AGENDA

Gainesville Work Session
Thursday, February 15, 2018, 9:00 AM
Administration Building, Board Room
300 Henry Ward Way, 3rd Floor
Mayor or Mayor Pro Tem Presides

BUDGET PRESENTATION(S)

	Keep Hall Beautiful	Shanda Sexton
	Elachee Nature Science Center	Andrea Timpone
	Gainesville/Hall '96	Robyn Lynch

DEPARTMENT ISSUES

Police	Resolution: Syfan Logistics, Inc. Donation	Carol Martin

CITY MANAGER ISSUES

	Resolution: Rules and Procedures for Adopting Ordinances	Bryan Lackey

MAYOR/COUNCIL ISSUES

Ex-Officio Report(s)

CITY ATTORNEY ISSUES

CITY CLERK ISSUES

EXECUTIVE SESSION

ADJOURNMENT

Final: Monday, February 12, 2018, 10:20 AM

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/1/2018

Presenter: Shanda Sexton

Item of Business: Keep Hall Beautiful

Meeting Date: 2/15/2018

Purpose of Request:
Keep Hall Beautiful FY2019 Budget Presentation. The City of Gainesville contracts with various Agencies to provide additional services not provided by the City.

History/Background:
Historically, the City of Gainesville has contracted with Keep Hall Beautiful for beautification services on right-of-ways.

Facts & Issues for Consideration:
Historically, the annual agreement with Keep Hall Beautiful has been for $15,000 a year, with quarterly disbursements. In FY2019, the request is for $20,000.

Department Recommendation:
A continued agreement with Keep Hall Beautiful is requested by the Agency.

Department Director:
Jeremy Perry

If funding is involved, are funds approved within the current budget?
No

Amount Requested:
$20,000

Source of Funds:
Funding will be considered as the City's FY2019 budget is developed.

Finance Comments:

Administrative Comments:

ATTACHMENTS:

	Description	Type
🗋	FY2019 Funding Request	Backup Material
🗋	FY18-FY19 Budget Comparison	Backup Material
🗋	Operating - Budget FY 2019	Backup Material
🗋	FY2019 Goals Updates and Comparison	Backup Material

Keep Hall Beautiful
FY 2019 Funding Request and Budget Proposal
City of Gainesville

Mission: *Working Together for a Clean,* ***Green*** *and Healthy Community*

Organization Description: Keep Hall Beautiful is a 501c3 and serves as the local certified affiliate of the national Keep America Beautiful System, as well as the state Keep Georgia Beautiful organizations. KHB is dedicated to educating citizens about environmental stewardship, providing traditional and nontraditional recycling opportunities, developing and fostering collaborative relationships with local and surrounding area organizations who support similar goals and missions, as well as providing a much needed community service program focused on local roadside clean-ups and illegal dumpsite removal. Through our volunteer projects, citizens are involved in community clean-ups, beautification efforts, special events, recycling and tree plantings.

1. Keep Hall Beautiful is requesting $20,000 from the City of Gainesville
2. Please see attached FY2019 Budget Proposal and Comparison.
4. Keep Hall Beautiful facilitates and participates in a wide variety of programs, activities and events throughout the year, including but not limited to:

COORDINATING AND FACILITATING HALL COUNTY GREEN ALLIANCE OPERATIONS:

- Create and distribute all marketing material
- Coordinate and facilitate all partner, workgroup and roundtable meetings
- Maintain website and social media accounts
- Grow membership and participation
- Coordinate and facilitate Hall County Green Alliance Awards Program
- Coordinate and record volunteer opportunities
- Research and apply for grant and award opportunities

ANNUAL PROGRAMS & EVENTS:

- America Recycles Day – (Keep America Beautiful Program)
- Earth Day events at local universities and schools
- Great American Cleanup – (Keep America Beautiful Program)
- Rivers Alive – (partnered with City of Gainesville Water Department)
- Shore Sweep – (partnership with Lake Lanier Association)
- Tree Replacement Fund – (grant program funded with proceeds of SCF)
- Arbor Day - (in conjunction with the Greater Hall Chamber of Commerce)
- Bring One for the Chipper – (Collaboration with Hall County and City of Gainesville Solid Waste)

ONGOING PROGRAMS & EVENTS:

- Frequent Community Clean-ups - (Clean Community Challenge)
- Rain Barrel Workshops - (partnered with City of Gainesville Water Department)
- Community Service Program – (In conjunction with Hall County Court System)

Keep Hall Beautiful also participates in a number of educational and community outreach projects, including but not limited to:

- **Presentations to local education and civic organizations**
- **Expos and Fairs** – i.e. Safe and Green, N. GA University System Volunteer Fair, West Hall Middle School Environmental Fair, Chamber Chase, Garden Expo, Chamber networking meetings, HCGA Meetings, Presentations to NGU Classes
- **Sit on local committees and boards for numerous organizations** – i.e., Hall County Green Alliance– (executive, partner committees as well as the education and outreach, land, water and air/energy workgroups and the Chamber of Commerce Beautification Committee

Keep Hall Beautiful is dedicated to continued internal growth and development therefore participates in numerous professional development opportunities, including but not limited to:

- 2018 KGB State Conferences
- 2018 Annual Georgia Recycling Coalition Conference
- Webinars and Conference Calls – (KAB, KGB and GRC)
- Local community Information sessions and roundtables (Code Enforcement, Storm Water, Community Gardens, CVB Meetings)

Through our various activities, programs and events Keep Hall Beautiful has been able to:
12 Month Cycle **-** (January – December 2018)

- Utilize 8,748 Adult Volunteer/Community Service Hours - (* Total Community Value of **$208,202.40)**
  - 1,662 within Gainesville City Limits – (*Total Community Value of $39,555.60)
- Collect 38,502 lbs. of recyclable materials off the roadsides and shorelines
  - 9,560 within Gainesville City Limits
- Collect 231,807 lbs. of litter and waste off the roadsides and shorelines (Over 100,000 more than last year)
  - 42, 807 lbs. within Gainesville City Limits
- Collect 414 tires off the roadsides and shorelines
- 544 Miles Cleaned
  - 147 miles cleaned within Gainesville City Limits
- 37 Illegal dumpsites cleared within Gainesville City Limits
- Other projects and programs within City of Gainesville
  - Square Litter Pickup - 32x
  - Square Planting and Beautification – 3x
  - Shore Sweep
  - Rivers Alive – Canceled Due to Hurricane Irma
  - Assisted with the community clean-up project

- Educate thousands of residents regarding environmental stewardship (litter prevention, recycling benefits and opportunities, water and energy conservation, composting, value of maintaining tree canopy etc…)
- Organize community roundtable sessions to become more informed and have a chance to discuss and work together on specific issues and projects within areas such as Storm Water and Code Enforcement which are multi-jurisdictional.

Keep Hall Beautiful continues to grow the Hall County Green Alliance through its projects and programs. Through this collaboration and merging of Governing Board Members, we have been able to accomplish many of the objectives set forth as Keep Hall Beautiful's organizational goals and internal aspirations. We now have a much larger participation and support network allowing us to grow our programs and services and better utilize our resources. We are also seeing a major increase in our collaborative efforts with other HCGA Partners, such as the Lake Lanier Association, Gainesville/Hall 96, and Lake Lanier CVB so we accomplished the once unmanageable projects such as the legendary "Styrofoam Graveyard".

5. Keep Hall Beautiful is dedicated to expanding the educational opportunities and services offered to the community. Many of the goals we set forth for our last fiscal year have progressed rapidly and the tasks are well underway or have been completed. The goals for this year's budget were based on continuing the trend of growth as well as organizational necessity, community necessity and fiscal responsibility.
   Please see attached Goals and Objectives FY2018 and FY2019 page comparison

6. Keep Hall Beautiful faces the same budgeting challenges as most local nonprofits. Therefore, proactive measures have been taken in order to prioritize and maximize the services currently being offered. We manage a three budget system which allows us to ensure we are operationally sound and are able to grow our programs and services through our fundraising efforts. We consistently strive to be good stewards of our financial resources and provide a higher rate of return from our contributions. Currently we are not financially relying on our reserves to balance our budget.

7. Keep Hall Beautiful has taken extensive measures to ensure all goals, objectives, tasks and efforts are in direct alignment with our mission of "Working together for a clean, green and healthy community." We use any and all opportunities to continue to grow support and awareness around environmental stewardship. Through the adoption of the Hall County Green Alliance and the hiring of a new staff person we have been able to expand our services and outreach opportunities without negatively impacting our operational budget. We have continuously been growing our programs, services and resources and foresee no negative community or budget impacts.

Thank you so much for your time and consideration!

Keep Hall Beautiful genuinely appreciates all of the support
The City of Gainesville has shown us throughout the years.
We are so proud to be a part of and serve such a beautiful and vibrant community.

Keep Hall Beautiful

Budget Comparison

Fiscal Year 2017 - 2018 Budget		Fiscal Year 2018 - 2019 Proposed Budget	

INCOME

40100 · Government Contributions - Total	140,438.00	40100 · Government Contributions - Total	145,438.00
40200 · Direct Public Support- Total	0.00	40200 · Direct Public Support- Total	0.00
40300 · Other Income- Total	0.00	40300 · Other Income- Total	0.00
Total Funding	140,438.00	Total Funding	145,438.00
Total Income	**140,438.00**	**Total Income**	**145,438.00**

EXPENSES

41100 - WAGES & PAYROLL EXPENSES			
41110 · Wages & Salaries - Total	81,520.00	41110 · Wages & Salaries - Total	91,000.00
41120 · Payroll Expenses - Total	23,549.00	41120 · Payroll Expenses - Total	19,713.00
41100 - Wages~Services~Support - Total	**105,069.00**	41100 - Wages & Professional Total	**110,713.00**
42000 - BUSINESS EXPENSES			
42020 · Professional Fees - Total	4,000.00	42020 · Professional Fees - Total	4,500.00
42022 · In-House Contractors - Total	6,203.00	42022 · In-House Contractors - Total	0.00
42025 · Marketing & Promotions	50.00	42025 · Marketing & Promotions	1,000.00
42030 · Dues, Memberships, Fees - Total	280.00	42030 · Dues, Memberships, Fees - Total	900.00
42042 · Liability Insurance – Total	1,200.00	42042 · Liability Insurance - Total	1,600.00
42014 – Contingency/Discretionary	7,500.00		
42000 - Business Expense - Total	19,233.00	42000 - Business Expense - Total	**8,000.00**

