

FY 2018 Proposed Operating Budget Presentation

June 13, 2017
Board of Mayor and Aldermen
Public Hearing





The Focus

Management

- Policy development and implementation
- Budget process
- High quality service levels
- Department level key performance measurers
- Benchmarking program
- Capital Investment project oversight and delivery
- Telling "Franklin's story" locally and beyond

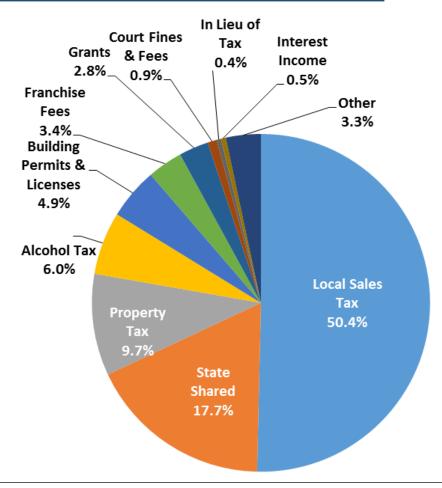
Community Development

- Desired location
- High Development Standards
- Educated workforce
- Sites ready for development
- Aggressive State incentives
- Work with partners at State and Williamson County
- Play "offense"

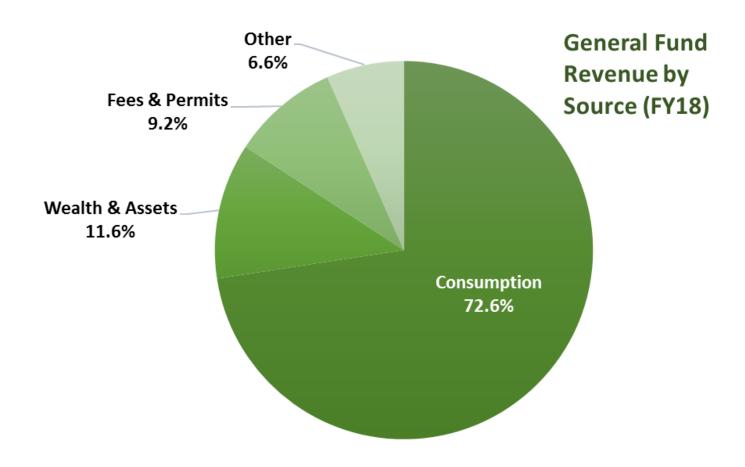
Strong Financial Base

- Long-Term financial planning (revenue diversification)
- Capital Investment plan process
- Multi-year financial planning
- Healthy reserve levels
- Triple-A Bond rating from both Moody's and S&P.
- Support changing service needs

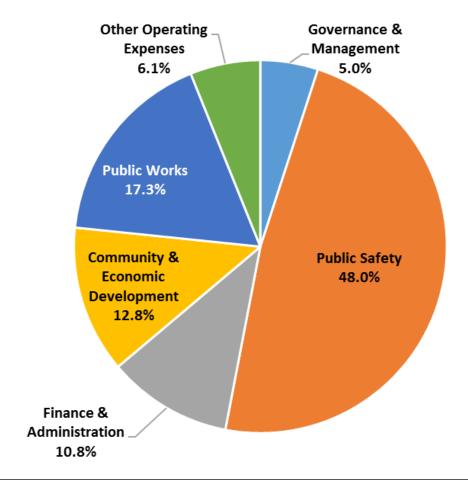
General Fund Overview: Revenues (pg. 35)



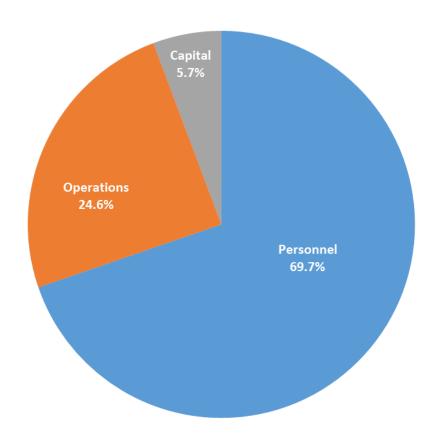
General Fund Overview: Revenues by Source (pg. 37)



