



FY 2021 Revenue Forecast

Actual Data - FY 2015-2019

Budget - FY 2020

Forecast - FY 2021



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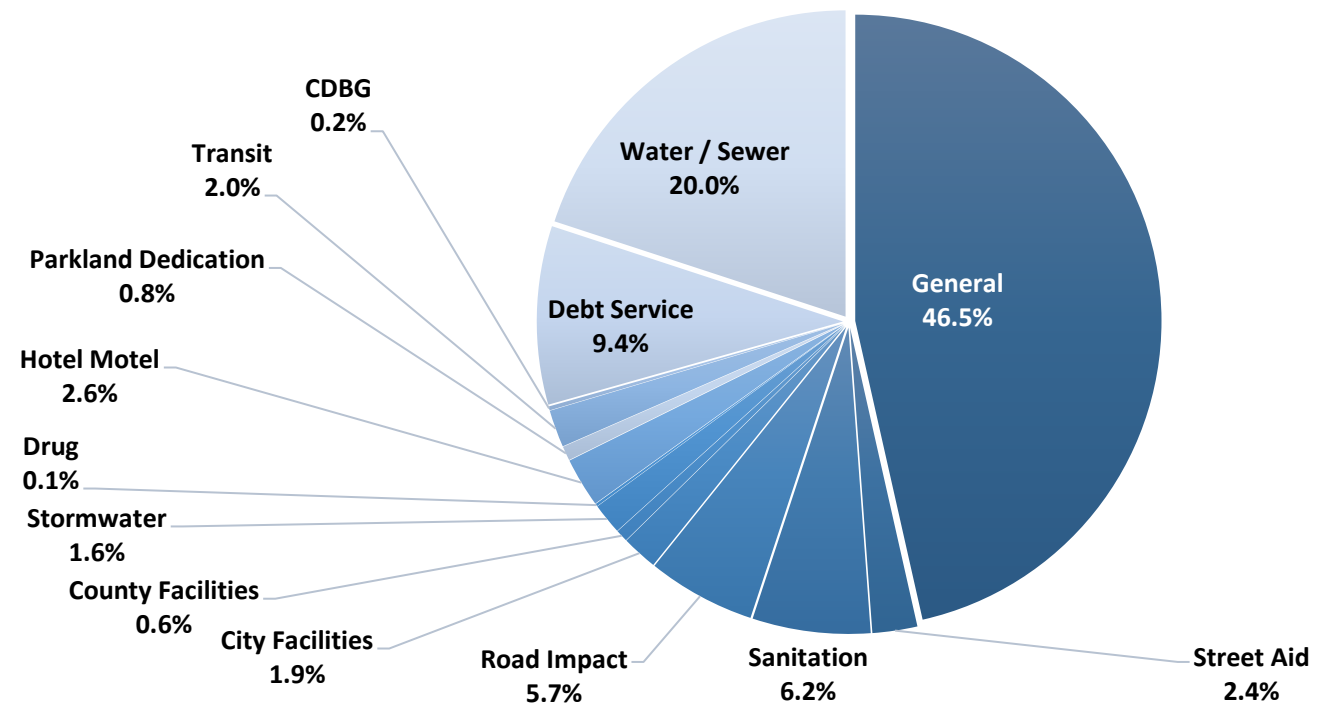
City of Franklin

Revenue Model

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 2021.

Overall we are projecting **all funds revenues of \$162.6, \$1.3 Million (-0.8%)** more than the FY 2020 Budget. The largest fund, the **General Fund**, is forecast to increase by **\$1,930,759 or 2.6%** more than the FY 2020 Budget as a result of one-time transfers of fund balance not being repeated.



	Actual					Budget	FY 2021 Forecast			
	<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F</u>	<u>G</u>	<u>H</u>	<u>I</u>	
Fund	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	FY 2021
General	\$ 57,489,269	\$ 63,539,872	\$ 66,489,417	\$ 69,100,055	\$ 72,704,419	\$ 73,789,465	\$ 73,957,640	\$ 75,720,224	\$ 76,728,902	46.5%
Street Aid	\$ 2,396,417	\$ 2,486,091	\$ 2,928,796	\$ 3,250,164	\$ 3,637,421	\$ 3,794,206	\$ 3,821,826	\$ 3,861,179	\$ 3,900,532	2.4%
Sanitation	\$ 8,275,157	\$ 9,057,522	\$ 8,537,238	\$ 8,861,406	\$ 9,357,230	\$ 10,347,659	\$ 10,041,069	\$ 10,142,494	\$ 10,243,918	6.2%
Road Impact	\$ 3,358,555	\$ 7,595,878	\$ 7,217,613	\$ 11,706,536	\$ 8,411,765	\$ 10,000,438	\$ 6,987,500	\$ 9,300,000	\$ 11,625,000	5.7%
City Facilities	\$ 2,482,412	\$ 4,886,088	\$ 3,850,553	\$ 4,885,177	\$ 3,123,798	\$ 3,075,000	\$ 2,768,836	\$ 3,076,484	\$ 3,384,133	1.9%
County Facilities	\$ -	\$ -	\$ 3,488,072	\$ 1,616,445	\$ 904,441	\$ 1,310,000	\$ 945,000	\$ 1,050,000	\$ 1,155,000	0.6%
Stormwater	\$ 2,673,347	\$ 2,546,681	\$ 2,590,187	\$ 2,559,489	\$ 2,710,760	\$ 2,647,500	\$ 2,642,129	\$ 2,668,604	\$ 2,695,079	1.6%
Drug	\$ 214,483	\$ 325,357	\$ 147,740	\$ 226,100	\$ 129,156	\$ 243,364	\$ 211,526	\$ 221,954	\$ 232,383	0.1%
Hotel Motel	\$ 3,293,337	\$ 3,564,719	\$ 3,721,055	\$ 4,136,321	\$ 4,317,949	\$ 4,020,520	\$ 4,189,633	\$ 4,253,838	\$ 4,318,043	2.6%
Parkland Dedication	\$ 2,494,076	\$ 1,931,890	\$ 158,172	\$ 2,062,394	\$ 1,864,748	\$ 1,575,000	\$ 1,212,746	\$ 1,235,455	\$ 1,258,164	0.8%
Transit	\$ 2,087,408	\$ 1,873,659	\$ 2,136,228	\$ 2,528,988	\$ 2,407,337	\$ 3,144,560	\$ 3,175,806	\$ 3,207,453	\$ 3,238,899	2.0%
CDBG	\$ 448,200	\$ 330,297	\$ 231,452	\$ 261,237	\$ 384,606	\$ 255,306	\$ 321,955	\$ 338,900	\$ 389,735	0.2%
Debt Service	\$ 12,050,577	\$ 12,777,235	\$ 12,981,946	\$ 13,657,071	\$ 40,568,210	\$ 15,468,086	\$ 15,344,015	\$ 15,344,015	\$ 15,344,015	9.4%
Water / Sewer	\$ 25,086,788	\$ 27,467,913	\$ 28,624,641	\$ 30,595,710	\$ 32,010,519	\$ 34,573,488	\$ 32,374,907	\$ 32,531,614	\$ 32,706,949	20.0%
All Revenues	\$ 122,350,027	\$ 138,383,204	\$ 143,103,111	\$ 155,447,094	\$ 182,532,360	\$ 164,244,593	\$ 157,994,588	\$ 162,952,214	\$ 167,220,753	100.0%
		<u>(B-A)</u>	<u>(C-B)</u>	<u>(D-C)</u>	<u>(E-D)</u>	<u>(F-E)</u>	<u>(G-F)</u>	<u>(H-F)</u>	<u>(I-F)</u>	
Change Year-over-Year	\$ 5,565,493	\$ 16,033,177	\$ 4,719,907	\$ 12,343,983	\$ 39,429,249	\$ (18,287,766)	\$ (6,250,005)	\$ (1,292,379)	\$ 2,976,160	
	4.8%	13.1%	3.4%	8.6%	27.6%	-10.0%	-3.8%	-0.8%	1.8%	



City of Franklin

Revenue Model

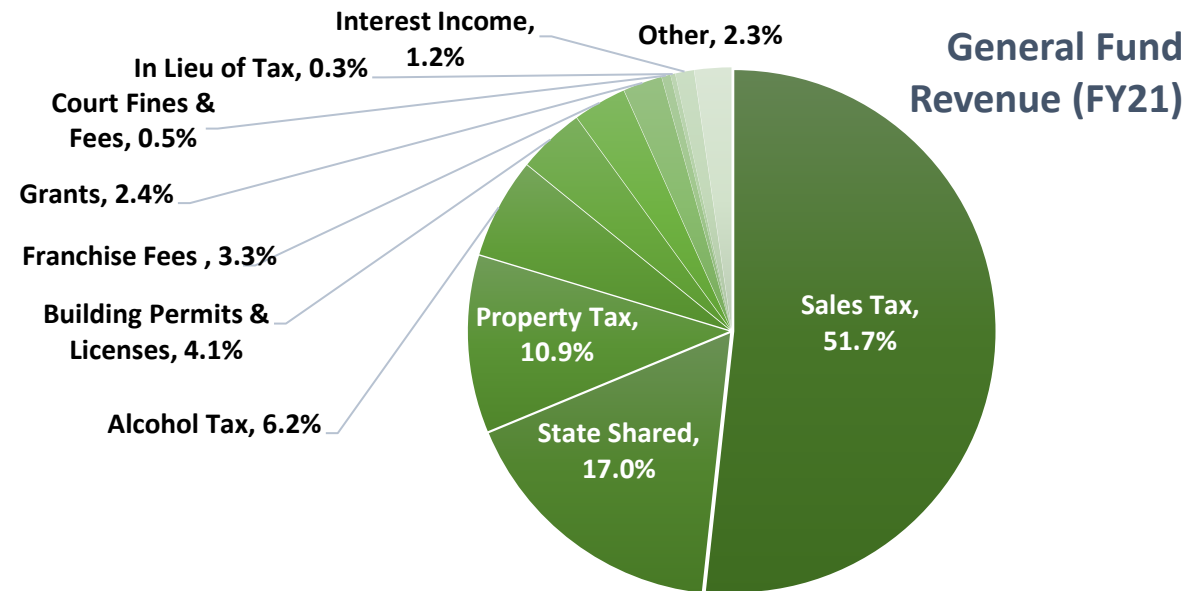
Summary (General Fund)

Percent of All Revenues

46.5%

The General Fund for the City of Franklin is the largest and most important of the City's 14 funds used for financing City services. Although it comprises nearly 50 individual revenue sources, this analysis focuses on the Top 10 revenue sources, which comprise nearly 99% of the total as of FY 2020.

For FY 2021, the preliminary general fund revenue forecast is a net increase of 2.6% over the FY 2020 budget. This is an increase of just over \$1.9 million.



Top Ten Revenue Categories

Top Ten Revenue Categories	Actual					Budget	FY 2021 Forecast		
	<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F</u>	<u>G</u>	<u>H</u>	<u>I</u>
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High
Category:	\$ 28,943,994	\$ 31,309,367	\$ 32,694,269	\$ 34,151,972	\$ 36,168,175	\$ 37,123,986	\$ 38,802,084	\$ 39,173,219	\$ 39,544,564
State Shared	\$ 12,796,277	\$ 14,984,293	\$ 12,988,735	\$ 13,966,275	\$ 14,648,230	\$ 12,688,392	\$ 12,355,574	\$ 12,881,266	\$ 12,965,702
Property Tax	\$ 5,546,050	\$ 4,973,334	\$ 9,644,458	\$ 9,091,852	\$ 9,318,972	\$ 7,722,443	\$ 7,747,443	\$ 8,276,691	\$ 8,489,890
Alcohol Tax	\$ 3,630,037	\$ 3,926,711	\$ 4,021,089	\$ 4,200,284	\$ 4,390,575	\$ 4,486,292	\$ 4,665,744	\$ 4,688,175	\$ 4,710,607
Building Permits & Licenses	\$ 2,208,560	\$ 2,850,548	\$ 2,933,745	\$ 3,085,808	\$ 2,279,334	\$ 3,041,544	\$ 3,102,375	\$ 3,132,791	\$ 3,163,206
Franchise Fees	\$ 2,462,903	\$ 2,255,565	\$ 2,230,782	\$ 2,586,092	\$ 2,566,246	\$ 2,464,717	\$ 2,470,538	\$ 2,495,186	\$ 2,519,833
Grants	\$ 289,382	\$ 1,612,487	\$ 263,231	\$ 464,319	\$ 387,640	\$ 1,829,190	\$ 1,830,000	\$ 1,830,000	\$ 1,830,000
Court Fines & Fees	\$ 586,479	\$ 475,060	\$ 518,823	\$ 371,300	\$ 370,159	\$ 461,225	\$ 392,694	\$ 415,756	\$ 438,817
In Lieu of Tax	\$ 326,887	\$ 326,438	\$ 298,347	\$ 260,607	\$ 259,875	\$ 228,202	\$ 219,708	\$ 221,990	\$ 224,272
Interest Income	\$ 145,098	\$ 191,631	\$ 108,152	\$ 198,953	\$ 1,229,262	\$ 675,000	\$ 675,000	\$ 877,500	\$ 1,080,000
Top Ten Revenue Sources	\$ 56,935,668	\$ 62,905,433	\$ 65,701,631	\$ 68,377,461	\$ 71,618,469	\$ 70,720,993	\$ 72,261,160	\$ 73,992,573	\$ 74,966,890
Other	\$ 553,601	\$ 634,439	\$ 787,787	\$ 722,593	\$ 1,085,952	\$ 3,068,474	\$ 1,696,480	\$ 1,727,651	\$ 1,762,012
Total General Fund Revenues	\$ 57,489,269	\$ 63,539,872	\$ 66,489,417	\$ 69,100,055	\$ 72,704,419	\$ 73,789,465	\$ 73,957,640	\$ 75,720,224	\$ 76,728,902

			<u>(B-A)</u>	<u>(C-B)</u>	<u>(D-C)</u>	<u>(E-D)</u>	<u>(F-E)</u>	<u>(G-F)</u>	<u>(H-F)</u>	<u>(I-F)</u>								
Change Year-over-Year	\$	570,765	\$	6,050,603	\$	2,949,545	\$	2,610,638	\$	9,164,547	\$	1,085,047	\$	168,175	\$	1,930,759	\$	2,939,437
		1.0%		10.5%		4.6%		3.9%		14.4%		1.5%		0.2%		2.6%		4.0%



City of Franklin

Revenue Model

Summary (General Fund)

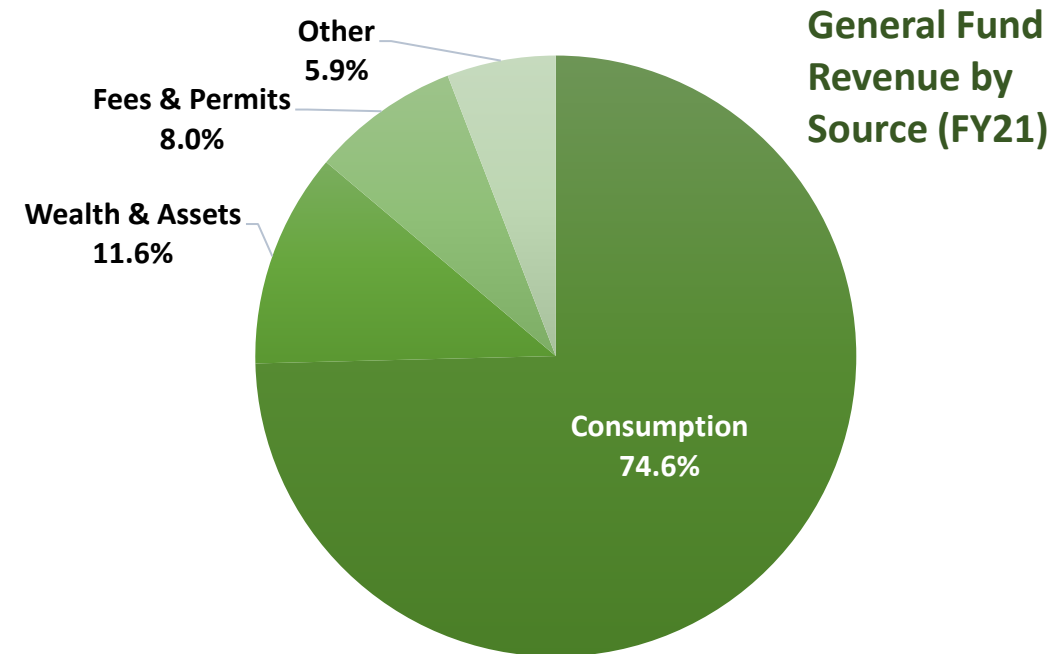
Percent of All Revenues

46.5%

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 are revenues derived from the consumption of goods and services. This source - taxes on retail sales and alcohol consumption - comprises over 3 of every 4 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 1 of every 4 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 FY2021.