Keep Hall Beautiful

Budget Comparison

Fiscal Year 2017 - 2018 Budget		Fiscal Year 2018 - 2019 Proposed Budget	
43000 - OFFICE EXPENSES			
43010 · Office Space - Total	3,240.00	43000 · Office Space - Total	3,240.00
43020 · Telephone; Telecommunications - Total	7,213.00	43020 · Telephone; Telecommunications - Total	6,720.00
43030 · Computers & Office Equipment - Total	1,808.00	43030 · Computers & Office Equipment - Total	1,695.00
43040 · Printing - Total	0.00	43040 · Printing - Total	500.00
43050 · Office Provisions	1,646.00	43050 · Office Provisions	2,070.00
43060 · Office Repair & Maintenance - Total	0.00	43060 · Office Repair & Maintenance - Total	1,200.00
43000 - Office Expenses - Total	13,907.00	43000 - Office Expenses - Total	15,425.00
44000 - STAFF EXPENSES			
44010 · Auto Expense - Total	3,247.00	44010 · Auto Expense - Total	4,300.00
44020 · Training & Development - Total	0.00	44020 · Training & Development - Total	600.00
44030 · Other Staff Expenses - Total	45.00	44030 · Other Staff Expenses - Total	250.00
44000 - Staff Expenses - Total	3,292.00	44000 - Staff Expenses - Total	5,150.00
45000 - ADMINISTRATION			
45010 · Board Expenses - Total	1,705.00	45010 · Board Expenses - Total	2,050.00
45015 · D&O Insurance - Total	1,350.00	45015 · D&O Insurance – Total	1,600.00
		45031 – Community Project Development	1,000.00
		45033 – Community Project Year In Review Banquet	1,000.00
		45037 – Community Project Misc. Expenses	500.00
45000 - Administrative Expenses - Total	3,055.00	45000 - Administrative Expenses - Total	6,150.00
Total Expenses	144,556.00	Total Expenses	145,438.00

	2018			2019		
	BUDGET	ACTUAL	DIFFERENCE	BUDGET	DIFFERENCE	INCREASE OR DECREASE EXPLANATION
INCOME						Any changes made w/o an explanation were made after comparing the 2017 and the 2018 expenses.
40000 · OPERATING INCOME						
40100 · Government Contributions						
40110 · Hall County	120,438.00	120,438.00	0.00	120,438.00	0.00	
40120 · City of Gainesville	20,000.00	15,000.00	-5,000.00	20,000.00	(5,000.00)	Starting New Community Education & Involvement Programs
40130 · City of Oakwood	5,000.00	5,000.00	0.00	5,000.00	0.00	
40150 · Other Government	0.00	0.00	0.00	0.00	0.00	
Total 40100 · Government Contributions	145,438.00	140,438.00	-5,000.00	145,438.00	(5,000.00)	
40200 · Direct Public Support						
40201 · Corporate/Business Contributions	0.00	0.00	0.00	0.00	0.00	
40203 · Individual /Business Contributions	0.00	0.00	0.00	0.00	0.00	
40200 · Direct Public Support - Other	0.00	0.00	0.00	0.00	0.00	
Total 40200 · Direct Public Support	0.00	0.00	0.00	0.00	0.00	
40300 · Other Income						
40301 · Interest	0.00	0.00	0.00	0.00	0.00	
40305 · Proceeds	0.00	0.00	0.00	0.00	0.00	
40309 · Uncategorized	0.00	0.00	0.00	0.00	0.00	
Total 40300 · Other Income	0.00	0.00	0.00	0.00	0.00	
40400 · Offsets						
40401 Refunds	0.00	0.00	0.00	0.00	0.00	
40405 Uncategorized	0.00	0.00	0.00	0.00	0.00	
Total 40400 · Refunds deducted from income	0.00	0.00	0.00	0.00	0.00	
Total 40000 · OPERATING INCOME	***145,438.00***	***140,438.00***	***-5,000.00***	***145,438.00***	***(5,000.00)***	
EXPENSES						
41100 · PAYROLL						
41110 · Wages - Gross	76,000.00	81,520.00	-5,520.00	91,000.00	(15,000.00)	New E.D. Pay Rate & Salary Increase for Program Coord.
41120 · Payroll Expenses						
41121 · Federal Taxes - Company	6,125.00	8,125.00	-2,000.00	7,190.50	934.50	
41122 · SUTA	913.00	1,313.00	-400.00	1,147.50	165.50	
41123 · FUTA	0.00	0.00	0.00	0.00	0.00	
41125 · Workers Comp	4,000.00	6,812.00	-2,812.00	5,100.00	1,712.00	
41127 · Employee Benefits	2,850.00	2,231.00	619.00	0.00	2,231.00	
41128 · Payroll Services & Software	0.00	4,500.00	-4,500.00	6,000.00	(1,500.00)	Reallocated-No Longer In-House Contractor-Now CPA Firm
41129 · Misc. Expenses - Payroll	175.00	568.00	-393.00	275.00	293.00	
Total 41120 · Payroll Expenses	*14,063.00*	*23,549.00*	*-9,486.00*	*19,713.00*	3,836.00	
Total 41100 · PAYROLL	**90,063.00**	**105,069.00**	**-15,006.00**	**110,713.00**	**(5,644.00)**	
42000 · BUSINESS EXPENSES						
42010 · Financial						
42011 · Bank Fees	0.00	0.00	0.00	0.00	0.00	
42013 · Merchant Account Fees	0.00	0.00	0.00	0.00	0.00	
42014 · Contingency/Discretionary	0.00	7,500.00	-7,500.00	0.00	7,500.00	
42015 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00	
42019 · Misc. Expenses - Financial	0.00	0.00	0.00	0.00	0.00	
Total 42010 · Financial	*0.00*	*7,500.00*	*-7,500.00*	*0.00*	7,500.00	

	2018			2019		
	BUDGET	ACTUAL	DIFFERENCE	BUDGET	DIFFERENCE	INCREASE OR DECREASE EXPLANATION
EXPENSES (Con't)						
42020 · Professional Services						
42021 · Accounting/Consulting	3,975.00	4,000.00	-25.00	4,500.00	(500.00)	
42022 · In-House Contractors	31,920.00	6,203.00	25,717.00	0.00	31,920.00	Cut out 3 In-House Contractors-Brought in new ED & CPA
42023 · Legal	0.00	0.00	0.00	0.00	0.00	
42025 · Marketing & Promotions	950.00	50.00	900.00	1,000.00	(950.00)	Promote New & Existing Programs
42020 · Professional Services - Other	0.00	0.00	0.00	0.00	0.00	
Total 42020 · Professional Services	*36,845.00*	*10,253.00*	*26,592.00*	*5,500.00*	4,753.00	
42030 · Dues ~ Memberships ~ Fees						
42031 · Dues & Memberships	550.00	250.00	300.00	600.00	(350.00)	
42035 · Business Registration Fees	30.00	30.00	0.00	300.00	(270.00)	
Total 42030 · Dues ~ Memberships ~ Fees	*580.00*	*280.00*	*300.00*	*900.00*	(620.00)	
42040 · Misc. Expenses - Business						
42042 · Liability Insurance	1,000.00	1,000.00	0.00	1,400.00	(400.00)	
42045 · Donations & Grants	0.00	200.00	-200.00	200.00	0.00	
42040 · Misc. Expenses - Business - Other	0.00	0.00	0.00	0.00	0.00	
Total 42040 · Misc. Expenses - Business	*1,000.00*	*1,200.00*	*-200.00*	*1,600.00*	(400.00)	
Total 42000 · BUSINESS EXPENSES	**38,425.00**	**19,233.00**	**19,192.00**	**8,000.00**	**11,233.00**	
43000 · OFFICE EXPENSES						
43010 · Office Space						
43011 · Rent	3,240.00	3,240.00	0.00	3,240.00	0.00	
43013 · Utilities	0.00	0.00	0.00	0.00	0.00	
43015 · Misc. Expenses - Office Space	0.00	0.00	0.00	0.00	0.00	
Total 43010 · Office Space	*3,240.00*	*3,240.00*	*0.00*	*3,240.00*	0.00	
43020 · Telephone; Telecommunications						
43021 · Telephone - Monthly	3,420.00	1,020.00	2,400.00	0.00	1,020.00	
43021a · Telephone - Repair & Upgrade	100.00	0.00	100.00	0.00	0.00	
43023 · Cellular - Monthly	2,950.00	4,984.00	-2,034.00	5,000.00	(16.00)	Incorporated landline service with cellular company
43023a · Cellular - Repair & Upgrade	100.00	183.00	-83.00	300.00	(117.00)	
43025 · Internet	900.00	1,020.00	-120.00	1,120.00	(100.00)	
43027 · Misc. Expenses -Telecom	50.00	6.00	44.00	300.00	(294.00)	New Phones Need to Be Purchased for System Upgrade
Total 43020 · Telephone; Telecommunications	*7,520.00*	*7,213.00*	*307.00*	*6,720.00*	493.00	
43030 · Computers & Office Equipment						
43031 · Computer						
43031a · Computer & Website - Costs & Services	385.00	1,720.00	-1,335.00	695.00	1,025.00	
43031b · Computer Repair	0.00	0.00	0.00	200.00	(200.00)	
43031c · Misc. Expense - Computer	0.00	88.00	100.00	200.00	(112.00)	
Total 43031 · Computer	385.00	1,808.00	-1,235.00	1,095.00	713.00	
43033 · Office Equipment						
43033a · Office Equipment Purchases	25.00	0.00	25.00	600.00	(600.00)	Need to Purchase New Office Printers
43033c · Office Equipment Services	0.00	0.00	0.00	0.00	0.00	
Total 43033 · Office Equipment	25.00	0.00	25.00	600.00	(600.00)	
Total 43030 · Computers & Office Equipment	*410.00*	*1,808.00*	*-1,210.00*	*1,695.00*	113.00	

