable to anticipated issue later in 2017 of at least \$15,000,000 (including the Hillsboro Road project (North of Del Rio to Mack Hatcher) and other aspects of Phase I of the CIP.



	Actual					Budget	Estimated	Forecast (FY 2018)			Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
PROPERTY TAXES COLLECTED	4,830,155	4,779,633	5,357,261	6,350,472	7,338,632	7,503,769	7,503,769	7,273,106	7,273,106	7,273,106	3-yr Average
REBATE ON BAB / RZEDB	904,052	904,052	832,179	838,508	840,316	904,051	904,051	904,051	904,051	904,051	\$ 11,578,772
INTEREST INCOME	14,104	4,328	2,205	1,514	3,296	5,000	5,000	5,000	5,000	5,000	4.7%
BOND PROCEEDS	0	22,500,000	0	0	0	0	0	-	-	-	5-Yr Average
INTEREST-BOND PROCEEDS	0	0	0	0	0	0	0	-	-	-	\$ 15,814,684
TRANSFER FROM WATER	0	0	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	-3.3%
TRANSFER FROM SEWER	0	0	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	
TRANSFER FROM SOLID WASTE	543,115	561,628	570,537	584,509	599,772	623,956	623,956	178,557	178,557	178,557	
TRANSFER FROM ROAD IMPACT	1,821,447	2,865,306	3,227,856	2,960,579	2,674,006	2,874,529	2,874,529	3,761,407	3,761,407	3,761,407	
TRANSFER FROM HOTEL/MOTEL	1,813,399	1,597,424	1,116,929	1,114,995	1,121,213	1,113,993	1,113,993	1,112,812	1,112,812	1,112,812	
<b>Totals</b>	<b>\$ 9,926,272</b>	<b>\$ 33,212,371</b>	<b>\$ 11,106,967</b>	<b>\$ 12,050,577</b>	<b>\$ 12,777,235</b>	<b>\$ 13,225,298</b>	<b>\$ 13,225,298</b>	<b>\$ 13,434,933</b>	<b>\$ 13,434,933</b>	<b>\$ 13,434,933</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.



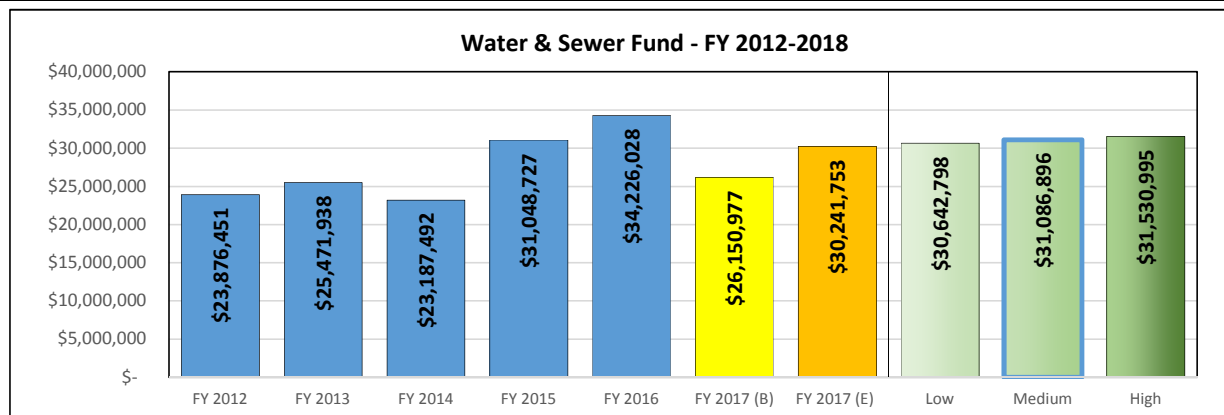
# City of Franklin

## Revenue Model

<b>Fund:</b>	<b>Water/Sewer Fund</b>	<b>Percent of All Revenues</b>	<b>22.3%</b>
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**Water & Sewer Fund:** Water and wastewater are independent business units of the City of Franklin and are required to be self-sufficient entities. These utilities are not subsidized by local taxes, paying the General Fund monies to cover the costs of services such as payroll, human resources and other support activities.

Rates are anticipated to increase by 3.5% for Water and 5.5% for Sewer for FY 2018.



	Actual					Forecast (FY 2018)					Averages
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (B)	FY 2017 (E)	Low	Medium	High	
<b>Water</b>											<b>3-yr Average</b>
Grants	0	(484)	0	0	0	0	0	-	-	-	<b>\$ 29,487,416</b>
Use of Money & Property	15,933	39,653	64,279	28,924	46,167	31,500	42,288	<b>43,768</b>	<b>44,402</b>	<b>45,036</b>	<b>1.8%</b>
Rates & Related Customer Service	9,381,786	9,360,899	9,474,701	10,161,250	10,862,141	10,368,128	11,149,708	<b>11,539,948</b>	<b>11,707,194</b>	<b>11,874,439</b>	<b>5-Yr Average</b>
Transfers from G/F	0	0	0	0	0	0	0	-	-	-	<b>\$ 27,562,127</b>
Capital Contributions	383,203	1,102,508	94,201	1,041,862	544,472	75,000	42,003	<b>77,625</b>	<b>78,750</b>	<b>79,875</b>	<b>2.5%</b>
<b>Wastewater</b>											
Grants	42,219	0	0	0	0	0	0	-	-	-	
Use of Money & Property	(106,361)	47,591	22,977	86,477	110,042	72,800	72,800	<b>75,348</b>	<b>76,440</b>	<b>77,532</b>	
Rates & Related Customer Service	11,564,222	12,377,491	13,207,624	14,724,348	16,324,715	15,274,049	17,986,227	<b>18,615,745</b>	<b>18,885,538</b>	<b>19,155,332</b>	
Transfers from G/F	0	0	0	0	0	0	0	-	-	-	
Capital Contributions	2,267,716	2,641,148	184,209	4,918,077	6,088,842	125,000	775,413	<b>129,375</b>	<b>131,250</b>	<b>133,125</b>	
<b>Reclaimed Water</b>											
Grants	178,887	(240,183)	0	0	0	0	0	-	-	-	
Use of Money & Property	1,840	839	170	14	38	500	149	<b>154</b>	<b>156</b>	<b>159</b>	
Rates & Related Customer Service	147,006	138,242	130,903	85,775	124,810	202,000	153,396	<b>158,765</b>	<b>161,066</b>	<b>163,367</b>	
Capital Contributions	0	4,234	8,428	2,000	124,801	2,000	19,769	<b>2,070</b>	<b>2,100</b>	<b>2,130</b>	
<b>Totals</b>	<b>\$ 23,876,451</b>	<b>\$ 25,471,938</b>	<b>\$ 23,187,492</b>	<b>\$ 31,048,727</b>	<b>\$ 34,226,028</b>	<b>\$ 26,150,977</b>	<b>\$ 30,241,753</b>	<b>\$ 30,642,798</b>	<b>\$ 31,086,896</b>	<b>\$ 31,530,995</b>	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2016 & Estimates from Finance & Revenue Management Departments.