General Fund Overview: Expenses by Major Function/Program



General Fund Overview: Expenses by Category





All Funds

City of Franklin, Tennessee FY 2018 Operating Budget

Actual 2015

All Funds/General Fund: Change in Budget Amounts

Actual 2016

	<u>A</u>	<u>B</u>	<u>c</u>	<u>D</u>	<u>E</u>	<u>F (E-C)</u>	G (E/C)
Personnel	\$ 46,778,02	5 \$ 50,880,683	\$ 55,731,274	\$ 55,065,888	\$ 59,244,699	\$ 3,513,425	6.30%
Operations	\$ 57,165,40	7 \$ 62,381,369	\$ 70,103,470	\$ 68,150,834	\$ 65,676,311	\$ (4,427,159)	-6.32%
Capital	\$ 8,154,45	2 \$ 6,206,319	\$ 17,306,864	\$ 8,389,590	\$ 20,300,120	\$ 2,993,256	17.30%
Total - All Funds Expenses	\$ 112,097,88	4 \$ 119,468,372	\$ 143,141,608	\$ 131,606,312	\$ 145,221,130	\$ 2,079,522	1.5%
Surplus / (Deficit) All Funds	\$ 10,252,14	3 \$ 18,914,832	\$ (3,625,036)	\$ 11,371,916	\$ 4,954,334		
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General Fund	<u>Actual 2015</u>	Actual 2016	Budget 2017	Estd 2017	Budget 2018	Difference '	17 vs. '18
	<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F (E-C)</u>	G (E/C)
General Fund Expenditures (by major	category)						
Personnel	\$38,017,541	\$ 41,638,101	\$ 45,201,096	\$ 44,912,161	\$ 48,066,927	\$ 2,865,831	6.3%
Operations	\$16,288,930	\$ 17,943,694	\$ 20,257,122	\$ 19,862,850	\$ 16,935,355	\$(3,321,767)	-16.4%
Capital	\$ 427,800	\$ 177,939	\$ 2,668,950	\$ 553,623	\$ 3,939,744	\$ 1,270,794	47.6%
Total - General Fund Expenses	\$54,734,271	\$ 59,759,734	\$ 68,127,169	\$ 65,328,633	\$ 68,942,027	\$ 814,858	1.2%
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Surplus / (Deficit)	\$ 2,754,998	\$ 3,780,138	\$ 0	\$ 2,000,120	\$ 0		

Budget 2017

Estimated 2017

Budget 2018

Difference '17 vs. '18



General Fund Overview: Opportunities

- Maintain high quality services.
- Invest in our future.
- Enhance our community's competitive position.
- Focus on possibilities, not just current challenges.
- Maintain Franklin's unique character.



Process: Integration of Strategic Plan

Departmental Budgets also have full integration of
 Franklin Forward - the City's Strategic Plan and Performance
 Measures for the first time. These measures are organized in either Workload, Efficiency or Outcome Measures and are marked (where applicable) to the four themes of the strategic plan:



A Safe, Clean, and Livable City



Effective and Fiscally Sound City Government Providing High-quality Services



Quality Life Experiences



Sustainable Growth and Economic Prosperity



Budget Overview:

- The proposed 2017-18 (FY18) general fund budget is \$68,942,027, which represents an increase of 1.2% compared to the current \$68.1 million budget for 2016-17 (FY17). This budget increase is primarily due to cost increases in personnel expenses and the funding of expanded services in the areas of public safety, parks, and streets, all of which are significantly impacted by growth.
- The proposed FY18 budget for all funds is \$145,221,130 which represents an increase of 1.5% compared to FY17. Increased budgeted expenditures across funds include increases in the General, Transit, Stormwater, Street Aid, Road Impact, Debt Service, and Water/Sewer funds.