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

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	Budget 2020	FY 2021 Forecast		
							Low	Medium	High
Consumption	\$ 42,289,111	\$ 45,726,797	\$ 48,235,444	\$ 50,672,408	\$ 53,001,293	\$ 53,798,670	\$ 55,823,402	\$ 56,492,661	\$ 56,720,873
Category:	\$ 28,943,994	\$ 31,309,367	\$ 32,694,269	\$ 34,151,972	\$ 36,168,175	\$ 37,123,986	\$ 38,802,084	\$ 39,173,219	\$ 39,544,564
State Shared	\$ 9,715,080	\$ 10,490,719	\$ 11,520,085	\$ 12,320,152	\$ 12,442,543	\$ 12,188,392	\$ 12,355,574	\$ 12,631,266	\$ 12,465,702
Alcohol Tax	\$ 3,630,037	\$ 3,926,711	\$ 4,021,089	\$ 4,200,284	\$ 4,390,575	\$ 4,486,292	\$ 4,665,744	\$ 4,688,175	\$ 4,710,607
Wealth & Assets	\$ 8,954,134	\$ 14,138,984	\$ 11,411,454	\$ 10,998,583	\$ 11,784,534	\$ 8,450,645	\$ 7,967,150	\$ 8,748,681	\$ 9,214,162
Property Tax	\$ 5,546,050	\$ 9,318,972	\$ 9,644,458	\$ 9,091,852	\$ 9,318,972	\$ 7,722,443	\$ 7,747,443	\$ 8,276,691	\$ 8,489,890
Hall Income Tax	\$ 3,081,197	\$ 4,493,574	\$ 1,468,649	\$ 1,646,124	\$ 2,205,687	\$ 500,000	\$ -	\$ 250,000	\$ 500,000
In Lieu of Tax	\$ 326,887	\$ 326,438	\$ 298,347	\$ 260,607	\$ 259,875	\$ 228,202	\$ 219,708	\$ 221,990	\$ 224,272
Fees & Permits	\$ 5,257,943	\$ 5,581,173	\$ 5,683,349	\$ 6,043,200	\$ 5,215,739	\$ 5,967,486	\$ 5,965,608	\$ 6,043,732	\$ 6,121,856
Category:	\$ 2,462,903	\$ 2,255,565	\$ 2,230,782	\$ 2,586,092	\$ 2,566,246	\$ 2,464,717	\$ 2,470,538	\$ 2,495,186	\$ 2,519,833
Building Permits & Licenses	\$ 2,208,560	\$ 2,850,548	\$ 2,933,745	\$ 3,085,808	\$ 2,279,334	\$ 3,041,544	\$ 3,102,375	\$ 3,132,791	\$ 3,163,206
Court Fines & Fees	\$ 586,479	\$ 475,060	\$ 518,823	\$ 371,300	\$ 370,159	\$ 461,225	\$ 392,694	\$ 415,756	\$ 438,817
Other	\$ 988,081	\$ 2,438,557	\$ 1,159,171	\$ 1,385,865	\$ 2,702,854	\$ 5,572,664	\$ 4,201,480	\$ 4,435,151	\$ 4,672,012
Grants	\$ 289,382	\$ 1,612,487	\$ 263,231	\$ 464,319	\$ 387,640	\$ 1,829,190	\$ 1,830,000	\$ 1,830,000	\$ 1,830,000
Interest Income	\$ 145,098	\$ 191,631	\$ 108,152	\$ 198,953	\$ 1,229,262	\$ 675,000	\$ 675,000	\$ 877,500	\$ 1,080,000
Other	\$ 553,601	\$ 634,439	\$ 787,787	\$ 722,593	\$ 1,085,952	\$ 3,068,474	\$ 1,696,480	\$ 1,727,651	\$ 1,762,012
Total General Fund Revenues	\$ 57,489,269	\$ 67,885,510	\$ 66,489,417	\$ 69,100,055	\$ 72,704,419	\$ 73,789,465	\$ 73,957,640	\$ 75,720,224	\$ 76,728,902



City of Franklin

Revenue Model

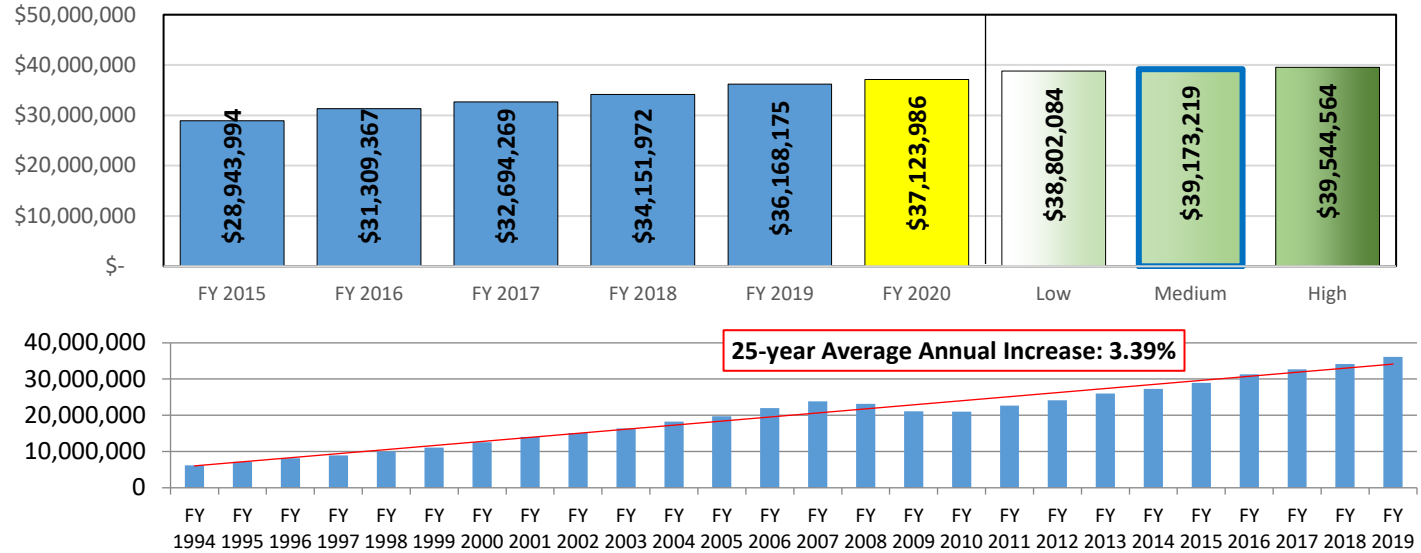
Fund:	General Fund	Category:	Local Sales Tax	Percent of Total General Fund Revenues	51.7%
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Local Sales Tax is the City's primary revenue source. Roughly half of our General Fund revenue comes from this source. In addition to the State-imposed 7% sales tax, the City has a 2.75% local sales tax, which is at the maximum 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.

At this time, we are forecasting a base increase of 3.5%. This is nominally a little above our 25-year historic average or 3.39%, but the State of Tennessee Funding Board is forecasting statewide growth between 3-4% again for FY 2021. Given slightly lower than expected growth rates so far in FY 2020, this projection is bound to be revised by May.

In addition to normal growth, we are accounting for an increase of Sales Tax beginning in April 2021, (*shaded in blue*) when the portion of Sales Tax currently going to Williamson County will return to the City.

Local Sales Tax Revenue FY 2015-2021 & 25-Year History



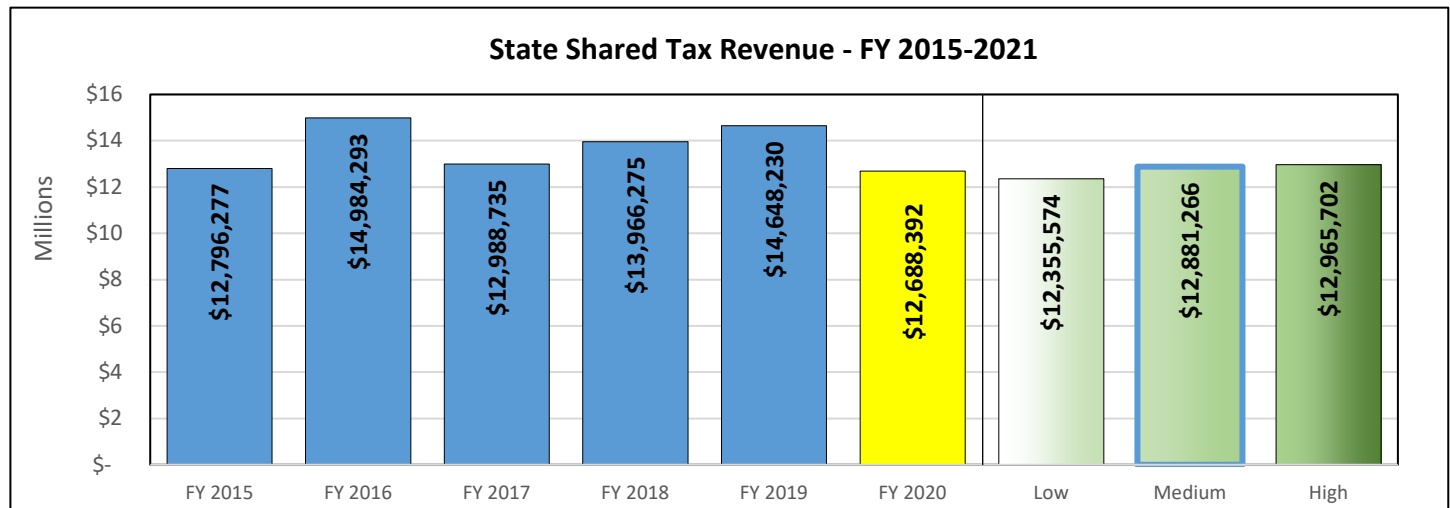
	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	6.2%	8.2%	4.4%	4.5%	5.9%	2.6%	2.50%	3.50%	4.50%	
July	2,288,457	2,477,647	2,546,087	2,735,435	2,811,663	2,944,419	3,018,029	3,047,473	3,076,918	3-yr Average
August	2,296,081	2,420,111	2,547,776	2,739,864	2,848,326	3,016,301	3,091,708	3,121,871	3,152,034	\$ 34,338,139
September	2,374,572	2,571,550	2,817,429	2,748,694	2,933,410	2,958,586	3,032,550	3,062,031	3,091,722	2.7%
October	2,327,026	2,485,463	2,616,784	2,699,861	3,068,712	2,906,130	2,978,784	3,007,845	3,036,906	5-Yr Average
November	2,399,941	2,579,786	2,666,949	2,934,718	3,026,420	3,158,930	3,237,904	3,269,493	3,301,082	\$ 32,653,555
December	3,345,840	3,752,983	3,870,492	3,902,304	3,865,896	4,200,440	4,305,451	4,347,455	4,389,460	2.7%
January	2,079,072	2,151,378	2,338,924	2,503,594	2,682,263	2,694,869	2,762,240	2,789,189	2,816,138	10-Yr Average
February	1,900,628	2,181,227	2,186,682	2,315,764	2,622,735	2,492,689	2,555,006	2,579,933	2,604,860	\$ 28,440,615
March	2,479,918	2,689,471	2,812,649	2,938,636	3,060,153	3,226,262	3,306,918	3,339,181	3,371,443	3.1%
April	2,410,499	2,611,014	2,798,951	2,804,121	3,034,501	3,210,927	3,541,200	3,573,310	3,605,419	20-Yr Average
May	2,489,724	2,559,116	2,651,184	2,864,887	3,064,704	3,045,508	3,371,646	3,402,101	3,432,556	\$ 23,543,886
June	2,552,236	2,829,621	2,840,361	2,964,094	3,149,391	3,268,925	3,600,648	3,633,337	3,666,026	2.9%
Totals	\$ 28,943,994	\$ 31,309,367	\$ 32,694,269	\$ 34,151,972	\$ 36,168,175	\$ 37,123,986	\$ 38,802,084	\$ 39,173,219	\$ 39,544,564	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.

Fund:	General Fund	Category:	State Shared	Percent of Total General Fund Revenues	16.7%
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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, and TVA in Lieu Of 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 2021 assumes a 1.52% increase overall. Most categories will increase - (based on composite projections from state economists and the Department of Revenue) - Sales Tax will increase by 3.5%, Beer tax will increase by 1%, State Excise Tax will increase 4%, Business Tax Record Fees will increase by 2% and Business License and Business tax will increase by 5%. Income tax will decrease for the last time, as the Hall Income Tax ceases to exist after FY 2021.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	19.8%	17.1%	-13.3%	7.5%	4.9%	-13.4%	-2.62%	1.52%	2.19%	
Sales Tax (State)	5,033,141	5,373,890	5,505,573	6,066,018	6,308,464	6,101,430	6,284,472	6,314,980	6,345,487	3-yr Average
Beer Tax (State)	31,743	32,407	32,046	33,080	47,859	38,479	38,479	38,864	39,249	\$ 13,867,747
State Excise Tax - BANK	115,165	152,620	230,531	213,295	254,236	256,829	264,534	267,102	269,670	-2.8%
In Lieu of Tax (TVA)	769,381	778,995	748,991	804,202	839,835	834,432	842,776	851,120	859,464	5-Yr Average
Business License (Local Share)	13,456	13,250	12,150	12,840	11,585	13,308	11,977	12,643	13,308	\$ 13,876,762
Transient/Peddler Bus. License	2,448	452	180	5,952	7,242	300	300	300	300	-1.7%
Business Tax (State)	3,410,424	3,762,344	4,537,922	4,739,599	4,515,866	4,498,754	4,498,755	4,723,692	4,498,756	10-Yr Average
Income Tax (State)	3,081,197	4,493,574	1,468,649	1,646,124	2,205,687	500,000	-	250,000	500,000	\$ 11,212,221
Business Tax Record Fee - State	339,322	376,761	452,693	445,166	457,457	444,860	414,280	422,565	439,468	1.3%
										20-Yr Average
										\$ 7,672,669
										3.3%
Totals	\$ 12,796,277	\$ 14,984,293	\$ 12,988,735	\$ 13,966,275	\$ 14,648,230	\$ 12,688,392	\$ 12,355,574	\$ 12,881,266	\$ 12,965,702	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



City of Franklin

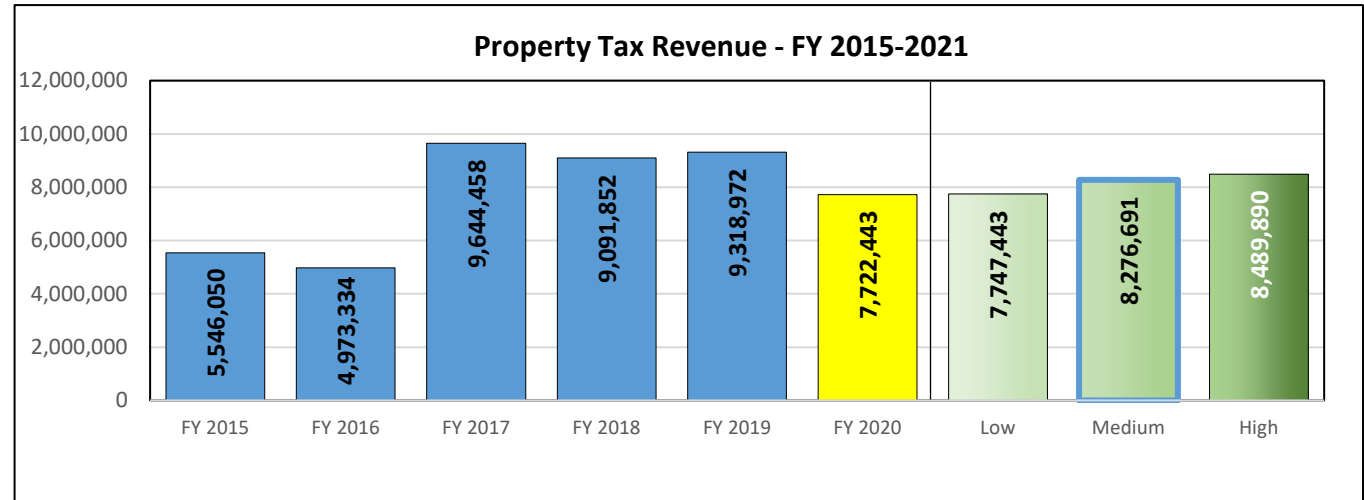
Revenue Model

Fund:	General Fund	Category:	Property Tax	Percent of Total General Fund Revenues	10.9%
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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 collects property tax for the City.