	2018			2019		
	BUDGET	ACTUAL	DIFFERENCE	BUDGET	DIFFERENCE	INCREASE OR DECREASE EXPLANATION
EXPENSES (Con't)						
43040 · Printing						
43041 · Printing Services Costs	0.00	0.00	0.00	500.00	(500.00)	Printing Flyers for New Programs
43047 · Misc. Expenses - Printing	0.00	0.00	0.00	0.00	0.00	
Total 43040 · Printing	*0.00*	*0.00*	*0.00*	*500.00*	(500.00)	
43050 · Office Provisions						
43051 · Paper	125.00	30.00	95.00	350.00	(320.00)	
43053 · Supplies - Other	375.00	40.00	335.00	520.00	(480.00)	Ink for printer, desk calendars, etc.
43055 · Software	100.00	1,007.00	-907.00	700.00	307.00	Allocating Correctly
43057 · Food & Beverages	130.00	377.00	-247.00	200.00	177.00	
43059 · Postage ~ Shipping ~ Box Rental	75.00	192.00	-117.00	300.00	(108.00)	Allocating Correctly
Total 43050 · Office Provisions	*805.00*	*1,646.00*	*-841.00*	*2,070.00*	(424.00)	
43060 · Office Repair & Maintenance						
43061 · Maintenance & Repair	0.00	0.00	0.00	400.00	(400.00)	
43063 · Furniture & Decor	0.00	0.00	0.00	500.00	(500.00)	
43065 · Misc. Expense - Maintenance	0.00	0.00	0.00	300.00	(300.00)	
Total 43060 · Office Repair & Maintenance	*0.00*	*0.00*	*0.00*	*1,200.00*	(1,200.00)	
Total 43000 · OFFICE EXPENSES	**11,975.00**	**13,907.00**	**-1,744.00**	**15,425.00**	**(1,518.00)**	
44000 · STAFF EXPENSES						
44010 · Auto Expense						
44011 · Mileage Reimbursement	750.00	215.00	535.00	300.00	(85.00)	
44015 · Fuel	1,500.00	1,225.00	275.00	1,800.00	(575.00)	
44016 · Auto Insurance	1,400.00	1,480.00	-80.00	1,600.00	(120.00)	
44017 · Auto - Other	0.00	327.00	-327.00	600.00	(273.00)	New Tires Needed For Company Truck
Total 44010 · Auto Expense	*3,650.00*	*3,247.00*	*403.00*	*4,300.00*	(1,053.00)	
44020 · Training & Development						
44021 · Meetings~Conferences~Seminars	0.00	0.00	0.00	475.00	(475.00)	
44027 · Misc. Expense - Staff Training	0.00	0.00	0.00	125.00	(125.00)	
Total 44020 · Training & Development	*0.00*	*0.00*	*0.00*	*600.00*	(600.00)	
44030 · Staff Expenses ~ Other						
44031 · Meals & Meetings - Staff	195.00	45.00	150.00	100.00	(55.00)	
44033 · Gifts & Awards - Staff	0.00	0.00	0.00	50.00	(50.00)	
44035 · Misc. Expenses - Staff	0.00	0.00	0.00	100.00	(100.00)	
Total 44030 · Staff Expenses ~ Other	*195.00*	*45.00*	*150.00*	*250.00*	(205.00)	
Total 44000 · STAFF EXPENSES	**3,845.00**	**3,292.00**	**553.00**	**5,150.00**	**(1,858.00)**	
45000 · ADMINISTRATION						
45010 · BOARD						
45011 · Training & Development						
45011a · Meetings~Conferences~Seminars	230.00	0.00	230.00	0.00	0.00	
45011b · Misc. Training - Board	0.00	0.00	0.00	0.00	0.00	
Total 45011 · Training & Development	230.00	0.00	230.00	0.00	0.00	

	2018 BUDGET	2018 ACTUAL	2018 DIFFERENCE	2019 BUDGET	2019 DIFFERENCE	INCREASE OR DECREASE EXPLANATION
EXPENSES (Con't)						
45015 · Board Expenses - Other						
45015a · Meals & Meetings	400.00	1,407.00	-1,007.00	1,500.00	(93.00)	Resumed Monthly Meetings
45015b · Gifts & Awards	0.00	298.00	-298.00	250.00	48.00	Recognition/Service Awards
45015c · Misc. Expenses - Board	0.00	0.00	0.00	300.00	(300.00)	Notebooks & Supplies for Board Meetings
45015d · D & O Insurance	500.00	1,350.00	-850.00	1,600.00	(250.00)	
Total 45015 · Board Expenses - Other	900.00	3,055.00	-2,155.00	3,650.00	(595.00)	
Total 45010 · BOARD	*1,130.00*	*3,055.00*	*-1,925.00*	*3,650.00*	(595.00)	
45030 · COMMUNITY PROJECTS & MEETINGS						
45031 · Training & Development	0.00	0.00	0.00	1,000.00	(1,000.00)	Start Up Materials For New Programs
45033 · Meals & Meetings	0.00	0.00	0.00	1,000.00	(1,000.00)	Community Year In Review Banquet
45037 · Misc. Expenses - Community	0.00	0.00	0.00	500.00	(500.00)	Community Involvement Awards
Total 45030 · COMMUNITY PROJECTS & MEETINGS	*0.00*	*0.00*	*0.00*	*2,500.00*	(2,500.00)	
Total 45000 · ADMINISTRATION	**1,130.00**	**3,055.00**	**-1,925.00**	**6,150.00**	**(3,095.00)**	
46000 · UNCATEGORIZED EXPENSES						
46010 · Petty Cash Transfer	0.00	0.00	0.00	0.00	0.00	
46020 · Misc Operating Expenses	0.00	0.00	0.00	0.00	0.00	
46030· Reimbursable	0.00	0.00	0.00	0.00	0.00	
Total 46000 · UNCATEGORIZED EXPENSES	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	
Total 41000 · OPERATING & ADMIN EXPENSES	**145,438.00**	**144,556.00**	**1,070.00**	**145,438.00**	**(882.00)**	

Keep Hall Beautiful

FY2018 & FY2019

Goals, Updates and Comparison

Goals	2018	2018	2019
Expand Community Visibility	Objectives	Objective Status	Objectives
	1. Link and utilize all Social Media accounts together.	1. All Social Media Accounts linked and directed under Keep Hall Beautiful.	1. Rebrand/Redesign KHB website to enhance website traffic.
	2. Merge KHB, HCGA and Green Pages Social Media accounts to have a more cohesive outreach effort.	2. Merged and rebranded KHB, HCGA and Green Pages Social Media accounts into one which has given us more interactions and outreach.	2. Start new service programs that will be available for the community during normal business/office hours.
	3. Continue to work on Campaigns and Outreach Programs	3. Working on implementing new system and ideas for our Campaign and Outreach Programs. .	3. Implement new Earth Day event to grow as a large fundraising opportunity for KHB.
Expand Community Service/Litter Reduction Program	Objectives	Objective Status	Objectives
	1. Work with court mandated community service programs.	1. Still in the tweaking stages, but proving to be very effective.	1. Continue to work and improve our assistance with the court mandated community service programs.
	2. Continue to expand and grow our "Talkin' Trash" Campaign.	2. Continuing to market the campaign to the community and gaining growing attention of our "Talkin' Trash" Campaign	2. Continue to expand and grow our "Talkin' Trash" & "Team Up 2 Clean Up" Campaigns.
	3. Provide & grow a Litter and/or Dumpsite reporting form.	3. Created a new litter/dumpsite reporting form and connected to website.	3. Create, implement, & market an app for reporting litter & illegal dumpsites.
	4. Continue to grow our collaborative HCGA Partner Cleanups	4. Another year of successful collaborative Cleanups in our Team Up 2 Clean Up Campaign	4. Create, implement, & market new membership and partner program to gain community awareness and involvement of our mission to keep our community clean, GREEN, and healthy.

Expand Volunteer Program	Objectives	Objective Status	Objectives
	1. Participate in more volunteer recruitment opportunities.	1. Working with the university systems to recruit more volunteers.	1. Provide volunteer registration form on new Website.
	2. Create member and volunteer campaign.	2. Have a tentative date of March 2017 as roll out date.	2. Promote volunteer opportunities on Social Media with link to register.
	3. Utilize website and social media to recruit and promote volunteer opportunities.	3. Implemented and growing through our new hire.	3. Continue to grow relationships with local colleges & universities.
	4. Grow Volunteer Recognition Program.	4. Creating multiple platforms to honor and celebrate our volunteers.	4. Facilitate directing volunteer groups to potential good match projects.

Grow Programs & Services to Community	Objectives	Objective Status	Objectives
	1. Create organizational sponsorship program.	1. Will be launched shortly after new Website is launched. Committee has been formed.	1. Develop an expert speaker panel, organizations can use regarding environmental stewardship.
	2. Create educational programs to be utilized in schools and other presentation opportunities.	2. Continue to work with our partners and school systems to educate students about environmental stewardship.	2. Identify other local resources and promote via Social Media and Website.
	3. Explore becoming a Legacy Link worksite to supplement staff.	3. Accomplished and found a new hire from the program.	3. Develop a fundraising opportunity to grow and enhance our litter cleanup supply lending program.
	4. Continue to grow Green Pages Website and utilize as community resource.	4. Have merged KHB, HCGA and the Green Pages and will launch a new website within the month.	4. Continue to create and identify educational materials and share via multiple outlets.

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/1/2018

Presenter: Andrea Timpone

Item of Business: Elachee Nature Science Center

Meeting Date: 2/15/2018

Purpose of Request:
Elachee Nature Science Center FY2019 Budget Presentation. The City of Gainesville contracts with various Agencies to provide additional services.

History/Background:
Historically, the City of Gainesville has contracted with Elachee Nature Science Center for environmental education and awareness.

Facts & Issues for Consideration:
Historically, the agreement with Elachee Nature Science Center has been for $6,000 a year, with quarterly disbursements. During the FY2016 Budget, this was increased to $10,000 and increased again in FY2018 to $15,000. For the FY2019 budget year, $17,000 is requested.

Department Recommendation:
A continued agreement with Elachee Nature Science Center is requested by the Agency.

Department Director:
Jeremy Perry

If funding is involved, are funds approved within the current budget?
No

Amount Requested:
$17,000

Source of Funds:
Funding will be considered as the City's FY2019 budget is developed.

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
FY2019 Agency Request Form	Backup Material
2017 By the Numbers Report	Backup Material
Draft FY2019 Budget	Backup Material
2017 Balance Sheet	Backup Material

CITY OF GAINESVILLE
AGENCY REQUEST FORM – FY2019 BUDGET

Agency: Elachee Nature Science Center

1. What is the amount of funding you are requesting from the City of Gainesville?
   $17,000

2. Attach your financial budget for next year, including a comparative to your current year budget.

3. Attach a copy of your current financial statement, including balance sheet.

4. Please discuss your agency's accomplishments over the past 12 months, focusing primarily on services and programs you provided using funding from the City of Gainesville.
   Please see the attached "By the Numbers" Report.

5. Explain how you developed your goals for next year's budget. What do you hope to accomplish using the funding from the City of Gainesville? A new strategic plan for Elachee was generated after a year of information gathering through community meetings, on-line surveys and staff and Board input. This strategic plan includes goals for enhancing our educational outreach in the community and expanding our conservation work in the Chicopee Woods Nature Preserve. These goals were incorporated into activities supported by our budget with staff additions and project initiatives (including more community offerings). The City of Gainesville funding will continue to support the services and programs that Elachee provides for an ever-increasing population and visitor base.

