

STATE OF ALABAMA                    ) (  
  :  
COUNTY OF BALDWIN               ) (  
  :

The City Council met in a Special Budget Work Session at 5:00 p.m., Fairhope Municipal Complex Council Chamber, 161 North Section Street, Fairhope, Alabama 36532, on Monday, 30 September 2019.

Present were Council President Jack Burrell, Councilmembers: Jimmy Conyers, Robert Brown, and Kevin Boone (arrived at 5:09 p.m.), Mayor Karin Wilson, City Attorney Marcus E. McDowell, and City Clerk Lisa A. Hanks. Councilmember Jay Robinson was absent.

Council President Burrell called the meeting to order at 5:00 p.m.

The following topics were discussed:

- Budget Discussion – Public Works Department – Public Works Director Richard Johnson continued with his review of the proposed budget. Mr. Johnson mentioned the need for a Safety Coordinator with a \$50,000.00 salary. He mentioned several cuts: flowers and streets and landscape supplies; and landfill costs. After further discussion, the council had no edits, but would leave open for further review.

Mr. Johnson mentioned twice-a-week versus once-a-week; and a preliminary draft of the reductions in cost for once-a-week. (See attached handout) He will bring back with options at a later date; and commented we have a high level of service at a low cost. He said this will be a transition for the City and citizens.

He commented the Fleet Department’s budget is less than last years; and no personnel requested. Council President Burrell questioned insurance and estimates. City Treasurer Kim Creech replied it included health, short-term, and long-term insurance. Mayor Wilson mentioned a proposed Wellness Program; and after one year, if the employee does not participate, then the employee will pay \$30.00 per month towards the premium.

- The general needs in the budget were discussed by Mayor Wilson: current City Capital Maintenance; the bare minimum; K-1 Center; Pecan Building; and Recreation Pool Building. Councilmember Brown questioned the structural analysis on Pecan Building. Mr. Johnson replied it would be better to tear done and rebuild.
- Recreation Director Pat White presented the Volanta Park Baseball and Parking Expansion Concept. (See attached handout) He stated the total estimate for the Project is \$1.585 million. Council President Burrell commented we could put the Design Fees in the budget for this Project.
- Finance Director Jill Cabaniss mentioned the Eastern Shore MPO and the Gayfer and Greeno Turn lanes.

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- Mayor Wilson brought up the NASPO for professional services for streamlining procurement. Ms. Creech said they are trying to work with the State of Alabama.

Mayor Wilson said the City Administrator position has been lacking this term; and there is \$145,000.00 plus benefits in the budget. Council President Burrell asked for a complete list of employees with salaries.

- Budget Discussion – Water and Sewer Department - Superintendent, Chief Operator Tim Manuel, and Operations Director Richard reviewed the proposed budget.
- Water Department was discussed first. Mr. Whitman said growth has increased expenditures. He is requesting the following personnel: Assistant Superintendent, and two Water Technicians. Council President Burrell questioned personnel and said he counts twelve new employees in the Utilities. Mr. Whitman told the City Council that they save money on the proposed purchase of electric panels which cost around \$120,000.00 each ; and we built for \$10,000.00.

Wastewater Department was next on the agenda. Mr. Whitman explained the need for a newer UV Systems since the two we have at the plant are old and parts are having to be made. He mentioned a Combo Truck is also needed. After further discussion, the council had no edits, but would leave open for further review.

Council President Burrell requested for Public Works to put in the budget for the Garbage Truck leases and not wait until 2021. Personnel was questioned; and Mayor Wilson said upgrades require more personnel and will be paid with Labor Cost Adjustment Factor.

Ms. Creech handed out a Cash Flow and Lease Schedule. (See attached handouts)

The City Council took a five minute recess at 7:31 p.m. The meeting reconvened at 7:36 p.m.

- Council President Burrell stated we are now to discuss the adjustments to the proposed budget. He began with the \$2.65 million recreation property purchase.

Councilmember Brown handed out and explained actual revenues and expenses; and the trend over the years. Mayor Wilson stated we balanced the budget; and did a fund balance transfer to pay off debt.

Council President Burrell mentioned there would be an \$800,000.00 shortfall this year; and things need to come out of the budget.

Councilmember Conyers said he was concerned with Sales Tax; and the need to put \$450,000.00 place for leases. He said we have to figure out where the \$2.65 million for the recreation purchase will come from; need a K-1 Plan; and need funding for upgrades and infrastructure.

Mayor Wilson explained the PILOT fee. She mentioned suggestions revenue and the City Council cut; i.e. Lodging Tax from seven percent to six percent and a Gas Tax.

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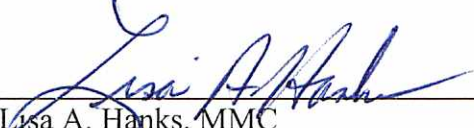
Council President Burrell said that revenues and expenses need reducing. Ms. Creech explained transfers would hit at one time for debt prepayment and suggested doing these yearly.

Ms. Jill Cabaniss brought up the City Administrator position and asked for the City Council opinion for same. Council President Burrell and Councilmember Boone said they were against this position; and would not have raised the Mayor's salary if we were going to hire a City Administrator. Councilmembers Brown and Conyers said they were undecided.

Mayor Wilson stated she works 24/7; and they needed to look at other Cities and Administrators. Councilmember Conyers commented he thinks the Mayor as Chief Executive Officer can do both.

There being no further business to come before the City Council, the meeting was duly adjourned at 9:00 p.m.