Overview: Highlights

- The budget is balanced, with current revenues equaling expenditures.
- The budget is in compliance with the Board of Mayor and Aldermen's debt and fund reserve policies, significantly exceeding the reserve requirements.
- The City property tax remains unchanged at \$0.4176 per \$100 of assessed valuation. The *Invest* Franklin dedicated funding for infrastructure/transportation investment and support of City operations remains in place. The City of Franklin continues to maintain one of the lowest municipal property tax rates in the State of Tennessee.

June 13, 2017



Overview: Highlights

- Overall, the proposed budget has a net increase of 8.5 positions across all funds, 5.5 of which are included in the general fund. This targeted group of new positions are in areas such as Parks, Fire, Engineering, Streets, Water Management, and Stormwater, all of which have been impacted by growth.
- The general pay increase for City team members will be effective the first pay period of July 2017. The proposed budget includes a general pay increase of 2.5% plus an additional performance-based pay increase of ranging from an additional 0.5% up to an additional 2.5%.



Overview: Highlights

- The city's compensation plan will have a complete review. This
 analysis, initiated in FY17, recommends an overall 4% adjustment to
 all pay grades (following the annual pay adjustments) which has been
 included in the FY18 budget. There will also be a department-bydepartment review of positions to ensure the City's compensation
 plan remains highly competitive.
- Funding is provided for important investments in equipment replacements of \$3.9 million, technology enhancements of \$230,000, and facility improvements of \$350,000.



Overview: Highlights

- A rate increase is proposed for residential garbage collection and recycling service. The proposed increase from \$16.50 per month to \$17.50 per month is the first increase of the residential service fee in four years.
- The proposed budget incorporates performance measures and sustainability initiatives for every department. The connection to our Strategic Plan, *FranklinForward*, is clearly linked to performance measures and objectives throughout the budget, including insights from the recently completed citizen survey.

June 13, 2017



Program Enhancements



A Safe, Clean, and Livable City

- With the recent passage of legislation that provides "common sense" privacy protections to citizens, the Franklin Police Department will move forward with the purchase and deployment of 110 body worn cameras (funded by reserves) for police officers and support services/staffing (carryover from the FY17 budget, \$325,000).
- The replacement of 25 police vehicles, all of which have more than 100,000 miles on them (\$1.05 million).
- Virtual training equipment will be implemented that will enhance the quality and safety of training provided to Franklin Police Officers (\$195,000).
- Replacement of Fire Tower 1 (\$1.06 million).
- Purchase of Fire Engine 7 (\$569,000) and Wildland Pumper (\$424,000).



Program Enhancements



Effective and Fiscally Sound City Government Providing High-quality Services

- •Additional and replacement vehicles/equipment in Sanitation, Streets, Water Management, Stormwater, and Building and Neighborhood Services.
- Data storage and disaster recovery enhancement within the City's Information Technologies infrastructure (\$111,400).
- Establish an Intelligent Traffic System Specialist to work with traffic signal technology and signal timing throughout the city.
- Pavement preservation sealing program (\$300,000).
- Leak detection equipment purchase within Water Management (\$32,000).
- Architectural service for City Hall building plan (carryover from FY17, \$250,000).



Program Enhancements



Quality Life Experiences

- Purchase of the 77-acre Lockwood park parcel (including Robinson Lake) adjacent to the City's southeast park property (\$500,000).
- Begin implementation of recommendations for shared facility/field/open space use and improvements between the Franklin Special School District and the Franklin Parks Department.
- Parks programming staffing enhancements.
- Establishment of an Urban Forestry Division and Superintendent position.



