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STATE OF ALABAMA ) (
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COUNTY OF BALDWIN ) (
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The City Council met in a Work Session at 4:30 p.m., Fairhope Municipal Complex Council Chamber, 161 North Section Street, Fairhope, Alabama 36532, on Monday, 23 September 2019.

Present were Council President Jack Burrell, Councilmembers: Jay Robinson (arrived at 4:11 p.m.), Jimmy Conyers, Robert Brown, and Kevin Boone (arrived at 4:11 p.m.), Mayor Karin Wilson, City Attorney Marcus E. McDowell, and City Clerk Lisa A. Hanks.

Council President Burrell called the meeting to order at 4:00 p.m.

The following topics were discussed:

- The Discussion of the City of Fairhope Personnel Rules, Policies and Procedures; Section 4.06: On-Call Employees was presented by Special Projects Manager Lynn Maser along with Public Works Director Richard Johnson. They mentioned the need to add the Public Works and IT Departments for on-call pay with rotation setup. Council President Burrell questioned comp time totals.
- Budget Discussions: Building Department Building Director Erik Cortinas
 reviewed the proposed budget. Mr. Cortinas explained the Scanning Contractor,
 On-Call ICC to review plans; and a new title for one of his inspectors. Council
 President Burrell questioned credit card fees. City Treasurer Kim Creech replied
 these are convenience fees; and suggested passing fee along to customer. After
 further discussion, the council had no edits, but would leave open for further
 review.
- Budget Discussions: Public Works Department Public Works Director Richard Johnson reviewed the proposed budget. Mr. Johnson mentioned four positions with a total increase of \$8,500.00; and two building maintenance employees moved from another department. Mr. Johnson discussed the Capital Purchases for the Street and Sanitation Departments. One day garbage was brought up as an option for cost reduction and operational savings; and a suggestion to increase garbage fees again. The City Council requested that Mayor Wilson have a citizen survey on garbage done. After further discussion, the council had no edits, but would leave open for further review.
- Councilmember Brown discussed budget figures versus actuals for 2020; and questioned the Sales Tax Revenue. Mayor Wilson commented the Sales Tax Revenue is balancing the Operating Budget without taking from the Utilities. Council President Burrell stated the expense curve is three times more than revenue.

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There being no further business to come before the City Council, the meeting was duly adjourned at 5:59 p.m.

lack Burrell Council President

Lisa A. Hanks, MMC

City Clerk

GENERAL GOVT BUDGET VS ACTUAL ANALYSIS FOR 2020

	2016	2017	2018	2019	2020	▲ from '17-	'19
REVENUES General Govt. Budget	\$24,043,399	\$26,940,979	\$27,245,572	\$29,434,005	\$30,734,433	\$2,493,026	9.25%
General Govt. Actual	\$24,016,381	\$27,156,545	\$27,246,000	\$28,651,162		\$1,494,617	5.50%
DIFFERENCE	-\$27,018	\$215,566	\$428	-\$782,843			
EXPENSES General Govt. Budget	\$24,219,413	\$23,688,861	\$25,320,695	\$27,736,483	\$29,938,702	\$4,047,622	17.09%
General Govt. Actual	\$23,474,490	\$21,976,689	\$25,448,159	\$25,411,886		\$3,435,197	15.63%
DIFFERENCE	-\$744,923	-\$1,712,172	\$127,464	-\$2,324,597			
Expense vs Revenue Budget Expense vs Revenue Actual	-\$176,014 \$541,891	\$3,252,118 \$5,179,856	\$1,924,877 \$1,797,841	\$1,697,522 \$3,239,276	\$795,731		

Department Trends 2017-2020 (adjusted for Cap. Purchases and Improvements)