  
\_\_\_\_\_  
Jack Burrell, Council President

  
\_\_\_\_\_  
Lisa A. Hanks, MMC  
City Clerk

# City Of Fairhope - Sanitation Cost Comparison

Twice-A-Week vs. Once-A-Week Residential Garbage Service

Using Average Ten (10) Year Customer Growth Rate

2.60%



Residential Customer Billing Units (09/30 of each Fiscal Year)															
Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Residential	6925	7105	7289	7479	7673	7873	8077	8287	8503	8724	8951	9184	9422	9779	10033
Commercial	426	437	449	460	472	485	497	510	524	537	551	565	580	602	618
Total	7351	7542	7738	7939	8146	8357	8575	8798	9026	9261	9502	9749	10002	10381	10651

Historical Expense vs. Income Comparisons										
Expense	2017	\$1,891,625.88	2018	\$2,781,349.30	2019	\$2,219,371.00	2020	\$2,456,089.00	4 yr AVG	\$2,337,108.80
Income	2017	\$1,655,524.75	2018	\$1,768,973.59	2019	\$1,911,478.58	2020	\$2,077,000.00	4 yr AVG	\$1,853,244.23
Cost Ratio	2017	87.52%	2018	63.60%	2019	86.13%	2020	84.57%	4 yr AVG	79.30%

Garbage Staff - Assigned to Residential in Blue

Garbage
Ricky Ward-EOIII
Rick Piper-EOIII
Chris Smith-EOIII
Donald Hall-EOIII
Brandon Brown-EOIII
Alvin Dale-EOIII
Dylan J. Hogge-EOII
C.J. Blair-Hopper

- NOTES AND ASSUMPTIONS:
- Currently six staff members are assigned to the twice-a-week residential garbage service - they represent 25% of the department staffing.
  - We are currently conducting counts to determine the exact number of auto-collected twice-a-week residential customers vs. backdoor serviced customers.
  - Auto collection is our most efficient and low cost per unit service provided - auto truck can service an average of 80 cans per hour.
  - Auto-collect operates on 4-10 hour shifts. 75% of the shift is on-route collecting - the remaining 25% is consumed for pretrip inspection, transfer drop-offs (avg. 4) and truck cleanup and shutdown.
  - For purposes of cost comparisons 75% of the residential billing units will be used for households to be serviced.
  - Sanitation budgets are all encompassing of Garbage, Trash, Recycle, Transfer and Landfill operations - as stated Garbage includes auto-collected, backdoor and commercial accounts.
  - For purposes of cost comparisons 30% of the overall operating budget (less salaries) will be assigned to twice-a-week residential garbage collection.

## Operations Analysis of Twice-A-Week vs. Once-A-Week Residential Service - Based on 2019 Budget

2019 Projected Sanitation Salaries w/OH	\$1,409,025.00	25% of Salaries =	\$352,256.25
2019 Projected Sanitation Operating Costs	\$810,346.00	(Less Landfill Charges of \$288K) =	\$522,346.00
		30% of Operating=	\$156,703.80

With Twice-A-Week Service

Cust. to Service (75%) = 7334 Days to Service = 2 Cust. per Day = 3667 Hours Req @ 80carts/hr = 45.84<sup>1</sup> Truck Units Req = 6  
(1 - based on 7.5 hours on collection route)

With Once-A-Week Service

Cust. to Service (75%) = 7334 Days to Service = 4 Cust. per Day = 1834 Hours Req @ 80carts/hr = 22.92<sup>2</sup> Truck Units Req = 4  
(2 - based on 6.5 hours on collection route)

	2x Week	1x Week	% Reduction	Reduction in Salaries w/OH	Reduction in Operating	Total Savings
Reduction in Operators & Trucks Required	6	4	33.33%	\$117,418.75	\$52,234.60	\$169,653.35

Summary		With 2x Week	Cost Savings	With 1x Week
Expense	2019	\$2,219,371.00	\$169,653.35	\$2,049,717.65
Income	2019	\$1,911,478.58	\$0.00	\$1,911,478.58
Cost Ratio	2019	86.13%	N/A	93.26%

Actual 09/30/2019 Customer Units

VOLANTA PARK



1,160 Feet

580

290

0

**Monday, September 30, 2019**

**Volanta Park Baseball and Parking Expansion Concepts:**

Written by: Pat White – Director of Parks and Recreation, City of Fairhope, AL

- Design and construct 4 youth baseball fields @ 200-225 ft fence for age groups 9-10 and 11-12 @ the Northeast corner of property along the boundaries of Greeno road and Colonial Acres subdivision. (Approx. 5 acres)
- Design and construct a concessions / restroom facility and batting cages for these fields.
- Restructure the parking areas to the East and North of the Recreation Center / Pool to create a more organized and efficient parking area that utilizes all of the currently wasted space. (Approx. 4 acres) Estimated 500-600 spaces
- Eliminate the “Front Field” @ the Volanta entrance to create a more organized and efficient parking area.
- Restructure the entrance and parking areas of Volanta according to the Masterplan to create an estimated 450 spaces.

The two critical needs for Volanta park are additional fields for baseball and parking for all events. These concepts being presented would address both needs for the foreseeable future of the park.

The addition of 4 fields would allow for every age group to have 2 designated fields for practices and games. This would keep baseball together at one park where we currently have a maintenance facility, the necessary equipment, and the man-power.