Program Enhancements



Sustainable Growth and Economic Prosperity

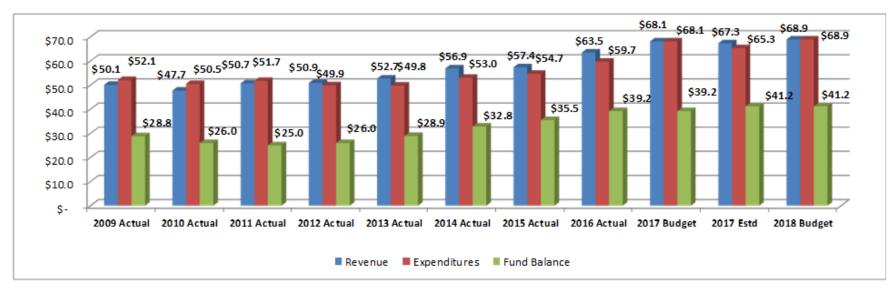
- Funding for a pilot program to work with the development community supporting the development of attainable/work force housing (\$100,000).
- Additional stormwater staffing to support efforts to obtain Qualified Local Program status, allowing the City to implement regulatory approval on behalf of the State of Tennessee.
- Addition of Assistant Director of Planning and Sustainability.
- Funding for enhance Franklin Transit fixed route system with 30-minute pickup frequency for all stops.
- Along with the Metropolitan Planning Organization and the Regional Transit Authority, funding of the I-65 corridor study connecting Nashville and Franklin (\$12,500).



City of Franklin, Tennessee

FY 2018 Operating Budget

General Fund: Revenues: Financial Performance



	2009	Actual	2010	Actual	2011	Actual	2012	Actual	201	3 Actual	201	4 Actual	201	5 Actual	201	l6 Actual	201	7 Budget	20	17 Estd	2018	Budget
Revenue	\$	50.1	\$	47.7	\$	50.7	\$	50.9	\$	52.7	\$	56.9	\$	57.4	\$	63.5	\$	68.1	\$	67.3	\$	68.9
Expenditures	\$	52.1	\$	50.5	\$	51.7	\$	49.9	\$	49.8	\$	53.0	\$	54.7	\$	59.7	\$	68.1	\$	65.3	\$	68.9
Fund Balance	\$	28.8	\$	26.0	\$	25.0	\$	26.0	\$	28.9	\$	32.8	\$	35.5	\$	39.2	\$	39.2	\$	41.2	\$	41.2

Note: Amounts above are in millions of dollars.



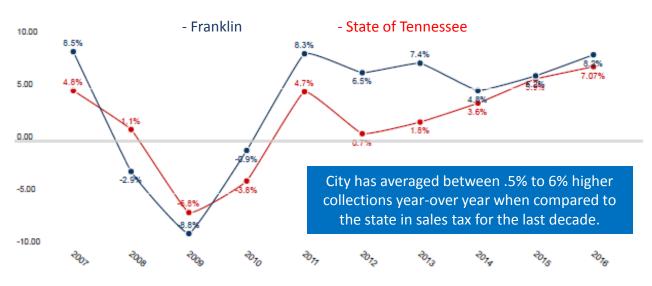
General Fund: Revenues: General Fund Revenue Comparison