The FY 2021 Forecast assumes healthy growth over 2020 due primarily to growth in the 2019 assessed tax rolls.

Re-appraisal will occur in FY 2021 and will impact property taxes in FY 2022.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-11.5%	-10.3%	93.9%	-5.7%	2.5%	-17.1%	0.32%	7.18%	9.94%	
Property Taxes	13,742,347	14,582,590	19,203,126	20,126,690	20,834,771	21,459,822	21,688,376	22,339,027	22,772,795	3-yr Average
Less: Due to IDB	(1,041,403)	(1,195,813)	(1,634,784)	(2,003,609)	(2,111,720)	(2,400,000)	(2,400,000)	(2,500,000)	(2,700,000)	\$ 9,351,761
Less: Debt Service Fund	(6,350,472)	(7,338,632)	(6,710,855)	(8,505,949)	(8,661,198)	(10,704,090)	(10,927,504)	(10,927,504)	(10,927,504)	-5.8%
Less: Unavailable Revenue (uncollected at year-end)	(153,193)	(272,814)	(190,059)	(231,247)	(249,928)	(206,000)	(200,000)	(206,000)	(216,300)	5-Yr Average
Less: Capital Projects Set-Aside	(508,038)	(526,008)	(623,685)	-	-	-	-	-	-	\$ 7,714,933
Less: Street Aid Set-Aside	(508,038)	(526,008)	(623,685)	(722,941)	(748,375)	(774,694)	(774,694)	(797,935)	(813,429)	0.0%
Less: <i>Invest Franklin</i> *	-	-	-	-	-	-	-	-	-	10-Yr Average
Pickups (primarily RR and Public Utility)	265,202	132,392	224,400	428,908	255,422	255,642	261,265	269,103	274,328	\$ 7,222,638
Plus: Prior Year Collections	99,645	117,627	224,400	428,908	255,422	91,763	100,000	100,000	100,000	1.4%
Totals	5,546,050	4,973,334	9,644,458	9,091,852	9,318,972	7,722,443	7,747,443	8,276,691	8,489,890	

Source: City of Franklin, *Comprehensive Annual Financial Reports - 1990-2019* & Estimates from Finance & Revenue Management Departments.



***Invest Franklin Update:** Of \$9,318,972 total collected in the General Fund for Property Taxes in FY 2019, \$3,492,418 was collected as the 7 cents dedicated to the Invest Franklin Initiative passed in FY 2017. Of this \$3,492,418, \$250,000 was spent on year two of the Sidewalk Gap project and \$1,647,976 was used to service debt, leaving \$1,594,442 available in the future for other capital projects. Through FY 2019, **\$6,159,077** is available in cash fund balance from the Invest Franklin initiative and can be spent on any capital project.



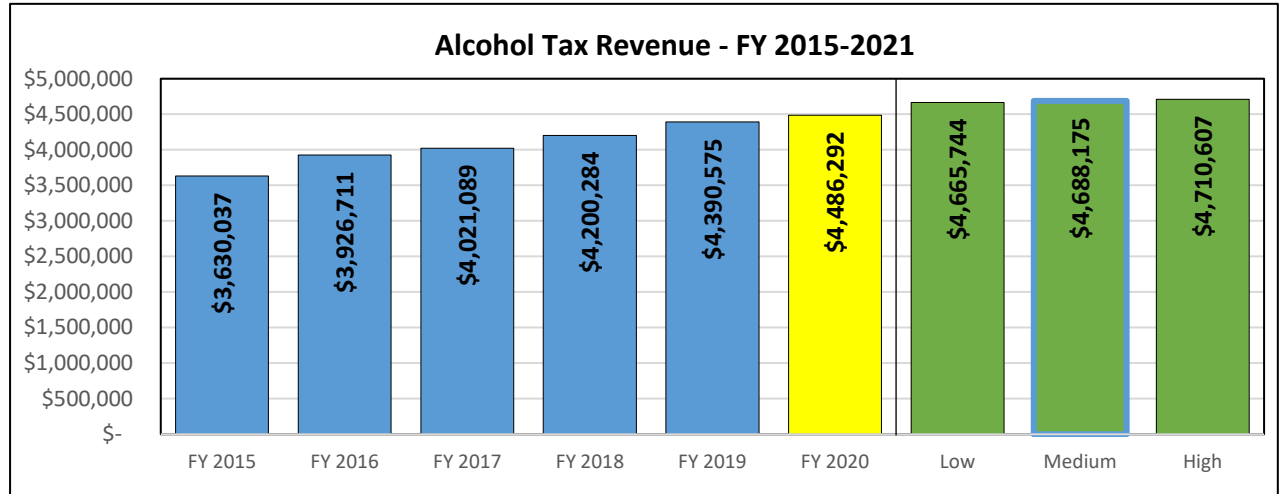
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Alcohol Tax	Percent of Total General Fund Revenues	6.2%
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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.

Alcohol taxes are projected to increase, on average, by 4.5%.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	7.6%	8.2%	2.4%	4.5%	4.5%	2.2%	4.0%	4.5%	5.0%	
Beer Tax - Wholesale	1,544,139	1,612,550	1,655,448	1,691,204	1,556,121	1,751,244	1,821,294	1,830,050	1,838,806	3-yr Average
Beer Privilege Tax (Renewal)	21,660	23,706	23,306	23,049	107,282	24,260	25,230	25,352	25,473	\$ 4,203,983
Liquor Tax - Wholesale	1,190,758	1,349,136	1,343,791	1,400,552	1,487,062	1,525,649	1,586,675	1,594,303	1,601,931	2.2%
Liquor Privilege Tax	90,800	94,605	103,800	92,541	91,759	116,190	120,837	121,418	121,999	5-Yr Average
Mixed Drink Tax	782,681	846,714	894,745	992,939	1,148,352	1,068,950	1,111,708	1,117,052	1,122,397	\$ 4,033,739
										2.2%
										10-Yr Average
										\$ 3,549,820
										2.6%
										20-Yr Average
										\$ 2,808,172
										3.0%
Totals	\$ 3,630,037	\$ 3,926,711	\$ 4,021,089	\$ 4,200,284	\$ 4,390,575	\$ 4,486,292	\$ 4,665,744	\$ 4,688,175	\$ 4,710,607	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



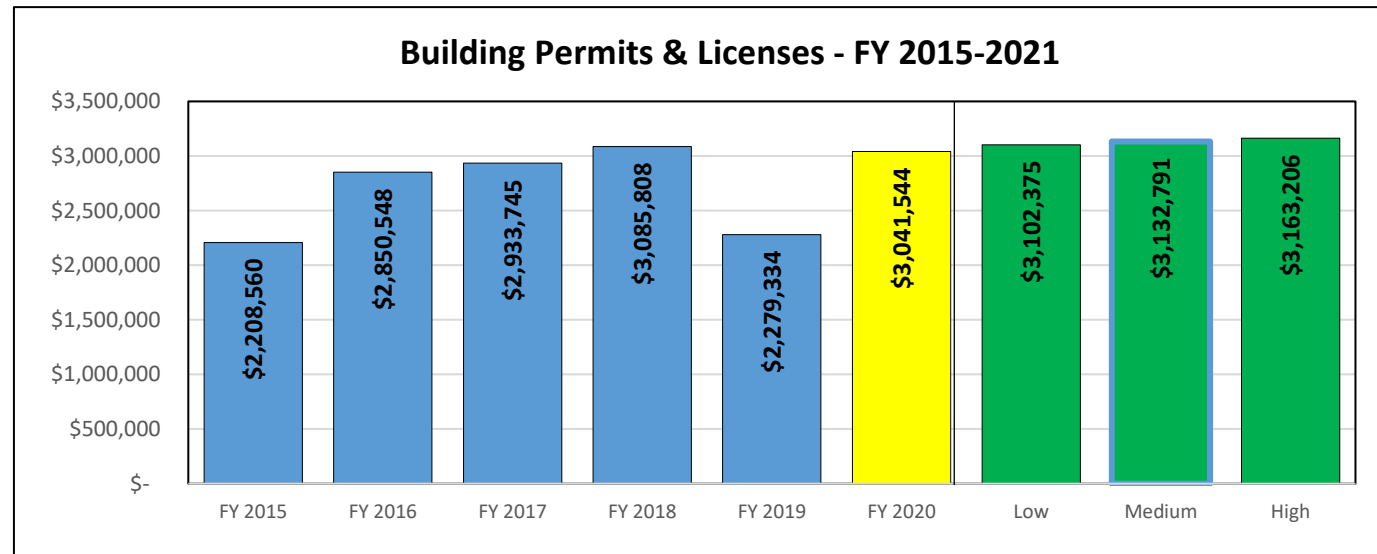
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Building Permits & Licenses	Percent of Total General Fund Revenues	4.1%
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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 overall forecast is set to increase by 3%, less the elimination of Traffic Impact Study Fees which are accounted for elsewhere in the General Fund. Also, there is a significant decrease in FY 2019 due to a decrease in building permits and grading permits revenue.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	5.7%	29.1%	2.9%	5.2%	-26.1%	33.4%	2.0%	3.0%	4.0%	
Mechanical License	3,877	6,939	2,931	5,400	6,087	3,282	3,348	3,380	3,413	3-yr Average
Mechanical Permits	138,384	94,346	87,549	112,051	122,624	127,661	130,214	131,491	132,767	\$ 2,766,296
Building Permits	1,426,188	2,136,322	2,153,262	2,339,364	1,548,109	1,876,250	1,913,775	1,932,538	1,951,300	3.3%
Technology Fee	44,129	88,690	80,630	69,230	63,510	85,663	87,376	88,233	89,090	5-Yr Average
Plumbing License	3,025	2,875	3,359	475	-	3,388	3,456	3,490	3,524	\$ 2,671,599
Plumbing Permits	94,177	69,760	58,624	73,884	87,336	114,080	116,361	117,502	118,643	2.8%
Electrical Inspections	237,101	279,828	239,084	276,013	249,847	285,023	290,723	293,573	296,424	10-Yr Average
Planning Fees (Plans Review)	43,335	33,595	33,049	38,323	78,136	54,379	55,467	56,010	56,554	\$ 2,074,457
Consultant Fees	2,100	-	-	-	-	-	-	-	-	4.7%
Reinspection Fees	13,400	12,850	16,963	14,300	17,200	16,916	17,254	17,423	17,593	20-Yr Average
Sign Permits	10,946	10,420	8,966	9,759	11,246	9,813	10,009	10,107	10,206	\$ 1,767,120
Café Fees	-	75	450	-	-	1,176	1,200	1,211	1,223	3.6%
Tree Cutting Permits	-	75	50	120	25	118	120	122	123	
Grading Permits	-	82,066	95,668	114,327	-	366,123	373,445	377,107	380,768	
ROW Permit/Inspect	-	-	40,374	-	420	-	-	-	-	
Roadway Inspections	191,898	32,707	112,786	32,562	94,794	97,673	99,626	100,603	101,580	
Traffic Impact Study Fees	-	-	-	-	0	0	-	-	-	
Totals	\$ 2,208,560	\$ 2,850,548	\$ 2,933,745	\$ 3,085,808	\$ 2,279,334	\$ 3,041,544	\$ 3,102,375	\$ 3,132,791	\$ 3,163,206	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1991-2019 & Estimates from Finance & Revenue Management Departments.



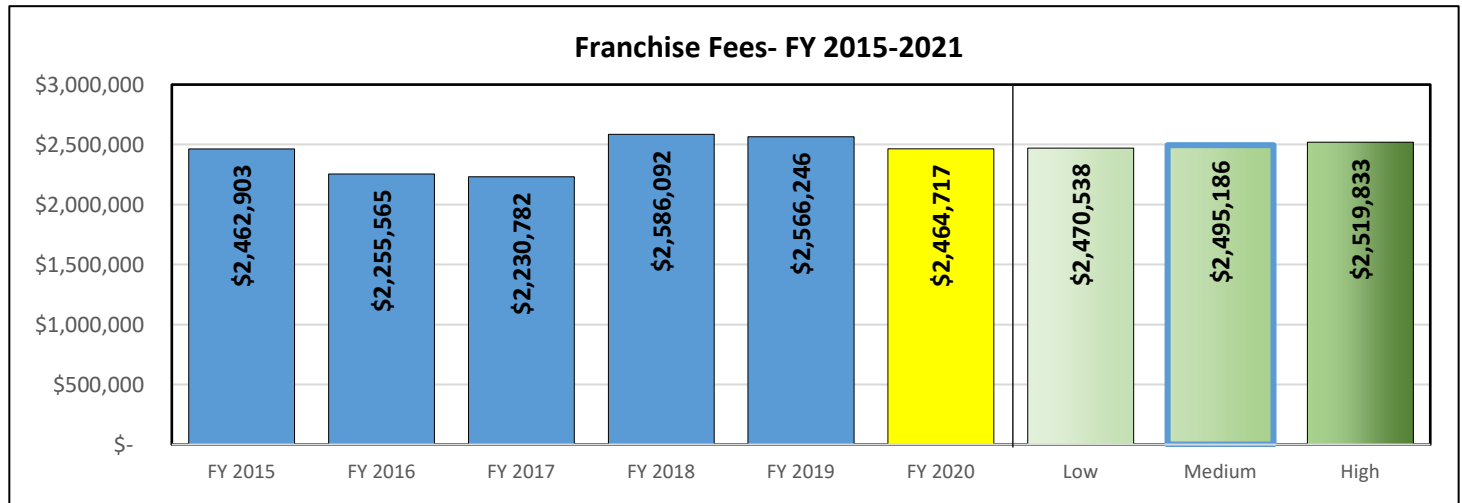
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Franchise Fees	Percent of Total General Fund Revenues	3.3%
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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.