6. What challenges are you facing in developing next year's budget? To what level will you be relying on financial reserves to balance your budget?
   Next year's budget is based on moderate growth in earned revenue and in donations (65%/35% of total budget). No financial reserves will be used to balance this budget.

7. Did you review programs/services to determine their necessity? How do they tie into your goals? Did you expand, add, decrease or eliminate programs/services? If so, what community and budget impact will the changes have?
   Our programs and services are constantly evaluated for effective progress in fulfilling our mission to "promote environmental understanding through education and conservation." We are adding new programs and services to serve a variety of ages and populations. Our family-friendly programs include RaptorFest, Tree Festival, Trillium Trek and Snake Day. Other public offerings include Master Naturalist, Brown Bag Lunches and Guest Speakers, Astronomy events, and bird walks.

Elachee
Nature Science Center
In the Chicopee Woods Nature Preserve

By the Numbers

2017 Annual Highlights

7 Trails • 22 Days • 39 Volunteers • 102 Downed Trees • 335 Hours of Hard Labor

Hurricane Irma struck a blow on September 11, 2017 to the 12-mile hiking trail network in Chicopee Woods Nature Preserve. Elachee's Volunteer Trail Crew cleared and removed 261 cubic yards of debris to make these woodland pathways safe for visiting school children and nature lovers.

1 Annual Fundraiser • 20 Volunteers • 38 Sponsors • 66 Auction Lots • 230 Benefactors

The **2017 Flights of Fancy Benefit and Auction** raised funds equaling 10% of Elachee's annual operational budget to directly support nature education and conservation efforts. **2018 EVENT:** Saturday, May 5, 2018. **SPONSORSHIP/TICKETS:** elachee.org/flights-of-fancy

Elachee By the Numbers in 2017

15 gardens supporting native plants and pollinators maintained by Elachee's Volunteer Garden Crew.

58 couples who wanted to say, "I Do!" at Elachee.

874,800 minutes Elachee Nature Academy students spent outdoors for daily instruction and creative discovery.

6 leeches collected from the Chicopee Woods Nature Preserve wetland areas, identified as a new species of North American medicinal leech by researchers from the Smithsonian National Museum of Natural History.

83,502 Hours • 33,401 Students • 215 Schools • 25 Counties • 26 School Systems

These PreK–12 and college students in greater metro Atlanta and north Georgia benefited from Elachee's accredited STEAM-based environmental education through 635 field trip and outreach program experiences that complemented their classroom studies.

2,000 solar eclipse glasses distributed prior to the historical August phenomenon.

5 bald eagles children spotted while on Elachee aquatic studies field trips to Lake Lanier and Chicopee Lake.

150 volunteers worked 1,000 hours during Elachee public events.

4,622 Individual items for sale in Elachee Nature Shop.

10 Geiger and Mathis Trails' benches replaced with newly built benches by an Eagle Scout.

804 faces painted at Elachee seasonal public events.

Elachee By the Numbers in 2017

14,127 Hall County children served via Elachee field trips and outreach programs.

3,510 miles the Elachee Nature Academy students hiked in Chicopee Woods.

960 hours Elachee naturalists spend annually in field training, professional development and in sharing best practices.

11,520 live bees in the Pollinator Pass exhibit demonstration hives at Elachee.

elachee.org

945 campers, ages 3-12, spent 18,900 hours of schoolbreak adventures in the great outdoors throughout Camp Elachee 2017's nine weeks of summer day camps.

Elachee
Nature Science Center

Elachee Nature Science Center promotes environmental understanding through education and conservation.

Nestled in one of Georgia's largest protected greenspaces, the 1,440-acre Chicopee Woods Nature Preserve, Elachee is a private, independently operated 501(c)(3) not for profit organization. Elachee is the only SACS/AdvancED-accredited nature center in the southeastern United States. For nearly 40 years, this premier regional resource and recreation destination has been instrumental in building environmental literacy for Georgians of all ages.

Elachee serves nearly 70,000 visitors annually through STEAM-based environmental education classes for students in PreK through Grade 12, Camp Elachee summer day camps, natural history and live animal exhibits, 12 miles of pristine hiking trails, and life-long learning and seasonal nature-related programs for the public. The campus is also home to Elachee Nature Academy, an accredited and State-licensed school offering nature-based Preschool and Kindergarten-1st Grade programs.

As conservator in perpetuity for the Chicopee Woods Nature Preserve, Elachee collaborates with its devoted community partners and volunteer corps to build, maintain and ensure a sustainable legacy for current and future generations to enjoy. Elachee's conservation stewardship work restores and protects the health of this regional treasure – its forest, streams and habitats – deploying natural design principles to promote sustainability, clean water and biodiversity. This work also provides ongoing maintenance of the Nature Preserve's extensive trail system.

The Elachee organization has a proven record of sound fiscal management, relying on earned income and tax-deductible donations, planned gifts, grants and fundraising events to fund operations. Learn more about Elachee's rich history at www.elachee.org.

2125 Elachee Drive • Gainesville, GA 30504 • 770-535-1976 • www.elachee.org

Elachee Nature Science Center FY2019 Budget Draft

	Approved FY2018	DRAFT FYE2019
Income		
4000.1 · CWAPC Management Fee	55,000	55,000
4000.2 · Camp Revenue	129,000	155,000
4000.3 · Preschool Revenue	109,000	130,000
K-1st Grade	55,600	97,000
K-1 FTN Pilot Funds	7,200	-
4000.4 · Other Program Revenue	6,000	5,000
4002.11 Special Exhibit Tickets	-	-
4002.8 Flights Sponsorships	45,000	52,000
4002.88 Flights Tickets	5,000	7,000
4002.5 Tree Party Tickets	12,000	-
4002.4 Other Tickets	7,000	12,500
4002.3 Other Sponsorships	5,000	2,000
4007.22 - Corporate Sponsors	45,000	55,000
4007.1 · Donations - Annual Fund	138,000	140,000
4007.2 · Donations Flights of Fancy	1,500	1,500
4007.5 · Donation Boxes	1,000	2,000
4007.6 · Donations - Title I Scholarships	15,000	15,000
4007.7 · Donations - Restricted	5,000	3,000
4007.8 · Memorial Gifts	3,000	4,000
4007.9 · Donations - Earthshare	7,000	7,000
4008 · Admission -Museum/Self Guided	2,000	7,000
4010 · Contract - School Program	103,000	103,000
4011 · Noncontract - School Program	221,000	225,000
4015 · Public Education Revenue	34,000	41,000
4018 · Membership Fees	14,000	14,000
4020 · Rental Income	10,000	12,000
4021 · House and Office Rental Income	8,400	8,400
4022 · Taxable Sales	70,000	70,000
4030 · Interest & Dividend Income	10,000	25,000
Parking Station		20,000
Total Income	**1,123,700**	**1,268,400**
Expense		

5000 Cost of Goods Sold	20,000	26,000
5245 Donations Expense	1,000	500
5100 · Salaries		
5102 · Full-Time Salaries	341,550	350,000
5104 · Part-Time Salaries	69,000	115,000
5106 · Naturalists Salaries	114,000	129,000
5110 · Camp Salaries	40,000	30,000
5120 · Nature Academy Salaries	109,700	165,000
5130 · Payroll Taxes		
5132 · P/R Taxes - Full-Time	26,200	26,800
5134 · P/R Taxes - Part-Time	5,300	8,800
5136 · P/R Taxes - Naturalists	8,700	10,000
5138 · P/R Taxes - Academy	8,400	12,600
5144 · P.R Taxes - Camp	3,000	2,300
5150 · Salary Expense - Payroll	4,300	6,000
5153 · Employee Exp-Background,Drug	1,200	1,200
5154 · Entertainment / Food	30,000	20,000
5155 · Maintenance & Repairs	25,000	28,000
5159 · Office Supplies	7,000	8,000
5160 · Exhibit Supplies	4,900	5,500
5161 · Supplies - General	30,000	37,000
5210 · Group Health Ins.	54,800	58,000
5220 · Workers Comp	6,000	4,500
5220 · Other Insurance - Other	30,000	25,000
5228 · Bank Charges	15,000	17,000
5240 · Dues & Subscriptions	3,500	3,800
5335 · Legal/ Accounting	12,000	12,000
5336 · Marketing/Advertising	5,000	7,500
5338 · Mileage Reimbursement	1,000	500
5350 · Other Fees	20,000	20,000
5410 · Leasing of Postage machine	350	350
5400 · Postage - Other	15,000	15,000
5425 · Printing	19,000	26,000
5426 · Rental Security Expense	2,000	2,000
5430 · SEP-IRA Contribution	19,000	20,000
5434 · Staff Training	2,000	4,000
5450 · Taxes & Licenses	300	300
5456 · Technology Expense	12,000	12,000
5510 · Telephone	12,000	12,000
5550 · Travel Expense	1,000	2,500
5580 · Utilities	38,000	35,000
5590 · Vehicle Expense	3,500	5,000
Total Expense	**1,120,700**	**1,264,150**
NET	3,000	4,250

11:25 AM

01/12/18

Accrual Basis

ELACHEE NATURE SCIENCE CENTER
Balance Sheet
As of December 31, 2017

	Dec 31, 17	
ASSETS		
Current Assets		
Checking/Savings		
1016 · PayPal Account		16,673.49
1000 · Unrestricted Cash		
1010 · BB&T Operating Account-GenOp	218,876.17	
1011 · Petty Cash	425.00	
1015 · UCB Checking Account-GenOp	71,829.55	
Total 1000 · Unrestricted Cash		291,130.72
1001 · Restricted Cash Accounts		
1111 · Vanguard Account	566,664.26	
1012 · BB&T Stream Mitigation Account	3,127.12	
Total 1001 · Restricted Cash Accounts		569,791.38
Total Checking/Savings		877,595.59
Accounts Receivable		
1050 · A/R Other		18,493.00
1100 · A / R-Current FY Pledges		
1100.0 · A/R Annual Fund Pledges Current	2,000.00	
Total 1100 · A / R-Current FY Pledges		2,000.00
1102 · A/R Future Year Pledges		
1102.0 · A/R - AF Future Year Pledges	12,250.00	
Total 1102 · A/R Future Year Pledges		12,250.00
Total Accounts Receivable		32,743.00
Other Current Assets		
1190 · Nature Shop Inventory		
1195 · Inventory - Donated Items	62,320.00	
1190 · Nature Shop Inventory - Other	12,749.00	
Total 1190 · Nature Shop Inventory		75,069.00
1200 · A/R Stream Mitigation		106,250.00
Total Other Current Assets		181,319.00
Total Current Assets		1,091,657.59
Fixed Assets		
1500 · Buildings		1,167,448.83
1502 · Equipment		89,147.25
1505 · Furniture and Equipment		68,812.47
1507 · Vehicles		45,066.93
1510 · Building Improvements		
1511 · Capital Campaign Improvements	54,724.81	
1510 · Building Improvements - Other	245,015.57	
Total 1510 · Building Improvements		299,740.38
1512 · Land Improvements		380,973.94
1520 · Construction in Progress		20,530.00
1550 · Accumulated Depreciation		-785,245.59
Total Fixed Assets		1,286,474.21
Other Assets		
1620 · Intangible Assets		
1622 · Amortization of Intangible Asse	-2,850.00	
1620 · Intangible Assets - Other	9,000.00	
Total 1620 · Intangible Assets		6,150.00
1600 · Prepaid Expenses		19,794.43
1625 · Stream Mitig. Costs Capitalized		
1625.55 · N/R - Due from Mitigation Bank	174,963.32	
1625 · Stream Mitig. Costs Capitalized - Other	256,111.24	