	<u>Actual 2015</u>	Actu	ıal 2016	<u> </u>	Budget 2017	Estd 2017	E	Budget 2018	1	Difference '	17 vs. '18
	<u>A</u>		<u>B</u>		<u>C</u>	<u>D</u>		<u>E</u>		<u>F (E-C)</u>	<u>G (E/C)</u>
Revenues											
Local Sales Tax	\$ 28,943,994	\$ 31,	,309,367	\$	33,183,778	\$ 33,227,253	\$	34,722,480	\$	1,538,702	4.6%
State Shared	\$12,796,277	\$ 14,	,984,293	\$	11,148,733	\$ 11,504,861	\$	12,175,044	\$	1,026,311	9.2%
Property Tax	\$ 5,546,050	\$ 4,	,973,334	\$	5,948,793	\$ 5,742,536	\$	6,713,809	\$	765,016	12.9%
Alcohol Tax	\$ 3,630,037	\$ 3,	,926,711	\$	3,888,565	\$ 3,985,759	\$	4,147,690	\$	259,125	6.7%
Building Permits & Licenses	\$ 2,462,903	\$ 2,	,850,548	\$	2,817,396	\$ 3,295,045	\$	3,393,896	\$	576,500	20.5%
Franchise Fees	\$ 2,208,560	\$ 2,	,255,565	\$	2,536,790	\$ 2,594,576	\$	2,323,232	\$	(213,558)	-8.4%
Grants	\$ 289,382	\$ 1,	,612,487	\$	1,828,300	\$ 345,010	\$	1,949,098	\$	120,798	6.6%
Court Fines & Fees	\$ 586,479	\$	475,060	\$	560,935	\$ 587,265	\$	602,908	\$	41,973	7.5%
In Lieu of Tax	\$ 326,887	\$	326,438	\$	271,369	\$ 280,518	\$	288,934	\$	17,565	6.5%
Interest Income	\$ 145,098	\$	191,631	\$	217,582	\$ 221,984	\$	321,877	\$	104,295	47.9%
Other	\$ 553,601	\$	634,439	\$	5,724,928	\$ 5,543,946	\$	2,303,061	\$	(3,421,867)	-59.8%
Total - General Fund Revenues	\$57,489,269	\$ 63,	,539,872	\$	68,127,169	\$ 67,328,753	\$	68,942,027	\$	814,858	1.2%



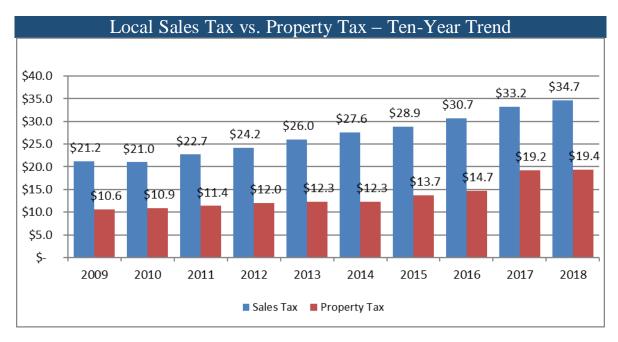
General Fund Revenues: Local Sales Tax (pg. 38)

- Budgeted to increase in 2016-17 (\$33.2 million).
- Growth of 4.6% (\$1.538 million) from 2016-17 budget, 4.5% increase compared to the 2016-17 estimate.
- Statewide estimate for growth is approximately 3.0% to 4.3%.
- 50.4% of total general fund revenue.





General Fund Revenues: Property vs. Sales Tax



- Sales Tax continues to outpace Property Tax collections slightly less than 2:1
- In FY 2018, Sales Tax will comprise 50.4% of all General Fund Revenues, a decrease from FY 2017.



General Fund: Property Tax Summary

		Increase /			Increase /
Fiscal Year	Rate	(Decrease)	Fiscal Year	Rate	(Decrease)
1984	\$1.7500		2002	\$0.5500	(\$0.1400)
1985	\$1.7500	\$0.0000	2003	\$0.5500	\$0.0000
1986	\$1.7500	\$0.0000	2004	\$0.5500	\$0.0000
1987	\$2.1500	\$0.4000	2005	\$0.5500	\$0.0000
1988	\$2.1500	\$0.0000	2006	\$0.5500	\$0.0000
1989	\$2.1500	\$0.0000	2007	\$0.4340	(\$0.1160)
1990	\$1.1000	(\$1.0500)	2008	\$0.4340	\$0.0000
1991	\$1.1000	\$0.0000	2009	\$0.4340	\$0.0000
1992	\$0.9900	(\$0.1100)	2010	\$0.4340	\$0.0000
1993	\$0.9900	\$0.0000	2011	\$0.4340	\$0.0000
1994	\$0.9400	(\$0.0500)	2012	\$0.3765	(\$0.0575)
1995	\$0.9400	\$0.0000	2013	\$0.3765	\$0.0000
1996	\$0.8900	(\$0.0500)	2014	\$0.3765	\$0.0000
1997	\$0.6900	(\$0.2000)	2015	\$0.4065	\$0.0300
1998	\$0.6900	\$0.0000	2016	\$0.4065	\$0.0000
1999	\$0.6900	\$0.0000	2017	\$0.4176	\$0.0111
2000	\$0.6900	\$0.0000	2018	\$0.4176	\$0.0000
2001	\$0.6900	\$0.0000			