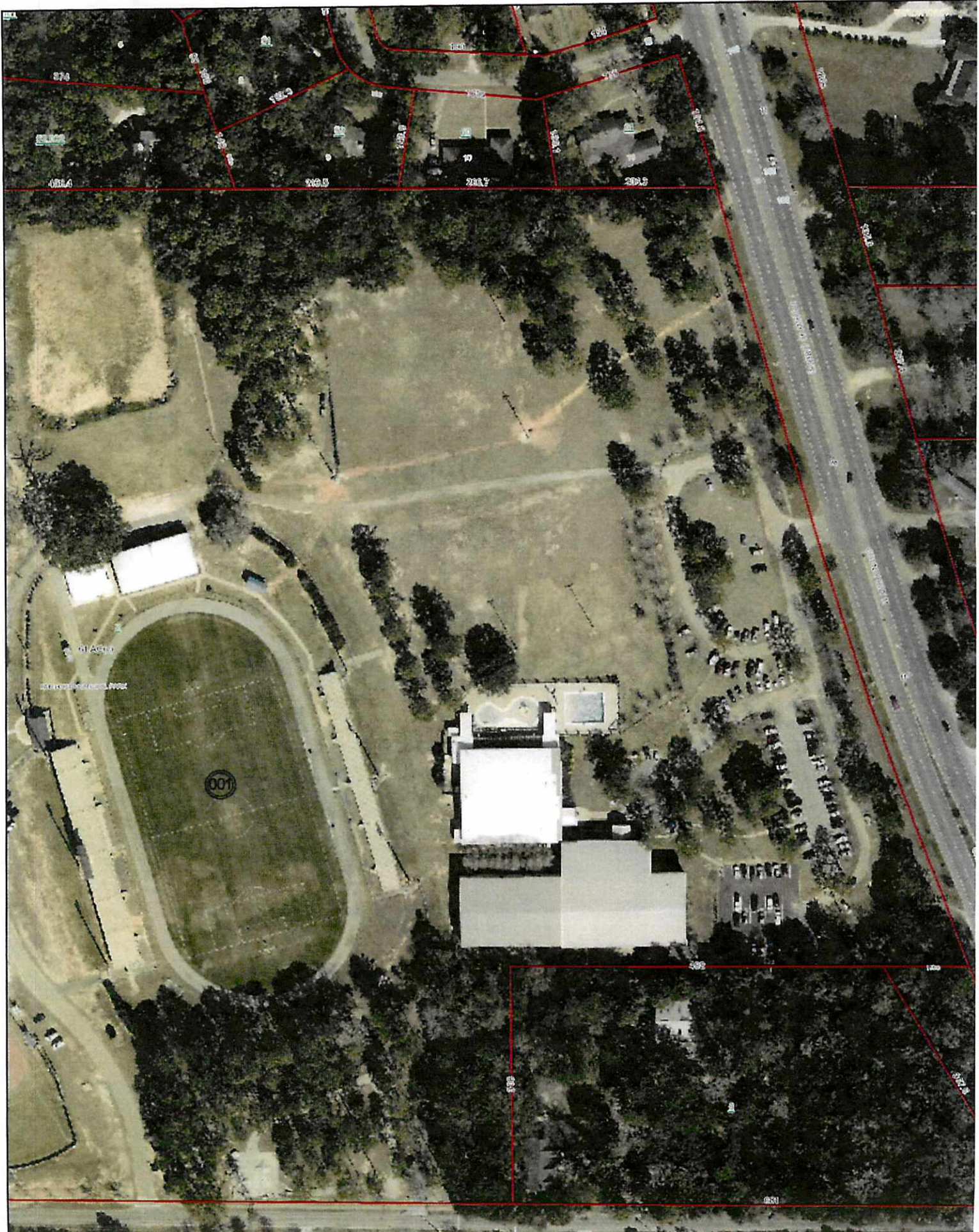
The restructuring of the parking areas off Greeno Rd and Volanta entrances would greatly increase our parking spaces by utilizing the currently wasted space, and would greatly enhance the overall perception and appearance of our park.

Cost Estimations for Volanta Park Enhancement Concepts:

- Construction of 4 youth **baseball** fields 150K
- Lighting of 4 fields 480K
- Construction of concessions / restrooms 85K
- Restructuring and landscaping of parking areas 750K
- Construction of dugouts / backstops / batting cages 120K