ELACHEE NATURE SCIENCE CENTER
Balance Sheet
As of December 31, 2017

		Dec 31, 17
Total 1625 · Stream Mitig. Costs Capitalized		431,074.56
1630 · Investment in Land		21,588.81
Total Other Assets		478,607.80
TOTAL ASSETS		**2,856,739.60**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable		-2,030.20
Total Accounts Payable		-2,030.20
Credit Cards		
2510 · Chase Business Card		775.00
Total Credit Cards		775.00
Other Current Liabilities		
2110 · Sales Tax Payable		74.80
2115 · Salaries & Wages Payable		25,239.76
2120 · SEP-IRA Contribution Payable		26,853.19
2121 · HSA payable		650.00
2122 · 403(B) payable		1,087.61
2160 · Rental Deposit Payable		-1,200.00
2525 · Cash Box Exp- Program/Events		-1,135.00
2530 · AF Pledge monthly FYE15 Adj		-1,808.31
Total Other Current Liabilities		49,762.05
Total Current Liabilities		48,506.85
Long Term Liabilities		
2401 · A/P Stream Mitigation Interfund		
2401.11 · N/P -Due to Operations from MB	174,963.32	
2401 · A/P Stream Mitigation Interfund - Other	106,250.00	
Total 2401 · A/P Stream Mitigation Interfund		281,213.32
2500 · Deferred Income		62,157.50
Total Long Term Liabilities		343,370.82
Total Liabilities		391,877.67
Equity		
3010 · Net Assets - Unrestricted		2,302,507.72
3020 · Net Assets - Temp. Restricted		60,450.02
3030 · Net Assets - Perm. Restricted		205,430.00
32000 · Retained Earnings		-88,261.06
Net Income		-15,264.75
Total Equity		2,464,861.93
TOTAL LIABILITIES & EQUITY		**2,856,739.60**

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD Comparison, General Operating Classes
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
Income			
4000 · Program Revenue			
4000.1 · CWAPC Management Fee	20,000.00	30,000.00	-10,000.00
4000.2 · Camp Revenue	138,025.00	115,828.00	22,197.00
4000.3 · Preschool Revenue			
4000.34 · Preschool Scholarships Allocate	6,120.00	9,666.25	-3,546.25
4000.33 · K-1 Nature Academy Revenue			
4000.35 · K-1 Scholarships Allocated	9,288.00	6,450.00	2,838.00
4000.33 · K-1 Nature Academy Revenue - Other	26,734.00	15,396.00	11,338.00
Total 4000.33 · K-1 Nature Academy Revenue	36,022.00	21,846.00	14,176.00
4000.3 · Preschool Revenue - Other	81,857.50	56,580.00	25,277.50
Total 4000.3 · Preschool Revenue	123,999.50	88,092.25	35,907.25
4000.4 · Other Program Revenue	0.00	2,154.34	-2,154.34
Total 4000 · Program Revenue	282,024.50	236,074.59	45,949.91
4002 · Ticket Sales/Sponsors			
4002.11 · Special Exhibit Tickets	0.00	5,144.00	-5,144.00
4002.8 · Fundraiser Sponsorships - Fligh	0.00	1,500.00	-1,500.00
4002.4 · Other tickets	9,240.00	14,198.00	-4,958.00
4002.3 · Other Sponsorships	3,240.00	2,406.87	833.13
Total 4002 · Ticket Sales/Sponsors	12,480.00	23,248.87	-10,768.87
4005 · AF Pledge Monthly GAAP Adj.	1,808.31	10,120.81	-8,312.50
4007 · Donations			
4007.22 · Donations - Annual Sponsors	40,000.00	19,000.00	21,000.00
4007.1 · Donations - Annual Fund			
4007.19 · Donations, Annual Fund - NEON	2,810.00	4,265.00	-1,455.00
4007.1 · Donations - Annual Fund - Other	57,105.00	70,488.27	-13,383.27
Total 4007.1 · Donations - Annual Fund	59,915.00	74,753.27	-14,838.27
4007.3 · Donations - Fall Event	0.00	150.00	-150.00
4007.5 · Donation Boxes	956.34	1,737.27	-780.93
4007.6 · Donations -Scholarships	4,500.00	17,700.00	-13,200.00
4007.7 · Donations - Restricted			
4007.71 · Donations AF Restricted	875.00	6,550.00	-5,675.00
4007.7 · Donations - Restricted - Other	1,050.00	0.00	1,050.00
Total 4007.7 · Donations - Restricted	1,925.00	6,550.00	-4,625.00
4007.8 · Memorial Gifts	3,700.00	0.00	3,700.00
4007.9 · Donations - Earthshare	1,823.14	5,841.37	-4,018.23
4007 · Donations - Other	102.00	0.00	102.00
Total 4007 · Donations	112,921.48	125,731.91	-12,810.43
4008 · Admission -Museum/Self Guided	4,083.40	770.50	3,312.90
4010 · Contract - School Program	50,484.00	42,763.52	7,720.48
4011 · Noncontract - School Program	98,674.70	115,059.26	-16,384.56
4015 · Public Education Revenue			
4015.1 · Event Registrations-NEON	110.00	598.00	-488.00
4015 · Public Education Revenue - Other	24,353.00	21,874.00	2,479.00
Total 4015 · Public Education Revenue	24,463.00	22,472.00	1,991.00
4018 · Membership Fees			
4018.1 · Memberships - NEON	1,750.00	2,525.00	-775.00
4018 · Membership Fees - Other	4,765.00	2,150.00	2,615.00
Total 4018 · Membership Fees	6,515.00	4,675.00	1,840.00
4020 · Rental Income	7,427.50	2,400.00	5,027.50
4021 · House and Office Rental Income	4,661.85	3,461.85	1,200.00
4022 · Taxable Sales			
4022.3 · Taxable Sales-NEON	0.00	852.25	-852.25
4060 · Sale of Donated Items	1,430.00	680.00	750.00
4022 · Taxable Sales - Other	16,776.05	19,866.58	-3,090.53
Total 4022 · Taxable Sales	18,206.05	21,398.83	-3,192.78

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD Comparison, General Operating Classes
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
4055 · Refunds/Rebates	722.83	272.67	450.16
Total Income	624,472.62	608,449.81	16,022.81
Cost of Goods Sold			
5000 · Cost of Goods Sold	16,892.89	15,496.00	1,396.89
Total COGS	16,892.89	15,496.00	1,396.89
Gross Profit	607,579.73	592,953.81	14,625.92
Expense			
5245 · Donations Expense	0.00	250.00	-250.00
5100 · Salaries			
5102 · Full-Time Salaries	171,135.33	161,696.77	9,438.56
5104 · Part-Time Salaries	52,819.49	44,311.03	8,508.46
5106 · Naturalists Salarie	66,339.26	66,947.28	-608.02
5110 · Camp Salaries	27,711.75	33,756.61	-6,044.86
5120 · Nature Preschool Salaries			
5122 · K-1 Nature Academy Salaries	32,377.35	21,583.65	10,793.70
5120 · Nature Preschool Salaries - Other	47,107.52	38,642.91	8,464.61
Total 5120 · Nature Preschool Salaries	79,484.87	60,226.56	19,258.31
5100 · Salaries - Other	-1,873.38	0.00	-1,873.38
Total 5100 · Salaries	395,617.32	366,938.25	28,679.07
5130 · Payroll Taxes			
5132 · P/R Taxes - Full-Time	12,730.02	12,117.08	612.94
5134 · P/R Taxes - Part-Time	3,819.80	3,198.31	621.49
5136 · P/R Taxes - Naturalists	5,072.19	5,031.07	41.12
5138 · P/R Taxes - Preschool			
5139 · P/R Taxes -K-1 Nature Academy	2,476.98	1,651.17	825.81
5138 · P/R Taxes - Preschool - Other	3,603.63	2,956.93	646.70
Total 5138 · P/R Taxes - Preschool	6,080.61	4,608.10	1,472.51
5144 · P.R Taxes - Camp	2,120.03	2,567.64	-447.61
Total 5130 · Payroll Taxes	29,822.65	27,522.20	2,300.45
5150 · Salary Expense - Payroll	2,569.63	2,410.47	159.16
5153 · Employee Exp-Background,Drug	946.18	702.25	243.93
5154 · Entertainment / Food	8,195.60	16,284.26	-8,088.66
5155 · Maintenance & Repairs	17,671.17	23,345.20	-5,674.03
5158 · Supplies			
5159 · Office Supplies	6,626.74	3,936.28	2,690.46
5160 · Exhibit Supplies	2,026.53	3,350.30	-1,323.77
5161 · Supplies - General	16,415.08	19,159.59	-2,744.51
5158 · Supplies - Other	96.72	0.00	96.72
Total 5158 · Supplies	25,165.07	26,446.17	-1,281.10
5200 · Insurance			
5210 · Group Health Ins.	25,818.43	26,718.45	-900.02
5220 · Other Insurance			
5220.0 · Workers Comp	2,166.00	2,537.00	-371.00
5220 · Other Insurance - Other	15,028.87	18,090.01	-3,061.14
Total 5220 · Other Insurance	17,194.87	20,627.01	-3,432.14
Total 5200 · Insurance	43,013.30	47,345.46	-4,332.16
5228 · Bank Charges	9,827.70	7,218.42	2,609.28
5240 · Dues & Subscriptions	1,678.90	1,731.92	-53.02
5300 · Interest Expense	22.13	59.62	-37.49
5335 · Legal/ Accounting	12,000.00	12,000.00	0.00
5336 · Marketing/Advertising	3,273.11	3,507.43	-234.32
5338 · Mileage Reimbursement	549.30	228.55	320.75
5350 · Other Fees	28,557.46	11,729.09	16,828.37
5400 · Postage			
5410 · Leasing of Postage machine	162.64	81.32	81.32
5400 · Postage - Other	6,897.61	8,875.37	-1,977.76