A 1% increase is forecast for FY 2021.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	0.5%	-8.4%	-1.1%	15.9%	-0.8%	-4.0%	0%	1%	2%	
ATMOS	1,331,989	1,032,015	993,932	1,314,420	1,323,578	1,127,711	1,130,374	1,141,651	1,152,928	3-yr Average
Comcast	886,358	926,422	952,866	976,578	938,466	1,012,326	1,014,717	1,024,841	1,034,964	\$ 2,461,040
Piedmont	24,103	114,061	42,694	48,066	52,619	124,638	124,932	126,178	127,425	0.0%
AT&T	220,453	183,067	241,290	247,028	251,583	200,042	200,515	202,515	204,516	5-Yr Average
										\$ 2,420,318
										0.4%
										10-Yr Average
										\$ 2,273,093
										0.8%
										20-Yr Average
										\$ 1,666,318
										2.4%
Totals	\$ 2,462,903	\$ 2,255,565	\$ 2,230,782	\$ 2,586,092	\$ 2,566,246	\$ 2,464,717	\$ 2,470,538	\$ 2,495,186	\$ 2,519,833	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



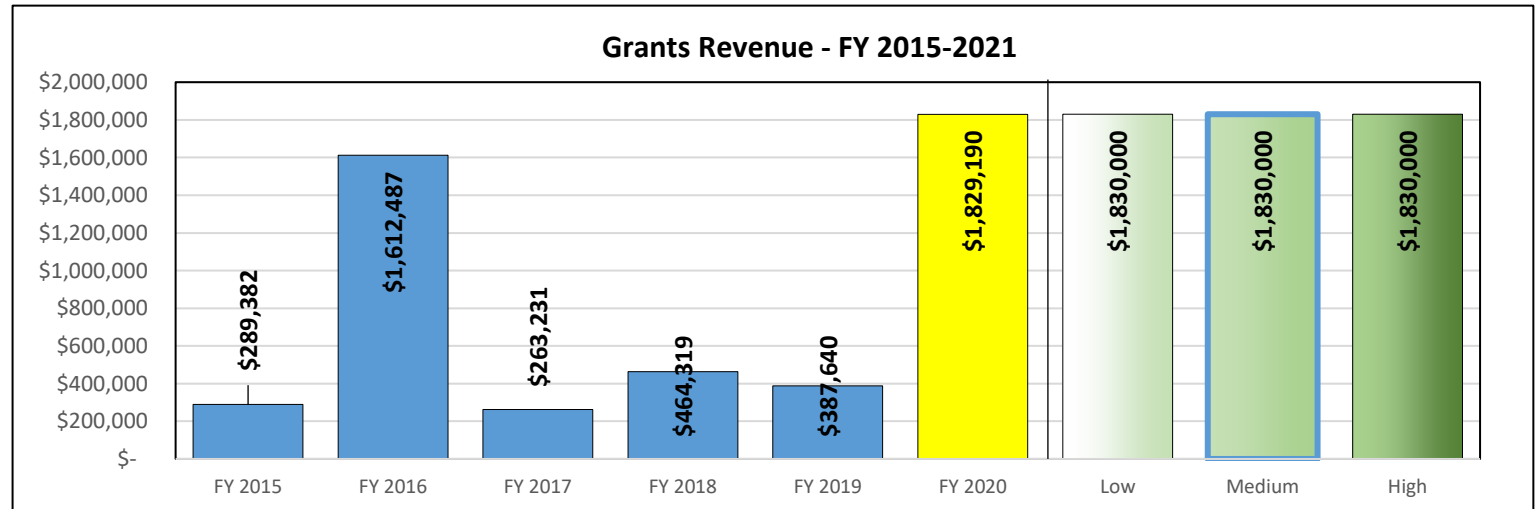
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Grants	Percent of Total General Fund Revenues	2.4%
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Grants (Federal/State): In FY 2020, these grants consisted primarily of the Traffic Operations Center (\$1,680,000).

There is no change assumed in these recurring grants for FY 2021, but these estimates are subject to change.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-44.4%	457.2%	-83.7%	76.4%	-16.5%	371.9%	0.0%	0.0%	0.0%	
May 2010 Flood	-	-	-	-	-	-	-	-	-	3-yr Average
Emergency Shelter Grant	54,635	62,319	50,693	-	-	35,000	-	-	-	\$ 371,730
Federal Grant - Ballistic Vests	3,300	4,370	4,190	14,711	-	4,190	-	-	-	130.7%
Highway Safety Grant	35,340	-	-	-	-	10,000	-	-	-	5-Yr Average
Federal Grant - TOC	79,382	96,088	67,685	295,768	329,719	1,680,000	1,680,000	1,680,000	1,680,000	\$ 603,412
Homeland Security Grant	-	-	-	60,384	52,473	-	50,000	50,000	50,000	40.6%
Dept of Hous & Urban Dev (Federal)	-	-	-	36,280	-	-	-	-	-	10-Yr Average
Dept of Finance & Admin (Federal)	-	-	15,000	-	-	-	-	-	-	\$ 797,768
Dept of Military (Federal)	-	-	563	-	-	-	-	-	-	12.9%
Dept of Transportation (Federal)	-	-	27,913	-	-	-	-	-	-	20-Yr Average
Dept of Transportation (Federal)	-	-	25,548	-	-	-	-	-	-	\$ 708,875
Preservation Plan Grant (Federal)	-	1,434,640	-	14,354	-	-	-	-	-	7.9%
Parks Grants	9,896	15,070	71,640	42,822	-	100,000	100,000	100,000	100,000	
TN Dept of Agriculture	-	-	-	-	5,448	-	-	-	-	
HGMP-1909-0061	106,829	-	-	-	-	-	-	-	-	
Totals	\$ 289,382	\$ 1,612,487	\$ 263,231	\$ 464,319	\$ 387,640	\$ 1,829,190	\$ 1,830,000	\$ 1,830,000	\$ 1,830,000	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



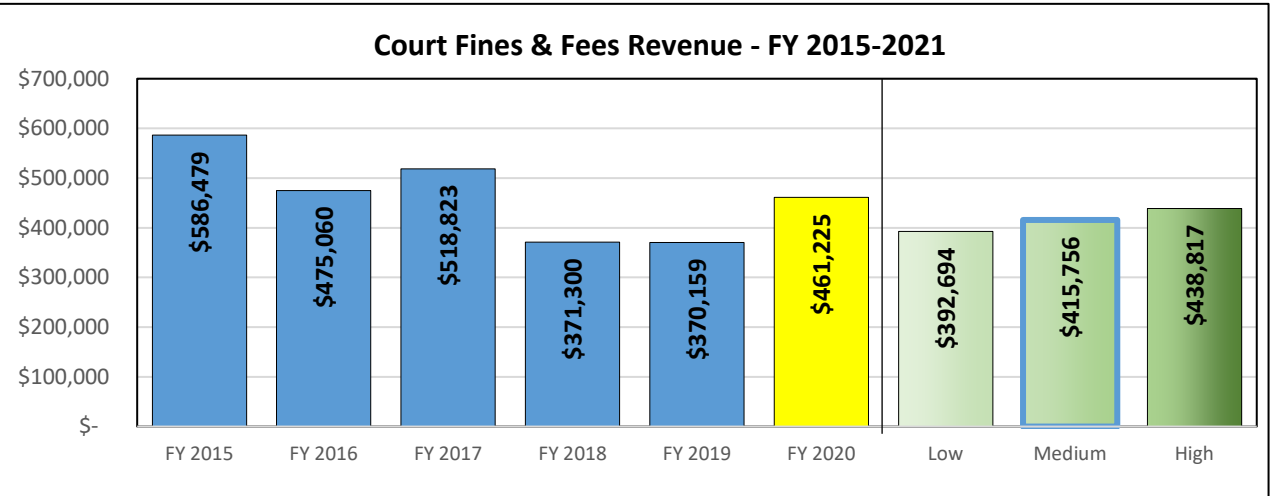
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Court Fines & Fees	Percent of Total General Fund Revenues	0.5%
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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 forecast lower in FY 2021 than FY 2020, continuing a process in order to correct for overestimations in previous budget years. The forecast of just over \$415K should be more in line with actuals from FY 2017-2019.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-10.8%	-19.0%	9.2%	-28.4%	-0.3%	24.6%	-15%	-10%	-5%	
Court Costs	190	-	-	-	-	-	-	-	-	3-yr Average
Fines/Fees - Mun Court	153,472	127,038	140,152	83,340	86,258	135,839	115,656	122,448	129,240	\$ 420,094
Court-Local Litigation Tax	8,096	4,661	4,964	3,726	3,286	3,846	3,275	3,467	3,659	3.3%
Court-Bad Check	181	-	20	276	96	15	13	14	15	5-Yr Average
Court Collection Fee	963	(228)	(677)	(170)	-	383	326	345	364	\$ 464,364
Delinquent Court Fees & Fines	24,816	13,828	14,214	10,403	9,472	9,813	8,355	8,846	9,336	-0.1%
Court-Driving School	71,345	64,422	78,915	30,569	41,959	58,661	49,945	52,878	55,811	10-Yr Average
Court-Admin Fee	1,844	1,463	1,777	1,066	1,372	1,136	967	1,024	1,080	\$ 650,418
Fines - Gen Sessions	128,355	93,148	81,849	92,490	60,237	57,980	49,365	52,264	55,163	-2.9%
Officer Costs - General Sessions/Circuit	104,411	95,227	102,261	107,366	112,322	68,783	58,563	62,002	65,441	20-Yr Average
Parking Fines - Mun Court	10,427	10,707	24,689	4,328	7,848	23,699	20,178	21,363	22,547	\$ 722,152
Fines - Traffic Offenses	78,843	62,318	68,369	36,396	45,809	51,668	43,991	46,574	49,158	-1.8%
Failure To Appear - Fine	3,536	2,275	2,292	1,510	1,500	1,649	1,404	1,486	1,569	
Technology Fee	-	-	-	-	-	47,753	40,658	43,045	45,433	
Confiscated Goods (Federal)	-	201	-	-	-	-	-	-	-	
Totals	\$ 586,479	\$ 475,060	\$ 518,823	\$ 371,300	\$ 370,159	\$ 461,225	\$ 392,694	\$ 415,756	\$ 438,817	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



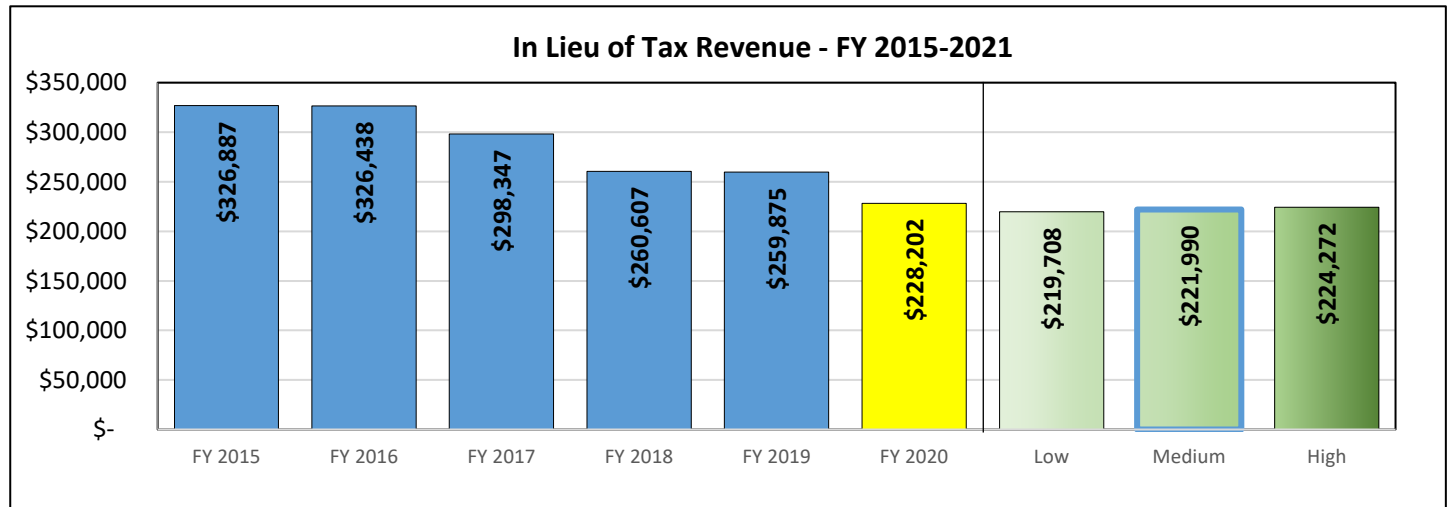
City of Franklin

Revenue Model

Fund:	General Fund	Category:	In Lieu of Tax	Percent of Total General Fund Revenues	0.3%
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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 and Nissan that have leases through a local government Industrial Board. The local payments are made annually. Three payments have ended - Verizon (FY 2014), Healthways (FY 2016) and Jackson National Life (FY 2017).

In Lieu of Tax Revenue is projected to decrease 2.7% in FY 2021 (Decrease based on the three year trend averages (FY 2017 to FY 2019) of the remaining agreements.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	0.6%	-0.1%	-8.6%	-12.6%	-0.3%	-12.2%	-3.7%	-2.7%	-1.7%	
Franklin Housing Authority	23,447	21,841	23,239	25,694	24,963	22,312	21,482	21,705	21,928	3-yr Average
Nissan (TIF District)	180,957	182,114	234,912	234,913	234,912	205,890	198,226	200,285	202,344	\$ 272,943
Healthways (pilot ends 2016)	47,327	47,327	-				-	-	-	-5.5%
Verizon (pilot ends 2014)	-	-	-				-	-	-	5-Yr Average
Community Health Systems (CHS)	28,598	28,598	40,196				-	-	-	\$ 294,431
Jackson National Life (ends 2017)	46,558	46,558	-				-	-	-	-4.5%
										10-Yr Average
										\$ 322,244
										-2.9%
										20-Yr Average
										\$ 293,672
										-5.0%
Totals	\$ 326,887	\$ 326,438	\$ 298,347	\$ 260,607	\$ 259,875	\$ 228,202	\$ 219,708	\$ 221,990	\$ 224,272	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



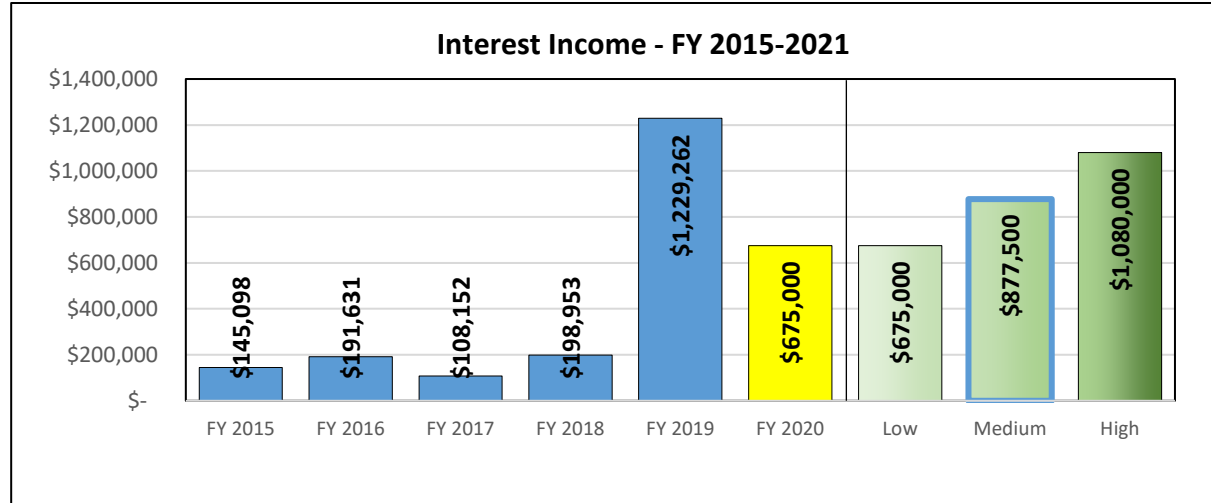
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Interest Income	Percent of Total General Fund Revenues	1.2%
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Interest Income: This revenue source is bank interest and investment earnings on temporarily idle funds. This revenue category was adversely affected significantly over the last decade due to the low interest rate environment.