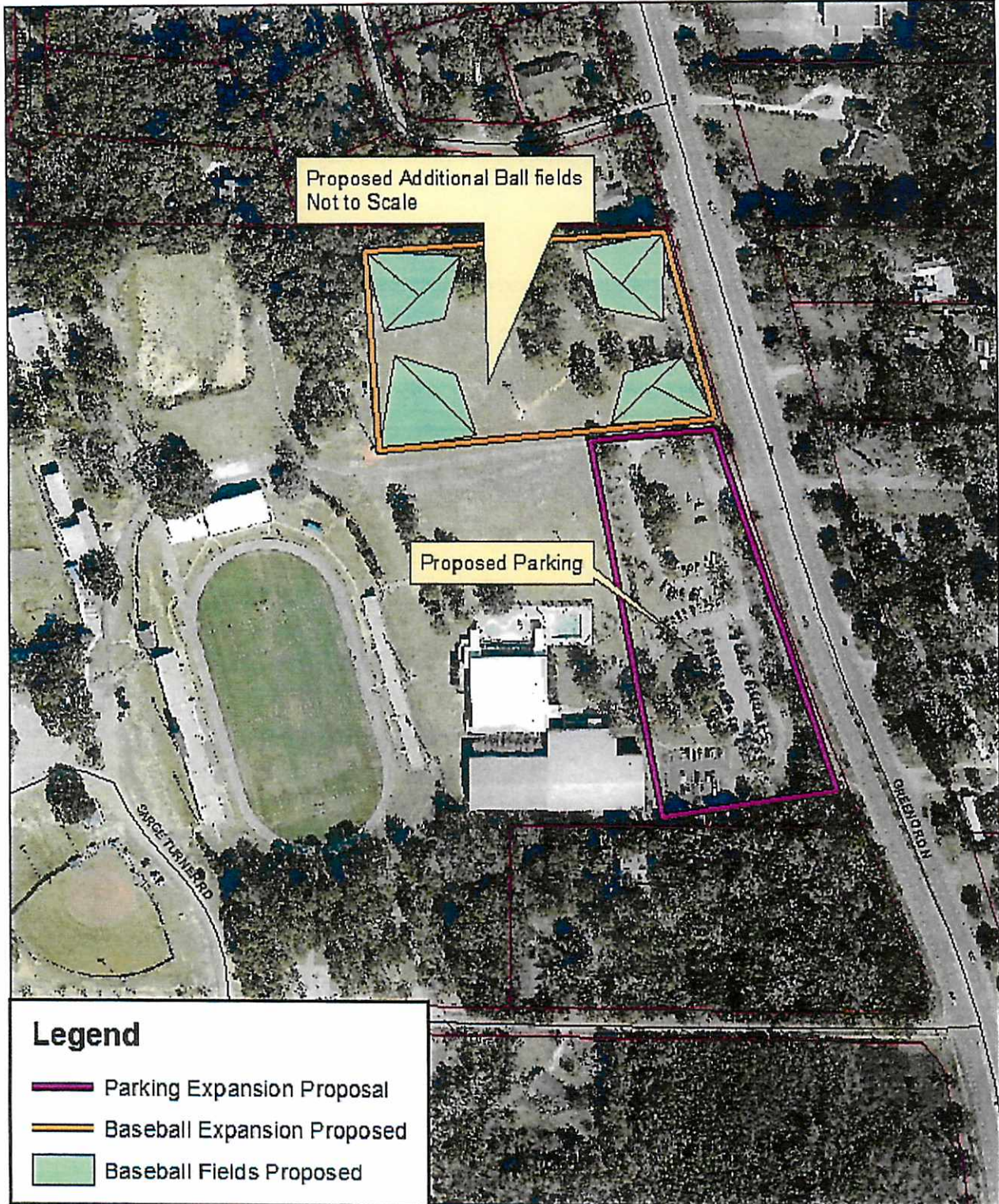
**Total Estimation of Project: 1.585M**

# Viewer Map





# VOLANTA PARK: Proposals



**City of Fairhope Water and Sewer Department**

Category	Actual FY 2016	Actual FY 2017	Actual FY 2018	Actual 8/2019	Budget FY2019	Estimated Growth Rate	Projected FY 2020	Projected FY 2021	Projected FY 2022	Projected FY 2023	Projected FY 2024
Sales and Services	\$ 9,870,899	\$ 10,169,787	\$ 10,053,167	\$ 9,810,538	\$ 10,672,074	2.0%	10,809,789	11,025,985	11,246,504	11,471,435	11,700,863
Other charges, sales and receipts	\$ 1,293,598	\$ 1,703,143	\$ 1,627,321	\$ 1,514,168	\$ 1,456,950	2.0%	1,528,300	1,558,866	1,590,043	1,621,844	1,654,281
Interest income	\$ 676	\$ 6,479	\$ 28,219	\$ 37,853	\$ 4,000		32,000	32,000	32,000	32,000	32,000
<b>Total Revenue</b>	<b>\$ 11,165,173</b>	<b>\$ 11,879,409</b>	<b>\$ 11,708,708</b>	<b>\$ 11,362,558</b>	<b>\$ 12,133,024</b>	<b>N/A</b>	<b>12,370,089</b>	<b>12,616,851</b>	<b>12,868,548</b>	<b>13,125,279</b>	<b>13,387,144</b>
<b>Operations Expenses</b>											
Energy Purchases	\$ 754,934	\$ 608,312	\$ 557,519	\$ 546,494	\$ 675,000	2.0%	575,000	586,500	598,230	610,195	622,398
Compensation & Benefits	\$ 1,536,961	\$ 1,608,028	\$ 1,857,457	\$ 1,945,444	\$ 2,161,189	3.0%	2,688,890	2,769,557	2,852,643	2,938,223	3,026,369
Operating	\$ 2,004,893	\$ 2,193,566	\$ 2,511,227	\$ 2,425,200	\$ 2,310,791	2.0%	2,748,849	2,803,826	2,859,902	2,917,101	2,975,443
Interest expense	\$ 354,266	\$ 562,489	\$ 410,275	\$ 304,764	\$ 425,000	Schedule	400,000	347,709	313,740	265,600	215,959
Community development	\$ 282,616	\$ 228,748	\$ -	\$ -	\$ -		0				
Bad Debt	\$ -	\$ -	\$ 69,211	\$ 18,750	\$ 25,000	Fixed	70,000	70,000	70,000	70,000	70,000
Depreciation Expenses	\$ 1,201,628	\$ 1,424,345	\$ 1,507,838	\$ 1,116,692	\$ 1,535,000	1.0%	1,535,000	1,550,350	1,565,854	1,581,512	1,597,327
<b>Total Oper. Expenses</b>	<b>\$ 6,135,299</b>	<b>\$ 6,625,489</b>	<b>\$ 6,913,527</b>	<b>\$ 6,357,345</b>	<b>\$ 7,131,980</b>	<b>N/A</b>	<b>8,017,739</b>	<b>8,127,942</b>	<b>8,260,370</b>	<b>8,382,629</b>	<b>8,507,497</b>
<b>Revenue Minus Op Exp</b>	<b>\$ 5,029,874</b>	<b>\$ 5,253,920</b>	<b>\$ 4,795,180</b>	<b>\$ 5,005,213</b>	<b>\$ 5,001,044</b>	<b>N/A</b>	<b>4,352,350</b>	<b>4,488,909</b>	<b>4,608,178</b>	<b>4,742,649</b>	<b>4,879,648</b>
<b>Other Sources/Uses</b>											
<b>Other Sources</b>											
Borrowed Funds	\$ -	\$ -	\$ -	\$ -	\$ -	Variable	0	0	0	0	0
Transfer from Gas	\$ -	\$ -	\$ -	\$ -	\$ -		0				
<b>Total Other Sources</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>N/A</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Other Uses</b>											
Administrative Cost Paid To Gen Fund	\$ 954,000	\$ 954,000	\$ 666,666	\$ 698,500	\$ 762,000	3.0%	851,000	876,530	902,826	929,911	957,808
Collection cost/Revenue Dept	\$ 657,000	\$ 657,000	\$ 149,000	\$ 125,583	\$ 137,000	3.0%	160,000	164,800	169,744	174,836	180,081
Transfer to General Fund	\$ 1,130,055	\$ 900,000	\$ 1,500,000	\$ 225,500	\$ 246,000		0	0	0	0	0
Transfer to General Fund for Comm Dev	\$ -	\$ -	\$ -	\$ 661,833	\$ 722,000	Fixed	267,000	254,000	254,000	254,000	254,000
Transfers In/Out Capital Purchases	\$ -	\$ -	\$ -	\$ 104,500	\$ -						
Warrant & Lease Payments	\$ -	\$ -	\$ -	\$ 766,449	\$ 766,449	Per Schedule	927,278	652,257	1,504,476	1,552,086	1,652,067
Reserve for Capital Purchases	\$ -	\$ -	\$ -	\$ 209,776	\$ 410,344	Fixed	1,248,544	500,000	500,000	500,000	500,000
Reserve for System Upgrades	\$ -	\$ -	\$ -	\$ 1,814,090	\$ 225,000	Per Plan	3,977,000	4,373,000	1,885,000	1,870,000	730,000
Reserve for Capital Improvement (Ordinance)	\$ -	\$ -	\$ -	\$ 632,950	\$ 500,000	2.0%	667,500	680,850	694,467	708,356	722,523
<b>Total Other Uses</b>	<b>\$ 2,741,055</b>	<b>\$ 2,511,000</b>	<b>\$ 2,315,666</b>	<b>\$ 5,239,181</b>	<b>\$ 3,768,793</b>	<b>0.0%</b>	<b>8,098,322</b>	<b>7,501,437</b>	<b>5,910,513</b>	<b>5,989,189</b>	<b>4,996,480</b>
Net Other Sources/Uses	(2,741,055)	(2,511,000)	(2,315,666)	(5,239,181)	(3,768,793)	N/A	(8,098,322)	(7,501,437)	(5,910,513)	(5,989,189)	(4,996,480)
Excess/(Deficit) for Year	<b>2,288,819</b>	<b>2,742,920</b>	<b>2,479,514</b>	<b>(233,968)</b>	<b>1,232,252</b>	<b>N/A</b>	<b>(3,745,972)</b>	<b>(3,012,528)</b>	<b>(1,302,335)</b>	<b>(1,246,540)</b>	<b>(116,832)</b>
<b>Add back Bad Debt and Depreciation Exp</b>				<b>\$ 1,135,442</b>	<b>\$ 1,560,000</b>		<b>\$ 1,605,000</b>	<b>\$ 1,620,350</b>	<b>\$ 1,635,854</b>	<b>\$ 1,651,512</b>	<b>\$ 1,667,327</b>
<b>Net Excess/(Deficit)</b>				<b>901,474</b>	<b>2,792,252</b>		<b>(2,140,972)</b>	<b>(1,392,178)</b>	<b>333,519</b>	<b>404,972</b>	<b>1,550,495</b>
<b>Cash Balances</b>											
	<i>As of 9/30/16</i>	<i>As of 9/30/17</i>	<i>As of 9/30/18</i>	<i>As of 8/31/19</i>							
Cash - Operating	\$ 22,409	\$ 1,104,816	\$ 633,091	\$ 5,877,956							
Cash - Pooled Depository	\$ 24,837	\$ 222,341	\$ 4,418,098	\$ 192,040							
Cash-Utility Reserve Fund	\$ 134,430	\$ 134,509	\$ -	\$ -							
Cash - Superfund-Wtr Tap Res	\$ 537,270	\$ 1,007,741	\$ 1,519,537	\$ 2,049,894							<i>*Restricted to Capital Replacement and Improvements Water System only</i>
Cash - Savings-Sewer Tap Fee	\$ 398,789	\$ 399,022	\$ 810,141	\$ 811,750							<i>*Restricted to Capital Replacement and Improvements Sewer System only</i>
Cash - Second Utility Reserve	\$ 426,501	\$ 792,719	\$ 551,965	\$ 556,534							
Cash - WS Customer Deposit Res	\$ -	\$ -	\$ 395,063	\$ 395,847							
Cash - Spec Sewer Tap Fee Money	\$ 410,377	\$ 410,377	\$ -	\$ -							
Cash - Southtrust-Superfund	\$ 18,271	\$ 18,282	\$ -	\$ -							
Cash - Electric Customer Deposit Reserve	\$ -	\$ -	\$ -	\$ -							
<b>Total Cash</b>	<b>\$ 1,972,885</b>	<b>\$ 4,089,807</b>	<b>\$ 8,327,894</b>	<b>\$ 9,884,021</b>							
<b>Targeted Reserved Fund Balance</b>		<b>\$ 2,232,899</b>	<b>\$ 2,374,586</b>	<b>\$ 2,336,098</b>	<b>\$ 2,264,941</b>		<b>2,425,805</b>	<b>2,467,618</b>	<b>2,516,970</b>	<b>2,567,310</b>	<b>2,618,656</b>