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD Comparison, General Operating Classes
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
Total 5400 · Postage	7,060.25	8,956.69	-1,896.44
5425 · Printing	17,810.42	14,925.33	2,885.09
5426 · Rental/Event Security Expense	945.00	647.50	297.50
5430 · SEP-IRA Contribution	27,253.80	29,323.70	-2,069.90
5434 · Staff Training	1,444.00	1,665.00	-221.00
5450 · Taxes & Licenses	0.00	82.00	-82.00
5456 · Technology Expense	6,761.36	7,214.09	-452.73
5510 · Telephone	5,405.51	6,908.90	-1,503.39
5550 · Travel Expense	2,540.30	794.65	1,745.65
5580 · Utilities	18,374.22	18,475.61	-101.39
5590 · Vehicle Expense	1,319.15	2,607.06	-1,287.91
Total Expense	667,823.53	639,319.82	28,503.71
Net Income	**-60,243.80**	**-46,366.01**	**-13,877.79**

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD, FYE 2018, ALL CLASSES
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
Income			
4000 · Program Revenue			
4000.1 · CWAPC Management Fee	20,000.00	30,000.00	-10,000.00
4000.2 · Camp Revenue	138,025.00	115,828.00	22,197.00
4000.3 · Preschool Revenue			
4000.34 · Preschool Scholarships Allocate	6,120.00	9,666.25	-3,546.25
4000.33 · K-1 Nature Academy Revenue			
4000.35 · K-1 Scholarships Allocated	9,288.00	6,450.00	2,838.00
4000.33 · K-1 Nature Academy Revenue - Other	26,734.00	15,396.00	11,338.00
Total 4000.33 · K-1 Nature Academy Revenue	36,022.00	21,846.00	14,176.00
4000.3 · Preschool Revenue - Other	81,857.50	56,580.00	25,277.50
Total 4000.3 · Preschool Revenue	123,999.50	88,092.25	35,907.25
4000.4 · Other Program Revenue	0.00	2,154.34	-2,154.34
Total 4000 · Program Revenue	282,024.50	236,074.59	45,949.91
4002 · Ticket Sales/Sponsors			
4002.11 · Special Exhibit Tickets	0.00	5,144.00	-5,144.00
4002.8 · Fundraiser Sponsorships - Fligh	0.00	1,500.00	-1,500.00
4002.4 · Other tickets	9,240.00	14,198.00	-4,958.00
4002.3 · Other Sponsorships	3,240.00	2,406.87	833.13
Total 4002 · Ticket Sales/Sponsors	12,480.00	23,248.87	-10,768.87
4005 · AF Pledge Monthly GAAP Adj.	1,808.31	10,120.81	-8,312.50
4007 · Donations			
4007.22 · Donations - Annual Sponsors	40,000.00	19,000.00	21,000.00
4007.98 · In Kind Donations	0.00	14,329.00	-14,329.00
4007.11 · Donations - FTN Projects	0.00	21,975.00	-21,975.00
4007.1 · Donations - Annual Fund			
4007.19 · Donations, Annual Fund - NEON	2,810.00	4,265.00	-1,455.00
4007.1 · Donations - Annual Fund - Other	57,105.00	70,488.27	-13,383.27
Total 4007.1 · Donations - Annual Fund	59,915.00	74,753.27	-14,838.27
4007.3 · Donations - Fall Event	0.00	150.00	-150.00
4007.4 · Donations - Capital Campaign	0.00	1,500.00	-1,500.00
4007.5 · Donation Boxes	956.34	1,737.27	-780.93
4007.6 · Donations -Scholarships	4,500.00	17,700.00	-13,200.00
4007.7 · Donations - Restricted			
4007.71 · Donations AF Restricted	875.00	6,550.00	-5,675.00
4007.7 · Donations - Restricted - Other	1,050.00	0.00	1,050.00
Total 4007.7 · Donations - Restricted	1,925.00	6,550.00	-4,625.00
4007.8 · Memorial Gifts	3,700.00	0.00	3,700.00
4007.9 · Donations - Earthshare	1,823.14	5,841.37	-4,018.23
4007 · Donations - Other	102.00	0.00	102.00
Total 4007 · Donations	112,921.48	163,535.91	-50,614.43
4008 · Admission -Museum/Self Guided	4,083.40	770.50	3,312.90
4010 · Contract - School Program	50,484.00	42,763.52	7,720.48
4011 · Noncontract - School Program	98,674.70	115,059.26	-16,384.56
4015 · Public Education Revenue			
4015.1 · Event Registrations-NEON	110.00	598.00	-488.00
4015 · Public Education Revenue - Other	24,353.00	21,874.00	2,479.00
Total 4015 · Public Education Revenue	24,463.00	22,472.00	1,991.00
4018 · Membership Fees			
4019 · Annual Parking Pass	100.00	0.00	100.00
4018.1 · Memberships - NEON	1,750.00	2,525.00	-775.00
4018 · Membership Fees - Other	4,765.00	2,150.00	2,615.00
Total 4018 · Membership Fees	6,615.00	4,675.00	1,940.00
4020 · Rental Income	7,427.50	2,400.00	5,027.50
4021 · House and Office Rental Income	4,661.85	3,461.85	1,200.00
4022 · Taxable Sales			
4022.4 · Taxable Sales - Tree Sale	3,294.78	0.00	3,294.78

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD, FYE 2018, ALL CLASSES
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
4022.3 · Taxable Sales-NEON	0.00	852.25	-852.25
4060 · Sale of Donated Items	1,430.00	680.00	750.00
4022 · Taxable Sales - Other	16,776.05	19,866.58	-3,090.53
Total 4022 · Taxable Sales	21,500.83	21,398.83	102.00
4030 · Interest & Dividend Income	8,496.16	2,635.87	5,860.29
4040 · Realized / Unrealized - Invest.	33,088.11	6,632.87	26,455.24
4050 · Carryover Funds	0.00	0.00	0.00
4055 · Refunds/Rebates	722.83	272.67	450.16
4600 · Stream Mitigation Mgmnt Revenue			
4600.2 · Stream Credits Sold	0.00	50,612.29	-50,612.29
4600 · Stream Mitigation Mgmnt Revenue - Other	0.00	8,000.00	-8,000.00
Total 4600 · Stream Mitigation Mgmnt Revenue	0.00	58,612.29	-58,612.29
Total Income	669,451.67	714,134.84	-44,683.17
Cost of Goods Sold			
5000 · Cost of Goods Sold	16,892.89	15,496.00	1,396.89
Total COGS	16,892.89	15,496.00	1,396.89
Gross Profit	652,558.78	698,638.84	-46,080.06
Expense			
5245 · Donations Expense	0.00	250.00	-250.00
5100 · Salaries			
5102 · Full-Time Salaries	171,135.33	161,696.77	9,438.56
5104 · Part-Time Salaries	52,819.49	44,311.03	8,508.46
5106 · Naturalists Salarie	66,339.26	66,947.28	-608.02
5110 · Camp Salaries	27,711.75	33,756.61	-6,044.86
5120 · Nature Preschool Salaries			
5122 · K-1 Nature Academy Salaries			
5122.1 · K-1 Salaries Allocated	0.00	0.00	0.00
5122 · K-1 Nature Academy Salaries - Other	32,377.35	21,583.65	10,793.70
Total 5122 · K-1 Nature Academy Salaries	32,377.35	21,583.65	10,793.70
5120 · Nature Preschool Salaries - Other	47,107.52	38,642.91	8,464.61
Total 5120 · Nature Preschool Salaries	79,484.87	60,226.56	19,258.31
5100 · Salaries - Other	-1,873.38	0.00	-1,873.38
Total 5100 · Salaries	395,617.32	366,938.25	28,679.07
5130 · Payroll Taxes			
5132 · P/R Taxes - Full-Time	12,730.02	12,117.08	612.94
5134 · P/R Taxes - Part-Time	3,819.80	3,198.31	621.49
5136 · P/R Taxes - Naturalists	5,072.19	5,031.07	41.12
5138 · P/R Taxes - Preschool			
5139 · P/R Taxes -K-1 Nature Academy			
5139.1 · K-1 Payroll Taxes Allocated	0.00	0.00	0.00
5139 · P/R Taxes -K-1 Nature Academy - Other	2,476.98	1,651.17	825.81
Total 5139 · P/R Taxes -K-1 Nature Academy	2,476.98	1,651.17	825.81
5138 · P/R Taxes - Preschool - Other	3,603.63	2,956.93	646.70
Total 5138 · P/R Taxes - Preschool	6,080.61	4,608.10	1,472.51
5144 · P.R Taxes - Camp	2,120.03	2,567.64	-447.61
Total 5130 · Payroll Taxes	29,822.65	27,522.20	2,300.45
5150 · Salary Expense - Payroll	2,569.63	2,410.47	159.16
5153 · Employee Exp-Background,Drug	946.18	702.25	243.93
5154 · Entertainment / Food	8,195.60	16,284.26	-8,088.66
5155 · Maintenance & Repairs	17,671.17	23,345.20	-5,674.03
5158 · Supplies			
5159 · Office Supplies	6,626.74	3,936.28	2,690.46
5160 · Exhibit Supplies	2,026.53	3,350.30	-1,323.77
5161 · Supplies - General	16,415.08	19,159.59	-2,744.51
5158 · Supplies - Other	96.72	0.00	96.72

ELACHEE NATURE SCIENCE CENTER
Profit & Loss YTD, FYE 2018, ALL CLASSES
June through December 2017