That changed last year. The City was able to end long-term low-interest bearing arrangements and replace them with more mark-to-market investment mechanisms. Given that the Federal Funds Rate has begun to decline from the 2%+ levels which the City was able to take advantage of in FY 2019, we forecast a year-over-year decrease but still significant increase over the last decade in this category.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-23.2%	32.1%	-43.6%	84.0%	517.9%	-45.1%	0%	30%	60%	
July	7,242	13,577	9,142	52,004	57,040	27,649	27,649	35,944	44,238	3-yr Average
August	6,914	2,666	(3,771)	48,602	85,372	(11,527)	(11,527)	(14,985)	(18,443)	\$ 512,122
September	(5,204)	32,171	25,061	(975)	19,188	76,513	76,513	99,467	122,421	10.6%
October	5,942	4,069	5,411	6,494	59,942	16,338	16,338	21,239	26,141	5-Yr Average
November	5,550	(35,195)	(50,994)	(6,867)	65,066	(154,899)	(154,899)	(201,369)	(247,838)	\$ 374,619
December	10,791	(2,479)	8,215	22,065	126,133	25,290	25,290	32,877	40,464	16.0%
January	6,098	69,251	16,437	14,872	67,431	50,443	50,443	65,576	80,709	10-Yr Average
February	18,087	13,568	24,463	(154,674)	82,012	(21,343)	(21,343)	(27,746)	(34,149)	\$ 330,016
March	13,148	36,310	(2,952)	56,927	157,863	58,573	58,573	76,145	93,717	10.5%
April	58,058	8,671	37,133	(19,591)	108,721	86,203	86,203	112,064	137,925	20-Yr Average
May	8,123	504	36,846	116,492	235,172	65,636	65,636	85,327	105,018	\$ 617,510
June	10,349	48,518	3,161	63,604	165,322	456,124	456,124	592,961	729,798	0.5%
Totals	\$ 145,098	\$ 191,631	\$ 108,152	\$ 198,953	\$ 1,229,262	\$ 675,000	\$ 675,000	\$ 877,500	\$ 1,080,000	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



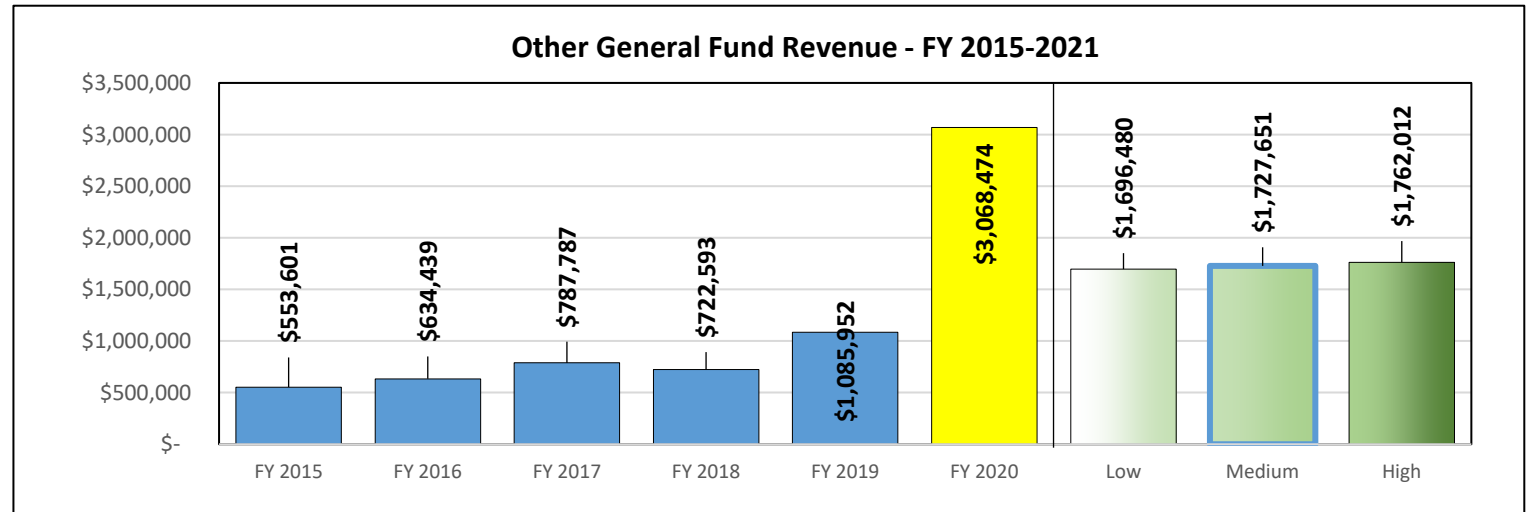
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Other	Percent of Total General Fund Revenues	2.3%
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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 decrease in Other Revenue is attributable to reduction in one-time revenues used for capital investment. This will likely increase by the time of the May budget.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-82.2%	14.6%	24.2%	-8.3%	50.3%	182.6%	-45%	-44%	-43%	
City Tax Relief	(8,050)	-	(8,053)	(16,177)	-	(8,799)	-	-	-	
Prop Taxes - P&I	30,529	34,026	36,671	39,771	43,857	28,547	35,461	36,888	38,315	3-yr Average
Planning Fees (Rezoning)	43,946	15,053	30,422	-	-	-	-	-	-	\$ 865,444
Planning Fees (Site Plans)	48,061	42,924	29,011	-	16,500	-	-	-	-	84.9%
Planning Fees (Plat Submittal)	78,771	106,544	98,894	223,373	180,691	188,881	178,888	188,332	197,776	5-Yr Average
Planning Fees (Misc Planning)	7,155	7,664	2,773	262	-	-	-	-	-	\$ 756,874
Beer Permits (New Applic Fee)	13,250	14,750	13,750	16,500	14,750	14,696	13,918	14,653	15,388	61.1%
Yard Sale Permits	7,605	7,395	7,010	6,220	6,125	4,239	4,015	4,227	4,439	10-Yr Average
Alarm Permits	30,320	26,540	23,990	24,190	23,380	24,569	23,269	24,497	25,726	\$ 756,874
Miscellaneous Permits	3,600	4,900	4,100	17,612	27,045	5,273	4,994	5,257	5,521	30.5%
City Sponsored Training	-	-	-	3,505	390	-	-	-	-	
Regional Fire Training	-	1,500	-	2,500	1,500	-	1,421	-	-	
Maps Sold	2,952	2,752	3,682	1,234	4,020	2,837	2,687	2,829	2,970	
Plans Sold	2,628	50	1,650	1,500	1,850	2,814	2,665	2,806	2,946	
Records Sold	26	-	49	52	8	1,384	1,311	1,380	1,450	
Special Event Services Fee	1,200	3,600	2,500	2,900	2,000	1,748	1,656	1,743	1,831	
Traffic Impact Analysis Review Fee		(1,507)	65,548	35,000	21,000	51,782	49,043	51,632	54,221	
Accident Reports	633	77	1,514	743	3	1,647	1,559	1,642	1,724	
Sex Offender Registry	1,800	1,800	1,800	1,950	2,850	1,639	1,552	1,634	1,716	
License Seizure Fees	750	1,515	1,150	715	470	847	802	844	887	



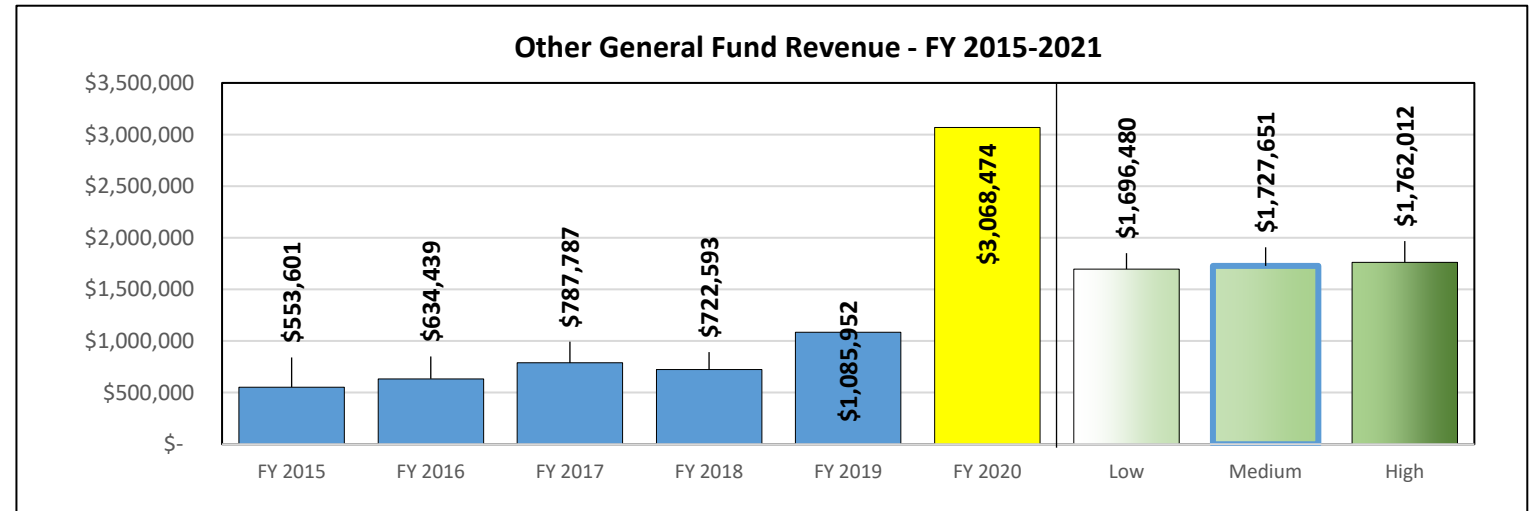
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Other	Percent of Total General Fund Revenues	2.3%
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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 decrease in Other Revenue is attributable to reduction in one-time revenues used for capital investment. This will likely increase by the time of the May budget.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
Police Extra Duty	31,547	27,279	39,941	43,480	43,618	48,158	45,610	48,018	50,426	
Compost Voucher (Non-Refundable)	10,780	18,040	21,200	23,720	17,555	16,715	18,259	18,206	19,119	
Beer Board Violations	1,500	-	-	-	3,000	1,000	1,000	1,000	1,000	
Bldg & Street Stds Appeals Fees	-	-	-	-	3,276	1,000	1,000	1,000	1,000	
Transient Vendor Recording Fees	1,163	3,486	4,364	556	-	4,660	4,413	4,646	4,879	
Tree Bank Fees	-	53,841	12,767	12,906	19,904	27,300	15,192	15,148	15,908	
Sidewalk Reserve Fees	-	-	82,840	-	-	-	-	-	-	
Rebates on Purchases	61,349	64,639	64,081	68,125	115,951	69,181	65,521	68,980	72,439	
Rent - Mall & Other	1	8,001	12,001	15,001	12,001	12,001	12,001	12,001	12,001	
Park Concessions	41,329	67,880	77,543	97,480	200,475	82,321	77,965	82,081	86,197	
Harlinsdale Rentals		900	506	3,472	1,938	1,038	983	1,035	1,087	
Sale of Surplus Assets	137,454	118,278	134,694	60,019	296,337	97,513	92,354	97,229	102,105	
Miscellaneous Other Revenue	3,301	2,512	21,387	35,984	25,458	20,000	18,942	19,942	20,942	
Christmas Tree Lighting						20,000	20,000	20,000	20,000	
Capital Application from Fund Balance	-	-	-	-	-	2,345,485	1,000,000	1,000,000	1,000,000	
Totals	\$ 553,601	\$ 634,439	\$ 787,787	\$ 722,593	\$ 1,085,952	\$ 3,068,474	\$ 1,696,480	\$ 1,727,651	\$ 1,762,012	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.

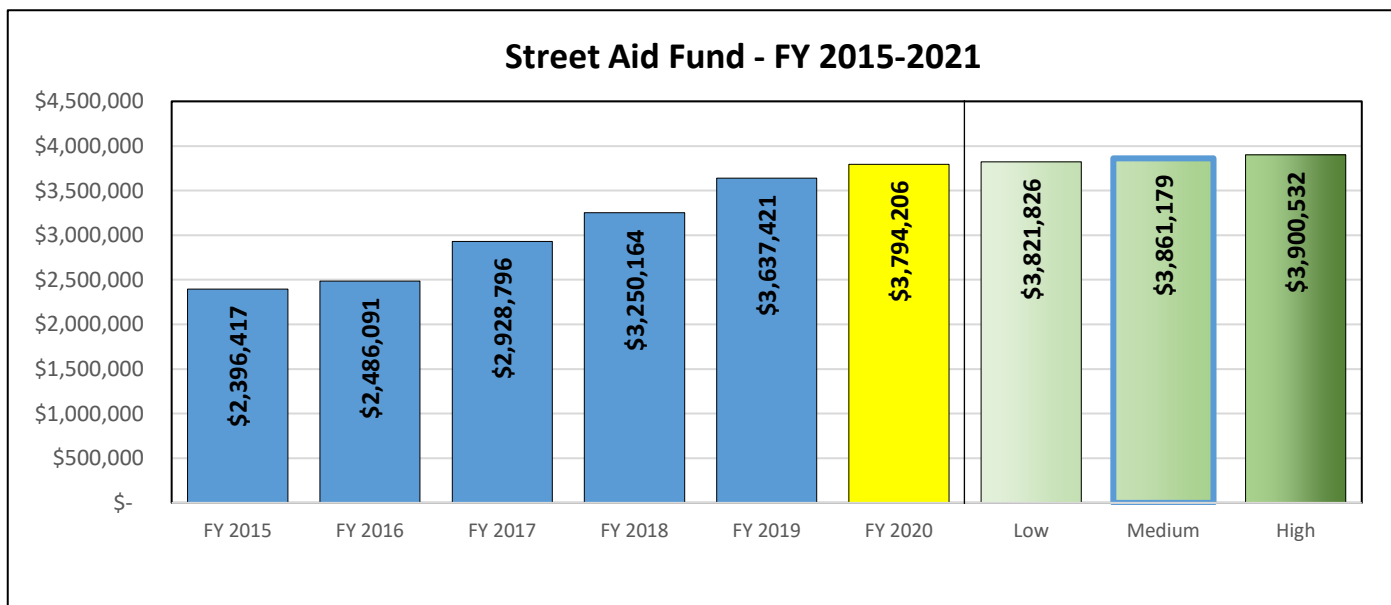


City of Franklin

Revenue Model

Fund:	Street Aid	Percent of All Revenues	2.4%
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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. Counties and municipalities share in the proceeds of petroleum taxes. In general, counties receive about 30 percent of the proceeds and municipalities about 15 percent. The state retains roughly 55 percent of the proceeds. Fifty percent of the counties' shares are divided equally among the 95 counties, 25 percent on the basis of area and 25 percent on the basis of population; Municipalities' shares are divided based on the population each municipality bears to the aggregate population of all municipalities, according to the federal census or a special census as prescribed by T.C.A. § 54-4-203. T.C.A. § 67-3-901(b), (c), (f)(2) and (i); T.C.A. § 67-3-905; T.C.A. § 67-3-1108; T.C.A. § 54-4-103; and T.C.A. §



The money each individual municipality receives under the Petroleum and Alternative Fuels Tax Law is paid into the municipality's state street aid fund and is required to be administered and spent under the law that governs that fund. T.C.A. § 54-4-103, T.C.A. § 54-4-204. State composite revenue projections are for a 1.5% increase in Gasoline Tax collections statewide.

Overall, the City is forecasting a nominal 1.8% increase in total for the Street Aid & Transportation Fund.

	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-3.9%	3.7%	17.8%	11.0%	11.9%	4.3%	0.7%	1.8%	2.8%	
PROPERTY TAXES COLLECTED	508,038	526,008	623,685	722,941	748,375	774,694	774,694	786,314	797,935	3-yr Average
GASOLINE TAX (STATE)	1,887,683	1,959,797	1,971,070	2,520,503	2,630,997	2,762,012	2,789,632	2,817,252	2,844,872	\$ 3,272,127
INTEREST INCOME	697	286	1,201	6,720	8,049	7,500	7,500	7,613	7,725	5.3%
TRANSFER FROM GENERAL FUND	-	-	332,840	-	250,000	250,000	250,000	250,000	250,000	5-Yr Average
										\$ 2,939,778
										5.8%
										10-Yr Average
										\$ 2,539,588
										9.9%
Totals	\$ 2,396,417	\$ 2,486,091	\$ 2,928,796	\$ 3,250,164	\$ 3,637,421	\$ 3,794,206	\$ 3,821,826	\$ 3,861,179	\$ 3,900,532	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



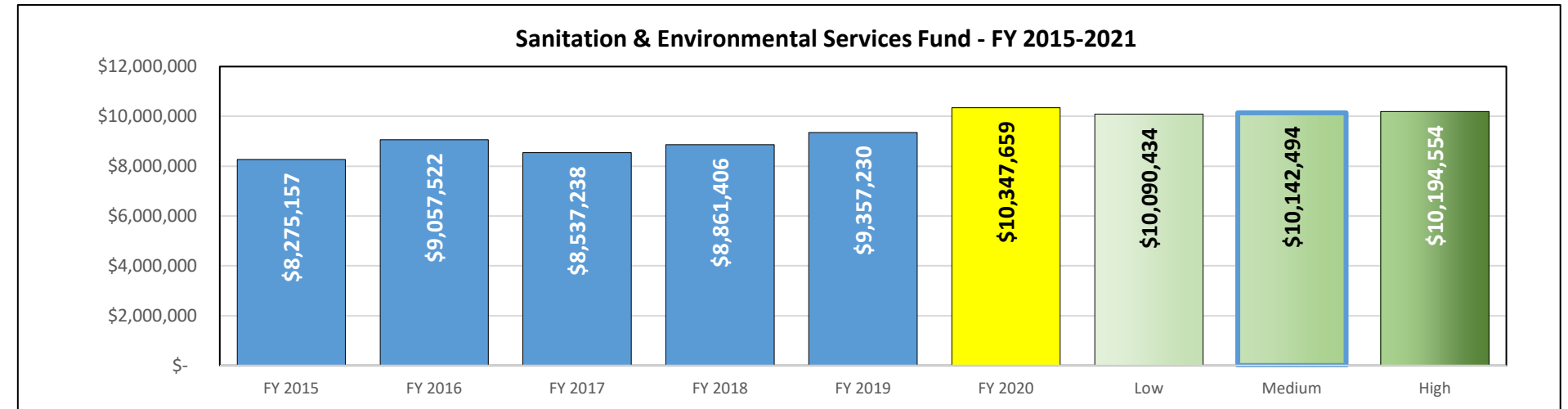
City of Franklin

Revenue Model

Fund:	Sanitation & Environmental Services Fund	Percent of All Revenues	6.2%
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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.