Notes:  
Recommended Targeted Reserve Fund 20% of annual revenue

**GF Lease #001-0001172-001 2018 Peterbilt**

<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
07/11/18				292,232.00
07/11/19	94,312.31	9,497.54	103,809.85	197,919.69
07/11/20	97,377.46	6,432.39	103,809.85	100,542.23
07/11/21	100,542.23	3,267.62	103,809.85	-
	<u>292,232.00</u>	<u>19,197.55</u>	<u>311,429.55</u>	

**GF Lease #001-0001172-002 2018 Freightliner**

<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
3/1/2019				148,797.52
3/1/2020	47,826.39	5,386.14	53,212.53	100,971.13
3/1/2021	49,597.76	3,614.77	53,212.53	51,373.37
3/1/2022	<u>51,373.37</u>	<u>1,839.17</u>	<u>53,212.54</u>	-
	148,797.52	10,840.08	159,637.60	

**GF Lease #001-0001172-003 2018 Freightliner**

<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
7/1/2019				231,540.00
7/1/2020	74,861.14	6,866.71	81,727.85	156,678.86
7/1/2021	77,231.16	4,496.69	81,727.85	79,447.70
7/1/2022	<u>79,447.70</u>	<u>2,280.15</u>	<u>81,727.85</u>	-
	231,540.00	13,643.55	245,183.55	

**GF Lease #001-0001172-004 Cat Excavator 316FL**

<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
8/12/2019				169,565.37
8/1/2020	55,034.40	4,667.76	59,702.16	114,530.97
7/1/2021	56,459.34	3,251.91	59,711.24	58,071.63
7/1/2022	<u>58,071.64</u>	<u>1,648.72</u>	<u>59,720.35</u>	(0.00)
	169,565.37	9,568.39	179,133.76	

**GF Lease #001-0001172-004 Cat Wheel Loader**

<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
8/12/2019				204,113.62
8/1/2020	66,266.94	5,620.45	71,887.39	137,846.68
7/1/2021	67,971.74	3,915.62	71,887.36	69,874.94
7/1/2022	<u>69,874.94</u>	<u>1,985.22</u>	<u>71,860.17</u>	(0.00)
	204,113.62	11,521.29	215,634.91	