	Jun - Dec 17	Jun - Dec 16	$ Change
Total 5158 · Supplies	25,165.07	26,446.17	-1,281.10
5200 · Insurance			
5210 · Group Health Ins.	25,818.43	26,718.45	-900.02
5220 · Other Insurance			
5220.0 · Workers Comp	2,166.00	2,537.00	-371.00
5220 · Other Insurance - Other	15,028.87	18,090.01	-3,061.14
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Total 5200 · Insurance	43,013.30	47,345.46	-4,332.16
5228 · Bank Charges	9,827.70	7,218.42	2,609.28
5240 · Dues & Subscriptions	1,678.90	1,731.92	-53.02
5300 · Interest Expense	22.13	59.62	-37.49
5335 · Legal/ Accounting	12,000.00	12,000.00	0.00
5336 · Marketing/Advertising	3,273.11	3,507.43	-234.32
5338 · Mileage Reimbursement	549.30	228.55	320.75
5350 · Other Fees	28,557.46	11,729.09	16,828.37
5400 · Postage			
5410 · Leasing of Postage machine	162.64	81.32	81.32
5400 · Postage - Other	6,897.61	8,875.37	-1,977.76
Total 5400 · Postage	7,060.25	8,956.69	-1,896.44
5425 · Printing	17,810.42	14,925.33	2,885.09
5426 · Rental/Event Security Expense	945.00	647.50	297.50
5430 · SEP-IRA Contribution	27,253.80	29,323.70	-2,069.90
5434 · Staff Training	1,444.00	1,665.00	-221.00
5450 · Taxes & Licenses	0.00	82.00	-82.00
5456 · Technology Expense			
5457 · Technology Expense FTN	0.00	0.00	0.00
5456 · Technology Expense - Other	6,761.36	7,214.09	-452.73
Total 5456 · Technology Expense	6,761.36	7,214.09	-452.73
5510 · Telephone	5,405.51	6,908.90	-1,503.39
5550 · Travel Expense	2,540.30	794.65	1,745.65
5580 · Utilities	18,374.22	18,475.61	-101.39
5590 · Vehicle Expense	1,319.15	2,607.06	-1,287.91
5600 · Stream Mit Operating Expenses			
5600.2 · Stream Bank Expense	-2,252.14	868.00	-3,120.14
5600 · Stream Mit Operating Expenses - Other	2,252.14	8,000.00	-5,747.86
Total 5600 · Stream Mit Operating Expenses	0.00	8,868.00	-8,868.00
Total Expense	667,823.53	648,187.82	19,635.71
Net Income	**-15,264.75**	**50,451.02**	**-65,715.77**

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/1/2018

Presenter: Robyn Lynch

Item of Business: Gainesville/Hall '96

Meeting Date: 2/15/2018

Purpose of Request:
Gainesville/Hall '96 FY2019 Budget Presentation. The City of Gainesville contracts with various Agencies to provide additional services.

History/Background:
Historically, the City of Gainesville has contracted with Gainesville/Hall '96 to identify and attract tourism into the municipality and County for the purpose of increasing tourism, economic development, and commerce.

Facts & Issues for Consideration:
Historically, the contractual agreement with Gainesville/Hall '96 has been for $150,000 a year, with quarterly disbursements.

Department Recommendation:
A continued agreement with Gainesville/Hall '96 is requested by the Agency.

Department Director:
Jeremy Perry

If funding is involved, are funds approved within the current budget?
No

Amount Requested:
$150,000

Source of Funds:
Funding will be considered as the City's FY2019 budget is developed.

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
FY2019 Agency Request Form	Backup Material
City of Gainesville Budget Request 2018-19	Backup Material

City of Gainesville

Agency Request Form – FY2019 Budget

Agency: Gainesville/Hall '96

The following should be addressed in your budget request. Please respond to the questions in narrative format following the same numbering presentation as below.

1. What is the amount of funding you are requesting from the City of Gainesville?

   $150,000

2. Attach your financial budget for next year, including a comparative to your current year budget.

   Attached

3. Attach a copy of your current financial statement, including balance sheet.

   Attached

4. Please discuss your agency's accomplishments over the past 12 months, focusing primarily on services and programs you provided using funding from the City of Gainesville.

   Attached

5. Explain how you developed your goals for next year's budget. What do you hope to accomplish using the funding from the City of Gainesville?

   Attached

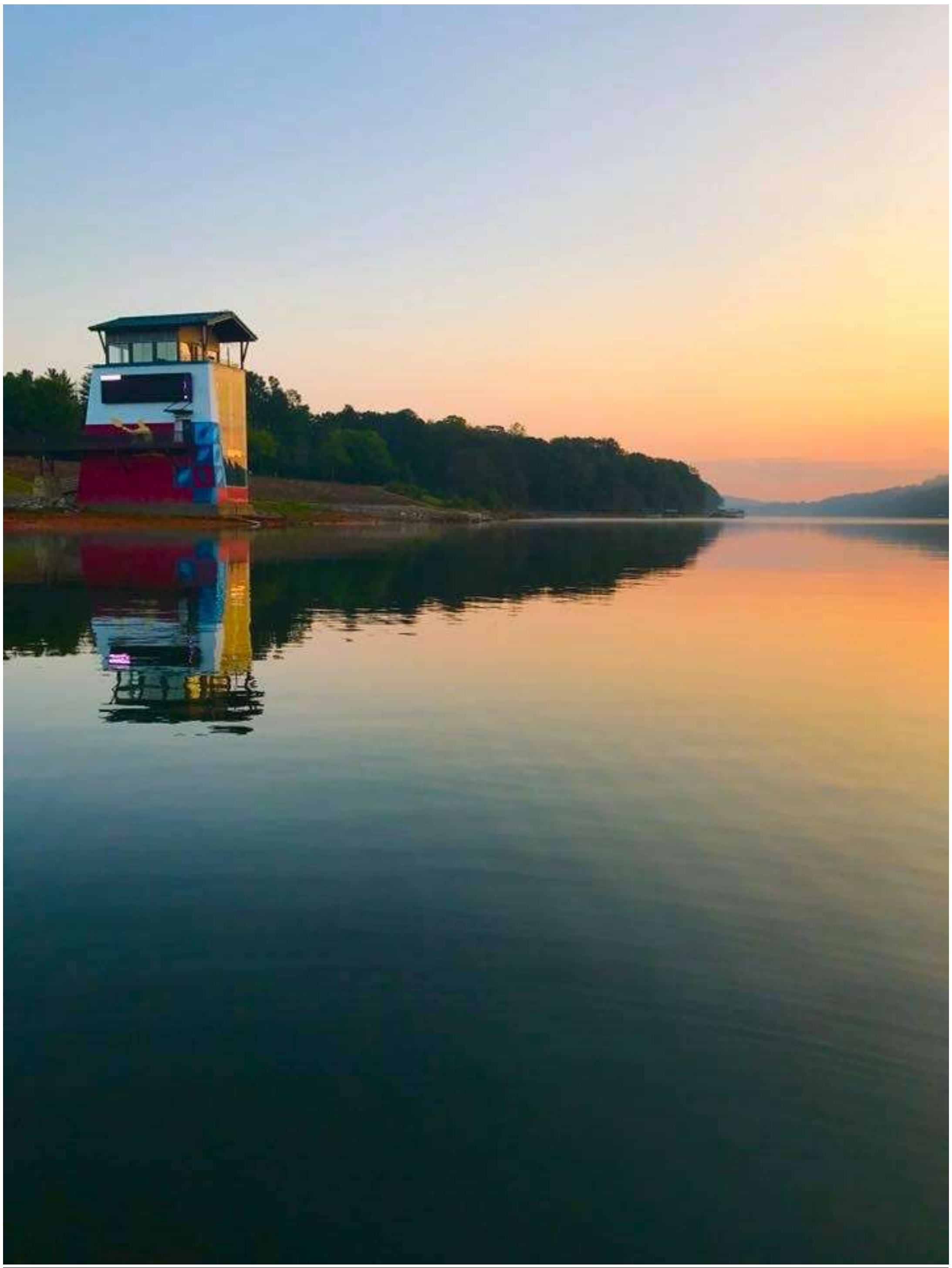
6. What challenges are you facing in developing next year's budget? To what level will you be relying on financial reserves to balance your budget?

   Attached

7. Did you review programs/services to determine their necessity? How do they tie into your goals? Did you expand, add, decrease or eliminate programs/services? If so, what community and budget impact will the changes have?

   Attached

Gainesville Hall '96 / City of Gainesville
Budget Request 2018-19 Fiscal Year



Accomplishments Over the Past 12 Months:

- January thru the middle of April Collegiate rowers from across the country trained at the Lake Lanier Olympic Park for their **Winter and Spring Break Training Camps**. During this time, an average of 100 rowers a day used our facilities.
- Saint Andrews Rowing Club hosted the **John Hunter Regatta** in March. The John Hunter Regatta hosts 1500 high school and collegiate rowers with an additional 1500 spectators during the two-day period.
- US Rowing hosted the **Southeast Youth Championships** which 1800 youth rowers and another 1000 spectators from across the southeastern United States came for the two-day event.
- USA Canoe Kayak held its **Canoe/Kayak National Team** selection trials.
- The **American Collegiate Rowing Association** hosted over 1500 rowers and 1000 spectators from across the country in their annual two-day College Crew Championships
- Lanier Canoe Kayak Club hosted multiple events over the past year. Two **BRL Fungattas, Summer Sprints, Southern Invitational, the Gainesville Hall Dragon Boat Festival and the Halloween Howl**
- Gainesville Hall '96 partnered with two local organizations to host concerts. In April, an estimated 500 attendees attended the inaugural Sets at Sunset concert; the majority of these attendees were visiting the Olympic Park for the first time from the Atlanta area. The John Jarrard Foundation held its third Annual **Lake Show** with a record attendance 1200
- Action Event Group hosted a **Regional Wake Boarding Competition** bringing an estimated two hundred new visitors to the area.
- Gainesville Hall '96 started a monthly food truck event called "**Food Truck Friday**". Hosted in August, September and October, Food Truck Friday brought a new demographic of first time visitors with an estimated impact of 1,000 visitors
- Dragon Boat Atlanta held two events at the Olympic Park in 2017. **Pipes and Paddles** was a motorcycle ride fundraiser that began in Gwinnett and ended at the Olympic Park with music and food. In September, the **Atlanta Dragon Boat Festival** held its 22nd Annual Festival. This festival was the largest event at the Olympic Park in 2017 bringing in an estimated 6,000 visitors from across the region.
- In partnership with Vision 2030, Lake Lanier Olympic Park is home to four new large art pieces at the pedestrian tunnel that are celebrating the rowing, canoe and kayak legacy of the park. In addition, **Vision 2030** added a new piece of interactive art, Before I Die, where visitors can write out their wishes and goals.
- **Capital improvements** were also made at the Olympic Park with the addition of a new 120' Dock
- Many local civic and non-profit organizations toured the park and were given presentations on the history of the park, current activities and future opportunities. Some of the groups that toured the park were **Leadership Hall County, Youth Leadership Hall, The Wisdom Keepers, Hall County Citizens Academy, SCORE and the Wisdom Project**.
- Gainesville Hall '96 and the Lake Lanier Olympic Park were awarded the **2018 ICF Dragon Boat World Championships** to be held in September. We will host an estimated 1500 athletes from 25 countries for a week in the fall. A local organizing committee was formed in 2017 and planning for the championship kicked off in 2017. The committee has estimated an economic impact on Gainesville Hall County of over $5 million from this event.
- The community continues to use the park, picnic areas, restrooms, beach and boat ramp on a daily basis. According to the traffic counters installed by the US Army Corps of Engineers, over **100,000 people visitors** recreated at the Lake Lanier Olympic Park in 2017.
- Multiple other events were held including wedding reception, celebration of life services, company picnics, customer appreciation events and more.