This revenue forecast will be modified as the budget progresses. Significant operational changes in FY 2019-2020 will contribute to that revision. As it stands, staff forecasts nominal growth in the system with reduced one-time revenues.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	10.9%	9.5%	-5.7%	3.8%	5.6%	10.6%	-2.5%	-2.0%	-1.5%	
SOLID WASTE GRANT (STATE)	42,686	4,142	-	-	-	-	-	-	-	3-yr Average
SPECIAL EVENT GRANT RECOVERIES	50,623	-	-	-	-	-	-	-	-	\$ 8,918,625
SAFETY GRANT	-	18,135	-	-	-	-	-	-	-	5.3%
SPECIAL EVENT SERVICES FEE	4,275	3,820	10,946	370	2,230	5,437	5,491	5,491	5,491	
COLLECTION REVENUES	4,946,611	5,063,842	5,285,753	5,567,066	6,024,431	6,415,944	6,480,103	6,480,103	6,480,103	5-Yr Average
NON-RESIDENTIAL DUMPSTERS	-	-	-	-	-	5,573	5,629	5,684	5,740	\$ 8,817,711
ADDL RESIDENTIAL ROLLOUT CONTAINERS	-	4,675	8,580	11,000	11,410	3,183	3,215	3,215	3,215	3.5%
SANITATION SERVICES - MILCROFTON	-	78,069	-	-	-	-	-	-	-	
TIPPING FEES	2,293,823	3,064,284	2,300,739	2,681,623	3,017,568	2,916,486	2,945,651	2,945,651	2,945,651	10-Yr Average
CARDBOARD RECYCLING	13,715	9,862	10,075	11,477	14,641	10,143	10,244	10,244	10,244	\$ 8,346,382
RECYCLING-BATTERIES	4,266	3,855	4,183	5,047	2,870	6,833	6,901	6,901	6,901	2.4%
RECYCLING-ELECTRONICS	-	428	13,063	14,067	17,454	-	-	-	-	
RECYCLING-METAL	5,817	3,619	6,443	5,223	4,291	7,777	7,855	7,855	7,855	20-Yr Average
RECYCLING-WASTE OIL	523	82	-	-	213	-	-	-	-	\$ 5,656,210
BUCK A BAG PROGRAM	2,988	2,897	2,993	3,093	2,678	3,983	4,023	4,023	4,023	8.3%
RESIDENTIAL DUMPSTER					330					
RESIDENTIAL BRUSH	900	800	500	5,375	17,110	870	879	879	879	
RESIDENTIAL BULKY GOODS	600	900	2,500	2,625	2,888	217	219	219	219	
NON-RESIDENTIAL BRUSH	100	100	500	375	750	217	219	221	224	
NON-RESIDENTIAL BULKY GOODS	600	-	500	1,000	-	208	210	212	214	
INTEREST INCOME	-	22	113	2,215	15,916	-	-	-	-	
SALE OF WASTE CONTAINERS	77,595	73,068	62,111	50,850	49,728	63,654	64,291	64,291	64,291	
LEASE OF WASTE CONTAINERS	37,260	35,910	-	-	-	37,132	37,503	37,503	37,503	
SALE OF SURPLUS ASSETS	292,774	189,011	78,027	-	-	600,000	150,000	150,000	150,000	
TRANSFER FROM GENERAL FUND	500,000	500,000	750,000	500,000	-	-	-	-	-	
MISCELLANEOUS OTHER REVENUE	-	-	212	-	-	-	-	-	-	
LATE PAY FEES					172,723		125,000	150,000	175,000	
RECYCLING CONTAINER SETUP FEE						270,000	243,000	270,000	297,000	
Totals	\$ 8,275,157	\$ 9,057,522	\$ 8,537,238	\$ 8,861,406	\$ 9,357,230	\$ 10,347,659	\$ 10,090,434	\$ 10,142,494	\$ 10,194,554	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



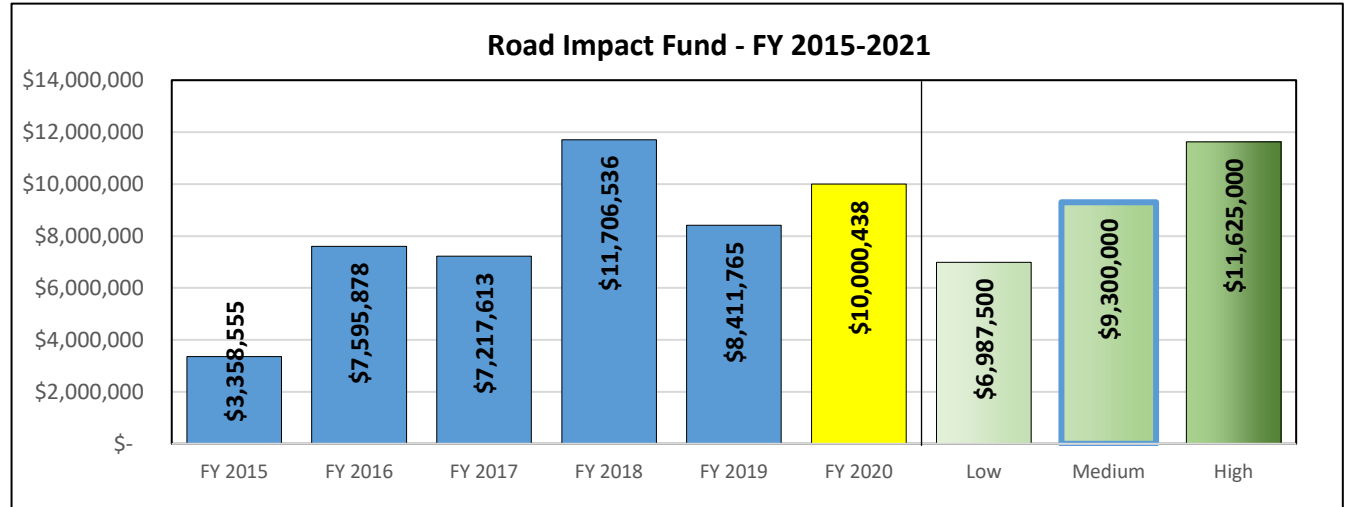
City of Franklin

Revenue Model

Fund:	Road Impact	Percent of All Revenues	5.7%
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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 and revised in 2017.

The forecast for FY 2021 is an estimate 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	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-17.7%	126.2%	-5.0%	62.2%	-28.1%	18.9%	-30.1%	-7.0%	16.2%	
Road Impact Fees										3-yr Average
Arterials	3,611,954	7,854,118	7,180,150	11,084,375	4,800,171	5,845,202	4,312,500	5,750,000	7,187,500	\$ 9,111,972
Collector Area 1				59,923	1,057,313	988,809	637,500	850,000	1,062,500	3.3%
Collector Area 2				251,474	1,286,317	988,809	637,500	850,000	1,062,500	5-Yr Average
Collector Area 3				189,728	400,237	988,809	637,500	850,000	1,062,500	\$ 7,658,070
Collector Area 4				-	115,817	988,809	637,500	850,000	1,062,500	6.1%
Road Impact Credits	(253,523)	(267,394)	-	-	-	-	-	-	-	10-Yr Average
Interest Income	124	9,154	27,363	121,036	500,492	200,000	125,000	150,000	187,500	\$ 5,500,844
Transfer from General Fund	-	-	-	-	251,418	-	-	-	-	16.4%
Miscellaneous Income	-	-	10,100	-	-	-	-	-	-	
Totals	\$ 3,358,555	\$ 7,595,878	\$ 7,217,613	\$ 11,706,536	\$ 8,411,765	\$ 10,000,438	\$ 6,987,500	\$ 9,300,000	\$ 11,625,000	

Source: City of Franklin, Comprehensive Annual Financial Reports - 2001-2019 & Estimates from Finance & Revenue Management Departments.



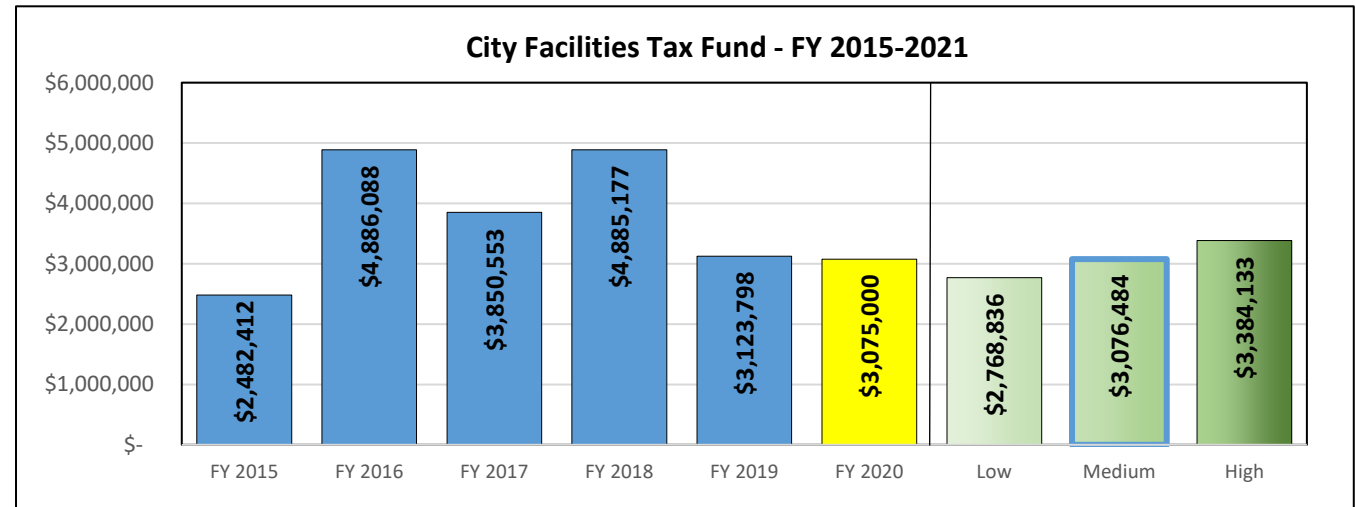
City of Franklin

Revenue Model

Fund:	City Facilities Tax Fund	Percent of All Revenues	1.9%
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City 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 2021 is an estimate based upon the historic average of the last five-years 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	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	-35.6%	96.8%	-21.2%	26.9%	-36.1%	-1.6%	-10%	0%	10%	
July	174,169	460,763	221,540	202,536	140,513	202,385	172,731	191,923	211,116	3-yr Average
August	128,599	138,739	299,262	649,402	337,384	163,437	223,688	248,542	273,396	\$ 3,953,176
September	155,707	405,920	242,795	635,277	367,428	186,681	260,226	289,140	318,054	-7.4%
October	211,229	693,869	663,512	437,274	152,305	472,682	310,779	345,310	379,841	5-Yr Average
November	160,556	561,169	176,544	516,609	163,543	229,808	227,293	252,547	277,802	\$ 3,845,606
December	168,587	235,832	432,916	321,669	269,292	209,430	205,675	228,527	251,380	-4.0%
January	186,851	227,208	180,975	222,051	172,649	152,455	142,522	158,357	174,193	10-Yr Average
February	130,798	575,877	575,155	470,643	110,709	239,792	268,298	298,109	327,920	\$ 3,127,697
March	227,269	302,406	372,318	211,194	108,211	213,053	175,881	195,424	214,966	-0.2%
April	383,594	336,678	140,530	282,850	201,792	197,174	193,744	215,271	236,798	
May	256,477	325,313	119,466	163,847	418,449	215,084	184,831	205,368	225,905	
June	284,637	564,194	439,440	674,690	168,036	393,019	306,864	340,960	375,055	
Interest Income	13,939	58,120	(13,900)	97,135	513,487	200,000	96,304	107,005	117,705	
Totals	\$ 2,482,412	\$ 4,886,088	\$ 3,850,553	\$ 4,885,177	\$ 3,123,798	\$ 3,075,000	\$ 2,768,836	\$ 3,076,484	\$ 3,384,133	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



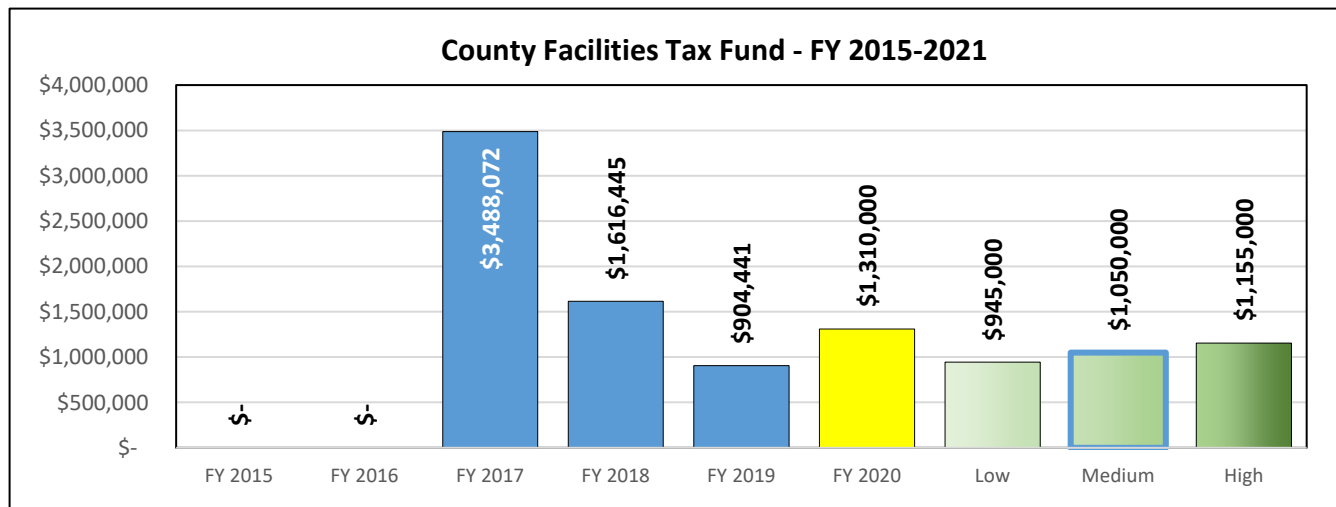
City of Franklin

Revenue Model

Fund:	County Facilities Tax Fund	Percent of All Revenues	0.6%
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County Facilities Tax: The County Facilities Tax Fund is a brand new special revenue fund used to account for the City's share of the County's Adequate School Facilities Tax. 30% of the proceeds are distributed to incorporated cities within the county, and another 30% is divided pro rata among the incorporated cities based on population in the last decennial census. The City began collecting a share of the County Facilities Tax in FY 2012. Prior to now monies collected had been deposited within the Capital Projects Fund. Funds are to be used for the purpose of providing public facilities.

The forecast 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	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	n/a	n/a	n/a	-53.7%	-44.0%	44.8%	-27.9%	-19.8%	-11.8%	3-yr Average
Tax Collections	-	-	-	971,814	759,874	1,250,000	900,000	1,000,000	1,100,000	\$ 2,002,986
Transfer from Capital Fund	-	-	3,487,056	635,074	-	-				-11.5%
Interest Income	-	-	1,016	9,557	144,567	60,000	45,000	50,000	55,000	
Totals	\$ -	\$ -	\$ 3,488,072	\$ 1,616,445	\$ 904,441	\$ 1,310,000	\$ 945,000	\$ 1,050,000	\$ 1,155,000	

Source: City of Franklin, Comprehensive Annual Financial Report - 2017-2019 & Estimates from Finance & Revenue Management Departments.