General Fund Revenues: Intergovernmental Revenue (pg. 39)

- Second largest general fund revenue source.
- Includes Business Tax within state shared taxes.
- Grant funding including TOC project revenue.
- Increase (9.2% or \$1,026,311) largely attributable to the larger population certified in the 2017 Special Census.
- This amount may be modified once full impact of the IMPROVE Act is know.



General Fund: Fund Balance Summary

General Fund Performance - FY 2014-2018										
	Actual 2014	Actual 2015	Actual 2016	Budget 2017	Estimated 2017	Budget 2018				
Beginning Fund Balance	28,890,118	32,714,451	35,469,449	39,249,586	39,249,586	41,249,706				
+ Total General Fund Revenue	56,918,504	57,489,269	63,539,872	68,127,169	67,328,753	68,942,027				
- Total General Fund Expenditures	53,094,171	54,734,271	59,759,734	68,127,169	65,328,633	68,942,027				
Ending Fund Balance	32,714,451	35,469,449	39,249,586	39,249,586	41,249,706	41,249,706				
*** Percent of Total Annual Revenues	57.5%	61.7%	61.8%	57.6%	61.3%	59.8%				
*** Percent of Total Annual Expenditures	61.6%	64.8%	65.7%	57.6%	63.1%	59.8%				

Note: Ending Fund Balance Amounts for Revised FY 2017 and Budget FY 2018 numbers subject to change via year-end close and final FY 2017 budget amendments.



Summary

- The budget includes continues support of the *Invest* Franklin initiatives that provide funding capacity for key infrastructure investment and support operations for our growing community.
- Meets budget goals and objectives with an enhanced emphasis on performance measures and the strategic plan.
- The budget features targeted program enhancements related to public safety and growth-related services.
- Reserves at year-end well above policy level.



General Fund: General Fund Expenditures by Department

	Actual 2015	<u>Actual 2016</u>	Budget 2017	Estd 2017	Budget 2018	Difference '	17 vs. '18
	<u>A</u>	<u>B</u>	<u>c</u>	<u>D</u>	<u>E</u>	F (E-C)	G (E/C)
Expenses							
Governance & Management	\$ 2,751,980	\$ 2,895,391	\$ 3,418,527	\$ 3,435,219	\$ 3,447,151	\$ 28,624	0.8%
Public Safety	\$27,515,333	\$ 29,181,019	\$ 31,210,406	\$ 31,855,999	\$ 33,101,585	\$ 1,891,179	6.1%
Finance & Administration	\$ 6,578,104	\$ 6,259,679	\$ 7,138,928	\$ 6,843,158	\$ 7,468,566	\$ 329,638	4.6%
Community & Economic Development	\$ 5,226,485	\$ 5,489,508	\$ 8,892,022	\$ 6,670,602	\$ 8,817,218	\$ (74,803)	-0.8%
Public Works	\$ 8,903,716	\$ 9,671,460	\$ 11,370,332	\$ 10,751,280	\$ 11,906,033	\$ 535,702	4.7%
Other Operating Expenses	\$ 3,758,653	\$ 6,262,677	\$ 6,096,954	\$ 5,772,375	\$ 4,201,475	\$(1,895,479)	-31.1%
Total - General Fund Expenses	\$54,734,272	\$ 59,759,734	\$ 68,127,169	\$ 65,328,633	\$ 68,942,027	\$ 814,858	1.2%
						1	
General Fund Expenditures (by major	category)						
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Capital	\$ 427,800	\$ 177,939	\$ 2,668,950	\$ 553,623	\$ 3,939,744	\$ 1,270,794	47.6%
Total - General Fund Expenses	\$54,734,271	\$ 59,759,734	\$ 68,127,169	\$ 65,328,633	\$ 68,942,027	\$ 814,858	1.2%