**GF Lease #001-0001172-005 2020 Freightliner**

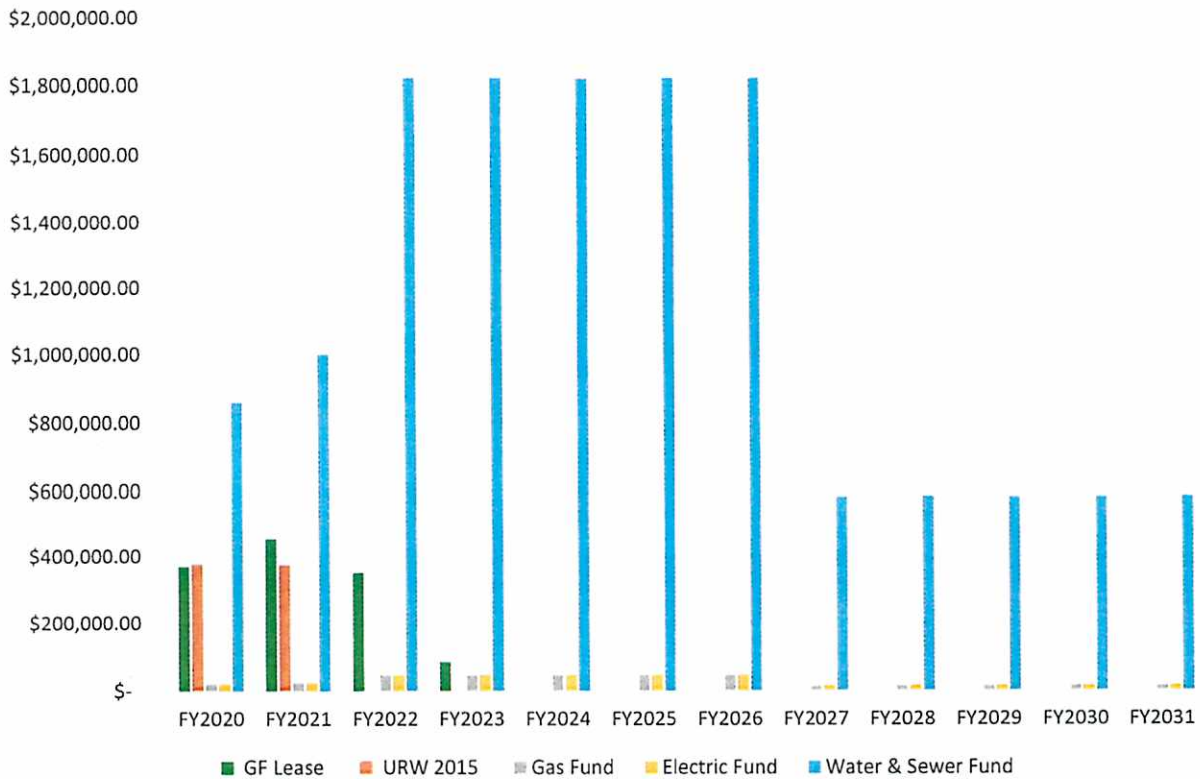
<u>Date</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Pymt</u>	<u>Balance</u>
9/25/2019				236,912.00
10/15/2020	76,524.07	7,102.10	83,626.17	160,387.93
10/15/2021	79,071.15	4,555.02	83,626.17	81,316.78
10/15/2022	<u>81,316.78</u>	<u>2,309.40</u>	<u>83,626.18</u>	-
	236,912.00	13,966.52	250,878.52	

1,283,160.51      78,737.38      1,361,897.89

## Debt Payment by Year

	URW 2011				
	GF Lease	URW 2015	Gas Fund	Electric Fund	Water & Sewer Fund
FY2020	\$ 370,339.78	\$ 376,657.75	\$ 21,609.01	\$ 21,609.01	\$ 860,924.49
FY2021	453,975.00	373,903.50	25,098.91	25,098.91	999,965.92
FY2022	350,147.08		45,636.81	45,636.81	1,818,216.38
FY2023	83,626.18		45,623.49	45,623.49	1,817,685.53
FY2024	-		45,572.52	45,572.52	1,815,654.96
FY2025			45,603.92	45,603.92	1,816,905.91
FY2026			45,589.13	45,589.13	1,816,316.74
FY2027			14,601.82	14,601.82	581,751.35
FY2028			14,673.29	14,673.29	584,598.43
FY2029			14,612.07	14,612.07	582,159.61
FY2030			14,657.18	14,657.18	583,956.88
FY2031	-	-	14,687.24	14,687.24	585,154.28
	1,258,088.04	750,561.25	347,965.39	347,965.39	13,863,290.47