City of Franklin

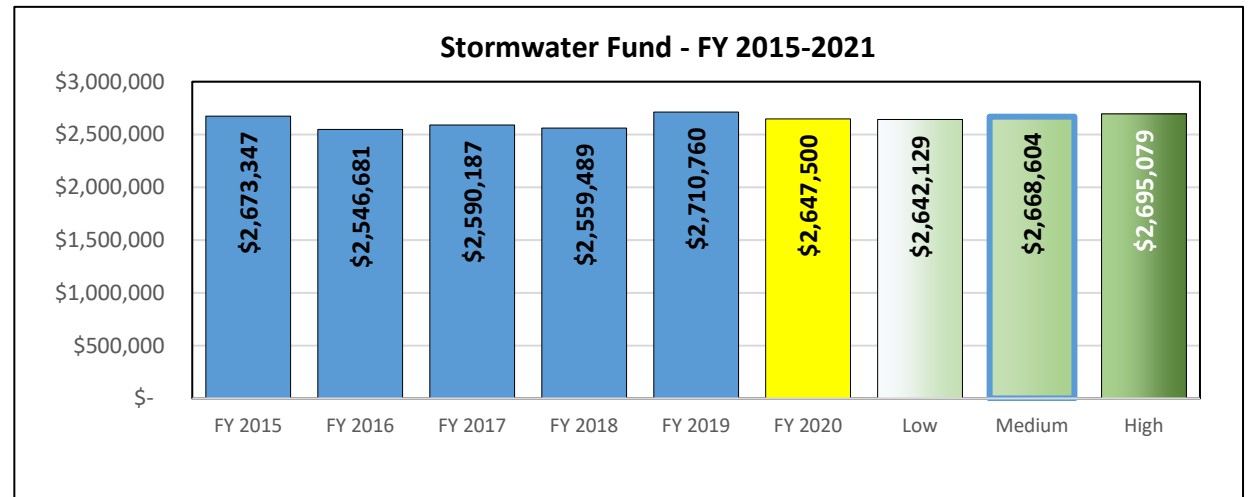
Revenue Model

Fund:	Stormwater Fund	Percent of All Revenues	1.6%
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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.

Without modification to the current Stormwater Fee, revenues should only increase by less than 1% in FY 2021 compares to budget.

Staff will be reengaging the BOMA in the ensuing months to discuss the fiscal health of this utility and will propose options to improve the long-term sustainability of the fund. Those options will include, but not be limited to, either a is a fee increase (the first since 2004), expense shifting (back to the General Fund), or some combination thereof.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	14.2%	-4.7%	1.7%	-1.2%	5.9%	-2.3%	-0.2%	0.8%	1.8%	
PLANS REVIEW FEE	24,500	15,100	26,400	15,000	25,900	25,000	24,949	25,199	25,449	3-yr Average
DRAINAGE INSPECTIONS	68,947	25,303	102,519	50,176	103,484	60,000	59,878	60,478	61,078	\$ 2,620,145
STORMWATER PERMIT FEE	10,789	8,225	15,075	8,913	4,200	40,000	39,919	40,319	40,719	0.3%
STORMWATER FEES- RESIDENTIAL	2,521,597	2,381,431	2,402,680	2,379,597	2,403,616	2,450,000	2,445,030	2,469,530	2,494,030	\$ 2,616,093
STORMWATER FINES	9,675	14,125	-	43,486	19,404	15,000	14,970	15,120	15,270	0.2%
STORMWATER LATE PAY PENALTIES	23,398	21,640	18,869	23,279	21,721	20,000	19,959	20,159	20,359	10-Yr Average
STORMWATER QUALIFIED PROGRAM					12,000					\$ 2,436,464
INTEREST INCOME	14,441	83,971	(8,864)	39,038	120,436	37,500	37,424	37,799	38,174	0.9%
SALE OF SURPLUS ASSETS	-	-	33,508	0	-	-	-	-	-	
CUSTOMER SERVICE	-	(3,307)	-	-	-	-	-	-	-	
MISCELLANEOUS REVENUE	-	193	-	-	-	-	-	-	-	
Totals	\$2,673,347	\$2,546,681	\$2,590,187	\$2,559,489	\$2,710,760	\$2,647,500	\$2,642,129	\$2,668,604	\$2,695,079	

Source: City of Franklin, *Comprehensive Annual Financial Reports - 1990-2018* & Estimates from Finance & Revenue Management Departments.



City of Franklin

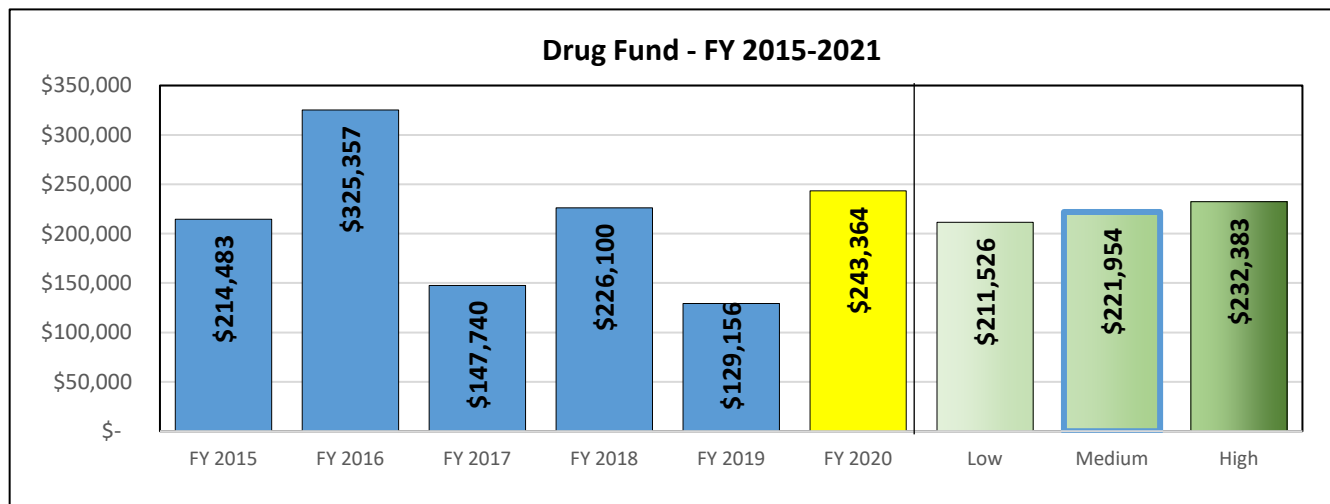
Revenue Model

Fund:	Drug Fund	Percent of All Revenues	0.1%
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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 2021 Forecast is based on 5 year historical averages.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	24.8%	51.7%	-54.6%	53.0%	-42.9%	88.4%	-13.1%	-8.8%	-4.5%	
DRUG FINES RECEIVED	42,740	137,906	62,808	67,571	59,413	82,538	75,139	78,843	82,547	3-yr Average
DRUG CONTRIBUTIONS PAID TO POLICE DEPT	16,050	47,824	26,825	36,900	29,850	33,495	31,937	33,511	35,086	\$ 167,665
CONFISCATED GOODS (FEDERAL)	95,226	116,811	21,230	49,204	7,820	73,654	58,882	61,785	64,688	15.0%
CONFISCATED GOODS (STATE)	15,211	10,495	23,840	44,611	18,444	23,361	22,840	23,966	25,092	5-Yr Average
INTEREST INCOME	937	1,874	3,407	8,318	13,629	12,000	5,713	5,995	6,276	\$ 208,567
SALE OF SURPLUS ASSETS	44,319	10,446	9,630	19,496	-	18,316	17,016	17,855	18,694	3.3%
										10-Yr Average
										\$ 168,047
										4.5%
Totals	\$ 214,483	\$ 325,357	\$ 147,740	\$ 226,100	\$ 129,156	\$ 243,364	\$ 211,526	\$ 221,954	\$ 232,383	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



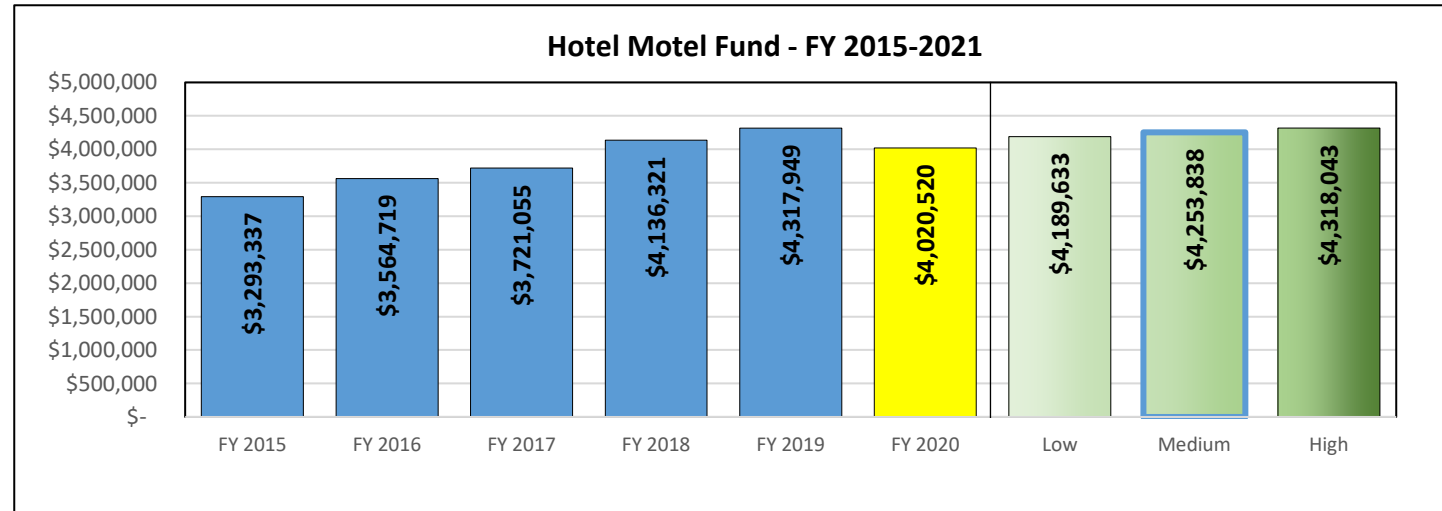
City of Franklin

Revenue Model

Fund:	Hotel Motel Fund	Percent of All Revenues	2.6%
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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.

Rev/PAR, Occupancy Rates and the Average Daily Rate continue to be exceedingly strong in Franklin and greater Nashville. The FY 2021 Forecast is an increase of 5.8% in receipts over FY 2020 Budget.



	Actual					Budget	Forecasts (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	1.6%	8.2%	4.4%	11.2%	4.4%	-6.9%	4.2%	5.8%	7.4%	
July	262,528	321,484	359,016	553,391	403,079	399,210	418,976	422,968	426,960	3-yr Average
August	273,788	255,448	299,477	338,006	321,258	336,722	353,394	356,761	360,129	\$ 4,058,442
September	310,183	306,676	335,101	375,008	367,331	375,387	393,973	397,727	401,481	-0.3%
October	294,166	323,020	357,048	387,305	406,690	403,942	423,942	427,981	432,021	5-Yr Average
November	228,683	247,283	276,090	324,040	294,609	316,035	331,683	334,843	338,003	\$ 3,806,676
December	207,948	205,388	214,176	248,608	236,852	244,942	257,070	259,520	261,969	1.1%
January	213,640	235,170	222,664	225,619	259,796	241,750	253,719	256,137	258,554	10-Yr Average
February	231,263	266,011	255,252	279,126	270,769	266,694	279,898	282,565	285,232	\$ 3,064,694
March	321,936	348,031	341,392	376,573	393,635	342,087	359,025	362,445	365,866	3.1%
April	311,958	350,962	331,685	362,495	393,281	319,573	335,396	338,591	341,787	20-Yr Average
May	288,118	340,943	353,139	372,611	372,591	314,472	330,042	333,187	336,331	\$ 1,978,557
June	346,808	357,555	365,549	254,913	383,344	359,706	377,516	381,113	384,710	5.2%
INTEREST INCOME	2,318	6,750	10,466	38,626	214,714	100,000	75,000	100,000	125,000	
Totals	\$ 3,293,337	\$ 3,564,719	\$ 3,721,055	\$ 4,136,321	\$ 4,317,949	\$ 4,020,520	\$ 4,189,633	\$ 4,253,838	\$ 4,318,043	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



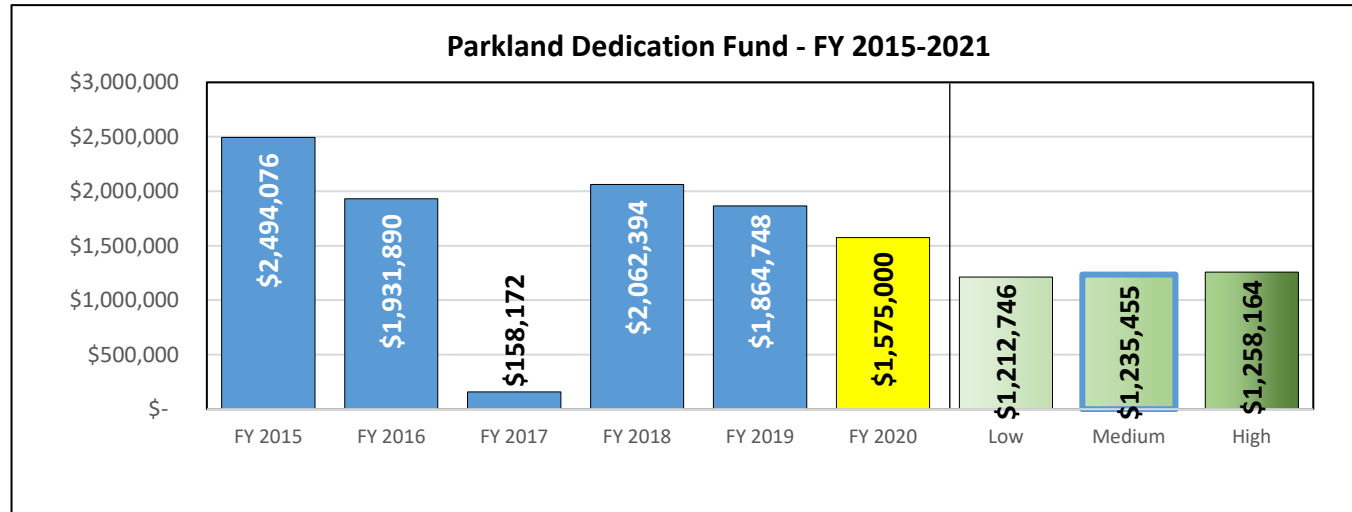
City of Franklin

Revenue Model

Fund:	Parkland Dedication Fund	Percent of All Revenues	0.8%
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Parkland Dedication Fund: The Parkland Dedication 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 2021 is an estimate based upon historic averages and year-to-date activity. It is *heavily dependent* upon the timing of new development. This forecast also makes no assumption for proposed changes currently being considered for the Parkland Dedication Ordinance and how much money can be collected during the development



	Actual					Budget	Forecast (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	n/a	-22.5%	-91.8%	1203.9%	-9.6%	-15.5%	-23.0%	-21.6%	-20.1%	
In Lieu of Parkland Receipts	211,848	1,923,145	137,454			1,500,000	1,112,746	1,135,455	1,158,164	3-yr Average
Quadrant 1				1,188,552	713,244					\$ 1,361,771
Quadrant 2				88,008	178,218					5.2%
Quadrant 3				157,110	448,230					5-Yr Average
Quadrant 4				576,386	55,080					\$ 1,702,256
Interest Income	2,109	8,745	20,718	52,338	241,394	75,000	100,000	100,000	100,000	-20.0%
Transfers from General Fund	2,280,119	-	-	-	228,582	-	-	-	-	
Totals	\$ 2,494,076	\$ 1,931,890	\$ 158,172	\$ 2,062,394	\$ 1,864,748	\$ 1,575,000	\$ 1,212,746	\$ 1,235,455	\$ 1,258,164	

Source: City of Franklin, Comprehensive Annual Financial Reports - 2015-2019 & Estimates from Finance & Revenue Management Departments.