General Fund: Change in Personnel Expense

- Annual pay adjustments for City team members will involve two tiers this year:
 - The general pay increase for City team members will be effective the first pay period of July 2017. The proposed budget includes a general pay increase of 2.5% plus an additional performance-based pay increase of up to an additional 2.5%.
 - The city's compensation plan will have a complete review. This analysis, initiated in FY17, recommends an overall 4% adjustment to all pay grades (following the annual pay adjustments) which has been included in the FY18 budget. There will also be a department-by-department review of positions to ensure the City's compensation plan remains highly competitive.
- Net of 5.5 positions added.



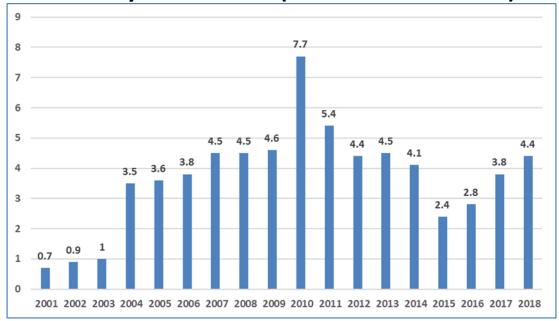
General Fund: Change in Personnel Expense

- Cost sharing structure of health insurance with employees continues with 85% single/80% family premium City cost sharing. 10% increase in overall cost.
- In FY18, the City will be modifying the structure of health insurance plan option for City team members. For many years, the City has offered either single or family coverage options. Going forward, the City will offer four options to its team members:
 - single coverage
 - single plus spouse
 - · single plus children, and
 - family coverage
- 3.5% turnover factor (pay + benefits) used.
- Pension across all funds budgeted at \$4.4 million, an increase of \$600,000 or 15%.



General Fund: Pension Plan Contributions

Pension Contributions by Fiscal Year - (Amounts in millions) Position

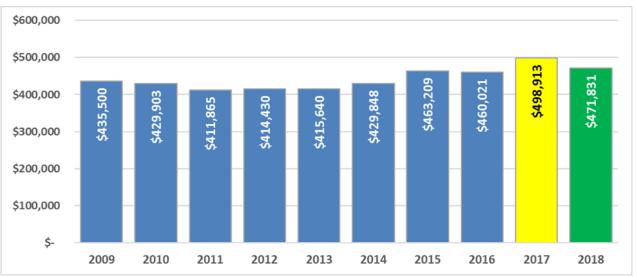


- Increase of roughly \$600,000 across all funds or 15%.
- Increase attributable to higher costs and more retirees.
- Pension is approximately 10% of total payroll.



General Fund: Appropriations to Outside Entities





- Decrease of 37,857, or 7.61%. Decrease is due to the elimination of annual funding for the J.L. Clay Senior Center, which has now been absorbed by the Williamson County Recreation program and the one-time as well as one time contribution in FY 17 for Masonic Hall.
- Additional funding was granted, but capped at a total increase of \$5,000 per agency.
- Carries over from FY17 the one-time contribution of \$12,500 to the transportation/transit study
 of the Interstate 65 south corridor connecting Nashville and Franklin.