Goals for Next Year's Budget:

Our goals for next year's budget have been developed based on the current years expenses and revenue and our plans for future improvements to the park. We will continue to provide a clean and functional park for the community to use on a daily basis. In addition, we will work closely with our local governments, community members, canoe/kayak & rowing clubs, and hundreds of volunteers to bring in world-class events creating a substantial economic impact for Gainesville-Hall County.

Our vision statement states that "Our Vision is to be the premier Venue in the United States offering a world class experience for the sports of Rowing, Canoe/Kayak and other recreational activities on lake Lanier while serving as a catalyst to inspire and preserve the Olympic Spirit within our community" We intend to use the funds provided by the City of Gainesville to help further our mission and support our community through improved programs, events, facilities and grounds.

In addition to the continued improvement of the park and its facilities, we look forward to additional capital improvements including a new 60' x 66' courtesy dock for visitors to the park, a new 120' dock to be used for rowing and canoe/kayak events and repairs to the boathouse roof and interior.

All profits from the ICF Dragon Boat World Championship in September will be used for capital improvements and to establish a finacial reserve to cover expenses due to unforeseen circumstances.

Challenges for Next Year's Budget:

In early 2017 submitted our Master Plan for park and facility improvements to the United States Army Corp of Engineers and are waiting on final approval before we can begin raising the capitol for the proposed improvements. In the spring of 2018, we will begin a feasibility study to determine the amount of funds that we will be able to raise through private and corporate donations as well as local, regional and state grants.

Our challenges for the upcoming budget cycle are increasing revenue and stabilizing the recurring funding from sources outside of The City of Gainesville. Due to the repairs needed to the boathouse and a year round weather resident use facility not being available on the Plaza, rental options are limited to a few months of the year.

Calendar of Events for 2018: (as of January 29, 2018)

Colligate Rowing Training Camps	January – April
Food Truck Friday	March – October
Lula Bridge Race	March
American Canoe Association Junior Olympic Trials	March
John Hunter Regatta	March
Canadian National Team Trials	April
USA Dragon Boat Team Trials	April
Sets at Sunset	April
Boys and Girls Club Rubber Duck Derby	May
BRL Fungatta	May
# Music Fest	May
ACRA	May
Gainesville Hall Dragon Boat Festival	June
John Jarrard Foundations Lake Show	June
Tri the Parks Triathlon	June
Georgia Wake Series	June
Southern Invitational Regatta	June
USA Dragon Boat Team Camp	July
Summer Sprints Regatta	July
Atlanta Dragon Boat Festival	September
ICF Dragon Boat World Championships	September
BRL Fungatta	September
Halloween Howl	October

GAINESVILLE HALL COUTNY 96 ROUNDTABLE, INC.
Submission - City of Gainesville for FY 19
Profit & Loss

	Projected FY 18	Budget Proposal FY 19
Income		
Government Funding		
City of Gainesville	150,000	150,000
Hall County	150,000	150,000
	300,000	300,000
Capital Campaign Assessment Support	23,000	-
Club Rentals	18,000	24,000
Venue Rentals & Events	30,829	45,000
Total Income	371,829	369,000
Expenses		
Operating Expenses	13,592	15,000
Utilities	47,817	50,000
Repairs & Maintenance	59,322	62,500
Personnel Cost	109,247	113,500
Marketing	3,633	5,000
Professional Services	26,766	5,000
Venue Rental expenses	7,193	10,000
	267,570	261,000
Capital Improvements		
Docks	65,000	-
Capital Improvements	10,000	100,000
	75,000	100,000
Total Expenses & Capital Exp	342,570	361,000
Net Profit	29,259	8,000

* **The Projected FY 18 budget does not include World Dragon Boat.**

** **A potential ARC Grant will be applied for upon approval of Master Plan from the Corp.**

*** **For FY19, we expect a Major Fundraising Campaign**

(100% of a Grant and Major Campaign would be used for capital improvements)

WORLD DRAGON BOAT BUDGET
SEPTEMBER 12-16, 2018

	11/28/17 Revision
REVENUE	
Hosting - Accredition, Transp, Lodging	292,000.00
Sales - Boats & Merchandise	129,000.00
Sponsorships	250,000.00
Total Income	671,000.00
EXPENSES	
General & Administrative	33,500.00
Field of Play	281,000.00
Hosting	185,000.00
Marketing	47,750.00
Venue / Infrastructure Support	68,000.00
Total Expenses	615,250.00
Net Profit / (Loss)	55,750.00

*** Above event is in addition to Operating Budget**

GAINESVILLE HALL COUNTY 96 ROUNDTABLE, INC.
FINANCIAL DASHBOARD

Balance Sheet	12/31/17
Cash - Operating	$ 109,997
Cash - Dragon Boat	21,141
Accounts Receivable	21,121
Pledge Receivable	20,000
Prepaids	-
Current Assets	172,259
Fixed Assets	308,745
Accum Depreciation	(39,042)
	269,703
Leasehold Improvements	1,341,926
Accum Amortization	(1,341,926)
	-
Total Assets	$ 441,962
Accounts Payable	$ -
Dragon Boat Deposits	$ 21,899
Other Current Liab	3,893
Total Liabilities	25,792
Equity	
Temporarily Restricted	20,000
Unrestricted Net Assets	335,043
Net Income	61,127
	416,170
Total Liabilities & Equity	$ 441,962

OPERATING Profit & Loss	July - Dec 2017
Total Revenue	$ 169,829
Operating Expenses	35,409
Venue Repair & Maint	29,322
Personnel Expenses	54,247
Marketing	1,633
Professional Services	1,766
Venue Events	1,193
	123,570
Net Ordinary Income	$ 46,259

DRAGON BOAT Profit & Loss	July - Dec 2017
Total Revenue	$ 21,000
Operating Expenses	431
Venue Repair & Maint	-
Personnel Expenses	-
Marketing	5,701
Professional Services	-
Venue Events	-
	6,132
Net Ordinary Income	$ 14,868

Boat Sales	$ 23,841
Sponsorships	$ 41,000

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 1/23/2018

Presenter: Carol Martin

Item of Business: Resolution: Syfan Logistics, Inc. Donation

Meeting Date: 2/15/2018

Purpose of Request:
Requesting approval to accept a donation from Syfan Logistics, Inc.

History/Background:
Syfan Logistics, Inc. has announced that the Gainesville Police Department has been selected to receive a donation in the amount of $1,500.00 from The Syfan Logistics Charitable Fund.

Facts & Issues for Consideration:
The Police Department has needs that are related to law enforcement programs and educational materials.

Department Recommendation:
Acceptance of said donation.

Department Director:
Carol Martin

If funding is involved, are funds approved within the current budget?
N/A

Amount Requested:

Source of Funds:

Finance Comments:

Administrative Comments:

ATTACHMENTS:

	Description	Type
🗋	Donation From Syfan Logistics Inc	Resolution

RESOLUTION PR-2018 - ___

**DONATION FROM SYFAN LOGISTICS, INC.
FOR THE GAINESVILLE POLICE DEPARTMENT**

WHEREAS, Syfan Logistics, Inc. has selected the Gainesville Police Department to receive a donation; and

WHEREAS, Syfan Logistics, Inc. has indicated that the Gainesville Police Department will receive $1,500.00 from the Syfan Logistics Charitable Fund; and

WHEREAS, the Gainesville Police Department has needs which are related to law enforcement programs and educational materials.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body for the City of Gainesville hereby authorizes the acceptance of said donation by Syfan Logistics, Inc.

Adopted this _____ day of __________________, 2018.

____
C. Danny Dunagan, Jr., Mayor

This is to certify that I am City Clerk of the City of Gainesville. As such, I keep its official records, including its minutes. In that capacity, my signature below certifies this resolution was adopted as stated and will be recorded in the official minutes.

ATTEST:

____
Denise O. Jordan, City Clerk

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 2/8/2018

Presenter: Bryan Lackey

Item of Business: Resolution: Rules and Procedures for Adopting Ordinances

Meeting Date: 2/15/2018

Purpose of Request:
The purpose of this resolution is to update the governing body's procedures for adopting ordinances.

History/Background:

Facts & Issues for Consideration:
Local legislation has been introduced to discontinue the second reading of ordinances except when required by state/federal regulations. The procedures for adopting ordinances must be updated if the new legislation is adopted. The City Attorney provided assistance with preparing the proposed resolution.

Department Recommendation:
Adopt the resolution as presented.

Department Director:
Bryan Lackey

If funding is involved, are funds approved within the current budget?
N/A

Amount Requested: **Source of Funds**:

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
Procedures for Adopting Ordinances	Resolution
Proedures for Adopting Ordinances	Attachments/Exhibits

RESOLUTION BR-2018 - ___

RULES AND PROCEDURES FOR ADOPTING ORDINANCES

WHEREAS, Section 2.23(b) of the Charter for the City of Gainesville requires the governing body to establish rules and procedures for adopting ordinances; and

WHEREAS, Business Resolution 2013-02 was adopted on January 8, 2013, establishing procedures for adopting ordinances; and

WHEREAS, a review of the existing procedures identified an opportunity to improve efficiency by discontinuing the second reading of ordinances except when required by federal and/or state law.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body hereby adopts the rules and procedures for adopting ordinances as shown on the attached Exhibit “A.”

BE IT FURTHER RESOLVED THAT Business Resolution 2013-02 is rescinded upon adoption of this resolution.

Adopted this _____ day of __________________, 2018.

____

C. Danny Dunagan, Jr., Mayor

This is to certify that I am City Clerk of the City of Gainesville. As such, I keep its official records, including its minutes. In that capacity, my signature below certifies this resolution was adopted as stated and will be recorded in the official minutes.

ATTEST:

____

Denise O. Jordan, City Clerk

BR-2018-___

RULES AND PROCEDURES FOR ADOPTING ORDINANCES

EXHIBIT A

1. Proposed ordinances shall be drafted by staff with assistance from the City Attorney using the ordinance template as provided by the City Clerk's Office.

2. Proposed ordinances shall be routed through the agenda manager software for approval.

3. Proposed ordinances shall be presented at a work session and available for distribution before official action is taken by the governing body, except in emergency situations as provided by law.

4. Proposed ordinances shall be assigned a reference number and shall be listed as a Council Meeting agenda item.

5. Proposed ordinances shall be adopted upon meeting the voting requirements set forth in the City Charter with the effective date as referenced within the ordinance after one reading before the governing body unless otherwise required by state or federal law.

6. Adopted ordinances shall be printed, signed, sealed and filed in the Ordinance Book for permanent retention.

7. Adopted ordinances shall be posted on the citywide server (V Drive) and shall be submitted for codification when applicable.