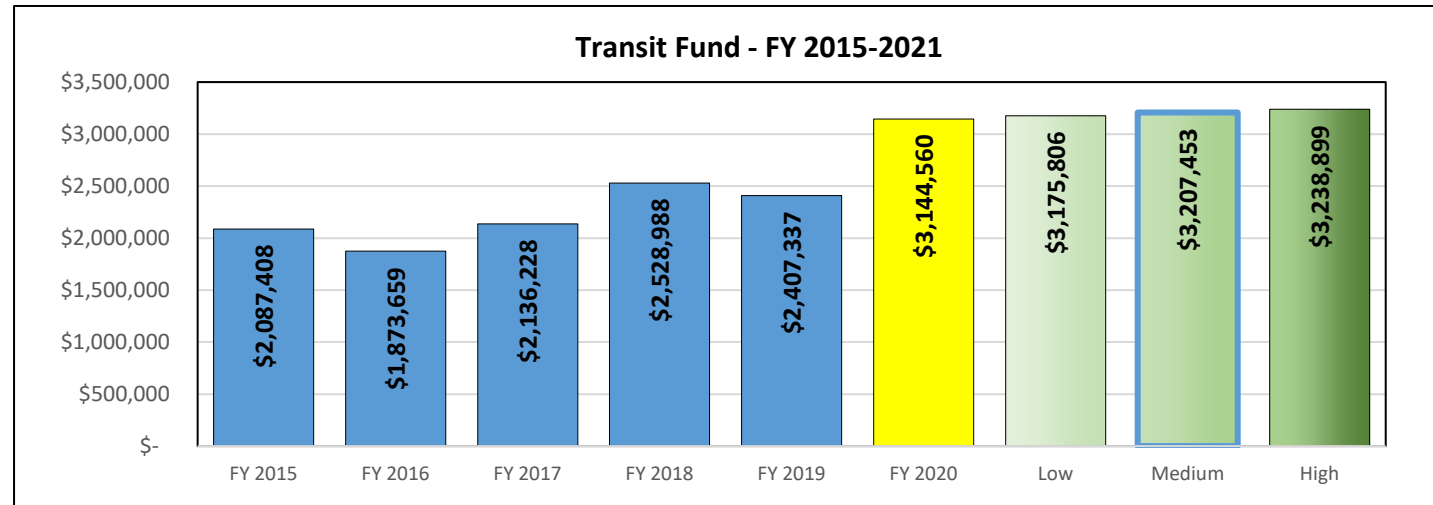
City of Franklin

Revenue Model

Fund:	Transit Fund	Percent of All Revenues	2.0%
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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.

The forecast for FY 2021 is for the Transit Fund to increase by 2% over budget. This will be revised once the Franklin Transit Authority submits their budget request for FY 2021.



	Actual					Budget	Forecast (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	3.9%	-10.2%	14.0%	18.4%	-4.8%	30.6%	1.0%	2.0%	3.0%	
TRANSIT OPERATIONS GRANT (FEDERAL)	1,229,365	989,505	1,163,679	983,103	1,163,055	1,586,255	1,602,118	1,617,980	1,633,843	3-yr Average
TRANSIT CAPITAL GRANT (FED/STATE)	67,588	261,550	380,361	272,005	326,527	376,234	379,996	383,759	387,521	\$ 2,357,518
TRANSIT FARES	94,072	88,460	104,649	112,418	84,945	149,000	150,490	151,980	153,470	11.1%
INTEREST INCOME	3,573	4,391	7,610	7,465	27,227	9,700	9,797	9,894	9,991	5-Yr Average
RENTAL INCOME	9,700	9,700	9,700	9,600	9,700	20,000	20,200	20,400	20,600	\$ 2,206,724
SALE OF SURPLUS ASSETS	0	18,640	11,475	0	0	0	-	-	-	8.5%
TRANSFER FROM GENERAL FUND	683,110	501,413	458,755	1,144,399	795,884	1,003,371	1,013,204	1,023,438	1,033,472	
Totals	\$ 2,087,408	\$ 1,873,659	\$ 2,136,228	\$ 2,528,988	\$ 2,407,337	\$ 3,144,560	\$ 3,175,806	\$ 3,207,453	\$ 3,238,899	

Source: City of Franklin, Comprehensive Annual Financial Reports - 2009-2019 & Estimates from Finance & Revenue Management Departments.



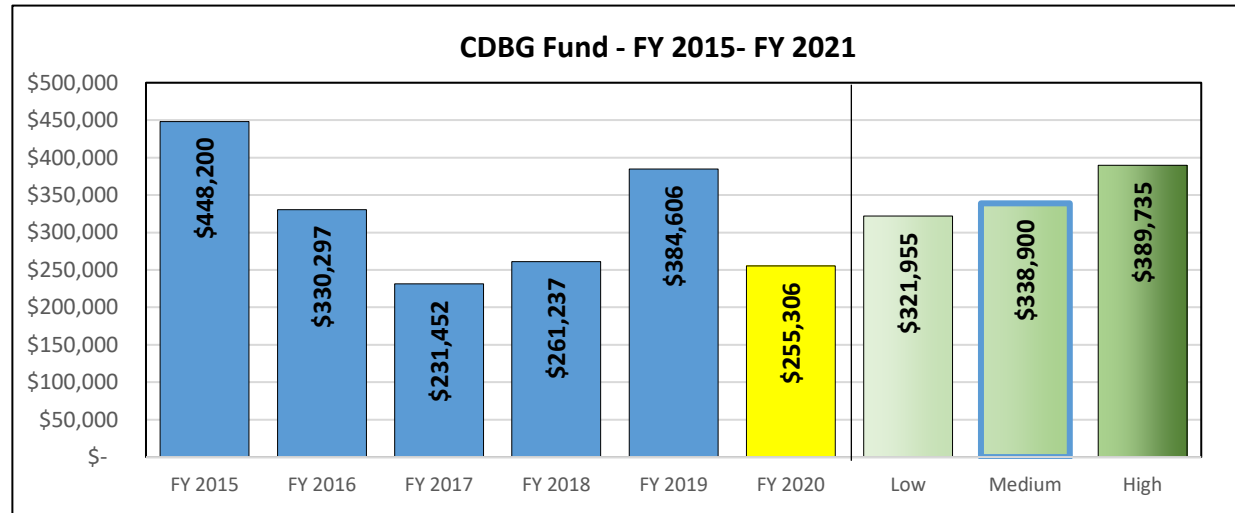
City of Franklin

Revenue Model

Fund:	Community Development Block Grant Fund	Percent of All Revenues	0.2%
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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 \$330,000 annually. To date the City of Franklin has received approximately \$2 million 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 administering homeless assistance on an as-needed basis.

Although the increase shown is significant over the current budget, the increase is based upon what will be the revised budget amount - \$318,000 - for FY 2020. This will be amended via amendment later in FY 2020 and is based on this years federal funding letter from HUD.



	Actual					Budget	Forecast (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	125.3%	-26.3%	-29.9%	12.9%	47.2%	-33.6%	26.1%	32.7%	52.7%	
CDBG GRANT (FEDERAL)	223,787	329,866	230,374	257,808	373,845	255,000	317,205	333,900	383,985	3-yr Average
IN LIEU OF AFFORDABLE HOUSING FEES	224,162	0	0	0	0	0	-	-	-	\$ 292,432
INTEREST INCOME	251	431	1,078	3,427	10,761	306	4,750	5,000	5,750	-4.2%
										5-Yr Average
										\$ 331,158
										-4.6%
Totals	\$ 448,200	\$ 330,297	\$ 231,452	\$ 261,237	\$ 384,606	\$ 255,306	\$ 321,955	\$ 338,900	\$ 389,735	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.

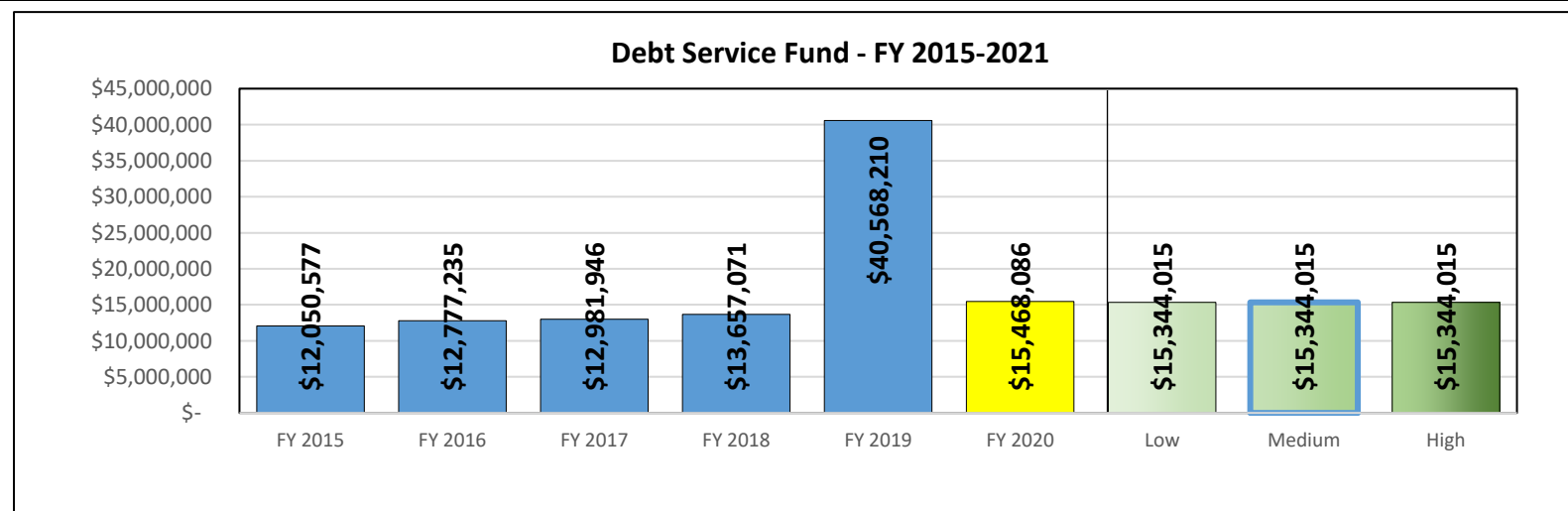


City of Franklin

Revenue Model

Fund:	Debt Service Fund	Percent of All Revenues	9.4%
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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.



	Actual					Budget	Forecast (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
PROPERTY TAXES COLLECTED	6,350,472	7,338,632	6,710,855	8,505,949	8,661,198	10,704,090	10,927,504	10,927,504	10,927,504	3-yr Average
REBATE ON BAB / RZEDB	838,508	840,316	846,359	843,028	818,444	358,077	-	-	-	\$ 22,402,409
INTEREST INCOME	1,514	3,296	4,355	16,390	108,247	100,000	100,000	100,000	100,000	-10.3%
BOND PROCEEDS	0	0	0	0	22,940,000	0	-	-	-	5-Yr Average
PREMIUMS ON BONDS	0	0	0	0	3,870,894	0	-	-	-	\$ 18,407,008
TRANSFER FROM GENERAL FUND	0	0	792,914	0	0	0	-	-	-	-3.2%
TRANSFER FROM WATER	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	10-Yr Average
TRANSFER FROM SEWER	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	\$ 18,047,401
TRANSFER FROM SOLID WASTE	584,509	599,772	618,054	273,390	96,930	348,390	203,614	203,614	203,614	-2.9%
TRANSFER FROM ROAD IMPACT	2,960,579	2,674,006	2,689,493	2,699,646	2,755,143	2,642,606	2,736,612	2,736,612	2,736,612	
TRANSFER FROM HOTEL/MOTEL	1,114,995	1,121,213	1,119,916	1,118,668	1,117,355	1,114,924	1,176,285	1,176,285	1,176,285	
Totals	\$ 12,050,577	\$ 12,777,235	\$ 12,981,946	\$ 13,657,071	\$ 40,568,210	\$ 15,468,086	\$ 15,344,015	\$ 15,344,015	\$ 15,344,015	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.



City of Franklin

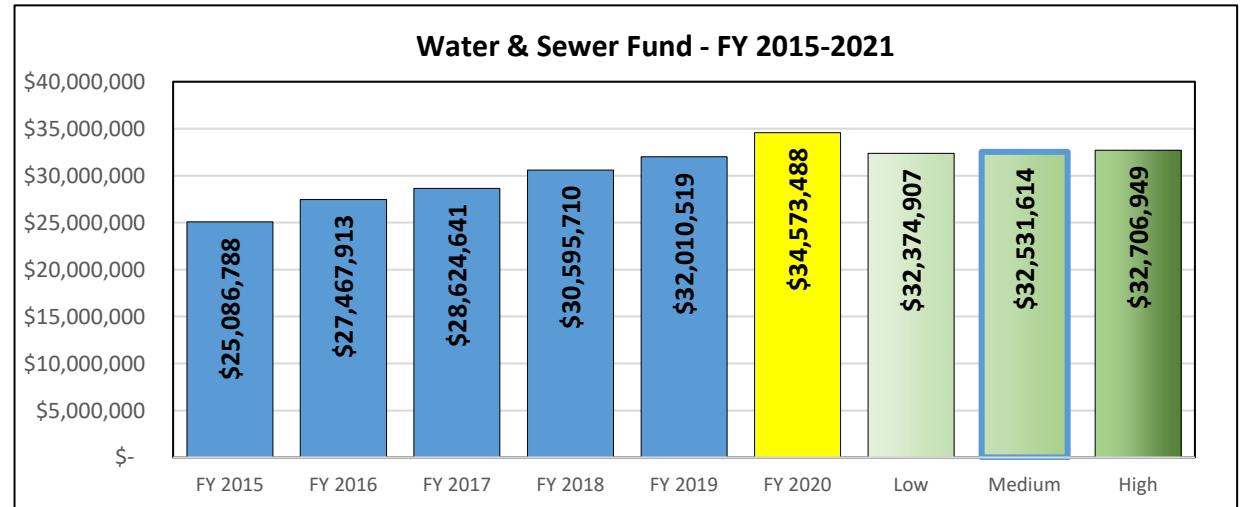
Revenue Model

Fund:	Water/Sewer Fund	Percent of All Revenues	20.0%
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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 forecast to stay at previous increases of 2.9% for Water and 3.5% for Sewer for CY 2020 and CY 2021. These increases are consistent with the last five-year rate plan. Overall revenues are lower than current year forecast because of the non recurrence of one-time revenues used for capital expenditures. This assumption will be revised before the submission of the City Administrator's Proposed Budget.

**Note: Revenues shown below are for operational & customer service only. Capital Contributions are not included within this total, and will not necessarily tie to audited financial information.*



	Actual					Budget	Forecast (FY 2021)			Averages
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Low	Medium	High	
% yr/yr.	9.5%	9.5%	4.2%	6.9%	4.6%		1.1%	1.6%	2.2%	
Water										3-yr Average
Use of Money & Property	28,924	46,167	89,992	131,580	127,636	38,873	100,000	110,000	120,000	\$ 28,896,088
Rates & Related Customer Service	10,161,250	10,862,141	11,155,292	11,425,017	11,865,135	12,957,783	12,149,898	12,204,033	12,268,550	3.6%
Wastewater										5-Yr Average
Use of Money & Property	86,477	110,042	95,071	183,627	796,010	90,411	257,500	258,750	260,000	\$ 26,935,141
Rates & Related Customer Service	14,724,348	16,324,715	17,146,739	18,719,089	19,089,086	19,496,571	19,661,759	19,753,081	19,852,649	3.8%
Transfer from Co. Fac. Tax.						1,285,000	-	-	-	
Reclaimed Water										
Use of Money & Property	14	38	196	691	1,958	100	1,000	1,000	1,000	
Rates & Related Customer Service	85,775	124,810	137,351	135,705	130,694	204,750	204,750	204,750	204,750	
Use of F/B						500,000	-	-	-	
Totals	\$ 25,086,788	\$ 27,467,913	\$ 28,624,641	\$ 30,595,710	\$ 32,010,519	\$ 34,573,488	\$ 32,374,907	\$ 32,531,614	\$ 32,706,949	

Source: City of Franklin, Comprehensive Annual Financial Reports - 1990-2019 & Estimates from Finance & Revenue Management Departments.