	Actual		Budgeted			
	2017	. 2018	2019	2020	A from '17-'20	Increase
Police Department	\$5,001,417	\$5,606,688	\$6,439,101	\$6,982,773	\$1,981,356	39.62%
Salaries	\$3,028,151	\$3,195,469	\$3,629,613	\$3,952,370	\$924,219	30.52%
Fire Department	\$393,773	\$511,335	\$627,375	\$525,013	\$131,240	33.33%
Salaries	\$139,969	\$143,660	\$151,467	\$155,350	\$15,381	10.99%
Economic & Community	\$934,546	\$1,219,386	\$985,778	\$926,685	-\$7,861	-0.84%
Salaries	\$164,794	\$134,404	\$149,309	\$128,500	-\$36,294	-22.02%
Civic Center (net loss)	\$100,577	\$223,186	\$132,854	\$215,172	\$114,595	113.94%
Salaries	\$102,928	\$114,407	\$118,113	\$159,000	\$56,072	54.48%
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Nix Center (net loss)	\$279,184	\$274,010	\$292,999	\$372,626	\$93,442	33.47%
Salaries	\$152,923	\$157,356	\$169,908	\$184,140	\$31,217	20.41%
Parks and Rec (net loss)	¢1 21 ° 200	¢1 (11 022	¢1 707 270	¢2.070.40 <i>C</i>	¢7/2 10/	E0.020/
,	\$1,315,290	\$1,611,033	\$1,796,269	\$2,078,486	\$763,196 \$405,100	58.02%
Salaries	\$914,156	\$1,032,120	\$1,187,667	\$1,319,345	\$405,189	44.32%
Fairhope Docks	\$0	\$2,511	-\$38,480	\$80,345	\$80,345	3199.72%
Salaries	\$0	\$56,034	\$107,342	\$128,180	\$128,180	228.75%
5	40	400,001	4201,012	4220,200	4220,200	
Golf Operations	\$271,102	\$492,387	\$512,135	\$721,111	\$450,009	165.99%
Salaries Clubhouse	\$298,131	\$320,416	\$428,876	\$411,730	\$113,599	38.10%
Salaries Grounds	\$294,967	\$303,511	\$367,755	\$405,995	\$111,028	37.64%
Planning	\$222,946	\$288,372	\$398,267	\$580,828	\$357,882	160.52%
Salaries	\$294,622	\$335,625	\$392,723	\$530,220	\$235,598	79.97%
Building	\$783,618	\$784,626	\$1,146,080	\$593,320	\$190,298	-24.28%
Salaries	\$360,565	\$417,869	\$480,256	\$499,691	\$139,126	38.59%

City of Egiphone	00/202016	9/22/2010	Total Change from 2016 to 2019
City of Fairhope General Fund	09/302016	8/23/2019	2010 (0 2013
Operating Account		933,561.53	
Investment CD - Savings		1,065,146.07	
Reserve-AG Edwards		639,635.07	
Sales Tax Reserve		7,000,000.00	
Prepay debt Sales Tax Reserve	(recommend transfe	695,672.83	
Prepaid Cash-Medical Ins	(recommend dansie	81,697.07	
DEA Checking-Treas		5,456.30	
DEA Checking-DOJ		240.79	
Municipal Capital Improvement		769,190.88	
Correction Fund - Savings		217,602.27	
Equity in Pooled Deposit		426,084.80	
Garbage Customer Dep Reserve		23,282.28	
Garbage Customer Dep Reserve	 14,316,357.04	11,857,569.89	
Capital Projects Fund		1,846,790.31	
Impact Fees Fund	1,405,199.48	3,469,900.11	
Gas Tax Fund			
7 cent & 2% Checking	19040.66	69,373.64	
4 cent & 5% Checking	15366.39	140,598.19	
Total Cash City	15,755,963.57	17,384,232.14	1,628,268.57
UTILITIES			
Gas Fund			
Gas Operating Account		4,873,459.09	
		1,793,222.79	
Reserve-Vision		1,438,387.49	
Equity in Pooled Deposit		93,596.16	
Gas Customer Reserve		581,298.21	
Total Gas	\$3,750,073.59	8,779,963.74	5,029,890.15
Electric Fund			
Electric Operating Account		2,063,131.37	•
Equity in Pooled Deposit		1,161,815.21	
Second Utility Reserve		742,590.24	
Special Reserve - Super Fund		779,229.72	
Elec Customer Deposit Res		1,041,838.51	
Emergency Relief Checking		25,303.03	
Total Eelectric			(460,914.71)
Total refectific	6,274,822.79	5,813,908.08	(460,914.71)
Water & Sewer Fund			
Water/Sewer Operating		5,703,036.86	
Equity in Pooled Deposit		429,245.53	
Second Utility Reserve		556,429.55	
Superfund-Wtr Tap Res 2004		2,049,510.45	
Savings - Sewer Tap Res	_	811,598.63	
Total Water/Sewer	4,620,183.26	9,549,821.02	4,929,637.76
Total Cash Utilities	14,645,079.64	24,143,692.84	9,498,613.20