### DEBT PAYMENTS BY YEAR FY2020-FY2031



	2017 ACTUALS	2019 ACTUALS	DIFF 17'-19'	DIFF 2 YEARS
<b>REVENUE</b>				
PROPERTY TAX	\$5,173,634	\$5,898,419	\$724,785	14.01%
LOCAL TAX	\$9,507,999	\$10,586,855	\$1,078,856	11.35%
LICENSES AND PERMITS	\$3,952,001	\$4,567,220	\$615,219	15.57%
FINES AND FORFEIT.	\$284,893	\$285,306	\$413	0.14%
ADULT RECREATION	\$44,454	\$37,275	-\$7,179	-16.15%
RECREATION DEPARTMENT	\$504,316	\$440,498	-\$63,818	-12.65%
GOLF DEPARTMENT	\$1,152,369	\$1,096,076	-\$56,293	-4.88%
STATE OF ALABAMA	\$326,614	\$334,849	\$8,235	2.52%
INTEREST AND RENTS	\$332,913	\$266,374	-\$66,539	-19.99%
MARINA REVENUE	\$0	\$394,909	\$394,909	
CHARGES FOR SERVICE	\$5,692,159	\$4,577,176	-\$1,114,983	-19.59%
OTHER REVENUE	\$185,193	\$166,205	-\$18,988	-10.25%
<b>PROJECTED TOTAL REVENUE</b>	<b>\$27,156,545</b>	<b>\$28,651,162</b>	<b>\$1,494,617</b>	<b>5.50%</b>
<b>EXPENDITURES</b>				
GENERAL GOVERNMENT	\$4,566,851	\$3,639,858	-\$926,993	-20.30%
JUDICIAL		\$251,237	\$251,237	
POLICE DEPARTMENT	\$5,345,631	\$6,154,254	\$808,623	15.13%
FIRE DEPARTMENT	\$477,390	\$881,645	\$404,255	84.68%
ECON AND COMMUNITY DEVELOPMENT	\$1,593,808	\$1,969,658	\$375,850	23.58%
PARKS AND RECREATION	\$3,399,331	\$4,466,258	\$1,066,927	31.39%
PLANNING & DEVELOPMENT	\$970,575	\$1,474,225	\$503,650	51.89%
PUBLIC WORKS	\$5,623,103	\$6,828,726	\$1,205,623	21.44%
DISCOUNTED UTILITY SERVICE TO CITY		-\$253,976	-\$253,976	
<b>TOTAL GOVERNMENT EXPENDITURES</b>	<b>\$21,976,689</b>	<b>\$25,411,885</b>	<b>\$3,435,196</b>	<b>15.63%</b>
<b>APPROPRIATIONS AND TRANSFERS</b>				
PUBLIC LIBRARY	\$818,477	\$818,477	\$0	
BALDWIN COUNTY TRANSIT HUB	\$33,900	\$27,600	-\$6,300	-18.58%
THE HAVEN	\$65,000	\$65,000	\$0	0.00%
AIRPORT	\$342,000	\$320,000	-\$22,000	-6.43%
LEASE PURCHASE	\$64,192	\$52,438	-\$11,754	-18.31%
TRANSFERS TO DEBT SERVICE	\$1,697,100	\$3,318,486	\$1,621,386	95.54%
TRANSFERS TO CAPITAL PROJECTS	\$1,958,304	\$1,143,500	-\$814,804	-41.61%
<b>TOTAL APPROPRIATIONS AND TRANSFERS</b>	<b>\$4,978,973</b>	<b>\$5,745,501</b>	<b>\$766,528</b>	
<b>TOTAL REVENUES</b>				
MUNICIPAL CAPITAL IMPROVEMENT FUND	\$0	\$0	\$0	
UTILITY TRANSFERS FOR OPERATING	\$2,719,583	\$510,000	-\$2,209,583	
UTILITY TRANSFERS FOR CITY CAPITAL PURCHASES	\$0	\$0	\$0	
PROPOSED UTILITY PILOT FEE	\$0	\$1,128,000	\$1,128,000	
TRANSFERS FROM IMPACT FEES	\$12,977	\$121,058	\$108,081	
FUNDING FOR CORRECTIONS CAPITAL PURCHASES	\$0	\$0	\$0	
<b>TOTAL REVENUES PLUS TRANSFERS</b>	<b>\$29,889,105</b>	<b>\$30,410,220</b>	<b>\$375,850</b>	
<b>TOTAL EXPENDITURES</b>	<b>\$26,955,662</b>	<b>\$31,157,386</b>		
<b>SURPLUS/DEFICIT</b>	<b>\$2,933,443</b>	<b>-\$747,166</b>		

	2019 ACTUALS	2020 BUDGET	DIFF 1 YEAR	DIFF 1 YEAR
<b>REVENUE</b>				
PROPERTY TAX	\$5,898,419	\$6,355,000	\$456,581	7.74%
LOCAL TAX	\$10,586,855	\$11,016,232	\$429,377	4.06%
LICENSES AND PERMITS	\$4,567,220	\$4,719,500	\$152,280	3.33%
FINES AND FORFEIT.	\$285,306	\$308,000	\$22,694	7.95%
ADULT RECREATION	\$37,275	\$38,500	\$1,225	3.29%
RECREATION DEPARTMENT	\$440,498	\$447,000	\$6,502	1.48%
GOLF DEPARTMENT	\$1,096,076	\$1,106,000	\$9,924	0.91%
STATE OF ALABAMA	\$334,849	\$330,000	-\$4,849	-1.45%
INTEREST AND RENTS	\$266,374	\$367,501	\$101,127	37.96%
MARINA REVENUE	\$394,909	\$399,200	\$4,291	1.09%
CHARGES FOR SERVICE	\$4,577,176	\$5,031,500	\$454,324	9.93%
OTHER REVENUE	\$166,205	\$616,000	\$449,795	270.63%
<b>PROJECTED TOTAL REVENUE</b>	<b>\$28,651,162</b>	<b>\$30,734,433</b>	<b>\$2,083,271</b>	<b>7.27%</b>
<b>EXPENDITURES</b>				
GENERAL GOVERNMENT	\$3,639,858	\$4,578,469	\$938,611	25.79%
JUDICIAL	\$251,237	\$313,166	\$61,929	24.65%
POLICE DEPARTMENT	\$6,154,254	\$7,498,796	\$1,344,542	21.85%
FIRE DEPARTMENT	\$881,645	\$739,017	-\$142,628	-16.18%
ECON AND COMMUNITY DEVELOPMENT	\$1,969,658	\$2,084,912	\$115,254	5.85%
PARKS AND RECREATION	\$4,466,258	\$5,638,048	\$1,171,790	26.24%
PLANNING & DEVELOPMENT	\$1,474,225	\$1,769,508	\$295,283	20.03%
PUBLIC WORKS	\$6,828,726	\$7,567,762	\$739,036	10.82%
DISCOUNTED UTILITY SERVICE TO CITY	-\$253,976	-\$250,976	\$3,000	-1.18%
<b>TOTAL GOVERNMENT EXPENDITURES</b>	<b>\$25,411,885</b>	<b>\$29,938,702</b>	<b>\$4,526,817</b>	<b>17.81%</b>
<b>APPROPRIATIONS AND TRANSFERS</b>				
PUBLIC LIBRARY	\$818,477	\$818,477	\$0	
BALDWIN COUNTY TRANSIT HUB	\$27,600	\$27,600	\$0	
THE HAVEN	\$65,000	\$65,000	\$0	
AIRPORT	\$320,000	\$320,000	\$0	
LEASE PURCHASE	\$52,438	\$69,820	\$17,382	
TRANSFERS TO DEBT SERVICE	\$3,318,486	\$671,000	-\$2,647,486	
TRANSFERS TO CAPITAL PROJECTS	\$1,143,500	\$0	-\$1,143,500	
<b>TOTAL APPROPRIATIONS AND TRANSFERS</b>	<b>\$5,745,501</b>	<b>\$1,971,897</b>	<b>-\$3,773,604</b>	
<b>TOTAL REVENUES</b>				
MUNICIPAL CAPITAL IMPROVEMENT FUND	\$0	\$0	\$0	
UTILITY TRANSFERS FOR OPERATING	\$510,000	\$0	-\$510,000	
UTILITY TRANSFERS FOR CITY CAPITAL PURCHASES	\$0	\$0	\$0	
PROPOSED UTILITY PILOT FEE	\$1,128,000	\$513,000	-\$615,000	
TRANSFERS FROM IMPACT FEES	\$121,058	\$524,521	\$403,463	
FUNDING FOR CORRECTIONS CAPITAL PURCHASES	\$0	\$154,450	\$154,450	
<b>TOTAL REVENUES PLUS TRANSFERS</b>	<b>\$30,410,220</b>	<b>\$31,926,404</b>	<b>\$1,516,184</b>	
<b>TOTAL EXPENDITURES</b>	<b>\$31,157,386</b>	<b>\$31,910,599</b>	<b>\$753,213</b>	
<b>SURPLUS/DEFICIT</b>	<b>-\$747,166</b>	<b>\$15,805</b>		