Other Funds: Summary

- Drug Fund (p. 107-110)
- Community Development Block Grant (CDBG) Fund (p. 187-190)
- Transit Fund (p. 191-196)
- Stormwater Fund (p. 215-222)
- Street Aid & Transportation Fund Gas Tax (p. 223-226)
- Road Impact Fund (p. 227-230)
- Sanitation & Environmental Services Fund (p. 239-250)
- Water & Sewer Fund (p. 251-270)
- City Facilities Tax Fund (p. 287-290)
- County Facilities Tax Fund (p. 291-294)
- Hotel/Motel Tax Fund (p. 295-299)
- Debt Service Fund (p.301-304)
- In Lieu of Parkland Fund (p. 305-309)



Other Funds: Street Aid & Transportation Fund (pg. 223-226)

- Roadway resurfacing program of \$3.145 million an increase of 6.2%. \$175,000 is included for sidewalk repair. Increase due to added money from special census and IMPROVE Act.
- The Capital Funding Initiative (begun in FY 2015) will add roughly \$695,000 from the Property Tax in FY 2018.



Other Funds: Sanitation & Environmental Services (pg.239-250)

- Three Divisions: Administration, Collection, and Disposal.
- Direct revenues estimated at \$8.5 million.
- Expenditures also estimated at \$8.5 million.
- \$250,000 transfer planned from General Fund. 2008 subsidy was \$4.47 million. A transfer (\$500,000-750,000) will be needed in FY17 to meet cash reserve requirements.
- Increase in residential rate to \$17.50/month (from \$16.50/month); first increase in four years.
- Develop a five year rate plan similar to Water/Sewer.
- Continue to monitor/analyze the impact of growth on service delivery.



Other Funds: Water & Sewer Fund (p. 251-270)

- Includes rate-payer supported operation of Water, Wastewater, and Reclaimed Water utilities
- First year of the biennial budget includes: Water (\$11.7 million), Water Reclamation/Wastewater (\$13.7 million), and Reclaimed Water (\$206,000).
- Based on updated independent cost-of-service study, adoption of rate increases for 2018 are proposed:
 - 3.5% per year for Water.
 - 5.5% per year for Wastewater.



Other Funds: Road Impact Fund (pg. 227-230)

- \$7.8 million proposed budget for FY18 (a decrease of 6.9% from budget). \$7.1 million is the estimated expenses for FY17.
- Provides for Debt Service obligation (\$3.0 million) and budgeted Road Impact Offset agreement payments.

Other Funds: City Facilities Tax Fund (pg. 287-290)

- \$4.05 million proposed budget for FY 18.
- Continued work on Fire Stations 7 project.
- Purchase of Fire, Parks & Police equipment.



Other Funds: Stormwater Fund (pg. 215-222)

- \$6.21 million proposed budget for FY18 (an increase of \$1.0 million or 19.4%, primarily driven by project funding).
- One new position adding capacity to manage increased workload.



Other Funds: Hotel/Motel Tax Fund (pg. 295-300)

- \$2.56 million proposed budget for FY18 (a decrease of 8.6%).
- Significant "unprogrammed" capacity that could be applied to priority projects identified in the Parks Master Plan/Capital Investment Plan.
- Funds debt service for acquisition of Harlinsdale and Eastern Flank and streetscape elements.
- Continued funding for Carter Hill acquisition/development and ongoing park improvement projects.

Other Funds: Debt Service Fund (pg. 301-305)

- \$14.06 million proposed budget for FY 18 (an increase of 6.3%).
- \$8.8 million of property tax for general obligation debt service plus contributions from various other funds.



Summary

- The budget includes continues support of the *Invest* Franklin initiatives that provide funding capacity for key infrastructure investment and support operations for our growing community.
- Meets budget goals and objectives with an enhanced emphasis on performance measures and the strategic plan.
- The budget features targeted program enhancements related to public safety and growth-related services.
- Reserves at year-end well above policy level.