## COUNCIL ADJUSTMENTS 9/30/2019

### REVENUES

Adjustments were made based on 2019 Revenue Actual short by \$800,000.

### EXPENDITURES

#### GENERAL GOVERNMENT

PG 3 Add \$52,600 Mayor and \$12,000 for council to salaries \$64,600

#### FIRE DEPARTMENT

PG 7 Add \$331,000 for portion of new fire truck \$331,000

#### PARKS & RECREATION

PG 11 Add \$590,000 from Sales Tax to repay Rainy Day Fund for recreation land

#### PUBLIC WORKS

PG 18 Add \$350,000 for equipment purchases \$350,000 1/3 of cost of requested equipment/vehicles

#### LIBRARY

PG 20 Add \$40,924 to appropriations \$40,924

<b>Capital Project Fund Balances</b>	<b>9/30/2019</b>	<b>Capital Projects Use</b>	<b>Notes</b>
Investment CD - Savings	1,065,146.07	1,065,146.07	
Reserve-AG Edwards	639,635.07	639,635.07	
Municipal Capital Improvement	769,190.88	769,190.88	
Correction Fund - Savings	217,602.27	217,602.27	For Jail/Court only
Capital Projects Fund	1,846,790.31	1,846,790.31	
Impact Fee Police	295,114.64	295,114.64	Restricted to Police new
Impact Fee Fire	959,296.84	959,296.84	Restricted to Fire new
Impact Fee Transportation	807,846.56	807,846.56	Restricted to Transportation/resurfacing
Impact Fee Parks/Rec	1,522,681.94	1,522,681.94	Restricted to Parks new
Total for City Projects/Maintenance	8,123,304.58		
<b><u>Current City Capital Maintenance Needs</u></b>			
City Hall roof,maintenance & awning replacement (bar		1,300,000.00	Want to sink more into an obsolete blding?
Public Works roof & maintenance		400,000.00	
Police Patrol Precinct East		700,000.00	
Welcome Center (bare min), up to \$1M		150,000.00	
Quail Creek Club House new roof		30,000.00	
Nix Center (fresh air intack replace & roofing associatec		60,000.00	
Haven termite damage & roof		25,000.00	
Parks & Rec Bathrooms / ADA Compliant & Upgrades		250,000.00	\$50k/yr for 5 years
Rec Pool Building structural deficiencies		600,000.00	



## IMPACT FEES

<b>CASH BALANCE 9/30/20</b>	
Operating-Police	\$295,115
Operating-Fire	\$959,297
Operating-Transportation	\$807,847
Operating-Parks/Rec	<u>\$1,522,692</u>
<b>TOTAL CASH BALANCE</b>	<b>\$3,584,950</b>

<b>2020 PROJECTED REVENUES</b>	
Cash Acct-Police	40,000
Cash Acct-Fire	225,000
Cash Acct-Transportation	250,000
Cash Acct-Recreation	550,000
Interest Income	65,000
<b>TOTAL REVENUES</b>	<b>\$1,130,000</b>

<b>2020 BUDGET EXPENDITURES</b>	
Police - See A	\$109,416
Fire	-
Transportation -See B	950,000
Recreation -See C	725,105
<b>TOTAL EXPENDITURES</b>	<b>\$1,784,521</b>

<b>PROJECTED END OF FY2020</b>	
Police	\$225,699
Fire	\$1,184,297
Transportation	\$107,847
Recreation	<u>\$1,422,587</u>
<b>TOTAL PROJECTED</b>	<b>\$2,940,429</b>

<b>2020 BUDGETED EXPENDITURES</b>	
<i>Police A</i>	
Construct Ammunition Building	\$40,000
3 Additional In-Car Video Camera	15,990
Patrol Tahoe New Officer	53,426
	<u>\$109,416</u>
<i>Transportation B</i>	
FY2019 Resurfacing projects	500,000
FY2020 Resurfacing ProjectS	300,000
Roundabout at 104 and Section	150,000
	<u>\$1,750,000</u>
<i>Recreation C</i>	
Boys and Girls Club Play ground	\$150,000
ADA Platform/Ramps Stadium	160,000
Pro Gator Utility Vehicle	24,105
Expand tennis parking	91,000
BCBE payment K-1 Center Park	300,000
	<u>\$725,105</u>